

FEBRUARY 2007

MARY KAY®
Enriching Women's Lives™

Applause®

Lip-Loving
Shine

From MK Signature™
NouriShine™ Lip Glosses

Results to Love From the
TimeWise® Cellu-Shape™
Contouring System

Love the Opportunity
at Career Conference



get it free

WITH YOUR ORDER

JAN. 16 – FEB. 15, 2007



TimeWise® Firming Eye Cream

Suggested Use: You can help your customers look and feel more youthful with the powerhouse skin care™ of TimeWise® Firming Eye Cream, which firms, brightens, provides intense moisturization and minimizes fine lines and wrinkles. And it's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Color 101 Cards

Suggested Use: Slip these cards into orders or hand them out at skin care classes as a fun way for customers to try on-trend looks and MK Signature™ color cosmetics. Remember, sampling is a proven, supersmart retail strategy! An assorted selection is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer, whether they travel or not. It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

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



page 2 ▲

Tout the Pout!

You know what your customers want in a lip gloss: high shine, rich color and a nonsticky feel. That's what you've got in MK Signature™ NouriShine™ Lip Gloss, a superlight formula *saturated* with 80 percent moisturizers and conditioners for the nourishing skin care benefits your customers need.

let your **love** show

You love the new products, you love your customers and you love the Mary Kay opportunity! Now's the time to let that love show by continuing to share the news of exciting products that can help your customers look and feel younger longer. And what better way to be the best Independent Beauty Consultant you can be than by attending the not-to-be-missed Career Conference 2007 – it's coming your way! And don't forget about the always-important fun factor. Check out the "from the heart" gift sets on Pages 4-5 and learn how to wrap up more gift-giving sales. You can do it!



page 4 ▼

Gift Sets: Love at First Sight

Where there's love, there's gift-giving. Be your customers' go-to gal for all their gift-giving needs when you display these easy-to-assemble sets, appropriate for year-round giving.



page 10 ▲

Career Conference: Coming soon to a city near you!

Want to learn how to sell more product? Build a stronger team? Learn about the latest trends, products, contests, promotions and business tools? Here's everything you need to know about Career Conference 2007. Don't miss it!



Farewell to Dr. Barker

With this issue of *Applause*® magazine, we say farewell to **Dr. Myra Barker, Executive Vice**

President of Marketing/Research and Development, who retires on Feb. 1.

We know Dr. Barker's column has been a favorite feature of *Applause*® magazine since she first joined us as a columnist in 1999. However, you can rest assured that the product knowledge and marketing information you've come to expect from Dr. Barker will still be found in *Applause*® magazine. As you can imagine, during her 28 years of service to Mary Kay Inc., Dr. Barker has shared her wisdom and vision with everyone here at Mary Kay. Her legacy of product knowledge, information and marketing ideas to help you in your day-to-day Mary Kay business will continue.

Although we will all miss Dr. Barker, we wish her much happiness in her adventures ahead, and we thank her for her guidance and mentorship. We were so very lucky to learn from the best. Thank you, Dr. Barker. Read her last *Applause*® article on Page 9.

lip-loving shine



Moisturizers and conditioners saturate the new MK Signature™ NouriShine™ Lip Gloss, leaving lips feeling amazingly soft and supple. The superlight, nonsticky formula includes vitamins A and E to help form a protective defense against wrinkle-causing free radicals and environmental exposure. Customers can choose from seven new shades, plus three favorites. **\$13**



Lip Gloss, Lip Liner and Lipstick: Three for the Show

Upselling opportunities abound when your customers learn of the fabulous MK Signature™ Lip Liner and Creme Lipstick shades that coordinate perfectly with the new MK Signature™ NouriShine™ Lip Gloss.



Lip Gloss Shade	Recommended Lip Liner	Recommended Creme Lipstick
Beach Bronze	Neutral, Chocolate, Cappuccino	Amber Suede, Downtown Brown, Gingerbread
New! Berry Sparkle	Raspberry, Plum	Apple Berry, Sheer Blush
New! Coral Rose	Coral, Pink	Pink Satin, Garnetfrost
Cream & Sugar	Coral, Chocolate	Sunburst, Downtown Brown
New! Gold Rush	Neutral, Dusty Pink	Pink Coral, Sunburst
New! Melon Sorbet	Coral, Neutral	Sunset, Sweet Nectar
Pink Diamonds	Dusty Pink, Pink	Pink Shimmer, Paradise Pink
New! Starry	Neutral, Dusty Pink	Red Salsa, Shell
New! Sugarberry	Raspberry, Plum	Raisinberry, Whipped Berries
New! Sweet Raisin	Chocolate	Copper Mine, Mocha Freeze

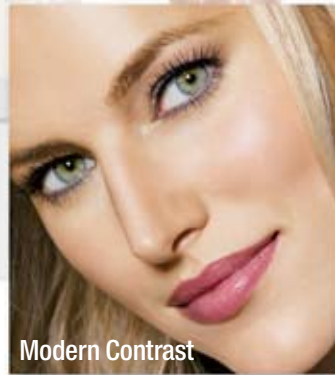


**Boost Your Sales!
Color 101 Look +
MK Signature™
NouriShine™ Lip Gloss**

When your customer falls in love with an MK Signature™ NouriShine™ Lip Gloss featured in a Color 101 Look, why not introduce her to a complete package? She's likely to love the entire look as well!



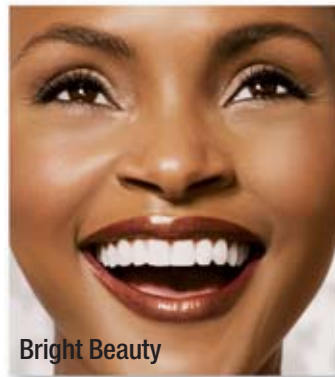
Vibrant Spirit



Modern Contrast



Tender Dreamer



Bright Beauty

Samplers Made Simple

MK Signature™ NouriShine™ Lip Gloss samplers come in brand-new platinum packaging for quick and easy color identification.

Lip gloss sales have grown by leaps and bounds in recent years, so you have a real opportunity here. Remember, samplers sell!

MK Signature™ NouriShine™ Lip Gloss

Samplers, strip of six with applicators, \$1.25



Create a Complete Lip Look: Cross-Selling Ideas

Of course, MK Signature™ NouriShine™ Lip Gloss looks great on its own, but it also provides the finishing touch to these regular-line products.

Satin Lips Set: Satin Lips® Lip Mask buffs away dry skin; the Lip Balm moisturizes. The Set, **\$18**

TimeWise® Age-Fighting Lip Primer: Anti-aging and priming benefits! Apply inside and outside the lip line, to fight fine lines and help prevent lipstick from feathering and bleeding. **\$22**

MK Signature™ Lip Liner: A smooth, creamy, waterproof formula and a retractable pencil that never needs sharpening. It glides on easily with a clean, precise line that perfectly defines lips. Color coding reveals the shade inside! **\$10**

MK Signature™ Creme Lipstick: The long-wearing, stay-true color glides on silky-smooth. The lightweight, creamy formula provides instant moisture and color that lasts. **\$13**

P.S. MK Signature™ NouriShine™ Lip Gloss fits inside the **Custom Compact!**

love at first sight

Love is in the air this time of year, and where there's love, there's gift-giving! Remember, the Gift Wish List works wonders year-round. Encourage customers to fill it out and send it so husbands know right where to look for a few not-so-subtle hints. Make it even easier on the guys by letting them know about these gift sets – and more – on your Mary Kay® Personal Web Site (for all the creative details, visit the Mary Kay InTouch® Web site). And what a great time of year for your customers to appreciate all those they love – favorite teachers, baby sitters, mothers, sisters, daughters, office pals, neighbors, hairdressers ...

Quick Solution

Mary Kay® Facial
Cleansing Cloths
Mary Kay® 2-In-1 Body
Wash & Shave
\$29

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

Primed & Ready

Beauty Blotters® Oil-Absorbing Tissues,
75 tissues/pack
TimeWise® Age-Fighting Lip Primer
MK Signature™ Loose Powder
(choice of shade)
MK Signature™ Eye Primer
\$53

All prices are suggested retail.



Object of the Bride's Affection

Affection™ Eau de Parfum
 MK Signature™ Lip Liner
 in Neutral
 MK Signature™ Creme Lipstick in Gingerbread
 MK Signature™ NouriShine™ Lip Gloss in
 Beach Bronze
\$86



Get Up and Go

Velocity® for Him Total Body Wash
 Velocity® for Him Cologne
\$44



Ultimate Domain®

Domain® Body And Hair Shampoo
 Domain® Cologne
 Domain® After-Shave Balm
\$70



Eye Promise

MK Signature™ Ultimate
 Mascara™ in Black
 MK Signature™ Eye Primer
 TimeWise® Firming Eye Cream
 MK Signature™ Facial
 Highlighting Pen
 MK Signature™ Eyeliner
 in Violet
 MK Signature™ Color Compact
 (empty)
 MK Signature™ Eye Colors
 in Sheer Pink and Fig
 MK Signature™ Dual-End
 Eye Applicator
\$108



Smooth Moves

Private Spa Collection™
 Satin Hands® Pampering Set
 Satin Lips® Set
\$48



Give an Inch...



7 out of 10 women
| had less visible cellulite
and lost up to ½ inch
on *each* thigh.*

*Those are the powerful results a dermatologist saw in a 12-week clinical study at an independent laboratory.

And there's more news to share ...

After 4 weeks, **81%** of women had firmer skin.

After 8 weeks, **70%** of women had skin with greater elasticity.

After 12 weeks, **100%** of women had smoother skin.

Take the *TimeWise® Cellu-Shape™* *Contouring System* Sales Challenge!

Achieving the *TimeWise® Cellu-Shape™ Contouring System* Sales Challenge by Feb. 28, 2007, could earn you Career Conference 2007 recognition and help you reach the goals you've been going after all year! Independent Beauty Consultants and Independent Sales Directors who:

With beach and bikini season just around the corner, who wouldn't want to lose up to ½ inch on each thigh – up to 1 inch overall? Now's the time for your customers to get started with the **TimeWise® Cellu-Shape™ Contouring System**. The powerful mix of ingredients, including botanicals, levels out lumps and bumps and leaves skin feeling perfectly hydrated all day. And there's no need for heavy-duty rubbing – just gently massage into skin. The sooner your customers start using these two products, the sooner they'll see results! **\$55**

TimeWise® Cellu-Shape™ Daytime Body Moisturizer has a supercharged formula that stimulates cellular activity, significantly increases the skin's hydration level and begins the firming and toning process to help deliver the most dramatic results. **\$30**

TimeWise® Cellu-Shape™ Nighttime Body Gel takes advantage of the time that your body naturally uses to rest, rebuild and repair. This formula completes the firming and toning process, strengthening the skin's support system in problem areas so the visible signs of cellulite are minimized. This product also moisturizes skin so it feels silky-smooth to the touch. **\$25**



- **Sell at least 30 TimeWise® Cellu-Shape™ Contouring Systems* by March 15, 2007,** will receive a beautiful necklace, complete with an engraved charm bearing the inspiring words, "Be Great!" Complete the challenge, and your necklace will be delivered right to your door in March.
- **Sell at least 30 TimeWise® Cellu-Shape™ Contouring Systems* by Feb. 28, 2007,** will be honored among all the attendees at Career Conference 2007 with an exclusive name badge ribbon and standing recognition. Just imagine the applause!
- **Are No. 1 at their Career Conference locations by selling the most TimeWise® Cellu-Shape™ Contouring Systems*** will receive the gorgeous Kathy Van Zeeland red leather handbag pictured here.

Take advantage
of this opportunity!
All orders placed
through March 15,
2007, count toward
recognition.



This is just the beginning! You'll want to achieve this sales challenge so you can be on-target for a special sales challenge reception at Seminar 2007!

*BizBuilders quantities received as part of the Nov. 16 – Dec. 15, 2006, bonus count toward qualification. Individual TimeWise® Cellu-Shape™ products will not count toward this challenge.

head over heels: customer service



We're celebrating 20 years of building relationships for results by giving away 20 free issues of *The Look*. To enter, simply enroll your customers to receive the spring issue of *The Look* by Feb. 15. It's that easy! Random winners will be drawn from online Preferred Customer Program orders only. Winners will be notified via e-mail by April 16.

Are your customers head over heels in love with Mary Kay and the service you provide to them? Win customers over by using these creative tools designed to help you care for and connect with them. Simplified, personalized beauty has never been easier for you to provide!

Send Your Love With *The Look*!

