

DECEMBER 2008

Applause®

MARY KAY®
Enriching Women's Lives™

Special Offer:

Get a **Free** Travel-Sized Oil-Free
Eye Makeup Remover

Available Nov. 1-30



Feel the Inspiration:

Seminar
2008
Memories

Seminar
Makeover
Winners

get it free

WITH YOUR ORDER

Nov. 16 – Dec. 15, 2008

Mary Kay® Body Care Collection Shower Gels

Suggested use: You can be among the first to try new Mary Kay® Body Care Collection Shower Gels in both the Lotus & Bamboo and Red Tea & Fig scents! They will be available on the Dec. 16 Consultant order form for \$14 suggested retail. Why not offer them to your customers who already love other products in the Mary Kay® Body Care Collection? One of each shower gel is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Skin Refreshing Set

Suggested use: Get a preview of the Winter 2008 gift with purchase – the perfect set to help give skin a lift this winter! The Skin Refreshing Set includes Oil-Free Eye Makeup Remover, 1 fl. oz.; Intense Moisturizing Cream, .4 oz.; Oil-Free Hydrating Gel, .4 oz.; and Indulge™ Soothing Eye Gel, .1 oz. Great for trial and travel, these items are packaged in a black twill and mesh zippered bag. An insert with product instructions is included. It's your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

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



Product not included.



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See Seminar in a New Light

Take a look back at *Celebrate the Dream!* Seminar 2008, and let the memories inspire you to set a course for success – placing yourself in the spotlight at *Shine On!* Seminar 2009!

celebrate the season



As you wrap up holiday sales, take advantage of all that's hot! A special promotion featuring Oil-Free Eye Makeup Remover is perfect for last-minute stocking stuffers and introducing new customers to one of our best-selling products. Keep the momentum going with the Mary Kay® Eau de Toilette Collection and the Mary Kay® Compact Pro™. And take a moment to reflect with Seminar 2008 Awards Night makeover winners who – like you – enrich women's lives by simply sharing beauty.



◀ page 8

Let's Make Up

You won't want to miss these gorgeous makeover winners and their insightful thoughts. Read why they believe the opportunity is still making-over women's lives 45 years later!



page 2 ▶

Special Offer!

Receive one travel-sized Oil-Free Eye Makeup Remover with each purchase of a retail-sized Oil-Free Eye Makeup Remover from Nov. 1–30.



oil-free eye makeup remover

special offer

Receive a free travel-sized Oil-Free Eye Makeup Remover with the purchase of every retail-sized Oil-Free Eye Makeup Remover (\$14 suggested retail).

It's a Mary Kay top seller, as you may already know! That's because Mary Kay® Oil-Free Eye Makeup Remover gently removes all types of eye makeup without leaving skin feeling greasy. Now you can receive a free travel-sized version of this popular product with each purchase of a retail-sized bottle of Oil-Free Eye Makeup Remover – one for home and one for on the go!

The Best All-Around

Oil-Free Eye Makeup Remover features two phases that work together to remove eye makeup without rubbing, pulling or tugging. The top phase is formulated to remove waterproof eye makeup, while the bottom phase is formulated to remove nonwaterproof eye makeup. To use, shake the bottle well and apply a small amount to a cotton ball or pad. Then, gently wipe away all traces of eye makeup. It's that easy!

More Great Benefits:

- ▶ Suitable for sensitive skin.
- ▶ Clinically tested for skin irritancy and allergy.
- ▶ Fragrance-free.
- ▶ Oil-free.
- ▶ Non-comedogenic.
- ▶ Ophthalmologist-tested.
- ▶ Suitable for contact lens wearers.
- ▶ The retail-sized bottle typically lasts four months.

This is one product no makeup bag should be without. So place your order now!

Customers Love It!

"I love Oil-Free Eye Makeup Remover because it's great for the sensitive skin around my eyes – never irritating and always nongreasy."

Alicia L.
Salt Lake City
Preferred Customer

"I can't live without Oil-Free Eye Makeup Remover!"

LaWanda T.
Dallas
Preferred Customer

"Oil-Free Eye Makeup Remover is easy to use, very effective and affordable."

Pat H.
Colorado Springs, Colo.
Preferred Customer

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how you can promote this special offer

Available Nov. 1-30, 2008

1. Send the Oil-Free Eye Makeup Remover special offer MKeCard® available on the Mary Kay InTouch® Web site.
2. Reproduce Page 2 of this *Applause*® magazine and place it in orders, or display it at skin care classes and *Color Insider* parties.
3. Remind guests during *Color Insider* parties that Oil-Free Eye Makeup Remover is terrific for removing eye makeup.
4. Let customers know they can place an order for Oil-Free Eye Makeup Remover through your Mary Kay® Personal Web Site, and you'll deliver the free travel-sized version** with their order.



Think about how you'd like to promote this offer. Perhaps you would rather use the travel-sized version as an exclusive gift with purchase or give it to special customers as a thank-you gift. Or you could create gift sets like these:



Mary Kay® Ultimate Mascara™ (\$15), Mary Kay® Liquid Eyeliner (\$11), Oil-Free Eye Makeup Remover (\$14) and travel-sized Oil-Free Eye Makeup Remover (free**)



TimeWise® Firming Eye Cream (\$30), Mary Kay® Facial Highlighting Pen (\$18), Oil-Free Eye Makeup Remover (\$14) and travel-sized Oil-Free Eye Makeup Remover (free**)



Mary Kay® Eyesicles® Eye Color (\$10), Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* (\$18), Oil-Free Eye Makeup Remover (\$14) and travel-sized Oil-Free Eye Makeup Remover (free**)

No matter what you choose, this offer is just too good to pass up. But time is of the essence. This limited-time offer ends Nov. 30. Don't miss out!

Easy Ordering

The Oil-Free Eye Makeup Remover special offer is available for ordering **Nov. 1–30** through Online Ordering and on the Sept. 16 Consultant order form.

When you order the retail-sized bottle, the free travel-sized version** will be automatically included in your order. The travel-sized and retail-sized bottles will not be packaged or bundled together as a set.

All product prices are suggested retail.

*Over-the-counter drug product

**Not intended for resale.

Offering Other Products

Using this opportunity to promote other products works as easily as the product itself! When you make deliveries, why not include samplers of other eye products or skin care products? You can place them in the *Sample Anything!* card (pk. /10, \$2.50) for a quick, professional presentation. Consider these samplers:

- ▶ Mary Kay® Mineral Eye Color Samplers
- ▶ Mary Kay® Ultimate Mascara™ Samplers
- ▶ Mary Kay® Eyeliner Samplers
- ▶ TimeWise® Firming Eye Cream Samplers
- ▶ TimeWise® Age-Fighting Eye Cream Samplers
- ▶ Mary Kay® Eye Primer Samplers

You're bound to see new sales opportunities in the wink of an eye!



How Do You Envision Your Ultimate Success?

A showy shower of stars among which you're the brightest? Or a more sedate and steady rise to the top floor of your personal potential? However you plan to "arrive," in whatever style you paint your Mary Kay future, you may be sure your hard work will be rewarded next year at Seminar 2009 with all the accolades you so richly deserve. *"We're not talking about a simple 'company convention,'"* wrote Mary Kay Ash about Seminar. *"It's a three-day spectacular – Mary Kay style."* No matter your background or circumstances, the Mary Kay opportunity is still vibrant today with all the possibilities it's ever held. Just see for yourself!



45 years and we've only just begun

Our 45th anniversary celebration at Seminar 2008 was a glittering reminder of the legacy of Mary Kay Ash. Incredible memory-making moments – like those formed on Awards Night, with its drama and glamour, its tears and cheers – swept away members of the independent sales force on a sea of heart-felt emotion. If the first 45 years were this good, just imagine the legend *you* can weave in the years to come. Is there any reason you should keep *your* goals and dreams waiting?

Unity builds a future like no other

The squeeze of a hand just before you walk onstage. Happy tears of support that say *"I'm so proud of you."* A laugh shared over a lesson learned. All these moments and countless more make up the story of Mary Kay sisterhood, played out in splendor at Seminar! In a fast-changing world, our heritage remains pure gold. The relationships you build and strengthen at Seminar just keep growing through the years, each a milestone on your Mary Kay journey toward a more fulfilled future. What began at Seminar 2008 can propel you to greater heights in 2009. Whose words of encouragement, whose example of success will build you up so that you can build up others?



Education for the ages, yours for the taking

For nearly five decades, Seminar has been widely known across the business world for its unique qualities. Simply put, the education you receive there is in a class by itself. Where else could you find teaching sessions specifically targeting the areas of your Mary Kay business you need to nurture or receive confirmation that you're on the right track? Now that you're halfway through the business year, applying what you learned at Seminar 2008, can't you just envision yourself at Seminar 2009 receiving the rewards of all your hard work? You know you can make the grade if you do your homework. **This year's celebration was a dress rehearsal for your graduation to greater things!**



Attention, Class

Mary Kay has long enjoyed an admirable relationship with universities around the nation, where for years case studies on aspects of our Company and culture have been taught. This year, to “celebrate the dream” as well as our 45th anniversary and the launch of the great new book *The Mary Kay Way*, we invited some of these college professors to join us at Seminar. These esteemed visitors studied firsthand how Mary Kay has uniquely branded the business of relationship-building and unparalleled customer service. Professors from institutions such as Harvard University, the U.S. Air Force Academy, Tulane Law School, Baylor University and the University of Texas system were among those who joined you in the Arena, at Awards Night and in the Mary Kay® Expo. These educators will be sharing their Seminar experiences with students and other instructors for years to come. Some already use our Company’s model each semester as a curriculum staple. In our competitive world, preparing yourself just makes sense. Seminar is the elective that can set you on a winning course.



In recognition of your efforts

As those university professors could testify when they got back to their ivy-covered halls, no one, but no one, knows how to reward hard work like Mary Kay! From challenge to challenge, contest to contest – you set new goals, surpass your own record and learn to envision yourself in a whole new light – we recognize you with Mary Kay Career Cars, jewelry, luncheons, onstage applause and so much more. Let Seminar 2009 be a **springboard** for your dreams. Set your goals higher, deeper, broader than ever before, and before you know it, we’ll be putting our hands together for *you*.



Drive away your doubts

If you’ve never earned the use of a Mary Kay Career Car, the idea may seem impossible to achieve. But dreams are born every year at Seminar, and what better time to move your business forward than now? One new customer at a time, one skin care class after another, and you could be seeing yourself in a new set of wheels come Seminar 2009.





The Seminar Highlights DVD

Fast-forward to your larger life!

The secret is out: The Seminar Highlights DVD* can be a spark that ignites your greatest accomplishments to come. Remember how you felt when you first got home – the resolutions you made, the goals you set? That burning enthusiasm can come to life all over again when you watch and share the Seminar 2008 Highlights DVD. Why not give your midyear momentum what it's craving? Order your copy today to fuel your tomorrow. **And make plans now to join us next year!**



*Available for ordering on Oct. 22 on the Sept. 16 Consultant order form, \$10



Through the Looking Glass

A Perfect Reflection of Mary Kay

"Mary Kay Inc. is a unique way of life that provides the brushes, the oils, the pigments and the canvas on which you can paint your life as you really want it to be. You choose your own colors, your own design and your own pattern. It's a place where you can reach higher, think bigger, grow greater and live deeper than anyplace else on the face of the earth."

— Mary Kay Ash

With her visionary instinct, our Founder created a flexible opportunity that's still opening doors for women around the world 45 years later. Mary Kay Ash knew the impact that personal and professional growth can make in women's lives, if only they're given a chance.

To celebrate her dream, we asked the makeover winners of the *45 Customers in 45 Days* Challenge what they find most rewarding about their Mary Kay businesses and why this amazing opportunity can fit into any woman's life.

Their responses were celebrations in themselves!





Independent Senior Sales Director Pamela Hicks-Ring
Dayton, Ohio
Independent National Sales Director
Sharon Kingrey Area



"I believe Mary Kay is the ideal opportunity for women because we can promote ourselves to our highest potential. I originally started my Mary Kay business in 1983. While going through Independent Sales Director-in-Qualification, I was blindsided by a promise an Independent Beauty Consultant made but couldn't fulfill. I missed my target and felt betrayed, angry and disillusioned. I gave up my business and became a property manager for the next 16 years. I must admit, I used the Mary Kay teaching I had received to be successful in my job! I also used Mary Kay's book On People Management, now released as The Mary Kay Way, as my business bible. One day a young woman moved to my apartment community, and her application indicated she was making per year as an Independent Sales Director almost twice my yearly income. I would sit in my office on nice days and see her out by the pool with her datebook and cell phone, working, and that did it. The night I debuted as an Independent Sales Director, I realized a dream come true!"



Independent Beauty Consultant Dyana Chahda
El Paso, Texas
Independent Senior National Sales Director
Pam Gruber Area

"Mary Kay continues to hold its appeal in part because it maintains cutting-edge technology in the cosmetics and skin care industries while adhering to the values upon which Mary Kay built the Company. There's no other opportunity like it. My grandmother instilled in my sisters and me that we were 'queens' and that through faith, we could achieve anything. My mother taught by example that women are strong and resilient and can have a career and do a great job rearing children too. Plus, I love meeting customers' needs by providing high-quality products at competitive prices through Golden Rule Service. My goal for Seminar 2009 is to achieve the Queen's Court of Sharing. My grandmother was right. We can all be queens, especially in Mary Kay!"



Independent Sales Director Suzie Kuczynski
Sparks, Nev.
Independent National Sales Director
Bea Millsagle Area



"I discovered Mary Kay when I was 18 and have faithfully used the products ever since. But I thought corporate America was for me. After college, I managed special events to serve the needs of others. I love helping others be successful – but hated compromising. I was criticized for being 'too organized, too compassionate, too honest and too nice'! Finally, pregnant with my third child and working full time, I prayed for a better way. I believe Mary Kay was the answer because I've found fulfillment with flexibility. I've earned the use of four Mary Kay Career Cars. I'm a two-time member of the Queen's Court of Sharing and a two-time member of the Queen's Court of Personal Sales. In 2008, my unit completed the \$300,000 Circle of Achievement. But what I love most about my career path is the freedom to go to Bible study at 10 a.m. on a weekday if I want to!"

"The Mary Kay opportunity remains relevant today because at its very core is the concept that life brings change, and we have to be adaptable. Mary Kay Ash knew hardships in both her personal and professional lives, in addition to having little ones to raise. Her example inspires me. After my divorce, I realized I had wrapped myself around my husband's life. I had no friends; I was in debt; and I was pregnant with my second baby and the first was just a year old. Mary Kay gave me back my self-confidence and made me a better mom. It allowed me to start a family business, and it's helping to provide us with financial security and a strong network of friends. I love being part of something that gives my children strong values and a sense of self-worth. I love showing them how to make others feel better and how doing that gives us more in life. As a first-generation American, my parents taught me that I am an AmeriCAN, not an AmeriCAN'T, so I love Mary Kay's CAN-DO attitude. There's no better environment for me or my kids to be in than this."



Independent Beauty Consultant
Tiffany Sawers
Arlington, Va.
Independent National Sales Director
Margaret Bartsch Area

"I'm part of Generation Y, and I believe that, even though we live in a time when women are more independent than ever before, we still value our family, flexibility and choices that permit success without sacrificing the things that mean the most to us. I've found that no matter how much society changes and how busy the world around us becomes, women still desire relationships and acceptance. That will never change. Mary Kay believed that giving a woman skin care would change her face, but giving her this opportunity could change her life. Today more than ever, women are looking for a place to belong where they can grow. A place where they can reach their highest potential. The Mary Kay sisterhood offers a place where dreams really do come true and friendships are built to last a lifetime. Who could ask for anything more?"



Independent Sales Director
Shayla Crow
Humble, Texas
Independent National Sales Director
Joy L. Breen Area

"I'm so proud to be in Independent National Sales Director Vernella Benjamin's Area. It's like a dream come true! I immigrated from Kingston, Jamaica, to the United States in January 1991. I started my Mary Kay business five years ago to supplement my home health care income, and since the beginning, it's had an enormous impact on my life. I've gained self-confidence. My financial status has improved tremendously. And as a single parent, I can see how it has directly helped my 16-year-old son achieve his goals. I'm thankful to have earned a spot in the 2008 Queen's Court of Personal Sales and my first Mary Kay diamond ring. I believe this is only the beginning! Mary Kay gives women choices, and I will continue to take advantage of this incredible opportunity!"



