

MARY KAY

APRIL 2019

applause



Spring Ahead!

DESTINATION RED: Earn, grow and set sail for fun. Details inside!



APRIL *Dates*

1

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

2

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

3

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

17

Last day to enroll online for the Summer 2019 *Preferred Customer Program*SM mailing of *The Look*, including an exclusive sample (while supplies last).

19

Good Friday. All Company offices closed.

23

Seminar 2019 Priority Registration opens to qualified **Sapphire** independent sales force members at 8:30 a.m. Central time.

24

New Independent Sales Director Education begins in Dallas.

Seminar 2019 Priority Registration opens to qualified **Emerald** independent sales force members at 8:30 a.m. Central time.

25

Seminar 2019 Priority Registration opens to qualified **Diamond** independent sales force members at 8:30 a.m. Central time.

26

Seminar 2019 Priority Registration opens to qualified **Ruby** independent sales force members at 8:30 a.m. Central time.

29

Seminar 2019 registration opens for **all** Independent sales force members at 8:30 a.m. Central time.

Last day of the month for Independent Beauty Consultants to place phone orders.

30

Last day of the month for Independent Beauty Consultants to place online orders.

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

Pretend that every single person you meet has a sign around his neck that says, 'Make me feel important.' If you can do that in your everyday life, you are going to succeed.

”

Mary Kay



Bag and flip flops not for sale

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

For questions regarding *Mary Kay*® product orders, *Mary Kay InTouch*®, special events, product information, etc.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



Stress Awareness Month

What a fitting time to offer a pampering girls night! Or how about a **spa date night** shown here by **Independent Beauty Consultant Theresa Schmidtman, Burnsville, Minn.**



Goal-Getter

Independent Beauty Consultant Stephanie

Shar, Bruce Township, Mich., says, "The real secret to success is that there is no secret. Create a plan, follow the plan, track the plan.

Always have a good attitude and be too booked to be bothered." How do you stay on track to achieve your goals? #MyMKLife

THIS MONTH IN MARY KAY HISTORY



1986

Mary Kay introduces refillable compacts.

1987

First Career Conferences held in 14 cities across the United States.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay In Touch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.



Destination RED

JAN. 1 – JUNE 30, 2019



RoyalCaribbean®
INTERNATIONAL

**THERE'S ABSOLUTELY,
POSITIVELY, WITHOUT-A-
DOUBT NO TIME TO LOSE!**

*Girl, you gotta get
yourself on this cruise!*

Think crystal-clear water, white sand
between your toes, crazy-delicious food,
five wonder-filled days and four
adventuresome nights.

And the trip is just the beginning. As you work
toward your goal, you'll also party with a
purpose, see more faces, sell more products
women love, share this Mary Kay opportunity
and add more happy faces to your team.

You can build your **Mary Kay business like
the BOSS BABE you are!**

GET ME ON THIS SHIP!

YOU GET:

- A five-day, four-night cruise* for you and a guest aboard the Royal Caribbean® *Navigator of the Seas*®.
- Airfare for two to Miami.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

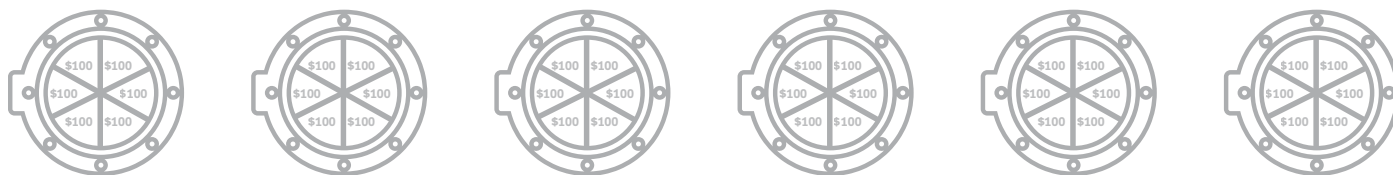
1. \$3,600 or more adjusted personal wholesale Section 1 production during the qualification time frame.
2. Add six *Great Start*-qualified new personal team members.
3. And have three personal first-time Star Team Builders.

*Cash option available

Royal Caribbean® is a registered trademark of Royal Caribbean International.
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GET ME ON THE SHIP!

Game Plan



SELL

\$3,600 or more in wholesale Section 1 products within qualification time frame.

MAKE IT A PARTY!

Skin care is the foundation of any Mary Kay business. When you hold skin care parties, you can share products with more faces. Women can try before they buy and experience the awesomeness of Mary Kay. They'll share that excitement with one another, and you can send them home feeling more beautiful and confident.

FEATURE REGIMEN: *TimeWise Miracle Set 3D*®.

This regimen is in the Starter Kit and appeals to the majority of your customers.

PARTY TOOLS: *Mary Kay*® Skin Care Party Flip Chart.

No worries if you don't know every detail from the start. This handy guide can walk you through so you gain confidence. An online version also is available. Find it on the *Mary Kay*® Digital Showcase App. It's free!

SAMPLE BOOKING SCRIPT: *Hi, ____! I'm looking for women to pamper with luscious Mary Kay® skin care. Would you like to invite five of your besties for some "me" time and a complimentary facial? I'm so excited because I'm also working toward earning a Caribbean cruise with my Mary Kay business. By hosting a party, you're helping me get on that ship! And you can earn free product for hosting!*

Tip: Book more than you expect to hold to make room for date shifts or cancellations. A good rule of thumb is to book double the amount you wish to hold. *Ex.: Book six parties a week to hold three.*

SELLING STRATEGY

Mary Kay Ash said, "Keep It Simple, Sweetie." What does selling \$3,600 or more in wholesale Section 1 products in six months look like? A few ideas to help get you started. (\$3,600 wholesale = \$7,200 retail.) **Hint:** *Selling enough product to place a cumulative \$600+ wholesale Section 1 order each month gets you there!*

Don't give up if you miss your target one week; just adjust to make it up the next week!

BY PARTY

Divide \$7,200 retail by your average retail sales per party to determine the total number of parties you need. You can divide that by the number of weeks left in the promotion to determine your weekly parties.

Average Retail Sales Per Party	Total Parties
Ex.: \$300 (\$7,200 ÷ \$300) =	24
\$ ____ (plug in your avg. retail sales per party) =	__

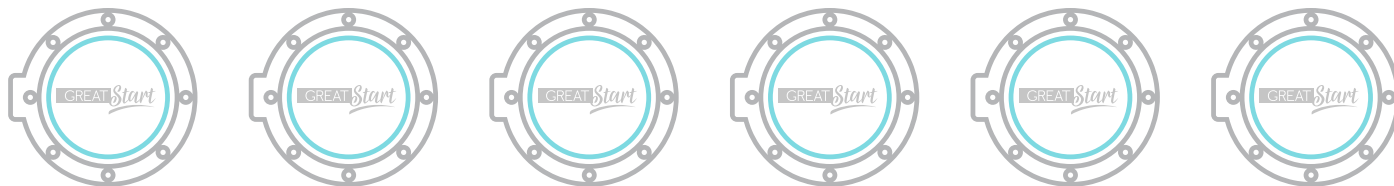
BY PRODUCT

	Sets/ Month	Sets/ Week	Suggested Retail
<i>TimeWise Miracle Set 3D</i> ®, \$110 suggested retail	__	__	= \$7,200
<i>TimeWise</i> ® Ultimate Miracle <i>Set 3D</i> ™, \$165 suggested retail	__	__	= \$7,200

(Includes *TimeWise*® Microdermabrasion Plus Set: Refine and Pore Minimizer)

GET ME ON THE SHIP!

Game Plan



Pass It On!

Add six *Great Start*-qualified* new personal team members.

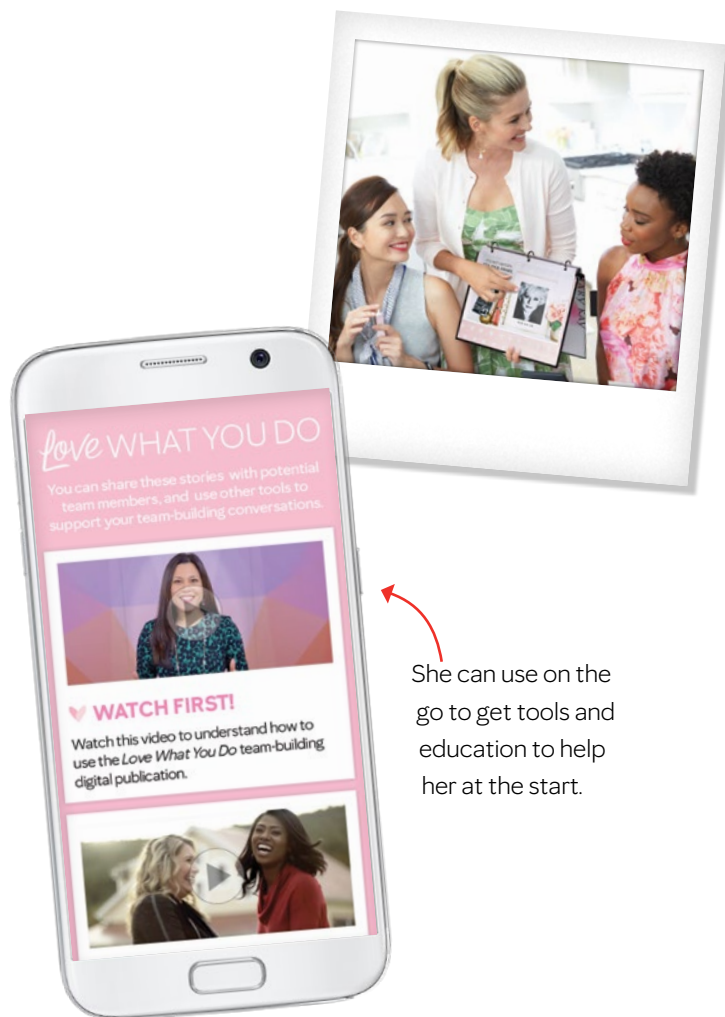
SHARE AT PARTIES.

You're out meeting new faces and sharing amazing products. Chances are you're also meeting **women who'd love the opportunity to share this Mary Kay experience with you.** You never know – **sometimes it's someone you wouldn't expect** who wants to be her own Mary Kay boss babe! She's attracted to the flexibility, unlimited earning potential, partying with her besties or being part of a value-based Company with purpose and staying power.

TOOLS: *Love What You Do* within the **Mary Kay® Digital Showcase App** has team-building role play videos and tools to help. Look for additional apps on *Mary Kay InTouch®*.

SAMPLE TEAM-BUILDING SCRIPT: _____, *you love Mary Kay® products, and you have fun every time we get together. Have you thought about starting your own Mary Kay business? It would be so fun to do this together!*

Tip: Share the Mary Kay opportunity with everyone around you. Just think, a chat with a girlfriend can lead to fun and immediate rewards for you both.



She can use on the go to get tools and education to help her at the start.

*For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months, that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

GET ME ON THE SHIP!

Game Plan



Yes, yes, yes!



The REDDER, the BETTER!



I'm a Bahama mama!

Inspire Others!

Have three personal first-time Star Team Builders.*

YOU GROW, GIRL.

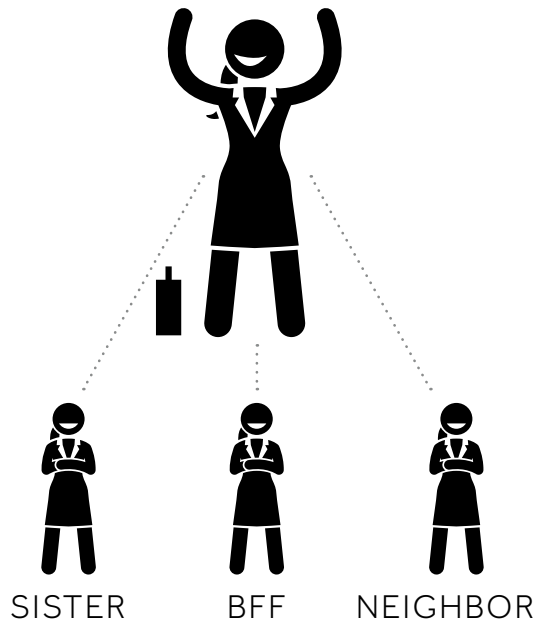
As you **work your Mary Kay business full circle**, book parties, sell and share the Mary Kay opportunity – the sky's the limit! We're talking possibilities like awesome jewelry, prizes, commissions, bonuses, earning the use of a Mary Kay Career Car and so much more!

TOOLS: Once you've got new team members, the [Team-BUILDER Great Start Action Plan](#) offers step-by-step suggestions so you can get them set up for success at the start. Familiarize yourself with this promotion and share the **Great Start: Ready, Set, Sell!** and **Ready, Set, Keep Selling!** brochures and the **Team-Building Rewards** insert packed with all the details and rich rewards available. Find on *Mary Kay InTouch*®.

Tip: Inspire your personal team members to become Star Team Builders. Highlight the commissions and rewards. Encourage them to share the fun with everyone they know – their enthusiasm is contagious!