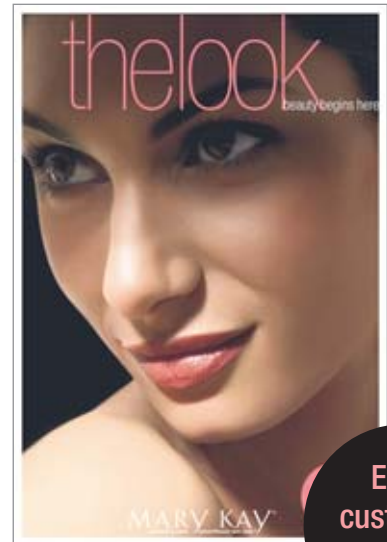
Keep the Momentum Going: The Preferred Customer Program Consistency Challenge



When you enroll every customer to receive *The Look*, you can show potential customers you have products to fit their needs

and remind existing customers there's always something new to see. You'll make it easy for *all* customers to shop with you when you enroll each one of them in the Preferred Customer Program to receive the spring issue of *The Look*. Don't miss out! Enrollment begins Jan. 16 and lasts through Feb. 15. And when you call to follow up with your customers on *The Look* mailer, don't forget to point out the spring quarter's gift with purchase. Market research proves shoppers spend more to receive a free gift! And there's another not-to-be-missed sampler inside this issue. Stay tuned for details.

Remember, when you enroll 13 or more customers to receive *The Look*, you can be one step closer to achieving the 2006-2007 Preferred Customer Program Consistency Challenge. When you do, you'll receive recognition at special events and earn this keepsake bracelet, all while boosting productivity and increasing sales! For complete details, please visit the Mary Kay InTouch® Web site and click on "Applause® Online."



Enroll customers by Feb. 15!



Enroll Now! Month 2 Mailer: The Men's Brochure

Enroll: Jan. 16–March 15
Begins Mailing: May 18*

Beginning Jan. 16, you can be among the first to enroll your customers in the Month 2 mailer introducing products designed for guys! The mailer hits customers' mailboxes at the end of May. Whether your customers need a Father's Day gift, a present for a graduate or just want to take care of the men in their lives, let them know that you have just what they need!

*Please allow 7-10 business days for delivery.

Say "Happy Valentine's Day" With the Affection™ Sampler Card

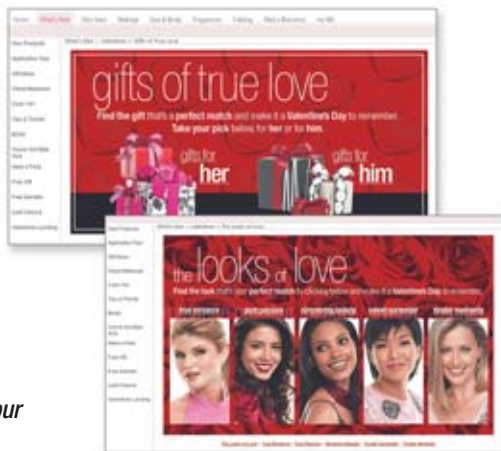
With the Affection™ Sampler Card, you've got a beautiful, mailable card so you can create a valentine your customers will love. And remember, each of the six Affection™ samplers in the pack also makes a great gift for skin care class participants!



Affection™ Fragrance Samplers, \$1.75/pk. 6
Affection™ Eau de Parfum Sampler Cards (samplers not included), \$1.50/pk. 6

Spread the Word! Valentine's Day Online Event

Send your customers online to your Mary Kay® Personal Web Site to see gift ideas galore for both him and her. Also included – new natural *and* glamorous Valentine's Day looks (think Color 101 Looks) your customers will fall in love with instantly! As an added help, you have the January *Beaut-e-News™* e-newsletter and an MKeCard® available to support the event. Of course, it's all designed to boost *your* online business during this exciting time of year. And why not promote this event to customers' significant others?



let's talk about...

A NEW YEAR, A NEW VISION
This can be the year of your dreams, the year of your greatest accomplishments. "Mary Kay first said those words more than 20 years ago at a sales force conference, but they are timeless in spirit," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** "As a new year begins, think of it as a new opportunity to grow your business and achieve everything that you know you can." Here are some things you can do *today* to make this your best year ever.

Even though you might want to take some time off to recover from the holidays, fight the temptation to do so. "The hardest part of setting goals and achieving them is getting started," says Dr. Barker. "That's why it makes sense to build on the momentum you had throughout the holiday season and use it to get this year off to a strong start."

You have a lot of excitement to share this quarter with the dramatic firming and toning benefits of the TimeWise® Cellu-Shape™ Contouring System and the powerful skin care benefits of MK Signature™ NouriShine™ Lip Gloss. "So make a commitment today to not only build your customer base through new contacts, but also to make the most of the customers you already have," suggests Dr. Barker. "Just think of all the women you come into contact with on a daily basis. If you were to add just one or two new customers a week, at year's end you could have 50 to 100 new names on your customer list. Just think about what *that* could do for your business. And if you were to add just one additional product to every current customer's 'must-have' list, that could also have a very positive impact on sales."

To tempt current *and* prospective customers, giving them an MK Signature™ NouriShine™ Lip Gloss sampler might do the trick. "What's great about this new lip gloss is that the formula *and* the shades were created to appeal to women of all ages," says Dr. Barker. "Because lip products are so easy and so much fun to try, they're a great 'icebreaker' to use when approaching someone new. And with lip gloss being so popular today, you'll want to be sure that all your *current* customers – whether or not they've tried Mary Kay® color in the past – get a sampler to try." For warm-chatter opportunities, consider attaching the samplers to business cards with your contact information, and for current customers, you could drop one into every product reorder. Also, since the gift with purchase this quarter is the MK Signature™ NouriShine™ Just Glossy™ lip gloss trio, it's a great incentive for a customer to place a \$40 or more product order.

"If you look at each new day as a new opportunity," says Dr. Barker, "this could very well be your best year yet."

be bold!

07 career conference A Weekend



It's that time again. The Career Conference 2007 "All-Star Tour" is about to hit the road!

Soon, three unforgettable weekends will rock the worlds of thousands of women who want to learn the business skills, secrets and strategies of Mary Kay achievers. They'll be flocking to more than 40 convenient locations around the country for outstanding education and insight that you can apply to your business too. In fact, you can't afford to miss it, according to the founder of one of the world's greatest business wonders – *our Founder, Mary Kay Ash!*

"Someone once said, 'It only takes a spark to get a fire going.' How true! And that spark has been found hundreds of times at Career Conference," said Mary Kay Ash. "Perhaps you're thinking, 'I can't afford to go.' From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the *big picture* of what your Mary Kay career can be for *you!* Make your plans now. Use the profit from a few extra skin care classes to pay your way."

You can even enlist your customers' help by sharing your goal to attend. When they hear how their purchases and hostess participation can help you become a more polished skin care and color specialist who's learning to lead women to *their* ultimate success, they may get on board. And, by the time you enthusiastically paint the picture of all the amazing things waiting for you at Career Conference 2007, they just may want to join you in the journey!

to Remember

Recognize Yourself

Career Conference history is rich in rewards, and you can be part of it! After all, you work hard, so why not let everyone know? Here are just a few recognition opportunities at *Be Bold!* Career Conference 2007. To learn more, go to the Mary Kay InTouch® Web site and click on the "Career Conference" logo.

Movin' On Up Challenge

Independent Beauty Consultants who achieve and maintain a new step on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification from Nov. 30, 2006, through Feb. 28, 2007, will receive a name badge ribbon; a Star Recruiter, Team Leader or Future Sales Director career path pin enhancer with red crystals; and onstage recognition.

Win Ryan Rogers Challenge

Every *Be Bold!* Career Conference 2007 location that meets its registration goal by Feb. 28, 2007, will be entered into a drawing – one per weekend – to win Ryan Rogers! Our own Director of Strategic Initiatives, Richard Rogers' son and Mary Kay Ash's grandson, Ryan, will host a reception for all *Movin' On Up* achievers and their Independent Sales Directors at the winning locations prior to the opening session and will speak briefly during the opening session.

On-Target *Great With 48* Luncheon

Independent Sales Directors who are on-target for *Great With 48* unit-building challenge by adding at least 28 qualified* new unit members from July 1, 2006, through Feb. 28, 2007, will receive a name badge ribbon and an invitation to attend this special luncheon along with their unit members who added the new unit members.



Independent Executive Senior Sales Director Trish Reuser

"After 20 years of Career Conferences, I've seen how the words of Independent Sales Directors and Independent National Sales Directors can change lives and businesses. That's where 'the basics' are taught – three skin care classes, three team-building appointments and \$300 in sales each week – and our commitment is renewed. Career Conference restarts our engines for the rest of the year, and miracles can happen between March and June. We all need to go to Career Conference. Mary Kay expected it!"

*For a new unit member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received during the contest period.



Independent
Sales Director
Holly Martin

"I went to Career Conference five months after signing my Independent Beauty Consultant Agreement last year, and it changed the face of my business.

I went on-target for my Career Car in February, and Career Conference gave me the vision to finish the next month.

I became an Independent Sales Director by Seminar. Career Conference is the perfect blend of inspiration, education and fun!"

Link Up With Your Progress

Did you know that tracking your progress toward *Be Bold!* Career Conference 2007 recognition is as close as myBusiness® on the Mary Kay InTouch® Web site? Just go to "My Reports" and click on the "*Be Bold!* Career Conference 2007 Recognition Report." You'll see how far you've come and how far you need to go to achieve your goals. It's easy to keep up with your progress toward all Career Conference 2007 recognition opportunities with the "Career Conference Recognition Report."

We've Made Education a Class Act

Imagine sitting at the feet of top Mary Kay achievers for two days! Career Conference gathers the best and brightest from the Mary Kay world to present tips and tools you can use the minute you get home.

What can you expect at *Be Bold!* Career Conference 2007? The same kind of high-quality instruction that taught previous audiences about the importance of skin care classes, daily discipline, booking and coaching techniques, goal-setting and goal-achieving, growing a unit, developing others and more. All in store just for you.

On-Target for Seminar 2007 Recognition

If you are an Independent Beauty Consultant or Independent Sales Director that's on-target for any of the following Seminar courts or unit circles, you'll also be recognized with a name badge ribbon and onstage recognition!

Queens' Courts of Personal Sales
Queen's Court of Sharing
Circle of Achievement
Circle of Excellence
Double Star Achievement
Triple Star Achievement

Recognition for Star Consultants

Circle of Honor Star Consultants and Independent Sales Directors who have achieved 56 quarters or more of Star Consultant status by Feb. 28, 2007, will receive a name badge ribbon and onstage recognition.

As part of the on-target *Bee An All-Star* Consistency Challenge, Independent Beauty Consultants and Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2006, through Feb. 28, 2007, will receive a name badge ribbon and standing recognition.

Drive On!

Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2007, and their unit members will receive a name badge ribbon and onstage recognition.

Graduate With the Class of 2007

Independent Sales Directors who are part of the Class of 2007 and debut from August 1, 2006, through March 1, 2007, will debut onstage with their Independent Senior Sales Directors.

Preferred Customer Program

If you are an Independent Beauty Consultant or Independent Sales Director, make sure you have at least 13 customers signed up to receive *The Look* during the Fall/Holiday 2006, Winter 2006 and Spring 2007 enrollment periods. You'll get standing recognition and a name badge ribbon indicating how many customers you enrolled to receive the free Spring 2007 issue of *The Look*.

And Don't Forget to Reach for the "Red"

You already know that developing your leadership role can increase your earning potential and offer more opportunities to share Mary Kay's legacy. Now Independent Beauty Consultants have one more reason to stretch their leadership muscles and go for the red jacket. When you become a Star Recruiter by Feb. 28, 2007, you're entitled to attend exclusive classes outside the general session room at *Be Bold!* Career Conference 2007. These are special sessions for women on the way up. Being a Star Recruiter has its rewards!

And Once You're There ...

Don't let your attire fall short! Please know that in honor of Mary Kay Ash, who always believed that a dress or skirt and appropriate hosiery would project a professional image for an Independent Beauty Consultant, Mary Kay independent sales force members who wish to participate in onstage recognition at Company-sponsored events should wear a dress or skirt and appropriate hosiery when receiving onstage recognition. Independent sales force members who are not dressed as requested will not be allowed to appear onstage. We appreciate your understanding and cooperation!

Know to Go

Register in one of three easy ways from Feb. 6-28, 2007:

- **Online:** Go to the Mary Kay InTouch® Web site and click on the "*Be Bold!* 2007 Career Conference" icon.
- **Phone:** Call (800) 338-3680 from 8:30 a.m. to 5 p.m. Central time, Monday through Friday, except holidays.
- **Mail:** Special Events Registration, Mary Kay Inc, P.O. Box 799045, Dallas, TX 75379-9045.

