

MARY KAY

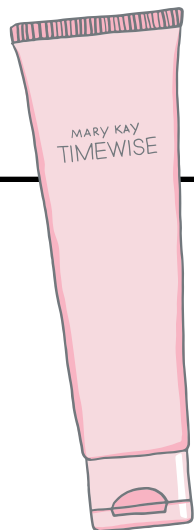
FEBRUARY 2021

# applause®



*Call of Beauty*

Share the gift of beautiful skin, and watch your customers fall in love!



# FEBRUARY *Dates*

1

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

3

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

4-6

**Leadership Conference 2021.** Exclusive event for Independent Sales Directors and above plus DIQs. Classes available immediately after Day 3 session.

8

Spring 2021 *Preferred Customer Program*<sup>™</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

10

Early ordering of **Spring 2021 promotional** items begins for Star Consultants who qualified during Sept. 16 – Dec. 15, 2020, quarter, and Independent Beauty Consultants enrolled in *The Look* for Spring 2021 through the *Preferred Customer Program*<sup>SM</sup>.

14

**Valentine's Day.**

15

**Spring 2021 promotion early ordering** for all Independent Beauty Consultants begins.

**Presidents Day.**  
Postal holiday.

16

Spring 2021 promotion begins. Official on-sale date.

25

Last day of the month to place phone orders.

28

Last day of the month to place online orders.

Orders and Independent Beauty Consultant Agreements must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight CT.



## Feb. 19: National Lash Day

Go big or go home, right? Help your customers make their lashes everything they want them to be with products like *Mary Kay*<sup>®</sup> Lash Primer, *Lash Intensity*<sup>®</sup> or any of the great eye-catching lash products Mary Kay offers! You can share this fun day on social! *Mary Kay InTouch*<sup>®</sup> > Resources > Digital Assets > Social Media Playbook.



“

Enter and live each day with a positive, expectant attitude and maintain that attitude even through difficulties. Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it.

”

*Mary Kay*

**HELPFUL NUMBER:** Customer Success Team 800-272-9333

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

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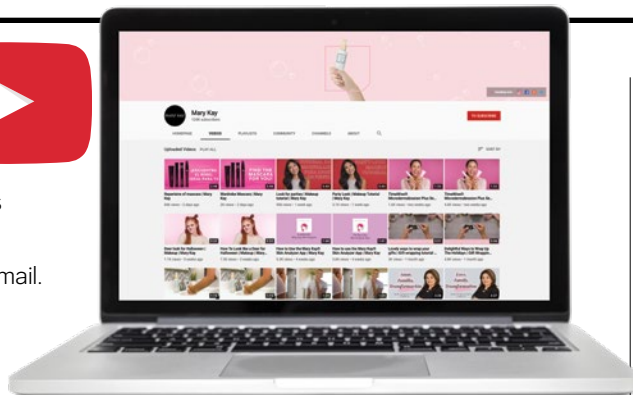


# TRENDING *Now*

## Mary Kay® YouTube



Find beautiful *Mary Kay*® videos that you can share with your customers via social media or email.  
[www.youtube.com/marykay](http://www.youtube.com/marykay)



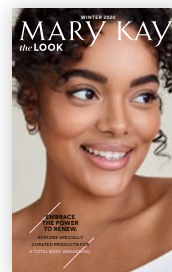
## Business Booster

Get your customers excited about the newest *Mary Kay*® products when they receive ***The Look*** plus a free product sample. Enroll them via the ***Preferred Customer Program***™ and you can enjoy early ordering privileges, improved customer satisfaction and increased sales potential. **Deadline to register for Spring 2021 is Jan. 17.**  
*Mary Kay InTouch*®.



## Pick Your Bling!

Choose what you want to earn as you work toward your Seminar year-end goals. Amazing **360-degree views** are a few taps away in the **Seminar 2021 Awards Brochure**. Find it on the ***Mary Kay*® Digital Showcase App**, free to download from your app store.



## THIS MONTH IN MARY KAY HISTORY

### 1977

The Star Consultant Program launches and is still one of the most popular Mary Kay programs today. Learn more about the Star Consultant Program in *Mary Kay InTouch*®.

### 1996

Mary Kay Ash establishes *The Mary Kay Foundation*™. To date, more than \$80 million has been given to organizations supporting its two-fold mission: to fund research for cancers affecting women and to end domestic violence. For every dollar donated, 97 cents goes directly to programs and services. Learn more [marykayfoundation.org](http://marykayfoundation.org).



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

# Love Your Skin.

Share ***TimeWise Miracle Set 3D***<sup>®</sup>, and watch your customers fall in love with beautiful skin. Perfect for those looking to address early-to-moderate signs of aging.

*TimeWise Miracle Set 3D*<sup>®</sup> helps interrupt triggers that can cause skin to look older before its time. Powered by our exclusive, patent-pending **Age Minimize 3D<sup>®</sup> Complex**, the set offers a **three-dimensional** approach to younger-looking skin. The 3Ds:

**Defends against age-accelerating free radicals** on skin with multiple antioxidant benefits.

**Delays the look of skin aging** with broad spectrum UVA/UVB protection.

**Delivers visible improvement** of multiple signs of skin aging in 4 weeks.\*

**\$110**

MARY KAY  
TIMEWISE

AGE MINIMIZE 3D  
4-IN-1 CLEANSER

AGE MINIMIZE 3D  
NIGHT CREAM

Price is suggested retail.

A collection of Mary Kay TimeWise Age Minimize 3D skincare products is displayed against a soft pink background. In the upper left, a tube of eye cream is angled diagonally. Below it, a large, circular, shallow dish holds a tube of day cream. In the lower left, a portion of a tube of cleanser is visible. The products are light pink and white, with the brand name 'MARY KAY TIMEWISE' and product details printed on them.

# KEY BENEFITS OF AGE MINIMIZE 3D® COMPLEX

Encapsulated resveratrol provides **triple antioxidant benefits**, plus helps promote more **even-looking skin tone\*\*** and supports skin's natural collagen.\*\*

Vitamin B3 is a well-known **brightening superpower** that works double duty as an **antioxidant**.

An age-defying peptide **supports skin's natural collagen and elastin\*\*** for a more **youthful, resilient look**.

## SEAL OF APPROVAL

Every *TimeWise Miracle Set 3D®* product has earned the Good Housekeeping Seal! This seal is awarded for outstanding products and services that perform as promised whose companies stand behind their product claims.



## THREE STEPS TO FLAWLESS

**1** **Age Minimize 3D® 4-in-1 Cleanser** prepares skin for the benefits of your next step by **removing impurities**. Leaves skin feeling clean. Use morning and night.

**2** **Age Minimize 3D® Day Cream SPF 30 Broad Spectrum Sunscreen†** helps **neutralize free radicals and moisturizes for 12 hours** while providing broad spectrum UVA/UVB protection. **Age Minimize 3D® Night Cream** prepares skin for the stressors of the next day with a **boost of bedtime antioxidants and replenishes moisture for 12 hours**.

**3** **Age Minimize 3D® Eye Cream** brightens the eye area and keeps it **moisturized for 12 hours**. Use morning and night.

Available in Normal/Dry or Combination/Oily.

\* Results based on a 12-week independent clinical study in which 62 women used the TimeWise Miracle Set 3D® Set twice a day

\*\*Based on in vitro testing of key ingredients

†Over-the-counter drug product

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# VISIBLE RESULTS

**4 WEEKS:** CLINICAL STUDIES SHOWED VISIBLE IMPROVEMENT OF MULTIPLE ATTRIBUTES OF YOUNGER-LOOKING SKIN AT 4 WEEKS\* INCLUDING:

- Fine lines
- Wrinkles
- Resilience
- Luminosity
- Softness
- Smoothness
- Overall appearance

**12 WEEKS:** THE RESULTS KEEP GETTING BETTER OVER TIME! AFTER 12 WEEKS, 77% OR MORE IMPROVED ON EVERY ATTRIBUTE MEASURED.\*

- Fine lines – 86%
- Wrinkles – 77%
- Resilience – 94%
- Luminosity – 98%
- Smoothness – 100%
- Softness – 95%
- Overall appearance – 95%
- Evenness of skin tone – 89%
- Clarity of skin tone – 86%
- More-toned skin – 89%

## BEFORE AND AFTER

The images below are captured with 3D photography to highlight the improvement in the look of skin after 12 weeks.

BEFORE



Extreme close-up of eye area before and after using *TimeWise Miracle Set 3D*®

AFTER



BEFORE



Extreme close-up of eye area reflecting above-average results using *TimeWise Miracle Set 3D*®

AFTER



## HELP IS HERE!

Boost your skin care expertise and provide the best personalized customer service to set you apart from major retailers.



**MARYKAY® SKIN ANALYZER APP.** Digital skin care assistant you and your customers download and use. They scan their faces, and you can provide personalized *Mary Kay*® product recommendations. It's **free** from your app store.

**SHAREABLE SKIN CARE VIDEOS.** Send via text, email or social media. A professional way to promote amazing products you love!

**MARYKAY DIGITAL FLIP CHART™.** Use on your phone or tablet to help walk you through a skin care party. Free on



**Mary Kay® Digital Showcase App,** available from your app store. There's also a handy Skin Care Party Flip Chart – **Video Conference Edition** you can find on *Mary Kay InTouch*®.

**DIGITAL PARTY SOCIAL MEDIA PLAYBOOK.** Jam-packed with ideas for the best digital party experience and games to help engage party guests. There's even a section with social posts you can provide ahead of time for the party hostess. *Mary Kay InTouch*®.





## FIND HOSTESSES

**TERESA WALLER**, INDEPENDENT SALES DIRECTOR, SOUTH MILLS, N.C.  
 “You don’t have to be a salesperson because the products sell themselves. You just have to get product on faces! Here’s what I do:

Our unit holds **booking challenges** to help us book more parties and find new hostesses. Sometimes we’ll end a month with a shared contest of 72 parties in 72 hours. Both are fun ways to get everyone involved and increase activity.

I **offer samples** as Pink Pampering Packages. This helps open the door to pamper new faces and acquire new hostesses and skin care customers!

Last year, **working virtually** became our first option. Today, my social media friends have quadrupled! All these new people became an ocean of new leads for hostesses, customers and unit members.”



# “Maskne” Breakouts

If your customers experience breakouts more often now, it could be from wearing a face covering. The skin surface under a mask is exposed to warmer, more humid air. For each degree the skin temperature rises, skin can produce up to 10% more oil!

## NEW WAY TO MULTIMASK

On top of twice-daily cleansing and moisturizing (yes, even oily skin needs a moisturizer), consider wearing a different kind of mask ... a skin care mask.

## DEEP-CLEANS AND DRAWS OUT IMPURITIES.

**Clear Proof® Deep-Cleansing Charcoal Mask** acts like a magnet to clear out your pores. Wear for 20 minutes 2 – 3 times per week.

## SOOTHES AND HYDRATES.

Reach for **TimeWise® Moisture Renewing Gel Mask**. Let skin drink it in for 10 minutes, then rinse. Or wear it overnight for a hydrated glow in the morning!

# One Woman Can<sup>®</sup> A True Mary Kay Rock Star

Where can geology and a Mary Kay business meet to determine the life route of one woman? Meet **Jasmine Walker, Independent Senior Sales Director, Union, N.J.**

From 1996 to 2001, Jasmine Walker worked as a geologist. This budding volcanologist's thesis was on the Huaynaputina Volcano in the south of her native Perú. Its last eruption was in 1600 AD and was the largest historically recorded eruption in South America, comparable two times the eruption of Mount Vesuvius in 79 AD. Jasmine's plan was to get her master's degree, but she needed to be more fluent in English. With this goal in mind she traveled to Elizabeth, N.J., in 2002. She started working at a plastics factory, but the job was unfulfilling, and she barely made enough for her basic expenses.

## FITS HER

While looking for an inexpensive haircut, she met the niece of the hairstylist Mariela Yañez, a Mary Kay Independent Beauty Consultant, who offered her a courtesy facial. "I was excited to get a free facial," recalls Jasmine. "I fell in love with the *Mary Kay*<sup>®</sup> products! During my personal close, the Beauty Consultant introduced me to the Mary Kay opportunity. I was already making plans to return to Peru, but she mentioned skin care classes, the positive Mary Kay environment which was diametrically opposed to the factory where I worked. As a geologist, I had worn work boots, jeans and no makeup, so I was immediately intrigued by the chance to learn about skin care and makeup."

## PERFECT FIT

By the time Jasmine attended the Mary Kay unit meeting, she forgot all about Peru! "I fell in love with everything Mary Kay. Certainly, the positive and empowering environment played an enormous role. It was totally the opposite of what I had experienced before. And the idea of learning about color, well that helped me make the leap. Peru would have to wait! And I started my Mary Kay business in April 2003."



*Jasmine Walker*  
INDEPENDENT SENIOR SALES DIRECTOR



Jasmine on the top edge of the Ubinas Volcano in Peru at 18609 ft, the most active volcano in the Central Volcanic Zone of the Andes Mountains.







While she dedicated herself to her new Mary Kay business, Jasmine met and married Paul Walker who today manages their solar panels business. "His support to my Mary Kay business is amazing and beneficial.

"Paul helps me continue to learn English, and I now have some bilingual unit members. One of my offspring Independent Sales Director's unit speaks primarily English, so I get a lot of practice speaking English with them. This is something that motivates me to keep learning. I do take classes, I have two English teachers via Zoom, because my purpose is to be totally fluent in English."

## LIFE-CHANGER

"When I arrived in the United States, I had no family, I didn't know anybody and I worked a low paying factory job. Many things were against me: loneliness and isolation, the language, the long snowy winters of the northeast. But Mary Kay has changed my life. I learned how to drive when I earned the use of a Mary Kay Career Car. I have found my second family: my customers and team members are now my friends. I tell people that to me Mary Kay is almost therapeutic, it has helped me face the reality that I am far away from my siblings in Peru. I am so blessed because Mary Kay has touched my life in such an incredible way and the life of so many women around me.

# Jasmine's TOP SEVEN TIPS

**EDUCATION IS KEY.** Don't miss your unit meetings. Sometimes you might feel attending meetings is repetitive, but there is always something that will push a button in your heart. I can honestly tell you attending weekly unit meetings was a big contributor to moving up to become an Independent Sales Director.

**KNOW THE PRODUCTS.** This knowledge builds your confidence and allows you to project yourself as a professional.

**SET YOUR GOALS.** The Power Start (30 faces in 30 days) should be a constant. Everything starts at a facial: you can meet hostesses, potential new team members and build sales.

**MANAGE YOUR INVENTORY.** Just like Mary Kay Ash said, 'You cannot sell from an empty wagon.'

**SHARE THE OPPORTUNITY.** Do it during the 30 facials of your Power Start.

**STRIVE FOR A GOLD MEDAL EVERY MONTH.** If you really work for that Power Start, it's much easier to earn the Gold Medal (five new team members in one month).

