

MARY KAY

AUGUST 2020

applause[®]

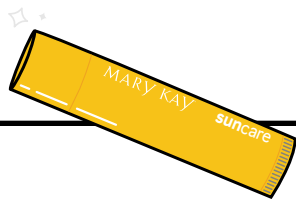


Spark a Chain Reaction!

It's a new Seminar year. You're ready to spark a blaze of successes.

**APPLAUSE
WORTHY!**

Applause podcast and
new digital Applause
on Mary Kay[®]
Digital Showcase.



AUGUST Dates

1

Online Independent Sales Director-in-Qualification Commitment Form available.

3

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

7

Fall 2020 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

10

Early ordering of the new **Fall 2020 promotional items** begins for Star Consultants who qualified during the March 16 – June 15, 2020, quarter and Independent Beauty Consultants who enrolled in *The Look* for Fall 2020 through the *Preferred Customer Program*SM.

15

Fall 2020 promotion early ordering for all Independent Beauty Consultants begins.

16

Fall 2020 promotion begins. Official on-sale date.

17

Last day to enroll online for the Holiday 2020 *Preferred Customer Program*SM mailing of *The Look*, including an exclusive sample (while supplies last).

28

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

31

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

Last day of the month to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight CT.



“

With all the energy and determination that you can muster, take our Mary Kay dream and make it your own. Know that you are not given the ability to dream without also being blessed with the ability to make your own dreams come true.

”

Mary Kay



ON THE COVER: Clockwise from top left, *Spark a Chain Reaction!* Fall Consistency Challenge necklace, *Start With a Bang!* July earrings. Ted Baker bag is Pearl level *All-Star* Star Consultant Program prize. Apple Air Pods are Qtr. 1 Pearl Star Consultant prize.

HELPFUL NUMBER: Customer Success Team 800-272-9333

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

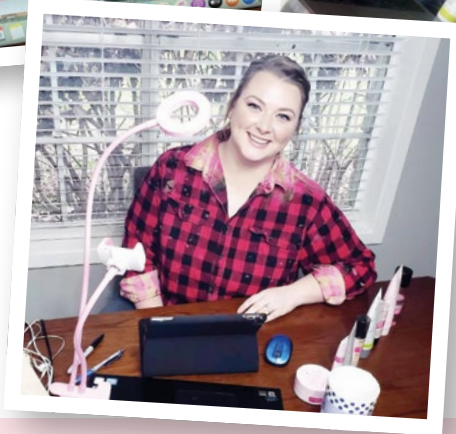
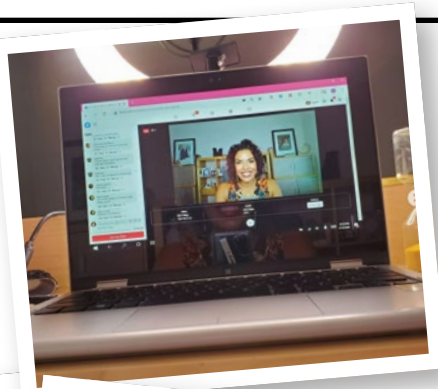
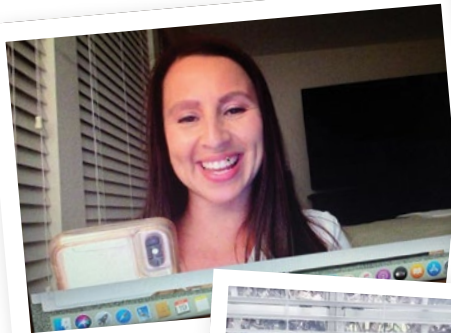
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TRENDING *Now*

Make Connections

From online parties to unit meetings to product how-tos, these Mary Kay Independent Beauty Consultants got the 411 on connecting with their customers.



National Relaxation Day

Saturday, Aug. 15, is National Relaxation Day! Help your customers relax with pampering products like *Mary Kay*® Hydrogel Eye Patches and *Satin Hands*®, to create their own at-home spa experience. Find digital assets of these relaxing products when you go to [Mary Kay InTouch](#)® > [Resources](#) > [Digital Assets](#).

MARY KAY MILESTONE

1996 Marykay.com launches, followed by *Mary Kay*® Personal Web Sites. In 2019, *Mary Kay*® Personal Web Sites generated more than 441,000 orders for \$31 million in revenue! Get your piece of those

digital dollars through your own *Mary Kay*® Personal Web Site, plus best-in-class apps and digital tools to help you run your business anytime, anywhere!



Applause+ podcast and Applause digital version available on the *Mary Kay*® Digital Showcase App.

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 CALDWELL GRAPHIC DESIGNER: BIANCA CAMANO SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA 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.

SPARK A CHAIN REACTION!



You have the ability to spark blazes of success with each step on your Mary Kay journey. Even your smallest efforts create links to help you achieve that next goal. When you **focus on consistent selling and finding new faces**, you create the courage, enthusiasm and momentum to **reach new heights** and transform those around you.

Whether your goal is to make extra income, earn rewards or move forward in your career path, **never underestimate the power of your actions to connect you to your dreams!**

THE CHALLENGE

Place a cumulative \$600+ wholesale Section 1 order each month, and you can **earn that month's unique jewelry piece** from the **Spark a Chain Reaction! Challenge Collection**. Establishing a strong customer base and selling enough product to support a \$600 a month order means there's a **lot more you can do**, like earning amazing prizes as a Star Consultant and so much more!

THE JEWELRY

Featuring fashion-forward links and energetic designs by **renowned jewelry designer R.J. Graziano**, each piece serves as a reminder that you spark success in your Mary Kay business. Your production goals are a link to the next step. Some pieces stand alone, others coordinate with one another.

Consistency Counts! When you **achieve any of the three consistency goals**, you'll earn one of three matching pieces threaded with soft pink leather. Earn the entire stunning collection, and wear your accomplishments with pride for a job well done!



START WITH A BANG!

JULY 1-31

Add some **pep to your step**, and start the **new Seminar year off right!** When you approach each day with fresh energy and a determined attitude, you'll see incredible changes in every area of your business.

Daily commitment to your own motivation can lead to consistent wins. So get started. Channel your energy into product sales and team-building, and fuel your fire for the rest of the year!



SPARK A CHAIN REACTION! **FALL CONSISTENCY CHALLENGE**

SPARK YOUR ENTHUSIASM!

JULY 1 - DEC. 31, 2020

Achieve this consistency challenge each month, **July through December** to earn this necklace from the exclusive ***Spark A Chain Reaction!*** Collection by R.J. Graziano.

“Enthusiasm spreads like a prairie fire before the wind. It is the leaping lightening that blasts every obstacle from its path, that effectively communicates and helps you sell your ideas to others.”

— Mary Kay Ash

TODAY IS YOUR DAY!

Brenda shares her tips to get your new year off with a bang!



BRENDA WILBUR, INDEPENDENT
SENIOR SALES DIRECTOR, YORK, PA.

FRESH START

Remember that feeling of the first day of grade school? You're feeling confident in that new outfit, your bag is filled with freshly sharpened pencils and a clean,

new notebook? You're eager to meet your new classmates?

Think of July 1, 2020, like that too! It's the first day of your new Mary Kay year. You've got new goals and a fresh attitude. You're eager to get out and meet fresh new faces so you can make them feel special with amazing Mary Kay skin care. And, you've got what others want – an amazing opportunity, flexibility and unlimited potential! Now is the **time to take action, connect with others and share the products and the Mary Kay opportunity.**

JUMP ON BOARD

Spark a Chain Reaction! Challenge is perfect to keep us striving for **consistency each month.** Don't miss the earrings offered in July! Make it your goal to **achieve each month.** To me, it's more than a piece of jewelry – it's about accountability, focus and a **tangible reminder of our accomplishments and what we can get when we achieve.**

RESET YOUR WHY

It's important to have a strategy, but just as important is your reason why. I say, **your why should make you cry.** What is it you're working toward? Maybe it's to make enough to work your Mary Kay business full time, or to take your family on a fabulous vacation, or to pay your kids private school. Maybe your why has changed. That's ok! Just **make a plan for how your business can help you achieve.**

MAKE YOUR GAME PLAN

You're in the right mindset, your inner switch is turned all the way to turbo, and you know what you're working toward. Now comes the fun part – it's time to take action. **Develop your activity path for July.** If you like, break it down with a mid-month goal. Mary Kay Ash said, "the way to eat an elephant is one bite at a time!" Determine what you need to do in order to make your goal. For example, if your goal is to earn \$600 for the month, the **Spark a Chain Reaction!** Challenge is where you can play to achieve. Don't forget that when you add new team members, you can get commissions and bonuses from their sales as well. That can be icing on the cake!

Never underestimate the power of your actions to connect you to your dreams! Use this **Success Plan** to help keep you focused and accountable.

