

AUGUST 2008

MARY KAY®  
Enriching Women's Lives™

# Applause

## Color Takes Center Stage:

Great New Shades,  
Glamorous New Looks  
and Expert Tips

### Seminar Jewelry —

Get Inspired to  
Dream Big and  
Set Your Goals Today!

Five Ways to Say  
Thank-You



# get it **free**

**WITH YOUR ORDER**

**JULY 16 – AUG. 15, 2008**

## Oil-Free Hydrating Gel

**Suggested use:** Perfect for customers with normal to oily skin, this lightweight, oil-free gel transforms skin by restoring moisture balance and hydrating for up to 10 hours. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Color Cards

**Suggested use:** Introduce new Mary Kay® mineral colors with the Chocolates and Neutrals Color Cards. Each look offers three eye colors, one cheek color and one lipstick shade. The tri-fold cards include space for your business card and make for quick sampling opportunities on the go or at color parties. A pack of five in each look is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

## Travel Roll-Up Bag

**Suggested use:** This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product  
not included.

For more details on BizBuilders bonuses,  
see Page 27.

page **20**

## Jewels Fit for a Queen

Seminar 2009 jewelry will have you setting your goals high enough to sit on the Queens' Courts of Personal Sales and Sharing. Start planning now! ▼





# swing into full color

You now have new Mary Kay® mineral color products, fun party ideas, a new Virtual Makeover and the biggest advertising campaign in Company history – all designed to help you sell color with confidence and ease. And with the 2008 Country Music Association Awards coming this fall, interest in Mary Kay® color products is sure to hit an all-time high. Now's your chance to swing into color sales like never before!



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## Color Looks for Everyone

With a total of six trendy color looks to offer customers this quarter, you can meet everyone's color needs.



page 2

## Vibrant Eyes and Cheeks

Your customers can step out in style with new Mary Kay® Mineral Eye Colors and Mineral Cheek Colors that offer lasting appeal. And with these professional tips, customers will be wanting even more for their Mary Kay® Compacts!

# create gorgeous eyes

With 28 Mary Kay® Mineral Eye Color shades to choose from, customers have more options for creating alluring eyes than ever before. Designed to carry lasting appeal, these shades offer light-weight, fade-resistant wear with high-impact color in a single swipe. Here are a few great tips to share for gorgeous, glamorous eyes.

## Tip:

Help customers choose three coordinating Mary Kay® Mineral Eye Colors based on the color of their eyes. Here are some suggestions based on the *Color Insider* book:

For **blue eyes**, select warm tones such as warm browns, bronze and copper.

- Spun Silk
- Hazelnut
- Chocolate Kiss

For **green eyes**, select purples, plums and taupes.

- Moonstone
- Sienna
- Sweet Plum

For **hazel eyes**, select deep greens or lavenders.

- Sweet Pink
- Hazelnut
- Iris

For **brown eyes**, any color works – especially purples, grays and blues.

### Option 1

- Precious Pink
- Sienna
- Navy Blue

### Option 2

- Sweet Cream
- Hazelnut
- Raisin

## Tip:

Help your customers select a highlighter, midtone and accent shade for a complete, blendable look using this chart. Specific application tips for Natural, Classic and Dramatic eye looks are available on each of the new Color Cards!

Eye Color Shade	Highlighter	Midtone	Accent	Eye Color Shade	Highlighter	Midtone	Accent
Crystalline	■			Chocolate Kiss		■*	
Spun Silk	■			Granite		■*	■
Moonstone	■			Sweet Plum			■
Sweet Pink	■**			Iris			■
Sweet Cream	■**			Dusty Lilac	■		
Honey Spice	■			Raisin		■*	■
Precious Pink	■			Golden Olive			■
Amber Blaze		■*	■	Lemongrass	■*	■**	
Hazelnut		■**		Ivy Garden			■
Sienna		■		Denim Frost			■
Silky Caramel	■*	■		Navy Blue			■
Cinnabar		■*	■	Blue Metal	■*	■	
Espresso			■	Coal			■
Vintage Gold			■	Steel		■*	■



## warm cheeks with blushing color

Mary Kay® Mineral Cheek Color is so versatile! From matte to pearl shades, customers can find the perfect, long-wearing shade to give their cheeks blushing appeal. Here are some tips to share:

## Tip:

Cheek color should be applied to the apples of the cheeks, blending upward along the cheekbone toward the hairline. Stop at the top of the cheekbone, just below the temple.

## Tip:

Use this handy chart to help customers select the best shade for their skin tones.

Cheek Color Shade	Ivory/Beige Skin Tone	Beige (Hispanic) Skin Tone	Bronze Skin Tone	Ebony Skin Tone
Shy Blush	■	■		
Sparkling Cider	■	■	■	■
Pink Petals	■			
Strawberry Cream	■	■	■	
Cherry Blossom	■	■		
Bold Berry			■	■
Sunny Spice	■			
Golden Copper		■	■	■
Cinnamon Stick			■	■
Berry Brown			■	■

\*This shade also can be used as a highlighter or midtone for Bronze/Ebony skin tones.

\*\*This shade also can be used as a highlighter or midtone for Ivory/Beige skin tones.



# insider scoop: professional makeup artists share tips

When we launched the new Mary Kay® Compact to more than 80 beauty editors in New York City last spring, we did it with help from world-renowned makeup artists Brigitte Reiss-Andersen and Luis Casco. Brigitte has built an amazing career working with famous photographers and styling makeup for *Vogue*, *Allure*, *Glamour* and more. Her client list includes Michelle Pfeiffer, Halle Berry and Carrie Underwood, just to name a few.

Luis has worked with numerous fashion gurus such as Karl Lagerfeld, Givenchy and Valentino, while Heidi Klum, Cameron Diaz and Penelope Cruz are among his long list of celebrity clients. He was also crucial in the development of the *Color Insider* materials for Mary Kay Inc. Both Brigitte and Luis provided their insider makeup secrets with our new Mary Kay® Compact and Mary Kay® mineral color launch, and we are privileged to share a few with you!



## Luis Shares Advice

"Women should not be afraid to try something new. When they try a new fashion trend or hairstyle, more often than not, they love it. It should be the same with makeup."

"If a woman is in a hurry and can grab just one item, it should be lipstick. It will brighten up anyone's face immediately."

"When a woman learns how to properly apply makeup to her best advantage, she feels amazing, and consequently, it boosts her self-esteem, attitude and overall mood."



## Great Tips From Brigitte

"Everyone can and should wear color, especially in the warm months. The trick is to select the right color accent that is going to amp up the fun factor. It can be a bright eyeliner in violet or a green eye color applied close to the lashline or an orange sorbet-toned lip gloss." (Consider Mary Kay® Eyeliner in Amethyst, Mary Kay® Mineral Eye Color in Golden Olive or Ivy Garden, Mary Kay® NouriShine™ Lip Gloss in Melon Sorbet.)

"Do not try to match your makeup to your brightly colored clothes. Selecting shades that are a tad lighter, contrasting or are more subdued creates a contemporary look."

"Apply powder to the lashes prior to applying mascara. This helps the mascara cling better and maximizes the payoff."



## Inside Mineral Makeup

As you've probably noticed, mineral makeup is just about everywhere! To stay on the cutting edge of this leading makeup trend, Mary Kay scientists and researchers worked extensively to develop mineral formulas that have an increased percentage of natural ingredients and a texture that blends evenly with a silky touch. In general, mineral makeup is non-comedogenic so it doesn't obstruct the skin's pores, making it good for people with oily skin. Mineral makeup is also good for people with fine lines and wrinkles because it reflects the light, imparting a soft focus effect. Minerals also have a lightweight texture, occur naturally in the earth and provide luminosity and radiance to the skin.

Mary Kay® mineral color was developed to deliver these desirable benefits along with other important cosmetic qualities. For example, the formulas are long-wearing, fade-resistant, vitamin-enriched, suitable for sensitive skin and so easy to use because they blend well. And that makes Mary Kay® mineral color makeup, in our opinion, the best of the best!

# color looks for everyone

## six options offer vibrant, fashionable color

How can you quickly and easily get your customers excited about new Mary Kay® mineral color? Show them great color looks with samplers to try!

The Berries and Tawnies looks were introduced in March in *The Look*, along with Color Cards for each. You now have two more Color Cards to share: Chocolates and Neutrals – also available on the June 16 Consultant order form in packs of five for \$150.

The Chocolates look is featured as the Color 101 *Golden Glow* Look, while the Neutrals look is called the Color 101 *Pastel Palette* Look in the Summer 2008 issue of *The Look* and on the June 16 Consultant order form.

Why are there different names for the same combinations of eye, cheek and lip colors? In *The Look*, your customers will relate these four looks to colors that complement summer runway fashions. However, the Color Cards are named for the family name of the Mary Kay® Creme Lipstick shade they include and will be relevant for seasons to come. But since the products featured are the same, you can use the Color Cards for sampling and selling opportunities – especially with new customers.



### Berries Look (Color Card available)

Mary Kay® Mineral Eye Colors in Honey Spice, Chocolate Kiss and Navy Blue

Mary Kay® Mineral Cheek Color in Golden Copper

Mary Kay® Creme Lipstick in Berry Kiss

You can also include: Black eyeliner, Dark Berry lip liner, Berry Sparkle lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact.

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

**\$113.50**



### Tawnies Look (Color Card available)

Mary Kay® Mineral Eye Colors in Sweet Cream, Sienna and Granite

Mary Kay® Mineral Cheek Color in Shy Blush

Mary Kay® Creme Lipstick in Sweet Nectar

You can also include: Steely eyeliner, Neutral lip liner, Coral Rose lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact.

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

**\$113.50**



### Color 101 *Golden Glow* (featured on the Chocolates Color Card)

Mary Kay® Mineral Eye Colors in Moonstone, Hazelnut and Ivy Garden

Mary Kay® Mineral Cheek Color in Sparkling Cider

Mary Kay® Creme Lipstick in Amber Glow

Also includes: Deep Brown eyeliner, Dusty Pink lip liner, Sweet Raisin lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

**\$113.50**



# this quarter

## Two Trend Looks

But that's not all! *The Look* features *two more* trendy looks: Color 101 *Rich Lips* and Color 101 *Sheer & Natural*, both available for this quarter only on the June 16 Consultant order form. These two looks offer your customers even more great seasonal color looks to try. While Color Cards are not available for these two looks, you can offer your customers individual samplers to try before they buy. Simply insert corresponding eye, cheek and lipstick samplers in the *Sample Anything!* card to showcase the Color 101 *Rich Lips* and *Sheer & Natural* Color 101 Looks.

That means you have a *total of six* color looks to share this quarter – all featuring new Mary Kay® mineral colors. Watch for new trend looks to be featured in the coming quarters.



### Color 101 *Pastel Palette* (featured on the Neutrals Color Card)

Mary Kay® Mineral Eye Colors in Silky Caramel, Precious Pink and Iris

Mary Kay® Mineral Cheek Color in Strawberry Cream

Mary Kay® Creme Lipstick in Tanned

Also includes: Amethyst eyeliner, Pink lip liner, Pink Diamonds lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



As shown in *The Look*.

### Color 101 *Sheer & Natural*

Mary Kay® Mineral Eye Colors in Honey Spice, Hazelnut and Sienna

Mary Kay® Mineral Cheek Color in Pink Petals

Mary Kay® Creme Lipstick in Tanned

Also includes: Taupe eyeliner, Neutral lip liner, Gold Rush lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



### Color 101 *Rich Lips*

Mary Kay® Mineral Eye Colors in Spun Silk, Silky Caramel and Hazelnut

Mary Kay® Mineral Cheek Color in Bold Berry

Mary Kay® Creme Lipstick in Apple Berry

Also includes: Black eyeliner, Raspberry lip liner, Berry Sparkle lip gloss, Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



As shown in *The Look*.

Your customers will see these two seasonal looks featured in the summer issue of *The Look*. Fashionable and fun! For more great color looks, the Virtual Makeover and the Create-a-Look™ online tool can help you customize a one-of-a-kind look for your customers.

# be color confident

new mineral color products and tools help you hold *Color Insider* parties with ease.

What's a great way to introduce customers to new Mary Kay® mineral color? How about a *Color Insider* party?

With so much new color to offer during this biggest color launch in Company history, you may want to consider holding a *Color Insider* party that showcases the new Mary Kay® mineral color. This could be a great way to introduce new color to a group of your customers in a short amount of time; it should take less than an hour to offer guests an engaging and fun color experience in a relaxed atmosphere.

To learn more about this color party, just check out all the great tools available on the "Inside Color" section of the Mary Kay InTouch® Web site. There you will find the "*Color Insider* Party Guide" that suggests using the kissologist personality profiles as fun ways to introduce guests to the *Beauty That Counts™* promotion; a fantastic dialogue that promotes all of the ways the new Mary Kay® Compact can be filled; and how to send guests home with enthusiasm about our amazing skin care products. On this Web site, you'll also find great selling ideas and a color tip of the week to help increase your sales potential.



## Motivate Hostesses

Hostesses have even more great incentives this quarter for inviting guests to a class or party (with \$200 in total sales and one booking). They will be delighted to store their "bling bling" in the beautiful new hanging Jewelry Wardrobe Organizer hostess gift (\$10). This 31½" x 18" black, quilted organizer features a total of 45 pockets – 21 on the front panel and 24 on the back panel – to hold every accessory imaginable!

Plus, the ultrathin Quilted Cosmetic Bag Trio (\$13 per set) and the lighted Hostess Magnifying Mirror (\$13) are great options for anyone. You'll want to note that a redesigned hostess brochure and hostess postcard are available on Section 2 of the Consultant order form.





### Color Insider Special Offer

Don't forget to refer to the *Color Insider* book and DVD for expert makeup tips that will build your color confidence in no time at all! And you could display them at your parties to "wow" guests. Need a copy? Take advantage of the limited-time special offer on the June 16 Consultant order form and get both for \$15.

Remember, a *Color Insider* party promotes mingling among guests, offers opportunities to try the incredible new Mary Kay® mineral color products and ensures that everyone has a chance to either quickly sample skin care products or leave with samplers. The goal of this party is to spread the word about color quickly without a lot of prep.

With the suggestions provided online and a little creativity on your part, you've got a color party that's sure to make guests feel like "color insiders"! So now's the time to get your color parties started!



# customer service made easy



## The Look Fall/Holiday 2008

Enroll: July 16 – Aug. 15

Cost per customer: 65 cents

Begins mailing: Sept. 25

Offer your customers a first look at what's new for the holidays! When you enroll your customers to receive the fall/holiday issue of *The Look* through the Preferred Customer Program, they'll discover great gift-giving ideas, how to turn runway looks into everyday looks,

color application tips from professional makeup artists and more. Plus, they can experience two new Mary Kay® Eau de Toilette women's fragrances – Simply Cotton™ and Warm Amber™ – just two of the exciting products coming this season. Your preferred customers will also learn about the Mary Kay® Mini Botanical Body Care Set featured as the Fall/Holiday 2008 gift with purchase.

All versions of *The Look* will offer a handy holiday shopping guide, and with the new editorial style of *The Look*, customers will feel like they are flipping through the pages of a trendy magazine. In addition, a pictorial Shopping Guide offers a quick look at every product you offer.

It all starts July 16 when you can begin enrolling your customers. Once *The Look* arrives in mailboxes, be sure to make follow-up calls. Remember, follow-up is essential for keeping your business and gift-giving services top of mind during the busy holiday season. Don't miss out!

## Bundles Make Sampling Sense

For this quarter only, you can purchase Mary Kay® Mineral Eye Color Samplers and Mineral

Cheek Color Samplers in convenient bundle packs. Each of the 28 gorgeous shades of eye colors in sheets of 18 are bundled in one pack for \$35. Each of the 10 stunning cheek color shades in sheets of 18 are bundled in one pack for \$12.50. Both are available on Section 2 of the June 16 Consultant order form – perfectly packed!



# sun care necessities

Protecting skin from the sun's harmful rays this season is a must. Mary Kay® sun care products offer the best in sun protection, plus ingredients that are good for skin.

## Mary Kay® After-Sun Replenishing Gel

This ultralight, cool blue gel is formulated with soothing botanical extracts to replenish vital moisture to the body lost by exposure to the sun and wind. It absorbs quickly, leaving skin feeling hydrated, smooth and refreshed. **\$12**

## Mary Kay® SPF 30 Sunscreen\*

Everyone needs sun protection, especially during warmer weather when family members spend more time outdoors. Mary Kay® SPF 30 Sunscreen\* provides UVA/UVB protection to protect against sunburn, skin damage, freckling and uneven coloration. **\$14**

## Mary Kay® Lip Protector Sunscreen SPF 15\*

Exclusively formulated with beneficial moisturizers and antioxidants, this lightweight, water-resistant formula helps keep lips protected and guarded from the drying effects of sun and wind. The only Mary Kay® lip product offering SPF protection, it's a must-have year-round! **\$7.50**

## Mary Kay® Subtle Tanning Lotion

Customers looking for a "safer" tan will love this subtle tanner. The lightweight, nongreasy formula glides on evenly for a gradual bronze glow that's natural enough to look real. Note that this product does not contain sunscreen and does not protect against sunburn. **\$16**



### Hello Summer Set

Mary Kay® SPF 30 Sunscreen\*  
 Mary Kay® Lip Protector  
 Sunscreen SPF 15\*  
 Mary Kay® Subtle Tanning Lotion  
 Mary Kay® Small Plastic Bag  
 (Available on Section 2)  
**\$37.50**  
 (not including cost of bag)



Gift set idea only. All items sold separately.  
 \*Over-the-counter drug product  
 All prices are suggested retail.



