

DECEMBER 2006

MARY KAY®

Enriching Women's Lives™

Applause®

Surprise and Delight

Create Gift Sets
for Impulse Sales
This Holiday

Your Customers
Could Win
in the *After-
Thanksgiving*
Sweepstakes



get it free

WITH YOUR ORDER

NOV. 16 – DEC. 15, 2006



TimeWise® Cellu-Shape™ Contouring System

Suggested Use: Be among the first to preview this fabulous new product that will be available on the Dec. 16 Consultant order form! Seven out of 10 women had less visible cellulite and lost up to ½ inch on each thigh as seen by a board-certified dermatologist in a 12-week clinical study at an independent laboratory. Its powerful mix of ingredients, including botanicals, levels out lumps and bumps and leaves skin feeling perfectly hydrated all day. And there's no need for any heavy-duty rubbing – just gently massage into skin. Read the details of this wonderful new product on the Product Knowledge Web site on LearnMK® from the Mary Kay InTouch® home page. Receive this BizBuilders bonus with a \$400 or greater wholesale Section 1 order.



TimeWise® Age-Fighting Eye Cream

Suggested Use: You can help your customers look and feel youthful with the powerhouse skin care™ of TimeWise® Age-Fighting Eye Cream. It's a luxurious, lightweight cream that minimizes the appearance of fine lines and wrinkles around the eyes. Plus it hydrates for up to 10 hours. Receive this BizBuilders bonus, in addition to the TimeWise® Cellu-Shape™ Contouring System, with a \$600 or greater wholesale Section 1 order.



MK Signature™ Just Glossy™ Set

Suggested Use: Be among the first to perfect your pout with these three mini MK Signature™ NouriShine™ Lip Glosses in the Winter 2006 gift with purchase, the Just Glossy™ Set. The new formula offers maximum comfort with maximum shine. Get a preview of this feel-good gift with purchase, in addition to the bonus mentioned above, starting with an \$800 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer whether they travel or not. This BizBuilders bonus, an addition to the bonuses above, starts with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 19.



The Heart of the Season

You have the power to make the season meaningful through all you have to offer customers, from the fun and fantastic *After-Thanksgiving* sweepstakes to practical and pretty gift sets that meet their most urgent holiday shopping needs. Of course, the greatest gift you might offer during this time is the Mary Kay opportunity. The *Heart of Gold* Team-Building Challenge winners did just that, and those who won our Seminar makeovers will share just how special sharing can be!



◀ page 12

Beautiful Inside and Out

The *Heart of Gold* Team-Building Challenge makeover winners tell what makes sharing the Mary Kay opportunity meaningful for them. Find out what moves them to "pass it on!"



◀ page 2

Offer Personalized Service

Whatever the beauty need, you can create a gift set for it! Help customers mix and match regular-line products so that they can give the perfect gift. Dressing it up with ribbons and bows will make it even more special!



◀ page 6

Create Excitement

Help customers make the most of their time online! They'll be excited to learn how they can win by entering the *After-Thanksgiving* sweepstakes at your Mary Kay® Personal Web Site.



Holiday Gift Guide

This year, you've got



My Guy Set

Mary Kay® Moisturizing Shave
Cream
Tribute® for Men Spray Cologne
\$33

Here Comes the Bride Set

TimeWise®
Microdermabrasion Set
includes:
Step 1: Refine
Step 2: Replenish
Intense Moisturizing Cream
(dry skin)
OR
Oil-Free Hydrating Gel
(normal to oily skin)
\$85





Bronze and Beautiful Set

MK Signature™ Bronze Highlighting Powder
 Foundation Compact (empty)
 Round Powder Brush
\$29



Eye Delights Set

TimeWise® Firming Eye Cream
 Indulge™ Soothing Eye Gel
 MK Signature™ Ultimate Mascara™, Black
 Oil-Free Eye Makeup Remover
\$74

something for everyone!



More Than Affection Set

Affection™ Eau de Parfum
 MK Signature™ Lip Liner, Red
 MK Signature™ Creme Lipstick, Red Salsa
 MK Signature™ Lip Gloss, Beach Bronze
\$86

Stocking Stuffers

Mary Kay offers a beautiful selection of stocking stuffers for \$20 or less! Mix and match favorites to suit recipients' tastes.

- MK Signature™ Lip Liner, **\$10**
- MK Signature™ Creme Lipstick, **\$13**
- MK Signature™ Lip Gloss, **\$13**
- Indulge™ Soothing Eye Gel, **\$15**
- Satin Lips® Set (Mask and Balm), **\$18**
- MK Signature™ Ultimate Mascara™, **\$15**
 OR MK Signature™ Lash Lengthening Mascara™, **\$10**
 OR MK Signature™ Waterproof Mascara, **\$10**
- Private Spa Collection™ Mint Bliss™ Energizing Lotion for Feet & Legs, **\$10**

Gift sets include Mary Kay® skin care and color cosmetics products. Other items are for merchandising ideas only.



Take Extra Care Set

Indulge™ Soothing Eye Gel
Oil-Free Hydrating Gel
(normal to oily skin)
OR
Intense Moisturizing Cream
(dry skin)
\$45

Happily Ever After Set

MK Signature™ Eye Color,
Copper Beach
MK Signature™ Eye Color,
Hazelnut
MK Signature™ Eye Color,
Lucky Penny
MK Signature™ Eyeliner,
Bronze
MK Signature™ Cheek Color,
Bronze Sands
MK Signature™ Lip Liner,
Neutral

MK Signature™ Creme Lipstick,
Apricot Glaze
MK Signature™ Lip Gloss,
Cream & Sugar
MK Signature™ Waterproof
Mascara, Black
Custom Compact (empty)
Cheek Color Brush
Dual-End Eye Applicator
\$106



Peaches and Cream Smoothie Set

Private Spa Collection™
Satin Hands® Satin
Smoothie™ Hand Scrub
\$15



Coffee and Cream Set

Private Spa Collection™ Satin Hands®
Hand Cream
\$8



Miracle Set Plus

TimeWise® Even Complexion Essence

Miracle Set includes:

- TimeWise® 3-In-1 Cleanser
- TimeWise® Age-Fighting Moisturizer
- TimeWise® Day Solution Sunscreen SPF 25*
- TimeWise® Night Solution
- Foundation of choice

from \$139

*Over-the-counter drug product

Gift of Glow Set

TimeWise® Microdermabrasion Set
includes:

- Step 1: Refine
- Step 2: Replenish

Private Spa Collection™ Satin Hands®

Pampering Set includes:

- Satin Hands® Satin Smoothie™
Hand Scrub
- Satin Hands® Hand Cream
- Extra Emollient Night Cream

\$85



let's talk about...

WHY CUSTOMER EXPECTATIONS ARE A GREAT BUSINESS ASSET

Most successful Independent Beauty Consultants would agree that customer service is at the heart of their businesses. "Customers may seem demanding at times, but that means they're interested in you and the products and services you have to offer," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** "In fact, marketing experts agree that customers who expect more are likely to remain loyal as long as their needs are met. Consider that good news because with those high expectations comes the opportunity to develop the kind of customer loyalty that will not only build your business today but sustain it over the years to come."

So what are some of the ways you can keep your customers happy? "It's really not that complicated," says Dr. Barker. "Don't wait for them to contact you – call them first. If they leave a message, make it a priority to call them back. And when they place an order, fill it quickly, which means having enough inventory on hand. If a customer has to call you more than once, or wait too long for her product, chances are she'll get impatient. By following these simple principles, you can show your customers that you're really in the 'people' business, just like Mary Kay was fond of saying."

Also remember that customers today expect you to know about the products you sell. "Don't be intimidated by that," suggests Dr. Barker. "Try every product yourself so you can speak from first-hand experience. Read *Applause*® magazine every month and then save it for reference. And if you don't happen to know the answer to a product question, tell your customer that you'll get back to her and then *do it quickly*. There are a number of resources where you can find product information, including the Mary Kay InTouch® Web site and your Mary Kay® Personal Web Site."

A final thought from Dr. Barker: "As a Mary Kay Beauty Consultant, you're part of a long-standing tradition of providing excellent customer service. When you live up to your customers' expectations, they'll be more likely to refer you to their friends and family members. In today's competitive marketplace, positive word-of-mouth can be an important factor in your success."



The *After-Thanksgiving*

How to Make It **Work** for You

Customers have **DAILY** chances to:
WIN \$1,000 in Holiday **CASH!**
WIN Holiday **Gift SETS!**
SHOP for Great **GIFTS!**

Customers Can Click to Win

What a great opportunity you have to generate online enthusiasm with the *After-Thanksgiving* sweepstakes. Customers can go to your Mary Kay® Personal Web Site or www.marykay.com to enter. Each day they will have a chance to win \$1,000 in cash. Every day there will be 10 winners of limited-edition Private Spa Collection™ gift sets.

Sweepstakes

Nov. 24-30 • 7 DAYS ONLY!

You can spread the word to give your business a boost!

Customers visit your Mary Kay® Personal Web Site to win and find great holiday gift ideas to make someone's life more beautiful. You can capitalize on the greater awareness of the public about the Mary Kay® brand thanks to the ad campaign and stay open for business 24/7 through a Personal Web Site With Shopping. If you don't already have one, consider signing up today! You'll likely want to hand out your business cards, complete with your Mary Kay® Personal Web Site address, at every available opportunity. How exciting it could be to warm chatter potential customers with the news that they could enter to win at your Personal Web Site!



Follow up on the Preferred Customer Program mailer. A quick phone call will do the trick! By now, enrolled customers will have begun to receive the mailer, and it could be hanging on the door to their computer rooms as a reminder!



Send an MKeCard®. You can remind customers to participate by sending them a free MKeCard® specially designed to promote this exciting online event or by mentioning it at skin care classes, open houses and when you warm chatter new customers.



Encourage customers to sign up for the *Beaut-e News*™ e-newsletter. This is a simple and effective way to let them know about all the Mary Kay® products, tips and trends. This issue also promotes the sweepstakes!

NO PURCHASE NECESSARY TO ENTER OR WIN. A PRODUCT PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING.

Open to legal residents of the 50 United States and the District of Columbia who are the legal age of majority. Void where prohibited. For complete Official Rules, odds, limitations and to enter daily during a Daily Entry Period (12:00:01 a.m. Central time - 11:59:59 p.m. Central time) go to www.marykay.com or your Independent Beauty Consultant's Mary Kay® Personal Web Site. Grand Prize (7): \$1,000 (paid by check). Daily First Prize (70): Mary Kay® Holiday Gift Set. ARV: \$32 each. Begins 11/24/06 and ends 11/30/06. Limit one prize per person. Independent Beauty Consultants and their immediate family members and household are not eligible to participate.



Holiday Selling: The Time Is Now!

Stay up to date on the ad campaign!

In key December magazines, on newsstands in November, we will launch the beautiful, updated Mary Kay® *Fall in Love* customer brochure to consumers right in the magazines with our two-page ad! More than 17 million brochures will be distributed from these selected magazines. Adapted for magazine use, the easily removable brochure features a first-class Affection™ promotion, complete with a fragrance sampler on the back cover. You can send your own customers this fabulous new brochure through open enrollment in the Preferred Customer Program. It's also available to new Independent Beauty Consultants through First Steps and will be available on the Dec. 16 Consultant order form. (Please note that an Affection™ sampler is not included with their versions.)

Here's what you need to know to make the most of the holiday shopping season.



Notice what's new with *The Look!*

Beginning with the Winter 2006 issue of *The Look*, the issue date will no longer be printed on the front cover, so you can feel comfortable sharing it throughout the quarter. Now *The Look* will always appear current, up to date and oh-so WOW!

Enroll your customers in the *Renew You* Month 2 mailer!

Enroll customers by Dec. 15!

You're in luck. There's still time to enroll your customers to receive the *Renew You* mailer that begins mailing in mid-January. The brochure promotes TimeWise® products formulated to rejuvenate your customer's skin from head to toe. It's a great way for you to keep up the momentum of holiday selling! Just be sure to sign up by Dec. 15.