**FOLLOW UP.** I call my customers regularly, even if just to say hello. I keep them on my radar. Even months later, I'm not surprised when I hear a woman tell me, "Jasmine, I'm ready to start my Mary Kay business."

My faith is very important. We need to believe and persevere. Sometimes we must just pray and believe anything is possible. I want to stay strong in my faith. Not only for me, but for the women on my team, for them and their dreams. They help me stretch and I love to see them grow in their business and show their 'Yes I Can' attitude!"

# IT'S A GUY THING.

Fragrance rocks as a Valentine's gift. In 2019, the two weeks leading up to the holiday generated more than \$170 million in U.S. fragrance sales in the prestige market. While women's scents made up more than 60% of the sales, **men's fragrance grew the fastest – up 7%.\***

## **TRUE ORIGINAL® SPRAY COLOGNE, \$36**

Citrus fruits, patchouli, sage and sandalwood.

## **MK HIGH INTENSITY® SPORT COLOGNE SPRAY, \$40**

Gin Berry and Icy Bergamot, Liquid Oxygen Accord, Cool Cardamom, Wild Birch Bark and Ambers.

## **CITYSCAPE® COLOGNE SPRAY, \$50**

Italian Bergamot, French Lavender, Amber and Vetiver, along with various rich woods.

## **MK HIGH INTENSITY® COLOGNE SPRAY, \$40**

Amber, Royal King Wood, Icy Black Fennel and Anise Seed, plus Vintage Suede Accord.

## **SUPERHERO SKIN CARE**

### **MK MEN® REGIMEN, \$81.**

INDIVIDUAL PRODUCTS ALSO SOLD SEPARATELY.



## **GROOMING GUIDE**

Share the **Men's eCatalog** with a guide to grooming on [marykay.com](http://marykay.com) > eCatalog.



## **DRIVE-THRU DELIVERY**

**REBECCA ALLEN**, INDEPENDENT SALES DIRECTOR, MADISON, ALA.

"I put packaged and ready-to-go gifts in my car and visit local businesses where I let employees shop. You also can do this virtually! Contact business managers to invite their teams to join you via a video call. Then showcase your gifts and offer to personally deliver! This is a great service – especially for those who are last-minute shoppers!"







Gloria Mayfield Banks



Patricia Turker



Sonia Pérez



Cindy Williams



Lisa Madson

## ALL IN *On You!* *¡AL CIEN contigo!*

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



Lupita Magaña



Pamela Waldrop Shaw



Dayana Polanco



Pamela Fortenberry-Slate



Dawn Dunn

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



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

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

INNER CIRCLE /  
CÍRCULO INTERIOR

|                          |
|--------------------------|
| <b>\$1,100,000</b>       |
| Gloria Mayfield Banks    |
| \$373,070                |
| <b>\$650,000</b>         |
| Patricia Turker          |
| \$227,552                |
| <b>\$600,000</b>         |
| Sonia Páez               |
| \$200,684                |
| <b>\$550,000</b>         |
| Cindy Williams           |
| \$185,159                |
| <b>\$500,000</b>         |
| Lisa Madson              |
| \$182,814                |
| <b>\$400,000</b>         |
| Lupita Magaña            |
| \$144,903                |
| Pamela Waldrop Shaw      |
| 135,369                  |
| <b>\$350,000</b>         |
| Dayana Polanco           |
| \$131,991                |
| <b>\$325,000</b>         |
| Pamela Fortenberry-Slate |
| \$112,771                |
| Dawn Dunn                |
| 112,615                  |

DIAMOND CIRCLE /  
CÍRCULO DIAMANTE

|                     |
|---------------------|
| <b>\$300,000</b>    |
| Dacia Wiegandt      |
| \$106,031           |
| Mayuli Rolo         |
| 103,750             |
| Lynnea Tate         |
| 101,661             |
| Stacy James         |
| 101,659             |
| Sandy Valerio       |
| 101,041             |
| Julia Burnett       |
| 100,900             |
| Yosaira Sánchez     |
| 100,558             |
| <b>\$250,000</b>    |
| O'Nelly Encarnación |
| \$93,570            |
| Anabell Rocha       |
| 89,724              |
| Julianne Nagle      |
| 85,031              |
| Lorraine Newton     |
| 84,071              |
| <b>\$200,000</b>    |
| Kristin Myers       |
| \$81,429            |
| Kerry Buskirk       |
| 80,923              |
| Cyndee Gress        |
| 80,180              |
| Somer Fortenberry   |
| 78,829              |

|                   |
|-------------------|
| Anita Wood        |
| 78,771            |
| Mariana Moreno    |
| 76,566            |
| Lia Carta         |
| 75,673            |
| Kim McClure       |
| 73,373            |
| Davanne Moul      |
| 71,738            |
| Mary Estupiñán    |
| 71,479            |
| María Monarrez    |
| 70,244            |
| Cindy Fox         |
| 70,113            |
| Bianny Ramírez    |
| 69,251            |
| Kimberly Copeland |
| 68,879            |
| Shannon Andrews   |
| 66,850            |
| Rosibel Shahín    |
| 66,570            |
| Crisette Ellis    |
| 66,252            |

GOLD CIRCLE /  
CÍRCULO DE ORO

|                           |
|---------------------------|
| <b>\$150,000</b>          |
| Jan Thetford              |
| \$65,494                  |
| Ada García-Herrera        |
| 64,752                    |
| Monique Balboa            |
| 63,034                    |
| Caterina Harris Earl      |
| 62,631                    |
| Auri Hatheway             |
| 61,525                    |
| Evelinda Díaz             |
| 61,348                    |
| Marye Durrer (debut 7/20) |
| 60,955                    |
| Valerie Bagnol            |
| 59,732                    |
| Kristin Sharpe            |
| 59,680                    |
| Sonia Bonilla             |
| 59,526                    |
| Rebecca Evans             |
| 59,175                    |
| Sylvia Kalicak            |
| 59,011                    |
| Kym Walker                |
| 58,327                    |
| Paola Ramírez             |
| 58,023                    |
| Lisa Allison              |
| 57,318                    |
| Sue Pankow                |
| 57,269                    |
| Morayma Rosas             |
| 56,848                    |
| Diane Mentipty            |
| 56,521                    |
| Tammy Crayk Smith         |
| 56,493                    |
| Janis Z. Trude            |
| 56,484                    |

|                        |
|------------------------|
| Mairelys López         |
| 55,595                 |
| Patrice Moore Smith    |
| 55,299                 |
| Noelia Jaimes          |
| 54,858                 |
| Gloria Báez            |
| 54,438                 |
| Juanita Gudiño         |
| 52,927                 |
| Pam Higgs              |
| 52,473                 |
| Pamela Tull            |
| 52,291                 |
| Leah Lauchlan          |
| 50,985                 |
| María Flores           |
| 50,944                 |
| Alia Head              |
| 50,495                 |
| Dawn Otten-Sweeney     |
| 50,414                 |
| Gina Rodríguez-Oriola  |
| 50,298                 |
| <b>\$125,000</b>       |
| Natalie Privette-Jones |
| \$49,386               |
| Carmen Hernández       |
| 48,288                 |
| Candy Lewis            |
| 47,841                 |
| Diana Sumpter          |
| 47,612                 |
| Marilyn Marte-De Melo  |
| 47,071                 |
| Roxanne McInroe        |
| 47,053                 |
| Alma Orrostieta        |
| 46,903                 |
| Evitelia Valdez-Cruz   |
| 46,866                 |
| Lara McKeever          |
| 46,666                 |
| Deb Wehrer             |
| 46,550                 |
| Noemi Jaimes           |
| 46,460                 |
| Pam Ross               |
| 46,349                 |
| Bridget Shaw           |
| 46,052                 |
| Ruth Everhart          |
| 45,907                 |
| Elizabeth Sánchez      |
| 45,643                 |
| Tammy Vavala           |
| 45,014                 |
| Yudith Pupo            |
| 44,919                 |
| Marixa González        |
| 44,731                 |
| Heidi Goelzer          |
| 43,966                 |
| Carol Lawler           |
| 43,077                 |
| Sabrina Goodwin Monday |
| 42,536                 |
| Maricarmen Landa Ramos |
| 42,178                 |

MONTHLY COMMISSIONS  
AND BONUSES  
GRATIFICACIONES Y  
COMISIONES MENSUALES

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

|                         |          |
|-------------------------|----------|
| <b>DIAMOND/DIAMANTE</b> |          |
| Lisa Madson*            | \$46,373 |
| Yosaira Sánchez*        | 34,974   |
| Pamela Waldrop Shaw**   | 28,387   |
| Dawn Dunn*              | 24,934   |
| Lynnea Tate             | 24,178   |
| O'Nelly Encarnación     | 23,365   |
| Kristin Sharpe          | 20,128   |
| Candy Lewis             | 19,255   |
| Julia Burnett*          | 19,213   |
| Shannon Andrews*        | 17,899   |
| Rebecca Evans*          | 16,968   |
| Diana Sumpter           | 15,507   |
| María Monarrez          | 14,942   |
| Vicki Jo Auth           | 14,450   |
| Sue Pankow              | 13,925   |
| Marixa González         | 12,909   |
| Lisa Allison            | 12,598   |
| Sharon Buck             | 12,562   |
| Leah Lauchlan           | 12,297   |
| Indhira Jimenez         | 11,313   |
| Heidi Goelzer           | 11,080   |
| Julia Mundy             | 11,042   |
| Evitelia Valdez-Cruz    | 10,929   |
| Terri Schafer           | 10,814   |
| Roxanne McInroe         | 10,653   |
| Pam Ross*               | 10,530   |
| Alia Head               | 10,230   |
| Rosa Bonilla*           | 10,055   |

|                        |        |
|------------------------|--------|
| Dawn Otten-Sweeney     | 16,495 |
| Valerie Bagnol*        | 14,601 |
| Kristin Myers*         | 14,373 |
| Alejandra Zurita       | 14,224 |
| Patrice Moore Smith    | 14,192 |
| Morayma Rosas          | 13,950 |
| Diane Mentipty         | 13,360 |
| Mia Mason Porter       | 12,668 |
| Alma Orrostieta        | 12,563 |
| Ruth Everhart          | 12,343 |
| Deb Wehrer             | 12,241 |
| Elaine Kimble Williams | 11,885 |
| Lupita Díaz            | 10,981 |
| Sylvia Kalicak*        | 10,265 |
| Elizabeth Sánchez      | 10,183 |

EMERALD/ESMERALDA

|                          |           |
|--------------------------|-----------|
| Gloria Mayfield Banks*** | \$101,306 |
| Patricia Turker**        | 52,656    |
| Sonia Páez**             | 46,701    |
| Dayana Polanco*          | 30,303    |
| Dacia Wiegandt*          | 26,703    |
| Mayuli Rolo*             | 21,000    |
| Crisette Ellis           | 20,812    |
| Caterina Harris Earl     | 18,786    |
| Julianne Nagle*          | 18,702    |
| Tammy Crayk Smith        | 17,436    |
| Auri Hatheway            | 17,314    |
| Kym Walker*              | 16,835    |
| Pamela Tull              | 16,750    |
| Bianny Ramírez*          | 16,472    |
| Mairelys López*          | 15,832    |
| Rosibel Shahín*          | 15,751    |
| Ada García-Herrera*      | 15,653    |
| Monique Balboa           | 15,558    |
| Pam Higgs                | 15,537    |
| Kerry Buskirk*           | 15,429    |
| Mariana Moreno*          | 15,067    |
| Natalie Privette-Jones   | 14,672    |
| Anita Wood*              | 14,521    |
| Evelinda Díaz*           | 14,459    |
| Sonia Bonilla            | 13,528    |
| Gina Rodríguez-Oriola    | 12,560    |
| Noemi Jaimes             | 12,318    |
| Yudith Pupo              | 11,577    |
| Sabrina Goodwin Monday   | 10,721    |
| Marilyn Marte-De Melo    | 10,404    |
| Noelia Jaimes*           | 10,372    |
| Cathy Bill*              | 10,246    |
| Sue Wallace              | 10,046    |

RUBY/RUBÍ

|                 |          |
|-----------------|----------|
| Cindy Williams* | \$37,636 |
| Stacy James*    | 22,737   |
| Mary Estupiñán* | 20,671   |
| Kim McClure     | 19,526   |
| Sandy Valerio*  | 19,323   |
| Lia Carta**     | 15,925   |
| Jan Thetford    | 15,498   |
| Cindy Fox*      | 15,206   |
| Anabell Rocha*  | 14,949   |
| Lara McKeever   | 14,779   |
| Marye Durrer*   | 14,009   |
| María Flores    | 12,236   |
| Gloria Báez*    | 12,232   |
| Juanita Gudiño* | 10,528   |
| Tammy Vavala    | 10,506   |
| Cecilia James   | 10,267   |
| Bea Millslagle  | 10,043   |

SAPPHIRE/ZAFIRO

|                                   |          |
|-----------------------------------|----------|
| Pamela Fortenberry-Slate*         | \$32,567 |
| Lupita Magaña**                   | 31,965   |
| Lorraine Newton*                  | 22,732   |
| Somer Fortenberry                 | 19,892   |
| Kimberly Copeland                 | 19,124   |
| Cyndee Gress*                     | 18,971   |
| Janis Z. Trude                    | 18,645   |
| Paola Ramírez                     | 17,606   |
| Davanne Moul*                     | 17,252   |
| Bridget Shaw                      | 16,587   |
| * Denotes Senior NSD              |          |
| ** Denotes Executive NSD          |          |
| *** Denotes Elite Executive NSD   |          |
| * Denota DNV Senior               |          |
| ** Denota DNV Ejecutiva           |          |
| *** Denota DNV Ejecutiva de Élite |          |

NOTHING HAPPENS UNTIL SOMEONE  
SELLS SOMETHING./ NADA PASA  
HASTA QUE ALGUIEN VENDE ALGO.

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos en su negocio Mary Kay. Los resultados individuales variarán.

