

MARY KAY

AUGUST 2016

applause®



THE YEAR OF YOUR DREAMS

EXPECT MORE SALES,
AND YOU WILL MAKE THEM.
EXPECT TO BOOK, AND
YOU WILL BOOK. EXPECT
TO GROW, AND YOU WILL
GROW. THIS WILL BE AN
EXCITING AND REWARDING
YEAR IF YOU MAKE IT SO.

Mary Kay

embrace
YOUR DREAMS



EARN THIS BRACELET!
DETAILS ON BACK

**Inside: If You Can Dream It,
You Can Do It! Independent
Sales Director Lindsey Mills
Shares Her Story.**

April Recognition

Congratulations to the winners

Top NSDS Year-To-Date



Gloria Mayfield Banks



Carol Anton



Kathy Helou



Gloria Castaño



Lisa Madson



Patricia Turker



Sonia Páez



Lupita Ceballos



Halina Rygiel



Debi Moore

On-Target Inner/Diamond/Gold Circle

Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for April 2016, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for March 2016.) 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, 2015 through April 30, 2016.

On-Target for \$550,000 Inner Circle
Gloria Mayfield Banks.....\$496,702
Carol Anton.....487,737

On-Target for \$500,000 Inner Circle
Kathy Helou.....\$450,369
Gloria Castaño.....426,795
Lisa Madson.....425,963

On-Target for \$450,000 Inner Circle
Patricia Turker.....\$404,759

On-Target for \$400,000 Inner Circle
Sonia Páez.....\$349,170

On-Target for \$350,000 Inner Circle
Lupita Ceballos.....\$325,447
Halina Rygiel.....296,041

On-Target for \$325,000 Inner Circle
Debi Moore.....\$286,311
Stacy James.....284,538
Cindy Williams.....282,060
Pamela Waldrop Shaw.....272,538

On-Target for \$300,000 Diamond Circle
Kerlee Isenhardt.....\$266,293

On-Target for \$250,000 Diamond Circle
Sara Pedraza-Chacón.....\$248,247
SuzAnne Brothers.....240,667
Mary Diem.....235,770
Dayana Polanco.....221,886
Lia Carta.....216,137

On-Target for \$200,000 Diamond Circle
Linda Toupin.....\$207,753
Anabell Rocha.....207,139
Mary Estupiñan.....195,987
Dacia Wiegandt.....195,514
Julianne Nagle.....195,368
Diane Underwood.....195,144
Julia Burnett.....193,979
Sandy Valerio.....190,742
Anita Tripp Brewton.....190,402
Dawn Dunn.....187,446
Cyndee Gress.....179,530
Davanne Moul.....178,956
Kristin Myers.....177,193
Kay Elvrum.....176,157

Kerry Buskirk.....172,765
Connie Kittson.....172,157
Julie Krebsbach.....172,095
Cindy Fox.....168,858
Jamie Cruse-Vrinos.....167,276

On-Target for \$150,000 Gold Circle
Maria Monarrez.....\$165,251
Shannon Andrews.....164,864
Evelinda Díaz.....162,213
Lily Orellana.....160,970
Yvonne Lemmon.....159,903
Vivian Díaz.....157,324
Gloria Báez.....154,056
Alicia Lindley-Adkins.....151,651
Mayuli Rolo.....150,912
Ada García-Herrera.....148,444
Consuelo Prieto.....146,548
Maureen Ledda.....143,551
Sue Pankow.....143,176
Valerie Bagnol.....142,321
Jan Thetford.....139,857
Lisa Allison.....139,500
Monique Balboa.....139,397
Tammy Crayk.....139,068

Pam Klickna-Powell.....137,872
Cathy Bill.....137,593
Pamela Fortenberry-Slate.....137,396
Morayma Rosas.....136,762
Candace Laurel Carlson.....136,399
Susan Hohman.....134,337
Pam Ross.....133,879
Crystal Trojanowski.....132,133
Scarlett Simpson.....127,478
Joanne Bertalan.....125,539

On-Target for \$125,000 Gold Circle
Leah Lauchlan.....\$124,124
Rebecca Evans.....122,572
Kristin Sharpe.....121,877
Pam Higgs.....121,675
Jeanie Martin.....121,037
Michelle Sudeth.....120,332
Diane Mentipty.....119,325
Rosibel Shahin.....118,718
Auri Hatheway.....118,684
Somer Fortenberry.....117,719
Kimberly Copeland.....117,519
Yosaira Sánchez.....116,901
Magdalena Nevárez.....115,581

Kim McClure.....115,444
Kate DeBlander.....115,071
Juanita Gudíño.....114,545
Sonia Bonilla.....114,183
Lynnea Tate.....113,538
Phyllis Pottinger.....113,308
Luzmila Abadia Carranza.....112,271
Gay Hope Super.....111,981
Diana Sumpter.....111,867
Lara McKeever.....110,379
Mairelys López.....110,310
Lynne Holliday.....109,880
Alia Head.....109,548
Deb Pike.....109,399
Janis Z. Trude.....109,206
Alma Orrostieta.....107,352
Ruth Everhart.....107,335
Noelia Jaimes.....106,922
Debra Wehrer.....105,256
Brenda Segal.....104,748
Glinda McGuire.....104,245

Monthly Commissions And Bonuses

Emerald

1. Gloria Mayfield Banks***	\$71,279
2. Patricia Turker**	38,153
3. Sonia Páez**	33,159
4. Dayana Polanco*	23,508
5. Dacia Wiegandt*	23,498
6. Evelinda Díaz*	20,639
7. Diane Underwood	20,607
8. Julianne Nagle*	19,860
9. Kerry Buskirk*	19,433
10. Sonia Bonilla	19,391
11. Pamela Tull	18,558
12. Jamie Cruse-Vrinos	17,527
13. Ada García-Herrera	17,388
14. Auri Hatheway	16,169
15. Anita Tripp Brewton*	16,030
16. Tammy Crayk	16,025
17. Pam Klickna-Powell	16,007
18. Rosibel Shahin*	15,674
19. Maureen S. Ledda*	15,217
20. Mayuli Rolo*	14,709
21. Monique Balboa	14,455
22. Noemi C. Jaimes	14,447
23. Crisette M. Ellis	14,352
24. Pam I. Higgs	13,998
25. Kirk Gillespie	13,718
26. Mairelys López	13,187
27. Cristi Ann Millard	13,143
28. Kym A. Walker*	13,143
29. Joanne R. Bertalan*	12,971
30. Luzmila Abadia Carranza*	12,788
31. Gina Rodriguez-Orriola	12,098
32. Noelia Jaimes*	12,029

33. Diane Bruns	11,820
34. Gillian H. Ortega	11,684
35. Sue Wallace	11,180
36. Natalie Privette-Jones	10,734
37. Mary Beissel	10,719
38. Nancy A. Moser-Hogan	10,645
39. Cindy Z. Towne	10,394

Diamond

1. Lisa Madson*	\$49,005
2. Gloria Castaño***	39,868
3. Pamela Waldrop Shaw**	29,297
4. Halina Rygiel*	29,248
5. Yvonne S. Lemmon	22,396
6. Dawn A. Dunn*	21,618
7. Mary Diem*	21,116
8. Julia Burnett*	21,017
9. Shannon C. Andrews*	20,964
10. Lily Orellana	20,680
11. Lisa Allison	19,773
12. Lynnea E. Tate	19,348
13. Yosaira Sánchez	19,045
14. Kay E. Elvrum	18,769
15. María Monarrez	17,497
16. Sue Pankow	16,962
17. Jeanie Martin	16,668
18. Susan M. Hohman*	16,369
19. Connie A. Kittson*	16,049
20. Leah Lauchlan	15,841
21. Pam Ross*	15,569
22. Kristin Sharpe	15,352
23. Diana Sumpter	14,354
24. Rebecca Evans*	14,076

25. Lynne G. Holliday	13,851
26. Alia L. Head	13,037
27. Sharon L. Buck	12,868
28. Roxanne McInroe	12,698
29. Kaye Driggers	12,227
30. Julia Mundy	12,211
31. Heidi Goelzer	11,972
32. Shelly Gladstein	11,594
33. Gay Hope Super*	10,648
34. Robin Rowland	10,105
35. Marixa González	10,044
36. Vicki Jo Auth	10,024

Ruby

1. Carol Anton**	\$56,071
2. Cindy A. Williams*	30,199
3. Stacy I. James**	28,086
4. Linda C. Toupin	27,049
5. Anabell Rocha*	24,945
6. Mary Estupiñan*	22,831
7. Kerlee Isenhardt*	22,807
8. Lia Carta**	21,686
9. Sandy Valerio*	19,365
10. Cindy Fox*	18,686
11. Jan L. Thetford	18,636
12. Gloria Báez*	17,812
13. Julie Krebsbach*	17,545
14. Cathy Bill*	17,255
15. Kim L. McClure	16,998
16. Sherril L. Steinman	16,422
17. Amie N. Gamboian	15,867
18. Crystal Trojanowski	15,318
19. Kate DeBlander	14,784

20. María Flores	14,299
21. Candace Laurel Carlson*	14,216
22. Virginia S. Rocha	14,199
23. Brenda Segal*	14,108
24. Jo Anne Barnes	14,025
25. Deb Pike	13,452
26. Bea Millslagle	13,078
27. Tammy A. Vavala	13,007
28. Lara F. McKeever	12,645
29. Elizabeth Muna*	12,082
30. Patty J. Olson	12,037
31. Tammy Romage	11,847
32. Brittany Kaps*	11,847
33. Juanita Gudíño	11,280
34. Lily Gauthreaux	11,254
35. Mima Mejía de Sánchez	11,231
36. Lynda Jackson*	10,846
37. Michelle L. Sudeth*	10,800
38. Esther Whiteleather	10,084

