

MARY KAY

AUGUST 2019

applause

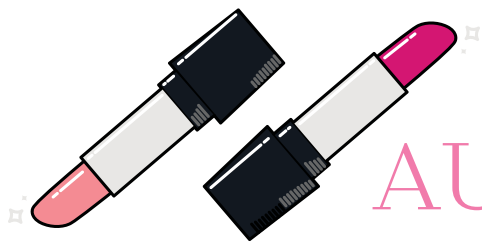


be the celebration!

You Can Do It!

New yearlong challenge. A tribute to Mary Kay's life and philosophy. Earn attention-grabbing jewelry each month!

TimeWise
Repair® Volu-Firm®
Advanced Lifting
Serum is here!
All the benefits,
plus more!



AUGUST *Dates*



1

Commitment Form postmark cutoff to begin Independent Sales Director qualification this month.

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

3

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

9

Fall 2019 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

10

Early ordering of the new Fall 2019 promotional items begins for Star Consultants who qualified during the March 16 – June 15, 2019, quarter and Independent Beauty Consultants who enrolled in *The Look* for Fall 2019 through the *Preferred Customer Program*SM.

15

Fall 2019 promotion early ordering for all Independent Beauty Consultants begins.

16

Fall 2019 promotion begins. Official on-sale date.

17

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

28

Last day to register/cancel registration for the Sept. 18 – 21 New Independent Sales Director Education.

29

Last day this month to place phone orders.

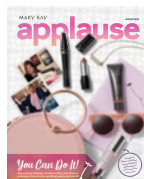
30

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

31

Last day this month to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight CT.



Pink bag is one of the *All-Star* Star Consultant Program prizes. Necklace is the *July You Can Do It!* Challenge prize. Sunglasses are display only and not for sale.



“

I can see proof that my belief in Mary Kay Inc. was well-founded when I believed in you. Seeing your success is about the best part of having worked to build this Company. I believe that all of us can look toward a future of greater gains and success. A future that belongs to you.

”

Mary Kay

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

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

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

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TRENDING *Now*

Aug. 1: National Girlfriends Day!

Life's more fun with your besties by your side! Ask your customers to invite friends over for some pampering! It's a great way to open the door to new faces and new customers!



Send Some eLove!

Sending *MKeCards*® is a simple, easy way to share all things Mary Kay. These virtual cards can help you sell, book or share the Mary Kay opportunity. Find them on *Mary Kay InTouch*® > Business Tools.



MK Memories

It's fun to see how much you love what you do! Sharing your fantastic adventures may spark someone to follow you. **#MyMKLife**

THIS AUGUST IN MARY KAY HISTORY



1976

Mary Kay stock is listed on the New York Stock Exchange. Mary Kay Inc. returns to private, family ownership in 1985.



1996

Marykay.com launches. Since then, the website has received numerous accolades, including Best Web Site by #BeautyAwards. In 2018, more than \$30 million in products were sold through *Mary Kay*® Personal Web Sites.

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

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay 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.

you can

do it

JULY 1, 2019 –
JUNE 30, 2020

YOU CAN DO IT!

You Can Do It! These four words shaped the life of our iconic Founder, Mary Kay Ash. Growing up with a father who was ill and a mother who worked two jobs to support them, young Mary Kay was often tasked with chores beyond her years. But when her mother said, “Mary Kay, you can do it,” she did!

Perhaps that’s why years later Mary Kay Ash encouraged Independent Beauty Consultants to achieve goals they thought were beyond their grasp. “You can do it,” she would tell them. And they did.

A woman’s belief in herself and the power of her dreams is more relevant today than ever. And much like our legendary leader, we know that you can achieve your goals. We know ***You Can Do It!*** And a great way to start is to achieve the ***You Can Do It!*** Yearlong Challenge!

HOW IT WORKS

Each month, you can earn unique jewelry from the [***You Can Do It!*** Collection](#) by R.J. Graziano with your \$600*+ wholesale Section 1 order.





Yours when you personally place a cumulative \$600+ wholesale Section 1 order in July.

JULY 1-31: BE THE CELEBRATION!

be
the celebration!

Celebrating your success at Seminar or celebrating the beauty you bring to your customers? It's time to Be the Celebration!



THE BUMBLEBEE

This collection is inspired by the bumblebee, Mary Kay Ash's ultimate symbol of accomplishment. Years ago, aerodynamic engineers studied the bumblebee and decided that it simply should not be able to fly. Its wings are too weak and its body too large for flight. But Mary Kay liked to think that maybe – just maybe – our Divine Creator whispered, "You can do it!" So it did!



YOU CAN DO IT! CONSISTENCY CHALLENGE: BE YOUR POTENTIAL. **JULY 1 – DEC. 31, 2019.**

Mary Kay Ash believed every person has her own God-given talents and abilities. Sometimes they are hidden inside, waiting to shine through. It's your potential. How do you make the most of it?

You make every day ... every hour ... every minute ... count. And you don't stop until you realize your dreams and fulfill your total destiny to become the person you are capable of being. It's more than *reaching your potential*. It's *being your potential*.

Yours when you achieve the **You Can Do It!** Yearlong Challenge each month, July through December 2019.



Better With TIME

You can't stop time, but you can help your customers look better with time. Now more than ever!

NEW! TIMEWISE REPAIR® VOLU-FIRM® ADVANCED LIFTING SERUM, \$70

We added *advanced* to its name because it offers all the benefits of the original, plus it helps reclaim your triangle of youth — full cheeks, a defined jawline and a taut neck.

THE DIFFERENCE

More age-defying benefits. Same fill weight. Airless pump ensures you get every drop. Transparent usage window indicates when it's time to order more.

New Formula,
Same Price!



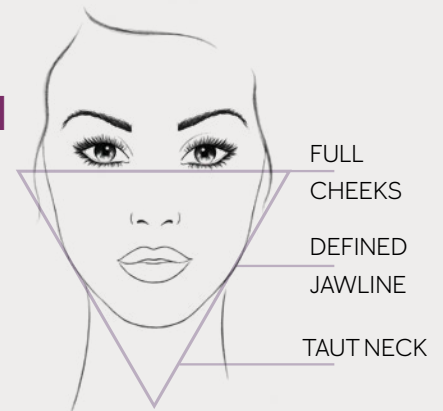
BENEFIT	NEW! ADVANCED LIFTING SERUM	LIFTING SERUM
Visibly firmer/tighter/more lifted skin	♡	♡
Improves skin resilience (elasticity)/firmness	♡	♡
Improves look of lines/wrinkles/crepiness in neck area	♡	♡
Restores skin suppleness	♡	♡
Instant feeling of softness/smoothness	♡	♡
Immediately increases skin moisture	♡	♡
Look of youthfulness	♡	♡
Contains Volu-Firm® Complex	♡	♡
Helps cheeks/jawline/neck look firmer/more lifted	♡	
Gives facial contours a firmer look	♡	
Reduced look of deep lines/wrinkles; improved look of wrinkle severity	♡	
Tightens appearance of sagging skin	♡	
Sagging skin along the cheeks and jawline is visibly lifted	♡	



TimeWise Repair® Volu-Firm® Set, \$205

TRIANGLE OF YOUTH

As skin ages, this area can become compromised. Your best defense is Volu-Firm® Advanced Lifting Serum.





SELL IT, SISTER!

**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR
GINGER BENEDICT, DALLAS, TEXAS**

"I love *TimeWise Repair*®. To address the higher price point, I talk about the **premium ingredients** and **amazing results**.

If my customer is thinking about switching from another high-end brand, I let her compare *TimeWise Repair*® products with her own, and she usually sees what a deal she'll get when she chooses *TimeWise Repair*®.

When she buys the set, I offer a **gift with purchase** customized for her needs. It might be a discount on another *TimeWise Repair*® product she hasn't tried, such as the ***Volu-Fill*® Deep Wrinkle Filler** or ***Revealing Radiance*® Facial Peel**.

I also add **samples** to her order, but the success of sampling is in the **follow-up!**"

PARTY TIP!

Create a triangle-shaped cutout. Hold it in front of your face with the wider parts over the cheeks and the point toward the neck. Then, turn it upside down (with the wider part now on the bottom) to show what happens as skin ages. This easy demonstration will help your customers understand why they need this new product!



REVEAL NEW SALES.

TimeWise Repair® *Revealing Radiance*®
Facial Peel Sample, \$2, pk./6



SAMPLE AT PARTIES: Each guest can apply the facial peel to the back of one hand. After 10 minutes, have her rinse and compare to her other hand. You can give each guest a sample with purchase to try at home. After a few days, follow up to see if she's ready to buy the retail-sized product.

**FIND MORE PRODUCT INFORMATION
PLUS NEW AND UPDATED TOOLS ON *MARYKAY*
INTOUCH® > PRODUCTS > PRODUCT CENTRAL.**

WOMEN LOVE IT!

The majority** of women said they would switch from their current serum and that their skin looks the best it's looked in years!

- **FIRMER TRIANGLE OF YOUTH:** Gives facial contours a firmer look while helping cheeks, jawline and neck appear firmer and more lifted.
- **A TIGHTER EFFECT:** Sagging skin appears

tightened, and skin overall looks and feels tighter.

- **RENEWED LOOK OF YOUTHFULNESS:** Softens the look of lines and wrinkles on the face and neck, improves the look of crepiness in the neck area

and restores the look of youthful volume and skin suppleness.

- **INSTANT GRATIFICATION:** Nine out of 10 women said their skin immediately felt softer, smoother and more moisturized.**

**Based on panelists who agreed with statements in a six-week independent consumer study in which 195 women used the serum twice a day
All prices are suggested retail.

THIS IS *Your Year.*

It's go time. Resolve to dream big, set new goals and do the work to achieve them. These savvy Mary Kay Independent Sales Directors share tips on how you can do just that!



JUST KEEP GOING.

**INDEPENDENT SALES DIRECTOR
LESLIE "COOKIE" JACKSON, NEW
ORLEANS, LA.,**

"I started my Mary Kay business at the end of 2014. I had a full-time job at that point and didn't do much with my Mary Kay business until the next May. My

Independent Sales Director suggested I go to Atlanta for our area meeting, so my husband, Greg, and I drove nine hours to attend. He's a successful entrepreneur and when he heard the marketing plan he said, 'This is so you. You can do this. Invest in inventory, sell it all, set some money aside and reinvest. Share the products and the opportunity with women. Who do you know?'

We drove back to New Orleans, and I got to work. I steadily built my business and checked off goals along the way, but it wasn't always easy. The next year at Seminar, I listened to amazing women onstage and realized they are just like me. We all experience similar setbacks – canceled appointments, team members who lose their drive, and so on. These speakers made



Building Reds: teams of teams!

me realize that all of that is normal. You just have to keep going. So I did.

By March 2016, I decided to commit to my Mary Kay business full time. In June, I was a Grand Achiever, and by Seminar, I debuted as an Independent Sales Director.

This Seminar year I'm focused on building teams of teams! You never know who will join you unless you ask. I have a customer who has used *Mary Kay*® skin care since 1968. She's faithful to *Mary Kay*® products, but she never had her own Mary Kay business. Because of the great relationship we've built, her granddaughter recently joined my team!

Company events are where the winners are – you surround yourself with people you want to be like. If you missed Seminar this year, attend your unit and area meetings. They give you the motivation, lifelong friendships, support and inspiration you need to just keep going."



On her way to Seminar Awards with husband and supporter, Greg



NEVER GIVE UP!
INDEPENDENT SALES DIRECTOR
KELLY MARDIS,
MUSCLE SHOALS, ALA.

"So many women give up in a crucial moment. You have to dig deep and push through even when you don't know the 'how'! This is where the magic is. Pray,

believe, affirm, and find someone who supports you to hold you accountable. Working will win when wishing won't!"



SEE YOURSELF SUCCEED.
INDEPENDENT SALES DIRECTOR
AZUCENA CARBAJAL JAIMES,
AUSTIN, TEXAS

"Decide exactly what you would like to achieve. Write it down, visualize it, and set a date to achieve it. Believe in yourself,

and know that it may not be easy, but it is possible."



CRUSH YOUR GOALS.
INDEPENDENT SENIOR SALES
DIRECTOR KELSEY WELLIVER,
ROCHESTER, N.Y.

"When working toward goals, I have learned a huge life lesson that I continue to remind myself of over and over again.

The comparison trap – don't get caught! When I look back on achievements in my business, I know they were possible because I stayed the course. I kept my blinders on to what everyone else was achieving and did the work that my mentors asked me to do. Everyone is on a different God-given journey. He did not create this beautiful life for me to compare myself to others.