MY MARY KAY SEMINAR 2021 SUCCESS PLAN



“What you can do or dream you can. Begin it. Courage has genius, power and magic in it. Only engage your goal and then the mind begins to grow. Begin it and the work will be completed.” — Mary Kay Ash

THIS SEMINAR YEAR, MY DREAM IS TO: _____

I WILL BREAK IT DOWN WITH THESE SPECIFIC ACTIONS:

ACTION 1:

ACTION 2:

ACTION 3:

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

COMPLETION DATE: _____

COMPLETION DATE: _____

COMPLETION DATE: _____

SIGNED: _____

Your Name

Your Power Partner

Summer

As the weather heats up, so can your sales. These Mary Kay Independent Sales Directors share how they make their sales sizzle now.



“C” THE RESULTS!

CARMEN FELIX, INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR, TUCSON, ARIZ.

“My favorite is **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15.*** I sometimes use this amazing complexion corrector in place of my daily moisturizer.

I demonstrate how to apply and then sell the sizzle by letting them know that this product delivers eight benefits in one step. Plus, it’s a great dash-out-the-door product! I often sell two at a time – a lighter shade and darker one, especially as the seasons change. I recommend they blend the shades as skin tones change during the transition of spring to summer and then summer to fall.”

**MARYKAY® CC CREAM SUNSCREEN
BROAD SPECTRUM SPF 15.* \$22**



NO SURPRISE EYES

DAYNA LEMKE, INDEPENDENT SENIOR SALES DIRECTOR, JENKS, OKLA.

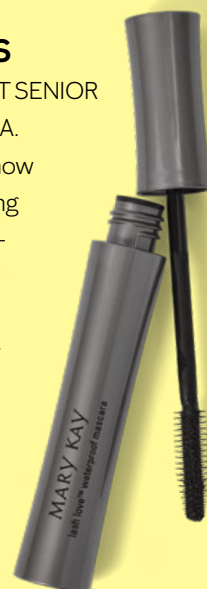
“I love to show my customers how they can keep that eye-catching look – even at the lake or pool – with **Mary Kay® Waterproof Liquid Eyeliner Pen** and

Lash Love® Waterproof Mascara. Then, I share how **Mary Kay® Oil-Free Eye Makeup Remover** is every girl’s must-have as it melts away eye makeup when the day is done.”

**MARYKAY® WATERPROOF LIQUID
EYELINER PEN, \$16**

LASH LOVE® WATERPROOF MASCARA, \$15

MARYKAY® OIL-FREE EYE MAKEUP REMOVER, \$17



Selling



HELLO, HYDRATION!

FAITH GLADDING, INDEPENDENT
EXECUTIVE SENIOR SALES DIRECTOR,
MIRAMAR BEACH, FLA.

"I love the **Mary Kay® Oil-Free Hydrating Gel** so much, and many customers do too! It's suitable for sensitive skin and is a great choice for anyone who needs extra

moisture. It's a must-have! I like to use it on my face after a day in the sun. It's so refreshing, it's not greasy, and it's quickly absorbed, leaving my face feeling soothed and calm. Who doesn't want that?"

MARYKAY® OIL-FREE HYDRATING GEL, \$32



**ROSE RODRIGUEZ-
CAPONE**, INDEPENDENT
FUTURE EXECUTIVE
SENIOR SALES DIRECTOR,
PLAQUEMINE, LA.

"I love ALL **Mary Kay®** products but one of my summer favorites is

the **Special-Edition† Mary Kay® Sun Care After-Sun Replenishing Gel**. It leaves skin feeling cooled, refreshed and hydrated. It's a must-have for many!"

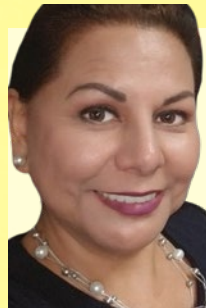
**SPECIAL-EDITION† MARYKAY® SUN CARE
AFTER-SUN REPLENISHING GEL, \$15**



MARY KAY FOR THE WIN!

MAGGIE PEREYRA, INDEPENDENT SENIOR SALES
DIRECTOR, EDINBURG, TEXAS

Every day, it becomes more essential to have an **online presence**. We play a **digital Lotería game** (like Bingo) where my unit members each invite a customer to play. If your customer wins, that team member will send a **Mary Kay®** product to her. My unit started with eight customer players and the last time we had 55! Customers love it and often buy other products to be added with their prize!



PRIMED FOR SALES

MAGGIE PEREYRA,
INDEPENDENT SENIOR
SALES DIRECTOR,
EDINBURG, TEXAS

"My customers love
**Mary Kay® Foundation
Primer Sunscreen Broad**

Spectrum SPF 15.* It helps protect skin and really helps makeup look better and last longer. If you're a new Independent Beauty Consultant, start with family and friends and say, 'I just started my Mary Kay business, and I'm looking for some support. Can I count on you? Let me treat you to a free facial! It will be a chance for me to practice, and you can give me your feedback so I can improve my skills.'"

**MARYKAY® FOUNDATION PRIMER SUNSCREEN
BROAD SPECTRUM SPF 15,* \$20**



†Available while supplies last
All prices are suggested retail.
*Over-the-counter drug product

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

WANT MORE SUMMER SELLING IDEAS? ON **MARYKAYINTOUCH®** PRODUCTS > **PRODUCT CENTRAL**.

Celebrated SKIN CARE AND COLOR

Our products make headlines, from beauty editors' top picks to coveted best-seller lists around the world. Enjoy this selection featured in magazines. Share with your customers how Mary Kay® products are loved everywhere.

Mary Kay in the News Editors and experts love these Mary Kay® products and more!



ESSENCE
March/April 2020



**O, THE OPRAH
MAGAZINE**
March 2020



PREVENTION
February 2020
PEOPLE
August 2019



WOMAN'S DAY
February 2020



**HARPER'S
BAZAAR**
December 2019



**PEOPLE EN
ESPAÑOL**
October 2019



HOLA!
September 2019



**BETTER HOMES
& GARDENS**
June 2019



**GOOD
HOUSEKEEPING**
May 2019



VISIT MARYKAY.COM/MEDIAMENTIONS TO SEE THE MANY BEAUTY AWARDS
MARYKAY® PRODUCTS HAVE EARNED AND TO FIND A SELECTION OF EDITORIAL PLACEMENTS.

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Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Cindy Williams



Sonia Pérez



Lupita Magaña



Stacy James



Dayana Polanco



Pamela Waldrop Shaw



Dawn Dunn

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

Legal Tip: Remember, earnings information should never be shared on your social media pages./Consejo jurídico: Recuerda que la información de ganancias nunca se debe publicar en tus redes sociales.

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

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for April 2020, NSD Area Leadership Development Bonuses, Boost Your Ranking Credit for March 2020, and NSD commissions earned on all foreign countries for March 2020 and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for March 2020.) 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, 2019, through April 30, 2020/En marca Para el Círculo Interior/Diamante /de aLas 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 Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en abril de 2020; gratificaciones por desarrollo de liderazgo para Áreas de DNV, crédito "Impulsa tu clasificación" de marzo 2020 y las comisiones de DNV ganadas en los países extranjeros de marzo 2020; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en marzo de 2020.) 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 2019 al 30 de abril de 2020.

INNER CIRCLE / CÍRCULO INTERIOR \$600,000

Gloria Mayfield Banks
\$530,119

\$450,000

Patricia Turker
\$407,097
Lisa Madson
399,391

\$400,000

Cindy Williams
\$350,094

\$350,000

Sonia Páez
\$323,038
Lupita Magaña
301,713

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$250,000

Stacy James
\$241,541
Dayana Polanco
239,396
Pamela Waldrop Shaw
237,503

\$200,000

Dawn Dunn
\$197,653
Pamela Fortenberry-Slate
195,826
Dacia Wiegandt
195,052
Julia Burnett
193,976
Sandy Valerio
191,474
Julianne Nagle
180,258
Kerry Buskirk
179,308
Davanne Moul
175,328
Mayuli Rolo
173,165
Anita Wood
172,361

GOLD CIRCLE / CÍRCULO DE ORO

\$150,000

Lia Carta
\$165,683
Anabell Rocha
164,599

Lorraine Newton
158,885
Kristin Myers
155,535
Juanita Gudiño
152,553
Somer Fortenberry
151,517
Yosaira Sánchez
150,251
Cindy Fox
149,988
Maricarmen Landa Ramos
144,301
Mary Estupiñan
143,427
Cyndee Gress
141,570
Gloria Báez
136,542
María Monarrez
135,622
Sue Pankow
135,484
Jan Thetford
135,269
Kim McClure
132,835
Monique Balboa
131,734
Valerie Bagnol
129,042
Rebecca Evans
127,868
Lynnea Tate
125,226