Host a Class, Help a Cause

Through the fall/holiday hostess program, your hostesses can receive this luxe pink wrap. For each one you give away, a contribution will be made to the Mary Kay Ash Charitable Foundation. Talk about a gift that will warm your hostesses' hearts! Now hosting a skin care class can not only be fun but meaningful as well. It's a winning combination all the way around: girl time, free gift, great cause!

Pretty and practical, the soft viscose wrap comes in a floral-print bag (the third gift in the fabulous floral-print collection). The wrap measures in at a generous 30 inches by 80 inches. It can be offered free to hostesses with \$200 in total sales and one booking.

The Mary Kay Ash Charitable Foundation was created in 1996 by Mary Kay Ash. This nonprofit foundation proudly supports research dedicated to finding cures for cancers that affect women and programs committed to ending domestic violence.



Promote your wish list service!

Remember, once your customers create a gift list on your Mary Kay® Personal Web Site, their friends, family and you can get the inside scoop. All they need to do is forward the list. Why not clue in family members with a quick phone call or note, letting them know you've taken the guesswork out of last-minute holiday gift-giving?



Independent Future Executive Senior Sales Director Hope Pratt from Valrico, Fla., has been working her Mary Kay business for 25 years. Today, she has about 600 customers in 27 cities. One of the ways she communicates with them all is through the Preferred Customer Program. "It's one of the most beneficial and awesome things you can do!" she says.

Finish With a Flourish

“Don't ever let the negatives of life control you. **Rise above them.** Use them as your stepping stones to go **higher than you ever dreamed possible.**

Place your eyes on your goal and don't move them. ”

– Mary Kay Ash

Have you heard the one about everybody being too busy during the holidays to think about hosting a skin care class or starting a new business? Not true, say these ingenious success

strategists! Discover their secrets for a fabulous business finish to the holidays – and the year!



December is a unique month, so think outside the box! Kirk's suggestions:



Independent National Sales Director Kirk Gillespie

Adjust your thoughts to expect great things in December. Set a clear and exciting goal specifically for that month. Get a vivid picture of success and focus on that vision.

Plan your desired work schedule **well before** the month begins, and as Mary Kay taught, **work that plan.** Use your monthly and weekly plan sheets to prioritize important commitments.

Stock sufficient inventory to help support your goals and make every sale an on-the-spot delivery.



Now that you're almost halfway to Seminar 2007, check out the tips on Page 16!

Consider designating a portion of every dollar you earn from a skin care class or other event to a local shelter, food bank or the Mary Kay Ash Charitable Foundation. Who wouldn't want to be pampered and have great skin while helping those in need, especially during the holidays?

Tap the "guy market." Ask every man you know if he's completed his holiday shopping. Then be prepared for him to laugh! Create the gift options they need. Let them know wrapping is free.

These ideas also have worked well in her area:

- **Holiday coffees** are small, intimate gatherings that don't require much time to arrange. Romance the event as a fun time for the neighbors to get together. Choose a theme the hostess is excited about: skin care, boutique, gift ideas, etc. It's all about her!
- **Holiday "girls from the office" parties** get the gals together after work, Mary Kay style! Bring little gifts for everyone and treat them to a pampering end-of-day facial or a fun glamour event, where together you create festive looks for those holiday parties. Guests can even do some of their holiday shopping right there. How convenient!
- **Holiday reunions** bring friends and family members together who don't see each other often during the rest of the year, or college students and their moms.
- **New Year, New You parties** pick up the pace in the post-holiday lull while relatives and friends may still be in town. It's easy to promote a relaxing facial or spa event for women who worked so hard to make the holidays great for their families.



**Independent Elite Executive
Senior Sales Director
Natalie Reed**

If you want a big finish to the year, start early and start organized! Natalie says:

"Mary Kay used to say, 'Many a race is won at the starting gate.' The starting gate for holiday sales is August!

This may surprise you, but in my book, Dec. 1 is too late for an open house because you need time to fill large special orders. Start planning in the late summer or early fall for your open house in November and capture your customers' prime shopping days before another retailer does. I even

buy my Christmas supplies at the end of each year for the following year. For the past 12 years, I've held my holiday open house on the first Friday and Saturday in November.

I sit down and make a list of everything I'll need for holiday business: cello bags, shred and other wrapping material, extra inventory and any "atmosphere" items for the open house and other decor. I plan what I'm going to serve and where I'm going to set each product item. I create my first invitations and place them in my customers' orders.

Natalie's Taste of Success:

"Women lose sales resistance when there's food! At my open houses, I always have several dishes of M&M's®, plus chips and dips, hot cider, coffee and cake, and even sandwiches. The invitation will bring them, but food encourages them to buy. And be sure to remember the potpourri. Keep a wonderful scent simmering in the background to accompany the soft strains of instrumental music. Romance the event!"

My assistant mails the remainder of my invitation postcards. Don't send invitations too early or guests may forget about the event! I begin assembling gift baskets well before the holidays and allow six weeks to fill special orders with limited-edition and regular-line products. Make sure you give women who have other jobs plenty of time to shop with you by setting up private appointments."

**Year-End Team Building:
Kirk's Top Six Persuaders**

Think it's hard to build your team during the holidays? Kirk suggests sharing these tips with potential team members who may not know about year-end pluses:

- Buy a computer, answering machine or camera (for before-and-after pictures) for your business. You may be able to deduct the business portion of the item's cost.

- Look your best at holiday events and help friends, co-workers and acquaintances do the same. Practice color techniques and special holiday looks. They'll love it.
- Practice your skin care class skills on friends and family during the holidays to help complete your Perfect Start and Power Start.

- Promote your Mary Kay® Personal Web Site as a convenient 24/7 shopping stop for last-minute stocking-stuffer and office gift ideas, free gift wrapping and help for husbands!
- Share the great news about your business with people you haven't seen in ages and schedule them for appointments.

- Call friends and family around the country to wish them happy holidays and share the news about your business. Who knows where the conversation might lead!

Perfectly

Pink Head to Toe

Step into their shoes. Share
their shine. Relive the unfor-
gettable moments that 10
star-quality women lived
firsthand at *The Power of
Pink Seminar 2006!*

For 10 *Heart of Gold* Challenge achievers – two from each Seminar – success was never more beautiful. The honor began with an exclusive reception. Then the group was swept away on a whirlwind shopping spree to select a glamorous evening gown, shoes and finishing touches to complete each woman's stunning look. From there they were whisked to a makeover session with a professional makeup artist, where they received a new hairstyle to accessorize their ideal image. The pictures reveal perfection. Their winner's walk across the Seminar stage on Awards Night led them into the limelight for all to see!

Here they share their thoughts on the team-building perspectives that helped put them there ...



Before

Independent Beauty Consultant
Kyla Denbo of Columbia, Tenn.

Emerald Seminar

"Before I started my Mary Kay business, I was a cell phone representative in a mall, so I was used to interacting with people. Now I really have something to say! I talk to women throughout my day, everywhere I go, about how great it is to

be my own boss and set my own hours. I give out my business card to everyone! I ask them if they would like to be a face model or have a complimentary facial. Then I make sure to follow up. The hardest part of following up is picking up the telephone, but that call can lead to bookings and team members and the rewards we're all working toward!"

Independent Senior Sales Director
Dawn Roth of Neenah, Wis.

Diamond Seminar

"When I think of passing on the opportunity, I imagine changing a life for the better, like mine has been changed. That makes it easy to warm chatter with a line such as, 'Has anyone offered you a complimentary Mary Kay makeover?' Once I determine a woman isn't already being served by someone else, I offer my business card, provide free samplers and let her know I'll contact her in a day or two. And I do! At the facial appointment, I share the marketing plan and ask for referrals. From there I focus on building a relationship. That customer may become a team member. You could have a future Career Car driver in your own customer file right now!"



Before



Independent Sales Director
Saroya Powell of Cary, N.C.

Emerald Seminar

"Team building begins the moment your potential new team member meets you, so know your product and always look like a professional Independent Beauty

Consultant. Work on your people skills, even if you think they're already refined. You must become a master at dealing with different personalities and meeting people where they are. Be a great listener. Follow up and work with a sense of urgency. Know that no one person is going to make or break you, so *relax*. And remember, selling leads to team building!"



Before



Independent Beauty Consultant
Gwynn Willis of Ridgecrest, Calif.

Ruby Seminar

"The biggest team-building priority for me? Overcoming objections! That skill is worth the time it takes to learn. Mary Kay Ash taught us to counter objections with the merits of this opportunity. She set the ultimate example for us, and her legacy speaks for itself. My other focus is sounding excited when I talk to people. Even though I work 13-hour days at my full-time job, when I call my customers and potential team members, I make sure my voice sounds strong and upbeat. People feed off our excitement and enthusiasm. It's contagious!"



Before





Before

Independent Senior Sales Director
Nina Ndukwe of Dallas, Ga.

Ruby Seminar

"This opportunity changes lives and transforms women into powerhouses. Share it with *passion!* Seize each moment that presents itself to let women know there is another way out – the 'Mary Kay way.' Always invite guests to every weekly success event and any Mary Kay event in your area so they can see all aspects of the opportunity for themselves. And remember to look sharp. Dress to make an impact!"

Independent Sales Director
Lori Perry of Bakersfield, Calif.

Sapphire Seminar

"This opportunity has drawn me closer to God over the past six years, and I can't help but want to pass on to others the abundant life I've enjoyed. The network of Mary Kay sisters supporting one another, praying for one another, genuinely wanting the best for one another, is a magnet for many women. The message of a sisterhood based on positive relationships that last a lifetime can be an important part of team building."



Before



Independent Sales Director
Deidra Martin of Register, Ga.

Pearl Seminar

"I'm so proud for the privilege of passing on the Mary Kay legacy to others. I love how this opportunity enables anyone who chooses to soar to unlimited heights! Our sisterhood means the world to me, and I love helping other women discover it. Just be sure to see plenty of people in your day. Successful team building is all in the numbers!"



Before

Independent Beauty Consultant
Terah Davis of Colburn, Ind.
(Sales Director-in-Qualification
as of August 2006)

Pearl Seminar

"I take a spiritual approach to my Mary Kay business. I pray for my team members and ask God to bring me women who need the products and the Mary Kay opportunity. Even so, team building was really *hard* for me at first. Learning to break the ice just takes practice. It's easy to build from there, knowing this opportunity is right for everyone. Even a mom like me with three boys at home!"



Before



Before

Independent Sales Director
Maria Elena Piñon of Buena Park, Calif.

Sapphire Seminar

"It's hard today to find companies that adhere to principles as strong as those at Mary Kay. That's important when we share the opportunity. After we explain that a woman can be her own boss, we should stress the Golden Rule and the three priorities on which Mary Kay is founded. We Latinas are deeply connected to our faith and families, so we connect with the Mary Kay message."

Independent Beauty Consultant
Sharilyn Crowley of Aurora, Ill. (Sales
Director-in-Qualification as of August 2006)

Diamond Seminar

"I was a single mom working full time when I started my Mary Kay business. I have a heart for other women like me who are now where I was. I'm an example to them, as well as everyone else I encounter, of the freedom and flexibility this awesome opportunity offers. One single mother I met was working as many as three jobs to make ends meet. It would have been easy to think she wouldn't have time to start a business, but she became my team member and is a blessing I would have missed if I hadn't reached out. Don't prejudge and don't be afraid."



Before



Now, can't you just see yourself as a *Great With 48 Challenge* makeover winner at Seminar 2007? Wouldn't you love to know your consistent performance put you there? Remember the 3+3+3 formula – three skin care classes, \$300 in new business and three team-building appointments each week – and we might be seeing *you* in the Seminar spotlight next year!

You Can Get There From Here!

You're almost halfway through the Seminar year, the holidays are in full swing and sometimes it feels like you're doing a million things all at once to reach your goals. Just remember that progress builds moment by moment, month by month, even when you can't see it. Mary Kay Ash once said at Career Conference, "*Learn to persist*. Successful people take the attitude that there are no failures, just temporary setbacks. If you truly desire something, learn to stand up to any obstacle that may appear."

Could you use some practical ideas for staying *persistent, consistent and insistent* so that what you've dreamed, you can achieve? These tips from independent sales force members may be just the ticket to help you achieve your goals – and to help send your Independent Sales Director to *Be Great!* Leadership Conference 2007 in style as she represents the unit!