Sapphire

1. Kathy Helou***	\$55,434
2. Lupita Ceballos**	39,166
3. Sara Pedraza-Chacón*	28,029
4. Debi R. Moore*	26,357
5. SuzAnne Brothers*	23,964
6. Cyndee Gress*	21,966
7. Kristin Myers*	21,694
8. Magdalena Nevárez*	20,402
9. Pamela A. Fortenberry-Slate*	18,411
10. Davanne D. Moul*	18,125
11. Alicia Lindley-Adkins*	17,924
12. Morayma Rosas	17,151

13. Ruth L. Everhart	17,035
14. Kimberly R. Copeland	16,927
15. Consuelo R. Prieto*	16,232
16. Paola Ramirez	16,206
17. Vivian Díaz*	15,977
18. Diane L. Mentipty	14,769
19. Scarlett Simpson*	14,133
20. Somer Fortenberry	13,480
21. Debra M. Wehrer	13,413
22. Alma Orrostieta	13,391
23. Lupita Díaz	13,090
24. Valerie J. Bagnol*	12,997
25. LaRonda L. Daigle	12,151
26. Sylvia Kalicak	11,993
27. Glinda McGuire*	11,668
28. Cathy E. Littlejohn	11,648
29. Janis Z. Trude	11,571
30. Tina Hulsman	11,541
31. Angie S. Day*	11,541
32. Elaine Kimble Williams	11,440
33. Diana Heble	11,285
34. Heather A. Carlson	11,266
35. Elizabeth Sánchez	11,148
36. Evalina Chávez	10,785
37. Melody Fox	10,753
38. Dawn Otten-Sweeney	10,615
39. Julie Weaver	10,457
40. Gladis Elizabeth Camargo*	10,327
41. Lorraine B. Newton	10,307

* Denotes Senior NSD
** Denotes Executive NSD
*** Denotes Elite Executive NSD

Mary Kay Angels/Ángeles Mary Kay

April/Abril 2016

Top National Sales Directors — Commissions and Bonuses/Primeras DNVs: Comisiones y gratificaciones



Gloria Mayfield Banks
\$71,279
Emerald



Lisa Madson
\$49,005
Diamond



Carol Anton
\$56,071
Ruby



Kathy Helou
\$55,434
Sapphire

Top Unit — Estimated Retail Production/Primera Unidad — Producción estimada al menudeo

EMERALD/ESMERALDA — Stacey Craft, <i>Go-Give Area</i>	\$91,011
DIAMOND/DIAMANTE — Ellen Ezekiel Farquharson, <i>S. Andrews Area</i>	\$141,480
RUBY/RUBÍ — Heather Daniel-Kent, <i>J. Thetford Area</i>	\$105,121
SAPPHIRE/ZAFIRO — Alejandra Zurita, <i>L. Ceballos Area</i>	\$89,228

Top Unit Builders/Primeras Impulsoras de Unidad

April/Abril 2016

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 or unit members in their Seminar areas in April 2016./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en abril de 2016.

Top Sales Director — Personal Sales/Primera Directora de Ventas: Ventas Personales

EMERALD/ESMERALDA — Missy Semien, <i>S. Goodwin Monday Area</i>	\$14,312
DIAMOND/DIAMANTE — Marie Lee, <i>Go-Give Area</i>	\$13,082
RUBY/RUBÍ — Evelyn Benitez, <i>S. Saldana Area</i>	\$14,913
SAPPHIRE/ZAFIRO — Jim Cundiff, <i>Go-Give Area</i>	\$16,593

Top Beauty Consultant — Personal Sales/Primera Consultora de Belleza: Ventas Personales

EMERALD/ESMERALDA — Darlene Figley, <i>M. Hester Unit, Go-Give Area</i>	\$13,561
DIAMOND/DIAMANTE — Valerie Ziegler, <i>R. Hirneisen Unit, D. Dunn Area</i>	\$16,019
RUBY/RUBÍ — Lynn Roberts, <i>C. Franz Unit, Go-Give Area</i>	\$16,052
SAPPHIRE/ZAFIRO — Kelly Lovell, <i>T. Mock Unit, H. Carlson Area</i>	\$23,880

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

EMERALD/ESMERALDA — Sanjuana Ramirez, <i>L. Colin Unit, Go-Give Area</i>	14
DIAMOND/DIAMANTE — Sales Director Crystal Carper, <i>L. Holliday Area</i>	12
RUBY/RUBÍ — Sales Director Aimee Dorsey, <i>J. Krebsbach Area</i>	13
SAPPHIRE/ZAFIRO — Sales Director Lindsay Tuttle, <i>S. Ulbel Area</i>	16

Independent Sales Directors with 20 or more new unit members for April 2016./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en abril de 2016.

New Unit Members/Nuevas integrantes de unidad

Emerald/Esmeralda

Yosemy Mora.....	31
Romy Portuondo Remior.....	25
Bianny Fabiola Ramirez.....	25
Rachelle Holloway.....	24
Noelia Jimenez.....	24
Emily Stone.....	24
Allyson Lea Thomas.....	24
Moji Mojtabaie.....	23
Deanna L. Spillman.....	23
Jani Macias.....	21
Renita Griswell Peele.....	21
Mary Ellen Madden.....	20

Emily Sujei Vijil.....20

Diamond/Diamante

Indhira Jimenez.....	35
Jamie Venning Taylor.....	34
Therma A. Aguasvivas.....	30
Elizabeth Fernandez.....	25
Soledad Herrera.....	25
Sherrie Clark Purvis.....	25
April Christine Hutchinson.....	23
Vicki Powell.....	23
Crystal Huskins Carper.....	22
Marina Sanchez Ramirez.....	22
Denise M. Cadenhead.....	21
Mirna Erika Casillas.....	21
Lindsey Denae Christenson.....	21

Nita Ann Godwin.....	21
Terri Lewis.....	21
Gabriela Martinez.....	21
Lorna Walker.....	21
Ellen Ezekiel Farquharson.....	20
Evitelia Valdez-Cruz.....	20

Ruby/Rubí

Candace Lyn Doverspike.....	42
Heather A. Daniel-Kent.....	39
Araceli Robles.....	32
Aide G. Martinez Charre.....	30
Stephanie Lynn Coker.....	29
Nancy J. Osborn.....	28
Stephanie Brooke Heusman.....	26
Allison L. Carter.....	24

Jennifer Phippin.....	24
Maria Price.....	24
Yolanda Alvarez.....	23
Milagro V. Diaz.....	23
Aimee Wiley Dorsey.....	21
Caitlin Michelle Griffo.....	21
Fidelia Cervantes.....	20
Silvia Farias.....	20
Maria A. Mayorga.....	20
Laurie Travis Plyler.....	20
Kellee L. Valerio.....	20

Sapphire/Zafiro

Maria Elena Coyote.....	37
Herendira Garcia.....	34
Chelsea Cooley Altman.....	31

Alejandra Zurita.....	28
Ester Maria Barahona.....	27
Ingrid Thomas.....	26
Eno Inoyo.....	25
Kimberly Michelle Perkins.....	25
Reyna Victoria Alvarado.....	23
Imelda Meliza Serrano.....	23
Guadalupe Villanueva.....	23
Kelly Inland Brock.....	22
Tracey A. Fields-Hedrick.....	21
Melinda Jean Haynes.....	21
Tinia Campbell Alford.....	20
Milagros Ceden.....	20
Janet Maria Gibson.....	20
Lafreda D. Williams.....	20

New NSD Debuts/Debutes de nuevas DNVs

April/Abril 2016

New Independent National Sales Director debuts April 1, 2016./Debutes de nuevas Directoras Nacionales de Ventas Independientes del 1 de abril de 2016.

Meet Your NSDs/Conoce a tus DNVs

Be sure to visit the *Mary Kay InTouch*® website 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?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace [“Conoce a tus DNVs”](#) bajo el separador “El Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?



Bertilia Corral
National Sales Director
Sapphire Seminar

Sales Mentors/Mentoras de Ventas

April/Abril 2016

Special thanks to the sales mentors for the April 20, 2016, *New Independent Sales Director Education* class./Un agradecimiento especial para las mentoras de ventas de las clases de educación para nuevas Directoras de Ventas del 26 de abril de 2016.