BECOME A STAR TEAM BUILDER

It's as easy as 1-2-3!



WOMEN HELPING WOMEN



INDEPENDENT BEAUTY CONSULTANT LADONNA SINGLETON, MCKINNEY, TEXAS. "I shared everything that's great about my Mary Kay business

with my mother, and she became my first team member. She and my sister both started their own Mary Kay businesses and helped me get my wings and build my confidence to share with others. Today I'm a Star Team Builder. My next goal? Independent Sales Director!"

*A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.



Gloria Mayfield Banks



Kathy Helou



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña



Cindy Williams



Debi Moore



Stacy James



Pamela Waldrop Shaw

TOP 10 NSDs YEAR-TO-DATE

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 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 December 2018, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for October 2018.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2018, through Dec. 31, 2018.

INNER CIRCLE

\$700,000
Gloria Mayfield Banks
\$373,702

\$650,000
Kathy Helou
\$327,589
Patricia Turker
326,783

\$550,000
Lisa Madson
\$276,119

\$500,000
Sonia Pérez
\$251,840

\$450,000
Lupita Magaña
\$227,676

\$350,000
Cindy Williams
\$190,505
Debi Moore
189,771
Stacy James
180,491

\$325,000
Pamela Waldrop Shaw
\$169,900

DIAMOND CIRCLE

\$300,000
Pamela Fortenberry-Slate
\$157,422

SuzAnne Brothers
152,803
Linda Toupin
150,035

\$250,000
Dayana Polanco
\$148,252
Sara Pedraza-Chacón
147,902
Dacia Wiegandt
136,842
Dawn Dunn
135,035
Anabell Rocha
130,499
Julianne Nagle
129,484

Sandy Valerio
127,983
Julia Burnett
125,272

\$200,000
Kristin Myers
\$123,679
Paola Ramírez
121,682
Kay Elvrum
116,831
Anita Tripp Brewton
115,918
Julie Krebsbach
115,016
Kerry Buskirk
114,451
O'Nelly Encarnación
113,223

Davanne Moul
112,994
Connie Kittson
109,248
Lia Carta
107,756
Mary Estupiñan
107,274
Cyndee Gress
105,791
Mayuli Rolo
105,192

Lily Orellana
105,180
Cindy Fox
102,878
Juanita Gudiño
100,685

GOLD CIRCLE

\$150,000
Evelinda Díaz
\$99,420
Yosaira Sánchez
98,890
Sue Pankow
98,349
Lorraine Newton
98,298
Gloria Báez
97,697
Rebecca Evans
96,698
María Monarrez
95,816
Somer Fortenberry
95,146

Ada García-Herrera
93,448
Jan Thetford
91,839
Morayma Rosas
91,489
Auri Hatheway
89,126
Kim McClure
87,357
Monique Balboa
87,264
Valerie Bagnol
86,492
Rosibel Shahín
86,128
Shannon Andrews
85,087
Bianny Ramírez
84,981
Alicia Lindley-Adkins
82,349
Scarlett Simpson
82,171
Kimberly Copeland
81,879
Kirk Gillespie
80,778
Pam Higgs
80,557
Joanne Bertalan
80,483
Pamela Tull
77,516
Susan Hohlman
76,387
Tammy Crayk Smith
76,266
Michelle Sudeth
76,062
Alia Head
75,917

\$125,000
Diane Mentiply
\$74,599
Gay Hope Super
73,359
Sonia Bonilla
73,040
Marilyn Marte-De Melo
72,634

Leah Lauchlan
72,627
Deb Wehrer
72,322
Yvonne Lemmon
72,085
Janis Z. Trude
71,814
Pam Klickna-Powell
71,759
Noelia Jaimes
70,862
María Flores
70,047
Elizabeth Muna
69,637
Lisa Allison
69,551
Alma Orrostieta
69,427
Pam Ross
69,143
Luzmila Abadia Carranza
68,467
Elizabeth Sánchez
68,017
Diana Sumpter
67,309
Vicki Jo Auth
66,382
Sharon Buck
66,087
Yudith Pupo
65,125
Evelina Valdez-Cruz
64,853
Kristin Sharpe
64,396
Lupita Díaz
64,125
Crystal Trojanowski
64,070
Gladis Elizabeth Camargo
63,431
Brenda Segal
63,202
Evalina Chávez
62,912

MONTHLY COMMISSIONS AND BONUSES

NSD commissions above \$10,000 earned in December plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts.

SAPPHIRE

Kathy Helou***
\$43,461
Lupita Magaña**
38,353
Debi Moore*
33,192
Lorraine Newton*
27,390
Sara Pedraza-Chacón*
25,625
SuzAnne Brothers*
23,416
Pamela Fortenberry-Slate*
21,959
Kristin Myers*
19,718
Davanne Moul*
18,460
Cyndee Gress*
17,418
Alicia Lindley-Adkins*
16,107
Paola Ramírez
15,482
Morayma Rosas
15,302
Alma Orrostieta
15,259
Diane Mentiply
15,162
Scarlett Simpson*
14,628
Valerie Bagnol*
13,649
Somer Fortenberry
12,891
Alejandra Zurita
12,536
Lupita Díaz
12,261
Janis Z. Trude
12,209
Ruth Everhart
11,838
Debra Wehrer
11,744
Elaine Kimble Williams
11,716
Kimberly Copeland
11,647
Dawn Otten-Sweeney
11,506
Jeanie Tamborello
11,434
Heather Carlson
10,838
Phyllis Pottinger*
10,801
Angie Day*
10,631
Patrice Moore Smith
10,626
Josefa Chacón-Alonzo
10,531
Cathy Littlejohn
10,235
Elizabeth Sánchez
10,188
Evalina Chávez
10,179

EMERALD

Gloria Mayfield Banks***
\$83,257
Patricia Turker**
58,819
Sonia Pérez**
33,014
Dayana Polanco*
25,280
Bianny Ramírez*
21,872
Dacia Wiegandt*
20,176
Mayuli Rolo*
18,979
Julianne Nagle*
18,742
Kerry Buskirk*
18,182
Anita Tripp Brewton*
17,930
Mairelys López*
17,886
Evelinda Díaz*
17,340
Rosibel Shahín*
15,753
Pamela Tull
15,440
Auri Hatheway
15,020
Luzmila Abadia Carranza*
14,784
Tammy Crayk
14,660
Monique Balboa
14,126
Sonia Bonilla
13,355
Yudith Pupo
13,309
Pam Higgs
13,140
Marilyn Marte-De Melo
12,717
Pam Klickna-Powell
12,705
Kirk Gillespie
11,648
Noemi Jaimes
11,504
Gina Rodríguez-Orriola
11,277
Jill Davis
11,217
Ada García-Herrera*
10,910
Cathy Bill*
10,589
Crisette Ellis
10,083

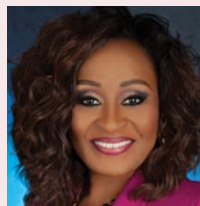
DIAMOND

Lisa Madson*
\$48,238
Pamela Waldrop Shaw**
27,023
Dawn Dunn*
25,770
Rebecca Evans*
22,740



NEW NSD DEBUTS

New Independent National Sales Director debuts Dec. 1, 2018.



Patrice Moore Smith
National Sales Director
Sapphire Seminar





Monthly Commissions and Bonuses, cont.

Julia Burnett*	RUBY
21,954	Cindy Williams*
Lily Orellana	\$29,641
19,936	Stacy James*
Kay Elvrum	28,174
18,696	Linda Toupin
O'Nelly Encarnación	27,724
17,851	Michelle Sudeth*
Leah Lauchlan	22,391
16,584	Juanita Gudiño
Sue Pankow	19,211
16,534	Julie Krebsbach*
Shannon Andrews*	18,651
16,469	Anabell Rocha*
Connie Kittson*	18,516
15,120	Sandy Valerio*
Yvonne Lemmon	18,402
14,887	Jan Thetford
Julia Mundy	18,106
14,337	Mary Estupiñan*
Alia Head	17,439
14,311	Cindy Fox*
María Monarrez	16,430
13,808	Lia Carta**
Kristin Sharpe	16,097
13,755	Kim McClure
Pam Ross*	15,627
13,255	Gloria Báez*
Vicki Jo Auth	14,204
13,030	Carmen Hernández*
Yosaira Sánchez*	13,095
12,874	Elizabeth Muna*
Lisa Allison	12,505
12,010	Brenda Segal*
Sharon Buck	12,253
11,987	Cecilia James
Heidi Goelzer	11,852
11,846	María Flores
Susan Hohlman*	11,549
11,718	Tammy Vavala
Roxanne McInroe	11,383
11,530	Bea Millslagle
Lynne Holliday	10,808
10,955	Lara McKeever
Candy Lewis	10,561
10,905	Crystal Trojanowski
Diana Sumpter	10,058
10,805	
Dorothy Boyd	* Denotes Senior NSD
10,607	**Denotes Executive NSD
Amy Allgood	***Denotes Elite Executive NSD
10,593	
Evitelia Valdez-Cruz	
10,554	
Robin Rowland	
10,105	

TENACITY AND PERSEVERANCE
ARE ESSENTIAL QUALITIES FOR
SUCCESS IN BUSINESS.

Mary Kay

MARY KAY ANGELS

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in December 2018.

TOP UNIT - ESTIMATED RETAIL PRODUCTION

SAPPHIRE, Jordan Eicher, <i>K. Helou Area</i>	\$87,235
EMERALD, Nancy Boucher, <i>Mary Kay National Area</i>	\$93,530
DIAMOND, Amy Kemp, <i>Mary Kay National Area</i>	\$87,864
RUBY, Donna Clark-Driscoll, <i>Mary Kay National Area</i>	\$69,390

TOP SALES DIRECTOR - PERSONAL SALES

SAPPHIRE, Angela P. LaFrance, <i>Mary Kay National Area</i>	\$12,997
EMERALD, Monica Williams, <i>Mary Kay National Area</i>	\$12,090
DIAMOND, Katsiaryna Pratasenia, <i>Mary Kay National Area</i>	\$30,552
RUBY, Nola Beckley, <i>Mary Kay National Area</i>	\$16,635

TOP BEAUTY CONSULTANT - PERSONAL SALES

SAPPHIRE, Mateo Mendez, J. Davila Unit, <i>Mary Kay National Area</i>	\$15,597
EMERALD, Yuko Yasuma, D. Stevens Unit, <i>Mary Kay National Area</i>	\$28,092

DIAMOND, Valeria Lato, J. Lopez Unit, <i>E. Valdez-Cruz Area</i>	\$12,525
RUBY, Marianela Correa, T. Assis Unit, <i>Mary Kay National Area</i>	\$18,677

TOP TEAM BUILDER

SAPPHIRE, Sales Director Tinia W. Campbell Piard, <i>Mary Kay National Area</i>	18 New Team Members
EMERALD, Sales Director Adrianne C. Manning, <i>A. Tripp Brewton Area</i>	13 New Team Members
DIAMOND, Sales Director Beverlin Greene, <i>C. Lewis Area</i>	19 New Team Members
RUBY, Sunita Shivji, <i>R. Kellogg Unit, C. Trojanowski Area</i>	14 New Team Members

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for December 2018.

SAPPHIRE

Ileana P. Castro	27 New Unit Members
Tehrie Ned	24 New Unit Members
Tinia W. Campbell Piard	20 New Unit Members

EMERALD

Breanne Sufirin	20 New Unit Members
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DIAMOND

Maria Sanchez	24 New Unit Members
Beverlin Greene	22 New Unit Members
Michele M. Stone	22 New Unit Members

RUBY

Candace L. Doverspike	20 New Unit Members
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WITH THE PRINCIPLES OF OUR ICONIC FOUNDER AS OUR GUIDE,
WE ARE THRILLED TO ANNOUNCE THAT THE GO-GIVE AREA IS NOW
KNOWN AS THE MARY KAY NATIONAL AREA. THE MARYK AREA
WAS OUR VERY FIRST NATIONAL AREA, AND IT WAS MARY KAY
ASH'S WORDS THAT MOTIVATED THE FIRST INDEPENDENT SALES
DIRECTORS TO ACHIEVE MORE AND TO DREAM BIGGER.