- Make time to sit down and quietly **assess your mid-year progress**.
- **Re-evaluate your objectives**. Make them vivid in your mind.
- **Calculate specific next steps** for completing your journey.
- **Refire your passion** by listening to motivational tapes before you leave the house in the morning, as you drive, while you're getting ready for bed at night and between appointments.
- "Arrest" yourself when you realize you're dreaming more than doing. **Get back into action**. Take even a small step and watch the goal momentum start to build again.
- **Talk about your goals** with someone you trust. Cultivate your mentor and let that person know you want her to keep you "honest"!
- **Remember the success formula of 3+3+3**. (That's three skin care classes, \$300 in new business and three team-building appointments each week.)

And once you're there ...

Imagine your persistence has paid off, your reward is at hand and you're just a few feet from the stage at Seminar 2007. Then you realize that your attire falls short. Don't let it happen to you! Please know that in honor of Mary Kay Ash, who always believed that a dress or skirt and appropriate hosiery would project the professional image appropriate for an Independent Beauty Consultant, Mary Kay independent sales force members who wish to participate in onstage recognition at Company-sponsored events should wear a dress or skirt and appropriate hosiery when receiving onstage recognition. Independent sales force members who are not dressed as requested will not be allowed to appear onstage. We appreciate your understanding and cooperation!

Rules to Remember

The last day of the Seminar 2007 contest period is June 30, 2007. Please keep in mind the following rules as you persist toward your personal best!

Queen's Court of Sharing

- Court members must achieve 24 or more qualified* new personal team members during the contest period, July 1, 2006, through June 30, 2007.
- A maximum of 13 new actual team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.
- If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.
- Ranking of the Top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified* new personal team members.
- A qualified* new personal team member who returns product to the Company for repurchase during the contest period resulting in net wholesale Section 1 production below \$600 during the contest period, will not count toward the Queen's Court of Sharing.

Queens' Courts of Personal Sales

- Court members must have a total of \$36,000 or more in personal estimated retail production** received during the contest period July 1, 2006, through June 30, 2007.
- Although the suggested retail value of the orders placed in a calendar month may be higher, only \$13,000 personal estimated retail production** per month will count toward your total contest credit.
- Ranking of the Top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production.**
- Ties will be broken by the amount of wholesale Section 1 orders placed during the Seminar contest period.

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 order(s) are received and accepted by the Company from July 1, 2006, through June 30, 2007. To receive an award, a Beauty Consultant must be in good standing with the Company at the time the award is presented.

**"Estimated retail production" equals estimated retail sales, calculated based on wholesale purchases of Section 1 product and the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost.

Reflections From Mary Kay

“We must carefully guard the image that we have established – and that calls for dealing with honesty and integrity in everything we do. We must remember the principles upon which our Company was founded...”



– Mary Kay Ash

Dates to Remember

NOVEMBER

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

DECEMBER

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

- 31 Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
- Last day to submit online Sales Director-in-Qualification Commitment Form.
- Last day of the month for Beauty Consultants to place online orders (until midnight Central time). Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

Nov. 4: *Winning Is Grand*SM sweepstakes ends; last day for customers to enter at your Mary Kay[®] Personal Web Site or www.marykay.com for a chance to win \$1,000.

Nov. 5: Last day to receive Winter 2006 Preferred Customer Program quarterly enrollment mail orders.

Nov. 11: Veterans Day. Postal holiday.

Nov. 15: Postmark deadline to earn the Month 2 bonus. Last day to enroll online for the Winter 2006 Preferred Customer Program mailing of *The Look* including exclusive samplers (available while supplies last).

Nov. 16: Month 3 bonus begins.

Nov. 20: October Career Car qualifier paperwork due to Company. *Beaut-e-News*TM e-newsletter begins e-mailing to customers.

Nov. 23: Thanksgiving Day. All Company and branch offices closed. Postal holiday.

Nov. 24: Company holiday. All Company and branch offices closed. *After-Thanksgiving* sweepstakes begins.

Nov. 30: *After-Thanksgiving* sweepstakes ends at midnight Central time. *Bee Focused!* Challenge Part I and *Great With 48* Unit-Building Challenge Part I end.

Next Month:

Dec. 1: Virtual gift of the week event begins on Mary Kay[®] Personal Web Sites and www.marykay.com.

Dec. 10: Early ordering of the new Winter 2006 promotional items begins for Independent Beauty Consultants who enrolled in the Preferred Customer Program mailing of *The Look* for Winter 2006.

Dec. 15: Postmark deadline for Quarter 2 Star Consultant quarterly contest and to earn the Month 3 bonus. Early ordering of the new Winter 2006 promotional items begins for all Independent Beauty Consultants. Last day to enroll online for the Winter 2006 Preferred Customer Program mailing of the *Renew You* Month 2 brochure. Last day for customers to take advantage of the Fall/Holiday 2006 gift with purchase. Last day for Independent Sales Directors to register for *Be Great!* Leadership Conference 2007.

Dec. 16: Quarter 3 Star Consultant contest, Winter 2006 promotion and Month 1 bonus begin. *Beaut-e-News*TM e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company.

Dec. 22: Winter 2006 Preferred Customer Program mailing of *The Look* begins. (Allow 7-10 days for delivery.)

Dec. 25: Christmas Day. All Company and branch offices closed. Postal holiday.

Dec. 26: Company holiday. All Company and branch offices closed.

Dec. 31: Virtual gift of the week online event ends.

Our Founder's Funny Bone

Like all of us, Mary Kay Ash was an intriguing blend of many women rolled into one. Smart, down-to-earth, glamorous, visionary.

But did you know she also had an incredible sense of humor? It was legend, even in her own time! And not just among her closest friends. Mary Kay's gift for spontaneous, stage-worthy one-liners repeatedly sent audiences into howls of laughter over the years.



With her love of practical jokes, Mary Kay jumped at the chance to collaborate with **Independent Senior National Sales Director Darlene Berggren** on one of the funniest ever, and the scheme was full of girlfriend playfulness. Mary Kay would attend Darlene's retreat ... *from miles away!*

Long story short? Mary Kay's "double" was a hit, and no one who was there will ever forget it – least of all Darlene and her husband, Denny.

The year was 1994, and Mary Kay had begun to limit her personal appearances. Until then, she typically had her picture taken with each new Cadillac driver. As she began to reduce her schedule, the Company created several life-sized cardboard likenesses showing Mary Kay dressed to the hilt, complete with her fabulous jewelry. These faux Mary Kays stood in for her on some occasions, and that's where the idea for Darlene's surprise was born.

"First, we worked with the Company to obtain one of the stand-up images. Then Denny and I wrote a dialogue between Mary Kay and me for opening night and sent it to Dallas, where Mary Kay recorded her part, including great ad-libs!" recalls Darlene. "Meanwhile, I built expectation in my area by telling everyone there would be a guest at the event they wouldn't want to miss."

On the big night, the lights went down and Darlene whipped out the likeness from under the podium. She stood it up beside her, and when the lights came back up, the audience burst into rousing applause at the sight of "Mary Kay." Darlene held up a microphone as though interviewing her, and the sound system broadcast Mary Kay's voice over the cheers. "You look surprised. What's the matter, haven't you ever heard me speak before?" asked the real Mary Kay drolly. At that, Darlene encouraged everyone to give her an even warmer welcome. After the applause subsided, Mary Kay said, "That was terrific! I was concerned I would appear a little stiff or flat." And the audience broke up again.

Darlene laughs just thinking about Mary Kay's wit. "She added her own brand of hilarity that night with offhand remarks like, 'You know, I'm no dummy.' She also made personalized observations about people we knew in advance would be there. For instance, to **Independent Senior National Sales Director Judie McCoy**, known for her stunning earrings, Mary Kay remarked, 'Judie McCoy, those earrings look great on you!'"

Darlene smiles at the memory of her mentor's ready repertoire of jokes. "Mary Kay's sense of humor made her all the more special," she says fondly. "I think she would want us to remember that she was just as spontaneous and funny with customers as she was with the independent sales force. Mary Kay always said, 'Make 'em laugh and make 'em cry.' Each of us could learn from her example. She had one-on-one 'magic' all the time, even in business. Sometimes 'business' is when you need a sense of humor most of all!"

MK Visa® Can Be Rewarding!

Expand your purchasing options and receive cash back, an online year-end summary and more! See the enclosed application for all the details.

Get Your Product Updates Here!

- **As quantities of our current MK Signature™ Lipstick and Lip Gloss samplers deplete**, they will be replaced in orders with new platinum packaging and lipstick and lip gloss samplers with reinforced backing.
- **Beginning Dec. 16, the TimeWise® Visibly Fit™ Body Lotion sampler** will move to the Section 2 Discontinued Items area of the Consultant order form. There are no plans at this time to discontinue TimeWise® Visibly Fit™ Body Lotion.
- **Acapella® Eau de Toilette** will move to the Section 1 Discontinued Items area on the Dec. 16 Consultant order form.
- **MK Signature™ Nail Color Base Coat and Top Coat** will move to the Discontinued Items area of Section 1 on the Dec. 16 Consultant order form.
- Effective on the Dec. 16 Consultant order form, the **price of the Classic Basic Skin Care program** will be:
 - Gentle Cleansing Cream 1, **\$12**
 - Creamy Cleanser 2, **\$12**
 - Deep Cleanser 3, **\$12**
 - Moisture Rich Mask 1, **\$14**
 - Revitalizing Mask 2, **\$14**
 - Clarifying Mask 3, **\$14**
 - Hydrating Freshener 1, **\$13**
 - Purifying Freshener 2, **\$13**
 - Blemish Control Toner† 3, **\$13**
 - Enriched Moisturizer 1, **\$18**
 - Balancing Moisturizer 2, **\$18**
 - Oil Control Lotion 3, **\$18**

†Over-the-counter drug product

Lead Your Way to Success

Whether you're already on the move or need a boost to jump-start your leadership skills, this *Set the Pace for Success* educational series is just for you! *Set the Pace for Success Vol. II: Leading the Way* is a four-CD set featuring top Independent National Sales Directors Anne Newbury on "Finding the Leader in You," Stacy James on "Building Rapport and Camaraderie," Sherril Steinman on "Good Business Practices" and Linda Toupin on "Team Strength and Stability." Why not order and start advancing your skills today?

Available exclusively on the LearnMK® Media Source, \$10.

Prepare for Success With the Ready, Set, Sell! Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2006, through June 15, 2007. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

BizBuilders Bonuses!

Free products with each qualified order! See these bonuses, quantities and values, available when you place a product order Nov. 16 – Dec. 15.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Cellu-Shape™ Contouring System	\$55
\$1,200 sugg. retail/ \$600 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 1 TimeWise® Age-Fighting Eye Cream	\$81
\$1,600 sugg. retail/ \$800 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 2 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set	\$107
\$2,400 sugg. retail/ \$1,200 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 3 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set	\$133
\$3,600 sugg. retail/ \$1,800 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 3 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set 1 Travel Roll-Up Bag	\$133
\$4,800 sugg. retail/ \$2,400 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 3 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set 2 Travel Roll-Up Bags	\$133
\$6,000 sugg. retail/ \$3,000 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 3 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set 3 Travel Roll-Up Bags	\$133
\$7,200 sugg. retail/ \$3,600 wholesale	1 TimeWise® Cellu-Shape™ Contouring System 3 TimeWise® Age-Fighting Eye Creams 1 MK Signature™ Just Glossy™ Set 4 Travel Roll-Up Bags	\$133

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for *Ready, Set, Sell!* product bonuses (see the *Ready, Set, Sell!* bonus chart above).

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

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

New Online Prize Selections: Twinkle, Twinkle, Little Box

Star Consultant prize selections will "shine online" beginning with Quarter 2 (Sept. 16 – Dec. 15, 2006)! For the initial launch period of the new online prize selection process, in addition to prize notifications being posted on the Mary Kay InTouch® Web site, a paper voucher also will be sent to all Star Consultants. Rewards may be ordered from Dec. 20, 2006, through March 15, 2007.