Stacy James
Executive National
Sales Director
Ruby Seminar



Menina Givens
Senior Sales Director
Los Angeles
Emerald Seminar



Stephanie Coker
Sales Director
Roseville, Calif.
Ruby Seminar

Diamond/Diamante

Congratulations to the winners/Felicidades a las ganadoras

New Debuts/ Debutes

February/Febrero 2016



Kelly Margaret Achtmann
Lewis Center, Ohio
M. Moore Unit

Jennifer B. Althouse
Bellbrook, Ohio
A. Townsend Unit

Renee Devine
The Woodlands, Texas
J. Allen Unit

Danielle Evans
Gahanna, Ohio
M. Headings Unit

Amalia Galan
Amarillo, Texas
E. Morales Unit

Mary McIntosh
Salado, Texas
N. Hill Unit

Brenda D. Nelson
Ozark, Mo.
S. Anderson Unit

Eva Orrego
Nashville, Tenn.
N. Castillo Unit



Deana Kay Phillpott
Tomball, Texas
Y. Lemmon Unit

Emilie Irene Rawlings
Ithaca, N.Y.
R. Berry Unit

Amy C. Rock
Lubbock, Texas
H. Fellows Unit

Robbie Lynn Rollins
Lubbock, Texas
C. Bigham Unit

Chrysta G. Wright
Madison, Wis.
L. Rada Unit

Ursula Albury*
Conyers, Ga.
K. Sharpe Unit

Brenda Blasco Preza*
Baytown, Texas
P. Escalante Unit

Breana Ashley Carlson*
La Crosse, Wis.
B. Gallagher Unit

Helen Worthey Cotton*
Jackson, Mich.
T. Lewis Unit

Sally Diaz*
Midland, Texas
M. Wetteland Unit



Gloria J. Gaynor*
Southfield, Mich.
T. Lewis Unit

Virginia Guillen*
Houston
B. Gonzalez Unit

Karen Lynn Hardy*
Beaufort, S.C.
C. Higdon Unit

Vivian L. Holmes*
Saint Simons Island, Ga.
A. Newman Unit

Sarah A. Kwakye*
Wylie, Texas
A. Okocha Unit

Lindsey Palacios*
Sacramento, Calif.
S. Walters Unit

Venite M. Time*
Centreville, Va.
R. Sailer Unit

Jennifer Marie Trapuzzano*
Worcester, Mass.
M. Means Unit

Christy N. Verbruggen*
Longview, Texas
J. Mitchell Unit

LaParacina N. Williams*
Houston
T. Presley Unit



Phyllis Ann Woodward*
Plano, Texas
J. Moore Unit

Tracie L. Wyatt*
Charlotte, N.C.
R. Tilley Unit

Not pictured:/Sin foto: *Maria Artica*, Chelsea, Mass., K. Colon Unit; *Deanna Rene Conway*, Edmond, Okla., J. Perona Unit; *Brittany C'ssandra Craveiro*, North Wales, Pa., A. Brady Unit; *Miriam S. Gil Scanio*, Dallas, E. Scanio Unit; *Katlyn A. Maloney*, Howell, N.J., J. Velardi Unit; *Tammie Moore*, Dallas, M. Manley Unit; *Ashley Jean Payne*, Vinton, Va., C. Claytor Unit; *Sarah Lee Ricciardi*, Cottontown, Tenn., C. Leeson Unit; *Ashley C. Runyan*, Overland Park, Kan., L. Walker Unit; *Andrea Smet*, Seymour, Wis., D. Bailye Unit; *Heather Wade*, Goshen, N.Y., E. Murray Unit; *Nadiia Ziklenkova*, Brooklyn, N.Y., I. Bezkorovayna Unit; *Kate Zwiefelhofer*, Wauconda, Ill., L. Blackmore Unit.

*Previously debuted./Debutó con anterioridad.

Triple Crown/ Triple Corona

April/Abril 2015

Not pictured:/Sin foto:
Joanna Dominguez, Santa Maria, Calif., L. Orellana Area.



Tammy Jo Middlebrooks
Italy, Texas
L. Allison Area



Dean's List/ Lista del Decano

April/Abril 2015

Not pictured:/Sin foto:
Alma D. Moreno Garcia, Compton, Calif., J. Gudiño Area, Ruby Seminar



Katie Lira
Denton, Texas
Ruby Go Give Area
Ruby Seminar

Kati Lee Mendyk
Grand Island, Neb.
Ruby Go Give Area
Ruby Seminar

Honors Society/ Sociedad de Honor

April/Abril 2015



Lisa Maria Firlan
Leesburg, Fla.
Diamond Go Give Area

Tammy Jo Middlebrooks
Italy, Texas
L. Allison Area

Not pictured:/Sin foto: *Latisha Cronin*, Evansville, Ind., J. Burnett Area; *Joanna Dominguez*, Santa Maria, Calif., L. Orellana Area.

Fabulous 50s/ Fabulosos 50

October/Octubre 2015



Maricela Medrano
Mesquite, Texas
Diamond Go Give Area

Not pictured/Sin foto: Juana M. Del Cid, Salem, Va., Diamond Go Give Area; Virgen Victoria Ortiz, Katy, Texas, L. Valdes Lomeli Area; Maria Teresa Sandaval, Ridgewood, N.Y., G. Castaño Area.

On the Move/ En Acción

February/Febrero 2016

Kelly Margaret Achtmann
Amalia Galan

Miriam S. Gil Scanio
Eva Orrego

Ashley C. Runyan

Chrysta G. Wright

Nadiia Ziklenkova

New Team Leaders/ Nuevas Líderes de Equipo

April/Abril 2016

Maria A. Alas
Rosalinda Alas
Blanca A. Almaraz Ramirez
Emily M. Ankenbauer
Tania Ariles
Karen Bacon
Leslie Baladejo
Tammy Baskette
Teaunta N. Belcher
Maria Bernabe
Marilia Betancourth
Tara Botley
Kristina A. Breeding
Samantha B. Bright
Charron Y. Brown
Alva Letica Calo Reyes
Iris J. Canjura
Berenice Castro Cortez
Angelica M. Cobian
Kendra B. Coffey

Lizbeth Colin
Destiny Corbin
Lexi P. Cross
Taiwo Daramola
Erin M. De Los Reyes
Claudia E. Diaz
Ann Marie B. Farr
Miguelina Fernandez
Yohanna Franco
Edith Fuentes Flores
Esther Garcia
Maria C. Gonzalez
Maria Mercedes M. Gonzalez
Avis J. Green
Monique R. Guerrero
Krystal L. Hall
Holly A. Harmon
Stephanie E. Hawkins
Damaris Hernandez
Melissa Hollandsworth

Rene Holman
Jacklyn J. Howerton
Rhonda D. Huber
Karin S. Hudgens
Rosa Iniquez
Rendina L. Johnson
Alicia Jones
Anna M. Josefovsky
Nopakarn Kanjanampa
Raudia Khan
Venus King
Maggie Kuethe
Franki Leach
Danielle C. McNaughton
Shasta F. Madsen
Susana Martinez
Adrienne E. Matthews
Guadalupe Matute
Cari R. McGlasson
Sandra McDonald

Michelle A. Mcinnis
Yanel Mejia
Mallory Mitchel
Aurora Morales
Kenny C. Morales
Jennifer Morricks
Chatone B. Morrison
Samantha Mosby
Latasha A. Nesbitt-Webb
Clarrissa Palma
Gladys Pinzon
Shannon K. Polk
Shannon M. Pounds
Marisol Ramirez
Veronica Richardson
Angela Riley
Kelly Rodenschmit
Guadalupe Rodriguez
Maria A. Rodriguez
Martha Rodriguez

Nazareth B. Rodriguez
Rosa Romero
Araceli Rubio
Edith Y. Sanchez
Macarena Sanchez
Leda M. Saucedo
Arianna I. Silva
Michelle D. Silva
Sheila D. Smarts
Elizabeth Solano
Carole Stone
Esther J. Swart
Kathryn J. Swift
Karen J. Sykes
Nelly Valenzuela
Julie VanErem
Armeace D. Williams
Lindsay N. Winkler
Evelyn Yancor
Hannah E. Young

Grand Achievers/ Gran Ganadoras

April qualifiers/
Calificadas en
Abril 2016

Consultants/Consultoras
Ashley Jean Baldwin
Maria Elena Cavazos
Taira Louise Drews

Marie Isabella Goshorn
Lisa A. Hunter
Dee D. Jones
Gaudencia Martinez

Joy L. McClain
Debbie McIver
Patti Randall
Sarina Elise Vongnakhone

**Sales Directors/
Directoras de Ventas**
Julie Ann Carmichael

Maria Mendoza

First Gold Medal/Primera Medalla de Oro

April/Abril 2016

New Team Members/Nuevas integrantes de equipo

Maria Alas, L. Reyes Unit 6
Maria Almaguer, M. Casillas Unit 5
Patricia Almonte, S. Herrera Unit 5
Febronia Arias, J. Baidal Unit 5
Tara Botley, D. Davis-Armistead Unit 6
Iris Canjura, T. Aguasvivas Unit 10
Maria Carrillo, G. Gamboa Avila Unit 6
Diana Chacho, J. Chacho Unit 8
Carrie Coffren-Harwell, M. Gronholz Unit 5
Tamecka Craig, U. Albury Unit 5
Taiwo Daramola, F. Olaopa Unit 5
Sales Director Tami Dinelli 5
Miguelina Fernandez, L. Mejia Unit 9
Emilee Fitzwater, C. Bowler Unit 6
Liliana Godinez, M. Guajardo Elizondo Unit 5
Guadalupe Gomez, L. Sanchez Unit 5
Holly Harmon, J. Taylor Unit 6
Rene Holman, T. Lewis Unit 7

Rhonda Huber, D. Bailye Unit 5
Rosa Iniquez, G. Pina Unit 10
Franchesca James, A. Whittington-Stanton Unit 5
Nopakarn Kanjanampa, E. Ezekiel Farquharson Unit 5
Natalie Keys, N. Orr Unit 8
Raudia Khan, R. Mohan Unit 5
Sales Director Trinity Laney 5
Paula Langdale, C. Epps Unit 5
Dolores Lliguicota, M. Siguenza Unit 6
Sandra McDonald, R. Mohan Unit 10
Danielle McNaughton, M. Rains Unit 5
Jana Mack, D. Bautista Unit 7
Maria Magana, N. Godwin Unit 6
Mindy Malone, A. Combe Unit 5
Adriana Martinez, K. Acevedo Unit 6
Susana Martinez, G. Pender Unit 5
Debbie McIver, S. Purvis Unit 5
Sarah Moen, L. Marcoux Unit 6
Gaby Montano, S. Herrera Unit 5

Sales Director Ana Montoya 5
Martha Palacios, I. Coady Unit 5
Elizabeth Perez, N. Godwin Unit 5
Angelica Poole, M. Gonzalez Unit 5
Marlene Rivas, D. Ventura Unit 5
Guadalupe Rodriguez, M. Ramirez Unit 9
Rosa Romero, T. Aguasvivas Unit 8
Araceli Rubio, E. Marcial Silverio Unit 5
Edith Sanchez, I. Jimenez Unit 5
Maria Sandoval, M. Casillas Unit 8
Guadalupe Santiago, M. Rios-Guzman Unit 7
Leda Saucedo, D. Santos Unit 5
Camila Silva, C. Martins Unit 8
Linda Thompson, L. Sullivan Unit 5
Stacy Warburton, L. Walker Unit 6
Shawna Wheeler, J. Goodwin Unit 5
Lindsay Winkler, H. Chen Unit 6
Alexandra Yambor, A. Coble Unit 5
Karlhee Zambos, J. Taylor Unit 5

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 \$225 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 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en abril.

