

FEBRUARY 2008

Applause®

MARY KAY®
Enriching Women's Lives™

Fall in Love
With New Mary Kay®
Mineral Powder
Foundations

And Take a Shine to New
Mary Kay® Creme Lipstick

Get Ready for
Career Conference
2008!

Gift Sets
Customers Will Love



get it free

WITH YOUR ORDER

JAN. 16 – FEB. 15, 2008

TimeWise® Targeted-Action™ Line Reducer

Suggested Use: With TimeWise® Targeted-Action™ Line Reducer, your customers can see results within *minutes* and lasting results over time!

Just 10 minutes after this product was applied, a dermatologist in a clinical study conducted by an independent research facility saw that lines and wrinkles on the forehead and around the eyes appeared less noticeable. With continued use, it delivers lasting benefits anywhere on the face where lines and wrinkles have a tendency to “settle.” It’s your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Mary Kay® Nourishing Body Lotion Samplers With Card

Suggested Use: Slip these promotional cards into orders or hand them out at skin care classes to introduce customers to the Mary Kay® Body Care Collection. The cards include Mary Kay® Nourishing Body Lotion samplers in both Lotus & Bamboo and Red Tea & Fig. Two packs of six cards are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

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



Products not included.



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Career Conference: *Share the Dream!*

Discover how to achieve your life goals by enriching the lives of others. Career Conference 2008 offers all the education and motivation you need for making your dreams come true. Don't miss out!

For more details on BizBuilders bonuses, see Page 27.

customer service from the heart

“Service is the real heart of our business.” Mary Kay Ash knew that outstanding sales come from building a personal one-on-one relationship – a friendship – with customers. You can be a true friend and beauty expert by offering customers the ultimate in contemporary products and service tailored to their needs. When they rely and depend on you, you can build customers for life and propel yourself to Star Consultant status – your launching pad for success. And to renew your own heart and spirit, Career Conference 2008 is the place to be for sharing, celebrating and igniting dreams. You won't want to miss this engaging event!

Help for Winter Skin

Don't let Old Man Winter ruin your customers' skin! Help them find quick and easy moisturizing solutions for smooth, supple skin even during the harshest conditions.

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Love Is in the Gift

You can be your customers' No. 1 gift source for Valentine's Day with these lovely mix-and-match gift sets. Handy propping lists available online make assembly a snap!

8



lipsticks to love

According to the latest beauty trends, lipstick is experiencing a revival. From the runways to everyday wear, lipsticks in sheer shades to bright reds are hot, hot, hot! That's great news for introducing your customers to Mary Kay® Creme Lipstick featuring our glamorous black packaging and 10 incredible new shades.

Luscious Feel and Look

Now fragrance-free with an added hint of vanilla flavor, Mary Kay® Creme Lipstick is lip-smacking awesome! The long-wearing, stay-true color glides on with a lightweight, creamy texture providing a veil of protection against moisture loss and delivering maximum color impact that lasts. It's even enhanced with nourishing vitamin E and a vitamin C derivative to help protect against wrinkle-causing free radicals and everyday environmental stress.

Plus, the luxurious new black tube makes a powerful fashion statement and features a unique "click" cap that keeps the lipstick case closed while on the go. Thirty-two stunning shades provide choices for a broad range of skin tones. **\$13**

"I love Mary Kay® lipstick because it does exactly what it says. It covers without drying out your lips. I love Raisinberry for any time of the day!"

Ashli K., Frisco, Texas — Preferred Customer



selling tips **for beautiful lips** Consider these ideas

- Give customers great lip service by sending the new lipstick MKeCard® that shares the exciting news about our next generation of lipsticks.
- Drive customers to your Mary Kay® Personal Web Site where they'll discover more luscious lip looks, beauty tips to enhance their personal lip shapes and more application suggestions – all bound to spark sales! To place a virtual "open 24/7" sign on your business, be sure to open your own Mary Kay® Personal Web Site today.
- Most likely, you have lip liner and lip gloss in "platinum" packaging in your inventory. That's OK! You can offer customers a combination of black and platinum packaging. *(They look nice displayed together in the Mary Kay® Lip Clutch gift with purchase.)*

Be sure to listen to the December 2007 *Sales Force Power Hour®* CD for more great selling tips!

Price is suggested retail.

get the right lip look

Recommended lip color looks by lipstick shade and shade family

	Lipstick	Lip Liner	Lip Gloss
Berries	Apple Berry Berry Kiss Black Cherry Rich Fig Whipped Berries	Plum, Raspberry Dusty Pink, Raspberry, Plum Plum, Dark Berry Dark Berry Plum, Dark Berry	Berry Sparkle Berry Sparkle, Sugarberry Berry Sparkle, Sugarberry Starry, Sugarberry, Beach Bronze Berry Sparkle, Sugarberry
Chocolates	Amber Glow Amber Suede Bronzed Downtown Brown Gingerbread Nutmeg Rich Cocoa	Chocolate, Coral, Cinnamon Chocolate, Dark Chocolate, Cappuccino Chocolate, Dark Chocolate Dark Chocolate, Cappuccino Cinnamon, Chocolate Dark Chocolate, Cappuccino Dark Chocolate	Sweet Raisin, Coral Rose Beach Bronze, Berry Sparkle Beach Bronze, Gold Rush Beach Bronze Sweet Raisin Beach Bronze, Starry, Sugarberry Sweet Raisin
Metals	Garnetfrost Golden Mocha Freeze Pink Shimmer Sheer Blush	Raspberry, Pink, Dusty Pink Cinnamon, Plum, Raspberry Chocolate, Cappuccino Dusty Pink, Plum Plum, Raspberry	Sweet Raisin, Coral Rose Sweet Raisin, Sugarberry Sweet Raisin, Berry Sparkle, Beach Bronze Pink Diamonds, Sugarberry Sugarberry
Neutrals	Apricot Glaze Frosted Rose Raisinberry Shell Tanned Toffee	Neutral, Chocolate Dusty Pink, Plum Dark Chocolate, Plum Neutral, Pink Neutral Neutral, Chocolate	Cream & Sugar, Melon Sorbet Pink Diamonds, Sugarberry Berry Sparkle, Sugarberry Starry, Beach Bronze, Pink Diamonds Melon Sorbet, Coral Rose, Gold Rush Sweet Raisin, Beach Bronze
Pinks	Dusty Rose Hibiscus Paradise Pink Pink Melon Pink Satin	Neutral, Pink Raspberry Dusty Pink, Pink, Neutral Dusty Pink, Pink, Coral Dusty Pink, Pink	Pink Diamonds, Gold Rush Cream & Sugar, Berry Sparkle, Sugarberry Pink Diamonds, Gold Rush, Starry Coral Rose, Melon Sorbet Cream & Sugar, Pink Diamonds
Red	Red	Red, Plum, Chocolate	Starry, Beach Bronze
Tawnies	Sunburst Sunset Sweet Nectar	Chocolate, Coral Chocolate, Coral Neutral, Coral	Gold Rush, Beach Bronze Melon Sorbet, Starry Melon Sorbet, Gold Rush

Countdown to Color: I Know How You Feel



Independent Future Executive Senior Sales Director Linda Klein of Woodland Hills, Calif., is ready to address her customers' concerns about the Mary Kay®

Compact and the changes it brings. In fact, Linda remembers the last time Mary Kay Inc. revised compacts and inserts. "It's all about knowing how to deal with the emotions customers will have about the change – and about our own emotions too!" Linda shares.

Linda suggests using the "Feel, Felt, Found" format for addressing change. To do so, you simply express your understanding of how the customer feels, share that others have felt the same way and then express what you've found out about the circumstance. Linda offers this dialogue:

Feel: "I understand that you feel like you have a great Mary Kay® product that works for you, and now the Company is changing it."

Felt: "I've learned that others like you feel the same way, and they have concerns too."

Found: "I've learned that when Mary Kay makes a change, it's always for the better. Our new compact will be so much more convenient for you to use with unlimited options to meet your color cosmetics needs. And the Mary Kay® eye and cheek color formulas will be much improved. Wouldn't you like to give the compact a try when it's available?"

As an Independent Beauty Consultant, it may be helpful to use this dialogue with *yourself*. "You have to deal with the emotion of this change, too, so that you can make the transition with confidence and envision the potential for your business," Linda says.

Color News You Need to Know

More minerals are coming! You'll be excited to learn that beginning March 2008, all powder formulas, including cheek and eye colors, will be revised with a higher concentration of minerals and carry "mineral" in the product names. With an ever-expanding consumer desire for mineral products, we're staying on-trend. Look for more information coming soon!

for getting new lipstick sales off to a stellar start!

Here's one suggested response for customers who seem hesitant about the mix-and-match look:

"Sue, Mary Kay is in the process of updating all of our color cosmetics packaging to stay on-trend with current styles, starting with lipstick. Once the new black compacts launch, you'll be the first on my list to call. But in the meantime, I have everything you need for a great lip look now. In fact, I can offer you a discount on your favorite lipstick shades in the platinum case. Would you like to buy one lipstick and get one for half price?"



- Why not offer TimeWise® Age-Fighting Lip Primer as the perfect complement to lipstick? It fights fine lines and helps prevent lipstick from feathering and bleeding.

See the back cover of this *Applause*® magazine for the exciting *Kissed by Success* Lipstick Sales Challenge, Dec. 16, 2007 – March 15, 2008.



winter skin remedies

No one wants dry “alligator” skin. But if your customers don’t take special care, their skin can tend to dry out during chilly winter months and look and feel less than appealing. Here are some quick and easy remedies to offer that are designed to keep your customers’ skin looking younger and smoother all over.

Smooth and Moisturize

The Satin Lips® Set offers the Satin Lips® Lip Mask to buff away dull flakes and Satin Lips® Lip Balm to keep lips supersoft. **\$18**



Buff and Clean

Rough, dry hands are instantly cleansed, softened and moisturized with the three-step Satin Hands® Pampering Set. **\$30**



The TimeWise® Cellu-Shape™ Contouring System contains a powerful mix of ingredients, including botanicals that level out lumps and bumps and leave skin feeling hydrated all day. Use anywhere on the body you want to firm and tone! **\$55**

Shape and Hydrate



Exfoliate and Moisturize

The TimeWise® Microdermabrasion Set was developed for anyone with fine lines and visible pores or dry, flaky skin who wants to see more radiant, healthy-looking skin immediately. **Step 2: Replenish** is a rich serum that contains vitamins, antioxidants and anti-irritants that nourish the soft, smooth skin revealed by **Step 1: Refine**. **\$55**



Nurture and Renew

With the Mary Kay® Body Care Collection, skin feels rejuvenated and restored! Mary Kay® Loofah Body Cleanser, **\$16**, is gentle enough to use every day; and Mary Kay® Nourishing Body Lotion, **\$16**, helps dryness disappear. Complete the experience with Mary Kay® Deo Body Spritzer anytime, day or night, **\$18**.

Available in Red Tea & Fig or Lotus & Bamboo



All prices are suggested retail.

expert advice



Should customers exfoliate with the TimeWise® Microdermabrasion Set during winter months? Yes! Removing dry flakes energizes the skin to reveal a more radiant, healthy-looking surface. "Remember, a

change in the season means a potential change in your skin care needs, so you should always think about re-programming your skin care regimen accordingly," Vice President of Research and Development Terry Jacks says. "Dry, flaky winter skin can benefit from a regular exfoliation and moisturization program, but customers should listen to their skin's needs and customize their skin care regimen accordingly."

Dry Skin 101

The more you know, the better an Independent Beauty Consultant you can be!

What is dry skin?

Dry skin is characterized by small pores and a matte (dull) finish with little or no superficial oil or shine. Expression lines are quick to form on dry skin, especially around the eyes and mouth. Dry skin is more common in women over 50 and in those who live in low-humidity climates.

What makes the skin dry, especially during the cold or winter months?

Oil that is naturally produced for the skin is the secret for keeping skin soft and moisturized. Frequent baths or showers in hot water can strip away the natural oils from the skin, which can cause the skin to feel dry and itchy. Seasonal and environmental factors such as a dry climate, low humidity, high winds or extreme temperatures can also deplete the amount of natural oil in the skin.

Tips for beautiful, moisturized skin

- Use a humidifier to add moisture to the air inside your home in the winter.
- Wear gloves to protect your hands from the cold weather. After washing your hands, always apply a moisturizer, such as Satin Hands® Hand Cream, to lock in moisture.
- Use sunscreen and lip balm with an SPF, such as Mary Kay® SPF 30 Sunscreen* and Mary Kay® Lip Protector Sunscreen SPF 15,* year-round to protect your skin.

*Over-the-counter drug product

Check out the online *Product Guide* on the Mary Kay InTouch® Web site for more information.

mineral powder foundation: simply wonderful

It's Beauty Made Simple.

A foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes lines, wrinkles and other imperfections seem to disappear. What's not to love?

Simply Beautiful

With the addition of Mary Kay® Mineral Powder Foundation, you can offer customers a complete portfolio of foundation products, meeting everyone's needs. For a natural look, this long-wearing formula provides gorgeous buildable coverage with a light-weight feel. And it's transfer-resistant so it won't fade away midday.

Simply Perfect

To get the look, you need the right brush. The Mary Kay® Mineral Foundation Brush was created to work exclusively with this foundation. The bristles are soft, natural hair that pick up a precise amount of powder, releasing it evenly as you sweep and swirl.

Simply Paired

We've paired Mary Kay® Mineral Powder Foundation and the Mineral Foundation Brush with a beautiful gift bag for the perfect product presentation. Customers who purchase the Mary Kay® Mineral Powder Foundation and Brush Set will

receive an exclusive insert with application techniques and tips. Available in each of the six shades, this set is an ideal "all-in-one" package that helps you offer customers a complete portfolio of foundation forms. Limited-edition set, while supplies last.* **\$28**

Mary Kay® Mineral Powder Foundation, **\$18**
Mary Kay® Mineral Foundation Brush, **\$10**

Simply Share

You can tell customers about this exciting new foundation by sending the Mary Kay® Mineral Powder Foundation MKeCard®. They'll also find application tips on your Mary Kay® Personal Web Site.

Simply Great

You can tell your customers that Mary Kay® Mineral Powder Foundation:

- Provides the coverage of a foundation with the comfort of a silky powder.
- Provides a natural and flawless finish, never feeling oily or greasy during application.
- Instantly conceals minor skin imperfections and skin discolorations (such as freckles and minor blemishes).
- Is dermatologist-tested, oil- and fragrance-free and non-comedogenic.
- Offers a more natural look when you apply several light layers instead of one heavy layer, even if you want maximum coverage.



Mary Kay® Mineral Powder Foundation, \$18



All prices are suggested retail.