# five ways to say thank-you



You can offer your customers an eloquent dose of Golden Rule customer service by simply saying thank-you every time they make a purchase, book a party, refer a customer or make a donation to the Mary Kay Ash Charitable Foundation. Here are five simple – and cost-effective – ways to show customers how much they mean to you.

**1 Sample Anything! Card**  
When you add samplers of your choice, this beautiful card makes a perfect thank-you gift. Everything from Mary Kay® mineral color samplers to TimeWise® sampler packettes slip into the card for a beautiful presentation. English and Spanish versions sold separately. Pk./10, **\$2.50**

2

## Quarterly Gift-With-Purchase Items

Customers you've enrolled to receive *The Look* through the Preferred Customer Program learn about the featured gift with purchase they can receive with a suggested retail purchase of \$40. Designed to promote sampling, many of these gifts come in convenient travel sizes. This quarter, customers can earn the Mary Kay® Mini Mineral Eye Color Quad.



3

## MKeCards®

How about a quick and inexpensive way to say thanks? Consider customizing an MKeCard® with a personalized thank-you message using one of two stationery MKeCards® available. Perfect for customers who prefer e-mail contact.

4

## Mini Products on Section 2

Extra Emollient Night Cream Samplers (pk./12, \$4) and Satin Hands® Hand Cream Samplers (pk./12, \$4) make perfect travel-sized "thank-yous." Economical and substantial!

5

## Color Cards

These pocket-sized "try-before-you-buy" samplers offer three eye colors, one cheek color and one lipstick for a coordinated look. With detailed application instructions, customers are sure to appreciate these colorful "thank-yous." Pk./five, **\$1.50**



# TV boosts the Mary Kay® brand

New commercials and CMA Awards affiliation drive home what you already know – the Mary Kay® brand is vibrant and sophisticated!

It started with last year's CMA Awards, and now we're taking it further. Consumers are discovering that the Mary Kay® brand is more than they ever imagined! Beginning June 16, new TV commercials began advertising the on-trend, customizable Mary Kay® Compact during top women's programs such as *The View*, *The Tyra Banks Show*, *Cada Día* and *Despierta America* while driving those consumers to [www.marykay.com](http://www.marykay.com) where they can connect with an Independent Beauty Consultant.

And with the announcement that Mary Kay Inc. is *The Official Beauty Sponsor of the 2008 Country Music Association (CMA) Awards*, even more enthusiasm for our vibrant, contemporary brand is emerging.

So what does that mean for Independent Beauty Consultants? An effective way to link the customized, personalized services you offer with the on-trend Mary Kay® Compact and state-of-the-art Mary Kay® product line. Perhaps you'll encounter a segment of customers who'd like to learn more about what's new and exciting at Mary Kay. But remember, Golden Rule Service is key to acquiring and maintaining a successful customer base. It's up to you to build customers for life!

## TV Ad Interest

Mary Kay commercials will run at various times through Sept. 14 during these top women's shows:

*The View*

*The Rachael Ray Show*

*The Tyra Banks Show*

Various other ABC programs

Targeted women's programming on:

*E!*

*Extra*

*The Insider*

The Style Network

Telemundo

Univision

If your customers ask you about the new Mary Kay® Compact, tell them all about it – but don't stop there! You'll likely want to give them more information by offering samplers of our new mineral color products, suggesting they book a *Color Insider* party or sending them to your Mary Kay® Personal Web Site to experiment with the new Virtual Makeover.

## CMA Awards Appeal

Scheduled to air live in November on ABC, the 42nd Annual CMA Awards held in Nashville, Tenn., provide an unparalleled opportunity for the Mary Kay® brand to reach nearly 35 million viewers. During the broadcast, consumers will see Mary Kay commercials that highlight our brand and encourage viewers to visit [www.marykay.com](http://www.marykay.com) where they can choose to shop with an Independent Beauty Consultant.

## Earn Your Way to the CMA Awards

Set your sights on Nashville, Tenn.! As you learned in the July issue of *Applause*® magazine, 15 independent sales force members\* will have the opportunity to attend the live CMA Awards show in November.

Here's how:

- The top Independent National Sales Director in each Seminar affiliation with the highest increase in Cadillac qualifiers from April 1 – Sept. 30, 2008, over those from April 1 – Sept. 30, 2007, will qualify to attend.
- The top Independent Sales Director in each Seminar affiliation who is qualified or in qualification for the use of a Cadillac and has the most qualified\*\* new unit members during the two contest quarters (April 1 – Sept. 30, 2008) will qualify to attend along with her top Independent Beauty Consultant. (Ties will be broken based on the highest Cadillac production during the two contest quarters.)
- The top Independent Beauty Consultant from each winning Independent Sales Director's unit with the most qualified\*\* new personal team members during the two contest quarters (April 1 – Sept. 30, 2008) will qualify to attend. (Ties will be broken based on the wholesale orders of the new qualified personal team members.†)

These 15 independent sales force winners will receive:

- Round-trip airfare to Nashville.
- Hotel accommodations.
- Pre-awards backstage tour.
- Limo service to and from the CMA Awards.
- Professional hair and makeup prior to the CMA Awards.

Also, the top 45 units in each Seminar affiliation who are qualified or in qualification for the use of a Cadillac and have the most qualified\*\* new unit members during the two contest quarters (April 1 – Sept. 30, 2008) will receive a CMA party pack. Now that's something to sing about!

So start tuning your goals – and shining up your team-building skills – so you can be among country music's greatest stars at the CMA Awards!

\*To attend the CMA trip, an Independent Beauty Consultant must be in good standing with the Company at the time the CMA trip occurs.

\*\*For contest purposes, to be considered qualified, a new team member must submit an Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section I orders from April 1 through Sept. 30, 2008.

†A new Independent Sales Director who debuts during the contest period can qualify for the challenge as a member of her Independent Senior Sales Director's unit.



# new virtual makeover doubles the fun factor

Have you seen the all-new Virtual Makeover now available to your customers through your Mary Kay® Personal Web Site and [www.marykay.com](http://www.marykay.com)? You won't believe the exciting updates, so be sure to check out what's new.

Featuring the latest Mary Kay® mineral colors, the all-new Virtual Makeover is an interactive online color playground that lets your customer play makeup artist for the day! It offers a risk-free "try-before-you-buy" experience that gives your customers a reason to contact you to purchase what they see or to book a color consultation or color party with you.

More fun than ever, the new Virtual Makeover allows a customer to upload a picture of her *own face* for a state-of-the-art, personalized makeover. Talk about innovative! It's all about experimenting with color and choosing what fits her style at the moment – from everyday color looks to something a little more bold. She also can select various hairstyles and hair colors to change her look even more. How's that for creative – and *outra-geous* – fun? Plus, expert application tips add up to a thoroughly customized makeup experience.

If your customer would rather try color looks on a model, there are more choices than ever before. New models with various skin tones, eye and hair colors are now available. And once your customer finds a great look, she can share it using a new "forward to a friend" e-mail function. Then that friend is sure to want her own Virtual Makeover experience. You get the idea – the more people who try the Virtual Makeover, the more interest in Mary Kay® mineral color!

Before



After



Your customer can choose models like these or upload a picture of her own face to create "virtual" before-and-after looks!

Before



After



## Use **Create-a-Look™** to Create Custom Looks

The Create-a-Look™ online tool has been updated with new Mary Kay® mineral colors so you can create *custom* looks to present at color consultations or *Color Insider* parties. While the new Virtual Makeover lets customers shop and play on their own, Create-a-Look™ is designed to work hand in hand with the *Color Insider* book and DVD and positions you as the ultimate beauty expert.

Create-a-Look™ instantly creates and saves custom color looks in the natural, classic or dramatic categories based on your customer's specific features such as skin tone and eye shape. You can then print out application tips specific to those features and a face diagram showing how to apply the makeup. To bring it all together, you can give your customers samplers for each look you want to present. That way, they have everything they need to experience Mary Kay® mineral color. What a great way to promote your personalized services!

Plus, with each makeover a customer tries, she'll see a filled Mary Kay® Compact on-screen featuring her products. Best of all – right then and there – she can click to purchase from you. Just imagine the selling possibilities – your Mary Kay® Personal Web Site will be more valuable than ever!

You'll likely want to direct all your customers to your Mary Kay® Personal Web Site to play with the Virtual Makeover tool because once they try it, they'll be hooked on new Mary Kay® mineral color. Why not send the new Virtual Makeover MKeCard® to spark interest? You can learn more about how the new Virtual Makeover works with the online demo tool available on the Mary Kay InTouch® Web site.

# recognition

## Congratulations to the winners for April 2008

**On-Target Inner/Diamond Circle** Independent National Sales Directors become 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 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for March 2008.) 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, 2007 through April 30, 2008.

### Diamond



Barbara Sunden

### Ruby



Carol Anton

### Sapphire



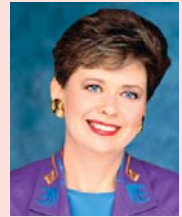
Gayle Gaston

### Emerald



Gloria Mayfield Banks

### Pearl



Nan Stroud

**On-Target for \$750,000 Inner Circle**  
Barbara Sunden.....\$825,560.02  
Gayle Gaston.....773,305.52  
Christine Peterson.....699,757.37

**On-Target for \$500,000 Inner Circle**  
Carol Anton.....\$523,359.62  
Nan Stroud.....500,031.71  
Karen Piro.....447,706.17  
Lisa Madson.....436,237.07

**On-Target for \$325,000 Inner Circle**  
Rena Tarbet.....\$408,504.62

Gloria Mayfield Banks.....398,662.83  
Joanne Holman.....388,335.09  
Jan Harris.....376,073.84  
Pat Danforth.....356,079.78  
Karlée Isenhardt.....353,583.66  
Kathy Helou.....347,011.43  
Patricia Rodriguez-Turker.....346,161.77  
Cheryl Warfield.....342,053.19  
Lupita Ceballos.....315,541.09  
Gloria Castaño.....312,573.90  
Anita Mallory Garrett-Roe.....311,631.15  
Darlene Berggren.....311,395.66  
Linda McBroom.....308,334.87

Jana Cox.....307,098.56  
Sonia Pérez.....294,533.81  
Cindy Williams.....293,823.82  
Sherry Giancristoforo.....293,746.41  
Sue Kirkpatrick.....288,865.56  
Stacy James.....287,785.46  
Holly Zick.....277,300.13  
SuzAnne Brothers.....274,772.79

**On-Target for \$250,000 Diamond Circle**  
Judie McCoy.....\$262,708.78  
Johnette Shealy.....258,478.27

Julianne Nagle-Hackett.....258,058.63  
Mary Diem.....254,226.36  
Rosa Jackson.....245,077.14  
Ronnie D'Esposito Klein.....243,220.38  
Joyce Z. Grady.....236,965.63  
Pam Gruber.....236,178.03  
Pamela Waldrop Shaw.....235,861.12  
Linda Toupin.....235,019.19  
Shirley Oppenheimer.....232,887.15  
Debi Moore.....232,398.88  
Wanda Dalby.....225,998.53  
Sonya LaVay.....224,496.76  
Jackie Swank.....224,140.52

Anita Tripp Brewton.....223,982.83  
Doris Jannke.....219,251.77  
Dacia Wiegandt.....217,338.31  
Tammy Crayk.....213,531.24  
Valerie Bagnol.....211,095.62  
Halina Rygiel.....209,838.73

**On-Target for \$200,000 Diamond Circle**  
Diane Underwood.....\$196,996.67  
Lily Orellana.....196,717.67  
Kerry Buskirk.....194,427.10  
Jeanne Rowland.....184,564.32

Jamie Cruse-Vrinos.....184,549.65  
Elizabeth Fitzpatrick.....181,780.04  
Shannon Andrews.....176,436.66  
Mattie Dozier.....171,303.33  
Nancy Bonner.....171,070.42  
Cindy Fox.....169,168.70  
Jo Anne Cunningham.....167,560.53  
Maureen Ledda.....167,403.98

## Monthly Commissions and Bonuses

Listed are NSD commissions earned in April by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

### Diamond

Barbara Sunden\*\*\*.....\$89,598  
Lisa Madson.....48,291  
Karen Piro\*\*.....44,634  
Sonia Pérez.....41,110  
Pam Gruber.....36,227  
Patricia Rodriguez-Turker\*.....35,846  
Gloria Castaño\*\*.....32,905  
Anita Mallory Garrett-Roe\*.....32,236  
Julianne Nagle-Hackett\*.....28,658  
Evelinda Diaz.....28,115  
Linda C. Toupin.....27,531  
Holly Zick\*\*.....27,479  
Joyce Z. Grady.....27,328  
SuzAnne Brothers\*.....26,685  
Mary Diem\*.....25,732  
Tammy Crayk.....25,699  
Dawn A. Dunn.....22,339  
Diane Underwood.....22,287  
Maria I. Monarrez.....20,095  
Jo Anne Cunningham.....19,139  
Sharon Kingrey.....17,173  
Sandy Valerio.....17,155  
Dalene Hartshorn.....16,878  
Rosibel L. Shahin\*.....14,384  
Diana Heble.....13,767  
Isabel Venegas.....13,648  
Sandra Chamorro.....12,927  
Connie A. Kittson.....12,710  
Charlotte G. Kosena.....11,979  
Morayma Rosas.....11,528  
Diana Sumpter.....11,216  
Andrea C. Newman.....10,586  
Carol Lawler.....9,102  
Betty Gilpatrick.....8,492  
Jan Mazzotti.....8,255  
Caterina M. Harris.....8,229

### Ruby

Carol Anton\*\*.....\$64,299  
Wanda Dalby\*.....35,659  
Pat Danforth\*\*.....34,630  
Karlée Isenhardt\*.....33,969  
Linda McBroom\*.....32,018  
Sue Kirkpatrick\*.....31,053  
Shirley Oppenheimer\*.....30,597  
Johnette Shealy\*.....27,584  
Ronnie D'Esposito Klein\*.....23,714  
Jeanne Rowland\*.....18,472  
Pam Ross\*.....18,372  
Pamela A. Fortenberry-Slate\*.....17,857  
Toni A. McElroy.....16,320  
Judy Kawiecki.....16,140  
Vicky L. Fuselier.....16,024  
Amy Dunlap.....15,881  
Rebecca Evans\*.....15,824  
Scarlett S. Walker\*.....15,808  
Michelle L. Sudeth\*.....14,686  
Janis Z. Moon.....14,675  
Lynne G. Holliday.....14,567  
Bea Millsagle.....13,851  
Kirk Gillespie.....13,606  
Nancy M. Ashley\*.....13,538  
Kate DeBlender.....13,112  
Patricia Lane.....13,008  
Maria Aceto Piro.....12,746  
Gena Rae Gass.....12,148  
Gay Hope Super.....11,995  
Cheryl J. Davidson.....11,665  
Cyndee Gress.....11,454  
Sue Z. McGray.....11,444  
Nancy West Junkin\*.....11,419  
Candy D. Lewis.....11,391  
Jean Santin\*.....11,149  
Kimberly R. Copeland.....11,109  
Cindy Towne.....10,801  
Phyllis Chang.....10,781  
Rhonda L. Frackowski.....10,538  
Margaret M. Bartsch.....9,984  
Vicki Jo Auth.....9,982  
Katie Walley.....9,500  
Kelly McCarroll.....9,449  
Sharilyn G. Phillips.....9,349  
Cindy Z. Leone.....8,854  
Donna B. Meixsell.....8,771  
Thea Elvin.....8,674  
Renee D. Hackleman.....6,250

