

FALL/HOLIDAY 2011

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

applause®

**HOLIDAY
SALES
HOW-TO:**

GET READY FOR THE ULTIMATE
GIFT GUIDE **PAGE 16**

MARY KAY®
**MAKEOVER
contest**

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hey there
trendsetter,
get ready to fall into
fabulous
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**GROW
GROW
GROW**

NEW PROGRAMS FOR 2012!

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When can a
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AND THE CANADIAN COSMETIC, TOILETRY AND FRAGRANCE ASSOCIATION (CCTFA).

editor's letter

fasten your seatbelt...

There's no doubt that the past few months have been a roller coaster ride.

The "I only have so-and-so number of days to achieve my Seminar goals." Followed by "Did I achieve my Seminar goals?" And then, "wham" just when you thought you had a second to breathe, a new Seminar year kicks off! Of course, there's always the very peak of the rollercoaster – the very highest point – when your heart starts racing fast, your palms get a bit clammy and you feel like your stomach might just jump out of your throat.



At Mary Kay, we like to call that Seminar ...

And we're pretty sure many of you have felt what was just described while walking across the stage, sitting in the audience being inspired by someone sharing their journey, or even just walking into the general session hall for the first time.

Now that fall's here and there's a new quarter full of exciting product and promotions, you'll want to hold on to that excitement and exhilaration to plant it into your business. The holidays are just around the corner, so your customers will be more excited than ever to start making their holiday wish lists and checking them twice. And as their Independent Beauty Consultant, now's the time to get *The Look* in their hands – and your order form ready! At Mary Kay, the holidays never need to be hectic. To prove just that, two of our independent sales force experts share how they prepare for the holiday season on page 16. And while you're there, browse through our gift-giving ideas, as well as a few favourites from our Facebook page!

We're also pleased to announce that some popular promotions have made their way back this fall. The Company's fourth annual *Beauty That Counts*® campaign (see pages 36 & 37) will once again see \$1 from the sale of each limited-edition creme lipstick shade benefit the Mary Kay Ash Charitable Foundation in its efforts to support women living with cancer and address violence against women. Plus, hot off the heels of last year's success, a new makeover contest returns! So start booking your colour appointments – for September – today and encourage your customers to enter for a chance to win one of three TAKEOVER TORONTO! pampering getaways. Check out our promo on page 22!

But let's not forget those goals you set on July 1st. If you've always dreamed of attending Leadership Conference with the leaders of Mary Kay, now you can – because we've brought back the Future Independent Sales Director Challenge. It starts on October 1st, and all the details can be found in the GROW section on page 25.

We're also closing in on the last twelve months of the Company's 35 by 35 goal – and we're challenging you to help with our *Way to Grow* promotion, taking place from July 1st to November 30th, 2011. Want to know how you can contribute – and earn some blingin' bracelets in return? Turn to page 32 now!

What do you think Mary Kay Canada? Can we multiply that five until we hit 35,000? Imagine how much more beautiful the world would be with 35,000 Mary Kay Independent Beauty Consultants enriching the lives of women in Canada. I just know we can do it!

Marijana

Marijana Klapcic

the 6 most important things this quarter

GIVE BACK

It's the season of giving and giving back. From *Beauty That Counts*® Mary Kay® Creme Lipstick to "Hope", our 2011 MKACF Teddy Bear, there are so many ways for you and your customers to do both.

BE A TRENDSETTER

With a vintage-inspired colour palette for eyes, lips, cheeks and nails, rich elegance takes centre stage with the limited-edition Mary Kay® Redefining Elegance Collection.

GET WITH THE PROGRAM

The Star Consultant Prize Program can help you stick to your selling strategies and earn exciting new rewards.

365 TO 35 BY 35

It's the final countdown to the 35 by 35 goal! Learn how to make the most of it by taking on the 35 by 35 – *Way to Grow* Challenge...and earn fabulous rewards and recognition!

ENROL FOR THE WINTER 2011/2012

PREFERRED CUSTOMER PROGRAM

The gift with purchase will give your customers' lips a preferred and perfect pucker!

MAKEOVER TIME!

Help your customers find their way to beautiful with a fresh new look and a chance to win amazing prizes during the TAKEOVER TORONTO! Makeover Contest.

CONNECT WITH US



www.facebook.com/marykaycanada



www.twitter.com/marykaycanada



www.youtube.com/marykay

HOW ARE WE DOING?

We welcome story suggestions, inspiring ideas and other tips. E-mail the *Applause*® magazine editorial team at:

applause-canada@mkcorp.com

SHE SAID IT BEST



Nothing will help you to sell yourself better than the power of your personal enthusiasm.

Mary Kay



strut your style

**Love the looks featured in the
Fall/Winter 2011 Trend Report
on page 46?**

Well, we want to see how you wear
the trends *your* way! Send us photos
of you rockin' one of the featured
show-stopping styles and you could
see yourself in the Winter 2011
issue of *Applause*® magazine!

Send your high resolution – and
fabulously fashionable – photos to

APPLAUSE-CANADA@MKCORP.COM!

calendar

the dates you need to know this quarter

SEPTEMBER 2011

- 1: First day to enter** the TAKEOVER TORONTO! Mary Kay® Makeover Contest.
- 5: Received deadline** for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on September 1st.
- 5: Labour Day.** Corporate office closed.
- 13: Happy Anniversary!** Celebrate Canada's 33rd anniversary today.
- 15: Preferred Customer Program –** Enrolment deadline for *Fall Fantasies* optional mailer postcard.

Last day for customers to take advantage of the Fall 2011 *Mini TimeWise® Night Restore & Recover Complex & Mini TimeWise® Microdermabrasion Set* gift with purchase.
- 16: Fall/Holiday 2011 promotion begins.** Check out www.marykay.ca and your Mary Kay® Personal Web Site to see all that's new!
- 19: Preferred Customer Program –** Fall/Holiday 2011 issue of *The Look* begins mailing.
- 30: Last day of the month.** Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward September production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward September production.

on the cover: Sarah is wearing Glacier Gray cream eye colour; Lavender Fog mineral eye colour; Steely eyeliner; Mary Kay® Lash Love™ Mascara in I ♥ Black; Strawberry Cream mineral cheek colour; Pink Shimmer lipstick; and Starry lip gloss.

OCTOBER 2011

- 5: Received deadline** for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on October 1st.
- 10: Thanksgiving.** Corporate office closed.
- 15: Preferred Customer Program –** Enrolment for the Winter 2011/2012 Preferred Customer Program begins.
- 25: Preferred Customer Program –** *Fall Fantasies* optional mailer postcard begins mailing.
- 31: Last day to enter** the TAKEOVER TORONTO! Mary Kay® Makeover Contest.

Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward October production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward October production.
- Received deadline** for 2011 Shelter Grant Program applications.

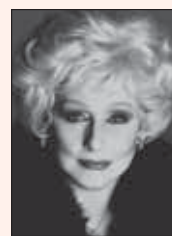
 October is
Breast Cancer
Awareness month.

NOVEMBER 2011

- 5: Received deadline** for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on November 1st.
- 11: Remembrance Day.**
- 15: Preferred Customer Program –** Enrolment deadline for the Winter 2011/2012 issue of *The Look*.
- 30: Last day of the month.** Mail-in and couriered orders must be received by 5 p.m. Eastern Standard Time to count toward November production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward November production.

*SHE SAID
IT BEST*

Everything has its time and place, and when your time and place are with your family, you must be able to detach yourself from your work. Talk about their interests, not yours. And on weekends, forget about your Mary Kay career. Don't even mention it!



Mary Kay

Mary Kay

Here's what's heating up the MKOC® in September, October and November.



BEAUTY BONUS

Monthly ordering bonuses (FREE with your \$600 wholesale Section 1 order!) are posted on the first of the month.



WORK, QUALIFY, REWARD

Check out *Contest & Rewards* for the latest programs and promotions – and track your way to success!



THE SOCIAL NETWORK

Have you seen the updated company-approved Facebook status posts and Twitter tweets on the *Digital Zone*? Just copy and paste!

What's fab for fall and hot for the holidays? Don't miss these online additions.



HOT TRENDS

Hollywood stylists share this season's hottest trends in the *Fall/Winter 2011 Trend Report*. Download it, e-mail a link from your Mary Kay® Personal Web Site or post it on Facebook and Twitter!



A BEAUTIFUL DIFFERENCE

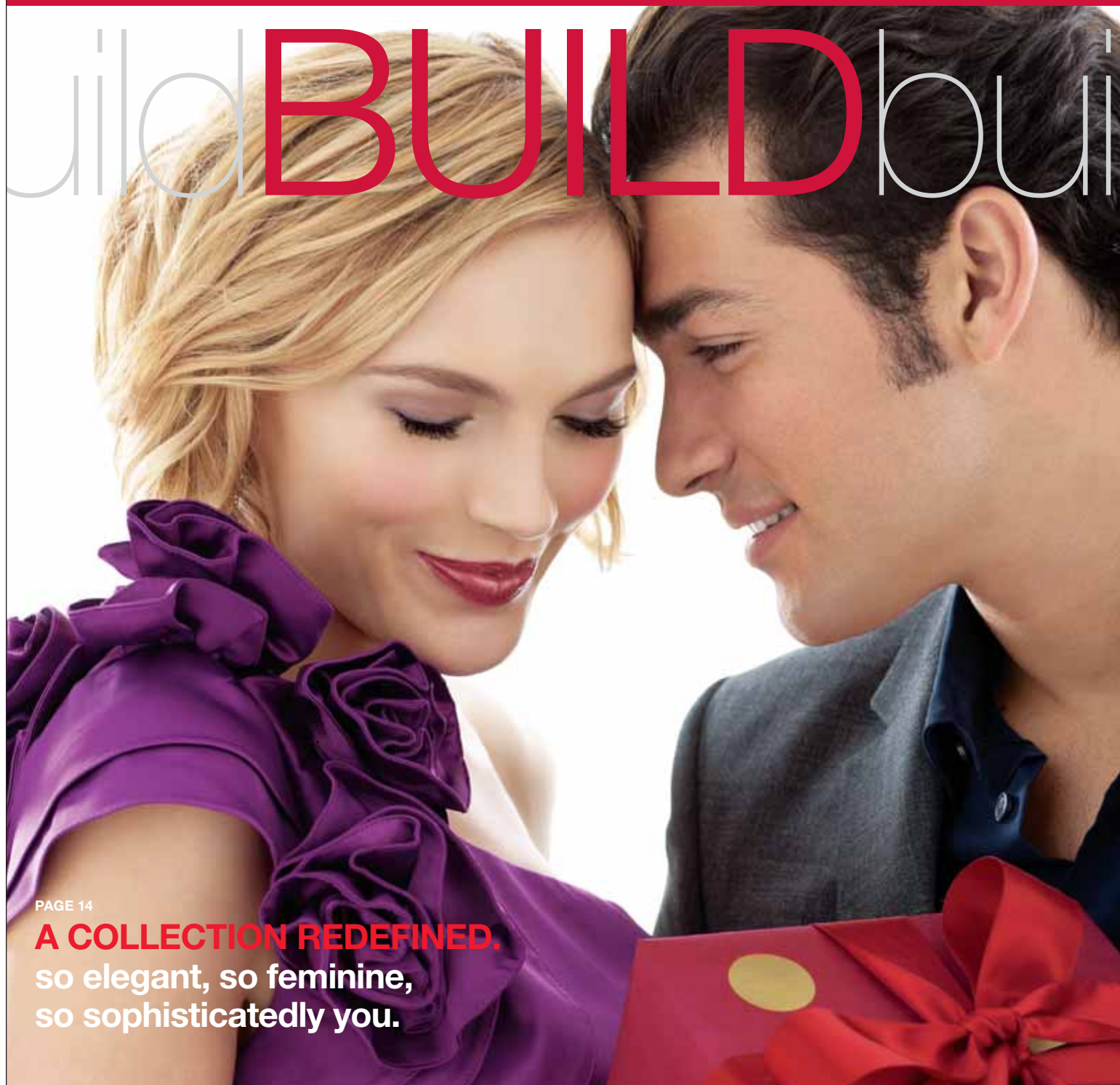
A web page devoted to helping you and your customers benefit causes that affect women through the *Beauty That Counts®* corporate social responsibility campaign.



TAKEOVER TORONTO

Start booking your appointments for September 1st and submitting your customers' makeovers for a chance to win a pampered-to-perfection trip to Toronto!

“nothing happens
until somebody sells something.”



PAGE 14

A COLLECTION REDEFINED.
so elegant, so feminine,
so sophisticatedly you.

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PAGE 12 | RESTORE & RECOVER
awaken your skin's
age-fighting potential
at night

PAGE 16 | HOLIDAY HOW-TO
gifts galore

PAGE 20 | VOTE
last chance to vote for
your must-haves!

OUR FAVOURITE LOOK

“s” is for subtle

OUR COVER GIRL SARAH PROVES THAT YOU DON'T HAVE TO SHOW OFF TO MAKE A STATEMENT THIS HOLIDAY. HER LOOK IS ROMANTIC AND FEMININE – AND CAN EASILY GO FROM CUBICLE TO COCKTAIL PARTY.

HOW TO GET IT

1. Apply **Glacier Gray** cream eye colour over the entire eyelid, from the lash line to the brow bone and under the lower lash line.
2. Swipe **Lavender Fog** mineral eye colour into the crease.
3. Line the eyes with **Steely** eyeliner.
4. Apply one or two coats of Lash Love™ Mascara in **I ♥ Black**.
5. Apply **Strawberry Cream** mineral cheek colour on the apple of the cheeks, gently blending out toward the temple.
6. Finish with **Pink Shimmer** lipstick topped with **Starry** lip gloss.

HOW TO KEEP IT ON

Once you've perfected the look, you want to make sure it lasts! Here are some tips that'll keep your makeup in place for hours.

- **Primers** are a must – for both face and eyes. Not only do they set your foundation and eye colour, they also fill in fine lines and imperfections so everything glides on smoothly.
- If you've been at work – or out all day – and need to touch up on the go, cover any blemishes with **concealer** (remember less is more and pat gently, don't rub) then powder your face lightly. It'll instantly freshen up your look.
- Apply **TimeWise® Age-Fighting Lip Primer** before your lipstick and lip gloss to extend its wear and prevent it from feathering and bleeding.
- Toss **Mary Kay® Beauty Blotters® Oil-Absorbing Tissues** and your favourite lip gloss into your purse for instant touch-ups throughout the night. Try to avoid reapplying powder because it can leave you with that cake-y appearance.

Whatever you do, don't overdo it. Remember, you don't want people to just notice your makeup; you want them to notice you!

– Marijana Klapic



BUSINESS BOOSTER

avoid holiday havoc

With parties to primp for and wish lists to fulfill, your customers need all the holiday shopping help they can get. That's where you come in!

Deck Your Halls!

An open house is a great way to boost seasonal sales! You can let your personalized service shine by offering customers an unexpected extra or an escape from the pre-holiday hoopla.

Holiday Wrappings

Take the guesswork out of holiday gift sets by coming up with your own themed sets. Here's one!

Sweet Dreams: Arrange TimeWise® Night Restore & Recover Complex on a satin pillow. Include a book about the importance of healthy sleeping habits. On a budget? Research the web for tips from leading sleep experts and print it off on decorative paper (think soothing and serene).

And don't forget the handiest holiday helper of all – *The Look!*

The Look Fall/Holiday 2011 (\$7, pack of 20)

With a gorgeous “fold-out” gift guide, this issue of *The Look* can help customers end the search for the perfect present – whether they're gifting themselves or someone special on their list. For customers who prefer online shopping, be sure to share your expertise through the **eCatalog** at **www.marykay.ca**. Customers with an iPhone or iPod Touch can access it directly from their device!

THE SCIENCE BEHIND THE BEAUTY



With Krystle Gonzalez Supervisor, Regulatory Affairs & Quality Assurance

Q. There's been some buzz about heavy metals in cosmetic products and the possibility of it posing a risk to consumers. Does Mary Kay® product have heavy metals in its cosmetics?

A. Mary Kay does not use heavy metals in its cosmetics. Heavy metals are not ingredients, rather they're impurities that are naturally occurring elements found everywhere in the environment. It's virtually impossible to eliminate heavy metal impurities; as such, trace amounts of a variety of heavy metals are found in most consumer products, including cosmetics. Any trace amounts of heavy metals in Mary Kay® products are well within the limits established by regulatory agencies including Health Canada and are strictly monitored and controlled.

At Mary Kay, product safety is our number-one priority. The ingredients that we use in our cosmetics meet or exceed all requirements for cosmetic ingredients. We perform thorough, ongoing reviews of all products and ingredients, working closely with our suppliers to ensure their safety. As a recognized leader in the industry, Mary Kay stands behind the safety and quality of its entire product line. You can use Mary Kay® products with complete confidence.

To learn more about Mary Kay's high quality product development standards, go to Mary Kay Canada's web site at www.marykay.ca and look under **Product Research & Development**.



MULTITASKING MONEYSAVER

mary kay® extra emollient night cream

by Marijana Klapic

We hit the Mary Kay Canada Facebook Page to ask you if you had a Mary Kay® product that multitasked. And let me just say, you created a Facebook frenzy!

Mary Kay® Extra Emollient Night Cream quickly took the lead ... and here's how you said it multitasked.

- Great for burns, chapping or just to soften that already incredibly soft Mary Kay skin.
- Softens dry elbows.
- Keeps the excess dead skin to a minimum, which could be helpful for those who suffer with psoriasis.
- Helps soothe and heal dry, cracked feet.
- Use on dry patches of the face.
- On the lips!
- Revives and moisturizes leather shoes and purses (try at your own risk!).

Facebook Fave



Star Team Builder Leanne Neufeld of Winnipeg, MB shared her multitasking moneysaver on Facebook and we couldn't resist sharing it with our *Applause®* magazine readers!

Leanne uses Mary Kay® Mineral Bronzing Powder as an eye colour, layering it over Mary Kay® Cream Eye Color in Beach Blonde.

"I learned the bronzing powder trick from professional makeup artist Diana Carreiro, but then I tried pairing it with Beach Blonde and it created a whole new look. The eye area from my crease to my brow is a bit wide, so using these two products together helps lighten it up, making it less noticeable," shares Leanne.

HOW TO GET IT:

1. Apply **Beach Blonde** cream eye colour as a base.
2. Use the darker panel of the **Desert Sun** bronzing powder on the outer half of the eyelid.
3. Use the lighter panel from the crease up.
4. Blend well.
5. Finish with the mascara formula and shade of your choice.

"Less is more in this case," advises Leanne. "The look is fast, easy and perfectly polished!"

Have your own multitasking, moneysaving product? Send your suggestion to applause-canada@mkcorp.com and it could be featured in an upcoming issue!



THEN & NOW

making miracles

2000

2000: Happy new millennium! TimeWise® is introduced and includes 3-In-1 Cleanser and Age-Fighting Moisturizer. The TimeWise® Miracle Set® followed one year later.



2004: New TimeWise® formulas are introduced: 3-in-1 Cleanser and Age-Fighting Moisturizer for normal-to-dry and combination-to-oily skin. Two sets are offered: One with the formula for normal-to-dry skin and one with the formula for combination-to-oily skin. The following year, the TimeWise® Miracle Set® becomes part of the regular line.

2009: Unveiling of TimeWise® Miracle Set® new packaging.

DID YOU KNOW... Mary Kay Ash believed you could double your sales at this time of year by offering services as a personal or business gift shopper? So begin to contact your customers early in the season, remembering that many organized people shop in advance to get the best values and avoid the crowds.

2004



today



INVENTORY UPDATE

discontinued products

The following items will be moved to the *Discontinued Items* section of the Independent Beauty Consultant Order Form, beginning September 16th:

- Advanced Moisture Renewal™ Treatment Cream (upon inventory run-out) due to low sales.
- All shades of Mary Kay® Medium-Coverage Foundation (upon inventory run-out) due to low sales.
- All shades of Mary Kay® Eyeliner samplers, Mary Kay® Lip Liner samplers and Mary Kay® NouriShine® Lip Gloss samplers due to new formulas and shades launching on December 16th, 2011. Section 2 Samplers will no longer be available effective September 16th, 2011.
- The Mary Kay® Color Cards will be updated with the December 16th, 2012 promotion. While the shade samplers will remain the same, the update impacts only the optional product recommendations listed on the card, which coincide with the launch of the new Mary Kay® Lash Love™ Mascara as well as the new eyeliner, lip liner and lip gloss formulas and shades launching December 16th, 2011.

improvements

We're making a change to **TimeWise Replenishing Serum+C™** packaging that will give you six weeks for the price of four, making this customer favourite even easier to sell and re-promote! In an effort to reduce waste, the Company has decided to transition replenishing serum+C from four vials to one. For the same suggested retail price of **\$60**, you'll now receive six weeks worth of product instead of four (when used as directed). We'll continue to communicate the recommended daily usage for replenishing serum+C (three pumps per use) on this updated packaging, which will begin phasing in gradually in the fall. New images featuring the single airless pump will appear in the Winter 2011/2012 issue of *The Look*.



starter kit changes

Effective September 1st, we'll be removing the Mary Kay® Medium-Coverage Foundations and TimeWise® Liquid Foundation Samplers in the Starter Kit and replacing them with the following:

- 3 TimeWise® Matte-Wear Liquid Foundations
- 3 TimeWise® Luminous-Wear™ Liquid Foundations
- 1 Mary Kay® Foundation Primer
- 6 Mary Kay® Liquid Foundation Brushes



how to update personal information

The Sales Force Support call centre often receives phone calls requesting changes to an Independent Beauty Consultant's information. Did you know that it's easy for you to change your personal information by accessing *Profile Manager* on the MKOC®? Just log onto the MKOC® and click the *Profile Manager* link in the *Quick Links* box on the left-hand side of the screen.



It's extremely important that personal information

be up-to-date in *Profile Manager*, as we use the contact information in this database when sending out Company updates to you – whether it be via mail, e-mail or phone. If the information is not current, there's a potential risk that you may not receive a communication that's vital to your business.

In order to maintain accuracy and ensure the safety and protection of all personal information, we ask that any changes to personal information (i.e., name, address, phone number, e-mail, etc.) be made only by you. If you're unfamiliar with *Profile Manager*, please call Sales Force Support at 1 (877) 411-6279 or a fellow independent sales force member to help walk you through the process.



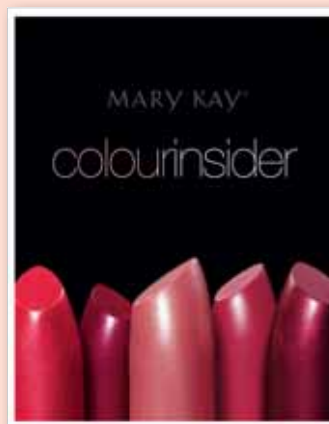
reminder: product replacement request procedures

This spring, we implemented a new Product Replacement Request procedure that eliminated the need to ship product back to the Company. Instead, we simply asked Independent Beauty Consultants to complete the new Product Replacement Request Form (available on the MKOC® in the *Forms & Worksheets* section under the *Resources* tab) as a fillable PDF, save it on their computer for their records, and then e-mail it to us at productreplacementscanada@mkcorp.com* or fax it to 1 (888) 449-8394. Please remember that the form must be filled out completely in order for the Company to be able to process your request. Forms that are missing information will either be returned to you or you'll be contacted to complete the missing information.

Also, it's essential that you keep your product on-hand for 30 days, starting from the day that you submit your form, as you may be contacted by the Quality Assurance department with questions about the product or a request for the product to be returned for QA assessment. After the 30-day time period, you can dispose of the product according to your local disposal regulations.

We're happy to report that the feedback has been positive – and the transition, smooth and efficient – so keep up the great work! As a reminder, we'll no longer be accepting old forms or product returns as of December 31st, 2011.

* Unfortunately, any questions sent to productreplacementscanada@mkcorp.com cannot be addressed via e-mail. This address is for receiving completed Product Replacement Request Forms only. We're happy to help you with any questions or concerns you may have about the Product Replacement Program, so please contact Sales Force Support at 1 (877) 411-6279.



colourinsider price reduction

The *ColourInsider* Book & DVD Set is a go-to resource for all things colour application – and we have some great news to share! You can now purchase the **set for \$15** instead of \$30 – that's half the regular price!

So head over to Section 2 of the online ordering form and take advantage of this special offer today!

awaken the age-fighting potential of skin at night



TimeWise® Night Restore & Recover Complex
HELPS BOOST YOUR BEAUTY SLEEP

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

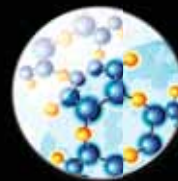
NEW

TimeWise® Night Restore & Recover Complex

\$45

(normal/dry and combo/oily formula)

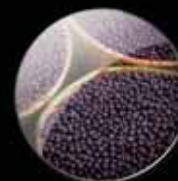
formulated with



Palmitoyl Tetrapeptide-7



Cotton Seed Extract



Acai Berry Extract



Pomegranate Sterols



Chestnut Seed Extract

SECTION 2 SAMPLERS AVAILABLE!

\$2 for a pack of 6 (normal/dry or combo/oily formula)

from **Dr. Beth Lange**, Chief Scientific Officer

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

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

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

have ingredients that are particularly important to use at night. TimeWise® Night Restore & Recover Complex was formulated with these types of ingredients.

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

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

WHAT IT DOES

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

TimeWise® Night Recover and Restore Complex also **targets the skin dermal matrix***: The skin dermal matrix is like its structure – similar to the frame of a house. Its primary component is collagen and the visible signs of aging are like a reflection of the health of the matrix – the weaker the dermal matrix, the older a person is likely to look.

It helps skin recover from daily damage. Cotton Seed Extract is known to boost skin recovery and reduce the effects of daily damage.* In addition, our Acai Berry Extract helps replenish the antioxidants that are lost during the day. Unless these reserves are replenished at night, the cumulative effect adds up until the signs of aging become visible as fine lines, wrinkles and a loss of firmness.

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

*Based on in vitro testing.

ORDER OF APPLICATION

Mary Kay® Oil Free Eye Makeup Remover
TimeWise® 3-in-1 Cleanser
TimeWise® Microdermabrasion Set (1-2 times/week)
TimeWise Replenishing Serum Set+C™
TimeWise® Even Complexion Essence
TimeWise® Night Solution
TimeWise® Night Restore & Recover Complex
TimeWise® Facial Moisturizer

EFFORTLESS RESULTS

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

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

76% said skin feels firmer.

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

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

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

†Results reported during a twelve-week independent consumer study.

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

81% said skin feels firmer.

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

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

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



REDEFINING elegance

glamorous eyes

With a modern twist on the classic dramatic eye, this iconic look is made easy. Go from delicately thin to dramatically bold lines with the long-lasting, quick-drying **Mary Kay® Luxury Liner***. This versatile liner applies evenly in one stroke, lasts all day and is available in three alluring shades.

\$17.50 each



lovely lips

Create luxuriously soft lips in richly feminine hues this fall with **Mary Kay® Lip Suede***. The lush, long-wear formula, available in two elegant shades, will leave your lips feeling soft and moisturized.

\$16.50 each



Cherina's hat and faux fur are right on-trend. Her makeup is **fillfree eye and cheek powder*** in Stunning*; **luxury liner*** in Black Velvet*; **Lash Love™ Mascara** in I ♥ Black; and **lip suede*** in Luscious Plum*.

This season's hottest look? Rich elegance that seems effortless. Help

customers achieve this updated, feminine, polished look with minimal effort and maximum effect with the limited-edition Mary Kay® Redefining Elegance Collection*.

inspired elegance

Inspired by antique jewelry and family heirlooms, the limited-edition **Mary Kay® Filigree Eye and Cheek Powder*** create the sophisticated look that women of all ages want. The vintage-inspired colour palettes are enhanced with flecks of gold to add vintage glamour. The shades, in a light and a dark palette, feel velvety soft and glide on with effortless blendability to create the perfect look.

\$22 each



The **Mary Kay® Compact Mini Skin*** in the same vintage pattern as the Redefining Elegance Collection* is **FREE** with the purchase of a Mary Kay® Compact Mini. Compact Mini Skin* also sold separately for just \$5.

Fits perfectly in the Mary Kay® Compact Mini!
\$20 (unfilled)



TREND TIP: Reinvent the look of the ornate removable brooch by mixing and matching with your wardrobe. Pin it on a scarf or wrap — or use it to accessorize your favourite sweater, blouse, necklace or hat! Now that's versatility.

added accessory

The limited-edition **Redefining Elegance Clutch with Removable Brooch*** is **FREE** with any \$60 purchase from the limited-edition Redefining Elegance Collection*.

sophisticated style

Achieve modern elegance and total sophistication with the high gloss finish of **Mary Kay® Nail Lacquer***. Available in three on-trend shades, these stay-true colours are finished off perfectly with **Mary Kay® Base/Top Coat*** for a durable shine.

\$10 each



plush plum



gold leaf

base coat/
top coat

lavish sable



how to rock the trend:

Go for bold eyes OR statement lips (just not both!).

EYES

- Use filigree eye and cheek powder* in either Stunning* or Splendid*. Apply the shade 1 eye colour to the entire eyelid; apply the shade 3 eye colour to the crease; and apply the shade 2 eye colour to the lower lash line.
- Line upper lash line with luxury liner* in Classic Sable*.
- For an extra touch of elegance, line lower lash line with either Amethyst* or Deep Brown* eyeliner*.
- Finish eyes with Lash Love™ Mascara in I ♥ Black.

LIPS

- For extra glamour, pair lip suede* with NouriShine® Lip Gloss*. Pink Diamonds* pumps up pink lips; Sugarberry* plays well with plum lips.

little gifts galore

These delightful little gifts are perfect stocking stuffers – or that adorable finishing touch on any gift this holiday season! With their purse-friendly prices and precious packaging, these lovable little gifts are sure to be sweet sellers for you!