## MARY KAY ANGELS

### ÁNGELES MARY KAY

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

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

**DIAMOND/DIAMANTE**  
Mary Kathryn King, *Mary Kay National Area* \$100,272

**RUBY/RUBÍ**  
Kenia K. Acosta, *M. Estupiñan Area* \$103,770

**SAPPHIRE/ZAFIRO**  
Keita Powell, *Mary Kay National Area* \$104,953

**EMERALD/ESMERALDA**  
Deanna L. Spillman, *J. Nagle Area* \$111,079

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

**DIAMOND/DIAMANTE**  
Kelly M. Freeman, *Mary Kay National Area* \$19,976

**RUBY/RUBÍ**  
Jesslyn Ponce-Dick, *Mary Kay National Area* \$13,855

**SAPPHIRE/ZAFIRO**  
Tammy J. Cononie, *S. Fortenberry Area* \$14,802

**EMERALD/ESMERALDA**  
Jennifer L. Besecker, *P. Higgs Area* \$24,871

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

**DIAMOND/DIAMANTE**  
Beta O. Ngerem, *T. Schafer Unit, T. Schafer Area* \$16,454

**RUBY/RUBÍ**  
Mayra Garcia, *E. Santos Unit, Mary Kay National Area* \$13,011

**SAPPHIRE/ZAFIRO**  
Dama R. Yekeson-Koffa, *D. Maura Unit, Mary Kay National Area* \$13,251

**EMERALD/ESMERALDA**  
Glenda Mejia, *D. Ordóñez Unit, S. Bonilla Area* \$16,524

#### TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

New Team Members

**DIAMOND/DIAMANTE**  
Sales Director Yoanna A. Veronese, *L. Valdés de Perry Area* 10

**RUBY/RUBÍ**  
Anekia Boatwright-McGhee, *M. Nash-Bell Unit, C. James Area* 11

**SAPPHIRE/ZAFIRO**  
Sales Director Allison Gutierrez, *M. Rosas Area* 24

**EMERALD/ESMERALDA**  
Sales Director Marian L. Acosta, *M. Rolo Area* 17

## MEET YOUR NSDS

### CONOCE A TUS DNVs

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

## TOP UNIT BUILDERS

### PRIMERAS IMPULSORAS DE UNIDAD

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

#### NEW UNIT MEMBERS/NUEVAS INTEGRANTES DE UNIDAD

##### DIAMOND/DIAMANTE

Delmi C. Santos 34 New Unit Members  
Savannah Gay 31 New Unit Members  
Kim C. Meyers 29 New Unit Members  
Virgen V. Ortiz 29 New Unit Members  
Bianca Torres 26 New Unit Members  
Terri Lewis 21 New Unit Members  
Astrid Pagan 21 New Unit Members  
Keysi Y. Colon 20 New Unit Members  
Shelly Palen 20 New Unit Members  
Valerie Peterson-Kelly 20 New Unit Members  
Sherrie C. Purvis 20 New Unit Members

##### RUBY/RUBÍ

Melinda E. Nash-Bell 28 New Unit Members  
Pamela D. Cox 25 New Unit Members  
Milagro Ventura Diaz 23 New Unit Members  
Clary Martinez 22 New Unit Members  
Thessy N. Nwachukwu 22 New Unit Members  
Kenia K. Acosta 21 New Unit Members  
Emelia Delgado Garcia 21 New Unit Members  
Alma L. Castro Magana 20 New Unit Members  
Chidiebere G. Ojukwu 20 New Unit Members

##### SAPPHIRE/ZAFIRO

Larinda J. King 68 New Unit Members  
Kara Kirk 45 New Unit Members  
Jessica N. Schultz 36 New Unit Members  
Brooke E. Bennett-Young 32 New Unit Members

Rachel Statile 31 New Unit Members  
Allisson Gutierrez 29 New Unit Members  
Hilda M. Magana 29 New Unit Members  
Eno Inoyo 25 New Unit Members  
Shirley A. Lockhart-True 24 New Unit Members  
Marcia DaCosta 24 New Unit Members  
Coretta S. Williams 23 New Unit Members  
Tinia W. Campbell Piard 23 New Unit Members  
Carolyn Colter 23 New Unit Members  
Lana M. Hartzog 22 New Unit Members  
Satarro Purnell 22 New Unit Members  
Leslie M. Wright 22 New Unit Members  
Daisy Cuevas 21 New Unit Members  
Bryunah G. Gossett 21 New Unit Members  
Ynocenta Hernandez 21 New Unit Members  
Melanie Latham 21 New Unit Members  
Keita Powell 21 New Unit Members  
Christi Rossi 21 New Unit Members  
Missouri H. Simmons 21 New Unit Members  
Andrea R. Klahn 20 New Unit Members  
Jennifer J. McNulty 20 New Unit Members  
Maria Montes 20 New Unit Members  
Lorena P. Ramirez 20 New Unit Members  
Audrey D. Wallace 20 New Unit Members

##### EMERALD/ESMERALDA

Suheit M. Vielma 51 New Unit Members  
Tiqlia M. Barrow 42 New Unit Members  
Robyn K. Barnwell 40 New Unit Members

Emily S. Vijil 39 New Unit Members  
Deanna L. Spillman 35 New Unit Members  
Maritza A. Prieto 31 New Unit Members  
LaKeshia M. Chisholm 28 New Unit Members  
Regina M. Clark 28 New Unit Members  
Danielle T. Ahinasi 27 New Unit Members  
Linda S. Chasten 26 New Unit Members  
Candy V. Figueroa 26 New Unit Members  
Merina M. Givens 26 New Unit Members  
Maritza Arce 25 New Unit Members  
Lisa J. Charity 25 New Unit Members  
Diana Figueroa 25 New Unit Members  
Denisse J. Ordóñez 24 New Unit Members  
Elsi Coto 23 New Unit Members  
Yosemy Mora 23 New Unit Members  
Jeanine E. Murphy 23 New Unit Members  
Ursula Albury 22 New Unit Members  
Michelle L. Calbert 22 New Unit Members  
Stephanie D. Castro 22 New Unit Members  
Katy Goldstein 22 New Unit Members  
Elva Jordan 22 New Unit Members  
Christine D. Barrueco 21 New Unit Members  
Angel Guerra 21 New Unit Members  
Ebun Osaze 21 New Unit Members  
Brendaliz Cajigas 20 New Unit Members  
Julia Gutierrez 20 New Unit Members  
Tracy Randall 20 New Unit Members  
Angela D. Tatum 20 New Unit Members

“THE SALES DIRECTORS IN MY COMPANY ARE THE PILLARS UPON WHICH THE COMPANY HAS BEEN BUILT. THEY, IN ESSENCE, ARE THE SPIRIT OF MARY KAY. / LAS DIRECTORAS DE VENTAS EN MI COMPAÑÍA SON LOS PILARES SOBRE LOS CUALES SE HA CONSTRUIDO LA COMPAÑÍA. EN ESENCIA, ELLAS SON EL ESPÍRITU DE MARY KAY.” *Mary Kay*

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos en su negocio Mary Kay. Los resultados individuales variarán.



# DIAMOND / *DIAMANTE*

## NEW DEBUTS

### DEBUTS

**August/Agosto de 2020**

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



Alexandra Barker  
Holly Springs, NC  
K. Holliday-Lamar Unit



Ebony George  
Forney, TX  
K. George Unit



Alice M. Guzman  
Woonsocket, RI  
E. Fernandez Unit



Vietta A. Hutchinson  
Pensacola, FL  
M. Vallair Unit



Chandale Y. Keno  
Lacey, WA  
S. Coleman Unit



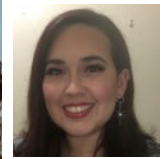
Karla W. Mendiola  
Fremont, CA  
K. Somarriba Unit



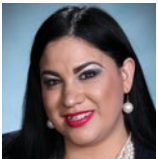
Johely Perez  
Moca, PR  
M. Santiago Unit



April K. Ramirez  
Meridian, ID  
D. Nygard Unit



Leslie A. Rivera  
San Sebastian, PR  
M. Santiago Unit



Martha Rodriguez  
Detroit  
K. Hernandez  
Trejo Unit



Kathy H. Terry  
Houston  
T. Francis Unit



**Not pictured/Sin foto:** Maggie Atherly, West Palm Bch, FL, C. Lewis Unit; Melody L. Byrd, Milwaukee, C. Bourman Unit; Maria C. Correa Almaguer, San Jose, CA, K. Rosas Unit; Cara Dalton, Altavista, VA, M. Wilkes Unit; Melissa M. Dick, Dallas, A. Waisanen Unit; Margaret A. Easter, Owings Mills, MD, G. Campbell Unit; Jennifer B. Ferreira, Fort Mill, SC, L. Crumpler Unit; LeAnna R. Funk, Portland, OR, J. Burnett Unit; Wilma Gonzalez, Orlando, FL, I. Arbelo Unit; Gracie L. Handy, Roanoke, VA, K. McElroy Unit; Allison K. Hines, Sumter, SC, L. Tate Unit; Tiffany Huerta, Harlingen, TX, C. Maldonado Unit; Griselda S. Lares, Des Plaines, IL, J. Murguia Unit; Brenda Lechuga, Kansas City, MO, K. Rosas Unit; Raquel Martinez, Palmview, TX, C. Maldonado Unit; Geovanna Montalvo Cintron, Barceloneta, PR, O. Encarnación Unit; Anastasia Moore, Fort Worth, TX, M. Wilkes Unit; Lidia Navarro, Sparks, NV, L. Caro Bravo Unit; Lupita B. New, Rosenberg, TX, C. Reprogile Unit; Keishla M. Ortiz, Cabo Rojo, PR, E. Ruiz Ruiz Unit; Vianney Padilla, Clementon, NJ, L. Cedillo Unit; Yolanda Perez, Orlando, FL, E. Fernandez Unit; Kimberly Rodriguez, San Sebastian, PR, M. Santiago Unit; Kim S. Scholwinski, Willis, TX, J. Simonsma Unit; Kirsten L. Simon, Zebulon, GA, A. Slaterry Unit; Loganne Stone, Brookville, OH, S. Ewing Unit; Melinda S. Stratton, Barboursville, WV, L. Racer Unit; Jessica T. Tompkins, Carlisle, OH, C. Peyton Unit; Angeles Vara, Jackson, NJ, E. Valdez-Cruz Unit; Lacey E. Watkins, Asheville, NC, L. Jolly Unit.

## DEAN'S LIST

### LISTA DEL DECANO



**October/Octubre de 2019**

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



Tracy Randall  
Richmond, VA  
Mary Kay  
National Area  
Emerald Seminar



Rachelle Y. Benson  
Alpine, CA  
C. Ellis Area  
Emerald Seminar



Erika N. Cullen  
Sugar Land, TX  
G. Mayfield  
Banks Area  
Emerald Seminar



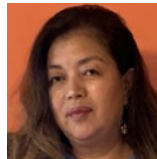
## TRIPLE CROWN

### TRIPLE CORONA



**October/Octubre de 2019**

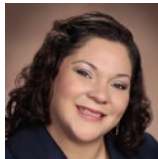
Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su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



Juana Monterrosa  
Morristown, TN  
E. Valdez-Cruz Area



Rita Montesano  
Katy, TX  
L. Valdés De  
Perry Area



Gloria S. Pina  
Aliso Viejo, CA  
Mary Kay  
National Area



The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. / Al cierre de edición se refleja el status en la trayectoria profesional de las integrantes del cuerpo de ventas independiente. Para requisitos, reglas y reglamentos completos respecto a premios y logros de las págs. 9 – 16, visita *Mary Kay InTouch*®. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos en su negocio Mary Kay. Los resultados individuales variarán.

## HONORS SOCIETY SOCIEDAD DE HONOR

### October/Octubre de 2019

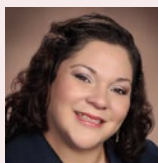
Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen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



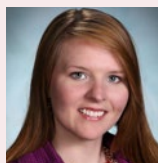
Juana Monterrosa  
Morristown, TN  
E. Valdez-Cruz Area



Rita Montesano  
Katy, TX  
L. Valdés de Perry Area



Gloria S. Pina  
Aliso Viejo, CA  
Mary Kay National Area



Rachel A. Quinn  
Tallahassee, FL  
A. Allgood Area

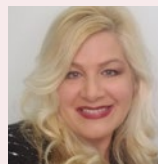


1 ON THE MOVE  
2 FABULOUS 50s  
3 HONORS SOCIETY  
Rings are shown stacked/  
Los anillos se muestran encimados.

## FABULOUS 50s FABULOSOS 50

### April/Abril de 2020

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



Vonda Hartung  
Caledonia, MI  
Mary Kay National Area



Erica S. Lee  
San Antonio  
Mary Kay National Area



Elizabeth L. Rudd  
Batesville, MS  
Mary Kay National Area

Not pictured./Sin foto: Beatrice Warren, Magnolia, DE, A. Head Area.

## ON THE MOVE EN ACCIÓN

### August/Agosto de 2020

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

Maggie Atherly  
Alexandra Barker  
Maria C. Correa Almaguer  
Cara Dalton  
Margaret A. Easter  
LeAnna R. Funk  
Ebony George  
Alice M. Guzman  
Allison K. Hines  
Vieta A. Hutchinson  
Chandale Y. Ken  
Karla W. Mendiola

Anastasia Moore  
Lupita B. New  
Keishla M. Ortiz  
Vianney Padilla  
Yolanda Perez  
April K. Ramirez  
Leslie A. Rivera  
Kim S. Scholwinski  
Kirsten L. Simon  
Loganne Stone  
Melinda S. Stratton  
Kathy H. Terry



## FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

### October/Octubre de 2020

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



Lucelena Acosta  
Yakshica Adams  
Yolanda Aguirre  
Kimberly A. Ake  
Stephanie L. Alfred  
Elizabeth Alicea  
Victoria Anderson  
Clara Arita  
Lauren Barth  
Sara Batista Pena  
Crisceli M. Batten

Jessica B. Beltran Gonzalez  
Angelique Bennett  
Katie Bennett  
Deborah M. Black  
Tina R. Blair  
Kirstin A. Bonesse  
Flora Bonilla  
Mayra B. Borjas  
Crystal Bowen  
Latrisa Bradley  
Amy B. Branam

### Red Jackets, cont.

Shameka Bruns  
Autumn V. Buckner  
Yesmarie Caban  
Karen Caceres  
Reba K. Campbell  
Candida Castillo  
Samantha Catoe  
Heycil P. Cepeda  
Christy Chilson  
Nomkita D.  
Chirunga-Cortez  
Danielle R. Clark  
Shana D. Clary  
Lindsey R. Cleverger  
Angela C. Cline  
Landis C. Collins  
Paige A. Collins  
Lucy K. Colome  
Ida E. Colon  
Rebekah L. Corbin  
Kellen C. Cordeiro  
Jessica Coyle  
Pamela Crary  
Melanie Crespo Vega  
Jacque R. Criswell  
Christina Danes  
Martha C. De La Torre  
Rheana L. Dean  
Veronica G. Delancey  
Makaela M. Earley  
Toyah N. Epperson  
Maria J. Espiritusanto  
Amanda M. Fields  
Blanca Figueroa  
Sandra Flores  
Erin Foster  
Katelyn Foster  
Brittany Gabbard  
Jaclyn Gaffney  
Ashley K. Galdos  
Debra Galloway  
Sindi Garcia  
Vera Gates-Williams  
Estela Gaytan  
Amanda Gillham  
Meghan H. Gilliam  
Beverly J. Goode  
Arielle Goodspeed  
Camille Gray  
Dagana Gusman  
Esther Hall