After the Quarter 2 kickoff, only Star Consultants without a valid e-mail address will be notified by mail. For all other Star Consultants, notifications will be posted on the Mary Kay InTouch® Web site only. Prize selections will be available from the 20th of the month the quarter ends until the 15th of the next month in the next quarter. A rotating, twinkling gift box will grab your attention upon logging on to the Mary Kay InTouch® Web site. Just click on the present under "Action Items" for your prize notification!



Now Mary Kay Independent Beauty Consultants can receive exclusive discounts on T-Mobile® calling plans! For all the hot details, just go to the Mary Kay InTouch® Web site and click on "Exclusive Savings Programs." Or call (877) 677-5501 and refer to promotional code 4499GETMOR.

recognition

Congratulations to the winners for August 2006.

On-Target Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 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, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through August 31, 2006. (This includes NSD commissions earned on all foreign countries through July.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

PEARL



Nan Stroud

DIAMOND



Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Gayle Gaston

EMERALD



Anne Newbury

On-Target for Diamond/Inner Circle	
On-Target for \$1,000,000	
Anne Newbury	\$179,517.54
On-Target for \$750,000	
Barbara Sunden	\$138,207.03
On-Target for \$500,000	
Pat Fortenberry	\$117,567.03
Gayle Gaston	108,972.75
Christine Peterson	90,668.27
Joanne Holman	86,712.34
On-Target for \$325,000	
Carol Anton	\$81,000.83

Karen Piro	80,228.51
Kathy Helou	79,926.76
Nan Stroud	77,649.26
Gloria Mayfield Banks	77,162.29
Jan Harris	69,996.02
Lisa Madson	68,908.18
Dacia Wiegandt	61,897.36
Cheryl Warfield	61,697.59
Lupita Ceballos	61,436.25
Julianne Nagle	60,598.88
Rena Tarbet	59,180.47
Pat Danforth	57,951.21
Karlee Isenhardt	57,751.57
Holly Zick	57,111.08
Jana Cox	55,704.19

Linda McBroom	55,535.79
Rosa Enriquez	55,048.26
Nydia Payan	54,769.21
On-Target for Diamond Circle	
On-Target for \$250,000	
Joan Chadbourne	\$53,779.43
Ronda Burnside	53,664.24
Johnette Shealy	53,106.48
Gloria Castaño	52,481.92
Darlene Berggren	48,221.91
Stacy James	47,438.58
Donna Floberg	47,307.87
Sherry Giancristoforo	46,558.83
Mary Diem	46,545.77

Jeanne Rowland	46,077.04
Patricia Rodriguez-Turker	45,823.49
Kerry Buskirk	45,728.57
Cindy Williams	45,058.15
Sue Kirkpatrick	42,945.33
Doris Jannke	42,905.76
Pamela Waldrop Shaw	42,381.87
Debi Moore	41,731.22
Tammy Crayk	41,283.51
On-Target for \$200,000	
Shirley Oppenheimer	\$40,212.38
Judy Newton	39,742.87
Judie McCoy	39,510.54
Rosa Jackson	39,221.78

Sonia Páez	39,086.06
Kathy Z. Rasmussen	38,680.74
Jackie Swank	38,512.97
Nancy Bonner	38,275.80
SuzAnne Brothers	36,974.60
Joyce Z. Grady	36,447.85
Linda Toupin	36,262.11
Anita Mallory Garrett-Roe	36,117.98
Pam Gruber	35,380.96
Nancy Perry-Miles	35,296.29
Helene Reiners	34,710.98
Wanda Dalby	34,701.65
Sonya LaVay	34,264.26
Margaret Winner	33,543.16
Diane Underwood	33,416.38

Monthly Commissions and Bonuses

Listed are NSD commissions earned in August by Independent National Sales Directors as defined above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

PEARL

Nan Stroud**	\$52,124
Darlene Berggren*	33,240
Jan Harris**	33,172
Cindy A. Williams	31,897
Cheryl Warfield*	31,830
Stacy I. James*	28,953
Pamela Waldrop Shaw	27,272
Jackie Swank*	24,880
Joan B. Chadbourne**	23,548
Nancy Perry-Miles*	21,656
Nancy Bonner*	19,416
Rosa Jackson**	18,392
Lynda Jackson*	18,260
Halina Rygiel	17,214
Maureen S. Ledda*	16,948
Anita Tripp Brewton	16,730
Wadene Claxton-Prince	16,688
Elizabeth Fitzpatrick*	16,307
Bett Vernon	16,129
Lise T. Clark*	15,238
Wilda DeKerlegand*	15,187
Julie Krebsbach	15,119
Shirley M. Oshiro	14,831
Sandy Miller	14,344
Sylvia Kalicak	13,709
Monique Todd Balboa	13,380
Ruth Theodocion	13,237
Anabell Rocha-Pedraza	12,708
Robin Rowland	12,458
Kathy C. Goff-Brummett	12,314
Jane Studrawa	11,766
Linda Kirkbride	11,263
Maureen Myers	10,803
Glinda McGuire	10,683
Pat Campbell	10,349
Barbara Faber	9,602
Kathy Jones	9,501
Beatrice Powell	9,290
Deb Pike	8,970
Gloryann Koester	8,583
Rosalie Ann Medjesky	8,500
Mary Pat Raynor	6,772
Connie Phillips	5,885
Sonja Hunter Mason	5,564
Bettye M. Bridges	5,488

DIAMOND

Barbara Sunden**	\$65,444
Lisa Madson	43,216
Karen Piro**	42,027
Gloria Castaño**	36,231
Patricia Rodriguez-Turker*	31,896
Julianne Nagle*	30,506
Sonia Páez	28,090
Tammy Crayk	27,317
SuzAnne Brothers*	23,417
Linda C. Toupin	23,334
Mary Diem**	22,709
Pam Gruber*	22,511
Holly Zick**	22,422
Diane Underwood	21,847
Dawn A. Dunn	20,567
Anita Mallory Garrett-Roe*	20,331
Joyce Z. Grady	20,047
Judy Newton*	18,663
Kathy Z. Rasmussen**	18,049
Jo Anne Cunningham	17,698
Sandy Valerio	16,266
Linda O. Scott	15,808
Sharon Kingrey	15,525
Sharon Z. Stempson*	15,298
Dalene Harshorn	14,881
Connie A. Kittson	14,401
Diana Sumpster	13,952
Isabel Venegas	11,963
Jo McKean	11,934
Diana Heble	11,840
Charlotte G. Kosena	10,647
Kay Z. Hall	9,136
Betty Gilpatric	8,639
Jan Mazzotti	7,959
Naomi Ruth Easley	7,448
Carol Lawler	6,724
Andrea C. Newman	6,626

RUBY

Pat Fortenberry**	\$77,125
Carol Anton*	44,530
Pat Danforth*	34,574
Karlee Isenhardt**	28,852
Linda McBroom**	26,668
Sue Kirkpatrick*	25,907
Johnette Shealy*	25,139
Shirley Oppenheimer	24,181
Ronnie D'Esposito Klein	20,273
Wanda Dalby**	19,940
Tom A. McElroy	19,179
Margaret Winner**	19,087
Pam Ross*	17,448
Janis Z. Moon	17,286
Rebecca Evans	16,496
Sue Z. McGray	16,333
Pamela A. Fortenberry-Slate*	15,766
Judy Kawiecki	15,622
Joan Watson	15,375
Dianne Velde*	15,181
Kate DeBlander	15,176
Scarlett Walker*	14,550
Lynne G. Holliday	14,318
Michelle L. Sudeth	14,199
Bea Millsagle	13,953
Elizabeth Sapanero	12,715
Amy Dunlap	12,444
Cheryl J. Davidson	12,038
Kirk Gillespie	11,997
Nancy West Junkin*	11,832
Vicky L. Fuseller	11,737
Patricia Lane	11,339
Jessie Hughes Logan*	11,195
Kimberly R. Walker-Roop	10,741
Sharilyn G. Phillips	10,538
Nancy M. Ashley*	10,511
Jean Santin*	10,447
Cindy Towne	10,225
Maria Aceto Pirro	10,105
Phyllis Chang	9,526
Cindy Z. Leone	9,411
Rhonda L. Fraczkowski	8,993
Cyndee Gress	8,289
Margaret M. Bartsch	8,256
Gay Hope Super	7,603
Kelly McCarrroll	7,559
Katie Walley	6,427
Renee D. Hackleman	5,781

SAPPHIRE

Christine Peterson**	\$54,811
Gayle Gaston**	49,069
Lupita Ceballos*	38,438
Rena Tarbet*	37,690
Jana Cox*	31,989
Joanne Holman**	30,080
Rosa Enriquez**	28,959
Judie McCoy*	25,009
Donna Floberg*	23,221
Gloria Baez	21,627
Jo Anne Barnes	21,281
Sonya LaVay*	19,671
Asenath G. Brock*	19,645
Helene Reiners*	19,325
Valerie J. Bagnol*	17,325
Mattie Dozier	16,945
Sherril L. Steinman	15,826
Pam I. Higgs	15,695
LaQueta McCollum	15,481
Alia L. Head	13,654
Shannon C. Andrews*	13,643
Jan L. Thelford	13,559
Martie Sibert*	13,323
Pam Klickna-Powell	13,092
Nancy A. Moser	13,084
Jeanne Curtis	13,066
Mary L. Cane	12,577
Karen Kratochvil	11,867
Maribel Barajas	11,831
Davanne D. Moul	11,331
Vernella Benjamin	11,256
Carol L. Stoops	11,195
Karen B. Ford	10,897
Sharon L. Buck	10,242
Kendra Crist Cross	10,092
Gillian H. Ortega	9,592
Jo Ann Blackmon	9,464
Jill Moore	8,615
Joy L. Breen	8,258
Ann Brown	6,636

EMERALD

Anne Newbury**	\$71,520
Gloria H. Mayfield Banks**	49,881
Kathy S. Helou*	44,011
Ronda Burnside*	34,909
Dacia Wiegandt*	30,443
Nydia Payán*	30,089
Doris Jannke*	29,684
Debi R. Moore*	27,286
Sherry Giancristoforo**	26,253
Consuelo R. Prieto	23,103
Kerry Buskirk*	22,446
Joanne R. Bertalan*	18,133
Lily Orellana	17,972
Jackie LaPrade	16,922
Mona Butters	16,870
Cindy Fox*	16,721
Jamie Gruse-Vrinios	16,685
Miriam Gómez-Rivas	15,937
Yvonne S. Lemmon	15,705
Janet Tade*	14,685
Kay E. Ehrum	14,308
Cathy Bill*	14,177
Brenda Segal*	13,112
Cathy Phillips	13,035
Pamela Tull	12,708
Kathy Rodgers-Smith	12,255
Esther Whiteleather	11,775
Kym A. Walker*	11,657
Shelly Gladstein	11,256
Jo Reynal Rogers	11,048
Regina Hogue	10,206
Sherry A. Alexander	10,177
Judy A. Rohde	10,052
Judy Harmon	9,935
Cristi Ann Millard	9,487
Francie McBeth	9,229
Dawn Otten-Sweeney	8,645
Irene A. Shea	8,502
Crisette M. Ellis	8,070
Carmen Rios	7,783
Joanne Hollingsworth	7,705
Sabrina Goodwin Monday	7,117
Nora L. Shariff*	6,509
Natalie Privette-Jones	5,375
Pamela Cheek	5,259
Phyllis R. Sammons	5,157

* Denotes Senior NSD
** Denotes Executive NSD

meet your NSDs

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

Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their August 2006 estimated unit retail production.