\$125,000

Mariana Moreno
\$122,085

Tammy Crayk Smith
121,378
Bianny Ramírez
120,134
Paola Ramírez
118,088
O'Nelly Encarnación
118,018
Kimberly Copeland
116,141
Pam Higgs
115,818
Roxanne McInroe
114,326
Michelle Sudeth
113,062
Shannon Andrews
112,072
Pam Ross
111,564
Janis Z. Trude
111,161
Rosibel Shahín
111,118
Lisa Allison
109,841
Morayma Rosas
109,149
Leah Lauchlan
107,986
Evelinda Díaz
107,192
Diane Mentipty
107,136
Pamela Tull
107,122
Alia Head
105,800
Noelia Jaimes
104,811

Noemi Jaimes
12,977
Mayuli Rolo*
12,734
Pam Higgs
12,057
Carol Lawler
11,061
Kym Walker*
10,050

DIAMOND/DIAMANTE

Lisa Madson*
\$33,909
Pamela Waldrop Shaw**
29,181
Dawn Dunn*
23,094
Julia Burnett*
19,753
Kristin Sharpe
17,676
Lynnea Tate
17,461
Leah Lauchlan
17,015
Roxanne McInroe
15,509
Shannon Andrews*
14,567
Sue Pankow
12,965
Yosaira Sánchez*
12,578
María Monarrez
11,481
Diana Sumpter
11,407
Rebecca Evans*
11,261
Candy Lewis
11,178
Lisa Allison
10,785
Vicki Jo Auth
10,424
Sharon Buck
10,334

RUBY/RUBÍ

Cindy Williams*
\$31,455
Stacy James*
19,072
Juanita Gudiño*
17,172
Lia Carta**
16,300

Kim McClure
16,296
Sandy Valerio*
15,477
Jan Thetford
15,328
Cindy Fox*
13,548
Tammy Valava
11,744
Bea Millsagle
10,783
Lara McKeever
10,669
Crystal Trojanowski
10,411

SAPPHIRE/ZAFIRO

Lorraine Newton*
\$24,903
Lupita Magaña**
19,865
Somer Fortenberry
19,351
Kristin Myers*
18,828
Davanne Moul*
15,150
Pam Fortenberry-Slate*
14,630
Maggie Nevárez*
14,346
Cyndee Gress*
13,363
Mia Mason Porter
12,844
Elaine Kimble Williams
12,258
Patrice Moore Smith
12,178
Diane Mentipty
12,055
Kimberly Copeland
12,010
Dawn Otten-Sweeney
11,851
Elizabeth Sánchez
10,073

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

* Denota DNV Senior

** Denota DNV Ejecutiva

*** Denota DNV Ejecutiva de Élite

MONTHLY COMMISSIONS AND BONUSES

GRATIFICACIONES Y COMISIONES MENSUALES

NSD commissions above \$10,000 earned in April plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts./Comisiones mayores de \$10,000 ganadas en abril además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$76,177
Patricia Turker**
18,866
Pamela Tull
17,767
Caterina Harris Earl
17,606
Sonia Páez**
17,526
Dacia Wiegandt*
16,558
Jill Davis
16,304

Dayana Polanco*

16,028
Kerry Buskirk*
15,476
Julianne Nagle*
15,336
Crisette Ellis
14,549
Anita Wood*
14,519
Tammy Crayk Smith
13,692
Monique Balboa
13,643

TENACITY AND PERSEVERANCE
ARE ESSENTIAL QUALITIES FOR
SUCCESS IN BUSINESS./ LA
TENACIDAD Y LA PERSEVERANCIA
SON CUALIDADES ESENCIALES
PARA EL ÉXITO EN LOS NEGOCIOS.

Mary Kay

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

MARY KAY ANGELS

ÁNGELES MARY KAY



These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in April 2020./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 2020.

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

EMERALD/ESMERALDA Michelle L. Calbert, <i>G. Mayfield Banks Area</i>	\$84,954
DIAMOND/DIAMANTE Sherrie C. Purvis, <i>L. Tate Area</i>	\$96,547
RUBY/RUBÍ Donna Clark-Driscoll, <i>Mary Kay National Area</i>	\$105,685
SAPPHIRE/ZAFIRO Keita Powell, <i>Mary Kay National Area</i>	\$81,679

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

EMERALD/ESMERALDA Tracy A. Clymer, <i>C. Bill Area</i>	\$14,705
DIAMOND/DIAMANTE Lisa A. Raupp, <i>Mary Kay National Area</i>	\$21,553
RUBY/RUBÍ Heather C. Feiring, <i>Mary Kay National Area</i>	\$13,012
SAPPHIRE/ZAFIRO Angela P. LaFrance, <i>Mary Kay National Area</i>	\$13,000

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

EMERALD/ESMERALDA Connie L. Grinols, <i>T. Czarzasty Unit, Mary Kay National Area</i>	\$13,571
DIAMOND/DIAMANTE Svetlana Gazon, <i>N. Travilina Unit, Mary Kay National Area</i>	\$13,958
RUBY/RUBÍ John K. Bui, <i>B. Millsagle Unit, B. Millsagle Area</i>	\$16,236
SAPPHIRE/ZAFIRO Editha T. DeGuzman, <i>T. Gasperson Unit, Mary Kay National Area</i>	\$13,607

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

EMERALD/ESMERALDA Sales Director Dominga Acasio Guzman, <i>G. Rodriguez-Oriola Area</i>	18 New Team Members
DIAMOND/DIAMANTE Michala L. Stocker, <i>S. Smith Unit, Mary Kay National Area</i>	12 New Team Members
RUBY/RUBÍ Sales Director Teresa F. Stewart, <i>Mary Kay National Area</i>	10 New Team Members
SAPPHIRE/ZAFIRO Sales Director Paige Moore, <i>M. Fox Area</i>	16 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for April 2020./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en abril de 2020.

New Unit Members/Nuevas integrantes de unidad

EMERALD/ESMERALDA		Carmen Trinidad Guzman	23	Coty Maldonado	38	Jenny Siemonsma	21	Missouri H. Simmons	30
Michelle L. Calbert	52	Brendaliz Cajigas	22	Taylor A. McKnight	36	Kayla A. Holliday-Lamar	20	Keita Powell	29
Cristina Y. Baez-Perez		Cheryl L. Melendez Javier	22	Sherrie C. Purvis	31	Tanya L. Satcher	20	Beth T. May	27
De Mateo	46	Ebun Osaze	22	Chelsea C. Adkins	30			Daisy Cuevas	25
LaKeshia M. Chisholm	43	Niokioh Wright-Smith	22	Samantha Ewing	30	RUBY/RUBÍ		Karla M. Reno	25
Latricia M. Henry	39	Katy Goldstein	21	Stephanie A. Mottaz	30	Monica A. Land	52	Gabriele L. Jones	24
Noelia E. Jimenez Gutierrez	34	Stephanie Piccini	21	Hannah M. Payne	29	Mary Ruth Love	50	Herendira Garcia	22
Patrece D. Johnson	34	Ginger D. Rockett	21	Karime Rosas	29	Pamela D. Cox	22	Paige Moore	22
Kijuana R. McKinnie	34	MariaJose Torres	21	Rossana E. Nevels	28	Jacqueline Donna	22	Rachel Statile	22
Dominga Acasio Guzman	32	Taneshia A. Bain	20	Carol C. Zuberer	28	Lindsay Zimmerman	22	Leah M. Tripp	22
Tiqkia M. Barrow	28	Gloria Gardner	20	Ciara N. Peyton	26			Kameron Price	21
Theodora W. Bradley	27	Althea A. Lawson	20	Claudia Chavez	24	SAPPHIRE/ZAFIRO		Latricia R. Vango	21
Raquel Portes Almonte	27			Jamie V. Taylor	23	Satarro Purnell	43	Tinia W. Campbell Piard	20
Tavia L. Poulos	27	DIAMOND/DIAMANTE		Valerie Peterson-Kelly	22	Tracey F. Hedrick	32	Jillian Decker	20
Regina M. Clark	26	Leslie Jackson	43	April C. Hutchinson	21	Eno Inoyo	32	Haley Laster	20
Lisa J. Charity	25	Astrid Pagan	43	Mary Kathryn King	21	Reyna V. Alvarado Rivera	30		
Lindsay E. Freisthler	25	Shelly M. Smith	40	Emily Langr	21	Christina N. Newsome	30		

13% CLUB

CLUB DEL 13%

April/Abril de 2020

The top 25 independent sales force members in the **Ruby** 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 integrantes del cuerpo de ventas independientes en el área **Rubi** 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.