Independent Beauty Consultant
Paulette Robinson
Cambria Heights, N.Y.
Independent National Sales Director
Vernella Benjamin Area





Independent Beauty Consultant Tresha Barrett
Miami, Fla.
Independent National Sales Director
Dacia Wiegandt Area

"My husband is in sales, and he was attracted to the Mary Kay opportunity and success potential – instantly! I was attracted to the flexibility. By holding skin care classes, I can replace my former weekly salary and 'have a life' too. That's what keeps the opportunity so relevant today. We want balanced lives. We want to work less, be with our families more and increase our faith. We want to be good mothers and contribute to our households. Mary Kay allows us to take our families along on the road to success, instead of sacrificing them for it! More than just extra money, this opportunity is a complete self-help plan that can grow someone from the inside out while offering fun, sales income, positive networking with women from all walks of life and freedom from quotas. Mary Kay transformed me from a plain T-shirt- and jeans-wearing girl into a woman who, today, doesn't leave the house without foundation and lip gloss – minimum!"



Independent Sales Director Shanna Nowling-Brannon
Alabaster, Ala.
Independent Senior National Sales Director
Kathy Helou Area

"Almost all women are looking for an opportunity to better themselves and make extra money. We have the privilege of touching their lives in meaningful ways in the process by making them feel appreciated and special through skin care classes, having fun with their girlfriends and helping them care for their skin. No matter what changes in our society, women will forever want and need cosmetics! But the effect of this opportunity is more than skin deep. My Mary Kay business has helped me grow personally, spiritually and financially. This opportunity gives me a way to help others grow their potential as well. I've found that women do need to be told how great they are, and in return, my encouragement makes them more positive, more productive and better wives, moms, daughters, sisters and friends. Thank you, Mary Kay, for this amazing journey!"



Independent Senior Sales Director Doris Arevalo
Powder Springs, Ga.
Pearl Go Give Area

"Mary Kay is a great opportunity today because the Company has the best skin care products, 45 years in the industry and much more success to come! The beautiful thing about Mary Kay is that everybody has the same opportunity for personal and financial growth. No matter your background, through your personal efforts you can own your own business and enjoy open-ended sales, great recognition, prizes, luxurious travels, etc., depending on how persistently you pursue your goals. I feel so blessed to be associated with this great Company. I've been able to be my own boss and take care of my family along with my husband, Jorge, and our three wonderful children: Katalina, Jhamir and Jordano. Thanks, Mary Kay!"

"A few months ago, I started my Mary Kay business just to make some extra money. What I've found is so much more than that! I have wonderful new friends who support me, a positive atmosphere that allows me to be myself, plus prizes, fun and an open-ended opportunity. In these first few months, I've made more money than I expected and have won jewelry, a new camera, a trip to Chicago and a glamorous Seminar makeover! My husband and I have started to dream bigger, and I've realized that I don't have to limit what I can achieve and what I want out of life. I currently work my Mary Kay business around my full-time job as a social worker and have the flexibility to enjoy my personal life too. Mary Kay gives me the opportunity to stretch to my highest potential, both as an Independent Beauty Consultant and as a person!"



Independent Beauty Consultant April Hutchinson
Cold Spring, Ky.
Independent National Sales Director Pamela Waldrop
Shaw Area

Get the Scoop!

Makeover Winners "Looks"

How about those *45 Customers in 45 Days*
Seminar 2008 makeover winners and their fabulous "looks"?



Independent Senior Sales Director Pamela Hicks-Ring

To create that modern smoky look, makeup artist Susie Jasper applied Mary Kay® Mineral Eye Color in Sweet Cream for highlighting and Hazelnut mineral eye color for contour, then smudged Chocolate Kiss mineral eye color over Deep Brown eyeliner on Pam's lids. Keeping the attention on Pam's pretty peepers, Susie applied Tanned lipstick and just a slick of Beach Bronze lip gloss to Pam's lips.



Independent Beauty Consultant Dyana Chahda

Makeup artist Gary Parson took his cue from the lovely way Dyana's iridescent gown complemented her complexion. He highlighted with Sweet Cream eye color, swept Sienna over her entire lid and blended Coal at the outer corners. For luscious lips, he started with Neutral lip liner, filled in with Garnetfrost lipstick and finished with an over slick of Pink Diamonds lip gloss. Gary contoured with Sandstone bronzing powder and finished with a touch of Sparkling Cider mineral cheek color just on the apples of her cheeks.



Independent Sales Director Suzie Kuczynski

Talk about glamour: Makeup artist Gary Parson captured Suzie's smoky siren appeal by sweeping Navy Blue eye color across her eye lids and using Black eyeliner on just the outer corners. He lined her entire eye lid with Black eyeliner and topped off the look with Coal eye color on both upper and lower lids. Gary kept the focus on Suzie's eyes by using Neutral lip liner with Paradise Pink lipstick.



Independent Beauty Consultant Tiffany Sawers

Makeup artist Susie Jasper went for the glitz to capitalize on Tiffany's 1940s Hollywood-inspired look. She started with Vanilla Eyesicles on the lower lid and covered the upper lid with Crystalline, using Hazelnut in the crease. Exaggerated Black eyeliner added drama. Tiffany's bold pout came from Red lip liner over the entire lip topped with Mary Kay® Creme Lipstick in Amber Suede and Sunburst.



Independent Sales Director Shayla Crow

Taking the lead from the color of Shayla's glamorous strapless gown, makeup artist Gary Parson accentuated her eyes with Lemongrass on the inner corners, Golden Olive as contour and Coal blended on the outer corners. He chose Sunny Spice for her cheeks and created a modern lip look with Tanned lipstick and Gold Rush lip gloss.

Independent Beauty Consultant Paulette Robinson

To complement Paulette's dramatic beaded halter gown, makeup artist Susie Jasper chose Coal eye color as an accent color, Raisin for contouring and Amber Blaze for highlighting her eyes, which she rimmed with Black eyeliner. Mary Kay® Mineral Cheek Color in Cinnamon Stick on her cheeks, Dark Chocolate lip liner and Rich Fig lipstick topped with Beach Bronze lip gloss completed Paulette's smoky look.



Independent Beauty Consultant Tresha Barrett

Tresha's smoky look heated up when makeup artist Gary Parson chose Dusty Lilac, Sweet Plum and Coal mineral eye colors, blended to perfection around her beautiful eyes, which he rimmed with Black eyeliner. Gary contoured Tresha's face with Bronze Diva bronzing powder and evoked a blush with Cinnamon Stick on her cheeks. Black Cherry lipstick and a dab of Berry Sparkle lip gloss spoke volumes of glamour!



Independent Sales Director Shanna Nowling-Brannon

Makeup artist Susie Jasper turned everyone's attention to Shanna's beautiful eyes with Honey Spice highlighter and Granite for contouring, adding Coal for an accent and finishing with Black liquid eyeliner. Shy Blush mineral cheek color was the perfect accompaniment for Sweet Nectar lipstick and Cream & Sugar lip gloss.



Independent Senior Sales Director Doris Arevalo

Makeup artist Susie Jasper keyed off Doris's 1940s movie star gown and went with matte shadows for a classic Hollywood matinee look. Starting with Sweet Cream mineral eye color as a highlighter, she accented with midtone Sienna and finished with Double Espresso for contouring. Susie used Bronze Diva bronzing powder for shaping Doris's face and added Sparkling Cider to the apples of her cheeks. Chocolate lip liner and Red lipstick sent a clear message: Hot!



Independent Beauty Consultant April Hutchinson

For April's smoky look, makeup artist Gary Parson focused on her beautiful eyes, using Mary Kay® Mineral Eye Color in Dusty Lilac in the inner corners, Sweet Plum for the crease and lower lids and Coal for outer contouring. April's cheeks blushed with Mary Kay® Mineral Cheek Color in Sunny Spice and Strawberry Cream. For a perfect pout, Gary picked Pink lip liner with Sweet Nectar lipstick, topped off with Mary Kay® NouriShine® Lip Gloss in Pink Diamonds for shine.



recognition

Congratulations to the winners for August 2008

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for August 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for July 2008.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Aug. 31, 2008.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



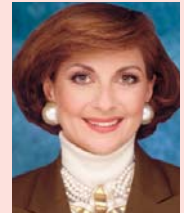
Kathy Helou

Pearl



Nan Stroud

Diamond



Barbara Sunden

On-Target for \$1,00,000 Inner Circle
Barbara Sunden.....\$168,977.82

On-Target for \$750,000 Inner Circle
Gayle Gaston.....\$138,431.25

On-Target for \$500,000 Inner Circle
Christine Peterson.....\$105,924.81
Nan Stroud.....85,715.03

On-Target for \$325,000 Inner Circle
Joanne Holman.....\$81,690.81
Carol Anton.....81,168.00
Karen Piro.....70,554.08
Jan Harris.....65,794.68
Lisa Madson.....64,956.60
Kathy Helou.....64,807.97
Rena Tarbet.....64,637.03
Gloria Mayfield Banks.....64,309.71
Anita Mallory Garrett-Roe.....63,560.37
Gloria Castaño.....60,498.33

Karlee Isenhardt.....58,385.26
Darlene Berggren.....57,197.07
Patricia Rodriguez-Turker.....55,896.08

On-Target for \$250,000 Diamond Circle
Holly Zick.....\$54,067.16
Cheryl Warfield.....53,745.43
Linda McBroom.....53,658.13
Jana Cox.....53,178.70
Lupita Ceballos.....52,377.71

Pat Danforth.....51,566.38
Halina Rygiel.....49,415.21
Johnette Shealy.....48,148.01
Julianne Nagle-Hackett.....47,055.48
Sonia Páez.....45,167.97
Mary Diem.....44,810.54
Stacy James.....42,564.57
Doris Janke.....41,972.38
Rosa Jackson.....41,795.86
Sherry Giancristoforo.....41,689.21

On-Target for \$200,000 Diamond Circle
Cindy Williams.....\$41,462.09
Sue Kirkpatrick.....40,579.21
Pamela Waldrop Shaw.....40,244.16
Kerry Buskirk.....39,700.01
Linda Toupin.....39,621.22
Suzanne Brothers.....39,582.90
Evelinda Diaz.....38,786.29
Pamela Fortenberry-Slate.....38,694.47
Debi Moore.....38,346.95

Jeanne Rowland.....37,685.42
Nancy Bonner.....37,055.66
Mary Estupian-Martel.....36,618.10
Cindy Fox.....36,508.54
Shirley Oppenheimer.....34,910.05
Wanda Dalby.....34,640.64
Jodie McCoy.....34,424.20
Kimberly Starr.....34,055.67
Ronnie D'Esposito Klein.....33,531.10
Pam Gruber.....33,376.41

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

Ruby

Carol Anton**.....\$44,863
Pat Danforth.....27,785
Jeanne Rowland*.....25,559
Linda McBroom*.....25,401
Karlee Isenhardt**.....24,866
Johnette Shealy*.....24,267
Sue Kirkpatrick*.....23,443
Ronnie D'Esposito Klein*.....20,028
Shirley Oppenheimer*.....19,636
Wanda Dalby**.....19,169
Rebecca Evans*.....16,313
Scarlett S. Walker*.....14,999
Kimberly R. Copeland*.....13,789
Pamela A. Fortenberry-Slate*.....13,041
Vicki Jo Auth.....12,785
Janis Z. Moon.....12,715
Judy Kawiecki.....12,635
Lynne G. Holliday.....12,631
Toni A. McElroy.....12,621
Phyllis Chang.....12,554
Kirk Gillespie.....12,550
Pam Ross*.....12,402
Maria Aceto Piro.....11,829
Bea Millislagle.....11,577
Michelle L. Sudeth*.....11,495
Kate DeBlander.....10,955
Cyndee Gress.....10,391
Gena Rae Gass.....10,240
Candy D. Lewis.....10,187
Gay Hope Super.....9,981
Patricia Lane.....9,898
Cindy Towne.....9,791
Vicky L. Fuselier.....9,770
Nancy M. Ashley*.....9,506
Cheryl J. Davidson.....9,386
Nancy West Junkin*.....9,307
Amy Dunlap.....9,270
Sue Z. McGray.....9,204
Margaret M. Bartsch.....9,037
Jean Santini*.....8,891
Terri Schafer.....8,650
Donna B. Meixsell.....8,571
Katie Walley.....8,513
Kelly McCarroll.....8,073
Cindy Z. Leone.....7,581
Sharilyn G. Phillips.....6,891
Thea Elvin.....6,696
Rhonda L. Fraczowski.....6,271
Renee D. Hackleman.....4,819

Sapphire

Christine Peterson***.....\$61,520
Gayle Gaston***.....57,282
Rena Tarbet*.....40,699
Lupita Ceballos**.....30,067
Joanne Holman**.....29,442
Jana Cox*.....28,459
Kimberly D. Starr.....21,783
Jodie McCoy*.....21,347
Sonia LaVay*.....18,108
Shannon C. Andrews*.....17,893
Magdalena Nevarez*.....17,275
Pam Klickna-Powell.....16,453
Valerie J. Bagnol*.....16,257
Mattie Dozier.....15,947
Sharon L. Buck.....14,054
Pam I. Higgs.....14,002
Jo Anne Barnes.....13,597
Jan L. Thetford.....13,457
Alia L. Head.....12,996
Maribel Barajas.....12,934
Debra M. Wehrer.....12,731
Davanne D. Moul*.....12,177
Lorraine B. Newton.....11,938
Carol L. Stoops.....11,682
Gloria Báez*.....11,378
Mary L. Cane.....11,350
Sherril L. Steinman.....11,009
Karen Kratochvil.....10,874
Paola J. Ramirez.....10,680
Jeanne Curtis.....10,467
Gillian H. Ortega.....10,128
Nancy A. Moser.....9,991
Joy L. Breen.....9,131
Gladis Elizabeth Camargo*.....8,935
Vernella Benjamin.....8,743
Kendra Crist Cross.....8,736
Elizabeth Sánchez.....8,316
Maria Aguirre.....7,802
Ann Brown.....7,758
Mima Mejia de Sánchez.....7,606
Britt L. Briddle.....7,464
Karen B. Ford.....6,967
Jill Moore.....5,660

Emerald

Gloria Mayfield Banks***.....\$42,925
Kathy S. Helou*.....34,986
Doris Janke*.....28,834
Debi R. Moore*.....24,920
Lily Orellana.....23,164
Sherry Giancristoforo**.....22,402
Dacia Wiegandt.....20,083
Jamie Cruse-Vrinios.....18,542
Kerry Buskirk*.....17,870
Cindy Fox*.....16,812
Consuelo R. Prieto.....16,671
Miriam Gómez-Rivas.....16,143
Mona Butters.....15,568
Cathy Bill*.....14,623
Joanne R. Bertalan*.....14,074
Janet Tade*.....13,772
Kay E. Elvrum.....13,675
Yvonne S. Lemmon.....13,652
Cathy Phillips.....12,524
Pamela Tull.....12,146
Cristi Ann Millard.....12,073
Barbara Whitaker.....11,039
Jo Reynal Rogers.....10,691
Carmen Rios.....10,653
Kathy Rodgers-Smith.....10,520
Dawn Otten-Sweeney.....10,292
Brenda Segal*.....10,288
Jackie LaPrade.....9,879
Judy Harmon.....9,704
Natalie Privette-Jones.....9,677
Shelly Gladstein.....9,261
Crisette M. Ellis.....9,088
Sherry A. Alexander.....8,646
Regina Hogue.....8,434
Kym A. Walker*.....8,191
Francie McBeth.....8,022
Sabrina Goodwin Monday.....7,984
Irene A. Shea.....7,628
Esther Whiteleather.....6,919
Joanne Hollingsworth.....6,808
Nora L. Shariff*.....5,630
Phyllis R. Sammons.....3,732
Pamela Cheek.....3,540

