

MARY KAY

DECEMBER 2020

applause®



Gifts That Delight!

Help her earn the “World’s Best Gifter” award.
See more great ideas inside!

DECEMBER *Dates*



1

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

3

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

15

Postmark deadline for Quarter 2 Star Consultant quarterly contest.

Deadline to make Quarter 1 Star Consultant prize selections.

16

Quarter 3 Star Consultant quarterly contest begins.

Spring 2021 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

Online prize selection available for Quarter 2 Star Consultant quarterly contest.

24

Company holiday. All Company offices closed.

25

Christmas Day.

All Company offices closed. Postal holiday.

30

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

31

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

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.

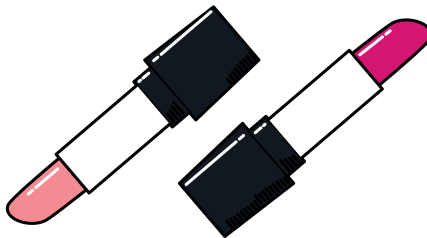


“

Appreciation is the oil that keeps the machinery of human relations working well, and they must have a positive can-do attitude and gratitude. Thank you combined with good service keeps those customers at your door.

”

Mary Kay



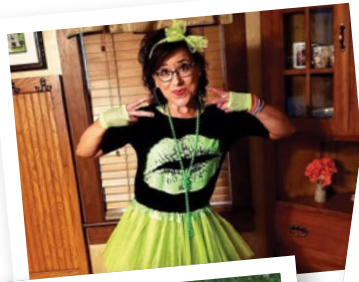
HELPFUL NUMBER: Customer Success Team 800-272-9333

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

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2020 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



In the Know!

Get texts on promotions, events, reminders and more. Visit *Mary Kay InTouch*®, click the **Profile icon** above the search bar, then **My Texting Preferences**.



Seminar Selfies!

We may have stayed apart, but we definitely celebrated together! **Flip to Pages 21-25 for all things Seminar!**

#GIVINGTUESDAY Is Dec. 1.

We invite you to give to *The Mary Kay Foundation*™ on Giving Tuesday, the globally recognized day of nonprofit giving. Double your donation to The Foundation by giving through Facebook starting at 7 a.m. Central time on Dec. 1, 2020. Facebook will match dollar for dollar each contribution made to **@TheMaryKayFoundation Facebook page** (up to \$100,000).



MARY KAY MILESTONE

1975: A STAR IS BORN!

The **Star Consultant Program** launched to reward independent sales force members for consistent sales and team-building. That year, Star Consultants wore the bright yellow Golden Girl suit. Today, Star Consultants get to choose from a **wide array of prizes** based on credits

earned that quarter. And even more fabulous prizes are available when they achieve all four quarters to become an **All-Star Star Consultant**.

Learn how it works on ***Mary Kay InTouch*® > Contests/ Promotions > Contests > Star Consultant**.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS
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COPY EDITORS: LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

It's a WRAP!

Stocking stuffers, last-minute gifts, you've got her covered. She can spoil everyone on her list with these fun gift ideas and wrap up her shopping with ease.

NEW! LIMITED-EDITION* MARY KAY AT PLAY® CONTOURING STICK AND HIGHLIGHTING STICK, \$14 EACH

- Creamy, buildable and blendable formula.
- Pointed tip allows for precise application.
- Retractable design dispenses product with a twist.

Watch the **BeautyExtra** for great how-tos on *Mary Kay InTouch** > Products > Product Central

LIMITED-EDITION* MARY KAY AT PLAY® CONTOURING STICK

Create depth and add definition to the hollows of your cheekbones and along jawline with precise application and seamless blending.

- **GET SCULPTED 1** (Ivory to Beige skin tones)
- **GET SCULPTED 2** (Beige to Bronze skin tones)

LIMITED-EDITION* MARY KAY AT PLAY® HIGHLIGHTING STICK

Illuminate high points of your face, like the tops of cheekbones, brow bones and Cupid's bow with subtle shimmer.

- **IN ROSE GOLD GLOW.**

Rose Gold Glow

CONTOURING TIPS

- Contour one or two shades deeper than your natural skin tone.
- For professional results, use the **MARY KAY® LIQUID FOUNDATION BRUSH, \$14, MARY KAY® BLENDING BRUSH, \$16, or MARY KAY® BLENDING SPONGE, \$12, COSMETIC SPONGES, \$4 pk/2** to blend the creamy sticks seamlessly.

Get Sculpted 1

Get Sculpted 2



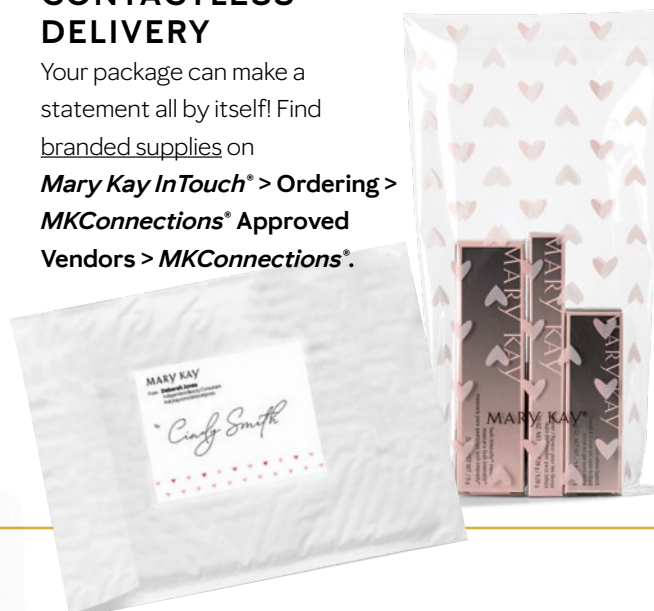
Contouring Sticks

Highlighting Stick

mkconnections®

CONTACTLESS DELIVERY

Your package can make a statement all by itself! Find [branded supplies on Mary Kay InTouch® > Ordering > MKConnections® Approved Vendors > MKConnections®.](#)



NEW! LIMITED-EDITION[†]
MARY KAY AT PLAY® MINI MATTE
LIQUID LIP COLOR KIT, \$16 EACH

Achieve **pout perfection** with the ease of a gloss and the **finish of fully matte lipstick**. Creamy, opaque color goes on smooth and dries down shine-free.



KIT 1: NINE TO FIVE – classic shades for every day. (Includes Taupe That and Red Envy).

KIT 2: NIGHT OUT – turn heads all night. (Includes Berry Strong and Red Alert).



Tip!

Mary Kay Global Beauty

Ambassador Luis Casco shares how you can create an ombre effect. “To make lips look pouty and fuller, apply the darker shade on the outside of lips and the lighter shade on the inside.”

BEAUTY EXTRAS

Check out these how-to videos for application tips and tricks.



Ornaments, ribbon and filler found at craft stores. Watch [Holiday 2020 merchandising video](https://www.marykay.com/merchandise/2020-merchandise-video) online for more crafty ideas.

STOCKING STUFFERS

- **WhiteTea & Citrus Satin Lips® SET, \$22**
- **Indulge® SOOTHING EYE GEL WITH Calming Influence® BOTANICAL BLEND, \$16**
- **Mary Kay® GEL SEMI-SHINE LIPSTICK, \$18**
- **Mary Kay® Ultimate Mascara™, \$15**
- **Mary Kay® LASH PRIMER, \$15**
- **Mary Kay® VOLUMIZING BROW TINT, \$14**
- **Mary Kay® PRECISION BROW LINER, \$14**
- **Mary Kay® WATERPROOF LIQUID EYELINER PEN, \$16**
- **Mary Kay® OIL-FREE EYE MAKEUP REMOVER, \$17**
- **Mary Kay® LIQUID EYE SHADOW, \$14**

NEW! REGULAR-LINE
FRAGRANCE-FREE
SATIN HANDS® SHEA
HAND SANITIZER, \$8

Kill germs as you soothe hands. Here's to having it all: healthy, happy hands and effective germ-killing power! Comes in a handy spray bottle dispenser.



THE POWER TO RENEW

NEW! TIMEWISE REPLENISHING SERUM C+E™, \$58

Give skin its daily dose of essential vitamins with this powerful blend of C+E. **Vitamin E is one of the most powerful antioxidants known to science.** When paired with vitamin C, it reignites its age-fighting power. Daily use delivers **skin that's firmer, brighter – glowing with good health.**

ABSORB THREE FORMS OF VITAMIN C:

1. Pure vitamin C (ascorbic acid) supports skin's natural repair process.
2. Amla fruit extract is a botanical source of vitamin C shown to help support natural collagen production.*
3. An oil-soluble vitamin C derivative performs in areas of the skin traditionally hard to reach.

RESULTS YOU CAN C!

- 4 weeks:† Panelists experienced more **resilient, radiant skin.**
- 8 weeks:† A majority of women had shown **improved appearance** of skin, visibly **firmer skin**, improved **skin radiance**, visible **reduction in fine lines.**

WATCH THE **SKIN CARE EXTRAS VIDEO** and learn more on **Mary Kay InTouch® > Products > Product Central.**

**NEW! TIMEWISE
REPLENISHING SERUM
C+E™ DELUXE MINI,
\$3.50 ON SECTION 2.**



NEW LOOK!

SAME FORMULA.

Share these products that join the list of fan faves with beautiful new packaging to complement *TimeWise Miracle Set 3D*®.

- ***TIMEWISE*® MOISTURE RENEWING GEL MASK**
- ***TIMEWISE*® TONE-CORRECTING SERUM**
- ***TIMEWISE BODY TARGETED-ACTION*® TONING LOTION**



SHARE A **FLIER** ON ANY OF THESE PRODUCTS!

MARYKAYINTOUCH® > PRODUCTS > PRODUCT CENTRAL > SUPPORTING MATERIALS.



GIFT OF GREAT SKIN

TIMEWISE

***MIRACLE SET 3D*®, \$110**

Loved by many, it's perfect for those who want to address **early-to-moderate signs of aging**. Available in Normal/Dry and Combination/Oily.

REMEMBER THE GUYS.

***MK MEN*® REGIMEN, \$81**

Includes advanced facial hydrator sunscreen broad spectrum SPF 30*, advanced eye cream, daily facial wash and shave foam



All prices are suggested retail.
*Over-the-counter drug product



GREAT GIFT IDEA!
60 Seconds to Super Sonic Clean

***SKINVIGORATE SONIC*™**
SKIN CARE SYSTEM, \$75

FACIAL MASSAGE HEAD, \$25, PK./1
(SOLD SEPARATELY) (NOT SHOWN)

SCENTS OF THE SEASON!

Fragrance makes anyone on your “**nice**” list feel special.



**NEW! LIMITED-EDITION* MARY KAY
ILLUMINEA™ BODY SOUFFLÉ, \$30.**

Luxurious whipped texture **smooths onto skin like plush cashmere** and moisturizes for 24 hours.*

*Based on instrument testing



**NEW! MARY KAY ILLUMINEA™
EXTRAIT DE PARFUM, \$70**

Elegant new fragrance exudes confidence, warmth and light, **just like the woman who inspired it — Mary Kay Ash** — and the women who continue her legacy. This decadent scent dances on skin with **opening notes of spice, leading into luminous fruity florals and finishing with notes of woody, rich warmth.**

WHAT IS AN EXTRAIT DE PARFUM?

It contains the **highest concentration of fragrance oils** and is considered **the longest-lasting form of fragrance.**

- **Eau Fraiche:** 1% to 3%
- **Eau de Cologne:** 2% to 4%
- **Eau de Toilette:** 5% to 15%
- **Eau de Parfum:** 15% to 20%
- **Extrait de Parfum: 20% to 40%**

**SHARE THE FRAGRANCE ECATALOG FROM YOUR MARY KAY®
PERSONAL WEB SITE OR MARYKAY.COM > ECATALOG > FRAGRANCES.**



CROWD-PLEASERS

FOR HER

- **CITYSCAPE® EAU DE PARFUM, \$50**
Red Currant, Pink Pepper, Orchid, Vanilla Beans and Amber Notes
- **LIVE FEARLESSLY® EAU DE PARFUM, \$44**
Ginger, Bold Rose and Roasted Tonka Bean
- **ENCHANTED WISH® EAU DE TOILETTE, \$36**
Orange Oil Brazil, White Pineapple, Peony, Passion Fruit, Brown Sugar and Warm Amber



FOR HIM

- **MK HIGH INTENSITY® SPORT COLOGNE SPRAY, \$40**
Gin Berry, Icy Bergamot, Cool Cardamom, Crushed Mint Leaf, Violet Pepper, Wild Birch Bark and Amber
- **CITYSCAPE® COLOGNE SPRAY FOR HIM, \$50**
Italian Bergamot, French Lavender, Rich Woods and Amber
- **TRUE ORIGINAL® FOR MEN SPRAY COLOGNE, \$36**
Lemon, Fuji Apple, Amber, Cedarwood and Patchouli



Who's Spoil-Worthy?

NEW! LIMITED-EDITION[†] 12 DAYS OF FAVES, \$99[‡]

12 of her favorite *Mary Kay*® products and samples, organized in one brilliant box.