Sales Director Cristina Ann Hernandez \$2,868
Sales Director Karime Rosas 2,334
Sales Director Celeste Byrd 2,154
Sales Director Nancy Polish Dove 1,993
Sales Director Lorna Walker 1,938
Sales Director Katherine Mirkes Ward 1,879
Sales Director Amy Kemp 1,796
Khanh Hoang Mai, E. Ezekiel Farquharson 1,772
Sales Director Bisola Gbadamosi 1,715

Sales Director Rosemary Chinyere Omeihe 1,632
Sales Director Laura Elizabeth Knight 1,620
Sales Director Maranda Michelle Rains 1,579
Sales Director Heather M. Julson 1,541
Sales Director Lucrecia Aguirre 1,536
Sales Director Mary Kathryn King 1,528
Sales Director Lisa Rada 1,494
Sales Director Sherrie Clark Purvis 1,467
Sales Director Titilayo Felicia Otusajo 1,446

Sombounthavy Souksavath, E. Ezekiel Farquharson 1,427
Sales Director Danielle Hope Lunsford 1,386
Sales Director Betty Symons 1,376
Nhu Nguyen, E. Ezekiel Farquharson 1,364
Sales Director Beth L. Gallagher 1,350
Sales Director Anita M. Bendio 1,343
Sales Director Raiyman Mohan 1,343

13% Club/ Club del 13%

April/Abril 2016

Diamond/Diamante

Achievement Circle/ Círculo de Logros

April/Abril 2016

Ranking of the top 100 Independent Sales Directors in the **Diamond** area based on their April 2016 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Diamante** según su producción de unidad estimada al menudeo de abril de 2016.

Ellen Ezekiel Farquharson.....	\$141,480	Terri Lewis.....	59,197	Christi G. Campbell.....	54,040	Stephanie A. Richter.....	46,099
Indhira Jimenez.....	93,704	Amy Kemp.....	59,176	Jessye Rose Nichols.....	53,792	LaChelle M. Seleski.....	46,064
Sherrie Clark Purvis.....	92,159	Jennifer Messoro.....	59,083	Melissa R. Hennings.....	53,254	Rebekah Hirneisen.....	45,872
Jamie Venning Taylor.....	86,510	Alicia Borkowska.....	58,872	Karime Rosas.....	53,063	Dolly A. Metzger-Stearns.....	45,490
Janet S. Chapman.....	85,810	Shelly Palen.....	58,806	Priscilla McPheeters.....	52,820	Lacy Janel Nickelson.....	45,406
Beth Brinkley.....	73,421	Terri J. Beckstead.....	58,711	Therma A Aguasvivas.....	51,985	Marina Sanchez Ramirez.....	45,395
Gerri Anne Morris.....	72,592	Joy H. Rentz.....	57,457	Denise M. Cadenhead.....	51,677	Andrea Marie Krause.....	45,318
Lorna Walker.....	70,716	Sylvia Limon Martinez.....	57,455	Alicia Kingrey-Lokai.....	51,585	Rhonda Jean Taylor.....	45,250
Soledad Herrera.....	68,335	Sharon B. Carney-Wright.....	57,334	Lacey Lee Bradford.....	51,384	Megan Nicole Wilkes.....	45,065
Lindsey Denae Christenson.....	67,895	Kayla A. Holliday-Lamar.....	57,158	April Christine Hutchinson.....	51,050	Lesley A. Bodine-Phillips.....	44,600
Vicki Powell.....	66,448	Marsha Morrisette.....	57,030	Delmi Cristina Santos.....	50,868	Tanya L. Satcher.....	44,398
Maranda Michelle Rains.....	66,095	Allison Fuller.....	56,985	Cristina Ann Hernandez.....	50,847	Nancy Polish Dove.....	44,147
Celeste Byrd.....	65,575	Cristina Martins.....	56,921	Paula Kelsch.....	50,203	Heather Marie Erbe.....	43,893
Donna K. Smith.....	65,511	Evitelia Valdez-Cruz.....	56,879	Kristen C. Spiker.....	50,160	Nita Ann Godwin.....	43,471
Kim A. Messmer.....	64,179	Laura Elizabeth Knight.....	56,722	Suzanne T. Young.....	49,438	Mary P. Creech.....	43,195
Nancy Fox Castro.....	64,061	Mileta K. Kinser.....	56,576	Katie Alexandra Colson.....	49,111	Jolinn Andriese.....	43,037
Raiyman Mohan.....	63,632	Elda Asarai Blanco.....	56,272	Christina Lynn Frantz.....	48,643	Sara Ruth Pennella.....	42,829
Kathy R. Bullard.....	62,742	Tawnya Krempges.....	56,262	Sehidy Madrigal.....	47,973	Greta Leigh Carver.....	42,669
Deborah S. Bailye.....	62,682	Karen A. Jorgenson.....	55,643	Denise Nygard.....	47,765	Susan M. McCoy.....	42,588
Cindy Machado-Flippen.....	62,380	Marty Wynn.....	55,260	Gabriela Martinez.....	47,263	Nicki R. Hill.....	42,490
Mary G. Gronholz.....	61,703	Crystal Dawn McDaniel.....	54,848	Mary Kathryn King.....	46,688	Holly S. Neff.....	42,391
Blythe Jolee Egbert.....	60,708	Deborah Dudas.....	54,693	Barbara E. Roehrig.....	46,590	Bisola Gbadamosi.....	42,374
Linda T. Cartiglia.....	60,436	Faith A. Gladding.....	54,484	Jenny Siemonsma.....	46,580	Erin C. Lynch.....	42,182
Lucrecia Aguirre.....	60,080	Shelly Mae Smith.....	54,383	Anne Geertsen.....	46,237	Amy Zietlow.....	41,480
Donna F. Knotts.....	59,437	Mariann Biase Mason.....	54,246	Cheryl A. Searcy.....	46,156	Neressa Orr.....	40,813

Commission Circle/ Círculo de Comisiones

April/Abril 2016

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Diamond** area in April 2016. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Diamante** en abril de 2016. Los nombres en **negrillas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Ellen Ezekiel Farquharson.....	\$17,674	Kim A. Messmer.....	9,288	Sehidy Madrigal.....	7,982	Joy H. Rentz.....	7,229
Jamie Venning Taylor.....	15,657	Raiyman Mohan.....	9,211	Kathleen Koclanes.....	7,968	Lou Cinda Utley.....	7,193
Sherrie Clark Purvis.....	12,763	Faith A. Gladding.....	9,088	Elda Asarai Blanco.....	7,966	Robin L. Sailer.....	7,180
Indhira Jimenez.....	12,301	Cristina Martins.....	9,046	Lacey Lee Bradford.....	7,928	Sandy Griffith.....	7,175
Celeste Byrd.....	12,056	Shelly Palen.....	8,952	Enma Patricia Bermeo.....	7,892	Connie L. Russo.....	7,055
Janet S. Chapman.....	11,827	Paula Kelsch.....	8,929	LaChelle M. Seleski.....	7,881	April Christine Hutchinson.....	7,042
Lorna Walker.....	11,769	Cindy Machado-Flippen.....	8,866	Bisola Gbadamosi.....	7,851	Amy Zanto.....	7,041
Karime Rosas.....	11,525	Nancy Polish Dove.....	8,846	Denise Nygard.....	7,825	Sonia E. Argueta.....	7,009
Delmi Cristina Santos.....	11,434	Tawnya Krempges.....	8,772	Alicia Borkowska.....	7,824	Crystal Huskins Carper.....	7,002
Cristina Ann Hernandez.....	10,980	Mary G. Gronholz.....	8,692	Linda T. Cartiglia.....	7,779	Sylvia Limon Martinez.....	6,986
Amy Kemp.....	10,549	Donna K. Smith.....	8,678	Marina Sanchez Ramirez.....	7,738	Megan Nicole Wilkes.....	6,955
Terri J. Beckstead.....	10,405	Kathy R. Bullard.....	8,655	Anne Geertsen.....	7,700	Christi G. Campbell.....	6,948
Vicki Powell.....	10,191	Sharon B. Carney-Wright.....	8,424	Karen A. Jorgenson.....	7,695	Sandra M. Munguia.....	6,925
Maranda Michelle Rains.....	10,112	Lisa Rada.....	8,423	Deborah Dudas.....	7,673	Christina Lynn Frantz.....	6,912
Donna F. Knotts.....	9,840	Laura Elizabeth Knight.....	8,378	Therma A Aguasvivas.....	7,598	Melissa R. Hennings.....	6,875
Evitelia Valdez-Cruz.....	9,733	Stephanie A. Richter.....	8,327	Barbara E. Roehrig.....	7,596	Denise M. Cadenhead.....	6,815
Beth Brinkley.....	9,621	Marsha Morrisette.....	8,308	Priscilla McPheeters.....	7,579	Rhonda Jean Taylor.....	6,781
Deborah S. Bailye.....	9,511	Nadine Bowers.....	8,278	Kayla A. Holliday-Lamar.....	7,500	Nita Ann Godwin.....	6,758
Nancy Fox Castro.....	9,507	Crystal Dawn McDaniel.....	8,269	Maria Siguenza.....	7,488	Tanya L. Satcher.....	6,756
Lucrecia Aguirre.....	9,484	Mary Kathryn King.....	8,219	Jessye Rose Nichols.....	7,479	Claudia Chavez.....	6,749
Lindsey Denae Christenson.....	9,432	Alicia Kingrey-Lokai.....	8,188	Sheryl Peterson.....	7,459	Jennifer Messoro.....	6,739
Blythe Jolee Egbert.....	9,414	Martha Kay Raile.....	8,156	Shelly Mae Smith.....	7,456	Veronica Judith Hyba.....	6,712
Terri Lewis.....	9,339	Katherine Mirkes Ward.....	8,125	Mileta K. Kinser.....	7,431	Lacy Janel Nickelson.....	6,711
Soledad Herrera.....	9,331	Nicki R. Hill.....	8,096	Heather M. Julson.....	7,355	Yolanda Lopez.....	6,698
Gerri Anne Morris.....	9,327	Sarah Sullivan Krycinski.....	8,058	Elizabeth Fernandez.....	7,232	Christy Bigham.....	6,693

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to *Mary Kay InTouch*®./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, ve a *Mary Kay InTouch*®.