Pearl

Nan Stroud***.....\$55,205
Darlene Berggren*.....30,580
Jan Harris**.....30,180
Halina Rygiel*.....28,834
Cindy A. Williams.....27,330
Stacy I. James*.....24,267
Cheryl Warfield**.....24,197
Pamela Waldrop Shaw.....21,380
Mary C. Estupian-Martel*.....21,207
Jackie Swank*.....19,373
Anita Tripp Brewton*.....17,912
Rosa Jackson**.....17,781
Nancy Bonner*.....15,645
Julie Krebsbach.....15,554
Sandy Miller.....15,470
Maureen S. Ledda*.....15,167
Anabell Rocha.....14,097
Wilda DeKerlegand*.....14,018
Elizabeth Fitzpatrick*.....13,745
Pat Campbell.....13,717
Lise T. Clark*.....13,372
Kathy C. Goff-Brummett.....12,118
Shirley M. Oshiro.....11,842
Monique Todd Balboa.....11,829
Bett Vernon.....11,288
Lynda Jackson*.....11,161
Jane Studrawa.....10,925
Wadene Claxton-Prince.....10,848
Cathy E. Littlejohn.....10,698
Ruth Theodocion.....10,535
Anita N. Conley.....10,261
Robin Rowland.....10,249
Linda Kirkbride.....9,939
Allison LaMarr.....9,921
Glinda McGuire.....9,618
Deb Pike.....9,392
Barbara Stimach*.....8,860
Maureen Myers.....8,859
Sylvia Kalicak.....8,558
Beatrice Powell.....8,543
Rosalie Ann Medjesky.....7,657
Sonja Hunter Mason.....7,164
Kathy Jones.....6,106
Bettye M. Bridges.....5,685
Mary Pat Raynor.....5,443

Diamond

Barbara Sunden***.....\$83,243
Lisa Madson.....42,661
Gloria Castaño**.....41,910
Patricia Rodriguez-Turker*.....38,120
Anita Mallory Garrett-Roe*.....37,921
Karen Piro*.....35,999
Sonia Páez.....28,892
Evelinda Diaz.....26,586
Suzanne Brothers*.....24,534
Julianne Nagle-Hackett*.....23,030
Linda C. Toupin.....22,827
Tammy Crayk.....21,391
Mary Diem*.....20,602
Holly Zick**.....20,223
Pam Gruber*.....19,911
Joyce Z. Grady.....19,360
Maria I. Monarez.....18,789
Dawn A. Dunn.....17,765
Diane Underwood.....17,609
Sandy Valerio.....15,201
Jo Anne Cunningham.....14,904
Dalene Hartshorn.....14,502
Sharon Kingrey.....12,276
Diana Heble.....11,508
Rosibel L. Shahin*.....11,500
Andrea C. Newman.....11,235
Connie A. Kittson.....11,131
Sandra Chamorro.....10,739
Jan Mazzioti.....10,248
Diana Sumpter.....9,804
Morayma Rosas.....9,383
Betty Gilpatrick.....7,846
Charlotte G. Kosena.....7,593
Carol Lawler.....7,303
Caterina M. Harris.....7,281
Isabel Venegas.....7,044

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes June/junio

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



Jana L. Anderson
Stella, Neb.
R. Collins Unit

Christine S. Asare
Staten Island, N.Y.
O. Akinoyenu Unit

Norma Barrera
Amarillo, Texas
M. Monarrez Unit

Ashley Lauren Chadwick
Salt Lake City
R. Berrett Unit

Michelle Lea Custer
Sterling, Colo.
E. Hembd Unit

Ann Bruner DiAntonio
Greenville, S.C.
D. Martin Unit

Tammy Christine Donovan
Magnolia, Texas
S. Thompson Unit

Jessica Goodgame
Denton, Texas
M. Hennings Unit

Maria Teresa Santiago
Dallas
D. Almendares Unit

Addys Sasserath
Saint Petersburg, Fla.
R. Walsh Unit



Rhiannon Stillinger
Lavista, Neb.
K. Mans Unit

Kiria Arely Trejo
River Rouge, Mich.
G. Sevilla Unit

April L. Turner
Mechanicsville, Md.
J. Grady Unit

Sarah Geer*
Lakewood, Colo.
B. Werkmeister Unit

Congratulations to Sales Directors **Nelly Albino**, Lewisville, Texas, G. Reyes Unit; **Ifeoma Anagbogu**, Springdale, Md., C. Ugokwe-Udemba Unit; **Sabina Caro**, Coachella, Calif., Z. Ho Miranda Unit; **Catherine Chukuka**, Easton, Pa., N. Onuoha Unit; **Gloria Coronel**, Orange, Calif., M. Oruno Unit; **Danielle Coughlan**, Hudson, Mass., D. Ferguson-Mentiply Unit; **Mercedes R. Cruz**, Amityville, N.Y., M. Reyes Unit; **Elba Sofia D'Angiolillo**, Elizabeth, N.J., M. Sagal-Gaona Unit; **Elvia Denova**, Indiantown, Fla., M. Malagon Unit; **Antonella Faieta**, Ossining, N.Y., L. Varela Unit; **Tanya Jo Friesen**, Cannon Falls, Minn., L. Peine Unit; **Ana Galdamez**, Dallas, B. Vasquez Unit; **Elizabeth Adelina Garcia**, Frederick, Md., A. Alvarez Unit; **Claudia J. Gonzalez**, Hempstead, N.Y., D. Moran Unit; **Sara A. Gonzalez**, Mesquite, Texas, J. Chihuahua Unit; **Maria Hernandez**, Charlotte, N.C., I. Fernandez Unit; **Vivian Hernandez**, Miami, I. Hernandez Unit; **Francis Veronica Jarquin**, Dallas, J. Mitchell Unit; **Irma Evgelia Jasso**, El Monte, Calif., A. Ramirez Unit; **Maria Aracelis Jauch**, Weston, Fla., A. Allgood Unit; **Elizabeth Luna**, Rice, Texas, J. Mitchell Unit; **Rubidia Xiomara Mejia**, Hempstead, N.Y., M. Rivas Unit; **Sandi Merrifield**, Winona, Minn., B. Haag Unit; **Nicole M. Mery**, West Jordan, Utah, K. Johnson Unit; **Marcella Brock Moore**, Clay City, Ky., A. Gadbury Unit; **Rosalinda Morales**, Arlington, Texas, H. Medina Unit; **Irene Z. Morgan**, Noblesville, Ind., M. Butcher Unit; **Luz M. Olivares**, McKinney, Texas, G. Reyes Unit; **Joanna Elizabeth Otero**, Orlando, Fla., S. Niell Unit; **Lidia Berenice Pabon**, Lawrence, Mass., L. Rivera Unit; **Norma Leticia Quinonez**, Calexico, Calif., P. Gutierrez Unit; **Alicia Rivera**, Stamford, Conn., E. Almonte-Puello Unit; **Myma Roxana Romero**, Manassas, Va., A. Garcia-Herrera Unit; **Rosa Lina Romero**, Culpeper, Va., F. Morla-Canales Unit; **Amy Sagness**, Sioux Falls, S.D., M. Suter Unit; **Mima Alicia Sanchez**, Charlotte, N.C., N. Avila Unit; **Marlene Serrano**, Houston, G. Esparza Unit; **Bertha Silva**, Baytown, Texas, M. Silva Unit; **Helen Sullivan**, Commerce, Ga., M. Cape Unit; **Edelmira Titus**, Miami, M. Rolo Unit; **Maricela Trejo**, Hickory, N.C., A. Chavez Unit; **Maria Rene T. Valdez**, Chantilly, Va., A. Garcia-Herrera Unit; **Juli Van Wyk**, Eagle, Idaho, T. Roberts Unit; **Maria T. Vazquez**, Kankakee, Ill., C. Hernandez Unit; **Michelle Sherice Wallace**, Baltimore, K. Meyers Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debutaron anteriormente.

Dean's List/Lista del Decano

(August 2007 debuts/debutes de agosto 2007)

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



Ruth L. Everhart
Bradenton, Fla.
B. Sunden Area
Diamond Seminar

Funmilayo Lang
Bronx, N.Y.
H. Rygiel Area
Pearl Seminar

Lina Mazuera
Greenacres, Fla.
S. Pérez Area
Diamond Seminar

Honors Society/Sociedad de Honor

(August 2007 debuts/debutes de agosto 2007)

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



Lucia Carbajal
Houston
G. Castaño Area

Maria D. Silva
Baytown, Texas
G. Castaño Area

Fabulous 50s/Los Fabulosos 50

(February 2008 debuts/debutes de febrero 2008)

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



Cheryl Anne Mullen
Wilmington, N.C.
M. Diem Area

Guadalupe Munoz
Hammond, Ind.
Diamond Go Give Area

Congratulations to Sales Director **Erodita Diaz**, Sanford, N.C., G. Castaño Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

diamond/diamante

On the Write Track/En buen camino

(June 2008 debuts/debutes de junio 2008)

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

Nelly Albino	Catherine Chukuka	Michelle Lea Custer	Elizabeth Adelina Garcia	Maria Aracelis Jauch	Rosa Lina Romero	Maricela Trejo
Norma Barrera	Gloria Coronel	Antonella Faieta	Maria Hernandez	Luz M. Olivares	Mirna Alicia Sanchez	
Sabina Caro	Mercedes R. Cruz	Ana Galdamez	Irma Evgelia Jasso	Alicia Rivera	Kiria Arelly Trejo	

New Team Leaders/Nuevas Líderes de Equipo

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

Homa B. Ahmed	Lucia Cruz	Erynne E. Fuller	Suzanne Kirch	Yaima Mesa	Ana Y. Portillo	Erin Tanner
Jacinta Amadi	Samantha K. Davis	Miriam A. Galiote	Michelle L. Knapp	Rosa Meza	Mayra Quinonez	Nicole M. Taylor
Marivel E. Andrade	Lizabeth A. Deliso	Jorge Garcia	Kristi A. Koch	Kristen M. Miles	Rosangel M. Ramon	Becky L. Tetrick
Rebeca Area	Alejandrina Diaz	Sindy Gonzalez	Adela Lara	Magda D. Miranda	Norma Rangel	Pheng Thao
Wendy M. Arias	Maria G. Diaz	Barbara C. Grindstaff	Iris W. Lemmonds	Brenda L. Moran	Flavia O. Rodriguez	Leslie S. Thomas
Leanne M. Babcock	Alejandra Duarte	Maria B. Guzman	Ignacia Leon	Cynthia E. Morgan	Neydi J. Rubio	Maria Tlaseca
Anne M. Bielejeski	Otilia Dubon Lopez	Stephanie N. Hall	Oralia Leon	Rosario Munoz	Susana Sanchez	Linda Ukeje
Amanda R. Bohl	Tiffany R. Eaton	Tammy L. Hamilton	Rosa M. Leyva-Chino	Vicky Nahue	Eva B. Santiago	Maria Umana
Yolanda M. Boyarin	Cecilia Espinoza	Kristen N. Henke	Lourdes Lopez	Angelica Nunez	Olga Santos	Asuncion Valeria
Myrt Brakhage	Veronica Espinoza	Nery Hernandez	Yvonne L. Malone	Helen I. Ogbu	Anabel Sierra	Maria C. Vasquez
Claudia Burgos	Leticia Estrada	Chrystalle Hester	Maria Marcelino	Tomike Omotayo	Flor E. Silva	Norma Villalobos
Laura R. Burket	Maricruz Estrada	Sarah C. Hildreth	Fatima Martinez	Chizoba C. Onejemi	Susie J. Smythe	Reynette A. Watson
Mairita Cambizaca	Janice M. Farley	Victoria A. Hillemeier	Karen V. Martinez	Nora Osei-Aboagye	Paula M. Sonsalla Bisek	April Weber
Brenda Canizales	Ames Filena	Jamie L. Hobbs	Santa Mateo	Barbara L. Palmer	Sara S. Soto	Godwin S. Wiggle
Lourdes Cardona	Hilary B. Fiskeaux	Kenyatta S. Howard	Maria Matias	Daisy A. Pena	Tere Soto	Tami Wogan
Aida Castro	Pablo Flores	Mariel M. Huertas	Natalie L. Mayer	Dinora Pena	Debbie S. Sparks	Darryl M. Wright
Soledad Ceballos	Valeria Fossati	Rachel J. Hughes	Kelsey M. Meacham	Desiree Pena-Guillen	Michelle T. St. Clair	Pangtang Yang
Kittie P. Clapp	Julie L. Frantz	Nancy Hurtado	Izela Mendez	Antonia Perez	Samantha E. Stevens	Leydine L. Zapata
Anyon C. Coon	Maria Fuentes	Tracy L. Kabara	Sybil W. Mercer	Dayana Polanco	Semilda E. Suarez	

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during August./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en agosto.

Sales Director Felicia Ifeyinwa Nweze.....	\$2,890.52	Oyindamola Olagunju, A. Koya Unit.....	1,486.13	Sales Director Karime Rosas.....	1,278.19
Sales Director Ruth Ojibeka.....	2,183.51	Sales Director Griselda Gordillo-Botello.....	1,454.08	Sales Director Julieta A. Mitchell.....	1,275.56
Sales Director Gina Rodriguez.....	1,933.72	Sales Director Ana X. Solis.....	1,404.39	Sales Director Ada Y. Garcia-Herrera.....	1,249.33
Sales Director Juanita Chihuahua.....	1,849.48	Maria Elizabeth Gomez, L. Molina Unit.....	1,403.19	Sales Director Eileen M. Huffman.....	1,239.65
Sales Director Yvonne Tazem.....	1,598.77	Victoria Anastasia Hillemeier, J. Grizzel Unit.....	1,377.12	Sales Director Jolinn Andriese.....	1,206.76
Sales Director Valerie Jean White.....	1,587.37	Sales Director Heidi J. Norton.....	1,342.90	Sales Director Gloria M. Gavilanes.....	1,199.97
Brittany Atkinson Leavitt, M. Edgington Unit.....	1,570.43	Sales Director Nkechi F. Okwara.....	1,329.58	Sales Director Emily Sims.....	1,180.92
Sales Director Ngozi Onuoha.....	1,525.52	Sales Director Nien-Wei Hsiao.....	1,324.73		
Rosangel M. Ramon, S. Arriola Unit.....	1,490.09	Sales Director Judy M. Suhonen.....	1,298.73		

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

diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE	NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO	13 GOLD MEDALS/MEDALLAS DE ORO	12 GOLD MEDALS/MEDALLAS DE ORO	11 GOLD MEDALS/MEDALLAS DE ORO	10 GOLD MEDALS/MEDALLAS DE ORO	9 GOLD MEDALS/MEDALLAS DE ORO	8 GOLD MEDALS/MEDALLAS DE ORO	7 GOLD MEDALS/MEDALLAS DE ORO	6 GOLD MEDALS/MEDALLAS DE ORO	5 GOLD MEDALS/MEDALLAS DE ORO	4 GOLD MEDALS/MEDALLAS DE ORO	3 GOLD MEDALS/MEDALLAS DE ORO	2 GOLD MEDALS/MEDALLAS DE ORO	1 GOLD MEDAL/MEDALLA DE ORO
92 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Silvia Sanchez.....	5	6	5	5	5	5	5	5	5	5	5	5	5
86 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Ana Solis.....	6	6	5	5	5	5	5	5	5	5	5	5	5
65 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Blanca Arroyo.....	5	5	5	5	5	5	5	5	5	5	5	5	5
63 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Clara Fuentes.....	5	5	5	5	5	5	5	5	5	5	5	5	5
47 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Sharon Alverson.....	15	5	5	5	5	5	5	5	5	5	5	5	5
40 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Yesenia Mendez.....	5	5	5	5	5	5	5	5	5	5	5	5	5
37H GOLD MEDALS/MEDALLAS DE ORO	Sales Director Yvonne Tazem.....	10	5	5	5	5	5	5	5	5	5	5	5	5
34 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Imelda Hernandez.....	5	5	5	5	5	5	5	5	5	5	5	5	5
32 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Rosa Rivera.....	5	5	5	5	5	5	5	5	5	5	5	5	5
31 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Ruth Ojibeka.....	7	5	5	5	5	5	5	5	5	5	5	5	5
29 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Nma Roz Okeke.....	6	5	5	5	5	5	5	5	5	5	5	5	5
27 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Linda Faye Dowell.....	6	5	5	5	5	5	5	5	5	5	5	5	5
26 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Felicia Nweze.....	9	5	5	5	5	5	5	5	5	5	5	5	5
24 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Juanita Chihuahua.....	10	5	5	5	5	5	5	5	5	5	5	5	5
23 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Mary Williams.....	7	5	5	5	5	5	5	5	5	5	5	5	5
21 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Gloria Gavilanes.....	5	5	5	5	5	5	5	5	5	5	5	5	5
20 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Anaitez Avila.....	8	5	5	5	5	5	5	5	5	5	5	5	5
19 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Maria de Jesus Gonzalez.....	5	5	5	5	5	5	5	5	5	5	5	5	5
18 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Rosa Fernandez.....	5	5	5	5	5	5	5	5	5	5	5	5	5
17 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Rosmary Baez.....	5	5	5	5	5	5	5	5	5	5	5	5	5
16 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Yolanda Alvarez.....	7	5	5	5	5	5	5	5	5	5	5	5	5
15 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Cynthia Morgan.....	5	5	5	5	5	5	5	5	5	5	5	5	5
14 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Sandra Sanchez.....	6	5	5	5	5	5	5	5	5	5	5	5	5
13 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Erica Barkley.....	6	5	5	5	5	5	5	5	5	5	5	5	5
12 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Lisa Bradley.....	6	5	5	5	5	5	5	5	5	5	5	5	5
11 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Sandy Gamba.....	7	5	5	5	5	5	5	5	5	5	5	5	5
10 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Mery Ramirez Bravo.....	7	5	5	5	5	5	5	5	5	5	5	5	5
9 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Christine Ali.....	10	5	5	5	5	5	5	5	5	5	5	5	5
8 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Gloria Coronel.....	13	5	5	5	5	5	5	5	5	5	5	5	5
7 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
6 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
5 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
4 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
3 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
2 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5
1 GOLD MEDAL/MEDALLA DE ORO	Sales Director Araceli Mairs.....	5	5	5	5	5	5	5	5	5	5	5	5	5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