### Sapphire

Christine Peterson\*\*\*.....\$85,312  
Gayle Gaston\*\*.....73,111  
Rena Tarbet\*.....46,218  
Lupita Ceballos\*.....38,608  
Joanne Holman\*\*.....37,970  
Jana Cox\*.....31,847  
Judie McCoy\*.....26,087  
Valerie J. Bagnol\*.....25,781  
Gloria Baez\*.....22,462  
Mattie Dozier.....20,171  
Kimberly D. Starr.....20,030  
Shannon C. Andrews\*.....19,995  
Sharon L. Buck.....18,941  
Pam Klickna-Powell.....18,901  
Gloria Baez\*.....18,169  
Pam I. Higgs.....18,073  
Alia L. Head.....15,940  
Maribel Barajas.....15,389  
Jan L. Thetford.....15,099  
Vernella Benjamin.....14,931  
Karen Kratochvil.....14,288  
Mary L. Cane.....13,801  
Nancy A. Moser.....13,716  
Sherril L. Steinman.....13,667  
Davanne D. Moul\*.....13,656  
Debra M. Wehrer.....13,549  
Joy L. Breen.....13,546  
Jeanne Curtis.....13,426  
Paola J. Ramirez.....13,210  
Jo Anne Barnes.....13,083  
Carol L. Stoops.....12,868  
Brigit L. Bridgell.....12,333  
Elizabeth Elizabeth Camargo\*.....11,328  
Lorraine B. Newton.....10,780  
Elizabeth Sánchez.....10,774  
Maria Aguirre.....10,354  
Kendra Crist Cross.....10,234  
Karen B. Ford.....10,200  
Gillian H. Ortega.....9,677  
Jill Moore.....8,944  
Ann Brown.....7,646  
Mima Mejia de Sánchez.....6,467

### Emerald

Gloria Mayfield Banks\*\*\*.....\$52,534  
Kathy S. Helou\*.....42,730  
Sherry Giancristoforo\*\*.....37,831  
Janet Tade\*.....29,371  
Jamie Cruse-Vrinos.....28,268  
Debi R. Moore\*.....26,768  
Cindy Fox\*.....23,732  
Yvonne S. Lemmon.....23,257  
Dacia Wiegandt.....22,842  
Lily Orellana\*.....22,109  
Doris Jannke\*.....21,359  
Kerry Buskirk\*.....20,446  
Cathy Phillips.....19,017  
Consuelo R. Prieto.....18,487  
Cathy Phillips.....17,363  
Kay E. Elvrum.....17,353  
Mona Butters.....17,058  
Pamela Tull.....16,624  
Miriam Gómez-Rivas.....16,328  
Cristi Ann Millard.....14,967  
Joanne R. Bertalan\*.....14,080  
Kym A. Walker\*.....13,780  
Jackie LaPrade.....13,249  
Brenda Segal\*.....13,129  
Natalie Privette-Jones.....12,590  
Crisette M. Ellis.....12,312  
Jo Reynold Rogers.....12,087  
Shelly Gladstein.....12,017  
Sabrina Goodwin Monday.....10,997  
Irene A. Shea.....10,877  
Kathy Rodgers-Smith.....10,805  
Dawn Otten-Sweeney.....10,575  
Judy Harmon.....10,575  
Nora L. Shariff\*.....8,832  
Joanne Hollingsworth.....9,131  
Barbara Whitaker.....10,291  
Carmen Rios.....9,885  
Regina Hogue.....9,820  
Sherry A. Alexander.....9,761  
Joanne Hollingsworth.....9,131  
Nora L. Shariff\*.....8,832  
Francie McBeth.....8,299  
Esther Whiteleather.....6,788  
Phyllis R. Sammons.....5,494  
Pamela Cheek.....5,166

### Pearl

Nan Stroud\*\*\*.....\$44,268  
Jan Harris\*.....35,882  
Cindy A. Williams.....34,884  
Darlene Berggren\*.....34,854  
Stacy I. James\*.....32,884  
Cheryl Warfield\*\*.....32,159  
Pamela Waldrop Shaw.....30,529  
Mary C. Estuphan-Martel\*.....27,419  
Rosa Jackson\*.....24,976  
Anita Tripp Brewton\*.....24,705  
Jackie Swank\*.....24,259  
Halina Rygiel\*.....23,632  
Sandy Miller.....20,608  
Nancy Bonner\*.....18,011  
Elizabeth Fitzpatrick\*.....17,583  
Maureen S. Ledda\*.....16,525  
Julie Krebsbach.....16,242  
Lise T. Clark\*.....15,966  
Monique Todd Balboa.....15,227  
Anabell Rocha.....15,167  
Bett Vernon.....14,981  
Wilda DeKerlegand\*.....14,916  
Pat Campbell.....14,847  
Glinda McGuire.....14,299  
Shirley M. Oshiro.....14,223  
Lynda Jackson\*.....13,316  
Barbara Stimach\*.....13,159  
Robin Rowland.....13,125  
Beatrice Powell.....12,943  
Allison LaMarr.....12,819  
Jane Studrawa.....12,039  
Linda Kirkbride.....11,986  
Ruth Theodocion.....11,945  
Wadene Claxton-Prince.....11,829  
Kathy C. Goff-Brummett.....11,521  
Sylvia Kalick.....11,046  
Cathy E. Littlejohn.....10,727  
Anita N. Conley.....10,470  
Maureen Myers.....10,325  
Deb Pike.....10,091  
Sonja Hunter Mason.....9,788  
Rosalie Ann Medjesky.....9,225  
Kathy Jones.....7,720  
Mary Pat Raynor.....7,459  
Betty M. Bridges.....6,419

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD



# diamond/diamante

## new debuts/debutes February/febrero

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources," click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



**Militza D. Brightman**  
Paterson, N.J.  
S. Sanchez Unit

**Qiana Nicole Davis**  
Richmond, Va.  
A. Ruffin Unit

**Connie M. Dickson**  
Ramsey, Minn.  
M. Lentz Unit

**Anne Christine Hanson**  
Las Vegas  
C. Kubly Unit

**Maricela Marquez**  
Odessa, Texas  
N. Caballero-Castillo Unit

**Cheryl Anne Mullen**  
Wilmington, N.C.  
T. Wenninger Unit

**Guadalupe Munoz**  
Hammond, Ind.  
C. Hernandez Unit

**Megan Ritter**  
Braselton, Ga.  
K. Rogers Unit

**Carmen Margarita Schippers**  
Harker Heights, Texas  
P. Giese Unit

**Mery De Jesus Sepulveda**  
Gastonia, N.C.  
L. Abadia Carranza Unit



**Theresa Swigert**  
San Antonio  
H. Goelzer Unit

**Maria Jimenez\***  
Miami  
M. Rolo Unit

**Teanna Marie Lambert\***  
Tipp City, Ohio  
T. McRann Unit

**Anais Mata\***  
East Bernard, Texas  
D. Minotta Unit

**Ileen Maxwell\***  
Brookings, S.D.  
J. Johnson Unit

**Melissa Ann Noe\***  
Lancaster, Ky.  
H. Brown Unit

**Ana R. Paredes\***  
Moreno Valley, Calif.  
P. Sandoval Unit

**Angela Scott\***  
Canton, Mich.  
C. Smith Unit

**Erika M. Solis\***  
Fresno, Calif.  
A. Toscano Unit

**Melissa Joann Thiesen\***  
Simi Valley, Calif.  
J. Davis Unit

Congratulations to Sales Directors **Maria DeLosAngel Alba**, Bronx, N.Y., A. Garcia Unit; **Teresa Barrera**, Oxnard, Calif., L. Saavedra Unit; **Dinorah Esther Collazo**, Levittown, N.Y., M. Melara Unit; **Melba Concepcion**, Revere, Mass., R. Bonilla Unit; **Stacey Christine Daerda**, Rockford, Minn., C. DeGrammont Unit; **Erodita Diaz**, Sanford, N.C., C. Miranda Unit; **Maria Dominguez-Pena**, Bronx, N.Y., G. Rodriguez Unit; **Elsa E. Gonzalez**, Oxnard, Calif., J. Perez Unit; **Sandra L. Gonzalez**, Carpentersville, Ill., L. Chavez Unit; **Tamra H. Hepworth**, Murray, Utah, T. Crayk Unit; **Soyini Danielle McClellan**, Philadelphia, D. Harris Unit; **Elizabeth Napier**, Sandy, Utah, C. Burgstahler Unit; **Elena Lilia Ortiz**, Pomona, Calif., C. Briceno De Lara Unit; **Guadalupe Ramirez**, Houston, M. Esperza Unit; **Maria E. Elena Samaniego**, Denver, D. Ponce Unit; **Guadalupe D. Sevilla**, Detroit, O. Cruz Unit; **Enriqueta Veliz**, Atwater, Calif., M. Veliz Unit; **Santos Margarita Zepeda**, Herndon, Va., N. Ascencio Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

\*Previously debuted. / \*Debutaron anteriormente.

## Dean's List/Lista del Decano

(April 2007 debuts/debutes de abril 2007)

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 miembros de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



**Rosario Martinez**  
High Point, N.C.  
B. Sunden Area  
Diamond Seminar

**Laura Vernon**  
Lakeland, Fla.  
B. Vernon Area  
Pearl Seminar

Congratulations to Sales Director **Cecilia Boodhoo**, Brooklyn, N.Y., V. Bagnol Area; Sapphire Seminar; photo unavailable at press time. / Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

## Honors Society/Sociedad de Honor

(April 2007 debuts/debutes de abril 2007)

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. / Las Directoras de Ventas Independientes cuya producción de unidad al mayoreo ajustada es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.

No qualifiers this month. / No hubo quien calificara este mes.

## Fabulous 50s/Los Fabulosos 50

(October 2007 debuts/debutes de octubre 2007)

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 sixth 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.

Congratulations to Sales Directors **Gladis Maldonado**, Charlotte, N.C., B. Sunden Area; **Ofelia Ramirez**, Los Angeles, A. Mallory Garrett-Roe Area; **Maria D. Sanchez**, Commerce City, Colo., M. Rosas Area; photos unavailable at press time. / Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

# diamond/diamante

## On the Write Track/En buen camino

(February 2008 debuts/debutes de febrero 2008)

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 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 durante los tres meses después de la fecha de su debut.

Erodita Diaz

Cheryl Anne Mullen

Guadalupe Munoz

Maria Elena Samaniego

Carmen Margarita Schippers Mery De Jesus Sepulveda

## New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Merna Abernathy	Victoria I. Chima	Beth Fry	Cynthia Jeter	Stephany Martinez	Maria Paulino	Paula A. Sanchez
Marie-Petra Adams	Arlene Cintron	Alejandra Garcia	Denise Johnson	Mindy McDonald	Katherine L. Paulson	Mitzi Sandell
Benedicta Akpahu-Okafor	Maribel Contreras	Christina Garcia	Kris R. Johnson	Shannon M. McGuire-	Amanda M. Payne	Rosa E. Saravia
Carmen I. Alegre	Josefina Cordero	Rosa M. Garcia	Berenice Jones	Narvaez	Marilu Pecina	Lisa A. Seftel
Monaleen M. Allen	Nancy V. Cruz	Carmen Garibay	Phyllis A. Jones	Stephanie M. Mecham	Veronica D. Perez	Julie A. Shaw-Tracy
Olivia Allen	Maren L. Davis	Valesa O. Garrett	Donna P. Joseph	Cecilia Mendez	Blanca I. Portillo	Debbie M. Spoonemore
Julietta Alvarado	Erika Day	Karla Garro	Charlet M. Keenlyne	Norma A. Mendez	Brenda L. Priest	Sheila M. Stelpflug
Senovia Amigon-Perez	Rosa C. Deleg	Stephanie R. Gentz	Rosa Kresha	Dalila Monroy	Margarita Quintana	Victoria Suniga
Agnes S. Anyaelechi	Beselisa Delgado	Leslie J. Glasgow	Giovanna La Cruz	Milagro Montoya	Sandra M. Reyes	Ruth A. Tascon
Georgina Arroyo	Susan A. Delorey	Villamares Gloria	Erica J. LaPerriere	Nancy Morales	Teresa Reyes	Stephanie Tebbe
Stephanie Asman	Beth Diaz	Roberta Gonzalez	Lisette Lamarche	Mary C. Moya	Jennifer A. Reynolds	Pam Thompson
Paula M. Bailey	Silvia Diaz	Sara A. Gonzalez	Veronica C. Lamb	Juaneice I. Munoz	Emily R. Rhoden	Cheryl B. Tillett
Lacey M. Barnes	Emily R. Dimitroff	Marileydi Grullon	Penny Lauricella	Sandra Narvaez	Katherine Richardson	Maria Treto
Stephanie A. Bartholomay	Emily Doffer	Cristina Gualdian	Noelle Leak	Giorgina Navarro	Kristy M. Rivaz	Carmen Y. Turner
Rebecca Benavides	Miguel A. Dominguez	Maria Guamanitari	Mai Chee Y. Lee	Karla D. Neuenschwander	Elena Rivera	Maria S. Urena
Esmeralda Benitez	Dalila Duarte De	Maria C. Guerrero	Maria R. Leon	Charity N. Njoku	Lucero E. Rogel	Leticia Vargas
Mira Betancourth	Mollinedo	Diane M. Hawkins	Tara Limoco	Leslin Nunez	Angela Y. Romero	Yesenia Vasquez
Dedra M. Birzer	Michelle R. Edie	Diana L. Haynes	Vilma Lopes	Veronica E. Nunez	Stephanie A. Rosheisen	Maribel Vazquez
Tricia L. Bless	Mona Espinosa	RoLynne W. Hendricks	Maria Lopez	Theresa N. Nwolezea	Amy L. Ross	Juanita Vergara
Isabel Bonilla	Ilian T. Estrada	Josefina Hernandez	Sonia L. Lopez	Hannah O. Onwuka	Jenn E. Ruggiero	Maggie K. Williams-Bedan
Shirley A. Bowden	Carmen Eujenio	Juana Hernandez	Tania Lopez	Rosa V. Orante	Ziomara E. Saavedra	
Leigh Burrell	Mary E. Farley	Luancy A. Hernandez	Lynn G. Lynn	Neda J. Orihuela Campero	Dora Salvador	
Angelita Camacho	Yolanda Faubel	Rosa Herrera-Escoto	Mistee M. Magalei	Eliana F. Ornelas	Maudlyn S. Samuel	
Maria L. Cedeno	Fernando Flores	Sylvia Denise Hogg	Claudia Maranon	Margarita Ortiz	Cristina Sanabria	
Julia V. Chacho	Maria G. Flores	Dawn M. Jakub	Leskia Marte	Wendy M. Ostorga	Alvarez	
Vilma A. Chavez	Barbara A. Ford	Julie G. Jeffs	Elva E. Martinez	Kellie Owens	Blanca Sanchez	

## 13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond 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 \$200 in wholesale orders during April./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 al mayoreo de la sección 1 y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en abril.

Sales Director Valorie Jean White.....\$5,479.47	Giovanna La Cruz, I. Hernandez Unit.....1,567.05	Sales Director Terri J. Prange.....1,381.35
Sales Director Ivonne Hernandez.....2,521.68	Sales Director Nma Roz Okeke.....1,540.89	Sales Director Mary Kathryn King.....1,356.68
Sales Director Ava Lynn Roberts.....2,083.22	Sales Director Ngozi Onuoha.....1,511.90	Sales Director Gloria M. Gavilanes.....1,346.38
Sales Director Ruth Ojibeka.....1,964.43	Sales Director Josefa E. Rosario.....1,488.44	Sales Director Maria I. Guerrero.....1,335.65
Sales Director Karime Rosas.....1,767.51	Sales Director Elvi S. Lamping.....1,484.34	Sales Director Andrea Shields.....1,328.44
Sales Director Olga Cecilia Giraldo.....1,738.98	Sales Director Linda C. Weniger.....1,465.62	Sales Director Nien-Wei Hsiao.....1,315.63
Maria Aracelis Jauch, A. Allgood Unit.....1,666.37	Sales Director Ana X. Solis.....1,463.51	Emily Ruth Rhoden, S. Richter Unit.....1,311.14
Sales Director Heather M. Julson.....1,651.10	Sales Director Marilyn J. Suter.....1,454.28	
Sales Director Ada Y. Garcia-Herrera.....1,576.15	Sales Director Griselda Gordillo-Botello.....1,403.38	

Be sure to check out **Ovation®** on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "**Ovation®**."/No olvides consultar **Ovación™** el primer día de cada mes para ver más reconocimiento. Visita el sitio electrónico **Mary Kay InTouch®** y en "Recursos," haz clic en "Publicaciones" y luego en **Ovación™**.



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## Gold Medals/Medallas de Oro

Independent Beauty Consultants and Independent Sales Directors 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.

### NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

#### 88 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Silvia Sanchez.....5

#### 82 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ana Solis.....5

#### 61 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Blanca Arroyo.....5

#### 59 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Clara Fuentes.....5

#### 42 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Sharon Alverson.....5

#### 41 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Josefa Rosario.....5

#### 38 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Pat Peters.....7

#### 37 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yesenia Mendez.....5

#### 34 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Nicole Solomon.....5

#### 31 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Debbie Frazer.....5

#### 30 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Luciana Zook.....5

#### 29 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yvonne Tazem.....5

#### 28 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Nma Roz Okeke.....5

#### 27 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ruth Ojibeka.....8

#### 22 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Felicia Nweze.....6

Sales Director Mary Williams.....5

#### 20 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Macaria Ramirez-Santana.....5

#### 18 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Bertha Reed.....5

#### 17 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Gloria Gavilanes.....5

Sales Director Maria Lemus.....5

Sales Director Georgina Ochoa.....5

#### 16 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Olga Giraldo.....5

Nancy Jakubowski, D. Dudas Unit.....5

#### 15 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Griselda Gordillo-Botello.....5

#### 14 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yolanda Alvarez.....10

Sales Director Alma Arias.....5

Sales Director Audrey Doller.....5

Sales Director Cynthia Morgan.....5

#### 13 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mattie Henderson.....5

Sales Director Lorena Ramirez.....8

Sales Director Graciela Valadez.....5

#### 12 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mireya Pace.....5

Sales Director Carroll Towle.....6

#### 11 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Heidi LeBeau.....5

Sales Director Jimena Yopez.....5

#### 10 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Christine Ali.....5

#### 9 GOLD MEDALS/MEDALLAS DE ORO

Mercedes Cruz, M. Reyes Unit.....5

Sales Director Magdalena Diaz De Leon.....6

Sales Director Vanessa Keeler.....5

#### 8 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Elva Banuelos.....5

Sales Director Enma Bermeo.....7

Sales Director Soledad Garcia.....5

Sales Director Kathy Graf.....5

Sales Director Maria Martinez-Ardon.....5

Sales Director Hilda Medina.....5

#### 6 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Bertha Mira.....5

Sales Director Alicia Morales.....5

Sales Director Stella Ozurigo-Odum.....5

Sales Director Adalgisa Quinonez.....5

Sales Director Karime Rosas.....5

Sales Director Rhonda Taylor.....5

Sales Director Jo Ellen Weavering.....6

#### 5 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Erodita Diaz.....5

Sales Director Indhira Fernandez.....5

Sales Director Saida Flores.....5

Sales Director Leticia Gutierrez-Barajas.....5

Rose Ndasi, Y. Tazem Unit.....5

Neris Polanco, G. Rodriguez Unit.....5

Sales Director Cristela Rangel.....5

Sales Director Alfida Rodriguez.....5

#### 4 GOLD MEDALS/MEDALLAS DE ORO

Gloria Coronel, M. Ortuno Unit.....5

Sales Director Margarita Hidalgo.....5

Sales Director Brandie Hubbard.....5

Minerva Infante, G. Rodriguez Unit.....7

Sales Director Jovita Luna.....5

Sales Director Gladis Maldonado.....6

Marta Mansilla, I. Venegas Unit.....5

Sales Director Lorena Marquez.....6

Raquel Mises, K. Colon Unit.....15

Sales Director Guadalupe Munoz.....5

Rebekah Phillips, T. Satcher Unit.....5

Sales Director Janet Renteria.....5

Sales Director Olga Sanchez.....5

Sales Director Maria Santillan.....6

Ana Terrazas, A. Laguna Unit.....7

Sales Director Vilma Vazquez.....5

#### 3 GOLD MEDALS/MEDALLAS DE ORO

Nelly Albino, G. Reyes Unit.....5

Ifeoma Anagbogu, C. Ugokwe-Udemba Unit.....8

Sales Director Candelaria Aragon.....6

Sales Director Hilda Barragan.....6

Sales Director Mariaelena Boquin.....5

Sales Director Laura Gill.....5

Sales Director Leonor Leiva.....5

Theresa Nnagbo, F. Nweze Unit.....10

Patty Oliver, R. Brannon Unit.....11

Magdalena Ortiz, A. Sanchez Unit.....5

Taara Saunders, J. Streat Unit.....11

Marlene Serrano, G. Esparza Unit.....9

Sales Director Shelly Smith.....6

Marcela Solano, L. Mazuera Unit.....10

Sales Director Patricia Tingle.....5

Scarlet Torres, G. Rodriguez Unit.....11

Luisa Urena Mora, J. Ortiz Unit.....9

#### 2 GOLD MEDALS/MEDALLAS DE ORO

Iliana Bonilla, A. Canales Unit.....6

Sales Director Kendri Burkett.....5

Sabina Caro, Z. Ho Miranda Unit.....5

Amy England, C. Bussell Unit.....5

Jea Gackowski, M. Johns Unit.....12

Sales Director Ana Garibay.....7

Francis Jarquin, J. Mitchell Unit.....5

Sales Director Michele Lindsey-Tomlinson.....5

Pamela Misicka, C. Burgstahler Unit.....14

Rose Morales, A. Blush Unit.....5

Lisa Nagle, S. Burgess Unit.....6

Danielle Navarro, P. Harris Unit.....11

Sales Director Vanessa Netherlain.....7

Victoria Nwogu, R. Ojibeka Unit.....5

Erendira Oseguera, M. Valdovinos Unit.....5

Rose Paschoaletto, H. Ritz Unit.....5

Mirna Sanchez, N. Avila Unit.....6

Stephanie Sanchez, P. Hicks-Ring Unit.....5

Luz Velazquez, C. Luna Unit.....5

#### 1 GOLD MEDAL/MEDALLA DE ORO

Merna Abernathy, P. McPheeters Unit.....5

Brandi Adamski, M. Suter Unit.....5

Javier Alanis, M. Guerrero Unit.....5

Titania Alexander, C. Frazier Unit.....6

Julieta Alvarado, A. Pelaez Unit.....5

Agnes Anyaelechi, R. Ojibeka Unit.....5

Maria Arraiga, M. Barrios Unit.....5

Lacey Barnes, M. Mays Unit.....5

Norma Barrera, M. Monarrez Unit.....5

Esmeralda Benitez, M. Barranco Unit.....5

Nora Burgojn, J. Martinez Hernandez Unit.....5

Veronica Castro, M. Valdovinos Unit.....6

Lynda Cavanaugh, W. Eastwood Unit.....5

Maria Cedeno, H. Sanchez Unit.....5

Ashley Cox, M. Byers Unit.....5

Beth Creighton, V. Rowell Unit.....9

Sales Director Olga Cuzco.....5

Beselisa Delgado, A. Ramirez Unit.....5

Beth Diaz, H. Newell Unit.....5

Dalila Duarte De Mollinedo, E. Melendez Unit.....6

Yolanda Faubel, E. Cordova Unit.....6

Maria Flores, A. Quintana Unit.....5

Barbara Ford, P. Harris Unit.....5

Sarah Geer, B. Werkmeister Unit.....8

Villameres Gloria, M. Garibay Unit.....5

Sara Gonzalez, J. Chihuahua Unit.....8

Brenda Green, R. Walsh Unit.....8

Angela Greer, N. Dove Unit.....5

Maria Guerrero, P. Chavez Unit.....5

Blanca Hernandez, C. Hernandez Unit.....5

Luancy Hernandez, P. Ramirez Unit.....7

Maria Hernandez, I. Fernandez Unit.....8

Doris Jimenez, C. Mendez Unit.....6

Wendy Jovel, M. Romero Unit.....5

Rosa Kresha, M. Flores Unit.....5

Giovanna La Cruz, I. Hernandez Unit.....8

Lisette Lamarche, M. Rolo Unit.....5

Vilma Lopes, K. Colon Unit.....7

Lynn Lynn, N. Dove Unit.....7

Coral Maldonado, M. Amador Unit.....5

Stephany Martinez, A. Canales Unit.....5

Veronica McNeil, L. Dade Unit.....5

Milagro Montoya, K. Colon Unit.....6

Emma Morales, S. Marta Unit.....6

Mary Moya, M. Ramirez Unit.....6

Allison Nanni, J. Leith Unit.....5

Sandra Narvaez, A. Pelaez Unit.....8

Emilia Navarrete, L. Navarrete-Leon Unit.....5

Giorgina Navarro, M. Diaz De Romero Unit.....5

Charity Njoku, R. Ojibeka Unit.....5

Leslin Nunez, C. Mendez Unit.....5

Veronica Nunez, P. Escalante Unit.....8

Theresia Nwolezea, T. Agunbiade Unit.....5

Vanessa Parraga, C. Zaldivar Unit.....5

Tiffany Phillips, J. Deardorff Unit.....5

Sandra Reyes, A. Canales Unit.....8

Susan Riordan, V. Netherlain Unit.....8

Alba Rodriguez, R. Fernandez Unit.....6

Lucero Rogel, P. Ramirez Unit.....5

Brenda Rogers, T. Miller Unit.....5

Georgina Rojas Mendoza, M. Esparza Unit.....7

Kelly Rolwes, C. Grace Unit.....8

Maria Salomon, M. Torres Unit.....7

Dora Salvador, A. Archaga Unit.....5

Maudlyn Samuel, M. Bansile-Barton Unit.....8

Mitzi Sandell, R. Barnett Unit.....5

Ruth Tascon, A. Pelaez Unit.....5

Stephanie Tebbe, D. Van Ryzin Unit.....5

Paula Tinsley, L. Schwartz Unit.....5

Honi Trauger, C. Smith Unit.....5

Carmen Turner, C. Harris Unit.....6

Maria Urena, I. Nunez Unit.....5

Yesenia Vasquez, B. Vasquez Unit.....5

Juanita Vergara, A. Alvarez Unit.....5

# recognition/reconocimiento

## Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their April 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de abril de 2008.

### Diamond/Diamante

Ivonne Hernandez.....	\$128,894
Amy Lynn Allgood.....	109,828
Valorie Jean White.....	107,678
Kim I. Cowdell.....	99,065
Yvonne Tazem.....	98,640
Ada Y. Garcia-Herrera.....	93,259
Ruth Djibeka.....	91,460
Audrey K. MacDowall.....	91,369
Stephanie A. Richter.....	89,583
LaRonda L. Daigle.....	83,347
Pat A. Nuzzi.....	79,204
Chatney Gelfius.....	76,701
Maricarmen Gonzalez.....	75,091
Terril J. Beckstead.....	74,392
Cecilia C. James.....	73,970
Ana X. Solis.....	72,619
Marsha Morrisette.....	71,108
Mary Kathryn King.....	69,742
Mery C. Ramirez Bravo.....	69,593
Krista A. Johnson.....	69,373
Melissa R. Hennings.....	68,862
Brenda Bennett.....	68,805
Eileen M. Huffman.....	68,151
Julie Schlundt.....	67,106
Andrea Shields.....	66,628
Gina Rodriguez.....	66,614
Connie L. Russo.....	65,520
Olga Cecilia Giraldo.....	64,117
Patricia Carr.....	62,925
Diane Ferguson-Mentiply.....	62,312
Karime Rosas.....	61,004
Betty McKendry.....	60,835
Nancy Polish Dove.....	60,634
Barbara E. Roehrig.....	58,721
Cynthia L. Frazier.....	58,312
Rhonda Jean Taylor.....	57,721
Vivian Diaz.....	56,882
Joye Z. Stephens.....	56,821
Arianne C. Morgan.....	56,616
Anayanci Canales.....	56,039
Mary P. Creech.....	55,667
Piper R. Mullin.....	55,608
Ngozi Onuoha.....	55,064
Julie Danskin.....	54,539
Evitelia Valdez-Cruz.....	54,164
Cindy L. Grace.....	53,861
Virginia Rowell.....	53,786
Faith A. Gladding.....	53,735
Stella Ozuirigo-Odom.....	53,645
Elvi S. Lampung.....	53,577
Wendy E. Herren.....	53,342
Lara F. McKeever.....	52,846
Donna J. Saguto.....	52,563
Sharee Munger.....	52,397
Beth Brinkley.....	52,360
Melissa Mays.....	51,680
Carol Lee Johnson.....	51,581
Susan Hatten Weeks.....	50,953
Ava Lynn Roberts.....	50,932
Pamela K. Perkins.....	50,588
Karen L. Kunzler.....	50,306
Sherly Peterson.....	50,268
Nancy Fox Castro.....	49,680
Brenda K. Howell.....	49,558
Mayuli Maria Rolo.....	49,538
Ana Carolina Alvarez.....	49,529
Priscilla McPheeters.....	49,434
Susan M. McCoy.....	49,304
Vicki O'Bannon.....	49,289
Julia Medina.....	48,868
Mariann Biase Mason.....	48,830
Jeri A. Freund.....	48,806
Shelayne B. Clark.....	48,586
Nuvia Ascencio.....	48,514
Lyneea E. Tate.....	48,124
Annaka Krafka.....	47,751
Nikki Hall Edgemon.....	47,657
Norma Lee Shaver.....	47,494
Jenny Siemonsma.....	47,474
Shannon Renee Thompson.....	47,065
Martha Reyes.....	46,969
Mariaelena Boquin.....	46,688
Amalia Quintana.....	46,491
Felicia Ifeyinwa Nweze.....	46,453
Indhira Fernandez.....	46,322

Blanca M. Vasquez.....	46,184
Jenny R. DeMeil.....	46,128
Keyesi Y. Colon.....	46,123
Patricia Schneider.....	45,914
Stephanie A. Grogosza.....	45,538
Lori M. Langan.....	45,357
Nma Roz Okeke.....	45,325
Melinda M. Balling.....	45,218
Yoanni Espinal.....	45,195
Maggie Butcher.....	45,151
Barbara H. Peterson.....	45,054
Julie A. Sharla-Coffman.....	44,790
Stephanie Audino.....	44,426
Kristen C. Spiker.....	44,232
Damaris Osorio.....	43,948

### Ruby/Rubi

Ekene S. Okafor.....	\$173,044
Thessey Nkechi Nwachukwu.....	124,566
Oye A. Onuoha.....	93,854
Kemi E. Madunta.....	93,383
Phina N. Onwuachi.....	89,341
Dorothy C. Ibe.....	89,106
Somer Ballard Carter.....	85,402
Krystal D. Downey-Shada.....	81,131
Kaye Driggers.....	77,542
Debbie A. Elbrecht.....	77,480
Adora Eucharria Umeh.....	77,201
Phuong L. White.....	77,107
Stella Smith-Plus.....	75,982
Helen Naomi Godswill.....	75,975
Lisa Anne Harmon.....	73,669
Maureen Uzorka.....	70,278
Kathy Monahan.....	69,382
Julie Smith.....	68,227
Breda M. Teal.....	68,100
Laura A. Kattenbraker.....	67,699
Patricia Onyese.....	66,336
Sonya F. Goins.....	64,776
Augusta C. Onyenemere.....	62,903
K. T. Marie Martin.....	61,419
Eusebia C. Savorgnan.....	57,305
Kathleen Bonilla.....	56,947
Jolie Generalov.....	56,207
Nancy D. Marshall.....	55,427
Debby A. Nezat.....	55,419
Diane Covington.....	55,305
Connie A. Brinker.....	54,814
Margaret Chukwuma.....	52,680
Jacqueline N. Alford.....	52,369
Kimberly Cavarretta.....	52,251
Eleanor M. Reigel.....	52,174
Vanessa R. Upkins.....	52,171
Appollonia Nnediogo.....	
Onwuanaegbulu.....	51,754
Karl DeBlander Brigham.....	51,284
Sherly K. Goins.....	51,162
Jeanette M. Thompson.....	49,970
Judy Lund.....	49,763
Donna Clark.....	49,688
Lee A. McCarthy.....	48,806
Marnie R. Yunger.....	48,721
Anne Weidenweber.....	48,660
Rosalind A. Onyia.....	48,463
Christy M. Cox.....	48,291
Isidora Camargo.....	47,922
Uzo Ogbotur.....	47,829
Suzanne Moeller.....	47,436
Gaynell L. Kennedy.....	47,390
Darla L. Issa.....	46,700
Cheryl O. Fulcher.....	46,567
Florence N. Ohen.....	46,437
Joyce Omene.....	46,407
Brittany Mitchell.....	46,380
Gloria Dominguez.....	45,957
Maria Salazar Ibarra.....	45,917
Kimberley Victor.....	45,696
Rebecca Tilley.....	45,569
Jennifer Isenhardt.....	45,554
Shelia D. Evans.....	45,457
Moupe M. Bajomo.....	45,346
Maribel Olivares.....	45,212
Jacqueline Donna.....	45,012
Tori Lynn Hoffman.....	44,878
Susan E. Zartman.....	44,821

Brenda Fenner.....	44,786
Olubunmi Ebiwonjumi.....	44,695
Lisa Baker.....	44,619
Michelle Elaine Correll.....	44,570
Julie Rene Jennings.....	44,285
Julie Brindell Sapp.....	43,742
Carmen Nunez.....	43,541
Eva E. Holguin.....	43,155
Cissy E. Warren.....	42,828
Linda Omene.....	42,747
Debra Moore Kinley.....	42,678
Jodie Roman.....	42,613
Crystal Caldwell Hubbard.....	42,495
Titilayo Onasanya.....	42,300
Sheila K. Valles.....	42,218
Gina Beekley.....	42,194
Sherrie L. Clemons.....	42,141
Sandra Braun.....	42,011
Vicki S. Lindsay.....	41,952
Deborah S. Bailye.....	41,867
Jeanie Ripley.....	41,797
Terry S. Smith.....	41,672
Karen Pappas.....	41,612
Nina Jonah-Ndukwe.....	41,367
Kimberly Dawn Hendrix.....	41,352
May Onumodu.....	41,245
Susan K. Lenser.....	41,165
Tonya Colbert.....	41,147
Anna M. Sempeles.....	40,801
Linda Leonard Thompson.....	40,781
Laura A. Schmidt.....	40,501
Mary Lou Ardohain.....	40,419
Gina M. Gildone.....	40,199