Limited-Edition Mary Kay® Little Gifts Hand Cream*

You and your customers can give the gift of 24-hour moisturization in an alluring fragrance with **Mary Kay® Little Gifts Hand Cream***. Available in **Vanilla Berry*** and **Vanilla Mint***, these enchanting hand creams can be perfectly paired with the Fragrance-Free Satin Hands® Pampering Set or Mint Bliss™ Energizing Lotion for Feet and Legs.

And they all maintain the skin's soft, smooth appearance during the dry winter months!

\$13 each



Limited-Edition Mary Kay® Little Gifts Lip Balm Set*

Cold weather, wind and indoor heating can leave lips feeling dry, so your customers are sure to love the **Mary Kay® Little Gifts Lip Balm Set***. With three delicious flavours in the set, **Vanilla Mint**, **Vanilla Berry** and **Vanilla**, these lip balms are perfectly suited for gift-giving occasions.

\$25 set of 3

YOU TOLD US

How do you prepare for the holiday selling season?

Independent Senior Sales Director Shelley Recoskie, Woodbridge, ON



"I plant the seeds for holiday ordering as soon as I receive *The Look* in August. Limited-edition gift sets tend to sell out quickly, so I make sure my unit members order them right away to avoid disappointment later on in the quarter. More than anything, I think it's important for Independent Beauty Consultants to think smart – and that means having the products your customers want, when they want them. It also means thinking a season ahead. Retailers are thinking about Fall/Holiday in the summer and we should too!"

Star Team Builder Deanna Blue, Wyoming, ON



"I start coordinating holiday gifts for my customers in September. I have one order form for "today" and one designated for the people on their gift-giving list. I've built lasting relationships with my customers, so I already know who they need to buy for based on years of experience. I have their list ready and they can adjust it accordingly. We sit down and go through *The Look*, they place their order and I wrap and deliver it well before the holiday chaos hits. Also, six weeks before Christmas, I create a basket full of pre-packaged gifts under \$50 and ask my re-order customers if I can bring them by when I drop off their delivery. I wrap them up festively with snowflakes and cellophane, tie them up with nice ribbon and include a blank nametag that they can fill out upon purchase. This makes it easily identifiable for the customer once the holiday season arrives."

Limited-Edition Thinking of You™ Fragrance Bundle*

Imagine receiving a bottle of Thinking of You™ with the keepsake charm and a beautifully hand-written note; then imagine what it is to receive, as a special extra, a tube of limited-edition Thinking of You™ Body Lotion*. It will be a gift and a memory.

Thinking of You™ Fragrance Bundle*

\$55

**A \$63
value!**



Available November 1st, 2011*!



\$49

little budget-friendly delights.

A customer favourite makes its return – the **Mary Kay® Miniature Fragrance Collection*!** The set includes five miniature eau de parfums: Journey®, Bella Belara®, Belara®, Velocity® and Thinking of You™ — all in a luxurious keepsake box with a vintage filigree print. Perfect for pairing with product from the limited-edition Redefining Elegance Collection*!

for legs that go, go, go!

Is Mint Bliss™ Energizing Lotion for Feet & Legs on your stocking stuffer list? Well now you can tuck in a FREE* pair of Spa Socks! How's that for a two-in-one gift!



\$16

Limited-Edition Thinking of You™ Body Lotion*

This multi-benefit product is back again for this gift-giving season. Designed to extend the wear of the Thinking of You™ fragrance while moisturizing the skin, it's the perfect gift for those who already love Thinking of You™

Eau de Parfum. It's also a lovely gift set for those who have yet to experience – but would love an introduction to – this beautiful fragrance.

Thinking of You™ Body Lotion*
\$23

You joined the conversation!

We took to our Facebook Page and asked you to share your favourite stocking stuffers/gift ideas. Here's what topped the list!

- Mint Bliss™ Energizing Lotion for Feet & Legs
- Satin Lips® Set (this one took the lead!); add NouriShine® Lip Gloss* in Fancy Nancy*
- Mary Kay® 2-in-1 Body Wash & Shave (add the lotion too)
- Thinking of You™ Eau de Parfum
- Velocity® for Him Cologne
- Mary Kay® Mineral Eye Color Bundle

We personally think the limited-edition 2011 *Beauty That Counts®* Creme Lipsticks are the perfect way to “give back” while gift-giving! Learn more on page 36!



All prices are suggested retail.

*Limited quantities while supplies last. Offer expires December 15th, 2011.

www.marykay.ca fall/holiday 2011 applause **17**

customers count toward consistency

35 is the NEW lucky number!

by Bianca Lono and Marijana Klapcic

Mary Kay Ash didn't believe in resting on her laurels once she sampled the sweet taste of success, so why should we? We all know that the Preferred Customer Program (PCP) helps create customer loyalty for the product, the brand – and for you as an Independent Beauty Consultant.

So why change it? To get you excited and motivated, of course! After all, who doesn't love a new challenge ... and with a special product preview as a reward, we're hoping you feel as preferred as your customers do.

*join the customers count
challenge!*



It's important to note that the regular requirements of the PCP Consistency Challenge will remain the same. You're still required to enrol in the **program for four consecutive quarters** beginning with Fall/Holiday 2011 (July 15th, 2011 to August 15th, 2011) and ending with Summer 2012 (April 15th, 2012 to May 15th, 2012) to receive recognition at corporate special events – and the **Mary Kay® Mug Collection**. Be sure to check the *PCP* section on the MKOC® for full details, as there are some exceptions to the rules!

Now, here's what's new!

We thought we'd celebrate the Company's upcoming 35th anniversary in 2013 by challenging all active[†] independent sales force members to grow their customer count. Simply enrol a **minimum of 35 customers** in each Preferred Customer Program during the promotional period (Fall/Holiday 2011, Winter 2011/2012, Spring 2012 and Summer 2012) – for a total of 140 by the end of the challenge* period – and you'll receive a special product preview from the Fall/Holiday 2012 product promotion!



special product preview from the
Fall/Holiday 2012 product promotion

So what do you say? Are you ready to show your customers that they count by offering them the preferred customer treatment? It can only count towards your success too!

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

[†] An Independent Beauty Consultant is considered "active" in the month a minimum \$200 Section 1 wholesale product order is received by the Company and in the following two calendar months.

* To qualify, a new Independent Beauty Consultant must submit her Independent Beauty Consultant Agreement between August 1st, 2011 and January 15th, 2012 to be eligible to receive the **Mary Kay® Mug Collection**. To qualify for the **Customers Count Challenge** – the new Independent Beauty Consultant must enrol in the Spring 2012 and Summer 2012 programs with a total of 140 customers during the challenge period.



Shades and packaging subject to change.

WINTER 2011/2012 PREFERRED CUSTOMER PROGRAM GIFT WITH PURCHASE

mini nourishine plus™ lip gloss set

Maximum moisture, maximum shine ... without that sticky feeling! Isn't that what we all crave out of a lip gloss? And now it even comes in petite-sized packaging? And six in a set? Plus, a new skin-loving, mineral-enriched formula? This is one quarter you won't want to miss enrolling your customers in. And with four new shades included in the set, it's the perfect opportunity to introduce new customers to a regular-line item they may have never thought to try.

The **Mini NouriShine Plus™ Lip Gloss Set** includes one each (0.5 g) of the following shades:

- Icicle
- Berry Tart
- Fancy Nancy
- Red Passion
- Pink Lustre
- Beach Bronze

Enrolment for the Winter 2011/2012
Preferred Customer Program
begins **October 15th!**

dates to remember

- **Enrolment begins:** October 15th, 2011.
- **Enrolment deadline for *The Look*:** November 15th, 2011.
- **Enrolment deadline for the *Winter Wonders* postcard:** December 15th, 2011.
- **Gift with purchase and generic literature packs ship by:** December 16th, 2011.
- **Customer and independent sales force versions of *The Look* begin mailing:** January 3rd, 2012.
- ***Winter Wonders* postcard begins mailing:** January 23rd, 2012.
- **Offer expires:** March 15th, 2012.

preferred customer programSM

consistency challenge
2011/2012

Enrol for the Winter 2011/2012 Preferred Customer Program to stay on-track for the 2011/2012 Preferred Customer Program Consistency Challenge!

WINTER 2011/2012 SAMPLER

lips that shine

When you enrol your customers to receive *The Look* for Winter 2011/2012, their issue will include samplers of the NEW Mary Kay® NouriShine Plus™ Lip Gloss shades in **Café au Lait** and **Red Passion**.

This exclusive preview is a fantastic way to introduce your customers to the fabulous new formula and shades – and provides a built-in follow-up opportunity with customers once all 14 shades launch with the Winter product promotion!

glam gals

Congratulations to the winners of the 2010/2011 Preferred Customer Program Consistency Challenge *Glam-Up!*: **Independent Senior Sales Director Louisa Hoddinott**; **Independent Sales Director Lenore Oughton**; **Independent Sales Director Rae Naka**; **Independent Beauty Consultant Eileen Jessup**; **Independent Beauty Consultant (Team Leader) Brenda Betz**; and **Independent Beauty Consultant (Team Leader) Helena Bourgeois**.

Get a behind-the-scenes peek at their Seminar 2011 *Glam-Up!* session in the Winter 2011/2012 issue of *Applause*® magazine!





READER CONTEST

vote, vote, vote!

Exclusive to Canada, FASHION Magazine's Readers' Choice Beauty Awards is a favourite among beauty aficionados and industry insiders – with the results widely anticipated by editors, beauty brands and readers.



Last year, you and your customers rallied behind your Mary Kay must-haves – and of course, you already know the results of your passion for pink: Mary Kay's **TimeWise® 3-in-1 Cleanser** took top billing in the "Cleanser Over \$15" category, appearing in the February 2011 issue of FASHION and online at www.fashionmagazine.com.

This year, we'd like to top that! So don't miss this opportunity to nominate the Mary Kay® skin savers and can't-live-without-them beauty basics you love – from cleansers to cosmetics, body care and beyond – in more than 50 categories.

Head over to www.fashionmagazine.com/beautyawards today and get your votes in!

hint, hint...

We know you have your favourites, but to help narrow down your choices, here's a list of our prized picks and Mary Kay® bestsellers.

CATEGORY:

Foundation – TimeWise® Liquid Foundation
 Concealer – Mary Kay® Concealer
 Blush – Mary Kay® Cream Blush
 Mascara – Mary Kay® Lash Love™ Mascara
 Eye Shadow – Mary Kay® Cream Eye Color
 Cleanser – TimeWise® 3-in-1 Cleanser
 Moisturizer – TimeWise® Age-Fighting Moisturizer
 Sunscreen SPF 15
 Serum – TimeWise Replenishing Serum+C™
 Lip Balm – Mary Kay® Tinted Lip Balm Sunscreen SPF 15



TOP HONOURS

mary kay cosmetics ltd. wins
DSA's industry innovation award

Mary Kay Cosmetics Ltd. was the recipient of the **Direct Sellers Association of Canada (DSA) Industry Innovation Award** for *Lynda's March Madness* at the association's annual conference this past June. The award recognizes the implementation of a program or service unique to the Canadian direct-selling industry by a DSA member company.

The objective of the promotion was to challenge you – the Mary Kay independent sales force – to hold 10 classes in one week during the month of March. Similar to the premise of television's "Undercover Boss", *Lynda's March Madness* saw our Vice President of Sales & Marketing Lynda Rose, hold 11 skin care classes from March 16th – 22nd, with all profits from her product sales donated to the Mary Kay Ash Charitable Foundation.

"This award acknowledges Mary Kay's ongoing commitment to creating innovative programs and promotions that help instill passion and promote growth within its independent sales force," said Lynda.



Lynda's March Madness also allowed Mary Kay Cosmetics Ltd. to increase its presence on social media vehicles (Facebook, Twitter) and was the catalyst for the launch of the corporate blog, opening up new opportunities for communication with the independent sales force, editors, bloggers, consumers and influencers.

Way to go Lynda – and way to go Mary Kay Canada!



mary kay media madness

Online and in print, everyone's talking about Mary Kay® product! In addition to generating millions of impressions, these exciting media mentions are introducing Mary Kay as a beauty brand relevant to modern women. Be sure to spread the word about recent mentions in Canadian media to give your business a boost! It could be the key to holding more parties and reaching your goals!

Plus, be sure to encourage your customers to visit the *Press Room* section on www.marykay.ca and on your Mary Kay® Personal Web Site to check out these mentions and more. Here are just a few of the Mary Kay must-haves that garnered attention this summer.

MARY KAY® LASH LOVE™ MASCARA

Toronto-based professional makeup artist and editor of **StyleEyesBeautyBlog**, Naomi Mundy was our first media maven to experience love at first sight with Mary Kay® Lash Love™ Mascara.



**MARY KAY® CREME
LIPSTICK IN SUNNY CITRUS**
Sunny Citrus cream lipstick is putting a smile on the face of Janine Falcon, creator of **beautygeeks.com** and **Face Kit Editor** of digital magazine **thekit.ca**. She also teamed up with professional makeup artist Diana Carreiro on a **Fashion** magazine photo shoot featuring a whole host of Mary Kay® products!



**MARY KAY® MINERAL
EYE COLOR**
ChickAdvisor – a women's resource for reviews and advice on products – included Mary Kay® Mineral Eye Color in Peacock and Midnight Star in a “how to wear blue eye shadow” post.



social media: rules of engagement part II



In the Summer 2011 issue of *Applause*® magazine, we provided you with an overview of the “do’s” and “don’ts” of sharing your love of Mary Kay on your Facebook profile, as well as ours!

Here are a few more posting protocols we thought would be helpful ... and some social etiquette tips too!

It's All About You!

When setting up a profile on any social media site, it's important to note that you should never set up a social media profile/page/group that is strictly for the purpose of promoting your Mary Kay business – at least not yet. Therefore, you should never create Mary Kay “Fan Pages” or other similar pages that are intended strictly for the purpose of promoting your Mary Kay business to the public. Besides, it's you that customers develop long and loyal relationships with, so promote yourself as an Independent Beauty Consultant and share the services you offer!

Think Before You Post

We all have an opinion. That's great! But remember, you are responsible for the content you write and publish. And most times, when you publish it, you can't take it back. It's out there, and it's permanent. So always use good judgment and common sense.

Here's how we think when posting to our Mary Kay Canada Facebook page.

We avoid spamming with post after post. You want your nuggets to get noticed. But sometimes when you push out post after post after post, what you're really doing is annoying your readers.

We represent Mary Kay Cosmetics Ltd. on Facebook ... and as an Independent Beauty Consultant, so do you! If you participate in a discussion, we always recommend that you identify yourself as a Mary Kay Independent Beauty Consultant if the discussion is about the Company, the products or the opportunity. Having said that, remember that when you identify yourself as a Mary Kay Independent Beauty Consultant, people will naturally form perceptions of you and Mary Kay, based upon the content you submit. In online social networks, the lines between public, private, personal and professional are often blurred. Be mindful of the content, people and other sites you link to.

We leave the personal promoting to you. Be cautious of announcing discounts in an open forum like a social media site; invariably, your discount offer will wind up being accessible to another Independent Beauty Consultant's customer or another Independent Beauty Consultant herself. This puts her in the precarious position of either honouring the discount – and perhaps losing a portion of her profit – or saying “no” and risking the alienation of her customer. An Independent Beauty Consultant can build goodwill by offering an extra gift or a token discount privately to her own best customers and hostesses. Perhaps you would like to recognize them with a personal note, offering a special one-time discount.

4 Easy Steps to “Share” Stories from the Mary Kay Facebook Page

Why not share the latest Mary Kay news on your own Facebook profile? It's easy!

1. Go to: <http://www.facebook.com/marykaycanada> and login to your account.
2. Find the story you would like to share and select the “Share” link.
3. You can share as-is, or you have the option to write a custom message (be sure to use the Company's social media guidelines in the *Digital Zone* on the MKOC®).
4. You're done! The post is now on your personal Facebook Wall for all of your friends to see.

As always, we'd love to hear your thoughts and comments; but please remember not to promote your independent Mary Kay business through links to, or mention of, your Mary Kay® Personal Web Site or other personal contact information. And if you don't already, be sure to “like” us!

MARY KAY

TAKEOVER TORONTO!



ENTER FOR THE OPPORTUNITY TO WIN A CELEBRITY-STYLE
MAKEOVER AND FASHION SHOOT IN TORONTO!

THREE GLAM-TASTIC WINNERS!

EACH GRAND PRIZE INCLUDES:

- Round-trip airfare for two to Toronto.
- Accommodations and transportation for two for three days and two nights.
- A professional makeup, wardrobe and hair makeover.
- The opportunity to star in your own photo shoot.
- A fabulous new fashionista wardrobe.

Go to www.marykay.ca for official rules and details, or contact me, your Independent Beauty Consultant.

MARY KAY® MAKEOVER contest

EASY TO ENTER!

- 1 CONTACT ME, YOUR MARY KAY INDEPENDENT BEAUTY CONSULTANT.
- 2 SCHEDULE A MAKEOVER AND ENTER TO WIN.
- 3 RALLY YOUR FRIENDS TO VOTE FOR YOU!



YOU HAVE A DATE!

PHASE 1: MAKEOVERS SUBMITTED

September 1st - October 31st

PHASE 2: PUBLIC VOTING

November 1st - 10th

PHASE 3: PRIVATE JUDGING

November 11th - December 1st

NO PURCHASE NECESSARY TO ENTER OR WIN. A PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. Void where prohibited. Offered and open only to female legal residents of Canada (including its provinces and territories) who are 18 or older. Employees, directors and officers of Mary Kay Cosmetics Ltd., Mary Kay Independent Beauty Consultants (at time of entry or after), and professional and/or semi-professional models, any individual who has made over CA \$5,000 modeling in any calendar year in the past five years or models under contract are not eligible to enter. **Limit one (1) Entry per person.** Begins on or about 12:00 a.m. Central Time on September 1st, 2011, and ends 11:59 p.m. Central Time on October 31st, 2011.

All entries must be received by Sponsor between 12:00 a.m. Central Time on September 1st, 2011 through 11:59 p.m. Central Time on October 31st, 2011, and Public Voting will be held between 12:00 noon Central Time on November 1st, 2011 and 11:59 p.m. Central Time on November 10th, 2011. Photographs must be taken no sooner than September 1st, 2011, and submitted for this Fall 2011 contest only. Grand Prize (3): three-day/two-night trip for winner and one adult guest to Toronto. ARV: \$5,000 each. Limit one finalist and overall prize per person. Subject to Complete Official Rules, available at www.marykay.ca beginning on or about September 1st, 2011.



www.twitter.com/marykaycanada



www.facebook.com/marykaycanada



www.youtube.com/marykay

“those who show up,
go up.”

HOW GROW grow

PAGE 28 | SEMINAR 2012

**SET YOUR GOALS,
REAP REFINED REWARDS –
find yourself stepping out
in diamonds.**



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it's time to get behind
the wheel

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why you want to reach
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program

mk media library updates

quarter two podcasts*

Head into the holiday season – ready to skyrocket your sales and your success – with all-new podcasts from independent sales force leaders.

SEPTEMBER 2011

- *Keep Your Eye on the Prize* with **Independent Sales Director Fiona Corby**.

OCTOBER 2011

- *Selling 201* featuring **Independent Senior Sales Director France Légaré** (available exclusively in French).
- *Selling 201* featuring **Independent National Sales Director Heather Armstrong**.

NOVEMBER 2011

- *Expand Your Circle of Influence* with **Independent Future Executive Sales Director Nathalie Delisle** (available exclusively in French).
- *Expand Your Circle of Influence* with **Independent Sales Director Robin Courneya-Roblin**.

* Available exclusively in English unless otherwise indicated.

Find tips to help you download and listen on the go in the *MK Media Library* section of the MKOC®.



Find it online: MKOC > Education > MK Media Library

DID YOU KNOW... The Star Consultant Program is a wonderful heritage program started by Mary Kay Ash herself in 1975 – and has proven to be a great tool embraced by many successful independent sales force members over the years.



THEN & NOW

the million

Then: Shirley Hutton became the first Independent Sales Director to achieve more than \$1 million in estimated retail sales.



Now: Since then, in Canada alone, there have been 40 Independent Sales Directors and Independent National Sales Directors who have achieved this incredible milestone!

class of 2012

August 1st, 2011 - July 1st, 2012



Create excitement and build momentum by debuting as an Independent Sales Director until July 1st, 2012.

New Independent Sales Directors will:

- participate in an onstage Independent Sales Director debut ceremony at Career Conference 2012 (August 1st, 2011 – March 1st, 2012 debuts) or Seminar 2012 (April 1st – July 1st, 2012 debuts);
- receive a *Class of 2012* namebadge ribbon for them and their unit members; and,
- receive a special *Class of 2012* Independent Sales Director Ring*.

And new Independent Sales Directors who debut from August 1st, 2011 through to December 1st, 2011 will receive:

- early admittance to each general session at Leadership Conference 2012;
- a designer handbag; and,
- a \$500 gift card at a special *Class of 2012* Reception held in their honour.

Plus, in honour of our 35 by 35 goal, any new Independent Sales Director who debuts with 35 or more unit members this Seminar year will have the honour of having President Ray Patrick, Vice President of Sales & Marketing Lynda Rose or Director of Sales Development & NSD Services Stacey Saracini attend their Independent Sales Director debut.



For full details, be sure to check out the MKOC® under *Contests & Rewards*.

* Please note these jewelry pieces are considered fashion jewelry.

head of the class

new independent sales director program update

Make this the year you move to the head of the class by debuting as an Independent Sales Director. When you do, you'll receive a \$500 cash award! You can do it!





pass it on! leadership | 12

You have what it takes to be a leader.

Rise to the challenge!

Take the Future Independent Sales
Director Challenge.

October 1st – December 31st, 2011

Last year, Future Independent Sales Directors and Independent Sales Directors-in-Qualification (DIQ) attended Leadership Conference, adding a unique energy to the scene. Was the opportunity to attend that prestigious event a motivation to work their business? The Company can't say for sure; but we know that out of the 70 Future Independent Sales Directors or DIQs who attended Leadership Conference, nearly one-third debuted as an Independent Sales Director. And we at the corporate office like to think that time spent with experienced Independent Sales Directors in an exclusive learning environment like Leadership Conference gave those debuts a little extra "oomph" to reach the finish line.

Would you like the same opportunity to walk in the shoes of an Independent Sales Director by experiencing Leadership Conference 2012 in Atlanta? Well you can, because we're bringing back the challenge! If you achieve and maintain Future Independent Sales Director or DIQ status from October 1st through December 31st, 2011, here's what you'll earn!

- Future Independent Sales Directors receive a \$200 gift card and DIQs a \$300 gift card, awarded at the *Class of 2012* Reception (they must register for and attend Leadership Conference in Atlanta, Georgia to receive the gift card).

You'll have the opportunity to qualify for special functions.

- You can qualify to attend the *Splash Bash* VIP Reception and earn early entry to the party! Simply be on-target for Double Starachievement.



- You can qualify to attend *Splash Bash* and have an experience of a lifetime! To earn an invitation, you must be on target for the Queen's Court of Personal Sales with at least \$12,500 in personal retail production or the Queen's Court of Sharing with at least 10 **qualified**** new personal team members
- Be an Independent Sales Director-in-Qualification by November 30th, 2011 and you and your Independent Senior Sales Director will be invited to the *Power Players* special luncheon.

You'll receive the Star Treatment.

- You'll be invited to the Career Apparel Booth for an opportunity to be fitted for the 2012-2013 Independent Sales Director Suit.

Plus, as a Future Independent Sales Director or DIQ, you'll:

- Have the rare opportunity to attend Leadership Conference and learn from top Independent Sales Directors and Independent National Sales Directors.
- Earn an invitation to the *Class of 2012* Reception where you'll receive your gift card equal to the cost of the registration fee – and then some – plus a special prize!
- Attend educational classes exclusively for you.
- Have the ability to experience firsthand what being an Independent Sales Director is all about!

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

redjacket corner

Welcome to **Red Jacket Corner!** Whether you're a Star Team Builder or aspiring to get there, this section is designed to keep you inspired and in-the-know. And no matter where you are on your career path, you're sure to enjoy the read!

SUCCESS comes in red



Independent Sales Director Caron Magee of Moose Jaw, SK may be just embarking on her journey, but she has the passion, ambition and motivation of a seasoned "senior"! If her story doesn't inspire you to climb the ladder of success, we don't know what will.

When did you know you wanted to become an Independent Sales Director?

"I knew the very first time I met my **Independent Senior Sales Director Wanda Groenewegen** that I wanted to become an Independent Sales Director. I was drawn to her love for people and her way of just making everyone around her feel welcome. I hadn't even tried the product when I signed my Independent Beauty Consultant Agreement because I saw the bigger picture right from the beginning – and the opportunity that it would provide for my family and me. Thank you Wanda, for bringing me into Mary Kay, staying in touch with me and making me feel special."

What was your "a-ha" moment?

"For me, the turning point was in May of 2010 when **Independent National Sales Director Brenda Summach** came to Moose Jaw for an Independent Beauty Consultant-only meeting. As I sat in the room, I felt like I belonged again; there, she asked us, 'If fear were not an issue and you could do anything you want, what would it be?' When it was my turn to respond, I said, 'I would walk into my job on Monday, hand in my resignation and become an Independent Sales Director because I miss being around all the wonderful women in our unit.' And that's exactly what I did. Now, I'm not telling you to quit your job! It's just that for me, it was the time where I had to either move up in the company I was working for or follow my Mary Kay dream."

What appealed to you most about being an Independent Sales Director?

"I always wanted to have that 'perfect job' where I could help mentor people and teach them how to provide exceptional customer service while allowing them to still be themselves. I love making women feel good about themselves – inside and out – no matter what their circumstances. Every woman deserves to feel pampered, cherished and important. Mary Kay gives women the opportunity to truly feel great about themselves. So being able to constantly bring women into the world of Mary Kay is such a great feeling. I know I'm providing them with an equal-opportunity career."

What advice would you have for a Star Team Builder whose goal is to submit their Independent Sales Director-in-Qualification (DIQ) Commitment Card?

"My biggest piece of advice is not to write off those people you think wouldn't be interested in Mary Kay. Time and again, I've found that it's sometimes those very people who are just waiting for you to ask. Ask everyone ... the worst they're going to say is 'no thank you' or 'not right now' or 'I have to think about it.' What you've done in that very moment is plant that 'little Mary Kay seed' in their heart – and even if they never join – they'll feel good because you chose to ask them. Women crave constant reassurance that they're beautiful and when you offer such a great opportunity to them, they'll feel special. I did – and still do! And if you have enough team members to send in your DIQ Commitment Card, do it right away! Don't wait for the 'perfect team' or the 'perfect month' or a 'bigger team' – that'll come with time. And once you're an Independent Sales Director, keep working and moving forward with the same enthusiasm and dedication as when you weren't. The biggest thing is to not look back to the past; rather, look forward to the future and believe in yourself!



Independent Sales Director-in-Qualification Sylvie Da Costa of Laval, QC is red hot with Red Jacket fever – and she's sharing her secrets to breaking belief barriers with *Applause®* magazine!

How do you show women what the Mary Kay opportunity can bring them?

"I say that it's never too late to reinvent your life. It's the best gift I ever received because I made the decision to change. Mary Kay helped me sink my teeth into life."

How do you react to obstacles in team-building, for example, if you're told "no" at first?

"If you wait for the perfect moment, you'll never be ready! There'll never be a perfect moment. Just do it!"

How do you get the most out of a team-building meeting?

"Offering women the opportunity to grow is incredible. As Mary Kay Ash so wisely said, 'There are three types of people in this world: those who make things happen, those who watch things happen and those who wonder what happened.' Which category do you want to be in?"

– Marijana Klapcic



Marta Holden



Michelle Pyne

These Independent Beauty Consultants had fun strutting their stuff in the limited-edition Red Jackets at their weekly unit meeting. Talk about dreaming big! What better way to see the big picture than by actually living it? You go girls!



Cindy Lai



Michelle Gulage



Rhonda Russelburn



Allison Campbell



Renate Mayes

Jennifer Morris

baby you can drive my car

Did you know ... You'll be on-target to earn the use of a Ford Fiesta or Cash Compensation if you have five (5) or more active* personal team members and a combined personal/team production of \$5,000 or more in wholesale Section 1 in one calendar month (remember it takes an average of \$5,500 over four months to achieve the required \$22,000 production requirement).

You may qualify as an Independent Beauty Consultant Grand Achiever in one, two, three or four months, based on when you achieve the following:

- \$22,000 combined personal/team wholesale Section 1 production; and
- 14 active* personal team members.

You may contribute up to \$4,000 in personal wholesale production toward the total \$22,000 wholesale requirement; however, your team must contribute a minimum of \$18,000 in wholesale Section 1 production toward the total \$22,000 requirement.

Overwhelmed? Break it down, face by face. Ask yourself, "With every face you touch, how much do you earn (on average)? If your average is \$100, then you need to see 10 faces to earn \$1,000. You can decide if you want to accomplish that in one week or one month. But if you need to see 10 faces – that means you need to hold three parties. In order to hold three parties, you need to book six. And a general rule of thumb is that it could take seven phone calls to get one person to hold a party. Whatever your plan, break it down into small, simple – and most importantly – attainable goals. And when you do, the bigger ones will follow.

* An Independent Beauty Consultant is considered "active" in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months.



For full details on career car qualifications, please see page 23 of the *Advance Brochure* – located on the MKOC® under *Resources* and then *Publications*.

mk media library team-building mp3s

Here's a glimpse at some of the titles geared at your career path level:

- *Move Past Red* featuring **Independent Senior Sales Director Evelyn Ramanauskas** (English) and **Independent Senior Sales Director Sonia Janelle** (French).
- *The Greater Purpose* featuring **Independent Senior Sales Director Shannon Tobin** (English) and **Independent Senior Sales Director Louise Boulanger** (French).