Registration Availability:

- Feb. 6-8: for the first week of Career Conferences
- Feb. 9-11: for the second week of Career Conferences
- Feb. 12-14: for the third week of Career Conferences
- Feb. 15: open for all Conferences

Registration Fee:

- \$75 received in Special Events by Feb. 28
- \$85 on-site, space permitting (except for those who submit their new Independent Beauty Consultant Agreements in March)

Transfer Fee: \$10

Cancellation Deadlines Fees:

- Full Refund Feb. 28, 2007
- Less \$25 March 1-31, 2007
- No refunds after March 31, 2007

Hotel Deadline: Feb. 28, 2007

Coming to a City Near You

MARCH 16-17, 2007

Atlanta, GA
Bakersfield, CA
Baton Rouge, LA
Charlotte, NC
Cleveland, OH
Memphis, TN
Mobile, AL
Orlando, FL
Providence, RI

Riverside, CA*
Sacramento, CA
San Antonio, TX
South Bend, IN
Wichita, KS

Georgia International Convention Center
Rabobank Convention Center
Baton Rouge River Center
Charlotte Convention Center
Cleveland Convention Center
Memphis Cook Convention Center
Mobile Convention Center
Orange County Convention Center
Rhode Island Convention Center & Westin Providence
Riverside Convention Center
Sacramento Convention Center
Henry B. Gonzales Convention Center
Century Center
Century II Convention Center & Hotel

MARCH 18-19, 2007

Charlotte, NC
Providence, RI

Charlotte Convention Center
Rhode Island Convention Center & Westin Providence

MARCH 23-24, 2007

Albuquerque, NM
Atlantic City, NJ
Denver, CO
Des Moines, IA
Lansing, MI
Madison, WI

Minneapolis, MN

Albuquerque Convention Center
Atlantic City Convention Center
Colorado Convention Center
Polk County Convention Complex
Lansing Center
Monona Terrace Community & Convention Center
Minneapolis Convention Center

Pittsburgh, PA
San Diego, CA
Sandy, UT
San Mateo, CA
Springfield, MO
Virginia Beach, VA

MARCH 25-26, 2007

Atlantic City, NJ *

MARCH 30-31, 2007

Baltimore, MD
Bellevue, WA
Chicago, IL
Fort Worth, TX
Hampton, VA
Houston, TX
Jacksonville, FL
Kansas City, MO
Louisville, KY
Novi, MI
Ontario, CA
Rochester, NY
Tucson, AZ
Tulsa, OK

David L. Lawrence Convention Center
San Diego Convention Center
South Towne Expo Center
San Mateo Expo Center
University Plaza Hotel & Convention Center
Virginia Beach Convention Center

Atlantic City Convention Center

Baltimore Convention Center
Meydenbauer Center
Navy Pier
Fort Worth Convention Center
Hampton Roads Convention Center
George R. Brown Convention Center
Prime F. Osborn I Convention Center
Kansas City Convention Center
Kentucky International Convention Center
Rock Financial Showplace
Ontario Convention Center
Rochester Riverside Convention Center
Tucson Convention Center
Tulsa Convention Center

APRIL 1-2, 2007

Baltimore, MD
Bellevue, WA
Fort Worth, TX

Baltimore Convention Center
Meydenbauer Center
Fort Worth Convention Center

*Spanish only



the Biggest Paycheck of them all

She was praised and published, world-traveled and wealthy. People sought her, taught about her and emulated her. Yet Mary Kay Ash was the model of humility, a woman who didn't talk about her power or tout her achievements. Instead, she magnified others, and "paychecks of the heart" were her favorite currency. Considering her own heart for service, it's only natural that at one point Mary Kay established a nursing home visitation program. The mission was simple: Enrich the lives of the elderly, the shut-in and the sick, too many of whom, she knew, were overlooked. She also knew that when her beloved Mary Kay daughters captured her vision of giving, there would be no end to the good they could do ...

The Planning Begins

Mother's Day was still six weeks away last year when Independent Sales Director Margie Gettel of Fergus Falls, Minn., got an idea. What if she and some of her unit members collaborated with their customers to bring a little cheer to nursing home residents in their area? She knew there must be some who had no one to visit them on the upcoming special occasion, women who would welcome smiling faces and pampering products.

Margie put the word out in her unit to see how many could fit the event into their schedules, then called the activity directors at three nursing homes for names of residents who hadn't received many visitors. "We had a wonderful response," says Margie.

“What a life-affirming way to teach my children about the Go-Give® spirit Mary Kay exemplified.”

Their Eyes Told the Story

On the appointed day, Margie and her participating unit members fanned out to the three nursing homes with the names they had divided among themselves. Margie took along her two “Mary Kay kids” – Susie, 16, and Mary, 9 – who couldn’t wait to bring sunshine to the shut-ins.

“As we visited, Susie and Mary posed with several of the women, and we told them we would be back with framed pictures they could keep, commemorating the day,” says Margie. “The light in their eyes was so touching. Some thought my daughters were their own daughters or granddaughters. What a life-affirming way to teach my children about the Go-Give® spirit Mary Kay exemplified.”

Although all of the residents smiled at their visitors, Margie says some were subdued at first. “We had to draw out a few, but we asked questions about them, and they began to open up to us. They couldn’t resist the beautifully wrapped gifts, and nearly all the women simply sat and looked at them for several minutes, fingering the silky ribbons. They had trouble believing they were holding a present and asked, ‘Is this really for *me*?’ Eventually, curiosity always got the better of them! They wanted to spray scent on their wrists, and they asked us to uncap the lotions for a sniff. They loved everything.”

The most memorable comment came from a woman Margie will never forget. Signe talked about her life on the farm and said she was “200” years old. “But I look a lot younger!” she announced. When she sprayed Embrace Romance® Sheer Fragrance Mist on her wrist, she exclaimed, “Oh my! The men are going to be chasing me now!” An elderly man sitting across from her replied, “And I might just catch you, too, now that I’ve got my new motorized wheelchair!” Margie smiles warmly as she recalls the joy on Signe’s face that day. “We couldn’t have planned it better,” she laughs. “Who knew Embrace Romance® Sheer Fragrance Mist would be just right for her?”

A woman named Mabel at another nursing home was so touched by the visitation that she cried and

hugged Margie’s neck. “She kissed my cheek and held on to me for the longest time. When she pulled away, she asked if I had visited because I knew her. I told her that Mary Kay taught us to live a life of service and to love people. I was there because she, Mabel, was a special lady, and I just wanted her to know that and to think of it every time she used the products. We were both wiping tears from our eyes.”

Mere Words Can’t Explain

Margie’s experience has repaid her in tangible, and intangible, ways. “Performing an act of service lifts my heart and readies it to receive God’s blessings, even when I’m having a difficult day,” she explains. “One of those blessings has been hearing back from the nurses, assistants and administrative employees who not only expressed thanks, but have inquired about the spa sets and Satin Hands® products for themselves. They all commented on how great the residents smelled!”

Those moments with their new friends were so rewarding that Margie and her unit members plan more holiday outings in the future. “It was a win-win for everyone, and my customers felt good about making a difference in someone’s life,” she says. “This idea would work for Valentine’s Day, Father’s Day, Veterans Day, Thanksgiving or Christmas. Holidays can be lonely for many people. Seeing the reaction to a little time and attention was the biggest paycheck of the heart I could imagine.”

The beautiful thing about giving? We don’t have to wait for holidays to demonstrate the spirit of our legacy. Every day is a special day in someone’s life when we reach out to bring her the love of Mary Kay. “Since the nursing home visits, some of my unit members have teamed up to do complimentary facials at a local women’s shelter,” Margie says. “Others have organized facial events at assisted-living facilities. Something wonderful has been set in motion, and there’s no end in sight.”



Mary Kay Ash and members of the inde-

pendent sales force were known to deliver more than products to nursing home residents through Mary Kay’s visitation program. In Dallas; Tulsa, Okla.; Memphis, Tenn.; and other cities, women who lacked the opportunity to “fix up” were uplifted by the Mary Kay brand of warmth and enthusiasm. Newspapers often reported the kind deeds. A Tulsa, Okla., paper headlined its story, “Grow Older and Like It: Self-Improvement Attracts Tulsans.” Before-and-after pictures of two senior center residents reflected smiles more than skin-deep. “The most important part of the program was the tender, loving care given by our Independent Beauty Consultants to the residents,” said Mary Kay. “It was the attention they remembered.” A small price for immeasurable returns.

Reflections From Mary Kay



“Each of us should have a philosophy about how we conduct ourselves with others. A long time ago I chose as my standard the Golden Rule: ‘Do unto others as you would have them do unto you.’ Some might consider the Golden Rule corny and old-fashioned, but no one can deny its simple truth. Imagine how much better our world would be if everyone lived by this creed.”

– Mary Kay Ash

Dates to Remember

JANUARY 2007

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

FEBRUARY 2007

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

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

This Month:

Jan. 1: New Year's Day. Postal holiday. All Company and branch offices closed.

Jan. 15: Martin Luther King Jr. Day. Postal holiday. Postmark deadline to earn the Month 1 product bonus.

Jan. 16: Month 2 bonus begins. Spring 2007 Preferred Customer Program online enrollment and mail enrollment begins. *Beaut-e-News*[™] e-newsletter begins e-mailing to customers. Valentine's Day online event begins on Mary Kay[®] Personal Web Sites and www.marykay.com.

Jan. 18: Winter 2006 Preferred Customer Program mailing of the *Renew You* brochure begins. (Allow 7-10 days for delivery.)

Jan. 20: December Career Car qualifier paperwork due to Company.

Next Month:

Feb. 6-8: Registration begins for *Be Bold!* 2007 Career Conferences to be held March 16-17 and March 18-19.

Feb. 9-11: Registration begins for *Be Bold!* 2007 Career Conferences to be held March 23-24 and March 25-26.

Feb. 12-14: Registration begins for *Be Bold!* 2007 Career Conferences to be held March 30-31 and April 1-2.

Feb. 14: The Valentine's Day online event on Mary Kay[®] Personal Web Sites and www.marykay.com ends.

Feb. 15: Postmark deadline to earn the Month 2 product bonus. Open registration for all *Be Bold!* 2007 Career Conference dates and locations. Last day to enroll online for the Spring 2007 Preferred Customer Program version of *The Look* with samplers, available while supplies last.

Feb. 16: Month 3 bonus begins. *Beaut-e-News*[™] e-newsletter begins e-mailing to customers.

Feb. 19: Presidents Day. Postal holiday.

Feb. 20: January Career Car qualifier paperwork due to Company.

Feb. 28: Career Conference 2007 registration and recognition deadline. *Be Focused!* Challenge Part I ends.

New Independent National Sales Directors

Congratulations to these Independent National Sales Directors who debuted Sept. 1, 2006, through Oct. 1, 2006. To learn more, go to the Mary Kay InTouch® Web site, select "Meet Your NSDs," then "NSD Active." Click on their names to read their stories.



Brigit Briddle
Oct. 1, 2006
Sapphire



Allison LaMarr
Oct. 1, 2006
Pearl



Cathy Littlejohn
Sept. 1, 2006
Pearl



Barbara Stimach
Oct. 1, 2006
Pearl



Barbara Whitaker
Oct. 1, 2006
Emerald

Beaute-Vite™ and Cellu-Shape™: More Inviting Ways to Achieve

Booking a class is easier than ever with the Beaute-vite™ online party planner (available to Mary Kay® Personal Web Site subscribers) featuring the new TimeWise® Cellu-Shape™ Contouring System. This "ticket to fun" is sure to move you closer to success in the *TimeWise® Cellu-Shape™ Contouring System Sales Challenge*. And since hostesses will love this quarter's gift – the Travel Accessories

Set – when they host a party, you'll both achieve your goals!



We're Talking Independent: Taxes, Licenses, Permits and Fees

Who must comply with all business-related federal, state, and local taxes, licenses, permits and fees? You do, if you're an Independent Beauty Consultant. And who can help you steer the course through the compliance process? A professional accountant or personal tax adviser who's familiar with laws in your local area can help you with the compliance process.

Not sure you need the help? While your personal tax situation may be different from others in the independent sales force, and different laws may apply based on your circumstances, it's a good idea to protect yourself with professional advice. Examples of taxes, licenses, permits and fees that may apply include cosmetology, business and occupational licenses; zoning permits; taxes, such as income, business and occupational, and gross receipts, sales, property and excise.

So what in your business could these taxes, licenses, permits and fees be based upon? Your Mary Kay retail sales, commissions, prizes, purchases, inventory, property or other factors related to your Mary Kay business. Any taxes collected and reported on your behalf in the mainland United States are separately stated on the packing slip/invoice enclosed with your product orders or commission statement.

For additional information about U.S. sales tax and federal income tax, go to the Mary Kay InTouch® Web site and select "Tax and Legal" on the drop-down menu.

Vanity Magnifying Mirror Reflects Options

Now you have two hostess gift choices! The Vanity Magnifying Mirror is available all year long as a regular-line item on the Consultant order form. (You'll also see a hostess gift that changes each quarter.) More choices mean more reasons to contact and excite customers about hosting one or more classes. More really is better! **\$13**



Eyesicles® Encore

Greatness! Look for the return engagement of MK Signature™ Eyesicles® in Island Bronze and Vanilla! Both are available through online ordering and as write-in items on Page 8 of the Dec. 16 Consultant order form.

Island Bronze, Part No. 032000, **\$10**

Vanilla, Part No. 022500, **\$10**

All prices are suggested retail.



It's Not Too Late to Shine

Seminar 2007 will be here before you can say, "Lights, camera, action!" But you still have time to put yourself in the Star Consultant role by working consistently. You'll want to check out the *Star Consultant* brochure, included with this issue of *Applause*® magazine. You can see if you're on track for recognition and get a glimpse of super prizes you can earn like this pink slow cooker, the newest addition to your pink appliance collection. Twinkle on!



be
a Star!
07
seminar

Why Not Make Seminar 2007 a Priority?