PEARL

Angel B. Toler	\$82,354
Kim L. McClure	78,222
Alma Orrosteieta	74,372
Amie N. Gamboian	74,316
Natalia Travilina	72,071
Shari M. Kirschner	71,720
Allison Lee LaMarr	69,362
Leah G. Nelson	69,050
Cindy Machado	68,636
Jeanie Martin	67,635
Nicole J. Canamare	66,234
Betsy C. Richard	65,964
Lisa Allison	65,331
Lisa Olivares	65,183
Laurie C. Cole	62,943
Dorothy D. Boyd	57,637
Beth H. Piland	56,512
Krista Lynnette Shepard	55,606
Susan M. Hohlman	55,525
Ginger J. Benedict	54,055
Patty Webster	53,478
Kristin Myers	53,226
Tracey L. Chavez	53,084
Barbara L. Bayer-Coulter	52,973
Janice Baxter Hull	52,964
Amy Kitzrell	52,614
Kyla Jean Dodson	51,316
Roya M. Mattis	51,288
Elizabeth B. Muna	49,686
Lori L. Kreh	49,059
Pat Ringnalda	48,571
Harriett Sharpe	48,067
Alicia Borkowska	47,829
Ruthie Bresette-Mount	47,808
Keita Powell	47,721
Kathryn L. Engstrom	47,345
Linda G. Livingston	47,305
Holly L. Ennis	47,156
Kathy Eckhardt	46,989
Heather Marie Erbe	46,973
Amy Dawn Adams	46,469
Alicia Morales	46,305
Abigail Rose Hyde	46,145
Debbie P. Grant	45,808
Barbara E. Anderson	45,287
Donna M. Josellis	45,023
Lynette Sorrentino	44,802
Charlene Grubbs	44,665
Nadine Bowers	43,536
Rebecca Milligan	43,468
Amber Rene Nichols	43,280
Kym Blake Parsons	42,557
Tammy A. Vavala	42,037
Patricia Fitzgerald	41,978
Sandra Giraldo Kirchhoff	41,862
Michelle McLean Brooks	41,534
Jeanie D. Smith	41,460
Renee Conn	41,397
Marla Bolling	41,103
Susan K. Janish	40,763
Barbara Stimach	40,438
Gloria Griffin	39,948
Julia Sander Burnett	39,840
Rachael M. Bullock	39,536
Melissa Nix Henderson	39,479
Michelle Annese Bleichert	39,382
Michele Salisbury Rankin	38,938
Gail M. Langner	38,913
Mary Stuart Smith	38,435
Wynter Sams Clyburn	38,054
Joyce Recenello	37,910
Peggy Matish	37,846
Laura Poling	37,760
Shonda K. Shirey	37,689
Kathy Ahlwardt	37,610
Stacy O. Ervin	37,418
Patti Cornell	37,400
Judi Tapella	37,068
Sarah Elizabeth Miller	36,686
Andrea D. Andrews	36,683
Cheryl Marie Brown	36,448
Ella M. Chick-Power	36,283
Jill A. Unruh	35,719
Erin C. Sorvillo	35,496
Nena M. Anderson	35,364
Connie L. Young	35,322
Stephanie Wilburn Rice	35,225
Sandra Tatzler	35,221
Betty B. Lucido	35,160
Amy Stokes	35,160
Hazel White	34,973

Tamara Kanchavelli-Andrews	34,913
Tamarie M. Bradford	34,712
Tina M. Wright	34,560
Victoria Rachel Piccirilli	34,530
Taradee F. Williams	34,065
Kaye S. Manship	34,030
Charlon S. Hibbard	33,951
Darlene Rutledge	33,930
Jenny C. Dulaney	33,652

DIAMOND

Kim I. Cowdell	\$100,575
Andrea Shields	87,713
Karen L. Kunzler	81,461
Melinda M. Balling	80,547
Evelinda Diaz	76,576
Audrey K. MacDowall	75,683
Jennifer V. Agema	71,468
Julie Peacock	71,403
Lara R. La Daigle	70,534
Jenny Siemonsma	69,638
Kelly Willer-Johnson	68,358
Patricia Carr	68,253
Priscilla McPheeters	67,888
Evellita Valdez-Cruz	67,106
Deanna L. Spillman	67,015
Jeanette E. Beichle	64,805
Shelly Palen	63,660
Connie L. Russo	62,888
Pat A. Nuzzi	62,751
Cecilia C. James	61,714
Mileta K. Kinser	59,422
Pat Joos	58,632
Julie Schlundt	58,373
Nancy Fox Castro	57,905
Maranda Michelle Rains	56,177
Heidi Goelzer	55,566
Julie Garvey	53,893
Mery C. Ramirez Bravo	53,850
Stephanie A. Richter	52,808
Amanda Blair Stokes	52,789
Marcarmen Gonzalez	52,756
Audrey J. Doller	52,580
Vivian Diaz	52,286
Dercy Minotta	52,097
Lisa Rada	51,526
Maggie Rader	49,520
Jodi Van Leeuwen	49,362
Cindy S. Kriner	48,690
Heather M. Julson	48,630
Emily Sims	48,551
Eileen M. Huffman	47,478
Ada Y. Garcia-Herrera	47,363
Judy Higgins	47,067
Yoanni Espinal	46,769
Rosibel L. Shahin	46,757
Carroll Towle	46,203
Mary P. Creech	45,931
Kim A. Messner	45,675
Karen M. Bonura	45,637
Peggy Sperling	45,520
Candace McCarthy	45,417
Maria K. Eades	45,344
Nita Kathyleen Heid	45,263
Lisa A. Stengel	45,038
Jenny R. DeMell	44,277
Storie R. Schmidt	44,134
Deborah Dudas	44,116
Beth Brinkley	43,975
Marlene Teran	43,951
Sheryl Peterson	43,789
Nancy Ashton	43,222
Terrie Guillou	43,096
Kristen Dravage-Smith	42,970
Brenda K. Howell	42,759
Mary Jacobson	42,754
Debbie Ellis Gage	42,736
Donna K. Smith	42,444
Tricia Ann Ramer	42,404
Marsha Morrisette	42,366
Ana X. Solis	42,017
Christy A. Flater	41,981
Blanca Rosa Torres	41,954
Joy H. Rentz	41,866
Deb L. Turner	41,709
Betty McKendry	41,262
Krista A. Johnson	41,170
Susan Hattlem Weeks	40,646
Julie Danskin	40,620
Vicki O'Bannon	40,508
Lisa Bonadonna Madden	40,003
Caterina M. Harris	39,927
Lesley A. Bodine	39,861

Jill D. Davis	39,849
Joyce A. Newell	39,780
Faith A. Gladding	39,541
Karen Mitterling Johnson	39,503
Judy Flummerfelt-Gerstner	39,313
Rose Rodriguez	39,211
Deb A. Hegland	39,115
Magdalena Diaz De Leon	38,683
Maria Reyna Huerta	38,646
Wendy E. Herren	38,641
Nellie R. Anderson	38,572
Nancy Polish Dove	38,514
Lara F. McKeever	38,496
Teresa A. Lischwe	38,444
Marge Heard	38,416
Denise M. Guthrie	38,367
Sandra Molina	38,344
Marayma Rosas	38,294

RUBY

Roli Akperi	\$94,965
Thessa Nkechi Nwachukwu	87,391
Lisa Anne Harmon	77,660
Kimberly Cavarretta	64,727
Donna B. Meixsell	64,633
Jan Martino	63,670
Phuong L. White	63,640
Kali DeBlander Brigham	63,172
Ekene S. Okafor	62,620
Cindy P. Markowski	61,308
Krystal D. Downey-Shada	60,243
Diane Covington	60,010
Vicki Jo Auth	59,052
Julie Smith	57,378
Phina N. Onwuachi	55,889
Stella Nwokoye-Pius	55,863
Carmen Nunez	54,249
Amber L. Faulk	54,066
Donna F. Knotts	53,825
Debbie A. Elbrecht	53,260
Julie Thomas	52,967
Gloria Dominguez	52,732
Laura A. Kattenbraker	51,646
Sarah Spores Foster	51,305
Rodney Roman	51,137
Terri A. Oppenheimer-Schafer	50,931
Lisa A. DeLuca	50,440
Kathleen C. Savorgnan	49,962
Tracy A. Crisler	48,733
Gena Rae Gass	47,751
Natalie K. McNeill	47,598
Ann Alexis-Hamilton	47,241
Candy D. Lewis	46,703
Lindsey R. Sartoretti	46,550
Eleanor M. Reigel	46,489
Robin R. Tucker	45,444
Deborah S. Barker	45,423
Sandee Popadich	45,284
Kelly Tansey	44,374
Sylvia Limon Martinez	44,002
Mary B. Wilkinson	43,356
Jacqueline Donna	43,352
Margi S. Eno	43,338
Jeanette M. Thompson	43,142
Paulette Savoy	43,031
Erin Y. Richwine	42,461
Brendy L. Brandy	42,287
Janet M. Gammill	41,834
Graceanne S. Williams	41,766
Dori M. Fennell	41,715
Cheryl O. Fulcher	41,603
Trina D. Lawson	41,493
Linda C. Martinez	41,127
Jacqueline N. Alford	40,856
Mary Sharon Howell	40,839
Johnnie M. Robertson	40,692
Lee A. McCarthy	40,359
Corrin Cresci	40,294
Mary L. Holmes	40,120
Carol A. Kirkland	40,100
Vickie A. Willey	39,938
Sherrie L. Clemons	39,859
Gina Beekley	39,623
Donna Clark	39,424
Karen M. Getty-Hopkins	39,101
Eusebia Bonilla	39,030
Liz Whitehouse	38,868
Alicia Bivens-Jones	38,669
Lisa V. Bauer	38,644
Mary Lou Ardohain	38,241
Margaret Marie Leonelli	38,129
Deborah S. Bailly	38,115
Michelle R. Laramore	37,993

Olufunke Monisola	
Akinokun	37,731
Michelle Lee Paul	37,548
Joleen M. Hallouer	37,517
Rose Mary Neel	37,359
Gwen Kirby	37,294
Maggie G. Shake	37,191
Linda Izobo	37,009
Rocio Rebolgar	36,978
Alice R. Smith	36,947
Suzanne Moeller	36,783
Kathy Brennan	36,748
Elizabeth Medernach	36,725
Deborah K. Hack	36,611
Mary Jo Dallen	36,415
Palia A. Curry	36,345
Jan Stone	36,300
Lesla L. Patterson	35,966
Ann Clement	35,702
Staci Lynn Venable	35,638
Teri A. Nichols	35,498
Rebecca Davidson	35,490
Ann Kuehler	35,422
Jamie Graves	35,379
Connie A. Brinker	34,892
Reyna Darlene Anderson	34,796
Inez M. Thayer	34,736
Rebecca W. Cox	34,670

SAPPHIRE

Paola J. Ramirez	\$131,059
Robin Blackmon-Dunda	86,185
Kristi M. Nielsen	79,242
Elizabeth Sanchez	73,385
Janelle A. Ferrell	72,793
Tracy Potter	72,153
Lyriss Yee	67,805
Jill Beckstedt	65,455
Charlotte Ashford	65,139
Linda L. Quillin	63,960
Julie Weaver	63,212
Jami B. Hovey	62,175
Silisia Evans Moses	61,996
Kathy R. Bullard	61,236
Linnie' Lane	61,084
Jacqueline Denise Moyer	57,564
Binta Touray Jagne	56,213
Linda Klein	55,799
Jennifer L. Semelsberger	55,152
Melva M. Slythe	53,932
Theresa Kusak-Smith	53,252
Pamela D. Cox	52,607
Tammy Romage	52,316
Ann W. Sherman	51,897
Eileen Fricke	51,098
Margaret Neill	51,098
Andrea Denise Evans	50,611
Gladis Elizabeth Camargo	50,047
Julia Mundy	49,809
Nancy W. Pettaway	49,671
Brandy Michelle Redden	48,518
Leann Elaine Zondag	46,947
Angelee R. Murray	46,779
Cheryl Draghichio	46,699
Carly Oleschen Randall	46,465
Cheryl Banks	46,363
Ellen Boone	46,153
Randi Stevens	45,943
Angie S. Day	45,842
Joanna Helton	45,167
Terry A. Hensley	44,975
Lynn A. Cervini	44,682
Elizabeth A. Poole	44,160
Pilar Najera	44,073
Sherri Ammons	43,829
Teodora Ahumada	43,414
Leticia Martinez	42,991
Phyllis I. Pinsker	42,873
Brenda M. Zalka	42,499
Alejandra Zurita	42,493
Mary C. Bernhardt	41,596
Delmy Ana Torrejon	41,462
Candy I. Johnston	41,391
Kaye Yuen	41,277
Ana Maria Barba	41,153
Tricia Ann Gallagher	40,556
Elaine Oakes	40,192
Dena Smith	40,118
Maria Aguirre	40,077
Cindy L. Hess	39,704
Jennifer G. Bouse	39,350
Bea Heath	39,182
Peggy B. Sacco	38,928