EMERALD / ESMERALDA

NEW DEBUTS DEBUTES

October/Octubre 2018

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



Yulitza M. Aguirre
Orlando, Fla.
M. Koo Unit



Angela M. Arreses
Inwood, N.Y.
S. Arriola Unit



Debbie L. Gamblian
Independence, Mo.
J. Davis Unit



Stephanie Haden
Glen Allen, Va.
G. Banks Unit



Nicole Perhala
North Las Vegas, Nev.
J. Collins Unit



Not pictured/Sin foto: *Eileen G. Alcaide*, Hatillo, P.R., Y. Mercado Unit; *Tracy D. Birdwhistell*, Raleigh, N.C., A. Brady Unit; *Dora De La Cruz Calderon Corte*, Silver Spring, Md., S. Bonilla Unit; *Sulma Castellano*, Huntingburg, Ind., Y. Bruzon Unit; *Marcella Davis*, Upland, Calif., M. Givens Unit; *Olga Garay*, Jasper, Ind., G. Serrano Unit; *Lucia D. Gomez*, Land O Lakes, Fla., L. Fernandez Unit; *Yadira Gonzalez Lopez*, Pink Hill, N.C., N. Miranda Unit; *Andia Hartland*, Sioux Falls, S.D., C. Kludt Unit; *Geidy Machado*, Miami, P. Ofarrill Unit; *Betty J. Nance*, Denton, Texas, S. Ehler Unit; *Martha L. Ocaranza*, San Fernando, Calif., L. Rodriguez Unit; *Geraldene Orange*, Memphis, Tenn., D. Owens Unit; *Marel Pando*, Miami, A. Hatheway Unit; *Patricia Guadalupe Roque*, Hilton Head Island, S.C., E. Ramirez Unit; *Rosa A. Ugarriza*, Miami, M. Otero Unit; *Cenia A. Valerio Herrera*, Santo Domingo, D.R., Y. Filpo Diaz Unit; *Gwendolyn J. White*, Dallas, C. Lucas Unit; *April T. Woods*, Parksley, Va., E. Stone Unit.

DEAN'S LIST

LISTA DEL DECANO



December/Diciembre 2017

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.



Cindy Diaz
Old Bethpage, N.Y.
E. Diaz Area
Emerald Seminar



Kelsey Welliver
Rochester, N.Y.
Mary Kay
National Area
Emerald Seminar



Charmayne
Wilson-Mayowa
Columbus, Miss.
L. Newton Area
Sapphire Seminar



TRIPLE CROWN

TRIPLE CORONA

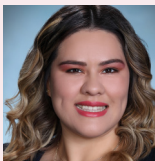


December/Diciembre 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.



Elizabeth A.
Cole-Preyer
Oakland, Calif.
C. Harris Earl Area



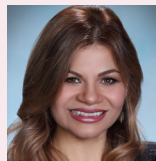
Cindy Diaz
Old Bethpage, N.Y.
E. Diaz Area



Cecilia Estrada
Ontario, Calif.
Mary Kay
National Area



Letty Mellor
Kissimmee, Fla.
M. Lopez Area



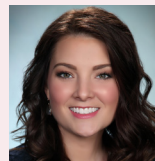
Beatriz Montes
Anderson
South Lyon, Mich.
N. Jaimes Area



Maria G. Romero
Hicksville, N.Y.
E. Diaz Area



Elisa Suarez
Kissimmee, Fla.
B. Ramirez Area



Kelsey L. Welliver
Rochester, N.Y.
Mary Kay
National Area

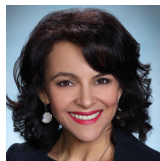


HONORS SOCIETY

SOCIEDAD DE HONOR

December/Diciembre 2017

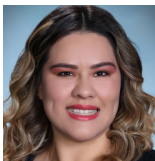
Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./
Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final de su decimosegundo mes posterior a su fecha de debut.



Sonia R. Castellanos
Bayville, N.Y.
R. Shahín Area



Elizabeth A.
Cole-Preyer
Oakland, Calif.
C. Harris Earl Area



Cindy Diaz
Old Bethpage, N.Y.
E. Diaz Area



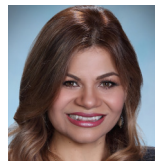
Cecilia Estrada
Ontario, Calif.
Mary Kay
National Area



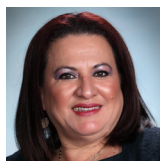
Hanna D. Hostetler
Lexington, Ky.
Mary Kay
National Area



Letty Mellor
Kissimmee, Fla.
M. Lopez Area



Beatriz Montes
Anderson
South Lyon, Mich.
N. Jaimes Area



Maria G. Romero
Hicksville, N.Y.
E. Diaz Area



Elisa Suarez
Kissimmee, Fla.
B. Ramirez Area



Kelsey L. Welliver
Rochester, N.Y.
Mary Kay
National Area



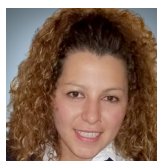
- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked./
Los anillos se muestran encimados.

FABULOUS 50s

FABULOSOS 50

June/Junio 2018

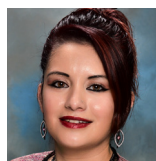
Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the third month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



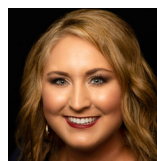
Milagro Cortez
Jasper, Ind.
Y. Pupo Area



Yanet Lopez
West Miami, Fla.
Y. Pupo Area



Nereyda Miranda
Newport, N.C.
N. Jaimes Area



Krista K. Prouty
Bryant, S.D.
Mary Kay
National Area

Not pictured/Sin foto: *Mattie E. Conley*, Richmond, Ky., *Mary Kay National Area*; *Yulis Mota Martinez*, Bronx, N.Y., *G. Rodriguez-Oriola Area*; *Eusebia Ramirez*, Hilton Head, S.C., *S. Páez Area*; *Cheryl L. Reynon*, Enumclaw, Wash., *S. Wallace Area*; *Geceni Serrano*, Jasper, Ind., *Y. Pupo Area*.

ON THE MOVE

EN ACCIÓN

October/Octubre 2018

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Angela M. Arreses
Dora D. Calderon Cortez

Debbie L. Gamblian



NOTHING HAPPENS UNTIL SOMEONE SELLS SOMETHING./ NADA PASA HASTA QUE ALGUIEN VENDE ALGO.

Mary Kay

FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

December/Diciembre 2018

Independent Beauty Consultants who added at least three active new personal team members during December./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en diciembre.

Guadalupe Acosta
Blanca Arevalo
Yessica M. Arias
Daphne Arvie-Sias
Yudit Avila
Rocio D. Aybar Rodriguez
Suzann R. Becnel
Dianelys Borges
Mary Bradford
Erika K. Bumgardner
Rocio Canizares
Liliana Q. Carmen
Blanca A. Cervantes
Debbie L. Coleman
Agueda Cordero
Rosa M. Del Valle
Hilda Delgado
Toni M. Dossantos
Diane R. Duvall
Renee A. Dwyer
Kaylee Ebert
Marisela Fernandez

Erlinda Garcia
Karen J. Garcia
Arlene B. Garnett
Johana G. Gonzalez
Selena E. Gonzalez
Debra L. Hamilton
Nicole R. Hampsher
Barbara A. Harrell
Sarai Holguin
Tiffany E. Hooper
Precious Jones
Mckenzie Keeney
Abby M. Lack Sweeney
Ismay Lopez
Shelvy G. Manning
Minnie Marshall
Greysy Menjivar
Traci M. Morgan
Pricineli Mosqueda
Lissette Nieves
Rosa Ontaneda
Noemi Pena

Red Jackets, cont.

Adrianna Perez
Bianca M. Pirela
Emma R. Pressman
Cheryl L. Render
Lissette Rico
Martha Rivera
Tamara S. Rogers
Erika Rosado Torres
Terri Sallee

Lori A. Slaughter
Jaynee L. Smith
Nichole D. Thompson
Jill M. Trapp
Dorothy O. Tyler
Maureen M. Weeks
Joleen L. Weller
Renee D. Young



GRAND ACHIEVERS

GRAN GANADORAS

December qualifiers/Calificadas en diciembre 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure." / Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*®.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Janelle Alderfer*
Nelis Amaya*
Elena Arellano
Angela M. Arreses

Taneshia A. Bain
Martina Bautista
Wendy L. Blake Cutler
Kelsie L. Campbell
Ada Collazo
Olga Cuzco
Cassandra K. DeJong*

Grand Achiever, cont.

Maria Delgado*
Karen B. DiNardo
Reginalda Estevez Hernandez
Andrea T. Farris*
Maria D. Flores
Joanne Gardner
Karla Glez ortiz
Marilyn Gonzalez
Trish Goodin-Yard
Oledeisy Hernandez Exposito
Alina Hiraldo
Sharon L. Kramer
Lenny Liegl*
Carmela A. Maes*
Johanna McDougall
Kathleen L. Nutt
Evangeline Ochoa
Nicole Perhala
Yusmary Piotrowski
Adriana C. Ramirez

Delia M. Ramirez
Maria E. Reyes Taveras
Amy Rhyne
Angela K. Rimington
Monique P. Starks
Trudy Swenson*
Sylvia A. Tapia
Rebekah Thomas
Florence R. Todd*
Carmen Trinidad Guzman
Vicki A. Wallace
April T. Woods

CONSULTANTS/ CONSULTORAS

Barbara M. Gonzalez
Nidia Moreno
Myrna P. Rodriguez
* Denotes requalified driver.
* Denota conductora
recalificada.

13% CLUB CLUB DEL 13%

December/Diciembre 2018

The top 25 independent sales force members in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during December./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en diciembre.

EMERALD/ESMERALDA

Imalay N. Trocel Perez*	\$1,845	Antonia Miranda*	1,102	Melissa M. Wilson*	1,007
Usman Akram, G. Mak Unit	1,810	Nora Dominguez*	1,091	Nicole M. Bartel*	1,006
Karla Glez ortiz*	1,364	Kim Williams*	1,070	Heather Wickstrom*	991
Nidia Moreno, H. Moreno Unit	1,324	Michelle A. Cunningham*	1,052	Brenda Stafford*	977
Jodi Van Leeuwen*	1,258	Adrianne C. Manning*	1,049	Bridgett L. Moore*	971
Kendri E. Burkett*	1,253	Sallie K. Brown*	1,033		
Pam Kelly*	1,215	Elsi Coto*	1,032		
Ashley N. Clinesmith*	1,162	Elsa Abdelrahim*	1,030		
Leanne Parrino-Pheasant*	1,130	Evelyn Nail*	1,027		
Linda J. Wicks*	1,114	Maria T. Hernandez*	1,019		

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.



GOLD MEDALS MEDALLAS DE ORO

December/Diciembre 2018

Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

74 GOLD MEDALS

Ana V. De Leon* 5

70 GOLD MEDALS

Juana Vega* 6

64 GOLD MEDALS

Leanne Parrino-Pheasant* 8

58 GOLD MEDALS

Greyyes Lutzow* 8

Kennethea Shuford Wright* 5

56 GOLD MEDALS

Maria Leonor Celaya Olmos* 6

50 GOLD MEDALS

Margaret Meggison* 5

49 GOLD MEDALS

Jacqueline D. Moore* 6

41 GOLD MEDALS

Magda Oros* 5

38 GOLD MEDALS

Lorena M. Arce* 5

37 GOLD MEDALS

Salome Rangel* 5

35 GOLD MEDALS

Deborah P. Battle, B. Niemeier Unit 5

33 GOLD MEDALS

Maria T. Hernandez* 11

31 GOLD MEDALS

Cynthia S. Eichelberger* 5

29 GOLD MEDALS

Yassmin Alvarado* 5

26 GOLD MEDALS

Ana Barros* 5

24 GOLD MEDALS

Dierma F. Arias* 5

Evelyn Nail* 7

21 GOLD MEDALS

Hilda T. Vazquez* 5

20 GOLD MEDALS

Katy Goldstein* 6

19 GOLD MEDALS

Wanda Y. Gonell* 12

Sarah L. Scinta* 5

Lisa E. Taylor* 5

15 GOLD MEDALS

Juany Aguiar* 6

Sallie K. Brown* 7

Martha Centeno* 5

14 GOLD MEDALS

Erin J. Antroinen* 5

Sabina Nunez* 5

13 GOLD MEDALS

Maria Delgado* 6

12 GOLD MEDALS

Leticia Brito Trujillo* 5

Adrianne C. Manning* 13

11 GOLD MEDALS

Mónica P. Coba* 6

Heather D. Higgs* 5

9 GOLD MEDALS

Tamela D. Fugler* 10

8 GOLD MEDALS

Gisela Alvarez* 8

Magnolia Isusi* 5

Imalay N. Trocel Perez* 11

7 GOLD MEDALS

Marcia Finkel* 6

Nicola A. Folina, A. Doller Unit 5

6 GOLD MEDALS

Yolunda J. Jester* 12

Marcela Soto* 11

Florence R. Todd* 5

5 GOLD MEDALS

Tonya D. Benberry* 7

Cindy M. Bezinque* 8

Sandra Kay Conner* 9

Reginalda Estevez Hernandez* 5

Reina I. Gomez, M. Silva Unit 6

Yaniris Lozada* 5

Eugenia Zacarias* 10

4 GOLD MEDALS

Mabel Bolufe* 5

Gloria Hernandez* 5

Yamileth Moreno* 6

Myrna P. Rodriguez, D. Bello Unit 10

Denise D. Roland, L. Chisholm Unit 5

3 GOLD MEDALS

Maria T. Bernal, S. Bonilla Unit 6

Brianna M. Giorno, T. West-Murrian Unit 6

Shelby M. Ikeda* 5

Nidia Moreno, H. Moreno Unit 5

Erica P. Renteria, Y. Alvarado Unit 7

Maria I. Rivera* 5

Yuserdy Salva, A. Collazo Unit 10

Brittany K. Treuer* 6

Elsa Abdelrahim* 5

Karina Burgoin, L. Abadia Carranza Unit 7

Marlene Bustamante, R. Umana Unit 9

Barbara M. Gonzalez, Y. Moll Unit 9

Cynthia A. Hovanec, B. Kelly Unit 5

Jayne A. Marion, D. Allison Unit 10

Aylema Munoz, I. Fuentes Unit 5

Betty Jo OBrien, B. Sufrin Unit 5

Ashley N. Okafor, M. Rankin Unit 5

Christel Perkins, S. Wallace Unit 5

Dennis Y. Roman* 8

Maria I. Sarria, A. Miranda Unit 10

Carmen Trinidad Guzman* 7

Yernys Valdespino, Y. Lopez Unit 5

1 GOLD MEDAL

Maria G. Bianchi, D. Velez Unit 6

Angelica M. Bravo Medina, A. Dubront Pinto Unit 5

Rena Butler, D. Coby Unit 6

Teresa Elliott, C. Lewis Unit 7

Alisha C. Gadson, A. Hatheway Unit 7

Karen I. Kohan, G. Banks Unit 5

Maria Leal* 8

Amanda Ramos, J. Haislip-Breen Unit 5

Argelia Velazco, A. Mendoza Unit 8

Lyndsey Whitney, B. Furniss Unit 6

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

MEET YOUR NSDS CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click **“Meet Your NSDs”** under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en **“Conoce a tus DNVs”** bajo el separador “Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?



ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

December/Diciembre 2018

The top 100 Independent Sales Directors in each Seminar area based on their December 2018 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de diciembre de 2018.

SAPPHIRE/ZAFIRO

Jordan Eicher	\$87,235
Elizabeth J. Carlson	65,885
Katherine L. Longley	65,690
Lady Ruth Brown	57,471
Cheri L. Taylor	56,223
Debbie A. Weld	56,171
Ann W. Sherman	56,164
Vicki Piccirilli	55,588
Casie Hembree	55,028
Tinia W. Campbell	
Piardi	54,771
Julie Neal	53,748
Susan T. Boothe	53,435
Randi Stevens	52,732
Kelly I. Brock	52,418
Laura M. Villalpando	52,272
Tehrie Ned	51,909
Linda Meier	51,066
Fraida M. Klein	50,202
Dolores Keller	50,159
Lafreda D. Williams	49,870
Ileana P. Castro	48,009
Jessica Holzbach	47,930
Michele M. Armes	47,844
Jamie L. Lawrence	46,154
Robyn S. Cartmill	46,031
Tracy Foltz	46,007
Nocona L. Koenig	45,920
Tracy Potter	45,726
Jennifer Levitt	45,315
Debra L. Wallace	45,267
Bonnie Crumrin	44,410
Keita Powell	44,019
Linda H. Rowsey	43,532
Isela M. Martinez	42,917
Moleda G. Dailey	42,803
Charlene Grubbs	42,024
Anita R. Rabelo	41,840
Miranda Kantor	41,803
Jennifer G. Bouse	41,747
Marni M. Hendricks	41,577
Cynthia S. Sheppa	41,547
Jenan W. Wood	41,546
Mary K. White	41,377
Sandra Zuniga	41,197
Beth H. Williamson	40,714
Joli A. Dockery	40,479
Peggy Matish	40,463
Epsie J. Elmer	40,348
Kristi M. Anderson	40,267
Kivian Diaz-Harris	40,133
Christina N. Newsome	39,984
Michele Cobin	39,800
Carol Lee Johnson	39,660
Christine M. Jessee	39,481
Reyna V. Alvarado	
Rivera	39,460
Carmen B. Jones	39,407
Heather L. Bohlinger	39,143
Joyce A. Newell	39,073
Nedra White Wartham	38,878
Penny J. Jackson	38,671
Beth T. May	38,441
Maria Claxton-Taylor	38,132
Linne' Lane	37,775
Debbie P. Roberts	37,345
Suzanne Tripp-Black	36,999
Michelle M. Gainer-	
Stripe	36,851
Cindy Harness	36,825
Marie E. Vlamincik	36,230
Shirley Jenkins	36,074
Cyccelia D. Matthews	36,040
Jodi L. Feller	35,981

Kayla T. Cornish	35,861
Beth S. Austin	35,771
Jeanette M. Thompson	35,720
Stephanie L. Lenard	35,671
Tracey F. Hedrick	
Lassiter	35,623
Ruby Garner	35,560
Julie B. Sapp	35,460
Linda A. Holmquist	35,412
Natalie Cargile	35,325
Kimberly Leigh Moore	35,266
Shelley Bottiaux	35,253
Jeni Tjelle	34,987
Kaye Yuen	34,853
Kathy Lee	34,844
Karen Ponce	34,809
Erika D. Hulm	34,685
Petrie L. Huffman	34,645
Doris M. Quackenbush	34,559
Linda A. Jones	34,232
Karla R. Plantan	34,061
Laurieann Barclay	33,898
Robin S. Moody	33,732
Kristen M. Christen	33,723
Leah P. Cade	33,712
Candace N. Holte	33,583
Kim Tarbet Munoz	33,561
Laura Poling	33,316
Melina Emans	33,294
Patty Webster	33,144

EMERALD/ESMERALDA

Nancy Boucher	\$93,530
Stacy D. Foust	78,626
Maggie Rader	63,700
Doreen Stevens	63,014
Melinda M. Balling	61,438
Stacey Craft	60,724
Katy Goldstein	60,168
Ginny B. O'Kain	59,299
Mary Strauss	53,855
Ebon Osaze	53,212
Delores E. Black	52,790
Tina M. Dees	50,785
Nicole L. McDaniel	50,495
Jill Beckstedt	50,340
Hollie R. Sherrick	50,202
Bridgett L. Moore	48,713
Jennifer A. Enloe	48,688
Michele S. Rankin	48,212
Brenda Stafford	47,942
Janice B. Hull	47,208
Joslyn Eaton	46,305
Debra Allison	46,063
Phyllis I. Pinksier	46,062
Jo M. Cotton	45,249
Leslie M. McKinney-	
Smith	44,481
Carrie Bloink	44,101
Hillary Millard-Briggs	43,341
Shauna L. Abbotts	42,936
Ashley N. Clinesmith	42,819
Cindy Anderson	42,777
Jennifer L. Besecker	42,682
Diane K. Autry	42,477
Sally Moreno	42,013
Deanna L. Spillman	41,943
Kendri E. Burkett	41,333
Tammy West-Murrian	41,293
Breanne Sufrin	41,257
Menina M. Givens	40,327
Joanna Helton	39,919
Amber D. Campbell	39,394
Chris H. Teague	38,664
Yanet Lopez	38,660

Imalay N. Trocel Perez	38,322
Sheri Farrar-Meyer	38,011
Shawna D. Schneider	37,979
LaKeshia M. Chisholm	37,967
Hilda L. Moreno	37,916
Krista Erdmann	37,757
Leanne Parrino-	
Pheasant	37,542
Kijuana R. McKinnie	37,254
Jill A. McCoy	37,147
Dawn Wilson	36,983
Amber L. Towne-	
Geehan	36,136
Elsi Coto	36,101
Gloria Mak	35,871
Jacquelyn Dykstra	35,704
Audrey J. Doller	35,508
Dawn Coby	35,442
Deirdre L. Eschazier	35,349
Christine D. Barrueco	35,327
Michelle M. Dominiak	35,318
Jodi Van Leeuwen	35,309
Rosy G. Acevedo	35,227
Denise G. Kucharski	35,148
Kim I. Bessey	35,101
Mary-Beth Anderson	35,060
Kenna L. Ervin	35,053
Carol M. Fulton	35,037
Betty McKendry	34,962
Linda Berglund	34,541
Jean McMackin	34,360
Kathleen L. Holmberg-	
Botelho	34,348
Anna M. Rowe	34,286
Becky Niemeier	34,154
Cristina Y. Baez	34,059
Pam Kelly	34,018
Antonia Miranda	34,001
Sahily Cruz	33,955
Linda Klein	33,707
Sandra Tatzter	33,692
Elva Jordan	33,684
Olayinka K. Adegbayi	33,655
Susan C. Manocchio	33,610
Tammy Steele	33,425
Linda J. Wicks	33,352
Kimbi L. Bartik	33,270
Margaret Neill	33,213
Heather Wickstrom	33,080
Evelyn Nail	32,796
Ann F. Smith	32,773
Brenda L. Wilbur	32,567
Marie Pfarr	32,566
Richelle V. Barnes	32,533
Kathryn L. Engstrom	32,360
Connie L. Young	32,358
Karen E. Ridle	32,348
Melissa M. Wilson	32,278
Dawn M. Starr	32,276
Joyce Recenello	
Armfield	32,048
Anna M. Semples	32,014

DIAMOND/DIAMANTE

Amy Kemp	\$87,864
Paula Kelsch	67,516
Tawnya Krempges	65,029
Cindy Machado-	
Flippen	63,828
Alicia Borkowska	62,022
Marsha Morrisette	60,626
Maureen E. Gordon	59,852
Megan E. MacDowall	59,726
Kelly Willer-Johnson	59,010
Mileta K. Kinser	57,353
Sylvia L. Martinez	57,186

Crystal D. Gardner	57,183
Susan M. McCoy	56,749
Kim A. Messmer	55,790
Priscilla McPheeters	55,711
Mary Kathryn King	55,364
Gerri Anne Morris	55,131
Joy H. Rentz	52,467
Katsiaryna Pratasenia	51,736
Karime Rosas	51,114
Mary P. Creech	50,302
Suzanne T. Young	48,962
Donna K. Smith	48,130
Emily Franks	47,334
Christina L. Frantz	46,847
Christi G. Campbell	46,125
LeAnne Brown	45,307
Maria Sanchez	44,908
Sharon B. Carney-	
Wright	44,786
Kelly K. Johnsrud	44,729
Lacey L. Bradford	44,598
Britt N. Burke	44,114
Allison Piro	43,839
Mariann Biase Mason	43,794
Anne Geertsen	43,646
Denise M. Cadenhead	43,089
Celeste Byrd	42,922
Deborah S. Bailye	42,808
Blythe J. Egbert	42,805
Faith A. Gladding	42,598
Marty T. Wynn	42,597
Audrey K. MacDowall	42,514
Billie Gillespie	41,222
Patricia Carr	41,206
Pat Joos	41,191
Megan N. Wilkes	40,955
Ellen Ezekiel	40,782
Grace N. Lemke	40,582
Kathy R. Bullard	39,884
Claudia Chavez	39,814
Heather M. Julson	39,360
Christy Bigham	39,349
Sherrie C. Purvis	39,035
Julie Schlundt	38,549
Linda T. Cartiglia	38,536
Patty Y. Rovano	38,088
Shelly Palen	38,033
Jan Geig	37,867
Alicia Kingrey-Lokai	37,430
Sandy Griffith	37,380
Anita Ruffin	37,341
Ashley S. Orr	37,209
Terri J. Beckstead	36,858
Nicki R. Hill	36,842
Karen M. Bonura	36,687
Nadine Bowers	36,566
Angela J. Fry	36,462
Stephanie A. Mottaz	36,368
Cindy S. Kriner	36,354
Irene Korobov	36,233
Connie L. Russo	36,010
Susie Moore	35,879
Cheryl A. Searcy	35,813
Michelle Cape	35,623
Rita M. Krause	35,510
Nancy F. Castro	35,383
Amy Zanto	34,908
Barbara E. Roehrig	34,890
Deborah Dudas	34,840
Sehidy Madrigal	34,545
Susie Kopacz	34,501
Jil Johnson	34,226
Amy Zietlow	33,945
Mary G. Gronholz	33,412
Helen M. Harlow	32,913

Nancy Lewen	32,392
Nancy M. Polish	32,373
Paula Grabau-Friedt	32,289
Linda J. Bergerson	32,174
Terri Lewis	32,144
Joan M. Farrell	32,087
Lois R. Humbert	32,059
Tammy I. Hare	32,053
Tanya L. Satcher	31,870
Rhonda Kambeitz	31,860
Gena Prince	31,780
Pat A. Nuzzi	31,732
Denise R. Pettet	31,684
Kayla A. Holliday-	
Lamar	31,673
Jenny Siemonsma	31,609

RUBY/RUBÍ

Donna Clark-	
Driscoll	\$69,390
Kali DeBlander	
Brigham	65,156
Lisa Anne Harmon	63,306
Krystal D. Downey-	
Shada	63,300
Kaela L. Steinman	61,308
Tassiyane Assis	61,239
Laurie T. Plyler	60,908
Paula M. Kirkpatrick	60,899
Thessy N.	
Nwachukwu	57,531
Sherri Ammons	57,302
Diane K. Lundgren	56,784
Heather A. Daniel-	
Kent	56,268
Lisa Hansen	56,172
Suzanne Moeller	56,012
Cleta Colson-Eyre	55,746
Randi S. Gleason	54,152
Susan C. Ehrnstrom	53,072
Susan Moore	53,070
Alice R. George	51,875
Sonya F. Goins	51,516
Tamarie M. Bradford	50,280
Maureen Shipp	50,250
Ryan A. Rives	49,769
Gloria Moreno	
Medrano	49,417
Lauren N. Bloomer	48,039
Amy C. Schule	47,946
Laura V. Middleton	47,504
Patti Cornell	46,017
Mary A. Dell	45,858
Marsha Mings	44,927
Tshanna C. Diggan	44,842
Stephanie L. Coker	44,712
Jordan Twilley	44,264
Debbie A. Elbrecht	43,704
Lisa V. Bauer	43,140
Ana P. Farrell	42,624
Natalyn R. Slaughter	42,398
Luz A. Perez	42,288
Ginger J. Benedict	42,261
Patti Maxwell	41,714
Barbara Baty	41,473
Sylvia T. Barritt	41,457
Laura L. Waters	