### Sapphire/Zafiro

Binta Touray Jagne.....	\$106,017
Maria G. Diaz.....	92,635
Julie Neal.....	87,401
Zasha Noel Lowe.....	85,787
Cheri L. Taylor.....	77,318
Candy I. Johnston.....	73,234
Melva M. Slythe.....	72,747
Alison Renee Jurek.....	70,081
Heather A. Plasencia.....	67,717
Jennifer L. Semelsberger.....	65,483
Lady Ruth Brown.....	65,283
Moleda G. Dailey.....	65,047
Tracy Potter.....	64,838
Jill L. Glockner.....	64,436
Deborah A. Urbach.....	63,256
Linné Lane.....	60,030
Jill Beckstedt.....	59,966
Ann W. Sherman.....	58,738
Julie Weaver.....	58,468
Kristi M. Anderson.....	58,298
Julia Mundy.....	57,461
Sherri Ammons.....	57,219
Jodi L. Feller.....	55,324
Julie M. Moreland.....	54,075
Sandy Altman Welch.....	53,627
Ruby Garner.....	53,557
Linda Klein.....	53,540
Bea Heath.....	52,791
Sylvia Boggs.....	52,642
Tammy Ramage.....	51,840
Kathy R. Bullard.....	51,629
Lyriss Yee.....	51,316
Terry A. Hensley.....	51,209
Angelique M. Talbert.....	50,558
Beverley M. Brown.....	50,463
Linda A. Jones.....	50,214
Beth S. Austin.....	49,494
Estela Saucedo.....	49,490
Linda F. Merritt.....	49,314
Phyllis I. Pisker.....	48,921
Elizabeth A. Poole.....	48,074
Janelle A. Ferrell.....	47,756
Joanna Helton.....	47,704
Linda L. Quillin.....	47,643
Randi Stevens.....	47,461
Jennifer G. Bouse.....	47,085
Dwauna Maura.....	46,794
Christy Bigham.....	46,555
Margaret Neill.....	46,439
Mary G. Gronholz.....	46,388

Ronda Compton.....	46,339
Brandy Michelle Redden.....	46,167
Debbie A. Weld.....	46,134
Lynn Baer Roberts.....	46,110
Heather L. Bohlinger.....	45,618
Gena Prince.....	45,483
Sherri Reindl.....	45,436
Ynocenta Hernandez.....	45,301
Shaniece M. Armstrong.....	45,272
Jenny Suarez Zuckerman.....	45,265
Roxanne McInroe.....	45,115
Eileen Fricke.....	44,791
Petie L. Huffman.....	44,723
Lorena Merlos.....	44,245
Junanne B. Mosley.....	44,229
Ruth M. Hawkins.....	44,146
Cheryl T. Anderson.....	44,034
Josefa Chacon.....	43,966
Elaine B. Lewis.....	43,483
Hilda Maruffo.....	43,411
Bonnie Crumrin.....	42,877
Angie S. Day.....	42,731
Brynnie M. Blalock.....	42,651
Sara Elizabeth Foster.....	42,620
Wendy S. Coltrain.....	42,576
Virginia E. Curry.....	42,131
Peggy B. Sacco.....	42,075
Betty H. Schuler.....	42,009
Traci Weber.....	41,814
Pilar Najera.....	41,775
Danice C. McEldowney.....	41,735
Nita Ann Godwin.....	41,618
Dolores Keller.....	41,522
Robyn S. Cartmill.....	41,345
Elsie Jackson.....	41,337
Sandi Fitzpatrick.....	41,003
Ana Ruth Gomez.....	40,936
Gloria Stakemiller.....	40,768
Terrie L. Allen.....	40,679
Ana Echavarria.....	40,667
Teodora Ahumada.....	40,642
Patrice Moore Smith.....	40,617
Ana Maria Barba.....	40,401
Kathleen Bonadie.....	40,348
Rosario Dagenais.....	40,298
Ronnie Fitzpatrick.....	40,225
Brenda P. O'Sullivan.....	40,214
Shelia Berry.....	40,093
Margaret J. Wendt.....	39,936
Barbara J. Puckett.....	39,654

### Emerald/Esmeralda

Helen Jakpor.....	\$107,910
Hollie R. Sherrick.....	103,888
Candy Jackson.....	89,855
Marianne L. Anderson.....	85,112
Ayobami O. Olusa.....	77,926
Jane Okundaye.....	76,526
Cathy Kazda.....	73,909
Hope S. Pratt.....	67,177
Angel L. Hurley.....	61,929
Elaine K. Williams.....	61,870
Tandy L. Ludin.....	60,840
Evalina Chavez.....	60,404
Sheri L. Farrar-Meyer.....	60,367
Pam Kelly.....	59,194
Rose Campbell.....	58,904
Auri Hatheway.....	58,041
Kelly S. Shannon.....	57,914
Maria Grey Boza.....	57,825
Mercedes Maria Cruz.....	56,260
Denise G. Kucharski.....	56,233
Linda Bradley.....	55,791
Barbara Pleet.....	55,341
Trisha Taylor.....	55,077
Denise M. Sowder.....	54,675
Celsa Menjivar.....	54,330
Gilda Canales.....	54,204
Emily Stone.....	53,517
Nancy A. Berlin.....	51,839
Grace Y. Adeoye.....	51,283
Brenda D. Elliott.....	51,188
Karen A. Jorgenson.....	50,709
Stacy S. Gilson.....	50,148
Nancy Harder.....	50,005

Yolanda Lopez.....	49,453
Jeannine R. DeVore Harris.....	49,138
Kimbi L. Bartik.....	49,078
Jean MacDonald.....	48,100
Stacy D. Foust.....	46,737
Jennifer Spriggs.....	46,392
Ann Shears.....	45,655
Amanda Thulin-Marrano.....	45,116
Beth Ann Bailey.....	44,540
Katrina A. Bills.....	44,444
Linda Jackson.....	44,341
Nancy Graham.....	44,243
Anita Rodriguez.....	44,068
Elizabeth Wiegandt.....	43,689
Lynne Worcester.....	43,355
Casie Hembree.....	43,113
Kimberly Dawn Reed.....	43,054
Anna Joseph Peet.....	42,794
Gerri L. Gurreri.....	42,762
Pattie A. Robinson.....	42,658
Connie S. Miller.....	42,638
Susan A. Smith.....	42,296
Maritza Lanuza.....	42,190
Sheila J. McCune.....	42,140
Roxanne K. Youngton.....	42,056
Heather Shea Catts.....	41,812
Kay Dickerson.....	41,682
Michele Martella Armes.....	41,542
Laura A. Armstrong.....	41,529
Pat Forehand.....	41,470
Traci L. Smith.....	41,387
Haydee Guzman.....	40,950
Tanya Olivia King.....	40,762
Andrea Steinmetz.....	40,016
Rosemary Soto.....	39,948
Grace Hull.....	39,052
Judith Beede.....	38,741
J. L. Bolton.....	38,590
Heather A. Carlson.....	38,259
Jo M. Cotton.....	38,234
Abigail Madrid.....	38,101
Joni Pritchard.....	37,943
Carolyn J. Bishop.....	37,814
Nancy S. North.....	37,742
Denise W. Montgomery.....	37,666
Susan Houser.....	37,547
Lashan Denise Fleming.....	37,343
Kathy P. Oliveira.....	37,134
Dana Dean Cornalino.....	37,051
Valerie Yorkie.....	36,821
Christine J. Kurzawa.....	36,712
Michelle B. Ehrich-Stravolo.....	36,608
Sue Uibel.....	36,593
Julie B. Potts.....	36,466
Vicki Hunter.....	36,432
Myrna I. Colon.....	36,220
Sonia E. Argueta.....	36,201
Karen Clabaugh.....	36,060
Katie L. Ashby.....	35,837
Annette D. Oxley.....	35,825
Karen J. Saphos.....	35,606
Michelle Hanslik Goins.....	35,487
Frankie Clapp.....	35,063
Teresa Maynard.....	34,940
Kara D. Bang.....	34,924
Jackie Krieger.....	34,869
Holly E. Sanders.....	34,859

### Pearl/Perla

Kristin Myers.....	\$118,108
Lisa Allison.....	105,329
Kim L. McClure.....	88,821
Sharon Smith Wisnoski.....	85,689
Amie N. Gamboian.....	84,857
Cindy Machado-Flippen.....	82,082
Tammy A. Valava.....	81,297
Roya M. Mattis.....	79,551
Lisa Olivares.....	75,419
Betsy C. Richard.....	73,960
Anne Geertsen.....	73,891
Lindsay R. Stewart.....	72,631
Janice Baxter Hull.....	69,859
Alicia Borkowska.....	69,264
Leah Michelle Lauchlan.....	66,295
Rachael M. Bullock.....	63,830
Donna R. Doyle.....	63,721

Ella M. Chick-Power.....	63,544
Holly L. Ennis.....	62,931
Amy Kemp.....	62,681
Alma Orrosetti.....	62,303
Kathryn L. Engstrom.....	62,087
Jo Shuler.....	59,382
Vicki Piccirilli.....	59,261
Jennifer C. Olais.....	59,255
Evelyn Hill.....	58,197
Jeanie Martin.....	56,900
Patti Cornell.....	56,826
Patty Webster.....	54,975
Elizabeth B. Muna.....	54,748
Laurie C. Cole.....	53,303
Patricia Fitzgerald.....	53,019
Shari M. Kirschner.....	52,379



# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar day in April 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Valorie Jean White .....\$18,862.75  
Ada Y. Garcia-Herrera.....17,640.00  
Ivonne Hernandez.....17,231.37  
Ruth Ojibeka.....15,485.40  
Kim I. Cowdell.....15,357.02  
Omosolape O. Akinyoyenu.....13,902.92  
Amy Lynn Allgood.....13,527.30  
Yvonne Tazem.....12,940.06  
Terri J. Beckstead.....12,882.23  
Maricarmen Gonzalez.....12,825.09  
Audrey K. MacDowall.....12,662.50  
Connie L. Russo.....12,430.20  
Pat A. Nuzzi.....12,168.07  
Vivian Diaz.....12,100.87  
Ana X. Solis.....12,032.72  
Gina Rodriguez.....11,877.27  
LaRonda L. Daigle.....11,735.20  
Stephanie A. Richter.....11,687.24  
Krista A. Johnson.....11,489.37  
Marsha Morrisette.....11,271.69  
Martha Kay Ralle.....11,249.38  
Chatney Gelfius.....10,808.86  
Priscilla McPheeters.....10,712.30  
Melissa R. Hennings.....10,605.18  
Mery C. Ramirez Bravo.....10,511.66  
Julie Schlundt.....10,474.94  
Olga Cecilia Giraldo.....10,453.84  
Josefa E. Rosario.....10,215.51  
Karlene Rosas.....9,955.88  
Brenda Bennett.....9,937.23  
Cecilia C. James.....9,748.35  
Mary Kathryn King.....9,747.07  
Andrea Shields.....9,687.07  
Julie Danskin.....9,524.37  
Nancy Polish Dove.....9,465.80  
Heidi Goelzer.....9,457.63  
Eileen M. Huffman.....9,450.01  
Nancy Ashton.....9,252.35  
Laura Teresa Lozada.....9,239.74  
Sandy Griffith.....9,079.39  
Evelita Valdez-Cruz.....9,074.52  
Maria Flores.....8,781.44  
Glady's C. Reyes.....8,772.47  
Barbara E. Roehrig.....8,698.88  
Elvi S. Lamping.....8,540.14  
Betty McKendry.....8,523.48  
Mary P. Creech.....8,456.70  
Arianne C. Morgan.....8,442.75  
Audrey J. Doller.....8,418.53  
Hellen L. Crescenti.....8,379.68  
Cynthia L. Frazier.....8,376.27  
Faith A. Gladding.....8,343.41  
Patricia Carr.....8,263.11  
Ngodi Onuoha.....8,230.70  
Brenda K. Howell.....8,198.67  
Donna J. Saguto.....8,157.49  
Mariaelena Boquin.....8,127.70  
Melinda M. Balling.....8,081.16  
Shelly Palen.....8,067.62  
Lara F. McKeever.....8,052.03  
Sheryl Peterson.....8,045.92  
Trudy Miller.....8,006.02  
Beth Brinkley.....7,968.27  
Rosa C. Fernandez.....7,963.03  
Julie Garvey.....7,933.18  
Yoanni Espinal.....7,924.32  
Anayanci Canales.....7,864.41  
Mary Jacobson.....7,857.71  
Melissa Mays.....7,831.91  
Diane Ferguson-Mentilly.....7,766.50  
Carol Lee Johnson.....7,732.59  
Rhonda Jean Taylor.....7,702.25  
Nancy Fox Castro.....7,686.24  
Heather M. Julson.....7,674.62  
Cindy L. Grace.....7,635.39  
Ava Lynn Roberts.....7,633.67  
Ana Carolina Alvarez.....7,593.85  
Stella Ozurigo-Odom.....7,585.42  
Meyra Esparza.....7,563.31  
Yosaira Sanchez.....7,519.68  
Deanna L. Spillman.....7,494.72  
Virginia Rowell.....7,493.62  
Norma Lee Shaver.....7,469.02  
Vicki O'Bannon.....7,464.54  
Nicki R. Hill.....7,328.27

Deborah Dudas.....7,319.68  
Lesa Rae Franken.....7,294.53  
Juanita Gudino.....7,262.75  
Silvia Sanchez.....7,262.34  
Lisa Hackbarth.....7,233.84  
Susan K. Carlson.....7,232.84  
Kathy M. Viola.....7,223.72  
Stephanie A. Grogoza.....7,208.29  
Maria I. Guerrero.....7,171.72  
Carmen Hernandez.....7,130.63  
Karen L. Kunzler.....7,056.39  
Stephanie Audino.....7,027.78  
Blanca E. Arroyo.....7,023.77  
Donna K. Smith.....6,990.60  
Nuvia Ascencio.....6,983.94

### Ruby

Thessy Nkechi Nwachukwu.....\$32,809.05  
Ekene S. Okafor.....29,053.60  
Dorothy C. Ibe.....19,944.31  
Oye A. Onuoha.....15,829.55  
Adaora Eucharía Umeh.....12,963.35  
Joyce Omene.....12,109.19  
Kemi E. Madunta.....11,838.26  
Appolonia Nnediogo Onwuanaegbule.....11,721.06  
Kathy Monahan.....11,490.63  
Stella Smith-Plus.....11,336.47  
Phina M. Onwuachi.....11,169.27  
Julie Smith.....11,122.88  
Phuong L. White.....11,088.03  
Helen Naomi Godswill.....10,974.62  
Breda M. Teal.....10,848.92  
Somer Ballard Carter.....10,707.65  
Debbie A. Elbrecht.....10,518.51  
Lisa Anne Harmon.....10,344.35  
Augusta C. Onyenemere.....10,314.56  
Laura A. Kattenbraker.....10,203.44  
Krystal D. Downey-Shada.....10,044.23  
Nina Jonah-Ndukwue.....9,943.11  
Jacqueline N. Alford.....9,704.68  
Kathleen C. Savorgnan.....9,349.80  
Gloria Dominguez.....9,142.19  
Kaye Driggers.....9,127.78  
Patricia Onyise.....9,025.38  
Michele Sempier.....8,569.48  
Connie A. Brinker.....8,549.07  
Margaret Chukwuma.....8,532.43  
Donna Clark.....8,466.39  
Diane Covington.....8,434.07  
K. T. Marie Martin.....8,416.85  
Maureen Uzorka.....8,412.06  
Sheryl K. Goins.....8,366.60  
Nancy D. Marshall.....8,333.06  
Jeanette M. Thompson.....8,285.61  
Vanessa R. Upkins.....8,282.86  
Marnie R. Yunger.....8,222.31  
Kimberley Victor.....8,185.79  
Sonya F. Goins.....8,183.35  
Jennifer I. Ehimika.....8,182.63  
Kimberly Cavarretta.....8,152.58  
Carmen Nunez.....8,009.60  
Eusebia Bonilla.....7,992.74  
Debbie A. Nezat.....7,874.67  
Florence N. Ohen.....7,806.56  
Modupe M. Bajomo.....7,737.86  
Rosaland A. Onyia.....7,590.12  
Olubunmi Ebiwunmi.....7,463.27  
Sheila K. Valles.....7,408.14  
Lee A. McCarthy.....7,399.23  
Mary Lou Ardohain.....7,396.69  
Gina M. Gildone.....7,381.85  
Kate Onyekere.....7,299.14  
Maria Salazar Ibarra.....7,289.40  
Gina Beekley.....7,265.32  
Judy Lund.....7,242.38  
Sherrie L. Clemons.....7,157.45  
Tonya Colbert.....7,137.77  
Kali DeBlander Brigham.....7,133.31  
Deborah S. Bailey.....7,127.97  
Anne Weidenweber.....7,113.79  
Gaynell L. Kennedy.....7,088.71  
Suzanne Moeller.....6,964.65  
Rose Mary Neel.....6,942.67  
Maribel Olivares.....6,921.64