Rhonda M. Hankins  
Martha T. Hernandez  
Fanny Herrera  
Michele L. Hisle  
Rosa Holness  
Maria Huato  
Theresa Huntley  
Amy L. Hymes  
Ronee Jones  
Keleigh Kapparos  
Kimberly A. Keisler  
Naomi L. Kerr  
Mirna Kleriga  
Katherine Kuykendall  
Yolanda Lambrecht  
Angel M. Lay  
Alicia Licon  
Tyhesia Lilly  
Angelika C. LoCoco  
Norma Lopez  
Meggan Mangona  
Shaunte A. McClenton  
Emily Mckendry  
Bethany B. Mihaly  
Sara E. Miller  
Diana J. Mills  
Isaura Morales  
Mary A. Mullins  
Valerie J. Murray  
Theresa Niles  
Cynthia A. Novero  
Ella Odum  
Selena Orellana  
Janna Osayende  
Charlea A. Paulsen  
Karl Pellicier  
Audelina Perez  
Mercedes Perez  
Monika A. Przybylowska  
Lajuana Raines  
Imelda Ramirez  
Priscilla Redmon  
Trina M. Reed  
Vivian A. Rengifo  
Cecilia Reyes  
Kimberly Richards  
Meredith T. Riggsbee  
Janmarie K. Ritter  
Rosanna Rivadeneira

Kelyn Rodriguez  
Maria Romano Dimas  
Silvia Royster  
Royann D.  
Russell-collie  
Veronica C. Salazar  
Stephanie Salinas-Caban  
Zinnia A. Sanabria  
Cassandra L. Sanchez  
Maria G. Sanchez  
Perla Sanchez  
Abigail Santiago  
Carla S. Santos  
Yessenia Santos  
Angie M. Severson  
Tamara Smith  
Angela Sneed  
Joaquina Sosa  
Ivette Soto Aldarondo  
Tammy R. Spangler  
Allison J. Tabor  
Diona Tewart  
Christine E. Thompson  
Margarita Tiro  
Nina R. Torres  
Phyllis E. Turco  
Cynarra Turner  
Laura A. Turner  
Liliana Valenzuela  
Piedad P. Vallejo  
Maribel Vargas  
Maria Del C. Vazquez  
Raquel Vega  
Cruz Vicens Aca  
Veronica P. Villalobos  
Melissa J. Ward  
Chiquita Washington  
Denise White  
Charisse White-Amos  
Jennifer L. Whitley-Davis  
Cecelia A. Williams  
Johanna E. Work  
Megan Workman

## GRAND ACHIEVERS GRAN GANADORAS

### October qualifiers/Calificadas en octubre de 2020

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

### SALES DIRECTORS/ DIRECTORAS DE VENTAS

Michelle Bailey  
Margaret A. Easter  
Lacey M. Littleton  
Ibia Lisa Owens  
Maddie Tow

### CONSULTANTS/ CONSULTORAS

Alexandra Almanzar  
Shari Lyn LaCera  
Cindy Lamarche Cabrera  
Lynn J. Roberts

## 13% CLUB CLUB DEL 13%

### October/Octubre de 2020

The top 25 independent sales force members 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 \$225 in wholesale orders during October./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Diamante** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en octubre.

### DIAMOND/DIAMANTE

|                         |         |                                            |       |
|-------------------------|---------|--------------------------------------------|-------|
| Sherrie C. Purvis*      | \$2,840 | Karla Somarriba*                           | 1,625 |
| Elizabeth Fernandez*    | 2,449   | Terri Lewis*                               | 1,624 |
| Celeste Byrd*           | 2,343   | Jenny Siemonsma*                           | 1,621 |
| Mary Kathryn King*      | 2,203   | Emily E. Schuette*                         | 1,611 |
| Nancy M. Polish*        | 2,070   | Yessica Navarro*                           | 1,611 |
| Heidi J. Newell*        | 2,047   | Joni S. Cool*                              | 1,556 |
| Delmi C. Santos*        | 1,993   | Rossana E. Nevels*                         | 1,554 |
| Stacy Rozwadowski*      | 1,986   | Jessye R. Nichols*                         | 1,550 |
| Shelley Olson*          | 1,904   | Christine Wittmann*                        | 1,542 |
| Karime Rosas*           | 1,832   | Lisa A. Raupp*                             | 1,503 |
| Carol Fehr*             | 1,799   | *Denotes Independent Sales Director.       |       |
| Linda Kieper*           | 1,694   | *Denota Directora de Ventas Independiente. |       |
| Elsa F. Santos*         | 1,683   |                                            |       |
| Lindsey D. Christenson* | 1,670   |                                            |       |
| Claudia Chavez*         | 1,641   |                                            |       |

GOLD MEDALS  
MEDALLAS DE ORO

October/Octubre de 2020  
Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

|                                                |   |                                                    |    |                                    |    |                                                        |    |                                                  |   |
|------------------------------------------------|---|----------------------------------------------------|----|------------------------------------|----|--------------------------------------------------------|----|--------------------------------------------------|---|
| 155 GOLD MEDALS<br>Consuelo Z. Tinajero*       | 5 | Alyssa K. Harland*                                 | 7  | Joyce Gowdy-Smith*                 | 6  | Bianca Torres*                                         | 6  | 1 GOLD MEDAL<br>Yakshica Adams, A. Conley Unit   | 7 |
|                                                |   | Celeste Pichardo*                                  | 6  | Azzari S. Jones*                   | 6  |                                                        |    | Tiffany Akins, K. Meyers Unit                    | 5 |
| 144 GOLD MEDALS<br>Maribel Olivares*           | 5 | 22 GOLD MEDALS<br>Stacy Rozwadowski*               | 7  | Sue Justin*                        | 6  | 4 GOLD MEDALS<br>Jennifer Brownfield*                  | 6  | Flora Bonilla, D. Argueta Unit                   | 7 |
| 101 GOLD MEDALS<br>Abigail Madrid*             | 5 | Karla Somarriba*                                   | 7  | Astrid Pagan*                      | 5  | Mayra A. Calderon*                                     | 5  | Demetrice T. Brown*                              | 5 |
| 95 GOLD MEDALS<br>Emma Morales*                | 6 | 21 GOLD MEDALS<br>Lucia Carbajal*                  | 5  | Denise R. Pettet*                  | 5  | Katarzyna M. Curlej*                                   | 5  | Yesmarie Caban,<br>K. Rodriguez Unit             | 5 |
| 80 GOLD MEDALS<br>Ruth Alvarado*               | 6 | Blanca E. Heras Leon*                              | 6  | 10 GOLD MEDALS<br>Abi Jones*       | 6  | Rocio Espinoza*                                        | 6  | Danielle R. Colson,<br>B. Gallagher Unit         | 5 |
| 74 GOLD MEDALS<br>Karime Rosas*                | 6 | Carolyn E. Tillman*                                | 5  | Juana Murguia*                     | 6  | Irma G. Gamboa*                                        | 5  | Leticia Dean, N. Pratt Unit                      | 6 |
| 73 GOLD MEDALS<br>Maria D. Martinez*           | 7 | 20 GOLD MEDALS<br>Mileta K. Kinser*                | 6  | Kristen D. Pettet, D. Pettet Unit  | 7  | Mayra L. Lewis*                                        | 6  | Veronica Duran,<br>V. Fernandez Unit             | 5 |
| 65 GOLD MEDALS<br>Dana Davis-Armstead*         | 6 | Cheryl A. Owensby-Roberts*                         | 6  | Cynthia A. Reprogle*               | 5  | Rosalinda Mejia-Cardenas*                              | 6  | Angela D. Dvorak-Jaeger,<br>K. Hardt Unit        | 6 |
| 62 GOLD MEDALS<br>Claudia Chavez*              | 8 | Marlem Rios-Guzman*                                | 7  | Silvia C. Vallejo*                 | 6  | Alisha R. Mingo*                                       | 5  | Ma M. Escamilla, V. Ortiz Unit                   | 8 |
| 53 GOLD MEDALS<br>Maria M. Annunziata*         | 5 | Elissa Smith-Patterson*                            | 5  | 9 GOLD MEDALS<br>Kelly M. Freeman* | 6  | Ignacia Moreno Perez,<br>S. Herrera Unit               | 5  | Vera Gates-Williams,<br>E. Ezekiel Unit          | 6 |
| 51 GOLD MEDALS<br>Mirna E. Alvarez*            | 5 | 19 GOLD MEDALS<br>Laura Salazar*                   | 6  | Trudy Miller*                      | 5  | Latrice Roman, J. Mundy Unit                           | 6  | Paola Gelvez, B. Sanchez Unit                    | 5 |
| 50 GOLD MEDALS<br>Christine Ali*               | 6 | Jea Summers-Gackowski*                             | 8  | Lizuly Monarrez*                   | 5  | Keily Umanzor,<br>R. Mejia-Cardenas Unit               | 6  | Alicia Gutierrez, K. Colon Unit                  | 7 |
| Maria D. Reyes*                                | 7 | 18 GOLD MEDALS<br>Josephine Apsondaise*            | 5  | Nancy Powell*                      | 6  | Jessie Wangeman*                                       | 6  | Kimberly A. Hall*                                | 6 |
| 49 GOLD MEDALS<br>Daysi Ventura*               | 6 | Ana M. Vital*                                      | 5  | Sol Ramon*                         | 6  | 3 GOLD MEDALS<br>Rosaura Angulo*                       | 5  | Martha T. Hernandez,<br>B. Ramos Unit            | 5 |
| 48 GOLD MEDALS<br>Tanya L. Satcher*            | 6 | 17 GOLD MEDALS<br>Rebeca Alvarado*                 | 9  | 8 GOLD MEDALS<br>Wendy Jo Ambrose* | 6  | Erika Castro*                                          | 5  | Rosa Holness, S. Orellana Unit                   | 6 |
| 47 GOLD MEDALS<br>Kim C. Meyers*               | 5 | Jevani Baglietto*                                  | 6  | Martha R. Bermudez*                | 5  | Angelica Davis,<br>K. Holliday-Lamar Unit              | 6  | Theresa Huntley,<br>D. Sumpter Unit              | 9 |
| 44 GOLD MEDALS<br>Mercedes Estrada*            | 5 | Tammy Escobedo*                                    | 5  | Johanna M. Buenrostro*             | 5  | Ganna Gavshyna*                                        | 6  | Lyudmila B. Kuzmanova,<br>A. Borkowska Unit      | 5 |
| Ma Remi Vega-Cazarez*                          | 8 | Mary Kathryn King*                                 | 6  | Lilian Cedillo*                    | 5  | Shawna R. Herd, S. Palen Unit                          | 6  | Cindy Lamarche Cabrera,<br>K. Mendoza Unit       | 7 |
| 41 GOLD MEDALS<br>Carolyn Evans*               | 5 | Shelly Palen*                                      | 7  | Irene Coady*                       | 6  | Aleyda M. Mairena M*                                   | 5  | Alicia Licon, S. Argueta Unit                    | 6 |
| Mary L. Williams*                              | 6 | Valerie Peterson-Kelly*                            | 5  | Rocio Evangelista*                 | 6  | Debbie McIver*                                         | 6  | Kenia Madrid, M. Molina Unit                     | 6 |
| 40 GOLD MEDALS<br>Carlos M. Rodriguez*         | 5 | 16 GOLD MEDALS<br>R. Donna Brown, J. Barfield Unit | 6  | Nicki R. Hill*                     | 5  | Carolyn A. Meakim*                                     | 5  | Connie S. McKelvey,<br>C. Coffey Unit            | 5 |
| 38 GOLD MEDALS<br>Sheila K. Valles*            | 5 | Victoria L. Casanovas*                             | 5  | Leslie Jackson*                    | 6  | Karla W. Mendiola*                                     | 6  | Amy K. Metcalf, S. Ransom Unit                   | 5 |
| 34 GOLD MEDALS<br>Maricela Gonzalez*           | 6 | Joyce M. Perry*                                    | 6  | Jely S. Pacheco*                   | 5  | Yaneri P. Mendiola*                                    | 6  | Eva G. Nehikhare,<br>K. Wagner Unit              | 7 |
| 33 GOLD MEDALS<br>Keysi Y. Colon*              | 6 | Pamela G. Porter*                                  | 10 | Stacy C. Patrick*                  | 5  | Carlee S. Mercado,<br>K. Meyers Unit                   | 5  | Deisy Nunez, R. Serrano Unit                     | 5 |
| Ana E. Segovia*                                | 6 | Maria Fernanda Sagal*                              | 5  | Leda M. Saucedo Medina*            | 5  | Ibia Lisa Owens*                                       | 5  | Robyn L. Odita, C. Lewis Unit                    | 8 |
| 32 GOLD MEDALS<br>Stephanie A. Mottaz*         | 5 | 15 GOLD MEDALS<br>Lillie Eggleston*                | 6  | Sophia E. Stewart*                 | 7  | Lourdes Ramirez*                                       | 6  | Maria De Lourde P. Pacheco,<br>V. Fernandez Unit | 6 |
| 31 GOLD MEDALS<br>Emily E. Schuette*           | 7 | Martha Montelongo*                                 | 5  | Humberta Tiros Rojas*              | 5  | Gandhy C. Ramirez Aldana,<br>L. Ruano de Nova Unit     | 5  | Karl Pellicier, K. Ortiz Unit                    | 6 |
| 30 GOLD MEDALS<br>Jolinn Andriese*             | 6 | Carmen Munoz*                                      | 6  | Yoanna A. Veronese*                | 10 | Ana M. Reyes*                                          | 6  | Laura N. Perez*                                  | 5 |
| Evelin A. Portillo*                            | 7 | Rosalba Perez Camacho*                             | 6  | Jonathan Whitson*                  | 5  | Shirley A. Rice,<br>B. Bridges-Wheeler Unit            | 7  | Maribel Ramirez*                                 | 5 |
| 28 GOLD MEDALS<br>Blanca Gonzalez*             | 6 | Juana Y. Rodriguez*                                | 7  | 7 GOLD MEDALS<br>Lidia Caro Bravo* | 5  | Lynn J. Roberts, C. Keno Unit                          | 5  | Rosa Ramirez, E. Salazar Unit                    | 5 |
| 27 GOLD MEDALS<br>Amelia Flores*               | 6 | 14 GOLD MEDALS<br>Jennifer Anderson*               | 7  | Marlen N. Espino Del Cid*          | 6  | Bruna J. Serafim*                                      | 6  | Vivian A. Rengifo,<br>G. Gavidia Unit            | 8 |
| 25 GOLD MEDALS<br>Terri Lewis*                 | 6 | London A. Arbuckle*                                | 5  | Tina M. Francis*                   | 5  | Sasha Shaw*                                            | 6  | Tierra N. Ringor, J. James Unit                  | 6 |
| Beatriz Molina-Trevino*                        | 5 | Dinora Argueta*                                    | 5  | Anabigail Longchamp-Devose*        | 7  | Idamaris Sosa*                                         | 6  | Marilyn Rivera, M. Bennett Unit                  | 5 |
| 24 GOLD MEDALS<br>Norma A. Caballero-Castillo* | 5 | Beverlin Greene*                                   | 10 | Doris M. Martinez*                 | 6  | Tracey Wilkes,<br>K. Holliday-Lamar Unit               | 6  | Kelyn Rodriguez, D. Santos Unit                  | 6 |
| Elsa F. Santos*                                | 6 | Catherine Joseph-Emmanuel*                         | 7  | Danielle McCracken*                | 6  | 2 GOLD MEDALS<br>Alexandra Almanzar,<br>B. Torres Unit | 8  | Maria Romano Dimas,<br>D. Rivas Angel Unit       | 5 |
| 23 GOLD MEDALS<br>Debbie A. Fritzemeier*       | 6 | Sarah E. Perdue*                                   | 7  | Martha A. Tabares*                 | 5  | Ayda Y. Alvarez*                                       | 6  | Stephanie Salinas-Caban,<br>L. Rivera Unit       | 5 |
|                                                |   | Mary Y. Posadas*                                   | 8  |                                    |    | Angela D. Cortez, K. Ward Unit                         | 5  | Maria G. Sanchez,<br>C. Rua-Mendez Unit          | 6 |
|                                                |   | Jessica A. Velardi*                                | 6  |                                    |    | Brandi L. Dreher, K. Hardt Unit                        | 8  | Yesenia Santos, D. Santos Unit                   | 9 |
|                                                |   | Antoinette Whittington-Stanton*                    | 6  |                                    |    | Susana Gonzalez*                                       | 5  | Nina R. Torres, S. Martinez Unit                 | 7 |
|                                                |   | 13 GOLD MEDALS<br>Sarah Driggers*                  | 6  |                                    |    | Alesha E. Graham,<br>L. Payne-Owens Unit               | 6  | Yesenia Torres*                                  | 5 |
|                                                |   | Maria M. Medrano*                                  | 5  |                                    |    | Ana V. Guardado, K. Colon Unit                         | 5  | Angeles Vara*                                    | 6 |
|                                                |   | Dunia F. Phillips*                                 | 6  |                                    |    | Fanny Herrera, D. Santos Unit                          | 10 | Cruz Vicens Aca,<br>E. Bermeo Criollo Unit       | 9 |
|                                                |   | 12 GOLD MEDALS<br>Beth Brinkley*                   | 6  |                                    |    | Minnie Jamison, B. Greene Unit                         | 6  | Sanjuana Vieyra,<br>K. Somarriba Unit            | 5 |
|                                                |   | Mischell A. Byers*                                 | 6  |                                    |    | Sulma Orellana*                                        | 6  | Mary E. Wendtlandt,<br>A. Krause Unit            | 5 |
|                                                |   | Juana M. Del Cid*                                  | 5  |                                    |    | Alma Ortiz, S. Vallejo Unit                            | 6  |                                                  |   |
|                                                |   | Savannah Gay*                                      | 9  |                                    |    | Maria Paulina, E. Marte Unit                           | 5  |                                                  |   |
|                                                |   | Sandy Lillie*                                      | 5  |                                    |    | Maritza Peraza*                                        | 6  |                                                  |   |
|                                                |   | Lisa A. Raupp*                                     | 5  |                                    |    | Carlos Rivera,<br>I. Cruz-Allende Unit                 | 5  |                                                  |   |
|                                                |   | Josefina Sanchez*                                  | 5  |                                    |    | Nereida Salazar,<br>M. Pereyra Unit                    | 5  |                                                  |   |
|                                                |   | 11 GOLD MEDALS<br>Ana E. Aguilar*                  | 6  |                                    |    | Carmen R. Smiley*                                      | 5  |                                                  |   |
|                                                |   | Consuelo Alvarez*                                  | 5  |                                    |    | Jessica Soto, A. Pagan Unit                            | 5  |                                                  |   |
|                                                |   | Amalia Galan*                                      | 6  |                                    |    | Regina R. Thomas*                                      | 6  |                                                  |   |
|                                                |   |                                                    |    |                                    |    | Allie Towe, M. Towe Unit                               | 7  |                                                  |   |
|                                                |   |                                                    |    |                                    |    | Guadalupe N. Villarreal,<br>C. Maldonado Unit          | 6  |                                                  |   |
|                                                |   |                                                    |    |                                    |    | Ishea M. Wardy, A. Wilson Unit                         | 7  |                                                  |   |