RUBY/RUBÍ

Kenia K. Acosta*	\$1,936	Elizabeth A. Kramer*	1,347	Monique N. McIntyre*	1,214	Wendy L. Masterson*	1,145
Mary Ruth Love*	1,656	Heather A. Daniel-Kent*	1,337	Jackie M. Craver*	1,212	Traci N. Van Zandt*	1,124
Randi S. Gleason*	1,607	Teresa F. Stewart*	1,299	Bridgette R. Conley*	1,190	Pamela D. Cox*	1,116
Laura D. Dyess*	1,494	Jaime M. Bittner*	1,278	Michelle L. Sanders*	1,187	Julie Smith*	1,114
Stephanie L. Coker*	1,436	Jennifer L. Albertini*	1,261	Maria Bautista*	1,182		
Kelly-Wesley L. Cooper*	1,398	Jacqueline N. Alford*	1,237	Rachel P. Kellogg*	1,180		
Patti A. Harris*	1,379	Maricruz Flores*	1,236	Cynthia L. Frazier*	1,178		

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

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

RUBY / RUBÍ

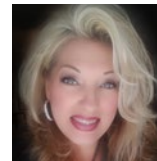
NEW DEBUTS

DEBUTS

February/Febrero de 2020

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".

Not pictured:/Sin foto: *Ismelda Yamileth Arriola*, Wilmington, CA, M. Diaz de Leon Unit; *Angelina Ayon*, Long Beach, CA, V. Alcaraz Unit; *Mirna E. Barahona*, Union, NJ, M. Valverde Morales Unit; *Xochitl Buckovecz*, Bakersfield, CA, M. Mejia Unit; *Katie C. Harris*, Topeka, KS, J. Strunk Unit; *Maria E. Jimenez*, Los Angeles, G. Moreno Medrano Unit; *Isabel V. Lopez*, Rancho Cucamonga, CA, C. Lopez Unit; *Felicia N. Mbah*, Houston, C. Ojukwu Unit; *Ana B. Meza*, Cicero, IL, L. Spadlowski Unit; *Ma T. Quinones Nava*, Bellflower, CA, M. Malpica Unit; *Blanca E. Robles*, Rio Linda, CA, K. McClinton Unit; *Linda Torres*, Mount Pleasant, TX, S. Farias Unit; *Rosalba Villegas de Barron*, Buena Park, CA, M. Rico De Jacinto Unit; *Christine Zelinsky*, Rockaway, NJ, M. Sanders Unit.



Robin E. Roberts
Pensacola, FL
M. Green Unit



DEAN'S LIST

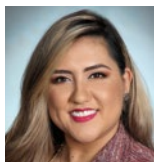
LISTA DEL DECANO



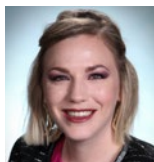
April/Abril de 2019

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: *Madalynn J. Wade*, Kalamazoo, MI, Mary Kay National Area, Sapphire Seminar.



Ana E. Rodriguez
Oklahoma City
M. Monarrez Area
Diamond Seminar



Kenzie D. Eilers
Bryan, TX
Mary Kay
National Area
Emerald Seminar



Congratulations!

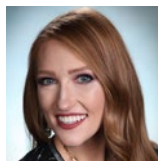
TRIPLE CROWN

TRIPLE CORONA



April/Abril de 2019

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.



Sarah V. Madsen
Grand Junction, CO
Mary Kay National Area



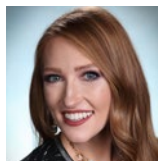
¡Felicitaciones!

HONORS SOCIETY

SOCIEDAD DE HONOR

April/Abril de 2019

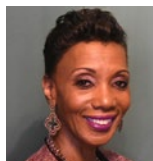
Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y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



Sarah V. Madsen
Grand Junction, CO
Mary Kay
National Area



Leanne Walls
Lewisburg, TN
Mary Kay
National Area



Renee M. Wilson
Englewood, NJ
Mary Kay
National 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*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. / Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

FABULOUS 50s
FABULOSOS 50

October/Octubre de 2019

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

Not pictured:/Sin foto: Concepcion Solis, Escondido, CA, Mary Kay National Area.



Jennifer Stuart
Omaha, NE
N. Osborn Area



Elizabeth K. Toupin
Lexington, KY
Mary Kay National 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 de 2020

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.

Isabel V. Lopez

FIRST TIME RED JACKETS
SACOS ROJOS PRIMERIZOS

April/Abril de 2020

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.



Adia Achtzehn
Capri N. Anderson
Arcelia Barraza
Mde Los Angeles Barrera
Emma J. Bartlett
Amelia Bishop
Rose B. Bittner
Sandy K. Brown
Amber N. Burcham
Claudia I. Camargo
Marilyn Chappelle
Susan M. Cholach
Leatrice Coleman
Marsha Collier
Diana G. Diaz
Araceli Dominguez
Heather Durham
Nora A. Estupinan
Thaise N. Farmer
Melodie Fritsch

Nancy Gass
Carmen M. Gillot
Justina R. Gooden
Alyson Grissom
Evonne Harris
Chelsea Heckman
Maria O. Hernandez
Alba Herrera Machuca D
Samantha M. Hiett
DeAnna L. Jeffers
Jessica S. Johnson
Krystal S. Johnson
Wendy Jones
Elizabeth R. Kurrle
Susan Lafferty
Ninetthe A. Lee
Jona L. Lopez
Sandra Lopez
Debbie D. Lovelady
Marilu Macedo

Red Jackets, cont.

Sonia N. Matos
Simona V. Muniz
Evelyn Munoz
Maria R. Napoles
Amanda M. Ogden
Nidia P. Ortiz
Amanda R. Parra
Jamie Paulk
Kari A. Pizer
Maria C. Razo
Crystal Reagan
Jordon R. Reznicek
Johanna Rodriguez
Bianka E. Rodriguez Pichardo

Leticia S. Manuel
Eileen M. Saltzgeber
Kaitlynn A. Schill
Diosmairi Tavarez Rodriguez
Karey L. Thompson
Penelope Toscano
Adis R. Veliz
Sonia Virelas
Beth A. Waite
Heather L. Walter
Vanessa T. White
Lorena D. Wright
Rachel Yasunaga

GRAND ACHIEVERS
GRAN GANADORAS

April qualifiers/Calificadas en abril de 2020

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 *Advance* en *Mary Kay InTouch*.

SALES DIRECTORS/
DIRECTORAS DE VENTAS

Donna Comstock*
Jennifer Conger
Cleudis Gayle
Isabel V. Lopez
Silvia Plascencia

*Denotes March qualifier.
*Denota que calificó en marzo.

CONSULTANTS/
CONSULTORAS

Maria I. Irizarry
Ana Santos

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

Mary Kay

GOLD MEDALS
MEDALLAS DE ORO

April/Abril de 2020

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

235 GOLD MEDALS Silvia Sanchez*	5	42 GOLD MEDALS Angela P. Brannon*	6
119 GOLD MEDALS Esther Amador*	6	38 GOLD MEDALS Maria Hernandez*	5
		Rebeca Rodriguez*	6
111 GOLD MEDALS Ma Bertha Reyes-Tapia*	6	36 GOLD MEDALS Teka-Ann Haynes*	5
		Socorro M. Infante*	5
104 GOLD MEDALS Beatrice Alghali*	6	35 GOLD MEDALS Lupita G. Ramirez*	5
93 GOLD MEDALS Rachel Mega*	9	28 GOLD MEDALS Teresa F. Stewart*	10
79 GOLD MEDALS Juanita Berumen*	8	26 GOLD MEDALS Maria E. Valverde Morales*	5
67 GOLD MEDALS Vanessa R. Upkins*	7	21 GOLD MEDALS Chelsi Adkins Wrtatchford*	5
66 GOLD MEDALS Pamela D. Cox*	5	Priscilla A. Vargas*	8
57 GOLD MEDALS Eusebia Bonilla*	6	20 GOLD MEDALS Maria P. Silva*	5
		Maria E. Garfias*	5
50 GOLD MEDALS Laurie T. Plyler*	5	18 GOLD MEDALS Andrea D. Evans-Dixon*	5
		Yaneth A. Jaco*	5
49 GOLD MEDALS Isidora Camargo*	8	17 GOLD MEDALS Fidelia Avila*	5
		Cynthia L. Frazier*	7
47 GOLD MEDALS Faye Shaw Jenkins*	5	16 GOLD MEDALS Lisa L. Bradley*	6
46 GOLD MEDALS Cecilia Solorio*	6	15 GOLD MEDALS Elsa G. Duarte*	5
45 GOLD MEDALS Magdalena Diaz de Leon*	8	Leonor Montanez*	5
44 GOLD MEDALS Heather A. Daniel-Kent*	5	14 GOLD MEDALS Rachelle L. Neal*	8

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

12 GOLD MEDALS

Mary Ruth Love*
Allyson M. Steinberg*

11 GOLD MEDALS

Lucia Cerrito*
Wendy L. Masterson*

10 GOLD MEDALS

Stephanie Milazzo*

9 GOLD MEDALS

Elizabeth A. Viola*

8 GOLD MEDALS

Maribeth H. Singer*

7 GOLD MEDALS

Nyamusi K. Igambi*
Michelle Mauldin,
D. Meixsell Unit

6 GOLD MEDALS

Ranita W. Dement,
G. Benedict Unit
Julia Grandy*
Vanessa Warren*

5 GOLD MEDALS

8 Palia A. Curry*
7 Laura A. Gonzales*
Korrin L. Salas*

4 GOLD MEDALS

6 Jessica N. Allen*
Sandra M. Rios*
Christina Velazquez*

3 GOLD MEDALS

Connie J. Bush*
Gail L. Costello*
Katie C. Harris*
Kayla H. Love, M. Love Unit
Yajaira Toro,
D. LaMendola Unit