Vazquez	41,424
Terry Thole	41,422
Brenda Fenner	41,178
Christy M. Cox	40,979
Stephanie Audino	40,807
Nicole Medjesky-	
Dixon	40,527
Pamela J. Sparks	40,460
Kelley L. Valerio	40,232
Candace L.	
Doverspike	40,072
Elizabeth A. Kramer	40,071
Pat Z. Allen	40,055
Jenna M. Larson	39,713
Stacey P. Nelson	39,549
Rose Campbell	39,169
Marnie R. Yunger	39,146
Marye Durrer	39,014
Laurie C. Cole	38,963
Judie Roman	38,656
Patty L. Bojan	38,536
Angeline Nchako	
Njamfa	38,154
Heather C. Feiring	37,866
Maricarmen	
Gonzalez	37,800
Becky Goshorn	37,693
Chick Stamschror	37,566
Melinda E. Nash-Bell	37,360
Taryn J. Sneed	37,341
Nancy N. Danley	36,830
Faye Shaw Jenkins	36,626
Reina Murcia	36,375
Elvia Cordova	36,349
Kimberly Burhoop	36,291
Vicki O'Bannon	35,621
Michelle L. Sanders	35,323
Pamela S.	
Wedekemper	35,270
Theresa Sellers	35,103
Jeanie K. Navrkal	35,065
Amie Christly	35,022
Barbara L. Harrison	35,000
Eusebia Bonilla	34,945
Marie A. Harbord	34,728
Charlotte Mantooth	34,649
Christy H. Dunn	34,587
Ana L. Sendir	34,530
Mary L. Morgan	34,418
Lisa D. Prescott	34,238
Barbara Pleet	34,155
Tammy Brown	34,108
Jennifer L. Albertini	34,072
Cherie L. Smith	34,021
Crystal C. Hubbard	33,420
Uchechi A. Emeruwa	33,394
Karen E. Gardner	32,787
Rachel P. Kellogg	32,740
Laura A.	
Kattenbraker	32,431
Nola Beckley	32,345
Tracey L. Chavez	31,891
Jan M. Moses	31,867
Jordan R. Litherland	31,853

WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTE A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay

PEARL STARS

ESTRELLAS PERLA

December/Diciembre 2018

Independent Sales Directors and Independent Beauty Consultants who had a minimum of 4,800 in Star Consultant contest credit during the fourth quarter. /Directoras de Ventas y Consultoras de Belleza Independientes que lograron un crédito de concurso mínimo de 4,800 de Consultora Estrella durante el cuarto trimestre.



Shauna L. Abbotts	Monica H. Barnes	Josephine Broussard	Michelle S. Clodfelter-Elrod	Tracy R. Eck	Heather K. Gieson-Cowman	Imelda Hernandez
Elsa Abdelrahim	Richelle V. Barnes	D'Anna Brown	Mary A. Clover	Nikki H. Edgemon	Kristin M. Giffin	Julie K. Hernandez
Jacki L. Abraham	Robyn K. Barnwell	Jane E. Brown	Mónica P. Coba	Shelly E. Ehler	Mari E. Gifford	Laura Hernandez
Rosy G. Acevedo	Margaret E. Baros	Stephanie Brown	Mary L. Cole	Tammy M. Ehrett	Brianna M. Giorno	Margarita Hernandez
Connie M. Ackroyd	Hilcias Barrios	Mariam L. Bruce-Wicks	Milondra B. Coleman	Cynthia S. Eichelberger	Olga C. Giraldo	Maria Hernandez
Kenettia A. Adams	Brenda J. Barrow	Erika Brunner	Jodie Collins	Pamela L. Eikamp	Sue Godec	Maria T. Hernandez
Sherrie D. Adams	Christine D. Barrueco	Darlene Bryan	Amy Colon	Pablo A. Eladio	Katy Goldstein	Mirian Hernandez
Olayinka K. Adegbayi	Nicole M. Bartell	Connie S. Burch	Linda Conner	Kathryn L. Engstrom	Reina I. Gomez	Yolanda Hernandez
Allison L. Adkins	Rita J. Barthel	Daretta S. Burdell	Lisa M. Conner	Sara Erb	Maria I. Gomez Portillo	Israel Hernandez Arias
Stella S. Aggor	Kimbi L. Bartik	Stefanie L. Burgess	Donna M. Cook	Kenna L. Ervin	Marleny Gonzales	Zoila M. Herrera
Yesenia Agüero	Linda K. Baublitz	Karina Burgoin	Vilma L. Corado	Deirdre L. Eschazier	Lizeth Gonzalez	Suzanne L. Herring
Juany Aguiar	Jeanette J. Baughman	Kendri E. Burkett	Shawn K. Corridor	Elda Escobar	Maria S. Gonzalez	Jayne Heying-Bilka
Sonia M. Aguilar	Christine Becher	Alyce Burnett	Felicitas Cortez	Leilani N. Esmond	Rosa Gonzalez	Anne R. High
Yulitza M. Aguirre	Amy R. Becraft	Shazmynn S. Burnette	Yanira C. Cortez	Migdelia Espitia	Sonia E. Gonzalez	Traci Hill
Lorna M. Agüon	Laura M. Bedore	Maggie Butcher	Elsi Coto	Reginalda Estevez Hernandez	Alejandrina Gonzalez Garcia	Haley F. Hill-Brannen
Kathy Ahlwardt	Judith Beede	Audrey T. Butler	Jo M. Cotton	Cecilia Estrada	Trish Goodin-Yard	Carmen Hinostroza
Sufian Akram	Sherry L. Belisle	Grace M. Butler	Bakir J. Coulter	Adriana G. Fajet	Gail Gorry	Frances K. Hite
Usman Akram	Molly Bellmont	Manon Butler-Levesque	Marlise Counsellor	Jacqueline Farmer	Nancy M. Gowan	Tracy M. Hmura
Amy M. Alber	Alma Beltran	Ashley C. Butler	Amy L. Coursey	Sandy J. Farmer	Kristi Goynes	Lisa C. Hobbs
Ursula Albury	Tonya D. Benberry	Alexia Caceres	Penny Coy	Lauren M. Farris	Andrea L. Gracyalny	Joyce C. Hodge
Janelle Alderfer	Bethany A. Benenati	Brendaliz Cajigas	Ashlee C. Crook	Kitty Fasbender	Hilaria Granados	Lin M. Hoff
Maria C. Aleman	Patty Bennett	Sara Calderon	Stacy L. Crowley	Marie E. Felis	Tiffany M. Graves	Sage M. Hoffman
Delmy A. Aleman	Sindy Berganza	Dora D. Calderon Cortez	Alfredo Cruz	Marelin Fernandez	Diane D. Holden	Amanda L. Hoffmann
Membrano	Kelly A. Bergquist	Mirna N. Calderon-Caballero	Anita K. Cunningham	Marie E. Ferriolo	Sarah A. Gray	Laura H. Holland
Yvette Alexander	Nancy A. Berlin	Maggie R. Calhoun	Susan R. Cunningham	Paige E. Ferriss-Humphrey	Evelyn T. Greaux	Jodi L. Holley
Diana A. Aliberti	Maria T. Bernal	Maria M. Calle	Olga Cuzco	Amy L. Fields	Anita Greenhawk	Rachelle Holloway
Julie K. Alkire	Rachel B. Berner	Amber D. Campbell	Maria Da Corte	Michelle Figueroa	Lizi M. Gregory	Kathleen L. Holmberg-Botelho
Anzar Allahditta	Robbie W. Berry	Kelsie L. Campbell	Joan C. Daniels	Marcia Finkel	Angela I. Gribble	Tammy Holt
Barbara Allen-Rosser	Brenda L. Berson-Warren	Patricia A. Campbell	Shelley Daniels	Taunya M. Finley	Vickie R. Griffiths	Cheryl L. Honesty
Karen A. Allenbrand	Tracy N. Bertolino	Maritza Canales	Dona A. Davenport	Tandy Fischer	Angel Guerra	Carolyne K. Hopper
Debra Allison	Jennifer L. Besecker	Valerie Cancellieri	Adlene J. Davila	Christy A. Flater	Ofelia Guerrero	Tonya L. Hornback
Wuendy I. Almandarez	Cindy M. Bezinque	Isidra Cano	Frances E. Davis	Jennifer L. Fleming	Judith P. Guild	Tonya Horton
Rhonda R. Alston	Maria G. Bianchi	Margaret P. Caplow	Jill D. Davis	Grusheska W. Flores	Jo A. Gulvas	Stacy M. Houy
Yassmin Alvarado	Mercy N. Bieni	Carrie S. Carille	Jamie Davison	Maria D. Flores	Gerri L. Gurreri	Denise M. Guthrie
Gisela Alvarez	Sheree L. Bigge	Jessica J. Carlson	Eneida De la Cruz	Maria Flores	Julia Gutierrez	Denise M. Guthrie
Dixy R. Alvarez Hernandez	Leah L. Bilancione	Susan G. Carmichael	Jenny De la Cruz	Veronica Flores	Misty D. Guyre	Julia Gutierrez
Karin Ambur	Carrie D. Bilby	Allyson M. Carothers	Dolores De La Cuesta	Vicenta Flores	Vanessa E. Guzman Guerrero	Ofelia Guerrero
Perlitia Ancheta	Dawn Bill	Brittany Carr	Patricia De La Fuente	Erika Fonseca	Becki Hackett	Stephanie Haden
Mallory Anderko	Tracy D. Birdwhistell	Carol A. Carson	Ana V. De Leon	Farrak L. Fontaine	Vicki Hagberg	Jennifer Haislip-Breen
Cheryl T. Anderson	Carolyn J. Bishop	Teresa M. Carson	Katia L. De Sousa Lima	Stephanie Forbes	Diane Hale	Cecilia M. Halecki
Cindy Anderson	Jean E. Bishop	Bridgette R. Carstens	Laura DeBadts	Irvine K. Foster	Mia Hall	Katherine A. Hamiter
Dori Anderson	Yvette Black	Cathy Carter	Marthanne Dedrick	Stacy D. Foust	Jacqueline U. Hall/Williams	Leslie E. Hanks Panfili
Mary-Beth Anderson	Stephanie H. Blake	Mark E. Carter	Nancy L. DeFina	Janet L. Francis	Katherine A. Hamiter	Leslie E. Hanks Panfili
Susan D. Anderson	Wendy L. Blake Cutler	Linda K. Casey	Felicia Del Rosario	Lesa R. Franken	Julia Gutierrez	Julia Gutierrez
Kim Andrepoint	Kelly Blizzard	Anna R. Casteel	Cristina Delgado	Vivian Fredrick-Dean	Misty D. Guyre	Vanessa E. Guzman Guerrero
Esther Andrews	Carrie Bloink	Ana D. Castellon	Maria Delgado	Lindsay E. Freisthler	Becki Hackett	Stephanie Haden
Lorena M. Arce	Betty J. Blum	Stephanie D. Castro	Raquel I. Delgado	Rouay Fries	Vicki Hagberg	Jennifer Haislip-Breen
Maritza Arce	Celia R. Bobadilla	Anllely Castro De Santos	Sulma Y. Delgado	Ilina Fuentes	Diane Hale	Cecilia M. Halecki
Irma Arce de Contreras	Teresa Bolden	Josiepha J. Caughlin	Carlee Derrick	Farrah L. Fontaine	Mia Hall	Katherine A. Hamiter
DeeDee J. Arcuri	J.L. Bolton	Susana Cedenio Rijo	Jeanna Desmond	Paige M. Fuller	Jacqueline U. Hall/Williams	Leslie E. Hanks Panfili
Elena Arellano	Mabel Bolufe	Maria Leonor Celaya Olmos	Audrey L. Detesco-Nickell	Stephanie Fullington	Katherine A. Hamiter	Leslie E. Hanks Panfili
Maria Arguelles	Gail Boorum	Susan H. Celi	Cindy Diaz	Amber Fussell Knorr	Julia Gutierrez	Julia Gutierrez
Clara Y. Argueta	Dianelys Borges	Juana Cerda-Ruiz	Wynne DiGrassie	Otilia Galaviz	Tammie M. Hanson	Haylee M. Hardin
Lorena Armenta	Pamela J. Borghesani	Yaneth Cerritos	Kelley Dingens	Makayla C. Gallagher	Haylee M. Hardin	Kristan D. Hardister
Dawn W. Arnold	Pam Boudreau	Cynthia E. Chandler	Jeanette A. Dini	Kara Gallup	Movita C. Harrisingh	Faye Harrison
Sara Arnold	Elizabeth Bowden	Yvette E. Chase-Batts	Audrey J. Doller	Debbie L. Gamblian	Jennifer E. Harrison	Jennifer E. Harrison
Jeri-Lynn Arocho	Shanna D. Bowser	Linda S. Chasten	Nora Dominguez	Esthela Garcia	Jessica J. Harsh	Reaunetta Hatcher
Angela M. Arreses	Marla Bradfield	Lourdes Chavez	Graciela Dominguez Jarquin	Janeth Garcia	Reaunetta Hatcher	Delores A. Hawk
Ma Socorro Arriaga Gomez	Stacey L. Bradshaw	Paula A. Chavez	Sierra L. Dominiak	Noemi R. Garcia	Delores A. Hawk	Lori A. Hawthorne
Maricel Ascutnar	Alison Brady	Tina Chavez	Toni M. Dossantos	Renee R. Garcia	Ruby L. Haynes	Julia R. Hayward
Katie L. Ashby	Jean E. Brady	Gloria H. Cheever	Bethany B. Drew	Roseann Garcia	Julia R. Hayward	Jewel Hayworth
Laura Austrin	Charl Bragg	Allison M. Cheney	Roxanne Dube	Danniellys Garcia Santana	Betty R. Head	Beverly Head
Sonia C. Avitia	Stephanie M. Brandt	Sheri K. Cheney	Arellys M. Dubront Pinto	Gloria Gardner	Jennifer R. Headrick	Tara L. Hebert
Christine Azevedo	Angelica M. Bravo Medina	LaKeshia M. Chisholm	Melissa C. Duker	Joanne Gardner	Tara L. Hebert	Michele A. Heffler
Cristina Y. Baez	Christina L. Breckel	Cary B. Choate	Mary beth Dulin	Vikki Gatke	Michele A. Heffler	Alda E. Henriquez
Marie Baez Vicente	Claudibel R. Briceno	Yineiki Ciprian	Elvia Duran	Elaine M. Gauvreau	Alda E. Henriquez	Kim Henry
Maria I. Bahena	Portillo	Jennifer M. Clapsaddle	Maria E. Duran-Aguirre	Jean M. Geary	Kim Henry	Kirsis Herasme
Taneshia A. Bain	Rosanna M. Briceno Sanchez	Carol Clark	Monique Dure-Marcy	Jane Geen	Kirsis Herasme	Adriana Hernandez
Roseanne Bair	Teresa Brito Javier	Regina M. Clark	Carley R. Durkin	Christine Gerhardt	Adriana Hernandez	
Debbie A. Baker	Gloria A. Brooks	Ashley N. Clinesmith	Jacquelyn Dykstra	Judy Gieson		
Natalie K. Ballard						
Nancy Jo Baratti						