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

Ruby/Rubí

Ekene S. Okafor.....	\$191,703
Oye A. Onuoha.....	161,206
Thessey Nkechi Nwachukwu.....	95,575
Melissa Kaye Kopec.....	92,371
Appolonia Nnediogo.....	
Onwuanaegbule.....	91,450
Maureen Uzorka.....	86,381
Stella Smith-Plus.....	81,466
Krystal D. Downey-Shada.....	77,654
Phuong L. White.....	71,911
Judy Lund.....	71,845
Adaora Eucharía Umeh.....	65,876
Cheryl O. Fulcher.....	63,525
Dorothy C. Ibe.....	60,094
Kathy Monahan.....	58,894
Bridgette Rae Conley.....	57,841
Kathleen C. Savorgnan.....	57,512
K. T. Marie Martin.....	57,244
Titilayo Onasanya.....	57,041
Stephanie N. Sato.....	56,701
Sonya F. Goins.....	56,638
Somer Ballard Carter.....	54,376
Kemi E. Madunta.....	52,733
Mary Sharon Howell.....	52,100
Tish Dillon.....	49,394
Helen Naomi Godswill.....	49,363
Florence N. Ohen.....	47,747
Marnie R. Yunger.....	47,659
Agatha M. Okocha.....	47,255
Liz Whitehouse.....	47,062
Brenda Fenner.....	46,631
Eleanor M. Reigel.....	46,378
Laurie Hallock.....	46,325
Suzanne Tripp-Black.....	46,169
Shelia D. Evans.....	45,808
Phina N. Onwuachi.....	44,776
Julie Smith.....	44,685
Maribel Olivares.....	44,461
Karen E. Gardner.....	43,678
Jill E. Garrett.....	43,303
Gloria Dominguez.....	43,113
Carol Fehr.....	42,198
Amber J. Schaffner.....	41,985
Debbie A. Elbrecht.....	41,762
Eva E. Holguin.....	41,422
Lisa Anne Harmon.....	41,131
Sarah J. Chambers.....	40,660
Melanie S. Abernathy.....	40,639
Courtney Leanne Armstrong.....	40,393
Sherrie L. Clemons.....	39,317
Gloria Bello.....	39,202
Tina Hulsman.....	39,178
Joyce Omene.....	38,949
Donna F. Knotts.....	38,745
Kali DeBlender Brigham.....	38,743
Jennifer E. Marinacci.....	38,560
Linda Omene.....	37,991
Christy M. Cox.....	37,942
Nancy D. Marshall.....	37,869
Becky J. Seim.....	37,549
Laura A. Kattenbraker.....	37,463
Tiffany Brooke Stout.....	37,360
Mary Jo Dallen.....	37,313
Karen M. Irwin.....	37,293
Gaynell L. Kennedy.....	37,200
Jackie M. Craver.....	36,949
Deborah S. Bailly.....	36,938
Breda M. Teal.....	36,664
Julie Brindell Sapp.....	36,610
Ann Kuehler.....	36,562
Carol L. Pittman.....	36,519
Maggie G. Shake.....	36,295
Vanessa R. Upkins.....	35,966
Esther Chinyere Ohen.....	35,832
Margaret H. Gornly.....	35,664
Diane Covington.....	35,242
Susan Jean Miller.....	35,007
Michelle Lee Paul.....	34,972
Karen Pappas.....	34,952
Bertha A. Caballero.....	34,950
Lisa Tyson-Cox.....	34,875
Crystal Caldwell Hubbard.....	34,845
Judie Roman.....	34,675
Sarah Driggers.....	34,615

Jacqueline N. Alford.....	34,348
Elayne J. Watson.....	34,137
Debra Moore Kinley.....	34,124
Debby A. Nezat.....	34,010
Juliet Igboanusi.....	33,985
Margaret Allison Reiser.....	33,801
Anne Weidenweber.....	33,712
Krystal K. Walker.....	32,972
Jan Stone.....	32,934
Gina Beekley.....	32,818
Edith Ngozi Okafor.....	32,702
Cindy P. Markowski.....	32,635
Linda Christenson.....	32,555
Timmi Davis.....	32,551
Donna Clark.....	32,529
Joy Chinoelo Achebe.....	32,466
Christy Barnett.....	32,417

Sapphire/Zafiro

Tracy Potter.....	\$76,253
Beth S. Austin.....	65,411
Sylvia Boggs.....	64,979
Randi Stevens.....	61,387
Kathy R. Bullard.....	61,287
Tasha Bergman.....	61,245
Julie Weaver.....	60,112
Ruby Garner.....	56,156
Angela D. LaFerry.....	55,955
Estela Saucedo.....	55,303
Jill Beckstedt.....	53,302
Dena Smith.....	52,523
Julia Mundy.....	52,301
Leann Elaine Zondag.....	51,969
Jennifer G. Bouse.....	49,966
Zasha Noel Lowe.....	49,891
Angie S. Day.....	48,762
G. Isela Cassidy.....	48,582
Hilda Marrufo.....	48,503
Brandy Michelle Redden.....	47,674
Ann W. Sherman.....	47,458
Wendy S. Coltrain.....	46,079
Katie D. Nichols.....	45,663
Kristi M. Anderson.....	45,445
Angelique M. Talbert.....	45,303
Ellen Ezekiel Farquharson.....	45,099
Linné Lane.....	44,706
Maria G. Diaz.....	44,175
Odilia Vasquez.....	42,953
Tammy Romage.....	42,898
Christy Bigham.....	42,450
Jahna L. Stone.....	42,284
Lady Ruth Brown.....	42,136
Renee J. Pirtz.....	42,085
Linda L. Quillin.....	42,054
Kathleen M. Hutchins.....	41,319
Morgendee Meacham Flannery.....	40,936
Eileen Fricke.....	40,422
Sherri Ammons.....	40,404
Julie Neal.....	40,376
Cheryl T. Anderson.....	40,302
Marjorie S. Hain.....	40,161
Janelle A. Ferrell.....	39,308
Elaine B. Lewis.....	38,996
Dolores Keller.....	38,801
Roxanne McIntroe.....	38,612
Gaynell L. Kennedy.....	38,384
Giana Marelli Bonheur.....	38,347
Pam Garner Moore.....	38,102
Kathleen Kirkwood.....	38,010
Sonya Smith Cathey.....	37,998
Elaine Hipsher.....	37,790
Rocio Hernandez.....	37,786
Danice C. McEldowney.....	37,781
Margaret Neill.....	37,731
Annie B. Persaud.....	37,664
Jill L. Glocker.....	37,623
Agnes Stewart.....	37,513
Ann Ferrell Smith.....	36,961
Sandi Fitzpatrick.....	36,924
Debbie A. Weld.....	36,901
Cecilia Boodhoo.....	36,739
Bonnie Crumrin.....	36,729
Marie G. Miller.....	36,459
Cheri L. Taylor.....	36,333
Theresa Kusak-Smith.....	36,240

Binta Touray Jagne.....	36,135
Virginia E. Curry.....	35,842
Danita Sajous.....	35,786
Lorenda M. Younger.....	35,422
Patsy A. Glunt.....	34,902
Jerlene Vrana.....	34,864
Robyn S. Cartmill.....	34,672
Terry A. Hensley.....	34,655
Jeannie Helm.....	34,299
Therese E. Simon.....	34,238
Joanna Helton.....	34,103
Barbara D. McKneely.....	34,058
Heather A. Plasencia.....	34,003
Sherri Reindl.....	33,705
Catalina T. Barahona.....	33,341
Betty H. Schuler.....	33,298
Phyllis I. Pisker.....	33,196
Linda Klein.....	33,097
Kelly P. Thoman.....	32,911
Kathlyn Elaine Tylik.....	32,786
Nancy W. Pettaway.....	32,738
Patrice Moore Smith.....	32,702
Peggy B. Sacco.....	32,692
Petie L. Huffman.....	32,628
Shirley Moreno.....	32,624
Linda F. Merritt.....	32,515
Rayne D. Tubbs.....	32,387
Alison Renee Jurek.....	32,371
Kimberly A. Gilmer.....	32,358
Gracie P. Yarritu.....	32,059
Reyna Arroyo.....	32,015
Angelee R. Murray.....	31,915
Karen D. Dorsey.....	31,847
Dessi Ford-McLeod.....	31,824

Emerald/Esmeralda

Grace Y. Adeoye.....	\$91,253
Candy Jackson.....	76,253
Sheri L. Farrar-Meyer.....	76,064
Anna Joseph Peet.....	72,389
Helen Jakpor.....	68,651
Traci L. Smith.....	64,888
Karl J. Saphos.....	64,461
Ayobami O. Olusa.....	59,101
Evalina Chavez.....	57,590
Maria Cristina Cuenca.....	56,549
Jane Okundaye.....	55,192
Linda Bradley.....	54,189
Tandy L. Ludin.....	52,100
Aya Fubara Eneli.....	48,985
Pam Kelly.....	48,829
Hope S. Pratt.....	47,475
Laura Krewson.....	46,886
Trisha Taylor.....	46,368
Elaine K. Williams.....	46,193
Pattie A. Robinson.....	45,935
Rose Campbell.....	45,600
Rosemary Soto.....	45,269
Yolanda Lopez.....	44,735
Nancy L. DeFina.....	44,734
Hollie R. Sherrick.....	43,705
Amanda Didia.....	43,424
Gerril L. Gurreri.....	41,739
Kathy P. Oliveira.....	40,356
Auri Hatheway.....	39,340
Stacy S. Gilson.....	39,305
Aluska Entenza.....	39,101
Cecilia Merport.....	38,753
Denise G. Kucharski.....	38,737
Kimbi L. Bartik.....	38,627
Heather Shea Catts.....	37,837
Emily Stone.....	37,804
Jordan Helou Eicher.....	37,783
Barbara Pleet.....	37,693
Diana V. Caballero.....	37,223
Christine J. Kurzawa.....	37,112
Denise M. Sowder.....	37,010
Sherry L. Crews.....	36,749
J. L. Bolton.....	36,572
Yalodie Yokie.....	36,534
Stacy D. Foust.....	36,476
Celsa Menjivar.....	36,333
Mirtha Lydia Ramos.....	36,149
Jennifer Spriggs.....	35,272
Sheila J. McCune.....	35,232

Nancy A. Berlin.....	34,943
Marianne L. Anderson.....	34,808
Kimberly Hutchens Poulson.....	34,544
Susie J. Serio.....	34,449
Brenda D. Elliott.....	34,228
Angel L. Hurley.....	34,171
Wendy Griffin Presley.....	34,167
Toya M. Drew.....	34,053
Lisa A. Hawkins.....	34,035
Lisa Beddick.....	33,825
Karen A. Jorgenson.....	33,719
Nancy S. North.....	33,687
Katie L. Ashby.....	33,562
Rosario Campos.....	33,257
Tammy K. Ayers.....	32,584
Andrea Steinmetz.....	32,538
Jeannine R. DeVore Harris.....	32,535
Gina C. Joanos.....	32,471
Dorcas Mateu Gonzalez.....	31,990
Joni L. Pritchard Augsburg.....	31,986
Anita Rodriguez.....	31,534
Margarita Guerra.....	31,529
Vicki Powell.....	31,428
Kimberly Dawn Reed.....	31,081
Penny Pearsall.....	30,984
Cindy Rose.....	30,534
Cheryl Bosley.....	30,344
Barbara Gizzo.....	30,292
Carol M. Fulton.....	30,174
Nancy A. Coleman.....	30,084
Marina Sanchez Ramirez.....	30,059
April Leigh Price.....	30,036
Cathy Kazi.....	29,930
Pat Forehand.....	29,892
Karen E. Ridle.....	29,835
Margarita O. Dominguez.....	29,717
Maria Grey Boza.....	29,715
Charlotte Mantooth.....	29,633
Roxanne K. Youngton.....	29,589
Nancy Graham.....	29,358
Esther Andrews.....	29,170
Silvia Valencia.....	28,830
Linda S. Robinson.....	28,727
Jean Mac Donald.....	28,695
Nancy Harder.....	28,671
Rhonda Kambeitz.....	28,656
Shawna D. Schneider.....	28,331
Heather A. Carlson.....	28,319
Myrna I. Colon.....	28,271
Antonia Miranda.....	28,239
Laura A. Armstrong.....	28,191

Pearl/Perla

Lisa Allison.....	\$93,777
Betsy C. Richard.....	80,920
Kristin Myers.....	74,097
Lia Rene Carta.....	72,235
Myra Kirell.....	71,951
Anne Geertsen.....	71,614
Kim L. McClure.....	70,627
Sharon Smith Wisnoski.....	69,214
Alicia Borkowska.....	59,880
Jeanie Martin.....	57,010
Patti Cornell.....	55,824
My Kemp.....	55,164
Janice Baxter Hull.....	53,556
Vicki Piccirilli.....	52,949
Amie N. Gambolan.....	52,945
Alma Orrosteitia.....	51,973
Caroline R. Johnson.....	51,420
Barbara Adedolapo Yussuf.....	50,942
Laura Ann Zipay.....	49,764
Heather Marie Erbe.....	49,336
Judi Tapella.....	48,683
Shari M. Kirschner.....	48,098
Thyl L. Ennis.....	47,154
Leah G. Nelson.....	46,461
Jessica D. Abundez.....	46,225
Kathryn L. Engstrom.....	44,998
Kathleen Deal.....	44,990
Connie L. Young.....	44,959
Jeanie K. Navrak.....	44,862
Laura Poling.....	44,742
Shelley Eldridge.....	44,598
Stephani Estrada.....	44,262

Richelle V. Barnes.....	44,204
Roxanne Rodriguez-Diaz.....	43,900
Stephanie Nicole Tran.....	43,818
Jamie Leigh Techtentlin.....	43,750
Patty Webster.....	42,624
Holli Thompson Lowe.....	42,549
Lisa Olivares.....	42,184
Cindy Machado-Flippen.....	41,755
Charlene Grubbs.....	41,752
Ella M. Chick-Power.....	41,409
Sandra Tatzer.....	40,720
Tina M. Wright.....	40,400
Elizabeth B. Muna.....	40,170
Katherine Mirkes Ward.....	39,819
Amie J. Bennett.....	39,556
Julia Sander Burnett.....	38,466
Jane Cagle.....	37,918
Sherry Kostner.....	37,777
Laurie C. Cole.....	37,123
Judy Gieson.....	37,056
Dorothy D. Boyd.....	36,889
Amy M. Alber.....	36,718
Susan M. Hohlman.....	36,667
Amy C. Schule.....	36,535
LuAnn Shepherd.....	36,509
Jennifer Koenicke.....	36,446
Beth H. Piland.....	36,158
Farrell S. Norton.....	36,077
Peggy A. Rooney.....	35,986
Jessica Leah Williams.....	35,698
Fern M. Gerdess.....	35,436
Pat Ringnald.....	35,394
Yvette Alexander.....	35,351
Jo Shuler.....	35,045
Julie McRae Cranston.....	35,029
Stacey Craft.....	34,995
Melissa Munguia.....	34,928
Leah Michelle Lauchlan.....	34,793
Roya M. Mattis.....	34,791
Denise M. Roberts.....	34,620
Tamarie M. Bradford.....	34,560
Shadan Buckalew.....	34,289
Angela P. LaFrance.....	34,092
Tammy A. Vavala.....	33,951
Evelyn Pirhalla.....	33,808
Kathy Lee.....	33,797
Martha P. Joyce.....	33,667
Judy Brack.....	33,769
Melissa Hamby.....	33,583
Rebecca Milligan.....	33,320
Collette Parker.....	33,249
Carmen J. Felix.....	32,838
Joyce Recenello.....	32,796
Betty B. Lucido.....	32,694
Tammy Brown.....	32,622
Cheryl Marie Brown.....	32,493
Blythe Jolee Billing.....	32,412
Janine F. Johnson.....	32,391
Sandra Giraldo Kirchhoff.....	32,363
Concepcion Mejia.....	32,214
Kyla Jean Dodson.....	32,195
Irene K. Foster.....	32,001
Cindy Keske.....	31,981
Diane M. Detesco.....	31,636
R. Sue Miller.....	31,630
Hilda Alvarez.....	31,285
Amy Stokes.....	31,269
Maria de Jesus Rames.....	31,185