2 GOLD MEDALS

5 Katherine F. Adamou,
C. Shears Unit
Wendolyn Anderson*
Kailey Boyd,
L. Zimmerman Unit
5 Isabell Freeman-Elliott*
6 Micaela C. Helterbride,
C. Helterbride Unit 10

Karlene A. Lyn*
Juana Martinez*
Andrenette Moore,
R. Derrah Unit
Silvia Plascencia*
Tanya A. Robinson,
T. Elvin Unit
Rosa Rodriguez,
J. Gutierrez Unit
Whitney M. Singhas,
L. Zimmerman Unit

1 GOLD MEDAL

Julie A. Beltz,
M. Durrer Unit
Amber N. Burcham,
M. Love Unit
Leatrice Coleman,
L. Dyess Unit
Marsha Collier,
M. Land Unit
Jasmine R. DoPadre,
M. Durrer Unit
Jessica E. Glanz,
L. Woodis Unit
Giseleanette
Gonzalez Colon,
E. Bonilla Unit

6 Evonne Harris,
S. Nelson Unit 5
7 Jaden H. Kimbrell,
A. Burrows Unit 5
6 Lindsay E. Lutton* 5
6 Elyse B. Lyons,
M. Robinson Unit 7
6 Marilu Macedo,
N. Tovar-
Hernandez Unit 6
5 Tabitha Morrow,
M. Land Unit 5
Megan L. Paz,
T. Van Zandt Unit 6
6 Jeanna Phillips,
C. Garth Unit 5
5 Leticia S. Manuel,
J. Donna Unit 7
7 Aleah C. Van Leuven,
N. Shoup Unit 5
5 Parker Wehking,
A. Plourde Unit 8
8 *Denotes Independent
Sales Director.
5 *Denota Directora de
Ventas Independiente.
5

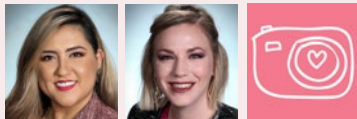
MEET YOUR NSDS CONOCE A TUS DNVs

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?

Calling all Independent Sales Directors

We need your photo for recognition in *Applause** magazine!
What we need:

- Color headshot — **no selfies please.**
- Solid background.
- Business attire (preferably Independent Sales Director suit).
- Minimum 300 dpi resolution.

Examples:

Please email your photo as an attachment to photos@mkcorp.com and be sure to include your **unit/Consultant number** and indicate if it's your first photo or a replacement.

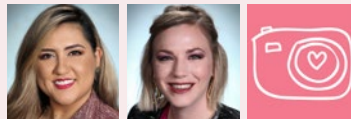
IMPORTANT: If your photo was taken at a Company event, it will be sent to Mary Kay by the photographer. In that case, no action is needed from you. If your photo was not taken at a Company-sponsored event, your photographer must send an email to photos@mkcorp.com, granting usage permission. **We cannot publish your photo without permission.**

They can add *I confirm that I, [NAME OF PHOTOGRAPHER], am the original photographer of the attached headshot of [NAME OF IBC] ("Image") and the sole and rightful owner of all rights, including the copyright, in the Image. I hereby grant Mary Kay Inc. the royalty-free, perpetual, worldwide, transferable right to use and reproduce the Image without limitation for [INSERT PURPOSE] purpose [OR use "any and all purposes, including advertising and publicity without time, use or other limitations"]*.

Un llamado Directoras de Ventas Independientes

¡Requerimos tu foto para fines de reconocimientos en la revista *Applausos*!
Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfis**
- Fondo sólido un de solo color.
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Resolución mínima de 300 dpi.

Ejemplos:

Envíanos por email tu foto como un adjunto a photos@mkcorp.com y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

IMPORTANTE: Si te tomaron tu foto de Directora de Ventas en un evento de la Compañía, el fotógrafo la enviará directamente a Mary Kay. No se requiere ninguna acción adicional de tu parte. Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a photos@mkcorp.com donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: “Confirmo que yo, [NOMBRE DEL FOTÓGRAFO], soy el fotógrafo original de la imagen adjunta de [NOMBRE DE LA CBI] (“imagen”) y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (copyright) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación para el propósito de [INSERTAR PROPÓSITO] [o bien, usa: “Cualquiera y todos los propósitos, incluidos los de publicidad y anuncios, sin limitaciones de tiempo, uso ni ninguna otra limitación”].

If just **one** more woman today discovers how great she really is, it will be a **great** day./Si tan solo **una** mujer más descubriera hoy lo grandiosa que es, sería un **gran** día.