Pearl Stars, cont.

Michele J. Jordan
 Kristie M. Jorgensen
 Gilberte P. Joseph
 Xiomara Juliao
 Linda Juro
 Brooke Kaberline
 Vicki L. Kane
 Amy N. Kanka
 Mary L. Kaster
 Shannon Kaye
 Adrienne P. Keeler
 Vanessa P. Keeler
 Amber N. Kelly
 Amie E. Kelly
 Pam Kelly
 Debra Kelly-McGill
 Shari Kendall
 Lisa J. Kensler
 J'Amey L. Kent
 Heidi M. Khalailah
 Cathy G. King
 Jordan K. King
 Linda Klein
 Terri Klement-Flusche
 Cristal L. Kludt
 Marilyn Knapp-walko
 Diane L. Kobayashi
 Olivia M. Kobayashi
 Leslie M. Kocavar
 Jerry L. Koedyker
 Sarah A. Kolberg
 Vida K. Koranteng
 Sherry Kostner
 Maria C. Krieser
 Dianne Kring
 Gwen L. Krohn
 Sheri L. Krumm
 Jo Ann Kruse
 Patricia Kruzlak Evans
 Olushola A. Kuku
 Cindy J. Kurr
 Denise Laine
 Dana A. Lamade
 Pam J. Lancaster
 Veronica Landa
 Chris E. Landis
 Heather A. Langelier
 Janel M. Langs
 Maritza Lanuza
 Paz Lara
 Jennifer A. Larson
 Christi Lassiter-Wright
 Donna D. Lawrence-Matthews
 Debra A. Lawton
 Brandi N. Layton
 Milena Lazo
 Jacqueline N. LeClair
 Diana Lee
 Linda M. Lee
 Teresa S. Lee
 Alicia C. Lenz
 Brandi A. Lenzen
 Nancy Jean Leroy
 Sharon S. Levan
 Susan Levy
 Wendy Lewis
 Bonnie L. Leyder
 Damarys Leyva
 Maria F. Limon
 Debra E. Lipnick
 Carol A. List
 Amber M. Lloyd
 Sherryl A. Lockhart
 Charlie Long-Graham
 Juan Lopez
 Kenia Lopez
 Maritza Lopez
 Yolanda Lopez

Audelia Lopez De Morales
 Sofia Lopez Hernandez
 Amparo Lopez-Calixto
 Suzanne V. Lozano
 Debby Lucash
 Patty Lueking
 Gretchen K. Lundeen
 Greyves Lutzow
 Amy Lynch
 Delmy Y. M. De Martinez
 Lisa C. Mack
 Lisa J. Mahoney
 Jennifer L. Maitland-Ludke
 Josefina Malagon
 Kirsten M. Mann
 Adrienne C. Manning
 Rosario Marcial Cruz
 Marina D. Marinero
 Jayne A. Marion
 Hannah Marks
 Deb Martin
 Gloria Martinez
 Rosa L. Martins
 Kelly Maruniak
 Jill K. Mason
 Cheryl Masseth
 Maria Mata
 Jodie C. Mathews
 Alicia D. Mathney
 Tamara L. Matos
 Kim L. Mayer
 Deonka Mazie
 Farah O. McCauley
 Anne C. McClain
 Vanessa A. McClearn
 Crystal M. McCorkle
 Clarke
 Nicole L. McDaniel
 Boni McDowell
 Carrie A. McHargue
 Betty McKendry
 Kijuan R. McKinnie
 Velma McMillan
 Mandy McMillin
 Sherrie McWilliams
 Lisa M. Meade Romero
 Rebecca D. Medley
 Rita M. Meeks
 Sandra Mejia
 Xiomara R. Mejia
 Yrene Mejia Almonte
 Sue M. Melvin
 Lauren B. Membreno
 Criceida Mendez
 Dilcia Mendoza
 Greysi C. Mendoza
 Maria Mendoza
 Veronica Mercado
 Ellen Michelson
 Donna Milam
 Mallory J. Millburg
 Beth M. Miller
 Laurie K. Miller
 Lavina Mills
 Sharon Miranda
 Noelani M. Mitchell
 Linda J. Modic
 Judy A. Mogan
 Madeline Mondejar
 Maria E. Mondragon
 Maria Mondragon
 Shelley Money-Eldridge
 Lisa Monforte
 Rebecca Montalvo
 Elizabeth Z. Montano
 Martha Montejano
 Beatriz Montes Anderson
 Maria S. Montoya
 Bridgett L. Moore
 Paula Moore

Samary Morales
 Delia Moran
 Rosmary A. Morel
 Hilda L. Moreno
 Nidia Moreno
 Alyssa Morris
 Lizbeth J. Morris
 Mary J. Morse
 Bernadette Mouketou
 Carol Mouradian
 Sydney A. Mousseau
 Elda T. Mujica
 Irma Muniz
 Amber D. Munk
 Donna E. Munnik
 Aylema Munoz
 Gioconda Munoz
 Patricia Munoz Gomez
 Mary C. Murico
 Catalina Muro
 Jeanine E. Murphy
 Natalie J. Murphy
 Antonia B. Murray
 Lynne P. Murray
 Terri Klement-Flusche
 Digna Navarro
 Betty M. Ndegwa
 Tammie Neall
 Jill M. Nelson
 Bonnie M. Neumann
 Norma M. Newland
 Bridget Nicholson
 Hazel A. Nicholson
 Julie A. Nielsen
 Evelyn M. Njoroge
 Dorothy Noble
 Nancy S. North
 Tera Northrup
 Dulce M. Nunez
 Sally Nunez Almanzar
 Kathleen L. Nutt
 Sherie J. O'Bannon
 Jeri O'Dell
 Jo Ann Oaks
 Martha L. Ocaranza
 Evangelina Ochoa
 Lourdes Oclarit
 Pamela J. Ohrt
 Maria G. Ojeda
 Ngozi E. Ojukwu
 Ashley N. Okafor
 Nma Roz R. Okeke
 Krista K. Oldenburg
 Natalie M. Oliverio-Ziehmer
 Veronica Ordonez
 Denisse J. Ordenez
 Magda Oros
 Ebun Osaze
 Martina C. Osuna
 Sue Overmier
 Erika M. Palacios
 Yixy Panque Estrada
 Eileen M. Pankake
 Joy L. Parker
 Tina V. Parkin
 Leanne Parrino-Pheasant
 Amy E. Parris
 Nan M. Patrick
 Mailli D. Paul
 Tonya A. Pedersen
 Renita G. Peele
 Anne Z. Pendleton-White
 Beth Perez
 Derby Perez
 Elfie Perez
 Teresa Perez
 Yusleidy Perez
 Cindy V. Perez Fernandez
 Christel Perkins

Angela Perry Hill
 Andrea L. Peters
 Angela Peters
 Claire Peterson
 Denise Peterson
 Megan L. Peterson
 Marie Pfarr
 Sally A. Pierce
 Janice E. Pietro
 Laurie A. Pizzo
 Frances Pizzo-Banna
 Michele Platt
 Candice Poole
 Penny M. Poorman
 Jamie Porter
 Maria Portillo
 Ofelia N. Posas
 Tammy S. Poston
 Tavia L. Poulos
 Regina H. Powell
 Gleivis Pozo
 Tracy M. Prater
 Emma R. Pressman
 Dawn M. Preszler
 Katie Prewitt
 Madison C. Privette
 Beronica S. Quevedo
 Maria G. Quintana-Ivarra
 Miriela Quintero
 Sally Ralph
 Adriana C. Ramirez
 Delia M. Ramirez
 Irma Ramirez
 Maria N. Ramos
 Rosemary Ramos
 Barbara Randall
 Shaunda R. Raney
 Salome Rangel
 Michele S. Rankin
 Joyce Recenello Armfield
 Debbie J. Reed
 Tania Reed
 Besa M. Regan
 Gwen Regan
 Paula C. Rego
 Leslie F. Regoord
 Peggy A. Reitano
 Gracieuse Renard
 Nina S. Renfroe
 Erica P. Renteria
 Yolanda Reyes
 Ana I. Reyes-Ramos
 Diane Reynolds
 Carrie L. Richards
 Denise Richardson
 Latrice M. Richie
 Wendy K. Rickertsen
 Karen E. Ridle
 Gwen L. Ristow
 Alis Rivera
 Maria I. Rivera
 Kate Robbins
 Else M. Roberts
 Stacey Roberts
 Jamila Robinson
 Karen Robinson
 Ginger D. Rockett
 Shelby Rodgers
 Alida Rodriguez
 Lisa M. Rodriguez
 Maria Rodriguez
 Myrna P. Rodriguez
 Norma E. Rodriguez
 Yeny E. Rodriguez
 Yazmin Rodriguez-Mercedes
 Teresa Rodriguez
 Carolina A. Rojas
 Elvia Rojas
 Denise D. Roland

Cynthia L. Rollins
 Dennis Y. Roman
 Megan K. Romens
 Alma A. Romero
 Elena Romero
 Maria G. Romero
 Rosa Romero
 Deborah J. Rose
 Lorine J. Rose
 Robin M. Rosenberg
 Krystal S. Rountree
 Rebecca M. Rowe
 Elisa Rowland
 Jeanette L. Rugg
 Hilary Ruiz
 Maria E. Ruiz Basilio
 Carmen Ruiz Enriquez
 Krista Russell
 Nancy E. Salaberrios
 Glenda Y. Salmeron
 Stefanie Sampson
 Cheryl E. Sanborn Boyer
 Angelica Sancen
 Blanca R. Sanchez
 Veronica Sanchez
 Keyla Sanders
 Gloria E. Sandoval
 Sorayis M. Sandoval
 Barbara E. Sansing
 Tatiana Santana-Hernandez
 Consuelo Santos
 Maureen S. Thoenel
 B. Janelle Thomas
 Debbie A. Thomas
 Ellie M. Thomas
 Mary Thomas
 Cheryl A. Thompson
 Virginia Thorpe
 Deborah G. Thrift
 Charlene G. Timmons
 Marlene Tindall
 Ann Tinucci Anderson
 Sierra A. Tipples
 Yinaury Tirado
 Florence R. Todd
 Erin L. Seal
 Debra Sellars
 Anna M. Sempes
 Chrissy Sengstock
 Jill A. Serpico
 Kelly S. Shannon
 Ronda M. Shannon
 Sherry Sharpe
 Elise D. Sharpless
 Heather Shea Catts
 Dallas M. Shrawder
 Kennethea Shuford
 Wright
 Olivia Liz E. Shultz
 Doris Sierra
 Lilian G. Sierra
 Therese E. Simon
 Pamela J. Simonson
 Rachel Sitton
 Hilary Small
 Jennifer L. Smith
 Jennifer M. Smith
 Kasey N. Smith
 Robin Smith
 Johanna T. Soler Polanco
 Marcela Soto
 Vera E. Spencer-Gray
 Brenda Stafford
 Auburnee S. Stanley
 Anna V. Stark
 Dawn M. Starr
 Naomi M. State
 Tammy Steele
 Jennifer Steiger
 Davella Steptoe-Gray