SECTION 1

- **CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK**
- **MARYKAY® EYELINER – MK BLACK**
- **MARYKAY® FOUNDATION PRIMER**
- **SUNSCREEN BROAD SPECTRUM SPF 15***
- **MARYKAY® GEL SEMI-SHINE LIPSTICK – NATURALLY BUFF**
- **MARYKAY® LIQUID EYE SHADOW – LIGHT BEAM**
- **MARYKAY UNLIMITED™ LIP GLOSS – SHEER ILLUSION**
- **WHITE TEA & CITRUS SATIN LIPS®**
- **SHEA SUGAR SCRUB**

SECTION 2 (Included as a gifts with purchase)

- **MARYKAY® HYDROGEL EYE PATCHES SAMPLE**
- **MARYKAY® OIL-FREE EYE MAKEUP REMOVER DELUXE MINI**
- **MARYKAY® ULTIMATE MASCARA™ SAMPLE – BLACK**
- **TIMEWISE® MICRODERMABRASION PLUS SET DELUXE MINI**
- **WHITE TEA & CITRUS SATIN HANDS® NOURISHING SHEA CREAM SAMPLE**

*Available while supplies last

*Over-the-counter drug product

‡Total Section 1 suggested retail value of \$116

holiday- HELPERS

The secret
to successful
holiday sales?
Try these pointers!



BE GOLDEN

WENDI N. SCHEUBLE, INDEPENDENT
SENIOR SALES DIRECTOR, SALEM, ORE.

1 Think about the **lifetime value of your customer** instead of a one-time sale. I create a yearlong selling strategy and set my customers' expectations with events like a June skin

care customer appreciation sale, a back-to-school event and a holiday open house. They know the dates, and they look forward to them! Of course, you can always throw in a flash sale or special deal to keep it fun.

2 Instead of a discount on orders, I thank my customers with a **gift card** (value based on the amount of purchase) to be redeemed at a **New Year, New You facial in January**. When they share that facial with three new (to me) girlfriends who don't have an Independent Beauty Consultant, their bonus gift doubles. It's a great way to book solid into the new year.

3 I showcase **beautifully wrapped gifts** ready in a range of prices. You want your customers to think, 'I have zero time to shop, but I know with a quick text to Wendi, she'll have everything I need. And she'll probably even deliver to my front door!'



GET SOCIAL!

Whether you're new to social media or you're a social superstar, you can find resources, tips and tricks to help you grow your Mary Kay business. It's all on **Social Media Central!** Here you'll find:

- The **Social Media Playbook**, updated monthly with post ideas and prompts.
- Videos with advice about **digital parties and Facebook Live** to help grow your business.
- **Social Media Guidelines** and other tips to help you ensure you abide by the guidelines and work your business the right way.
- **Find great videos** on [youtube.com/marykay](https://www.youtube.com/marykay) to excite your customers with gifting ideas.

ON MARY KAY INTOUCH® > RESOURCES > DIGITAL ZONE.

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Gloria Mayfield Banks



Patricia Turker



Cindy Williams



Sonia Pérez



Lisa Madson

ALL IN *On You!* *¡AL CIEN contigo!*

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



Pamela Waldrop Shaw



Lupita Magaña



Dayana Polanco



Dawn Dunn



Lynnea Tate

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

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

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

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in “NSD commissions” during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for August 2020, NSD Area Leadership Development Bonuses, Twice as Nice Credit for May 2020, and NSD commissions earned as part of the NSD’s participation in the Global Leadership Development Program for July 2020.) These “NSD commissions” are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from August 1, 2020, through August 31, 2020. /Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en “comisiones de DNV” durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayorero de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en agosto de 2020; gratificaciones por desarrollo de liderazgo para Áreas de DNV, crédito “Dos veces bueno” de mayo de 2020 y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en julio de 2020.) Estas “comisiones de DNV” se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas “en marca” del 1 de agosto de 2020 al 31 de agosto de 2020.

INNER CIRCLE /
CÍRCULO INTERIOR

\$1,250,000 Gloria Mayfield Banks \$216,094	Pamela Fortenberry-Slate 58,191
\$700,000 Patricia Turker \$119,037 Cindy Williams 118,372	\$325,000 Anabell Rocha \$57,637 Stacy James 56,426 Mayuli Rolo 54,000 Kristin Myers 53,808
\$650,000 Sonia Páez \$111,934	
\$600,000 Lisa Madson \$101,793	DIAMOND CIRCLE / CÍRCULO DIAMANTE
\$500,000 Pamela Waldrop Shaw \$88,840	\$300,000 O’Nelly Encarnación \$51,617 Julianne Nagle 50,684 Kerry Buskirk 50,576
\$450,000 Lupita Magaña \$78,545	\$250,000 Anita Wood \$49,620 Yosaira Sánchez 49,606 Somer Fortenberry 47,718 Cyndee Gress 47,678 Lorraine Newton 47,233 Mariana Moreno 44,861
\$400,000 Dayana Polanco \$74,886 Dawn Dunn 70,469	
\$350,000 Lynnea Tate \$63,214 Julia Burnett 61,725 Sandy Valerio 60,647 Dacia Wiegandt 59,962	

Cindy Fox 44,612 Kim McClure 41,422 \$200,000 Davanne Moul \$39,691 María Monarrez 39,252 Jan Thetford 38,562 Bianny Ramírez 38,426 Lia Carta 38,196 Ada García-Herrera 38,095 Shannon Andrews 38,071 Caterina Harris Earl 38,064 Rosibel Shahín 37,913 Mary Estupiñan 37,689 Crisette Ellis 35,883 Sylvia Kalicak 35,801 Monique Balboa 35,063 Marye Durrer (debut 7/20) 34,962 Auri Hatheway 34,517 Lisa Allison 34,150 Kimberly Copeland 34,131 Kristin Sharpe 33,852 Noelia Jaimes 33,270 Patrice Moore Smith 33,105 Valerie Bagnol 33,036	Paola Ramírez 28,749 Sonia Bonilla 28,745 Lara McKeever 28,398 Juanita Gudiño 28,341 Gloria Báez 28,250 Alia Head 28,174 Janis Z. Trude 28,034 María Flores 27,449 Mairelys López 27,364 Roxanne McInroe 27,051 Tammy Vavala 26,839 Gina Rodríguez-Orrila 26,732 Heidi Goelzer 26,683 Maggie Nevárez 26,393 Dawn Otten-Sweeney 26,374 Bridget Shaw 26,019 Enma Bermeo 25,894 Deb Wehrer 25,835 Sabrina Goodwin Monday 25,724 Elizabeth Sánchez 25,511 Marilyn Marte-De Melo 25,496 Marixa González 25,491 Alma Orrostieta 25,480 Carol Lawler 25,394 Candy Lewis 25,357 Pam Ross 25,187 Ruth Everhart 25,093 \$150,000 Sue Pankow \$32,317 Kym Walker 32,305 Diane Mentiply 32,199 Leah Lauchlan 32,014 Evelinda Díaz 31,882 Morayma Rosas 31,835 Rebbeca Evans 31,509 Carmen Hernández 30,757 Tammy Crayk Smith 30,620 Diana Sumpter 29,799 Pamela Tull 29,798 Evitelia Valdez-Cruz 29,599 Pam Higgs 29,078	Paola Ramírez 28,749 Sonia Bonilla 28,745 Lara McKeever 28,398 Juanita Gudiño 28,341 Gloria Báez 28,250 Alia Head 28,174 Janis Z. Trude 28,034 María Flores 27,449 Mairelys López 27,364 Roxanne McInroe 27,051 Tammy Vavala 26,839 Gina Rodríguez-Orrila 26,732 Heidi Goelzer 26,683 Maggie Nevárez 26,393 Dawn Otten-Sweeney 26,374 Bridget Shaw 26,019 Enma Bermeo 25,894 Deb Wehrer 25,835 Sabrina Goodwin Monday 25,724 Elizabeth Sánchez 25,511 Marilyn Marte-De Melo 25,496 Marixa González 25,491 Alma Orrostieta 25,480 Carol Lawler 25,394 Candy Lewis 25,357 Pam Ross 25,187 Ruth Everhart 25,093 \$125,000 Yudith Pupo \$24,771 Noemi Jaimes 24,058 Natalie Privette-Jones 23,965 Maricarmen Landa Ramos 23,743 Sharon Buck 23,273 Julia Mundy 23,148 Elizabeth Muna 23,015 Cathy Bill 22,967 Michelle Sudeth 22,903 Elaine Kimble Williams 22,894 Cecilia James 22,639
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Mia Mason Porter 22,297 Donna Meixsell 21,953 Rosa Bonilla 21,674	Evalina Chávez 21,568 Sue Wallace 21,384
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MONTHLY COMMISSIONS
AND BONUS
GRATIFICACIONES Y
COMISIONES MENSUALES

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

DIAMOND/DAMANTE		Diane Mentiply	14,051
Lisa Madson*	\$37,316	Paola Ramirez	13,692
O'Nelly Encarnación	29,479	Kimberly Copeland	13,439
Lynnea Tate	28,332	Morayma Rosas	13,317
Pamela Waldrop Shaw**	27,794	Janis Z. Trude	12,522
Julia Burnett*	22,176	Dawn Otten-Sweeney	12,425
Dawn Dunn*	21,648	Valerie Bagnol*	12,324
Yosaira Sánchez*	19,242	Patrice Moore Smith	11,648
Kristin Sharpe	18,005	Elizabeth Sánchez	11,098
Evitelia Valdez-Cruz	17,329	Mia Mason Porter	10,982
Shannon Andrews*	14,986	Alma Orrostieta	10,579
María Monarrez	14,418	Deb Wehrer	10,223
Lisa Allison	14,315		
Candy Lewis	13,325		
Rebecca Evans*	12,763	EMERALD/ESMERALDA	
Diana Sumpter	11,924	Gloria Mayfield Banks***	\$91,493
Marixa González	11,670	Patricia Turker**	50,120
Vicki Jo Auth	11,416	Sonia Páez**	41,395
Heidi Goelzer	11,382	Dacia Wiegandt*	23,256
Sharon Buck	11,092	Dayana Polanco*	22,829
Alia Head	11,068	Mayuli Rolo*	21,365
Julia Mundy	11,047	Caterina Harris Earl	21,071
Leah Lauchlan	10,901	Mariana Moreno*	19,442
Sue Pankow	10,795	Crisette Ellis	17,901
Roxanne McInroe	10,582	Julianne Nagle*	16,186
Terri Schafer	10,309	Rosibel Shahin*	15,295
		Bianny Ramirez*	15,257
		Kerry Buskirk*	14,761
		Sabrina Goodwin Monday	14,525

RUBY/RUBÍ		Rethy Busskirk	14,701
Cindy Williams*	\$37,755	Sabrina Goodwin	14,525
Stacy James*	18,705	Monday	14,496
Kim McClure	18,075	Sonia Bonilla	14,442
Sandy Valerio*	15,951	Pamela Tull	14,442
Jan Thetford	15,215	Kym Walker*	13,933
Mary Estupiñan*	14,970	Monique Balboa	13,858
Anabell Rocha*	13,643	Auri Hatheway	13,848
Cindy Fox*	12,529	Anita Wood*	13,638
Lia Carta**	11,719	Ada García-Herrera*	13,098
Gloria Báez*	11,636	Gina Rodríguez-Orrila	12,919
Tammy Vavala	11,467	Evelinda Díaz*	12,869
Lara McKeever	10,548	Tammy Crayk Smith	12,544
Donna Meixsell	10,215	Natalie Privette-Jones	11,930

SAPPHIRE/ZAFIRO		Marilyn Maite De Melo	10,915
Lupita Magaña**	\$35,632	Pam Higgs	10,829
Pamela Fortenberry-Slate*	21,645	Carol Lawler	10,106
Sylvia Kalicak*	20,973	* Denotes Senior NSD	
Lorraine Newton*	19,570	**Denotes Executive NSD	
Somer Fortenberry	19,018	***Denotes Elite Executive NSD	
Kristin Myers*	16,915	*Denota DNV Senior	
Bridget Shaw	14,766	**Denota DNV Ejecutiva	
Cyndee Gress*	14,166	***Denota DNV Ejecutiva de Élite	
Davanne Moul*	14,086		

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

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in August 2020./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en agosto de 2020.