Reach up to your mentors, and keep your positive supporters around you. When you feel lost or confused, return to the center of this business – the products. No goal can be achieved without product going on new faces!"



This Seminar year, I will _____

And this is how I'll do it: _____

I CAN DO IT!

Cut out and post on your mirror, at your desk, on the fridge or anywhere highly visible as a daily reminder! Let your loved ones in on your goals to help motivate and encourage you.



**WHAT IS THE
TRIANGLE OF YOUTH:**

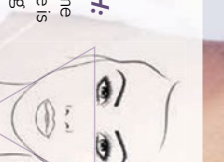
As skin ages, this area can become compromised. Your best defense is NEW Volu-Firm® Advanced Lifting Serum.

FULL CHEEKS
DEFINED JAWLINE
TAUT NECK



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TRIANGLE OF YOUTH:**

As skin ages, this area can become compromised. Your best defense is NEW Volu-Firm® Advanced Lifting Serum.



FULL CHEEKS

DEFINED JAWLINE

TAUT NECK

HAD A VISIBLE LIFT
OF SAGGING SKIN
ALONG THE CHEEKS
AND JAWLINE.*

HAD VISIBLY LIFTED SKIN OVERALL.*

HAD IMPROVED
SKIN FIRMNESS.*

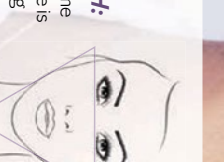
HAD VISIBLY
REDUCED DEEP LINES
AND WRINKLES *





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TAUT NECK

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A line drawing of a woman's face with a triangle overlaid on the lower half. The triangle's vertices are at the outer corners of the eyes, the mouth, and the chin. Three lines extend from the triangle's vertices to labels on the right side of the image: 'FULL CHEEKS' from the eye corner, 'DEFINED JAWLINE' from the mouth, and 'TAUT NECK' from the chin.

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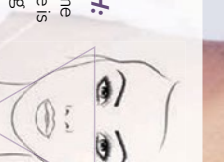


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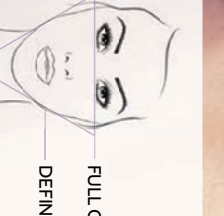


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DEFINED JAWLINE
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FULL CHEEKS

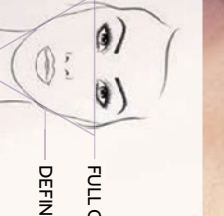
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FULL CHEEKS

DEFINED JAWLINE

TAUT NECK



Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña

ALL IN *On You!*
¡AL CIEN contigo!

There's a reason this magazine is called
Applause® ... to celebrate YOU!/
Por algo se llama la revista
Aplausos® ... ¡para celebrarte a ti!



Debi Moore



Cindy Williams



Stacy James



Pamela Waldrop Shaw



Dayana Polanco

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE EN MARCA PARA EL CÍRCULO INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for April 2019, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for March 2019.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2018, through April 30, 2019./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Elite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en abril de 2019; gratificaciones por desarrollo de liderazgo para Áreas de DNV; crédito por *Impulsa tu clasificación* de octubre y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en marzo de 2019. Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2018 al 30 de abril de 2019.

INNER CIRCLE / CÍRCULO INTERIOR

\$700,000

Gloria Mayfield Banks
\$583,284

\$600,000

Patricia Turker
\$530,863

\$500,000

Lisa Madson
\$440,369

\$450,000

Sonia Páez
\$378,251

\$400,000

Lupita Magaña
\$349,606

\$350,000

Debi Moore
\$298,094
Cindy Williams
295,422

\$325,000

Stacy James
\$272,846

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$300,000

Pamela Waldrop Shaw
\$258,703
Dayana Polanco
253,005

\$250,000

Pamela Fortenberry-Slate
\$240,022

Linda Toupin

237,426

Dacia Wiegandt

226,020

Sara Pedraza-Chacón

224,601

Dawn Dunn

212,881

\$200,000

Julia Burnett

\$203,239

Kristin Myers

198,404

Julianne Nagle

198,064

Anabell Rocha

195,863

Sandy Valerio

193,157

Anita Tripp Brewton

192,233

Davanne Moul

191,389

Julie Krebsbach

190,429

Paola Ramírez

187,198

O'Nelly Encarnación

183,035

Kay Elvrum

179,667

Kerry Buskirk

178,365

Juanita Gudiño

175,947

Mayuli Rolo

171,976

Lia Carta

171,964

Mary Estupiñan

169,630

GOLD CIRCLE / CÍRCULO DE ORO

\$150,000

Lorraine Newton

\$165,135

Cyndee Gress

163,916

Lily Orellana

163,233

Yosaira Sánchez

161,080

Gloria Báez

160,395

Cindy Fox

160,004

María Monarrez

158,566

Evelinda Díaz

156,297

Rebecca Evans

153,888

Sue Pankow

153,828

Somer Fortenberry

152,103

Jan Thetford

146,041

Kim McClure

143,512

Morayma Rosas

138,216

Bianny Ramírez

137,523

Rosibel Shahín

137,002

Valerie Bagnol

136,818

Shannon Andrews

133,455

Auri Hatheway

133,356

Ada García-Herrera

132,067

Monique Balboa

131,908

Tammy Crayk Smith

127,656

Pam Higgs

125,642

Leah Lauchlan

125,430

\$125,000

Alia Head

\$124,319

Kimberly Copeland

122,435

Pamela Tull

120,155

Susan Hohlman

119,648

Michelle Sudeth

118,692

Luzmila Abadia Carranza

118,045

Diane Mentipty

118,037

Pam Klickna-Powell

114,752

Marilyn Marte-De Melo

113,835

Janis Z. Trude

113,721

Yvonne Lemmon

112,724

Elizabeth Sánchez

112,072

Deb Wehrer

111,861

Pam Ross

110,313

Lisa Allison

109,077

María Flores

108,404

Sonia Bonilla

107,914

Yudith Pupo

107,897

Alma Orrostieta

107,542

Noelia Jaimes

106,688

Gladis Elizabeth Camargo

106,311

Kristin Sharpe

105,936

Patrice Moore Smith

16,070

Davanne Moul*

16,029

Somer Fortenberry

15,402

Paola Ramírez

14,840

Janis Z. Trude

14,376

Cyndee Gress*

12,962

Alma Orrostieta

12,656

Evalina Chávez

12,195

Morayma Rosas

12,028

Maribel Barajas

11,791

Valerie Bagnol*

11,649

Dawn Otten-Sweeney

11,140

Ruth Everhart

10,860

Lupita Díaz

10,748

Elizabeth Sánchez

10,686

Bridget Shaw

10,582

Sylvia Kalicak*

10,493

Kimberly Copeland

10,042

EMERALD/ESMERALDA

Gloria Mayfield Banks***

\$73,452

Patricia Turker**

49,989

Sonia Páez**

41,243

Dayana Polanco*

24,253

Mariana Moreno*

23,289

Rosibel Shahín*

21,702

Dacia Wiegandt*

21,114

Julianne Nagle*

17,582

Bianny Ramírez*

16,911

Kerry Buskirk*

16,268

Mayuli Rolo*

15,989

Evelinda Díaz*

15,697

Pamela Tull

15,556

Tammy Crayk Smith

15,391

Anita Tripp Brewton*

14,216

Pam Higgs

14,008

Monique Balboa

13,458

Luzmila Abadia Carranza*

13,425

Gina Rodríguez-Orriola

13,308

Ada García-Herrera*

13,230

Auri Hatheway

12,230

Noemi Jaimes

11,871

Crisette Ellis

11,170

Yudith Pupo

11,045

Pam Klickna-Powell

10,700

Mairelys López*

10,235

Cathy Bill*

10,228

Noelia Jaimes*

10,138

Sue Wallace

10,100

DIAMOND/DIAMANTE

Lisa Madson*

\$47,350

Pamela Waldrop Shaw**

27,076

O'Nelly Encarnación

23,560

Dawn Dunn*

22,757

Leah Lauchlan

20,975

Julia Burnett*

19,339

Kristin Sharpe

17,934

Yosaira Sánchez*

16,973

María Monarrez

16,311

Lily Orellana

16,043

Kay Elvrum

15

Monthly Commissions And Bonuses, cont.

Juanita Gudiño*	26,524	Jan Thetford	14,189
Linda Toupin	25,147	Virginia Rocha	13,657
Stacy James*	21,960	Gloria Báez*	13,355
Kim McClure	20,125	Cecilia James	11,660
Anabell Rocha*	18,137	Lara McKeever	11,253
Sandy Valerio*	17,014	Tammy Vavala	11,078
Mary Estupiñán*	16,621	María Flores	10,952
Maricarmen Landa Ramos	16,067	Crystal Trojanowski	10,015
Cindy Fox*	15,706		
Lia Carta**	15,357		
Julie Krebsbach*	15,242		

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD
*Denota DNV Senior
**Denota DNV Ejecutiva
***Denota DNV Ejecutiva de Élite

13% CLUB CLUB DEL 13%

April/Abril 2019

The top 25 independent sales force members in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during April/Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Estas 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.

EMERALD/ESMERALDA

Ma Socorro Arriaga Gomez*	\$1,445
Michelle A. Cunningham*	1,428
Heather D. Hulsey*	1,413
Carrie S. Carlile*	1,403
Lisa Reimer*	1,365
Ebun Osaze*	1,358
Christa Dickert*	1,315
Adis Rodriguez, N. Rodriguez Unit	1,300
Gerri L. Gurreri*	1,294
Ashley N. Clinesmith*	1,284
Elva Jordan*	1,253
Stacy D. Foust*	1,251
Katy Goldstein*	1,197
Maritza Lanuza*	1,191
Mónica P. Coba*	1,189
Kimbi L. Bartik*	1,182
Stephanie H. Blake*	1,168
Leanne Parrino-Pheasant*	1,156
Sonia R. Castellanos*	1,152
Vicki Hunter*	1,151
Shawna D. Schneider*	1,133
Amy M. Alber*	1,130
Shauna L. Abbotts*	1,127
Elsi Coto*	1,125
Pam Kelly*	1,125

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

MARY KAY ANGELS ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in April 2019./Integrantes del cuerpo de ventas independiente que 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 2019.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

SAPPHIRE/ZAFIRO Moleda G. Dailey, <i>Mary Kay National Area</i>	\$84,543
EMERALD/ESMERALDA Melinda M. Balling, <i>Mary Kay National Area</i>	\$90,095
DIAMOND/DIAMANTE Celeste Byrd, <i>K. Ford Area</i>	\$97,788
RUBY/RUBÍ Paula M. Kirkpatrick, <i>Mary Kay National Area</i>	\$89,199

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

SAPPHIRE/ZAFIRO Barbara Popowski, <i>Mary Kay National Area</i>	\$14,637
EMERALD/ESMERALDA Amie E. Kelly, <i>Mary Kay National Area</i>	\$11,053
DIAMOND/DIAMANTE Kelly M. Freeman, <i>K. Ford Area</i>	\$21,158
RUBY/RUBÍ Sara Mangiaracina, <i>S. Valerio Area</i>	\$13,909

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

SAPPHIRE/ZAFIRO Brenda D. Brown, G. Nitschke Unit, <i>Mary Kay National Area</i>	\$13,000
EMERALD/ESMERALDA Denise Laine, M. Strauss Unit, <i>Mary Kay National Area</i>	\$13,837
DIAMOND/DIAMANTE Kimberly Field, J. Torres Unit, <i>Mary Kay National Area</i>	\$31,614
RUBY/RUBÍ Carminda Oliveros, E. Santos Unit, <i>Mary Kay National Area</i>	\$13,383

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO Sales Director Naomi Curry, <i>J. Trude Area</i>	11 New Team Members
EMERALD/ESMERALDA Sales Director Maili D. Paul, <i>M. Balboa Area</i>	17 New Team Members
DIAMOND/DIAMANTE Sales Director Sydney S. Overcast, <i>J. Burnett Area</i>	10 New Team Members
RUBY/RUBÍ Breanna Clark, C. Dunn Unit, <i>J. Krebsbach Area</i>	12 New Team Members

TOP UNIT BUILDERS PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for April 2019./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en abril de 2019.