*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 EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE *MARY KAY INTOUCH*® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS™, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO *DO-NOT-CALL LAWS* Y *SPAM LAWS*. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO *MARY KAY INTOUCH*® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

GO-GIVE® award

Congratulations to our August 2016 *Go-Give*® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the *Go-Give* spirit for this prestigious honor today! We've made it easy – look for the **online nomination form** on *Mary Kay InTouch*® under the Contests/Promotions tab.



Jamie Taylor

Diamond

Independent Executive
Senior Sales Director

Began Mary Kay Business
June 2012

Sales Director Debut
May 2013

Offspring five first-line;
three second-line

National Sales Director
Lynnea Tate

Honors Star Consultant; Queen's
Court of Sharing; Circle of
Excellence

Personal Lives in Lynchburg, Va.
Husband, Zac

**"I am motivated to help others
because** my Mary Kay family
is loving, respectful and always
models the *Go-Give* spirit. As a
leader, I have the opportunity to do
the same for others, and nothing
could be more important to me!"

**Independent Senior Sales
Director Chelsea Claytor of
Roanoke, Va.,** says, "Jamie
selflessly gives and works so that
everyone else's dreams come
true. As a new Independent Sales
Director, I am certain I never
would have made it without her
motivation, inspiration and belief
in me."



Christine Wehrli

Ruby

Independent Sales Director

Began Mary Kay Business
November 1993

Sales Director Debut
April 2000

National Sales Director
Candace Laurel Carlson

Honors Circle of Honor; monthly
Go-Give® Award winner, July 2006;
two-times Sales Director Queen's
Court of Personal Sales; five-times
Circle of Achievement

Personal Lives in Rochester Hills,
Mich.

**"I am motivated to help others
because** nothing is better than
knowing someone else walks a little
lighter and feels more confident
because someone cares about
them. That 'paycheck of the heart'
is the greatest reward."

**Independent Beauty Consultant
Emily Graffeo of Lake Orion,
Mich.,** says, "With the help of
her cousin, Christine led a year-
long effort to relocate one of her
customers from a poor housing
situation to a wheelchair-accessible
home for the customer and her
disabled son."



Josefa Chacon

Sapphire

Independent Executive
Senior Sales Director

Began Mary Kay Business
December 1987

Sales Director Debut
April 1991

Offspring seven first-line;
three second-line

National Sales Director
Sara Pedraza-Chacón

Honors Circle of Honor; five-times
Sales Director Queen's Court of
Personal Sales; 11-times Queen's
Court of Sharing; 18-times Circle
of Achievement; three-times Circle
of Excellence; 13-times Double
Star Achievement; Triple Star
Achievement

Personal Lives in Watauga, Texas
Husband, Genaro Alonzo; daughter,
Abi

**"I am motivated to help others
because** I've seen how families
have learned to set and reach
goals. Loving others and serving
God is not an obligation; it's a
privilege."

**Independent Beauty Consultant
Maria Magana of Houston,** says,
"Josefa mentors people in using
their strengths and talents to be
self-sufficient. She also visits
the ill and prepares and delivers
homemade meals to them."



Marie Pfarr

Emerald

Independent Senior Sales Director

Began Mary Kay Business
July 1988

Sales Director Debut
July 1992

Offspring two first-line;
one second-line

National Sales Director
Go-Give Area

Honors Circle of Honor; two-
times Consultant Queen's Court
of Personal Sales; seven-times
Sales Director Queen's Court of
Personal Sales; 18-times Circle
of Achievement; four-times Circle
of Excellence; six-times Double Star
Achievement

Personal Lives in Kenosha, Wis.
Husband, Gregg; son, Jarrod;
daughter, Michele

**"I am motivated to help others
because** God has so richly blessed
me. It is a joy and privilege to
encourage others."

**Independent Beauty Consultant
Samantha LeGath of Mount
Pleasant, Wis.,** says, "Marie works
with the local shelter to donate
'new beginnings' bags during
the holiday season. She gladly
welcomes adoptees, mentoring them
as if they were in her own unit."



Summer Beauty

The New Nude: Lovely. Natural. Luminous.

Get a colorful start to your Seminar year. Try this look with your customers.

FACE: Create subtle shimmer. Brush **Mary Kay® Bronzing Powder** along cheekbones and temples for a contoured look. Blend upward. \$18

EYES: Use **French Roast** and **Moonstone** **Mary Kay® Mineral Eye Colors**, \$8 each, **Mary Kay® Eyeliner** in MK Deep Brown, \$12, and I ♥ black **Lash Love® Mascara**, \$15.

CHEEKS: Sweep on **Shy Blush** **Mary Kay® Mineral Cheek Color**. \$12

LIPS: Add a hint of color using **Mary Kay® Creme Lipstick** in **Shell**. \$15



Diana Carreiro
Mary Kay Global Makeup Artist

"Brush bronzer along your forehead and jawline to ensure a framed face and a lovely glow."

Learn more with Diana's **Bronzers and Highlighters** how-to video. It's on **Mary Kay InTouch®** on "Video Lounge."



Cityscape®
Eau de Parfum,
\$50



Mary Kay® Compact
Mini* (unfilled), \$17

**Great
Add-
Ons!**



Mary Kay® Brush
Collection, \$55
(products
not included)



Summertime Must-Haves

These products are great to share now and build sales.



TimeWise Body™ Smooth-Action™ Cellulite Gel Cream, \$40, and Mary Kay® Smooth-Action™ Body Massager, \$10

Get back your body confidence for swimsuit season! Gel cream is thoroughly tested and formulated to deliver the benefits women want: cellulite that looks less noticeable and skin that feels tighter and looks firmer and smoother.



Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,* \$20

Easy, out-the-door option without that "made-up" look

Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50,* \$20

For intense water-resistant protection in prolonged sun exposure



Mary Kay® Facial Cleansing Cloths, \$15 (pk./30)

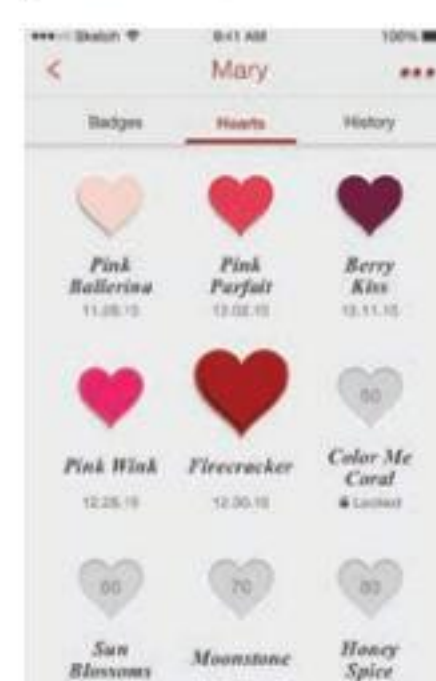
Convenient cleansing cloths for your purse or tote! Gently remove dirt, oil and makeup, leaving skin feeling clean and soft.

New! Pink Changing Lives® App

Every donation you make. Every **Makeover for Good** you complete. Every way you give back to your community. It's the heart of your Mary Kay business. And now it's at the heart of this new app. Join us in **our goal to help one million women feel more beautiful inside and out.** Download today **FREE** for Apple® and Android™ phones.



You help pamper teachers, domestic violence survivors, nurses, veterans and other deserving women with your Go-Give spirit. As you do, your heart will grow and change colors.



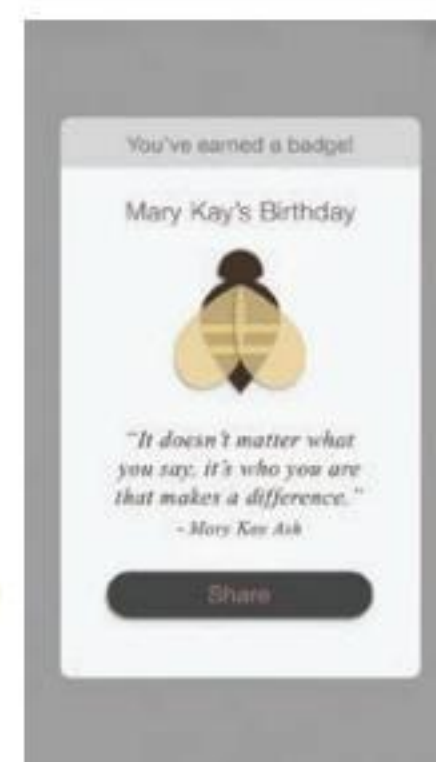
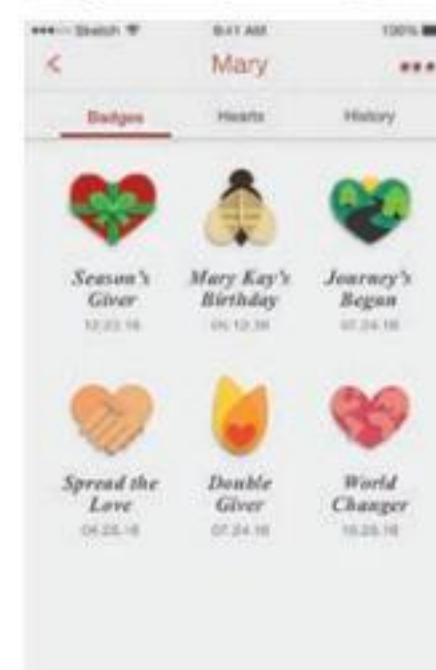
Track your makeovers for good.