And there's so much more, including how to overcome objections and team-building scripts. New titles are added on the first of each month so check back often for a FREE monthly dose of inspiration! You can turn to page 24 to see what titles will be featured this quarter!

Find it: MKOC® > Education > MK Media Library



QUEEN'S COURT OF SHARING

One of these dazzling jewelry pieces can be yours simply by enriching lives.

14-karat yellow gold bee pin

- features emerald eyes with 30 diamonds
- approximately .30 carats

14-karat yellow and white gold bee ring

- set with 21 diamonds
- approximately 0.70 carats

14-karat yellow gold charm bracelet (for first time achievers)*

- 14-karat yellow gold bee charm with 2 diamonds
- approximately .015 carats

**Past achievers may select a 14-karat yellow gold bee charm set with 19 diamonds (approximately 0.57 carats) to add to their bracelet.*



make your plan for **brilliance**

For most of us, a year seems like a long time. But as an independent sales force member, your life is defined by the goals you set. So more than anyone, you know that starting to plan now for your Seminar 2012 prizes and awards isn't crazy ... it's working smart!

And if you work your plan, you can adorn yourself in light, shine and colour. Just take a look at the dazzling jewelry you could earn with the right plan and your hard work. Girlfriend, let's get started. Your time to shine will soon be here!



"I believe each of us needs a reason to get up in the morning. We need something to anticipate ... something that truly excites us."

Mary Kay

QUEEN'S COURT OF PERSONAL SALES

Choose one of these four pieces and show off your stellar sales success.

10-karat white gold blue topaz and diamond ring

- set with 1 cushion-shaped blue topaz
- surrounded by 60 diamonds
- approximately .50 carats

10-karat white and rose gold pendant

- set with 58 diamonds
- approximately 0.70 carats
- includes 18" white gold chain

10-karat white and rose gold ring

- set with 105 diamonds
- approximately 0.75 carats

pair of 10-karat white and rose gold earrings

- set with 74 diamonds
- approximately .60 carats



Make this YOUR year to dream your way to the top. There's no limit to what you can achieve with the will to win and determination to succeed. Be sure to check out the 2012 Seminar Jewelry Brochure under *Contests & Rewards* on the MKOC® to see what you can earn when you dare to dream.





YOU TOLD US

What's it like to earn Seminar jewelry?



Independent Senior Beauty Consultant Margie Batkin, Hinton, AB

"Being onstage and receiving my first diamond was the most overwhelming feeling you can imagine – I was nervous, excited and proud. In order to be onstage on Awards Night, I booked as many classes as I could. I only work my Mary Kay business on a part-time basis, so all it took was holding two parties every Saturday, for a total of eight parties a month!"



Independent Senior Beauty Consultant Elsa McCreddie, Winnipeg, MB

"It was so exciting to be onstage with my sister independent sales force members who also achieved their goal. Honestly, it was hard to believe – and overwhelming. But walking up there and looking out at all those people in the audience, it really inspires you to get out there and do it again."

QUEENS OF THE COURT

14-karat white gold diamond pavé ring

- set with 365 diamonds
- approximately 3.30 carats

14 karat yellow gold bee pin

- features 34 diamonds
- approximately .90 carats

gentlemen's gift

- 10-karat two-tone yellow and white gold diamond ring
- set with 3 diamonds
- approximately 0.21 carats



RUNNERS UP

14 karat yellow gold bee pin

- features 33 diamonds
- approximately .50 carats

14-karat white gold diamond pavé ring

- set with 182 diamonds
- approximately 1.25 carats



surprise yourself

Compiled by Andrea Querido

Star Consultant Program Q2 Star Consultant Program Sneak Peek



Level 2,400

MK CONNECTIONS® PENCIL AND COLOR CASE DUO

Now your classes can be twice as nice with this dazzling product display duo. The pencil case was created to display your lip, eye and brow liners in style at classes or parties, while the handy colour case was designed to fit Mary Kay® Mineral Eye and Cheek Colors. Pencil case holds 32 pencils; 15.24 cm x 10.16 cm x 3.81 cm. The mini colour case is constructed of durable microfiber material with a custom foam insert to hold up 36 pieces, 3 per section; 23.81 cm x 15.55 cm x 9.52 cm.



Level 3,600

MARY KAY® SPECTATOR JACKET

Long on style, this ladies' coat is made from a premium single-layer, wind and water-resistant ECO soft-shell with a soft, dull finish and a brushed microfleece inside surface. A street-smart, resort-inspired full-length jacket featuring sturdy double-needle construction, pleated princess panels that contour and fit, a wide placket-covered wind-and-waterproof centre zipper with snap closers, high stand-up collar, side-zip pockets and stylish, wide sleeve cuffs. Black with logo on chest.



Level 7,800

PINK TOYWATCH®

It's time for high design with this "must-have" item among the fashion elite. Fans of this best-selling Plasteramic watch, now with a chic pearlized finish, include Oprah, Madonna and Uma Thurman. And created in the same material as Gucci and Prada sunglasses, it'll be a fashion-forward addition to your wardrobe. Features pink pearlized dial and strap, crystal dot markers. Case diameter is 41 mm.

HOW TO

the star consultant program: a roadmap to success

You'll revel in the rewards of working your business full circle. You'll feel good about helping others by sharing the dream. You'll enjoy the fabulous prizes, jewelry and recognition. And you'll love, love, love the extra money from your retail sales.

Go for it! You deserve it! Give your business the success it deserves!

When you reach Star Consultant status each quarter during the Seminar year, you're building a business foundation based on selling products to a growing customer base. And that translates to more income for you!

what can you do to reach star consultant status?

Set a goal to be a Star Consultant every quarter and shoot for a level higher than you were last quarter. Here's how:

- ☐ See it done in your mind first. For example, choose which Star Consultant prize you want and then post it everywhere – in your office, your car and your home. Your mind is powerful, and when you put that prize in your mind, it can help you stay focused and overcome any daily challenges you may face.
- ☐ Break down your goal based upon your average sales for classes and facials, and then book double what you want to hold. Mary Kay is about building relationships with women, but you also have to know the numbers.
- ☐ Surround yourself with Independent Beauty Consultants who also are Star Consultants and achieve at high levels every quarter. You can learn from and be inspired by them.



update to the ladder of success

Wondering why you received a new gemstone for your *Ladder of Success* each and every quarter, even if you didn't need one? Well, you're not alone. In fact, we at corporate wondered too. So we made some changes.

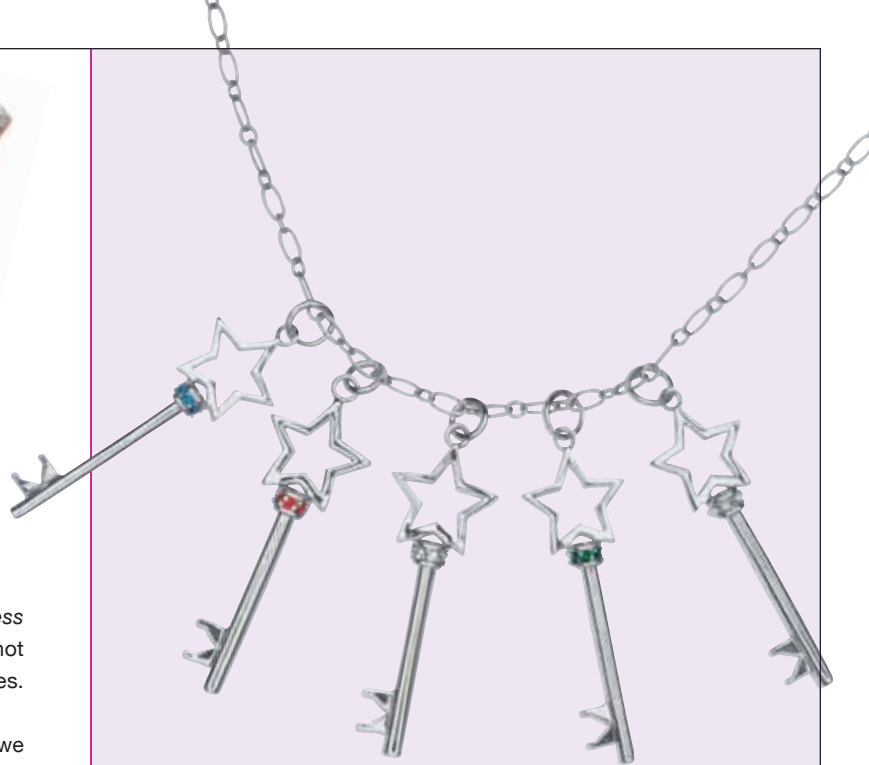
When Star Consultant status is achieved for the very first time, we send a *Ladder of Success* Pin, a gemstone which indicates the level of achievement (Sapphire, Ruby, Diamond, Emerald or Pearl) and a number indicating how many quarters of achievement (as a new Star Consultant, it would, of course be the #1) were earned.

Now, beginning with the July 1st to September 30th, 2011 quarter end, for every quarter of achievement after the first quarter, a gemstone will be received indicating the level of achievement only if that level has not been achieved before. A number indicating how many quarters of achievement were earned will still be received.

This change is the result of independent sales force feedback and allows the Company to gain new efficiency and a "greener" process.

a superstar makeover

Why not take advantage of the newly redesigned Star Consultant Planner to map out your goals? Featuring full-colour photos of your favourite superstar prizes, it's the perfect tool to help you visualize your success. Why not post the prize you'd like to earn on your fridge, your bathroom mirror – or even your ceiling! Remember, if you can dream it, you can do it!



new! all-star consistency jewelry

Mary Kay always said that consistency was the *key* to success. Now you can display your dedication to achieving consistent Star Consultant status with the brand new *All-Star Consistency Necklace** and key-shaped pendant representing your achievement level!

So make it your goal to reach for the stars and you'll be among the first to wear the new *All-Star Consistency necklace* and soar to even newer heights of success!

*Necklace and pendant awarded in July, after year-end closes.

YOU TOLD US



Independent Senior Sales Director Kay Carruthers of London, ON
116 quarters as Star Consultant

"From the moment I started my Mary Kay business, I made a commitment to stay consistent. It was important for me to always have product on my shelf because as Mary Kay always emphasized – women want to buy NOW."



Independent Sales Director Alyce Parkes of Stillwater Lake, NS
120 quarters as Star Consultant

"The cornerstone of our Mary Kay business is built on providing the best service possible to our customers. Once they realize they can call you at any time and that you'll immediately take care of their needs, they become very loyal customers and will refer you to their friends!"

2012 events

Mary Kay held the very first Seminar on September 13th in the Company's warehouse. Since then, thousands of women have attended not only Seminar, but also Leadership Conference and Career Conference.

These events are where you get inspired and create your dreams. And next year, we have some exciting plans for our events.



We're honouring Mary Kay with these fantastic event themes, preparing ourselves for our 35th anniversary in 2013. So plan to attend to start building your dream, because success begins with a dream!

35 by 35 – Way to Grow Unit Growth Challenge

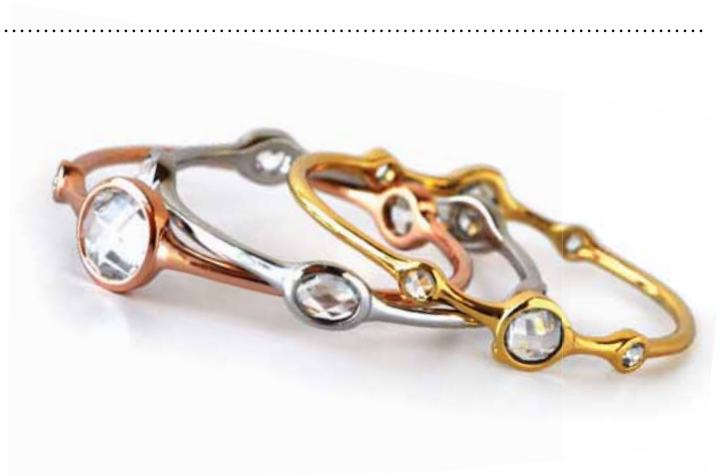
JULY 1ST – NOVEMBER 30TH, 2011

Mary Kay once said:



Belief in success is the one basic and absolutely essential ingredient in successful people. Believe you can succeed and you will. Belief is the thermostat that regulates what we accomplish in life. A person is only the product of their own thoughts. Believe big and grow big.

Mary Kay



Make the 2012 Seminar year the one in which you dare to dream and believe that you can help your unit reach new heights of success during the 35 by 35 – Way to Grow Unit Growth Challenge.

REWARDS FOR INDEPENDENT BEAUTY CONSULTANTS AND INDEPENDENT SALES DIRECTORS

Each month, **each contributing unit member** will receive a glamorous bangle bracelet* for every new active** team member she adds! The bracelets come in three coordinating designs that can be worn alone or together for maximum impact. Add more, and receive more bracelets!

So get growing this Seminar year to make your daring dreams come true!

* You'll receive one of three of the coordinating bangle bracelets with each new active team member you add. Depending on an Independent Beauty Consultant's team-building activity, they could earn multiples of the same bangle during the contest period.

** In order to receive the bracelet, a new team member must submit her Independent Beauty Consultant Agreement and minimum \$200 Section 1 wholesale order in the same calendar month within the contest period.

“a house is only as strong as
the foundation on which it was built.”

ct REFLECT re



PAGE 36 | ENRICHING LIVES

THESE LIPSTICKS CAN DO A LOT

three new ways to
make beauty count!

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ENCORE!

A Mary Kay business is truly timeless! Selling innovative product, sharing a wonderful business opportunity and helping to enrich women's lives has never gone out of style. That's why we're digging into the Applause® magazine archive: to give the super selling tips, inspired ideas and brilliant business-building strategies of the past an "Encore!" performance! **This article was originally published in the October 1995 issue of Encore! magazine.**



from the heart: be a gift shopper

This is the time of year when department stores are said to do 50 percent of their annual business. What is this business? Gift sales of course! We should take our cue from this and realize we can double our sales by offering services as a personal or business gift shopper.

This holiday season, you have even more wonderful holiday gift ideas in more price categories – for every member of a family, every person in a company and everyone on a holiday gift list. So begin to contact all your customers early in the season, remembering that many organized people shop months in advance to get the best values and avoid crowds.



Mark your calendar now to follow up with Direct Support (now Preferred Customer Program) customers who receive the holiday brochure in mid-October, and plan how to introduce your gift assortment to new customers not yet on your Direct Support (PCP) list.

No doubts you have kept a "wish list" all year for preferred customers. After you call them to follow up on the Direct Support (PCP) mailing, add to their wish lists the Winter Wonderland items they seem particularly drawn to. Then call their husbands to let them know which gifts their wives desire. The wives will love you for it, and their husbands are sure to be eternally grateful – especially if you take care of the gift wrapping too!

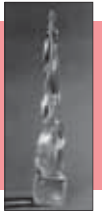
This also is the time to contact business owners and company gift-buyers about holiday gifts or gift sets in these ranges. You may amaze yourself by picking up thousands of dollars in profits from these sources. And imagine the prospective customers! Be sure to put your address label on every gift.

You're bound to have the merriest of holiday selling seasons by starting early and following up faithfully. It's beginning to look like your best holiday yet – and it's my wish for you that it will be!

Mary Kay



DID YOU KNOW... In 1976, Mary Kay Ash was inducted into the Direct Selling Association Hall of Fame.

**THEN & NOW****sustainability**

Then: In 1989, Mary Kay Inc. became one of the first companies to enact a comprehensive corporate recycling program, followed by banning product testing on animals.

Now: Today, these efforts have expanded into a program called Pink Doing Green™.

pink doing green™

BOOK EXCERPT:

Mary Kay Consultants come from every imaginable background and present every religion – we attract young women, women in midlife and grandmothers. They live in large cities and rural towns in more than 20 countries on every continent. I wish I could tell you about every one of them because each has a very special story. With all their differences, they share a common bond – a spirit of living and giving that I believe is unique in the business world. When I began this Company, I seemed to stand alone in my belief that a business could be predicated on the Golden Rule. Now, the Mary Kay family has shown that women can work and prosper in that spirit while achieving great personal success.

~ *Miracles Happen* by Mary Kay





FROM MARY KAY'S KITCHEN

chick pea dip

(Hommous Bi Tahini)

Serves: 6-8

Mary Kay Canada published a benefit cookbook back in 1996 dedicated to Mary Kay Ash. It celebrated different ethnic backgrounds of the worldwide sales force, including this popular dish.

Ingredients

- 1 can (19 oz.) chick peas or garbanzo beans, liquid drained and reserved
- ¼ cup sesame seed paste (tahini)
- 1 clove garlic
- ½ teaspoon salt
- ¼ cup lemon juice, or to taste

Directions

Combine all ingredients in a food processor or blender, adding only enough of the saved liquid for desired consistency (the more liquid added, the thinner the dip). Blend for 2-3 minutes to a smooth paste. Place on a small platter or in a shallow bowl. If preferred, sprinkle olive oil on top and garnish with parsley sprigs and lemon wedges.

Serving Suggestions

To serve, tear off pieces of pita bread or cut pita into wedges and dip into Hommous. Serve with any fish recipes, tabouli, barbecued chicken or shish kebab.



QUARTER 1 GO-GIVE® AWARD
WINNER

france grenier

Independent Sales Director
Go Give Area

STARTED MARY KAY: July 2007

DEBUTED AS AN INDEPENDENT SALES DIRECTOR: April 2008

PERSONAL: "I've been married to my husband, Pierre, for seven years. Together we have two children – six-year-old Jérôme and 11-month-old Gabriel."

UNIT NAME: "Pink Diamonds"

GOALS: "To debut as an Independent National Sales Director."

ENRICHING LIVES:

"She's always in a good mood and ready to help. She offers financial and moral support to many of her team members to help them get started on their Mary Kay journey. She is a wonderful person – and Independent Sales Director."

~ Catherine Perreault, Independent Beauty Consultant

"France Grenier, our Independent Sales Director, is always here for us. She perfectly represents the Go-Give Spirit and Mary Kay's values. She is very generous because she gives us plenty of time to help us move forward. She really deserves the Go-Give® Award!"

~ Valérie Lebeau, Independent Senior Beauty Consultant

ON BEING NOMINATED:

"Everything happens for a reason. It's an honour for me. A surprise that really touches me. I know that for Mary Kay Ash it was the most prestigious gift, therefore I find myself feeling privileged for this honour. Thank you!"

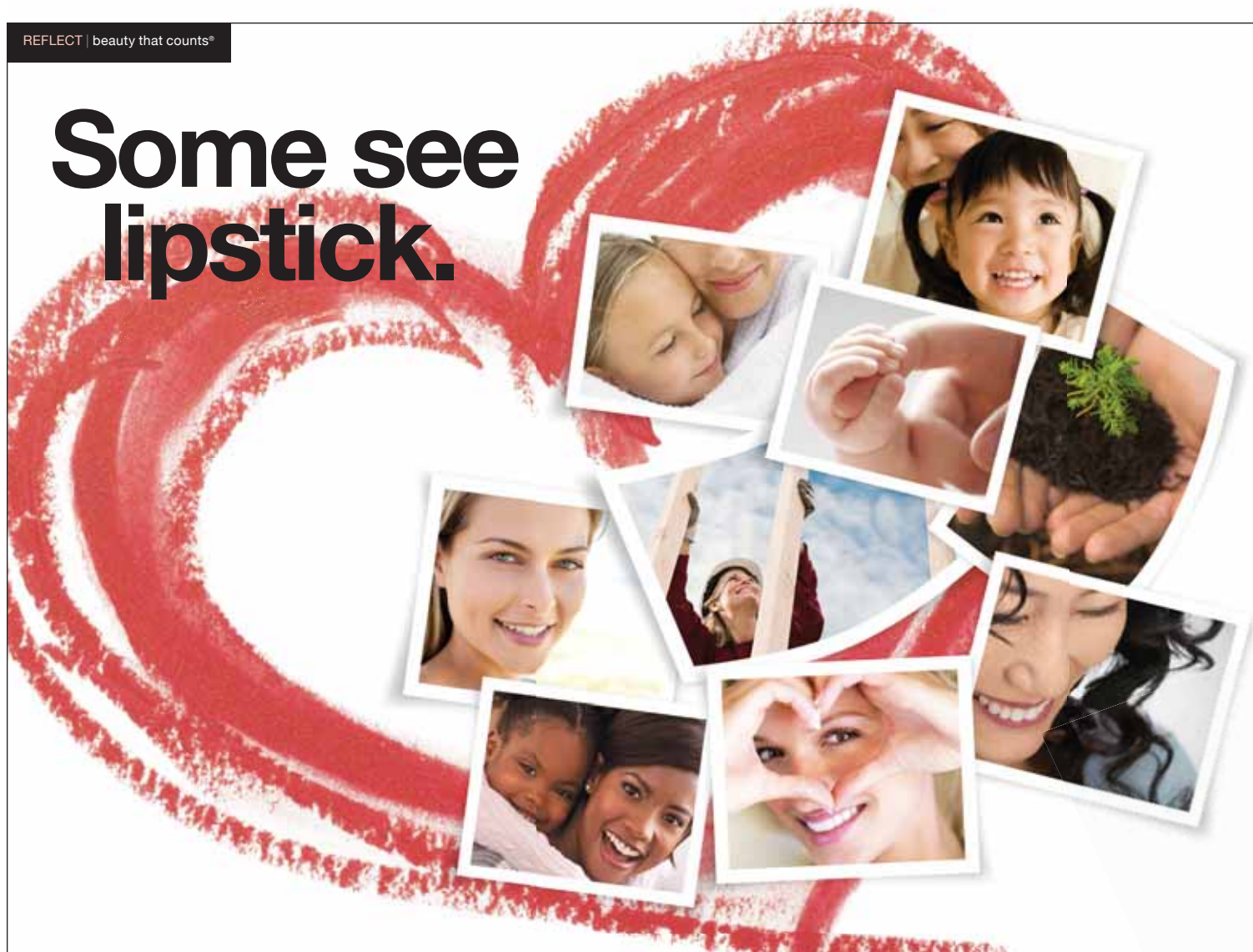
~ France Grenier, Independent Sales Director



It is so important at your skin care classes that you go to give, not to get. I promise that this will help you succeed. With those women at your class think, 'What can I do to make them more attractive?' not 'How much money can I get from them?' Your customers will recognize your giving spirit, and success will come to you. Strangely enough, the more you give, the more you receive. All you send into the lives of others does indeed come back into your own.

Mary Kay

Some see lipstick.



We see a more beautiful world.

When can a lipstick go beyond beauty? When it gives you a way to look good, feel good and do good.

This year you can once again join Mary Kay in its worldwide effort to change the lives of women and children through your purchase of limited-edition *Beauty That Counts*® Mary Kay® Creme Lipstick*.

In Canada from September 16th through December 15th, 2011, \$1 will be donated from each sale of *Beauty That Counts*® Mary Kay® Creme Lipstick*.

As part of this effort, Mary Kay Cosmetics Ltd. is proud to support the Mary Kay Ash Charitable Foundation (MKACF) in its commitment to address violence against women through initiatives like the Shelter Grant program and in supporting women living with cancer through Look Good Feel Better®.

SHADES THAT GIVE BACK

The three new shades provide a range of colours for every skin tone from fair to medium to dark. Your customers can enjoy a soft delicate peach shade called **Give Joy***, a sunny coral pink called **Give Dreams*** and a warm golden-rust shade called **Give Hope***. Each limited-edition* shade comes in a specially-designed tube with the word "thank you" in 13 languages softly wrapping around it.

A limited-edition *Beauty That Counts*® Sampler Card* also is available for ordering.

MARY KAY ASH
CHARITABLE FOUNDATION

COMPLETE THE LOOK

Some customers may want to finish their lip look with a Mary Kay® Lip Liner* and/or Lip Gloss*. The chart below is a guide to help you get started on finding the right shades.

give joy	give dreams	give hope
<i>Lip Liner Shades</i>		
Neutral*, Coral*	Neutral*, Coral*	Neutral*, Cinnamon*, Chocolate*
<i>Lip Gloss Shades</i>		
Melon Sorbet*, Fancy Nancy*, Gold Rush*	Fancy Nancy*, Starry*	Sweet Raisin*, Bronze Bliss*

KEEP CURRENT WITH CORAL

- Coral/orange tones were hot for summer, and they're also forecast to be on-trend going into 2012. So if customers buy now it'll still be a fashionable colour next year.
- Generally when using a coral lip, you're making a statement with the lips, so you'll want to suggest a neutral or lighter application for the eyes.
- Coral is a great contrasting shade for all the deep, rich hues of Fall 2011.

THE DIFFERENCE YOU'VE MADE

Thanks to the independent sales force, Mary Kay Inc. is donating just under \$4 million from the 2008, 2009 and 2010 worldwide sale of *Beauty That Counts*® Mary Kay® Creme Lipsticks to causes that change the lives of women and children around the world. In Canada, over \$100,000 has benefitted the Mary Kay Ash Charitable Foundation in its effort to support women living with cancer through Look Good Feel Better® and to help end violence against women by providing grants to women's shelters and community outreach programs. With the 2011 campaign underway, just imagine what more we can do!



pink changing lives

Compiled by Andrea Querido



2011 Mary Kay Ash Charitable Foundation **Teddy Bear***

There's nothing quite as cute and cuddly as a teddy bear – and the 2011 MKACF Teddy Bear is no exception!

This perfectly pretty princess is dressed in a pink formal gown and crowned with a dazzling tiara that shows she's ready for her starring turn. And thanks to your participation during the *2011 Name the Teddy Bear Contest*, we've chosen the perfect name for this adorable addition to the teddy bear family – **Hope!**

A big thank you to **Independent Senior Beauty Consultant Deborah Brooks** of Saint John, NB whose submission was chosen from over 840 entries in our annual contest.

She wrote: "I feel that overall, Mary Kay gives hope to women all over the world. Mary Kay inspires women to hope to dream; hope to grow; hope to make one's life better; hope to give and receive compassion; hope for friendship; hope to belong; and hope to love oneself. That's why I chose the name Hope."

With this new addition to the teddy bear family, we have the potential to raise \$37,500 for the Foundation! So be sure to bring yours home today. Hope is available on the Online Order Form — or as a write-in item on the Fall/Holiday 2011 Independent Beauty Consultant Order form — for only \$25.

2011 shelter grant program

about the program

A home is much more than a house; it should be a safe haven filled with comfort and love. But for those women and children affected by domestic violence, this is not the case.

However, with your help, there's hope. Once again this year, we're pleased to share that the Mary Kay Ash Charitable Foundation is continuing its Shelter Grant program by awarding a \$10,000 grant to one shelter in each province and territory.

how to apply

Encourage your local shelter to visit www.marykay.ca to retrieve all the information they need to apply for a grant.

This year, shelters have the option of filling out the writeable PDF application form – available on www.marykay.ca – and mailing it along with the supporting documentation to Shelter Grant Application, 2020 Meadowvale Blvd., Mississauga, ON L5N 6Y2 by the October 31st, 2011 deadline.

making a difference

"Thanks to the \$10,000 grant, staff has compiled a low-cost nutritious meal-planning cookbook; the residents have expressed how easy the cookbook is to follow. This may seem like a small step to some, but the self-worth the residents have expressed is overwhelming. For some, it's the first time in their life that they've proven to themselves they have the ability to accomplish things. The self-esteem, budgeting, résumé preparation, child care basics, etc. sessions have also proved to be invaluable tools to empower women. For some of our residents, it's the first time in their adult lives they've been able to make decisions on their own without hearing criticism from their partner."

~ LaVern Dumka, Shelwin House, Yorkton, SK

"Your funding has enabled us to offer a program by the Red Cross on youth-based healthy and unhealthy relationships. It educates students on how to recognize the different types of abuse, why people stay, relationships, stereotypes, how to stay safe and where to get help. It's a 3-hour presentation that's flexible enough to be done in schools and communities. We reached over 400 students from grades 9 to 12 in five major schools in our region. We were also able to begin an after-school program for youth, buy appropriate resources, art therapy supplies and provide individual and group counselling. Thank you again for making this all possible and improving the lives of children, youth and moms affected by domestic violence."

~ Anna Pazdzierski, Executive Director, Nova House, Selkirk, MB

"Due to living in an isolated area of the Yukon, it's very expensive to send staff out individually to receive training. As a result of your grant, we were able to bring specialist trainers to our Shelter in Dawson City for in-house training. We were also able to purchase resource materials for future use in training, workshops for women in the community and sharing with women accessing the shelter. The training we received, the ongoing support from the trainers and the deep commitment from the staff empowers us to be more present and empowering to every woman and child that comes through the shelter. The grant you gave us certainly had an impact on us and helps us help others."

~ Diane Schroeder, Executive Director, Dawson Shelter Society,
Dawson City, YT

MARY KAY ASH
CHARITABLE FOUNDATION

mkacf fundraising event guidelines



Are you planning to host a fundraising event in 2011? As you develop your event plan, we request that you adhere to the fundraising guidelines outlined in the Fundraiser Form found under the *Host an Event* section on the MKACF website.

The guidelines include the use of the MKACF logo, what constitutes qualified donations, non-cash gifts, submission of proceeds and proceeds of sales. Please note that the Fundraiser Form must be completed and received by the Foundation **six weeks** prior to your fundraising event for approval.

We ask that you provide as much information as possible prior to your fundraising event to maximize your success and to maintain the integrity of the Foundation and Mary Kay Ash's personal legacy.

And if you'd like to share the success of your fundraising event, be sure to send all the details – including pictures – to marykaycares_canada@mkcorp.com.