SAPPHIRE/ZAFIRO

Tehrie Ned	29 New Unit Members
Reyna V. Alvarado Rivera	27 New Unit Members
Shirley Jenkins	24 New Unit Members
Linne' Lane	24 New Unit Members
Karla R. Plantan	23 New Unit Members
Marisol Renteria Zaragoza	22 New Unit Members
Jodi L. Allman	21 New Unit Members
Moleda G. Dailey	21 New Unit Members
Rheanonda R. Johnson Gray	21 New Unit Members
Brooke E. Bennett-Young	20 New Unit Members

EMERALD/ESMERALDA

Karen I. Kohan	34 New Unit Members
Michelle L. Calbert	32 New Unit Members
Angel Guerra	26 New Unit Members
Gilberte P. Joseph	24 New Unit Members
Maili D. Paul	24 New Unit Members
Krista A. Johnson	23 New Unit Members
Mary L. Cole	21 New Unit Members
Stacy M. Emerson	21 New Unit Members
Dercy Minotta	21 New Unit Members
LaKeshia M. Chisholm	20 New Unit Members
Ayobami O. Olusa	20 New Unit Members

DIAMOND/DIAMANTE

Cristina Martins	26 New Unit Members
Taylor A. McKnight	24 New Unit Members
Monique Vallair	24 New Unit Members
Dana Davis-Armstead	23 New Unit Members
Cynthia Ruccia	23 New Unit Members
Maria Sanchez	21 New Unit Members
Claudia Chavez	20 New Unit Members
Michelle L. Custer	20 New Unit Members
Gabriela Dragan	20 New Unit Members
Joy H. Rentz	20 New Unit Members
Stacy Rozwadowski	20 New Unit Members
Megan N. Wilkes	20 New Unit Members

RUBY/RUBÍ

Lauren N. Bloomer	38 New Unit Members
Marjorie A. Reyes Iainez	35 New Unit Members
Kimberly J. Duncan	24 New Unit Members
Pamela D. Cox	23 New Unit Members
Stephanie L. Coker	22 New Unit Members
Caitlin M. Griffo	22 New Unit Members
Elvia Guzman	20 New Unit Members
Ryan A. Rives	20 New Unit Members

NEW INDEPENDENT NATIONAL SALES DIRECTOR DEBUTS, MAY 1, 2019

Congratulations to our newest Independent
National Sales Director **Maricarmen Landa Ramos**
from the Ruby Seminar.



EMERALD / ESMERALDA

NEW DEBUTS DEBUTES

February/Febrero 2019

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



Karina Burgoin
Katy, TX
L. Abadia
Carranza Unit



Kolisha Crayton
Little Elm, TX
E. Osaze Unit



Nayleth Crespo
Orlando, FL
Y. Mora Unit



Deonka Mazie
Terry, MS
T. Peterson Unit



Ashley N. Okafor
Rochester, NY
M. Rankin Unit



Christel Perkins
Milton, WA
S. Wallace Unit



Not pictured:/Sin foto: *Claudibel R. Briceno Portillo*, Orlando, FL, M. Andarcia Mora Unit; *Sharon J. Burney*, Rogersville, MO, K. Erdmann Unit; *Elda Escobar*, Athens, GA, C. Ruiz Enriquez Unit; *Lauren M. Farris*, Gastonia, NC, A. Farris Unit; *Reina I. Gomez*, Garden Grove, CA, M. Silva Unit; *Gilberte P. Joseph*, Parkland, FL, G. Renard Unit; *Tamara L. Matos*, Anasco, PR, Z. Mejias Unit; *Soila M. Valdez*, Philadelphia, D. Rodriguez Unit.

DEAN'S LIST LISTA DEL DECANO



April/Abril 2018

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

Not pictured:/Sin foto: *Beth Burt*, Moses Lake, WA, S. Wallace Area, Emerald Seminar.



Pricila D. Martinez
Nebraska City, NE
S. James Area
Ruby Seminar



Christy M. Fetzer
Fargo, ND
T. Elvin Area
Ruby Seminar



TRIPLE CROWN TRIPLE CORONA



April/Abril 2018

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

Not pictured:/Sin foto: *Beth Burt*, Moses Lake, WA, S. Wallace Area.



Rouyay Frias
Des Plaines, IL
Mary Kay
National Area



Yenys E. Rodriguez
Miami Lakes, FL
A. Hatheway Area



The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch**. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch**.

HONORS SOCIETY SOCIEDAD DE HONOR

April/Abril 2018

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

Not pictured./Sin foto: Beth Burt, Moses Lake, WA, S. Wallace Area.



Milondra B. Coleman
Richmond, VA
Mary Kay
National Area



Rouyay Frias
Des Plaines, IL
Mary Kay
National Area



Yenys E. Rodriguez
Miami Lakes, FL
A. Hatheway Area



Dowan M. Velez
Aguadilla, PR
A. Hatheway Area



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

ON THE MOVE EN ACCIÓN

February/Febrero 2019

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

Karina Burgoin
Kolisha Crayton
Gilberte P. Joseph
Deonka Mazie

Ashley N. Okafor
Christel Perkins
Soila M. Valdez

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

April/Abril 2019

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

Estelle Abbott
Raba A. Abdallah
Melissa Abner
Yaquelin D. Abreu
Mabel Acevedo Valenzuela
Marcia A. Alexander
Nelly Alfonso
Shekinah Alston
Crystal K. Alteus
Deysi Alvarez
Yeini Alvarez
Sonia E. Amaya
Jazzmine Anderson
Brandy Andrews
Kendra S. Andrews
Rosalina Aquino
Julissa S. Archaga Umanzor
Zekia Arnold
Susan W. Ashworth

Krista L. Austin
Adriana A. Avalos
Morgan Avila
Hilda R. Ayala
Sandra Ayala
Nereida B. Andrade
Lawana M. Backus
Tania Baez
Ana J. Baez Melo
Shana L. Bailey
Theresa A. Baldwin
Shajira M. Balza
Nancy S. Basaldua
Lenar Batista Leyva
Joselyn M. Bauman
Jillian Beckley
Courteney J. Bender
Dina Elizabeth Benitez
Marla Bermudez

Lisa Berta
Bridget B. Bertolino
Teresa A. Biles
Hillary Bocaranda
Petronila Bolivar
Eridania Bonifacio De Abreu
Sierra D. Bonifazi Cosby
Edis Y. Bonilla
Ashley A. Borja
Sherry L. Brady
Militza Briceno
Marnetta Bridget
Michele M. Brister
Christie Brittingham
Christina Brown
Genesis Brown
Juanita A. Brown
Rene G. Brown
Monica R. Brungardt
Aurora D. Bryan
Janice M. Bush
Ana Cabrera
Livia C. Calzadilla
Seyling R. Cano
Sandra Canseco
Nelisa Capote
Glenda Y. Carbajal
Mirna Carcamo
Kiaya B. Carlton
Modesta Carroll
Susan Carter
Jennifer E. Cassidy
Mario Castellon
Olga Castillo
Sandra Castillo
Teresita Castillo
Maria T. Castillo Delgado
Maria N. Chicas
Deniece Churchwell
Noemi G. Clemente
Esperanza Coca
Kelly B. Cole
Breanna D. Combs
Maite Corria
Timothy Cottrell
Katelyn B. Craig
Mariluz Crespo
Abby Cronshaw
Virgen J. Cruz
Judelkis Cruz-Abbott
Nadia Cubias
Maria D. Curiel
Dennys Damian

Margaret A. Dannhorn
Tania Davila Roque
Lisa G. Davis
Nikki F. Davis
Kim Dawson
Amparo S. De Jesus
Mayerlyn De Los Santos
Ana Delgado
Rosa Delgado
Genevieve M. Desrosiers
Mariza Diaz
Mayra. Diaz.
Heather N. Dickens
Mariela Dominguez
Juliette Drexler
Michelle F. Dubuisson
Montee C. Duncan
Destiny I. Dunham
Kelly Durrwachter
Kristen Dutsch
Elizabeth A. Earleywine
Sandra Edwards
YoLanda R. Ellis
Carlos Escobar
Johana Escobar
Catalina Estala
Orfa E. Esteban Lopez
Elizabeth Estevez
Maria Eubanks
Jemima Fajardo
Becca Fanton
Marcella Faryna
Cherish A. Fedders
Sarah M. Feliz Acosta
Hope Fenton
Isis Fernandez
Michelle Fernando
Susana Ferrel Ramos
Luisa Fiallo
Elymar Figueroa
Magian J. Fitzgerald
Shamirah L. Fonville
LaDawn Fuentes
Sylvia Funderburk
Lydia C. Gabbard
Julie A. Gallentine
America R. Galvan Rojas
Carmen Galvez
Lauren Gappmayer
Flor A. Garcia
Lorena Garcia
Maria Garcia
Maryellen Garcia

Viridiana Garcia
Yurima Garcia
Della Garrett
Maria Garza
Eneida Gattorno
Meg Gieszinger
Sandra Ginez
Edith Giralt
Elisabeth Goldey
Maria Gomez
Grisel Gonzalez
Juventina Gonzalez
Raquel Gonzalez
Rosa Gonzalez
Orquidea N. Gonzalez Castillo
Carolyn D. Goodwin
Shannon D. Gould
Nicole Gray
Kim M. Greer
Marleny Grijalba
Miriam Guity
Emily Guzman
Maria Guzman
Victoria E. Guzman
Jamie Haase
Emily A. Hamilton
Amina Harvey
Suzanne R. Hasko
Megan L. Hawes
Tanya E. Hawkins
Anna T. Hennigan
Charly Hercules
Marcel A. Hernandez
Flor Herrera
Maria D. Hinojosa
Melanie Holland
Karen Holle-Thibodeaux
Deborah A. Holt
Colleen Hughes
Tanydalaya Hughes
Danette L. Hutchenson
Shamarah Hutchins
Lisa R. Hutchinson
Loraine S. Illas
Yesenia M. Irizarry
Amanda S. Jacinto
Brandy Jackson
Catrina B. James
Peguy Jean Louis
Helen P. Jenkins
Sandra Jimenez
Cynthia A. Johnson
Hilda P. Johnson
Sydney Johnson
Cassidy J. Jones

Christina J. Jones
Meghan Jones
Arielle S. Kears
Michelle C. Keeble
Nancy Klassen
Jenny M. Kramer
Victoria Krause
Mary R. Lamper
Mariela Lares
Chandrell Larkin
Carla M. Laster
Debra Laughon
Amari A. Lawson
Ayenna A. Lawson
Tammy E. Leavitt
Vindematrix A. Leon
Nancy Levine
Crystal L. Lewis
Carla Liendo
Teresa Linares
Jessica D. Little
Tayler J. Livingston
Asacia M. Lopez
Judith A. Lopez
Perla Lopez
Vilma V. Lopez
Floridalma Lopez Chavez
Charisse L. Lovett
Alejandra Lugo Rosa
Milagros A. Luna Sierra
Adria Machado
Maria E. Machado
Ana C. Machuca
Nakia L. Magazine
Dora Maldonado
Fonda Malone
Ambar Y. Manrique
Lindy C. Mapp
Courtney J. Marris
Mirna Martell
Darlene K. Martin
Denise Martin
Michelle A. Martin
Christopher Martinez
Cristina G. Martinez
Gala K. Martinez
Iliana A. Martinez
Temnebi Mason
Alyssa Matteson
Kristie L. Maxfield
Todd Maxwell
Angelica M. McCormick
Tabitha A. McGlocklin
Rosa Mencos
Yessenia Mendez

Donna L. Mendoza
Edith E. Mendoza
Kristal Y. Merejildo Garcia
Santa E. Mesa Salvador
Jodi L. Milton
Shavaun A. Mincey
Elsa R. Molano
Ana E. Montero
Leslie Monterrosa
Shonday Moore
Sandra Morales
Isidora Morales
Ereca R. Moreno
Christine M. Morgan
Chancia Mouketou
Jeremy Mouketou
Jessica E. Murray
Aileen Nevarez Flores
Robin Newman
Estrella Nicolau
Luz E. Nino
Gina Norales
Shannitta B. Norman
Lisa Odenwelder
Juana D. Orozco
Ariana A. Ortiz
Beatriz Ortiz
Juhota Osinowo
Glenda L. Osuna
Hacel C. Ovalles
Carrie Owen
Tiara L. Owens
Tomas Pablo Ahilon
Teresa Pacheco Vasquez
Dixia G. Padilla
Rusyje M. Padron
Sandra T. Palma
Ashley E. Parker
Tatiana Parra
Rosa Paz
Lizette Pelayo
Gabriela Pena
Asuncion P. Perez
Jeannie F. Perez
Jisefina Perez
Andrea Perry
Shannon M. Pizani Vazquez
NaTasha M. Pollins
Kelly K. Price
Egly Prieto De Zapato
Maria Quezada
Taylor N. Quinones
Kristi A. Raab

Red Jackets, cont.