Diamond/Diamante

Mery C. Ramirez Bravo.....	\$113,980
Yvonne Tazem.....	112,827
Kim I. Cowdell.....	85,450
LaRonda L. Daigle.....	83,434
Andrea Shields.....	81,066
Melinda M. Balling.....	74,276
Felicia Ifeyinwa Nweze.....	68,995
Audrey K. MacDowall.....	67,459
Aishat Bola Koya.....	65,232
Pat A. Nuzzi.....	65,228
Jolinn Andriese.....	64,845
Jeanette E. Beichle.....	64,504
Yosaira Sanchez.....	64,453
Delmi Cristina Santos.....	64,152
Julie Danskin.....	59,940

Norma Lee Shaver.....	58,394
Brenda Bennett.....	57,407
Ivonne Hernandez.....	56,956
Stephanie A. Richter.....	56,764
Melissa R. Hennings.....	56,543
Mary Strauss.....	55,437
Amy Allgood.....	54,446
Eileen M. Huffman.....	52,779
Vicki O'Bannon.....	52,570
Arianne C. Morgan.....	51,871
Ana X. Solis.....	50,980
Melissa Mays.....	50,908
Cindy S. Kriner.....	50,329
Elvi S. Lamping.....	49,987
Lily Hernandez Molina.....	49,901
Emily Sims.....	49,732
Lara F. McKeever.....	48,924
Neolia James.....	48,048

recognition

Commission Circle

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

Ruby		Debbly A. Nezat.....	5,544.58	Lorenda M. Younger.....	5,689.41	Pattie A. Robinson.....	5,878.27	Evelyn Pirhalla.....	7,343.93	Priscilla McPheeters.....	9,519.43
Ekene S. Okafor.....	\$29,757.82	Mary A. Mack.....	5,530.52	Sherril Reindl.....	5,666.39	Jeannine R. DeVore Harris.....	5,822.15	Jessica D. Abundez.....	7,211.95	Yosaira Sanchez.....	9,456.94
Thesny Nkechi Nwachukwu.....	29,126.82	Judie Roman.....	5,520.66	Jennifer L. Semelsberger.....	5,655.91	Christine J. Kurzawa.....	5,796.97	Elizabeth B. Muna.....	7,181.34	Terri J. Beckstead.....	9,449.91
Oye A. Onuoha.....	24,533.41	Maggie G. Shake.....	5,517.93	Dwauna Maura.....	5,649.15	Stacy D. Foust.....	5,727.82	Amie N. Gamboian.....	7,112.02	Audrey K. MacDowall.....	9,446.82
Dorothy C. Ibe.....	17,848.06	Helen Amato.....	5,491.31	Giana Marelli Bonheur.....	5,637.93	Carol M. Fulton.....	5,656.12	Kathryn L. Engstrom.....	6,931.76	Delmi Cristina Santos.....	9,208.37
Appolonia Nnediogo.....		Breda M. Teal.....	5,480.23	Robyn S. Cartmill.....	5,629.57	Susie J. Serio.....	5,604.10	Barbara R. Johnson.....	6,888.16	Melissa R. Hennings.....	9,190.76
Omwunaegbulu.....	15,404.57	Nkechi Okafor.....	5,460.08	Elaine Hipsher.....	5,628.86	Haydee Guzman.....	5,578.28	Irvine K. Foster.....	6,781.21	Pat A. Nuzzi.....	9,168.84
Stella Smith-Plus.....	12,222.77	Mary Lou Ardohain.....	5,406.05	Cathy A. Jacobs.....	5,568.82	Nancy Harder.....	5,572.79	Nadine Bowers.....	6,781.06	Emily Sims.....	9,025.55
Krystal D. Downey-Shada.....	11,339.26	Kerri L. Koziol.....	5,403.92	Pam Garner Moore.....	5,461.29	Antonia Miranda.....	5,533.34	Laura Ann Zipay.....	6,569.23	Aishat Bola Koya.....	8,994.90
Melissa Kaye Kopec.....	10,707.29	Margaret Allison Reiser.....	5,379.61	Phyllis I. Pinks.....	5,422.63	Nancy A. Coleman.....	5,514.21	Charlene Grubbs.....	6,513.36	Martha Kay Raile.....	8,984.53
Maureen Uzorka.....	10,276.42	Diana Gutierrez.....	5,366.61	Sonya Smith Cathey.....	5,395.17	Toya M. Drew.....	5,448.09	Patty Webster.....	6,454.58	Julie Danskin.....	8,978.41
Adaora Eucharia Umeh.....	10,143.19	Agatha Okeke.....	5,330.05	Binta Touray Jagne.....	5,383.34	Silvia Ramos.....	5,444.51	Penny J. Jackson.....	6,442.47	Norma Lee Shaver.....	8,907.11
Kathy Monahan.....	10,112.67	Peggy Young.....	5,326.43	Elaine B. Lewis.....	5,383.11	Gerri L. Gurreri.....	5,444.08	Connie L. Young.....	6,373.58	Jolinn Andriese.....	8,891.03
Phuong L. White.....	9,903.08	Karen Pappas.....	5,273.17	Barbara J. Puckett.....	5,364.63	Nancy Jean Leroy.....	5,410.99	Sherry Moxley Mair.....	6,328.67	Brenda Bennett.....	8,664.45
Judy Lund.....	9,863.85	Cindy Anderson.....	5,267.99	Virginia E. Curry.....	5,355.65	Joyce Recenello.....	5,392.65	Joyce Recenello.....	6,315.39	Eileen M. Huffman.....	8,569.77
Helen Naomi Godswill.....	9,658.73	Mary Alice Dell.....	5,256.93	Debbie A. Weld.....	5,354.49	Abigail Madrid.....	5,364.38	Ginger J. Benedict.....	6,281.91	Mary Strauss.....	8,464.29
Florence N. Ohen.....	9,245.24	Kimberly Cavarretta.....	5,248.08	Teressa H. Ingle.....	5,284.24	Jordan Helou Eicher.....	5,335.01	Holly L. Ennis.....	6,247.21	Lara F. McKeever.....	8,423.84
Mary Sharon Howell.....	8,974.98			Lynn Baer Roberts.....	5,291.77	Cathy Kazzi.....	5,314.80	Ella M. Chick-Power.....	6,240.16	Amy Allgood.....	8,365.09
Kathleen C. Savorgnan.....	8,724.80			Teresa H. Ingle.....	5,284.24	Sheila J. McCune.....	5,228.32	Leah G. Nelson.....	6,191.12	Nancy Polish Dove.....	8,335.48
Gloria Dominguez.....	8,502.12			Patrice Moore Smith.....	5,252.85	Tammy K. Ayers.....	5,223.93	Sandra M. Munguia.....	6,174.73	Anayanci Canales.....	8,064.13
Somer Ballard Carter.....	8,495.92			Jennifer Pauline Hyman.....	5,252.53	Cheryl L. Foster.....	5,197.75	Shari M. Kirschner.....	6,171.66	Noelia Jaimes.....	8,018.41
Kemi E. Madunta.....	8,355.89			Margaret Neill.....	5,227.17	Grace Hull.....	5,131.48	Roya M. Mattis.....	6,090.70	Vicki O'Bannon.....	7,966.14
Titilayo Onasanya.....	8,203.31			Alicia M. Nix.....	5,216.37	Anita Rodriguez.....	5,119.62	Judy Gieson.....	6,064.61	Stephanie A. Richter.....	7,844.58
Sherrie L. Clemons.....	8,137.20			Frances Cervantes.....	5,204.55	Brenda D. Elliott.....	5,119.25	Roxanne Rodriguez-Diaz.....	6,041.52	Rosa C. Fernandez.....	7,777.08
Marnie R. Yunger.....	8,131.80			Elizabeth A. Poole.....	5,190.82	Lisa A. Hawkins.....	5,118.77	Mara C. Lane.....	5,992.71	Maria Flores.....	7,769.39
K. T. Marie Martin.....	8,053.50			Miranda Katie Bandemer.....	5,185.17	Mercedes Maria Jimenez.....	5,111.46	Jamie Leigh Techtentin.....	5,945.87	Maricarmen Gonzalez.....	7,675.74
Joyce Omene.....	8,027.91			Josefa Chacon.....	5,175.55	Sonya C. D'Herde.....	5,107.26	Stephanie Nicole Tran.....	5,828.30	Ivonne Hernandez.....	7,613.11
Cheryl O. Fulcher.....	8,013.00			Joanna Helton.....	5,168.10	Marina Sanchez Ramirez.....	5,102.18	Tracey L. Chavez.....	5,822.58	Diane L. Mentilly.....	7,477.70
Bridgette Rae Conley.....	7,808.23			JoAnna Helton.....	5,168.10	Sherry L. Crews.....	5,061.60	Fern M. Gerdes.....	5,616.86	Blanca E. Sola.....	7,462.04
Stephanie N. Sato.....	7,799.01			JoAnna Helton.....	5,168.10	Connie S. Miller.....	5,018.40	Jo Shuler.....	5,656.83	Karime Rosas.....	7,438.90
Liz Whitehouse.....	7,751.29			JoAnna Helton.....	5,168.10	Silvia Valencia.....	5,011.68	Melissa Hamby.....	5,579.68	Vivian Dine.....	7,425.44
Kate Onyekere.....	7,422.03			JoAnna Helton.....	5,168.10	Paula Vander Vorste.....	5,006.31	Adenike Morakinyo.....	5,574.36	Connie L. Russo.....	7,413.44
Eleanor M. Reigel.....	7,240.91			JoAnna Helton.....	5,168.10	Nancy S. North.....	4,976.09	Stacey Craft.....	5,557.34	Josefa E. Rosario.....	7,403.01
Carol Fehr.....	7,087.26			JoAnna Helton.....	5,168.10	Lyndia Lydia Ramos.....	4,956.60	Leah Michelle Lauchlan.....	5,545.52	Marsha Morrisette.....	7,391.98
Sonya F. Goins.....	7,081.75			JoAnna Helton.....	5,168.10	Frankie Ciapp.....	4,954.09	Amy M. Alber.....	5,533.81	Heather M. Julson.....	7,380.04
Laurie Hallock.....	7,038.28			JoAnna Helton.....	5,168.10	Andrea Steinmetz.....	4,946.60	Stephani Estrada.....	5,519.97	Ngozi Onuoha.....	7,341.84
Augusta C. Onyenemere.....	7,029.71			JoAnna Helton.....	5,168.10	Julie B. Potby.....	4,888.61	Jane Cagle.....	5,485.57	Debra Ann St. Hilaire.....	7,212.52
Julie Smith.....	7,020.94			JoAnna Helton.....	5,168.10	Katie L. Ashby.....	4,875.98	Richelle V. Barnes.....	5,483.17	Blanca E. Arroyo.....	7,205.70
Brenda Fenner.....	6,936.88			JoAnna Helton.....	5,168.10	Flavia A. Rivera.....	4,864.66	Cindy Machado-Flippen.....	5,469.87	Melissa Mays.....	7,180.33
Donna F. Knotts.....	6,906.39			JoAnna Helton.....	5,168.10	Shawna D. Schneider.....	4,843.69	Cheryl Marie Brown.....	5,452.04	Jacinta Ukah-Ogbonna.....	7,163.30
Debbie A. Elbrecht.....	6,413.15			JoAnna Helton.....	5,168.10	Pat Forehand.....	4,836.72	Pat Ringnald.....	5,436.47	Krista A. Johnson.....	7,140.97
Shelia D. Evans.....	6,411.69			JoAnna Helton.....	5,168.10	J. L. Bolton.....	4,829.97	Tara Lynn Mitchell.....	5,417.24	Lisa A. Stengel.....	7,129.96
Eva E. Holguin.....	6,378.42			JoAnna Helton.....	5,168.10	Lorena M. La Rosa.....	4,807.63	Sherree E. Koehler.....	5,413.96	Juanita Chihuahua.....	7,092.13
Agatha M. Okocha.....	6,374.60			JoAnna Helton.....	5,168.10	Vicki Powell.....	4,790.53	Tina M. Wright.....	5,399.37	Donna K. Smith.....	7,061.97
Deborah S. Baiye.....	6,335.93			JoAnna Helton.....	5,168.10	Wendy Griffin Presley.....	4,783.15	Carmen J. Felix.....	5,396.06	Cindy S. Kriner.....	7,018.02
Jennifer I. Ehimika.....	6,310.75			JoAnna Helton.....	5,168.10	Penny Pearsall.....	4,768.98	Moji Mojtabaie.....	5,360.37	Nancy Ashton.....	7,004.80
Phina N. Onwuachi.....	6,281.22			JoAnna Helton.....	5,168.10	Nancy Graham.....	4,766.72	Amy Stokes.....	5,342.93	Nancy Fox Castro.....	6,991.62
Florence E. Ozuumba.....	6,091.57			JoAnna Helton.....	5,168.10	Valerie Yorkie.....	4,746.25	Amie J. Bennett.....	5,331.67	Julie Garvey.....	6,983.70
Amber J. Schaffner.....	6,079.44			JoAnna Helton.....	5,168.10	Carolyn L. Lucas.....	4,744.80	Laura Poling.....	5,307.49	Nicki R. Hill.....	6,982.98
Tish Dillon.....	6,008.34			JoAnna Helton.....	5,168.10	Maria Beddick.....	4,738.99	Kathy Eckhardt.....	5,306.39	Arianne C. Morgan.....	6,972.86
Vanessa R. Upkins.....	5,965.30			JoAnna Helton.....	5,168.10	Deborah Metzger.....	4,724.07	Hilda Alvarez.....	5,303.13	Eveli S. Lamping.....	6,923.80
Nancy D. Marshall.....	5,944.82			JoAnna Helton.....	5,168.10			Delores E. Black.....	5,272.94	Evitella Valdez-Cruz.....	6,919.12
Julie Brindell Sapp.....	5,918.30			JoAnna Helton.....	5,168.10			Amy C. Schule.....	5,262.96	Noemi C. Jaimes.....	6,901.50
Ann Kuehler.....	5,911.04			JoAnna Helton.....	5,168.10			Terri Lewis.....	5,250.44	Consuelo A. Gomez.....	6,899.13
Cindy P. Markowski.....	5,908.94			JoAnna Helton.....	5,168.10			Collette Parker.....	5,189.87	Betty McKendry.....	6,866.55
Elizabeth A. Elder.....	5,886.32			JoAnna Helton.....	5,168.10			Tamarie M. Bradford.....	5,178.86	Barbara E. Roehrig.....	6,848.67
Jacqueline N. Alford.....	5,875.96			JoAnna Helton.....	5,168.10			Rebecca Milligan.....	5,114.40	Jill D. Davis.....	6,842.61
Krystal K. Walker.....	5,859.64			JoAnna Helton.....	5,168.10			Angela P. LaFrance.....	5,068.44	Rosa Bonilla.....	6,812.81
Donna Clark.....	5,849.57			JoAnna Helton.....	5,168.10			Katherine Mirkes Ward.....	5,023.06	Rhonda Jean Taylor.....	6,781.80
Karen E. Gardner.....	5,804.92			JoAnna Helton.....	5,168.10			Mildred L. Forbes.....	4,980.26	Sandy Griffith.....	6,758.91
Gail Bauer.....	5,801.74			JoAnna Helton.....	5,168.10			Peggy A. Rooney.....	4,965.57	Ana Carolina Alvarez.....	6,751.93
Diane Covington.....	5,778.14			JoAnna Helton.....	5,168.10			Beth H. Piland.....	4,963.48	Sheryl Peterson.....	6,625.34
Becky J. Seim.....	5,746.14			JoAnna Helton.....	5,168.10			Belle L. Martin.....	4,947.47	Faith A. Gladding.....	6,624.05
Pat Z. Allen.....	5,699.94			JoAnna Helton.....	5,168.10			Patty J. Olson.....	4,931.70	Maritza Estela Gonzalez.....	6,608.02
Lynette L. Meisel.....	5,699.45			JoAnna Helton.....	5,168.10			Brenda Stafford.....	4,929.56	Silvia I. Newton.....	6,602.50
Corrin Cresci.....	5,695.14			JoAnna Helton.....	5,168.10			Maria de Jesus Rameses.....	4,928.15	Anne Marcomb.....	6,527.09
Sarah Driggers.....	5,689.10			JoAnna Helton.....	5,168.10			Julie McRae Cranston.....	4,864.52	Amy Zanto.....	6,475.29
Sylvia Limon Martinez.....	5,659.93			JoAnna Helton.....	5,168.10			Kathy Lee.....	4,858.09	Anne Elizabeth Leanos.....	6,441.95
Uzo Ogbotur.....	5,647.16			JoAnna Helton.....	5,168.10			Betty B. Lucido.....	4,819.76	Marlinda R. Brown.....	6,422.55
Tina Hulsman.....	5,645.44			JoAnna Helton.....	5,168.10					Claudia Lemper.....	6,418.52
Joy Chinelo Achebe.....	5,643.06			JoAnna Helton.....	5,168.10					Joselin Torres.....	6,391.93
Lisa Anne Harmon.....	5,625.17			JoAnna Helton.....	5,168.10					Donna J. Saguto.....	6,368.43
Edith Ngozi Okafor.....	5,606.68			JoAnna Helton.....	5,168.10					Karen M. Bonura.....	6,338.74
Michele Sempel.....	5,583.16			JoAnna Helton.....	5,168.10					Heldi J. Norton.....	6,324.34
Kali DeBlander Brigham.....	5,573.46			JoAnna Helton.....	5,168.10					Deanna L. Spillman.....	6,298.18
Mary Jo Dallen.....	5,567.23			JoAnna Helton.....	5,168.10					Julietta A. Mitchell.....	6,233.58
Gloria Bello.....	5,555.26			JoAnna Helton.....	5,168.10					Olinsolape O. Akinyoye.....	6,170.25
Sarah J. Chambers.....	5,554.42			JoAnna Helton.....	5,168.10					Gladys C. Reyes.....	6,157.54
				JoAnna Helton.....	5,168.10					Felicia Ifeyinwa Nweze.....	6,104.12
				JoAnna Helton.....	5,168.10					Gina Rodriguez.....	6,052.96
				JoAnna Helton.....	5,168.10					Ruth Ojibeka.....	6,048.72
				JoAnna Helton.....	5,168.10					LaRonda L. Daigle.....	6,032.35
				JoAnna Helton.....	5,168.10					Ada Y. Garcia-Herrera.....	6,016.53
				JoAnna Helton.....	5,168.10					Andrea Shields.....	6,001.17
				JoAnna Helton.....	5,168.10					Jeanette E. Beichle.....	5,971.70
				JoAnna Helton.....	5,168.10					Ana X. Solis.....	5,958.34