You might even see your event featured on the *Event Highlights* section of the Foundation site, in the *Spirit of Giving* newsletter or right here in *Applause*® magazine.

Thank you for your support. Here's wishing you continued fundraising success!



MY MARY KAY MOMENT

louise désy

Independent Senior Sales Director Louise Désy of Pierrefonds, QC first heard about Mary Kay Cosmetics Ltd. and its founder back in 1979.

At the time, she was in a church choir and, through a priest, met **U.S. Independent Sales Director Suzan Mooco** of Boston, MA – a member of **Independent Elite Executive National Sales Director Emeritus Anne Newbury's** National Area.

"I spoke only French, but I've always been lucky enough to meet individuals with great patience. I learned that a woman named Mary Kay Ash had started a company that had the founding principle of the Golden Rule, 'Do unto others as you would have them to do unto you.' It was a company that aimed to enrich the lives of women, founded on the basic priorities of faith first, family second and career third," describes Louise.



Fast forward to Dallas, 1981, when Louise's dream of meeting Mary Kay Ash finally came true during her participation in New Independent Sales Director Training.

"Since I didn't speak English, I watched carefully ... but I didn't say a word," recalls Louise. "I'll never forget this small, bright-eyed woman who greeted each of us by taking our hands and looking straight into our eyes. I felt I had to express myself somehow, so I sang the song 'Rien ne peut m'arrêter' (Nothing Can Stop Me) by Ginette Reno. The next day, to my surprise, there was a note on my door from Mary Kay herself that read, 'It was a magical moment when you filled the room with your voice.' To this day, I treasure that message written on pretty pink paper."

Louise is also reminded of the time she attended Seminar and had the opportunity to meet Mary Kay, along with her entire unit. Mary Kay agreed to have a picture taken with them and they were so nervous at seeing her so close, they couldn't get their cameras to work!

"She saw the disappointment on our faces and said, 'There's no need to panic, we've got lots of time,'" Louise remembers.

"I also treasure the memory of the time when Mary Kay touched me on the shoulder where I had the two bees she'd awarded me as Queen of Unit Sales, saying, 'I have another one for you.' In that instant, I decided I would be Queen for a third time, which I achieved with great success."

Thirty-two years later, Louise truly believes that Mary Kay's own determination and charisma was a godsend that changed her life forever. The impact of interacting and learning from Mary Kay Ash herself has taught Louise to overcome challenges and help women empower themselves to achieve excellence, while also passing on solid values to her family.

Though many of you reading this never had the opportunity to meet Mary Kay in person, we hope that by sharing the stories of people who have, we'll give you a perspective on exactly the kind of woman she was: a woman who believed so strongly that women could "have it all" that she'd find a way to give it to them. That's how Mary Kay Inc. was born and YOU are why her legacy and dream still live on to this day.

– Marijana Klapcic

To this day, I treasure that message written on pretty pink paper.

PHOTO FLASHBACK

listen up!

Mary Kay Ash always believed in the importance of attending corporate events. It's where you learn from the best of the best! Here, with pen and paper in hand, she sets quite an example – front row and all!





PERPETUATING THE LEGACY

colleen sankey 33-year pioneer

To call **Independent Sales Director Colleen Sankey** of Calgary, AB a Mary Kay pioneer just doesn't do her justice. After all, she'd signed her Independent Beauty Consultant Agreement before Mary Kay Cosmetics Ltd. had even opened its doors. How's that for commitment? Let's take a trip down memory lane with a special woman whose love for Mary Kay hasn't wavered in an amazing 33 years.

Why did you choose to start an independent Mary Kay business?

"I really had no interest in starting a business; but when I moved back to Calgary from Colorado, I realized I needed my product! Peggy Jacobs, my U.S. Independent Beauty Consultant, sent me an invitation to attend a guest night in Edmonton, which I believe was in November 1977. I decided to attend to find out how to buy my product, and to also purchase product for my girlfriends in the insurance office where I worked. This is kind of embarrassing to admit, but I didn't actually know that women made money in Mary Kay; I really thought it was a hobby. I attended the guest event – which was a lot of fun – and Mary Kay herself was there, along with people who became "names" in the business. This event became famous in our Mary Kay history because it was held during a blizzard, with newscasts and radio telling people to stay off the treacherous roads. I actually got in the last taxi allowed to leave the airport along with four businessmen going to the hotel hosting the event. It was a frightening ride on the icy roads, and to say I was a little stressed when I reached the hotel would be an understatement. Mary Kay herself believed no one would attend the guest night, but we are tenacious Canadians, and there were many people there."

How has your Mary Kay business positively affected your life over the years?

"What I've enjoyed most about having a Mary Kay business is the opportunity to be both a businesswoman and a stay-at-home mom. Our sons Colin and Devon have grown up in the Mary Kay atmosphere and benefited from it. Also, with my husband Greig having been transferred several times over the years, I've been grateful that Mary Kay has a "no territories" policy. In 33 years, I've never been unemployed, laid off or needed a job. I've always had a business that was there for me; but I also learned that I had to be there for it as well! What is more wonderful than feeling that you're of service to people, you've helped them look better, feel better and created an income opportunity?"

What is your favourite Mary Kay memory?

"My favourite Mary Kay memory relates to the picture of my son being held by Mary Kay. I was a new Independent Sales Director at my first Director Meeting in Toronto. Mary Kay was our guest speaker and I was so excited to attend. My parents were flying in from Colorado to babysit Colin, who was eight months old. Their plane was late, I couldn't get a babysitter through the hotel, so I took Colin with me to the meeting, hoping he would be good – and if he wasn't (I did expect him to howl) – I'd have to leave. I was so nervous, because one thing I did know was not to bring children to our meetings! Amazingly, he was completely quiet and very attentive to all the people around us, the music, the singing ... everything that happens at a Mary Kay event.

“... I didn't actually know that women made money in Mary Kay; I really thought it was a hobby.”



After the meeting, as people were leaving, Mary Kay came my way. I was certain she was going to tell me I shouldn't have brought a child with me! Instead, Mary Kay asked to hold him, and said he was a lovely baby. It really hit me then, and still does even now, that she was a mother before she was a businesswoman. She lived the things she taught us: "faith first, family second, career third." We now talk about the 'culture' of a business, but long before anyone used that term, Mary Kay – the woman – established a culture for us that put our priorities in order. She never asked us to choose between our family and our business.

I'm grateful to Mary Kay for the personal growth, income opportunities, travel, Mary Kay Career Cars, freedom to choose what's important in my life – including time to nurture my sons and husband, and the association with people who are caring, honourable and motivating. After 33 years, I also appreciate that I'm my own boss, and no one is going to make me retire from something that I love!"

– Marijana Klapcic

Q&A

ray patrick

President



Mary Kay Ash believed that leadership began with the heart, not the head. She emphasized that you must love your people to success. And she sought leaders “who used their influence at the right times for the right reasons, who lead themselves successfully and continued to search for the best answers, not the easiest ones.”

If there ever was a leader who embodied these principles, it's our President, Ray Patrick.

We had the privilege of chatting with Ray about his 30-year journey through the halls of Mary Kay.

What was it like when you first met Mary Kay Ash? What was your first impression of her?

Ray's first encounter with Mary Kay Ash had him answering the question of why he joined the Company. His first reason was because the Company's

philosophies of “God first, family second and career third” were in line with how he lived his life both personally and professionally. Here's Ray's second and third reason why:

“At the time, skin care was almost unheard of – people didn't focus on it as diligently as they do now. I told Mary Kay that I was interested in what the Company was selling. It was new to the marketplace – and best of all, it was consumable. And in the case of cosmetics, when you have a good product, people will come back for more. It offered the opportunity for the independent sales force to establish and grow their customer base.

Third, I looked at Mary Kay's career path levels and compared it to other direct selling companies. I felt it was by far the best in the industry based on the fact that if you were to put the time and effort into your business, you would have the opportunity to move up the ladder of success and add new avenues of income.”

Part four of Ray's answer is still to come. Be sure to read the Winter 2011/2012 issue of *Applause*® magazine to see how his story wraps up!

PERPETUATING THE CORPORATE CULTURE

mark jamieson

31-year pioneer



When he's not expecting and organizing shipments in the Mary Kay warehouse, corporate pioneer Mark Jamieson can be seen lending a helping hand around the building – and asking where we're going for lunch this week! His contagious smile and positive attitude can instantly take your mood from “good” to “great” – and demonstrates why he's a true example of living the Mary Kay way. Let's take a look back into his 31 years with Mary Kay Cosmetics Ltd.

When did you start with Mary Kay Cosmetics Ltd.?

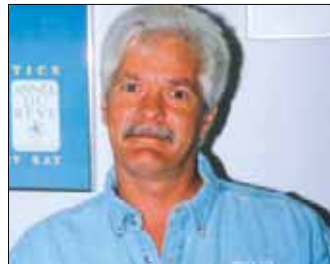
“September 29th, 1980.”

What was your first impression of Mary Kay Cosmetics Ltd. as a company?

“The moment I walked through the doors, I instantly felt the friendly, welcoming atmosphere. I never felt like the ‘new guy’ and got along with everyone right away.”

How would you describe your experience at Mary Kay over the years?

“Besides the job security, I wake up every day looking forward to coming to work. And the Company's philosophies of “God first, family second and career third” are second to none. Mary Kay Ash always wanted us to live a balanced life and I follow that to heart.”



What is your favourite Mary Kay memory?

“Apart from attending my first Seminar, it would have to be playing on the Company hockey team. They put me in net because I was too ‘dangerous’; but I believe it was so they could take their frustrations out on me! One of the other teams scored the longest goal in history – literally from the end zone to our net. How? I was too busy chatting up the spectators to notice the puck coming my way.”

What is the best advice you would give someone new starting at Mary Kay?

“Be yourself. Don't be shy – talk to everyone!”

Did you ever have the opportunity to meet Mary Kay Ash?

“I met Mary Kay Ash the first time she visited Mary Kay Canada. The most remarkable thing about her is that she remembers everyone – and everything they say. After I spoke to her during that visit, she returned a couple of years later. She remembered who I was as well as my family, even asking how everyone was by name.”

“you are ‘mary kay’
to every single person you meet.”

elive **LIVE** elive



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FALL INTO FABULOUS

inside the *fall/winter 2011 trend report.*

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mother-daughter nsds!

where has your **applause**[®] magazine been?

We want *Applause*[®] magazine to be your go-to resource each and every quarter – and we want to see it where you're reading it!

Whether it's on the bus, on vacation or on top of a mountain, send your photo to:

APPLAUSE-CANADA@MKCORP.COM

Independent Sales Director
Ginny Konechny and **Independent**
Beauty Consultant Jodi Mohr
smile with their Fall/Holiday 2010
issue of *Applause*[®] magazine, right
before participating in the
Walk of Hope in Kelowna, BC.



▲ **Independent Beauty Consultant Kim Lewis** of North Vancouver, BC likes to keep up with the latest trends and tips in *Applause*[®] – even while visiting Disneyland!



▲ **Independent Beauty Consultant Jackie Cowderoy** poses with the Spring 2011 issue of *Applause*[®] magazine while enjoying her 20th wedding anniversary in Jamaica at the end of April.



▶ **Independent sales force members Mylène Trudel, Alexandra Losson, Tanya Bolduc and Catherine Rivest Brunet** of **Independent Future Executive Senior Sales Director Nicole Bellemare's** unit took some time to catch up on *Applause*[®] magazine while at Career Conference 2011 in Montréal, QC.

DID YOU KNOW... Mary Kay Ash believed that women should consciously transition from work to home once they walk through the front door. "It may be troublesome, but no matter how you make the transition, what's important is to switch gears consciously so you don't charge into the house as the other you. At home you're "honey" and "mom."

valérie maltais

Independent Beauty Consultant

Have you ever heard a story that was too moving not to share? That's what happened when this e-mail arrived in our *Applause*® e-mail inbox. It's a story of strength, a story of perseverance and a story of how Mary Kay can take rock bottom and turn it into rock solid.

This is the story of **Independent Senior Beauty Consultant Valérie Maltais** of La Baie, QC. It's told in her words. It's told straight from her heart. It was originally submitted in French and we've translated it so we can share it with all of you. We hope it moves you as much as it did us.

"I feel I really need to tell you my story so you understand what happened to me – and then maybe I'll be able to sleep normally again.

Before the age of 18, I wanted to be a writer or a hairdresser. I was drawing, playing the piano, I worked at a bookstore ... I wrote all the time and everywhere. The stuff I wrote was as gloomy as could be, but I thought I was the best writer the world had ever produced. With pencil and paper in hand, I was ready to take on anything. I didn't know it then, but I was a lot more unusual than others my age. I experienced so much pain being a little girl that I saw adult life as a beautiful promise to come. Childhood being what it is, I thought I was a lucky person. I thought I would have my "lucky year" at 27: May 27th at 27 years old, to be exact!

Luck Would Have to Wait

At 19, they found I had precancerous cells. I also suffered a very severe, violent assault and I left my first boyfriend. I cut my hair off myself. I still



continued with school and three years later, one month after getting my university degree, I had a serious car accident, followed by allergies to medication and two episodes of anaphylactic shock. I lost 45 pounds (I wanted to disappear anyway). I didn't get any follow-up from the agency I was working with. I'd really reached my limit and I was having difficulty filling out their forms and answering the phone. I lost several jobs because my doctor hadn't seen me again and couldn't intervene. I didn't get unemployment benefits because I had previously been a student. I only got welfare for eleven months because my degree supposedly enabled me to find work... but not my back, my neck, my leg, my arm ... and less and less of me.

As Luck Would Have It ...

I let things slide for many long years. Then, at the age of 25, I got to the point where I said, "Either I kill myself, or I become a volunteer at the Suicide Prevention Centre." As you can see, I chose the second option. I volunteered and worked there for several years. But what I didn't know was that the love of my life from six years earlier was working in the same building! I should have known: I WAS 27 NOW (my lucky number)! Six months later, we bought our first house, my stepson came to live with us and I got pregnant. My luck had returned ...

My daughter was born by emergency caesarean section, and then her health caused us a lot of worry. Once again, they found I had precancerous cells. Eighteen months later, no one knows why, they resolved themselves without treatment.

Six more months went by, and my stepson was abused by three brothers who were neighbours of ours. Naturally, we moved, and my partner suffered from depression. Six months later, our new house underwent a huge amount of water damage. At age 31, I had my second daughter. She is doing well, but I had to recover for four months due to various infections. Then my partner went into business, but overwhelmed by professional follow-up costs, house cleaning and everything else, he went bankrupt ... Then, my godfather – who was also my grandfather – died.

There's nothing in this story that killed me, in the long run. I was no longer in love with life. I kept on going for the sake of my children, but I never did any more writing. My brain still works fine; my body, maybe 50 per cent – though it doesn't show – and I love my family. That's what made me keep going ahead in spite of everything. That, and making an effort millions of times ...

A Mary Kay Miracle

Then something unique happened to me and since then I haven't been able to sleep. I met **Independent Sales Director Patricia Lavoie**. She became my recruiter. And this recruiter has become a treasured friend, one that you rarely find in life. She didn't know when she met me what crises I had been through and how much the Mary Kay experience could improve my luck. In addition to feeling strangely – and curiously well – I'm earning an income. But there's better yet: I AM WRITING ... Above all, I was asked to share this story, which is absolutely true. And if I can't sleep anymore, it's because I don't want the dream to stop.

I'm certain that you knew the price of a Starter Kit and inventory beforehand. But did you know the real value of the Mary Kay opportunity?

Think about it ... and good night to all of us lucky women!"

THEN & NOW

mary kay's perspective



Early 1900's: "For generations, many parents encouraged their daughters to 'marry well.' Consequently, when a woman earned considerably more than her husband, the thought may have crossed her mind that she failed to marry a man who measures up to other people's definition of success. It takes a special type of woman to realize that her husband's masculinity is not measured by his earnings."

1993: "According to a 1993 survey, among 29 per cent of two-paycheque couples, American women earn more than their husbands. The same survey revealed that nearly 85 per cent of female senior executives are responsible for over half of their household income. With today's high cost of living, you would think any man would love for his wife to have a high-paying job – the higher, the better. But the issue is emotional; some men can't deal with it. Attitude has a powerful influence on how a man feels about himself. With the right attitude, his self-esteem remains intact no matter how much money his wife earns."

hey there trendsetter

Selling the gorgeous fall Mary Kay® colour products means sharing the season's trends with your customers. And the *Fall/Winter 2011 Trend Report* has everything your customers need to know to spruce up their fall wardrobe and update their colour look! This season is all about bold jewel tones, fun prints and sophisticated jewelry.



Ladylike Tailoring

Tailored jackets, vests and skirts in leather and tweed give a ladylike look – and pair perfectly with gloves and hats.



Royal Flush

Pair lush jewel tones like deep plum with throne-worthy accessories like belts and jewelry in ornate gold. Suede boots add just the right amount of drama to this queen look!

What is the one fashion accessory or clothing item you will not be able to live without this fall?



Independent Sales Director Jacqueline Cullen of Winnipeg, MB

A mid-length skirt – either just below the knee or lower – and in a heavier fabric. This look is great paired with tights and shoes or with a trendy high boot. Big, dramatic earrings are also a “must” for me this fall!



Independent Sales Director Martine Richard of Sorel-Tracy, QC

Fall ushers in the return of faux fur. Wear a big faux-fur scarf around the neck as a decorative piece, like you would with jewelry. It's chic and elegant. Plus, it'll attract attention by giving your clothing a look of wealth.



Vintage Vibe

Vintage-inspired brooches and earrings, floral flourishes and handbags in fabrics like faux fur, tweed or velvet mix new and old for a modern take on tradition.

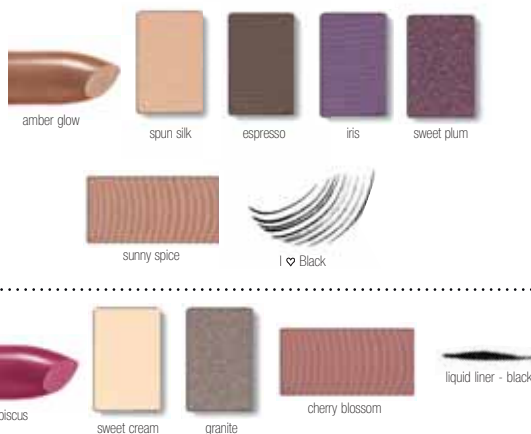
This season, we strive for a rich, elegant and polished look for maximum payoff with minimum effort.

Jamie Ross, The Doneger Group, Creative Director

DID YOU KNOW... The Doneger Group is an internationally known trend house based in New York City that provides trend forecasts to the top names in fashion and beauty around the world, including Mary Kay.

makeup to match

Once your customers have shopped 'til they drop, you'll be there to complete their look with the hottest cheeks, eyes, and lips!



Eyes: Bold and defined.

Cheeks: A hint of colour gives a natural glow.

Lips: Moist with a suede-like finish.

Nails: Perfectly polished in rich and gilded shades.

HOW TO SHARE THE TRENDS

- Carry the trend report with you to share with potential customers.
- Send a link from the trend report on your Mary Kay® Personal Web Site.
- E-mail it to anyone who's interested in the latest trends.
- Post the trend report to your Facebook Wall to entice your friends.
- Let customers know they can try the featured looks on the Mary Kay® Virtual Makeover.

“My son Richard has often said he was born in direct sales. He, Ben and Marylyn spent every Saturday morning helping me fill my orders for the week. This crash course in business was a way for us to spend time together – time that my work otherwise would have taken away from my children.”

enriching women's lives: a mary kay family affair!

Mary Kay valued families so much that when she designed her dream Company more than 45 years ago, she placed these precious assets higher than career on her list of priorities. She encouraged an extended Mary Kay family in which mothers and daughters, sisters and grandmothers, aunts, nieces and others could blend their close ties into a working relationship.

Today, we'd like to celebrate family ties by featuring our mother-daughter Independent National Sales Directors (NSDs) – and their thoughts on a life rich beyond compare. It truly is the gift that keeps on giving!



Independent National Sales Director Debbie Mattinson and daughter Abbie Mattinson

How has having a Mary Kay mom enriched your life?

“Having a Mary Kay mother has enriched my life in many ways! One important thing is always having had a mother who's been inspired and loves the work she does. Her attitude towards her work has taught me

that whatever I choose to do, I know I want to feel the same way she does about it!”

~ Abbie

How has Mary Kay influenced you as a mother?

“Growing up in Mary Kay, I watched my mentors raise families by being wonderful mothers and running a successful business from their home. They say if you're going to be a copycat, make sure you copy good cats – and I did. Your children motivate you to reach for more and you motivate them by showing them you can have anything you want if you're willing to work hard enough for it.”

~ Debbie

Independent National Sales Director Emeritus Doreen Burggraf and daughter Fiona Corby

How has having a Mary Kay mom enriched your life?

“I'm so grateful to my mom as my recruiter, my Independent Sales Director, my Independent National Sales Director – and most importantly, my mom and friend. Our relationship has grown so much because of Mary Kay. My mom always raised the bar for me and encouraged me to stretch to heights I didn't know I could reach – but ones she was aware I could. I know I wouldn't be where I am in my Mary Kay business if it wasn't for her believing I could do it, teaching me to never sell myself short and passing her confidence on to me. My mom taught me to get back up when I had fallen and to keep going when things didn't go my way. She invested in me, loved me and supported me in every way possible. My success is a true reflection of my mom and I owe it to her.”

~ Fiona

Did you always know you would one day share the Mary Kay opportunity/life with your daughter?

“When Fiona was only five years old, she would stand on the front stairs singing ‘Mary Kay Enthusiasm’. She would help me unpack my boxes and

clean my mirrors and trays. Many times, I did appointments at my home with other moms – and our little daughters would also have a pampering session, which they loved. I knew in my heart Fiona would start a Mary Kay business, but I wanted her to have other careers first so when she was ready, she would fly. With every career choice she had, I felt they were just back-up experiences that would enhance her some-day Mary Kay business. Over and over I said to my husband Owen, ‘When Fiona starts with Mary Kay, she'll go to the top – I'm sure she'll be in a pink Cadillac, the number one Independent Sales Director in Canada and go on to be an Independent National Sales Director. Needless to say, she's on her way!’”



~ Doreen

Ed. Note: Fiona currently drives a pink Cadillac and was named Queen of Unit Sales at Seminar 2011! She's also a proud Million Dollar Independent Sales Director.

Independent National Sales Director Elena Sarmago and daughter Agnes Loshusan (first mother-daughter Cadillac drivers in Canada!)

What made you follow in your mom's Mary Kay footsteps?

“I initially joined because we needed a second car. I spent most of my life thinking cars were free so when I paid for a used car, I was truly shocked at the cost. Mom faithfully encouraged me to assist her with her skin care classes since the age of 10, but never really pushed me to start a Mary Kay business. But looking back, I realize she always knew I'd find my way; and with a little bit of encouragement from my Dad, coupled with looooong hours in corporate management away from my two children under the age of three, I craved the freedom I saw my mom live and was determined to create a way in which I could have my four kids before the age of 30, have adaptable time to truly enjoy them and support them with a great income. My Mary Kay journey, along with mom's living example and stellar accomplishments, have been the catalyst and fuel that drives my daily ‘can do, can be all that I choose to be’ determination and attitude. I'm very proud to be her Mary Kay legacy daughter and am truly blessed that she allows me to do it with my talents and her belief.”

~ Agnes

What do you admire most about the way your daughter runs her Mary Kay business?

“Agnes is very independent and since joining Mary Kay in 1996, has been

running her Mary Kay business her own way. She uses the Internet and text messaging to connect with her customers and unit members; however, never forgets the importance of face-to-face relationships. It amazes me that she can do both – and knows how to accommodate everyone! All she asks (she reminds me now and then), is for my belief in her and in her goal of becoming an Independent National Sales Director before I retire.”

~ Elena



Independent National Sales Director Sandy Campbell and daughters Kirstin Carnelley, Jailene Smith and Chianne Smith

How has being a second generation Independent Beauty Consultant helped you with your own Mary Kay business?

“Growing up with Mary Kay has had a major impact on my life. My mom has taught me so much. I’ve always been shy and mom has instilled the confidence in me to be able to talk to people regardless of their position in life. I now eagerly ask questions to any independent sales force member – at any career path level – or a corporate office employee, as I feel they truly are part of my family. It’s also given me the tools to professionally serve my customers’ unique and personal needs.”

~ Kirstin

What made you follow in your mom’s Mary Kay footsteps?

“I’ve always followed my mother’s footsteps, so I knew Mary Kay would be in my life in some way or another. Even though we may part from the pink dream for a little while, we’ll always come back because once it’s in your blood, you can’t get it out. You’ll find yourself in line at the supermarket, spot a fabulous woman and think ‘wow, that girl is sharp. I have to get her to a girls night out.’ Or you’ll be with your girlfriends, putting on makeup, and they’ll ask where you got that amazing eye shadow and perfect lip colour ... all of a sudden you find yourself doing their makeup and giving a class on a Mary Kay classic look.”

~ Jailene



How has having a Mary Kay mom enriched your life?

“It’s provided me with a strong, caring, beautiful mother who’s always taught us the Golden Rule even through the worst of times. Mary Kay allowed my mom to raise my two sisters and me. The values of ‘faith first, family second and career

third’ are something you never come across in the corporate world. Our mom worked a job where she could still come to our soccer games, ballet recitals and be our personal chauffeur. It was amazing to see our mom crowned Top Independent Sales Director in Canada (2005) and debut as an Independent National Sales Director (2006) on stage because we witnessed her success firsthand. This is a Company filled with positive recognition unlike any other.”

~ Chianne



How did being a part of Mary Kay influence you as a mother?

“When I started my Mary Kay business my children were 3, 5 and 7. I truly believe with all my heart that Mary Kay helped me to become a better mother by praising me to success and allowing me to believe in myself and my God-given abilities. When children know their mother believes in them, they develop crucial self confidence. A mother cannot authentically transfer that confidence without true, authentic belief in herself.”

~ Sandy

Independent National Sales Director Susanne Felker and daughter Kareena Felker

What made you follow in your mom’s Mary Kay footsteps?

“In my previous career, I didn’t like being around most of the seasoned women in my field and the idea of becoming like them was frightening! I couldn’t find a leader I wanted to emulate. Hearing from women like my mom (in Mary Kay) inspired me to be someone more and to build a future. I instantly wanted to become like the leaders in this Company and inspire others into action.”

~ Kareena

How has Mary Kay enriched your life with your daughter?

“My daughter is an inspiration to me, as she’s always set goals and a standard of excellence in school and in her photography. Now she brings all that talent and determination to her Mary Kay business. As I’m about to retire – and Mary Kay has been in my blood for 33 years – I know that God had a master plan. By being Kareena’s cheering section and advisor, I’ll always be in touch with what’s happening in this Company that I love. I plan to be with her at all those special Mary Kay events that have meant so much to me over the years: Seminar, Leadership and Career Conference. Seeing her excitement and youthful exuberance takes me back to my beginnings with Mary Kay. We now have another dimension in our mother/daughter relationship. It’s one of excitement and dreams that can come true because this Company offers what none other can (no matter what your age) – a lifestyle on your own terms.”

~ Susanne



Because we received such fabulous feedback from these mother-daughter duos, we thought we’d turn this feature into a treasured two-part series. Stay tuned for the second half of this series in the Winter 2011/2012 issue of *Applause*® magazine!

april 2011 recognition reconnaissances d'avril 2011

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

Top 5 NSD Year-To-Date Commissions / Commissions des 5 meilleures DNV à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of April 30th, 2011. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions touchées au cours de l'année Séminaire à ce jour au 30 avril 2011 par les Directrices nationales des ventes indépendantes sur leur production en gros comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/primes de DNV.



Angie Stoker



Renée Daras



Brenda Summach



Heather Armstrong



Gloria Boyne

On-Target Inner Diamond/Gold Circle / En piste pour le cercle de diamant/d'or des initiées

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD Commissions" during the Seminar contest period. (NSD Commissions are comprised of commissions earned on the wholesale production of first-, second- and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for April; NSD bonuses for Star Consultants; and NSD commissions earned on all foreign countries through March. These "NSD Commissions" are used to determine NSD ranking for a Seminar year./Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont au moins gagné 125 000 \$, membre du prestigieux Cercle de diamant lorsqu'elles ont au moins gagné 200 000 \$ et deviennent membre de l'exclusif Cercle des initiées lorsqu'elles ont au moins gagné 325 000 \$ en «Commissions de DNV » pendant la période-concours du Séminaire. Les commissions de DNV sont les commissions gagnées sur la production en gros du premier, deuxième et troisième groupe de lignée; les 10 meilleures de la quatrième lignée et au-delà; les commissions de DNV élités exécutives; les commissions de DNV sur les groupes personnels; les primes de DNV pour les Directrices de lignée de DNV et les Directrices de lignée de leurs groupes personnels pour le mois de avril; les primes de DNV pour les Conseillères Étoiles et les commissions de DNV gagnées sur tous les marchés étrangers au cours du mois de mars. Ces « commissions de DNV » sont utilisées pour déterminer la position d'une DNV pendant une année Séminaire.

**On-Target for
Diamond Circle/En piste
pour le cercle d'or**
Angie Stoker

**On-Target for
Gold Circle/En piste pour
le cercle de diamant**
Renée Daras
Brenda Summach

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, 2011. 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 2011. 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	\$8,539,136.10	Brenda Summach	\$4,460,163.23	D. Ryan-Rieux	\$2,872,924.75	Gloria Boyne	\$2,524,409.08	Marcia Grobety	\$2,250,301.35
H. Armstrong	4,823,682.03	Gail Adamson	2,884,146.55	Elena Sarmago	2,740,513.02	Dalene Allen	2,443,420.45	Susanne Felker	1,931,540.10

Monthly NSD Commissions (above \$10,000) / Commissions DNV du mois (plus de 10 000 \$)

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 mars 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	\$25,197.00	Renée Daras	\$15,477.00	Gloria Boyne	\$11,884.00
Brenda Summach	17,647.00	Dalene Allen	12,693.00	D. Ryan-Rieux	10,337.00

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, 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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Fabulous 50s Achiever / Championne Fabuleux 50

The following Independent Sales Director achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of her debut date./La Directrice des ventes indépendante suivante a réussi le programme 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 un groupe de 50 membres ou plus dans les six mois suivant la date de ses débuts.