Joan E. Reed
Rhonda Rendina
Rosario Reyes
Sally B. Reynolds
Elreta D. Rhymer
Keila Rincon
Norma Rivera
Sonia M. Rivera
Blanca M. Roa
Floris Rodriguez
Jessie Rodriguez
Mercedes Rodriguez
Ynggrid Rodriguez
Yadira Rodriguez Garcia
Nancy Rogers
Stacey Root
Jaselyn Ross
Pamela A. Rowe
Patty Rucker
Marie D. Saintcius
Aury C. Salas
Dannae Salas
Luz M. Salas
Liliana Salazar
Angelica M. Salazar Hernandez
Nataliz Salcedo
Maureen A. Salo
Reyna L. Sambrana Miranda
Krystal M. Sanchez
Cecilia Sanchez Zurita
Dolores W. Sanders
Monica Sandoval
Rosa Santos
Courtney R. Schoen
LaChanda Seaborn
Ronda R. Sexton
Suzanne Shelton
Ledys Sideregts
Lakita C. Simmons
Sandra Simmons
Jessica L. Sims
Kathleen J. Smittek
Dawn A. Smith
E. Marie Smith
Alina Socorro
Darling Solano
Maria C. Solares
Lucia Solis
Shirley D. Solorzano
Mary Spencer
Machelle Stanley
Jamie D. Stewart
Adriana Stone
Catherine L. Stoughton
Jenny Strassburg
Sonya Strassburg
Kayley R. Stubblefield
Tiffany Summers
Pamela T. Swink
Ileana M. Tabraue
Susan L. Tancredi
Iris Tatum

Salome Tejada
Stacy TeSlaa
Desire L. Thomas
Ashley Thompson
Tasmine Thompson
Soraya J. Tirado
Karen L. Tolbert
Luisa Toledo
Elisa Torres
Delma M. Torrez
Kendall Travis
Shuronda Treece
Sandy Trimble
Tamika Trotter
Carlisha Truesdale
Debra Tyler
Jane Valdez
Ana M. Vargas
Angelica M. Vasquez
Gary M. Velazquez Castillo
Raquel E. Veras Pena
Manuela Villa De Meraz
Alicia Villarruel
Arianis Vivero
Renee C. Ware
Kema N. Washington
Daria Wewe
Erika E. Whatley
Adrienne White
Anthony L. White
Elaina White
Takita R. White
Summer N. Widener
Ashley G. Wiggins
Geneva Williams
Keisha T. Williams
Bonnie C. Wilson
Brandi Wilson
Monica Wilson
Angela V. Winborn
Shavon Winters
Cabela Wolford
April Wood
Paul Woodard
Angel N. Woodward
Elena Worley
Sylvia York
Denise Young
JoAnn Young
Zory Yuda
Magrey Zabala
Marrietta T. Zeringue



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

Mary Kay

GRAND ACHIEVERS GRAN GANADORAS

April qualifiers/Calificadas en abril 2019

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Karina A. Palmar
Ingrid Pena

CONSULTANTS/ CONSULTORAS

Amy L. Skogen
Kelly S. Svenningsen

GOLD MEDALS MEDALLAS DE ORO

April/Abril 2019

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

New Team Members/Nuevas integrantes de equipo

108 GOLD MEDALS		27 GOLD MEDALS	
Imelda Hernandez*	5	Dierma F. Arias*	6
81 GOLD MEDALS		26 GOLD MEDALS	
Mercedes M. Cruz*	5	Vida K. Koranteng*	5
78 GOLD MEDALS		25 GOLD MEDALS	
Ana V. De Leon*	5	Gloria M. Ramos, S. Pena Unit	6
73 GOLD MEDALS		22 GOLD MEDALS	
Helen Jakpor*	5	Katy Goldstein*	5
Juana Vega*	6	20 GOLD MEDALS	
62 GOLD MEDALS		Damarys Leyva*	6
Greyves Lutzow*	8	Lisa E. Taylor*	5
54 GOLD MEDALS		19 GOLD MEDALS	
Mercy N. Bieni*	7	Rebecca C. Strange*	5
Maria Cruz Torres Lepe*	5	17 GOLD MEDALS	
53 GOLD MEDALS		Esmeralda Steel*	6
Jacqueline D. Moore*	5	Eusebia Zamudio*	6
51 GOLD MEDALS		16 GOLD MEDALS	
Mariana D. Santos*	5	Karla P. Vasquez Espinoza*	7
49 GOLD MEDALS		15 GOLD MEDALS	
Michelle L. Calbert*	5	Erin J. Antroinen*	7
Ebun Osaze*	5	Lindsay R. Ufert*	6
47 GOLD MEDALS		14 GOLD MEDALS	
Joy D. Bailey-Gress*	6	Leticia Brito Trujillo*	5
41 GOLD MEDALS		Mónica P. Coba*	5
Maria Mendoza*	7	Gioconda Munoz*	5
39 GOLD MEDALS		13 GOLD MEDALS	
Emily S. Viji*	5	Inalvis Bernal*	6
35 GOLD MEDALS		Martha L. Garay*	5
Delmy A. Aleman Membreno*	8	11 GOLD MEDALS	
Cynthia S. Eichelberger*	5	Karina Bedolla Carmona*	5
34 GOLD MEDALS		Rosie Rodriguez*	5
Nancy Graham*	7		

9 GOLD MEDALS

Gloria Mak*
Diane M. Terwilliger*

8 GOLD MEDALS

CaRita Bailey*
Dolores De La Cuesta*

7 GOLD MEDALS

Ayla M. Day,
V. Callegari Martinez Unit
Siomara Rivas,
N. Amaya Unit

6 GOLD MEDALS

Nealita Callahan,
M. Calbert Unit

Angel Guerra*

5 GOLD MEDALS

Ivette E. Jefferson,
N. Anderson Unit

4 GOLD MEDALS

Laura M. Cerda*
Linda Cisneros*

Charlene Gainey,
L. Chasten Unit

Krystal S. Mezera,
J. Dunlap Unit

Clarissa M. Norton,
K. Johnson Unit

Keyla Sanders*

Dian Shipman*

Alexandra
R. Urdaneta Castro*

Marviette A. Usher*

3 GOLD MEDALS

Christa Dickert*

Dana Lewis*

Denisse J. Ordonez,
I. Quiroz Zelaya Unit

Amy E. Parris*

Maili D. Paul*

Chequita P. Stephens,
M. Jenkins Unit

2 GOLD MEDALS

Magbis A. Andarcia Mora*

Stacey-ann N. Anderson,
K. Kohan Unit

Sindy Berganza,
E. Jordan Unit

Ines P. Bueno,
M. Isusi Unit

Adlene J. Davila*

Ammy T. Doeden,
N. Wright Unit

Gladys M. Louissaint,
G. Joseph Unit

Ana L. Martinez,
L. Chisholm Unit

Robin Newman,
K. Conley Unit

Ailin Serrano,
M. Lopez Unit

Amy L. Skogen,
M. Cole Unit

Idalia Y. Velasquez,
R. Shahin Unit

Suheit M. Vielma,
A. Aguilera Urrutia Unit

1 GOLD MEDAL

Julissa S. Archaga Umanzor,
L. Vargas Unit

Sandra Ayala,
P. Mendoza Unit

Tania Baez, M. Mondragon Unit	5
Dina Elizabeth Benitez, A. Andrade Unit	7
Ana Cabrera, J. Macias Unit	8
Maribel Campos, L. Hidalgo Unit	5
Johana Escobar, T. Santana- Hernandez Unit	5
Kerrin E. Eyer, M. Madden Unit	6
Elymar Figueroa, D. Bermudez Unit	7
Shamirah L. Fonville, E. Sharpless Unit	5
Yurima Garcia, L. Hidalgo Unit	8
Sanakafi A. Grant, K. Kohan Unit	5
Rosa Juarez, M. Celaya Olmos Unit	5
Yaneth Lino, R. Shahin Unit	8
Rosiris A. Lopez Lopez, N. Jimenez Gutierrez Unit	6
Kadian N. Lyncooke, K. Kohan Unit	7
Maria Mancera Ramirez, D. Minotta Unit	5
Mirna Martell, L. Urena Mora Unit	5
Ana M. Martinez, D. De La Cuesta Unit	5
Iliana A. Martinez, E. Fonseca Unit	8
Chancia Mouketou, B. Mouketou Unit	6
Digna Navarro, G. Mendoza Unit	5
Desaree Owens*	5
Patricia A. Robinson, D. Owens Unit	5
Ana M. Sandra, L. Cerda Unit	6
Genice M. Shivers, E. Andrews Unit	5
Yeki S. Simon, T. Santana- Hernandez Unit	5
Kelly S. Svenningsen, M. Cole Unit	5
Ileana M. Tabraue, J. Chavarria Unit	5
Rebekah Thomas*	5
Cherylyn Villalobos, K. Lopez Unit	5
Alicia Villarruel, M. Osuna Unit	5
Teresa L. Waller, N. Moriarty Unit	5
Jolynda Westbrooks, D. Thomas Unit	7
Shavon Winters, G. Mayfield Banks Unit	5

*Denotes Independent
Sales Director.

*Denota Directora de
Ventas Independiente.

MEET YOUR NSDS

CONOCE A TUS DNVS

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

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

April/Abril 2019

The top 100 Independent Sales Directors in each Seminar area based on their April 2019 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de abril de 2019.

SAPPHIRE/ZAFIRO

Moleda G. Dailey	\$84,543
Vicki Piccirilli	81,683
Debbie A. Weld	79,953
Katherine L. Longley	79,816
Linda Meier	73,821
Randi Stevens	66,282
Carolyn I. Kelley	63,158
Jeni Tjelle	62,988
Reyna V. Alvarado Rivera	62,247
Robyn S. Cartmill	61,721
Lady Ruth Brown	61,698
Keita Powell	61,380
Linda H. Rowsey	61,318
Jennifer M. Ham	61,215
Hilda M. Magana	60,395
Nedra White Wartham	60,014
Miranda Kantor	59,675
Jordan Eicher	59,663
Brenda Ashlock	58,642
Stacy O. Ervin	58,494
Mary K. White	57,333
Marie E. Vlamincck	57,053
Julie Neal	56,654
Karla R. Plantan	56,616
Tracy Foltz	56,601
Christine M. Jessee	56,428
Casie Hembree	56,220
Jennifer K. Guidry	56,202
Linne' Lane	56,182
Cynthia S. Sheppa	53,421
Tracy Potter	53,110
Ashlie S. Potter	52,464
Katie D. Nichols	51,940
Rheanonda R. Johnson Gray	51,175
Jessica Holzbach	51,024
Tracey F. Hedrick Lassiter	50,600
Lafreda D. Williams	50,500
Cheri L. Taylor	50,148
Tommi Pleasure	49,741
Jenan W. Wood	49,289
Jennifer Levitt	48,983
Tinia W. Campbell Piard	48,521
Carol Lee Johnson	48,437
Andrea R. Klahn	48,140
Marcia DaCosta	47,783
Margarita Elisea	47,451
Michele M. Armes	47,405
Pamela O. Pruitt	47,334
Marni M. Hendricks	47,138
JoAnn M. Allen	46,760
Margarita Samano	46,403
Meaghan K. Jensen	46,062
Tehrie Ned	45,748
Laura Poling	44,946
Peggy Matish	44,825
Isela M. Martinez	44,753
Kim Tarbet Munoz	44,600
Krystal K. Hunsucker	44,463
Cindy Harness	43,714
Candace N. Holte	43,695
Jessica N. Schultz	43,313
Brooke E. Bennett-Young	43,300
Yvonne L. Capehart	43,200
Chelsea C. Altman	42,943
Chasity T. Humphries	42,912
Trisha Taylor	42,805
Petie L. Huffman	42,654
Christie M. Hunt	42,477
Amy R. Sigler	42,269
Sandra G. Kirchhoff	42,115
Joli A. Dockery	41,987

Nocona L. Koenig	41,806
Lesley Speas	41,771
Amanda Neff	41,627
Stephanie B. Bowen	41,380
Courtney H. Young	40,987
Jodi L. Feller	40,812
Adrienne D. Hollifield	40,783
Shirley Jenkins	40,606
Jerlene Vrana	40,430
Herendira Garcia	40,403
Cindy Bliss	40,320
Dana Andrews	40,081
Marcela Sierra	40,028
Jeannie S. Meyer	40,013
Kaye Yuen	40,011
Susan T. Boothe	39,753
Kelly I. Brock	39,446
Amy Lee Hiers	39,424
Estela Gonzalez	39,421
Jaci J. Baccus	39,057
Doris M. Quackenbush	39,051
Beth T. May	39,038
Karen L. Spriggs	38,733
Bridget N. Howerton-Adams	38,723
Jean A. Wilson	38,657
Kara J. Boucher	38,652
Lisa L. Jones	38,609
Stephanie L. Lenard	38,482
Kristen M. Christen	38,351