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTUOUCH® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

recognition

Mary Kay Angels

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

Top National Sales Directors — Commissions and Bonuses



Carol Anton
\$44,863
RUBY



Christine Peterson
\$61,520
SAPPHIRE



Gloria Mayfield
Banks
\$42,925
EMERALD



Nan Stroud
\$55,205
PEARL



Barbara Sunden
\$83,243
DIAMOND

Top Sales Director — Personal Sales

RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$12,333
SAPPHIRE — Regina Oliver, <i>M. Dozier Area</i>	\$13,584
EMERALD — Debbie Minshall, <i>R. Hogue Area</i>	\$10,180
PEARL — Jocelyn Knox, <i>A. Tripp Brewton Area</i>	\$13,475
DIAMOND — Cynthia Travaglini, <i>P. Gruber Area</i>	\$13,634

Top Beauty Consultant — Personal Sales

RUBY — Linda Black-Kurek, <i>L. Whitehouse Unit, S. Kirkpatrick Area</i>	\$13,181
SAPPHIRE — Beverly Bell, <i>K. Gilmer Unit, G. Gaston Area</i>	\$11,606
EMERALD — William Van Osdol, <i>L. Krewson Unit, Go Give Area</i>	\$35,474
PEARL — Charlotte Lawson, <i>K. Myers Unit, G. McGuire Area</i>	\$10,660
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$20,679

Top Unit — Estimated Retail Production

RUBY — Ekene Okafor, <i>Go Give Area</i>	\$191,703
SAPPHIRE — Tracy Potter, <i>Go Give Area</i>	\$76,253
EMERALD — Grace Adeoye, <i>G. Mayfield Banks Area</i>	\$91,253
PEARL — Lisa Allison, <i>D. Berggren Area</i>	\$93,777
DIAMOND — Mery Ramirez Bravo, <i>P. Gruber Area</i>	\$113,980

Top Team Builder

RUBY — Maria Aguirre, <i>I. Morales Unit, W. Dalby Area</i>	18 New Team Members
SAPPHIRE — Irene Gonzalez de Ortiz, <i>E. Saucedo Unit, Go Give Area</i>	16 New Team Members
EMERALD — Dawn Barton, <i>W. Presley Unit, K. Helou Area</i>	19 New Team Members
PEARL — Sales Director Shadan Buckalew, <i>Go Give Area</i>	23 New Team Members
DIAMOND — Sales Director Sharon Alverson, <i>A. Mallory Garrett-Roe Area</i>	15 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for August 2008.

Ruby

New Unit Members

Ekene S. Okafor.....	60	Margaret H. Gormly.....	20
Appolonia Nnediogo.....		Irma E. Morales.....	20
Onwuanaegbule.....	47	Alicia Newton.....	20
Agatha M. Okocha.....	45	Marilynn Coleman White.....	20
Maribel Olivares.....	30		
Stella Smith-Pius.....	30	Sapphire	
Maria N. Espinoza.....	29	Odilia Vasquez.....	36
Phuong L. White.....	29	Ileana P. Garcia.....	34
Melanie S. Abernathy.....	27	Maria G. Diaz.....	31
K. T. Marie Martin.....	26	Tasha Bergman.....	30
Laura Sainz Rivera.....	26	Elen Ezekiel Farquharson.....	29
Thesay Nkechi Nwachukwu.....	25	Rosie Segura-Windish.....	29
Kathleen C. Savognan.....	25	Oralia Gil.....	28
Consuelo Z. Tinajero.....	24	Estela Saucedo.....	28
Debra Moore Kinley.....	23	Wendy S. Coltrain.....	26
Sonia Cecilia Pena.....	23	Nina Tamaraji.....	26
Melissa Kaye Kopec.....	22	Catalina T. Barahona.....	25
Carol L. Pittman.....	22	Dwauna Maura.....	25
Lupita G. Ramirez.....	22	Olivia C. Washington.....	25
Adaora Eucharria Umeh.....	22	Shaniece M. Armstrong.....	23
Margaret Allison Reiser.....	21	Beth S. Austin.....	22
Florence N. Ohen.....	21	Alison Renee Jurek.....	22
Somer Ballard Carter.....	20	Rheanonda R. Johnson Gray.....	21
Christy M. Cox.....	20	Janelle A. Ferrell.....	20
Shelia D. Evans.....	20	Ana Ruth Gomez.....	20

Emerald

Jane Okundaye.....	39
Grace Y. Adeoye.....	30
Flavia A. Rivera.....	29
Maria Cristina Cuenca.....	28
Helen Jakpor.....	26
Anna Joseph Peet.....	26
Leanne Parrino.....	26
J. L. Bolton.....	24
Claudia Chavez.....	24
Wendy Griffin Presley.....	24
Pattie A. Robinson.....	23
Elaine K. Williams.....	23
Sheri L. Farrar-Meyer.....	22
Luz Lopez.....	22
Casie Hembree.....	21
Ayobami O. Olusa.....	21
Nancy L. DeFina.....	20
Karen J. Saphos.....	20
Traci L. Smith.....	20

Pearl

Elizabeth B. Muna.....	34
Caroline Adedolapo Yussuf.....	34
Mia J. Mason Taylor.....	30
Stephanie B. Bowen.....	29
Cheryl Marie Brown.....	29

Kristin Myers.....	29
Melissa Munguia.....	28
Jamie Leigh Techentin.....	26
La'Keshia Monique Adams.....	25
Lisa Allison.....	25
Lia Rene Carta.....	25
Judi Tapella.....	25
Shadan Buckalew.....	23
Josefina Hernandez-Barbaza.....	23
Martha P. Joyce.....	22
Stephani Estrada.....	21
Belle L. Martin.....	21
Kim L. McClure.....	21
Concepcion Mejia.....	20

Diamond

Yvonne Tazem.....	50
Mery C. Ramirez Bravo.....	42
Delmi Cristina Santos.....	39
Noelia Jaimes.....	31
Yosaira Sanchez.....	30
Maria DeLourdes Exiga.....	29
Veronica M. Rosas.....	29
Kim I. Cowdell.....	28
Silvia I. Marta.....	28
Joselin Torres.....	28
Leonor Colin.....	27
Blanca E. Sola.....	27

Amy Allgood.....	26
Anayanci Canales.....	25
Julia Medina.....	25
Maria I. Guerrero.....	24
Melissa Mays.....	24
Margarita Brito.....	23
Aishat Bola Koya.....	23
Andrea Shields.....	23
Consuelo Beatriz Mendez.....	22
Fernanda Morla-Canales.....	22
Blanca E. Arroyo.....	21
Carmen Hernandez.....	21
Diane L. Mentipty.....	21
Adoralida Ortiz.....	21
Carmen Jacqueline Perdomo.....	21
Gladys C. Reyes.....	21
Ana X. Solis.....	21
Shelley Townsley.....	21
Sharon K. Alverson.....	20
Aurora Andrade.....	20
Jolinn Andriese.....	20
Cynthia L. Frazier.....	20
Dawn Patrick-Wout.....	20
Cherie L. Smith.....	20
Mary Strauss.....	20
Rhonda Jean Taylor.....	20

Meet your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2008 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity are registered trademarks; and Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Luscious Color, Mint Bliss, MK High Intensity, Proneval and Smart Wiper are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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Fresh and Simple holiday gifts

Need a last-minute stocking stuffer for that busy woman who doesn't get a break? Consider one of these value-conscious "fresh and simple" beauty solutions for those who like to look good in a flash!



Oil Zappers

Beauty Blotters® Oil-Absorbing Tissues keep oily skin from ruining your look. They instantly absorb excess oil without disturbing make-up. Quick and convenient! Pack of 75, **\$5**



Natural Lips

Mary Kay® NouriShine® Lip Gloss with moisturizers and conditioners leaves lips feeling amazingly soft and supple. Vitamins A and E help protect against wrinkle-causing free radicals. Available in 10 shades. **\$13**

Quick Color

Mary Kay® Eyesicles® Eye Color in two shades offers a water-proof, creme-to-powder formula that blends smoothly and evenly to provide a soft, long-lasting, shimmering finish. **\$10**



Super Hurry

Mary Kay® Ultimate Mascara™ is all you need when you have no time at all! This extremely volumizing, super-thickening, exclusive formula creates the look of big, bold, separated lashes that lasts all day. **\$15**



On-the-Go Clean

Freshen skin anywhere, anytime with Mary Kay® Facial Cleansing Cloths that cleanse, exfoliate and tone in one easy step. Pack of 30, **\$15**



Light Alternative

With sheer color, oil-free moisturization and UVA/UVB protection, you can't go wrong with Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*. Perfect for a lighter look, this product is available in six shades. **\$18**



Simple Scents

Spray on one of these light, appealing fragrances from the Mary Kay® Eau de Toilette Collection whenever the moment strikes. **\$25**

All product prices are suggested retail.

*Over-the-counter drug product

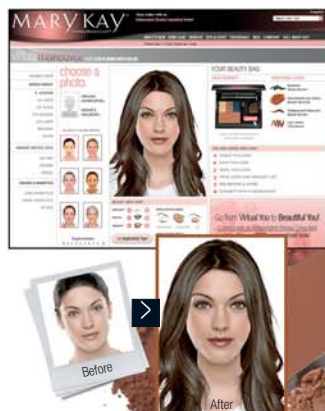
Give Color Sales a Boost

With the new Virtual Makeover and the Mary Kay® Compact Pro™, selling complete color looks is fun and easy.

Virtually Endless

You and your customers love it! The new Virtual Makeover has been receiving rave reviews from all fronts, making it one of the most popular online features presented by Mary Kay. But more than just fun, it allows your customers to experiment with various color looks while enticing them to try new Mary Kay® mineral color.

Here's how you can use the Virtual Makeover to your best advantage.



Connect

Let your customers know that the Virtual Makeover is free, fast and fun, and that it offers trend-setting color looks in less than 10 minutes. For customers who don't use color, you might say, "I know you love the benefits Mary Kay® skin care provides, so I want to tell you about our new mineral-based makeup line and the skin-loving benefits it provides with a brand-new makeover experience."

Grow

You can follow up after a purchase to find out how your customer likes the products and to see if she's ready to purchase a new look. Remind her she can e-mail her Virtual Makeover look to friends and family using the "E-mail This Look" feature. It's a great opportunity to ask her for referrals and testimonials.

Announce

Be sure to let all your customers know that the Virtual Makeover is available by sending the Virtual Makeover MKeCard®. You also can mention the online tool every time you hand out your business card and copies of *The Look*.



Sell

Let your customers know it's easy to purchase their virtual color looks through your Mary Kay® Personal Web Site. They can fill their own compact with their favorite colors online and purchase immediately. Plus, you can schedule a color consultation or *Color Insider* party to personalize their look. You'll find exclusive application tips available through the Create-a-Look™ program on the Mary Kay InTouch® Web site.



Wrap it all up with Golden Rule Service, and you never know what could be in store for your color sales business. For more information on making the most of the Virtual Makeover, go to the Mary Kay InTouch® Web site and click on "Inside Color" then "Color Selling Ideas."

Pro Looks

And speaking of sales, the Mary Kay® Compact Pro™ allows your customers to conveniently store and use multiple color looks they have selected! The most customizable compact ever created by Mary Kay, the Mary Kay® Compact Pro™ measures 7.1" wide, 5.6" tall and 1.2" deep. It offers three large magnetic areas to hold product, plus wells for applicators, lipstick, lip gloss and more. At home or on the go, it's a flexible storage option that will have every woman prepared for any occasion. **\$35**



Build Your Business With Powerful Tools

Make the Most of February Winter 2008 Month 2 Mailer

Enroll: Now through Dec. 15
Cost per customer: 35 cents*
Begins mailing: Jan. 28, 2009*

It's all about lips this Valentine's Day, and that could have you loving your Mary Kay business even more! By enrolling your customers to receive the Preferred Customer Program Winter 2008 Month 2 mailer, you can offer your customers a lip set they're sure to love! Plus, this simple, eye-catching mailer sends customers to your Mary Kay® Personal Web Site for more shopping opportunities. The mailer should arrive in your customers' mailbox around Feb. 4, so you'll want to follow-up immediately for Valentine's Day sales opportunities. With a direct message and beautiful graphics, the Winter Month 2 mailer can make a mid-quarter impact that has your customers thinking only of you for all their gift-giving needs – all at a low cost for you!

"The Month 2 mailer is out of this world – so cool and professional. You cannot pass up the opportunity to send such a great mailer at a super value. It is a simple time and money saver."

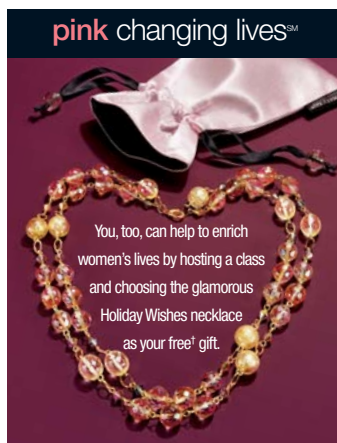
— Independent Senior Sales Director Pat Ringnald
of Kentwood, Mich.

*Please note that the date and cost have been revised since first published in the November issue of *Applause*® magazine.