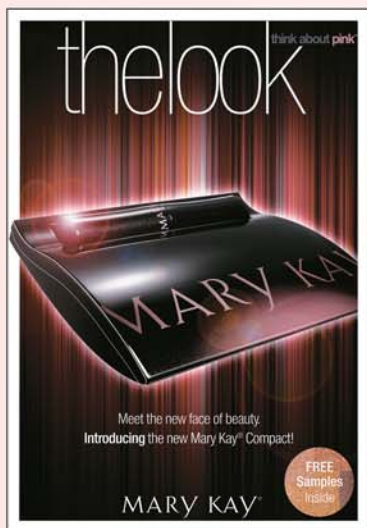
*To ensure customers understand that the new Mary Kay® Mineral Powder Foundations work best when paired with the Mary Kay® Mineral Foundation Brush, only the limited-edition set is featured in the winter issue of *The Look*.

from you to customers *with love!*

The Look Spring 2008

Enroll: Jan. 16 – Feb. 15
Cost per customer: 65 cents
Begins mailing: March 25*

Spring is almost here and opportunities for colorful sales abound! By enrolling your customers to receive the spring issue of *The Look*, you can offer them all that's new and exciting, including the new Mary Kay® Compact and pressed powders. Customers who receive this issue will be the first to sample two shades of Mary Kay® Mineral Bronzing Powder in Desert Sun and Canyon Gold. They'll also learn about the travel-sized TimeWise® Microdermabrasion Set that can be their gift with purchase and more about Mary Kay Inc.'s community outreach initiatives that touch lives in many ways. Plus, your hostesses are sure to delight in the Quilted Cosmetic Bag Set (includes three coordinating bags) they can earn by holding a class with \$200 in total retail sales and one booking. And when you enroll 45 or more new or existing customers to receive *The Look* mailing each quarter through Summer 2008, you can receive recognition at special events and a beautiful "I Build Customers for Life" pin.



New! Girl's Guide to Gorgeous Brochure

Enroll: Beginning Feb. 22
Cost per customer: 45 cents
Begins mailing: 12 to 24 business days after enrollment

Packed with beautiful images and the latest beauty trends, the new *Girl's Guide to Gorgeous* consumer brochure showcases the best of Mary Kay® skin care and color products and a beautiful Mary Kay Inc. community outreach message while presenting you as a beauty expert – all to generate interest in *your* Mary Kay business! You can send the brochure at any time to customers you've enrolled in the Preferred Customer Program. To see the entire brochure and enroll your customers, simply go to the "Preferred Customer Program" section of the Mary Kay InTouch® Web site. This brochure will be available on Section 2 starting with the March 16 Consultant order form (pk./10, \$1.50) and will be included in the First Steps team-building kit.

Help Customers Customize the Compact Spring 2008 Month 2 Mailer

Enroll: Jan. 16 – March 15
Cost per customer: 40 cents
Begins mailing: May 8*

Stylish. Convenient. Customizable. You can help your customers see how fantastic the new Mary Kay® Compact can be by sending them the *Customize Your Perfect Compact* brochure. This Month 2 mailer shows how the compact can be everything to everyone by offering unlimited fillable options. Plus, the brochure offers a sneak peek of the exciting new color line-up coming this summer. Be sure to enroll your customers in the Preferred Customer Program by March 15 to send this must-have brochure.



Compact is available on the March 16 Consultant order form.

Valentine Virtual Event Love Is Online!

You can give your customers a heartfelt Valentine's Day gift by sending them to your Mary Kay® Personal Web Site from Jan. 16 to Feb. 14 for the Valentine virtual event. Here they'll discover lovely gifts for her and him, plus great makeup tips and a Valentine color look that will have hearts a-flutter! To let your customers know about this special online event, simply go to the Mary Kay InTouch® Web site starting Jan. 16 and schedule the Valentine's Day MKeCard®. That will give them plenty of time to peruse and shop to their hearts' content – 24/7!

When you sign up your customers to receive the February *Beaut-e-News*™ e-newsletter, they'll receive even more Valentine's Day gift suggestions, beauty news and a link to your Mary Kay® Personal Web Site. It's all about love!

*Allow seven to 10 days for delivery.

gift sets from the heart



prop it!



build it!

Miracle Set

TimeWise® Miracle Set
(includes TimeWise®
3-In-1 Cleanser, Age-
Fighting Moisturizer,
Day Solution Sunscreen
SPF 25*, Night Solution
and brochure in a sheer
bag plus Mary Kay®
Foundation choice)

From \$104



Nurture and Renew Set

Mary Kay® Loofah
Body Cleanser
Mary Kay® Nourishing
Body Lotion
Mary Kay® Deo Body
Spritzer, all in Red
Tea & Fig

\$50

mix it!

Help customers express their love with these heartwarming gift sets! Look for more sets and handy merchandising ideas on the Mary Kay InTouch® Web site.

Valentine's Day. Weddings. Birthdays. Whatever the occasion, you can help customers find the perfect gift! Now, with more gift set options than ever before, you can offer customers a greater selection of mix-and-match gift sets sure to please.

To get started, simply go to the Mary Kay InTouch® Web site, then click on "Merchandising Ideas" under "Products." Here you'll find handy lists of products plus merchandising "props" that can be added together to create multiple eye-catching gift sets. Get ready to share the love!

His Domain Set

Domain® Cologne Spray
Mary Kay® Lip Protector
Sunscreen SPF 15*

\$41.50



Lovely Lips Trio Set

Mary Kay® Creme
Lipstick in Tanned
Mary Kay®
NouriShine™
Lip Gloss in
Melon Sorbet
Mary Kay® Lip
Liner in Neutral

\$36



Colors of Romance Set

Romantic Light
Color 101 Collection

\$111.50



Fabulous Face Set

Velocity® Facial
Cleanser
Velocity® Lightweight
Moisturizer
Beauty Blotters® Oil-
Absorbing Tissues

\$27



His 'n' Hers Fragrance Set

Bella Belara™ Eau de
Parfum
MK High Intensity™
Cologne Spray

\$72



Check out the Mary Kay
InTouch® Web site for
ways to create multiple
gift set combinations
using these same props!

All prices are suggested retail.
Gift sets include Mary Kay® products.
All other items are for merchandising ideas only.
*Over-the-counter drug product

taking charge *of destiny*

There's a feeling we can have sometimes of knowing we need something, but we don't know what. We only know that we don't like where we are at the moment, we don't feel great about ourselves and where we're headed, and we're unsure how to change direction. In those times, even healthy self-esteem can sink like a rock. In those times the right opportunity can be a godsend, and passing it on to another woman at the right time for her can bless you both.



Independent Executive Senior Sales Director Evelinda Diaz of Old Bethpage, N.Y., in the **Independent Senior National Sales Director Patricia Rodríguez-Turker** Area, had everything to feel good about. She had a loving, supportive, successful husband. A new baby girl. A comfortable home in her adopted country. But Evelinda, a native of El Salvador, felt something was missing. Her self-image no longer conformed to the growing dream inside her.

"Before Mary Kay, I was a business administration student in my home country," explains Evelinda. *"It was there that I married David, and after we came here and I had our first daughter, I started wanting to contribute to the family finances and make something of myself. David wasn't happy about me looking for a job, but I was tired of being known as 'Soyla.' 'Soy la que limpia, soy la que va al mercado' means the one who cleans, the one who goes out to get groceries.' Back home I studied and worked, so I was used to helping out economically,"* she shares. *"I needed to do something, to be something."*

Even so, Evelinda faced a dilemma. She didn't want to sacrifice attention to her daughter in the process of earning an income, and all the positions she heard about would require her to spend too much time away. Then one day in 1990, her aunt offered her the Mary Kay opportunity. Evelinda knew she drove a Career Car, and she admired her aunt's standing as a professional cosmetics and skin care consultant. The idea took root. *"I thought, if she can do it, so can I,"* Evelinda says, adding that at the time she was only looking for some extra cash in the family's coffers. *"Since my husband provided for everything, 'Mary Kay money' would buy extras for my little one and me."*

But Evelinda would undergo yet another transformation. Eventually she became an Independent Sales Director, and the commission checks she received made an impression on both her and David. When earning the use of her Career Car became a reality, David thought it was a hoax and went with her to the dealership to pick it up. *"When they drove the car out and handed me the keys,"* she laughs, *"he was stunned!"* Evelinda went through her own range of grateful emotions, not

the least of which was a deep sense of accomplishment. *"I wanted to prove to my husband and everyone else who said my Mary Kay business couldn't be for real that I could make this work,"* she says with a glow. *"When Cindy turned 3, Anthony, our second child, was born. I had been an Independent Sales Director for only nine months and found myself a new mom once again. That was my first big Mary Kay hurdle. But I refused to let thoughts of giving up my business overwhelm my desire to continue."*

mastering balance

As the years rolled on and Evelinda's unit and expectations grew along with her confidence, the flexibility of her Mary Kay business schedule, which dovetailed beautifully with her own needs and her family's needs, came to be the most important reward of all. *"I've been so impressed that I can be a full-time mom and wife and at the same time operate my business,"* she says. *"The freedom to function fully in all three roles has made me a well-rounded woman in all aspects of my life. I feel happy and proud of my teenagers and how they both want to succeed at school. They've had the privilege of growing up in the Mary Kay world, where they've constantly heard, 'You can do it!' Through this opportunity, I've been a role model of perseverance and improvement for everyone around me."*

As Evelinda has continued to grow, she's developed daily practices that reinforce her excellent customer service. She disciplines herself, maintaining a daily working schedule during which she makes follow-up calls, sets team-building appointments and delivers orders. *"In my opinion, success boils down to two things,"* she shares. *"You have to stick to a schedule, and you have to combine that discipline with Mary Kay's philosophy of God first, family second and career third. I tell my unit members that when Mary Kay said 'God first, family second, career third,' I'm pretty sure she didn't mean that you had to do just one of those things each day! We have to make it all work together every day, with consistency."*

expanding her mission

Evelinda smiles at the memory of how it all began: the mental image of herself as a young mother with

an infant and a simple desire to "contribute." Today she's dreaming of becoming an Independent National Sales Director. *"The Mary Kay opportunity has been a great blessing,"* she says, *"to me and through me. Now I have the privilege of seeing many of my offspring Independent Sales Directors leaving their office jobs or their cleaning jobs or their factory jobs to work as moms and Mary Kay independent businesswomen. Making that contribution to their lives has been incredibly fulfilling."*

the structure of success: evelinda's strategy

"First thing in the morning, I take time for God and my 7-month-old daughter Tiffany. Then I go to my home office to review my appointments. Later in the day, it's back to baby care again. Twice a week, I hold unit meetings in a hotel 20 miles from home. The first hour is dedicated to education, and the second hour is for recognition. I also make myself available on Saturdays and Sundays to help new Independent Beauty Consultants with their inventory, their closing techniques and award recognition. With my weekly system in place, there's no room for excuses. I always try to supply what my customers want from my inventory, and I incorporate the Preferred Customer Program for great customer relations too. But I never forget face-to-face service!"



recognition

Congratulations to the winners for October 2007.

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for October 2007; NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for September 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Oct. 31, 2007.

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



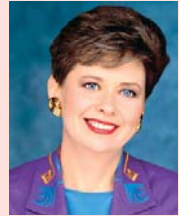
Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

On-Target for \$1,000,000 Inner Circle

Barbara Sunden\$351,318.79

On-Target for \$750,000 Inner Circle

Gayle Gaston\$306,655.75
Christine Peterson250,045.39

On-Target for \$500,000 Inner Circle

Nan Stroud\$194,943.18
Carol Anton188,179.96
Karen Piro173,734.50
Lisa Madson170,286.03
Joanne Holman167,626.43

On-Target for \$325,000 Inner Circle

Rena Tarbet\$151,115.06
Gloria Mayfield Banks151,091.79
Jan Harris143,136.14
Gloria Castaño142,812.51
Cheryl Warfield142,484.41
Pat Danforth136,325.92
Kathy Helou135,844.30
Karee Isenhardt131,580.73
Lupita Ceballos131,007.53
Patricia Rodríguez-Turker127,406.25
Linda McBroom126,498.61
Darlene Berggren119,639.93

On-Target for \$250,000 Inner Circle

Anita Mallory Garrett-Roe119,066.69
Joan Chadbourne117,969.93
Jana Cox116,771.25
Stacy James116,273.66
Cindy Williams116,007.23
Sherry Giancristoforo112,123.95
Sonia Páez110,842.41
Rosa Jackson110,641.78
Sue Kirkpatrick108,756.83
Ronda Burnside108,550.58

On-Target for \$250,000 Diamond Circle

Holly Zick\$107,519.92
Mary Diem106,432.60
Johnette Shealy105,279.78
Julianne Nagle-Hackett104,896.97
Ronnie D'Esposito Klein101,806.57
Pamela Waldrop Shaw99,065.63
Kathy Z. Rasmussen93,403.99
Doris Jancke93,029.71
Linda Toupin91,850.83
Judie McCoy91,677.45

On-Target for \$200,000 Diamond Circle

Dacia Wiegandt90,299.21
Jackie Swank89,428.78
Sonya LaVay87,029.50
Wanda Dalby84,759.51
Shirley Oppenheimer84,446.68
Joyce Z. Grady83,876.37
Debi Moore83,542.93
Lily Orellana83,389.31
Pam Gruber\$82,651.86
Tammy Crayk80,260.63

On-Target for \$200,000 Diamond Circle

Jeanne Rowland77,698.10
Diane Underwood77,467.26
Nancy Bonner77,065.38
Anita Tripp Brewton77,052.17
Kerry Buskirk76,964.28
Martie Sibert72,811.47
Gloria Baez71,942.74
Valerie Bagnol70,673.97
Maureen Ledda68,761.71
Elizabeth Fitzpatrick67,735.67
Cindy Fox67,627.20

Monthly Commissions and Bonuses

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

Diamond

Barbara Sunden***	\$96,417
Lisa Madson	48,686
Gloria Castaño**	47,169
Karen Piro**	41,045
Sonia Páez	37,947
Patricia Rodríguez-Turker*	37,761
SuzAnne Brothers	30,828
Anita Mallory Garrett-Roe*	29,369
Holly Zick**	27,408
Julianne Nagle-Hackett*	26,645
Tammy Crayk	25,913
Linda C. Toupin	25,885
Mary Diem*	24,783
Joyce Z. Grady	23,036
Pam Gruber*	22,025
Diane Underwood	21,933
Maria I. Monarrez	21,795
Dawn A. Dunn**	19,944
Kathy Z. Rasmussen**	19,788
Jo Anne Cunningham	18,608
Dalene Hartshorn	17,731
Sharon Kingrey	15,832
Connie A. Kittson	14,865
Sandy Valerio	14,502
Sharon Z. Stempson*	13,631
Diana Heble	12,945
Isabel Venegas	12,908
Charlotte G. Kosena	11,923
Diana Sumpter	10,995
Linda O. Scott	10,571
Sandra Chamorro	10,472
Betty Gilpatrick	10,422
Carol Lawler	9,763
Naomi Ruth Easley	8,618
Jan Mazzotti	8,565
Caterina M. Harris	7,234
Andrea C. Newman	4,692

Ruby

Carol Anton**	\$50,253
Pat Danforth	32,369
Ronnie D'Esposito Klein*	31,239
Karee Isenhardt*	30,327
Sue Kirkpatrick*	30,275
Wanda Dalby**	29,212
Linda McBroom**	29,209
Johnette Shealy*	25,134
Shirley Oppenheimer*	21,249
Judy Kawiecki	18,050
Jeanne Rowland*	17,820
Michelle L. Sudeth*	16,334
Pam Ross*	15,689
Margaret Winner*	15,627
Lynne G. Holliday	15,475
Elizabeth Sapanero	15,347
Candy D. Lewis	14,870
Vicky L. Fuselier	14,465
Toni A. McElroy	14,125
Gena Rae Gass	13,394
Rebecca Evans*	13,384
Nancy M. Ashley*	13,277
Kirk Gillespie	13,148
Pamela A. Fortenberry-Slate*	12,905
Bea Millsagle	12,720
Janis Z. Moon	12,686
Jessie Hughes Logan*	12,598
Kate DeBlander	12,545
Sharilyn G. Phillips	12,303
Jean Santin*	11,876
Cheryl J. Davidson	11,788
Scarlett S. Walker*	11,711
Nancy West Junkin*	11,524
Gay Hope Super	11,138
Patricia Lane	10,849
Cyndee Gress	10,746
Maria Aceto Pirro	10,611
Sue Z. McGray	10,545
Phyllis Chang	10,461
Amy Dunlap	10,138
Vicki Jo Auth	10,010
Cindy Z. Leone	10,005
Margaret M. Bartsch	9,914
Thea Elvin	9,912
Terri Schafer	9,875
Kelly McCarroll	8,961
Cindy Towne	8,902
Katie Walley	8,512
Donna B. Meixsell	8,263
Kimberly Copeland	7,847
Rhonda L. Fraczkowski	6,874
Renee D. Hackleman	5,905