EMERALD/ESMERALDA

Melinda M. Balling	\$90,095
Angel Guerra	86,337
Mary Strauss	82,629
Nancy Boucher	82,605
Amber L. Towne-Geehan	79,397
Leslie M. McKinney-Smith	73,090
Stacy D. Foust	69,364
Hollie R. Sherrick	68,581
Sheri Farrar-Meyer	67,037
Tammy West-Murrian	64,398
Krista A. Johnson	63,900
Deanna L. Spillman	63,791
Audrey L. Detesco-Nickell	63,637
Rachelle Holloway	63,157
Nicole L. McDaniel	63,125
Bridgett L. Moore	62,674
Katy Goldstein	61,743
Janice B. Hull	60,865
Maggie Rader	60,084
Stacey Craft	58,736
Ginny B. O'Kain	58,664
Nancy A. Berlin	57,766
Denise Peterson	56,610
Christine D. Barrueco	55,521
Dercy Minotta	54,517
LaKeshia M. Chisholm	53,867
Michele S. Rankin	53,450
Kimbi L. Bartik	52,525
Brenda Stafford	51,882
Leanne Parrino-Pheasant	51,214
Delores E. Black	51,129
Kim I. Bessey	51,092
Tina M. Dees	50,615
Ashley N. Clinesmith	50,571
Stacy M. Emerson	50,406
Kellye D. Conley	49,708
Jennifer L. Besecker	49,641
Karen E. Riddle	49,582
Karen I. Kohan	49,526
Kijuana R. McKinnie	48,884

Gloria Mak	47,212
Betty McKendry	46,856
Ann Shears	46,757
Elva Jordan	46,383
Menina M. Givens	46,206
Josefina Malagon	46,018
Ebun Osaze	45,965
Tammie M. Hanson	45,618
Noelia E. Jimenez Gutierrez	45,517
Jennifer A. Enloe	45,155
Melissa M. Wilson	45,068
Deirdre L. Eschauzier	44,940
Pam Kelly	44,745
Allison L. Adkins	44,639
Jill Beckstedt	43,958
Eraicy Perez	43,867
Michelle M. Dominiak	43,787
Ayobami O. Olusa	43,722
Shauna L. Abbotts	43,347
Laura M. Cerda	43,212
Nicole Coselmon	42,935
Tandy Fischer	42,827
Andrea L. Peters	42,716
Emily Stone	42,059
Doreen Stevens	42,004
Maritza Arce	41,995
Stephanie H. Blake	41,791
Jo M. Cotton	41,756
Olga Cuzco	41,723
Maria T. Hernandez	41,623
Denise G. Kucharski	41,620
Mary-Beth Anderson	41,425
Nikki H. Edgemon	41,274
Nancy Rodriguez	40,888
Chris H. Teague	40,310
Nelis Amaya	40,304
Maria Padilla Perozo	40,141
Dawn Wilson	40,011
Cindy Anderson	39,893
Elsi Coto	39,828
Leticia Vargas	39,797
Jennifer C. Babineau-Olaiz	39,710
Mindy A. Wynne	39,649
Mary L. Cole	39,487
Carrie Bloink	39,339
Audrey J. Doller	38,970
Antonia Miranda	38,898
Dawn M. Starr	38,850
Maritza Lanuza	38,631
Lisa J. Mahoney	38,536
Karla Diaz De Ordenez	38,514
Diane M. Detesco	38,497
Denise M. Guthrie	38,321
Nancy S. North	38,223
Kim Williams	38,044
Sahily Cruz	37,900
Mikaela Garth	37,673
Harriett Sharpe	37,571
Amy M. Alber	37,480
Michelle L. Calbert	37,358

DIAMOND/DIAMANTE

Celeste Byrd	\$97,788
Sherrie C. Purvis	84,498
Amy Kemp	78,964
Britt N. Burke	73,345
Laura E. Knight	73,045
Kim A. Messmer	71,808
Claudia Chavez	69,108
Karime Rosas	69,086
Tracy Craven	68,467
Kathy R. Bullard	67,474
Blythe J. Egbert	66,111

Holly S. Neff	65,965
Mary Kathryn King	65,628
Cindy Machado-Flippen	65,571
Joan M. Farrell	63,220
Paula Kelsch	63,187
Stacy Rozwadowski	62,728
Deborah S. Bailye	61,763
Michelle Cape	61,490
Terri Lewis	61,471
Christy Bigham	61,347
Marsha Morrisette	61,108
Susan M. McCoy	60,924
Joselin Torres	60,428
Lindsey D. Christenson	60,365
Dana Davis-Armstead	60,004
Christi G. Campbell	59,565
Joy H. Rentz	59,453
Terri J. Beckstead	59,205
Angela J. Fry	58,329
Nancy F. Castro	58,292
Alicia Borkowska	57,719
Deborah Dudas	57,263
Mariann Biase Mason	56,078
Faith A. Gladding	54,622
Mileta K. Kinser	54,540
Jessye R. Nichols	53,630
Cheryl A. Searcy	53,009
Mary P. Creech	52,627
Ruth Alvarado	52,364
Coty Maldonado	52,333
Megan N. Wilkes	52,330
Audrey K. MacDowall	52,308
Alicia Kingrey-Lokai	52,252
Celeste Pichardo	51,243
Elvi S. Lamping	51,104
Tanya L. Satcher	50,405
Shelly M. Smith	50,373
Maggie J. Eckert	49,559
Kelly K. Johnsrud	49,494
Katie VanDermark	49,377
Donna K. Smith	49,342
Andrea M. Krause	48,806
Crystal D. Gardner	48,766
Elizabeth Fernandez	48,683
Priscilla McPheeters	48,661
Ingrid E. Smith	48,593
Janis Onstott	48,170
Constance Nugent Miller	48,136
Billie Gillespie	47,247
Amy Zanto	47,062
Gerrri Anne Morris	46,954
April C. Hutchinson	46,659
Lacey L. Bradford	46,496
Kelly Willer-Johnson	46,447
Sylvia L. Martinez	46,090
Tawnya Krempges	46,020
Maria Sanchez	45,800
Heidi Kenealy	45,693
Julia R. Orser	45,202
Jolinn Andriese	45,135
Eleonora Calvin	44,601
Wendy Pinto	44,475
Nancy M. Polish	44,313
Celsa Menjivar-Gutierrez	44,219
Christine Wittmann	44,170
Stephanie A. Coon	44,123
Cristina Martins	43,618
Casey Goff-Martin	43,436
Suzanne T. Young	43,070
Julie Schlundt	42,441
Nadine H. Huckabee-Stanley	41,878

Dolly A. Metzger-Stearns	41,695
Shelley Olson	41,596
Monique Vallair	41,199
LaChelle M. Seleski	41,149
Delmi C. Santos	40,739
Taylor A. McKnight	40,636
Anne Geertsen	40,630
Linda T. Cartiglia	40,508
Jennifer M. Pitzer	40,360
Beth Brinkley	40,333
Denise M. Cadenhead	39,928
Denise R. Pettet	39,833
Marty T. Wynn	39,535
Rita M. Krause	39,411
Heather M. Julson	38,814
Karla Somarriba	38,594
Crystal H. Carper	38,549
Stephanie A. Richter	38,516

RUBY/RUBÍ

Paula M. Kirkpatrick	\$90,481
Lisa Anne Harmon	79,500
Lauren N. Bloomer	77,000
Ryan A. Rives	76,616
Kali DeBlander Brigham	75,126
Heather A. Daniel-Kent	74,818
Maureen Shipp	73,395
Luz A. Perez	72,376
Candace L. Doverspike	70,469
Kaela L. Steinman	70,214
Marjorie A. Reyes Iainez	70,136
Cleta Colson-Eyre	69,981
Thessy N. Nwachukwu	67,868
Diane K. Lundgren	65,837
Stephanie L. Coker	64,400
Sherri Ammons	63,770
Milagro V. Diaz	63,224
Erika Martinez	62,975
Suzanne Moeller	62,881
Laurie C. Cole	62,429
Elvia Guzman	62,098
Laura V. Middleton	62,059
Susan Moore	61,311
Valerie A. Lucio-Polk	61,302
Patti Cornell	61,022
Ginger J. Benedict	60,246
Krystal D. Downey-Shada	59,746
Mary A. Dell	57,372
Randi S. Gleason	57,355
Susan C. Ehrnstrom	56,998
Pamela D. Cox	56,276
Donna Clark-Driscoll	55,728
Andrea Jackson Berger	55,541
Jordan Twilley	55,209
Amy C. Schule	54,826
Eusebia Bonilla	53,977
Stacy S. Gilson	52,383
Elizabeth A. Kramer	52,265
Carmen J. Felix	51,777
Stacey P. Nelson	51,772
Bridgette R. Conley	51,677

Brenda Fenner	51,630
K.T. M. Martin	51,098
Rose Campbell	51,066
Tameka N. Ephraim	50,732
Jeanie K. Navrkal	50,172
Barbara Baty	50,156
Melinda E. Nash-Bell	49,646
Karen E. Gardner	48,841
Rebecca H. White	48,789
Maria D La L. Gabriel	47,745
Tshanna C. Diggan	47,726
Silvia Farias	47,631
Judie Roman	47,355
Lisa Hansen	47,289
Tamarie M. Bradford	47,237
Caitlin M. Griffo	47,195
Marnie R. Yunger	47,030
Jaime M. Bittner	46,942
Nikole M. Childress	46,835
Stephanie Audino	46,696
Lisa V. Bauer	46,512
Monique N. McIntyre	45,443
Ana P. Farrell	45,360
Kimberly J. Duncan	45,310
Natalyn R. Slaughter	44,521
Laura L. Waters	43,594
Vazquez	43,220
Ramona Carbajal	43,220
Rachel Mega	42,799
Cathy G. Huhta	42,716
MinDee M. Sommerla	42,577
Barbara L. Harrison	42,566
Christy M. Cox	42,468
Eugenia Valle	42,429
Gloria Moreno Medrano	42,198
Pamela J. Sparks	42,197
Rhonda L. Barnett	42,131
Fidelia Cervantes	41,460
Lorri E. Woehrle	41,277
Luz J. Diaz Almeyda	41,185
Sylvia T. Barritt	41,114
Angela P. Brannon	40,998
Chatney Gelfius	40,937
Lisa D. Prescott	40,544
Marye Durrer	40,256
Sandra Ochoa	40,254
Trudy D. Nikolas	39,547
Amy Kitrell	39,390
Belinda Valdez	39,096
Heather C. Feiring	38,945
Bridget S. Penberthy	38,917
Christy H. Dunn	38,881
Laura A. Kattenbraker	38,863
Linda Christenson	38,722
Maria Rocio Rico De Jacinto	38,540
Debbie A. Elbrecht	38,472
Joedi Carmichael	38,335
Lori M. Langan	38,174
Esther Cisneros	37,955
Kendall A. Rocca Hughes	37,725



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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

April/Abril 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2019. 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 del Seminario en abril de 2019. Los nombres en **negritas** 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.