Kris K. Stilen
 Dana M. Stitt
 Anita M. Stoltzfus
 Emily Stone
 Karen M. Storbeck
 Kim Stout
 Rebecca C. Strange
 Sharon W. Strassburg
 Alysa G. Stringer
 Carissa Stumpges
 Tonia S. Rountree
 Maria D. Suero
 Susan Surrell
 Barbara J. Sweeney
 Lauren M. Sweeney
 Peggy M. Sweet
 Trudy Swenson
 Amanda Swindle
 Wanda B. Talley
 Tina Tannehill-Curtis
 Angela D. Tatum
 Mirian Tavera
 Jennifer L. Tavella
 Alicia M. Taylor
 Lisa E. Taylor
 Chris H. Teague
 Diane M. Terwilliger
 Mitra Teymourian
 Karen Thelin
 Erin M. Thielman
 Aubrey L. Thixton
 Maureen S. Thoenel
 B. Janelle Thomas
 Debbie A. Thomas
 Ellie M. Thomas
 Mary Thomas
 Cheryl A. Thompson
 Virginia Thorpe
 Deborah G. Thrift
 Charlene G. Timmons
 Marlene Tindall
 Ann Tinucci Anderson
 Sierra A. Tipples
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 Florence R. Todd
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 Dawn M. Starr
 Naomi M. State
 Tammy Steele
 Jennifer Steiger
 Davella Steptoe-Gray

Erika L. Vassell
 Maria E. Vazquez
 Juana Vega
 Mireya D. Vega
 Rosie V. Ventura Gomez
 Emily S. Vijil
 Francisca E. Villar
 Enedina Villarreal
 Melissa Vinals
 Susan Vitolo
 Samra E. Vogel
 Liz Voran
 Danielle L. Wadsworth
 Debbie L. Wagner
 Loretta A. Wagner
 Melissa A. Walczak
 Elicia Walker
 Penny R. Walker
 Liane B. Wall
 Teresa L. Waller
 Dawn M. Wangard
 Cynthia D. Wanvig
 Linda J. Waraska
 Martha W. Warner
 Dana C. Warren
 Lindsay Webb
 Sue Webb
 Carmen L. Weedston
 Sandra Wellmeyer
 Tammy West-Murrian
 Sierra M. Westley
 Nancy Wetherholt
 Angela G. White
 Mikaela White
 Vickie White
 Zola V. White
 Cheryl A. Whitehead
 Jacqueline S. Whitlock
 Lyndsey Whitney
 Linda J. Wicks
 Heather Wickstrom
 Dacia Wiegandt
 Marie L. Wiggins
 Brenda L. Wilbur
 Julia M. Willadson
 Cassandra A. Williams
 Ermia Williams
 Kim Williams
 Michelle S. Williams
 Michelle Williams
 Monica Williams
 Tamra R. Willingham
 Lana K. Wilson
 Melissa M. Wilson
 Traci D. Wimer
 Dena M. Wireman
 Sharon S. Wisnoski
 Mary H. Woodford
 Amy Woodrum
 Wanda Woods
 Lynne Worcester
 Darlene M. Wrenn
 Noel D. Wright
 Mindy A. Wynne
 Yuko Yasuma
 Joyce Young
 Alyson R. Young-Guerra
 Brie Zamudio
 Eusebia Zamudio
 Heidi Zeller-Crawford
 Mary C. Zimmerman

CADILLAC QUALIFIERS CALIFICADAS DEL CADILLAC

December/Diciembre 2018

Independent Sales Directors earning the use of a pink Cadillac during the fourth quarter. Find Cadillac qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure"./Directoras de Ventas Independientes que se ganaron el uso del Cadillac rosado durante el cuarto trimestre. Los requisitos de calificación para el Cadillac los encuentras en *Mary Kay InTouch*®, bajo "Recursos", "Publicaciones" y el "Folleto Avance".



Rosy G. Acevedo
Lake Worth, Fla.



Nancy Boucher
Exeter, N.H.



Kendri E. Burkett
Olathe, Kan.



Nikki H. Edgemon
Ten Mile, Tenn.



Angel Guerra
Orlando, Fla.



Pam Kelly
Monument, Colo.



Linda Klein
Port Hueneme, Calif.



Hillary Millard-Briggs
Aliso Viejo, Calif.



Andrea L. Peters
Hermitage, Pa.



Chris H. Teague
Franklin, Tenn.



Brenda L. Wilbur
York, Pa.



Dawn Wilson
Coatesville, Pa.



Not pictured/Sin foto: *Mary-Beth Anderson, Sioux Falls, S.D.; Linda Berglund, Gresham, Ore.; Yaleska Feliciano Rios, Anasco, PR; Jodi Van Leeuwen, Sioux Falls, S.D.*

TOP 10 ALL-STAR PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STAR)

December/Diciembre 2018

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in *All-Star* Star Consultant consistency challenge during the second quarter September to December 2018. /Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 más altos montos de crédito de concurso en el reto de la constancia *All Star* (Siempre Estrella) de Consultoras Estrella durante el segundo semestre de septiembre a diciembre de 2018.

1. Sales Director
Kelly M. Freeman
Atlanta, Ga.
Diamond Seminar
61,862

2. Sales Director
Meilian Flanagan
Oakland, Calif.
Sapphire Seminar
48,044

3. Sales Director
Katsiaryna Pratasenia
Brooklyn, N.Y.
Diamond Seminar
45,072

4. Sales Director
Angela P. LaFrance
Miramar, Fla.
Sapphire Seminar
41,578

5. Sales Director
Claudia Chavez
Siloam Springs, Ariz.
Diamond Seminar
39,326

6. Sales Director
Cynthia M. Adams
Chambersburg, Pa.
Diamond Seminar
38,604

7. Sales Director
Janet L. Guimet
West Valley Cit, Utah
Sapphire Seminar
38,402

8. Sales Director
Toni L. Moore
Weatherford, Tenn.
Ruby Seminar
35,442

9. Sales Director
Marni M. Hendricks
Green Bay, Wis.
Sapphire Seminar
35,194

10. Sales Director
Barbara Popowski
Ivanhoe, Minn.
Sapphire Seminar
34,158



“

HAVE A HIGH SELF-ESTEEM. WE'RE ALL DIFFERENT. EACH OF US IS ONE OF A KIND. GOD PLANTED THE SEEDS OF GREATNESS IN YOU, AND ALL YOU HAVE TO DO IS REACH DOWN WITHIN YOURSELVES AND BRING THOSE SEEDS INTO FRUITION./TEN UNA AUTOESTIMA ALTA. TODOS SOMOS DIFERENTES. CADA UNO DE NOSOTROS ES ÚNICO. DIOS SEMBRÓ LAS SEMILLAS DE LA GRANDEZA EN TI; TODO LO QUE TIENES QUE HACER ES LLEGAR A TU FONDO Y HACER QUE ESAS SEMILLAS GERMINEN.

”

Mary Kay



Go-Give® Award



Mary Kay Ash said, "The *Go-Give® Award* is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These April award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



SAPPHIRE

Becky Caminiti

Independent Sales Director

Began Mary Kay Business
June 2007

Sales Director Debut
November 2008

National Sales Director
Mary Kay National Area

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

Personal Lives in Wyoming, Mich. Husband, Tim

"I am motivated to help others because so many have helped me become who I am today. It's a privilege to pass that on. I love seeing women develop their own God-given gifts."

Independent Beauty Consultant Joanne Jesnek of Hudsonville, Mich., says, "I am so very proud to be a part of the Caminiti Dream Team. Becky leads her unit with dignity, honor and respect for everyone. She has an open ear to every individual she meets. She takes her time and truly listens to you and is always ready to pray with you and guide you along your journey. Becky has a heart of gold. Her spirit is contagious to all who meet her. She is always ready to give 100 percent. In my mind, she is the best choice for *Miss Go-Give®*."



EMERALD

Christine Barrueco

Independent Elite Executive
Senior Sales Director

Began Mary Kay Business
December 2008

Sales Director Debut October 2009

Offspring nine first-line

National Sales Director
Auri Hatheway

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

Personal Lives in Miami, Fla. Husband, Robert; son, Lucas; daughter, Bella

"I am motivated to help others because servant leadership is the example our Lord and Savior gave to us. It is my daily mission to add value to others by serving with my heart, my love, my time, my actions and my resources to bring light to this world!"

Independent Sales Director Mabel Mir of Hialeah, Fla., says, "Christine is the perfect example of the Go-Give spirit – truly representing Mary Kay's legacy with grace, integrity and poise. Christine goes above and beyond to pour belief into you while she is constantly asking how she can help. With a smile always on her face, she shares her belief with everyone she meets!"



DIAMOND

Deynna García

Independent Senior Sales Director

Began Mary Kay Business
October 2009

Sales Director Debut March 2011

Offspring one first-line

National Sales Director
María Monarrez

Honors Star Consultant; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing

Personal Lives in Dodge City, Kan. Husband, Francisco; son, Israel; daughters: Galilea, Sarah

"I am motivated to help others because I am proud to represent my beautiful unit, Desiderata, made up of women with heart, who fight day after day against all adversities, as well as all the beautiful Independent Beauty Consultants who are part of my endless Mary Kay family. We are a great family where there is no distinction."

Independent Beauty Consultant Joanna Rivera of Garden City, Kan., says, "Deynna is a very special person. I haven't known her very long, but in the time that I have gotten to know her, I know she deserves everything she has and more. She is always willing to help us, whether we belong to her unit or not. She has the heart of an angel. Even though she is not my Independent Sales Director, I know I can always trust her and count on her."



RUBY

Alexa Tarby

Independent Senior Sales Director

Began Mary Kay Business
June 1992

Sales Director Debut July 1998

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement

Personal Lives in Pittstown, N.J. Husband, Bruce; son, Austin; daughter, Olivia

"I am motivated to help others because I love helping people blossom and become what God intends them to be. It fills my heart to play even a small role in that process."

Independent Senior National Sales Director Emeritus Margaret Winner of Baton Rouge, La., says, "As Alexa's Senior Sales Director and later National Sales Director, I have had the opportunity to witness Alexa's enthusiastic caring spirit. Regardless of unit affiliation, Alexa helped, encouraged and set a daily example of the Go-Give spirit. Her leadership, positive attitude and dedication to Mary Kay principles is something I have observed consistently for more than 20 years. I believe she is greatly deserving of being featured as *Miss Go-Give™*!"

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit! Find out how on *Mary Kay InTouch®* under the Contests/Promotions tab.

Spring's Hottest Accessory?

BEAUTIFUL SKIN

Tip!

Make it a party so
you can share with
more faces!

***TIMEWISE MIRACLE SET 3D*[®], \$110**

CUSTOMER: She's looking to
address early-to-moderate signs of
aging. It **d**efends, **d**elays and **d**elivers
visible improvements to help
look younger longer!



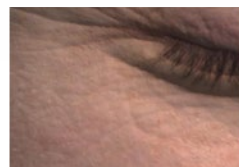
EXCLUSIVE, PATENT-PENDING AGE MINIMIZE 3D[®] COMPLEX IN EVERY PRODUCT

- Encapsulated resveratrol provides triple antioxidant benefits, helps promote more even-looking skin tone* and supports skin's natural collagen.*
- Vitamin B3 is a well-known brightening superpower that works double duty as an antioxidant.
- An age-defying peptide supports skin's natural collagen and elastin* for a more youthful, resilient look.

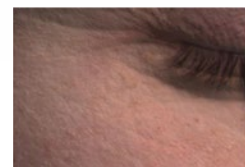
*Based on in vitro testing of key ingredients

VISIBLE RESULTS

The images below are captured with 3D photography to highlight the improvement in the look of skin after 12 weeks.



Before



After 12 Weeks



HELP IS HERE!

Skin Care for All has targeted education, downloadable fliers and place mats, product fact sheets and more. Find on *Mary Kay InTouch*[®] > Products.

FRESH FACE *Fab*

Watch your business bloom. Share the secret to fresh, glowing skin.



TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65

Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed.

- See clinically tested results in two weeks!*
- Skin looks brighter.
- Skin texture is significantly improved.
- Fine lines and wrinkles look reduced.
- Skin tone looks more even.

WHO IS THE CUSTOMER?