Sapphire

Christine Peterson***	\$85,294
Gayle Gaston***	76,708
Rena Tarbet*	43,497
Lupita Ceballos*	35,172
Joanne Holman**	34,713
Jana Cox*	29,066
Sonya LaVay*	25,961
Valerie J. Bagnol*	22,149
Kerry Buskirk*	21,957
Gloria Baez*	20,505
Pam Kliczna-Powell	20,286
Shannon C. Andrews*	19,729
Kimberly D. Starr	16,994
Martie Sibert*	16,741
Pam I. Higgs	16,648
Mattie Dozier	16,565
Alia L. Head	15,941
Karen Kratochvil	14,885
Jan L. Thetford	14,569
Jeanne Curtis	14,537
Sherril L. Steinman	13,641
Davanne D. Moul*	13,802
Debra M. Wehrer	13,525
Maribel Barajas	13,455
Sharon L. Buck	13,379
Nancy A. Moser	12,963
Joy L. Breen	12,866
Brigit L. Briddle	12,790
Jo Anne Barnes	12,237
Vernella Benjamin	11,931
Carol L. Stoops	11,138
Gillian H. Ortega	10,758
Kendra Crist Cross	10,115
Maria Aguirre	9,974
Elizabeth Sanchez	9,562
Karen B. Ford	9,007
Jill Moore	8,098
Ann Brown	6,529

Emerald

Gloria Mayfield Banks***	\$40,076
Kathy S. Helou	36,004
Ronda Burnside*	27,552
Sherry Giancristoforo**	27,039
Lily Orellana	26,345
Debi R. Moore*	24,313
Dacia Wiegandt	23,291
Doris Jancke*	20,644
Kerry Buskirk*	20,155
Consuelo R. Prieto	19,033
Mona Butters	17,426
Jamie Cruse-Vrinios	17,269
Janet Tade*	16,038
Pamela Tull	16,024
Cindy Fox*	15,997
Cathy Bill*	15,780
Kay E. Elvrum	15,436
Joanne R. Bertalan*	14,883
Yvonne S. Lemmon	13,781
Jackie LaPrade	13,709
Cathy Phillips	13,538
Miriam Gómez-Rivas	13,493
Judy Harmon	11,481
Brenda Segal*	11,416
Jo Reynal Rogers	11,381
Nora L. Shariff	11,351
Shelly Gladstein	11,304
Kathy Rodgers-Smith	11,166
Dawn Otten-Sweeney	10,377
Irene A. Shea	10,000
Kym A. Walker*	9,981
Judy A. Rohde	9,978
Sabrina Goodwin Monday	9,761
Regina Hogue	9,484
Barbara Whitaker	9,115
Sherry A. Alexander	9,108
Cristi Ann Millard	8,726
Francie McBeth	8,438
Esther Whiteleather	7,812
Joanne Hollingsworth	7,674
Natalie Privette-Jones	7,186
Carmen Rios	6,849
Crisette M. Ellis	6,637
Phyllis R. Sammons	5,573
Pamela Cheek	4,651

Pearl

Nan Stroud***	\$43,340
Rosa Jackson**	40,289
Darlene Berggren*	38,140
Stacy I. James*	36,818
Jackie Swank*	34,047
Jan Harris**	32,472
Joan B. Chadbourne*	30,874
Cindy A. Williams	29,834
Pamela Waldrop Shaw	28,695
Cheryl Warfield**	27,903
Anita Tripp Brewton	22,488
Nancy Bonner*	21,594
Halina Rygiel	18,099
Maureen S. Ledda*	17,434
Sandy Miller	17,132
Elizabeth Fitzpatrick*	16,722
Allison LaMarr	15,324
Lise T. Clark*	14,991
Julie Krebsbach	14,986
Anabell Rocha	14,647
Pat Campbell	14,380
Monique Todd Balboa	14,203
Ruth Theodocion	13,679
Jane Studrawa	12,929
Shirley M. Oshiro	12,653
Robin Rowland	12,562
Beatrice Powell	12,380
Wilda DeKerlegand*	12,260
Lynda Jackson**	12,208
Barbara Stimach*	12,064
Glinda McGuire	12,044
Linda Kirkbride	11,543
Barbara Faber	11,384
Kathy C. Goff-Brummett	10,869
Mary Estupian-Martel*	10,834
Bett Vernon	10,614
Sylvia Kalicak	10,442
Maureen Myers	10,427
Cathy E. Littlejohn	10,090
Wadene Claxton-Prince	9,282
Rosalie Ann Medjesky	8,866
Deb Pike	7,938
Kathy Jones	7,221
Sonja Hunter Mason	6,663
Mary Pat Raynor	6,287
Bettye M. Bridges	5,766

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes August/agosto

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



Tina Nicole Belanger
Salem, Va.
A. Wade Unit

Melody Ann Buczkowski
Henryville, Ind.
E. Huffman Unit

Lucia Carbajal
Houston
L. Gutierrez-Barajas Unit

Gloria Contreras
Rosemead, Calif.
A. Quintana Unit

Fanny Graciela Cortez
Stamford, Conn.
C. Ortiz Unit

Ofelia Del Rio
Berwyn, Ill.
E. Valdez Unit

Ruth L. Everhart
Bradenton, Fla.
V. Diaz Unit

Jackie R. Ford
Lubbock, Texas
J. Ames Unit

Suzette Grant
Jamaica, N.Y.
A. Noel Unit

Felicia A. Lassiter
Sicklerville, N.J.
P. Jackson Unit



Angela Marie Lealaogata
Taylorsville, Utah
A. Hayner Unit

Maricela Ortega
Baytown, Texas
P. Escalante Unit

Brenda M. Robinson
Dumfries, Va.
M. Hughes Unit

Azucena Ruiz
Rio Rico, Ariz.
G. Acuña Robles Unit

María D. Silva
Baytown, Texas
P. Escalante Unit

Lori B. Steiger
Friendswood, Texas
J. Conant Unit

Jeanne Lynn Summers
Harrisville, Pa.
C. Russo Unit

Kathleen Wilkinson
South Jordan, Utah
C. Stevenson Unit

Congratulations to Sales Directors **Ines Alvizo**, Lawrenceville, Ga., M. Garcia Unit; **Vanessa Monique Ash**, Bellevue, Neb., K. Spiker Unit; **Madeline Aviles**, Bronx, N.Y., G. Rodriguez Unit; **Victoria M. Baltazar**, New Rochelle, N.Y., J. Rosario Unit; **Adela G. Briones**, Thornton, Colo., C. Saucedo Unit; **Laura Casas**, Mendota, Ill., T. Lischwe Unit; **Erlinda Chan**, Los Angeles, B. Arroyo Unit; **Rosa Nidia Corella**, Freehold, N.J., M. Sagal-Gaona Unit; **Juana De Los Santos**, Elmhurst, N.Y., M. Escobar Unit; **Gladys Escalera**, Bay Shore, N.Y., A. Ortiz Unit; **María E. Garfias**, Chicago, M. Guadarrama Unit; **Leodegaria Jaimes**, Sanger, Calif., G. Trujillo Unit; **Monica Martinez**, Labelle, Fla., M. Amador Unit; **Lina Mazuera**, Durham, N.C., M. Teran Unit; **Rosa E. Mendiola**, Santa Barbara, Calif., L. Saavedra Unit; **Tami Lynn Mullenix**, Sioux City, Iowa, J. Van Leeuwen Unit; **Robin Speciale**, Merrick, N.Y., E. Letts Unit; **Melissa Joann Thiesen**, Simi Valley, Calif., J. Davis Unit; **Donna D. Yarbrough**, Sugar Hill, Ga., K. Rogers Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(October 2006 debuts/debutes de octubre 2006)

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



María Grey Boza
Miami
D. Wiegandt Area
Emerald Seminar

Indhira Fernandez
Charlotte, N.C.
B. Sunden Area
Diamond Seminar

Dupe Odebo
Sugar Land, Texas
G. Mayfield
Banks Area
Emerald Seminar

Honors Society/Sociedad de Honor

(October 2006 debuts/debutes de octubre 2006)

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



Chastina Y. Bussell
New Tazewell, Tenn.
L. Toupin Area

Norma Carcamo
Laurel, Md.
P. Rodríguez-Turker Area

Kristin Jenae Rogers
Sugar Hill, Ga.
C. Kittson Area

Brenda Williams-Butts
Union, N.J.
B. Sunden Area

Congratulations to Sales Director **Alberta Aldana**, Chelsea, Mass., G. Castaño Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

diamond/diamante

Fabulous 50s/Los Fabulosos 50

(April 2007 debuts/debutes de abril 2007)

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



Pilar Garcia
Long Beach, Calif.
A. Mallory Garrett-
Roe Area

Rosario Martinez
High Point, N.C.
B. Sunden Area

Congratulations to Sales Director **Desiree Thomas-Woods**, Cropwell, Ala., K. Piro Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

On the Write Track/En buen camino (August 2007 debuts/debutes de agosto 2007)

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

Adela G. Briones
Melody Ann Buczkowski

Lucia Carbajal
Laura Casas

Rosa Nidia Corella
Ofelia Del Rio

Lina Mazuera

María D. Silva

Donna D. Yarborough

New Team Leaders/Nuevas Líderes de Equipo

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

Hermelinda Alarcon
Amalia Aldava
Maria Alejo
Fany Angel
Alondra Arias Arizon
Andrea A. Astacio Cruz
Maria Avila
Luiza Azebedo
Gracie Azzarone
Monica Baez
Irma Barahona
Dawn E. Barni
Brenda Becker Furey
Lisa P. Benson-El
Carla Bizzell
Maria S. Blanco
Iliana B. Bonilla
Corina M. Bouldin
Laura A. Burkman
Keon M. Bussey
Olga I. Cantillano
Maria L. Casillas
Veronica Castro
Krissy J. Chupp
Sara Cone

Ashley F. Corbin-Adams
Danielle Coughlan
Denise Creekmur
Joanna M. Dickison
Amparo Duran
Maria T. Echeverria
Luz Dary Echeverry
Ibelisse Encarnacion
Rubia Escobar
Maria L. Espinoza
Virginia Ewart
Olga Flores
Cindy S. Fluit
Norma P. Galaviz-Reyes
Arcedalia Garcia
Nelly Garcia
Leonor D. Gomez De La Vega
Oralia Gonzalez
Lida Y. Granados
Shelley L. Griffith
Maria De Jesus Gutierrez
Minerva L. Guzman
Rebecca R. Henson
Blanca L. Hernandez
Gillermina Hernandez

Yasmin M. Hernandez Cruz
Shauna R. Hess
Ana L. Huevo
Maria Ibarra
Katie A. Kimberly
Stefanie D. Kinney
Leslie P. Kobbe
Monica Leon
Ana Maria Lopez
Marisel Lopez
Noelle Luddington
Maria Madrigal
Hollie H. Mahoney
Alicia Marin
Lorena Marquez
Angelica Martinez
Edith Martinez
Jerlean Matthews
Kimberly S. McIntyre
Sally A. Mertens
Jacqueline M. Moore
Cristina G. Munoz
Maria Nadal
Sarah J. Nauer
Danielle Navarro

Sally Nunez Almanzar
Kelly A. Ogle
Maria Rosario Ojeda Ceja
Patty Oliver
Demy Ontiveros
Vivian C. Onyeike
Maria M. Ortiz
Judy M. Oswald
Connie S. Otto
Ana Pahuamba
Neli Palencia
Rowchel B. Paluso
Regina M. Parman
Victoria W. Parrott
Joan E. Payne
Amber E. Peterson
Candice M. Price
Maria D. Quiroz
Maria C. Ramirez
Joy M. Reitzel
Megan Ritter
Alicia Rivera
Xaron Rivera
Maria E. Rodriguez
Helga J. Romero

Yesenia G. Salvador
Maria E. Samaniego
Elva Sandoval
Delmi C. Santos
Lilian Santos
Ana Sardinias
Barbara Schneiter
Erin C. Shugart
Maria D. Tapia
Meredith D. Taylor
Yovanka Tejeda
Melissa Tew
Scarlet Torres
Sandra Valdespino
Beatriz L. Valdez
Alma Ruth R. Valencia
Blanca Vazquez
Nubia Ventura
Elizabeth M. Veraldo
Megan M. Wohler
Kelli A. Workman

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

diamond/diamante

13% Club/Club del 13%

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

Sales Director Valerie Jean White.....	\$4,456.99	Sales Director Lisa Rada.....	1,665.89	Sales Director Magdalena Diaz De Leon.....	1,339.11
Christabel Oluchi Ndubuisi, S. Ozurigo-Odum.....	2,532.73	Sales Director Yasmin Stewart.....	1,657.76	Sales Director Karime Rosas.....	1,337.78
Sales Director Morayma Rosas.....	2,045.42	Sales Director Silvia Sanchez.....	1,623.99	Patty Oliver, R. Brannon Unit.....	1,327.24
Anayanci Canales, E. Diaz Unit.....	2,003.59	Sales Director Nma Roz Okeke.....	1,563.67	Sales Director Meg Booker Stewart.....	1,310.82
Sales Director Ava Lynn Roberts.....	1,743.59	Sales Director Lisa A. Raupp.....	1,484.28	Luz Carolina Polanco, L. Penafiel Unit.....	1,291.13
Consuelo Beatriz Mendez, E. Diaz Unit.....	1,717.50	Maritza Canales, R. Umana Unit.....	1,433.77	Sales Director Linda C. Weniger.....	1,288.98
Sales Director Maria Flores.....	1,709.18	Sales Director Joyce M. Conant.....	1,424.93	Sales Director Ruth L. Everhart.....	1,274.13
Sales Director Mery C. Ramirez Bravo.....	1,681.00	Sales Director Peggy Sperling.....	1,360.09	Sales Director Linda Faye Dowell.....	1,269.42
		Sales Director Maria Matthews.....	1,346.02		

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

83 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Silvia Sanchez.....5

57 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Blanca Arroyo.....5

53 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Clara Fuentes.....7

39 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Sharon Alverson.....6

31 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yesenia Mendez.....6

24 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ana Alvarez.....5

Sales Director Luciana Zook.....5

23 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Silvia Villa.....5

22 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ruth Ojibeka.....5

19 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Anaitzel Avila.....5

17 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mariana Santos.....6

16 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Felicia Nweze.....8

Sales Director Elaine Reynolds.....5

Sales Director Morayma Rosas.....7

Sales Director Enedina Villarreal.....5

15 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Rosmary Baez.....5

Sales Director Juana Chihuahuah.....5

14 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Desiree

De Florimonte.....5

Sales Director Maria Koo.....7

Sales Director Macaria

Ramirez-Santana.....5

12 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Gloria Gavilanes.....5

Sales Director Georgina Ochoa.....5

Sales Director Mery Ramirez Bravo.....5

11 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yolanda Alvarez.....5

Sales Director Paula Chavez.....5

Sales Director Toby Loudenback.....5

Sales Director M. Marleny Reyna Huerta.....5

10 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Gina Hestand.....5

Sales Director Geraldine

Kum Ngum.....8

9 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Omosolape Akinyoyenu.....5