SAPPHIRE/ZAFIRO

Katherine L. Longley	\$12,736
Moleda G. Dailey	11,556
Tracey F. Hedrick	
Lassiter	11,193
Linda Meier	11,122
Brooke E. Bennett-Young	10,409
Debbie A. Weld	10,379
Miranda Kantor	10,254
Vicki Piccirilli	10,165
Marni M. Hendricks	10,010
Stacy O. Ervin	9,693
Yvonne L. Capehart	9,597
Marie E. Vlamincik	9,432
Brenda Ashlock	9,338
Hilda M. Magana	9,313
Keita Powell	9,101
Casie Hembree	9,072
Lady Ruth Brown	8,922
Linne' Lane	8,741
Jennifer K. Guidry	8,627
Robyn S. Cartmill	8,556
Tracy Potter	8,538
Karla R. Plantan	8,468
Jordan Eicher	8,431
Reyna V. Alvarado	
Rivera	8,372
Nedra White Wartham	8,358
Jennifer M. Ham	8,356
Julie Neal	8,330
Cyrelia D. Matthews	8,186
Ashlie S. Potter	8,171
Katie D. Nichols	8,127
Jeni Tjelle	8,063
Sandra G. Kirchhoff	8,022
Lafreda D. Williams	7,986
Tehrie Ned	7,889
Randi Stevens	7,865
Carolyn I. Kelley	7,852
Tracy Foltz	7,845
Tinia W. Campbell	
Piard	7,834
Kelly I. Brock	7,828
Michele M. Armes	7,692
Margarita Elisea	7,657
Cheri L. Taylor	7,630
Amy R. Sigler	7,531
Linda H. Rowsey	7,373
Tommi Pleasure	7,337
Mary K. White	7,266
Cynthia S. Sheppa	7,217
Karen L. Spriggs	7,209
Jennifer Levitt	7,120
Bridget N. Howerton-Adams	7,118
Margarita Samano	7,098
Carmen B. Jones	7,095
Trisha Taylor	6,978
Christine M. Jessee	6,806
Jessica Holzbach	6,795
Karla M. Reno	6,782
Isela M. Martinez	6,753
Maria Claxton-Taylor	6,733
Julie B. Sapp	6,693
Pam Garner Moore	6,660
Andrea R. Klahn	6,634
Lesley Speas	6,601
Maria Montes	6,587
Rheanonda R. Johnson	
Gray	6,584
Jeanette E. Beichle	6,571
Marcia DaCosta	6,553
Stephanie L. Lenard	6,545

Carol Lee Johnson	6,489
Stephanie B. Bowen	6,453
Erika D. Hulm	6,441
Cindy Bliss	6,428
Marita W. Campbell	6,373
JoAnn M. Allen	6,371
Angela P. LaFrance	6,318
Nancy W. Pettaway	6,238
Christie M. Hunt	6,185
Meaghan K. Jensen	6,122
Shirley Jenkins	6,099
Pamela O. Pruitt	6,090
Kerri L. Ross	6,073
Delia Ponce	6,065
Heather L. Bohlinger	5,994
Julie A. Griffin	5,989
Herendira Garcia	5,988
Jessica N. Schultz	5,977
Joli A. Dockery	5,972
Dolores Keller	5,971
Suzanne Tripp-Black	5,955
Amanda Neff	5,954
Jean A. Wilson	5,932
Linda A. Jones	5,904
Peggy Matish	5,894
Cindy Harness	5,868
Larinda J. King	5,826
Susan T. Boothe	5,800
Sylvia Boggs	5,780
Candy I. Brown	5,751
Tess D. Caldwell	5,743
Mariaelena Boquin	5,731
Pilar Najera	5,716

EMERALD/ESMERALDA

Melinda M. Balling	\$12,139
Angel Guerra	11,559
Amber L. Towne-Geehan	10,864
Sheri Farrar-Meyer	10,093
Katy Goldstein	10,032
Krista A. Johnson	9,966
Leslie M. McKinney-Smith	9,751
Christine D. Barrueco	9,379
Rachelle Holloway	9,238
Stacy D. Foust	9,237
Mary Strauss	9,140
Bridgett L. Moore	9,123
Nancy Boucher	9,116
Janice B. Hull	9,072
Jennifer L. Besecker	8,753
Hollie R. Sherrick	8,696
Karen E. Ridle	8,685
Nicole L. McDaniel	8,632
Kimbi L. Bartik	8,565
Audrey L. Detesco-Nickell	8,512
Denise Peterson	8,429
Deanna L. Spillman	8,373
Tammy West-Murrian	8,315
Ashley N. Clinesmith	8,309
Diane M. Detesco	8,214
Gloria Mak	8,151
LaKeshia M. Chisholm	8,027
Leanne Parrino-Pheasant	7,903
Nancy A. Berlin	7,897
Stacey Craft	7,896
Emily Stone	7,796
Antonia Miranda	7,769
Ebun Osaze	7,715
Maggie Rader	7,594

Shauna L. Abbotts	7,433
Elva Jordan	7,254
Delores E. Black	7,244
Michele S. Rankin	7,206
Ann Shears	7,176
Maritza Lanuza	7,151
Dercy Minotta	7,107
Kellye D. Conley	7,105
Carrie Bloink	7,095
Maria de La Luz Avila	7,081
Christa Dickert	7,044
Stacy M. Emerson	7,025
Ginny B. O'Kain	6,868
Betty McKendry	6,832
Debbie A. Thomas	6,785
Josefina Malagon	6,766
Noelia E. Jimenez Gutierrez	6,738
Jennifer A. Enloe	6,708
Karen I. Kohan	6,672
Pam Kelly	6,670
Brenda Stafford	6,654
Amy M. Alber	6,571
Delmy A. Rivas	6,566
Elsi Coto	6,535
Olga Cuzco	6,499
Kim I. Bessey	6,491
Cindy Anderson	6,469
Ayobami O. Olusa	6,444
Nikki H. Edgemon	6,428
Tammie M. Hanson	6,401
Andrea L. Peters	6,384
Maritza Arce	6,382
Tandy Fischer	6,377
Mary-Beth Anderson	6,346
Nicole Coselmon	6,333
Martica M. Jenkins	6,304
Melissa M. Wilson	6,290
Katherine L. Paez	6,275
Nancy Rodriguez	6,265
Rachelle L. Brinker	6,235
Laura M. Cerda	6,218
Liz Voran	6,185
Jessica Mendoza	6,180
Kim Williams	6,143
Jill Beckstedt	6,142
Sally Moreno	6,114
Ann F. Smith	6,073
Michelle L. Calbert	6,070
Shawna D. Schneider	6,041
Brittani M. Jenks	6,001
Harriett Sharpe	5,982
Heather D. Hulse	5,978
Shelley Money-Eldridge	5,970
Stephanie H. Blake	5,904
Menina M. Givens	5,899
Joyce Recenello Armfield	5,886
Deb Altenburger	5,866
Kijuana R. McKinnie	5,835
Audrey J. Doller	5,823
Tina M. Dees	5,803
Denise M. Guthrie	5,790
Karla Diaz De Ordonez	5,776
Lesa R. Franken	5,768
Allison L. Adkins	5,766
Gioconda Munoz	5,761
Carrie S. Carlile	5,758

DIAMOND/DIAMANTE

Celeste Byrd	\$17,721
Sherrie C. Purvis	13,296

Claudia Chavez	11,957
Karime Rosas	11,580
Delmi C. Santos	11,056
Amy Kemp	10,826
Blythe J. Egbert	10,720
Cindy Machado-Flippen	9,928
Kathy R. Bullard	9,718
Deborah S. Bailye	9,646
Kim A. Messmer	9,639
Christy Bigham	9,631
Nancy F. Castro	9,494
Stacy Rozwadowski	9,449
Holly S. Neff	9,402
Tawnya Krempges	9,387
Mary Kathryn King	9,372
Marsha Morrisette	9,355
Terri J. Beckstead	9,211
Faith A. Gladding	9,207
Laura E. Knight	9,114
Britt N. Burke	9,027
Audrey K. MacDowall	9,008
Alicia Borkowska	8,855
Joselin Torres	8,822
Dana Davis-Armstead	8,782
Paula Kelsch	8,699
Michelle Cape	8,648
Susan M. McCoy	8,622
Tracy Craven	8,480
Deborah Dudas	8,450
Alicia Kingrey-Lokai	8,425
Constance Nugent Miller	8,408
Terri Lewis	8,400
Joan M. Farrell	8,377
Shelly M. Smith	8,296
Lindsey D. Christenson	8,245
Amy Zanto	8,144
Andrea M. Krause	8,131
Elizabeth Fernandez	8,082
Tanya L. Satcher	8,054
Megan N. Wilkes	8,038
Angela J. Fry	8,004
LaChelle M. Seleski	7,795
Christi G. Campbell	7,642
Ruth Alvarado	7,605
Mileta K. Kinser	7,547
Nancy M. Polish	7,523
Ingrid E. Smith	7,386
Joy H. Rentz	7,386
Maria Sanchez	7,372
Christina L. Frantz	7,355
Jessye R. Nichols	7,342
April C. Hutchinson	7,296
Jolinn Andriese	7,176
Nicki R. Hill	7,129
Amy Hanifi	7,065
Cristina Martins	7,060
Lisa Rada	7,008
Celeste Pichardo	6,932
Priscilla McPheeters	6,919
Sandy Griffith	6,859
Christine Wittmann	6,817
Mary P. Creech	6,805
Katie VanDermark	6,786
Jamie V. Taylor	6,765
Heidi Kenealy	6,724
Mariann Biase Mason	6,718
Karla Somarriba	6,699
Stephanie A. Richter	6,640
Rita M. Krause	6,617
Taylor A. McKnight	6,587
Elvi S. Lamping	6,580

Crystal D. Gardner	6,568
Dayna L. Lemke	6,498
Lacey L. Bradford	6,496
Veronica J. Hyba	6,439
Gerri Anne Morris	6,431
Heather M. Julson	6,429
Shelly Palen	6,423
Julie Danskin	6,415
Coty Maldonado	6,409
Anne Geertsen	6,374
Cheryl A. Searcy	6,323
Sylvia L. Martinez	6,315
Cynthia Ruccia	6,264
Julia R. Orser	6,233
Suzanne T. Young	6,233
Dolly A. Metzger-Stearns	6,231
Kelly Willer-Johnson	6,219
Eleonora Calvin	6,189
Yuvis R. Alvarado	6,149
Shelley Olson	6,110
Celsa Menjivar-Gutierrez	6,080
Donna K. Smith	6,052
Cindy S. Kriner	6,032
Cecilia Rua-Mendez	6,026
Brandi Driggers	6,009
Vicki Powell	6,001
Nadine Bowers	5,992

RUBY/RUBÍ

Luz A. Perez	\$12,899
Elvia Guzman	12,602
Lauren N. Bloomer	12,062
Thessy N. Nwachukwu	11,397
Paula M. Kirkpatrick	11,245
Heather A. Daniel-Kent	10,958
Ryan A. Rives	10,903
Lisa Anne Harmon	10,226
Randi S. Gleason	10,196
Kali DeBlander Brigham	10,188
Maureen Shipp	10,187
Cleta Colson-Eyre	10,159
Patti Cornell	10,034
Jordan Twilley	9,688
Candace L. Doverspike	9,588
Ginger J. Benedict	9,556
Milagro V. Diaz	9,395
Stephanie L. Coker	9,219
Erika Martinez	9,166
Jeanie K. Navrkal	8,963
Diane K. Lundgren	8,913
Carmen J. Felix	8,853
Pamela D. Cox	8,788
Susan Moore	8,473
Laura V. Middleton	8,374
Sherri Ammons	8,352
Jacqueline N. Alford	8,311
Stacy S. Gilson	8,161
Elizabeth A. Kramer	8,132
Mary A. Dell	8,116
Kaela L. Steinman	8,100
Marjorie A. Reyes Ianez	8,067
Silvia Farias	8,004
Bridgette R. Conley	7,990
Suzanne Moeller	7,934
Eusebia Bonilla	7,895
Donna Clark-Driscoll	7,789
Karen E. Gardner	7,735
Valerie A. Lucio-Polk	7,652

Marye Durrer	7,458
Melinda E. Nash-Bell	7,386
Maria Bautista	7,347
Krystal D. Downey-Shada	7,293
Amy C. Schule	7,225
Rose Campbell	7,198
Pat Z. Allen	7,140
Susan C. Ehrnstrom	7,121
Amy Stokes	7,104
Judie Roman	7,073
Laurie C. Cole	7,062
Laurie T. Plyler	7,037
Amy Kitrell	7,007
Jennifer L. Albertini	6,977
Caitlin M. Griffo	6,970
Esther Cisneros	6,962
September A. James	6,940
Tamarie M. Bradford	6,847
Stacey P. Nelson	6,797
Rachel Mega	6,795
Belinda Valdez	6,741
Julie B. Potts	6,730
Elvia Cordova	6,722
Laura A. Kattenbraker	6,721
Kenia K. Acosta	6,677
K.T. M. Martin	6,654
Sandra Ochoa	6,651
Lisa V. Bauer	6,572
Terry S. Smith	6,559
Barbara Pleet	6,557
Gloria Moreno Medrano	6,497
Jaime M. Bittner	6,467
Traci N. Van Zandt	6,455
Cathy G. Huhta	6,430
Brenda Fenner	6,429
Gloria H. Ebere	6,423
Lisa Olivares	6,394
Rebeca Rodriguez	6,394
Monique N. McIntyre	6,384
Angel L. Hurley	6,380
Angela P. Brannon	6,359
Laura L. Waters Vazquez	6,337
Barbara Baty	6,308
Marnie R. Yunger	6,302
Andrea Jackson Berger	6,286
Ana P. Farrell	6,278
Chatney Gelfius	6,260
Christy M. Cox	6,245
Lisa Hansen	6,228
Nikole M. Childress	6,096
Kimberly J. Duncan	6,054
Jenn Kirkham	6,049
Alice R. George	5,977
Pamela J. Sparks	5,975
Stephanie Audino	5,974
Tameka N. Ephraim	5,966
Maria D La L. Gabriel	5,930
Karen Paluga-Larson	5,924
Mary Beth Pfeifer	5,886
Liz Whitehouse	5,885
Jessica Aguilera	5,861





Go-Give[®] Award



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



EMERALD

Sheri Miter

Independent Sales Director

Began Mary Kay Business
July 1994

Sales Director Debut
October 1999

National Sales Director
Mary Kay National Area

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

Personal Lives in Troy, N.Y. Husband, Tom; sons: Justin, Jeremy, Jacob

“I am motivated to help others because I am so very grateful for the personal growth and lifestyle Mary Kay has provided me and my family. I love watching women come into this Company and, through the positive environment we provide, discover the gifts and talents inside of them to become the person God designed them to be. I am passionate about keeping the Go-Give and Golden Rule legacies alive for future generations of Mary Kay Beauty Consultants.”