No photo
available/
Photo non
disponible

Miriam Chavarria (Lachenaie, QC)
National Area/Famille nationale: Go Give
Debut/Débuts: November/Novembre 2010

Head of the Class Achiever / Championne En tête de classe

The following Independent Sales Director achieved Mary Kay's Head of the Class program by achieving at least \$5,000 in adjusted unit wholesale production and adding two new qualified personal team members within one month of their debut date./Les Directrices des ventes indépendantes suivantes ont réussi le programme En tête de classe Mary Kay en réalisant une production de groupe ajustée en gros d'au moins 5 000 \$ et en ajoutant deux nouveaux membres qualifiés d'équipe personnelle qualifiés dans l'une mois suivant la date de leurs débuts.

Priscilla Carbajal

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.

France Grenier	\$89,682.00	T. Swatske	\$43,029.50	R. Coumeya-Roblin	\$30,657.50	Rajinder Rai	\$25,111.50	J. Cullen	\$22,107.00	Bev Harris	\$20,478.00
Guyline Comeau	75,480.50	Guyline Dufour	39,038.50	Deb Prychidny	30,533.00	Elaine Sicotte	24,438.50	Lorraine McCabe	22,102.00	Cassandra Lay	20,271.00
Shelley Recoskie	68,981.50	Josianne Boily	38,832.50	Rita Samms	30,428.00	Judi Todd	24,373.50	Joyce Goff	21,916.50	Chrissy Novak	20,270.50
Fiona Corby	68,812.00	Allyson Beckel	38,474.00	Martine Richard	30,019.00	Diane Burness	24,269.50	Beryl Apfelbaum	21,764.50	Peggy Denomme	20,261.00
Susan Bannister	65,954.50	Jill Ashmore	38,467.50	Giselle Marmus	28,668.00	Lorraine Upwards	24,265.50	Mary Ogunyemi	21,683.50	Susie Leakvold	20,245.00
Angela Hargreaves	59,645.50	Kathy Whitley	36,900.00	Yasmin Manamperi	28,183.00	Lenore Oughton	24,230.50	Priscilla Carbajal	21,433.50	Georgie Anderson	20,154.50
Josée D'Anjou	52,971.00	Kim Shankel	36,825.50	Louisa Hoddinott	28,007.00	W. Groenewegen	24,172.00	Jennifer Levers	21,359.50	Kathryn Milner	20,140.00
Nicole Bellemare	51,695.50	Harpreet Dhaliwal	36,552.50	Cheryl Page	28,000.00	H. Lupena-Sabourin	24,147.00	Brigitte Raymond	21,350.50	France Légaré	20,102.00
Mireille Morin	51,644.00	S. Cameron	34,576.50	Frances Fletcher	27,394.50	Mary Davies	23,797.50	Monica Noel	21,179.00	Gina Hormann	20,048.00
Nathalie Delisle	50,758.00	Audrey Ehalt	34,270.50	Judy Buchanan	27,372.50	Janice Appleby	23,176.00	Maureen Corrigan	21,097.50	Maria Bennett	20,047.00
E. Ramanauskas	49,260.50	Shannon Tobin	34,257.50	Randhir Singh	26,958.00	Esther Gallop	23,129.00	Melissa Bongalis	21,009.00	Sharon Casteel	20,041.50
Shirley Peterson	48,426.00	Kathy Handzuik	33,457.50	Elizabeth Farris	26,175.00	Cathie Chapman	22,629.00	Joy Zaporozan	20,977.50	Michelle Currie	20,018.50
A. Murray	47,139.50	Lorrie Henke	33,256.00	Michelle Goetz	25,628.50	Heather Cook	22,560.00	Gladys MacIntyre	20,746.50	Kathy Quilty	20,005.00
Carol Heath	45,892.00	Pat Paul	32,259.50	Liz Wodham	25,562.00	Jane Maria-Arsenault	22,430.50	Candice Loeppky	20,683.00		
Angie Fedorchuk	44,055.00	Sharon Coburn	31,813.00	Donna Matthews	25,374.50	Gloria Fitt	22,392.00	Wendy-Lynn Jones	20,666.50		
Marilyn Bodie	43,693.50	Louise Boulanger	30,688.00	Ginette Desforges	25,371.50	Pat Monforton	22,330.50	Caroline Sarrouf	20,529.00		

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.

France Grenier	\$10,731.48	Allyson Beckel	\$4,409.46	Claribel Avery	\$3,195.98	Melissa Bongalis	\$2,665.59	Beryl Apfelbaum	\$2,422.10	C. Hendrickson	\$2,209.94
Josée D'Anjou	9,839.31	Shannon Tobin	4,360.58	P. Behnke-Van Hoof	3,102.66	Candice Loeppky	2,644.40	D. Smith-Heath	2,415.27	Linda Feldman	2,181.28
Guyline Comeau	9,410.94	Giselle Marmus	4,287.00	Frances Fletcher	3,085.06	Caroline Sarrouf	2,634.39	Judith Richardson	2,409.97	Louise Fortin	2,167.06
Mireille Morin	8,826.06	Rajinder Rai	4,258.72	Diane Burness	3,079.53	Teresa Ho	2,623.17	France Légaré	2,405.23	Patti Jeske	2,140.78
Shelley Recoskie	8,470.24	Kathy Whitley	4,198.50	Joyce Bigelow	3,077.68	Cassandra Lay	2,619.40	Aquilina Mendoza	2,400.26	Arleen Fritz	2,137.11
Angela Hargreaves	7,994.57	Audrey Ehalt	4,140.29	Giovanna Russo	3,060.43	Louiselle Duchesne	2,611.77	Monica Noel	2,376.64	Eva Kopec	2,130.78
Fiona Corby	7,882.53	Lorrie Henke	4,061.64	Karen Taylor	3,041.60	Janice Appleby	2,606.44	Maureen Corrigan	2,371.34	Nathalie Bisailon	2,120.38
Susan Bannister	7,606.38	Yasmin Manamperi	3,992.79	Shelley Haslett	3,025.54	Esther Gallop	2,606.12	Joy Zaporozan	2,363.54	Janelle Desjardins	2,118.81
Nathalie Delisle	6,916.99	Donna Matthews	3,868.74	Gladys MacIntyre	2,969.89	M. Barriault	2,602.76	Lucie Beauregard	2,355.24	Bonnie Vigue	2,110.51
Nicole Bellemare	6,873.44	R. Coumeya-Roblin	3,792.74	Mary Ogunyemi	2,953.61	Michelle Currie	2,601.20	Phyllis Hansford	2,350.94	Darlene Olsen	2,110.18
E. Ramanauskas	6,095.86	Kathy Handzuik	3,774.74	Julie Ricard	2,946.71	Donna Izen	2,598.27	Wendy-Lynn Jones	2,343.32	Marilyn Clark	2,102.83
Marilyn Bodie	5,960.73	Louise Boulanger	3,751.96	Liz Wodham	2,910.13	Gaylene Gillander	2,596.31	Joyce Harnett	2,332.53	Carol Hoyland-Olsen	2,098.99
Carol Heath	5,796.92	Martine Richard	3,751.24	Lorraine Upwards	2,903.50	Louise Desy	2,588.48	Bev Harris	2,331.07	Anik Seguin	2,095.38
Shirley Peterson	5,763.00	Louisa Hoddinott	3,721.95	Lorraine McCabe	2,901.62	Gina Hormann	2,580.82	Kyla Buhler	2,321.28	Fran Sorobey	2,089.67
Tamara Swatske	5,749.90	Pat Paul	3,696.87	Priscilla Carbajal	2,893.18	Luzmi Gil	2,573.54	Shirley Fequet	2,319.79	Diane Peel	2,080.53
Harpreet Dhaliwal	5,709.78	Michelle Goetz	3,684.19	Susie Leakvold	2,889.65	M. Chéle Guimond	2,558.49	Chrissy Novak	2,317.58	Diane Poolin	2,076.60
Amoreena Murray	5,684.07	Elaine Sicotte	3,655.59	Gloria Fitt	2,855.48	J. Maria-Arsenault	2,557.98	Peggy Denomme	2,316.97	Christine Ransom	2,074.68
Guyline Dufour	5,505.02	Randhir Singh	3,602.96	Susan Richardson	2,841.47	Alex Quinn	2,552.72	Vaun Gramatovich	2,310.07	Donella Sewell	2,067.64
Angie Fedorchuk	5,363.58	W. Groenewegen	3,509.07	Judi Todd	2,784.28	Pat Monforton	2,551.48	Georgie Anderson	2,310.04	Diana Hiscocck	2,044.94
Ginette Desforges	5,017.03	Rita Samms	3,477.82	Cathie Chapman	2,780.42	Jacqueline Cullen	2,546.06	Kathryn Milner	2,309.10	Janine Brisebois	2,038.24
Sharon Coburn	5,000.40	H. Lupena-Sabourin	3,475.92	Lenore Oughton	2,774.98	J. Jean-Claude	2,543.30	Maria Bennett	2,303.06	Hilda Hiscocck	2,034.62
Josianne Boily	4,925.61	Mary Davies	3,401.71	Pamela Kanderka	2,761.03	S. Reece-Robertson	2,496.30	Sharon Casteel	2,302.70	Donna Witt	2,018.91
Jill Ashmore	4,700.39	M. Bourdages	3,365.90	Shirley Austin	2,759.69	Cheryl Neuman	2,463.96	Maura Lucente	2,301.88	Betty Burke	2,016.01
Shannon Cameron	4,657.41	Judy Buchanan	3,348.44	Heather Cook	2,753.72	Beverley Dix	2,462.81	Kathy Quilty	2,300.33	Claudine Pouliot	2,011.71
Deb Prychidny	4,605.51	Karen Hollingworth	3,251.92	Jennifer Levers	2,717.63	Elaine Fry	2,443.13	Agnes Loshusan	2,290.91	Angella Maynard	2,001.51
Kim Shankel	4,493.66	Cheryl Page	3,220.00	Brigitte Raymond	2,687.78	Joanne Ward	2,434.97	Heidi McGuigan	2,225.60		
Elizabeth Farris	4,467.15	Sonia Janelle	3,208.59	Miriam Chavarria	2,671.99	Joyce Goff	2,424.57	Jasbir Sandhu	2,223.30		

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 RECRUTE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47.7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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.

Québec – France Grenier
Québec – Luzmil Gil
Alberta – Amoreena Murray
Ontario – Fiona Corby

Québec – Nicole Bellemare
Québec – Priscila Carbajal
Saskatchewan – Michelle Goetz
Ontario – Jill Ashmore

Québec – Guylaine Comeau
Québec – Nathalie Delisle

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.

MEAGAN ACORN
 Michelle Goetz
 NADIA AIT AHMED
 Aquilina Mendoza
 SHARI BEAMISH
 Angela Hargreaves

MÉLISSA BÉLANGER
 Mireille Morin
 MARIA BORRERO
 Priscila Carbajal
 BALJIT BRAR
 Randhir Singh

SHARON COGHILL
 Carol Heath
 SILVIE DA COSTA
 Nicole Bellemare
 SYLVIE FORTIN
 France Grenier

FREDRICA HENRY
 Jill Ashmore
 NADIA LAUZIER
 Josée D'Anjou
 STÉPHANIE LIRETTE
 Marie-Josée Bourdages

NATASHA MACQUARRIE
 Susan Bannister
 NANCY MORIN
 Darlene Ryan-Rieux - NSD
 EARLA OAKES
 Dalene Allen - NSD

LOUISE SAURIOL
 Nathalie Delisle
 AMANDA ZINOVICH
 Marina Mason

New Star Team Builders / Nouvelles Bâtisseuses d'équipe Étoile

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.

ERIN AUMACK
 Amoreena Murray
 JO BOSCOTT
 Anna Leblanc
 MARIE-FRANCE DUBÉ
 France Légaré
 DEIDRE HALL-NEMBARD
 Teka-Ann Haynes

NICOLE HARPER
 Mireille Morin
 JUDY HUSKINS
 Janice Appleby
 SHARON LEMON
 Shelley Recoskie
 NICOLE LEVESQUE
 Martine Richard

SHAUNA MCMINIS
 Shannon Cameron
 SANDI MILLER
 Darcey Smith-Heath
 TERESA PALMIERI
 Dierdre McKay
 ROSA PENA
 Giovanna Russo

DIONNE PHILLIPS
 Diane Peel
 HEATHER PILKEY
 Melanie Wiens
 ÉMILIE PROVOST
 France Grenier
 MICHELLE RICHER
 France Grenier

AMÉLIE ROUX
 Marie-Josée Barriault
 CATHERINE SECUNDIAK
 Sharon Casteel
 RENU SETHI
 Kuljit Dhaliwal
 DENISE SLOGOTSKI
 Tamara Swatske

JACQUELINE SMITH
 Angela Hargreaves
 JODI WIEBE
 Fran Morrison
 SAMANTHA WILSON
 Agnes Loshusan
 MIN ZHOU
 Gina Ge Qian

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 Ford Focus SE or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en avril pour l'usage d'une Ford Focus SE ou une compensation en argent.

Tammy Eliuk
 Véronique Nolin-Morin

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.

S. Cameron	\$ 2,093.01	Angie Fedorchuk	\$916.86	Veronik Lavigne	\$773.70	Joy Zaporozan	\$631.29	Sharon Coburn	\$565.62	Marilyn Bodie	\$540.96
Shelley Recoskie	1,600.35	Kathy Whitley	907.08	Martine Richard	767.40	Angela Haines	628.83	Renée Lavoie	560.01	Kristen McBride	537.33
Lorraine Upwards	1,216.08	Loubna Ibnouzhahir	891.15	Maureen Corrigan	755.70	Josianne Boily	626.31	Hoda Karakach	558.60	Christanti Arinda	536.73
Guylaine Dufour	1,214.58	Amoreena Murray	888.99	Susie Leakvold	752.76	Elaine Sicotte	625.35	Louise Boulanger	557.73	Kim Shankel	536.31
Tamara Swatske	1,213.83	Cassandra Lay	856.26	Joyce Bigelow	738.51	Chianne Smith	622.29	Michelle Currie	556.86	Amanda Zinovich	528.69
P. Behnke-Van Hoof	1,160.34	Michelle Goetz	855.75	Véronique Nolin-Morin	735.57	Pamela Kanderka	621.12	Melanie Allaire	554.22	Esther Gallop	525.06
E. Ramanauskas	1,135.56	Nicole Bellemare	849.63	Fiona Corby	731.55	Johanna Tobin	617.79	Sharon Casteel	553.86	Claudine Pouliot	524.31
Angela Hargreaves	1,124.76	Gina Hormann	849.60	Heather Hewitt	725.13	Patricia Lavoie	616.62	Lenore Oughton	553.68	L. Schuster Sydor	520.17
Allyson Beckel	1,106.07	Ginette Desforges	832.29	June Rumball	718.26	Sophie Audet	613.77	Monica Noel	551.28	Alison Hogan	519.09
Diane Burness	1,050.72	Amelie Messier	831.30	Mychèle Guimond	708.42	Kyla Buhler	612.72	Wanda Groenewegen	549.36	Maria Bennett	515.94
France Grenier	1,029.09	Liz Wodham	814.50	Cheryl Neuman	700.41	Michelle Gurdebeke	598.23	Joelene Mackey	548.64	Cathie Chapman	514.38
Yasmin Manamperi	1,024.05	Fatma Boussaha	810.15	Jamie Lamping	684.57	Hilda Hiscock	588.90	Louisa Hoddinott	544.89	C. Hui Spring Mo	511.83
Rajinder Rai	996.09	Candice Loeppky	789.00	Harpreet Dhaliwal	683.22	Bev Harris	587.43	Robin Coumeya-Roblin	543.66	Gladys MacIntyre	509.04
Guylaine Comeau	971.34	Carol Heath	788.40	Audrey Ehait	662.73	Louise Sauriol	586.95	Nadine Dube	543.12	France Larouche	508.23
Randhir Singh	948.33	Debbie Parsons	786.24	Marie-Josée Barriault	642.42	Jasbir Sandhu	571.65	Lois Musselman	543.00	Louise Fortin	505.65
Shari Beamish	936.27	Eva Kopec	780.18	Carol Thompson	637.35	Judy Bycok	568.83	Aline Guerard	541.92	Marilyn Thiessen	502.29

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8% Club / Club 8 %

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

Agnes Loshusan	\$476.28	Kathy Quilty	\$387.48	C. Laroche	\$313.92	Janelle Smith	\$283.42	Audrey Taggart	\$260.32
Nathalie Bisaillon	469.92	Louise Desy	364.58	H. Lupena-Sabourin	310.16	D. Smith-Heath	281.02	J. Marchildon	256.58
Sharon Coghill	462.74	Nadia Lauzier	345.06	Valerie Jette	305.04	Nathalie Delisle	278.54		
Josée D'Anjou	459.56	S. Lee Carlson	336.96	Jennifer Levers	302.18	Fran McLaren	276.08		
G. Mascarenhas	405.74	Denise Baynton	330.74	Meagan Acorn	288.50	Maura Lucente	271.38		
Emily Chambers	395.06	Sonya Martens	323.04	Miriam Chavarria	284.72	Janet Taylor	269.88		

4% Club / Club 4 %

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

Marcia Ouellette	\$263.20	V. Lafontaine	\$120.30	L. Neufeld	\$106.57	Eudora Ripley	\$98.23	Audrey Potvin	\$93.74	Marilyn Hicken	\$81.80
Lindsey Klassen	168.09	Sophie Frenette	120.18	Chiara Furlano	105.85	Linda Simard	97.81	Kerry Coleman	92.63	Lauren Wagenaar	81.46
Tammy Murray	155.19	C. Steinwandt	120.11	Claire Dazé	104.27	Shauna McMinis	97.42	Joanne Moss	92.44	Natalie Demers	80.83
Jessica Wesgate	144.02	Camielle Birk	120.07	Amélie Roux	104.10	Danielle Lavigne	96.69	Chantal Berger	92.09	Min Zhou	77.95
Lindsay Meek	130.13	Kiley Papenbrock	120.02	Pierrette Hache	101.47	Ginette Gauthier	96.42	Barbara Pollock	90.01	Alison Coady	77.75
Lynne Blanchette	129.31	M. Duchesne	118.97	Donna Miller	100.64	Erika Vargas	96.39	Dionne Phillips	86.25	Nicole Lévesque	77.04
Kim Arsénault	125.38	Cindy Heber	117.18	Paramjit Singh	99.35	Nancy Lapointe	96.15	Caroline Laroche	85.17	Julie Brassard	76.15
Jo Pfeifle	121.60	Lorrie Roshier	116.64	Shirley Stevens	98.96	Darlene Demkey	96.14	Carole Savoie	84.30		
Joslyn Adie	121.16	Sue Vanderpol	110.31	Vivian Chan	98.53	Johana Ovallos	96.13	Catherine MacDow	82.71		
Nathalie Allard	120.78	Denise Slogotski	107.22	M. Clement-Lanthier	98.48	Lacey Hunniford	94.61	Meyranie Mayer	82.48		

Gold Medal / Médailles d'or

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

LINDA FELDMAN Director/Directrice	BRIGITTE RAYMOND Director/Directrice	CINDY CHAMBERS Emily Chambers	FREDRICA HENRY Jill Ashmore	CAROL THOMPSON Amoreena Murray
MEAGAN ACORN	GLORIA BAHAMONDES	JANETT CUROTTO	LOUBNA IBNOUZAHR	CHANTEL WRIGHT
Michelle Goetz	Miriam Chavarria	Luzmi Gil	Caroline Sarrouf	Kimberley Roberts
VÉRONIQUE NOLIN-MORIN	MARIA BORRERO	RUTH GRANADILLO	KIM ROBITAILLE	
Guyline Comeau	Priscila Carbajal	Luzmi Gil	Linda Moreau	

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.

JULIET CREARY Marie Thomas	Director/Directrice NICOLE BELLEMAIRE	NADIA AIT AHMED Aquilina Mendoza	Claudine Pouliot KAREN HICKS	KAY SZYDLIK Donna Melnychyn - NSD
KAREENA FELKER Director/Directrice	DEIDRE HALL-NEMBARD	Director/Directrice LUZMI GIL	Elizabeth Groombridge	ZULMA VAZQUEZ
CASSANDRA LAY	Director/Directrice	ALICE HEBERT	MICHELLE RICHER France Grenier	Luzmi Gil

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.

SHELLEY RECOSKIE Director/Directrice	Director/Directrice HELEN LUPENA-SABOURIN	MARIE GILBERT Director/Directrice	Director/Directrice MICHELE MIERZWA	PAMELA ELLIS Melissa Bongalis	Marilyn Bodie MELISSA SEGURA
EVELYN RAMANAUSKAS Director/Directrice	DEANNA PEASE Director/Directrice	FRANCE GRENIER Director/Directrice	Mariola Herbasz DARCI PALMER	JULIE FORTIER France Grenier	Lorrie Henke JENNIFER SLAY
YASMIN MANAMPERI Director/Directrice	DIANE BURNESSE Director/Directrice	AMY KLASSEN Director/Directrice	Director/Directrice JENELYN ABELLON	SYLVIE FORTIN France Grenier	Frances Fletcher FLORAME TANIAN
GLORIA FITT Director/Directrice	MARILYN BODIE Director/Directrice	ADA CHENG Director/Directrice	Kyla Buhler MÉLANIE ALLAIRE	SARAH HALL Amoreena Murray	Director/Directrice STACEY THOMPSON
MYCHÈLE GUIMOND Director/Directrice	MICHELLE GOETZ Director/Directrice	RAJWINDER GILL Director/Directrice	Guyline Comeau MARIE-JOSÉE BARRIAULT	DEANNA LÉVESQUE Joyce Harnett	Sharon Lewco AMANDA ZINOVICH
JASBIR SANDHU Director/Directrice	GINA HORMANN Director/Directrice	NIKKI POINTON Director/Directrice	Director/Directrice LISA BOURQUE	LUCIE LEVIS Julie Ricard	Marina Mason
FIONA CORBY Director/Directrice	JULIE ALLARD Director/Directrice	MARISOL LARA GUZMAN Priscila Carbajal	Amoreena Murray KERRY COLEMAN	HOLLY PROULX Marilyn Bodie	
LISA CRAIG		PAMELA LIEBENBERG	Amanda Sikora-Rose	NICOLE MILLER	

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 RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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 – Amoreena Murray

British Columbia/Colombie-Britannique – Shannon Phillips

Manitoba – Pamela Argo

New Brunswick/Nouveau-Brunswick – Claudine Pouliot

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Joan Szangulies

Nova Scotia/Nouvelle-Écosse – Cathy MacLeod

Nunavut – Marnie Tatty

Northwest Territories/Territoires du Nord-Ouest – Pat Suchland

Ontario – Pina Aloia

Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – Tamar Vaillant

Saskatchewan – Kathy Whitley

Yukon – Cheryl Charlie

Stars Consultants on the Ladder of Success / Conseillères 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!

Joan Szangulies	\$8,382.25	Jackie Norman	\$5,307.75	Katherine Brownlee	\$3,879.75	Sylvie Fortin	\$3,614.75	Desiree Weisz	\$3,602.25		
Amoreena Murray	6,580.00	Ingrid Coupland	4,503.50	Kersten Morris	3,826.50	Connie Jorsvik	3,613.25	Kimberly Klassen	3,601.25		
Pina Aloia	6,519.00	Kathy Whitley	4,024.00	Ashley MacKrell	3,740.00	Sandra Barbeau	3,610.75	Melissa Meunier	3,601.25		
Shelley Recoskie	6,505.00	Shannon Phillips	3,946.50	Yolaine Turcotte	3,699.50	Glenda Nelson	3,609.75	Lacey Guard	3,600.50		
Tarra Keller	6,500.75	Tamar Vaillant	3,893.25	Deanna Blue	3,665.75	Jamal Mouaweie	3,606.50	Brett Lindquist	3,600.00		
These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'Échelle du succès en un mois seulement!											
Louise Ann Brunét	\$3,593.75	Valérie Jette	\$2,597.75	Jan Naismith	\$2,371.25	Kimiko Carlson	\$1,970.25	Megan Coles	\$1,814.75	Cindy Chambers	\$1,801.00
Margarita Serrano	3,407.50	Rajwinder Gill	2,579.00	Carol Heath	2,371.00	Shelley Collier	1,943.75	Maria Anokhina	1,813.75	Cathérine LaFrance	1,801.00
S. Greenwood-Plante	3,402.25	Angela Haines	2,575.00	Edith Rajna	2,367.25	Chris Miller	1,936.75	J. Deschambeault	1,812.75	Annie Brossard	1,800.75
Monica Noel	3,393.25	Virginia Lindsay	2,565.00	Barb Greene	2,365.00	Jessica Bialek	1,935.25	Anna Dushney	1,811.00	Lindsay De Boer	1,800.75
Heather Loshack	3,374.50	Monique Ouellet	2,539.00	Heather Alter-Mcgrath	2,349.00	Patti Jeske	1,924.50	Whitney Wright	1,810.75	A. Verboom	1,800.75
Nicole Wildfong	3,253.25	Claudine Pouliot	2,536.75	Annie Gagnon	2,343.50	Kathy Handzuik	1,920.75	Carole Chalfoux	1,809.25	Karine Beauregard	1,800.50
Rea Gosine	3,154.00	Diane Abbott	2,525.00	P. Varahram	2,335.00	Marcia Amor	1,912.25	Eva Cromwell	1,808.50	Vilma Cruz	1,800.50
Nancy McEwen	3,142.00	Ana Mendonca	2,523.50	Cathy Henningsen	2,332.50	Nancy Morin	1,903.75	Lyne Mayer	1,807.50	M. St-Georges	1,800.50
Sophie Frenette	3,134.50	Cynthia Chevalier	2,516.00	Rita White	2,320.50	Jennifer Skuffham	1,890.50	Jessica Clarke	1,806.50	Marilyne Theoret	1,800.50
Sylvie Cassista	3,093.75	Alexis Scammell	2,509.25	Aline (ali) Boutet	2,305.00	Janine Brisebois	1,887.00	Ruth Lozier	1,805.00	Joy Nicavera	1,800.25
Dawn Rife	3,060.00	Dorothy Osadczuk	2,490.50	Terri Kurtzweg	2,301.75	Colleen Sankey	1,877.75	Lise Belhumeur	1,804.75	Mayerly Reyes	1,800.25
Pamela Argo	3,043.75	Mychèle Guimond	2,486.75	Kathie McGann	2,300.00	Gwendolyn Newell	1,877.25	Caroline Gearey	1,804.25	Nadine Simard	1,800.25
Jenna Perry	3,040.00	Mandeep Mann	2,483.75	Harparveen Aujla	2,289.00	Winnifred Barnett	1,873.75	Donna Witt	1,804.25	Naomi Stowe	1,800.25
Tania Elliott	3,029.00	Caroline Chayer	2,462.00	Julie Allard	2,218.75	Kay Szydlak	1,866.50	Maude Sarazin	1,804.00	\$1,800	
Candice Dickie	3,027.25	Cathy MacLeod	2,455.75	M. Lara Guzman	2,201.25	Nadine Genge	1,858.75	Deborah Lalonde	1,803.50	Tatiana Antonova	1,800.00
Jolene Jubinville	3,025.50	Nathalie Tremblay	2,445.25	Debi Kanerva	2,201.00	Pat Paul	1,855.75	Joyce Swen	1,803.50	Thanya Boutin-Gilbert	1,800.00
Tammy Walker	3,021.75	Diane Paquet	2,417.25	Kristen McBride	2,197.25	Marilou Brummund	1,850.75	Nathalie Miron	1,803.25	Jessica Brochu	1,800.00
Mélanie Gagnon	3,019.50	Yolanda Barnes	2,417.00	Cherie Hydzik	2,132.50	Elizabeth Bursey	1,848.50	Jaclyn Charlton	1,803.00	Karen Barrett	1,800.00
Stéphanie Lafontaine	3,007.50	Bianca Leclerc	2,416.25	Sandra Neufeld	2,113.50	Georgine Cook	1,847.00	Carmen Kocsis	1,802.75	Michelle Bain	1,800.00
Kailyn Ukrainetz	3,006.25	Teresita Jones	2,411.00	Gail St. Croix	2,104.00	Kathy Nimmo	1,840.75	Cécile Ouellet	1,802.75	Josée Chartrand	1,800.00
Lynn Arsenault	3,004.50	Francine Tessier Lauze	2,410.50	Viv Bonin	2,095.75	Rupinder Sandhu	1,839.50	Vanessa Wheatle	1,802.25	Andrea Colborn	1,800.00
Claire Mercier	3,003.50	Maureen Delahanty	2,409.75	Julie Bisson	2,083.00	Lola Su	1,839.00	Isobel Debetin	1,802.00	Nora Davis	1,800.00
Crystal Ronsberg	3,002.75	Stéphanie Vallée	2,406.75	Cheryl Gara	2,082.50	Venessa Cavicchi	1,838.75	Yolène Gay	1,802.00	Sandra Evans	1,800.00
Nicola Armanini	3,001.75	Maxine Bilenler	2,404.50	Linda Giesbrecht	2,082.00	Sheila Jenkins	1,835.75	Liz Zelko	1,802.00	Elysia Freitas	1,800.00
S. Corbett-Kaal	3,000.50	Lucie Grenon	2,404.00	Joyce Goff	2,078.75	Felicia Pedersen	1,832.50	Maria Borrero	1,801.75	Keren Gyan	1,800.00
\$3,000		Joan Crepin	2,403.50	Amy Blanchard	2,066.50	Krista Gutowski	1,831.00	Caitie Cartwright	1,801.75	Mhia Gorospe	1,800.00
Candace Campbell	3,000.00	S. McLean-Bhoorasingh	2,403.25	Trish Salter	2,064.75	Cristalle Watson	1,827.50	Diane Poulin	1,801.50	Nancy Henriques	1,800.00
Karen King	3,000.00	Nathalie Allard	2,402.75	Mélanie Lapointe	2,054.25	Esther Gallop	1,825.50	Jennifer Slay	1,801.50	Saron Navratil	1,800.00
Karen Hicks	2,968.00	Allissia Eid	2,402.75	Kristy Hankilanoja	2,036.50	Cassandra Lay	1,823.75	Michele Thomson	1,801.50	Tanya Nadeau	1,800.00
Olivia Jackson	2,955.25	Sharon Rudy	2,402.50	Elisa Soulieres	2,028.25	Oksana Gumenyuk	1,823.25	Amélie Forbes	1,801.25	Irena Shima	1,800.00
Liz Wodham	2,937.25	Rosalie Zshornack	2,402.50	Linda Hood	2,014.00	Liz Barwell	1,819.75	Elyse Lusignan	1,801.25	Elizabeth Tokariuk	1,800.00
Gina Hormann	2,916.00	Nerjess Esbeyt	2,401.75	Kimberly Flannery	2,011.75	Roxanne Mainville	1,819.25	S. Lestage-Gravel	1,801.25	Danielle Bourgault	1,781.75
Guyline Dufour	2,735.75	Rinah Pauligue	2,401.75	Christine Ransom	2,009.75	Natalie Larade	1,819.00	Brigitte Lavoie	1,801.25		
Lydia Sutherland	2,710.25	Kristin Braithwaite	2,400.50	Nathalie Chiquette	2,002.25	Heather Hewitt	1,817.25	Sheila Martin	1,801.25		
Wilma Logullo	2,646.25	\$2,400		Jody Berlinguette	2,001.00	Victoria Gauvin	1,816.25	Carmen Raymond	1,801.25		
Bev Harris	2,634.50	Miranda Huppe	2,400.00	Marie Gilbert	2,000.75	Jolaine Cousineau	1,815.00	Tricia Tuminski	1,801.25		
Karen George	2,598.75	Nathalie Noel	2,400.00	Jenny-Lynn Sather	1,975.75	Joanne Marchildon	1,815.00	Susan Bannister	1,801.00		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, 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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

may 2011 recognition reconnaissances de mai 2011

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

Top 5 NSD Year-To-Date Commissions / Commissions des 5 meilleures DNV à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of May 31st, 2011. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions touchées au cours de l'année Séminaire à ce jour au 31 mai 2011 par les Directrices nationales des ventes indépendantes sur leur production en gros comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/primes de DNV.