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

COMMISSION CIRCLE
CÍRCULO DE COMISIONES

April/Abril de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2020. Names in **bold** print earned the maximum 23 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 2020. Los nombres en **negrillas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA			RUBY/RUBÍ			MILAGRO/ESMERALDA			JODI L. FELLER				
Michelle L. Calbert	\$12,859		Christina L. Frantz	8,072		Donna Clark-Driscoll	\$14,354		Tracey L. Chavez	5,946		Amy J. Bowman	7,655
Denise Peterson	11,270		Carol C. Zuberer	7,986		Mary Ruth Love	13,038		Amy Kittrell	5,918		Christine M. Jessee	7,651
Audrey L. Detesco-Nickell	10,775		Astrid Pagan	7,920		Heather A. Daniel-Kent	11,501		Tshanna C. Diggan	5,886		Lafreda D. Williams	7,636
Ebun Osaze	10,293		Linsey D. Christenson	7,805		Kenia K. Acosta	10,602		Debbie A. Elbrecht	5,883		Jennifer J. McNulty	7,535
Lindsay E. Freisthler	10,228		Donna F. Knotts	7,709		Kali DeBlander Brigham	10,452		Amia Hernandez	5,869		Devin Gole	7,530
Stacey Craft	10,104		Deanna L. Manning	7,660		Kelley L. Valerio	10,435		Mary Marx	5,761		Katherine L. Longley	7,315
Stacy D. Foust	10,099		Kathleen Koclanes	7,639		Stephanie B. Silver	9,323		Nia Putnam	5,722		Katie D. Nichols	7,310
Richelle V. Barnes	10,079		Angela J. Fry	7,622		Valerie Durrer	9,307		Breanna N. Goodwin	5,696		Marni M. Hendricks	7,259
Patrece D. Johnson	10,012		Emily Franks	7,590		Marye A. Lucio-Polk	9,230		Krystal D. Downey-Shada	5,677		Hannah L. Brown	7,250
Tracy Fischer	9,792		April C. Hutchinson	7,588		Randi S. Gleason	9,197		Heather J. McKinney	5,668		Larinda J. King	7,235
Melinda M. Balling	9,716		Beverly Taylor	7,579		Monica A. Land	9,124		Michelle L. Sanders	5,658		Missy M. O'Neal	7,230
Amber L. Towne-Geehan	9,613		Susan M. McCoy	7,533		Laura V. Middleton	8,955		Jacqueline N. Alford	5,654		Leslie A. Hall	7,046
Jennifer L. Besecker	9,563		Monique Vallair	7,515		Jaime M. Bittner	8,827		September A. James	5,611		Nancy W. Pettaway	7,019
Kijuana R. McKinnie	9,459		Claudia Chavez	7,514		Carmen J. Felix	8,505		Lisa Hansen	5,597		Cheri L. Taylor	7,001
Brendaliz Cajigas	9,412		Constance Nugent Miller	7,488		Elizabeth K. Toupin	8,504		Judie Roman	5,595		Adrienne D. Hollifield	6,955
Laticia M. Henry	9,358		Priscilla McPheeters	7,427		Lauren N. Bloomer	8,473		Sheryl J. Arena	5,562		Jani Tjelle	6,952
Deanna L. Spillman	9,070		Kayla A. Holliday-Lamar	7,370		Paula M. Kirkpatrick	8,423		Lisa V. Bauer	5,560		Laurieann Barclay	6,823
Jill Drehmer	8,955		Ciara N. Peyton	7,246		Cynthia L. Frazier	8,356		Angela P. Brannon	5,558		Leah P. Cade	6,773
Katy Goldstein	8,730		Hannah M. Payne	7,196		Jeanie K. Navrkal	8,316		Laura A. Kattenbraker	5,552		Amy R. Sigler	6,769
LaKeshia M. Chisholm	8,666		Blythe J. Egbert	7,149		Bridgette R. Conley	8,160		Cathy Burrell	5,519		Maria Claxton-Taylor	6,761
Maggie Rader	8,549		Elizabeth Fernandez	7,133		Suzanne Moeller	8,147		Rose Campbell	5,505		Charisse Burton	6,745
Tavia L. Poulos	8,494		Julie Schlundt	7,121		Laura D. Dyess	8,084		Barbara Baty	5,465		Jaci J. Baccus	6,704
Karen E. Riddle	8,449		Gerri Anne Morris	7,080		Stephanie L. Coker	7,901		Gale H. Dennison	5,447		Shirley Jenkins	6,690
Jennifer A. Enloe	8,238		Terri Lewis	7,039		Pamela J. Sparks	7,860		Kaela L. Steinman	5,440		Julia M. Stern	6,656
Dulce M. Nunez	8,223		Robin L. Sailer	7,030		Pamela D. Cox	7,784		Madalena Diaz de Leon	5,437		Suzanne Tripp-Black	6,613
Kathy Eckhardt	8,141		Nadine Bowers	6,985		Thessy N. Nwachukwu	7,693		Laurie T. Plyler	5,400		Kerri L. Ross	6,550
Bridgett L. Moore	8,140		Crystal D. Gardner	6,946		Patti Cornell	7,633		Wendy L. Masterson	5,391		Rheanonda R. Johnson	6,535
Deirdre L. Eschauzier	7,969		Mileta K. Kinser	6,895		Jordan Twilley	7,619		Irlene Zapalac	5,362		Julie Neal	6,493
Christine D. Barrueco	7,854		Rita M. Krause	6,893		Kelly-Wesley L. Cooper	7,530		Becky Goshorn	5,361		Nocona L. Koenig	6,413
Leanne Parrino-Pheasant	7,785		Heather M. Julson	6,850		Tamarie M. Bradford	7,448		Laura C. Asseff	5,361		Taylor Moore-Fehring	6,411
Shannon M. Palko	7,736		Marsha Morrisette	6,811		Maricruz Flores	7,349		Amy J. Spence	5,346		Lesley Speas	6,386
Emily Stone	7,735		Stephanie A. Richter	6,751		Brenda Fenner	7,300		Alice R. George	5,339		Rachel Statile	6,368
Brittani M. Jenks	7,730		Joy H. Rentz	6,683		Elizabeth A. Elder	7,250					Stephanie L. Lenard	6,335
Janice B. Hull	7,714		Deborah Dudas	6,654		Jennifer L. Albertini	7,235		SAPPHIRE/ZAFIRO				
Cindy Anderson	7,713		Shelley Olson	6,640		Teresa F. Stewart	7,205		Brooke E. Bennett-Young	\$13,693		Maria De Jesus Vargas	6,332
Lisa J. Charity	7,575		Corrina M. Langworthy	6,616		Lisa Anne Harmon	7,177		Keita Powell	12,626		Rachel E. Naylor	6,325
Ashley N. Clinesmith	7,563		Natalia Travilina	6,547		Rachael M. Bullock	7,173		Tracey F. Hedrick	10,792		Autumn R. Heble Britton	6,311
Tiqkha M. Barrow	7,536		Cheryl A. Riead	6,514		Heather C. Feiring	7,112		Jordan Eicher	10,336		JoAnn M. Allen	6,270
Lizi M. Gregory	7,464		Lisa A. Raupp	6,488		Sherry L. Zimmerman	7,087		Christina N. Newsome	10,169		Judi Tapella	6,155
Hollie R. Sherrick	7,413		Melissa Mays	6,356		Lindsay L. Martin	7,041		Julie B. Sapp	10,086		Dolores Keller	6,128
Theodora W. Bradley	7,408		Nancy M. Polish	6,318		Monique N. McIntyre	7,037		Tracy Potter	10,074		Kimberly M. Perkins	6,114
Nikki H. Edgemon	7,374		Lacey L. Bradford	6,284		Julie B. Potts	6,873		Cynthia S. Sheppa	9,910		Hilda M. Magana	6,108
Carrie Bloink	7,261		Amber R. Nichols	6,269		Lisa Olivares	6,864		Beth T. May	9,831		Lynn Baer Roberts	6,108
Nancy Boucher	7,254		Grace N. Lemke	6,241		Susan Moore	6,859		Michele M. Armes	9,768		Debbie P. Roberts	6,085
Nicole L. McDaniel	7,232		Shelly Palen	6,221		Ryan A. Rives	6,790		Karla M. Reno	9,674		Kesia Webb Dailey	6,036
Diane M. Detesco	7,198		Leslie Jackson	6,211		Julie Smith	6,688		Carmen B. Jones	9,396		Linda A. Holmquist	6,034
Tammy West-Murrian	7,195		Stacy Rozwadowski	6,180		Karen Paluga-Larson	6,649		Amy J. Burris	9,252		Tehrie Ned	6,031
Amanda Swindle	7,135		Joan M. Farrell	6,163		Amy Stokes	6,612		Gabriele L. Jones	9,058		Robyn S. Cartmill	5,997
Michele S. Rankin	7,112		Lisa A. Stengel	6,154		MinDee M. Sommerla	6,565		Marita W. Campbell	9,058		Marie E. Vlamincik	5,996
Ginny B. O'Kain	7,106		Emily Sims	6,046		Linda Sigle	6,537		Linda Meier	8,977		Jerlene Vrana	5,970
Shauna L. Abbotts	7,051		Amanda N. Wright	6,018		Barbara Pleet	6,528		Linne' Lane	8,920		Brenda Ashlock	5,961
Denise M. Guthrie	7,044		Sandy Griffith	5,998		Marjorie A. Reyes Iainez	6,504		Vicki Piccirilli	8,904		Randi Stevens	5,901
Katie Hayes	7,015		Anne Geertsen	5,921		Stacy M. Lauritzen	6,402		Debbie A. Weld	8,838		Jennifer G. Bouse	5,778
Menina M. Givens	6,893		Donna K. Smith	5,919		Chelsi Adkins	6,370		Lady Ruth Brown	8,799		Haley Laster	5,770
Misty D. Guyre	6,831		Sylvia L. Martinez	5,900		Wratchford	6,369		Jefferra H. Imwalle	8,441		Beth H. Williamson	5,755
Leslie M. McKinney-Smith	6,762		LaChelle M. Seleski	5,853		Mary A. Dell	6,369		Tommi Pleasure	8,437		Delia Ponce	5,746
Amy M. Alber	6,731		Kim A. Messmer	5,845		Rachel P. Kellogg	6,358		Leah M. Tripp	8,360		Jeanette E. Beichle	5,727
Lucia Fernandez	6,711		Lindsay R. Stewart	5,838		Jenn Kirkham	6,314		Jeanette M. Thompson	8,250		Cycelia D. Matthews	5,721
Elsi Coto	6,698		Hillary L. Puthoff	5,834		Stacey P. Nelson	6,308		Satarro Purnell	8,223		Tracy Grodsky-Dunn	5,710
Tasha M. Miller	6,586		Cindy S. Kriner	5,804		Diane K. Lundgren	6,291		Casie Hembree	8,200		Eleanor E. Gwyn-Jones	5,657
Kim I. Bessey	6,580		Sabra A. Adkins	5,804		Amy C. Schule	6,262		Jennifer K. Guidry	8,133		Sylvia Boggs	5,617
Sally Moreno	6,543		Cassy Goff-Martin	5,780		Cleta Colson-Eyre	6,177		Ashley R. Dornbos	8,075		Tonya Brown Jones	5,566
Kimbi L. Bartik	6,523		Jolinn Andriese	5,750		Jeannette Curren-Cochran	6,168		Jessica N. Schultz	8,049		Diane Covington	5,548
Regina M. Clark	6,461		Nita A. Godwin	5,718		Melinda E. Nash-Bell	6,166		Pam Garner Moore	7,966		MacKenzie N. Wickett	5,510
Sheri Farrar-Meyer	6,371		Sara K. Turco	5,708		Maria Bautista	6,079		Moleda G. Dailey	7,767		Janie L. Lawrence	5,497
			Linda Kieper	5,704		Elvia Cordova	6,029		Samantha J. Cortez	7,761		Tina W. Campbell Piard	5,491
			Terri J. Beckstead	5,694		Traci N. Van Zandt	5,999		Joycelyn B. Westbrooks	7,756		Chris Burnside-Traynor	5,484
			Rachel L. Ryan	5,693		Patti A. Harris	5,992						

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarían.

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.



DIAMOND

La Rue Barnard

Independent Sales Director

Began Mary Kay Business

December 1995

Sales Director Debut

August 1999

National Sales Director

Mary Kay National Area

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

Personal Lives in Canyon, Texas. Husband, Stan; son, Bryce

“I am motivated to help others because of the way that my life has been transformed. I want to pass on Mary Kay's philosophy of what we send into the lives of others will come back into our own. When we all choose to live that way, then we can paint the world pink.”

Independent Beauty Consultant Ethel Westmoreland of Amarillo, Texas, says,

“La Rue is one of the most thoughtful, caring, compassionate person you'll ever meet. She puts aside her own feelings and the circumstances of her own life. She loves the Lord and she always operates her life by the Golden Rule.”