Virginia Alverson, S. Alverson Unit.....5

Sales Director Shavy De Los Rios.....5

Jennifer Floyd, B. Spriggs Unit.....8

Sales Director Estela Hernandez.....5

Sales Director Maggie Pereyra.....14

Sales Director Yasmin Stewart.....5

8 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Dolly Metzger.....5

Sales Director Hilaria Morales.....5

7 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Amy Allgood.....5

Sales Director Wendy Haas.....5

Sales Director Anne Leanos.....6

Sales Director Mojisola Odulaja.....5

6 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Margarita Brito.....5

Sales Director Maria Fajardo.....5

Sales Director Maria Matthews.....5

Sales Director Nancy Morabito.....5

Sales Director Mirna Rodriguez.....5

5 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Magdalena Diaz De Leon.....5

Sales Director Josephine Edet.....6

Sales Director Luz Escudero.....5

Sales Director Tina Lester.....5

4 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Maggie Arteaga.....6

Sales Director Carmen Cordero.....5

Sales Director Leticia

Gutierrez-Barajas.....5

Victoria Hueso, K. Colon Unit.....10

Sales Director Nichol Lloyd.....6

Lisa Moon-Cox, D. Spillman Unit.....6

Sales Director Jennifer Ogden.....5

Olga Quintana, R. Fernandez Unit.....5

Sales Director Alfida Rodriguez.....5

3 GOLD MEDALS/MEDALLAS DE ORO

Vicki Brown, C. Coffey Unit.....12

Maritza Canales, R. Umana Unit.....6

Sales Director Cyndi Daugherty.....5

Nubia Duran, L. Pagoada Unit.....5

Philomene Etienne, G. Ambrossi Unit.....11

Leian Fisher, N. Marcus Unit.....11

Yudelka Garcia, C. Zaldivar Unit.....6

Lorna Jaquess, P. Andersen Unit.....6

Rosa Lajara, M. Melara Unit.....12

Irene Morgan, M. Butcher Unit.....18

Ngozi Onuoha, J. Ukah-Ogbonna Unit.....10

Stephanie Pelaez, A. Pelaez Unit.....10

Sales Director Lisa Raupp.....5

Sales Director Gale Sisson.....5

Sales Director Gretchen Tubolino.....5

2 GOLD MEDALS/MEDALLAS DE ORO

Jean Alexander, J. Higgins Unit.....9

Judy Alfaro, M. Estrada Unit.....7

Ann Anyanwu, J. Ukah-Ogbonna Unit.....6

Rocio Arroyo, G. Alers Unit.....5

Anayanci Canales, E. Diaz Unit.....9

Dinorah Collazo, M. Melara Unit.....6

Eroditia Diaz, C. Miranda Unit.....6

Saida Flores, A. Rodriguez Unit.....7

Sales Director Alicia Gonzalez.....5

Sales Director Maria Gonzalez.....5

Sandra Gonzalez, L. Chavez Unit.....5

Maria Grass, G. Hestand Unit.....5

Maria Guerrero, E. Diaz Unit.....13

Josefina Gutierrez, M. Gonzalez Unit.....5

Sarah Halsted, J. Sipe Unit.....8

Maria Heredia, L. Casas Unit.....7

Angie Johnson, T. Crayk Unit.....5

Kimberly Kidd, E. Daniels Unit.....6

Liliana Madera, M. Madera Unit.....11

Sales Director Sharon McNeal.....9

Juana Medina Mora, V. Flores De Medina Unit.....9

Consuelo Mendez, E. Diaz Unit.....8

Josephine Ogbonna, R. Ojibeka Unit.....8

Sales Director Yusmary Piotrowski.....5

Luz Polanco, L. Penafiel Unit.....9

Cristela Rangel, M. R. Donjuan Unit.....6

Josefina Ruiz, A. Pelaez Unit.....7

Miriam Serrano, S. Páez Unit.....10

Shonda Vettel, W. Neugebauer Unit.....6

1 GOLD MEDAL/MEDALLA DE ORO

Margaret Adeola, O. Akinyoyenu Unit.....5

Amalia Aldava, B. Navarro Unit.....7

Angelica Alvarez, B. Arroyo Unit.....7

Andrea Astacio Cruz, S. Sanchez Unit.....5

Maria Botello, D. Ponce Unit.....6

Andrea Castillo, A. Benitez Unit.....5

Jamie Coleman, J. Sipe Unit.....5

Sara Cone, M. Lopez Unit.....8

Maria Delgado, A. Solis Unit.....7

Maria Echeverria, G. Thompson Unit.....5

Rubia Escobar, V. Flores De Medina Unit.....6

Rosa Escontrias Izaguirre, O. Tarango Unit.....5

Elvira Espinoza-Mendez, C. Hernandez Unit.....5

Maisie Fay, A. Leanos Unit.....5

Janeth Fernandez, A. Crook Unit.....5

Olga Flores, K. Del Val Unit.....5

Arcecalia Garcia, B. Arroyo Unit.....6

Ismelda Garcia, N. Bruno Unit.....7

Nelly Garcia, I. Fernandez Unit.....5

Leonor Gomez De La Vega, M. Koo Unit.....8

Maricela Gonzalez, T. Ramirez Unit.....7

Yanai Gonzalez, A. Garcia Unit.....7

Gillermina Hernandez, E. Cordova Unit.....5

Tara Hillman, H. Marks Unit.....7

Maria Huerta, M. Bonilla Unit.....5

Ana Huez, M. Gonzalez Unit.....7

Luci Jobity, D. Ferguson-Mentiply Unit.....6

Amanda Klinedinst, R. Hirneisen Unit.....7

Juana Loayes, E. Rodriguez Unit.....6

Ana Maria Lopez, M. Garfias Unit.....6

Maria Madrigal, S. Páez Unit.....6

Lorena Marquez, N. Canales Unit.....5

Edith Martinez, M. Campbell Unit.....7

Dailia Monroy, Y. Alvarez Unit.....6

Guadalupe Munoz, C. Hernandez Unit.....5

Lisa Nagle, S. Burgess Unit.....5

Vanessa Netherflain, H. Goelzer Unit.....5

Patty Oliver, R. Brannon Unit.....5

Demy Ontiveros, L. Casas Unit.....5

Nell Palencia, M. Gonzalez Unit.....8

Ana Paredes, P. Sandoval Unit.....6

Amber Peterson, T. Hand Unit.....5

Megan Ritter, K. Rogers Unit.....5

Ericka Rodriguez, M. Garfias Unit.....6

Helga Romero, M. Rivas Unit.....8

Delmi Santos, G. Maldonado Unit.....5

Lilian Santos, S. Mejia Unit.....6

Ana Sardinias, A. Pelaez Unit.....6

Kellie Spears, F. Gladding Unit.....5

Maria Tapia, M. Silva Unit.....6

Scarlet Torres, G. Rodriguez Unit.....9

Sales Director Jacinta Ukah-Ogbonna.....6

Sandra Valdespino, P. Rodriguez-Turker Unit.....5

Roxanne Watson, L. North Unit.....5

Linda Zern, A. Whittington-Stanton Unit.....5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their October 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de octubre de 2007.

Diamond/Diamante

Evelinda Diaz.....	\$143,410
Mayuli Maria Rolo.....	86,991
Evelia Valdez-Cruz.....	82,472
Ada Y. Garcia-Herrera.....	80,800
Pat A. Nuzzi.....	74,151
Bernadette Spriggs.....	72,246
Audrey K. MacDowall.....	71,380
Ana X. Solis.....	70,166
Kim I. Cowdell.....	68,689
LaRonda L. Daigle.....	68,659
Valorie Jean White.....	67,585
Vivian Diaz.....	66,726
Karen L. Kunzler.....	66,464
Heidi Goelzer.....	65,818
Stella Ozurigo-Odum.....	65,365
Lillian Y. Pagoda.....	63,528
Marsha Morrisette.....	59,119
Cecilia C. James.....	58,293
Barbara E. Roehrig.....	58,206
Melinda M. Balling.....	57,518
Ana Carolina Alvarez.....	54,058
Brenda K. Howell.....	53,755
Robbie L. Brannon.....	53,467
Alba Petaez.....	52,565
Amy Lynn Allgood.....	52,300
Lori M. Langan.....	50,847
Kim A. Messmer.....	50,629
Karime Rosas.....	50,177
Julie Schlundt.....	49,665
Chatney Gelfius.....	49,580
Peggy Sperling.....	49,542
Sheryl Peterson.....	49,434
Faith A. Gladding.....	49,334
Ana Gloria Garcia.....	49,183
Melissa R. Hennings.....	49,151
Sharon B. Carney-Wright.....	48,311
Lisa A. Stengel.....	47,846
Virginia Rowell.....	47,631
Maggie Butcher.....	47,611
Carolyn Thompson.....	47,517
Mary Kathryn King.....	47,403
Ivonne Hernandez.....	47,149
Lina Mazuera.....	47,042
Priscilla McPheeters.....	46,781
Yasmin Stewart.....	46,178
Mariacarmen Gonzalez.....	46,145
Julie J. Fox.....	45,988
Patricia Carr.....	45,932
Brenda Bennett.....	45,807
Indhira Fernandez.....	45,755
Shelley Olson.....	45,538
Deanna L. Spillman.....	45,405
Cindy L. Grace.....	45,360
Ruth Ojibeka.....	45,104
Regina E. Meyer.....	44,800
Lisa A. Raupp.....	44,226
Terri J. Prange.....	44,512
Joye Z. Stephens.....	44,354
Gerri Anne Morris.....	44,208
Nancy Ashton.....	44,124
Susan Hattem Weeks.....	43,932
Ava Lynn Roberts.....	43,848
Mery C. Ramirez Bravo.....	43,671
Carmen Hernandez.....	43,767
Nma Roz Okeke.....	43,666
Audrey J. Doller.....	43,363
Blanca E. Arroyo.....	43,198
Lisa Rada.....	43,139
Holly A. Brown.....	43,084
Rosa C. Fernandez.....	42,809
Meyra Esparza.....	42,788
Marielena Boquin.....	42,548
Arianne C. Morgan.....	42,479
Martha Reyes.....	42,403
Andrea Shields.....	41,864
Meg Booker Steward.....	41,819
Judy Higgins.....	41,693
Teresa A. Lischwe.....	41,663
Lisa Hackbarth.....	41,074
Jenny R. DeMell.....	41,072
Yvonne Tazem.....	40,998
Mary P. Creech.....	40,846
Maria Luisa Melara.....	40,824
Susan M. McCoy.....	40,770
Mary Jacobson.....	40,765

Kelly Willer-Johnson.....	40,553
Pat Joos.....	40,481
Connie L. Russo.....	40,417
Maritza Estela Gonzalez.....	40,361
Krista A. Johnson.....	40,343
Sharon Rath.....	40,220
Julie Danskin.....	40,133
Noelia Jaimes.....	39,847
Maria Isabel Rivas.....	39,632
Yosaira Sanchez.....	39,595
Nicki O'Bannon.....	39,482
Vellie R. Anderson.....	39,479
Cindy S. Kriner.....	39,413
Viviana Vargas.....	39,343
Kathy M. Viola.....	39,226

Ruby/Rubí

Ekene S. Okafor.....	\$229,032
Roli Akperi.....	129,825
Olubunmi Ebiwonjumi.....	106,436
Thessy Nkechi Nwachukwu.....	104,123
Anne Obiageli Akanonu.....	102,221
Stella Nwokoye-Pius.....	102,038
Chioma Ajaegbu.....	101,231
Oye A. Onuoha.....	97,803
Dorothy C. Ibe.....	94,156
Augusta C. Onyenemere.....	83,333
Krystal D. Downey-Shada.....	82,092
Sonya F. Goins.....	75,063
Kathleen C. Savorgnan.....	71,837
Kimberly Cavarretta.....	69,709
Appolonia Nnediogo.....	
Onwuanaegbule.....	69,156
Phina N. Onwuachi.....	64,198
Phuong L. White.....	63,654
K. T. Marie Martin.....	63,213
Laura A. Kattenbraker.....	62,191
Lisa Jonah Ndukwue.....	57,983
Lisa Anne Harmon.....	57,830
Jennifer I. Ehimika.....	57,002
Patricia Onyese.....	56,725
Nina Borislavov Shull.....	55,687
Julie Roman.....	54,880
Carmen Nunez.....	54,096
Kathy Monahan.....	53,894
Lisa N. Chovil.....	53,158
Alicia Bivens-Jones.....	51,642
Deborah K. Hack.....	51,371
Debbie A. Elbrecht.....	50,697
Candace Lyn Chambers.....	50,650
Kate Onyekere.....	50,208
Helen Naomi Godswill.....	49,847
Kali DeBlander Brigham.....	49,479
Diane Covington.....	49,236
Cathy G. Huhta.....	49,039
Deborah S. Baijly.....	48,615
Patti Maxwell.....	48,106
Marnie R. Yunger.....	47,496
Jacqueline N. Alford.....	47,335
Somer Ballard Carter.....	46,447
Kaye Driggers.....	46,238
Eva E. Holguin.....	46,105
Donna F. Knotts.....	46,032
Breda M. Teal.....	45,902
Julie Smith.....	45,606
Laura L. Loghry.....	45,227
Vicki S. Lindsay.....	44,980
Michelle M. Visco.....	44,435
Melissa Kaye Kopec.....	44,109
Maryann Clark-Durrell.....	44,006
Nancy D. Marshall.....	43,810
Corrin Cresci.....	43,783
Joyce Omene.....	43,434
Rebecca W. Cox.....	42,742
Pat Rodriguez.....	42,375
Eusebia Bonilla.....	42,367
Titulya Onasanya.....	42,332
Jan M. Moses.....	42,288
Stephanie Harvey Valure.....	42,194
Edith Ngozi Nwachukwu.....	41,163
Jenny Brindell Sapp.....	41,139
Karen Pappas.....	41,137
Mary Kallemeyn.....	40,495
Amber J. Schaffner.....	40,445
Michele Semper.....	40,240
Nancy N. Danley.....	40,010

Donna Beisel.....	39,650
Michelle L. Mathews.....	39,540
Judy Lund.....	39,028
Chick Stamschror.....	38,937
Lisa V. Bauer.....	38,903
Gloria Dominguez.....	38,859
Elsa Aracely Gannon.....	38,675
Sarah H. Wuertz.....	38,675
Colleen Robustelli.....	38,293
Donna Clark.....	38,034
Natalie A. Rivas.....	37,792
Gaynell L. Kennedy.....	37,539
Sylvia J. Cook.....	37,534
Darla L. Issa.....	37,506
Lee A. McCarthy.....	37,493
Billie Childers.....	37,019
Mary L. Holmes.....	36,874
Maria Salazar Ibarra.....	36,735
Suzanne Moeller.....	36,505
Tina M. Butzbach.....	36,486
Kimberly Dawn Hendrix.....	36,466
Beth A. Leet.....	36,443
Lorna Walker.....	36,312
Mary Sharon Howell.....	36,157
Jude-Ann B. Gargiula.....	36,096
Esther C. Barto.....	36,061
Bonnie Brannan.....	35,807
Christy M. Cox.....	35,802
Connie A. Brinker.....	35,770
Sherrrie L. Clemons.....	35,539
Julie A. Meng.....	35,482
Mary B. Wilkinson.....	35,426