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

DIAMOND/DIAMANTE	
Mary Kathryn King, <i>Mary Kay National Area</i>	\$80,259
RUBY/RUBÍ	
Kali DeBlander Brigham, <i>Mary Kay National Area</i>	\$72,879
SAPPHIRE/ZAFIRO	
Lafreda D. Williams, <i>Mary Kay National Area</i>	\$86,889
EMERALD/ESMERALDA	
Emily S. Vijil, <i>S. Bonilla Area</i>	\$88,198

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

DIAMOND/DIAMANTE	
Kelly M. Freeman, <i>Mary Kay National Area</i>	\$15,849
RUBY/RUBÍ	
Dixie Leikach, <i>Mary Kay National Area</i>	\$13,199
SAPPHIRE/ZAFIRO	
Lauren D. Coe, <i>Mary Kay National Area</i>	\$9,876
EMERALD/ESMERALDA	
Tracy A. Clymer, <i>C. Bill Area</i>	\$10,041

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

DIAMOND/DIAMANTE	
Nicole C. Vitters, T. Escobedo Unit, <i>L. Allison Area</i>	\$9,633
RUBY/RUBÍ	
Dalia J. Florentino, K. Acosta Unit, <i>M. Estupiñan Area</i>	\$10,406
SAPPHIRE/ZAFIRO	
Kara V. Greenhill, J. Lawrence Unit, <i>Mary Kay National Area</i>	\$10,219
EMERALD/ESMERALDA	
Lynn Schultz, T. Graves Unit, <i>J. Davis Area</i>	\$12,041

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO New Team Members

DIAMOND/DIAMANTE	
Jennie L. Greene, D. Clark Unit, <i>Mary Kay National Area</i>	19
RUBY/RUBÍ	
Sales Director Elsa Lugo, <i>S. Saldaña Area</i>	20
SAPPHIRE/ZAFIRO	
Allison Gutierrez, A. Lozano Unit, <i>M. Rosas Area</i>	16
EMERALD/ESMERALDA	
Sandra Sweazie, M. Gray Unit, <i>G. Mayfield Banks Area</i>	12

MEET YOUR NSDS

CONOCE A TUS DNVs

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

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

NEW UNIT MEMBERS/NUEVAS INTEGRANTES DE UNIDAD

DIAMOND/DIAMANTE

Keysi Y. Colon	38 New Unit Members
Sheila Gonzalez	35 New Unit Members
Estefani M. Ruiz Ruiz	32 New Unit Members
Leslie Jackson	31 New Unit Members
Celeste Pichardo	29 New Unit Members
Stephanie A. Mottaz	26 New Unit Members
Jamie V. Taylor	26 New Unit Members
Kim C. Meyers	25 New Unit Members
Debbie L. Clark	23 New Unit Members
Raquel V. Sanchez	23 New Unit Members
Ruth Alvarado	22 New Unit Members
Kayla M. Watts	22 New Unit Members
Mara McDowell	21 New Unit Members
Kristiana M. McElroy	21 New Unit Members
Melinda L. Kirkwood-Sparacino	20 New Unit Members
Astrid Pagan	20 New Unit Members

RUBY/RUBÍ

Elsa Lugo	23 New Unit Members
Randi S. Gleason	21 New Unit Members

SAPPHIRE/ZAFIRO

Keita Powell	26 New Unit Members
Azul P. Lozano	25 New Unit Members
Chelsea C. Altman	24 New Unit Members
Ashley R. Dornbos	24 New Unit Members
Stacy O. Ervin	24 New Unit Members
Beth H. Williamson	23 New Unit Members
Satarro Purnell	21 New Unit Members
Alfreda Simms	21 New Unit Members
Eno Inoyo	20 New Unit Members
Akilah Martin-Mayweather	20 New Unit Members
Missouri H. Simmons	20 New Unit Members
Rachel Statile	20 New Unit Members

EMERALD/ESMERALDA

Erika N. Cullen	41 New Unit Members
Tiqkia M. Barrow	39 New Unit Members
Ebun Osaze	31 New Unit Members
Omayra Rivera	29 New Unit Members
Katy Goldstein	26 New Unit Members
Dilcia Mendoza	26 New Unit Members
Lisbeth C. Arocha Duque	25 New Unit Members
Emily S. Vijil	25 New Unit Members
Danielle T. Ahinasi	24 New Unit Members
Michelle L. Calbert	24 New Unit Members
Lisa J. Charity	24 New Unit Members
Brendaliz Cajigas	22 New Unit Members
Lindsay E. Freisthler	21 New Unit Members
Kijuan R. McKinnie	21 New Unit Members
Suheit M. Vielma	21 New Unit Members
Marsha R. Gray	20 New Unit Members



HAVE A HIGH SELF-ESTEEM. WE'RE ALL DIFFERENT. EACH OF US IS ONE OF A KIND. GOD PLANTED THE SEEDS OF GREATNESS IN YOU, AND ALL YOU HAVE TO DO IS REACH DOWN WITHIN YOURSELVES AND BRING THOSE SEEDS INTO FRUITION./TEN UNA AUTOESTIMA ALTA. TODOS SOMOS DIFERENTES. CADA UNO DE NOSOTROS ES ÚNICO. DIOS SEMBRÓ LAS SEMILLAS DE LA GRANDEZA EN TI; TODO LO QUE TIENES QUE HACER ES LLEGAR A TU FONDO Y HACER QUE ESAS SEMILLAS GERMINEN.

Mary Kay

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

EMERALD / ESMERALDA

NEW DEBUTS

DEBUTS

June/Junio de 2020

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



Sarah R. Arnold
Oregon, IL
C. McHargue Unit



Francys R. Becerra
Marquez
Porter, TX
A. Leal Unit



Terry L. Bell
Raleigh, NC
T. Bradley Unit



Sharon L. Bethea
Raleigh, NC
N. Privette-Jones Unit



Nealita Callahan
Westerville, OH
M. Calbert Unit



Regina Day
Mize, MS
D. Hooks Unit



Mekita Matthews
Chicago
N. Okeke Unit



Jacquelyn I.
Smart-Kennedy
Summerville, SC
T. Bradley Unit



Not pictured;/Sin foto: *Whitney L. Beam*, Pensacola, FL, N. Beckwith Unit; *LaVonda Brannon*, Trussville, AL, R. Clark Unit; *Jessyca Brentel*, Fayetteville, NC, A. Lawson Unit; *Julianna M. Brinks*, Elmira, NY, M. Makarick Unit; *Lisa A. Daly*, Anaheim, CA, P. Kelly Unit; *Carolina De Vasconcelos*, Doral, FL, S. Escobar Unit; *Jorge E. Delgado*, Homestead, FL, E. Melendez Unit; *Yosnumy C. Fernandez*, Miami, A. Cabrera Unit; *Jamie Figueroa*, Concord, NC, L. Charity Unit; *Marleny Grijalba*, Stafford, VA, N. Amaya Unit; *Maria L. Harris*, Auburn, WA, D. Arcuri Unit; *Yulkenia Holguin*, Homestead, FL, N. Dominguez Unit; *Glenda J. Jimenez*, Winchester, VA, N. Rodriguez Unit; *Casey L. LaMarre*, Chipley, FL, K. Hayes Unit; *Diane C. Nichols*, Melbourne, FL, K. Oliveira Unit; *Theresa A. Nichols*, Kilgore, TX, K. Fuller Unit; *Jamie L. Peat*, Colorado Springs, CO, J. Enloe Unit; *Adriana A. Pereira*, Katy, TX, J. Cumare Unit; *Marquita L. Rawlings*, Aiken, SC, L. Chisholm Unit; *Dawn M. Rios*, Surprise, AZ, J. Carr Unit; *Kathy Simpson*, Matteson, IL, A. Bowen Unit; *LaTasha A. Thomas*, Hephzibah, GA, L. Chisholm Unit; *Danielle R. Tibbitts*, Salem, VA, D. Lamade Unit; *Dilma L. Vega Nunez*, Louisville, KY, Y. Barrera Gomez Unit; *Tanzala R. Watts*, Louisville, KY, M. Calbert Unit; *Visaira Yoly De Lazala*, Philadelphia, T. Santana-Hernandez Unit.

DEAN'S LIST

LISTA DEL DECANO



August/Agosto de 2019

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

Not pictured;/Sin foto: *Jhona Cumare*, Katy, TX, M. Moreno Area, Emerald Seminar; *Eunice A. Ogando*, Villa Altagracia, DR, M. Marte-De Melo Area, Emerald Seminar.



Jill Drehmer
Corning, NY
C. Lawler Area
Emerald Seminar

Congratulations!
¡Felicitaciones!



TRIPLE CROWN

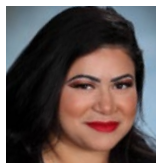
TRIPLE CORONA



August/Agosto de 2019

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

Not pictured;/Sin foto: *Eunice A. Ogando*, Villa Altagracia, DR, M. Marte-De Melo Area



Jill Drehmer
Corning, NY
C. Lawler Area

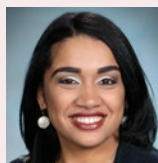


The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. / Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

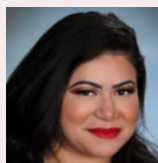
HONORS SOCIETY SOCIEDAD DE HONOR

August/Agosto de 2019

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



Bejaira Cortorreal
Philadelphia
G. Rodríguez-
Orriola Area



Jill Drehmer
Corning, NY
C. Lawler Area

Not pictured./Sin foto: Jhona Cumare, Katy, TX, M. Moreno Area; Eunice A. Ogando, Villa Altigracia, DR, M. Marte-De Melo Area; Yixy Paneque Estrada, Louisville, KY, Y. Pupo Area.



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

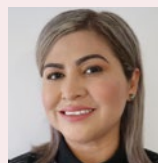
FABULOUS 50s FABULOSOS 50

February/Febrero de 2020

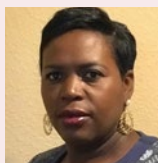
Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y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



Tina L. Baker
Hempstead, NY
Mary Kay
National Area



Gisela Castaneda
Anaheim, CA
Mary Kay
National Area



Gricelda Guerrero
Houston
S. Pérez Area



Katie Hayes
Ponce DE Leon, FL
J. Davis Area



Rhonda E. Prater
Chester, VA
C. Harris Earl Area

Not pictured./Sin foto: Sharlyn C. Escobar, Port Saint Lucie, FL, M. Rolo Area; Andrea C. Leal, Lutz, FL, B. Ramirez Area; Elisa M. Mendoza, Winter Springs, FL, B. Ramirez Area.

ON THE MOVE EN ACCIÓN

August/Agosto de 2020

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

Sarah R. Arnold
Francys R. Becerra
Marquez
Sharon L. Bethea
LaVonda Brannon
Jessyca Brentel
Lisa A. Daly
Carolina De Vasconcelos
Marleny Grijalba
Yulkenia Holguin

Mekita Matthews
Diane C. Nichols
Jamie L. Peat
Adriana A. Pereira
Marquita L. Rawlings
Kathy Simpson
LaTasha A. Thomas
Dilma L. Vega Nunez
Tanzala R. Watts
Visaira Yoly De Lazala

Red Jackets, cont.

Lisa R. Beverly
Jean Bogan
Tracy L. Bondy
Sonya Brock
Melanie J. Brown
Yolanda J. Brumfield
Brittany A. Bryant
Bridget Burgess
Elein Camacho
Eunice Candelario
Heather Carey
Tiffany Carroll
Perla Carvajal
Luisa V. Castillo Lachapel
Arminda Y. Castro Alvarez
Juana D. Clark
Lady K.D. Collins
Francisca Cortes
TonJala Cosby
Yolanda Covington
Syndi M. Croad
Ericka D. DeLoach
Gloria M. Dewar
Adalinda S. Diaz
Odilia Dominguez Morales
Renee L. Dorries
Vilma Duarte
Colleen Duffy
Ashley Duplessie
Jalyn Eaton
Vanessa L. Edwards
Clara Espin
Denae M. Evans
Arlette M. Fair-DeVine
Maria I. Flores
Cynthia D. Ford
Kim Freeman
Jennifer M. Friend
Tiffany Futch
Eunice Gamarro
Rochelle D. Garcia
Maria D. Garnica Palencia
Ilene Girardi
Stephanie M. Gober
Wanda I. Gonzalez
Vidalina Gonzalez Morales
Hope D. Griffith
Norma L. Guadalupe
Maria Guerrero
Jessica Hartman

Lisa L. Harvey
Gloriann Hickey De Jesus
Sheila S. Hicks
Denise Hinton
Tamika N. Holston
Cassie Kahl
Danielle Keller
Lajetta Kerrison
Dawnya D. Kimbrough
Sharon N. Lawrence
Tracey L. Lenzy
Patricia F. Lewis
Kristy Lindquist
Kimberly J. Lowe
Maria D. Lozada
Jeanetta Lyle
Rutilia Marroquin Miranda
Joy E. Martin
Consuelo Martinez
AnnMarie McKenzie
Luz Maria Medina
Mirna L. Mejia
Corinne Merten
Annette Miller
Elizabeth A. Miller
Carolyn Mims
Renek S. Moore
Christie M. Morales
Fabiola Mosquera
Lydia Nakiberu
Lanesha Nelloms
Alma Nunez
Renee D. Odom
Constance M. Ogden
Oluwaseyi I. Onikola
Ingrid V. Ordonez
Rosa Ortiz
Lissette Padrino De Zapata
Jennifer Pazol
Daraínis Perez
Indhira M. Pieraldi
Jennifer Pinto
Heidy Ponce
Madison C. Privette
Monica Ramos
Gledys N. Rangel
Evelyn L. Richardson
Tiffany N. Richie
Hattie Roberts
Sharon Y. Robinson

Damaris Rodriguez
Ana L. Ruiz
Gena L. Russell
Elisa Samano Ortiz
Emma D. Sanchez
Margarita Sanchez
Dolores Sanders
Deborah A. Schlosser
Peg A. Shober
Jeanie Simpson
Renita Y. Sims
Brandi Sines
Valery Sosa
Anita M. Stuckey
Sandra Sweazie
Linda J. Tate
Pooja G. Thadani
Irma S. Toruno
Sharon V. Turner

Melissa M. Van Hoose
Mirna L. Vasquez
Jovieliz Vega
Flor M. Velazquez
Clara E. Vento De Teran
Dani B. Viands
Maria R. Villalobos
Nataly K. Villasmil
Courtney Vitale
Joy D. Walters
Jessica L. Warmack
LaShonda L. Waterford
Arneece L. Williams
Loukisha Williams
Tara K. Williams
Peggy Witt
Natasha E. Wright
Elsa Yanez

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

August/Agosto de 2020

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



Norma Acevedo
Deja N. Albury
Dunia Alvarez
Teudy Amador
Marilys E. Arteaga
Aaron Atkins-Rivers

Vilma Aviles
Ange L. Bailey
Miriam C. Bates
Shelia Bell
Cynthia D. Benson
Olivea L. Benson

GRAND ACHIEVERS GRAN GANADORAS

August qualifiers/Calificadas en agosto de 2020
Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure." /Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*®.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Lisa A. Daly
Wynne Digrassie*
Concepcion Espinosa
Lilian Johnson*
Hilda Juan
Nelsy Liriano
Geraldine N. Rhodd
Mimi Richard
Cruz Sosa
Joy V. Thomas
Astrid M. Torraca

Shannon L. Ciecko
Joshua Desilet
Etoye Devine
Janeth Garcia
Morgan K. Hacker
Ashley Kennedy
Bree Lenoir
Lisa Robertson
Veronica Rockett Wilkinson
Gwendolyn D. Singleton

*Denotes June qualifier
*Denota que calificó en junio.