RUBY

Melinda Nash-Bell

Independent Future Executive

Senior Sales Director

Began Mary Kay Business

August 1996

Sales Director Debut

October 1997

Offspring

four first-line

National Sales Director

Cecilia James

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

Personal Lives in Gainesville, Ga. Husband, Stacey; son, Ashton; daughter, Stasha

“I am motivated to help others because nothing brings me greater joy than serving. This joy comes from appreciation for what our founder Mary Kay Ash exemplified. I humbly recognize that many have assisted me along this journey by pouring into me and in turn I want to give back.”

Independent Senior Sales Director Bryunah Gossett of Stevenson Ranch, Calif., says,

“Melinda is a Go-Give leader. She has mentored me and countless others with no financial gain. She takes the initiative to reach out and offer support and kind words. Her big smile and big heart are always ready to cheer us on.”



SAPPHIRE

Neisha Torres

Independent Sales Director

Began Mary Kay Business

January 2016

Sales Director Debut

August 2017

National Sales Director

Mary Kay National Area

Honors Star Consultant; Circle of Achievement

Personal Lives in West Haven, Conn. Husband, Johny; son, Jenzyoniell

“I am motivated to help others because I am passionate about seeing the transformation and the security that they take in their lives. And some of the most important phrases are the philosophy of Mary Kay God, Family and career.

Independent Beauty Consultant Elsie Encarnacion of West Haven, Conn., says, “Neisha is a very strong, independent young woman. She always finds a way to help everyone she meets in need. She likes to help and pray for others and is always encouraging everyone to reach for the stars.”



EMERALD

Vanessa Guzmán Guerrero

Independent Senior Sales Director

Began Mary Kay Business

September 2013

Sales Director Debut

March 2015

Offspring

one first-line

National Sales Director

Marilyn Marte-De Melo

Honors Star Consultant; two-times Sales Director Queen's Court of Personal Sales; two-times Court of Sharing; two-times Circle of Achievement; Triple Star Achievement

Personal Lives in Santo Domingo, DR. Sons: Noah, Nathan; daughters: Daniella, Ema

“I am motivated to help others because with small gestures we can make big changes in the lives of other women. I've learned that alone I can get there quickly; but with others I can go farther.”

Independent Beauty Consultant Ana Fernandez Evangelista of Santa Domingo, DR., says,

“Because she is a Director worthy of imitation — she leads by example, willing, encouraging, unconditional support, she believes in her consultants, she is successful, she inspires!”

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

One Woman Can[®]

DRIVEN TO GROW



Most people who start a Mary Kay business do so because they've fallen in love with the products and then realize there's a great opportunity to earn income. For Kimberly George, it was the business opportunity that first got her attention. But as the Commanding Officer of Navy Recruiting in Atlanta, and a wife and mother of three (ages 22, 10 and 2), how did she have time to start a Mary Kay business and become an Independent Sales Director? Her drive to grow.

The first time Kimberly tried *Mary Kay*[®] products was when she received her Starter Kit. "A friend who was on a Navy ship with me had started her Mary Kay business," says Kimberly. "She was working on her **Pearls of Sharing** and I was one of her three. I wanted to help my friend and I really liked the idea of potentially earning extra money. When I talked to **Independent Future Executive Senior Sales Director Lindsey Christenson** during a sharing call, I was really excited to learn that I could earn the use of a Mary Kay

Career Car. That's when I fell in love with the business opportunity and started my business in June 2012."

Kimberly immediately fell in love with the products. "Once I tried the products in my Starter Kit, I was really sold. And now I have so many favorites: *TimeWise Miracle Set 3D*[®], *Clear Proof*[®] Deep-Cleansing Charcoal Mask, *TimeWise*[®] Firming Eye Cream, *Satin Hands*[®], *Satin Lips*[®] and a lot more!" Kimberly often shares her product love by demonstrating her favorites on her social media business channels.

One month after starting her business, Kimberly made the trip to Dallas for Seminar. "Seminar planted the dream in my heart to be an Independent Sales Director by the next Seminar, which was Mary Kay's 50th anniversary. And I did it – I debuted in June 2013!"

WHERE THERE'S A WILL...

Kimberly has figured out how to make Mary Kay work for her life and schedule. "My goal is a **Power Start** or more each month. I hold three parties on Saturdays and two on Sundays. During the week, I follow up with last weekend's attendees to get bookings for the upcoming weekend and to coach my hostesses.

I work and build my business from referrals, and bookings from bookings. I grow my personal team sharing the opportunity at every single appointment and following up with everyone. Even if they're not interested in the Mary Kay opportunity, I send them a link to my four-minute Mary Kay story video to watch if they'd like to. I coach my unit to use Mary Kay resources like the **Bring Your Besties Starter Kit Discount**."

“I hold three parties on Saturdays and two on Sundays. During the week, I follow up with last weekend’s attendees to get bookings for the upcoming weekend and to coach my hostesses.”



FROM IN-PERSON TO ONLINE

In March, when COVID-19 caused stay-at-home orders across the U.S., Kimberly made a pivot. “We all went online. I started doing **Facebook Live** parties, including unit parties where we invite guests. Taking advantage of social media is playing a huge role as well. I’m posting more consistently and showing the products more. I love doing quick videos



using Facebook and Instagram. I use the *myCustomers+*™ App all the time to look up a customer’s last order, to get their address or even to look up information on a product.”

A FAMILY AFFAIR

Kimberly’s family is all-in on her Mary Kay business. My husband is my office assistant, so he has no choice but to love my Mary Kay business! My 22-year-old daughter also is supportive, and my 10-year-old son is when I’m working for something that’s going to benefit him! He helps

by labeling products and stocking them on the shelf. He also makes my goody bags. My 2-year-old loves taking the products out of the boxes and putting the packing peanuts all over the floor. More importantly for him, he’s happy when I’m home.”

Kimberly notes the differences and similarities in her two careers. “I’ve been in the Navy for 18 years which is a male-dominated world unlike Mary Kay. Both are a volunteer force and you can go far and move up if you’re willing to work for it. In both worlds, people don’t care how much you know until they know how much you care. In the military, I tell people what to do and there are consequences if they don’t. In Mary Kay, I’ve grown so much in my confidence and as a leader, and I’ve learned to soften my approach and really coach others. I’ve learned that we can guide others, but then it’s up to them to grow.”

Let's Connect!

Stay close even if you're far away!
Take a deep dive into these resources to help.



SOCIAL MEDIA

You know its ability to help you reach your customers, but here's some stats for proof. **Seven out of 10 Americans use social media**, and they spend a little more than **two hours a day** scrolling their feeds. What's more, **40 percent** use it to **find out about new brands or products**.

With **more than 2 billion globally on Facebook**, it's the No. 1 social media platform, so it's a great place to start. You can use the Messenger feature to send private messages and build relationships. Facebook private events lets you organize virtual gatherings with your customers.

MARY KAY INTOUCH® RESOURCES

- **DIGITAL BUSINESS BASICS.** Everything you need from how-to videos to **virtual party tips** and booking scripts. *Under Education tab.*
- **MY MARY KAY FACEBOOK GROUP.** This is the place for you to **motivate, educate and celebrate one another**. And **it's only for Mary Kay Independent Beauty Consultants!** facebook.com/groups/mymarykayofficial
- **MARY KAY SOCIAL MEDIA GUIDELINES.** Got a question on the difference between **a business vs. personal page?** Want to know more on posting dos and don'ts? Check out **Unlocking Your Social Media Success.** *Resources > Digital Zone > Social Media Guidelines.*



SPREAD THE LOVE.

"I love social media because it allows me to connect with friends, family and my customers. I can promote what I do, what my Mary Kay business gives me and why I love Mary Kay! Something that works well for me is to post on my social media business pages and ask who's interested in a MK facial kit. I get their name, address and skin type. I keep

SOCIAL MEDIA PLAYBOOK

This handy resource gives you play-by-play ideas for social posts, photos and prompts for effective captions. And it's updated regularly with fresh ideas to help you sell. **Resources > Digital Zone > Social Media Playbook.**



it simple and include my business card and an instruction card. Once they receive the kit, I follow up to get their feedback. I usually find out they tried the products because they tag me with a photo on social media! I close the sale and either hand deliver or ship right away with a handwritten thank you note. We can't forget those personal touches!"

— YELITZA MENDOZA, INDEPENDENT
SALES DIRECTOR, RANCHO SANTA MARGARITA, CALIF.

CUSTOMER DELIVERY SERVICE

Ship orders generated from your *Mary Kay*® Personal Web Site or a sales ticket directly to your customers. Just be active+ and have a ProPay account to take advantage of this convenient resource!

Your monthly wholesale Section 1 product order totals accumulate during each month. That means you can place multiple CDS orders throughout the month to reach your minimum order requirements and remain active. You also can fulfill CDS orders through *myCustomers*™ and the *myCustomers+*™ App. And, you can **select free product samples to add to each CDS order**. It's a great reason to follow-up!