\*Denotes Independent

Sales Director.

\*Denota Directora de

Ventas Independiente.



# ACHIEVEMENT CIRCLE

## CÍRCULO DE LOGROS

October/Octubre de 2020

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

|                         |           |                         |        |                           |        |                         |           |                           |        |                              |        |
|-------------------------|-----------|-------------------------|--------|---------------------------|--------|-------------------------|-----------|---------------------------|--------|------------------------------|--------|
| <b>DIAMOND/DIAMANTE</b> |           | Emily Sims              | 46,309 | Tamarie M. Bradford       | 51,617 | <b>SAPPHIRE/ZAFIRO</b>  |           | Eno Inoyo                 | 44,568 | Stacy D. Foust               | 56,932 |
| Mary Kathryn King       | \$100,498 | Kathy R. Bullard        | 45,944 | Caitlin M. Griffo         | 51,570 | Keita Powell            | \$104,953 | Daisy Cuevas              | 44,422 | Stephanie D. Castro          | 56,609 |
| Deborah S. Bailye       | 98,041    | Savanna N. Zelinka      | 45,842 | Maria Hernandez           | 51,082 | Larinda J. King         | 95,743    | Adrienne D. Hollifield    | 44,397 | Nicole L. McDaniel           | 56,375 |
| Suzanne T. Young        | 93,722    | Sharon B. Carney-Wright | 45,730 | Jeanie K. Navrkal         | 50,909 | Brooke E. Bennett-Young | 74,818    | Candy I. Brown            | 44,392 | Elsi Coto                    | 55,856 |
| Susan M. McCoy          | 93,514    | Terri J. Beckstead      | 45,379 | Laura V. Middleton        | 50,897 | Lafreda D. Williams     | 71,125    | Rachel Statile            | 44,255 | Maritza Arce                 | 55,682 |
| Sherrie C. Purvis       | 91,879    | Holly S. Neff           | 45,377 | Judie Roman               | 50,711 | Jordan Eicher           | 70,366    | Kerri L. Ross             | 44,107 | Melissa Hudson               | 55,344 |
| Angela J. Fry           | 86,907    | Geri Anne Morris        | 45,295 | Paula M. Kirkpatrick      | 50,295 | Jessica N. Schultz      | 69,818    | Jodi L. Feller            | 43,939 | Leanne Parrino-Pheasant      | 55,096 |
| Delmi C. Santos         | 81,025    | Heidi J. Newell         | 45,038 | Marnie R. Yunger          | 50,185 | Nedra White Wartham     | 67,943    | Nannette G. Short         | 43,869 | Allison L. Adkins            | 54,839 |
| Christy Bigham          | 73,428    | Deborah Dudas           | 44,582 | Terry Thole               | 50,133 | Moleda G. Dailey        | 66,460    | Silvia Lopez              | 43,679 | Hollie R. Sherrick           | 54,250 |
| Beverly Taylor          | 71,541    | Alicia Kingrey-Lokai    | 44,542 | Patti Cornell             | 49,815 | Sandi Gaither           | 65,151    | Gerri L. Dennis           | 43,546 | LaKeshia M. Chisholm         | 53,818 |
| Cindy Machado-Flippen   | 68,227    | Cecilia Rua-Mendez      | 44,367 | Rocio N. Palomera Urena   | 49,683 | Lady Ruth Brown         | 64,540    | Jessica Holzbach          | 43,421 | Elva Jordan                  | 53,480 |
| Mileta K. Kinser        | 67,206    | Kelly M. Freeman        | 44,200 | Stephanie Audino          | 49,520 | Ashley R. Dornbos       | 63,814    | Krystal K. Hunsucker      | 43,298 | Angel Guerra                 | 52,275 |
| Amy Kemp                | 66,158    | Lois R. Humbert         | 44,005 | Elizabeth A. Kramer       | 48,776 | Autumn R. Heble Britton | 63,683    | Missouri H. Simmons       | 43,165 | Angela D. Tatum              | 51,692 |
| Terri Lewis             | 65,946    | Cindy Rogers            | 43,937 | Cleudis Gayle             | 47,779 | Penny J. Jackson        | 63,358    | Elva Obregon              | 42,989 | Jennifer C. Babineau Olaiz   | 51,501 |
| Kim A. Messmer          | 65,131    | Sara K. Turco           | 43,672 | Christy M. Cox            | 47,736 | Marita W. Campbell      | 62,288    | Rubi Amateco-Nava Vazquez | 42,945 | Jo M. Cotton                 | 51,235 |
| Kayla A. Holliday-Lamar | 64,019    | Shelley Olson           | 43,184 | Thessy N. Nwachukwu       | 47,248 | Laurieann Barclay       | 59,026    | Eleanor E. Gwyn-Jones     | 42,878 | Regina M. Clark              | 50,860 |
| Marsha Morrisette       | 62,871    | Beth Brinkley           | 43,145 | Clary Martinez            | 47,086 | Katherine L. Longley    | 58,928    | Robyn S. Cartmill         | 42,847 | Carol Mouradian              | 50,851 |
| Sylvia L. Martinez      | 61,361    | Sonia E. Argueta        | 42,941 | Ruth Whiteleather-Orrrell | 46,523 | Christi Rossi           | 58,755    | Amy J. Burris             | 42,841 | Shauna L. Abbotts            | 50,474 |
| Shelly Palen            | 60,758    | Andrea M. Krause        | 42,847 | Monique N. McIntyre       | 46,338 | Missy M. O'Neal         | 57,642    | Lesley Speas              | 42,644 | Evelyn Nail                  | 50,380 |
| Bianca Torres           | 60,670    | Joy H. Rentz            | 42,779 | Barbara Baty              | 45,428 | Karla M. Reno           | 57,402    | Julie Neal                | 42,443 | Lindsay E. Freisthler        | 49,960 |
| Nancy M. Polish         | 60,499    | Joan M. Farrell         | 42,401 | Corrin Cresci             | 45,266 | Jessica Scola           | 57,121    | Karla R. Plantan          | 42,365 | Tandy Fischer                | 49,701 |
| Kathy M. Viola          | 59,798    | Julie Danskin           | 42,397 | Randi S. Gleason          | 44,834 | Amy E. Houseman         | 56,958    | Courtney H. Young         | 42,183 | Kimbi L. Bartik              | 49,267 |
| Nicki R. Hill           | 58,216    | Robin S. Lantz          | 42,318 | Claudis V. Tamayo         | 44,549 | Debbie A. Weld          | 56,812    | Kaye Yuen                 | 41,995 | Kenna L. Ervin               | 49,198 |
| Paula Kelsch            | 57,765    | Linda Kieper            | 42,068 | Melissa S. Olivarez       | 44,438 | Kim B. Roberts          | 55,796    | Casie Hembree             | 41,864 | Michele S. Rankin            | 49,149 |
| Yessica Navarro         | 57,620    | Doris R. Rivas Angel    | 41,751 | Laura A. Kattenbraker     | 44,183 | Stacy O. Ervin          | 54,570    | Julie A. Griffin          | 41,609 | Leticia Vargas               | 48,947 |
| Crystal D. Gardner      | 57,021    | Faith A. Gladding       | 41,498 | Lisa V. Bauer             | 44,180 | Allison Gutierrez       | 54,567    | Quackenbush               | 41,483 | Anita Rodriguez              | 48,777 |
| Audrey K. MacDowall     | 56,973    | Holly A. Brown          | 41,347 | Suzanne Moeller           | 43,996 | Nancy W. Pettaway       | 54,085    | Marie E. Vlaminc          | 41,445 | Karen D. Holland             | 48,744 |
| Sara R. Pennella        | 55,530    | Beth L. Gallagher       | 41,079 | Rose Campbell             | 43,986 | Sandra G. Kirchhoff     | 53,284    | Jennifer G. Bouse         | 41,348 | Janice B. Hull               | 48,558 |
| Carol Fehr              | 55,513    | Caryl A. Schrab         | 40,882 | Laurie C. Cole            | 43,982 | Dolores Keller          | 53,273    | Regina I. McDermott       | 41,340 | Marie Pfarr                  | 48,181 |
| Jessye R. Nichols       | 55,128    | Corrina M. Langworthy   | 40,865 | Alma L. Castro Magana     | 43,932 | Rayna Lee               | 53,018    | Cindy Harness             | 41,340 | Paula Tyree Bowman           | 48,118 |
| Christine Wittmann      | 54,921    | Beth L. Gallagher       | 41,079 | Pamela J. Sparks          | 43,793 | Linda Meier             | 52,950    | Sandra L. Finch           | 41,083 | Tiqia M. Barrow              | 47,700 |
| Michelle Cape           | 54,888    | Danielle H. Lunsford    | 40,573 | Monica A. Land            | 43,783 | Maria Montes            | 52,782    | Belle L. Martin           | 40,952 | Michelle Williams            | 47,370 |
| Ingrid E. Smith         | 54,649    |                         |        | Stacey P. Nelson          | 43,633 | JoAnn M. Allen          | 52,697    | Linda A. Burns            | 40,765 | Anna M. Semples              | 47,323 |
| Lindsey D. Christenson  | 54,447    |                         |        | Sherri Ammons             | 43,236 | Madalynn J. Wade        | 51,315    |                           |        | Rosmary A. Morel             | 47,203 |
| Jenny Siemonsma         | 54,308    |                         |        | Reyna N. Lepe             | 43,085 | Amy J. Bowman           | 51,144    |                           |        | Ayobami O. Olusa             | 47,030 |
| Deanna L. Manning       | 53,722    |                         |        | Tshanna C. Diggan         | 42,960 | Jeanette M. Thompson    | 50,676    |                           |        | Rosanna M. Briceno Sanchez   | 47,024 |
| Emily E. Schuette       | 53,289    |                         |        | Mayra Leiva Jerezanos     | 42,914 | Andrea R. Klahn         | 50,463    |                           |        | Phyllis I. Pinsker           | 47,009 |
| Grace N. Lemke          | 53,000    |                         |        | Breanna N. Goodwin        | 42,681 | Hannah L. Brown         | 50,350    |                           |        | Linda Klein                  | 46,773 |
| Kelly K. Johnsrud       | 52,828    |                         |        | Sonya F. Goins            | 42,676 | Kathy A. Freeman        | 50,156    |                           |        | Chris H. Teague              | 46,755 |
| Stephanie A. Mottaz     | 52,642    |                         |        | MinDee M. Sommerla        | 42,486 | Erika D. Hulm           | 50,075    |                           |        | Rachelle Holloway            | 46,418 |
| Cassandra L. Hartke     | 52,523    |                         |        | Graceanne S. Williams     | 42,483 | Jerlene Vrana           | 49,066    |                           |        | Ann Shears                   | 46,251 |
| Constance Nugent Miller | 52,309    |                         |        | Heather J. McKinney       | 42,439 | Christine M. Hoekstra   | 48,637    |                           |        | Michelle L. Calbert          | 46,028 |
| Christi G. Campbell     | 52,033    |                         |        | Gina Beck                 | 42,322 | Margarita Elisea        | 48,361    |                           |        | Shannon M. Palko             | 45,732 |
| Ruth Alvarado           | 51,870    |                         |        | Elena Santos              | 42,167 | Diane Covington         | 47,643    |                           |        | Wendi N. Scheuble            | 45,649 |
| Tawnya Krempges         | 51,788    |                         |        | Sherry McDonald           | 42,120 | Charlene Grubbs         | 47,194    |                           |        | Delmy Aleman                 | 45,640 |
| Ashley S. Orr-Graves    | 51,680    |                         |        | Maria Bautista            | 42,065 | Linne' Lane             | 47,119    |                           |        | Kathleen L. Holmberg-Botelho | 45,596 |
| Elvi S. Lamping         | 51,426    |                         |        | Joan M. Merten            | 42,022 | Hilda M. Magana         | 47,096    |                           |        | Tammy Steele                 | 45,503 |
| Cheryl A. Riead         | 50,921    |                         |        | Chatney Gelfius           | 41,896 | Hannah M. Brunner       | 46,527    |                           |        | Katherine Rico               | 45,437 |
| Kelly Willer-Johnson    | 50,727    |                         |        | Julie Smith               | 41,812 | Pauline White           | 46,494    |                           |        | Vickie D. Swinger            | 45,316 |
| Dana Davis-Armstead     | 50,425    |                         |        | Amy Kitrell               | 41,796 | Randi Stevens           | 46,476    |                           |        | Ginny B. O'Kain              | 44,418 |
| Britt N. Burke          | 50,080    |                         |        | Rebecca H. White          | 41,684 | Petrie L. Huffman       | 46,413    |                           |        | Richelle V. Barnes           | 44,154 |
| Pat Joos                | 49,950    |                         |        | Heather A. Daniel-Kent    | 41,662 | Kara Kirk               | 46,404    |                           |        | Lisa J. Mahoney              | 44,121 |
| Mary P. Creech          | 49,466    |                         |        | Cynthia L. Frazier        | 41,574 | Isela M. Martinez       | 46,367    |                           |        | Tina M. Dees                 | 43,901 |
| Kathe Cunningham        | 49,455    |                         |        | Lorri E. Woehrl           | 41,543 | Tinia W. Campbell Piard | 45,907    |                           |        | Patrice D. Johnson           | 43,800 |
| Billie Gillespie        | 49,203    |                         |        | Tabitha Morrow            | 41,055 | Christine M. Jessee     | 45,881    |                           |        | Jeanine E. Murphy            | 43,664 |
| Karime Rosas            | 48,871    |                         |        | Tammy Brown               | 41,001 | Mary K. White           | 45,828    |                           |        | Tracy Randall                | 67,035 |
| Mariann Biase Mason     | 48,695    |                         |        | Marina Hernandez          | 40,836 | Lynn C. Purser          | 45,650    |                           |        | Robyn K. Barnwell            | 66,298 |
| Alicia Borkowska        | 48,190    |                         |        | Rachael M. Bullock        | 40,827 | Patty Webster           | 45,586    |                           |        | Lisa J. Charity              | 64,993 |
| Celeste Byrd            | 48,179    |                         |        | Kimberly D. Galindo       | 40,732 | Linda S. Gates          | 45,127    |                           |        | Maggie Rader                 | 64,310 |
| Sarah E. Perdue         | 47,853    |                         |        | Becky Goshorn             | 40,597 | Tracy Potter            | 45,078    |                           |        | Melinda M. Balling           | 63,765 |
| Therma A. Aguasvivas    | 47,778    |                         |        | Tameka N. Ephraim         | 40,572 | Carolyn Colter          | 44,971    |                           |        | Sally Moreno                 | 62,445 |
| Susie Moore             | 47,675    |                         |        | Cleta Colson-Eyre         | 40,549 | Michele M. Armes        | 44,963    |                           |        | Stacey Craft                 | 61,912 |
| Dawn Montana            | 47,188    |                         |        | Jenna M. Larson           | 40,502 | Jamie L. Lawrence       | 44,936    |                           |        | Amber L. Towne-Geehan        | 61,355 |
| Elsa F. Santos          | 47,069    |                         |        | Pat Z. Allen              | 40,379 | Jennifer J. McNulty     | 44,889    |                           |        | Denisse J. Ordonez           | 60,110 |
| Priscilla McPheeters    | 46,959    |                         |        | Tammy D. Niehaus          | 40,315 | Lorena P. Ramirez       | 44,848    |                           |        | Diana Figueroa               | 59,312 |
| Delmi E. Disus          | 46,902    |                         |        | Barbara Pleet             | 40,298 | Linda H. Rowsey         | 44,848    |                           |        | Brenda Stafford              | 58,768 |
| Sandy Griffith          | 46,879    |                         |        |                           |        | Candace N. Holte        | 44,739    |                           |        | Maria J. Koo                 | 57,857 |
| Linda T. Cartiglia      | 46,694    |                         |        |                           |        | Stephanie L. Lenard     | 44,628    |                           |        | Katy Goldstein               | 57,575 |
| Kim C. Meyers           | 46,631    |                         |        |                           |        |                         |           |                           |        | Carrie Bloink                | 57,532 |