CONSULTANTS/ CONSULTORAS

Cheryl A. Cheeks

13% CLUB

CLUB DEL 13%

August/Agosto de 2020

The top 25 independent sales force members in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during August./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en agosto.

EMERALD/ESMERALDA

Michelle L. Calbert*	2,032	Jennifer L. Besecker*	1,451	Nikki H. Edgemon*	1,353	Maria S. Gonzalez*	1,250	Patrece D. Johnson*	1,185
Ebun Osaze*	1,880	Emily S. Vijil*	1,444	Brendaliz Cajigas*	1,347	Leticia Vargas*	1,241		
Latricia M. Henry*	1,790	Elva Jordan*	1,406	Lisa J. Charity*	1,334	Maritza Lanuza*	1,230		
Jill Drehmer*	1,701	Lindsay E. Freisthler*	1,402	Amy M. Alber*	1,331	Liane B. Wall*	1,224		
Misty D. Guyre*	1,624	Kijuan M. McKinnie*	1,397	Menina M. Givens*	1,278	Delia M. Ramirez*	1,197		
Dircia Rodriguez*	1,519	Tracy Randall*	1,361	Lizi M. Gregory*	1,270	Amber L. Towne-Geehan*	1,194		

*Denotes Independent
Sales Director.

*Denota Directora de Ventas
Independiente.

GOLD MEDALS

MEDALLAS DE ORO

August/Agosto de 2020

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

New Team Members/Nuevas integrantes de equipo

94 GOLD MEDALS

Ana V. De Leon* 5

81 GOLD MEDALS

Juana Vega* 7

76 GOLD MEDALS

Ann Wilson* 5

72 GOLD MEDALS

Linda S. Chasten* 10

70 GOLD MEDALS

Yvette Black* 6

69 GOLD MEDALS

Kennethea Shuford Wallace* 10

63 GOLD MEDALS

Olushola A. Kuku* 5

61 GOLD MEDALS

Ebun Osaze* 5

53 GOLD MEDALS

Renita G. Peele* 5

52 GOLD MEDALS

Sylvia H. Hill* 10

49 GOLD MEDALS

Lorena M. Arce* 6

46 GOLD MEDALS

Rita Allen* 5

41 GOLD MEDALS

Stephanie D. Castro* 5

36 GOLD MEDALS

Robyn K. Barnwell* 6

33 GOLD MEDALS

Angela D. Tatum* 5

29 GOLD MEDALS

Lindsay E. Freisthler* 5

28 GOLD MEDALS

Maritza Lanuza* 5

25 GOLD MEDALS

Amy M. Alber* 5

23 GOLD MEDALS

Lisa J. Charity* 5

22 GOLD MEDALS

Mendy S. Huff* 5

19 GOLD MEDALS

Taneshia A. Bain* 6

19 GOLD MEDALS

Mónica P. Coba* 8

Kamilah S. Mayo,
N. Ojukwu Unit 5

18 GOLD MEDALS

Bakir J. Coulter* 5

Maria E. Mondragon* 5

Sally Nunez Almanzar* 5

Esther Sanchez* 6

Sharon W. Strassburg* 5

17 GOLD MEDALS

Dilcia Mendoza* 5

16 GOLD MEDALS

Nora Dominguez* 8

Martha L. Rodriguez* 5

15 GOLD MEDALS

Eva M. Duran* 5

Barbara A. Stewart* 5

14 GOLD MEDALS

Yucdelin Pena Gonzalez* 5

13 GOLD MEDALS

Yolanda Lopez* 5

Maria Portillo* 6

12 GOLD MEDALS

Rouyay Frias* 6

Tynisa L.L. Jones* 5

Veronica Mercado* 5

11 GOLD MEDALS

Ana Cabrera* 5

Cindy Diaz* 5

Arellys M. Dubront Pinto* 5

Gloria Hernandez* 8

Patrece D. Johnson* 5

Soila M. Valdez* 5

Cheryl A. Whitehead* 5

Niokioh Wright-Smith* 9

10 GOLD MEDALS

Marsha R. Gray* 6

Nella L. Jacsin-Becton* 5

Rosendy Mercado,
E. Cespedes Unit 10

Barbara E. Sansing* 10

9 GOLD MEDALS

Adriana D. Aguilera Urrutia* 6

CaRita Bailey* 6

Erika N. Cullen* 10

Pablo Flores* 5

Gloria Gardner* 10

Suheit M. Vielma* 6

8 GOLD MEDALS

Tonya D. Benberry* 5

Maria E. Remedios,
R. Shahin Unit 5

Maria S. Reyna* 6

7 GOLD MEDALS

Claudibel R. Briceno Portillo* 5

Vickie L. Mack* 5

Norma Moreno Sosa* 5

Tavia L. Poulos* 5

6 GOLD MEDALS

Lorena Armenta* 8

Damita Bynes* 5

Joy V. Thomas* 5

5 GOLD MEDALS

Danielle T. Ahinasi* 7

Santa Benitez Rondon* 9

Jennifer A. Bertrand,
J. Hatfield Unit 6

Wendy Brisbon,
A. Pendleton-White Unit 10

Alicia K. Bryant* 6

Yanetsi Espinosa* 6

Valarie Lowry* 5

Christina M. Rebers,
D. Ahinasi Unit 6

Cruz Sosa* 5

LaTasha A. Thomas* 5

Erica K. Witherspoon* 5

4 GOLD MEDALS

Carolina De Vasconcelos* 5

Janeth Garcia, J. Martinez Unit 5

Yulkenia Holguin* 8

Maura M. Maidique Rojas* 8

Geovany A. Malin,
D. Rodriguez Unit 6

Rebecca Melton* 5

Stephanie R. Myles* 5

LaToya Preston-Gill* 5

Lateasa L. Scott* 5

Yenys Valdespino* 7

Jacqueline Villanueva* 5

3 GOLD MEDALS

Ursula Albury* 5

Talina L. Bailey,
N. Privette-Jones Unit 5

Glenda Casco, E. Vijil Unit 6

LaChandra T. Dennard,
L. Charity Unit 5

Casey D. Evans* 9

ThomasinaLorrai T. Germany,
B. Lindsay Unit 5

Bree Lenoir, T. Barrow Unit 8

Nelsy Liriano* 6

Diana Lopez, S. Bonilla Unit 9

Grecia Martinez,
D. Mendoza Unit 5

Lucila A. Martini, S. Vielma Unit 10

Tanice Y. Reddae* 5

Lusbin A. Revolorio* 10

Isamar Salazar, T. Abad Unit 9

Alexa Sanchez,
N. Dominguez Unit 6

Felecia Y. Shelton* 6

Sandra Sweazie, M. Gray Unit 12

Juana I. Valdez, S. Valdez Unit 6

2 GOLD MEDALS

Norma Acevedo,
J. Mendoza Unit 10

Danielle Allen* 5

Teudy Amador, K. Rico Unit 11

Kimberly Amerson, A. Scott Unit 5

Vilma Aviles, M. Grijalba Unit 5

Dianelli Bernal Engroba,
D. Engroba Unit 5

Trinity Brown* 5

Cheryl A. Cheeks, C. Ellis Unit 5

Latoya E. Cheeseborough,
T. Barrow Unit 7

Shannon L. Ciecko, C. Bloink Unit 8

Michelle A. Clark,
L. Freisthler Unit 5

Geovanna L. Cornejo De Alcala,
A. Dubront Pinto Unit 5

Syndi M. Croad, V. Mack Unit 11

Arlette M. Fair-DeVine,
L. Chisholm Unit 5

April Forbes, J. Willis Unit 6

Nearlet Gomez Verdecia,
A. Leal Unit 5

Guillermo Gonzalez,
Y. Lopez Unit 8

Tawanda Mosley, E. Osaze Unit 8

Luz C. Mujica, X. Mujica Unit 5

Xiomara E. Mujica* 6

Laneshia Nelloms, E. Cullen Unit 10

Omotunde O. Okubanjio,
A. Olusa Unit 5

Nacy Rodriguez, A. Torraca Unit 6

Jessica R. Rogers* 6

Josselyn M. Salazar,
O. Contreras Unit 5

Ninoska Stilp, A. Ramirez Unit 6

Maria Z. Valera, V. Gomez Unit 5

1 GOLD MEDAL

Carolina E. Arriaga,
A. Guerra Unit 6

Cynthia D. Benson,
G. Mayfield Banks Unit 9

Neeco Bourgeois, E. Osaze Unit 5

Juanita A. Brown, S. Emerson Unit 6

Bridget Burgess, A. Stanley Unit 7

Michelle J. Carpenter,
A. Tatum Unit 6

Gabriella Cleveland,
E. Cullen Unit 5

Gisela Cordero, B. Cajigas Unit 7

Francisca Cortes,
C. Ruiz Enriquez Unit 9

Gianina D. Craddock,
R. Barnwell Unit 7

Mary Kay Crutchfield,
R. Shannon Unit 5

Merinda M. Davis,
A. Stanley Unit 5

Venetia Davis, B. Sinclair Unit 5

Adalinda S. Diaz,
D. Mendoza Unit 7

Bessy C. Flores, A. Ponce Unit 8

Kim Freeman, K. Marsman Unit 5

Tanya G. Copeland,
T. Love-Pringle Unit 6

Rosa E. Galdamez,
D. Aleman Unit 5

Maria Guerrero,
L. Arocha Duque Unit 9

Morgan K. Hacker, B. Jenks Unit 6

Lisa L. Harvey, T. Peterson Unit 5

Sheila S. Hicks,
A. Davenport Unit 6

Stephanie W. Johnson,
T. Bradley Unit 5

Doris Jones, C. Phillips Unit 5

Luz Maria Mendez, H. Juan Unit 7

Renek S. Moore, L. Henry Unit 7

Christie M. Morales,
O. Rivera Unit 9

Laila Muhammad, B. Coulter Unit 5

Rosa Ortiz,
A. Ramallo de Escribano Unit 5

Evelyn L. Richardson,
M. Calbert Unit 5

Zaida Rodriguez, J. Macias Unit 5

Delfina Salvador, E. Jordan Unit 5

Gwendolyn D. Singleton,
L. Wall Unit 5

Massiel F. Torres,
S. Benitez Rondon Unit 5

Yuleisy O. Vasallo, Y. Cancio Unit 5

Nataly K. Villasmil, A. Pereira Unit 9

Sonia Vivas,
A. Perez Martinez Unit 6

Arneece L. Williams,
J. Bolton Unit 5

Audrey Williams,
G. Mayfield Banks Unit 6

Natasha E. Wright,
A. Lambert Unit 5

*Denotes Independent Sales Director.

*Denota Directora de Ventas
Independiente.

ACHIEVEMENT CIRCLE CÍRCULO DE LOGROS

August/Agosto de 2020

The top 100 Independent Sales Directors in each Seminar area based on their August 2020 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de agosto de 2020.