Independent Beauty Consultant Heidi Malburg of Maineville, Ohio, says, “Sheri gave herself and time to our incredible unit and Senior Sales Director Susan Manocchio. Sheri perfectly stepped in with love to share herself and her time, just as Mary Kay herself would have wanted if she were still here with us today. If anyone deserves the Miss *Go-Give[®]* award, it is Sheri Miter. Only with her help are we currently No. 1 in Rhode Island.”



DIAMOND

Danielle Lunsford

Independent Sales Director

Began Mary Kay Business
October 2002

Sales Director Debut
June 2011

National Sales Director
Dawn Dunn

Honors Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement

Personal Lives in Dover, Pa. Husband, Zack; daughters: Alexi, Cameryn

“I am motivated to help others because of the transformation and confidence I see in a woman. It ignites hope.”

Independent Beauty Consultant Bethany Kirchner of York, Pa., says, “Danielle’s attitude always embodies the Go-Give spirit. She puts her heart and soul into the women she is around. She is selfless, caring, passionate and persistent. She truly cares about empowering women and inspiring change in their lives. She leads by example and teaches from experience. She is authentic, organic and always willing to help others.”



RUBY

Marcia Strasburg

Independent Sales Director

Began Mary Kay Business
July 1988

Sales Director Debut
August 1996

National Sales Director
Stacy James

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

Personal Lives in Arnold, Neb. Husband, Jody; sons: Michael, Joshua; daughter, Mariah

“I am motivated to help others because I love pouring belief into other women. If just one woman can see how great she is, then she too can pass that belief on. I'm forever grateful for what Mary Kay has done for my life and want to pass it along to others.”

Independent Beauty Consultant Monica Lawson of Waterloo, Neb., says, “Marcia Strasburg is more than worthy of this phenomenal award. She is humble, so accommodating with her time, kind and beautiful inside and out. I saw a picture of her working cows on her personal Facebook® page and commented “Do you seriously have your *Mary Kay[®]* makeup on in that picture to work cows?” She confirmed she did. What a role model!”



SAPPHIRE

Christina Newsome

Independent Senior Sales Director

Began Mary Kay Business
May 2012

Sales Director Debut
February 2013

Offspring one first-line

National Sales Director
Somer Fortenberry

Honors Star Consultant; two-times Queen's Court of Sharing

Personal Lives in Greensboro, N.C.

“I am motivated to help others because being a servant-leader is embedded within me. Servant leadership embodies focusing on others as you lead and knowing that you can help change someone's life circumstances. I believe everyone deserves to have a success story, and I find a great deal of joy when helping others discover their full potential. When you help others win, you'll find your win in the process because we all win together!”

Independent Sales Director Adrienne Hollifield of Manning, S.C., says, “I consider her not only a friend, but a sister. She is the most selfless person I know. She is a part of a huge family (21 siblings) and always makes everyone in her family feel important. She is the epitome of grace and grit. She exemplifies what it means to put God first, family second and career third!”

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

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marykayintouch.com **17**

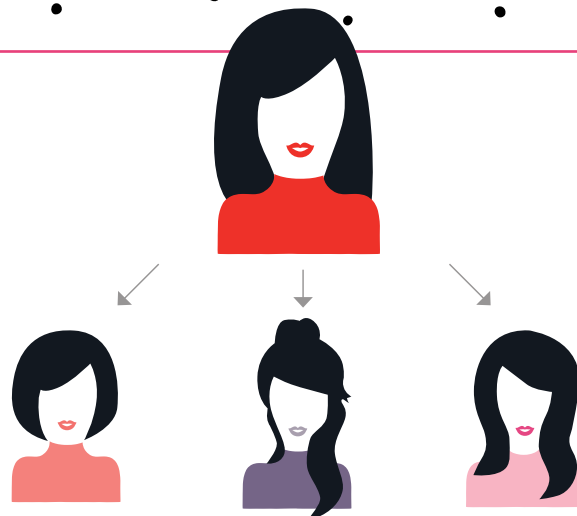
Calling All Boss Babes!

IT'S A NEW YEAR TO BUILD, GROW AND EXPERIENCE ALL THE JOYS OF YOUR MARY KAY BUSINESS.

Girlfriends share everything from shoes to secrets. Share your Mary Kay business with your friends, and help them realize their dreams. Especially now when so many want to earn extra money, make their own schedules and have fun making others feel beautiful!

Book Parties. Sell Products. Share This Business. Repeat.

Ask any Mary Kay pro her secrets to success and, chances are, she'll respond, "It all starts at the skin care party." That's where you share fabulous products, meet new faces and show others you're a Mary Kay boss babe.



Try this script:

"_____, you love Mary Kay® products, and you have fun when we're together. Have you thought about starting your own Mary Kay business? We can do this together!

If you sign up today, you'll be on my team, and I can help you get off to a great start. Through your retail sales, you can earn up to 50 percent on what you sell at retail price. That's one of the highest profit margins in the industry! And if you build a team, there are more product and cash bonuses, plus commissions based on your team members' product sales. There are no limits! It can be a sweet side gig or something more. You decide!

I know you say you haven't done anything like this before, and that's totally OK. Mary Kay makes it easy! I can help you start selling right away to people you know. And it can grow from there if you want it to.

To begin, it's \$100 for the Starter Kit. And if you choose to start with additional products, Mary Kay has the Great Start Program that offers rich rewards. We can discuss the rewards, education and tools available. Do you have any questions? Are you ready to have some fun and start your Mary Kay business?"



GREAT *Start*

IT PAYS TO SHARE.

FOR YOU: Bonuses

- **\$50 Team-Building CASH BONUS** for active Independent Beauty Consultants with each *Great-Start*-qualified* new personal team member. (Independent Sales Directors have their own bonus program). NO LIMITS!
- **\$100 Red Jacket CASH BONUS** earned the first time you have three or four active personal team members at the end of a calendar month. A one-time bonus.

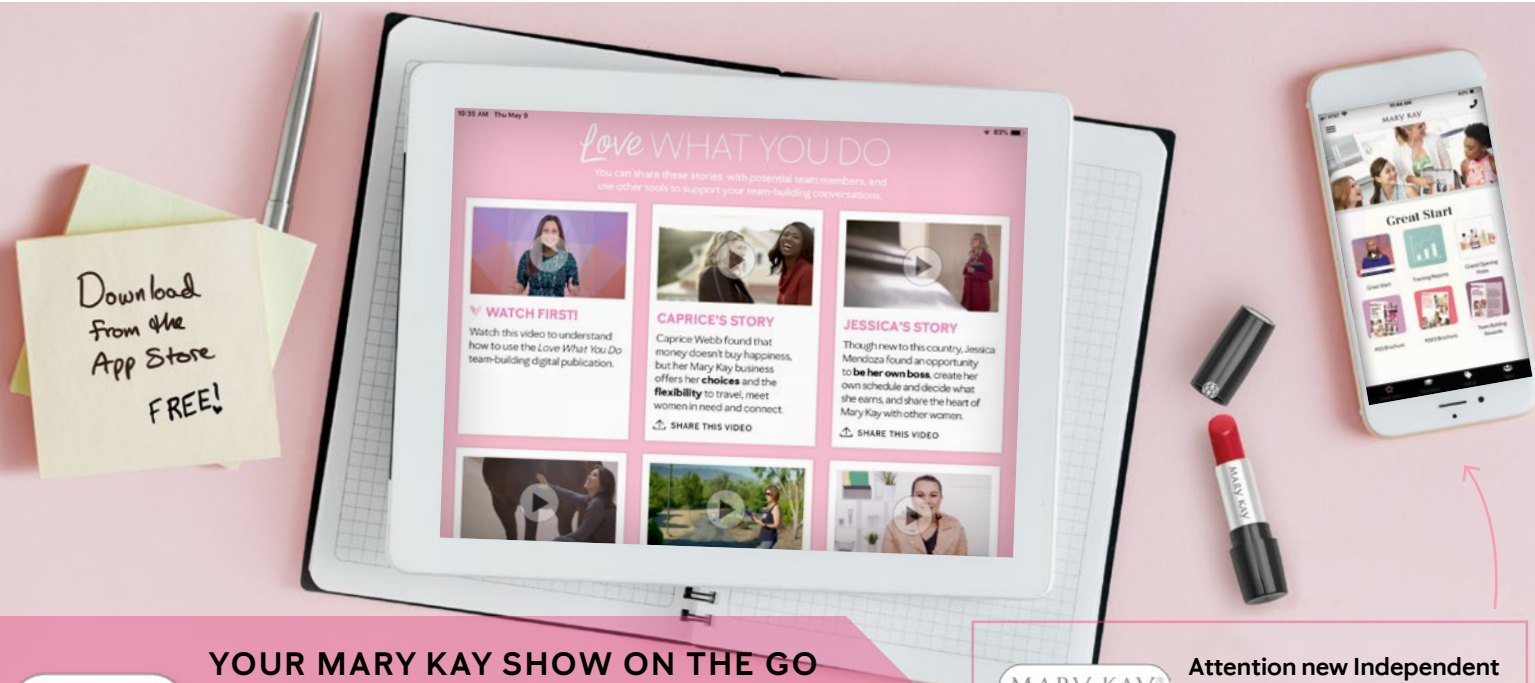
PLUS COMMISSIONS!

Star Team Builders (Independent Beauty Consultants with three or four active personal team members) now earn **commissions of up to 8 percent**.

*A *Great-Start*-qualified IBC is one whose initial order or cumulative orders are \$600+ in wholesale Section 1 products, and the order(s) are received and accepted in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

FOR HER: Free Products

- With an initial \$600+ wholesale Section 1 order in her Agreement month or following month, she can select among **popular product bonus bundles**. The number of bundles she earns ranges from one to six based on her initial order amount.
- **Free products keep coming!** During her first four months, she can earn more product bonus bundles based on each *cumulative* order totaling \$600+ wholesale Section 1.
- **Plus!** When she adds a new personal team member in her first four months, she can earn two product bonus bundles when her new team member becomes *Great-Start*-qualified.†



YOUR MARY KAY SHOW ON THE GO

The **Mary Kay® Digital Showcase App** features ***Love What You Do!*** with team-building tips and tools, and the ***Mary Kay® Looks Collection*** with how-tos. Plus, the interactive ***Mary Kay Digital Flip Chart™*** makes a party possible wherever you go! You'll also find digital brochures for the Star Consultant Program.



Attention new Independent Beauty Consultants:

The ***Mary Kay Great Start App™*** helps you track your path to earning more free product bonus bundles!

SOCIAL *Sells!*

These Independent Sales Directors share how you can incorporate social media into your Mary Kay business to reach customers and get sales.



PLAN YOUR POSTS. INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR KELLY BROCK, CHARLOTTE, N.C.

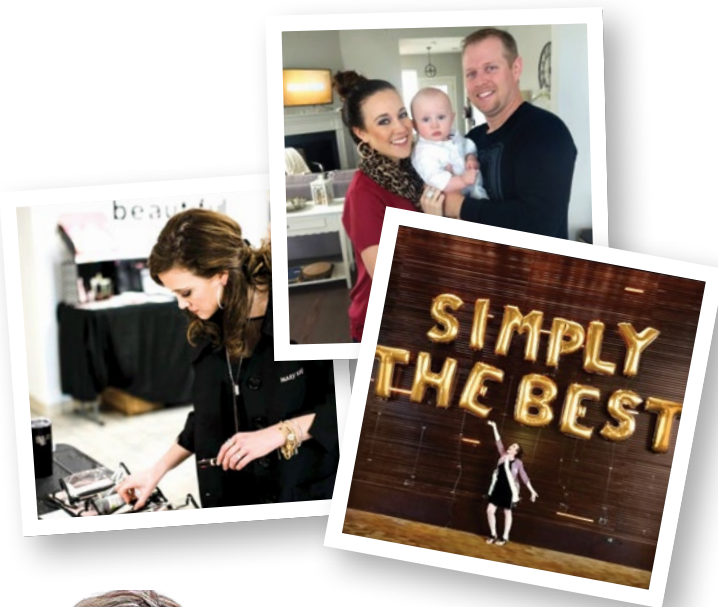
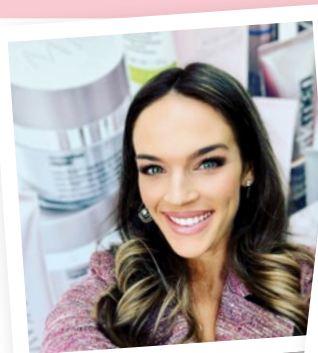
"Social media is where the world is. You have to show up there. Think of it as free advertising with the tap of a finger.