Judy K. Johnson Englund	38,917
Betty H. Schuler	38,763
Bonnie Crumrin	38,493
Angela D. LaFerry	38,450
Lady Ruth Brown	38,175
Silvia Romero Leal	37,912
Dee Dee Boutwell	37,692
Josefa Chacon	37,459
Lorraine B. Newton	37,295
Norma Hood	37,210
Maria Dolores Plascencia	37,041
Ruby Garner	37,031
Anita S. Martin	36,999
Julie Neal	36,650
Tasha Bergman	36,384
Judy Pennington	36,288
Debbie A. Weld	35,880
Adriana A. Yanez	35,764
Gayle Maxwell	35,561
Zasha Noel Lowe	35,362
Chris Burnside	35,342
Peri Lynn Henry	35,196
Marty Ulmer	35,144
Blanca Celia Caceres	35,109
Kathy L. Benitez	34,865
Catalina T. Barahona	34,788
Ronda Compton	34,772
Debbie Wann	34,683
Denise Yates-Hernandez	34,668
Lourdes Flores-Guerrero	34,488
Ann Ferrell Smith	34,214
Wendy Clausen	34,206
Roberto Castillo	34,140
Cindy Harness	33,970
Cheryl T. Anderson	33,906
Pam Garner Moore	33,905
Sherrian Beagle	33,862

EMERALD

Auri Hatheway	\$106,656
Denise G. Kucharski	86,285
Mayra Smalley	74,769
Christine Alicia Valls	69,303
Karin Lynette Schmaltz	65,439
Hollie R. Sherrick	64,641
Hope S. Pratt	62,921
Erin Kristin Fisher	62,552
Pat Forehand	61,167
Vicki Powell	59,976
Marianne L. Anderson	59,288
Anique M. Bryan	56,913
Tracy Bryce	55,015
Melissa Ann Beckett	52,815
Helen Jakpor Asare	51,826
Michele Martella Armes	51,645
Pam Robbins Kelly	51,571
Linda Bradley	50,957
Sheila J. McCune	49,439
Blanca E. Arroyo	49,094
Nancy A. Coleman	47,315
Barbara Gizzo	47,155
Silvia Ramos	47,091
Heather Shea Catts	46,984
Martha J. Roman	46,893
Nancy A. Berlin	46,770
Kathy P. Oliveira	46,454
Barbara Pleet	45,822
Sheri L. Farrar-Meyer	45,478
Maritza Lanuza	43,489
Yolanda Lopez	43,090

Karen M. Posey	43,063
Kerri L. Bunker	42,912
Debbie E. Barnes	42,881
Evalina Chavez	42,835
Ellis M. Smythe	42,604
Kimberly J. Richey	42,507
Cory L. Kinchloe	42,400
Jeanine R. DeVore Harris	42,104
Elizabeth Alcaraz	41,604
Penny R. Walker	41,579
Michelle S. Williams	41,395
Barbara Whitaker	41,093
Paula Vander Vorste	40,908
Rosemary Carolan	40,630
Teresa Maynard	40,532
Angeles Arroyo	40,271
Lisa Worthington	40,208
Karen A. Jorgenson	40,013
Candy Jackson	40,011
Shawna D. Schneider	39,950
Joyce Young	39,885
Christy Ann Harrington	39,758
Christy	

Commission Circle

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

PEARL

Allison Lee LaMar	\$15,843.11
Lisa Allison	12,137.20
Alma Orrostieta	11,230.47
Kim L. McClure	11,176.03
Amie N. Gamboian	10,579.21
Cindy Machado	10,541.94
Shari M. Kirschner	10,454.03
Jeanie Martin	10,432.44
Susan M. Hohlman	10,391.34
Tammy A. Vavala	10,288.39
Angel B. Toler	10,198.06
Nadine Bowers	10,086.67
Nicole J. Canamare	9,981.84
Natalia Travilina	9,770.93
Lisa Olivares	9,714.39
Cathy E. Littlejohn	9,602.85
Barbara Stlmach	9,582.36
Alicia Borkowska	9,534.93
Keita Powell	9,415.11
Betsy C. Richard	9,348.21
Sandra Giraldo Kirchoff	9,248.75
Dorothy D. Boyd	8,934.00
Leah G. Nelson	8,831.75
Kyla Jean Dodson	8,800.34
Patty Webster	8,691.17
Krista Lynnette Shepard	8,646.45
Tracy L. Chavez	8,518.53
Janice Baxter Hull	8,472.29
Kathy Eckhardt	8,472.13
Jeanie K. Navkal	8,436.94
Harriett Sharpe	8,416.45
Ginger J. Benedict	8,342.00
Laurie C. Cole	8,050.91
Julia Sander Burnett	7,687.27
Michelle McLean Brooks	7,661.25
Amy Kitzrel	7,655.11
Alicia Morales	7,545.62
Susie Kopacz	7,503.89
Lynette Sorrentino	7,451.15
Ruthie Bressette-Mount	7,367.06
Charlene Grubbs	7,344.65
Kristin Myers	7,281.00
Debbie P. Grant	7,120.72
Maria Bolling	7,104.64
Lori L. Kreh	7,068.98
Marita W. Campbell	7,053.71
Barbara L. Bayer-Coulter	7,049.77
Beth H. Piliand	7,022.83
Heather Marie Erbe	6,870.07
Penny J. Jackson	6,835.00
Rebecca Milligan	6,810.27
Roya M. Mattis	6,782.91
Holly L. Ennis	6,698.53
Barbara Ashworth	6,661.56
Elizabeth B. Muna	6,642.41
Laura Poling	6,617.29
Darlene Rutledge	6,604.71
Pat Ringnald	6,599.93
Irene K. Foster	6,572.49
Carmen J. Felix	6,561.73
Sally Moreno	6,559.79
Judy Brack	6,540.77
Peggy Matish	6,521.89
Nadine H. Huckabee-Stanley	6,467.07
Sherree E. Koehler	6,464.57
Rachael M. Bullock	6,400.76
Joyce Recenello	6,393.91
Mara C. Lane	6,362.75
Michelle Annese Bleichert	6,342.51
Constanza C. Sweeney	6,326.37
Ella M. Chick-Power	6,281.93
Kathryn L. Engstrom	6,267.33
Judi Tapella	6,258.03
Kaye S. Manship	6,231.60
Donna M. Josellis	6,201.93
Sandra Tatzler	6,170.27
Gloria Griffin	6,126.13
Patti Cornell	6,029.37
Amy Dawn Adams	6,023.60
Patricia Fitzgerald	6,018.98
Linda G. Livingston	5,980.42
Victoria Rachel Piccirilli	5,959.29
Anna Marie Rowe	5,959.16
Hazel White	5,943.27
Delores E. Black	5,936.86

Jeanie D. Smith	5,900.95
Rita Schaefer	5,851.53
Vicki B. Crank	5,822.14
Michele Salsbury Rankin	5,767.06
Anne Geertsen	5,758.94
Angel R. Cruz Gaciaguirre	5,732.64
Susan K. Janish	5,700.64
Abigail Rose Hyde	5,656.07
Amber Rene Nichols	5,651.55
Betty B. Lucido	5,649.45
Tamarie M. Bradford	5,606.78
Melissa Nix Henderson	5,582.04
Miriam Munoz	5,574.69
Luz J. Diaz Almeyda	5,571.27
Mary Stuart Smith	5,543.43

DIAMOND

Kim I. Cowdell	\$13,699.11
Evelinda Diaz	13,347.47
Priscilla McPheeters	13,239.84
Melinda M. Balling	12,232.14
Deanna L. Spillman	12,076.09
LaRonda L. Daigle	11,966.18
Connie L. Russo	11,888.19
Jennifer V. Agema	10,887.49
Ada Y. Garcia-Herrera	10,615.68
Andrea Shields	10,613.78
July Schlundt	10,605.48
Evitelia Valdez-Cruz	10,580.90
Marcarmen Gonzalez	10,524.58
Jeanette E. Beichle	10,404.14
Audrey K. MacDowall	10,326.12
Patricia Carr	10,109.26
Heidi Goelzer	9,828.90
Morayma Rosas	9,703.37
Kelly Willer-Johnson	9,702.63
Karen L. Kunzler	9,612.80
Pat Joos	9,601.38
Maria I. Monarrez	9,534.97
Mileta K. Kinsler	9,492.83
Pat A. Nuzzi	9,320.09
Julie Peacock	9,299.20
Rosibel L. Shahin	9,268.84
Nancy Ashton	9,238.12
Cecilia C. James	9,198.88
Julie Garvey	9,092.12
Rose Rodriguez	9,006.12
Caterina M. Harris	8,866.29
Januina Gudino	8,782.37
Jenny Siemonisma	8,726.31
Vivian Diaz	8,691.67
Audrey J. Doller	8,667.66
Emily Sims	8,535.83
Peggy Sperling	8,488.72
Dercy Minotta	8,431.61
Susan K. Carlson	8,392.22
Shelly Palen	8,308.21
Brenda K. Howell	8,276.65
Amanda Blair Stokes	8,183.04
Lila DeWeber	8,172.06
Deborah Dudas	8,118.56
Candace McCarthy	8,049.61
Heather M. Julson	7,997.97
Lisa Rada	7,992.56
Mery C. Ramirez Bravo	7,942.97
Stephanie A. Richter	7,908.87
Phony Jacobson	7,893.96
Julie Danskin	7,887.78
Yoanni Espinal	7,876.39
Sheryl Peterson	7,861.55
Ana Carolina Alvarez	7,839.38
Marsha Morrisette	7,816.78
Lisa A. Stengel	7,804.29
Betty McKendry	7,788.51
Nancy Fox Castro	7,787.84
Martha Kay Raile	7,737.87
Maranda Michelle Rains	7,735.62
Eileen M. Huffman	7,725.04
Ana X. Solis	7,646.65
Maria Flores	7,590.78
Gina Rodriguez	7,561.34
Krista A. Johnson	7,544.87
Mary P. Creech	7,452.49
Rosmary A. Baez	7,421.14
Donna K. Smith	7,200.83
Josefa E. Rosario	7,178.09

Nancy Polish Dove	7,161.72
Sandy K. Griffith	7,110.65
Mary Strauss	6,673.51
Maggie Rader	7,075.98
Jill D. Davis	7,019.84
Barbara E. Roehrig	7,011.40
Linda C. Weniger	6,996.50
Nellie R. Anderson	6,982.89
Susan J. Pankow	6,917.14
Jodi Van Leeuwen	6,884.62
Terrie Guillou	6,865.23
Silvia Sanchez	6,856.65
Terrl J. Beckstead	6,786.22
Karen M. Bonura	6,740.21
Faith A. Gladding	6,729.77
Maria K. Eades	6,708.16
Judy Higgins	6,707.07
Teresa A. Lischwe	6,699.39
Jenny R. DeMell	6,678.92
Julie Hattabaugh	6,665.70
Donna J. Saguto	6,609.01
Cindy S. Kriner	6,605.34
Annette Pace	6,527.38
Pamella Stinnett	6,464.57
Melissa R. Hennings	6,452.08
Tricia Ann Ramer	6,449.96
Beth Brinkley	6,414.90
Lara F. McKeever	6,391.71
Lady Carol Campbell	6,358.92
Norma Lee Shaver	6,327.97
Jill D. Hastings	6,319.58