DIAMOND/DIAMANTE		Shannon M. Nelson		Sheryl J. Arena	45,824	SAPPHIRE/ZAFIRO		Megan E. Santos	38,819	Emily Stone	49,933
Mary Kathryn King	\$80,259	Dugway	40,638	Palia A. Curry	45,617	Lafreda D. Williams	\$86,889	Stephanie L. Lenard	38,720	Auburnee S. Stanley	49,768
Suzanne T. Young	76,517	Nadine H. Huckabee-Stanley	40,489	Eusebia Bonilla	45,424	Larinda J. King	79,501	Jeni Tjelle	38,584	Carol Mouradian	49,545
Beverly Taylor	76,345	Cheryl A. Riead	40,439	Amy C. Schule	45,422	Keita Powell	75,236	Doris M.		Jennifer C.	
Sherrie C. Purvis	76,301	Donna K. Smith	40,413	Courtney L. Armstrong	45,072	Jordan Eicher	74,881	Quackenbush	38,378	Babineau Olaiz	49,251
Kayla A. Holliday-Lamar	71,698	Allison Piro	40,339	Pamela D. Cox	44,961	Nancy W. Pettaway	67,935	Laura Poling	38,320	Elsi Coto	47,736
Susan M. McCoy	68,041	Lisa A. Stengel	39,980	Caitlin M. Griffo	44,656	Katherine L. Longley	67,646	Isela M. Martinez	38,245	Stacey Craft	47,647
Cindy Machado-Flippen	67,745	Stacey C. Curry	39,891	Terry Thole	44,013	Moleda G. Dailey	56,997	Beth E. McDowell	38,155	Brenda Stafford	47,329
Deborah S. Bailye	66,443	Celeste Byrd	39,812	Gloria Moreno Medrano	43,988	Cynthia S. Sheppa	56,695	Heather L. Bohlinger	38,081	Keila Lopez	47,288
Kristiana M. McElroy	65,910	Pat Joos	39,794	Barbara Baty	43,951	Jeanette M. Thompson	54,090	Kim B. Roberts	38,022	Leanne Parrino-Pheasant	47,066
Crystal D. Gardner	64,556	Tami K. Cloute	39,172	Stephanie Audino	43,791	Beth H. Williamson	53,102	Akilah Martin-Mayweather	37,971	Dircia Rodriguez	46,482
Sara R. Pennella	64,429	Nancy F. Castro	38,844	Heather J. McKinney	43,202	Sharon Byrd	52,760	Karla R. Plantan	37,903	Maggie Rader	45,690
Christy Bigham	64,210	LaChelle M. Seleski	38,769	Monica A. Land	42,784	Jerlene Vrana	51,881	Penny J. Jackson	37,625	Denise G. Kucharski	45,622
Celeste Pichardo	63,150	Robin S. Lantz	38,726	Corrin Cresci	42,494	Claudia D. Clem	51,745	Julie Neal	37,532	Ginny B. O'Kain	45,470
Jamie V. Taylor	62,911	Jenny Siemonsma	38,497	Krystal D. Downey-Shada	42,299	Chelsea C. Altman	51,046	Nocona L. Koenig	37,398	Lisa J. Charity	45,052
Dana Davis-Armstead	62,844	Sara K. Turco	38,007	Kenia K. Acosta	42,241	Jessica Holzbach	50,792	Kimberly Leigh Moore	37,366	Nikki H. Edgemon	44,849
Stephanie A. Mottaz	62,740	Denise Nygard	37,962	Alma L. Castro	42,034	Michele M. Armes	50,618	Marita W. Campbell	37,259	Shannon M. Palko	44,381
Astrid Pagan	62,412	Kelly K. Johnsrud	37,799	Magana	42,034	Amy J. Bowman	50,436	Rubi Amateco-Nava Vazquez	36,980	Rosmary A. Morel	44,005
Mileta K. Kinser	60,331	Caryl A. Schrab	37,709	Pricila D. Martinez	42,028	Autumn R. Heble Britton	49,702	Courtney H. Young	36,725	Tracy Randall	43,784
Amy Kemp	58,382	Holly S. Neff	37,535	Amy J. Spence	41,990	Marisol Lopez	49,224	Leslie Treece	36,683	Sally Moreno	43,561
Jessye R. Nichols	57,395	Paula Grabau-Friedt	37,341	Susan C. Ehrnstrom	41,755	Tehrie Ned	48,855	Linda S. Gates	36,657	Shauna L. Abbotts	43,161
Raquel V. Sanchez	56,781	Margie A. Sanders	37,276	Nikole M. Childress	41,542	Brooke E. Bennett-Young	48,577	Carolyn I. Kelley	36,420	Heather Wickstrom	42,973
Chelsea C. Adkins	56,591	Bianca Torres	37,153	Sonya F. Goins	41,197	Jamie L. Lawrence	48,514	Kathy Lee	36,411	Stacy D. Foust	42,537
Angela J. Fry	56,587	Coty Maldonado	37,053	Ana Santos	41,066	Sandi Gaither	48,401	Amy E. Houseman	36,352	Linda S. Chasten	42,323
Kim C. Meyers	56,450	Andrea M. Krause	36,886	Lisa V. Bauer	40,748	Cozzie M. Walker V.	48,161	Petie L. Huffman	36,344	Rosanna M. Briceno Sanchez	42,234
Karime Rosas	54,937	Alejandra Pazos	36,852	Stacy M. Lauritzen	40,144	Gerie B. Sapp	48,110	Rayna Lee	36,283	Brittani M. Jenks	42,136
Kim A. Messmer	54,014	Marina S. Ramirez	36,847	Bridget S. Penberthy	40,008	Geri L. Dennis	48,094	Rheanonda R. Johnson Gray	36,086	Tina M. Dees	41,995
Tanya L. Satcher	53,745	Azzari S. Jones	36,844	Julia Grandy	39,774	Nedra White Wartham	47,630	Pauline White	36,041	Cindy Anderson	41,546
Marsha Morrisette	52,374	Alicia Borkowska	36,621	Jacqueline Donna	39,509	Krystal K. Hunsucker	46,763	Devin Gole	35,964	Ann Shears	41,265
Gerri Anne Morris	50,329	Sandy Griffith	36,292	Magdalena Diaz de Leon	39,467	Laurieann Barclay	46,031	Cathy K. Moore	35,913	Pam Kelly	41,076
Christi G. Campbell	50,075	Marty T. Wynn	36,261	Elsa Lugo	39,433	Sreela M. Fitzpatrick	45,577	Hannah M. Brunner	35,679	Amie E. Kelly	40,984
Constance Nugent Miller	49,789	Emily Grover	36,225	Sherri Ammons	39,442	Ashley R. Dornbos	45,324	Robyn S. Cartmill	35,669	Ngozi E. Ojukwu	39,925
Kayla M. Watts	49,240			Joedi Carmichael	38,492	Dolores Keller	45,301	Leah P. Cade	35,508	Mary C. Zimmerman	39,453
Megan N. Wilkes	48,811			Linda Sigle	38,082	Jean A. Wilson	45,210			Jo M. Cotton	39,184
Keishla M. Ortiz	48,421			Andrea Jackson Berger	37,699	JoAnn M. Allen	45,148			Rita J. Barthel	39,064
Priscilla McPheeters	48,298			Karen E. Gardner	37,510	Missouri H. Simmons	44,824			Paula Tyree Bowman	39,063
Sarah Driggers	48,127			Carmen J. Felix	37,201	Lady Ruth Brown	44,772			Karen E. Ridle	39,050
April C. Hutchinson	47,480			Teka-Ann Haynes	36,946	Jennifer J. McNulty	44,723			Jessica Mendoza	38,982
Mariann Biase Mason	46,750			Jeanie K. Navrakl	36,606	Margarita Elisea	44,615			Lucia Fernandez	38,745
Elsa F. Santos	46,596			Jeanie Ripley	36,551	Eno Inoyo	43,761			Brendaliz Cajigas	38,411
Audrey K. MacDowall	46,503			Rose Campbell	36,394	Vicki Piccirilli	43,690			Amber L. Towne-Geehan	72,464
Sheila Gonzalez	46,336			Stacey P. Nelson	36,311	Rachel Statile	43,408			Leslie M. McKinney-Smith	68,746
Olivia M. Shockley	45,905			Ruth Whiteleather-Orrrell	36,186	Jessica N. Schultz	43,317			Ebun Osaze	67,760
Kathy M. Viola	45,838			Sandra Braun	36,162	Tamiko A. McCormack	43,193			Dilcia Mendoza	67,403
Lindsey D. Christenson	45,241			Tammy D. Niehaus	36,084	Melva M. Slythe Farquharson	42,505			Katy Goldstein	66,517
Ashley S. Orr-Graves	45,230			Kimberly D. Galindo	35,981	Taylor D. Willis	42,461			Nancy Boucher	64,642
Kathy R. Bullard	45,104			Cleta Colson-Eyre	35,723	Stephanie B. Bowen	42,033			Melinda M. Balling	64,464
Nicki R. Hill	45,034			Becky Goshorn	35,607	Amy C. Hayes	41,467			Audrey L. Detesco-Nickell	63,945
Michelle Cape	44,961			Judy Lund	35,536	Erika D. Hulm	41,090			Kathy Eckhardt	61,389
Deborah Dudas	44,691			Laurie C. Cole	35,420	Jemma H. Imwalle	40,874			Tiqkia M. Barrow	60,585
Paula Kelsch	44,641			Elizabeth A. Kramer	35,299	Jodi L. Feller	40,863			Carrie Bloink	59,748
Savannah Gay	44,357			Ryan A. Rives	35,200	Esther M. Barahona	40,743			Deirdre L. Eschauzier	58,966
Nancy M. Polish	44,173			Jodie A. Reed	35,170	Taylor Moore-Fehring	40,722			Hollie R. Sherrick	58,584
Ruth Alvarado	43,892			Susan K. Janish	35,141	Jessica Scol	40,672			Michelle L. Calbert	57,590
Ingrid E. Smith	43,741			Ginger J. Benedict	35,139	Gabriele L. Jones	40,647			Jennifer L. Besecker	57,237
Elvi S. Lamping	43,289			Shari M. Kirschner	35,130	Debbie A. Weld	40,620			Mary Strauss	55,534
Leslie Jackson	43,054			Heather C. Feiring	34,968	Cindy Harness	40,577			Bridgett L. Moore	55,325
Stacy L. Walter	42,749			Tameka N. Ephraim	34,855	Latricia R. Vango	40,570			Deanna L. Spillman	54,799
Cindy Rogers	42,540			Stacy S. Gilson	34,789	Candace N. Holte	40,566			Omayra Rivera	53,455
Mary P. Creech	42,450			Laura A. Kattenbraker	34,536	Tommi Pleasure	40,401			DeeDee J. Arcuri	53,422
Tawnya Krempges	42,264			Debbie A. Elbrecht	34,208	Jo Ann Jamison	40,116			Lindsay E. Freisthler	53,213
Christina L. Frantz	42,184			Marnie R. Yunger	34,207	Charlene Grubbs	39,933			Margaret Neill	53,079
Teresa A. Lischwe	42,169			Andrenette Moore	34,170	Mary K. White	39,774			Elva Jordan	53,020
Delmi C. Santos	41,930			Rachael M. Bullock	34,029	Randi Stevens	39,616			Aida Ramallo de Escobiano	52,102
Yessica Navarro	41,563			Silvia Marin	33,904	Lesley Speas	39,403			Menina M. Givens	50,368
Tonya P. Minor	41,275			Elvia Cordova	33,654	Stacy O. Ervin	39,385			Erika N. Cullen	50,337
Sylvia L. Martinez	40,970			Ashley M. Rangel	33,485	Linne Lane	39,309			Nicole L. McDaniel	50,321
Elizabeth E. Myers	40,814					Ann W. Sherman	39,204			Noelia E. Jimenez Gutierrez	50,049
Terri Lewis	40,810					Linda H. Rowsey	38,951				

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

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

August/Agosto de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in August 2020. Names in **bold** print earned the maximum 23 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en agosto de 2020. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

DIAMOND/DIAMANTE

Jamie V. Taylor	\$15,672
Sherrie C. Purvis	14,144
Karime Rosas	14,050
Delmi C. Santos	13,757
Mary Kathryn King	12,029
Astrid Pagan	11,125
Elizabeth Fernandez	11,080
Sara R. Pennella	11,027
Kristiana M. McElroy	10,290
Kayla A. Holliday-Lamar	10,175
Christy Bigham	9,980
Celeste Byrd	9,822
Suzanne T. Young	9,579
Monique Vallair	9,464
Crystal D. Gardner	9,432
Megan N. Wilkes	9,404
Susan M. McCoy	9,371
Stephanie A. Mottaz	9,324
Dana Davis-Armstead	9,296
Beverly Taylor	9,232
Deborah S. Bailye	9,209
Cindy Machado-Flippen	9,060
Chelsea C. Adkins	8,991
Amy Kemp	8,908
Mileta K. Kinser	8,880
Kim C. Meyers	8,653
Tanya L. Satcher	8,623
Nicki R. Hill	8,592
Kathleen Koclanes	8,528
Celeste Pichardo	8,419
Jessye R. Nichols	8,304
Christina L. Frantz	8,270
Coty Maldonado	8,217
Marsha Morrisette	8,187
Nancy M. Polish	8,119
Karla Somarrriba	8,013
Angela J. Fry	8,006
Tawnya Kempges	7,964
Priscilla McPheeters	7,876
Juana M. Del Cid	7,800
Stephanie A. Richter	7,771
Audrey K. MacDowall	7,716
Jenny Siemonsma	7,680
Lindsay R. Stewart	7,660
April C. Hutchinson	7,574
Savannah Gay	7,574
Raquel V. Sanchez	7,564
Constance Nugent Miller	7,560
Kim A. Messmer	7,536
Nadine Bowers	7,438
LaChelle M. Seleski	7,403
Lindsey D. Christenson	7,374
Ruth Alvarado	7,258
Sandy Griffith	7,223
Sarah Driggers	7,172
Christi G. Campbell	7,154
Kathy R. Bullard	7,149
Michelle Cape	7,093
Stacey C. Curry	7,010
Keishla M. Ortiz	7,003
Elsa F. Santos	6,984
Teresa A. Lischwe	6,912
Paula Kelsch	6,846
Deborah Dudas	6,844
Denise Nygard	6,827
Yessica Navarro	6,756
Nadine H. Huckabee-Stanley	6,751
Yolanda Carrillo	6,721