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos en su negocio Mary Kay. Los resultados individuales variarán.

# COMMISSION CIRCLE

## CÍRCULO DE COMISIONES

### October/Octubre de 2020

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

#### DIAMOND/DIAMANTE

|                          |          |
|--------------------------|----------|
| Delmi C. Santos          | \$21,894 |
| Sherrie C. Purvis        | 15,767   |
| Mary Kathryn King        | 15,532   |
| Deborah S. Bailye        | 13,724   |
| Elizabeth Fernandez      | 13,559   |
| Jamie V. Taylor          | 13,447   |
| Susan M. McCoy           | 12,825   |
| Christy Bigham           | 12,791   |
| Celeste Byrd             | 12,623   |
| Suzanne T. Young         | 12,104   |
| Angela J. Fry            | 11,570   |
| Amy Kemp                 | 10,874   |
| Karime Rosas             | 10,782   |
| Nancy M. Polish          | 10,686   |
| Kathleen Koclanes        | 10,605   |
| Marsha Morrisette        | 10,466   |
| Nicki R. Hill            | 10,086   |
| Terri Lewis              | 10,005   |
| Sara R. Pennella         | 9,985    |
| Shelly Palen             | 9,980    |
| Ruth Alvarado            | 9,827    |
| Yessica Navarro          | 9,745    |
| Tawnya Kremppes          | 9,269    |
| Christina L. Frantz      | 9,196    |
| Therma A. Aguasvivas     | 9,097    |
| Cindy Machado-Flippen    | 9,083    |
| Lindsey D. Christenson   | 9,037    |
| Mileta K. Kinser         | 8,999    |
| Kim A. Messmer           | 8,872    |
| Sandy Griffith           | 8,834    |
| Nadine Bowers            | 8,807    |
| Beverly Taylor           | 8,797    |
| Christine Wittmann       | 8,759    |
| Deanna L. Manning        | 8,755    |
| Kayla A. Holliday-Lamar  | 8,736    |
| Audrey K. MacDowall      | 8,668    |
| Terri J. Beckstead       | 8,642    |
| Elvi S. Lamping          | 8,596    |
| Elsa F. Santos           | 8,588    |
| Megan N. Wilkes          | 8,537    |
| Stephanie A. Mottaz      | 8,533    |
| Jenny Siemonsma          | 8,420    |
| Carol Fehr               | 8,417    |
| Paula Kelsch             | 8,411    |
| Michelle Cape            | 8,377    |
| Bianca Torres            | 8,323    |
| Claudia Chavez           | 8,289    |
| Sylvia L. Martinez       | 8,284    |
| Linda Kieper             | 8,283    |
| Cecilia Rua-Mendez       | 8,274    |
| Sonia E. Argueta         | 8,269    |
| Leslie Jackson           | 8,244    |
| Crystal D. Gardner       | 8,221    |
| Cassandra L. Hartke      | 8,190    |
| Julie Danskin            | 8,162    |
| Jessye R. Nichols        | 8,158    |
| Emily E. Schuette        | 8,136    |
| Cindy Rogers             | 8,115    |
| Stephanie A. Richter     | 8,077    |
| Veronica J. Hyba         | 7,964    |
| LaChelle M. Seleski      | 7,938    |
| Yolanda Carrillo         | 7,921    |
| Karla Somarriba          | 7,857    |
| Kathy M. Viola           | 7,766    |
| Constance Nugent Miller  | 7,765    |
| Shannon M. Nelson Duguay | 7,753    |
| Anne Geertsens           | 7,751    |
| Shelley Olson            | 7,725    |
| Ingrid E. Smith          | 7,720    |
| Virgen V. Ortiz          | 7,675    |
| Tanya L. Satcher         | 7,640    |
| Ashley S. Orr-Graves     | 7,618    |
| Kelly Willer-Johnson     | 7,579    |
| Alicia Kingrey-Lokai     | 7,557    |
| Kathy R. Bullard         | 7,557    |
| Monique Vallair          | 7,539    |
| Faith A. Gladding        | 7,512    |
| Savanna N. Zelinka       | 7,499    |
| Priscilla McPheeters     | 7,480    |
| Sarah E. Perdue          | 7,475    |
| Heather M. Julson        | 7,420    |
| Dana Davis-Armstead      | 7,349    |
| Heidi J. Newell          | 7,307    |
| Judy Higgins Pantano     | 7,262    |
| Rose Rodriguez-Capone    | 7,260    |
| Kelly M. Freeman         | 7,186    |
| Kim C. Meyers            | 7,172    |
| Cheryl A. Riead          | 7,147    |
| Alicia Borkowska         | 7,146    |
| Lisa Rada                | 7,081    |
| Beth Brinkley            | 7,072    |
| Sheryl Peterson          | 7,070    |
| Paula Grabau-Friedt      | 7,049    |
| Joni S. Cool             | 6,995    |
| Emily Sims               | 6,981    |
| Mary P. Creech           | 6,973    |
| Astrid Pagan             | 6,970    |
| Britt N. Burke           | 6,941    |
| Kristiana M. McElroy     | 6,928    |
| Kathe Cunningham         | 6,918    |

#### RUBY/RUBÍ

|                          |          |
|--------------------------|----------|
| Milagro Ventura Diaz     | \$21,139 |
| Kenia K. Acosta          | 18,903   |
| Susan Moore              | 11,632   |
| Kali DeBlander Brigham   | 11,297   |
| Randi S. Gleason         | 11,061   |
| Donna Clark-Driscoll     | 10,929   |
| Lauren N. Bloomer        | 10,863   |
| Maria Hernandez          | 10,821   |
| Marjorie A. Reyes Iainez | 10,680   |
| Elizabeth K. Toupin      | 10,635   |
| Kelley L. Valerio        | 10,361   |
| Heather A. Daniel-Kent   | 10,346   |
| Stephanie L. Coker       | 10,196   |
| Nikole M. Childress      | 10,173   |
| Melinda E. Nash-Bell     | 10,099   |
| Jeanie K. Navrak         | 10,097   |
| Ginger J. Benedict       | 10,024   |
| Reyna N. Lepe            | 9,884    |
| Brenda Fenner            | 9,852    |
| Bridgette R. Conley      | 9,779    |
| Sheryl J. Arena          | 9,726    |
| Jaime M. Bittner         | 9,713    |
| Thessy N. Nwachukwu      | 9,706    |
| Lisa Anne Harmon         | 9,632    |
| Magdalena Diaz de Leon   | 9,177    |
| Valerie A. Lucio-Polk    | 9,163    |
| Monique N. McIntyre      | 9,108    |
| Barbara Pleet            | 8,974    |
| Maureen Shipp            | 8,970    |
| Jordan Twilley           | 8,763    |
| Diane K. Lundgren        | 8,654    |
| Bridget S. Penberthy     | 8,545    |
| Eusebia Bonilla          | 8,542    |
| Clary Martinez           | 8,540    |

|                             |       |
|-----------------------------|-------|
| Palia A. Curry              | 8,527 |
| Elena Santos                | 8,449 |
| Lisa Hansen                 | 8,436 |
| Jenn Kirkham                | 8,340 |
| Mary A. Dell                | 8,309 |
| Heather C. Feiring          | 8,265 |
| Diana Gutierrez             | 8,229 |
| Rocio N. Palomera Urena     | 8,190 |
| Paula M. Kirkpatrick        | 8,164 |
| Debbie A. Elbrecht          | 8,092 |
| Rachael M. Bullock          | 8,090 |
| Jennifer L. Albertini       | 8,014 |
| Cynthia L. Frazier          | 7,996 |
| Kaela L. Steinman           | 7,981 |
| Pat Z. Allen                | 7,903 |
| Elizabeth A. Kramer         | 7,860 |
| Elvia Cordova               | 7,838 |
| Laura L. Waters Vazquez     | 7,830 |
| Jacqueline N. Alford        | 7,814 |
| Carmen J. Felix             | 7,729 |
| Amy Kitrell                 | 7,613 |
| Rose Campbell               | 7,537 |
| Cathy Burrell               | 7,533 |
| Marnie R. Yunger            | 7,532 |
| Maria Bautista              | 7,529 |
| Suzanne Moeller             | 7,409 |
| Tamarie M. Bradford         | 7,372 |
| Gloria Moreno Medrano       | 7,335 |
| Julie Smith                 | 7,328 |
| Pamela J. Sparks            | 7,317 |
| Krystal D. Downey-Shada     | 7,298 |
| Amy C. Schule               | 7,295 |
| Joedi Carmichael            | 7,293 |
| Pamela D. Cox               | 7,278 |
| Corrin Cresci               | 7,275 |
| Sandra Estudillo            | 7,158 |
| Tracey L. Chavez            | 7,154 |
| Laura V. Middleton          | 7,130 |
| Judie Roman                 | 7,110 |
| Sherry L. Martin            | 7,107 |
| Susan C. Ehrmstrom          | 7,036 |
| Margarita Velez             | 7,025 |
| Lisa Olivares               | 7,022 |
| Patti Cornell               | 6,987 |
| Elizabeth A. Elder          | 6,977 |
| Judith Abarca               | 6,945 |
| Shanna M. Kocher-Naccarato  | 6,936 |
| Marisela Escamilla-Martinez | 6,889 |
| Cleudis Gayle               | 6,877 |
| Ana Santos                  | 6,825 |
| Claudia V. Tamayo           | 6,820 |
| Roxy H. Coursey             | 6,801 |
| Stephanie B. Silver         | 6,798 |
| Breanna N. Goodwin          | 6,766 |
| Jacqueline Donna            | 6,752 |
| Guillermina Yuen            | 6,721 |
| Alma L. Castro Magana       | 6,696 |
| Barbara Baty                | 6,678 |
| Christy M. Cox              | 6,668 |
| Caitlin M. Griffo           | 6,649 |
| Maria Rocio Rico De Jacinto | 6,633 |
| Melissa S. Olivarez         | 6,607 |
| Cleta Colson-Eyre           | 6,569 |
| Monica A. Land              | 6,551 |
| Lisa V. Bauer               | 6,547 |
| Stephanie Audino            | 6,510 |