At parties, I ask my customers to follow me, and I follow them back. I also plan my social media content. It doesn't have to be a strict plan – just a general strategy.

- **I take an hour each Sunday night to plan three posts for the week.** When you think of a great post idea, make a note, then come back and expand on it later.
- **Never post in real time.** Have a great picture? Save it for later. This allows you to be thoughtful and intentional with your posts.
- **For product photos,** I use the digital assets on *Mary Kay InTouch** > Resources > Digital Assets.
- **For personal photos,** make sure they're clean and bright.
- **For captions,** think about a fun first line to catch the reader's attention. Then add a call to action. The more comments and likes, the more popular your post!"



"Most of the world is following the businesses they shop with, and that should include you! So if you haven't already, just start!"



SHOW AND TELL. INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR JORDAN TWILLEY, SALISBURY, MD.

"Social media is a layer beyond texts and phone calls. It allows my customers to know what my day-to-day life is like. And it helps build trust.

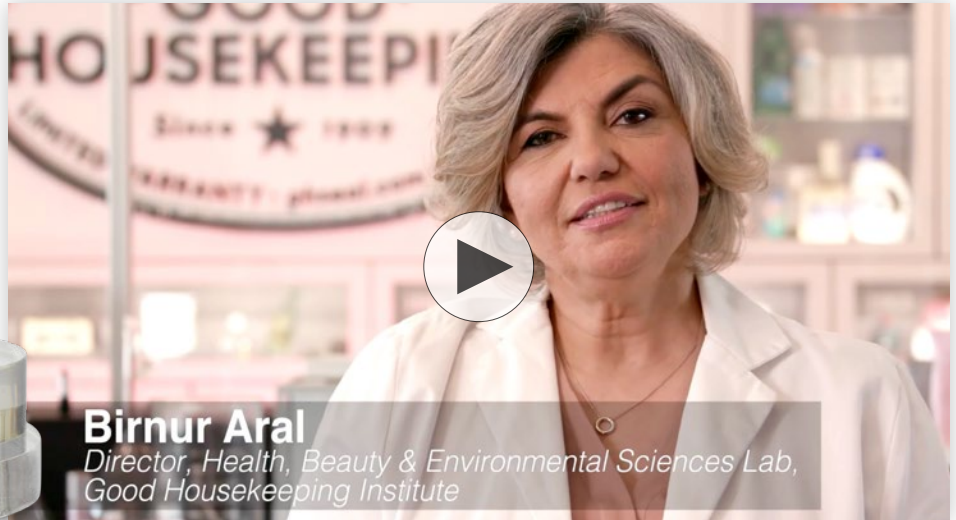
That's why authentic storytelling is so important. What better way to share your Mary Kay enthusiasm than to share it on social media? And what better way to share the benefits of the Mary Kay opportunity than to show your own personal experiences?

Often, those everyday moments are the most relatable ones. When I'm talking about the Mary Kay opportunity on social media, I'm not asking them directly to join my unit. I'm showing what Mary Kay looks like in my life. Keep in mind, social media is evolving, and it's a skill that we continue to hone. So give yourself some grace, make a plan, and then as Mary Kay Ash would say, 'Go work it.'"

GET SOCIAL! Guidelines, helpful tools and beautiful images you can share are on *Mary Kay InTouch** > Resources > Digital Zone.

PRIDE *Points*

Mary Kay® products continue to earn the Good Housekeeping Seal, AND top beauty editors love them too! These promotional plugs are just one more reason you can be proud and promote Mary Kay with confidence!



Birnur Aral

Director, Health, Beauty & Environmental Sciences Lab,
Good Housekeeping Institute



Did you know 28 Mary Kay® products have earned the

Good Housekeeping Seal?

The latest is the **TimeWise Miracle Set 3D!**

Each and every product in the set has earned this prestigious recognition.

And Good Housekeeping research shows that

87%

of consumers say they are more likely to purchase a product if it has the Good Housekeeping Seal.



SHARE WITH PRIDE!

Your customers can see all the **rave reviews from beauty editors** on your **Mary Kay® Personal Web Site!**

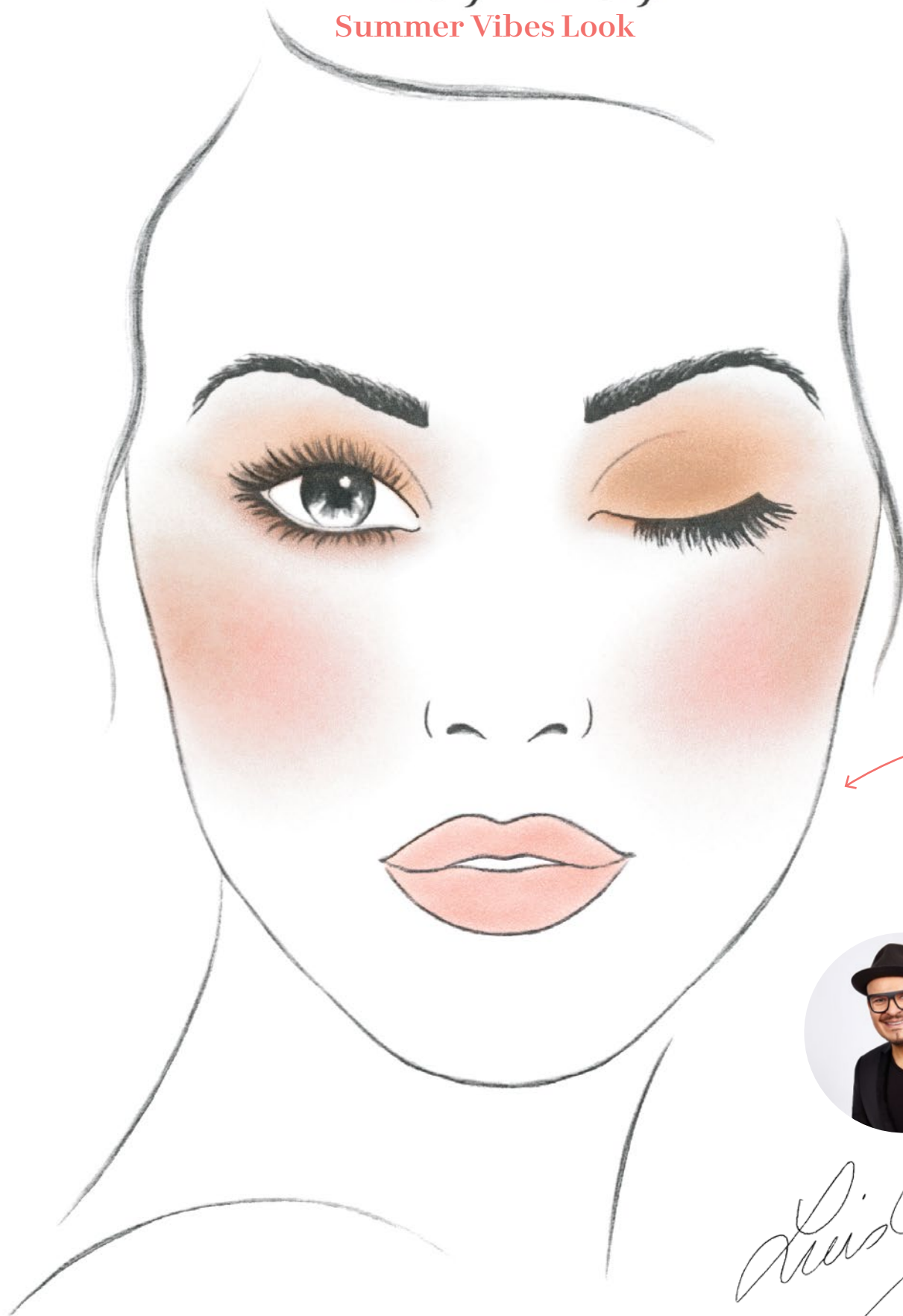
For Beauty Editor Picks, go to Tips & Trends > MK Mentions.

PLUS! To find out what other customers think of specific products, your customers can read the reviews when they click "Shop" for any product.

DON'T HAVE A MARY KAY® PERSONAL WEB SITE? Visit *Mary Kay InTouch*® > Business Tools > Personal Website Manager.

MARY KAY

Summer Vibes Look



Summer VIBES

Let your customers celebrate summer and a second appointment with a new look by **Mary Kay Global Beauty Ambassador Luis Casco**.

Beauty Notes

Because of its power to transform, makeup can seem daunting. The good news? It's not permanent! Playing and experimenting with color makes it more fun!

HELP IS HERE!

COLOR CONFIDENT. This step-by-step approach to color education makes it easy for you and your customers to achieve beautiful results. Complete the program, and earn the *Advanced Color Consultant* designation. Available on *Mary Kay InTouch*® > Education.



PLACE MAT SET AND SECOND APPOINTMENT GUIDE.

One side shows color product bundles to make closing the sale easier; the other shows how-to application tips based on eye and face shapes. Plus, the guide walks you through the second appointment with tips for providing optimum Golden Rule customer service. Available on Section 2 \$2, pk./4

SUMMER VIBES PRODUCT LINEUP

- **Mary Kay Chromafusion**® Eye Shadow in Shiny Penny and Gold Status, \$8 each.
- **Mary Kay Chromafusion**® Blush in Darling Pink, \$14.
- **Mary Kay Chromafusion**® Contour in Latte, \$14.
- **Mary Kay**® Gel Semi-Shine Lipstick in Rosewood, \$18.
- **Mary Kay**® *Ultimate Mascara*™, in Black, \$15.
- **ADD: TimeWise 3D**™ foundation in her perfect match, \$25.



FIND MORE!

#BEAUTYUNFILTERED Workbook features 54 fabulous looks using *Mary Kay*® color products. Order on *Mary Kay InTouch*® > Ordering > FedEx Office® DocStore® > Select Documents From Your Online Catalog > Luis Casco Workbook.

All prices are suggested retail. FedEx® is a registered trademark of Federal Express Corporation. DocStore® is a registered trademark of FedEx Office and Print Services, Inc.

MARY KAY

star consultant program

June 16 to Sept. 15, 2019

New Seminar year + new Star Consultant quarter = Many ways to win! *You Can Do It!*

pearl
9600



LG 43-Inch 4K HDR Smart LED UHD TV With AI ThinQ****

pearl
7800



**kate spade
new york**
Smart Watch**

pearl
6000

American Tourister
Fieldbrook XLT
Five-Piece
Luggage Set**



WHY YOU WANT TO **BE A STAR!**

You can earn amazing prizes, plus:

- New product early ordering privileges.
- Leads from marykay.com with a *Mary Kay*® Personal Web Site.
- Priority registration for *Mary Kay*® events plus a Bling Button for your badge.
- Bustling business.

SELL. A minimum \$1,800 in wholesale Section 1 orders = 1,800 program credits.

TIP! Earning the *You Can Do It!*

Challenge each month in the quarter (\$600 + \$600 + \$600) can get you to Star Consultant status.

TEAM-BUILD. Each qualified new personal team member you add = 600 program credits.

Points add up! The higher the points, the bigger the prizes.

**LEARN MORE ON MARY KAY INTOUCH® > CONTESTS/
PROMOTIONS > CONTESTS > STAR CONSULTANT Q1.**

TAKE
YOUR
Pick!

PEARL

DIAMOND

RUBY

SAPPHIRE

EMERALD

Shown on cover

Collection by Ted Baker London®

NEW! ALL-STAR STAR CONSULTANT PROGRAM

June 16, 2019 – June 15, 2020

LEVEL	CREDITS
Sapphire	7,200 – 9,599
Ruby	9,600 – 11,999
Diamond	12,000 – 14,399
Emerald	14,400 – 19,199
Pearl	19,200+

Achieve Star Consultant status all four quarters! Your combined program credits determine your prize from this beautiful collection by **Ted Baker London®**. Attend Seminar 2020 and earn a fifth prize!

See *Mary Kay InTouch®* > Contests/Promotions > Contests > *All-Star* Consultant Program for complete details.

TAKE
YOUR
Pick!

PEARL

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Mary Kay Inc.
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