You can qualify for Priority Awards Seminar Registration when you achieve Diamond Star Consultant Status during the Quarter 3 Star Consultant contest, Dec. 16, 2006, through March 15, 2007:

- \$3,000 or more in wholesale Section 1 orders or
- \$2,400 or more in wholesale Section 1 orders plus one qualified new personal team member or
- \$1,800 or more in wholesale Section 1 orders plus two qualified new personal team members

You also can qualify for Priority Awards Seminar Registration when you are:

- At Star Consultant status for three consecutive quarters from June 16, 2006, through March 15, 2007.
- On-target for the Queen's Court of Personal Sales with at least \$24,000 in estimated personal retail production from July 1, 2006, through Feb. 28, 2007.
- On-target for the Queen's Court of Sharing with at least 16 total new personal team members from July 1, 2006, through Feb. 28, 2007.
- An Independent Sales Director, including debuts through March 1, 2007. Independent Sales Directors who debut in April, May, June or July are qualified to attend Awards Seminar on a first-come, first-served basis.

*See contest rules for qualified team member definition.

Renew You Reminder for the New Year!

Get 2007 off to a fresh start by following up with customers you enrolled to receive the Preferred Customer Program *Renew You* mailer. This eye-catching, interactive piece begins mailing in mid-January and shows your customers how to achieve powerful anti-aging results with TimeWise® Even Complexion Essence, the TimeWise® Cellu-Shape™ Contouring System, the TimeWise® Microdermabrasion Set and the Miracle Set. Yet another tool for powerhouse skin care™!



BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Jan. 16 - Feb. 15.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Firming Eye Cream	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Firming Eye Creams 1 12/06 Color 101 Cards (Assorted) 4 Travel Roll-Up Bags	\$150

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

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

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

recognition

Congratulations to the winners for October 2006.

On-Target Diamond Circle

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

PEARL



Jan Harris

DIAMOND



Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Gayle Gaston

EMERALD



Anne Newbury

On-Target for Diamond/Inner Circle

On-Target for \$1,000,000
Anne Newbury \$371,287.41

On-Target for \$750,000
Barbara Sunden \$265,184.71

On-Target for \$500,000
Pat Fortenberry \$241,110.96
Gayle Gaston 232,005.76
Christine Peterson 214,967.75
Carol Anton 181,033.61
Karen Piro 172,260.79

On-Target for \$325,000

Lisa Madson \$164,406.99
Kathy Helou 159,502.39
Joanne Holman 156,316.02
Jan Harris 151,688.17
Nan Stroud 149,528.47
Cheryl Warfield 142,285.20
Rena Tarbet 140,181.43
Gloria Mayfield Banks 137,474.92
Pat Danforth 130,851.16
Jana Cox 130,166.88
Lupita Ceballos 129,007.91
Julianne Nagle 122,027.91
Rosa Enriquez 120,465.58
Gloria Castaño 119,710.63
Stacy James 118,994.99

Nydia Payán 118,470.28
Darlene Berggren 114,908.03
Karlee Isenhardt 114,475.75
Dacia Wiegandt 113,653.79
Linda McBroom 112,986.92
Holly Zick 109,983.48
Ronda Burnside 109,048.17

On-Target for Diamond Circle
On-Target for \$250,000
Sherry Giancristoforo \$107,070.06
Sue Kirkpatrick 104,037.75
Rosa Jackson 103,724.86
Joan Chadbourne 103,673.16
Johnette Shealy 103,362.23
Patricia Rodríguez-Turker 101,271.66

Cindy Williams 99,387.72
Kathy Z. Rasmussen 98,160.47
Donna Floberg 96,135.67
Jackie Swank 95,613.14
Debi Moore 94,867.85
Mary Diem 94,266.64
Judie McCoy 91,172.72
Wanda Dalby 89,978.03
Doris Jannke 88,976.48
Kerry Buskirk 88,905.48
Anita Mallory Garrett-Roe 87,249.39
Pamela Waldrop Shaw 86,774.92
Shirley Oppenheimer 86,068.68
SuzAnne Brothers 85,858.69
Jeanne Rowland 85,138.91

On-Target for \$200,000
Helene Reiners \$83,237.96
Linda Toupin 81,920.42
Pam Gruber 81,576.33
Tammy Crayk 81,234.57
Sonia Páez 80,316.97
Sonya LaVay 79,282.39
Nancy Perry-Miles 79,239.30
Judy Newton 78,976.08
Ronnie D'Esposito Klein 76,680.37
Asenath Brock 75,954.57
Diane Underwood 75,267.03
Nancy Bonner 72,523.91
Joyce Z. Grady 71,934.52
Margaret Winner 71,864.43
Dawn Dunn 66,957.27

Monthly Commissions and Bonuses

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

PEARL

Stacy James* \$42,753
Jan Harris** 41,421
Darlene Berggren* 39,573
Rosa Jackson** 38,474
Jackie Swank* 37,193
Cheryl Warfield** 36,587
Nan Stroud** 35,756
Cindy A. Williams 31,334
Pamela Waldrop Shaw 29,352
Joan B. Chadbourne** 26,828
Nancy Perry-Miles* 24,045
Halina Rygiel 21,687
Nancy Bonner* 20,747
Maureen S. Ledda** 20,601
Elizabeth Fitzpatrick* 19,603
Julie Krebsbach 18,814
Sandy Miller 18,529
Lise T. Clark* 18,194
Monique Todd Balboa 17,876
Allison LaMarr 17,569
Shirley M. Oshiro 17,434
Ruth Theodocion 16,986
Wilda DeKerlegand* 16,948
Anita Tripp Brewton 16,795
Glinda McGuire 15,391
Maureen Myers 14,260
Lynda Jackson* 14,180
Jane Studrawa 13,263
Kathy C. Goff-Brummett 13,057
Anabell Rocha-Pedraza 13,041
Robin Rowland 13,010
Wadene Claxton-Prince 12,843
Sylvia Kalicak 12,736
Deb Pike 12,473
Bett Vernon 12,442
Cathy E. Littlejohn 12,394
Linda Kirkbride 11,851
Beatrice Powell 11,730
Barbara Stimach** 10,839
Pat Campbell 10,712
Gloryann Koester 10,654
Barbara Faber 10,178
Rosalie Ann Medjesky 9,210
Kathy Jones 8,386
Sonja Hunter Mason 7,756
Connie Phillips 6,567
Mary Pat Raynor 6,262
Bettye M. Bridges 5,709

DIAMOND

Barbara Sunden** \$68,540
Lisa Madson 58,346
Karen Piro** 44,589
Gloria Castaño** 43,502
Anita Mallory Garrett-Roe* 35,863
Patricia Rodriguez-Turker* 35,460
Julianne Nagle* 35,459
Holly Zick** 27,563
SuzAnne Brothers* 27,182
Tammy Crayk 27,002
Mary Diem* 26,991
Linda C. Toupin 26,660
Sonia Páez 25,952
Pam Gruber* 23,763
Dawn A. Dunn 23,409
Kathy Z. Rasmussen** 22,952
Diane Underwood 22,713
Connie A. Kittson 22,011
Joyce Z. Grady 20,790
Judy Newton* 20,075
Jo Anne Cunningham 19,697
Sandy Valerio 17,832
Sharon Kingrey 16,454
Diana Heble 15,981
Sharon Z. Stempson* 15,971
Linda O. Scott 15,385
Dalene Hartshorn 15,240
Jo McKean 12,604
Diana Sumpter 11,353
Charlotte G. Kosena 10,867
Betty Gilpatric 10,293
Kay Z. Hall 9,710
Jan Mazzotti 9,581
Carol Lawler 9,544
Naomi Ruth Easley 9,406
Isabel Venegas 8,658
Andrea C. Newman 5,422

RUBY

Pat Fortenberry** \$61,118
Carol Anton* 45,923
Pat Danforth** 36,321
Wanda Dalby** 35,634
Sue Kirkpatrick** 31,877
Linda McBroom** 30,819
Karlee Isenhardt** 29,631
Johnette Shealy** 29,365
Shirley Oppenheimer 27,182
Ronnie D'Esposito Klein 21,428
Toni A. McElroy 21,196
Pam Ross* 20,713
Judy Kawiecki 20,267
Janis Z. Moon 19,923
Jeanne Rowland* 19,747
Jo Anne Barnes 18,172
Joan Watson 17,808
Rebecca Evans 16,268
Elizabeth Spanero 16,025
Dianne Valde* 15,792
Kirk Gillespie 15,563
Michelle L. Sudeth 15,084
Jessie Hughes Logan* 15,009
Maria Aceto Pirro 14,391
Bea Millsagle 14,206
Patricia Lane 13,898
Lynne G. Holliday 13,856
Pamela A. Fortenberry-State* 13,459
Scarlett Walker** 13,319
Cheryl J. Davidson 13,046
Kate DeBlander 12,930
Nancy M. Ashley* 12,852
Jean Santin** 12,135
Nancy West Junkin* 12,059
Cyndee Gress 11,707
Vicky L. Fuseller 11,680
Sue Z. McGray 11,466
Amy Dunlap 10,426
Gay Hope Super 10,281
Sharilyn G. Phillips 10,207
Margaret M. Bartsch 10,066
Cindy Towne 9,522
Kimberly R. Walker-Roop 9,350
Cindy Z. Leone 9,089
Rhonda L. Fraczkowski 9,056
Phyllis Chang 8,826
Katie Walley 8,251
Renee D. Hackleman 7,802
Kelly McCarroll 5,614

SAPPHIRE

Christine Peterson** \$66,211
Gayle Gaston** 64,859
Rena Tarbet** 44,558
Lupita Ceballos** 40,076
Joanne Holman** 38,441
Jana Cox* 36,789
Rosa Enriquez* 33,908
Judie McCoy** 28,003
Donna Floberg* 26,021
Helene Reiners* 25,171
Sonya LaVay* 24,359
Asenath G. Brock* 22,465
Valerie J. Bagnol* 22,310
Pam I. Higgs 21,218
Sherril L. Steinman 20,320
Jo Anne Barnes 18,978
Vernella Benjamin 17,889
LaQueta McCollum 17,533
Shannon C. Andrews* 17,018
Mattie Dozier 16,682
Alia L. Head 16,563
Pam Klickna-Powell 16,544
Gloria Baez 16,432
Mary L. Cane 16,643
Sharon L. Buck 15,568
Martie Sibert* 15,430
Nancy A. Moser 14,629
Davanne D. Moul 14,524
Jan L. Thetford 14,300
Jeanne Curtis 13,948
Karen Kratochvil 13,636
Karen B. Ford 13,613
Kendra Crist Cross 12,560
Maribel Barajas 11,766
Brigit L. Bridle 11,128
Carol L. Stoops 10,968
Jo Ann Blackmon 10,736
Gillian H. Ortega 10,205
Ann Brown 8,435
Joy L. Breen 7,640
Jill Moore 7,165

EMERALD

Anne Newbury** \$101,933
Kathy S. Helou* 43,298
Gloria H. Mayfield Banks** 38,872
Nydia Payán* 36,485
Dacia Wiegandt 35,850
Debi R. Moore* 31,793
Ronda Burnside* 31,307
Sherry Giancristoforo** 30,574
Kerry Buskirk* 26,562
Lily Orellana 25,377
Doris Jannke* 23,895
Consuelo R. Prieto 23,209
Pamela Tull 21,844
Jamie Cruse-Vrinios 21,210
Kay E. Elvrum 17,982
Monna Butters 17,767
Miriam Gómez-Rivas 17,651
Cathy Bill* 17,319
Janet Tade* 16,989
Joanne R. Bertalan* 16,653
Cathy Phillips 16,527
Jackie LaPrade 15,285
Cindy Fox* 15,143
Kym A. Walker* 13,577
Jo Reynal Rogers 13,477
Judy Harmon 13,450
Shelly Gladstein 13,328
Yvonne S. Lemmon 13,180
Cristi Ann Millard 13,027
Sherry A. Alexander 12,930
Brenda Segal* 12,801
Irene A. Shea 12,731
Judy A. Rohde 12,437
Crisette M. Ellis 11,196
Regina Hogue 10,486
Barbara Whitaker 9,625
Kathy Rodgers-Smith 9,525
Francie McBeth 9,440
Carmen Rios 8,751
Dawn Otten-Sweeney 8,623
Sabrina Goodwin Monday 8,327
Pamela Cheek 7,310
Joanne Hollingsworth 7,208
Nora L. Shariff* 7,088
Esther Whiteleather 6,903
Phyllis R. Sammons 6,636
Natalie Privette-Jones 6,153