#### SAPPHIRE/ZAFIRO

|                           |          |
|---------------------------|----------|
| Larinda J. King           | \$19,009 |
| Brooke E. Bennett-Young   | 18,774   |
| Keita Powell              | 15,677   |
| Marita W. Campbell        | 14,901   |
| Lafreda D. Williams       | 14,753   |
| Missy M. O'Neal           | 12,993   |
| Nedra White Wartham       | 12,304   |
| Tehrie Ned                | 11,926   |
| Ashley R. Dornbos         | 11,731   |
| Carmen B. Jones           | 11,561   |
| Karla M. Reno             | 11,535   |
| Tinia W. Campbell Plard   | 11,445   |
| Lady Ruth Brown           | 11,188   |
| Linda Meier               | 11,095   |
| Julie B. Sapp             | 10,811   |
| Penny J. Jackson          | 10,710   |
| Hilda M. Magana           | 10,036   |
| Jessica N. Schultz        | 10,007   |
| Sandra G. Kirchhoff       | 9,985    |
| Lynn C. Purser            | 9,887    |
| Kerri L. Ross             | 9,863    |
| Jennifer J. McNulty       | 9,676    |
| Pam Garner                | 9,621    |
| Stacy O. Ervin            | 9,598    |
| Jordan Eicher             | 9,516    |
| Laurieann Barclay         | 9,513    |
| Allisson Gutierrez        | 9,323    |
| Nancy W. Pettaway         | 9,198    |
| Marisol Lopez             | 9,108    |
| Michele M. Armes          | 8,965    |
| Beth H. Williamson        | 8,935    |
| Candy I. Brown            | 8,879    |
| Jean A. Wilson            | 8,806    |
| Kim B. Roberts            | 8,762    |
| Erika D. Hulm             | 8,703    |
| Amy E. Houseman           | 8,684    |
| Satarro Purnell           | 8,646    |
| Maria Claxton-Taylor      | 8,611    |
| Moleda G. Dailey          | 8,584    |
| Diane Covington           | 8,561    |
| Tommi Pleasure            | 8,531    |
| Autumn R. Heble Britton   | 8,513    |
| Carolyn Colter            | 8,384    |
| Jessica Scola             | 8,378    |
| Christi Rossi             | 8,377    |
| Leidy D. Gomez            | 8,311    |
| Casie Hembree             | 8,300    |
| Lorena P. Ramirez         | 8,280    |
| Kathy A. Freeman          | 8,275    |
| Silvia Lopez              | 8,266    |
| Triza Llanes              | 8,236    |
| Mariaelena Boquin         | 8,228    |
| Dwauna Maura              | 8,190    |
| Sandi Gaither             | 8,125    |
| Margarita Elisea          | 8,094    |
| Rachel Statile            | 7,998    |
| Hannah L. Brown           | 7,954    |
| Maria Montes              | 7,952    |
| Katherine L. Longley      | 7,948    |
| Linne' Lane               | 7,946    |
| Julie Neal                | 7,919    |
| Dolores Keller            | 7,858    |
| Rubi Amateco-Nava Vazquez | 7,726    |
| Tracy Potter              | 7,703    |
| JoAnn M. Allen            | 7,699    |
| Andrea R. Klahn           | 7,667    |
| Jeanette E. Beichle       | 7,637    |

|                          |       |
|--------------------------|-------|
| Joycelyn B. Westbrook    | 7,608 |
| Latricia R. Vango        | 7,548 |
| Hannah M. Brunner        | 7,545 |
| Eno Inoyo                | 7,527 |
| Jeanette M. Thompson     | 7,525 |
| Belle L. Martin          | 7,515 |
| Leah M. Tripp            | 7,491 |
| Debbie A. Weld           | 7,421 |
| Madalynn J. Wade         | 7,411 |
| Eleanor E. Gwyn-Jones    | 7,359 |
| Isela M. Martinez        | 7,323 |
| Christine M. Hoekstra    | 7,315 |
| Elizabeth A. Prauner     | 7,284 |
| Adrienne D. Hollifield   | 7,250 |
| Julia M. Stern           | 7,222 |
| Jessica Holzbach         | 7,163 |
| Linda S. Gates           | 7,141 |
| Jo Ann Jamison           | 7,115 |
| Stephanie L. Lenard      | 7,074 |
| Karla R. Plantan         | 7,051 |
| Pauline White            | 7,050 |
| Lynn Baer Roberts        | 7,046 |
| Joyce M. Conant          | 7,014 |
| Beth S. Austin           | 7,012 |
| Marcela Sierra           | 6,996 |
| Amy J. Bowman            | 6,989 |
| Maria Bocanegra Aguilera | 6,972 |
| Amy J. Burris            | 6,957 |
| Judi Tapella             | 6,953 |
| Missouri H. Simmons      | 6,948 |
| Germaine Nicholas        | 6,938 |
| Lesley Speas             | 6,938 |
| Rayna Lee                | 6,934 |

#### EMERALD/ESMERALDA

|                           |          |
|---------------------------|----------|
| Jennifer L. Besecker      | \$18,099 |
| Ebun Osaze                | 17,882   |
| Menina M. Givens          | 15,803   |
| Angel Guerra              | 14,760   |
| Michelle L. Calbert       | 14,684   |
| Brittani M. Jenks         | 14,516   |
| Brendaliz Cajigas         | 14,323   |
| Deirdre L. Eschauzier     | 14,300   |
| Deanna L. Spillman        | 14,202   |
| LaKeshia M. Chisholm      | 13,987   |
| Karen E. Riddle           | 13,665   |
| Lisa J. Charity           | 13,294   |
| Kijuanra R. McKinnie      | 12,631   |
| Elsie Coto                | 12,409   |
| Emily S. Vjil             | 12,111   |
| Jessica Mendoza           | 11,823   |
| Audrey L. Detesco-Nickell | 11,545   |
| Christine D. Barrueco     | 11,252   |
| Bridgett L. Moore         | 11,224   |
| Nancy Boucher             | 10,877   |
| Rosmary A. Morel          | 10,801   |
| Robyn K. Barnwell         | 10,662   |
| Amber L. Towne-Geehan     | 10,655   |
| Sally Moreno              | 10,348   |
| Tracy Randall             | 10,222   |
| Dircia Rodriguez          | 10,026   |
| Lindsay E. Freisthler     | 9,641    |
| Denise Peterson           | 9,625    |
| Carrie Bloink             | 9,406    |
| Kathy Eckhardt            | 9,259    |
| Melinda M. Balling        | 9,187    |
| Myrna I. Colon            | 9,148    |
| Leanne Parrino-Pheasant   | 9,087    |

|                           |       |
|---------------------------|-------|
| Stephanie D. Castro       | 9,000 |
| Janice B. Hull            | 8,957 |
| Leslie M. McKinney-Smith  | 8,933 |
| Stacey Craft              | 8,896 |
| Maria J. Koo              | 8,777 |
| Katy Goldstein            | 8,750 |
| Shauna L. Abbotts         | 8,738 |
| Maggie Rader              | 8,660 |
| Misty D. Guyre            | 8,575 |
| Leticia Vargas            | 8,482 |
| Tiqkia M. Barrow          | 8,431 |
| Mary Strauss              | 8,419 |
| Ayobami O. Olusa          | 8,405 |
| Margaret Neill            | 8,331 |
| Anna M. Rowe              | 8,289 |
| Liane B. Wall             | 8,276 |
| Diana Figueroa            | 8,236 |
| Kimbi L. Bartik           | 8,201 |
| Michele S. Rankin         | 8,180 |
| Diane M. Detesco          | 8,141 |
| Maritza Arce              | 8,129 |
| Shannon M. Palko          | 8,058 |
| Denisse J. Ordonez        | 8,043 |
| Nicole L. McDaniel        | 8,020 |
| Stacy D. Foust            | 8,012 |
| Jeanine E. Murphy         | 8,000 |
| Brenda Stafford           | 7,952 |
| Tandy Fischer             | 7,915 |
| Melissa Hudson            | 7,820 |
| Regina M. Clark           | 7,803 |
| Aida Ramallo de Escribano | 7,784 |
| Liz Voran                 | 7,760 |
| Sheri Farrar-Meyer        | 7,752 |
| Rachelle Holloway         | 7,725 |
| Allison L. Adkins         | 7,707 |
| Isamar Quiroz Yelaya      | 7,704 |
| Hollie R. Sherrick        | 7,700 |
| Allison M. Cheney         | 7,651 |
| Evelyn Nail               | 7,637 |
| Julia Gutierrez           | 7,634 |
| Linda S. Chasten          | 7,632 |
| Martica M. Jenkins        | 7,615 |
| Elva Jordan               | 7,604 |
| Theodora W. Bradley       | 7,507 |
| Marie Pfarr               | 7,502 |
| Anita Rodriguez           | 7,489 |
| Debbie A. Thomas          | 7,452 |
| Cindy Anderson            | 7,450 |
| Lisa J. Mahoney           | 7,428 |
| Betty McKendry            | 7,398 |
| Anna M. Sempeles          | 7,390 |
| Linda Klein               | 7,380 |
| Gloria Heyaime            | 7,377 |
| Angela D. Tatum           | 7,334 |
| Shelley Money-Eldridge    | 7,327 |
| Santa Benitez Rondon      | 7,295 |
| Patrece D. Johnson        | 7,275 |
| Dania Bello               | 7,194 |
| Luanne Stewart            | 7,183 |
| Antonia Miranda           | 7,178 |
| Emily Stone               | 7,140 |
| Audrey J. Doller          | 7,115 |
| Damarys Leyva             | 7,037 |
| Paula Tyree Bowman        | 7,031 |
| Yosemy Mora               | 7,031 |
| Delmy Aleman              | 6,991 |
| Nikki H. Edgemon          | 6,978 |

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos en su negocio Mary Kay. Los resultados individuales variarán.

# Go-Give® Award



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



## DIAMOND

### Kathy Fean

Independent Sales Director

**Began Mary Kay Business**  
May 1997

**Sales Director Debut**  
January 2009

**National Sales Director**  
Mary Kay National Area

**Honors** Star Consultant; eight-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; three-times Circle of Achievement; three-times Double Star Achievement

**Personal** Lives in Fort Wayne, Ind. Husband, Tom; sons: Greg, Tim; daughter, Mary

**"I am motivated to help others because** I want women to dig deep and find that they have what it takes to reach their fullest potential. I deeply desire for them to experience the same growth in this business as I have; financially, spiritually, and personally. And finally, I want all women to know how amazing this company is. We are so very blessed."

**Independent Beauty Consultant Alyssa Morrison of Fort Wayne, Ind., says,** "Kathy has never once made me feel less than family. She truly cares about every single person individually and their growth. Kathy is so deserving of this award."



## RUBY

### Ashley Teeters

Independent Sales Director

**Began Mary Kay Business**  
February 2011

**Sales Director Debut**  
October 2012

**National Sales Director**  
Mary Kay National Area

**Honors** Star Consultant; two-times Sales Director Queen's Court of Personal Sales

**Personal** Lives in Knoxville, Tenn. Husband, David; son, Bryce; daughter, Brooklyn

**"I am motivated to help others because** there is nothing like empowering another person to use their unique, God-given gifts to walk in their purpose. When their gifts are paired with the vehicle of the Mary Kay opportunity, passion ignites! Their passion has the ability to create a movement both in their life and the lives of those around them."

**Independent Beauty Consultant Bethany Maples of Knoxville, Tenn., says,** "Ashley has created a community of women in our unit. She uplifts and inspires us daily. She measures her success in how she helps us. Every action Ashley makes is for other people."



## SAPPHIRE

### Mandy Hancock

Independent Sales Director

**Began Mary Kay Business**  
March 2009

**Sales Director Debut**  
October 2010

**National Sales Director**  
Mary Kay National Area

**Honors** Star Consultant; three-times Sales Director Queen's Court of Personal Sales; five-times Queen's Court of Sharing; two-times Double Star Achievement

**Personal** Lives in Greenfield, Ind. Husband, Josh; sons: Brandon, Caden; daughter, Olivia

**"I am motivated to help others because** it brings me great joy in watching a woman realize her self-worth. I am driven by enriching women's lives which is what this wonderful company is all about. I have been so blessed by many and want to pass it on to those in my path."

**Independent Beauty Consultant Kristie Kennedy of Greenfield, Ind., says,** "Mandy is the epitome of the Go-Give spirit. She has her unit and takes in adoptees from all over. She makes everyone feel special and supported. She goes above and beyond to help others reach their goals and dreams."



## EMERALD

### Amy Alber

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business**  
August 2001

**Sales Director Debut**  
July 2002

**Offspring** three first-line

**National Sales Director**  
Mary Kay National Area

**Honors** Circle of Honor; Consultant Queen's Court of Personal Sales; 18-times Sales Director Queen's Court of Personal Sales; 10-times Queen's Court of Sharing; 16-times Circle of Achievement; six-times Double Star Achievement; 10-times Triple Star Achievement

**Personal** Lives in Cedarville, Ill. Husband, Kirk; son, Erik; daughter, Jennika

**"I am motivated to help others because** there is nothing. I am more passionate about then encouraging others to walk boldly in their God-given gifts for His glory."

**Independent Beauty Consultant Brittany Schau of Freeport, Ill., says,** "Amy is always welcoming to adoptee Beauty Consultants. I never once felt anything but love and welcomed as part of the team. Amy is consistently giving to everyone she comes in contact with. When I think of the Go-Give spirit, she is the first person I think of."

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



# Love Your Look

BRIGHTEN HER DAY WITH A NEW COLOR LOOK.  
SHE MAY KISS YOU FOR IT!