Sapphire/Zafiro

Tasha Bergman.....	\$105,535
Kristi M. Nielsen.....	74,721
Julia Mundy.....	71,207
Alison Renee Jurek.....	65,026
Tracy Potter.....	63,947
AnaMaria R. Cruz.....	63,750
Ann W. Sherman.....	62,594
Julie Weaver.....	62,343
Lady Ruth Brown.....	61,580
Binta Touray Jagne.....	61,522
Judy K. Johnson England.....	60,579
Paola J. Ramirez.....	60,218
Ruby Garner.....	60,111
Jennifer L. Semelsberger.....	58,671
Linda L. Quillin.....	58,656
Maria G. Diaz.....	57,850
Jill L. Glockner.....	56,268
Zasha Noel Lowe.....	56,218
Randi Stevens.....	56,012
Melissa Miroballi.....	55,247
Tammy Romage.....	55,078
Blanca Celia Caceres.....	54,145
Joanna Helton.....	54,120
Odilia Vasquez.....	52,737
Sylvia Boggs.....	51,750
Angie S. Day.....	51,444
Cheri L. Taylor.....	50,509
Robyn S. Cartmill.....	50,476
Cheryl T. Anderson.....	49,995
Rosa Elia Meza-Sanchez.....	48,567
Jodi L. Feller.....	48,363
Lyriss Yee.....	48,091
Therese E. Simon.....	46,817
Kim B. Roberts.....	46,220
Shaniece M. Wise.....	46,094
Jeanie Helm.....	45,910
Melva M. Slythe.....	45,394
Dolores Keller-Wills.....	45,240
Estelita Saucedo.....	45,098
Lorraine B. Newton.....	45,033
G. Isela Cassidy.....	44,821
Phyllis I. Pinksler.....	44,712
Terry A. Hensley.....	44,644
Bonnie Crumrin.....	44,498
Patrice Moore Smith.....	44,472
Judy Pennington.....	43,874
Genya Prince.....	43,842
Myrna Mejia.....	43,833
Birna M. Blalock.....	43,339
Margaret Neill.....	43,230
Brenda P. O'Sullivan.....	43,221

Betty H. Schuler.....	43,155
Lynn A. Cervini.....	42,698
Rosario Dagenais.....	42,304
Candy L. Johnston.....	41,904
Sherri Ammons.....	41,838
Shelia Berry.....	41,464
Christy Bigham.....	41,460
Peggy B. Sacco.....	41,302
Ann Ferrell Smith.....	41,160
Jennifer G. Bouse.....	41,147
Jill Beckstedt.....	40,996
Julie Neal.....	40,904
Charlyn C. Eschette.....	40,670
Heather A. Plasencio.....	40,576
Terry M. Holcomb.....	40,493
Barbara A. Tyler.....	39,595
Beth S. Austin.....	39,426
Norma Hood.....	39,232
Linne' Lane.....	39,061
Frances Woodham.....	38,791
Miranda Katie Bandemer.....	38,758
Ana Maria Barba.....	38,034
Lynn Baer Roberts.....	37,505
Virginia E. Curry.....	37,274
Barbara D. McKneely.....	37,232
Diane Bruns.....	37,200
Maria Zorabel Bernal.....	37,151
Kathy R. Bullard.....	37,120
Maria Clavel.....	37,086
Dwauana Maura.....	37,049
Linda F. Merritt.....	36,635
Sandi Fitzpatrick.....	36,435
Junanne B. Mosley.....	36,391
Ronda Compton.....	36,385
Eileen Fricke.....	36,200
JoAnna P. Shippe.....	36,170
Natalie Reed.....	36,163
Teodora Ahumada.....	35,986
Amy C. Hayes.....	35,972
Hilda Marruffo.....	35,886
Gina T. Rizzo.....	35,867
Wendy Clausen.....	35,679
Danita Sajous.....	35,628
Dawn Coby.....	35,607
Sharon M. Brumbaugh.....	35,590
Heather L. Bohlinger.....	35,511
Angela S. Kigar.....	35,390
Debbie A. Weld.....	35,383
Maria Guardado.....	35,194

Emerald/Esmeralda

Pam Robbins Kelly.....	\$78,519
Elaine Oatmeyer.....	74,263
Lorena M. La Rosa.....	69,298
Kimberly Dawn Reed.....	69,057
Tanya Olivia King.....	66,969
Haydee Guzman.....	63,680
Maritza Lanuza.....	62,240
Helen Jakpor.....	60,478
Silvia Valencia.....	59,921
Auri Hatheway.....	57,963
Candy Jackson.....	57,664
Marianne L. Anderson.....	56,525
Barbara Pleet.....	55,180
Denise M. Sowder.....	54,588
Hope S. Pratt.....	53,497
Denise G. Kucharski.....	53,472
Brenda D. Elliott.....	52,577
Ayobami O. Olusa.....	52,367
Sheila J. McCune.....	51,174
Kimbi L. Bartik.....	48,837
Traci L. Smith.....	48,139
Amie N. Gamboian.....	47,680
Rose Campbell.....	47,348
Yolanda Lopez.....	47,094
Linda Bradley.....	46,088
Nancy A. Berlin.....	44,737
Rachellea Lea Brinker.....	44,505
Stacy D. Foust.....	44,321
Penny R. Walker.....	44,257
Celsa Menjivar.....	43,907
Kay Dickerson.....	43,617
Mary Brandenburg.....	43,517
Trisha Taylor.....	43,497
Nancy Harder.....	43,284

Karen A. Jorgenson.....	43,016
Andrea Steinmetz.....	42,666
Evalina Chavez.....	42,554
Myrna I. Colon.....	42,451
Elaine Jegi.....	42,257
Jane Okundaye.....	41,516
Sheri L. Farrar-Meyer.....	41,442
Brittini Heil-Schuldt.....	41,280
Hollie R. Sherrick.....	41,275
Flavia A. Rivera.....	40,818
Susan Houser.....	40,600
Roxanne K. Youngton.....	39,685
Diana Pena.....	39,405
Emily Stone.....	39,105
Rosemary Carolan.....	39,039
Tracy Bryce.....	39,038
Trish Reuser.....	38,900
Karen Hunter.....	38,784
Nancy Graham.....	38,532
Talvia W. Peterson.....	38,525
Michelle Braham.....	38,340
Mayra Smalley.....	38,320
Grace Hull.....	37,979
Margarita O. Dominguez.....	37,066
Carolyn L. Lucas.....	37,052
Catherine Virginia Slezak.....	36,671
Frankie Clapp.....	36,660
Cindy Greene.....	36,660
Stacy S. Gilson.....	36,635
Christine J. Kurzawa.....	36,449
Denise W. Montgomery.....	36,241
Donna M. Sullivan.....	36,216
Alyson Renee Young.....	35,994
Jackie L. Root.....	35,805
Annette D. Oxley.....	35,759
Susan A. Smith.....	35,623
Martha J. Roman.....	35,618
Nancy L. DeFina.....	35,193
Joyce Young.....	34,915
Elaine K. Williams.....	34,860
Shelley Bottioux.....	34,616
Janee Arancibia.....	34,261
Beitzta Hernandez.....	34,235
Deborah G. Thrift.....	33,965
Jeannine R. DeVore Harris.....	33,954
Heather Shea Catts.....	33,502
Angela L. Hurley.....	33,151
Mercedes Maria Cruz.....	33,088
Linda S. Robinson.....	33,041
Kathy P. Oliveira.....	33,004
Caren Crosby Fields.....	32,839
Kathy Apicello-Schneithorst.....	32,770
Grace Y. Adeoye.....	32,680
Rhonda Kambeitz.....	32,358
Helen M. Harlow.....	32,169
Curlay S. Morgan.....	31,872
Paula Vander Vorste.....	31,733
Luz Fernandez.....	31,479
Aida Ramallo De Escibano.....	31,453
Stacy M. Houy.....	31,422
Michele Martella Armes.....	31,070
Toya M. Drew.....	31,038
Maria R. Alcaine.....	30,907
Laurie Ann Johnson.....	30,839
Laura Camp.....	30,651
Heather A. Carlson.....	30,598

Pearl/Perla

Kim L. McClure.....	\$80,207
Lisa Allison.....	79,353
Jeanie Martin.....	76,560
Kathryn L. Engstrom.....	73,877
Amie N. Gamboian.....	69,219
Janice Baxter Hull.....	68,905
Alma Orrostaeta.....	63,006
Patricia Fitzgerald.....	61,799
Heather Marie Erbe.....	61,286
Sharon Smith Wisnoski.....	58,913
Laurie C. Cole.....	57,333
Keita Powell.....	56,529
Cindy Machado.....	55,385
Holli Thompson Lowe.....	52,061
Anita N. Conley.....	51,465
Tammy Bone.....	50,848
Pat Ringnald.....	49,743

Joyce Recenello.....	48,019
Denise E. Crosby.....	47,877
Patti Cornell.....	46,628
Jeraline B. Long.....	46,380
Lisa Olivares.....	45,880
Dorothy D. Boyd.....	45,787
R. Sue Miller.....	45,786
Stephani Estrada.....	45,083
Lindsay R. Stewart.....	44,293
Natacha Smith.....	43,759
Amy Kemp.....	43,636
Roxanne Rodriguez-Diaz.....	43,623
Patty Webster.....	43,330
Amy Stokes.....	43,221
Rose	

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in October 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Evelinda Diaz	\$21,552.92
Ada Y. Garcia-Herrera	13,308.52
Valorie Jean White	13,108.18
Vivian Diaz	12,959.30
Evitella Valdez-Cruz	12,251.84
Morayma Rosas	11,732.97
Bernadette Spriggs	11,595.33
Rosibel L. Shahin	11,333.49
Pat A. Nuzzi	10,671.75
Mayuil Maria Rolo	10,648.97
Audrey K. MacDowall	10,645.31
Heldi Goelzer	10,604.73
Ana X. Solis	10,564.80
LaRonda L. Daigle	10,289.94
Barbara E. Roehrig	10,184.02
Kim L. McDell	10,165.01
Priscilla McPeeters	9,952.66
Marsha Morrisette	9,846.95
Maria Flores	9,619.79
Yosara Sanchez	9,430.36
Mari Carmen Gonzalez	9,356.72
Omosolape O. Akinyoyenu	8,918.17
Karen L. Kuzler	8,868.34
Mary Jacobson	8,860.96
Melinda M. Balling	8,657.49
Deanna L. Spillman	8,648.43
Susan J. Pankow	8,643.55
Nancy Ashton	8,638.45
Noelia James	8,624.29
Ruth Ojibka	8,622.01
Sheryl Peterson	8,561.37
Stella Ozurigo-Odum	8,556.57
Peggy Sperling	8,464.95
Melissa R. Hennings	8,458.49
Meyra Esparza	8,423.97
Kathleen Koclanes	8,401.64
Brenda K. Howell	8,352.98
Ana Carolina Alvarez	8,258.82
Connie L. Russo	8,134.80
Faith A. Gladding	8,083.09
Martha Kay Raile	8,054.32
Mariaelena Boquin	8,038.89
Rosa C. Fernandez	7,971.08
Karime Rosas	7,922.81
Mery C. Ramirez Bravo	7,909.50
Lisa A. Stengel	7,771.23
Lillian Y. Pagoda	7,752.66
Lisa Hackbarth	7,651.38
Robbie L. Brannon	7,647.52
Lisa A. Raupp	7,608.04
Terril J. Beckstead	7,548.81
Julie J. Fox	7,519.89
Krista A. Johnson	7,454.85
Julie Schlundt	7,454.41
Nellie R. Anderson	7,389.94
Virginia Rowell	7,389.89
Yasmin Stewart	7,302.91
Rose Rodriguez	7,288.14
Yoanni Espinal	7,283.08
Maggie Butcher	7,271.96
Mary Beissel	7,244.91
Bianca E. Arroyo	7,239.03
Luzmila E. Abadía Carranza	7,228.77
Kim A. Messmer	7,176.90
Teresa A. Lischwe	7,173.34
Chatney Gelfius	7,160.04
Cecilia C. James	7,150.86
Brenda Bennett	7,125.58
Audrey J. Dolier	7,085.76
Lisa Rada	7,067.44
Bianca E. Sola	7,035.99
Julie Danskin	7,022.64
Pat Joos	6,948.70
Maritza Estela Gonzalez	6,940.60
Lina Mazuera	6,902.17
Alba Pelaez	6,895.16
Carmen Hernandez	6,888.48
Ivonne Hernandez	6,875.93
Kelly Willer-Johnson	6,832.24
Suzanne T. Young	6,778.27
Lori M. Langan	6,761.88
Nma Roz Orkeley	6,736.95
Sharon B. Carney-Wright	6,672.26
Norma Lee Shaver	6,651.58

Susan K. Carlson	6,626.14
Ava Lynn Roberts	6,625.46
Stephanie A. Richter	6,616.36
Silvia Sanchez	6,594.58
Cindy L. Grace	6,587.66
Meg Booker Steward	6,570.25
Linda C. Weniger	6,567.54
Trudy Miller	6,561.09
Holly V. Crumley	6,551.69
Carolyn Thompson	6,540.10
Lou Cinda Utley	6,522.16
Tawnya Krempges	6,497.54
Mary Beth Pfeifer	6,478.90
Ana Gloria Garcia	6,454.35
Jenny R. DeMell	6,368.92
Holly A. Brown	6,332.65

Ruby

Ekene S. Okafor	\$36,902.21
Thessy Nkachi Nwachukwu	31,776.53
Dorothy C. Ibe	18,564.16
Oye A. Onuoha	18,261.80
Stella Nwokoye-Plus	16,258.21
Anne Obiageli Akanonu	16,191.11
Roli Akperi	15,544.10
Olubunmi Ebiwonjumi	14,430.93
Chioma Ajaegbu	12,691.93
Helen Naomi Godswill	12,661.33
Augusta C. Onyenemere	12,321.48
Appolina Nnediogo	
Onwunaegbule	10,587.05
Kimberly Cavarretta	10,583.00
Krystal D. Downey-Shada	10,129.18
Laura A. Kattenbraker	9,731.36
Nina Jonah Ndukwe	9,634.17
K. T. Marie Martin	9,576.86
Kathleen C. Savorgnan	9,545.69
Sonya F. Goins	9,488.39
Phuong L. White	9,469.68
Carmen Nunez	9,288.34
Kathy Monahan	9,119.90
Alicia Bivens-Jones	9,102.01
Jennifer I. Ehimika	8,951.28
Phina N. Onwuchi	8,918.48
Michele Semper	8,836.59
Lisa N. Chovil	8,609.58
Lisa Anne Harmon	8,409.26
Jacqueline N. Alford	8,374.39
Judi Roman	8,370.49
Joyce Omene	8,220.97
Deborah K. Hack	8,043.07
Corrin Cresci	8,020.73
Gloria Dominguez	7,968.60
Mamie R. Yunger	7,707.67
Michelle M. Visco	7,660.18
Deborah S. Baijey	7,643.79
Kate Onyekere	7,615.68
Patti Maxwell	7,550.25
Titilayo Onasanya	7,417.35
Debra Covington	7,298.12
Pat Z. Allen	7,283.19
Donna F. Knotts	7,130.75
Patricia Onyise	7,125.00
Bonnie Brannan	7,035.81
Julie Smith	6,930.29
Pansy L. Pierce	6,927.18
Cathy G. Huhta	6,842.54
Vicki S. Lindsay	6,831.64
Nancy N. Danley	6,781.82
Somer Ballard Carter	6,704.73
Nina Borislavov Shull	6,694.08
Rebecca Tilley	6,660.94
Eusebia Bonilla	6,658.65
Kali DeBlander Brigham	6,652.34
Natalia A. Rivas	6,634.79
Donna Clark	6,598.92
Cissy E. Warren	6,584.22
Candace Lyn Chambers	6,580.65
Sylvia J. Cook	6,568.13
Candace Laurel Carlson	6,565.47
Karen Pappas	6,559.31
Debbie A. Elbrecht	6,537.03
Sherrile L. Clemons	6,510.43
Nancy D. Marshall	6,490.24
Laura L. Loghry	6,351.76
Colleen Robustelli	6,340.37