Connect with The Mary Kay Foundation™.



Unlock exclusive Go-Give content and share your experience on social media.



Android™ is a trademark of Google Inc.
Apple® is a registered trademark of Apple Inc.

Pass It On!

Women helping women. It's the foundation of any Mary Kay business. As an Independent Beauty

Consultant, you continue a rich legacy that is 52 years in the making. If you haven't started sharing, now's a great time!



Help Is Here!

Attend Mary Kay events and your weekly success meetings. Another great idea is to shadow your Independent Sales Director and learn from her. Plus, you can find many tools on *Mary Kay InTouch®* such as:

- How-to videos.
- Team-building education.
- Scripts.
- Fliers and eCatalogs.
- The *Discover What You Love®* App. (Download from the App StoreSM or Google PlayTM.)

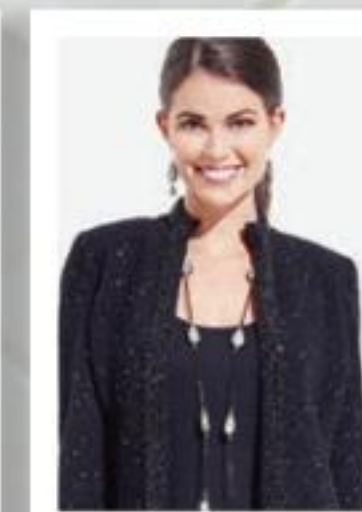
Rewards Go Both Ways.

When you share the opportunity, you can help others fulfill their own definitions of success. And when you build a team, you can:

- ▶ Earn commissions.
- ▶ Move up the career path.
- ▶ Become a Red Jacket.
- ▶ Become a Star Consultant.
- ▶ Earn the use of a Mary Kay Career Car.
- ▶ Receive recognition, jewelry and more!

Mary Kay's Four-Point Plan

1. Ask your hostess to suggest guests who may enjoy starting a Mary Kay business.
2. Tell your heartfelt I-story.
3. Share the Mary Kay opportunity with at least one guest. You can follow up later if she has questions.
4. Offer your hostess a gift for everyone she suggests who becomes a new team member.





Independent
National
Sales Director
Jan Thetford

Tips From the Top

Do you ever ask yourself why you haven't shared the Mary Kay opportunity? Maybe because it's scary? For many, it can be. When you offer something, you put yourself in a position to be rejected. But think about this: We've all overcome something harder than hearing no, haven't we? So why do we make no such a big deal?

Get Over the No.

Jan suggests you start with a goal. For example, **15 new personal team members in 90 days.** You may get many nos before you get a yes, but be brave. Move on to the next person until you get your 15 yeses.

Commit to activity and results will come. Ask, ask, ask. Share, share, share. Do this enough, and you can get results. How?

1. Go back to the basics. It's the easiest way to sell products and build your team.
2. Get to know your potential team members first. Say something like, "Tell me about you." The first thing she talks about is probably her top priority. If it's her family, share how a Mary Kay business can provide extra income for things she may need or the flexibility it offers. If her current job is her priority, talk about the freedom that comes with being her own boss, the leadership potential to build a business, to set her own hours and achieve her professional and income goals.
3. Share your "why." Then tell her why you think she'd be good at it.



Helpful Numbers:**Mary Kay Consultant****Contact Center****800-272-9333**

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

**Automated
 Information Line**
800-454-1130 (24 hours)



"I have found that the way to get started on any project is simply to begin. In beginning, you're half done. Start by taking giant steps. I want you to think big and believe in yourself, because I believe in you."

CALENDAR

dates

1	- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. - Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m., Central time. <i>Class of 2017 Offspring Challenge</i> begins.
3	- Sapphire Seminar begins. - Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
10	Early ordering of the new Fall 2016 promotional items begins for Star Consultants who qualified during the March 16 – June 15, 2016, quarter and Independent Beauty Consultants who enrolled in <i>The Look</i> for Fall 2016 through the <i>Preferred Customer Program</i> ™.
14	Fall 2016 <i>Preferred Customer Program</i> ™ customer mailing of <i>The Look</i> begins. (Allow 7-10 business days for delivery.)
16	Fall 2016 promotion begins. Ordering opens for all Independent Beauty Consultants.
24	Last day to enroll online for the Holiday 2016 <i>Preferred Customer Program</i> ™ mailing of <i>The Look</i> , including exclusive samples (while supplies last).
30	Last day of the month for Independent Beauty Consultants to place telephone orders.
31	- Last day of the month for Independent Beauty Consultants to place online orders. - Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production. - Online Independent Beauty Consultant Agreements accepted until midnight Central time.



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Earn Dream Prizes

June 16 – Sept. 15
Quarter

STAR CONSULTANT PROGRAM

Rewards await when you work your Mary Kay business one step at a time. And each quarter, you have a chance to earn more prizes all over again.



Independent
Senior
Sales Director
**LaKeshia
Chisholm**
Fayetteville, N.C.

“When you hold skin care parties, you have the means to become a Star Consultant. The **prizes motivate me to achieve my goals** and earn income! The Star Consultant program gives me an opportunity to win each quarter! Every Mary Kay Independent Beauty Consultant can be a Star Consultant!”



Find **Star Consultant** details and a downloadable prize poster under the “**Contests**” tab on **Mary Kay InTouch®!**

Two Ways to Earn!

1

SELL.

Start with a minimum \$1,800 in wholesale Section 1 orders = 1,800 points.

2

TEAM-BUILD.

Each qualified new personal team member you add = 600 points.

Points Add Up!

The higher the points, the bigger the prizes!

POINTS

1800
2400
3000
3600
4800+

AWARD

Sapphire
Ruby
Diamond
Emerald
Pearl

I HAVE MY EYE ON THIS PRIZE:

INDULGE YOUR DVA DREAMS
TECHNO DVA

Star Consultant Program
June 16 to Sept. 15, 2016
MARY KAY

1000 PEARL GPX® 32-inch LED TV/DVD With Bluetooth® Soundbar	800 PEARL Apple® iPad® Mini 2 16 GB With Space® DuraFoto	700 PEARL Brookstone® Wireless Mobile Projector
700 PEARL Bose® SoundLink® Bluetooth® Speaker III	600 PEARL Lodis® Kate Gosselle Work Tote	500 PEARL GoPro® HERO With 32 GB microSD® Bundle
400 PEARL Amazon® Fire TV	400 PEARL Fitbit Flex® Wireless Activity + Sleep Wristband	300 EMERALD Canon® PIXMA® All-In-One Wireless Inkjet Photo Printer
300 EMERALD Sony® Point and Shoot Digital Still Camera	200 DIAMOND Wine Red Mighty Purse®	200 RUBY Rolling Laptop/ Carry-On Luggage
200 RUBY Royal® CX6 Crosscut Shredder	1000 SAPPHIRE Tote Bag With Gadget Case	1000 SAPPHIRE Kate Spade® iPad® Sleeve
1000 SAPPHIRE Sony® ZX Series Headband Stereo Headset	1000 SAPPHIRE JAM Replay™ Wireless Speaker	

We all have our **Mary Kay** dreams. And with hard work and determination, you can fulfill your diva dreams and earn fabulous prizes this quarter to bring out the **Techno Diva** in you.

mkconnections®

Organized and Ready!

Champagne Metallic Collection

NEW! Party Tote, \$49

A. Two large outside pockets and a roomy zippered interior pocket for ultimate storage.
19" x 12" x 7"

NEW! Business Organizer, \$49

B. Includes zippered pouch and removable strap.
14" x 11" x 2"

NEW! Mary Kay® Zippered Date Book Cover, \$25

C. Pad-folio holds your Mary Kay® date book, business cards and copies of *The Look*. Complements the Party Tote.
11" x 8" x 1.5"

Order on **Mary Kay InTouch®**. Visit the **MKConnections® Seminar booth** to see these items and more!

MARY KAY
SEMINAR
2016



NEW! *Mary Kay InTouch*®



Just as Nice on Any Device

Smartphone, tablet or laptop ... work at home or on the go!

It's personal, useful and customized JUST FOR YOU.
Now it's easier to order the products you love, and
checkout is quick and easy.

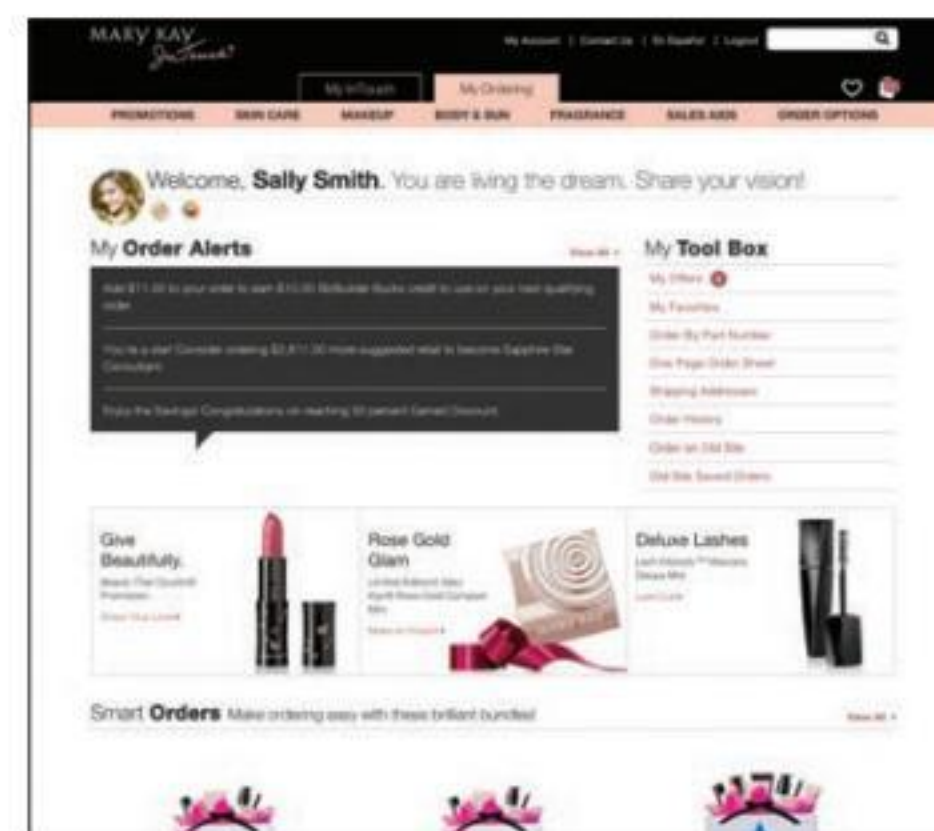
Highlights:

- **New Navigation:** Two tabs let you know where to go: My *InTouch*™ or My Ordering.
- **Home Page:** Your name, photo and Bling greet you.
- **My Alerts:** Front and center to notify you of hot opportunities to help you earn more and get recognition.
- **My Favorites:** Build your favorite products list, and add to your order.
- **My Dashboard:** Gives you an at-a-glance view of your production to help you focus on your business goals.
- **Recognition:** Events, contests and promotions are all in one spot for easy reference.
- **Education:** Customized for you and your career path status.
- **Search:** Improved to get what you need fast.
- **Mary Kay Ash:** She's with you on every page. Read a new quote every day to inspire and motivate you.