## Love for Lip Gloss

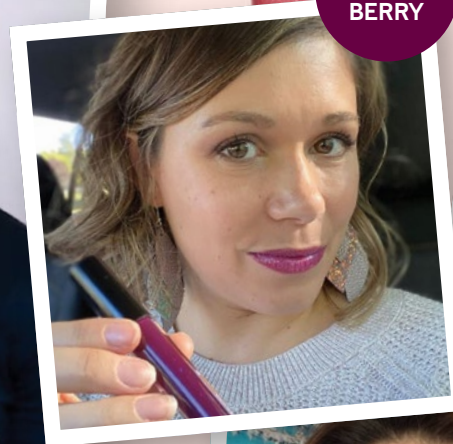
### **MARY KAY UNLIMITED™ LIP GLOSS, \$16 each**

Upgrade her gloss with patent-pending technology that delivers a nontacky, nonsticky layer of shine. This next-generation gloss glides on smoothly with no drag and delivers instant moisture. Formulated with vitamins C and E.

Choose from 14 shades that work for every skin tone and any occasion. Three finishes – cream, pearl and shimmer – take you from work to play.

### HELP IS HERE!

- **WATCH BEAUTY EXTRAS:** Unlimited Lip Gloss on *Mary Kay InTouch*®.
- **SHARE BEAUTIFUL DIGITAL ASSETS:** *Mary Kay InTouch*®.
- **CHECK OUT A SHARABLE YOUTUBE VIDEO.** featuring several Mary Kay Independent Sales Directors showing off their favorite lip gloss shades. [youtube.com/marykay](https://youtube.com/marykay)



EVENING  
BERRY



PINK  
FUSION

### RED HOT SALES

Heat up your February sales with fragrances like *Mary Kay Illuminea*™ *Extrait de Parfum*, \$70.

Share the **Fragrance eCatalog** on your *Mary Kay*® Personal Web Site or [marykay.com](https://marykay.com).







UNIQUE  
MAUVE

ICONIC  
RED

BERRY  
DELIGHT

## STRIKE A POSE.

These gorgeous Mary Kay independent sales force members share the shades they love. What's your favorite? Let us know! #MyMKLife

## VIRTUAL MAKEOVERS? YES, PLEASE!

**Mary Kay MirrorMe™.**

Try color products virtually in real time, and view in a lifelike setting. Now there's two options!

**Mary Kay MirrorMe™ App.** Use on a mobile device. Download for free at your app store. **Mary Kay MirrorMe™ Web.** Now, on a desktop to demo during virtual parties. [marykay.com](http://marykay.com) > Tips & Trends > MirrorMe.



# 5 STEPS TO FLAWLESS



- 1 Apply **MARYKAY® FOUNDATION PRIMER**, **SUNSCREEN BROAD SPECTRUM SPF 15\***, \$20, to reduce appearance of fine lines and imperfections; extend foundation wear.
- 2 Use **MARYKAY® BLENDING SPONGE**, \$12, for precision application and blending of your favorite **MARYKAY® LIQUID OR CREAM FOUNDATION**. Pro-style tool helps create an airbrushed-like glow.
- 3 Neutralize dark circles and brighten with **MARYKAY® UNDEREYE CORRECTOR**, then conceal minor imperfections with **MARYKAY® PERFECTING CONCEALER**, \$16 each.
- 4 Apply favorite shade of **MARYKAY® LIQUID EYE SHADOW**, \$14 each, and **MARYKAY® UNLIMITED™ LIP GLOSS**, \$16.
- 5 Set your look with a **MARYKAY® POWDER**, \$16. Add a touch of radiance with a **MARYKAY® CHROMAFUSION® BLUSH**, \$14 each. Keep makeup looking fresh with **MARYKAY® MAKEUP FINISHING SPRAY BY SKINDINÄVIA**, \$18.

# PROMOTE YOUR SELF

Building a team can be as natural as sharing what you love. LaKeshia shares her motivations to move up the Mary Kay career path.



**LAKESHIA CHISHOLM**, INDEPENDENT ELITE EXECUTIVE SENIOR SALES DIRECTOR, FAYETTEVILLE, N.C.

**USE WHAT'S AVAILABLE.** Take advantage of Company programs and promotions to benefit you and your new team members. The **Great Start Program** is perfect for starters.

**BRING YOUR BESTIES STARTER KIT DISCOUNT.** Think of family, friends and acquaintances who can benefit from their own Mary Kay businesses. I find that women love doing life together and building each other up. Remember, Mary Kay Ash started the Company with her friends! When you **add three new personal team members** who are active, you become a **Star Team Builder** and are **eligible for team-building bonuses and commissions** on your new team members' sales. The more team members you add, the more potential bonuses and commissions. You can even be **on-target to earn the use of a Mary Kay Career Car**.

## SPARK A CHAIN REACTION!

### JAN. 1 - 31: REIGNITE YOUR PASSION!

Give your new year a jump start. When you recommit to yourself and the activity that spurs daily success, you can catch a wave of newfound momentum. These eye-catching earrings are yours when you sell enough products to place a cumulative \$600+\* wholesale Section 1 order in January.



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



### SPARK A CHAIN REACTION! SPRING CONSISTENCY CHALLENGE

## SPARK YOUR BELIEF!

**JAN. 1 - MARCH 31, 2021**

Achieve the challenge each month **January through March** to earn this prize from the exclusive **Spark a Chain Reaction!** Challenge Collection by R.J. Graziano.





**ACTIVITY GETS RESULTS.** Plans and goal-setting are important, but you have to do the activities to make things happen! Within my National Area, we have a fun program we call the 52631 Zip code. Our goal? Get 5 new contacts a day, 2 bookings on our calendars, \$600 in retail sales a week, 3 team-building appointments and 1 Weekly Accomplishment Sheet to promote team growth. Doing these activities gets us in front of people, which helps us grow, develop our skills, gain confidence and be more successful.

**CONTINUE THE MISSION.** Building a team can help you grow your skills and confidence, not to mention increase your income potential. But seeing others on your team experience the same is priceless. It's so humbling to know I'm continuing a rich legacy that's more than 57 years in the making!

**HIGHER LEARNING.** Mary Kay University has great education to help you build your team and earn your Red Jacket. Find online under the **Education tab**.

“ We are doing something far more important than selling cosmetics. We are changing lives. ”

– Mary Kay Ash

# It Adds Up!

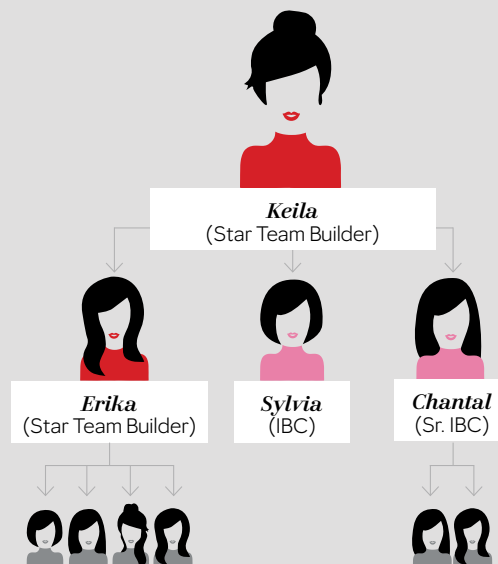
Keila started her Mary Kay business, placed an initial *Great Start*-qualified\* \$600 wholesale Section 1 order and added Erika, Sylvia and Chantal to her personal team her first month. All three of her team members also ordered \$600 product orders their first four months to be *Great Start*-qualified, thanks to the **Bring Your Besties Starter Kit Discount and the *Great Start* promotions**. Keila can earn bonuses and income from this activity, as well as rewards from the ***Great Start* Program!**

## STAR TEAM BUILDER

### KEILA EARNS

- **\$50** Team-Building Cash Bonus for each new *Great Start*-qualified personal team member
- **\$100** Red Jacket Bonus as a first-time Star Team Builder
- **\$100** Red Jacket Team-Building bonus.
- **\$600** profit earned from her \$600 wholesale Section 1 product sales
- **\$144** (8% commission on her team's monthly personal production.)

$$\begin{array}{rcl}
 \$1,094 & + & \$818 = \$1,912 \\
 \text{Bonuses} & & \text{Great Start} \\
 \text{\& Income} & & \text{Product Bonus} \\
 & & \text{Bundles}
 \end{array}
 \begin{array}{l}
 \text{Total Cash \&} \\
 \text{Incentives}
 \end{array}$$



***GREAT START PROGRAM.*** Learn how you can achieve immediate success with rewards right from the start. Learn more online under the Education tab.

\*A *Great Start*-qualified Independent Beauty Consultant is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

# I ♥ my Mary Kay!

These Independent Sales Directors share their amazing love stories.



## I ♥ THE RELATIONSHIPS

**TERRI PRICE**, INDEPENDENT SALES DIRECTOR, KNIGHTDALE, N.C.

"In 2016, my wonderful husband, Pinky, was killed in a work accident. I was so lost.

**Independent Executive Senior Sales Director Julie Sapp**, a longtime friend of my husband, knew right away I needed

Mary Kay and Mary Kay needed me.

**The sisterhood and opportunity changed my life!** I started sharing products and building a team right away and have been in the Court of Personal Sales each year. I love the choices I have now. I was an insurance agent but was able to retire early and work my Mary Kay business full time. My customers love when I suggest products that will make them look and feel beautiful. I often give a free product as a gift with purchase to say thanks. This helps get referrals for new customers.

Once you get a customer to try products, they'll most likely be a product lover for life. **I follow up on a regular basis** just to say hello, which was especially important last year. My customers know my journey and my goals. They are part of my accomplishments. They know I care and will help them with their needs. They love Mary Kay as much as me."



## I ♥ THE PRODUCTS

**KELLY FREEMAN**, INDEPENDENT SALES DIRECTOR, ATLANTA

"The best thing about our products is they work! **I get excited when a customer tries something new and loves the results.** I also appreciate when something I suggest isn't quite right, but

she trusts me enough to try other products until we find the perfect regimen.

My mom loves *TimeWise Repair*® and has been a loyal product user since 1972. When I was a teen, she taught me the **importance of consistent skin care use** and I've been using Mary Kay products ever since. My dad and brother are also loyal product users. I love being able to share with customers that these products have been a staple in our family for almost 50 years. That says a lot!"







## I ♥ THE OPPORTUNITY

**TYNISA JONES**, INDEPENDENT SALES DIRECTOR, FORT KNOX, KY.

"There is much to love. Tangibles like the income potential, jewelry, Career Cars and recognition. But also, the intangibles like personal growth, sisterhood,

Company support, and genuine desire

for each person's success. That's what I really love.

**I like to share that it's called the Mary Kay opportunity**

**because anything is possible.** If it's higher income, purchasing a home, paying off debt, or whatever it may be for *you*, it can be found through this opportunity. The same opportunity offered to everyone can turn out to be something different for so many; it's truly what you make it.

As an active duty Army officer, I am not afforded much time away from my duties, however, I am able to easily and successfully work my Mary Kay business by planning my week and working when I can. **I speak with everyone and share the opportunity no matter where I go.** You



never know where you'll find the next person who needs you, your experiences and positivity, and the unmatched opportunity that is the Mary Kay experience!"



## I ♥ THE PRIORITIES

**VELMA MCMILLAN**, INDEPENDENT SALES DIRECTOR, QUINLAN, TEXAS

"My priorities are **God first, family second and career third.** When I

learned Mary Kay Ash built her Company on those principles, I knew I was home.

Others watch what we do, and I realize

that leadership comes from looking out for others first. I call it the **Triangle of Love.**



The base is **RELATIONSHIP**. Whether you sell to a person or simply help them with gifts, you must start with a relationship. This can last a lifetime.



The left side is **SERVICE**. The service to others is seen in your personality and your actions.

The help you give, far exceeds any cost to the service of others.



The right side is **PRODUCT**. You will sell the product because you love it and believe in it.

**Each side must be equal.** If the Relationship base is too small, it cannot support its sides. Mary Kay offers me the opportunity to build relationships while providing a product that is second to none."

“The help you give, far exceeds any cost to the service of others.”



# Winter wonders

Ditch dryness and awaken healthy-looking skin with these winter wonders!

*You want*  
**TO PERK UP TIRED EYES...**  
Try a refreshing burst of hydration

**MARYKAY® HYDROGEL EYE PATCHES, PK./30**

*You want*  
**TO RELIEVE DRY, CHAPPED LIPS...**  
It's an easy one-two.

**SATIN LIPS® SET**



Prices are suggested retail.

# You want TO MOISTURIZE AND HYDRATE DRY SKIN...

Luxurious cream that leaves skin feeling hydrated for up to 10 hours. Or an oil-free option that hydrates for up to 10 hours.

## **MARYKAY® INTENSE MOISTURIZING CREAM** **MARYKAY® OIL-FREE HYDRATING GEL**



## YOU WANT AN EXTRA BONUS BOOST...

Instant moisturization with age-defying bonus when used over time. Use two or three times per week or before a special occasion.

### **TIMEWISE REPAIR® LIFTING BIO-CELLULOSE MASK**



## **ALL-OVER DRY SKIN RELIEVERS**

### **MARYKAY NATURALLY®**

#### **MOISTURIZING STICK, \$28**

Relieves dry areas and helps soften rough patches on face, elbows and feet.\*



### **WHITE TEA & CITRUS**

#### **SATIN HANDS®**

#### **PAMPERING SET, \$36**

Spa-like treatment revitalizes and rejuvenates hands to feel renewed and instantly look healthier.

Includes Fragrance-

Free *Satin Hands®*

Protecting Softener,

White Tea & Citrus *Satin*

*Hands® Satin Smoothie®*

Refining Shea Scrub and White Tea & Citrus *Satin Hands®* Nourishing Shea Cream.



### **WHITE TEA & CITRUS**

#### **SATIN BODY® WHIPPED**

#### **SHEA CRÈME, \$22**

Along with shea butter, formulated with mango butter, sunflower oil and apricot kernel oil.

Clinically shown to instantly moisturize skin and keep it moisturized for 24 hours.†



### **MARYKAY® EXTRA EMOLIENT**

#### **NIGHT CREAM, \$15**

Helps maintain natural moisture of skin and replenish hydration in dry areas.

Excellent for dry patches, especially on hands, elbows and feet.



\*If using in multiple areas, it is recommended to have a Moisturizing Stick dedicated only to the heels/feet and another for face/lips.

†Based on biophysical testing

MARY KAY®

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Dallas, TX 75379-9045

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# A Heart for *Giving*



Making a difference has always been at the heart of Mary Kay. Through *The Mary Kay Foundation*™, **more than \$80 million** has been awarded to **eliminate cancers affecting women** and **end domestic violence across the U.S.**

Through the corporate sustainability campaign, *Pink Doing Green*®, we champion a decades-long tradition of **investing in local communities for the better.**

Through *Pink Changing Lives*®, funds are donated to organizations around the world to **support cancer research, help end hunger, protect survivors from domestic abuse, beautify communities and assist programs empowering women and girls.**

LEARN MORE AND SEE HOW YOU CAN GET INVOLVED! [MARYKAYFOUNDATION.ORG](http://MARYKAYFOUNDATION.ORG).