Edith Ngozi Nwachukwu	6,326.03
Judy Lund	6,286.30
Lisa V. Bauer	6,275.67
Maryann Clark-Durrell	6,269.22
Rose Mary Neel	6,257.39
Mimi A. Novak	6,235.16
Sue Cox	6,137.41
Miriam Alexander	6,135.07
Eva E. Holguin	6,103.03
Mary Alice Dell	6,079.12
Laurie Hallock	6,051.24
Mary Lou Ardohain	6,037.64
Breda M. Teal	5,982.11
Sheryl K. Golts	5,938.08
Chick Stamschror	5,825.89
Mary Sharon Howell	5,825.33
Rebecca W. Cox	5,788.30
Kaye Driggers	5,786.30
Melissa Kaye Kopec	5,782.06
Teri A. Nichols	5,765.23
Pat Rodriguez	5,757.66
Gina Beekey	5,739.82
Kelly Tansey	5,734.85
Elsa Aracely Gannon	5,728.56
Gina M. Gildone	5,728.52
Amber L. Faulk	5,687.66
Elizabeth A. Elder	5,682.82
Connie A. Brinker	5,679.44
Susan C. Ehrnstrom	5,644.77
Sarah H. Wuertz	5,633.68
Michelle L. Mathews	5,609.11
Maria Salazar Ibarra	5,547.49
Lesla L. Patterson	5,485.76

Sapphire

Paola J. Ramirez	\$13,581.47
Tasha Bergman	12,925.96
Mirna Mejia	11,054.76
Lily Mundy	11,033.18
Lady Ruth Brown	11,007.23
Lorraine B. Newton	10,970.32
Melva M. Slythe	10,309.04
Ruby Garner	10,053.81
Julie Weaver	10,046.65
Maria G. Diaz	10,019.23
Kristi M. Nielsen	9,744.17
Jennifer L. Semelsberger	9,659.91
Tracy Potter	9,556.03
Alison Renee Jurek	9,329.36
Jill L. Glockner	9,272.92
Tammy Romage	9,142.38
Randy K. Johnson Englund	8,972.51
Judi Stevens	8,925.13
Cheryl T. Anderson	8,824.60
Yvlyia Boggs	8,795.97
Bianca Celis Caceres	8,674.76
Ann W. Sherman	8,647.33
Ana Maria Barba	8,611.25
AnaMaria R. Cruz	8,332.00
Rosario Degenals	8,178.42
Joanna S. Day	8,129.22
Angela Helton	8,123.60
Diane Bruns	7,974.50
Pilar Najera	7,932.65
Dolores Keller-Wills	7,932.55
Binta Touray Jagne	7,921.34
Gladis Elizabeth Camargo	7,813.96
Frances Woodham	7,762.06
Therese E. Simon	7,749.07
Robyn S. Cartmill	7,734.31
Jill Beckstedt	7,711.65
Phyllis I. Pinksner	7,704.57
Natalie Reed	7,524.51
Julie Neal	7,482.73
Zasha Noel Lowe	7,448.39
Linda L. Quillin	7,378.92
Rosa Elia Meza-Sanchez	7,287.65
Cheri L. Taylor	7,229.21
Candly I. Johnston	7,158.03
Odillya Vasquez	7,144.17
Flory Palencia	7,069.09
Jeanne Helm	7,066.64
Genia Price	7,023.93
Wendy Claudon	6,977.59
Norma Hood	6,977.15
Lynn Baer Roberts	6,816.30

Peggy B. Sacco	6,743.77
Roxanne McInroe	6,681.85
Ann Ferrell Smith	6,673.21
Magdalena Rodriguez	6,643.96
Patrice Moore Smith	6,625.55
Lyris Yee	6,614.75
Patsy A. Glunt	6,568.44
Sue Ammons	6,543.95
Kim B. Roberts	6,529.14
Jodi L. Feller	6,478.88
G. Isela Cassidy	6,441.82
Angeles Herrera	6,390.56
Lynn A. Cervini	6,388.98
Melissa Mirobali	6,317.59
Rita E. Siqueiros-Avila	6,285.15
Estela Saucedo	6,266.30
Linne' Lane	6,173.48
Debra J. Witmer	6,142.45
Shaniece M. Wise	6,023.91
Elizabeth McCandless	6,022.76
Beth S. Austin	5,967.66
Bonnie Crumrin	5,956.84
Heather L. Bohlinger	5,933.81
Betty H. Schuler	5,914.65
Elizabeth A. Poole	5,894.67
Linda Klein	5,890.78
Sandi Fitzpatrick	5,815.38
Brenda P. O'Sullivan	5,801.20
Karen D. Dorsey	5,771.43
Amy C. Hayes	5,765.45
Delmy Ana Torrejon	5,744.79
JoAnna P. Shippe	5,715.20
Denise Yates-Hernandez	5,698.20
Moleda G. Dailey	5,680.58
Maria G. Leon	5,671.09
Brynn M. Blalock	5,647.13
Judy Pennington	5,638.20
Christy Bigham	5,631.03
Eileen Fricke	5,616.49
Betty Wilson	5,612.86
Barbara D. McKneely	5,606.65
Linda A. Jones	5,606.27
Teodora Ahumada	5,597.64
Tizita Llanes	5,595.29
Sarah C. Bowering-Miller	5,564.05
Kathy R. Bullard	5,540.88
Terry A. Hensley	5,538.23
Jennifer G. Bouse	5,537.01
Charlyn C. Eschette	5,490.38

Emerald

Elaine Oatmeyer	\$13,659.50
Helen Jalkop	11,954.32
Haydee Guzman	11,908.23
Aurl Hatheway	11,876.42
Pam Robbins Kelly	11,823.28
Barbara Pleet	9,693.45
Kimberly Van Reed	9,237.72
Maritza Lanuza	9,190.34
Linda Bradley	8,883.94
Candy Jackson	8,881.09
Michele Martella Armes	8,755.87
Kimbi L. Bartik	8,499.35
Denise M. Sowder	8,476.11
Evailia Chavez	8,430.09
Tanya Olivia King	8,374.62
Lorena M. La Rosa	8,253.58
Hollie R. Sherrick	8,210.08
Denise G. Kucharski	8,171.86
Ayobami O. Olusa	8,021.08
Marianne L. Anderson	8,010.63
Brenda D. Elliott	7,923.44
Yolanda Lopez	7,908.93
Trisha Taylor	7,900.40
Sheila J. McCune	7,679.33
Kay Dickerson	7,516.34
Silvia Valencia	7,432.72
Traci L. Smith	7,423.24
Pattie A. Robinson	7,372.36
Rose Campbell	7,360.09
Hope S. Pratt	7,357.94
Mary Brandenburgh	7,279.17
Catherine Virginia Slezak	7,237.15
Sheri L. Farrar-Meyer	7,134.82
Nancy A. Berlin	7,044.52
Paula Vander Vorste	7,041.23

Martha J. Roman	6,978.32
Helen M. Harlow	6,894.04
Elaine Jegi	6,880.63
Nancy Harder	6,846.31
Celsa Menjivar	6,561.19
Stacy D. Foust	6,540.74
Karen A. Jorgenson	6,509.86
Toya M. Drew	6,496.07
Charlotte Mantooth	6,387.29
Debbie L. Bower	6,358.91
Denise W. Montgomery	6,352.59
Rachelle Lea Brinker	6,343.88
Pamela Rowe Krzmarzick	6,315.50
Stacy S. Gilson	6,303.09
Annette D. Oxley	6,282.21
Frankie Clapp	6,260.31
Heather A. Carlson	6,146.94
Andrea Steinmetz	6,082.04
Trish Reuser	6,075.32
Christine J. Kurzawa	6,049.74
Talva W. Peterson	6,003.50
Flavia A. Rivera	5,869.58
Diana Pena	5,851.36
Brittini Heil-Schuldt	5,840.39
Jane Okundaye	5,765.44
Nancy Graham	5,739.38
Grace Y. Adeoye	5,694.97
Pat Forehand	5,691.98
Susan Houser	5,662.51
Shelley Bottiaux	5,643.70
Alyson Renee Young	5,624.24
Penny R. Walker	5,610.42
Kathy P. Oliveira	5,565.24
Grace Hull	5,561.02
Mayra Smalley	5,545.74
Myrna I. Colon	5,524.79
Maria Grey Boza	5,521.61
Donna M. Sullivan	5,508.20
Carolyn L. Lucas	5,478.11
Elaine K. Williams	5,471.09
Maria R. Alcaine	5,443.29
Cheryl L. Foster	5,428.45
Karen Hunter	5,423.62
Nikki Knott	5,410.98
Aida Ramallo De Escribano	5,370.17
Jackie Krieger	5,354.31
Meredith Richardson	5,346.44
Margarita O. Dominguez	5,323.05
Kym D. Holman-Kirk	5,313.08
Emily Stone	5,305.86
Claudia Maria Velez	5,275.44
Mercedes Maria Cruz	5,272.27
Alluska Entenza	5,265.11
Cindy Greene	5,252.95
Angel L. Hurley	5,238.90
Laura A. Armstrong	5,223.52
Jeanne R. DeVore Harris	5,185.68
Dana G. Berry	5,183.77
Carolyn L. DeGroat	5,079.14
Ann Shears	5,069.98
Rosemary Carolan	5,046.98
Dana M. Chamberlin	5,027.50
Tracy Bryce	5,025.65
Rhonda L. Feisley	5,005.58
Caren Crosby Fields	4,940.01

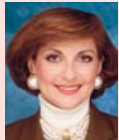



Pearl

Alma Orrosetti	\$13,337.67
Lisa Allison	12,768.20
Jeanie Martin	12,590.64
Kathryn L. Engstrom	12,418.28
Kim L. McClure	11,937.83
Heather Marie Erbe	11,269.88
Keita Powell	10,091.11
Amie N. Gambolan	9,999.93
Susan M. Hohman	9,914.95
Anita N. Conley	9,635.29
Janice Baxter Hull	9,493.32
Nadine Bowers	9,281.66
Holli Thompson Lowe	9,242.06
Tammy A. Vavala	8,679.31
Cindy Machado	8,569.97
Lisa Olivares	8,423.19

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in October 2007.

Top National Sales Directors — Commissions and Bonuses

				
Barbara Sunden \$96,417 DIAMOND	Carol Anton \$50,253 RUBY	Christine Peterson \$85,294 SAPPHIRE	Gloria Mayfield Banks \$40,076 EMERALD	Nan Stroud \$43,340 PEARL

Top Unit — Estimated Retail Production

DIAMOND — Evelinda Diaz, <i>P. Rodríguez-Turker Area</i>	\$143,410
RUBY — Ekene Okafor, <i>Go Give Area</i>	\$229,032
SAPPHIRE — Tasha Bergman, <i>K. Starr Area</i>	\$105,535
EMERALD — Pam Robbins Kelly, <i>Go Give Area</i>	\$78,519
PEARL — Kim McClure, <i>Go Give Area</i>	\$80,207

Top Sales Director—Personal Sales

DIAMOND — Ava Roberts, <i>Go Give Area</i>	\$15,071
RUBY — Sheila Valles, <i>R. Evans Area</i>	\$13,255
SAPPHIRE — Jessica Barber, <i>M. Dozier Area</i>	\$10,106
EMERALD — Vickie Durfee, <i>K. Helou Area</i>	\$13,303
PEARL — Wyonna Jeane, <i>C. Williams Area</i>	\$9,081

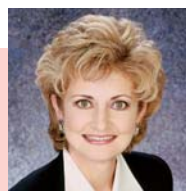
Top Beauty Consultant—Personal Sales

DIAMOND — Okeke Chinedu, <i>S. Ozurigo-Odum Unit, J. Grady Area</i>	\$24,646
RUBY — Njideka Nriagu, <i>M. Uzorka Unit, Go Give Area</i>	\$18,198
SAPPHIRE — Elizabeth Patrick, <i>C. Hurd Unit, P. Klickna-Powell Area</i>	\$17,757
EMERALD — Yuko Yasuma, <i>M. Brandenburgh Unit, Go Give Area</i>	\$32,518
PEARL — Lacey Games, <i>H. Erbe Unit, P. Shaw Area</i>	\$12,850

Top Team Builder

DIAMOND — Irene Morgan, <i>M. Butcher Unit, A. Mallory Garrett-Roe Area</i>	18 New Team Members
RUBY — LeKesha Jones, <i>C. Kingori Unit, L. McBroom Area</i>	16 New Team Members
SAPPHIRE — Debra Crotteau, <i>D. Clifton Unit, Go Give Area</i>	19 New Team Members
EMERALD — Sales Director Tammy Ayers, <i>C. Fox Area</i>	14 New Team Members
PEARL — Jennifer Crumpton, <i>B. Anderson Unit, N. Stroud Area</i>	15 New Team Members

Sales Mentors Special thanks to the sales mentors for the October 9, 2007, *New Independent Sales Director Education* class.



Glinda McGuire
National Sales Director
Pearl Seminar



Melissa Hennings
Executive Senior
Sales Director
Flower Mound,
Texas
Diamond Seminar



Judy Higgins
Senior Sales
Director
Glendora, Calif.
Diamond Seminar



Denise Kucharski
Future Executive
Senior Sales
Director
Wichita Falls, Texas
Emerald Seminar



Hope Pratt
Senior Sales
Director
Valrico, Fla.
Emerald Seminar

Meet your NSDs

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

Top Unit Builders Independent Sales Directors with 20 or more new unit members for October 2007.