Visit [Mary Kay InTouch](#)®
to discover all the NEW FEATURES to love!



My Dashboard



My Ordering Home Page

Beautiful Skin

TimeWise® Miracle Set®

The Perfect Regimen!

11 age-fighting benefits: cleanse, exfoliate, freshen, energize, hydrate, smooth, visibly firm, soften, protect, renew and reduce the appearance of fine lines and wrinkles



Power Up!

Skinvigate™

Cleansing Brush, \$50

Two-speed power brush gently massages as it removes dirt, residue and makeup.



\$95
set



Mary Kay is proud to share that the TimeWise® Miracle Set® has earned the Good Housekeeping Seal and is a top-selling product set within the Mary Kay® product line.

Contact me, _____,
your Mary Kay Independent Beauty Consultant, for a pampering facial.

MARY KAY®

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

PRSR STD
U.S. POSTAGE PAID
MARY KAY INC.

embrace
YOUR DREAMS

WHAT YOU
BELIEVE,
YOU CAN
ACHIEVE!

Mary Kay



Earn the First Bracelet
July 1-31, 2016

Embrace Your Dream Challenge July 1, 2016, through June 30, 2017.

Sell \$600 or more in wholesale Section 1 products each contest month, and receive a **bracelet featuring a beautiful Mary Kay Ash quote.**

EARN ALL 12!

Earn a dream-worthy bracelet* each month!

- ▶ 1 bracelet instantly represents your ability to earn up to **50 percent profit.**
- ▶ 3 bracelets earned in one quarter qualifies you as a **Sapphire Star Consultant.**
- ▶ 12 bracelets and you're on your way to **consistent booking, sales and building the business of your dreams.**

*One bracelet per Independent Beauty Consultant each month, while supplies last. Eligibility is based on the Company receiving and accepting a \$600 or more wholesale Section 1 order during the contest period.

Three ideas to earn
July's bracelet:
(per week)



- 1 Sell **3 TimeWise® Miracle Sets®** + **1 Lash Love® Mascara.**



- 2 Sell **1 TimeWise Repair® Volu-Firm® Set** + **1 TimeWise® Miracle Set®.**



- 3 Sell **4 TimeWise® Microdermabrasion Plus Sets** + **2 TimeWise Body™ Smooth-Action™ Cellulite Gel Creams.**

trending @ MK



WYNK

Love being in-the-know with all things Mary Kay? **WYNK (What You Need to Know)** emails Fridays with news and updates to help you sell.

Social Time

Monday, Aug. 1, is **National Girlfriends Day**. It's the perfect time to gather your customers for a skin care pamper party.



Dream, Baby.

This month we kick off a **new Seminar year** – one filled with new dreams, new opportunities and new goals. Lucky for us, Mary Kay's dream was to help women make better lives for themselves and their families. Now, 52 years later, you're helping her dream live on. Are you ready to make this the **year of your dreams**?



inside THIS ISSUE

Skin Care 101

New to selling or need a refresher? Introducing the foundation of your selling success, the **TimeWise® Miracle Set®**. Take a **fun quiz**, and see if you're skin-care savvy!
pages 2-3

Party Girl

Parties can make a big impact – like helping you increase sales, find team members and meet your goals. Learn **great tips from a pro!**
page 4

Best of Show

Share this **consumer flier** featuring **best-selling Mary Kay® products**.
page 5

Dream Catcher

From motorcycle racing to **Mary Kay® parties**, this Independent Sales Director knows how to win.
pages 6-7

Natural Beauty

Your customers want a **gorgeous natural look in a few simple steps**. We show you how. Plus, what's in your summer tote? Check out the great must-have summer products.
pages 14-15

Pass It On!

Mary Kay Ash said, "*There isn't a woman alive who can't benefit from the Mary Kay opportunity.*" You love your Mary Kay, so let others know all it offers.
pages 16-17

Star Power

Besides fabulous prizes, the **Star Consultant program** helps you get on track through consistent sales and team-building. Check out the **great prizes** this quarter!
pages 18-19

Improved Mary Kay InTouch®

Welcome to your new world of Mary Kay. This **updated site is packed with enhancements**. You can add products to your order from anywhere, see alerts front and center, choose goals customized for you and much more!
page 20

Embrace Your Dreams.

It's a **new Seminar year** and a new opportunity to unleash your dreams. This **yearlong contest** challenges you to uncover possibilities and ignite even greater passion in your Mary Kay business. Discover the **beautiful bracelets** you can wear on your way to stardom!
back cover

A Beautiful Business Starts Here.

Selling skin care is a great way to build dedicated, lifelong customers.

Whether you're starting your Mary Kay business or have offered the **TimeWise® Miracle Set®** for years, it's your go-to skin care. Why? It's formulated for a **broad customer range** – those with **early-to-moderate signs of aging**. Your customers will love it because it's the basis for beautiful, glowing and healthy skin!

TimeWise® Miracle Set®

- 3-In-1 Cleanser†
- Age-Fighting Moisturizer†
- Day Solution Sunscreen Broad Spectrum SPF 35††*
- Night Solution

Choose from two formulas: normal/dry and combination/oily.

Your **customers** can **save \$13** when they **buy the set!**

Add a **Mary Kay®** foundation from \$18.

Beauty by the Numbers Selling Tools That Work

As seen by a dermatologist on panelists in a 12-week clinical study:

- 83% had a reduction in the appearance of fine lines and wrinkles.
- Up to 25% improvement in skin resilience.
- 100% had softer, more supple skin.
- 46% visible improvement in more even skin tone.

The VERDICT: Age-fighting results your customers can believe in.

MARY KAY® DIGITAL SHOWCASE APP. This free app can help you customize your skin care parties.

CUSTOMER PROFILE. Before your party, you can call guests to create their **Customer Profiles** so you'll have the products they need. (On Section 2 of the Consultant order form. pk./25, \$1.25)

SKIN CARE ECATALOG. Available on *Mary Kay InTouch®*. Share through social media or email with a link to your **Mary Kay® Personal Web Site**.

Mary Kay is proud to share that the *TimeWise® Miracle Set®* has earned the Good Housekeeping Seal and is a top-selling product set within the *Mary Kay®* product line.

*Over-the-counter drug product †U.S. Patent No. 6,495,126 and 7,175,837 and Other Pats. Pend ††U.S. Patent No. 8,182,799 and Other Pats. Pend



“SKIN CARE PARTIES ARE THE FOUNDATION OF A SUCCESSFUL MARY KAY BUSINESS. I KNOW IF YOU ARE CONSISTENT AND HOLD THEM, THEY CAN HELP BOOST YOUR SALES, BOOKINGS AND TEAM-BUILDING. YOU WILL DEVELOP MOMENTUM THAT WILL PROPEL YOU FORWARD.”

– Mary Kay Ash, circa 1995



Use the **consumer flier** on Page 21 to **help you sell**.



Ultimate Miracle

Take age-fighting to the max!

Add the [TimeWise® Microdermabrasion Plus Set](#), \$55, and [TimeWise® Firming Eye Cream](#), \$32



Take the QUIZ: Fact or Fiction?

Circle the correct answer.

1. The *TimeWise® Miracle Set®* delivers 11 age-defying benefits in just four products.
FACT or FICTION
2. The *TimeWise® Miracle Set®* is for customers who are not yet concerned about skin aging.
FACT or FICTION
3. Customers shouldn't use the *TimeWise® Miracle Set®* if their skin is too dry or too oily.
FACT or FICTION
4. The *TimeWise® Miracle Set®* works for those with sensitive skin.
FACT or FICTION

ANSWERS

1. **Fact:** It cleanses, exfoliates, freshens, energizes, hydrates, smoothes, visibly firms, softens, protects, renews and reduces the appearance of fine lines and wrinkles.
2. **Fiction:** The *TimeWise® Miracle Set®* is for customers who want a daily age-fighting skin care regimen that is customized to deliver younger-looking skin.
3. **Fiction:** It's available in two formulas: normal/dry and combination/oily. Skin can become more oily in warmer, humid conditions, then get dry in the winter. As their needs change, your customers can transition to the formula that works best.
4. **Fact:** All *TimeWise® Miracle Set®* products are dermatologist-tested, suitable for sensitive skin, clinically tested for skin irritancy and allergy, oil- and fragrance-free, hypoallergenic and non-comedogenic (will not clog pores).



#GlowAndTell

This challenge is a fun way to help you sell. Ask your customers to commit to the **21-day challenge** where they use a *Mary Kay®* skin care regimen suited to their skin twice daily and enjoy the results. They can show off their gorgeous glow on social media and invite their friends to try it!