* Denotes Senior NSD
** Denotes Executive NSD

meet your NSDs

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

Achievement Circle

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

PEARL

Kim L. McClure	\$106,177
Patricia Fitzgerald	93,035
Shauna Lynn Abbotts	87,528
Leah G. Nelson	87,123
Alma Orrostieta	76,706
Dorothy D. Boyd	75,155
Rachael M. Bullock	73,183
Amy Kitrell	70,041
Lisa Allison	68,273
Debbie P. Grant	67,965
Cindy Machado	67,824
Janice Baxter Hull	64,929
Angel B. Toler	64,687
Betsy C. Richard	64,500
Luz J. Diaz Almeyda	61,500
Elizabeth B. Muna	59,251
Susan M. Hohlman	59,059
Keita Powell	58,949
Lisa Oliveira	58,306
Pat Ringnalda	57,508
Sandra M. Munguia	57,043
Amie N. Gambaio	56,131
Natalia Travina	55,724
Marla Bolling	55,398
Carmen J. Felix	54,082
Nicole J. Canamare	53,961
Roya M. Mattis	53,504
Francene M. Anderson	53,207
Tracey L. Chavez	52,984
Sharri M. Kirschner	52,334
Shaunah L. Sherman	52,036
Margi Whitworth	51,886
Rebecca Milligan	51,438
Barbara L. Bayer-Coulter	51,375
Patti Cornell	51,261
Sandra Tatzler	51,252
Holli Thompson Lowe	51,118
Betty B. Lucido	50,770
Susan K. Janish	50,594
Penny J. Jackson	50,193
Laurie C. Cole	50,107
Jill A. Unruh	50,047
Tina M. Wright	49,897
Deirdre L. Eschauzier	49,880
Michelle Annesse Bleichert	49,087
Kristin Myers	48,974
Alicia Borkowska	48,807
Denise E. Crosby	48,752
Charlene Grubbs	48,426
Ella M. Chick-Power	48,335
Patty Webster	48,077
Kathy Eckhardt	47,898
Susan Moore	47,853
Tammy A. Vavala	47,583
Judi Tapella	47,265
Vashti Day	46,757
Sarah Elizabeth Miller	46,361
Vicki B. Crank	46,277
Kyla Jean Dodson	46,173
R. Sue Miller	45,907
Linda F. Owens-Hale	45,684
Renee Conn	45,116
Harriett Sharpe	44,803
Sandra Giraldo Kirchoff	44,531
Maria E. Jesus Placencia	44,337
Mary C. Estupinan-Martel	44,286
Maria De Jesus Ramales	43,943
Kathryn L. Engstrom	43,764
Jaime Marie Bittner	43,629
Menina M. Givens	43,494
Rondi Allen	43,283
Stacy O. Ervin	43,109
Anna Marie Rowe	43,043
Ruthie Bretteset-Mount	42,515
Jill Derrell	42,504
Holly L. Ennis	41,935
Sallie S. Pierce	41,829
Nancy Sidoti	41,753
Anne Geertsen	41,461
Beth H. Piland	41,284
Danielle Lois Desiante	41,052
Anita N. Conley	40,890
Barb S. Yopst	40,558
Amy C. Schule	40,378
Connie L. Young	40,177
Mary Beth Stallum	40,105
Melissa Nix Henderson	40,064
Maria Virginia Lopez	40,011
Angeline N. Nchako Njamta	39,792
Tommi Pleasure	39,550
Barbara Ashworth	39,345
Lynette Sorrentino	39,003
Sherry S. Hanes	38,928

Andrea Lee Converse	38,767
Wendy Lyn Phillips	38,700
Jeanie K. Navrakl	38,681
Shauna Lynn Abbotts	38,543
Joyce Recenello	38,385
Sherry L. Fields	38,283
Kim Kuehl	38,227

DIAMOND

Kim I. Cowdell	\$118,958
Audrey K. MacDowall	92,373
Kelly Willer-Johnson	91,545
Melinda M. Balling	86,704
Evelinda Diaz	86,572
Karen L. Kunzler	86,327
Pat A. Nuzzi	84,225
Rosibel L. Shahin	82,510
LaRonda L. Daigle	77,349
Heidi Goetzer	70,597
Caterina M. Harris	69,766
Carol Lee Johnson	68,903
Marsha Morrissette	68,174
Brenda K. Howell	68,124
Maricarmen Gonzalez	67,157
Evitelia Valdez-Cruz	65,985
Sheryl Peterson	65,036
Minerva Basilio Malagon	64,571
Julie Schlundt	64,206
Magdalena Diaz de Leon	64,172
Jeanette E. Beichle	63,318
Deanna L. Spillman	61,758
Judy Flummerfelt-Gerstner	61,398
Jenny R. DeMell	60,750
Sandra Molina	59,500
Vivian Diaz	59,322
Lisa Rada	59,022
Lisa A. Stengel	58,919
Nancy Fox Castro	58,839
Terri J. Beckstead	58,466
Joyce A. Newell	56,346
Peggy Sperling	56,132
Eileen M. Huffman	56,096
Brenda Bennett	55,788
Suzanne T. Young	55,405
Kim A. Messmer	55,234
Heather M. Julson	54,659
Patricia Carr	54,654
Mary P. Creech	54,535
Ana X. Solis	53,282
Nancy Ashton	52,667
Donna K. Smith	52,461
Wendy E. Herren	52,138
Debbi Banker	52,040
Sharon B. Carney-Wright	51,645
Karen M. Bonura	51,510
Stephanie Ann Showers	51,246
Margarita Velez	50,899
Arianne C. Morgan	50,527
Cruz L. Zaldivar	50,475
Judy Higgins	50,073
Jodi Carison	49,920
Maria I. Monarrez	49,554
Trudy Miller	49,436
Connie L. Russo	49,266
Maria Reyna Huerta	49,223
Cindy S. Kriner	48,706
Kristen C. Spiker	48,532
Rebekah Hirneisen	48,131
Betty McKendry	47,884
Chatney Gelfius	47,821
Vicki O'Bannon	47,754
Dayna L. Lemke	47,728
Roxanne Barnett	47,668
Rosmary A. Baez	47,633
Lady Carol Campbell	47,131
Faith A. Gladding	46,847
Terrie Guillou	46,816
Judy Russell	46,533
Beth Brinkley	46,465
Ashley K. Payne	46,024
Sharee Mungler	46,024
Missy Shopshire	45,724
Julie Danskin	45,718
Kathy I. Rosetti	45,692
Shelly Palen	45,692
Maranda Michelle Rains	45,614
Morayma Rosas	45,593
Char Griffin	45,556
Tina Nicole McLean	45,387
Amanda Blair Stokes	45,362
Krista A. Johnson	45,285
Pat Joos	45,260
Stephanie A. Richter	45,165

Teresa A. Lischwe	45,047
Nellie R. Anderson	44,961
Karime Rosas	44,640
Gloria Padilla	44,292
Gina I. Ambrossi	44,280
Mery C. Ramirez Bravo	43,999
Jill D. Davis	43,767
Chris DeMeuse	43,709
Mileta K. Kinser	43,619
Melissa Mays	43,588
Ginny Granke-Kimberland	43,563
Stephanie Audino	43,513
Jennie L. Pepke	43,476
Nikki Hail Edgemon	43,421
Linda J. Bird	43,305
Lara F. McKeever	43,210

RUBY

Kimberly Cavarretta	\$106,903
Ekene S. Okafor	95,184
Roli Akperi	94,720
Lisa Anne Harmon	90,449
Thessy Nkechi Nwachukwu	87,222
Krystal D. Downey-Shada	80,201
Carmen Nunez	73,631
Jodie Roman	72,824
Gina Beekeley	65,608
Mary Sharon Howell	65,275
Julie Smith	63,923
Diane Covington	63,728
Laura A. Kattenbraker	61,715
Anne Obiageli Akanonu	61,532
Sylvia J. Cook	60,067
Candy D. Lewis	59,894
Jacqueline N. Alford	59,617
Michele Semper	59,205
Debbie A. Elbrecht	59,058
Edith Ngozi Nwachukwu	57,890
Dorothy C. Ibe	57,570
Mary Jo Dalen	56,776
Linda Leonard Thompson	55,363
Phina N. Onwuachi	54,810
Elizabeth Medermach	54,250
Margi S. Eno	53,008
Jeanette M. Thompson	52,651
Kari Hess	52,036
Lisa V. Bauer	52,000
Karen M. Getty-Hopkins	51,939
Maria Salazar Ibarra	51,848
Paticia Nwokoye-Plus	51,591
Stella Onyeise	51,120
Jan Stone	50,667
Dori M. Fennell	50,264
Liz Whitehouse	50,005
Phuong L. White	49,905
Stacey P. Nelson	49,608
Sherrrie L. Clemons	49,599
Donna Clark	49,187
Cindy L. Yates	48,960
Judy Lund	48,755
Nancy G. Spearman	48,617
Alicia Bivens-Jones	48,501
Mary L. Morgan	48,057
Vicki Jo Auth	47,846
Terri A. Oppenheimer-Schafer	47,514
Lisa A. DeLucia	47,303
Sandra Braun	47,153
Donna B. Meixsell	46,890
Gloria Dominguez	46,808
Marnie R. Yunger	46,797
Amber L. Faulk	46,642
Mary B. Wilkinson	46,637
Donna F. Knotts	46,205
Tracy A. Crisler	45,766
Lee A. McCarthy	44,844
Jennifer Jean McNulty	44,780
Debra Moore Kinley	44,713
Barbara L. Harrison	44,244
Suanne P. Eaton	43,724
Rebecca W. Cox	43,690
Gwen Nicholas	43,633
Stacey Hoover	43,448
Keri A. Nichols	43,349
Kali DeBlender Brigham	42,970
Tracy Ley	42,716
Natalie A. Rivas	42,613
Julie Thomas	42,607
Paulette Savoy	42,454
Rose Mary Neel	42,155
Martha Lynn Bradford	41,930
Mary Alice Dell	41,848
Pam Oswald	41,546
Rocio Rebollar	41,405

Eleanor M. Reigel	41,078
Gale Elliott	41,019
Carol Fehr	40,921
Kelly Tansey	40,743
Glenda L. Fernando	40,639
Rosa M. Lamb	40,548
Vickie A. Willey	40,324
Lacy Janel Nickelson	40,187
Michelle L. Shipman	40,181
Peggy Young	40,060
Tammy Krueger	40,053
Janet S. Pavey	39,673
Margaret H. Gormly	39,296
Brenda Fenner	39,195
K. T. Marie Martin	38,994
Deborah K. Hack	38,597
Linda Sigle	38,571
Cyndy Legowski	38,220
Ann Clement	38,187
Becky M. Xepoleas	38,173
Deborah S. Bailly	38,133
Gena Rae Gass	38,096
Jeannette Curren-Cochran	37,915
Jan Martino	37,907
Gaynell L. Kennedy	37,828

SAPPHIRE

Paola J. Ramirez	\$156,105
Kristi M. Nielsen	92,937
Tracy Potter	90,207
Judy Weaver	87,189
Jennifer L. Semelsberger	78,377
Sherrri Ammons	73,584
Jill L. Glockner	70,017
Kathy R. Bullard	67,642
Elizabeth Sanchez	65,964
Linne' Lane	64,223
Zasha Noel Lowe	63,939
Randi Stevens	63,868
Janelle A. Ferrell	63,637
Catalina T. Barahona	62,541
Joanna Helton	62,466
Linda L. Quillin	60,753
Alison Renee Jurek	58,620
Terry A. Hensley	58,459
Phyllis I. Pinsker	58,336
Lyris Yee	58,309
Dolores Keller-Wills	57,820
Angie S. Day	56,898
Peggy B. Sacco	56,735
Lady Ruth Brown	55,733
Christy Bigham	55,395
Windy Louise Franklin	55,282
Ann W. Sherman	55,238
Pilar Najera	55,236
Marty Ulmer	55,214
Bonnie Crumrin	54,917
Gayli J. Green	54,147
Theresa Kusak-Smith	53,936
Jodi L. Feller	53,842
Kathleen E. Pytel	53,555
Tammy Romage	52,695
Siilia Evans Moses	52,522
Margaret Neill	51,934
Judy K. Johnson Englund	51,778
Bea Heath	51,107
Sylvia Boggs	49,828
Julia Mundy	49,562
Aissa Parros	49,480
Pamela D. Cox	48,945
Alejandra Zurita	48,814
Linda Klein	48,036
Ana Maria Barba	47,696
Shirley Jenkins	46,904
Debbie A. Weld	46,860
Sandra A. Zavoda	46,244
Valera Hopkins	46,051
Lorraine S. Kigar	45,683
Jill Beckstedt	45,545
Eileen Fricke	45,405
Ruby Garner	45,304
Melva M. Slythe	45,207
Delmy Ana Torrejon	45,198
Elizabeth McCandless	44,674
Barbara D. McKneely	44,527
Marie Pfarr	44,254
Lorraine B. Newton	44,178
Diane C. Epps	44,020
Lynn A. Cervini	43,708
Josefa Chacon	43,615
Joanne V. Price	43,594
Lyn H. Flaherty	43,436
Doris M. Quackenbush	42,947

Pam Garner Moore	42,455
Sara Bennett-Moore	42,367
Norma Hood	42,260
Dee Dee Boutwell	42,212
Krista Neal Wickett	42,051
Betty H. Schuler	41,872
Cindy L. Hess	41,769
Chris Havens	41,740
Debbie Clifton	41,469
Julie Neal	41,341
Blanca Celia Caceres	41,210
Terrie L. Allen	40,975
AnaMaria R. Cruz	40,832
Ginger K. Treadwell	40,654
Andrea Denise Evans	40,128
Kathleen Bonadie	40,042
Cheri L. Taylor	39,921
Angelee R. Murray	39,804
Shirley Stone	39,493
Gladis Elizabeth Camargo	39,386
Flavia Almeida	38,665
Ronnie Fitzpatrick	38,360
Natalie Reed	38,216
Elsie Jackson	38,190
Barbara Olesen Randall	38,057
Ynocenta Hernandez	37,904
Graciela Arteaga	37,828
Patsy A. Glunt	37,705
Teodora Ahumada	37,685
Debra M. Wehrer	37,331
Dianne Hacker	37,466
Denise Yates-Hernandez	37,304
Tabitha S. Wesley	37,299
Kathleen M. Hutchins	37,290