Angie Stoker



Renée Daras



Brenda Summach



Heather Armstrong



Gloria Boyne

On-Target Inner Diamond/Gold Circle / En piste pour le cercle de diamant/d'or des initiées

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD Commissions" during the Seminar contest period. (NSD Commissions are comprised of commissions earned on the wholesale production of first-, second- and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for May; NSD bonuses for Star Consultants; and NSD commissions earned on all foreign countries through April. These "NSD Commissions" are used to determine NSD ranking for a Seminar year. / Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont au moins gagné 125 000 \$, membre du prestigieux Cercle de diamant lorsqu'elles ont au moins gagné 200 000 \$ et deviennent membre de l'exclusif Cercle des initiées lorsqu'elles ont au moins gagné 325 000 \$ en «Commissions de DNV» pendant la période-concours du Séminaire. Les commissions de DNV sont les commissions gagnées sur la production en gros du premier, deuxième et troisième groupe de lignée; les 10 meilleures de la quatrième lignée et au-delà; les commissions de DNV élites exécutives; les commissions de DNV sur les groupes personnels; les primes de DNV pour les Directrices de lignée de DNV et les Directrices de lignée de leurs groupes personnels pour le mois de mai; les primes de DNV pour les Conseillères Étoiles et les commissions de DNV gagnées sur tous les marchés étrangers au cours du mois de avril. Ces « commissions de DNV » sont utilisées pour déterminer la position d'une DNV pendant une année Séminaire.

**On-Target for
Diamond Circle/En piste
pour le cercle de
diamant**
Angie Stoker

**On-Target for
Gold Circle/En piste pour
le cercle d'or**
Renée Daras
Brenda Summach

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 May 31st, 2011. 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 31 mai 2011. 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	\$9,324,640.70	Brenda Summach	\$4,933,246.26	Gail Adamson	\$3,046,429.15	Gloria Boyne	\$2,766,656.78	Marcia Grobety	\$2,458,873.78
H. Armstrong	5,187,528.32	D. Ryan-Rieux	3,104,012.35	Elena Sarmago	2,980,033.91	Dalene Allen	2,656,322.19	Olive Ratzlaff	2,098,911.90

Monthly NSD Commissions (above \$10,000) / Commissions DNV du mois (plus de 10 000 \$)

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

Angie Stoker	\$32,164.00	Renée Daras	\$17,546.00	Elena Sarmago	\$11,944.00	Bernice Boe-Malin	\$11,179.00
Brenda Summach	17,732.00	Dalene Allen	11,976.00	Gloria Boyne	11,611.00		

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 RECRUE 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47.7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Triple Crown, Dean's List & Honors Society Achievers / Championnes Triple couronne, Liste des meilleures performances et Société d'honneur

TRIPLE CROWN: The following Independent Sales Director met the requirements of the Triple Crown Challenge by achieving On the Move, Fabulous 50s and the Mary Kay Honors Society within one year of their debut date. / **TRIPLE COURONNE:** La Directrice des ventes indépendantes suivante a rempli les conditions du défi Triple couronne en réussissant les programmes En Marche!, Fabuleux 50 et la Société d'honneur Mary Kay dans l'année suivant la date de leurs débuts.

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

HONORS SOCIETY: The following Independent Sales Director achieved the Mary Kay Honors Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date. / **SOCIÉTÉ D'HONNEUR:** 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 de ses débuts.



Florame Tanian (Toronto, ON)
National Area/Famille nationale: Elena Sarmago
Debut/Débuts: May/Mai 2010



Luba King (North Vancouver/Région Nord de Vancouver, BC)
National Area/Famille nationale: Go Give
Debut/Débuts: April/Avril 2010

Fabulous 50s Achiever / Championne Fabuleux 50

The following Independent Sales Director achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of her debut date. / La Directrice des ventes indépendante suivante a réussi le programme 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 un groupe de 50 membres ou plus dans les six mois suivant la date de ses débuts.

Head of the Class Achiever / Championne En tête de classe

The following Independent Sales Director achieved Mary Kay's Head of the Class program by achieving at least \$5,000 in adjusted unit wholesale production and adding two new qualified personal team members within one month of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En tête de classe Mary Kay en réalisant une production de groupe ajustée en gros d'au moins 5 000 \$ et en ajoutant deux nouveaux membres qualifiés d'équipe personnelle qualifiés dans l'une mois suivant la date de leurs débuts.



Luzmi Gil (Anjou, QC)
National Area/Famille nationale: Go Give
Debut/Débuts: December/Décembre 2010

Michele Mierzwa

Scoreboard / Tableau des résultats

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

France Grenier	\$85,675.30	Agnes Loshusan	\$41,410.80	Kim Shankel	\$32,229.80	Caroline Sarrouf	\$26,231.80	Cassandra Lay	\$23,188.30	Maria Bennett	\$21,805.80
Nicole Bellemare	83,488.30	Chrissy Novak	40,580.80	France Légaré	32,205.80	Jane Maria Arsenault	26,045.30	Robin Coumeja-Roblin	23,129.30	Bev Harris	21,715.30
Shelley Recoskie	83,046.50	Josée D'Anjou	40,544.30	Shannon Cameron	30,783.80	Gina Hormann	26,003.80	Donna Izen	22,967.00	Teresa Ho	21,690.30
Fiona Corby	78,096.80	Tamara Swatske	40,412.80	Allyson Beckel	30,462.30	Fran Sorobey	25,967.30	Rajinder Rai	22,532.30	Mary-Lou Hill	21,440.30
Susan Bannister	74,498.30	Carol Heath	40,283.30	Sheila Lefebvre	30,047.30	Gaylene Gillander	25,395.50	Cathie Chapman	22,177.80	Susan Richardson	21,316.80
Guyline Comeau	66,693.30	Jill Ashmore	39,776.30	Janice Appleby	29,186.80	Giselle Marmus	25,321.30	Shelley Haslett	22,171.80	Linda Moreau	20,561.80
Mireille Morin	64,189.30	Lorrie Henke	39,315.30	Marilyn Clark	29,003.80	Karen Hollingworth	25,118.80	Pat Paul	22,126.80	Yasmin Manamperi	20,509.80
Evelyn Ramanauskas	56,369.30	Guyline Dufour	39,100.30	Elaine Sicotte	28,932.80	Martine Richard	25,046.80	Randhir Singh	22,057.80	Janine Brisebois	20,364.80
Angie Fedorchuk	56,238.80	Jacqueline Cullen	38,282.80	Frances Fletcher	28,918.80	Louise Boulanger	25,034.30	Heather Cook	22,024.80	Deb Prychidny	20,256.80
Angela Hargreaves	55,012.30	Judi Todd	37,099.50	Josianne Boily	28,731.80	Pat Monforton	25,022.30	Gloria Fitt	22,016.80	Pamela Kanderka	20,220.80
Marilyn Bodie	50,693.30	Wanda Groenewegen	35,957.30	Ginette Desforges	28,221.30	Liz Wodham	24,917.30	Ming Tsang	22,010.80	Alice Storey	20,219.00
Shirley Peterson	46,485.80	Sharon Coburn	35,634.80	Joyce Goff	28,025.30	Lenore Oughton	24,521.30	Linda Feldman	22,002.30	Heidi McGuigan	20,197.30
Nathalie Delisle	44,922.80	Kathy Whitley	34,196.80	Michelle Currie	27,988.80	Amoreena Murray	24,505.30	Cheryl Page	22,000.80	Anne Marie Palumbo	20,043.30
Harpreet Dhaliwal	44,246.80	Mary Davies	33,637.30	Elizabeth Farris	26,885.80	Louise Fortin	24,436.30	Elaine Fry	21,981.80		
Claudine Pouliot	42,987.50	Melanie Wiens	33,570.30	Judy Buchanan	26,710.30	Diane Poulin	24,358.80	Michelle Goetz	21,980.00		
Shannon Tobin	42,109.80	Rita Samms	32,419.80	Cheryl Neuman	26,279.30	Mary Ogunyemi	23,348.30	Pam Hill	21,974.30		

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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 May. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en mai, exception faite des commissions des Chefs d'équipe et des VIP.

Nicole Bellemare	\$10,682.54	Tamara Swatske	\$4,777.54	Allyson Beckel	\$3,480.05	Shirley Austin	\$2,915.58	Pam Hill	\$2,528.33	H. Lupena-Sabourin	\$2,302.02
Mirreille Morin	10,567.34	Lorrie Henke	4,761.41	Fran Sorobey	3,442.37	Julie Ricard	2,898.27	Miriam Chavarria	2,494.59	Priscila Carbajal	2,296.03
France Grenier	10,268.89	Jacqueline Cullen	4,688.38	Amoreena Murray	3,363.65	Claribel Avery	2,853.09	Mychèle Guimond	2,488.03	Colleen Hendrickson	2,273.40
Shelley Recoskie	10,116.70	Mary Davies	4,582.93	Caroline Sarrouf	3,305.07	Deb Prychidny	2,837.97	Johanna Tobin	2,477.92	Eva Kopec	2,220.70
Fiona Corby	9,488.09	Elaine Sicotte	4,449.98	Janice Appleby	3,299.55	Martine Richard	2,828.04	Becky Lawrence	2,445.07	Jasbir Sandhu	2,202.76
Josée D'Anjou	9,163.06	Elizabeth Farris	4,312.01	Gaylene Gillander	3,289.60	Pat Monforton	2,826.45	Beryl Apfelbaum	2,438.14	Brigitte Raymond	2,195.90
Susan Bannister	8,542.39	France Légaré	4,294.09	Marilyn Clark	3,285.25	Cathie Chapman	2,821.89	Maria Bennett	2,424.20	Marie Thomas	2,195.76
Guyline Comeau	8,440.65	Melanie Wiens	4,282.07	Frances Fletcher	3,279.72	Lenore Oughton	2,793.88	Annie Gagnon	2,417.24	Maureen Corrigan	2,170.93
Angela Hargreaves	7,466.54	Judi Todd	4,211.47	Joyce Goff	3,230.91	Yasmin Manamperi	2,786.62	Lorraine McCabe	2,415.81	Chantal Bisailon	2,169.47
Evelyn Ramanauskas	7,166.82	Kim Shankel	3,994.94	Donna Izen	3,193.09	Diane Poulin	2,783.32	Bev Harris	2,411.49	Kathy Handzuik	2,144.54
Angie Fedorchuk	6,955.52	Kathy Whitley	3,922.79	Pamela Kanderka	3,148.91	Linda Feldman	2,775.35	Patricia Lavoie	2,396.15	Peggy Denomme	2,128.03
Nathalie Delisle	6,784.45	Shannon Cameron	3,915.75	Susan Richardson	3,146.48	Donna Matthews	2,741.50	Mary-Lou Hill	2,393.62	Alex Quinn	2,123.23
Marilyn Bodie	6,679.22	Karen Hollingworth	3,789.80	Louise Boulanger	3,132.64	Janine Brisebois	2,726.74	Susie Leakvold	2,392.71	Louise Duchesne	2,121.11
Harpreet Dhalwal	6,380.02	Sheila Lefebvre	3,753.07	Ming Tsang	3,082.18	Louise Desy	2,707.97	Laureen Miller	2,387.43	Janelle Desjardins	2,120.32
Guyline Dufour	5,948.35	Rita Samms	3,707.29	Randhir Singh	3,058.51	Luzmi Gil	2,679.38	Elaine Maeland	2,376.95	Joyce Bigelow	2,107.26
Sharon Coburn	5,662.01	Rajinder Rai	3,653.28	Giselle Marmus	3,049.85	S. Reece-Robertson	2,672.40	Beverley Dix	2,374.63	Georgie Anderson	2,087.21
Shirley Peterson	5,594.45	Pam Behnke-VanHoof	3,597.69	Lucie Beaufregard	3,046.25	Mary Ogunyemi	2,666.24	Laurie Schuster Sydor	2,359.23	Amelie Messier	2,084.45
Claudine Pouliot	5,394.19	Judy Buchanan	3,589.34	Gloria Fitt	3,031.09	Kyla Buhler	2,638.76	Heidi McGuigan	2,354.43	Deanna Pease	2,082.25
Shannon Tobin	5,296.02	Louise Fortin	3,573.70	Elaine Fry	3,026.43	R. Courneya-Roblin	2,607.69	Louisa Hoddinott	2,339.61	Patti Babyn	2,081.69
Agnes Loshusan	5,264.20	Josianne Boily	3,567.57	M. Bourdages	3,026.42	Cassandra Lay	2,607.24	Vaun Gramatovich	2,338.11	Karen Taylor	2,080.73
Wanda Groenewegen	5,092.91	Gina Hormann	3,558.36	Giovanna Russo	3,008.63	Heather Cook	2,603.01	Linda Moreau	2,336.52	Diane Riddell	2,073.67
Ginette Desforges	5,002.70	Michelle Currie	3,524.67	Cheryl Neuman	3,008.15	Jennifer Levers	2,579.61	Audrey Ehalt	2,325.54	Anik Seguin	2,055.15
Chrissy Novak	4,937.75	Shelley Haslett	3,511.42	Jane MariaArsenault	2,996.84	Judith Richardson	2,554.28	Gladys MacIntyre	2,325.46	Kay Carruthers	2,044.33
Carol Heath	4,925.14	Teresa Ho	3,509.35	Michelle Goetz	2,932.05	Pat Paul	2,538.24	Alice Storey	2,314.24	June Rumball	2,038.66
Jill Ashmore	4,785.46	Sonia Janelle	3,487.02	Liz Wodham	2,923.18	Cheryl Page	2,530.05	Anne Marie Palumbo	2,302.81	Debi Kanerva	2,034.36

Top Recruiting Units / Meilleurs groupes en recrutement

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

Ontario – Fiona Corby

Québec – France Grenier

Saskatchewan – Angie Fedorchuk

Québec – Nicole Bellemare

Ontario – Jill Ashmore

Alberta – Lorrie Henke

Ontario – Florame Tanian

Québec – Miriam Chavarria

Alberta – Joyce Goff

British Columbia/Colombie-Britannique – Diana Hiscock

New Team Leaders / Nouveaux chefs d'équipe

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

DELLA CASCAGNETTE

Fiona Corby

JOAN CREPIN

Cathie Chapman

ANNE HEITRICH

Fran Sorobey

SONYA HO

Teresa Ho

HARKAMALJIT KHAIRA

Harsimran Saini

SANDI MILLER

Darcey Smith-Heath

HEATHER PILKEY

Melanie Wiens

MEIGHEN POLLARD

Darcey Smith-Heath

ANDREA STEWART

Heidi McGuigan

DESIREE WEISZ

Marina Mason

SHEILA WOOD

Kim Johnson

New Star Team Builders / Nouvelles Bâtisseuses d'équipe Étoile

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

TAMMY AYRE

Sarah Reece-Robertson

LYNNE BLANCHETTE

Josianne Boily

JEREMIAH DOCTOR

Maura Lucente

JUDY EDGE

Paulette Fleming

LAURA FARTHING

Michelle Currie

JULIE FORTIER

France Grenier

JARUSHKA FUCIKOVSKY

Miriam Chavarria

GUYLAINE GAUTHIER

Luisa Rallo

MARILYN GIRARD

Patricia Lavoie

AMNA HAMID

Deanna Pease

MERCY KWAWU

Eva Maria Coelho

SARAH MILLER

Giselle Marmus

LEANNE NEUFELD

Chrissy Novak

DAWN NEUFELDT

Elizabeth Farris

JOHANA OVALLOS

Priscila Carbajal

VALERIE ROBERTS

Sonia Janelle

MELODY SCORY

Marilyn Bodie

AMANDA SEELEY

Jill Ashmore

IRENE SEGURADO

Ashley Anne Wiebe

BARBARA TORRES

Giovanna Russo

ERIKA VAILLANCOURT

Danielle Theriault

SANDRA WRATHALL

Bonnie Harman

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

These Independent Beauty Consultants qualified during the month of May to earn the use of a Ford Focus SE or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en mai pour l'usage d'une Ford Focus SE ou une compensation en argent.

Aline Guerard

Michele Mierzwa

Joanne Marchildon

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 RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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

Shelley Recoskie	\$2,653.20	Fiona Corby	\$1,038.06	Loubna Ibnouzhahir	\$809.73	Shirley Austin	\$698.42	Wilma Logullo	\$606.45	Brigitte Raymond	\$535.32
Nicole Bellemare	1,562.81	Carol Heath	1,035.03	Carleen Koski-Quaye	808.02	Fran Sorobey	669.71	Mariola Herbasz	595.19	Colleen Hendrickson	534.35
France Grenier	1,560.12	Alice Hebert	1,004.88	Maureen Corrigan	796.74	Heather Pilkey	661.38	Heather Hewitt	589.47	Angie Fedorchuk	533.25
Gina Hormann	1,400.84	Kathy Whitley	993.84	Annie Gagnon	782.58	Sharon Coburn	657.55	Kay Szydluk	587.82	Noreen Kroetsch	530.93
Jacqueline Cullen	1,396.47	Tamara Swatske	940.34	Joyce Bigelow	780.76	Amy Klassen	656.48	Johanna Tobin	584.14	Linda Feldman	530.06
Shannon Cameron	1,385.46	Sheila Lefebvre	933.69	Shannon Marchyshyn	778.74	Josée D'Anjou	652.88	Maria Bennett	583.94	Sandra Lett	529.41
Evelyn Ramanauskas	1,354.29	P. Behnke-Van Hoof	929.82	Martine Richard	770.28	Kim Shankel	651.99	Kyla Buhler	583.25	Deb Prychidny	523.10
Louise Fortin	1,321.22	France Légaré	916.94	Patti Babyn	767.16	Sue McElhanney	650.34	Amy Shang	578.19	Peggy Denomme	516.36
Guyline Dufour	1,307.63	Claudine Pouliot	887.34	Mychele Guimond	746.90	Josée Beaulieu	643.05	Alexandra Losson	573.12	Baljit Brar	515.97
Angela Hargreaves	1,234.64	Lenore Oughton	885.69	Joanne Marchildon	741.18	Eva Kopeck	643.02	Michele Mierzwa	566.79	Lorrie Henke	515.31
Pamela Kanderka	1,136.24	Cassandra Lay	881.13	Laurie Schuster-Sydr	724.10	Louise Boulanger	636.81	Georgie Anderson	558.48	Sherry Reid	508.86
Rajinder Rai	1,116.19	Harpreet Dhaliwal	836.96	Wanda Groenewegen	720.65	Véronique Nolin-Morin	633.27	Melody Gilmore	545.22	Ming Tsang	501.24
Guyline Comeau	1,112.82	Melissa Segura	822.99	Michelle Currie	716.16	Elaine Maeland	631.28	Monica Noel	544.65		
Liz Wodham	1,100.69	Bev Harris	813.90	Victoria Stinchcombe	709.68	Elaine Sciotte	612.01	Shirley Fequet	543.77		
Cheryl Neuman	1,098.60	Lucie Beauregard	813.14	Yasmin Manamperi	700.71	Amoreena Murray	609.69	Susan Bannister	536.88		

8% Club / Club 8 %

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

Chrissy Novak	\$505.84	Catherine Laroche	\$377.34	Claribel Avery	\$338.78	Angela Dean	\$310.88	M. Bridgman	\$285.42	Louise Sauriol	\$264.74
Deborah Hall	437.68	Raven Hogue	366.26	Judi Todd	333.30	Frances Fletcher	310.70	Louiselle Duchesne	282.66	Donna Witt	259.88
Chantal Bisailon	420.99	S. Haberman-Melville	365.94	Svitlana Awogbami	325.02	Louise Desy	310.68	Helen Zucchelli	278.10	Donna Dodds	257.63
Valerie Jette	400.88	Silvie Da Costa	348.30	Erna Voth	319.91	Diane Petit	309.80	Kristen McBride	275.66	Denise Baynton	256.44
Jennifer Scott	394.14	Cathy Wright-McArthur	346.46	Sharon Lee Carlson	319.73	Christanti Arinda	288.88	Sylvie Rieux	271.28	Shari Beamish	252.58
Kari Schenher	389.40	Pam Hill	339.82	Lindsay Lewis	317.78	Debi Kanerva	285.84	Lynda Carnahan	270.58		

4% Club / Club 4 %

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

Samantha Wilson	\$274.25	Linda Bourgeois	\$144.01	Debby Eagles	\$120.01	Jill Cole	\$100.26	Gail Jones	\$93.99	Tricia Friesen	\$81.17
Marcia Ouellette	258.65	Jacinthe Leclerc	135.87	Nicola Armanini	120.00	Jeremiah Doctor	97.01	Leona Artokivi	93.43	Julie Fortier	79.17
Maria Castillo	221.44	Nadia Lauzier	133.44	Jacquie Glenn	118.38	Hélène St-Pierre	96.25	Erika Vaillancourt	91.68	Darlene Demkey	78.67
Huberta Selormey	184.66	Caring Cayabyab	128.69	Marilyn Girard	114.30	Danielle Lazaruk	96.21	Chiara Furlano	91.30	Margaret MacLeod	78.28
Melissa Larouche	174.94	Scarlet Abrie	126.94	Carrie Campbell	107.97	Laura Farthing	96.17	Audrey Potvin	89.33	Judith Richer	78.22
Mona Lanthier	155.01	Guyline Gauthier	121.66	Claudia Durand	105.81	Caroline Lapointe	96.07	Francina Saenz	86.67	Audrey Desmarais	78.19
Solange Roy	150.89	Sabrina Beaulieu	120.98	Carleyne Steinwandt	102.57	Mahin Esmaelzadeh	96.02	Michelle Richer	82.98	Eudora Ripley	75.76
Myla Morales	144.12	Sophie Paré	120.24	Valerie Roberts	102.14	Lori Melitzer	96.02	Josée Larocque	82.23	Kayla Collette	75.49
Karen Bertrand	144.06	Royer Lise	120.03	M. Légaré	100.35	Dominique Rochefort	96.02	Wilma Summach	81.30		

Gold Medal / Médailles d'or

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

SHELLEY RECOSKIE Director/Directrice	FIONA CORBY Director/Directrice	KYLIE WALL Diana Hiscok	LOUBNA IBNOUZHAR Caroline Sarrouf	AMNA HAMID Deanna Pease	VICTORIA STINCHCOMBE Shannon Cameron
CHERYL NEUMAN Director/Directrice	AGNES LOSHUSAN Director/Directrice	MARIA ANOKHINA Erna Voth	MARISOL LARA GUZMAN Priscila Carbajal	CARLEEN KOSKI-QUAYE Donna Melnychyn	KAY SZYDLUK Donna Melnychyn – NSD
EVA KOPEC Director/Directrice	WANDA GROENEWEGEN Director/Directrice	VÉRONIQUE NOLIN-MORIN Guyline Comeau	TRASY MAK Evelyn Ramanauskas	SANDI MILLER Darcey Smith-Heath	FLORAME TANIAN Director/Directrice
JACQUELINE CULLEN Director/Directrice	GUYLAINE DUFOR Director/Directrice	JANETT CROTTTO Luzmi Gil	JOANNE MARCHILDON Angie Fedorchuk	GLEND NELSON Sonya Martens	ANGELA WARD Jill Ashmore
ELAINE MAELAND Director/Directrice	GINA HORMANN Director/Directrice	DAWN GORDON Joyce Goff	LOUISA HODDINOTT Janet Bartlett	HEATHER PILKEY Mélanie Wiens	DESIREE WEISZ Marina Mason
HARPREET DHALIWAL Director/Directrice	ANGELA HARGREAVES Director/Directrice	DEBORAH HALL Gloria Fitt	JOSÉE BEAULIEU Nicole Bellemare	MELISSA SEGURA Lorrie Henke	
MYCHELE GUIMOND Director/Directrice	AMOREENA MURRAY Director/Directrice	DIANA HISCOCK Director/Directrice	ESMERALDA CRUZ Fiona Corby	IRENE SEGURADO Ashley Anne Wiebe	

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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 May. / *Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en mai.*

YASMIN MANAMPERI
Director/Directrice
DIANE BURNES
Director/Directrice
PAM ALIMANZI
Director/Directrice

CASSANDRA LAY
Director/Directrice
KIMIKO CARLSON
Director/Directrice
JENNIFER SCOTT
Director/Directrice

MARIA ANDREA BORRERO
Priscila Carbajal
SANDRA LETT
Director/Directrice
KIM ROBAILLE
Linda Moreau

MARIE-PIER BELAND
Linda Moreau
DELLA CASCAGNETTE
Fiona Corby
JARUSHKA FUCIKOVSKY
Miriam Chavarria

NANCY NORMANDIN
Director/directrice

Bronze Medal / Médailles de bronze

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

EVELYN RAMANAUSKAS
Director/Directrice
RAJINDER RAI
Director/Directrice
REINA HERAS
Director/Directrice
CAROL HEATH
Director/Directrice
GLENNA O'QUINN
Director/Directrice
SVITLANA AWOGBAMI
Director/Directrice
SUSAN BANNISTER
Director/Directrice
BERNICE HARTWELL
Director/Directrice
RANDHIR SINGH
Director/Directrice
ASHLEY ANNE WIEBE
Director/Directrice
ALLYSON BECKEL
Director/Directrice
YOLÈNE GAY
Helen Lupena-Sabourin
LOUISE ANN BRUNET
Director/Directrice
JACKIE COWDEROY
Director/Directrice

MARIE YORK
Director/Directrice
JULIE ALLARD
Director/Directrice
RHODA BURTON
Director/Directrice
JOYCE GOFF
Director/Directrice
SHEILA LEFEBVRE
Director/Directrice
PAT MONFORTON
Director/Directrice
LUCIE BEAUREGARD
Priscila Carbajal
NADIA DESROCHES
Director/Directrice
AMY KLASSEN
Director/Directrice
GINA GE QIAN
Director/Directrice
KAREN COLVIN
Director/Directrice
DIAN EGGLESTON
Pauline Campbell
LOUISE FORTIN
Director/Directrice
HEATHER HEWITT
Director/Directrice
CATHERINE LABONTÉ
Mireille Morin

LAURA LANDRY
Director/Directrice
RAE NAKA
Director/Directrice
MICHELLE O'DRISCOLL
Jill Ashmore
LINDA VANDERHAM
Frances Fletcher
GLORIA BAHAMONDES
Miriam Chavarria
RUTH GRANADILLO
Luzmi Gil
SHEILA JENKINS
Jill Ashmore
VALERIE JETTE
Nicole Bellemare
VERONIK LAVIGNE
Josianne Boily
FRANCE LÉGARÉ
Director/Directrice
PAMELA LIEBENBERG
Director/Directrice
WILMA LOGULLO
Shelley Recoskie
DARLA LUTWICK
Debbie Mattinson – NSD
MICHELE MIERZWA
Director/Directrice
MEIGHEN POLLARD
Darcey Smith-Heath

SUZETTE RICE
Director/Directrice
KARI SCHENHER
Angie Fedorchuk
LORNA AQUINO
Georgine Cook
TAMMY AYRE
Sarah Reece-Robertson
KAREN BERTRAND
Alice Storey
SANDRA BOUDRIAU
France Grenier
DOREEN BRADBURN
Fiona Corby
SIMONE CHRUSCH
Joyce Harnett
ANNABEL COELHO
Eva Maria Coelho
TRISH COLERIDGE
Fiona Corby
IRENE DA ROSA
Margaret Courneyea
GITI DASHTI
Fatima Raza
SYDNEY DOWNEY
Maureen Corrigan
YSABELLE DUCHESNE
Diane Poulin
CHERYL FIANDER
Bonnie Vigue

LORRI FITZGERALD
Pauline Richardson
ARIANE FORGET
Aquilina Mendoza
SYLVIE FORTIN
France Grenier
MHIA GOROSPE
Florame Tanian
ALICE HEBERT
Claudine Pouliot
SONYA HO
Teresa Ho
LEONA JANZEN
Marilyn Thiessen
SANDRA JEFFRIES
Bev Krueger
PATRICIA LAVOIE
Director/Directrice
JACINTHE LEMIRE
Sharon Wolthers
NANCY LETOURNEAU
Isabelle Perreault
ALEXANDRA LOSSON
Nicole Bellemare
ANN MAPA
Celsa Pasmio
EMILY MARTIN
Louisa Hoddinott
ANNA MUJOVIC
Linda Feldman

ANNETTE MORASH
Dalene Allen – NSD
MONIA MORENCY
France Légaré
CINDY ORRETT
Fiona Corby
TERI PETERSON-LATUS
Wanda Groenewegen
MELANIE ROUSSEL
France Grenier
GLORIA SANCHEZ
Giovanna Russo
CAROLE SAVOIE
Lucie Beauregard
LAURIE SCHUSTER SYDOR
Director/Directrice
JENNIFER SLAY
Frances Fletcher
ANDREA STEWART
Heidi McGuigan
VORST VAN DE
Angie Fedorchuk
NICOLE WILDFONG
Lorrie Henke
SARAH WOHLGEMUTH
Jacqueline Cullen

Provincial Sales Queens / Reines des ventes provinciales

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

Alberta – Carleen Koski-Quaye

British Columbia/Colombie-Britannique – Lorna Hosker

Manitoba – Janet Zaluski

New Brunswick/Nouveau-Brunswick – Susan Service

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Deidre Janes

Nova Scotia/Nouvelle-Écosse – Margaret MacLeod

Nunavut – Sandy Muise

Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt

Ontario – Jennifer Green

Prince Edward Island/Ile-du-Prince-Édouard – Lise Sauvé

Québec – Ummu Rosyidah

Saskatchewan – Kathy Whitley

Yukon – Evalina Zamana

Stars Consultants on the Ladder of Success / Conseillères 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!*

Jennifer Green	\$6,654.50	Gail Prodeus	\$4,682.50	Terina Stenger	\$4,001.50	Lorna Hosker	\$3,638.65	Sarah Talbert	\$3,603.00	Christina Marinelli	\$3,600.75
Pina Aloia	6,537.75	Setorme Tsikata	4,616.50	Teresa DaSilva-Avila	3,906.25	Dianne Gulakow	3,618.00	April Tetz	3,602.75	Kristi Conrad	3,600.25
Carleen Koski-Quaye	6,501.50	Kathy Whitley	4,464.90	Sandra Labbe	3,772.25	Ummu Rosyidah	3,611.00	Naggie Achikani	3,602.25	Susan Service	3,600.25
Tarra Keller	6,500.25	Amie Pinksen	4,373.50	Chelsea Clarke	3,711.00	Sylvie Fortin	3,610.00	Diane Bonin	3,602.25	Aline Guerard	3,547.50
Amoreena Murray	6,466.15	Janet Zaluski	4,200.00	Ashley Cromartie	3,710.75	Anna Timeo	3,607.50	Shelley Recoskie	3,601.25	Kim Gill	3,459.25
Lizza Madrigal	5,536.00	Sam Kassam	4,116.00	Deanna Blue	3,687.50	Aprilynne Aguilar	3,603.00	Toni Walker	3,601.25	Valerie Huot	3,434.75

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 RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Stars Consultants on the *Ladder of Success* (continued) Conseillères étoiles sur l'*Échelle du succès* (suite)

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!