RUBY/RUBÍ

Terri Lewis	6,640
Shannon M. Nelson	6,611
Dugway	6,609
Gerri Anne Morris	6,599
Kayla M. Watts	6,581
Sara K. Turco	6,581
Leslie Jackson	6,518
Olivia M. Shockley	6,449
Marina S. Ramirez	6,434
Heather M. Julson	6,390
Kathy M. Viola	6,374
Mariel Santiago	6,363
Nancy F. Castro	6,316
Elvi S. Lamping	6,269
Tonya P. Minor	6,266
Connie L. Russo	6,261
Linda Kieper	6,227
Shelly Palen	6,221
Cindy Rogers	6,163
Crispina S. Santos Herrera	6,128
Tami K. Cloute	6,124
Ingrid E. Smith	6,101
Faith A. Gladding	6,099
Sonya L. Coleman	6,090
Alicia Kingrey-Lokai	6,083
Ashley S. Orr-Graves	6,050
Sonia E. Argueta	6,031
Sheila Gonzalez	6,004
Valerie Peterson-Kelly	5,954
Cheryl A. Riead	5,939
Robin S. Lantz	5,935
Julie Schlundt	5,911
Taylor A. McKnight	5,911
Milagro Ventura Diaz	\$12,625
Randi S. Gleason	12,469
Heather A. Daniel-Kent	11,181
Susan Moore	10,579
Eusebia Bonilla	10,409
Kellee L. Valerio	10,107
Pamela D. Cox	9,840
Kali DeBlander Brigham	9,789
Laura V. Middleton	9,648
Kenia K. Acosta	9,608
Valerie A. Lucio-Polk	9,568
Thessy N. Nwachukwu	9,475
Donna Clark-Driscoll	9,103
Elsa Lugo	8,709
Magdalena Diaz de Leon	8,623
Jacqueline N. Alford	8,603
Paula M. Kirkpatrick	8,514
Breanna N. Goodwin	8,470
Carmen J. Felix	8,463
Ginger J. Benedict	8,449
Monique N. McIntyre	8,421
Charlotte Y. Garth	8,326
Elizabeth K. Toupin	8,266
Maria Hernandez	8,101
Reyna N. Lepe	7,989
Bridgette R. Conley	7,937
Jordan Twilley	7,858
Stephanie L. Coker	7,843
Elvia Cordova	7,836
Lisa Olivares	7,804
Lauren N. Bloomer	7,791
Suzanne Moeller	7,770
Jaime M. Bittner	7,669
Tshanna C. Diggan	7,566
Jenn Kirkham	7,548

Brenda Fenner	7,487
Patti Cornell	7,467
Nikole M. Childress	7,449
Maureen Shipp	7,404
Tamarie M. Bradford	7,397
Kaela L. Steinman	7,345
Rachael M. Bullock	7,337
Jeanie K. Navkal	7,225
Lisa Anne Harmon	7,201
Sheryl J. Arena	7,173
Jacqueline Donna	7,107
Gaillermina Yuen	7,075
Sandra Estudillo	7,033
Julia Grandy	6,934
Mary A. Dell	6,784
Barbara Pleet	6,768
Alma L. Castro Magana	6,595
Gloria Moreno Medrano	6,589
Monica A. Land	6,556
Courtney L. Armstrong	6,519
Judie Roman	6,517
Fidelia Cervantes	6,397
Jodie A. Reed	6,376
Heather J. McKinney	6,354
Julie B. Potts	6,322
Diana Gutierrez	6,321
Joedi Carmichael	6,297
Lisa Hansen	6,289
Amy J. Spence	6,292
Linda Sigle	6,286
Pamela J. Sparks	6,249
Amy Kitrell	6,243
Erika M. Solis	6,239
Stacey P. Nelson	6,196
Elizabeth A. Elder	6,164
Marjorie A. Reyes Lainez	6,161
Rocio N. Palomera Urena	6,139
Diane K. Lundgren	6,113
Amy C. Schule	6,083
Teka-Ann Haynes	6,059
Jennifer L. Albertini	6,015
Corrin Cresci	5,984
Ana Santos	5,981
Stacy S. Gilson	5,968
Martina Roman	5,949
Maria Bautista	5,938
Amy Stokes	5,914
Barbara Baty	5,896
Stephanie Audino	5,874
Bridget S. Penberthy	5,850
Sherry L. Martin	5,815
Jessica Youngker	5,795
Rose Campbell	5,747
Elizabeth A. Kramer	5,728
Susan C. Ehrnstrom	5,666
Stacy M. Lauritzen	5,663
Silvia Marin	5,593
September A. James	5,551
Cynthia L. Frazier	5,509
Pat Z. Allen	5,501
Ryan A. Rives	5,425
Debbie A. Elbrecht	5,418
Shanna M. Kocher-Naccarato	5,399
Prisila D. Martinez	5,397
Cleta Colson-Eyre	5,387
SAPPHIRE/ZAFIRO	
Lafreda D. Williams	\$14,188

Brooke E. Bennett-Young	12,847
Keita Powell	12,259
Julie B. Sapp	11,343
Nancy W. Pettaway	11,024
Larinda J. King	10,933
Jordan Eicher	10,875
Tehrie Ned	10,200
Carmen B. Jones	10,111
Michele M. Armes	10,055
Tracey F. Hedrick	9,560
Marita W. Campbell	9,302
Missy M. O'Neal	9,296
Lady Ruth Brown	9,204
Katherine L. Longley	9,013
Jennifer J. McNulty	8,733
Nedra White Wartham	8,686
Christina N. Newsome	8,681
Chelsea C. Altman	8,590
Beth H. Williamson	8,452
Stephanie B. Bowen	8,407
Mariaelena Boquin	8,405
Maria Claxton-Taylor	8,220
Stacy O. Ervin	8,211
Delia Ponce	8,114
Hilda M. Magana	8,093
Margarita Elisea	8,030
Sharon Byrd	7,832
Karla M. Reno	7,795
Lynn C. Purser	7,745
Moleda G. Dailey	7,685
Jessica Holzbach	7,682
Tinia W. Campbell Piard	7,624
Pam Garner	7,612
Erika D. Hulm	7,544
Linda Meier	7,535
Jessica N. Schultz	7,529
Cynthia S. Sheppa	7,421
Tommi Pleasure	7,362
Vicki Piccirilli	7,352
Linne' Lane	7,340
Marisol Lopez	7,315
Amy J. Bowman	7,300
Tamiko A. McCormack	7,290
Jeanette M. Thompson	7,269
Julie Neal	7,236
JoAnn M. Allen	7,223
Missouri H. Simmons	7,192
Jean A. Wilson	7,191
Geri L. Dennis	7,177
Joycelyn B. Westbrooks	7,167
Ashley R. Dornbos	7,008
Jemma H. Imwale	6,987
Laurieann Barclay	6,926
Dolores Keller	6,837
Melva M. Slythe Farquharson	6,797
Jerlene Vrana	6,788
Rubi Amateco-Nava Vazquez	6,748
Amy C. Hayes	6,739
Eno Inoyo	6,703
Stephanie L. Lenard	6,628
Carolyn Colter	6,613
Autumn R. Heble Britton	6,602
Cozzie M. Walker V.	6,552
Carole Gantt	6,542
Casie Hembree	6,502
Claudia D. Clem	6,499
Suzanne Tripp-Black	6,471
Jessica Scola	6,465
Diega Escamilla	6,439

Taylor D. Willis	6,427
Ester M. Barahona	6,422
Jamie L. Lawrence	6,307
Jo Ann Jamison	6,286
Karla R. Plantan	6,264
Rafaela Y. Ceron Roblero	6,259
Penny J. Jackson	6,252
Diane Covington	6,220
Beth E. McDowell	6,214
Beth S. Austin	6,200
Lesley Speas	6,196
Rachel Statile	6,107
Isela M. Martinez	6,103
Jeanette E. Beichle	6,076
Sreela M. Fitzpatrick	6,075
Kimberly Leigh Moore	6,060
Lynn Baer Roberts	6,056
Cindy Harness	6,053
Megan E. Santos	5,995
Tracy Potter	5,984
Danielle Coughlan	5,973
Jodi L. Feller	5,935
Pauline White	5,929
Akilah Martin-Mayweather	5,927
Krystal K. Hunsucker	5,916
Gabriele L. Jones	5,896
Rheanonda R. Johnson Gray	5,895
Debbie A. Weld	5,894
Marni M. Hendricks	5,817
Candy I. Brown	5,786
EMERALD/ESMERALDA	
Michelle L. Calbert	\$15,000
Brendaliz Cajigas	14,171
Ebun Osaze	12,718
Kijuan R. McKinnie	12,320
Emily S. Vijil	11,896
Christine D. Barrueco	11,839
Jennifer L. Besecker	11,310
LaKeshia M. Chisholm	11,186
Audrey L. Detesco-Nickell	11,132
Dircia Rodriguez	10,722
Jessica Mendoza	10,700
Amber L. Towne-Geehan	10,297
Katy Goldstein	10,070
Carrie Blook	10,026
Menina M. Givens	9,801
Tiqkia M. Barrow	9,721
Dilcia Mendoza	9,615
Emily Stone	9,409
Leslie M. McKinney-Smith	9,353
Lisa J. Charity	9,119
Melinda M. Balling	9,032
Aida Ramallo de Escobedo	9,026
Latricia M. Henry	8,889
Noelia E. Jimenez Gutierrez	8,860
Omayra Rivera	8,727
Lindsay E. Freisthler	8,664
Myrna I. Colon	8,641
Nancy Boucher	8,478
Nikki H. Edgemon	8,281
Deirdre L. Eschazier	8,224
Yosemy Mora	8,206
Bridgett L. Moore	8,188
Karen E. Ridle	8,157

Brittani M. Jenks	8,134
Elva Jordan	7,935
Kathy Eckhardt	7,928
Hollie R. Sherrick	7,814
Shauna L. Abbotts	7,811
Sally Moreno	7,767
Elsi Coto	7,643
Rosmary A. Morel	7,548
Amy M. Alber	7,474
DeeDee J. Arcuri	7,416
Lucia Fernandez	7,408
Liane B. Wall	7,365
Leanne Parrino-Pheasant	7,330
Rachelle Holloway	7,324
Gloria Heyaime	7,304
Linda S. Chasten	7,289
Denise G. Kucharski	7,178
Tracy Randall	7,158
Nora Dominguez	7,102
Liz Voran	7,088
Erika N. Cullen	7,049
Denise Peterson	7,048
Shannon M. Palko	7,041
Jani Macias	7,030
Deanna L. Spillman	7,008
Ayobami O. Olusa	6,938
Tania L. Peterson	6,937
Angel Guerra	6,882
Nicole L. McDaniel	6,711
Kennetha Shuford Wallace	6,685
Keila Lopez	6,591
Diane M. Detesco	6,586
Stacey Craft	6,557
Cindy Anderson	6,516
Jennifer C. Babineau Olais	6,497
Mary Strauss	6,463
Consuelo A. Gomez	6,428
Ann Shears	6,417
Rosanna M. Briceno Sanchez	6,401
Margaret Neill	6,383
MariaJose Torres	6,376
Esther Sanchez	6,362
Lisa J. Mahoney	6,359
Mendy S. Huff	6,328
Robyn K. Barnwell	6,289
Christine J. Kurzawa	6,271
Ginny B. O'Kain	6,264
Jhona Cumare	6,263
Kelly A. Fuller	6,250
Jill Drehmer	6,237
Richelle V. Barnes	6,232
Auburnee S. Stanley	6,222
Janice B. Hull	6,210
Maggie Rader	6,208
Shelley Money-Eldridge	6,206
Brenda Stafford	6,204
Luanne Stewart	6,197
Ngozi E. Ojukwu	6,191
Stacy D. Foust	6,191
Pam Kelly	6,172
Soila M. Valdez	6,156
Carol Mouradian	6,146
Theodora W. Bradley	6,143
Misty D. Guyre	6,111
Patrece D. Johnson	6,103
Jannelik C. Engornatt Marquez	6,003
Heather Wickstrom	5,988

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

Go-Give® Award



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



DIAMOND

Darlene Lewis

Independent Sales Director

Began Mary Kay Business
April 1988

Sales Director Debut
May 2009

National Sales Director
Mary Kay National Area

Honors Circle of Honor; Sales Director Queen’s Court of Personal Sales; Court of Sharing; Circle of Achievement

Personal Lives in Lavalette, W. Va. Husband, David; daughter, Brittney

“I am motivated to help others because I want to give back in honor of all those who have helped me become the person I am today. It’s important to me that we continue to follow the example that Mary Kay Ash set for us. The Golden Rule and Godly Principles. I love to enrich women’s lives and help them grow, so hopefully they’ll pass it forward.”

Independent Beauty Consultant Anita Lakes of Lexington, Ky., says, “Darlene always provides a wonderful reflection of what Mary Kay means by Go-Give. She assists other Sales Directors and Beauty Consultants with any needs regardless of unit. She makes everyone feel like they CAN and they MATTER!”