MARY KAY® PERSONAL WEB SITE

What's great is it offers a **professional and customized site for your customers to shop 24/7. Imagine waking up to sales!** Your photo and profile are front and center along with details on the products. Mary Kay updates your site each quarter with beautiful branded images, so **it has a fresh new look for every season.**

The cost is just \$30 a year for Independent Beauty Consultants, and Independent Sales Directors get for free. It's a good idea to also get a ProPay account so customer orders can be processed and submitted through your site.

MARY KAY INTOUCH® RESOURCES

- **PERSONAL WEB SITE MANAGER.** When you complete the "create account" process, your website will be created instantly. You'll get a follow-up email with your new *Mary Kay®* Personal Web Site address. **Business Tools.**

A SHOPPER'S DELIGHT!

"It's one of the first things I recommend for new Independent Beauty Consultants. First off, it's professional look gives us an edge with our customers. Especially those who like to shop

PROPAY

With a *Mary Kay®* Personal Web Site, your business can benefit from ProPay. Its payment services help you securely process your customers' credit and debit cards. And, you have access to those funds to place your customers' orders. That could mean NO out-of-pocket cash from you. And it's flexible whether you're working with credit and debit cards online, on the phone or in person. **Ordering > ProPay.**



online. I love that we have options to offer samples and ship products we may not have in stock. I still have customers who found me using the Consultant Locator 19 years ago! I'll email the free *Beaut-e-News™* email newsletter with the latest products, for others I haven't heard from in a while. It includes a link back to my web site to shop. It's still exciting to get a ping on my computer alerting me to orders!"

— **BILLIE GILLESPIE**, INDEPENDENT
SALES DIRECTOR, KELLER, TEXAS

MARY KAY INTOUCH® RESOURCES

- **FULFILLMENT OPTIONS.** Delivering products to customers quickly and conveniently makes good business sense! And while you always can fulfill customer orders with inventory on hand, you have three other options designed to save time, speed up delivery, help find new customers and build customer loyalty. **Ordering > Order Fulfillment Options.**



EASY PEASY

"I still believe in inventory and on-the-spot delivery, but right now, I'm especially busy doing virtual parties, and, many of these customers don't live by me. With Customer Delivery Service, it's so easy to just click, click, click and their order is on its way. Recently, a customer bought

EZ SHIP

If you're active+ and have a *Mary Kay®* Personal Web Site and ProPay you can elect to have orders automatically shipped to your customers who choose "ship to my address" as their delivery preference. You provide approval and set preferences in advance. **Ordering > Order Fulfillment Options.**



around \$400 of product that I sent to her via CDS. Later she tagged me in a post saying, 'My at-home spa has arrived.' She had this beautiful product display in the *Mary Kay®* branded box. I was so proud."

— **NOCONA KOENIG**, INDEPENDENT
SENIOR SALES DIRECTOR, NEW BRAUNFELS, TEXAS

SHARE THE Spark!

A great way to spark a chain reaction? Share the **Mary Kay opportunity**, and start building a team. We asked these Independent Sales Directors their secrets to success.



KEEP IT SIMPLE

TAYLOR MCKNIGHT, INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR, PROCTORVILLE, OHIO

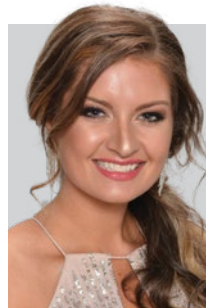
Q: WHAT'S YOUR STRATEGY FOR SHARING THE MARY KAY OPPORTUNITY?

A. I keep it simple. Teams of teams is easy when you focus on helping

new Independent Beauty Consultants pass this opportunity on! I share the earning potential with the **Great Start Program** along with how she can build her team through the **Bring Your Besties Starter Kit Discount**. When she signs her Independent Beauty Consultant Agreement, I make sure she understands all the benefits and how these programs can help her achieve more and win!

Q: DO YOU TEACH NEW UNIT MEMBERS TO SHARE THE OPPORTUNITY RIGHT AWAY?

A. Yes! With **Bring Your Besties Starter Kit Discount**, she can offer her first three team members a discount on their Starter Kits during her **Great Start** time frame. This can give her confidence because she is excited that she has something really special to offer, and it also gives her a sense of urgency. When she gets her first team member, she is so excited. Her enthusiasm catches like wildfire, as Mary Kay Ash said!



FOCUS ON RED!

MEGAN WILKES, INDEPENDENT SENIOR SALES DIRECTOR, FOREST, VA.

Q: WHY IS BUILDING RED JACKETS IMPORTANT?

A. It opens the door to more earning potential to achieve even bigger dreams. Team-building is

the new normal in my unit. I review the Mary Kay career path with new Independent Beauty Consultants and how she can add more income potential through commissions and bonuses by building her own team.

Q: WHAT IS YOUR BEST TIP FOR BUILDING RED JACKETS?

A. Stay focused and celebrate all wins, both big and small, with your team member. She can get her family and friends in on her goals so they can celebrate with her and help keep her accountable. Enthusiasm is contagious!



Team-Building Resources

Ready to grow? These programs are designed to reward you as you build your team.

GREAT START PROGRAM

- New Independent Beauty Consultants can get the most profit in their pockets when they place their first orders and start sharing the beauty with family and friends right away. They can **earn free product bonus bundles with orders** and new *Great Start*-qualified* team members!
- They'll get even more great resources when they download the *Mary Kay Great Start App*®. It's free on any app store.



BRING YOUR BESTIES STARTER KIT DISCOUNT

As a new Independent Beauty Consultant from March 1, 2019, through June 30, 2021, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start* time frame can receive a \$25 discount* on their Starter Kits.

\$100 RED JACKET BONUS

- All first-time red jacket achievers will receive a one-time \$100 Red Jacket Bonus.

RED JACKET TEAM-BUILDING BONUS

- Earn \$100 for every *first-time* Red Jacket who joins your personal team.

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

†The Bring Your Besties discount only applies to the full-priced \$100 Starter Kit. It does not apply to any other Starter Kit, limited-time offer or otherwise, or any other business startup cost, process or program.

This gorgeous red jacket is one of three new styles available when you add three or more personal team members.



star consultant program

MARY KAY
June 16 to Sept. 15, 2020 - QTR. 1

START STRONG

A new Seminar Year + a new Star Consultant quarter = so many ways to win!

How it works: Place a **minimum of \$1,800** in wholesale Section 1 cumulative orders in a Star Consultant Quarter.

TIP! Earning the **Spark a Chain Reaction! Challenge** each month during the Star Consultant quarter can get you to Star Consultant status.

SOME PRIZES!

**ruby
2400**



Nostalgia Retro 6-Can Personal Cooling and Heating Refrigerator

**emerald
3600**

UGG Bliss Sherpa Throw and Pillow Set in Quartz

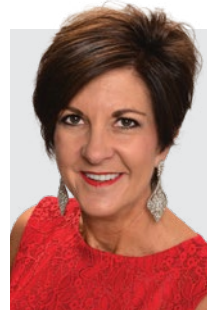


**pearl
9600**
Dyson V8 Absolute Vacuum Cleaner



THE REWARDS

- Your choice of Star Consultant prizes.
- Early ordering for new products.
- Leads from marykay.com when you have a *Mary Kay*® Personal Web Site.
- Priority registration for *Mary Kay*® events plus badge bling.
- A bustling business.



GOAL FOR IT!

DEBBIE ELBRECHT, INDEPENDENT SENIOR SALES DIRECTOR, EDWARDSVILLE, ILL.

"The Star Consultant Program gives you a track to run on and helps build consistency in your business. Breaking down the goal into monthly and

weekly sales keeps it exciting and can give you wins along the way. One of my unit members uses sticky notes each week with a weekly sales goal, then she subtracts every sale during the week to keep on track. Tracking is great way to help you achieve any goal.

Every prize I've earned is even better than the picture in the catalog. What makes me proud is consistently accomplishing each goal and knowing that the Star Consultant Program was very dear to Mary Kay Ash's heart."

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FOR ALL PRIZES AND DETAILS VISIT [MARYKAYINTOUCH®](#) > CONTESTS/PROMOTIONS > [STAR CONSULTANT Q1](#).



ALL-STAR STAR CONSULTANT PROGRAM

June 16, 2020, – June 15, 2021

Achieve Star Consultant status **all four quarters** and receive one of these **Ted Baker London** prizes! Your prize is determined by your total year-end program credits. You must attend Seminar 2021 to receive an All-Star prize.

LEVEL	POINTS	PRIZE
Sapphire	7,200-9,599	Leather Wristlet, Hot Pink
Ruby	9,600-11,999	Transparent Shopper, Bright Pink
Diamond	12,000-14,399	Hammered Ring Clutch/Crossbody, White
Emerald	14,400-19,199	Hot Pink Bobble Wallet
Pearl	19,200+	Hammered Top Ring Bucket Tote, White

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