Vicki S. Lindsay.....6,895.76  
Cissy E. Warren.....6,892.90  
Michelle M. Visco.....6,881.12  
Rebecca Tilley.....6,866.93  
Karen Pappas.....6,818.91  
Julie Roman.....6,799.43  
Julie Brindell Sapp.....6,751.18  
Eleanor M. Reigel.....6,737.15  
Mary Jo Dallen.....6,711.64  
Bonnie Brannan.....6,664.01  
Mary A. Mack.....6,648.53  
Lisa Baker.....6,629.99  
Jacqueline Donna.....6,623.65  
Brenda Fenner.....6,613.96  
Shelia D. Evans.....6,611.51  
Jolie Generalov.....6,599.34  
Rocio Rebolal.....6,568.97  
Cheryl O. Fulcher.....6,550.44  
Michelle L. Mathews.....6,547.57  
Brittany Mitchell.....6,527.37  
May Onumodu.....6,518.12  
Uzo Ogbutor.....6,505.78  
Chionia Ajaegbu.....6,497.74  
Lisa V. Bauer.....6,495.66  
Olufunke Monisola Akinkun.....6,494.17  
Carlotta Sandiford-Coleman.....6,484.78  
Eva E. Holguin.....6,461.40  
Cindy P. Markowski.....6,433.07  
Michelle Elaine Correll.....6,408.35  
Jeanie Ripley.....6,330.98  
Mary Alice Dell.....6,322.79  
Barbara L. Harrison.....6,313.34  
Titilayo Onasanya.....6,298.94

### Sapphire

Melva M. Slythe.....\$16,168.08  
Binta Touray Jagne.....15,734.50  
Maria G. Diaz.....14,811.16  
Julie Neal.....13,854.38  
Zasha Noel Lowe.....12,271.72  
Candy L. Johnston.....11,821.14  
Lady Ruth Brown.....11,433.96  
Magdalena Nevarez.....11,108.90  
Pilar Najera.....10,912.23  
Tracy Potter.....10,728.76  
Julia Mundy.....10,714.57  
Jill Beckstedt.....10,670.92  
Allison Renee Jurek.....10,604.94  
Cheri L. Taylor.....10,539.19  
Jennifer L. Semelsberger.....10,458.63  
Julie Weaver.....10,316.73  
Heather A. Plasencia.....10,281.13  
Moleda G. Dailey.....9,908.15  
Jill L. Glockner.....9,824.33  
Ruby Garner.....9,659.55  
Ynocenta Hernandez.....9,583.94  
Tammy Romage.....9,493.09  
Linné Lane.....8,905.18  
Angelique M. Talbert.....8,777.88  
Phyllis I. Pinksner.....8,643.72  
Linda Klein.....8,595.49  
Lorena Merlos.....8,445.17  
Ann W. Sherman.....8,435.49  
Roxanne McInroe.....8,427.98  
Barbara J. Puckett.....8,189.33  
Jodi L. Feller.....8,166.68  
Mary G. Gronholz.....8,054.99  
Julie M. Moreland.....8,054.65  
Gena Prince.....8,047.64  
Sylvia Boggs.....8,039.91  
Dolores Keller.....7,954.78  
Cheryl T. Anderson.....7,927.80  
Lynn Baer Roberts.....7,918.41  
Bea Heath.....7,863.09  
Sherry Ammons.....7,668.54  
Beverly M. Brown.....7,668.35  
Ana Maria Barba.....7,662.70  
Linda A. Jones.....7,636.76  
Diane Bruns.....7,606.52  
Joanne S. Day.....7,557.88  
Angela Helton.....7,492.37  
Frances Woodham.....7,491.78  
Kristi M. Anderson.....7,454.98  
Randi Stevens.....7,451.28

Debra A. Urbach.....7,377.11  
Natalie Reed.....7,360.89  
Kathy R. Bullard.....7,287.93  
Heather L. Bohlinger.....7,271.85  
Lyris Yee.....7,261.18  
Sherri Reindl.....7,254.13  
Wendy S. Coltrain.....7,242.58  
Linda F. Merritt.....7,156.08  
Sandy Altman Welch.....7,117.13  
Hilda Marrufo.....6,996.11  
Elizabeth A. Poole.....6,972.96  
Estela Saucedo.....6,942.19  
Pettie L. Huffman.....6,906.06  
Debbie A. Weld.....6,887.16  
Gloria Stake Miller.....6,879.62  
Janelle A. Ferrell.....6,854.40  
Rosario Dagenais.....6,843.71  
Josefa Chacon.....6,833.49  
Maureen Ryba.....6,827.32  
Teodora Ahumada.....6,764.38  
Lindsay K. Beauchamp.....6,734.51  
Avelyn R. Smith.....6,718.85  
Beth S. Austin.....6,659.18  
Joanne V. Price.....6,614.91  
Elizabeth McCandless.....6,609.21  
Blanca Celia Caceres.....6,587.27  
Eileen Fricke.....6,559.28  
Maria G. Leon.....6,539.64  
Brandy Michelle Redden.....6,514.14  
Dwanna Maura.....6,511.76  
Sandra A. Zavoda.....6,504.90  
Nita Ann Godwin.....6,445.63  
Sara Pedraza-Chacon.....6,431.36  
Rosa Elia Meza-Sanchez.....6,421.29  
Sandi Fitzpatrick.....6,415.53  
Margaret Neill.....6,401.21  
Peggy B. Sacco.....6,392.56  
Alicia M. Nix.....6,354.76  
Terry A. Hensley.....6,341.22  
Angeles Herrera.....6,332.04  
Jenny Suarez Zuckerman.....6,306.54  
Agnes Stewart.....6,250.47  
Cindy L. Hess.....6,243.98  
Kathleen Kirkwood.....6,238.39  
Patrice Moore Smith.....6,206.61  
Ann Ferrell Smith.....6,190.68  
Odilia Vasquez.....6,178.28  
Tracy Ann Savasta.....6,173.61  
Linda L. Quillin.....6,159.07  
Robyn S. Cartmill.....6,159.03  
Jennifer Bessey.....6,152.35

### Emerald

Helen Jakpor.....\$19,380.70  
Hollie R. Sherrick.....15,430.79  
Ayobami O. Oluska.....12,115.38  
Marianne L. Anderson.....11,988.73  
Candy Jackson.....11,776.57  
Evalina Chavez.....10,475.40  
Linda Bradley.....10,195.05  
Michele Martella Armes.....10,049.21  
Cathy Kazzi.....9,960.14  
Sheri L. Farrar-Meyer.....9,733.48  
Jane Okundaye.....9,707.57  
Angel L. Hurley.....9,704.07  
Pam Kelly.....9,681.93  
Tandy L. Ludin.....9,467.59  
Maritza Lanuza.....9,431.07  
Auri Hatheway.....9,367.12  
Hope S. Pratt.....9,239.40  
Elaine K. Williams.....9,172.39  
Rose Campbell.....9,122.11  
Trisha Taylor.....8,835.01  
Denise G. Kucharski.....8,771.93  
Nancy A. Berlin.....8,754.86  
Kimbi L. Bartik.....8,618.94  
Kelly S. Shannon.....8,505.62  
Nancy Harder.....8,500.06  
Mercedes Maria Cruz.....8,421.04  
Barbara Fleet.....8,399.75  
Grace V. Adeoye.....8,299.15  
Karen A. Jorgenson.....8,103.45  
Denise W. Montgomery.....8,061.04  
Jo M. Cotton.....8,052.85  
Stacy S. Gilson.....8,045.16  
Ann Shears.....7,999.93

Yolanda Lopez.....7,882.97  
Haydee Guzman.....7,861.82  
Lynne Worcester.....7,725.63  
Amanda Thulin-Marrano.....7,584.91  
Brenda D. Elliott.....7,572.45  
Paula Vander Vorste.....7,562.74  
Aliuska Entenza.....7,504.84  
Pamela Rowe Krzmarzick.....7,446.05  
Jennifer Spriggs.....7,341.20  
Denise M. Sowder.....7,261.20  
Gilda Canales.....7,221.81  
Celsa Menjivar.....7,204.43  
Traci L. Smith.....7,175.57  
Kay Dickerson.....7,100.49  
Helen M. Harlow.....7,090.85  
Emily Stone.....6,974.68  
Maria Grey Boza.....6,946.44  
Jean MacDonald.....6,911.56  
Jeannine R. DeVore Harris.....6,837.10  
Stacy D. Foust.....6,823.20  
Heather A. Carlson.....6,820.30  
Maria Victoria Sura.....6,799.90  
Nancy Graham.....6,776.99  
Linda Jackson.....6,720.00  
Vicki Hunter.....6,704.82  
Laura A. Armstrong.....6,581.18  
Anna Joseph Peet.....6,499.11  
Pat Forehand.....6,470.06  
Roxanne K. Youngton.....6,458.68  
Kara D. Bang.....6,457.28  
Anita Rodriguez.....6,451.21  
Charlotte Mantooth.....6,450.20  
Connie S. Miller.....6,435.68  
Maria Sanchez.....6,427.16  
Jackie Krieger.....6,416.97  
Kathy P. Oliveira.....6,380.04  
Frankie Clapp.....6,356.24  
Sheila J. McCune.....6,354.60  
Julie B. Potts.....6,256.37  
Susie J. Serio.....6,208.62  
Pattie A. Robinson.....6,155.70  
Susan Ruth Cunningham.....6,062.64  
Diane K. Autry.....6,035.98  
Toya M. Drew.....6,019.28  
Julie A. Griffin.....6,007.94  
Dana M. Chamberlin.....5,991.52  
Beth Ann Bailey.....5,957.87  
Casie Hembee.....5,952.23  
Grace Hull.....5,950.21  
Tanya Olivia King.....5,872.58  
Aida Ramallo De Escibano.....5,868.29  
Christine J. Kurzawa.....5,845.29  
Pamela J. Borghesani.....5,831.39  
Abigail Madrid.....5,825.96  
Gerri L. Gurreri.....5,822.09  
Michelle B. Ehrlich-Stravolo.....5,811.66  
Elaine Oatmeyer.....5,785.05  
Wendy Griffin Presley.....5,781.62  
Susan A. Smith.....5,763.02  
Annette D. Oxley.....5,751.64  
Silvia Ramos.....5,750.28  
Kimberly Dawn Reed.....5,744.45  
MaryAnn V. Knox.....5,643.16  
Elsa Velarde.....5,642.73  
Andrea Steinmetz.....5,641.43  
Nancy Jean Leroy.....5,637.44  
Gail Patton Menefee.....5,601.28

### Pearl

Lisa Allison.....\$15,844.98  
Kim L. McClure.....15,577.37  
Tammy A. Vavala.....15,300.45  
Kristin Myers.....14,071.64  
Sharon Smith Wisnoki.....13,631.74  
Julie Martin.....12,936.05  
Lisa Olivares.....12,378.45  
Alma Orrosta.....12,075.37  
Cindy Machado-Flippen.....11,099.62  
Anne Geertsens.....11,034.95  
Amie N. Gamboian.....10,990.05  
Roya M. Mattis.....10,841.08  
Kathryn L. Engstrom.....10,799.03  
Janice Baxter Hull.....10,753.93  
Jeanie K. Navrkal.....10,516.47  
Betsy C. Richard.....10,444.42

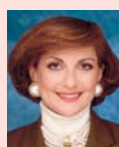
Susan M. Hohlman.....10,340.05  
Sandra M. Munguia.....10,254.16  
Ella M. Chick-Power.....10,125.83  
Alicia Borkowska.....10,121.89  
Julia Sander Burnett.....9,986.51  
Lindsay R. Stewart.....9,816.35  
Elizabeth B. Muna.....9,811.69  
Rachael M. Bullock.....9,496.13  
Evelyn Pirhalla.....9,050.25  
Judy Brack.....9,036.65  
Leah Michelle Lauchlan.....9,024.91  
Evelyn Hill.....8,964.86  
Vicki Piccirilli.....8,929.76  
Amy Kemp.....8,702.89  
Patty Webster.....8,652.79  
Nadine Bowers.....8,595.87  
Holly L. Ennis.....8,561.91  
Jo Shuler.....8,489.57  
Penny J. Jackson.....8,274.62  
Patti Cornell.....8,182.04  
Tracey L. Chavez.....8,146.59  
Lianne Stewart.....8,039.86  
Harriett Sharpe.....7,783.71  
Hazel White.....7,756.02  
Jean A. Wilson.....7,643.70  
Denise E. Crosby.....7,634.49  
Donna R. Doyle.....7,588.42  
Kathy Eckhardt.....7,577.56  
Luz J. Diaz Almeida.....7,568.08  
Holly Thompson Lowe.....7,466.78  
Jennifer C. Olais.....7,457.14  
Carmen J. Felix.....7,407.22  
Susie Kopacz.....7,365.08  
Sandra Giraldo Kirchhoff.....7,364.13  
Ruthie Bresette-Mount.....7,275.76  
Angel B. Toler.....7,270.55  
Amy Stokes.....7,162.33  
Jeraline B. Long.....7,144.57  
Sherry Moxley Moir.....7,091.96  
Tara Lynn Mitchell.....7,065.14  
Dorothy D. Boyd.....7,060.22  
Stephanie Nicole Tran.....7,024.00  
Roxanne Rodriguez-Diaz.....6,982.96  
Patricia Fitzgerald.....6,979.78  
Belle L. Martin.....6,907.69  
Amy Kirell.....6,893.98  
Rebecca Milligan.....6,853.38  
Lauree C. Cole.....6,809.47  
Joyce Bruder.....6,748.98  
Angel R. Cruz Garciaquiere.....6,743.82  
Amy C. Schule.....6,712.24  
Shari M. Kirschner.....6,646.50  
Kathleen Deal.....6,644.99  
Joy D. Bailey-Gress.....6,629.07  
Peggy Matish.....6,623.66  
Menina M. Givens.....6,593.81  
Nancy L. Brylie.....6,567.06  
Barbara Ashworth.....6,489.33  
Maureen Shipp.....6,488.09  
Tommi Pleasure.....6,397.83  
Tammy Brown.....6,389.28  
Fern M. Gerdes.....6,382.41  
Julie Hetherington.....6,307.74  
Tina M. Wright.....6,230.23  
Collette Parker.....6,218.64  
Stacey Craft.....6,215.96  
Irene K. Foster.....6,203.40  
Sally Ralph.....6,201.45  
Donna Stephano.....6,185.20  
Brenda Stafford.....6,141.92  
Richard V. Barnes.....6,138.52  
Jaime Marie Bittner.....6,124.97  
Connie L. Young.....6,119.73  
Leah G. Nelson.....6,110.66  
Gail A. Clark.....6,073.17  
Susan K. Janish.....5,983.68  
Judi Tapella.....5,970.26  
Michele Salisbury Rankin.....5,958.06  
Barb Layman.....5,945.17  
Lia Rene Carta.....5,934.52  
Jennifer Koenicke.....5,929.48  
Temipote Odeyale.....5,872.54  
Kathy Ahlwardt.....5,870.09  
Sherry L. Fields.....5,869.42

\*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 CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, 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 INTUOUCH® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

# recognition

**Mary Kay Angels** These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in April 2008.

## Top National Sales Directors — Commissions and Bonuses



**Barbara Sunden**  
\$89,598  
DIAMOND



**Carol Anton**  
\$64,299  
RUBY



**Christine Peterson**  
\$85,312  
SAPPHIRE



**Gloria Mayfield**  
Banks  
\$52,534  
EMERALD



**Nan Stroud**  
\$44,268  
PEARL

## Top Unit — Estimated Retail Production

<b>DIAMOND</b> — Ivonne Hernandez, <i>S. Páez Area</i> .....	\$128,894
<b>RUBY</b> — Ekene Okafor, <i>Go Give Area</i> .....	\$173,044
<b>SAPPHIRE</b> — Binta Jagne, <i>V. Bagnol Area</i> .....	\$106,017
<b>EMERALD</b> — Helen Jakpor, <i>S. Goodwin Monday Area</i> .....	\$107,910
<b>PEARL</b> — Kristin Myers, <i>G. McGuire Area</i> .....	\$118,108