RUBY

Rachel Wahle

Independent Senior Sales Director

Began Mary Kay Business
May 2005

Sales Director Debut
July 2007

Offspring one first-line

National Sales Director
Stacy James

Honors Star Consultant; five-times Sales Director Queen’s Court of Personal Sales; Court of Sharing; three-times Circle of Achievement; Double Star Achievement

Personal Lives in Manhattan, Kan. Husband, Steve; son, Asher; daughter, Avery

“I am motivated to help others because it’s a joy encouraging others to live out their best lives and stretching their confidence and belief.”

Independent Beauty Consultant Dana Gutierrez of Strasburg, Colo., says, “Rachel is a special spirit. She is always smiling and has the biggest heart. Her dancing and singing to help Beauty Consultants understand important things in Mary Kay, gives her a unique flavor.”



SAPPHIRE

Sharon Smail

Independent Senior Sales Director

Began Mary Kay Business
November 1992

Sales Director Debut
December 1994

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; Court of Sharing; Circle of Achievement

Personal Lives in Brighton, Mich. Husband, Dennis; son, Jeremy; daughters: Michelle, Trisia

“I am motivated to help others because I want women to know how special and unique, they are. I pray every day that I can help change a woman’s life, so she loves herself as much as God loves her.”

Independent Beauty Consultant Marian Krippes of Howell, Mich., says, “Sharon is always kind and welcoming. She encourages collegiality and the spirit of Go-Give in all she says and does. Sharon works with several Sales Directors in our local area, supporting them and their unit members as if they were her own.”



EMERALD

Ann Tinucci Anderson

Independent Sales Director

Began Mary Kay Business
October 1995

Sales Director Debut
July 1998

National Sales Director
Mary Kay National Area

Honors Circle of Honor; Consultants Queen’s Court of Personal Sales; 11-times Sales Director Queen’s Court of Personal Sales; 22-times Circle of Achievement; 11-times Double Star Achievement.

Personal Lives in Cottage Grove, Minn. Husband, Michael; son, Adam; daughters: Amanda, Abby

“I am motivated to help others because I truly want every woman to feel valued, respected, loved, and I want to help her develop the confidence she needs to succeed beyond her wildest dreams. It makes my heart happy!”

Independent Beauty Consultant Erica Loeks of Roberts, Wis., says, “Ann is the epitome of Go-Give. She give us, adoptees, her whole heart and soul and I would not be where I am today in Mary Kay without her leadership and genuine caring attitude. She truly embodies Mary Kay’s mission of making everyone feel important.”

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

The Red Zone



STEP 9
OF MARY KAY
UNIVERSITY OFFERS
TIPS ON BUILDING RED
JACKET ACHIEVERS.
ONLINE UNDER THE
EDUCATION TAB.

members know that they can start right away, which could make an immediate difference in their lives today, as well as the next holiday season and every day in between.”

YOU ARE PART OF THE YouEconomy!

SUCCESS magazine defines the YouEconomy as the growing, global network of people taking the future of work into their own hands. And they have three things in common. They have more control over:

- How they spend their time.
- Their income.
- How they actively learn and explore new ways to create prosperity.

UNWRAP THE BEST.

When you share the Mary Kay opportunity, you offer a world of options – a true gift just waiting to be unwrapped!



INSTANT OPPORTUNITY

CHERI L. TAYLOR, INDEPENDENT
EXECUTIVE SENIOR SALES
DIRECTOR, LAS VEGAS

“Now is a great time to team-build. I love sharing the opportunity because I believe Mary Kay can fit into anyone’s life and help create options. During the pandemic,

I received tremendous feedback from customers who love all the digital ways to connect, and I believe these will still be popular even after social distancing. I let potential new team

Sound familiar? Thanks to our visionary Founder, Mary Kay Ash, women have been able to do this for 57 years! And as a Mary Kay Independent Beauty Consultant, you are able to pass this gift on to others looking to take control of their futures!

GREAT TIME FOR A GREAT START

With the **Great Start Program**, your new team member can earn product bonus bundles that she can sell at 100 percent profit. The higher her initial order, the more product bonus bundles she receives. Plus, she can keep earning with cumulative orders throughout her *Great Start* time frame. And you have the opportunity to earn more in the form of added commissions and bonuses from your team members’ retail sales. On Section 2 *Great Start* Brochures, pk./15, \$4.



THERE’S AN APP!

Mary Kay Great Start® App is a powerful free resource for a new Independent Beauty Consultant. Its personalized program tracker helps her earn free product bonus bundles, plus it has digital posts she can use to announce her business.

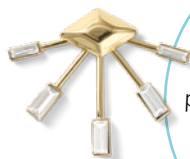
FIND HELPFUL RESOURCES TO SUPPORT YOUR TEAM-BUILDING SUCCESS ONLINE
UNDER THE EDUCATION TAB > **HOW TO TEAM-BUILD.**

SPARK A CHAIN REACTION!

RADIATE WITH GRATITUDE.

NOV. 1-30:

It is said that grateful people tend to experience a number of benefits, including increased happiness, improved health and stronger relationships. Why not use the month of November (Thanksgiving was Mary Kay Ash's favorite holiday) to practice gratitude? Keep a journal of your blessings. Share what you're thankful for on social media. Write thank-you notes to those who have attended your open houses and parties, as well as those who have ordered products. Call those who haven't ordered in a while, and let them know you are grateful for their business. In return, they may offer you the gift of their loyalty as customers or even team members!



Yours when you sell enough products to place a cumulative \$600+* wholesale Section 1 order in November.



SPARK A CHAIN REACTION! FALL CONSISTENCY CHALLENGE

SPARK YOUR ENTHUSIASM!

JULY 1 – DEC. 31, 2020

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

“Appreciation is the oil that keeps the machinery of human relations working well, and they must have a positive can-do attitude and gratitude. Thank-you combined with good service keeps those customers at your door.”

— Mary Kay Ash

*The \$600+ wholesale Section 1 order requirement per month can be placed in one single order or in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.

SLEIGH THE SEASON!

Need a quick, convenient and contactless way to deliver products right now? **Customer Delivery Service** lets you ship orders generated from your **Mary Kay® Personal Web Site** or a sales ticket. You can even select and **add two free product samples to surprise and delight your customers**. It's so easy! Just be in active status* and have a ProPay account.



SPECIAL DELIVERY

JESSICA YOUNGKER, INDEPENDENT
SALES DIRECTOR, BUTLER, PA.

I've used Customer Delivery Service to mail products, but in today's environment, it's even more convenient... for everyone!

My customers love getting a **beautiful Mary Kay box delivered quickly**, which makes a great first impression! I think many appreciate less handling now too, since it ships from the Company directly to their doorsteps.

I can select **two product samples to include inside**. I'll follow up to ensure she's happy with her products and gauge her interest in the samples I selected just for her. It's just one more way to make her feel special.

OPEN 24/7. NOW THAT'S CONVENIENCE!

MARY KAY® PERSONAL WEB SITE

Introduce your customers to products they'll love, and let them shop whenever they want! Get details online under **Business Tools > Personal Web Site Manager**.



You can place multiple CDS orders throughout the month to reach your minimum \$225 wholesale Section 1 product order to stay active.

With two toddlers, I also appreciate the ease of using CDS vs. a trip to the post office. It's a huge time-saver! I just **order and ship wherever I am from my phone or MyCustomers™ App**. Plus, I think it speeds up the transaction processing, which helps me manage my business.

I've always carried inventory for parties and personally deliver when possible, but with recent emphasis on virtual parties, **CDS is a great option**. It's not uncommon to have customers several states away now, so CDS makes it quite handy. People may be home more, but they still like to shop and try new things! I'm happy to offer products they love.

Seminar Awards



2020

MARY KAY®

2019-2020 NSD Inner Circle

Congratulations to the members of the Gold/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. Both Inner Circle and Diamond Circle members received a bonus in the amount of a percentage of their NSD commissions, as shown, and received diamonds for their NSD bracelets or necklaces, as shown. Those who earned commissions of \$125,000 and above achieved the Gold Circle. These recognition amounts only reflect official NSD commissions earned and do not include total earnings.

\$750,000 (4% BONUS + 2 DIAMONDS)



Gloria Mayfield Banks
Emerald
\$31,396

\$550,000 (3% BONUS + 2 DIAMONDS)



Lisa Madson
Diamond
\$16,977

\$500,000 (3% BONUS + 2 DIAMONDS)



Patricia Turker
Emerald
\$16,241

\$450,000 (2% BONUS + 2 DIAMONDS)



Cindy Williams
Ruby
\$9,782

\$400,000 (2% BONUS + 2 DIAMONDS)



Sonia Pérez
Emerald
\$8,723

\$400,000 (2% BONUS + 2 DIAMONDS)



Lupita Magaña
Sapphire
\$8,684

\$325,000 (2% BONUS + 2 DIAMONDS)

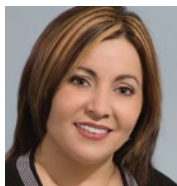


Stacy James
Ruby
\$6,760

\$325,000 (2% BONUS + 2 DIAMONDS)



Pamela Waldrop Shaw
Diamond
\$6,755



Dayana Polanco
Emerald
\$6,707

SEMINAR 2020 NSD MILLIONAIRES CLUB

The Mary Kay NSD Millionaires Club honors the Independent National Sales Directors who've earned at least one million dollars or more throughout their Mary Kay business.

\$14 Million

Gloria Mayfield Banks,
Emerald
Lisa Madson, Diamond

\$9 Million

Pamela Waldrop Shaw,
Diamond
Cindy Williams, Ruby

\$6 Million

Dawn Dunn, Diamond

\$5 Million

Monique Balboa, Emerald
Cindy Fox, Ruby
Tammy Crayk Smith,
Emerald
Jan Thetford, Ruby
Janis Z. Trude, Sapphire
Dacia Wiegandt, Emerald

\$4 Million

Vicki Jo Auth, Diamond
Pam Higgs, Emerald
Kim McClure, Ruby
Michelle Sudeth, Ruby

\$3 Million

Maribel Barajas, Sapphire
Julia Burnett, Diamond
Kimberly Copeland,
Sapphire
Sylvia Kalicak, Sapphire
Kristin Myers, Sapphire
Alma Orrostieta, Sapphire
Sue Pankow, Diamond
Dayana Polanco, Emerald
Rosibel Shahin, Emerald

\$2 Million

Gladis Elizabeth Camargo,
Sapphire
Marye Durrer, Ruby
Leah Laughlan, Diamond
Mayuli Rolo, Emerald

\$1 Million

Enma Bermeo, Diamond
Lily Gauthreaux, Ruby
Mairelys López, Emerald
Bianny Ramirez, Emerald
Brittany Wirt, Ruby

2019-2020 NSD DIAMOND CIRCLE

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

Dawn Dunn
Diamond
Julia Burnett
Diamond
Pamela Fortenberry-Slate
Sapphire
Dacia Wiegandt
Emerald
Sandy Valerio
Ruby

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

Mayuli Rolo
Emerald
Kerry Buskirk
Emerald
Julianne Nagle
Emerald
Davanne Moul
Sapphire

Anita Wood
Emerald
Lorraine Newton
Sapphire
Lia Carta
Ruby
Kristin Myers
Sapphire
Anabell Rocha
Ruby
Yosaira Sánchez
Diamond
Somer Fortenberry
Sapphire
Lynnea Tate
Diamond
María Monarrez
Diamond
Cindy Fox
Ruby
Cyndee Gress
Sapphire

2019-2020 NSD GOLD CIRCLE

\$150,000

Jan Thetford
Ruby
Kim McClure
Ruby
Mary Estupiñan
Ruby
Juanita Gudiño
Ruby
Sue Pankow
Diamond
Monique Balboa
Emerald
Gloria Báez
Ruby
Rebecca Evans
Diamond
Maricarmen
Landa Ramos
Ruby
Valerie Bagnol
Sapphire
Shannon Andrews
Diamond
Kimberly
Copeland
Sapphire
Tammy Crayk
Smith
Emerald
Mariana Moreno
Emerald
Bianny Ramirez
Emerald
Pam Ross
Diamond
Pam Higgs
Emerald
O'Nelly
Encarnación
Diamond

Diane Mentiply
Sapphire
Kristin Sharpe
Diamond
Leah Laughlan
Diamond
Morayma Rosas
Sapphire
Lisa Allison
Diamond
Roxanne McInroe
Diamond
Pamela Tull
Emerald
Rosibel Shahin
Emerald
\$125,000
Evelinda Díaz
Emerald
Alia Head
Diamond
Michelle Sudeth
Ruby
Janis Z. Trude
Sapphire
Paola Ramirez
Sapphire
Auri Hatheway
Emerald
Noelia Jaimes
Emerald
Yudith Pupo
Emerald
Deb Wehrer
Sapphire
Patrice Moore
Smith
Sapphire
Ada Garcia-
Herrera
Emerald

Marilyn Marte-
De Melo
Emerald
Sylvia Kalicak
Sapphire
Dawn
Otten-Sweeney
Sapphire
María Flores
Ruby
Tammy Valava
Ruby
Elaine Kimble
Williams
Sapphire
Noemi Jaimes
Emerald
Crisette Ellis
Emerald
Mairelys López
Emerald
Heidi Goelzer
Diamond
Ruth Everhart
Sapphire
Elizabeth Sánchez
Sapphire
Alma Orrostieta
Sapphire
Gina
Rodríguez-Orriola
Emerald

ANNUAL Go-Give® Award Winners



EMERALD

Diana Figueroa
Independent Future
Executive Senior Sales
Director, Pearland, Texas

"I feel honored and grateful to [Jehovah] my God and for this great opportunity that has allowed me to have unique experiences. I'm grateful to my Mary Kay family that nominated me for such a prestigious award. I am surrounded by so many who deserve to be here, so I feel super special. Being selected for this award validates my commitment to stay faithful to the Go-Give spirit, which has shaped this Company: treat others as I wish to be treated and help women design their own dreams."