Lynn Van Hemert	\$3,336.25	Danielle Bourgault	\$2,710.00	Chrissie Bingley	\$2,400.25	Denise Chretien	\$2,012.75	Mikayla Lanoie	\$1,828.25	Mary Phillips	\$1,801.50
Marianne Munson	3,295.75	Karen Taylor	2,708.50	Karine Tremblay	2,400.25	Suzanne Boulanger	2,003.75	Lai Chiu	1,826.00	Linda Pike	1,801.50
Bianca Freniere	3,264.25	S. Sandy Houlgrave	2,703.75	\$2,400		Alison Hogan	1,998.65	Sheila Kubas	1,823.00	Linda Hood	1,801.25
Celsa Pasmio	3,217.15	Danielle Musey	2,644.75	Renee Melton	2,393.65	Julie Allard	1,976.15	Kelsi Hollingworth	1,820.00	Sonji Hill	1,801.25
Terry Burch	3,126.90	Crystal Davy	2,611.50	Noreen Kroetsch	2,382.15	Emie Lessard	1,970.75	Edlyn Obana	1,818.75	Julie Perron	1,801.25
Nancy Henriques	3,125.00	Karen Roberts	2,610.40	Li Ming Liew	2,374.25	Bev Harris	1,970.65	Kanwaljit Toor	1,816.00	Patricia Walsh	1,801.25
Sylvie Larose	3,079.50	Hélène Drolet	2,557.65	Liette Légère	2,358.25	Priscilla Ten	1,969.00	Sandra Neufeld	1,815.15	Stephanie Lear	1,801.00
Niessa Legere	3,070.75	Maria Anokhina	2,547.25	Pearl Bourassa	2,335.75	Christine Reniere	1,954.75	Tanya Bolduc	1,814.25	Melanie Morin	1,801.00
Angela Hargreaves	3,068.65	Sheila Lefebvre	2,537.40	Gloria Windover	2,320.75	Joan Elliott	1,952.40	Olga Bogdanova	1,812.00	Dorina Penuliar	1,801.00
Deidre Janes	3,053.75	Cheryl Holm	2,529.50	Carol Heath	2,316.40	Diane Poulin	1,948.15	Jenny Fournier	1,810.50	Myriam Cormier	1,800.75
Sylvie Cassista	3,046.50	Doreen Adair	2,506.40	Wilma Logullo	2,282.50	Caroline Bombardier	1,947.00	Zohreh Eskandari	1,809.00	Jenn Hough	1,800.75
Ana Rodrigues	3,026.50	Cassandra Lay	2,489.15	Susanne Goosney	2,277.00	Melody Scory	1,942.50	Maria Melro	1,807.75	Shannon Marchyshyn	1,800.75
Marie-Elaine Bellemare	3,024.50	Magda Evangelidis	2,445.75	Heather Alter-Mcgrath	2,262.75	Kimberly Jeannotte	1,936.25	Lucy Roberto	1,807.75	Marina Stamatis	1,800.75
Karen Goldrick	3,011.65	Nathalie Bisaillon	2,429.65	Nadia MacDonald	2,257.25	Kelsie Dawson	1,935.65	Harpreet Dhaliwal	1,806.40	Caroline Glandon	1,800.50
Mélanie Lebel	3,006.00	Valerie Martel	2,418.50	Arlene Patko	2,185.25	Carol Rennehan	1,925.40	Bei Zhu	1,805.75	Karen Janzen	1,800.50
Helen Drenth	3,004.25	Janet Reiniger	2,416.25	Heather Lewis	2,171.50	Diane Peel	1,925.15	Doreen Rochette	1,804.25	Elaine Maeland	1,800.40
Jennifer Lapawa	3,004.00	Carrie Coulter	2,413.75	Rachael Hirschfeld	2,150.00	Shelley Haslett	1,922.65	Susan Fulton	1,803.90	Kathy Belanger	1,800.25
Tracy Campbell	3,003.40	Jeanette Gaudreault	2,410.00	Juliet Creary	2,147.75	Audrey Trach	1,897.40	Leduc Sauve	1,803.50	Sandra Conrad	1,800.25
Helene Paradis	3,001.50	Stephanie Wendler	2,405.50	Karen Colvin	2,119.75	Cathy MacLeod	1,894.00	Nancy Trenholm	1,803.25	\$1,800	
Karine Slavinski	3,001.00	Melanie Liske	2,405.25	Cristina Alvarez	2,100.40	Maegan Balson	1,887.25	Robylin Bautista	1,802.75	Joane Dujardin	1,800.00
Kuljit Dhaliwal	3,000.40	Julie Lepage	2,404.25	Julie Laurin	2,092.75	Linda Lavallee	1,884.00	Cindy Harry	1,802.25	Chantal Guay	1,800.00
Liza Allain	3,000.25	Margaret MacLeod	2,402.75	Lisa-Marie Massey	2,090.65	Shelley Mehling	1,882.40	Melissa Hoft	1,802.00	Christina McFarlane	1,800.00
\$3,000		Jessica Meunier	2,401.75	Sylvie Knight	2,073.25	Lynn Hachey	1,876.00	Line Lessard-Lynch	1,802.00	Nicole Simpson	1,800.00
Tamara Di Giglio	3,000.00	Nathalie Chiquette	2,401.50	Lyne Mc Clure	2,055.75	Erin Gilchrist	1,869.00	Tania Martin	1,802.00	Alicia McCormack	1,800.00
Kat Williamson	3,000.00	Regina Heck	2,401.00	Marina Mason	2,053.15	Caroline Richer	1,864.50	Marie Paquette	1,802.00	Florence Saunders	1,800.00
Sharon Robertson	2,962.40	Brandy McIntyre	2,400.75	Tamara Swatske	2,037.65	Shannon Phillips	1,859.75	Elizabeth Sinclair	1,802.00	Janene Umpherville	1,800.00
Evelyn Biboywa Kashala	2,950.25	R. Ewanyshyn-Kapusta	2,400.65	Sheena Murphy	2,035.90	Danielle Anderson	1,847.50	Carla Brown	1,801.75	Jackie Brimblecombe	1,790.50
Angela Haines	2,944.25	Nicole Bouchard	2,400.50	Sherry Reid	2,032.75	Kathy Haigh	1,846.25	Rosie Lavoie	1,801.75		
Tara Green	2,913.15	Annie Larocque	2,400.50	Katie Pokrant	2,031.40	Karine Gauthier	1,839.25	Suzanne Patterson	1,801.75		
Debbie Parsons	2,894.15	Lindsey Martin	2,400.50	Annie Gagnon	2,028.15	Andrée Boulanger	1,836.25	Melba Reid	1,801.75		
Wanda Strickland	2,748.25	Gabrielle Santos	2,400.50	Jeri Pearce	2,017.75	Parminderjit Samra	1,830.00	Alaysha Michie	1,801.50		

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june 2011 recognition reconnaisances de juin 2011

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

Top 5 NSD Year-To-Date Commissions / Commissions des 5 meilleures DNV à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of June 30th, 2011. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions touchées au cours de l'année Séminaire à ce jour au 30 juin 2011 par les Directrices nationales des ventes indépendantes sur leur production en gros comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/primes de DNV.



Angie Stoker



Renée Daras



Brenda Summach



Gloria Boyne



Heather Armstrong

Diamond/Gold Circle / Diamant/Or

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 - \$200,000; members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD Commissions" during the Seminar contest period. Congratulations to the following Independent National Sales Directors who have achieved the Diamond or Gold Circle for Seminar 2011. / Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont gagné entre 125 000 \$ et 200 000 \$; membres du prestigieux Cercle de diamant lorsqu'elles ont au moins gagné 200 000 \$ en «Commissions de DNV» pendant la période-concours du Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle de diamant ou au Cercle d'or pour le Séminaire 2011.

Angie Stoker



Diamond Circle / Cercle de diamant

Renée Daras



Diamond Circle / Cercle de diamant

Brenda Summach



Gold Circle / Cercle d'or

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 June 30th, 2011. 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 juin 2011. 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	\$10,021,332.15	H. Armstrong	\$5,462,050.82	Elena Sarmago	\$3,327,139.61	Gloria Boyne	\$3,103,094.45	Marcia Grobety	\$2,717,115.82
Brenda Summach	5,518,684.16	D. Ryan-Rieux	3,375,967.75	Gail Adamson	3,182,014.95	Dalene Allen	2,796,174.26	Olive Ratzlaff	2,286,869.60

Monthly NSD Commissions (above \$10,000) / Commissions DNV du mois (plus de 10 000 \$)

Listed below are Independent National Sales Director commissions earned in June 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 May. / Commissions touchées en juin 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 mai.

Angie Stoker	\$27,647.00	Brenda Summach	\$20,047.00	Elena Sarmago	\$17,020.00	H. Armstrong	\$13,791.00	Gail Adamson	\$12,143.00
Gloria Boyne	20,077.00	Renée Daras	18,999.00	Marcia Grobety	13,944.00	D. Ryan Rieux	12,488.00	Dalene Allen	12,132.00

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 RECRUE 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47.7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Triple Crown, Dean's List & Honors Society Achievers / Championnes Triple couronne, Liste des meilleures performances et Société d'honneur

TRIPLE CROWN: The following Independent Sales Director met the requirements of the Triple Crown Challenge by achieving On the Move, Fabulous 50s and the Mary Kay Honors Society within one year of their debut date. / **TRIPLE COURONNE:** La Directrice des ventes indépendantes suivante a rempli les conditions du défi Triple couronne en réussissant les programmes En Marche!, Fabuleux 50 et la Société d'honneur Mary Kay dans l'année suivant la date de leurs débuts.

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

HONORS SOCIETY: The following Independent Sales Director achieved the Mary Kay Honors Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date. / **SOCIÉTÉ D'HONNEUR:** 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 de ses débuts.



Chianne Smith (Kamloops, BC)
National Area/Famille nationale: Sandy Campbell
Debut/Débuts: July / Juillet 2010

**Honors Society Achiever /
Championne Société d'honneur**

**Triple Crown Achiever /
Championne Triple Couronne**



Amoreena Murray (Fort McMurray, AB)
National Area/Famille nationale: Gail Adamson
Debut/Débuts: July / Juillet 2010

**Honors Society Achiever /
Championne Société d'honneur**



Heather Hewitt (Waterdown, ON)
National Area/Famille nationale: Janice Connell
Debut/Débuts: July / Juillet 2010

**Honors Society Achiever /
Championne Société d'honneur**

Head of the Class Achiever / Championne En tête de classe

The following Independent Sales Director achieved Mary Kay's Head of the Class program by achieving at least \$5,000 in adjusted unit wholesale production and adding two new qualified personal team members within one month of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En tête de classe Mary Kay en réalisant une production de groupe ajustée en gros d'au moins 5 000 \$ et en ajoutant deux nouveaux membres qualifiés d'équipe personnelle qualifiés dans l'une mois suivant la date de leurs débuts.

Deborah Hall (Armstrong, BC)
National Area/Famille nationale: Brenda Summach

Joanne Marchildon (Saskatoon, SK)
National Area/Famille nationale: Brenda Summach

On the Move Achiever / Championne En marche!

The following Independent Sales Directors achieved Mary Kay's On the Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Priscila Carbajal (Montreal, QC)
National Area/Famille nationale: Go Give

Pamela Liebenberg (Red Deer, AB)
National Area/Famille nationale: Bernice Boe-Malin

Scoreboard / Tableau des résultats

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

Fiona Corby	\$137,104.00	Tamara Swatske	\$47,421.50	Sharon Coburn	\$34,562.00	J. Maria Arsenault	\$29,006.00	Yasmin Manamperi	\$26,026.00	Barb McKellar	\$23,702.50
Susan Bannister	108,888.00	Guyaine Dufour	46,467.50	Claudine Pouliot	33,984.00	Kim Shankel	28,775.00	Shirley Fequet	25,688.50	Pamela Kanderka	23,633.00
France Grenier	101,807.00	Marilyn Bodie	46,219.50	Louise Fortin	33,455.50	Audrey Ehalt	28,647.50	Laura Landry	25,558.50	Janine Brisebois	23,613.50
Evelyn Ramanauskas	79,111.00	Kathy Whitley	45,285.50	Rita Samms	33,410.50	Marilyn Clark	28,549.00	Colleen Hendrickson	25,189.00	Fran Sorobey	23,527.50
Angela Hargreaves	75,940.00	Nicole Bellemare	42,805.50	Priscila Carbajal	33,313.00	Nadia Desroches	28,452.00	Louise Boulanger	25,115.00	Amelie Messier	23,451.50
Angie Fedorchuk	74,843.50	Randhir Singh	41,635.50	Heather Cook	32,960.50	Diane Poulin	28,376.00	Agnes Loshusan	24,847.00	Ming Tsang	23,334.50
Shelley Reckoskie	70,341.50	Frances Fletcher	41,131.50	Eva Kopec	32,681.00	Gina Hormann	28,225.00	Susie Leakvold	24,680.00	Gladys MacIntyre	23,080.00
Allyson Beckel	67,593.00	Jacqueline Cullen	40,917.50	Susan Richardson	32,576.00	Teresa Ho	28,208.50	Alice Storey	24,527.00	Michelle Currie	23,048.50
Jill Ashmore	63,004.00	Beverley Dix	40,430.00	Georgie Anderson	32,140.00	Shannon Cameron	28,127.50	Elizabeth Sly	24,518.50	Melissa Bongalis	23,011.50
Shannon Tobin	60,416.00	Mary O. Ogunyemi	40,184.00	Josée D'Anjou	32,074.50	Pat Monforton	28,083.00	Bev Harris	24,351.50	Karen Hollingworth	22,831.50
Guyaine Comeau	59,883.00	Elaine Scotte	40,042.50	Florame Tanian	30,914.00	Pat Paul	28,019.50	Sheila Lefebvre	24,330.50	Judi Todd	22,708.50
Carol Heath	59,240.00	France Légaré	40,010.00	Maureen Corrigan	30,854.00	Cheryl Page	28,006.00	Joy Zaporozan	24,216.00	Cathie Chapman	22,591.00
Nathalie Delisle	58,747.00	Harpreet Dhalival	39,087.00	Mary-Lou Hill	30,764.00	Kareena Felker	27,716.50	Mary Davies	24,161.00	Carol Thompson	22,442.00
Lorrie Henke	56,192.00	Elizabeth Farris	38,997.50	R. Courmeya-Roblin	30,734.00	Chrissy Novak	27,651.00	Peggy Denomme	24,123.00	Paulette Nimco	22,436.50
Mireille Morin	54,230.50	Emily Chambers	38,155.00	Lorraine McCabe	30,409.00	Heidi McGuigan	26,893.50	Sarah Bardell	24,069.50	Barbara Martin	22,418.00
Shirley Peterson	52,794.50	Cassandra Lay	38,150.00	Kathy Handzuik	30,354.50	Ashley Anne Wiebe	26,660.50	Martine Richard	24,028.00	Lois Musselman	22,365.50
Joyce Goff	51,278.50	Amoreena Murray	37,844.00	Josianne Boily	30,011.50	Deb Prychidny	26,526.00	Melanie Wiens	24,018.00	Barbara Craig	22,328.00
Ginette Desforges	49,982.50	Wanda Groenewegen	36,579.00	Donna Matthews	29,785.00	Giselle Marmus	26,118.00	Tracey Walls	23,974.50	Christine Ransom	22,314.50

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Scoreboard (continued) / Tableau des résultats (suite)

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

Pam Hill	\$22,218.50	Heather Hewitt	\$21,598.00	Rhoda Burton	\$20,822.00	Leila Holzworth	\$20,328.50	Elaine Maeland	\$20,013.50
Miriam Chavarria	22,160.00	Tracey Douglas	21,586.50	Michelle Goetz	20,796.50	Liz Wodham	20,318.00	Judy Buchanan	20,004.50
Cheryl Neuman	22,114.50	Maria Bennett	21,583.00	Annie Gagnon	20,648.50	Anne Marie Palumbo	20,172.50		
A. Sikora-Rose	22,014.50	Linda Moreau	21,335.00	Loubna Ibnouzhair	20,543.50	Marie-Josée Barriault	20,126.50		
Pauline Campbell	21,905.00	Diane Peel	21,318.00	Teresa Alomar-Stoel	20,432.50	Becky Lawrence	20,114.00		
Kathy Quilty	21,619.00	Lenore Oughton	21,093.50	P. Behnke-Van Hoof	20,418.00	Susan Brady	20,027.50		

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 June. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en juin, exception faite des commissions des Chefs d'équipe et des VIP.

Fiona Corby	\$16,211.76	A. Murray	\$4,821.40	Y. Manamperi	\$3,557.80	Ming Tsang	\$2,868.18	Liz Wodham	\$2,480.74	Aquilina Mendoza	\$2,200.86
Susan Bannister	12,496.60	Cassandra Lay	4,689.96	Mary Davies	3,490.56	Carol Thompson	2,858.73	Gaylene Gillander	2,475.69	Diane Burness	2,192.70
France Grenier	12,119.73	Frances Fletcher	4,673.55	Kathy Handzuik	3,473.04	Paulette Nimco	2,858.37	Eva Maria Coelho	2,463.11	Joyce Bigelow	2,189.49
Angela Hargreaves	10,318.96	Jacqueline Cullen	4,659.64	Josianne Boily	3,450.75	Barbara Martin	2,827.91	Vaun Gramatovich	2,428.74	Linda Feldman	2,178.96
E. Ramanauskas	9,768.84	Susan Richardson	4,589.16	Chrissy Novak	3,399.69	Michelle Goetz	2,796.43	Pauline Campbell	2,423.83	Kathryn Milner	2,178.42
Angie Fedorchuk	9,325.67	Donna Matthews	4,511.66	Ashley Anne Wiebe	3,332.93	Alice Storey	2,794.26	Jennifer Levers	2,416.75	C. Hoyland-Olsen	2,155.32
Mireille Morin	8,848.43	Teresa Ho	4,349.32	Lucie Beauregard	3,302.30	Melanie Wiens	2,790.16	Kathy Quilty	2,405.24	Sue Rigby-Mallard	2,152.67
Shelley Recoskie	8,836.16	Florame Tanian	4,326.82	J. Maria Arsenault	3,291.21	Bev Harris	2,782.85	Heather Hewitt	2,403.87	Janice Appleby	2,142.41
Nathalie Delisle	8,686.04	Susie Leakvold	4,272.36	Kim Shankel	3,270.38	Sonia Janelle	2,781.96	Tracey Douglas	2,403.12	Tarra Keller	2,135.00
Josée D'Anjou	8,389.13	Priscila Carbajal	4,265.35	Sarah Bardell	3,266.01	Sheila Lefebvre	2,781.48	Maria Bennett	2,402.90	H. Lupena-Sabourin	2,123.90
Shannon Tobin	8,231.95	Eva Kopec	4,224.27	Marilyn Clark	3,255.69	Peggy Denomme	2,770.14	Celsa Pasmio	2,391.59	Monica Noel	2,113.19
Allyson Beckel	7,993.55	Audrey Ehalt	4,115.94	Diane Poulin	3,244.44	Elaine Maeland	2,769.69	Linda Moreau	2,386.78	Linda Gingrich	2,099.41
Ginette Desforges	7,828.50	Nadia Desroches	4,053.95	Pat Monforton	3,225.40	Martine Richard	2,767.48	Diane Peel	2,385.67	Joanne Manol	2,099.31
Guylaine Comeau	7,754.27	Heather Cook	4,024.07	Pat Paul	3,221.27	Tracey Walls	2,758.34	Erna Voth	2,379.41	Esther Gallop	2,088.59
Jill Ashmore	7,700.14	Maureen Corrigan	4,005.51	Cheryl Page	3,220.39	Elaine Fry	2,757.79	Judith Richardson	2,374.09	Georgine Cook	2,085.57
Lorrie Henke	7,296.92	R. Courneya-Roblin	3,997.71	Giselle Marmus	3,207.37	Giovanna Russo	2,757.27	Lenore Oughton	2,371.08	Rita White	2,073.97
Carol Heath	7,050.60	Louise Fortin	3,997.10	T. Alomar-Story	3,184.98	Becky Lawrence	2,751.96	Rhoda Burton	2,360.09	Darlene Olsen	2,071.96
Guylaine Dufour	6,823.02	Pamela Kanderka	3,964.51	Shirley Fequet	3,180.34	Fay Hoiness	2,747.09	Sharon Wolthers	2,323.90	Louise Desy	2,056.86
Marilyn Bodie	6,644.65	Lorraine McCabe	3,960.37	Louise Boulanger	3,149.16	Annie Gagnon	2,643.29	Leila Holzworth	2,321.35	Donna Witt	2,049.35
Shirley Peterson	6,614.08	Claudine Pouliot	3,908.96	Elizabeth Sly	3,131.06	Barb McKellar	2,640.66	A. Marie Palumbo	2,319.50	D. Smith-Heath	2,045.58
Joyce Goff	6,333.10	Deb Prychidny	3,879.57	Janine Brisebois	3,126.50	Louise Duchesne	2,639.83	J. Jean-Claude	2,318.54	L. Schuster Sydor	2,038.75
Elizabeth Farris	6,153.33	Gina Hormann	3,851.67	Rajinder Rai	3,112.81	Loubna Ibnouzhair	2,635.33	Joyce Harnett	2,313.23	Debra King	2,038.49
Nicole Bellemare	6,102.66	Karen Hollingworth	3,800.38	Kareena Felker	3,101.57	Michelle Currie	2,601.05	Susan Brady	2,309.78	Laureen Miller	2,027.82
Sharon Coburn	5,885.02	Mary-Lou Hill	3,799.66	Johanna Tobin	3,096.21	Melissa Bongalis	2,596.66	M. Barriault	2,308.22	Ruby Chapman	2,017.67
Tamara Swatske	5,685.54	Karen Taylor	3,795.13	Joy Zaporozan	3,075.47	Judi Todd	2,576.05	Donna Izen	2,306.65	Alicia Plosz	2,014.44
Harpreet Dhalival	5,653.80	Agnes Loshusan	3,787.96	Heidi McGuigan	3,051.46	Mychèle Guimond	2,567.27	Beryl Appelbaum	2,300.20	Marilyn Thiessen	2,013.73
Elaine Sicotte	5,516.83	Colleen Hendrickson	3,781.62	Miriam Chavarria	3,040.40	Lois Musselman	2,557.33	Jasbir Sandhu	2,296.88		
Mary O. Ogunyemi	5,372.59	Rita Samms	3,771.68	Claribel Avery	2,984.19	Judy Buchanan	2,556.86	S. Reece-Robertson	2,294.35		
W. Groenewegen	5,345.77	P. Behnke-Van Hoof	3,734.00	Luzmi Gil	2,980.41	Christine Ransom	2,550.44	Diane Riddell	2,285.68		
Kathy Whitley	5,143.56	Laura Landry	3,727.55	Cathie Chapman	2,933.21	Pam Hill	2,544.20	Sandra Neufeld	2,276.42		
France Légaré	5,113.14	Shannon Cameron	3,703.29	Shelley Haslett	2,931.08	Cheryl Neuman	2,537.44	Julie Ricard	2,249.35		
Beverley Dix	5,046.45	Georgie Anderson	3,689.10	Amelie Messier	2,924.35	A. Sikora-Rose	2,530.94	Myria C Balicao	2,248.01		
Randhir Singh	4,956.69	Gladys MacIntyre	3,623.34	Barbara Craig	2,915.30	Kyla Buhler	2,527.15	Alex Quinn	2,210.23		
Emily Chambers	4,880.08	M. Bourdages	3,566.84	Fran Sorobey	2,885.11	Danielle Theriault	2,483.01	Patti Jeske	2,206.56		

Top Recruiting Units / Meilleurs groupes en recrutement

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

Ontario – Fiona Corby

New Brunswick – Susan Bannister

Québec – France Grenier

Alberta – Evelyn Ramanauskas

Manitoba – Angela Hargreaves

Saskatchewan – Angie Fedorchuk

Ontario – Shelley Recoskie

Saskatchewan – Allyson Beckel

Ontario – Jill Ashmore

Ontario – Shannon Tobin

New Team Leaders / Nouveaux chefs d'équipe

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

FE AGULLANA
Florame Tanian
ERIN AUMACK
Carol Thompson
DOREEN BRADBURN
Fiona Corby
SYLVIE CASSISTA
Guylaine Comeau

KERRY COLEMAN
Amanda Sikora-Rose
TRISH COLERIDGE
Fiona Corby
JENNIFER CORNISH
Kathy Quilty
ESMERALDA CRUZ
Fiona Corby

TRICIA FRIESEN
Anna Leblanc
EPIFANIA GOROSPE
Florame Tanian
TRACEY KLASSEN
Ashley Anne Wiebe
VIVIAN KLASSEN
Bev Strebchuk

KIM LEWIS
Monica Noel
SHARON MAIDMENT
Philomena Warren - NSD
JOAN MCLAUGHLIN
Fiona Corby
MYRIAM PARE
Eugénie Fortin

MICHELLE RICHER
France Grenier
MELODY SCORY
Marilyn Bodie
IRENE SEGURADO
Ashley Anne Wiebe

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 RECRUTE 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT, 477 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

New Star Team Builders / Nouvelles Bâtiſseuses d'équipe Étoile

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

SABRINA BEAULIEU Guylaine Dufour DENISE-ANN BOUDREAU Janelle Desjardins PEARL BOURASSA Mary-Lou Hill ANNIE CHAMPAGNE Sophie Audet MICHELLE DEWING Heather Cook LORI DIBONA Liz Wodham LYNE DUBÉ Elaine Sciotte	YSABELLE DUCHESNE Diane Poulin KIMBERLY FLANNERY Angela Hargreaves ARIANE FORGET Aquilina Mendoza CLAUDIA GARCIA Miriam Chavarria SHARNPRIT GHUMAN Harsimran Saini ARLENE GOGUEN Fiona Corby NICOLE GRYBA Angie Fedorchuk	SARAH HALL Amoreena Murray ALI HARTWICK Elizabeth Sly JEANNIE JOHNSTON Tamara Swatske ALEXANDER KOLESOV Debby Kay KEELEY LAM Alice Wong MONA LANTHIER Elaine Sciotte JACINTHE LEMIRE Sharon Wolthers	NANCY LETOURNEAU Isabelle Perreault MARGUERITE MACDONALD Pat Monforton VAL MANCKTELOW Pam Hill ANN MAPA Celsa Pasmio JUDY MCLEAN Kim Shankel TANA MIERAU Angie Fedorchuk ANNETTE MORASH Dalene Allen - NSD	MONIA MORENCY France Légaré SUE MULHALL Janice Connell ANNE PARKER Rita Samms ALISON PEYTON Joyce Goff CATHERINE RIVEST BRUNÉT Alexandra Losson LINDA SIMARD Guylaine Dufour NICOLE SMITH Rita Weagle	HELENE ST-PIÉRRE Diane Poulin MICHELINE TASSE Mireille Morin KIM TATTRIE Sarah Reece-Robertson PAMELA THÉBAULT Chianne Smith ZULMA VAZQUEZ Luzmi Gil NICOLE WILDFONG Lorrie Henke RUTH WRIGHT Susan Bannister
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Cadillac Achievers / Championnes Cadillac

This Independent Sales Director qualified during the month of June to earn the use of a pink Cadillac or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Cadillac rose ou une compensation en argent.