## Top Sales Director—Personal Sales

<b>DIAMOND</b> — Marie Lee, <i>P. Gruber Area</i> .....	\$17,421
<b>RUBY</b> — Ester Dragich, <i>S. McGray Area</i> .....	\$13,150
<b>SAPPHIRE</b> — Jessica Barber, <i>M. Dozier Area</i> .....	\$13,755
<b>EMERALD</b> — Helen Jakpor, <i>S. Goodwin Monday Area</i> .....	\$14,873
<b>PEARL</b> — Jocelyn Knox, <i>A. Tripp Brewton Area</i> .....	\$13,537

## Top Beauty Consultant—Personal Sales

<b>DIAMOND</b> — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$21,116
<b>RUBY</b> — Tamara Smith, <i>M. Cox Unit, K. McCarroll Area</i> .....	\$17,721
<b>SAPPHIRE</b> — Fatu Vankpana, <i>K. Onwunghai Unit, S. Andrews Area</i> .....	\$15,090
<b>EMERALD</b> — Katherine Waddleton, <i>M. Sims Unit, Y. Lemmon Area</i> .....	\$22,674
<b>PEARL</b> — Katherine Ward, <i>D. Doyle Unit, C. Warfield Area</i> .....	\$34,882

## Top Team Builder

<b>DIAMOND</b> — Raquel Mieses, <i>K. Colon Unit, G. Castaño Area</i> .....	15 New Team Members
<b>RUBY</b> — Patricia Manno, <i>C. Gress Unit, C. Gress Area</i> .....	23 New Team Members
<b>SAPPHIRE</b> — Yola Cason, <i>E. Brown Unit, V. Bagnol Area</i> .....	18 New Team Members
<b>EMERALD</b> — Zenobia Clovis, <i>T. McNeil Unit, N. Privette-Jones Area</i> .....	13 New Team Members
<b>PEARL</b> — Regina Ati, <i>M. Mason Taylor Unit, S. Hunter Mason Area</i> .....	13 New Team Members

## Top Unit Builders Independent Sales Directors with 20 or more new unit members for April 2008.

### Diamond

#### New Unit Members

Gina Rodriguez.....	42
Keysi Y. Colon.....	33
Amy Lynn Allgood.....	31
Yvonne Tazem.....	30
Ivonne Hernandez.....	29
Ruth Ojibeka.....	28
Anayanci Canales.....	26
Maricarmen Gonzalez.....	26
Indhira Fernandez.....	23
Cynthia L. Frazier.....	23
Kim I. Cowdell.....	22
Cruz L. Zaldivar.....	22
Maria Janet Koo.....	21
Robbie L. Brannon.....	20
Piper R. Mullin.....	20
Alba Pelaez.....	20
Gladys C. Reyes.....	20
Josefa E. Rosario.....	20
Roberta Rodriguez Walsh.....	20

### Ruby

Thesys Nkechi Nwachukwu.....	43
Ekene S. Okafor.....	31
Somer Ballard Carter.....	30
Brenda S. Smith.....	27
Adaora Eucharia Umeh.....	26
Rosalind A. Onyia.....	25
Taffy L. Dobbins.....	24
Kaye Driggers.....	23
Jennifer I. Ehimika.....	23
Mariel Fedri.....	23
Debby A. Nezat.....	23
Stella Smith-Pius.....	23
Phuong L. White.....	23
Isidora Camargo.....	22
Christy M. Cox.....	21
Phina N. Onwuachi.....	21
Sarah Marie Bainter.....	20
Maria Salazar Ibarra.....	20

### Sapphire

Maria G. Diaz.....	39
Zasha Noel Lowe.....	31
Evelyn Brown.....	30
Tabitha A. Hallums.....	28
Alison Renee Jurek.....	27
Estela Saucedo.....	26
Shaniece M. Armstrong.....	25
Cassandra Harrison.....	25
Linda A. Jones.....	24
Moleda G. Dailey.....	23
Shirley Moreno.....	23
Sherri Ammons.....	21
Brandy Michelle Redden.....	21
Heather A. Plasencio.....	20
Erendira Yahel Razura.....	20

### Emerald

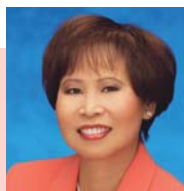
Helen Jakpor.....	39
Marianne L. Anderson.....	38
Hollie R. Sherrick.....	33

Elizabeth Wiegandt.....	24
Mercedes Maria Cruz.....	20
Kimberly Richardson Edwards.....	20

### Pearl

Jean A. Wilson.....	28
Sara Platas.....	27
Kristin Myers.....	26
Luz J. Diaz Almeyda.....	24
Tara Lynn Mitchell.....	24
Alma Orrostieta.....	24
Lindsay R. Stewart.....	24
Lisa Allison.....	23
Mildred L. Forbes.....	23
Angel R. Cruz Garciaguirre.....	22
Elizabeth B. Muna.....	21

## Sales Mentors Special thanks to the sales mentors for the April 15, 2008, *New Independent Sales Director Education* class.



**Elena Sarmago**  
National Sales Director  
Diamond Semina



**Mary Sharon Howell**  
Executive Senior  
Sales Director  
Daytona Beach  
Shores, Fla.  
Ruby Seminar



**Sheila McCune**  
Future Executive  
Senior Sales Director  
Wichita, Kan.  
Emerald Seminar



**Tracy Potter**  
Future Executive  
Senior Sales Director  
Layton, Utah  
Sapphire Seminar



**Linda Quillin**  
Future Executive  
Senior Sales Director  
Duluth, Ga.  
Sapphire Seminar

## Meet your NSDs

Be sure to visit the Mary Kay InTouch® Web site for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the "Meet Your NSDs" link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?

**APPLAUSE®** magazine is published in recognition of and as information for members of Mary Kay Inc.'s 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 ©2008 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKSignature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Sun Essentials, TimeWise, Tribute* and *Velocity* are registered trademarks; and *Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Luscious Color, Mint Bliss, MK High Intensity, Pronewal* and *Smart Wiper* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# star light, star bright: you can make them yours

Join us at Seminar 2009 as we reward those who reward themselves! Just take part in the Star Consultant program and the *All-Star* Star Consultant Consistency Challenge from June 16, 2008 – June 15, 2009, and you can enjoy *exclusive rewards and a fabulous luncheon*. Why not make 2009 *your* year to make it all yours?

## Let the World Know **You Earned It**

Imagine being reminded of your accomplishments every time you serve a meal on your custom dinnerware. You could be setting a table of conversation pieces, offered each quarter of the Star Consultant Consistency Challenge at the 4,800 level. Other prizes include have-to-have-them handbags, gorgeous jewels, excellent electronics, custom beverage sets, home décor and more. Or you could count yourself in on an American Airlines gift card worth \$250. Be sure to see all the prizes in the new Quarter 1 *Star Consultant Program* brochure included in this issue of *Applause*® magazine so you can set your own galaxy of goals. You can also go online to the Mary Kay InTouch® Web site for all the details.

## Take Your *Star*-dom to the **Next Level**

From June 16, 2008 – June 15, 2009, meet the total year-end minimums, and you can earn even more Star Consultant rewards.



### *All-Star* Star Consultant Consistency Challenge Star Charms



#### \$7,200 Sapphire Year\*

- Sapphire Crystal Star Charm

#### 9,600 Ruby Year\*

- Ruby Crystal Star Charm

#### 12,000 Diamond Year\*

- Diamond Crystal Star Charm

#### 14,400 Emerald Year\*

- Emerald Crystal Star Charm
- Invitation to the Seminar 2009 *All-Star* Luncheon

#### 19,200 Pearl Year\*

- Faux Pearl Star Charm
- Invitation to the Seminar 2009 *All-Star* Luncheon

## We'll Be Catching **Your Rising Star ...**

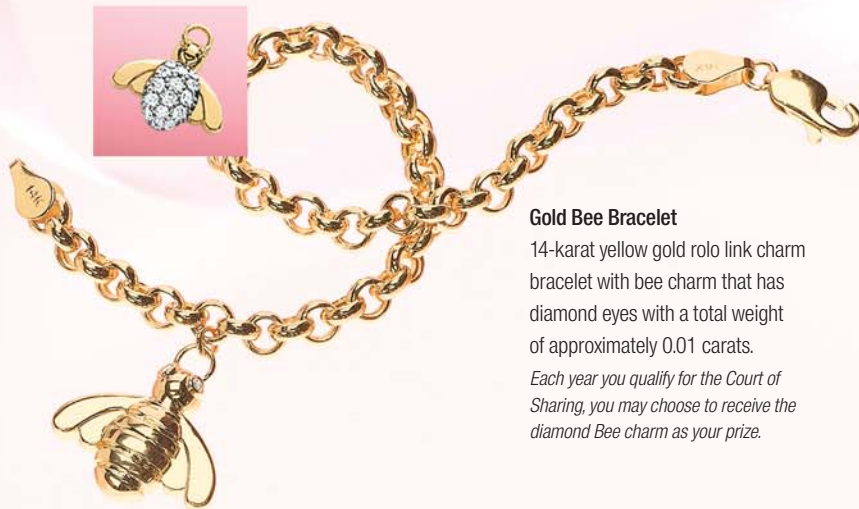
Star Consultant rewards are a lovely and timeless reminder that women like you are living the dream of one extraordinary woman. As you pass it on, other lives are enriched, and Mary Kay's flame continues to burn brightly. At Seminar 2009, we'll be there to share your star shine, believing with you for even greater progress to come!

\*An Independent Beauty Consultant must be a Star Consultant every quarter and meet year-end contest credit totals. Higher categories may be achieved by wholesale production and/or qualified new personal team members. 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 within the same contest quarter.

# sparkling

Isn't it amazing how one woman with an incredible dream enabled women around the world to realize their own vision of success? Mary Kay Ash possessed the power to empower others, spurring them to accomplishments even they didn't know they could achieve. You can prove her confidence in you by fulfilling your own dream and achieving the success you so richly deserve. Isn't it time this exquisite jewelry shows the world *your moment has come?*

## visions ... seminar 2009



### Gold Bee Bracelet

14-karat yellow gold rolo link charm bracelet with bee charm that has diamond eyes with a total weight of approximately 0.01 carats.

*Each year you qualify for the Court of Sharing, you may choose to receive the diamond Bee charm as your prize.*

### Queen's Court of Sharing

Choose one of these pieces when you share the unique opportunity that enriches women's lives:



### Diamond Bee Ring

14-karat yellow and white gold bee ring containing 21 prong-set round, brilliant cut diamonds, which have a total weight of approximately 0.70 carats.



### Diamond Bee Pin

Yellow gold, diamond and emerald small bee pin.



# awards jewelry



Shown here:  
**Diamond Scroll Ring**  
in white gold

## Queen's Court of Personal Sales

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



### **Garnet/Diamond Bypass Ring**

14-karat white gold ring with six oval, brilliant garnets surrounded by round, brilliant diamonds. The garnets have a total weight of approximately 3.50 carats, and the diamonds have a total weight of approximately 0.30 carats.



### **Citrine/Blue Topaz Ring**

14-karat white gold ring containing a main prong-set square cushion, mixed-cut citrine weighing approximately 5.00 carats. The ring is accented with four oval blue topaz with a total weight of approximately 1.80 carats and four round, brilliant diamonds with an approximate total weight of 0.10 carats.



### **Diamond Scroll Ring**

14-karat white (top) OR yellow (above) gold ring with brilliant cut diamonds. The diamonds have a total weight of approximately 0.50 carats.



### **Citrine/Blue Topaz Pendant**

14-karat white gold pendant containing a freshwater button pearl measuring approximately 14.00-15.00 millimeters. The pendant is accented with a prong-set square, antique cushion, cut citrine weighing approximately 4.00 carats, an oval cut blue topaz weighing approximately 2.00 carats and two round, brilliant cut diamonds weighing approximately 0.08 carats total.



### **Diamond Bee Pin**

Yellow gold and diamond small bee pin.

## Queen of Courts

### **Citrine/Diamond Ring**

Only your personal glow will outshine this regal reward: 14-karat yellow gold ring with an octagon, step-cut citrine framed by round, brilliant cut diamonds. The citrine weighs approximately 14.0 carats, and the diamonds weigh approximately 1.90 carats.



# reversal of **fortune**

At a certain low point in her life, a former accountant sat down one day and tallied the pluses and minuses she had been dealt. When she was finished, the list was long on negatives. With no husband to help raise her daughters, no car, job, credit, home or even hope, she thought nostalgically back to her life in Mexico. She wondered if resurrecting her former Mary Kay business here in her adopted country could provide the solutions she needed. Having no alternative, she gathered her strength and embarked on a personal mission fueled by determined, and sometimes desperate, self-help. Seven years later, she's experiencing fulfillment she could never have imagined, and as she reaches out with a message of hope, unity and optimism, she enables others to find balance in their own lives, one blessing at a time ...



**Independent Sales Director Rossy Rivera-Gutierrez of Brooklyn Park, Minn., in the Independent National Sales Director Kay Elvrum Area,**

was a Certified Public Accountant (CPA) in Mexico when she started her Mary Kay business on the side. As a divorced mother of four daughters, Rossy says she was looking for a “shield,” a little extra insurance against lean times. She found comfort and stability in her new opportunity. “I felt secure with my Mary Kay business,” she shares. “I could earn as much as I was willing to work, and at the same time, my family could be the high priority it deserved to be.”

Eventually, Rossy pursued her Mary Kay business full time in her native land and promoted herself to Independent Sales Director, supporting herself and her children well for years. Then, just when things were rolling along pretty seamlessly, another opportunity knocked, and this time, when Rossy opened the door, she found herself without the answers she needed ... lost in a new land, stranded between cultures and difficult choices.

## Reality Check

The invitation to travel came by phone and held the promise of a happy family reunion and new sights to see. A few days later, Rossy and her daughters were winging their way to visit Rossy's brother and family in Minnesota. While there, Rossy met one of her brother's friends. The two began dating. After eight years of dedicating every moment to her children and her business, she says she suddenly felt free to think about her own feelings. Her emotions overflowing, Rossy, as she puts it, “unlocked her heart” and stepped fully into a relationship she believed was an engagement. “Since I couldn't stay in Minnesota and continue working with my Mary Kay unit in Mexico, I had to terminate my Independent Beauty Consultant Agreement. That part was very painful, but I packed up and moved to the United States with my children to start a new life.”

It wasn't long after her move, however, that Rossy's new romance rocked her world. “The man I thought was my fiancé one day said he never

promised to marry me, and that the language barrier between us was too great. I was stunned.” Still reeling from shock and hurt, Rossy was dealt another surprise. Her sister-in-law told her that Rossy and her children were “too much” for the household, and they couldn't stay any longer. Suddenly, life-altering decisions demanded Rossy's immediate attention. “I didn't want to go back to Mexico because I would have to start all over again,” she explains. “My children were already enrolled in school, and besides, something inside me was telling me to stay. I felt in my spirit there was a divine plan unfolding, and I needed to pay attention to it.”

Thinking like the accountant she once had been, Rossy sat down and constructed a balance sheet of her assets and deficits. “On top of speaking very little English, having no way to earn a living, no place to stay and no warm clothes for the Minnesota winter, I was heartbroken,” she admits. “On the plus side, I had four beautiful daughters, my dreams and my determination. And I knew I could restart my Mary Kay business. At just the thought, I felt so *excited*, so full of strength and courage. What I had listed as things I didn't have, suddenly appeared to be very insignificant, because when it came to earning a living, I already had the most important things of all ... those inner talents that help us succeed.”

## One Step at a Time

So Rossy stayed in Minnesota. She found a place to live where the school bus could transport her daughters to and from the same school they had been attending. She became a U.S. Independent Beauty Consultant. She ignored thoughts of defeat and pressed on, politely but boldly asking for referrals from those she met. She held some facial appointments, and her hard work began paying off, even though logistics continued to be a challenge. “As I found my way within the Latin community, I was happy to learn that there was a large group of Hispanics in Minneapolis,” she recalls. “On many occasions, I would hold three skin care classes per day. Since I didn't own a car, my brother would drop me off in the morning and pick me up in the evening. I would go from class to class getting a ride from my hostesses, and I rewarded their kindness with an extra gift. Other times I had to walk. I became immune to the cold weather and even learned to enjoy it.”

Things were looking up in other ways too. Rossy's oldest daughter assumed care of her younger sisters until Rossy returned home in the evenings, and the family was forging new relationships in the community. “We were living in a tiny apartment that a brand-new girlfriend rented to us.” Rossy stops and laughs at the memory, describing how the five of them managed in the cramped

“I felt secure with my Mary Kay business. I could earn as much as I was willing to work, and at the same time, my family could be the high priority it deserved to be.”

quarters. "Now she and I are best friends," she says warmly. "I believe that God places the right people in our path when we keep the right attitude."