DIAMOND

Heidi Newell
Independent Sales
Director, Pasco, Wash.

"I am so humbled, grateful and honored to have received the Annual Miss Go-Give® Award. It truly is the biggest paycheck of the heart I could ever receive from Mary Kay. It is my absolute privilege to perpetuate Mary Kay's Go-Give philosophy and carry on her legacy of enriching the lives of the individuals I have the opportunity to work with daily."



RUBY

Tracey Chavez
Independent Future
Executive Senior Sales
Director, Tucson, Ariz.

"Being awarded Annual Miss Go-Give® was definitely a highlight in my Mary Kay business. The honor of knowing in some small way I could honor the legacy of Mary Kay Ash and Sue Z. Vickers is such a blessing. The future of our rich heritage and culture in Mary Kay Cosmetics is ensured by the Go-Give spirit. Thank you so much for this honor."



SAPPHIRE

Linda Rowsey
Independent Senior Sales
Director, Edgewater, Fla.

"Hearing Ryan Rogers announce my name as the Annual Go-Give® recipient was truly a highlight of my Mary Kay experience, next to meeting Mary Kay Ash herself! My prayer is to continue to "pass it on" for generations to come! Amazingly, my unit had nominated my granddaughter Kali Thompson as our unit Go-Give recipient this year, so I'm confident that these values are alive and well! Knowing that a donation will be made to The Mary Kay Foundation™ on my behalf warms my heart!"



Million-Dollar SALES DIRECTORS NATIONWIDE†



1. Kali DeBlander Brigham
Pensacola Beach, Fla.
Ruby



2. Nancy Boucher
Exeter, N.H.
Emerald



3. Jordan Eicher
Mooresville, N.C.
Sapphire



4. Sherrie Purvis
Lexington, S.C.
Diamond



5. Amber Towne-Geehan
Phoenix
Emerald



6. Amy Kemp
Bourbonnais, Ill.
Diamond



7. Donna Clark-Driscoll
Smithtown, N.Y.
Ruby



8. Karime Rosas
Wichita, Kan.
Diamond



9. Deborah Bailye
Algonquin, Ill.
Diamond



10. Stacy Foust
Gilbert, Ariz.
Emerald



11. Heather Daniel-Kent
Blue Springs, Mo.
Ruby



12. Kellee Valerio
Blue Bell, Pa.
Ruby

†Independent Sales Directors whose units achieved the highest amounts in estimated unit retail production during the Seminar 2019-2020 contest period.

TOP THREE QUEENS' COURT OF PERSONAL SALES* AND SHARING

EMERALD

Sales Director Queen's Court of Personal Sales



Queen Tracy Clymer
Wellsboro, Pa.

1st Runner-Up
Jill Drehmer
Corning, N.Y.

2nd Runner-Up
Velma McMillan
Quinlan, Texas

Consultant Queen's Court of Personal Sales



Queen Yuko Yasuma
Anaheim, Calif.

1st Runner-Up
Charissa JarboeGale
Wichita, Kan.

2nd Runner-Up
Jeanette Roy
Manchester, N.H.

Queen's Court of Sharing



Queen Tynisa Jones
Fort Knox, Ky.

1st Runner-Up
Eburn Osaze
Danville, Ill.

2nd Runner-Up
Yanexi Machin Pavon
Louisville, Ky.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen Kelly Freeman
Atlanta

1st Runner-Up
P.J. Baunach
Alexandria, Va.

2nd Runner-Up
Lisa Raupp
Cary, Ill.

Consultant Queen's Court of Personal Sales



Queen Jessica Merriman
Scottsburg, Ind.

1st Runner-Up
Linda Wagner
Village Of Lakewood, Ill.

2nd Runner-Up
Mavis Huber
Bismark, N.D.

Queen's Court of Sharing



Queen Chelsea Adkins
Boones Mill, Va.

1st Runner-Up
Natalia Travilina
Brooklyn, N.Y.

2nd Runner-Up
Delmi Santos
Charlotte, N.C.

RUBY

Sales Director Queen's Court of Personal Sales



Queen Rebecca Allen
Madison, Ala.

1st Runner-Up
Gina Ochoa
Hillsborough, N.J.

2nd Runner-Up
Heather Feiring
Epping, N.D.

Consultant Queen's Court of Personal Sales



Queen Abigail Cortez
Jersey City, N.J.

1st Runner-Up
Tammy Caswell
East Amherst, N.Y.

2nd Runner-Up
Jean Gunter
Wharton, Texas

Queen's Court of Sharing



Queen Kenia Acosta
Scranton, Pa.

1st Runner-Up
Maria Bautista
Charlotte, N.C.

2nd Runner-Up
Milagro Ventura Diaz
Scranton, Pa.

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen Jodi Feller
Preston, Iowa

1st Runner-Up
Angela LaFrance
Miramar, Fla.

2nd Runner-Up
Terri Price
Knightsdale, N.C.

Consultant Queen's Court of Personal Sales



Queen Darnet Davis-Barton
Brooklyn, N.Y.

1st Runner-Up
Brenda Brown
Tiffin, Ohio

2nd Runner-Up
Amanda Wallace-Drumheller
Mount Carmel, Pa.

Queen's Court of Sharing



Queen Jessica Schultz
Hazelwood, Mo.

1st Runner-Up
Christi Rossi
Debary, Fla.

2nd Runner-Up
Hannah Brown
Mount View, Ariz.

2020 *Circle of Excellence***



EMERALD
Queen
\$1,150,000
Circle
Nancy Boucher*

\$1,050,000 Circle 1st Runner-Up,
Amber Towne-Geehan*
\$1,000,000 Circle 2nd Runner-Up,
Stacy Foust

\$900,000 Circle
Melinda Balling

\$850,000 Circle
Nicole McDaniel
Mary Strauss
Hollie Sherrick

\$800,000 Circle
Deanna Spillman
Stacey Craft
Audrey Detesco-Nickell*
Michelle Calbert*

\$750,000 Circle
Bridgett Moore
Christine Barrueco
Maggie Rader
Ebun Osaze
Kijuana McKinnie*
Jennifer Besecker

\$700,000 Circle
La'Keshia Chisholm*
Katy Goldstein
Deirdre Eschauzier*
Leslie McKinney-Smith

\$650,000 Circle
Kim Bessey
Denise Kucharski
Tandy Fischer
Cindy Anderson*
Tammy West-Murrian
Lindsay Freisthler*
Ginny O'Kain
Brittani Jenks*
Janice Hull
Richelle Barnes
Jill Beckstedt
Shauna Abbotts
Margaret Neill
Pam Kelly
Latricia Henry*
Tina Dees
Brenda Stafford
Menina Givens
Phyllis Pinsker
Leanne Parrino-Pheasant



DIAMOND
Queen
\$1,050,000
Circle
Sherrie Purvis*

\$1,000,000 Circle 1st Runner-Up,
Amy Kemp
2nd Runner-Up,
Karime Rosas
Deborah Bailye*

\$900,000 Circle
Angela Fry*

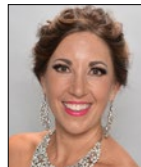
\$850,000 Circle
Kim Messmer
Mary Kathryn King
Christi Campbell

\$800,000 Circle
Paula Kelsch
Mileta Kinser*
Susan McCoy
Suzanne Young
Christy Bigham*
Marsha Morrisette

\$750,000 Circle
Gerri Anne Morris
Priscilla McPheeters
Terri Lewis*
April Hutchinson
Megan Wilkes*

\$700,000 Circle
Cindy Machado-Flippen
Crystal Gardner
Nicki Hill
Tawnya Krempges

\$650,000 Circle
Kelly Willer-Johnson
Terri Beckstead
Stephanie Mottaz
Jenny Siemonsma
Shelly Palen
Beverly Taylor*
Kayla Holliday-Lamar*
Kathy Bullard
Sara Pennella
Delmi Santos
Alicia Kingrey-Lokai
Mary Creech
Audrey MacDowall
Kelly Johnsrud*
Sylvia Martinez
Linda Cartiglia
Deborah Dudas
Lindsey Christenson
Celeste Byrd
Michelle Cape
Joan Farrell*
Shelly Smith*
Casey Goff-Martin*
Faith Gladding
Tanya Satcher



RUBY
Queen
\$1,150,000 Circle
Kali DeBlander
Brigham*

\$1,000,000 Circle 1st Runner-Up,
Donna Clark-Driscoll
2nd Runner-Up,
Heather Daniel-Kent
Kellee Valerio*

\$900,000 Circle
Suzanne Moeller*
Kaela Steinman
Laura Middleton

\$850,000 Circle
Elizabeth Toupin*
Paula Kirkpatrick

\$800,000 Circle
Patti Cornell
Lisa Anne Harmon
Brenda Fenner
Diane Lundgren

\$750,000 Circle
Stephanie Coker
Krystal Downey-Shada
Susan Moore
Lisa Hansen
Randi Gleason

\$700,000 Circle
Tamarie Bradford

\$650,000 Circle
Valerie Lucio-Polk
Terry Thole
Monique McIntyre*
Kenia Acosta*
Susan Ehrnstrom
Stacey Nelson
Lauren Bloomer
Mary Dell
Ryan Rives
Maureen Shipp
Stephanie Audino
Bridgette Conley*
Milagro Ventura Diaz*
Amy Schule
Laurie Cole
Stephanie Silver*
Sherri Ammons



SAPPHIRE
Queen
\$1,100,000 Circle
Jordan Eicher*

\$900,000 Circle 1st Runner-Up,
Keita Powell

\$800,000 Circle 2nd Runner-Up,
Michele Armes*
Vicki Piccirilli
Christine Jessee*
Larinda King
Debbie Weld

\$750,000 Circle
Katherine Longley
Cynthia Sheppa*

\$700,000 Circle
Molenda Dailey
Lady Ruth Brown
Randi Stevens
Linda Meier
Jeanette Thompson
Linne' Lane

\$650,000 Circle
Autumn Heble Britton*
Missy O'Neal
Candy Brown
Julie Neal
Jessica Holzbach
Jeni Tjelle*
Amy Bowman*
Dolores Keller
Brooke Bennett-Young
Marie Vlaininck
Ashley Dornbos*
Tracy Potter
Carmen Jones*
Krystal Hunsucker
Karla Reno
Robyn Cartmill
Linda Rowsey
Jennifer Levitt

*Received diamond bar pin for exceeding all previous years.

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

MARY KAY®

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

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\$100 STATEMENT CREDIT

after \$500 is spent in the first three billing cycles after your account opens.¹

0% INTRO APR²

on balance transfers and purchases for the first **12 BILLING CYCLES** after the account is opened. After that, a variable APR of **21.99%** based on the prime rate. Minimum monthly payments required.²

REWARDS

3X points per \$1 spent on *Mary Kay®* purchases,¹
2X points per \$1 spent on gas, grocery purchases and cellphone bills,¹
and 1X points per \$1 spent on other purchases.¹



DETAILS ON *MARY KAY INTOUCH®* > BUSINESS TOOLS > *MARY KAY REWARDS® VISA®*.

Please see the Summary of Credit Terms provided at time of application for important information on rates, fees, costs, conditions and limitations. A Balance Transfer Fee of either \$10 or 5%, whichever is greater, applies to each balance transfer you make.

You must pay your entire statement balance (including all promotional purchase and balance transfer balances) by the due date each month to avoid being charged interest on new purchases from the date those purchases are made, unless your new purchases are subject to a 0% interest rate.

¹See the Credit Card Rewards Terms and Conditions in the Summary of Credit Terms provided at the time of application for details including earning, redemption, expiration, or forfeiture. You will earn a \$100 statement credit after the first \$500 in purchases is posted to the account within the first 3 billing cycles after the account is opened. Please allow 6-8 weeks after you qualify for the statement credit to be applied to your credit card account.

²For additional information about the Annual Percentage Rates (APRs) fees, and other costs, see the Summary of Credit Terms provided at time of application. Your APR for all other purchases will vary based on the Prime Rate (21.99% APR). The APR for cash advances will vary (25.24%). This APR will vary with the market based on the Prime Rate. The Minimum Interest Charge is \$1.75. The Transaction Fee for Cash Advances is the greater of \$15 or 5% of the transaction (the greater of \$15 or 5% of the transaction for certain "Cash Equivalent Transactions"). The Foreign Transaction Fee is 3% of each transaction in U.S. dollars. Rates are accurate as of November 2020. Cards are issued by First Bankcard®, a division of First National Bank of Omaha, pursuant to a license from Visa U.S.A., Inc. Visa and Visa Signature are registered trademarks of Visa International Service Association and used under license.

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