- Women who are seeing the advanced signs of aging and are already loyal *TimeWise Repair*® product users – looking for the additional benefits a peel can provide.
- Current *TimeWise*® customers who may not need the advanced benefits of the full *TimeWise Repair*® regimen, but who are interested in giving their existing regimen a beauty boost.
- Women of any age who want to do everything they can to maintain a youthful look.
- Women who are interested in an exfoliation product.

SAMPLE TO SELL

Drop a sample in product orders, or share at parties to let her try before she buys:
TimeWise Repair® *Revealing Radiance*® Facial Peel Sample, \$2, pk./6.

*Results based on a four-week independent clinical study in which 45 women used *TimeWise Repair*® *Revealing Radiance*® Facial Peel twice a week

YOU HOLD THE KEY



July 1, 2018 – June 30, 2019

MARCH 1–31: MAKE ME FEEL IMPORTANT

“When I meet someone, I imagine her wearing an invisible sign that says, ‘Make me feel important!’ The value of this is one of the most important lessons in dealing with people I have ever learned.”

— Mary Kay Ash



Back of necklace

Yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in March.

It's a GLOW THING!

Spring in sales. Help your customers shake off the winter blahs and get ready for swimsuit season!



TIMEWISE BODY™ TARGETED-ACTION® TONING LOTION, \$32

Helps skin look more firm, toned and defined. Formulated with six antioxidants, including **Acai Berry Extract**, the powerful mix of ingredients, including multiple botanicals, targets areas of concern and keeps skin hydrated for up to 24 hours.

Here's what women said* about the visible changes they saw:

AFTER 2 WEEKS:

94%

said skin appeared **smoother**.

AFTER 4 WEEKS:

77%

said skin looked **toned**.

81%

said skin looks **firmer**.

*Results reported during an eight-week independent consumer study



SPECIAL-EDITION[†] MARY KAY® SUN CARE AFTER-SUN REPLENISHING GEL, \$15

After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft, never sticky.

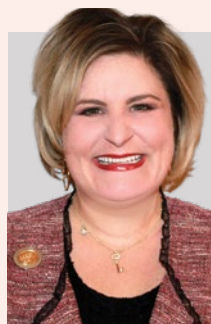


SPECIAL-EDITION[†] MARY KAY® SUN CARE SUBTLE TANNING LOTION, ** \$18

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks!

[†]While supplies last. ^{**}Does not contain sunscreen and does not protect from the sun

Spring Forward for Bounce-Back Business!



INDEPENDENT SALES DIRECTOR PAIGE HUMPHREY, GRAND PRAIRIE, TEXAS

Bookings are the lifeline of your business! No one wants snow blindness (white date book with zero appointments).

My goal is always two new appointments a day. We are offering our customers a service. That is what sets us apart!

Plant the seeds, and then watch your business grow. Here are a few ideas.

Here comes the sun! Offer **Mary Kay® Sun Care** products. Think about golfers, tennis players and others who are outside a lot.

The fortune is in the follow-up!

Sample script: Hello, ___! It's Paige with Mary Kay. I'm just checking in to see how you're doing with [name of product]? Also, I'd love to introduce you to our new *Mary Kay Chromafusion™* color and add you to my spring makeover portfolio. What date works for you? Beginning of the week or end? Day or evening? Great! I'll send you an appointment confirmation.

Glow PRETTY

Celebrate spring with this new color look by **Mary Kay Global Beauty Ambassador Luis Casco**. Perfect for any spring occasion!



Golden Horizon

FACE: Use **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15**,* \$20.

Add new limited-edition† **Mary Kay® Illuminating Drops**, \$22, to the cheekbones.

EYES: Apply **Biscotti Mary Kay Chromafusion™ Eye Shadow** over entire eyelid, then **Hazelnut** on lid to just above crease. Use **Burnished Bronze** as eyeliner along upper lashes, and blend. Add **Mahogany** along lower lashline. \$8 each. Line top and bottom lashlines with **MK Deep Brown Mary Kay® Eyeliner**, \$12. Finish with **Lash Love® Waterproof Mascara**, \$15, and **Mary Kay® Precision Brow Liner** and **Mary Kay® Volumizing Brow Tint**, \$14 each, as needed.

CHEEKS: Dust **Glazed Mary Kay Chromafusion™ Highlighter**, \$14, on cheekbones. Then apply **Rosy Nude Mary Kay Chromafusion™ Blush**, \$14, onto the apples of the cheeks. Apply **Mary Kay Chromafusion™ Contour** in **Latte**, \$14, along the bottoms of the cheekbones, blending well.

LIPS: Line with **Rose Mary Kay® Lip Liner**, \$12. Apply **Mauve Moment Mary Kay® Gel Semi-Matte Lipstick**, \$18. Then add a little shine with **Fancy Nancy NouriShine Plus® Lip Gloss**, \$15.

FINISH: Set your look with **Mary Kay® Makeup Finishing Spray** by **Skindinävia**, \$18.

*Over-the-counter drug product †Available while supplies last

CONNECT *With Your Customers.*

Apps and digital tools are fun and convenient ways to share Mary Kay.



SKINSIGHT

Whoa! Skin care and technology at your fingertips. With one simple scan, the app detects subtle signs of aging that can be easy to miss.

HOW IT WORKS: Measures overall texture, number and depth of wrinkles, skin tone and undereye appearance. Then, the app displays a customized regimen of *Mary Kay*® products. Of course, nothing can replace the personal touch you provide. Think of *SkinSight* as your digital skin care assistant!

HOW TO USE:

- Strike up conversations with potential customers to generate bookings.
- As a hostess perk: Guests may want to book so they can receive a scan.
- Help boost sales: It recommends products, including those your customers may not have tried before.
- Modernize your business with a fun, high-tech tool.
- Gives you confidence to offer Golden Rule customer service.



MARY KAY MIRROR ME™

Have even more fun with color with this app!

HOW IT WORKS: Uses augmented reality to try color products in real time. Your customers can move naturally and view makeup in a lifelike setting.

HOW TO USE:

- Uses a phone camera to “apply” makeup trends and color products for real-life application. No photo upload necessary!
- Follows movement with the front-facing camera. Rear-facing camera can be used on friends.
- Features the ***Mary Kay*® Looks Collection** and more one-click looks.
- Offers a fun way to introduce color to potential customers at parties.



Mary Kay Mirror Me™ replaces the *Mary Kay*® Virtual Makeover App.

Download all these apps for **FREE** on Apple® and Android® tablets and smartphones.



GET SOCIAL!

Social media is a great tool to help broaden your reach. Here's why:

7 out of 10 Americans spend up to
two hours a day
 on social media.

81%
 say recommendation posts from
 family and friends influence their
 buying decisions.

71%
 of Americans ages 18 to 24
 use Instagram®.



MARY KAY® DIGITAL SHOWCASE

Handy tools for color and skin care parties plus more!

- Mary Kay® Looks Collection
- Mary Kay Digital Flip Chart™
- Star Consultant Program
- Love What You Do team-building tools

MARY KAY® SOCIAL PUBLISHER

Publish beautiful Company-approved posts to your Mary Kay® Facebook® Business Page and Twitter® accounts. You can also save images to your camera roll or your computer so you can post to other social media platforms and messaging apps.

Digital Assets From products to prizes to pride points, there are hundreds of images waiting for you to download and share on your social media channels.



myCustomers+™ App

Turns your smartphone into a portable business manager. Keep track of your customers, products and orders!

GET SOCIAL MEDIA SAVVY, AND EARN SOME BLING!

Mary Kay InTouch® > Education
 > Legal Education Module.



MARY KAY INTOUCH® > RESOURCES > DIGITAL ZONE

Fill Orders With **EASE.**

Delivering products to your customers quickly and conveniently makes good business sense. And while you can always fulfill your customer orders with inventory on hand, these options can save you time and speed up delivery.

EZ SHIP

Automatically ship products to your registered *Mary Kay*® Personal Web Site (PWS) customers.

Eligible* independent sales force members who enroll in EZ Ship can elect to have orders automatically shipped to customers who choose “ship to my address” as their delivery preference.

CUSTOMER DELIVERY SERVICE (CDS)

Low on inventory? Don't keep your customers waiting! Use CDS to ship orders generated from your PWS or a sales ticket. CDS is available to any active** Independent Beauty Consultants with ProPay® accounts.

NEW SHIPPING OPTIONS

You can now choose between **USPS®** and **UPS®** **Ground** for the shipping method you want.

Core Orders	Rate	
	USPS®	UPS®
< 1 lb.	\$6.95	\$10.95
1 – 9 lbs.	\$9.95	\$10.95
9+ lbs.	N/A	\$10.95



NEW LEADS? OPT IN TO GUEST CHECKOUT

When a consumer shops on marykay.com and places an order, Guest Checkout connects her directly† to the *Mary Kay*® Personal Web Site of an independent sales force member who has opted into the program.* The consumer can shop without registering, but your information is provided to her so she can contact you with questions or to reorder. The transaction is processed automatically through your ProPay® account, and Mary Kay ships to her on your behalf.

READY TO OPT IN? Simply log in to *Mary Kay In Touch*® > Ordering > Order Fulfillment Options.

**An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

*An independent sales force member must be in active status and have an active *Mary Kay*® Personal Web Site and a ProPay® account to be eligible to participate in EZ Ship and Guest Checkout.

†When a Guest Checkout consumer enters her ZIP code, she is randomly connected to an Independent Beauty Consultant in her area. If you haven't already, you can add up to five ZIP codes (the same five that are used for the Consultant Locator) in the Locator section of the Personal Web Site Manager.

ProPay®, USPS® and UPS® are registered trademarks of their respective owners and not Mary Kay Inc.



Team Up for Women!®

APRIL 1 – MAY 12

Since *The Mary Kay Foundation*™ began in 1996, it has granted more than **\$78 million** to organizations **fighting cancer and violence against women. Your gift helps this generosity continue.**

TEAM UP TOOLS

♥ USE THE TEXT-TO-DONATE OPTION.

Text* the keyword
TEAMUP (no spaces) to
41444. You'll receive a text
with a link to donate online
with your credit card.

*Standard messaging rates apply.

♥ VISIT THE WEBSITE.

- Go to
marykayfoundation.org.
- Click the "Donate Now"
button in the upper right
corner.
- Make a donation with a
credit card on our safe
and secure site.

♥ MAIL IN A GIFT.

You may also send
contributions by mail to:
The Mary Kay Foundation
P.O. Box 799044
Dallas, Texas 75379

Need ideas? We've got them!

Honor. Create your own *Team Up for Women!*® donation page in memorial or tribute to someone special. We'll walk you through each step. Then, send the link to your friends.

Resell. Do some spring cleaning, and hold a garage sale or sell to a resale shop. Donate the proceeds.

Fun Fitness. Host a fitness fundraiser. Try to find a free location and an instructor who will donate time. Then, charge an entrance fee. Think a Zumba® class or yoga!

MARY KAY®

Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

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MARY KAY INC.

MARY KAY
SEMINAR
2019

Invest in You!

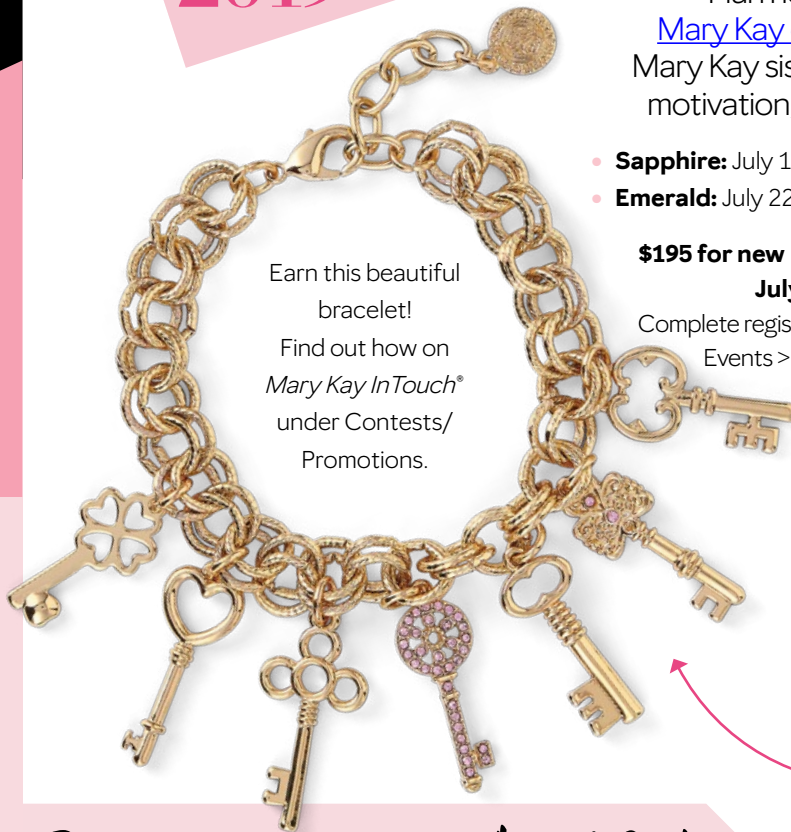
Plan now for the biggest, best
[Mary Kay event of the year!](#) Join your
Mary Kay sisters in Dallas for four days of
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