Over time her balance sheet dramatically shifted to the positive, and today, Rossy's list of "missing" things has been reversed. She happily takes stock of her growing assets. "I have many friends. I've earned the use of three Mary Kay Career Cars. I have a beautiful, spacious home, and three of my daughters are Mary Kay Independent Beauty Consultants. My dream is to see them all become successful Independent Sales Directors, filling my driveway with pink Cadillacs, 'like a Barbie home,' in the words of Roxana, my youngest and my assistant. Last year Roxana interviewed my Independent National Sales Director for a high school project in which she described Mary Kay Inc. as a model company that offers women the opportunity to own their own successful businesses. She's proud of her mom and proud that our family is associated with such a fantastic organization."

## Passing on the **Sisterhood**

"My sister Independent Sales Directors are my best friends. We have so much fun together, and in moments of discouragement, they've always been there for me, showing their love with cards and calls." Rossy explains why Mary Kay camaraderie means so much: "Growing up with six brothers, I always wondered what it would be like to know the love of a sister. Through my Mary Kay business, I've experienced that blessing. Whenever I feel the urge to quit, I remind myself that my Mary Kay business is a vehicle for reaching out to others with opportunities they may never experience any other way. To other Hispanic independent sales force members, I say through our actions, let's demonstrate that we're responsible people, with aspirations and big dreams in the making, ready and willing to be the very best we can be. To everyone in the Mary Kay independent sales force, I love you all, and from my heart, I encourage you to paint the picture of your dream. Plan on how to make it come true, then act upon it. Learn to see your circumstances as opportunities. The rewards are unimaginable!"



## Prejudging Doesn't Pay

"When I lived in Mexico, I enjoyed wearing makeup and usually purchased products from a friend who was a Mary Kay Independent Beauty Consultant," Rossy says. "She sold me only what I ordered and had never offered me the Mary Kay opportunity. Then one day another friend, Esmeralda, who lived out of state, sent me an invitation to attend an event at a hotel. I said to my then-husband, 'Poor thing, she's coming all this way, and she's counting on me.' But instead of discouraging me from going, he encouraged me to attend and even volunteered to stay home with our daughters. When I got there, I discovered that my Independent Beauty Consultant was there too. At the close of the evening, I signed the Independent Beauty Consultant Agreement, and I'll never forget what she said to me. 'It can't be, Rossy! I never offered you the opportunity because I thought you were financially well-off. Besides, you have four small daughters, and you work a full-time job. I never imagined you'd want something more to do!' And that was one of the most important lessons I learned for life: DON'T PREJUDGE!"



# Reflections From Mary Kay

“Would you make a commitment today to spend just three hours each day, Monday through Friday, on your Mary Kay business, holding five classes a week? Five classes a week will put you on the road to success. Now to hold five, you will need to book eight for each week to keep the law of averages working for you. Book eight to hold five – and then do it consistently.”

– Mary Kay Ash



## Dates to Remember

### JULY 2008

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

### AUGUST 2008

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

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

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

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

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).

Last day of the month for Beauty Consultants to place online orders (until midnight Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

### This Month:

**July 1:** Seminar 2009 contest period begins. *Class of 2008* Offspring Challenge ends.

**July 4:** Independence Day. All Company and branch offices closed. Postal holiday.

**July 15:** Postmark deadline to earn the first monthly product bonus.

**July 16:** Diamond Seminar begins. Second monthly product bonus begins. Fall/Holiday 2008 Preferred Customer Program online enrollment (monthly and quarterly) begins. Consultant First Look enrollment begins for the Fall/Holiday 2008 issue of the Preferred Customer Program version of *The Look*, including exclusive samplers. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**July 20:** Ruby Seminar begins. June Career Car qualifier paperwork due to Company.

**July 23:** Sapphire Seminar begins.

**July 27:** Emerald Seminar begins.

**July 30:** Pearl Seminar begins.

### Next Month:

**Aug. 1:** Summer 2008 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.) *Class of 2009* Offspring Challenge begins.

**Aug. 15:** Postmark deadline to earn the second monthly product bonus. Last day to enroll online for the Fall/Holiday 2008 Preferred Customer Program mailing of *The Look*, including exclusive samplers.

**Aug. 16:** Third monthly product bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**Aug. 20:** July Career Car qualifier paperwork due to Company.

# 45th Anniversary Pioneer Spotlight

## Her Success Is What She's Made It

If there's been an overarching theme to **Independent Beauty Consultant Laura Jones'** enduring business, Golden Rule Service stands out. Since 1973, this consistent Star Consultant, of Binghamton, N.Y., in the Ruby Go Give Area, has been propelled by a love of Mary Kay® products. Her desire to share them with others has created a stellar customer-care example. "When Laura started her Mary Kay business, she was so excited, she booked everyone!" laughs her friend and "sister," **Independent Sales Director Kay Snyder**. "That's how she's been able to attain Sapphire, Ruby and Diamond Star Consultant status each and every quarter, year after year, despite obstacles that would put the brakes on many people."

Laura had a cerebral hemorrhage in 1984. Her **Independent Sales Director, Jan Moses**, calls the stroke a milestone that left Laura paralyzed on her right side and unable to speak. "Her love of people and Mary Kay strengthened and motivated her to get well," says Jan. "Laura's physical therapist kept talking to her about Mary Kay throughout rehabilitation, and when Laura was released, the therapist helped her get back into the swing of things by accompanying her to her first Mary Kay skin care class." Laura says she just wanted to get back to sharing Mary Kay with women, and that drive saw her through recovery. "Facial by facial, class by class, all those large and small steps helped me regain speech, confidence and the ability to write left-handed," she explains. Kay enumerates the many ways in which Laura's love for Mary Kay has influenced women's lives and adds, "It also kept her focused. Even after her stroke, she attained Sapphire Star Consultant status. Her husband, Casey, stood by her, and her daughter Patty helped out for nine months, taking orders over a speakerphone, demonstrating that where there's a will, there's a way."

In 2002, Laura had a mastectomy. Friends recall that again she took the opportunity to talk about Mary Kay to everyone at the hospital. Her customers brought flowers, cookies and other treats, and her close relationship with one special customer named Diane made Laura feel cherished, as do the loving Christmas cards she receives from many each year. Two years after cancer surgery, a sudden heart attack returned Laura to the hospital. She received a number of stints, and through it all she continued giving the caring customer service that's earned her consistent Star Consultant status. "Laura lives the definition of Golden Rule Service," says Jan. "She listens to her customers carefully so she can schedule follow-up phone calls, understanding that some customers need to be called every two months while others need to be contacted sooner. She enrolls them all in the Preferred Customer Program so they receive *The Look* every quarter. Her customers love the special attention she gives them, and they call in their orders as soon as they receive their books. Laura includes travel-sized samplers in every order; her generosity is above and beyond the call of consulting. She's affected so many women's lives, even her customers' husbands know her voice on the telephone!"



## Star Consultant Savvy

Laura quickly fills her customers' orders, and her thoughtfulness brings them back again and again. By tucking in samplers and travel-sized items, she gives customers a chance to try new products at their leisure. By staying in touch, Laura becomes part of her customers' families, passing on the Mary Kay life down through the generations: facial appointments for moms and daughters, color appointments for weddings, baby gifts for their newest additions. Even when her customers move away, they remain loyal. But personal contact doesn't end with her customers. Laura visits with adoptive **Independent Sales Director Laura Nixon** every week and regularly stays in touch with **Jan Moses**, her **Independent Sales Director**. Mary Kay meetings and all Mary Kay special events are critical entries on her calendar, and Laura has another organizational tool: Tracking her Mary Kay sales and appointments has helped her achieve the Queen's Court of Personal Sales 22 times and earned her two pairs of earrings, a necklace and 19 rings. "Through ups and downs, Laura has followed in Mary Kay Ash's footsteps," says Jan. "She's been a Star Consultant ever since this program began, amounting to 125 Star Consultant stars. Laura truly is a model for anyone striving for consistency."

“By staying in touch, Laura becomes part of her customers' families, passing on the Mary Kay life down through the generations ... Even when her customers move away, they remain loyal.”



## New Hispanic Phone Number Speaking Volumes

Now everyone in your Mary Kay world, and those you'd like to introduce to it, can hear inspiring Spanish-language, "husband-persuading" testimonies about this one-of-a-kind opportunity. All they have to do is dial, toll-free, (800) 967-7757. Again, that's (800) 967-7757 ... a number worth repeating!

## Get Your Product Updates Here!

Please note that the following products moved to the Section 1 Discontinued Products area of the June 16, 2008, Consultant order form and will continue to be available while supplies last:

### Cheek Color Shades:

- Brick
- Gold Canyon
- Mocha Blush
- Pink Flamingo
- Pink Sapphire
- Sunny Spice

### Eye Color Shades:

- Crystalline
- Double Espresso
- Fig
- Hazelnut
- Jungle
- Moonstone
- Onyx
- Periwinkle
- Rose Mist
- Safari Sunset
- Spun Silk
- Storm
- Tropical Sun
- Vintage Gold
- White Sand
- Woodland

The following items in the shades listed above moved to the Section 2 Discontinued Products area of the June 16, 2008, Consultant order form, available while supplies last:

- Eye Color Samplers, sheet of 18
- Cheek Color Samplers, sheet of 18

### Also available while supplies last:

- Classic Look Cards (pack of five; samplers included) in *Forever Classic* and *Classic Chic*
- Miracle Set Sampler Cards (pack of six; samplers not included) (bilingual)
- Ultimate Mascara™ Sampler Cards (pack of six; samplers not included) (bilingual)
- Complete Collection Display Tray
- Large and small plastic bags

Please note that Red Lip Liner will move to the Discontinued Products section of the Sept. 16 Consultant order form and will continue to be available while supplies last.

## Be on the Lookout for *The Mary Kay Way*

Want something new to share with customers and potential team members? How about the only book Mary Kay Ash ever wrote on her business principles? Coming soon to a bookstore near you and available online through all booksellers, *The Mary Kay Way: Timeless Principles From America's Greatest Woman Entrepreneur* presents in her own words Mary Kay's beliefs about how to treat people and how to lead. Additional information about the Company today, touching perspectives by Independent National Sales Directors from around the world and a special Foreword by her grandson and Vice President of Strategic Initiatives, Ryan Rogers, round out the pages. What better way to kick off our Company's 45th anniversary year? You'll hear all about this exciting publishing event at Seminar 2008!

## Note to Self:

Did you remember to download your FREE LearnMK® CD of the month? (Just visit the Independent Beauty Consultant Enrichment page on the Mary Kay InTouch® Web site!)

## BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order July 16 – Aug. 15, 2008.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Hydrating Gel	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Hydrating Gels 1 (pack of five) Color Card/Chocolates 1 (pack of five) Color Card/Neutrals 4 Travel Roll-Up Bags	\$150

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See the July issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

\*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

# Go-Give® Award

Congratulations to the winners for August 2008.

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the **Golden Rule**, helping others **unselfishly** and **supporting** adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



**Karen  
Irwin**

**Ruby**  
Independent Sales Director  
**Began Mary Kay**  
October 1994  
**Sales Director Debut**  
February 1996  
**National Sales Director**  
Gena Rae Gass  
**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement; Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$63,504  
**Personal** Lives in Ballwin, Mo. Husband, Dave; sons: David, Stephen  
**Favorite Quote** "It is not because things are difficult that we do not dare; it is because we do not dare that things are difficult." —Seneca  
**Independent Executive Senior Sales Director Laura Kattenbraker of Grover, Mo.,** says, "Karen is a loving and giving Independent Sales Director and her adoptees love her. She treats them as her own and has mentored several adopted Independent Beauty Consultants to becoming Independent Sales Directors."



**Susan  
Glatt**

**Sapphire**  
Independent Sales Director  
**Began Mary Kay**  
May 1983  
**Sales Director Debut**  
August 1987  
**National Sales Director**  
Jeanne Curtis  
**Honors** Cadillac qualifier; Circle of Honor; six-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$45,786  
**Personal** Lives in Buffalo Grove, Ill. Husband, Skip; sons: Ed, Eric; daughter, Amy; one grandson  
**Favorite Quote** "What you send into the lives of others comes back into your own tenfold!"  
**Independent Beauty Consultant Shamsi Solis of Mount Prospect, Ill.,** says, "Susan always inspires me with her great ideas, her cheerful smile and her positive attitude."



**Donna  
Sullivan**

**Emerald**  
Independent Sales Director  
**Began Mary Kay**  
June 1993  
**Sales Director Debut**  
May 1996  
**National Sales Director**  
Doris Jannke  
**Honors** Cadillac qualifier; Star Consultant; four-times Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; four-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$46,954  
**Personal** Lives in Portland, Ore. Husband, Frank; son, Owen; daughter, Lisa; one grandson  
**Favorite Quote** "I'm great and because I'm great only great things happen to me. I'm wonderful, I'm terrific, I'm skinny and you'd better believe it! Woohoo!"  
**Independent Senior Sales Director Susan Dale of Santa Ana, Calif.,** says, "Donna has sent notes of encouragement and sympathy to my unit members and has called Directors-in-Qualification to cheer them on to finish. She is rock solid in her support and is an excellent role model."



**Alice  
Murphy**

**Pearl**  
Independent Senior Sales Director  
**Began Mary Kay**  
September 1986  
**Sales Director Debut**  
November 1988  
**Offspring** two first-line; one second-line  
**National Sales Director**  
Go Give Area  
**Honors** Cadillac qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$74,509  
**Personal** Lives in Federal Way, Wash. Husband, Bob; son, Steve; two grandchildren  
**Favorite Quote** "Excellence can be attained if you care more than others think is wise, risk more than others think is safe, dream more than others think is practical and expect more than others think is possible."  
**Independent Sales Director Lucy Mworia of Oceanside, Calif.,** says, "Alice adopted my four unit members in Seattle and Auburn. She drives several miles to help them with Power Start parties and answers all their questions. They love her and can't wait to attend her Success meetings."



**Gina  
Rodríguez**

**Diamond**  
Independent Elite Executive Senior Sales Director  
**Began Mary Kay**  
September 1991  
**Sales Director Debut**  
September 1993  
**Offspring** eight first-line; seven second-line  
**National Sales Director**  
Patricia Rodríguez-Turker  
**Honors** Cadillac qualifier; Star Consultant; three-times Queen's Court of Sharing; seven-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$70,235  
**Personal** Lives in Mount Vernon, N.Y. Son, Joel; daughter, Elizabeth  
**Favorite Quote** "When you focus your passion on what is most important, your leadership is elevated to new heights."  
**Independent Future Executive Senior Sales Director Gina Ambrossi of West Palm Beach, Fla.,** says, "Gina took Pilar, my offspring Independent Sales Director, and taught her and guided her in the best way possible during and after the Director-in-Qualification process."



A woman with dark hair, wearing a light-colored blazer over a white shirt, is smiling while talking on a mobile phone. She is also holding a pen and writing in a notebook. The background is a soft, out-of-focus indoor setting.

## Personalized and professional.

As your Mary Kay Independent Beauty Consultant, I pledge to give you Golden Rule customer service that is dependable, personalized and goes "above and beyond." Helping others is why I started my independent Mary Kay business in the first place. It's what Mary Kay Inc. is all about.

### Convenient and compassionate.

When you visit my Mary Kay® Personal Web Site, you can shop 24/7 and discover state-of-the-art, contemporary products for today's woman. You can learn more about the flexible, rewarding business opportunity. And you'll find out why Mary Kay is a "company with heart," supporting charitable efforts to change the lives of women and children around the world.

### Ask me more. I'm here to help.

MARY KAY®

# share the dream and find your reward

## Queen's Court of Sharing 2009 *Bee Focused Challenge*

You can "bee" everything you want to be! Go on-target for the prestigious Queen's Court of Sharing at Seminar 2009 when you achieve each phase of the *Bee Focused Challenge*. Designed to help you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces, this challenge offers stepping stones to success.

Independent Beauty Consultants and Independent Sales Directors who:

- Add at least 12 qualified\* new personal team members from July 1 – Dec. 31, 2008, will receive a stunning pair of gold and crystal bee earrings. Independent Sales Directors will also receive a name badge ribbon and an invitation to the Leadership Conference 2009 party.
- Add at least 16 qualified\* new personal team members from July 1, 2008 – Feb. 28, 2009, will be recognized at Career Conference 2009 and receive a beautiful gold and crystal bee necklace.
- Add at least 24 qualified\* new personal team members from July 1, 2008 – June 30, 2009, will be recognized\*\* onstage in the Queen's Court of Sharing at Seminar 2009. Qualifiers will receive their choice of a dazzling diamond bee pin, diamond bee ring or a bee charm bracelet.

Get excited. Start buzzing. Discover what it really means to share the dream.



\*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. The same rules for the maximum number of new team members in a month as for the Queen's Court of Sharing apply.

\*\*A maximum of 13 new actual team members in any calendar month may count toward the 24 required. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.

MARY KAY®

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Dallas, TX 75379-9045

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