RUBY

Thessy Nkechi Nwachukwu	\$17,818.39
Vicki Jo Auth	12,654.76
Roli Akperi	12,150.25
Ekene S. Okafor	11,567.79
Lisa Anne Harmon	11,172.27
Donna B. Meixsell	10,521.62
Genia Rae Gass	10,212.15
Phuong L. White	9,897.71
Kimberly Cavarretta	9,656.60
Candy D. Lewis	9,522.50
Diane Covington	9,512.72
Carmen Nunez	9,302.22
Stella Nwokoye-Pius	9,232.14
Lisa A. DeLucia	9,220.84
Jan Martino	9,082.29
Joyce Omene	9,030.56
Terrl A. Oppenheimer-Schafer	8,949.12
Julie Smith	8,864.34
Cindy P. Markowski	8,769.91
Gloria Dominguez	8,520.33
Kathleen C. Savorgnan	8,492.70
Laura A. Kattenbraker	8,397.59
Natalie K. McNeill	8,082.71
Sherrie L. Clemons	7,826.87
Ann Alexis-Hamilton	7,675.04
Sylvia Limon Martinez	7,672.79
Donna Clark	7,625.61
Donna F. Knotts	7,586.04
Judie Roman	7,581.62
Corrin Cresci	7,565.95
Amy J. Spence	7,531.52
Kali DeBlander Brigham	7,527.19
Phina N. Onwuachi	7,476.44
Amber L. Faulk	7,382.71
Jeanie Ripley	7,338.27
Gail Bauer	7,253.77
Debbie A. Elbrecht	7,177.86
Paulette Savoy	7,155.89
Rose Mary Neel	7,107.91
Jacqueline Donna	7,095.94
Brandy E. Richwine	7,088.04
Krystal D. Downey-Shada	7,061.83
Mary Lou Ardohain	7,040.36
Dori M. Fennell	7,040.18
Julie Thomas	6,963.93
Sandee Popadich	6,886.76
Gina Beekley	6,842.25
Vicki L. Estes	6,788.36
Liz Whitehouse	6,771.57
Mary Alice Dell	6,755.82
Deborah S. Barker	6,732.96
Alicia Bivens-Jones	6,724.23

Helen Naomi Godswill	6,720.57
Tracy A. Crisler	6,680.06
Rocio Rebellor	6,673.51
Debbie Deets	6,667.48
Eusebia Bonilla	6,651.11
Yolanda Ortega	6,570.27
Janet M. Gammill	6,546.66
Kelly Tansey	6,517.34
Dorothy C. Ibe	6,483.62
Sheryl K. Goins	6,472.98
Jeanette M. Thompson	6,399.86
Lesla L. Patterson	6,374.12
Sylvia J. Cook	6,333.15
Jacqueline N. Alford	6,300.60
Sarah Sproles Foster	6,296.13
Eleanor M. Reigel	6,278.15
Kathy Brennan	6,261.02
Teri A. Nichols	6,249.56
Lee A. McCarthy	6,235.02
Sonya F. Goins	6,235.00
Lisa V. Bauer	6,160.91
Mary Jo Dallen	6,151.78
Marly B. Wilkinson	6,139.14
Thea Elvin	6,135.53
Vickie A. Willey	6,060.20
Lindsey R. Smith	6,057.46
Allice R. Sartoretti	6,019.00
Barbara L. Harrison	6,003.09
Karen M. Getty-Hopkins	6,002.81
Kathy M. Gathen	5,995.56
Edith Ngozi Nwachukwu	5,918.23
Marnie R. Yunger	5,908.74
Ann Clement	5,895.58
Brenda Fenner	5,855.72
K. T. Marie Martin	5,795.91
Maribel Marks	5,772.23
Maggie G. Shake	5,757.12
Suzanne Moeller	5,719.17
Susan K. Lenser	5,711.36
Susan C. Ehrnstrom	5,689.65
Candace Laurel Carlson	5,681.17
Linda C. Martinez	5,679.29
Jeanette Curren-Cochran	5,663.30
Robin R. Tucker	5,663.17
Shay Akin	5,661.37
Mary Sharon Howell	5,653.21
Gina Meneses	5,650.96
Vicki S. Lindsay	5,620.03

SAPPHIRE

Paola J. Ramirez	\$17,137.00
Elizabeth Sanchez	12,777.74
Robin Blackmon-Dunda	12,161.60
Julia Mundy	10,625.36
Kristi M. Nielsen	10,592.87
Jill Beckstedt	10,322.14
Silisia Evans Moses	10,252.16
Gladis Elizabeth Camargo	10,223.51
Julie Weaver	10,168.69
Janelle A. Ferrell	10,101.88
Maria Aguirre	10,051.20
Tracy Potter	9,767.11
Linne' Lane	9,612.91
Delmy Ana Torrejon	9,374.29
Lyriss Yee	9,271.77
Jacqueline Denise Moya	8,896.12
Kathy R. Bullard	8,856.61
Jami B. Hovey	8,753.61
Julie Neal	8,629.46
Ana Maria Barba	8,623.89
Linda Klein	8,486.12
Melva M. Slythe	8,418.27
Wendy Clausen	8,390.87
Lady Ruth Brown	8,388.04
Linda L. Quillin	8,354.99
Theresa Kusak-Smith	8,304.50
Charlotte Ashford	8,199.74
Tammy Romage	8,189.66
Pilar Najera	8,164.87
Ruby Garner	8,138.48
Ann W. Sherman	8,076.72
Randi Stevens	8,069.61
Angie S. Day	8,047.68
Cheryl Banks	8,008.75

Nancy W. Pettaway	7,854.89
Jennifer L. Semelsberger	7,763.83
Pamela D. Cox	7,755.29
Debra M. Wehrer	7,753.44
Elizabeth A. Poole	7,658.68
Brandy Michelle Redden	7,561.62
Eileen Fricke	7,411.24
Binta Touray Jagne	7,356.76
Andrea Denise Evans	7,348.61
Joanna Helton	7,249.44
Phyllis I. Pinsker	7,225.07
Dolores Keller-Wills	7,116.12
Lorraine B. Newton	7,087.54
Margaret Neill	7,063.07
Maria Dolores Plascencia	7,007.72
Cheryl T. Anderson	7,003.65
Leann Elaine Zondag	6,882.11
Lynn Baer Roberts	6,807.86
Peggy B. Sacco	6,804.43
Zasha Noel Lowe	6,710.26
Alejandra Zurita	6,674.29
Roberto Castillo	6,650.90
Norma Hood	6,648.71
Candy I. Johnston	6,620.07
Carol Ann Miles	6,592.49
Bettye Wilson	6,514.66
Barbara Olesen Randall	6,508.36
Ann Ferrell Smith	6,503.12
Tellen Boone	6,424.77
Teodora Ahumada	6,420.89
Lynn A. Cervini	6,382.96
Diane Bruns	6,328.50
Brenda M. Zalka	6,327.50
Judy K. Johnson England	6,314.11
Marie Pfarr	6,235.39
Barbara J. Puckett	6,232.41
Irma Muniz	6,187.60
Leticia Martinez	6,174.32
Cindy L. Hess	6,168.09
Kathleen Kirkwood	6,138.30
Elizabeth McCandless	6,079.94
Sandra A. Zavoda	6,004.41
Kim Williams	6,001.28
Roxanne McInroe	5,997.29
Sylvia Boggs	5,978.38
Kimberly D. Starr	5,975.80
Mary C. Bernhardt	5,969.73
Natalie Reed	5,955.85
Cindy Dragichchio	5,913.05
Josefa Chacon	5,882.25
Flory Palencia	5,881.87
Catalina T. Barahona	5,874.63
Kaye Yuen	5,849.02
Jennifer G. Bouse	5,839.42
Jeanie Helm	5,815.01
Agnes Stewart	5,810.65
Terry A. Hensley	5,770.39
Beth H. Schuler	5,757.25
Cheri L. Taylor	5,725.64
Janet L. Wolfe	5,719.90
Gloria Stake Miller	5,684.40
Sherri Ammons	5,658.97
Effie Parsons	5,635.10
Moleda G. Dailey	5,613.74
Juanita Berumen	5,583.92
Patsy A. Glunt	5,571.07

EMERALD

Auri Hatheway	\$15,950.17
Denise G. Kucharski	13,718.93
Barbara Whitaker	11,631.18
Sheri L. Farrar-Meyer	10,492.08
Linda Bradley	10,472.82
Michele Martella Armes	10,179.03
Hollie R. Sherrick	10,098.49
Blanca E. Arroyo	9,817.58
Mayra Smalley	9,796.25
Erin Kristin Fisher	9,728.08
Melissa Ann Beckett	8,942.46
Evalina Chavez	8,873.98
Marianne L. Anderson	8,735.66
Helen Jakpor Asare	8,730.11
Hope S. Pratt	8,633.39
Kimbi L. Bartik	8,567.18
Tracy Bryce	8,551.51
Karin Lynette Schmaltz	8,549.34
Pat Forehand	8,498.72

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in August 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES

				
Nan Stroud \$52,124 PEARL	Barbara Sunden \$65,444 DIAMOND	Pat Fortenberry \$77,125 RUBY	Christine Peterson \$54,811 SAPPHIRE	Anne Newbury \$71,520 EMERALD

TOP UNIT — ESTIMATED RETAIL PRODUCTION

PEARL — Angel B. Toler, <i>G. McGuire Area</i>	\$82,354
DIAMOND — Kim I. Cowdell, <i>T. Crayk Area</i>	\$100,575
RUBY — Roli Akperi, <i>Go Give Area</i>	\$94,965
SAPPHIRE — Paola B. Ramirez, <i>L. Ceballos Area</i>	\$131,059
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$106,656

TOP SALES DIRECTOR—PERSONAL SALES

PEARL — Teri Kinzer Crum, <i>K. Jones Area</i>	\$9,640
DIAMOND — Ava Lynn Roberts, <i>Go Give Area</i>	\$8,804
RUBY — Trudi H. Roy, <i>R. Evans Area</i>	\$13,215
SAPPHIRE — Pat G. Carlsen, <i>Go Give Area</i>	\$8,870
EMERALD — Brittany Krutulis Suarez, <i>D. Wiegandt Area</i>	\$13,048

TOP BEAUTY CONSULTANT—PERSONAL SALES

PEARL — Ellen Leah Williams, <i>W. Clyburn Unit, J. Chadbourn Area</i>	\$16,361
DIAMOND — Amy B. Green, <i>D. Christensen Unit, T. Crayk Area</i>	\$13,994
RUBY — Teresa Lynn Millard, <i>T. Lawson Unit, K. Walker-Roop Area</i>	\$17,945
SAPPHIRE — Annette Culver, <i>E. Boone Unit, K. Ford Area</i>	\$14,748
EMERALD — Kathlerene Garcias, <i>C. Valls Unit, D. Wiegandt Area</i>	\$22,471

TOP TEAM BUILDER

PEARL — Jeanett J. Pritchett, <i>L. Peasall Unit, Go Give Area</i>	14 New Team Members
DIAMOND — Elva Cruz, <i>C. Molina Unit, I. Venegas Area</i>	16 New Team Members
RUBY — Cristie Ritz-King, <i>L. Kapanoske Unit, Go Give Area</i>	14 New Team Members
SAPPHIRE — Anita D. Scott, <i>P. Cox Unit, J. Barnes Area</i>	18 New Team Members
EMERALD — Stacie E. Ruppe, <i>M. Fox Unit, K. Helou Area</i>	19 New Team Members

13% Club

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during August.