EMERALD

Auri Hatheway	\$114,642
Elaine Oatmeyer	82,787
Mayra Smalley	82,633
Linda Bradley	79,900
Hollie R. Sherrick	79,661
Joyce Young	73,024
Pam Robbins Kelly	68,644
Candy Jackson	65,667
Shawna D. Schneider	63,876
Ann Shears	63,628
Stacy D. Foust	62,455
Michele Martella Armes	61,350
Helen Asare Jakpor	59,855
Denise G. Kucharski	58,595
Jeannine R. DeVore Harris	57,144
Barbara Pleet	57,080
Kathy P. Oliveira	56,405
Anaitzel Avila	55,879
Bianca E. Arroyo	55,377
Pat Forehand	55,224
Silvia Ramos	55,189
Heather Shea Catts	54,948
Celsa Menjivar	54,735
Vicki Powell	54,554
Teresa Maynard	54,289
Hope S. Pratt	54,160
Tracy Bryce	53,576
Rose Campbell	52,888
Rosemary Carolan	52,636
Heather A. Carlson	52,635
Kay Dickerson	51,841
Yolanda Lopez	51,837
Karen A. Jorgenson	51,160
Nancy Harder	51,152

Dana G. Berry	51,124
Brendaliz Cajigas	51,042
Barbara Gizzo	50,581
Candice M. Santomauro	49,438
Haydee Guzman	49,308
Nancy L. DeFina	49,107
Sheri L. Farrar-Meyer	48,949
Catherine Virginia Slezak	48,798
O'Nelly Encarnacion Gomez	48,709
Michelle Braham	48,467
Mary Brandenburgh	47,228
Anita Rodriguez	46,805
Marianne L. Anderson	46,647
Carrell A. Cannon	46,488
Erin Kristin Fisher	45,693
Eilis M. Smythe	45,661
Keiko M. Nakao	45,217
Kelly Marie Mac	44,877
Angela Castaneda	44,644

Commission Circle

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

PEARL

Kim L. McClure \$15,128.26
Jeanie Martin 14,646.21
Leah G. Nelson 13,108.10
Jeanie K. Navrkal 12,582.65
Alma Orrostieta 12,147.30
Carmen J. Felix 11,857.00
Tammy A. Vavala 11,796.39
Susan M. Hohlman 11,662.02
Lisa Allison 11,226.36
Dorothy D. Boyd 10,964.31
Patricia Fitzgerald 10,962.29
Cindy Machado 10,733.96
Amy Kitrill 10,335.09
Rachael M. Bullock 10,107.70
Debbie P. Grant 10,034.37
Penny J. Jackson 9,965.09
Anita N. Conley 9,816.37
Janice Baxter Hull 9,650.84
Keita Powell 9,637.12
Betsy C. Richard 9,496.58
Nadine Bowers 9,438.16
Mary C. Estupinan-Martel 9,123.86
Sandra Tatzler 8,984.03
Kathy Eckhardt 8,929.49
Sandra Giraldo Kirchoff 8,860.77
Vicki B. Crank 8,856.65
Sandra M. Munguia 8,835.52
Nicole J. Canamare 8,794.39
Marsha Bolling 8,742.28
Hollie Thompson Lowe 8,727.66
Shaunah L. Sherman 8,718.06
Tracey L. Chavez 8,705.41
Sally Moreno 8,669.60
Patty Webster 8,561.30
Pat Ringnald 8,448.71
Betty B. Lucido 8,434.06
Amie N. Gambolan 8,311.36
Angel B. Toler 8,305.87
Elizabeth B. Muna 8,291.60
Peggy Matish 8,253.11
Luz J. Diaz Almeyda 8,212.52
Natalia Travilina 7,952.26
Patti Cornell 7,938.53
Lisa Olivares 7,899.68
Judi Tapella 7,874.38
Susan Moore 7,873.15
Roya M. Mattis 7,852.74
Mary Beth Slatum 7,813.69
Francene M. Anderson 7,735.22
Judy Brack 7,712.67
Mary Claire Tapley 7,701.82
Anne Geertzen 7,646.42
Susie Kopacz 7,632.90
Shari M. Kirschner 7,580.86
Rebecca Milligan 7,525.27
Ella M. Chick-Power 7,484.78
Alicia Borkowska 7,463.42
Nadine H. Huckabee-Stanley 7,461.47
Charlene Grubbs 7,421.90
Maria De Jesus Ramales 7,376.45
Evelyn Pirhalla 7,309.06
Barbara Ashworth 7,304.36
Michelle Annese 7,296.04
Bleichert 7,286.25
Ruthie Bressette-Mount 7,280.20
Denise E. Crosby 7,280.20
Angel R. Cruz 7,277.26
Garciguirre 7,255.34
Mary Ellen D'Amico 7,225.26
Tommi Pleasure 7,225.26
Maria Virginia Lopez 7,191.53
Lynette Sorrentino 7,048.99
Kathryn L. Engstrom 7,025.86
Barbara L. Bayer-Coulter 7,020.53
Harriett Sharpe 6,999.46
Irene K. Foster 6,987.82
Kyla Jean Dodson 6,951.63
Marcia Madeira Cox 6,946.83
Holly L. Ennis 6,926.01
Barb Layman 6,919.59
Kristin Myers 6,856.44
Marilyn A. Ricker 6,737.23
R. Sue Miller 6,732.91
Shauna Lynn Abbotts 6,644.01
Marita W. Campbell 6,634.56
Nancy Sidoti 6,625.23

Renee Brooks 6,605.86
Wendy Lyn Phillips 6,569.68
Miriam Munoz 6,507.16
Mara C. Lane 6,505.99
Victoria Rachel Piccirilli 6,483.40
Jill A. Unruh 6,420.13
Tina M. Wright 6,415.67
Susan K. Janish 6,362.13
Sherrae E. Koehler 6,323.25
Deirdre L. Eschauzier 6,323.03
Jill Derrell 6,322.03
Rita Schaefer 6,312.95
Menina M. Givens 6,312.02
Ringer Conn 6,283.66
Ginger J. Benedict 6,252.35
Stacy O. Ervin 6,248.25

DIAMOND

Kim I. Cowdell \$15,548.20
Rosbel L. Shahin 13,951.49
Audrey K. MacDowall 13,481.86
Marcy Carmen Gonzalez 12,927.49
Evelinda Diaz 12,812.03
Deanna L. Spillman 12,742.38
Melinda M. Balling 12,578.80
Kelly Weller-Johnson 12,572.35
Pat A. Nuzzi 11,995.15
Maria I. Monarrez 11,749.20
Caterina M. Harris 11,684.51
Marsha Morrisette 11,467.77
LaRonda L. Daigle 11,311.56
Sheryl Peterson 11,278.45
Heldi Goelzer 11,103.04
Nancy Ashton 10,817.76
Carol Lee Johnson 10,618.55
Maria Flores 10,373.24
Evelita Valdez-Cruz 10,236.86
Morayma Rosas 10,235.83
Karen L. Kunzler 10,146.88
Vivian Diaz 10,096.01

Omosolape O. Akinyoye 10,052.67
Terri J. Beckstead 10,031.07
Connie L. Russo 10,015.87
Jeanette E. Beichle 9,969.97
Julie Schlundt 9,966.18
Peggy Sperling 9,955.55
Suzanne T. Young 9,886.32
Brenda K. Howell 9,839.38
Juanita Gudino 9,819.66
Martha Kay Ralle 9,667.54
Heather M. Julson 9,283.39
Julie Hattabaugh 9,276.93
Priscilla McPheeters 9,208.91
Krista A. Johnson 9,125.17
Ana X. Soils 9,116.80
Eileen M. Huffman 9,093.29
Rosemary A. Baez 9,040.40
Julie Danskin 8,996.96
Ada Y. Garcia-Herrera 8,917.38
Minerva Basilio Malagon 8,856.78
Magdalena Diaz De Leon 8,847.81
Nancy Fox Castro 8,815.77
Lisa A. Stengel 8,795.85
Betty McKendry 8,758.28
Mary Jacobson 8,640.17
Trudy Miller 8,621.68
Pat Joos 8,568.13
Mary P. Creech 8,475.16
Brenda Bennett 8,419.57
Rose Rodriguez 8,338.26
Jenny R. DeMell 8,317.90
Lisa Rada 8,270.70
Nellie R. Anderson 8,246.45
Audrey J. Doller 8,239.11
Karen M. Bonura 8,173.63
Lisa Hackbarth 8,173.52
Joyce A. Newell 8,146.97
Deborah Dudas 8,031.22
Stephanie Audino 8,024.16
Linda C. Weniger 8,019.47
Gina I. Ambrossi 7,995.68
Julie Garvey 7,960.32
Lila DeWeber 7,941.55
Ana Carolina Alvarez 7,931.25
Patricia Carr 7,908.64
Lara F. McKeever 7,888.40
Susan K. Carlson 7,809.86

Maria M. Martinez-Ardon 7,741.48
Debbi Banker 7,729.16
Teresa A. Lischwe 7,721.74
Kim A. Messmer 7,714.85
Valorie Jean White 7,711.69
Karime Rosas 7,700.94
Sharon B. Carney-Wright 7,671.97
Lesla Rae Franken 7,613.12
Donna J. Saguto 7,596.05
Mileta K. Kinser 7,567.47
Norma Lee Shaver 7,563.65
Donna K. Smith 7,556.23
Margarita Velez 7,554.22
Sandra Molina 7,551.75
Mery C. Ramirez Bravo 7,471.20
Kathe Cunningham 7,439.45
Rosa C. Fernandez 7,439.37

Judy Flummerfelt-Gerstner 7,429.89
Dayna L. Lemke 7,423.84
Elvi S. Lamping 7,393.83
Missy Shopshire 7,382.24
Faith A. Gladding 7,360.66
Marlinda R. Brown 7,352.17
Roxanne Barnett 7,344.88
Stephanie A. Richter 7,322.91
Mary Beissel 7,318.75
Susan J. Pankow 7,307.97
Caroline Sagsukey 7,266.75
Maggie Butcher 7,247.00
Shelly Palen 7,230.65
Lou Cindy Utley 7,199.19

RUBY

Thessy Nkechi Nwachukwu \$21,719.55
Ekene S. Okafor 17,370.10
Lisa Anne Harmon 13,538.88
Kimberly Cavarretta 13,166.26
Carmen Nunez 11,694.56
Roli Akperi 11,629.42
Michelle Semper 11,440.21
Vicki Jo Auth 10,904.00
Cindy Roman 10,666.76
Judie D. Lewis 10,316.18
Diane Covington 9,902.40
Julie Smith 9,764.57
Edith Ngozi Nwachukwu 9,760.92
Dorothy C. Ibe 9,756.07
Terri A. Oppenheimer-Schafer 9,522.70
Krystal D. Downey-Shada 9,358.77
Gina Beekley 9,322.01
Gena Rae Gass 9,306.74
Anne Obageli Akanonu 9,178.61
Mary Sharon Howell 9,070.28
Mary Alice Deil 9,036.83
Donna B. Meixsell 8,920.45
Laura A. Kattenbraker 8,876.85
Debbie A. Elbrecht 8,776.60
Jacqueline N. Alford 8,744.60
Sherrine L. Clemons 8,487.11
Sylvia J. Cook 8,472.91
Lisa V. Bauer 8,289.59
Stella Nwokoye-Plus 8,282.94
Mary Jo Dallen 8,279.20
Donna Clark 8,276.10
Gaynell L. Kennedy 8,138.97
Jan Stone 8,132.86
Rose Mary Neel 8,113.04
Phuong L. White 8,109.16
Giorgio Dominguez 8,090.59
Linda Leonard Thompson 7,964.78
Marnie R. Yungler 7,947.51
Dori M. Fennell 7,856.07
Lisa A. DeLucia 7,811.28
Miriam Alexander 7,784.90
Jeanette M. Thompson 7,753.69
Alicia Biwens-Jones 7,711.57
Stacey P. Nelson 7,710.67
Elizabeth White 7,688.11
Liz Whitehead Medernach 7,672.60
Margi S. Eno 7,660.59
Phina N. Onwuachi 7,606.91
Tracy Ley 7,443.06
Mary Lou Ardohain 7,442.62

Diana Gutierrez 7,437.08
Maria Salazar Ibarra 7,396.31
Teri A. Nichols 7,373.90
Judy Lund 7,351.86
Cindy L. Yates 7,274.63
Rocio Rebolari 7,193.61
Mary L. Morgan 7,191.61
Brenda Fenner 7,119.61
Pat Z. Allen 7,105.54
Karen M. Getty-Hopkins 6,992.79
Barbara L. Harrison 6,991.03
Vicki S. Lindsay 6,990.03
Susan C. Dunlap 6,984.80
Gail Bauer 6,838.34
Lee A. McCarthy 6,816.53
Sylvia Limon Martinez 6,785.89
Tracy A. Crisler 6,742.44
Tami Hess 6,736.93
Paulette Savoy 6,717.52
Donna F. Knotts 6,659.43
Helen Naomi Godswill 6,647.39
Gwen Nicholas 6,615.27
Vickie A. Willey 6,610.82