Jill Ashmore	Shelley Recoskie	Tamara Swatske	Kathy Whitley
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Premier Club Achievers / Championnes Club Première

These Independent Sales Directors qualified during the month of June to earn the use of a Ford Taurus SEL, Ford Edge SE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Ford Taurus SEL, Ford Edge SE ou une compensation en argent.

Jane Arsenault Josianne Boily	Robin Courmeya-Roblin Ginette Desforſes	Eva Kopec Cassandra Lay	Amelie Messier Patricia Monforton	Amoreena Murray Pat Paul	Claudine Pouliot Judi Todd
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Independent Sales Director Grand Achievers / Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of June to earn the use of a Ford Fusion SE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Ford Fusion SE ou une compensation en argent.

Marie-José Barriault Melissa Bongalis Susan Brady Janine Brisebois	Kyla Buhler Priscila Carbajal Georgine Cook Nadia Desroches	Janelle Desjardins Kareena Felker Annie Gagnon Mariola Herbasz	Heather Hewitt Loubna Ibnouzahir Laura Landry Pamela Liebenberg	Angella Maynard Brigitte Raymond Elizabeth Sly Marie Thomas	Carol Thompson Tracey Walls
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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 June. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en juin.

E. Ramanauskas	\$2,932.08	Joyce Goff	\$1,082.91	Ruth Breitner	\$845.28	Tracey Walls	\$666.96	Judy Bycok	\$573.15	Lois Musselman	\$538.26
Guylaine Dufour	2,061.96	Marisol Lara Guzman	1,080.06	Sharon Coburn	844.05	Monica Hecht	664.17	Deb Prychidny	572.10	Cheryl Page	534.63
Shelley Recoskie	1,764.24	Kari Schenher	1,056.54	Cheryl Neuman	840.96	Martine Richard	661.47	Fay Hoiness	571.98	Paulette Nimco	534.57
Kathy Whitley	1,701.81	Louise Fortin	1,052.97	Tracey Douglas	833.79	Kyla Buhler	649.17	Sheila Lefebvre	570.78	Sharlene Bukurak	534.00
Cindy Chambers	1,656.42	Maureen Corrigan	1,050.30	Shannon Cameron	833.76	Sharon Wolthers	645.81	Pat Monforton	570.66	Sonia Janelle	532.47
Jacqueline Cullen	1,626.15	Angie Fedorchuk	1,043.40	Tracey Klassen	830.55	Sharon Robertson	642.87	Pam Hill	570.09	June Rumball	531.33
Fiona Corby	1,569.30	W. Groenewegen	1,041.96	Janine Brisebois	830.13	Marilou Brummund	641.55	Marilyn Bodie	566.97	Nino Bokuchava	529.62
Nicole Bellemare	1,491.06	Harpreet Dhalwal	1,031.28	Jasbir Sandhu	819.84	Melissa Segura	638.73	Kathryn Milner	565.17	Michelle Currie	528.54
Angela Hargreaves	1,488.75	Sharon Lee Carlson	997.86	Judith Poulin	818.58	Nancy Lapointe	627.33	Ming Tsang	563.88	Georgine Cook	525.30
Kay Szydlak	1,407.87	Barbara Craig	957.75	Julie Allard	787.71	Melanie Wade	626.46	Brigitte Raymond	563.31	Sharon Casteel	524.49
Mary-Lou Hill	1,405.74	Sarah Bardell	947.82	Heather Hewitt	774.06	Florame Tanian	626.19	Louise Sauriol	561.33	Lucie Beauregard	523.74
Amoreena Murray	1,361.43	Elaine Sciotte	940.08	Valerie Jette	770.64	Myria Balicao	626.13	Darlene Olsen	561.12	Maria Bennett	520.71
Randhir Singh	1,233.90	Tamara Swatske	923.01	Joy Zaporozan	757.20	Mary Lee Plemel	624.60	Jennifer Levers	560.67	Pauline Campbell	517.41
Allyson Beckel	1,298.28	Bev Harris	905.94	Kathy Handzuik	749.19	Diane Burness	609.72	Nicole Miller	560.37	Amy Klassen	517.32
France Grenier	1,242.27	L. Schuster Sydor	905.58	Amelie Messier	745.02	Fran Sorobey	607.41	Dawn Gordon	560.28	Carol Thompson	516.57
Claudine Pouliot	1,194.00	Tamara Swatske	905.16	Véronik Lavigne	742.08	Annie Gagnon	604.68	Donna Witt	559.92	Michelle Gurdebeke	515.85
Carol Heath	1,208.70	Lorrie Henke	895.08	Elaine Maeland	741.75	Tarra Keller	603.27	Michele Mierzwa	558.60	Shirley Peterson	515.76
Gina Hormann	1,202.37	Liz Wodham	890.13	Rajinder Rai	740.94	Mychele Guimond	597.99	Tracy Hajdasz	558.03	Connie Turner	512.94
Cassandra Lay	1,194.00	Lorraine McCabe	886.26	Catherine Labonté	724.38	Mariola Herbasz	593.76	Joanne Marchildon	553.65	Lorraine Upwards	508.56
Eva Kopec	1,185.33	Audrey Ehalt	884.70	France Larouche	720.99	Jennifer Cornish	592.20	Karen Taylor	551.58	April Williams	505.65
Sheila Jenkins	1,162.17	Wilma Logullo	882.03	Johanna Tobin	709.11	Fatma Boussaha	584.79	Patricia Lavoie	549.81	Susan Richardson	505.26
Shannon Tobin	1,151.25	Jill Ashmore	877.59	A. Sikora-Rose	700.92	Monica Noel	584.58	Leanne Chamberlain	546.72	Joyce Bigelow	503.49
Susan Bannister	1,146.18	Rita White	864.24	Shirley Fequet	694.95	P. Behnke-Van Hoof	582.12	Linda Gingrich	546.57	Nadia Desroches	501.93
Pamela Kanderka	1,144.08	Georgie Anderson	863.28	Barbara Martin	693.66	Gloria Fitt	577.68	Sherry Reid	544.44	Deborah Brown	501.06
Guylaine Comeau	1,095.12	Gladys MacIntyre	861.81	Cathie Chapman	691.65	C. Hui Spring Mo	577.56	Ginny Konechny	544.44		
Colleen Hendrickson	1,086.45	Rhoda Burton	860.22	Nikki Pointon	684.18	Patti Babyn	576.18	Nathalie Bisailon	539.91		
Susie Leakvold	1,086.21	Yasmin Manamperi	850.98	Peggy Denomme	675.15	Fe Agullana	576.00	Connie Biddles	539.73		

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

8% Club / Club 8 %

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

MariaAnokhina	\$683.64	S.Reece-Robertson	\$378.66	Patricia Jackson	\$340.34	Marie York	\$300.46	Shirley Austin	\$283.38	Bonnie Vigue	\$260.08
M. Barriault	507.30	Alison Hogan	361.76	Cathy April	336.00	S. Marchyshyn	299.50	D. Smith-Heath	283.34	Catherine Laroche	256.08
Agnes Loshusan	501.48	Amy Shang	360.00	S. Awogbami	325.52	Heather Pilkey	297.04	S. Rigby-Mallard	278.80	Aquilina Mendoza	252.50
Joyce Harnett	493.62	Angela Haines	358.30	Epifania Gorospe	320.00	S. Haberman-Melville	295.30	Karen Colvin	278.34		
Claribel Avery	464.28	Gloria Sanchez	353.90	Juliet Creary	319.06	Kareena Felker	291.92	Judi Todd	277.56		
Diane Petit	451.90	Lindsay Lewis	351.90	M. Andrea Borrero	310.56	G. Mascarenhas	291.14	Josée D'Anjou	273.80		
Becky Lawrence	412.66	Emily Chambers	346.60	L. Ibnouzahir	303.00	Diana Hiscock	291.00	Dierdre McKay	271.08		
Melissa Bongalis	400.58	Cherie Hydzik	344.44	Baljit Brar	301.04	C. Wright-Mcarthur	288.68	Janelle Smith	266.42		

4% Club / Club 4 %

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

Marcia Ouellette	\$404.91	Joy Hoskin	\$137.80	C. Rivest Brunet	\$117.59	Lorrie Rosher	\$100.16	Phyl Sensabaugh	\$88.12	Chassidy Hall	\$77.54
Tania St-Louis	222.44	Erin Goffin	134.87	Sylvie Larose	117.46	Mona Lanthier	98.87	Diane Welch	87.42	Melissa Martin	76.93
Martha Trujillo	203.74	Jane Agnew	130.06	Lindsay Meek	115.98	Toby Asante	98.73	Shawndra Morden	85.85	Linda Simard	76.91
Sonia Daigle	182.53	Laurie Stevenson	129.89	Valérie Lebeau	114.72	Sue Vanderpol	97.73	L. Marie Clendenning	84.40	Stéphanie Lafontaine	76.06
Julie Blizman	170.64	A. Cromartie	126.88	Claudia Durand	111.20	Josee Larocque	97.65	Karen Bertrand	84.12	Pat Suchlandt	75.55
Ysabelle Duchesne	167.32	Nicole Wildfong	125.78	Tanya Bain	111.04	Vicky-Eve Lefebvre	96.70	Diane Robert	83.83		
Stephanie Dery	161.59	Ann Mapa	120.42	Wilma Summach	110.60	Belynda Rekkas	96.26	Melanie Roussel	82.21		
Huberta Selormey	160.00	Magda Evangelidis	120.36	Carrie Campbell	104.61	Myla myla morales	94.18	Caring Cayabyab	80.68		
Kimberly Hooper	155.64	Kimberly Flannery	120.28	Nancy Letourneau	103.35	Monia Morency	91.79	Beverley Smith	80.37		
Claire Dazé	146.91	Kathie Hargrave	120.08	Sandy Langendoen	101.38	Erin Ryback	89.75	Kristi Conrad	80.06		
Grace Dick	144.27	Sarah Talbert	120.03	C. Banting-Wrobel	100.57	France Isabel	88.42	Josiane Lambert	78.36		

Gold Medal / Médailles d'or

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

EVELYN RAMANAUSKAS	SUSIE LEAKVOLD	JOYCE GOFF	CINDY CHAMBERS	KAY SZYDLIK	MELISSA SUMMACH-SAWYER
Director/Directrice	Director/Directrice	Director/Directrice	Emily Chambers	Donna Melnychyn - NSD	Michelle Goetz
EVA KOPEC	MYRIA C BALICAO	HEATHER HEWITT	SHEILA JENKINS	SILVIE DA COSTA	KIM TATTRE
Director/Directrice	Director/Directrice	Director/Directrice	Jill Ashmore	Josée Beaulieu	Sarah Reece-Robertson
CAROL RENNEHAN	PAMELA KANDERKA	CATHERINE LABONTÉ	PAMELA LIEBENBERG	CHERYL HASKELL	
Director/Directrice	Director/Directrice	Mireille Marion Morin	Director/Directrice	April Williams	
CAROL HEATH	CHIANNE SMITH	MARISOL LARA GUZMAN	WILMA LOGULLO	KAREN HICKS	
Director/Directrice	Director/Directrice	Priscila Carbajal	Shelley Recoskie	Elizabeth Groombridge	
SHANNON TOBIN	JULIE ALLARD	JOANNE MARCHILDON	KARI SCHENHER	HAISHA SHI	
Director/Directrice	Director/Directrice	Director/Directrice	Angie Fedorchuk	Ge (gina) Qu	

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

MAUREEN CORRIGAN	MARIA ANOKHINA	VALÉRIE JETTÉ	KRISTI CONRAD	ALISON PEYTON
Director/Directrice	Erna Voth	Nicole Bellemare	Sheila Lefebvre	Joyce Goff
RANDHIR SINGH	GINA GE QIAN	VÉRONIK LAVIGNE	LUZ FLORES	LOUISE SAURIOL
Director/Directrice	Director/Directrice	Josianne Boly	Teresa Alomar-Story	Nathalie Delisle
AUDREY EHALT	SARAH BARDELL	AMÉLIE MESSIER	TRACEY KLASSEN	SHIRLEY YUNG
Director/Directrice	Director/Directrice	Director/Directrice	Ashley Anne Wiebe	Teresa Ho
YOLÈNE GAY	JANET BARTLETT	DELLA CASCAGNETTE	NICOLE MILLER	
Helen Lupena-Sabourin	Louisa Hoddinott	Fiona Corby	Marilyn Bodie	

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

MARY O. OGUNYEMI	GINA HORMANN	ZULMA MARTINEZ	MICHELE MIERZWA	FRANCE LAROUCHE	NARCISA SENATORE
Director/Directrice	Director/Directrice	Director/Directrice	Director/Directrice	France Grenier	Fran McLaren
ELAINE MAELAND	BECKY LAWRENCE	PAULETTE NIMCO	FE AGULLANA	ALEXANDRA LOSSON	ANGELA SPRAGUE
Director/Directrice	Director/Directrice	Director/Directrice	Florame Tanian	Director/Directrice	Glenna O'Quinn
YASMIN MANAMPERI	MARIE GILBERT	RAJWINDER GILL	BELINDA ANNABLE	SHARON MAIDMENT	KARA SPRAGUE
Director/Directrice	Director/Directrice	Director/Directrice	Bernice Boe-Malin - NSD	Philomena Warren - NSD	Glenna O'Quinn
PAULINE CAMPBELL	NINO BOKUCHAVA	GRELIFE MASCARENHAS	DOREEN BRADBURN	KELLY MAYDINIUK	
Director/Directrice	Director/Directrice	Director/Directrice	Fiona Corby	Joy Zaporozan	
MYCHELE GUIMOND	NADIA DESROCHES	DEBBIE PARSONS	MHIA GOROSPE	SHAUNA PARKER	
Director/Directrice	Director/Directrice	Director/Directrice	Florame Tanian	Audrey Taggart	
ISHALI MULCHANDANI	KULJIT DHALIWAL	MARIA ANDREA BORRERO	SONYA HO	SHIRLEY PETERSON	
Director/Directrice	Director/Directrice	Priscila Carbajal	Teresa Ho	Director/Directrice	

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 RECRUE 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 2010, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LEE AU CANADA COMPTAIT PLUS DE 29 573 MEMBRES. PARMI LES 3 836 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,7 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 532 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 649 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 50 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Provincial Sales Queens / Reines des ventes provinciales

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

Alberta – Amoreena Murray

British Columbia/Colombie-Britannique – Carol Heath

Manitoba – Trinette Konge

New Brunswick/Nouveau-Brunswick – Liette Légère

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Hilda Hiscok

Nova Scotia/Nouvelle-Écosse – Margaret MacLeod

Nunavut – Val Tournier

Northwest Territories/Territoires du Nord-Ouest – Ellyn Lemley

Ontario – Cassandra Lay

Prince Edward Island/Ile-du-Prince-Édouard – Barbara Sinden

Québec – Suzanne Boulanger

Saskatchewan – Allyson Beckel

Yukon – Evalina Zamana

Stars Consultants on the Ladder of Success / Conseillères 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!

A. Murray	\$10,122.75	Susan Bannister	\$3,445.00	Veronica Duncan	\$2,704.50	Diane Abbott	\$2,302.75	Kristin Braithwaite	\$1,934.00	Betty Bourgeois	\$1,803.75
Allyson Beckel	8,980.25	Jan Naismith	3,416.50	Karen George	2,679.50	Tamara Swatske	2,274.25	Karen Goldrick	1,926.50	Natasha Gendreau	1,803.75
Suzanne Boulanger	7,707.75	Valerie Pryma	3,415.00	Michelle Smith	2,672.00	Lois Musselman	2,256.25	Stephanie Paul	1,923.50	Carole Hornbacher	1,803.50
Cassandra Lay	6,760.50	Jennifer Bagu	3,406.75	Crystal Davy	2,658.25	Jane Maria Arsenault	2,252.75	Ruth Martin	1,923.25	Sherryll Gilbert	1,803.50
Lorrie Henke	6,545.50	Karen Nypuik	3,404.50	Sheila Lefebvre	2,652.25	Helen Carr	2,244.50	Robyn Bender	1,923.00	Helen Obejas	1,803.50
Pina Aloia	6,535.00	Karen Martineau	3,357.00	Kathleen Cyr	2,627.25	Kyla Martens	2,243.75	Mona St-Gelais	1,910.50	Mélina Savard	1,803.50
Fiona Corby	6,279.25	Rosemarie Selinger	3,347.75	Diane Riddell	2,614.50	Gail Pollard	2,237.00	Natacha Nadon	1,901.50	Dona Coroy	1,803.00
Wilma Logullo	6,214.25	Baljit Brar	3,331.25	Angela Hargreaves	2,612.50	Angie Fedorchuk	2,231.50	S. Sandy Houlgrave	1,897.00	Carrie Weldrick	1,802.75
Carol Heath	5,371.00	Jeanne Case	3,268.50	June Fowler	2,602.75	Sheri Gray	2,226.00	Chantal Maltais	1,878.00	Eileen Dinneen	1,802.50
Linda Hood	5,186.75	Li Ming Liew	3,267.25	Rita White	2,602.00	Sandra Grasdahl	2,217.25	Leduc Sauve	1,875.00	Sylvie Pellerin	1,802.00
C. Ann Hoffmeyer	4,832.25	Sharon Coghill	3,251.50	Terri Kurtzweg	2,598.75	Louise Cormier	2,210.50	Barbara Craig	1,868.75	Mirela Pachita	1,801.75
T. Alomar-Story	4,786.50	Carol Thompson	3,231.75	Brittany Mann	2,568.75	Annie Leclerc	2,206.75	Darci Palmer	1,867.75	Tracy Bremner	1,801.25
Ana Mendonca	4,657.75	Sue Rigby-Mallard	3,196.00	Shelly Jeffery	2,563.50	Cindy Levesque	2,195.75	Adeola Bello	1,862.75	Hatice Kaya	1,801.25
Karen Bertrand	4,629.25	Candi Jeronimo	3,155.50	Christina Doracin	2,546.50	Rae Naka	2,171.75	M. Comendador	1,858.00	Sandi Miller	1,801.25
Trinette Konge	4,582.25	Aline Guerdar	3,150.00	Edith Rajna	2,538.00	Barbara Martin	2,171.00	Melissa Wekwert	1,856.00	Reina Heras	1,801.25
Liette Légère	4,568.50	Evelyn Swenne	3,102.25	Crystal Cooper	2,534.50	Claire Mercier	2,165.75	Suzie Vallieres	1,853.25	Maille Severe	1,801.25
M. Légaré	4,563.25	Dawn Henry	3,078.50	Margaret MacLeod	2,531.25	Jessica Bialek	2,138.50	Jackie Brimblecombe	1,853.00	Lillian Tsvangirayi	1,801.25
Ysabelle Duchesne	4,525.25	Edette Morton	3,075.50	Lorna Randall	2,522.50	Ellen Hatlevik	2,137.00	Sandra Borrero	1,850.25	Tracy Bidulka	1,801.00
Doreen Bradburn	4,474.00	Chezlyn Grasdahl	3,053.75	Carol Tarling	2,514.25	Denise Brideau	2,131.75	Rosemarie Sitch	1,849.50	Amrit Kaur	1,801.00
Randhir Singh	4,450.00	Anne-Renée Pouliot	3,049.25	Gina Hormann	2,504.00	Leila Holzworth	2,129.00	Marianne Munson	1,845.50	Julia Moulard	1,801.00
Jeanette Gaudreault	4,371.50	Stephanie Venne	3,047.00	Cindy Fulton	2,480.75	Trish Salter	2,117.25	J. Mudge-Winters	1,844.25	Natasha McGarvey	1,801.00
Kathleen Rebic	4,184.50	Katharine Wingert	3,040.75	Robin Robb	2,476.00	Gail Watts	2,110.00	Jane Coleman	1,844.00	Kasie Dobbs Ancona	1,800.75
Nadia Desroches	4,121.50	Mandy Fox	3,009.00	Karen Perry	2,468.25	Sara Chowdhery	2,097.50	Cecily Bennett	1,834.75	Isabelle Grondin	1,800.75
Cristina Alvarez	4,103.25	Marnie Brand	3,006.25	Angel De Chantal	2,458.75	Barb Cieslak-Sydor	2,086.25	Chris Miller	1,832.00	Tinnelle Hosten	1,800.75
Eva Kopec	4,066.25	Lauren Delrio	3,004.75	Tracey Walls	2,450.75	Shirley Price	2,083.25	Linda Vanderham	1,831.25	Jagroop Rai	1,800.75
Lynn Lemieux	4,032.50	Darlene Sleeth	3,002.75	Brenda Tylke	2,444.00	Julie Bisson	2,083.00	Judy Krelve	1,830.50	Patricia Taylor	1,800.75
Cindy Chambers	4,001.25	Jennyfer Boucher	3,001.25	Lyne Mc Clure	2,441.25	Carol-Ann Currie	2,071.50	Lindsay Meek	1,830.50	Paige Van Camp	1,800.75
Setorme Tsikata	4,000.00	Sheryl-Anne Rowan	3,001.00	Andrea Galvin	2,440.75	Val Tournier	2,069.50	Alison Johnson	1,829.75	Shirley Yung	1,800.75
Maria Bermudez	3,893.25	Slavie Durec	3,000.75	Akon Jok	2,438.75	Diana Robstad	2,053.50	Jessica Almeida	1,829.00	Donna Britten	1,800.50
Patti Jeske	3,829.25	Kristine Reiniger	3,000.25	Sophie Roy Perron	2,431.50	Deb Prychidny	2,052.25	Mae Ormrod	1,827.25	Brianna Olson	1,800.50
Kerry Coleman	3,826.50	Catharine Rookes	3,000.25	Christine Belanger	2,427.75	Sandra Neufeld	2,050.25	Melba Reid	1,826.25	Kelly Wilson	1,800.50
Kim Walk	3,799.50	\$3,000		Patricia Sabbagh	2,417.50	Terry Burch	2,048.75	Roxana Ramirez	1,821.25	Virginie Briere	1,800.25
Amelie Messier	3,774.75	Nathalie Carrier	3,000.00	Leanne Kler	2,415.25	Tiffany Veldhuisen	2,036.25	Esther Delgado	1,820.25	Martine Danielsson	1,800.25
Gauthier Levesque	3,768.25	Donah Mageto	3,000.00	Lillian Boudreau	2,411.75	Cathy Henningsen	2,035.50	Kay Chan	1,817.75	Elizabeth Hunter	1,800.25
Nancy Podmorow	3,680.75	Brigitte Lang	2,997.00	Gaëlle Eteme	2,411.25	Helen Wall	2,030.25	Stephanie Simms	1,817.75	Bernard James	1,800.25
Mimose Constant	3,672.75	Suha Mercho	2,983.00	Kelsey Keglovic	2,409.50	Celsa Pasmio	2,017.00	Isabelle Cartier	1,814.75	Holly Kelly	1,800.25
Melanie Roussel	3,670.75	Sylvie Larose	2,972.75	Kejina Robinson	2,406.75	Ellen Whiting	2,014.25	April Kirkham	1,813.75	Mary Rayson	1,800.25
Sonia Dumas	3,667.50	Jackie Cowderoy	2,961.50	Katherin Sohrabian	2,406.50	Terina Stenger	2,014.00	Cynthia Paler	1,813.50	Chantal Roy	1,800.25
Cheryl Cassidy	3,647.25	Dorothy Osadczuk	2,955.50	Mariya Bailey	2,401.25	Susan Dart	2,001.75	Jeanne Berdon	1,813.00	C. Tremblay	1,800.25
Marielle Bisson	3,647.00	P. Varahram	2,947.00	Katey Ehler	2,401.00	Jocelyne Levesque	2,001.75	Jessyca Cruz	1,812.75	Richele Wertzun	1,800.25
Hilda Hiscok	3,645.75	Candice Loeppky	2,933.00	Marianne Martin	2,401.00	Lonny Edworthy	2,000.25	C. Donnelly-Chiasson	1,812.75	\$1,800	
Trisha Lammle	3,617.75	Cindy Orrett	2,903.75	Mydoris Ramon	2,400.50	Sharon Sansom	2,000.00	Robyn Franco	1,810.75	Jane Ashmore	1,800.00
Kim Tattrie	3,609.50	Naomi Scott	2,891.75	Marie De Muys	2,400.25	Michele Thomson	2,000.00	Avril Celestin	1,809.25	Kristen Begg	1,800.00
Lisa Fougere	3,607.25	Carol Adams	2,889.00	Erika Patterson	2,400.25	Nadia Ait Ahmed	1,996.25	Theresa Fougere	1,809.25	Carrie Barnett	1,800.00
Celine Simard	3,607.25	Sherry Twynstra	2,885.50	\$2,400	Aline (ali) Boutet	1,991.50	Ruby Walters	1,808.75	S. Marie De Guzman	1,800.00	
Natalie Gravel	3,606.75	Nancy Henriques	2,879.50	Rajwinder Gill	2,400.00	C. Rivest Brunet	1,991.25	Denise Jenkins	1,808.50	Lalaine Jandoc	1,800.00
Revelyn Martin	3,605.75	Loan Vu	2,868.00	Anna Nagy	2,400.00	Annette Roth	1,990.00	Kandice Seward	1,808.25	C. Lizarraga-Ruiz	1,800.00
Belma Recto	3,605.75	Sandy Langendoen	2,858.00	Fay Strong	2,400.00	Jaswinder Somal	1,987.50	Leslie Griffiths	1,807.00	Amanda Munroe	1,800.00
Sylvie Fortin	3,601.50	Kathie McGann	2,798.75	Diane Murray	2,388.75	Kuljit Dhalwal	1,984.50	Florian Ilagan	1,807.00	Brigitte Muir	1,800.00
Christina Foulkes	3,600.75	Susanne Goosney	2,780.00	Sherry Reid	2,377.25	Chantal Taillon	1,959.75	Cortney Smith	1,807.00	Maria Oliveira	1,800.00
Dana Marciano	3,600.75	Alison Peyton	2,776.00	Micheline Brissette	2,373.75	Nicoleta Sanpetreanu	1,959.00	D. Brown	1,806.75	Charlotte Scott	1,800.00
Lucie Blanchette	3,600.50	Beverly Collins	2,764.75	Heather Lewis	2,372.75	Emilie Timmins	1,949.00	Joanne Smith	1,806.50	Erica Stride	1,800.00
Caroline Lavallière	3,600.00	Carole Duguay	2,744.00	Connie Carson	2,372.00	Pat Monforton	1,942.25	Véronique Laberge	1,805.75	Jenny Tany	1,800.00
Melanie Pelletier	3,600.00	Sharon Korol	2,734.00	Debbi Kay	2,346.00	Donna Dodds	1,939.00	Nicole Tester	1,805.25	Kathy Haigh	1,799.75
Sam Kassam	3,586.75	Elizabeth Sly	2,725.50	Helena Bourgeois	2,341.50	J. Kouniak-Hall	1,938.50	Rajwant Heer	1,805.00		
Kacey Palidwar	3,474.50	Monica Hecht	2,708.50	Georgine Cook	2,308.25	Sarah Wohlgemuth	1,937.50	Ursula Woodford	1,805.00		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, 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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2010, THERE WERE OVER 29,573 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,836 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.7% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 532 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,649 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 50% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

UP NEXT

winter 2011/2012

HERE'S WHAT'S COOL ABOUT OUR NEXT ISSUE:

NEW YEAR, NEW LOOKS

To colour that is! Look for updates to our eye and lip products.

SEMINAR SUPERSTARS

The queens have been crowned and the memories made. Relive the biggest event of the year as we celebrate the superstars of Seminar 2011.

MORE PROFILES
MORE TIPS and everything
wonderful about the winter quarter!

WANT TO BE FEATURED IN THE NEXT ISSUE? TELL US:

- your mary kay mother-daughter story.
- your best winter skin care tip.
- your reason for joining mary kay.



fab fall looks & hot holiday sales

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gotta-have-it guide to

FALL/HOLIDAY 2011



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