Diamond

Evelinda Diaz.....	40 New Unit Members
Mayuli Maria Rolo.....	40 New Unit Members
Ana X. Solis.....	33 New Unit Members
Maria Luisa Melara.....	28 New Unit Members
Alba Pelaez.....	28 New Unit Members
Lillian Y. Pagoada.....	26 New Unit Members
Bernadette Spriggs.....	24 New Unit Members
Ana Carolina Alvarez.....	23 New Unit Members
Blanca E. Arroyo.....	23 New Unit Members
Maritza Estela Gonzalez.....	23 New Unit Members
Jacinta Ukah-Ogbonna.....	23 New Unit Members
Rosa C. Fernandez.....	21 New Unit Members
Carmen Hernandez.....	21 New Unit Members
Alfida Rodriguez.....	21 New Unit Members
Evelina Valdez-Cruz.....	21 New Unit Members
Gina I. Ambrossi.....	20 New Unit Members
Veronica Flores De Medina.....	20 New Unit Members
Ada Y. Garcia-Herrera.....	20 New Unit Members

Maria Janet Koo.....20 New Unit Members

Ruby

Ekene S. Okafor.....	35 New Unit Members
Chioma Ajaegbu.....	27 New Unit Members
Dorothy C. Ibe.....	26 New Unit Members
Kimberly Cavarretta.....	25 New Unit Members
Sheryl K. Goins.....	22 New Unit Members
Stella Nwokoye-Plus.....	22 New Unit Members
Appolonia Nnediogo.....	22 New Unit Members
Olunmi Ebiwonjumi.....	21 New Unit Members
Nina Jonah Ndukwe.....	21 New Unit Members
Ashley Moore Tart.....	21 New Unit Members
Wenferida Silvia Martinez.....	20 New Unit Members
Kathy Monahan.....	20 New Unit Members

Sapphire

Tasha Bergman.....	44 New Unit Members
Odilia Vasquez.....	37 New Unit Members
Mirna Mejia.....	32 New Unit Members
Melissa Miroballi.....	30 New Unit Members
Alison Renee Jurek.....	29 New Unit Members
Lorraine B. Newton.....	29 New Unit Members
Blanca Celia Caceres.....	27 New Unit Members
G. Isela Cassidy.....	24 New Unit Members
Debbie Clifton.....	23 New Unit Members
Maria Guardado.....	23 New Unit Members
Paola J. Ramirez.....	23 New Unit Members
Cheryl T. Anderson.....	21 New Unit Members
Maria G. Diaz.....	21 New Unit Members
Danita Sajous.....	21 New Unit Members
Maria Clavel.....	20 New Unit Members
Bertha Sanchez.....	20 New Unit Members
Jennifer L. Semelsberger.....	20 New Unit Members

Emerald

Elaine Oatmeyer.....	44 New Unit Members
Helen Jakpor.....	23 New Unit Members
Tanya Olivia King.....	23 New Unit Members
Lorena M. La Rosa.....	23 New Unit Members
Luz Fernandez.....	21 New Unit Members
Auri Hatheway.....	21 New Unit Members

Pearl

Keita Powell.....	28 New Unit Members
Anita N. Conley.....	26 New Unit Members
Holli Thompson Lowe.....	24 New Unit Members
Jeraline B. Long.....	23 New Unit Members
Mildred L. Forbes.....	21 New Unit Members
Barbara E. Anderson.....	20 New Unit Members
Maria E. Valverde.....	20 New Unit Members

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

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become the star you are

Discover how you can be a Star Consultant with shining success!

Shoot for the Stars

You may have heard about the Star Consultant program, but do you know what it can do for you?



"I truly believe that the Star Consultant program is a key to success in your Mary Kay business," Independent Senior National Sales Director Linda McBroom shares. *"It's the road map to anywhere you want to go in your business."*

After reaching Star Consultant goals early in

her business, Linda became an Independent Sales Director, earned the use of a Cadillac Career Car and reached the Half-Million-Dollar Circle of Excellence in her third year as a unit leader. She was a Star Consultant achiever each quarter for five years running.

If you are thinking *"that was then, and this is now,"* it's time to think again. The format of the Star Consultant program has not changed since it was created in 1977. That's because it still works as a highly successful platform for propelling your business to success.

Star Power

Independent Elite Executive Senior Sales Director



Paola Ramirez** of West Jordan, Utah, is a shining example of Star Consultant success. *"I've been a Star Consultant every quarter since starting my Mary Kay business in 2003,"* Paola shares. *"Doing so helped me achieve greater success."*

Paola encourages Independent Beauty Consultants to offer customers the right product options for their needs. *"One way to offer excellent customer service is to have products close at hand and available immediately,"* Paola says.

Be Accountable

The bottom line is this: **When you order, you must sell.** *"Start by doing a Power Start – 30 facials in 30 days,"* Linda suggests. *"Make it simple by using the Flip Chart so your customers see how easy it is for you and will think, 'I can do that too.'"*



Independent Executive Senior Sales Director Hollie Sherrick** of Mahomet, Ill., also believes that accountability and the Star Consultant program go hand in hand.

Hollie started her own Mary Kay business in 1998 with a Sapphire Star Consultant order, and she continues to place Star Consultant orders as an Independent Sales Director. *"But it's not just about ordering and earning a prize; you must be accountable for selling what you order,"* Hollie emphasizes.

She suggests using the *Weekly Accomplishment Sheet* available on the Mary Kay InTouch® Web site to track your sales goals and make them workable. Hollie shares, *"Independent National Sales Director Jamie Cruse Vrinios has always taught me that when you begin to set goals and fall in love with holding skin care classes, you'll discover how easy it is to be a consistent Star Consultant each quarter."*

Star Consultant Basics

When you place a minimum of \$1,800 in wholesale Section 1 orders* in any contest quarter, you can achieve Sapphire Star Consultant status. When you do, you get:



To choose a prize from the 1800 prize category



A Ladder of Success pin with a Sapphire star



The commemorative 45th anniversary pin – for 2008 only!

It only gets better from there. With each higher contest category you achieve, the prizes are more enticing. By adding personal team members for 600 contest credit points each, you can move up even faster. You'll find all the details in the enclosed Quarter 3 *Star Consultant* brochure.

*A minimum of \$1,800 in wholesale Section 1 orders postmarked within the contest quarter is required to qualify as a Star Consultant.

**This Independent Sales Director was a Star Sales Director at the Pearl category for Seminar 2007, achieving 100 or more total year-end unit Star Consultants.

two days to *a new you!*



What does it mean to “share the dream”?

And how will you know if you don't go? Your road to future success may very well begin with *Share the Dream!* Career Conference 2008, where top-quality education will flood your mind with new ideas; dynamic speakers and wonderful new friends will spin you in positive, new directions; and you'll discover the road to a “you” that you only envisioned in your dreams!

Mary Kay Ash knew the importance of making a way/finding a way to get there. “Perhaps you're thinking, ‘I can't afford to go.’ From long experience,” she said, “I believe you can't afford NOT to attend, for at Career Conference you will discover the big picture of what your Mary Kay business can be for you! Make your plans now. Use the profit from a few extra skin care classes to pay your way.” And speaking of finding a way, have you considered enlisting your customers in your dream? Try sharing your goal of attending Career Conference with them. When they understand how their purchases and hostess participation can help you become a more polished professional, their eager support may provide the boost you need!

It all begins with *Share the Dream!* Career Conference 2008.

Rewards are waiting for you at ***Share the Dream! Career Conference 2008.***

Win Darrell Overcash

Two Career Conference sites (one each weekend) that meet their registration goals by March 15, 2008, and have the highest percentage of Independent Beauty Consultants or Independent Sales Directors who achieve Ruby Star Consultant status with at least 2,400 total contest credits from Dec. 16, 2007, through March 15, 2008, will win the guest appearance of President, Mary Kay U.S. Darrell Overcash. Darrell also will host the *Luncheon With the Stars* at each of the winning locations.

Luncheon With the Stars

Independent Beauty Consultants or Independent Sales Directors who achieve Diamond Star Consultant status with at least 3000 in total contest credits from Dec. 16, 2007, through March 15, 2008, will receive an invitation to this special luncheon.

On-Target Seminar 2008 Court or Unit Circle

Independent Beauty Consultants or Independent Sales Directors who achieve one of the following:

- At least \$24,000 in estimated personal retail production from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition.
- At least 16 qualified* new personal team members from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon, onstage recognition and their *Bee Focused* necklace.

- At least 16 new personal team members from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition. New team members need not be qualified at this time.
- Independent Sales Directors with at least \$200,000 or more in estimated unit retail production from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition.

Movin' On Up Challenge

Independent Beauty Consultants from Nov. 30, 2007, through Feb. 29, 2008, who achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

Kissed by Success Lipstick Sales Challenge

Independent Beauty Consultants and Independent Sales Directors who achieve *Triple 21* by selling at least 63 lipsticks by March 15 will receive standing recognition and a name badge ribbon. The top Independent Beauty Consultant and Independent Sales Director at each Career Conference location



with the highest lipstick sales by March 15, 2008, will receive onstage recognition and a custom pink Swarovski® lip charm from the Totally Charmed collection.

Preferred Customer Program

Independent Beauty Consultants or Independent Sales Directors who enroll 45 or more customers to receive *The Look* during the Spring 2008 (Jan. 16 – Feb. 15, 2008) enrollment period will receive a name badge ribbon and standing recognition.

Status Seeker

To check your recognition progress, just go to "Business Tools" on the Mary Kay InTouch® Web site and click on "My Business" to find your status reports. And remember, when you become a Star Consultant by March 15, 2008, you're entitled to attend exclusive classes at *Share the Dream! Career Conference 2008!*

And Speaking of Rewards

Career Conference 2008 attendees will each receive a new compact in their product giveaway! We can't tell what will be inside – attend Career Conference to find out. Don't miss the surprise!

*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 and accepted by the Company during the contest period.

For a complete list of Independent Beauty Consultant and Independent Sales Director recognition opportunities and qualifications, go to the Mary Kay InTouch® Web site and click on the "Career Conference 2008" link.



Coming to a city near you

Albuquerque, N.M.	April 4-5
Atlanta, Ga.	March 28-29
Atlantic City, N.J.	March 28-29; March 30-31 (Spanish language only)
Bakersfield, Calif.	March 28-29
Baltimore, Md.	April 4-5; April 6-7
Bellevue, Wash.	March 28-29; March 30-31
Buffalo, N.Y.	April 4-5
Charlotte, N.C.	March 28-29
Chicago, Ill.	April 4-5
Cincinnati, Ohio	April 4-5
Dallas, Texas	April 4-5
Denver, Colo.	March 28-29
Des Moines, Iowa	March 28-29
Houston, Texas	April 4-5
Jacksonville, Fla.	March 28-29
Lansing, Mich.	March 28-29
Louisville, Ky.	March 28-29
Madison, Wisc.	March 28-29
Memphis, Tenn.	March 28-29
Minneapolis, Minn.	April 4-5
Mobile, Ala.	March 28-29
Novi, Mich.	April 4-5
Oakland, Calif.	April 4-5
Ontario, Calif.	March 28-29 (Spanish language only)
Orlando, Fla.	April 4-5
Pasadena, Calif.	April 4-5; April 6-7
Pittsburgh, Pa.	March 28-29
Providence, R.I.	April 4-5; April 6-7
Richmond, Va.	March 28-29
Riverside, Calif.	April 4-5
Sacramento, Calif.	April 4-5
Salisbury, Md.	March 28-29
Sandy, Utah	March 28-29
Springfield, Mo.	April 4-5
St. Louis, Mo.	April 4-5
South Bend, Ind.	March 28-29
Topeka, Kan.	April 4-5
Tucson, Ariz.	April 4-5
Tulsa, Okla.	March 28-29

Why just dream of success?

Put your vision into motion and register in one of three easy ways, from Feb. 4 through March 15, 2008:

- **Online:** Go to the Mary Kay InTouch® Web site and click on the *Share the Dream!* Career Conference 2008 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.

Feb. 5-7 – Registration opens for the first week (March 28-29 and March 30-31) of Career Conference cities through March 15.

Feb. 8-10 – Registration opens for the second week (April 4-5 and April 6-7) of Career Conference cities through March 15.

Registration Deadline: March 15, 2008

Registration Fee:

- \$75 received in Special Events by March 15, 2008
- \$85 on-site, space permitting (except for new Independent Beauty Consultants who submit Agreements after March 15 and in April)

Transfer Fee: \$10

Cancellation Deadlines and Fees:

- Full Refund: March 15, 2008
(Falls on Saturday. No phone or mail cancellations available.)
- Less \$25: March 16 – April 7, 2008
- *No refunds after April 7, 2008*

Hotel Deadline: March 15, 2008

Gather ye compacts

After you've made your plans, don't forget to take the next step and gather up your customers' and your empty pink and platinum compacts for the recycling bins at Career Conference 2008. For all the scoop, see "A Beautiful Shade of Green" on Page 24 of this issue of *Applause*® magazine.



education, motivation, inspiration – all wrapped up in a two-day girlfriend success fest!

There's nothing like personal testimony to sell an experience.

From three avid fans, read how *Share the Dream! Career Conference 2008* can be a launching point for your Mary Kay future!



**Independent Future
Executive Senior Sales
Director Maisha Bankhead,
Grand Prairie, Texas
Sapphire Go Give Area**

"Career Conference is one of my favorite times of the Mary Kay year! My first Career Conference made a permanent impact on my business when my Independent Senior Sales Director invited me to sit in her new pink Cadillac Career Car. I clearly recall how it felt and that 'new car' smell. As I sat behind the wheel, I pictured myself driving it. I knew then that I would be a Cadillac Sales Director. I earned the use of my first Cadillac that year, and I'm currently driving my second one. And that all happened in the parking lot on the way into Career Conference! Once inside, I was taught by the top Independent Sales Directors in my geographic area, and I learned so much from their journeys. That night in our hotel rooms, a bunch of us stayed up sharing our notes from the different classes and what we were going to achieve in the final four months of the Seminar year. Career Conference is a time for me to enlarge my Mary Kay vision, build relationships with those who are where I want to be and have a lot of fun in the process. I will never miss a Career Conference!"

"Career Conference is one of my favorite times of the Mary Kay year! I will never miss a Career Conference!"

"Attending my first Career Conference changed the course of my life forever."

"Attending my first Career Conference changed the course of my life forever. No one can imagine how impressed my team member and I were with the magnitude of this Company. As a former health care professional, I had attended many meetings, but I had never experienced such happy people, such powerful speakers and such professional staff. I had a feeling that Mary Kay was the right opportunity for me after the very first session. Later, when I saw all the women onstage receiving keys to Career Cars, I got excited and inspired because I needed a car at that time, and I *knew* that this was the business for me. As Independent Beauty Consultants, my team member and I made a vow that we would come back to Career Conference the next year in a 'Mary Kay Career Car.' Sure enough, she returned as an Independent Sales Director driving a Grand Am, and I was an Independent Senior Sales Director in a pink Cadillac. We caught the vision at Career Conference, and other women can discover dreams there that will change their lives forever too!"



**Independent Executive
Senior Sales Director
Joyce Conant,
Natchitoches, La.
Diamond Go Give Area**



**Independent Sales Director
Brandy Redden
Conroe, Texas
Independent National Sales
Director Joy L. Breen Area**

"The most memorable thing to me about Career Conference was seeing all different types of women being recognized for different accomplishments and other women around them expressing true joy for them because they had reached their personal goals! It was amazing to see how Mary Kay made the way women work together a more positive experience. I love bonding with everyone there, and we had so much fun as our awesome unit was recognized as a Cadillac unit. We danced across the stage, all of us laughing, and when I looked back, I'll never forget the look on all the girls' faces. We had pulled together to make something wonderful happen, and at Career Conference, we could celebrate it! The sacrifice was worth it. Being at Company events has changed the face of my business and my life. I'm a better wife, mother, friend and 'me' because I've caught the vision, and I know what I'm working for. At Career Conference, you pick the part of the dream that *you* want, and you receive the best motivation possible to complete your mission!"

"We had pulled together to make something wonderful happen, and at Career Conference, we could celebrate it!"

a beautiful shade of green

As the world continues to look for ways to better care for our environment, Mary Kay is expanding its own efforts to make the most of Earth's resources. Knowing that our actions today will affect the quality of life for future generations, Mary Kay Inc. is continuously seeking opportunities to improve our environmental performance and is striving to find ways to be even more sustainable and green.