PEARL

Sales Director Marita W. Campbell.....	\$1,680.54
Sales Director Keita Powell.....	1,670.11
Sales Director Taradee F. Williams.....	1,542.58
Sales Director Michelle McLean Brooks.....	1,539.93
Sales Director Shari M. Kirschner.....	1,515.22
Colleen Page Sargent, N. Canamare Unit.....	1,498.87
Sales Director Hazel White.....	1,421.97
Sales Director Maria Virginia Lopez.....	1,362.95
Tryssta Jaede Hallcroft, T. Foy Unit.....	1,351.19
Kelly Rene Bertrand, C. Glick Unit.....	1,315.31
Lana Shusterman, N. Travilina Unit.....	1,307.98
Leah Michelle Lauchlan, J. Burnett Unit.....	1,293.44
Sales Director Sandra Giraldo Kirchhoff.....	1,292.41
Sales Director Sheryl Jean Arena.....	1,289.67
Sales Director Mary Claire Tapley.....	1,283.88
Sales Director Maria De Jesus Ramales.....	1,236.37
Sales Director Constanza C. Sweeney.....	1,233.21
Sales Director Ann Killian.....	1,230.56
Marilyn J. Buxton, K. Parsons Unit.....	1,224.86
Sales Director Heather Marie Erbe.....	1,208.61
Linda Burghart, J. Smith Unit.....	1,196.46
Sales Director Anna Marie Rowe.....	1,180.73
Sales Director Rita Schaefer.....	1,162.04
Sales Director Delores E. Black.....	1,161.88
Sales Director Alexandra Baker.....	1,131.81

DIAMOND

Sales Director Jennifer V. Agema.....	\$2,166.68
Connie M. Roy, J. Peacock Unit.....	1,961.51
Sales Director Valorie Jean White.....	1,674.86
Sales Director Peggy Sperling.....	1,581.08
Amy Suzanne Clark, C. Towle Unit.....	1,572.68

Sales Director Morayma Rosas.....	1,551.96
Samantha Lunt, A. Smith Unit.....	1,530.56
Sales Director Susan K. Carlson.....	1,458.54
Sales Director Jodi Cable.....	1,431.43
Sales Director Silvia Sanchez.....	1,416.04
Sales Director Amanda Blair Stokes.....	1,415.83
Lisette Soraya Defoe, B. Torres Unit.....	1,403.22
Sales Director Connie L. Russo.....	1,352.20
Sales Director Suzanne Lacinak LeBlanc.....	1,320.67
Sales Director Missy Shopshire.....	1,291.42
Sales Director Lisa Rada.....	1,281.25
Sales Director Heidi Goelzer.....	1,274.78
Sales Director Yuvixa L. Telles Florian.....	1,272.99
Sales Director Judy M. Suhonen.....	1,269.03
Sales Director Georgia J. Atwell.....	1,233.21
Sales Director Emily Sims.....	1,209.20
Sales Director Maria L. Lemus.....	1,206.27
Sales Director Eileen M. Huffman.....	1,189.83
Sales Director Luciana Zook.....	1,180.60
Sales Director Eitelia Valdez-Cruz.....	1,177.05

RUBY

Sales Director Natalie K. McNeill.....	\$1,740.55
Sales Director Phuong L. White.....	1,712.88
Jeanie Munn, S. Foster Unit.....	1,604.04
Sales Director Amy J. Spence.....	1,571.86
Sales Director Brandy E. Richwine.....	1,562.05
Sales Director Vicki Jo Auth.....	1,512.66
Sales Director Julie Smith.....	1,496.35
Sales Director Stella Nwokoye-Pius.....	1,467.41
Sales Director Kimberley Victor.....	1,386.35
Sales Director Corrin Cresci.....	1,354.24
Laura Alison Bueno, E. Lynch Unit.....	1,280.40
Sales Director Helen Kuoha-Torco.....	1,278.94

Sales Director Eusebia Bonilla.....	1,272.25
Sales Director Maribel Marks.....	1,234.48
Sales Director Lisa V. Bauer.....	1,230.48
Sales Director Edith Ngozi Nwachukwu.....	1,221.81
Sales Director Sandee Popadich.....	1,205.85
Sales Director Dorothy P. Ramirez.....	1,196.55
Sales Director Joyce Omene.....	1,195.74
Sales Director Anne Obiageli Akanonu.....	1,192.10
Sales Director Ann Kuehler.....	1,189.35
Sales Director Diana Gutierrez.....	1,182.94
Sales Director Yolanda Ortega.....	1,155.34
Sales Director Chioma Ajaegbu.....	1,142.57
Kim Kay Spies, C. Kirkland Unit.....	1,123.98

SAPPHIRE

Sales Director Satarro Purnell.....	\$1,638.73
Sales Director Ana Maria Barba.....	1,583.79
Sales Director Maria Dolores Plascencia.....	1,502.39
Sales Director Elizabeth Sanchez.....	1,482.94
Sales Director Nancy W. Pettaway.....	1,467.70
Sales Director Theresa Kusak-Smith.....	1,450.65
Tammy S. Wood, R. Blackmon-Dunda Unit.....	1,439.62
Sales Director Gail Hebert.....	1,435.10
Sales Director Gayle Maxwell.....	1,382.62
Sales Director Elizabeth A. Poole.....	1,343.71
Sales Director Pilar Najera.....	1,332.57
Sales Director Julia Mundy.....	1,274.44
Sales Director Wendy Clausen.....	1,234.16
Sales Director Patricia Ann Lera.....	1,228.37
Sales Director Avelyn R. Smith.....	1,217.68
Sales Director Melody Missick.....	1,202.11
Sales Director Carol Ann Miles.....	1,197.76
Sales Director Irma Muniz.....	1,193.71
Sales Director Jenny Robles.....	1,187.49

Sales Director Agnes Stewart.....	1,179.36
Denise N. Robinson, M. Slythe Unit.....	1,173.87
Sales Director Linda Klein.....	1,120.70
Sales Director Cheryl T. Anderson.....	1,117.22
Sales Director Beth S. Austin.....	1,060.02
Sales Director Kathleen Kirkwood.....	1,059.66

EMERALD

Sales Director Barbara Whitaker.....	\$2,157.48
Sales Director Erin Kristin Fisher.....	2,102.69
Sales Director Auri Hatheway.....	2,088.47
Sales Director Denise G. Kucharski.....	2,063.30
Sales Director Jeannine R. DeVore Harris.....	1,898.72
Sales Director Tracy Bryce.....	1,652.40
Sales Director Debbie E. Barnes.....	1,604.95
Sales Director Margarita Guerra.....	1,597.21
Traci Ann Godfrey, M. Parada Unit.....	1,537.58
Stacey Deann Cole, V. Powell Unit.....	1,515.83
Sales Director Michele Martella Armes.....	1,458.02
Sales Director Maria Sanches.....	1,443.75
Sales Director Penny R. Walker.....	1,414.89
Sales Director Blanca E. Arroyo.....	1,395.84
Sales Director Pam Robbins Kelly.....	1,338.09
Derwyn Anne Garcia, E. Smythe Unit.....	1,261.85
Sales Director Anique M. Bryan.....	1,246.08
Sales Director Maria Bertha Godinez.....	1,238.62
Sales Director Sheri L. Farrar-Meyer.....	1,231.21
Maria Lejedal, K. Richey Unit.....	1,208.66
Sales Director Julie A. Griffin.....	1,163.24
Sales Director Ashley N. Clinesmith.....	1,161.55
Sales Director Marianne L. Anderson.....	1,148.10
Sales Director Jo M. Cotton.....	1,144.10
Sales Director Lorena P. Ramirez.....	1,141.42

Sales Mentors

Special thanks to the sales mentors for the August 15, 2006, *New Independent Sales Director Education* class.



Kerry Buskirk
Senior National
Sales Director
Augusta, Kan.
Emerald Seminar



Jill Beckstedt
Executive Senior
Sales Director
Tampa, Fla.
Sapphire Seminar



Vivian Diaz
Executive Senior
Sales Director
Vero Beach, Fla.
Diamond Seminar



Karen Jorgenson
Future Executive Senior
Sales Director
 Fargo, N.D.
Emerald Seminar



Natalie McNeill
Senior Sales Director
Cedar Park, Texas
Ruby Seminar



Jennifer Semelsberger
Future Executive Senior
Sales Director
Odenton, Md.
Sapphire Seminar

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas. ©2006 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Applause, Beauty Blotters, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MkeCards, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, captivating color, powerhouse skin care, Darci, Girl Time, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, Mint Bliss, MK Signature, Pink Link, Private Spa Collection, Pronewal, Satin Smoothie, Smart Wiper* and *Ultimate Mascara* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 739045, Dallas, Texas 75379-9045, www.marykay.com.

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Go-Give® Award

Congratulations to the winners for December 2006.

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

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



Constance
Nugent Miller

Pearl

Future Executive Senior Sales Director

Began Mary Kay
September 1990

Sales Director Debut
December 2001

Offspring Three first-line

National Sales Director
Wilda DeKerlegand

Honors Cadillac qualifier; Star Consultant; two-times Circle of Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$70,177

Personal Lives in Kissimmee, Fla. Husband, Dan

Favorite Quote "For God did not give us a spirit of timidity, but of love, power and self-discipline." 2 Timothy 1:17

Independent Beauty Consultant Edna Wilkinson of North Lauderdale, Fla., says, "Constance has carried out her responsibilities of providing the necessary guidance and education for her unit and adoptees. She upholds the Mary Kay ideals with integrity and seeks to instill these qualities in others."



Elaine
Krueger

Diamond
Executive Senior Sales Director

Began Mary Kay
April 2000

Sales Director Debut
February 2001

Offspring Six first-line,
four second-line

National Sales Director
Lisa Madson

Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$60,119

Personal Lives in Mulino, Ore. Husband, Dave; son, Tim; daughters: Corie, Jenni

Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13

Independent Beauty Consultant Michelle Brubaker of Mulino, Ore., says, "Elaine has adopted our entire unit! She always includes us in classes and events!"



Corrin
Cresci

Ruby

Future Executive Senior Sales Director

Began Mary Kay
January 1999

Sales Director Debut
October 2000

Offspring three first-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$59,202

Personal Lives in Modesto, Calif. Husband, Bruno; daughters: Ciara, Isabella

Favorite Quote "Not by might nor by power, but by my spirit" says the Lord Almighty." Zechariah 4:6

Independent Sales Director Angie Foster of Lexington, S.C., says, "Corrin has always been available [to adoptees] with ideas, suggestions, information, encouragement, a listening ear and a kind heart. And for Seminar, she makes all the arrangements and includes me and my unit in everything."



Jeannie
Terry

Sapphire
Sales Director

Began Mary Kay
June 1982

Sales Director Debut
June 1987

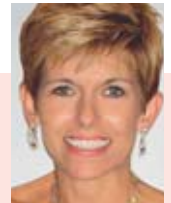
National Sales Director
Go Give Area

Honors Grand Achiever qualifier; Star Consultant; three-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$55,552

Personal Lives in Atlanta. Sons: Justin, Adam

Favorite Quote "For nothing is impossible with God." Luke 1:37

Independent Beauty Consultant Charlene Nix of Sandy Springs, Ga., says, "During a fretful time when my husband was recuperating from surgery, Jeannie [my adopted Independent Sales Director] was at my side to help with orders and deliveries, and just to be there when needed. I honestly do not know what I would have done without her."



Lynn
Huckels

Emerald

Executive Senior Sales Director

Began Mary Kay
January 1993

Sales Director Debut
June 1995

Offspring five first-line

National Sales Director
Kathy Helou

Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; four-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$62,002

Personal Lives in Charlotte, N.C. Husband, Jim; daughters: Lauren, Lynsey; son, Jake

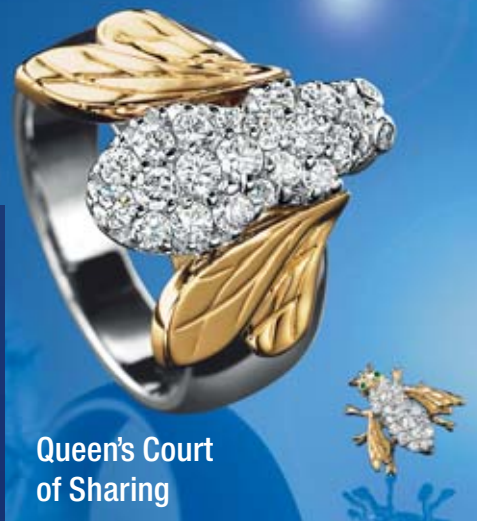
Favorite Quote "Whatever you do, do it with all your heart. Unto the Lord and not unto men."

Independent Sales Director Heather Faulkner of Fort Mill, S.C., says, "Lynn always went the extra mile to let me know she believed in me. She takes the time to help others - even when it does not benefit her."

Inside Every Woman Is a Star

There's still time to shine and to qualify for Seminar 2007 royalty!
So stay inspired, stay spirited and stay determined to be
a member of the Queen's Court of Sharing and the Queen's
Court of Personal Sales. Show the world how you shine!

Queens' Courts of
Personal Sales



Queen's Court
of Sharing



Queens' Courts of
Personal Sales

A complete list of qualifications and prize descriptions can be found on the Mary Kay InTouch® Web site.
Some jewelry has been enlarged to show detail.

Enjoy the Season

“We are the recipients of countless gifts from friends of the past. We remember these friends with gratitude and try to pass on to others something of what we have received.”

— Mary Kay Ash

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