Host a Class, Help a Cause®

Sept. 16 – Dec. 15

Making a difference is something women of today want to do – especially if it makes an impact without a huge time investment. You have what they want with *Host a Class, Help a Cause*®! Your hostesses will be glad to know that 100 percent of the proceeds from each Holiday Wishes necklace you give away will be donated to the Mary Kay Ash Charitable Foundation for simply hosting a fun party. Plus, they're sure to love the 41-inch-long sophisticated necklace of light-catching, genuine Lucite gold-foil beads that can be worn several ways. Knowing that this beautiful necklace helps enrich women's lives is a special way to cherish the holiday season. Available on the Sept. 16 Consultant order form for \$10 while supplies last. No ordering limits apply.



All product prices are suggested retail.

Find It Online

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

What's New on Mary Kay InTouch®

Winter 2008 Products. Will feature all that's new this quarter.



Beauty Consultant

Enrichment Program. Get a different free CD download each month. Go to Education > Beauty Consultant Enrichment Program to listen to and download the featured CD. You can create your own library of knowledge.

FedEx Kinko'sSM DocStore. With this print-on-demand system, you can select preapproved Company documents or upload your own to have them printed at a nearby FedEx Kinko'sSM center. Go to Ordering > MKConnections® to learn more. Or, look under "Business Tools."

Contests and Special Events. These sections offer everything you need to know about current special events and contests. Look for rules and guidelines, registration information and much more!

What's New on www.marykay.com

A Kiss for Country bidding. You and your customers have from Nov. 11 to Dec. 12 to place bids for kiss cards donated by country music artists including Jewel. All proceeds will benefit the Mary Kay Ash Charitable Foundation programs committed to ending domestic violence.

The Mary Kay Way. This top-selling book that features Mary Kay Ash's timeless principles for business and life is advertised on the home page. Available in bookstores everywhere, the book makes the perfect holiday gift for team members, family, friends and colleagues.

Sharing Samplers

During this holiday season, why not thank your customers for their loyal support? Samplers make great thank-you gifts and are fun treats – especially for customers who are traveling during the holidays. Samplers slip nicely into baggies for carry-on air travel, plus they weigh less when packed in suitcases! And they give you a great reason to follow up with your customers in early January once the holiday rush is over. Why not take the time to share a few samplers starting now?

2007-2008 NSD Inner Circle

Congratulations to the members of the **Diamond/Inner Circle**! Each Independent National Sales Director who earned commissions of \$325,000 or above was recognized as a member of the elite Inner Circle. Those who earned commissions of \$200,000 and above achieved the Diamond Circle and received a bonus in the amount of a percentage of their gross commissions, as shown, and received diamonds for their NSD bracelets, as shown.

\$1,000,000
(5% bonus +
2 diamonds)



Barbara Sunden
Diamond
\$52,387.37

\$750,000 (4% bonus + 2 diamonds)



Gayle Gaston
Sapphire
\$38,239.50



Christine Peterson
Sapphire
\$34,008.38



Carol Anton
Ruby
\$18,938.49



Nan Stroud
Pearl
\$18,375.91



Karen Piro
Diamond
\$16,713.99



Lisa Madson
Diamond
\$16,148.80

\$325,000 (2% bonus + 2 diamonds)



Rena Tarbet
Sapphire
\$9,853.95



Joanne Holman
Sapphire
\$9,375.83



Gloria Mayfield Banks
Emerald
\$9,338.80



Jan Harris
Pearl
\$9,016.13



Pat Danforth
Ruby
\$8,742.51



Kathy Helou
Emerald
\$8,574.53



Karlee Isenhardt
Ruby
\$8,476.09



Patricia Rodriguez-Turker
Diamond
\$8,380.32



Lupita Ceballos
Sapphire
\$8,227.65



Cheryl Warfield
Pearl
\$8,078.48



Darlene Berggren
Pearl
\$7,893.14



Gloria Castaño
Diamond
\$7,869.85



Anita Mallory Garrett-Roe
Diamond
\$7,818.84



Sherry Giancristoforo
Emerald
\$7,501.20



Jana Cox
Sapphire
\$7,441.45



Linda McBroom
Ruby
\$7,417.60



Stacy James
Pearl
\$7,305.11



Sonia Páez
Diamond
\$7,245.91



Cindy Williams
Pearl
\$7,135.42



Sue Kirkpatrick
Ruby
\$7,036.69



Holly Zick
Diamond
\$6,891.67



SuzAnne Brothers
Diamond
\$6,646.33



Julianne Nagle-Hackett
Diamond
\$6,506.59



Judie McCoy
Sapphire
\$6,500.00



2007-2008 NSD Diamond Circle

\$250,000 (1% bonus + 1 diamond)

Johnnette Shealy
Ruby

Joyce Z. Grady
Diamond

Mary Diem
Diamond

Ronnie D'Esposito Klein
Ruby

Rosa Jackson
Pearl

Debi Moore
Emerald

Linda Toupin
Diamond

Wanda Dalby
Ruby

Pam Gruber
Diamond

Pamela Waldrop Shaw
Pearl

Shirley Oppenheimer
Ruby

Anita Tripp Brewton
Pearl

Sonya LaVay
Sapphire

Tammy Crayk
Diamond

Jackie Swank
Pearl

Doris Jannke
Emerald

Dacia Wiegandt
Emerald

Halina Rygiel
Pearl

Valerie Bagnol
Sapphire

\$200,000 (1% bonus + 1 diamond)

Diane Underwood
Diamond

Lily Orellana
Emerald

Jamie Cruse-Vrinios
Emerald

Kerry Buskirk
Emerald

Shannon Andrews
Sapphire

Elizabeth Fitzpatrick
Pearl

Jeanne Rowland
Ruby

Maureen Ledda
Pearl

Cindy Fox
Emerald

Sandy Miller
Pearl

Jo Anne Cunningham
Diamond

Mattie Dozier
Sapphire

Nancy Bonner
Pearl

Pam Ross
Ruby

2007-2008 NSD Debuts*



Diamond
Caterina M. Harris
August 1, 2007



Diamond
Morayma Rosas
January 1, 2008



Diamond
Rosibel Shahin
January 1, 2008



Diamond
Evelinda Díaz
March 1, 2008



Ruby
Candy Lewis
October 1, 2007



Sapphire
Kimberly Starr
October 1, 2007



Sapphire
Gladis Elizabeth Camargo
November 1, 2007



Sapphire
Mirna Mejía de Sánchez
January 1, 2008



Sapphire
Lorraine Newton
January 1, 2008



Sapphire
Paola Ramírez
March 1, 2008



Sapphire
Magdalena Rodríguez
July 1, 2008



Pearl
Mary Estupiñan-Martel
October 1, 2007



Pearl
Anita Conley
March 1, 2008

*Independent National Sales Directors who debuted onstage at Seminar 2008

NSD Millionaires*

\$13 Million
Gayle Gaston, Sapphire

\$11 Million
Barbara Sunden, Diamond

\$9 Million
Christine Peterson, Sapphire
Rena Tarbet, Sapphire

\$8 Million
Nan Stroud, Pearl

\$7 Million
Carol Anton, Ruby
Kathy Helou, Emerald

\$6 Million
Lisa Madson, Diamond

\$5 Million
Gloria Mayfield Banks, Emerald
Wanda Dalby, Ruby
Pam Gruber, Diamond
Karlee Isenhardt, Ruby
Johnnette Shealy, Ruby
Holly Zick, Diamond

\$4 Million
Valerie Bagnol, Sapphire
Lupita Ceballos, Sapphire
Mattie Dozier, Sapphire
Elizabeth Fitzpatrick, Pearl
Sherry Giancristoforo, Emerald
Sonya LaVay, Sapphire
Shirley Oppenheimer, Ruby

\$3 Million
Alia Head, Sapphire
Karen Kratochvil, Sapphire
Janis Z. Moon, Ruby
Nancy Moser, Sapphire
Lily Orellana, Emerald

\$2 Million
Jamie Cruse-Vrinios, Emerald
Kathy Goff-Brummett, Pearl
Judy Harmon, Emerald
Gillian Ortega, Sapphire
Shirley Oshiro, Pearl
Cathy Phillips, Emerald
Brenda Segal, Emerald
Barbara Stimach, Pearl

\$1 Million
Joy L. Breen, Sapphire
Bettye Bridges, Pearl
Evelinda Diaz, Diamond
Mary Estupian-Martel, Pearl
Caterina M. Harris, Diamond
Candy Lewis, Ruby
Kelly McCarroll, Ruby
Cristi Ann Millard, Emerald
Maria Monarrez, Diamond
Lorraine Newton, Sapphire
Sharilyn Phillips, Ruby
Rosibel Shahin, Diamond
Nora Shariff, Emerald

Top Three Queens' Courts of Sales and Sharing**

DIAMOND

*Sales Director Queen's
Court of Personal Sales*



Queen
Ava Roberts
Nashville, Tenn.

1st Runner-Up
Marie Lee
Delray Beach, Fla.

2nd Runner-Up
Jacque Schumacher
Mitchell, S.D.

*Consultant Queen's
Court of Personal Sales*



Queen
Kathleen Neal
Crossville, Tenn.

1st Runner-Up
Terri Kunzler
Las Vegas

2nd Runner-Up
Carol Ketter
Hales Corners, Wis.

Queen's Court of Sharing



Queen
Mariah Rojas
Salt Lake City

1st Runner-Up
Nicole Solomon
Lanham, Md.

2nd Runner-Up
Saida Flores
Fort Mill, S.C.

RUBY

*Sales Director Queen's
Court of Personal Sales*



Queen
Sheila Valles
Moreno Valley, Calif.

1st Runner-Up
Patricia Allen
Willingboro, N.J.

2nd Runner-Up
Ekene Okafor

*Consultant Queen's
Court of Personal Sales*



Queen
Katie Antonioti
Mauldin, S.C.

1st Runner-Up
Daphne Lewis
Spokane, Wash.

2nd Runner-Up
Audrey Freeman
Jamaica, N.Y.

Queen's Court of Sharing



Queen
Adaora Umeh
Murphy, Texas

1st Runner-Up
Ekene Okafor

2nd Runner-Up
Appolonia
Onwuanaegbule
Farwood, N.J.

SAPPHIRE

*Sales Director Queen's
Court of Personal Sales*

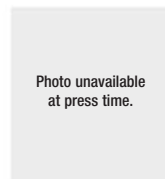


Queen
Jessica Barber
Atlanta

1st Runner-Up
Debbie Tweedie White
Roanoke, Texas

2nd Runner-Up
Joyce Robertson
McKinney, Texas

*Consultant Queen's
Court of Personal Sales*



Queen
Lynn Shives
Lehigh Acres, Fla.

1st Runner-Up
Marie-Louise Artsen
St. Thomas, V.I.

2nd Runner-Up
Josette Marcelle
Brooklyn, N.Y.

Queen's Court of Sharing



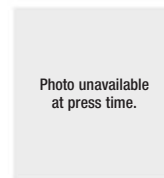
Queen
Regina Oliver
Dallas

1st Runner-Up
Blanca Caceres
Gaithersburg, Md.

2nd Runner-Up
Laura Hernandez
Reseda, Calif.

EMERALD

*Sales Director Queen's
Court of Personal Sales*



Queen
Vickie Durfee
Henrietta, N.Y.

1st Runner-Up
Debbie Minshall
Oklahoma City

2nd Runner-Up
Helen Jakpor
Woburn, Mass.

*Consultant Queen's
Court of Personal Sales*



Queen
Yuko Yasuma

1st Runner-Up
Nicole Barlow
Portland, Ore.

2nd Runner-Up
Monique Fave
New Port Richey, Fla.

Queen's Court of Sharing



Queen
Tammy Ayers
Kirby, W.V.

1st Runner-Up
Margaret Meggison
Winthrop, Mass.

2nd Runner-Up
Cathy Kazzi
Laurel, Md.

PEARL

*Sales Director Queen's
Court of Personal Sales*

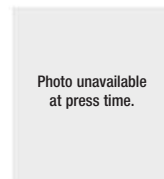


Queen
Jocelyn Knox
Columbia, S.C.

1st Runner-Up
Laura Spies
Kennesaw, Ga.

2nd Runner-Up
Herta Furbacher
Westland, Mich.

*Consultant Queen's
Court of Personal Sales*



Queen
Melinda Painter
Bremen, Ga.

1st Runner-Up
Maria Hernandez
Downey, Calif.

2nd Runner-Up
Theresa Jones
Savannah, Ga.

Queen's Court of Sharing



Queen
Sharon Wisnoski
Darlington, S.C.

1st Runner-Up
Kathryn Engstrom
Land O' Lakes, Fla.

2nd Runner-Up
Jatashia Bennett
Manson
Virginia Beach, Va.

*Independent National Sales Directors who are new members of the Mary Kay Millionaires Club or who stepped up to new million-dollar categories. The Mary Kay Millionaires Club honors NSDs who've earned at least \$1 million in commissions since starting their Mary Kay businesses.

**Top three Independent Beauty Consultants and Independent Sales Directors in personal sales and team building

Top 10 Sales Directors Nationwide[†]



1. Ekene Okafor
Ruby



2. Thesly Nwachukwu
Houston
Ruby



3. Pat Nuzzi
Bensalem, Pa.
Diamond



4. Oye Onuoha
Sugar Land, Texas
Ruby



5. Kristin Myers
Cana, Va.
Pearl



6. Jeanie Martin
Sandwich, Ill.
Pearl



7. LaRonda Daigle
Baton Rouge, La.
Diamond



8. Kim McClure
Cranberry Township, Pa.
Pearl



9. Amy Allgood
West Palm Beach, Fla.
Diamond



10. Kim Cowdell
South Jordan, Utah
Diamond

2008 Circle of Excellence^{**}

DIAMOND



Queen
Pat Nuzzi
\$1,150,000

1st Runner-Up
LaRonda Daigle
\$1,050,000

2nd Runner-Up
Amy Allgood*
\$1,000,000

\$1,000,000 Circle
Kim Cowdell
Valorie White*
Cecilia James*
Ada Garcia-Herrera*

\$850,000 Circle
Marsha Morrisette

\$800,000 Circle
Audrey MacDowall
Ana Solis
Evitelia Valdez-Cruz

\$750,000 Circle
Yvonne Tazem*
Faith Gladding*

\$700,000 Circle
Chatney Gelfius
Ivonne Hernandez*
Maricarmen Gonzalez
Vivian Diaz

\$650,000 Circle
Melinda Balling
Julie Schlundt
Melissa Hennings
Stephanie Richter
Barbara Roehrig
Connie Russo
Cynthia Frazier*
Arianne Morgan
Mary Kathryn King*
Karime Rosas*
Virginia Rowell
Andrea Shields
Diane Ferguson-Mentiply*
Krista Johnson*
Cindy Kriner
Brenda Bennett
Eileen Huffman
Ana Alvarez
Terri Beckstead

RUBY



Queen
Ekene Okafor*
\$2,400,000

1st Runner-Up
Thesly Nwachukwu*
\$1,300,000

2nd Runner-Up
Oye Onuoha*
\$1,100,000

\$1,000,000 Circle
Dorothy Ibe*
Krystal Downey-Shada

\$900,000 Circle
Stella Smith-Pius*

\$800,000 Circle
Phina Onwuachi*
Appolonia Onwuanagbule*
Lisa Anne Harmon

\$750,000 Circle
Kemi Madunta*
Sonya Goins*

\$700,000 Circle
Joyce Omene*
Debbie Elbrecht
K. T. Martin*
Patricia Onyise*

\$650,000 Circle
Laura Kattenbraker
Kathleen Savorgnan
Somer Carter*
Judie Roman
Helen Godswill*
Kali DeBlander Brigham
Suzanne Moeller*
Vicki Lindsay*
Julie Sapp*
Kathy Monahan*
Augusta Onyenemere*

SAPPHIRE



Queen
Kristi Anderson
\$950,000

1st Runner-Up
Tracy Potter
\$850,000

2nd Runner-Up
Zasha Lowe*
\$800,000

\$800,000 Circle
Ann Sherman

\$700,000 Circle
Julia Mundy
Julie Weaver
Julie Neal
Lady Ruth Brown
Jennifer Semelsberger

\$650,000 Circle
Randi Stevens
Maria Diaz*
Moleda Dailey
Jill Beckstedt
Linda Quillin
Phyllis Pinsker
Binta Jagne*
Sylvia Boggs
Kathy Bullard
Ruby Garner
Melva Slythe
Candy Johnston*
Lyriss Yee
Tammy Ramage
Linda Klein
Cheri Taylor
Jodi Feller
Judy Johnson Englund
Cheryl Anderson

EMERALD



Queen
Pam Kelly*
\$950,000

1st Runner-Up
Helen Jakpor*
\$850,000

2nd Runner-Up
Hollie Sherrick
\$800,000

\$750,000 Circle
Candy Jackson*

\$700,000 Circle
Marianne Anderson
Traci Smith*
Denise Kucharski
Hope Pratt
Ayobami Olusa*

\$650,000 Circle
Rose Campbell
Maritza Lanuza
Jane Okundaye*
Nancy Berlin
Pattie Robinson*

PEARL



Queen
Kristin Myers*
\$1,100,000

1st Runner-Up
Jeanie Martin
\$1,050,000

2nd Runner-Up
Kim McClure
\$1,050,000

\$1,000,000 Circle
Lisa Allison

\$900,000 Circle
Janice Hull
Amie Gamboian

\$800,000 Circle
Betsy Richard
Roya Mattis*
Cindy Machado-Flippen

\$700,000 Circle
Anne Geertsens
Holly Ennis
Sharon Wisnoski*

\$650,000 Circle
Laurie Cole
Alma Orrostieta
Sandra Munguia
Shari Kirschner
Patti Cornell
Amy Kemp*
Alicia Borkowska*
Jo Shuler
Leah Lauchlan*
Kathryn Engstrom
Lisa Olivares
Elizabeth Muna*

[†]Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2007-2008 contest period.