Now as part of our "Pink Doing Green" response (you heard it first at Seminar 2007), Mary Kay is turning plastic into trees – with the help of Weyerhaeuser, the Arbor Day Foundation and *you*, that is! From now through December 2008, members of the Mary Kay independent sales force can drop off pink and platinum compacts in recycling bins at any Mary Kay branch, at the Mary Kay Building, ASRS and the manufacturing facility. You also may bring them to Leadership Conference, Career Conference and Seminar 2008. Compacts must be empty. Feel free to collect compacts from customers who would like to participate in the effort as well. This cause could be a touch point for contact and will remind customers that Mary Kay works to be a good steward of our environment. **Please note that you and your customers should not mail compacts to the Company for recycling, as postage will not be reimbursed.** In addition, the Company is committed to making this project as green as possible. A new mail stream would mean that additional fuel resources would be expended. Consider sending compacts for recycling with sister independent sales force members who already may be traveling to a Mary Kay branch office or attending a Mary Kay special event. Instead of "car-pooling," we call it "compact-pooling." We'll share more recycling information in upcoming publications.

For every compact turned in, Mary Kay Inc., in association with the Arbor Day Foundation, will plant a tree somewhere in the Continental United States – up to a total of 100,000. While there are no prizes or financial rewards associated with the program, you can feel good about being part of the Company's effort to act responsibly. And who knows: One day you might see a tree that's beautifying your area, just because you cared!

Note: This recycling program applies only to compacts and does not involve, or relate to, the Product Repurchase Program.

Reflections From Mary Kay



“I have found that when 20 women tell 20 other women about the warm feeling they had while visiting our Company, and those 20 women tell 20 more, a lot of people are getting positive vibes about Mary Kay. We project an image to the public that we truly care about people – an image that reflects reality. I know it's not the usual treatment people get at companies, but then, it has never been our intention to be a run-of-the-mill company.”

– Mary Kay Ash

Dates to Remember

JANUARY 2008

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

FEBRUARY 2008

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

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

This Month:

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

Jan. 15: Postmark deadline to earn the first monthly product bonus.

Jan. 16: Second monthly product bonus begins. Spring 2008 Preferred Customer Program online enrollment for *The Look* and the *Customize Your Perfect Compact* Month 2 mailer begins. Valentine virtual event begins on Mary Kay® Personal Web Sites. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

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

Jan. 21: Martin Luther King Jr. Day. Postal holiday.

Jan. 25: Winter 2007 Preferred Customer Program mailing of the *Valentine Greeting and Gift Guide* brochure Month 2 mailer begins. (Allow 7-10 business days for delivery.)

Next Month:

Feb. 5: Registration begins for the first week of Career Conferences (March 28-29 and March 30-31).

Feb. 8: Registration begins for the second week of Career Conferences (April 4-5 and April 6-7).

Feb. 14: Valentine virtual event on Mary Kay® Personal Web Sites ends.

Feb. 15: Postmark deadline to earn the second monthly product bonus. Last day to enroll online for the Spring 2008 Preferred Customer Program mailing of *The Look*, including an exclusive sampler (available while supplies last).

Feb. 16: Third monthly product bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Feb. 18: Presidents' Day postal holiday.

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

Feb. 29: The *Bee Focused* Challenge to receive a crystal bee necklace and most Career Conference recognition ends.

45th Anniversary Pioneer Spotlight

She Bought It All

Independent Senior Sales Director Luci Logan of Arnold, Calif., in the Pearl Go Give Area, was a well-paid personnel selection analyst with Lockheed Corp. in 1972 when she first encountered Mary Kay® products. “I reluctantly agreed to have a facial at my sister’s house, but I warned her I didn’t want to buy a thing. Then the product went on my face, and I wound up buying ‘the whole thing!’”



As it turned out, Luci bought more than just beauty in a bottle that day. Soon she wholeheartedly embraced the positive thinking and priorities that brought her scores of loyal customers and Mary Kay sisters, and the messages she internalized spread to others. “I had a neighbor who was always grumbling about her circumstances,” she recalls. “One day I told her that Mary Kay taught us to say we’re great no matter what was going on, and I explained why. The next time we talked and I asked her how she was doing, she said, ‘Well, I have shingles in both eyes, and I’m hurting all over, but I guess I’m doing *great!*!’”

In 1988, Luci received a personal note from Mary Kay, one of many throughout the years, congratulating her on her fifth gold medal. She remembers being onstage at Seminar that year and so many other years, proud and grateful for the opportunity that brought lasting friendships with women such as Independent Elite Executive National Sales Director Emeritus Dalene White, with whom she remains close. “There’s no substitute for this life we share,” she says. “As long as I can put product in a bag and get it to my customers’ doors, I’ll keep going!”

Apple® iPod® Color Substitution

At the 3600 level of the Quarter 3 quarterly contest (from Dec. 16, 2007, to March 15, 2008), the color of the Apple® iPod® Shuffle has changed from pink to silver. The Quarter 3 brochure will show pink, but the new silver color will appear on the Mary Kay InTouch® Web site.

Lead Your Way to Success

Whether you’re already on the move or need a boost to jump-start your business, the *Set the Pace for Success* educational series is just for you! *Set the Pace for Success Vol. II: Leading the Way** is a four-CD set featuring top Independent Elite Executive National Sales Director Emeritus Anne Newbury on “Finding the Leader in You,” plus Independent Senior National Sales Director Stacy James on “Building Rapport and Camaraderie,” and Independent National Sales Directors Sherril Steinman on “Good Business Practices” and Linda Toupin on “Team Strength and Stability.” You might encourage team members to participate and review the information together!

Additional online lessons include *Set the Pace for Success Vol. I: Booking and Coaching, Goal Setting, Selling and Customer Service, Team Building and Time Management.*

*Available exclusively through the LearnMK® Media Source on the Mary Kay InTouch® Web site for only \$10.

Secure Your Customers’ Information!

Imagine charging an item at a store and learning later that your credit card number was made public or lost. We all would feel violated. As stories of similar data mishaps make the news these days, it’s timely to remember your responsibilities as an independent business owner.

It’s up to you alone to confidentially collect, store and maintain customer information while growing your business. *Remember, myCustomers® currently is not designed to store credit card information, and therefore you should not attempt to store sensitive information there.* If you choose to store credit card or other sensitive information elsewhere (for example, in a hard-copy format in your home office or electronically on your personal computer), it’s important that you take steps to ensure the security of such data. Following are some reminders to consider when storing sensitive data:

- **Access to hard copies of documents containing credit card or other sensitive information should be carefully controlled.** If you maintain such information in a hard-copy format, consider storing it in a locked cabinet with access to others on a need-to-know basis only. If you maintain sensitive information on your personal computer, you’ll want to ensure that access to such information also is carefully controlled through passwords and other protective measures.
- **Consider consulting with your tax or legal adviser about how long you should maintain receipts or other documents containing sensitive information.** When it’s time to dispose of such information, ensure that those documents are shredded or otherwise properly destroyed. This would include taking appropriate measures to ensure that electronic data stored on your personal computer has been completely erased.
- **Consult with your tax or legal adviser** regarding state and/or federal laws that may apply to your current business practices relating to the storage of sensitive customer information.

Remember, as an Independent Beauty Consultant, you are a small business owner. The more you keep that in mind, the more likely you’ll be to prevent unauthorized access to, or improper use of, sensitive information. Your customers are depending on you!

Teach! Don't Touch! Hands-Off Policy Is Best

Many states have laws that require licenses for individuals who physically apply cosmetics or cosmetic treatments to others with the hands or mechanical devices, including brushes or applicators. We strongly recommend that Independent Sales Directors and Independent Beauty Consultants who are licensed cosmetologists avoid touching or applying cosmetics to the customer, as this practice can lead to misunderstandings in the minds of customers, other Independent Beauty Consultants and licensing authorities. You may want to set your customers' expectations by letting them know their appointments with you

will be opportunities to *learn* to apply cosmetics themselves, as opposed to *having* them applied (as in a department store makeover) and that their own hands-on application will more effectively imprint correct methods for future use. If a customer insists that you apply the cosmetics to her, we recommend a polite explanation that the Mary Kay concept is to teach the customer to do it for herself so she can repeat the procedures when the Independent Beauty Consultant is not there. Your customers will appreciate this logical, professional response, and you'll avoid any misunderstandings with licensing authorities.

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, 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 and Puerto Rico 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" under the "Resources" tab.

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, 2008.

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	TimeWise® Targeted-Action™ Line Reducer	\$40
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six)	\$80
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six)	\$120
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six)	\$160
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six) 1 Travel Roll-Up Bag	\$200
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six) 2 Travel Roll-Up Bags	\$200
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six) 3 Travel Roll-Up Bags	\$200
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Targeted-Action™ Line Reducers 2 Mary Kay® Nourishing Body Lotion Samplers With Card (pack of six) 4 Travel Roll-Up Bags	\$200

Although these BizBuilders 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 for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

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

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

Go-Give® Award

Congratulations to the winners for February 2008.

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

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



Virginia
Rowell

Diamond
Independent Future
Executive Senior Sales
Director

Began Mary Kay
October 1994

Sales Director Debut
May 1996

Offspring four first-line;
one second-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Star
Consultant; eight-times Circle of
Achievement; two-times Circle of
Excellence; Fabulous 50s; gold
medal winner; estimated highest
monthly unit retail: \$116,052

Personal Lives in Vienna, Va.
Husband, Scott; son, Matthew;
daughters: Laura, Charlotte

Favorite Quote "She believed she
could, so she did."

Independent Sales Director
Laura O'Neill of Arlington, Va.,
says, "Virginia welcomes all
Independent Beauty Consultants
to all her educational meetings. She
even conducts two meetings every
Monday night to make it easier for
Beauty Consultants to attend."



Cindy
McCollam

Ruby
Independent Sales
Director

Began Mary Kay
October 1981

Sales Director Debut
October 1992

National Sales Director
Go Give Area

Honors Premier Club qualifier;
Circle of Honor; two-times Sales
Director Queen's Court of Personal
Sales; gold medal winner; estimated
highest monthly unit retail: \$29,383

Personal Lives in Culbertson, Neb.
Husband, Doran; son, Wes; daugh-
ter, Kaylee

Favorite Quote "Faith is the
confidence that what we hope for
will actually happen; it gives us
assurance about things we cannot
see." Hebrews 11:1

Independent Senior Sales
Director Mary Jacobson of Mesa,
Ariz., says, "Cindy is the praise and
worship leader in her church and
a church board member. She is
respected in her community and
acts as host at local events, sings at
funerals and weddings and always
has time for others."



DeeAnne
Fultz

Sapphire
Independent Sales
Director

Began Mary Kay
February 1983

Sales Director Debut
June 1991

National Sales Director
Go Give Area

Honors Grand Achiever qualifier;
Circle of Honor; Consultant Queen's
Court of Personal Sales; gold medal
winner; estimated highest monthly
unit retail: \$15,786

Personal Lives in Las Vegas,
Husband, Dan; son, Joshua; daugh-
ters: Randi, Mandi

Favorite Quote "It will happen; you
just have to keep believing."

Independent Elite Executive
Senior Sales Director Jennifer
Bessey of Logandale, Nev., says,
"When someone is sick, DeeAnne
orders flowers from all of us, makes
arrangements for food to be taken
in or collects money for whatever
the needs are."



Kathleen
Holmberg

Emerald
Independent Senior
Sales Director

Began Mary Kay
October 1995

Sales Director Debut
December 1998

Offspring one first-line
National Sales Director
Go Give Area

Honors Cadillac qualifier; Star
Consultant; two-times Consultant
Queen's Court of Personal Sales;
six-times Sales Director Queen's
Court of Personal Sales; three-
times Queen's Court of Sharing;
six-times Circle of Achievement;
five-times Double Star Achieve-
ment; Triple Star Achievement;
gold medal winner; estimated
highest monthly unit retail:
\$63,717

Personal Lives in Washington,
N.H. Husband, Peter; stepson,
Alexie

Favorite Quote "Change your
thoughts, change your life."

Independent Sales Director
Donna Pourby of Wilder, Vt., says,
"Kathleen has given of her time
and donated product to the
Hannah House, a safe haven for
teenage mothers, to raise the
confidence, dreams and hopes for
struggling teenagers. Her example
inspired us all to also help our
communities."



Terri
Lewis

Pearl
Independent Future
Executive Senior Sales
Director

Began Mary Kay
May 1994

Sales Director Debut
June 1996

Offspring four first-line;
one second-line

National Sales Director
Bettye M. Bridges

Honors Cadillac qualifier; Star
Consultant; Queen's Court of
Sharing; three-times Circle of
Achievement; Double Star
Achievement; Fabulous 50s; gold
medal winner; estimated highest
monthly unit retail: \$76,697

Personal Lives in Canton, Mich.
Husband, David; sons: Kenneth,
Marlon; daughter, Aisha

Favorite Quote "He giveth power
to the faint; and to them that have
no might, He increaseth strength.
But they that wait upon the Lord
shall renew their strength; they
shall mount up with wings as
eagles; they shall run, and not be
weary; and they shall walk, and not
faint." Isaiah 40:29, 31

Independent Sales Director
La'Leatha Spillers of Troy, Mich.,
says, "Terri was my adoptee Sales
Director. She encouraged me with
her positive, warm and giving spirit.
She breathed belief in me when I
didn't believe in myself."

near you, *for you!*

Career Conference 2008 comes *to you*, giving you every opportunity to learn from the best of the best. You won't want to miss this opportunity to see your business from outside the box. Big-picture thinking is what it's all about!

Take it from Independent Senior Sales Director Jennifer Keefer of Leola, Pa. *"As a new Independent Beauty Consultant, I had no idea what Mary Kay had to offer until I saw the big picture at Career Conference. Now, 13 years later, attending Career Conference continues to be vital to my success, restoring my focus and vision."*

plan now

You can't afford *not* to go! The profit from a few extra classes could pay your way, so why not start planning now?

You can register online in February and March on the Mary Kay InTouch® Web site. Two Career Conference sites (one each weekend) that meet their registration goals by March 15, 2008, and have the highest percentage of Independent Beauty Consultants or Independent Sales Directors who achieve Ruby Star Consultant status with at least 2400 total contest credits from Dec. 16, 2007, through March 15, 2008, will win a guest appearance from President of Mary Kay U.S. Darrell Overcash. Darrell will host the *Luncheon With the Stars* at each of the winning locations.

mark your calendars

Look online for cities and locations.

March 28-29, 2008

April 4-5, 2008

March 30-31, 2008

April 6-7, 2008



Let a spark ignite your dream.
Find it at Career Conference
and *Share the Dream!*

share
the
dream
08
career
conference

Kissed by Success

Lipstick Sales Challenge

Dec. 16, 2007 –
March 15, 2008



- Goal:** Sell at least *Triple 21** lipsticks (63 total)
- Reward:** Custom lipstick charm for your Totally Charmed charm bracelet
- Recognition:** Independent Beauty Consultants and Independent Sales Directors who sell at least *Triple 21** lipsticks by March 15, 2008, will be recognized at Career Conference. The top Independent Beauty Consultant and Independent Sales Director at each Career Conference location with the highest Mary Kay® Creme Lipstick sales by March 15, 2008, will receive onstage recognition and a pink Swarovski® crystal lip charm from the Totally Charmed collection.
- Consistency:** Receive a custom heart charm when you achieve all sales challenges for the 2008 Seminar year.



Put your lipstick
where your mouth is –
and **achieve!**

*Recognition will be based on wholesale Section 1 Mary Kay® Creme Lipstick sales, plus early order offers through March 15. Unit Support Package quantities and BizBuilders quantities received as part of the Month 3 bonus (Nov. 16 - Dec. 15, 2007) also count toward qualification. For complete challenge details, please see the Mary Kay InTouch® Web site.

MARY KAY®

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Dallas, TX 75379-9045

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