Jeanette Curren-Cochran 6,591.71
Kali DeBlander Brigham 6,579.08
Sandra Braun 6,544.32
Natalie A. Rivas 6,525.13
Jan Martino 6,460.75
Nancy G. Spearman 6,423.46
Jacqueline Donna Shay Akine 6,376.97
Carol Fehr 6,344.13
Candace Laurel Carlson 6,339.48
Mary B. Wilkinson 6,303.35
Joyce Ormene 6,299.99
Chioma Ajaebu 6,262.35
Peggy Young 6,260.25
Eleanor M. Heigel 6,236.84
Kathleen C. Savorgnan 6,201.01
Cindy Anderson 6,166.02
Amber L. Faulk 6,137.71
Jeanie Ripley 6,018.61
Mary D. Whitman 5,997.61
Patricia Onyise 5,962.57
Michelle M. Visco 5,959.93
Susan C. Ehrnstrom 5,958.50
Rebecca W. Cox 5,947.12
Patti Maxwell 5,931.40
Kay McClinton 5,916.48
Linda Sigle 5,882.73

SAPPHIRE

Paola J. Ramirez \$19,555.97
Julie Weaver 13,122.27
Elizabeth Sanchez 12,730.95
Tracy Potter 12,362.20
Kristi M. Nielsen 11,543.46
Delmy Ana Torrejon 11,276.09
Jennifer L. Semelsberger 11,249.57
Lady Ruth Brown 11,006.52
Alison Renee Jurek 10,932.71
Julia Mundy 10,490.28
Phyllis I. Pinksler 10,366.32
Ana Maria Barba Gladiis Elizabeth Camargo 10,212.60

10,185.42
Randi Stevens 10,157.75
Linne' Lane 10,058.27
Kathy R. Bullard 9,890.88
Sherri Ammons 9,842.50
Dolores Keller-Wills 9,827.14
Joanna Helton 9,623.89
Maria Aguirre 9,533.33
Angie S. Day 9,492.63
Debra M. Wehrer 9,453.46
Catalina T. Barahona 9,306.68
Peggy B. Sacco 9,118.80
Pilar Najera 8,957.39
Zasha Noel Lowe 8,946.97
Siliisa Evans Moses 8,903.35
Ann W. Sherman 8,859.37
Tammy Romage 8,692.13
Julie Neal 8,648.89
Sylvia Boggs 8,642.38
Janelle A. Ferrell 8,636.07
Ruby Garner 8,548.27

Gayle J. Green 8,467.13
Pamela D. Cox 8,252.00
Elizabeth McCandliss 8,247.26
Theresa Kusak-Smith 8,107.75
Jill L. Glockner 8,017.42
Bettye Wilson 8,009.91
Judy K. Johnson Englund 7,868.46
Natalie Reed 7,848.99
Marty Ulmer 7,847.86
Jill Beckstedt 7,726.65
Lyris Yee 7,726.23
Maria G. Diaz 7,699.27
Norma Hood 7,586.21
Windy Louise Franklin 7,488.79
Wendy Clausen 7,470.59
Marie Ptari 7,469.63
Linda L. Quillin 7,464.91
Eileen Fricke 7,387.86
Terry A. Hensley 7,368.50
Josefa Chacon 7,349.89
Jodi L. Feller 7,334.24
Sherrl Reindl 7,281.79
Kimberly D. Starr 7,276.40
Joanne V. Price 7,233.49
Debra J. Wittmer 7,176.46
Lynn Baer Roberts 7,161.95
Alejandra Zurita 7,101.39
Aissa Parros 7,086.26
Pam Garner Moore 7,084.23
Bea Heath 7,080.63
Michele T. Gallman 7,017.90
Margaret Neill 7,000.23
Christy Bigham 7,000.17
Chris Havens 6,992.55
Doris M. Quackenbush 6,936.81
Bonnie Crumrin 6,927.84
Sandra A. Zavoda 6,916.35
Melva M. Slythe 6,898.18
Jennifer Bessey 6,871.31
Moleda G. Dailley 6,840.75
Valera Hopkins 6,832.81
Linda Klein 6,819.10
Rosario Dagenais 6,815.21
Jani B. Hovey 6,807.27
Cheri L. Taylor 6,792.26
Krista Neal Wickett 6,782.39
Magdalena N. Rodriguez 6,749.63
Ynocenta Hernandez 6,689.94
Debbie A. Weld 6,685.10
Maria Elvia Lopez 6,676.76
Kathleen E. Pytel 6,654.44
Virginia E. Curry 6,626.34
Mirna Mejia 6,621.86
Lorraine B. Newton 6,621.39
Sue Ammons 6,590.37
Gena Prince 6,580.14
Shirley Stone 6,562.86
Roberto Castillo 6,562.74
Ann Ferrell Smith 6,494.93
Pete L. Huffman 6,485.08
Patsy A. Glunt 6,473.76
Diane C. Epps 6,465.91
Barbara D. McKnee 6,445.06
Jacqueline Denise Moyer 6,349.27
Shirley Jenkins 6,336.30
Mary K. White 6,277.48
Blanca Celia Caceres 6,252.61

EMERALD

Auri Hatheway \$16,497.98
Linda Bradley 13,487.88
Michele Martella Armes 12,162.26
Elaine Oatmeyer 12,062.41
Hollie R. Sherrick 11,993.66
Mayra Smalley 10,958.18
Rose Campbell 10,541.28
Pam Robbins Kelly 10,521.67
Stacy D. Foust 10,209.94
Shawna D. Schneider 9,975.02
Barbara Pleet 9,835.37
Candice M. Santomauro 9,649.97
Joyce Young 9,626.92
Helen Asare Jakpor 9,591.61
Blanca E. Arroyo 9,458.50
Heather A. Carlson 9,245.43
Kathy P. Oliveira 9,223.78

Sheri L. Farrar-Meyer 9,158.49
Yolanda Lopez 9,109.76
Ann Shears 8,979.26
Jeannine R. DeVore Harris 8,879.03
Dana G. Berry 8,855.71
Haydee Guzman 8,752.96
Candy Jackson 8,721.28
Denise G. Kucharski 8,477.48
Nancy Harder 8,452.45
Silvia Ramos 8,381.19
Mary Brandenburgh 8,176.84
Helen M. Harlow 8,161.45
Jo M. Cotton 8,139.89
O'Nelly Encarnacion Gomez 8,105.95
Kay Dickerson 8,061.78
Sandra Chamorro 8,055.49
Paula Vander Vorste 7,994.53
Evalina Chavez 7,938.18
Karen A. Jorgenson 7,918.53
Sheila J. McCune 7,914.15
Tracy Bryce 7,867.10
Zenelia Wheeler 7,838.27
Alyuska Entenza 7,793.38
Pat Forehand 7,771.14
Maria Sanchez 7,736.61
Anaitzel Avila 7,721.64
Pamela Rowe Krzmarzick 7,712.72
Barbara Gizzo 7,710.21
Tandy L. Ludin 7,700.02
Kimbi L. Bartik 7,683.20
Celsa Menjivar 7,630.95
Vicki Powell 7,628.71
Margarita Guerra 7,563.53
Heather Shea Catts 7,408.13
Hope S. Pratt 7,367.45
Erin Kristin Fisher 7,338.63
Laura A. Armstrong 7,278.49
Rosemary Carolan 7,225.83
Keiko M. Nakao 7,197.38
Brendaliz Cajigas 7,190.27
Eva M. Hall 7,066.85
Christine J. Kurzawa 7,025.83
Julie A. Griffin 7,024.15
Marina Sanchez Ramirez 7,002.19
Anita Rodriguez 6,935.64
Lisa A. Hawkins 6,861.48
Mindy S. Fischer 6,845.14
Maritza Lanuza 6,806.33
Charlotte Mantooth 6,761.69
Nancy L. DeFina 6,755.56
Trish Reuser 6,750.31
Emily Stone 6,720.98
Mary C. Cox 6,719.80
Carolyn L. DeGroat 6,701.96
Teresa Maynard 6,665.17
Catherine Virginia Slezak 6,599.27
Karln Schwab 6,582.87
Mariaelena Boquin 6,559.33
Laura Krewson 6,532.15
Beatriz D. Yanez De Mora 6,495.92
Rhonda L. Feisley 6,437.11
Nancy Graham 6,391.37
Marianne L. Anderson 6,390.65
Stacy S. Gilson 6,388.53
Karen A. Thigpen 6,363.86
Evelyn Nail 6,266.14
Lyn Sald 6,253.99
Carol M. Fulton 6,237.29
Nancy A. Berlin 6,234.74
Elaine K. Williams 6,232.09
Debbie L. Bower 6,156.58
Cory L. Kinchloe 6,136.27
Brenda D. Elliott 6,083.80
Keara Murphy 6,078.44
Sue Uibel 6,077.10
Sonia E. Argueta 6,058.84
Valerie Yokie 6,057.02
Christy Ann Harrington 6,041.67
Rosalinda Zrinsky 6,018.49
Gail Patton Menefee 6,013.52
Shirley H. Koniewicz 6,012.97
Robin S. Moody 5,981.70
Karen Hunter 5,976.13

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

Mary Kay Angels

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

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Stacy James \$42,753 PEARL	Barbara Sunden \$68,540 DIAMOND	Pat Fortenberry \$61,118 RUBY	Christine Peterson \$66,211 SAPPHIRE	Anne Newbury \$101,933 EMERALD
---	--	--	---	---

TOP UNIT — ESTIMATED RETAIL PRODUCTION

PEARL — Kim L. McClure, <i>Go Give Area</i>	\$106,177
DIAMOND — Kim Cowdell, <i>T. Crayk Area</i>	\$118,958
RUBY — Kimberly Cavaretta, <i>P. Fortenberry Area</i>	\$106,903
SAPPHIRE — Paola J. Ramirez, <i>L. Ceballos Area</i>	\$156,105
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$114,642

TOP SALES DIRECTOR—PERSONAL SALES

PEARL — Angie M. Streeks, <i>S. James Area</i>	\$10,169
DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$14,406
RUBY — Anne Obiageli Akanonu, <i>Go Give Area</i>	\$15,319
SAPPHIRE — Peggy Nichols, <i>J. Holman Area</i>	\$9,947
EMERALD — Krissy DeAnn Basham, <i>Y. Lemmon Area</i>	\$9,734

TOP BEAUTY CONSULTANT—PERSONAL SALES

PEARL — Ian Agrast, <i>L. Slinko Unit, W. DeKerlegand Area</i>	\$13,763
DIAMOND — Donna Mortimer, <i>L. Alaimo Unit, B. Sunden Area</i>	\$13,882
RUBY — Elizabeth Ann Lawler, <i>J. Parentas Unit, Go Give Area</i>	\$13,993
SAPPHIRE — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i>	\$13,131
EMERALD — Yuko Yasuma, <i>M. Brandenburg Unit, Go Give Area</i>	\$35,714

TOP TEAM BUILDER

PEARL — Sales Director Charity A. Adams, <i>M. Todd Balboa Area</i>	17 New Team Members
DIAMOND — Shannon K. Boles, <i>J. Sharla Unit, Go Give Area</i>	16 New Team Members
RUBY — Sales Director Julie A. Moshier-Chavez, <i>R. Evans Area</i>	16 New Team Members
SAPPHIRE — Meridee Cole, <i>B. Zalka Unit, C. Stoops Area</i>	16 New Team Members
EMERALD — Rachael E. Brown, <i>T. Lake-Mair Unit, D. Wiegandt Area</i>	14 New Team Members

13% Club

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

PEARL

Remmy Moshay Salako, P. Fitzgerald Unit.....	\$2,709.98
Sales Director Leah G. Nelson.....	2,674.52
Sales Director Jeanie Martin.....	1,919.22
Sales Director Shauna Lynn Abbotts.....	1,750.84
Sales Director Roya M. Mattis.....	1,748.01
Sales Director Maria De Jesus Ramales.....	1,730.98
Robyn A. House, S. Pierce Unit.....	1,666.21
Heather Kathryn Born, R. Bullock Unit.....	1,641.77
Sales Director Shaunah L. Sherman.....	1,597.99
Sales Director Nancy Sidoti.....	1,570.24
Sales Director Marita W. Campbell.....	1,494.61
Jordan Rene Litherland, A. Kitrell Unit.....	1,474.95
Sales Director Anita N. Conley.....	1,463.25
Sales Director Marcia Madeira Cox.....	1,428.90
Sales Director Wendy Lyn Phillips.....	1,398.61
Sales Director Sandra Tatzler.....	1,395.23
Sales Director Mary Claire Tapley.....	1,357.92
Sales Director Alma Orrostieta.....	1,333.77
Sales Director Jean A. Wilson.....	1,320.28
Sales Director Pat Ringnalda.....	1,254.53
Sales Director Delores E. Black.....	1,241.57
Sales Director Cathy A. Barnhart.....	1,241.27
Sales Director Tommi Pleasure.....	1,234.97
Sales Director Sandra Giraldo Kirchoff.....	1,234.38
Sales Director Rita Schaefer.....	1,220.47