*Received diamond bar pin for exceeding all previous years

**Independent Sales Directors who achieved estimated unit retail production of \$650,000 or more

Reflections From Mary Kay

“

Success is enthusiasm in action. Success requires high values and extraordinary goals. Success requires the ability to tap the power of your emotions, to generate the potential strength, endurance and desire that makes a champion. Success takes visualization. Success requires commitment. Success requires knowledge, and success requires competition. But a successful salesperson knows that the competition is not with someone else; it is with herself. It is a quick start in the morning when it would feel good to lie in bed another hour. It's forming the attitudes of a successful salesperson and paying the price of success that makes you a winner.”



— Mary Kay Ash

Dates to Remember

NOVEMBER 2008

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

DECEMBER 2008

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

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

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

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

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

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

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

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

This Month:

Nov. 12: The CMA Awards show televised live on ABC at 8/7c.

Nov. 15: Postmark deadline to earn the second monthly product bonus.

Nov. 16: Last day to enroll online for the Winter 2008 Preferred Customer Program mailing of *The Look*. Third monthly product bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Nov. 20: October Career Car qualifier paperwork due to Company.

Nov. 27: Thanksgiving Day. All Company and branch offices closed. Postal holiday.

Nov. 28: Company holiday. All Company and branch offices closed.

Next Month:

Dec. 10: Early ordering of the new Winter 2008 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Winter 2008 through the Preferred Customer Program.

Dec. 15: Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline to make Quarter 1 Star Consultant prize selections. Postmark deadline for Fall/Holiday 2008 promotion and to earn the third monthly product bonus. Early ordering of the new Winter 2008 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Fall/Holiday 2008 mini Mary Kay® Body Care Set gift with purchase. Last day to enroll online for the Winter 2008 Preferred Customer Program Month 2 brochure.

Dec. 16: Quarter 3 Star Consultant quarterly contest begins. Winter 2008 promotion and first monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company. Winter 2008 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 2 Star Consultant quarterly contest available.

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

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

Dec. 27: Winter 2008 Preferred Customer Program customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Dec. 31: *Beauty That Counts*™ charitable initiative ends.

Help Yourself! It's Free!

Don't forget, free online CDs are ready for downloading each month from the Mary Kay InTouch® Web site. Go to LearnMK® > Consultant and Director Enrichment. You deserve to promote yourself!

Get Your Product Update Here

A packaging note: Now is the perfect time to touch base with your customers about the new black packaging they'll be seeing soon in *The Look*. If you have remaining platinum inventory, remember that black and platinum go great together, so feel free to use your creativity in combining them. You can mention to your customers that the next time they buy a fabulous Mary Kay® color or skin care product, it may feature the sleek new black "look"!

The following items will move to the Discontinued Products area of Section 1 on the Dec. 16 Consultant order form. Look for new shades coming soon at a new \$10 price.

MK Signature® Concealer:
Light Ivory
Ivory
Beige
Light Bronze
Bronze
Yellow



Seminar 2009 will be here before you know it. Are you making steady progress toward your goals? Are you close to reaching new achievements? Make sure you stay on track for success by reviewing the rules for the Seminar 2009 courts and all other contests and challenges. You'll find all this and more on the Mary Kay InTouch® Web site!

BizBuilders Bonuses!

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

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 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo	\$28
\$1,200 sugg. retail/ \$600 wholesale	2 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set	\$56
\$1,600 sugg. retail/ \$800 wholesale	3 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set	\$84
\$2,400 sugg. retail/ \$1,200 wholesale	4 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set	\$112
\$3,600 sugg. retail/ \$1,800 wholesale	5 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set 1 Travel Roll-Up Bag	\$140
\$4,800 sugg. retail/ \$2,400 wholesale	5 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set 2 Travel Roll-Up Bags	\$140
\$6,000 sugg. retail/ \$3,000 wholesale	5 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set 3 Travel Roll-Up Bags	\$140
\$7,200 sugg. retail/ \$3,600 wholesale	5 ea. Mary Kay® Body Care Collection Shower Gels – Red Tea & Fig and Lotus & Bamboo 1 Winter Gift With Purchase – Mini Skin Refreshing Set 4 Travel Roll-Up Bags	\$140

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

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

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

Go-Give® Award

Congratulations to the winners for December 2008.

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

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



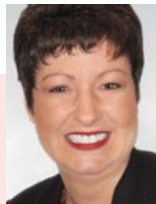
Kathy Horbus

Ruby
Independent Senior Sales Director
Began Mary Kay
March 1993
Sales Director Debut
August 1995
Offspring one first-line
National Sales Director
Go Give Area
Honors Premier Club qualifier; Star Consultant; two-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$48,259
Personal Lives in Marietta, Ga. Husband, Tim
Favorite Quote "Finally, brothers, whatever is true, whatever is honorable, whatever is just, whatever is pure, whatever is lovely, whatever is commendable, if there is any excellence, if there is anything worthy of praise, think about these things." Philippians 4:8
Independent Beauty Consultant Christine Cundy of Smyrna, Ga., says, "Kathy extends her loving and caring nature through her involvement with her church and by helping in prison ministries for women and a women's shelter called House of Hope."



Michelle Hendrickson

Sapphire
Independent Sales Director
Began Mary Kay
April 2003
Sales Director Debut
December 2004
National Sales Director
Rena Tarbet
Honors Premier Club qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$33,823
Personal Lives in Plano, Texas Husband, JR; daughter, Lexi
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Beauty Consultant Terre Workman of Plano, Texas, says, "Michelle desires to serve. When three of our unit members lost loved ones this year, Michelle visited and encouraged them and attended every funeral. At Christmas, our unit sponsored 'adopt-a-grandparent' at a nursing home, and now we're sponsoring battered women at Hope's Door."



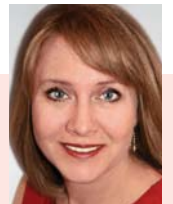
Roseanne Bair

Emerald
Independent Sales Director
Began Mary Kay
September 1988
Sales Director Debut
June 1997
National Sales Director
Go Give Area
Honors Premier Club qualifier; Circle of Honor; four-times Consultant Queen's Court of Personal Sales; 12-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$38,356
Personal Lives in Ephrata, Pa. Husband, Chuck; sons: Ray, Vincent; one grandson
Favorite Quote "Champions aren't people who always win. Champions are the people who just never quit." — Mary Kay Ash
Independent Beauty Consultant Lorraine Overland of Mastic, N.Y., says, "Roseanne is always available to help in any way possible. She was key in getting information out to Independent Beauty Consultants on how to help others in the areas affected by Hurricane Katrina."



Piper Prinzi

Pearl
Independent Senior Sales Director
Began Mary Kay
March 1990
Sales Director Debut
November 1995
Offspring one first-line
National Sales Director
Ruth Theodocion
Honors Premier Club qualifier; Circle of Honor; nine-times Sales Director Queen's Court of Personal Sales; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$33,129
Personal Lives in Jacksonville, Fla. Husband, Lou
Favorite Quote "'For I know the plans I have for you,' declares the Lord, 'plans to prosper you and not to harm you, plans to give you hope and a future.'" Jeremiah 29:11
Independent National Sales Director Ruth Theodocion says, "Piper untiringly pours herself into Independent Beauty Consultants regardless of unit affiliation, and she has an enormous number of adoptees who adore and respect her. She is very creative and shares her ideas with everyone everywhere. Piper is the first to congratulate anyone's achievements."



Heidi Goelzer

Diamond
Independent Elite Executive Senior Sales Director
Began Mary Kay
July 1997
Sales Director Debut
November 1998
Offspring 10 first-line; six second-line
National Sales Director
Jo Anne Cunnington
Honors Cadillac qualifier; Star Consultant; five-times Circle of Achievement; three-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$83,429
Personal Lives in San Antonio, Texas. Husband, Christopher; son, Nathanael; daughters: Charis, Anastasia
Favorite Quote "Work as if it's all up to you; pray as if it's all up to God."
Independent Future Executive Senior Sales Director Anita Rabelo of Port Neches, Texas, says, "Heidi adopted and inspires and loves unconditionally the Independent Beauty Consultants from my unit. She includes them in all her events and educates them on the importance of building a firm customer base."

Annual Go-Give® Award Winners

Congratulations to these five annual Go-Give® Award winners who were honored on Awards Night at Seminar 2008. As Mary Kay Ash said, *"The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit® are the heart of this Company and our shining hope for the future."* Thanks to the giving spirits of these women and those like them, the Go-Give® legacy that sets this Company apart will continue.



DIAMOND

Independent Executive Senior Sales Director Suzanne Young – Redding, Calif.

"It means the world to me to have the privilege of working with integrity-filled women and men who are others-focused, who care more about people than profit and who give back. But receiving the annual Go-Give® Award made me realize not only how incredibly blessed and humbled I am to be a part of Mary Kay, but how special a gift we all have in the Mary Kay culture – a sisterhood that spans the globe and sets the example of Golden Rule living. We do make a difference in this world – one heart at a time."

RUBY

Independent Future Executive Senior Sales Director Cindy Anderson – Woodbury, Minn.

"When I was named the annual Go-Give® Award winner, my first reaction was shock and surprise, but I realized I had been given a platform to share our family's incredible story. When my youngest son, Jacob, passed away in 2005 at the age of 23, I wasn't sure how anything could be right again. But my unit and offspring units decided to give 10 percent of our sales to an orphanage in Jamaica that Jacob had visited on a mission trip. Along with an annual benefit and our Mary Kay sales, over \$25,000 was raised for the Robin's Nest Children's Home. In June 2008, 'Jake's House,' a dormitory for young boys, was finished. Each person can make a difference."



SAPPHIRE

Independent Future Executive Senior Sales Director Kristi Anderson – Lees Summit, Mo.

"WHAT an honor! I was speechless and felt so blessed. I conduct myself in my business as if Mary Kay Ash herself was beside me. She was such an incredible leader filled with love, courage, passion and dedication, and I strive daily to be 'just like Mary Kay.' And with the philosophy that 'what you send into the lives of others comes back to you tenfold,' I feel that Go-Give® is a way of life. I deeply appreciate this prestigious award and will cherish it always."

EMERALD

Independent Senior Sales Director Sandy Faus – Moorhead, Minn.

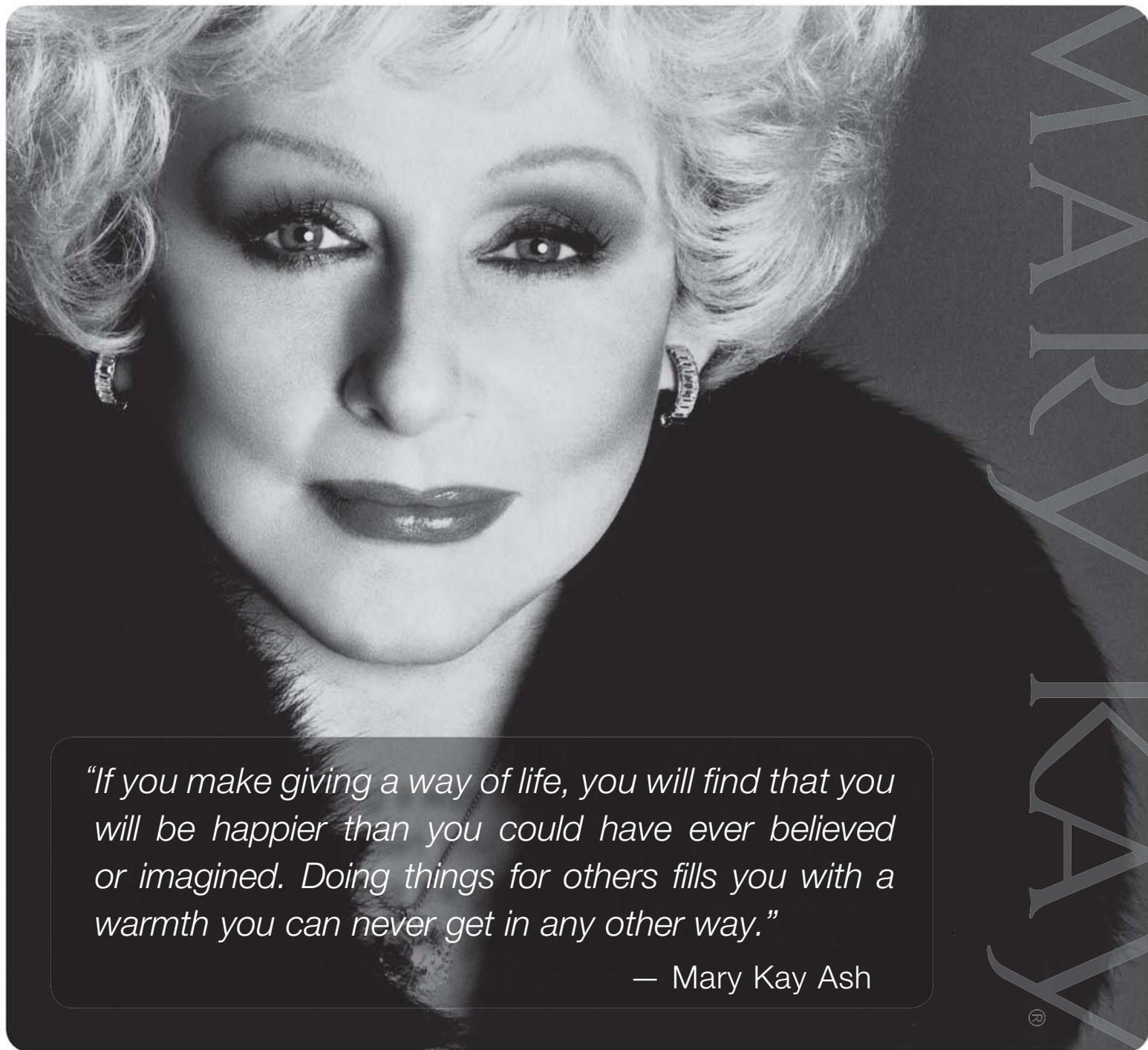
"Mary Kay greatly influenced me when she said, 'You may be the only Bible some people read.' That is a huge responsibility, and I feel so blessed to have been given God's greatest gift – His love. To me, being Go-Give® means sharing that with others. What a humble privilege to be a servant for His good, my family and the Mary Kay family. I was truly amazed at the outpouring of well-wishes, hugs and thank-yous. My heart is full!"



PEARL

Independent Future Executive Senior Sales Director Terri Lewis – Canton, Mich.

"To receive the annual Go-Give® Award at Seminar 2008 is an honor. To know that this award is Mary Kay's most coveted award has been humbling, surprising and has made me even more grateful. While coming offstage, I was reminded of an old classic song which says, 'If I could touch someone along my journey, then my living shall not be in vain.' It is an honor to be associated with Mary Kay Inc., a company in this day and time that has the courage to teach faith first, family second and career third."



"If you make giving a way of life, you will find that you will be happier than you could have ever believed or imagined. Doing things for others fills you with a warmth you can never get in any other way."

— Mary Kay Ash

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