Check the Neck.

Don't forget the **neck area** when applying moisturizer and your SPF product each morning. It's among the first places to show wrinkles and sun damage. Gently rub in product from the neck base upward. It takes a few extra seconds, but it's well worth the time.



Sales Booster!

[Skinvigorator™ Cleansing Brush](#), \$50

Here's a great upsell at your skin care parties. This lightweight, two-speed power brush gently massages as it thoroughly cleans skin, removing residue, dirt and makeup in seconds.

Party girl



Independent
Senior
Sales Director
**Graceanne
Williams**
Thonotosassa, Fla.

Graceanne knows skin care parties are the best way to reach her customers. She shares tips to help you master party basics.

Book: Think activity and attitude.

- Set time aside each week to **make calls and book parties**. No distractions – just do it.
- Making calls takes the right mind-set. Jump up and down to get your energy up so you sound enthusiastic! Once you delve in, the fear goes away.



Sell: See and believe.

- Before the party, use the **Customer Profile*** to determine your guests' needs so you'll have the right products. They love this personal touch!
- Let guests know they will enjoy a **one-on-one consultation** at the end.
- Let guests **use products on one side of their faces** so they can see and feel the difference. Using the backs of their hands works too.

Close: Sounds scary, but it can be the best part!

- Use a **Closing Sheet** with each guest to learn what she loved and what she would like to take home today.
- If she doesn't have the money to buy, offer to book her as a hostess so **she can earn hostess credit**.



Follow Up: Use the 2+2+2 follow-up plan.

- **2 days:** Call to check in and ask about her purchases.
- **2 weeks:** Book a follow-up color consultation or facial that can be one-on-one or, better yet, shared with friends.
- **2 months:** Call or email. If you can, enroll her in the *Preferred Customer Program*SM to receive *The Look* and keep you and Mary Kay® products top of mind.

TIP! The **Weekly Accomplishment Sheet*** helps you plan and track your progress. This keeps you motivated, and you'll be proud of all you've done!

Easy Win!

Share this **Mary Kay® best-sellers flier**. It's a great selling tool!

- Display it at parties and talk up the product benefits.
- Offer your customers a **sample** or **Deluxe Mini** to increase their interest. Follow up to learn their interest in purchasing.
- Add it to product orders. Include a note to encourage them to try more Mary Kay® products.
- Makes a great **conversation starter**. Share while you're out and about, and let potential customers know that you'd love to book a facial where you can share more products.

DISCOVER THESE TOP BEST-SELLING FAVES.



MARY KAY®

Women love these *Mary Kay®* beauty bests. Try them for yourself!



**TimeWise®
Miracle Set®, \$95**



**Mary Kay®
CC Cream
Sunscreen
Broad Spectrum
SPF 15+, \$20**



**Mary Kay®
Ultimate
Mascara™,
\$15**



**Mary Kay®
Foundation
Primer Sunscreen
Broad Spectrum
SPF 15+, \$18**



**Lash Love®
Mascara,
\$15**



**Satin Lips®
Set, \$18**



**Mary Kay®
Eyeliner, \$12**



**Clear Proof®
Acne System,
\$45**



**Mary Kay®
Oil-Free Eye
Makeup
Remover, \$15**



**Mint Bliss™
Energizing
Lotion for
Feet & Legs,
\$11**

Contact me, _____,
your Mary Kay Independent Beauty Consultant, to place your order today!

All prices are suggested retail.

*Over-the-counter drug product

The best-seller logo/designation refers to top-selling products within the *Mary Kay®* product line.



Success Begins With a Dream.



Independent Sales Director
Lindsey Mills, Little Elm, Texas

When Lindsey Mills and her husband, Derek, were saying their wedding vows in June 2015, little did she know how much her life would change that weekend. Not only was she starting a new life with her husband, she would also start her Mary Kay business.

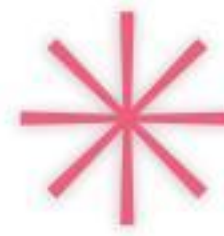
"I met extended family at the wedding, including **Independent Senior Sales Director Amie Christly**," says Lindsey. "Amie's charismatic personality and spunkiness stood out – at my own wedding party! I asked Amie, 'How does this Mary Kay thing work? How are you driving a pink Cadillac®?' Fifteen minutes later, I signed my Independent Beauty Consultant Agreement!"

Lindsey's decision to start a Mary Kay business was surprising to those who knew her. She was not your "typical" Mary Kay Independent Beauty Consultant. As a girl, Lindsey spent time in her father's shop. "My dad is into refurbishing classic

cars and riding motorcycles," she says. "He taught me how to ride a dirt bike when I was seven. As I got older, I loved go-carting, racing soapbox derby cars and autocross racing. In college, I began racing motocross." After college, Lindsey worked for Ducati® and Ferrari® for 11 years in sales, finance, marketing and dealer development. That is, until the Mary Kay opportunity came into her life.

Goal for It

Lindsey started working her Mary Kay business full time soon after signing her Independent Beauty Consultant Agreement. She set her sights and chose her career path: Independent Sales Director. "After a frustrating year in the corporate world, I wanted to be in control of my income and schedule. I no longer wanted to punch out for lunch or beg for time off. I set my goals, worked hard and started to achieve them," she says. In less than a year, Lindsey debuted as an Independent Sales Director.



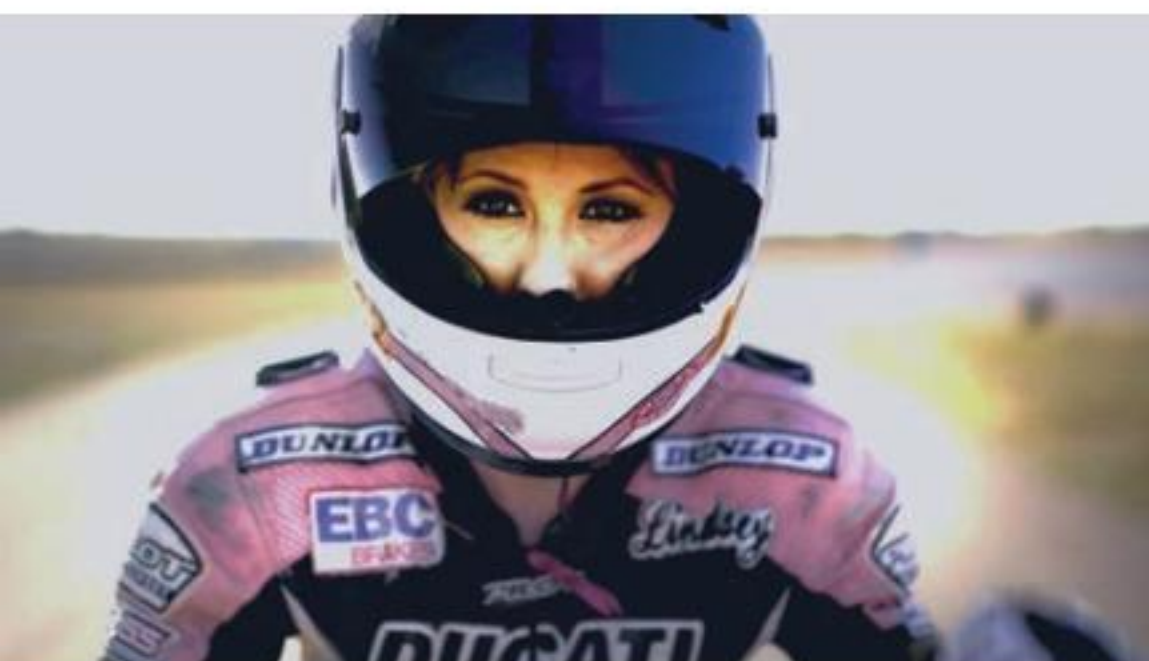
See Lindsey's story on
Mary Kay InTouch®
in the "Video Lounge"!



#myMKLife



There's only one thing Lindsey loves more than setting goals, and that's achieving them. "My favorite is to achieve personal goals as I help team members achieve theirs! When women are motivated to make changes and grow their businesses, I get excited. We all have unique needs, fears and personal motivators. When I work with individuals more intimately, they open their hearts and minds to possibilities and step outside their comfort zones."



Work the Plan.

How is she building her business? "There's no old way. There's no new way. There's only the Mary Kay way, and that means book, sell and team-build. If I do step away from personal bookings, everything else starts to fade too. My goal is to always have at least 10 bookings on my calendar (three or more of my own). This creates momentum. Selling, sharing and team-building all happen because of bookings!"



Tomboy or Diva?

Tomboy? Diva? Maybe a little of both. "My friends in the racing circuit are shocked that I began a Mary Kay business," she says. "My Mary Kay friends are equally as shocked that I race motorcycles. What can I say? I have always been an extremist! I love being the most aggressive tomboy *and* the most fashionable diva in town!"

Lindsey's next goal is to debut as an Independent National Sales Director! "I am blessed to have a husband who encourages me to be competitive and experience new opportunities. I'm living more now than ever before. I have become a happier, more spiritual person. And that inspires my growth."

Candid Comments ...

I'M A BRAND LOVER: I love *TimeWise Repair®*! I've seen the most incredible changes in so many women's skin. I also love the *TimeWise® Microdermabrasion Plus Set*. Mary Kay's skin care changed my life and my confidence.

ON SELLING: I try the products first so I can enthusiastically and confidently share their benefits. That enthusiasm is contagious. My customers are eager to try the products too.

ON TEAM-BUILDING: To me, it's a natural part of my Mary Kay business. You never know if the woman sitting across from you is looking for a change, a new adventure. You never know unless you ask. How many times have you heard a successful independent sales force member say, "Thank goodness someone shared the Mary Kay opportunity with me!"

“I try the products first so I can enthusiastically and confidently share their benefits. That enthusiasm is contagious.”