DIAMOND

Sales Director Valerie Jean White.....	\$2,977.10
Sales Director Omosolape O. Akinyoyenu.....	2,254.49
Pamela Ruth Andersen, A. Stokes Unit.....	1,872.29
Sales Director Brenda Bennett.....	1,770.54
Sales Director Missy Shopshire.....	1,701.47

Sales Director Audrey K. MacDowall.....	1,643.33
Sales Director Rosibel L. Shahin.....	1,561.40
Sales Director Nikki Hall Edgemon.....	1,476.80
Sales Director Mery C. Ramirez Bravo.....	1,455.06
Sales Director Magdalena Diaz De Leon.....	1,443.00
Sales Director Peggy Sperling.....	1,427.63
Sales Director Karen M. Bonura.....	1,409.88
Sales Director Christine Wittmann.....	1,404.96
Sales Director Eileen M. Huffman.....	1,397.83
Sales Director Karime Rosas.....	1,397.73
Sales Director Heather M. Julson.....	1,371.18
Sales Director Ana X. Solis.....	1,357.17
Samantha Lunt, A. Smith Unit.....	1,346.12
Sales Director Mireya Pace.....	1,331.10
Sales Director Roxanne Barnett.....	1,312.22
Sales Director Linda C. Weniger.....	1,301.69
Sales Director Julie Danskin.....	1,301.20
Sales Director Rosmary A. Baez.....	1,287.91
Rudy Contreras, R. Shahin Unit.....	1,286.94
Sales Director Rhonda Jean Taylor.....	1,284.79

RUBY

Sales Director Ekene S. Okafor.....	\$2,534.87
Sales Director Edith Ngozi Nwachukwu.....	2,343.38
Sales Director Anne Obiageli Akanonu.....	2,279.51
Sales Director Lisa V. Bauer.....	1,899.20
Hetty Hurst, M. Bradford Unit.....	1,833.85
Ibieni Anyanwu, T. Nwachukwu Unit.....	1,774.31
Sales Director Thessy Nkechi Nwachukwu.....	1,743.53
Terri Voth Romero, G. Fernando Unit.....	1,644.44
Monica C. Ukasanya, P. Onyeise Unit.....	1,546.48
Sales Director Michele Semper.....	1,535.50
Sales Director Debra A. McDiwitt.....	1,522.17
Sales Director Valerie A. Mullin.....	1,427.92

Sales Director Jan Stone.....	1,401.34
Sales Director Phuong L. White.....	1,357.69
Mandi Lyn Gubler, T. Hess Unit.....	1,340.01
Sales Director Rosanne Pluchino.....	1,339.94
Sales Director Stella Nwokoye-Pius.....	1,277.80
Sales Director Gaynell L. Kennedy.....	1,277.06
Sales Director Elizabeth Medernach.....	1,266.07
Sales Director Amy J. Spence.....	1,236.40
Sales Director Lesa L. Patterson.....	1,229.64
Sales Director Eusebia Bonilla.....	1,226.68
Sales Director Margaret Nicholas Pennell.....	1,221.74
Sales Director Tammy L. Pope.....	1,208.25
Sales Director Helen Kuoha-Torco.....	1,188.62

SAPPHIRE

Sales Director Alison Renee Jurek.....	\$3,189.36
Sales Director Maria Elvia Lopez.....	1,629.84
Sales Director Tricia Ann Lera.....	1,614.44
Sales Director Ana Maria Barba.....	1,569.95
Sales Director Beth Thatcher May.....	1,539.10
Sales Director Jennifer L. Semelsberger.....	1,534.36
Sales Director Theresa Kusak-Smith.....	1,529.86
Sales Director Julia Mundy.....	1,481.29
Sales Director Debra J. Witmer.....	1,473.00
Sales Director Rosario Dagenais.....	1,464.29
Sales Director Jacqueline Denise Moyer.....	1,404.13
Sales Director Jodi L. Feller.....	1,346.31
Sonja F. Barry-Sansone, J. Semelsberger Unit.....	1,256.94
Sales Director Pilar Najera.....	1,254.08
Trisha E. Brash, K. Hutchins Unit.....	1,251.19
Sales Director Elizabeth Sanchez.....	1,242.44
Charlene Welch, G. Green Unit.....	1,193.24
Sales Director Agnes Stewart.....	1,189.76

Tracey Marie Ferguson, D. Breitenbach Unit.....	1,147.74
Kimberly D. Wade, P. Sutton Unit.....	1,144.88
Sales Director Aissa Parros.....	1,144.52
Sales Director Maria Dolores Plascencia.....	1,141.37
Sales Director Natalie Reed.....	1,130.09
Sales Director Rosalva Rodriguez.....	1,126.78
Sales Director Gladis Elizabeth Camargo.....	1,114.00

EMERALD

Sales Director Mary Brandenburg.....	\$2,775.66
Patricia Alvarez, E. Oatmeyer Unit.....	2,017.86
Jennifer Calafiore, M. Brahm Unit.....	1,947.08
Sales Director Jeannine R. DeVore Harris.....	1,854.03
Sales Director Michele Martella Armes.....	1,672.19
Sales Director Erin Kristin Fisher.....	1,607.52
Sales Director Candice M. Santomauro.....	1,604.46
Hollie Lynnae Darrow, H. Sherrick Unit.....	1,566.08
Sales Director Margarita Guerra.....	1,557.76
Sales Director Pam Robbins Kelly.....	1,488.89
Monica Aileen Thomas, K. Posey Unit.....	1,482.68
Sales Director Maria Sanchez.....	1,450.18
Sales Director Debbie E. Barnes.....	1,403.25
Sales Director Tracy Bryce.....	1,397.79
Sales Director Sandy Malkin.....	1,326.72
Sales Director Linda Bradley.....	1,309.36
Sales Director Kathleen L. Holmberg.....	1,292.10
Sales Director Haydee Guzman.....	1,278.13
Sales Director Reina Estrada.....	1,275.27
Sales Director Maritza Lanuza.....	1,259.47
Sales Director Shawna D. Schneider.....	1,255.09
Sales Director Keiko M. Nakao.....	1,252.00
Sales Director Mindy S. Fischer.....	1,249.69
Summer Ray Conley, G. Slater Unit.....	1,235.20
Sales Director Shirley H. Koniewicz.....	1,231.07

Sales Mentors

Special thanks to the sales mentors for the October 10, 2006, *New Independent Sales Director Education* class.



Halina Rygiel
National Sales Director
Chicago
Pearl Seminar



Karen Bonura
Senior Sales Director
Prospect, Ky.
Diamond Seminar

R. Sue Miller
Future Executive
Senior Sales Director
Oskaloosa, Iowa
Pearl Seminar

Olive Ratzlaff
Executive Senior
Sales Director
Prince Albert, Canada
Emerald Seminar

Julie Schlundt
Executive Senior
Sales Director
Mishawaka, Ind.
Diamond Seminar

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc's Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas. ©2007 Mary Kay Inc. Member: Direct Selling Association, Cosmetics, Toiletry and Fragrance Association, Applause, Beauty Blotters, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Eyesies, Go-Give, Heart to Heart, Journey, LearnMK, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKCards, myBusiness, myCustomers, Nutribeads, Ovation, Power Hair, Satin Hands, Satin Hands & Body, Satin Lips, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity are registered trademarks; and Beaut-e-News, captivating color, powerhouse skin care, Darci, Girl Time, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, Mint Bliss, MK Signature, Pink Link, Private Spa Collection, Proneval, Satin Smoothie, Smart Wiper and Ultimate Mascara are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause*® magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.

Go-Give® Award

Congratulations to the winners for February 2007.

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

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



Betty
Wilson

Pearl
Executive Senior Sales Director

Began Mary Kay
February 1974

Sales Director Debut
July 1975

Offspring five first-line,
17 second-line

National Sales Director
Nan Stroud

Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; eight-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$57,592

Personal Lives in The Villages, Fla. Husband, Roy; daughters: TyAnna, Tiffany

Favorite Quote "This is the day the Lord has made; rejoice and be glad in it" Psalms 118:24

Independent Sales Director Karen Cubler of Fort Myers, Fla., says, "Betty encourages and supports her sister Sales Directors; for Seminar, she took over all of the planning and preparation for our area."



Anita
Ruffin

Diamond
Senior Sales Director

Began Mary Kay
April 1989

Sales Director Debut
August 1990

Offspring two first-line

National Sales Director
Kathy Z. Rasmussen

Honors Cadillac qualifier; Circle of Honor; four-times Sales Director Queen's Court of Personal Sales; nine-times Circle of Achievement; Double Star Achievement; seven times gold medal winner; estimated highest monthly unit retail: \$67,440

Personal Lives in Richmond, Va. Husband, Michael; daughter, Tiana

Favorite Quote "The Lord said, 'If as one people speaking the same language they have begun to do this, then nothing they plan to do will be impossible for them.'" Genesis 11:6

Independent Executive National Sales Director Kathy Rasmussen says, "Last year Anita conducted an event for the entire Richmond area in January. There were 230 people and about two-thirds were adoptees."



Peggy
Young

Ruby
Future Executive Senior Sales Director

Began Mary Kay
July 1981

Sales Director Debut
June 1982

Offspring four first-line,
three second-line

National Sales Director
Go Give Area

Honors Premier Club qualifier; Circle of Honor; 10-times Sales Director Queen's Court of Personal Sales; 18-times Circle of Achievement; Circle of Excellence; four-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$67,070

Personal Lives in Lorton, Va. Husband, Terry; children: Katie, Amy, Colin

Favorite Quote "Lord, take me where you want me to go. Let me meet who you want me to meet. Tell me what to say and keep me out of your way." — Dr. Michael Judge, N.Y.C. Chaplain

Independent Senior Consultant Joanne Fabish of Springfield, Va., says, "When I moved to this area, Peggy welcomed me with open arms and is still treating me like one of her own. Peggy is there for everyone."



Deb M.
Miller

Sapphire
Senior Sales Director

Began Mary Kay
January 1983

Sales Director Debut
April 1989

Offspring two first-line;
seven second-line

National Sales Director
Rena Tarbet

Honors Premier Club qualifier; Circle of Honor; Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$50,882

Personal Lives in North Richland Hills, Texas. Husband, Gary; children: Jason, David, Michelle

Favorite Quote "It would be just like you to ... be a star, win a car, have a \$1,000 day, walk across Mary Kay's stage, get in your red jacket, become a Sales Director. We are onward and upward!"

Independent Beauty Consultant Lillie Gueulette of Irving, Texas, says, "As my adoptive Sales Director, Deb shows me the same love, understanding and belief that she does every member of her unit."



Heather A.
Carlson

Emerald
Executive Senior Sales Director

Began Mary Kay
March 1985

Sales Director Debut
May 1987

Offspring five first-line;
six second-line

National Sales Director
Kathy Helou

Honors Cadillac qualifier; Circle of Honor; 14-times Sales Director Queen's Court of Personal Sales; 15-times Circle of Achievement; two-times Circle of Excellence; eight-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$86,425

Personal Lives in Stow, Ohio Husband, Larry; daughters: Venessa, Natalie; son, Jeffrey

Favorite Quote "Now glory be to God who by his mighty power at work within us is able to do far more than we would even dare to ask or even dream of — infinitely beyond our highest prayers, desires, thoughts or hopes." Ephesians 3:20

Independent National Sales Director Dawn Otten-Sweeney says, "Heather has selflessly supported the Sales Directors in my area; I have watched Heather mentor women for 20 years with no differentiation."

Look Your Best This Year!

In 2007, I will live my best life by ...

You can look great on your own,

or you can look **fabulous** this year

with a little help from Mary Kay.

Be your **best self** when you

take advantage of the anti-aging

benefits of **TimeWise®** and the

captivating color cosmetics from

MK Signature™. The new year

can mean a **new you!**

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay businesses. This page should not be altered from its original form. For a printable version of this page, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

©2007 Mary Kay Inc. Printed in U.S.A.

be bold!

career conference



Make Your Plans Now!

“It only takes a spark to get a fire going.”
How true! And that spark has been found hundreds of times at Career Conference as Independent Beauty Consultants learn from the best of the best. Motivation, education, recognition – all in one place.

You can plan to register in early February on the [Mary Kay InTouch® Web site](#). Click on the Career Conference 2007 logo. The locations who meet their registration goals by Feb. 28, 2007, will be entered into a drawing to win an appearance by **Ryan Rogers** and a special *Movin' On Up* reception he will host at that Career Conference location.

Myth: I can't afford to go.

Truth: You can't afford **not** to go!

Just think: The profit from a few extra classes could pay your way, or start saving a small percentage of your earnings for this unforgettable trip. At *Be Bold!* Career Conference 2007, you will discover the big picture of what your Mary Kay business can be for you!

MARY KAY®

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

PRSRT STD
U.S. POSTAGE
PAID
MARY KAY INC.