

JANUARY 2010

MARY KAY®
Enriching Women's Lives™

Applause®

**A New
Twist on a
Best Seller:**

Now
You Can
Choose
Fragrance-
Free!



A New Mask Makes
“Even Complexion”
Even Better

Prepare for
**Valentine's Day
Sales**

free* for you Dec. 16, 2009 – Jan. 15, 2010

This month, your free* items will include TimeWise® Targeted-Action® Line Reducer, the Mary Kay® Compact Cover, Winter 2009 issues of *The Look* and the Travel Roll-Up Bag. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site after Dec. 10 and type "BizBuilders" in the search bar.



TimeWise®
Targeted-Action®
Line Reducer



Mary Kay®
Compact Cover
(Compact not included.)



The Look



Travel Roll-Up Bag
(Product not included.)

wholesale order	receive for free*
\$400	\$40 in suggested retail products
\$600	\$40 in suggested retail products + Section 2 items
\$800	\$80 in suggested retail products + Section 2 items
\$1,200	\$120 in suggested retail products + Section 2 items
\$1,800	\$190 in suggested retail products + Section 2 items
Star Consultant	



Mary Kay said it best

"As we journey through life, the most valuable assets we carry with us are our integrity, our reputation, the good, honest name upon which we can build our future in business. Integrity is the calling card we leave behind when we are gone. It is the one trait our customers remember most often when they think of us. When they believe in us, they believe in our product. And when they believe in our product, they guarantee our success."

january: dates to remember

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

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

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

8

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

Leadership Conference 2010 begins in San Diego.

Postmark deadline to earn the first monthly product bonus.

15

16 Second monthly product bonus begins.

Spring 2010 Preferred Customer ProgramSM online enrollment for *The Look*, including exclusive samplers, and Month 2 mailer begins.

Martin Luther King Jr. Day. Postal holiday.

18

December Career Car qualifier paperwork due to Company.

20

26 Winter 2009 Preferred Customer ProgramSM mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery.)

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

28

Last day to select Career Conference Registration as a quarterly contest prize for Quarter 2.

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

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

30

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

recommit to great skin

Skin needs extra-loving care during the winter season, so what better time to recommit yourself to the best age-fighting skin care regimen around? Rediscover the basics of beautiful skin with TimeWise® products that deliver on their promises time and again. And once you have your routine perfected, you can book *New Year, New You* parties that are sure to perk up dull winter skin while offering a fun cure for the winter blues!



Time for Brightening

Perk up dull winter skin with the new TimeWise® Even Complexion Mask that pampers, softens and brightens in one easy step.

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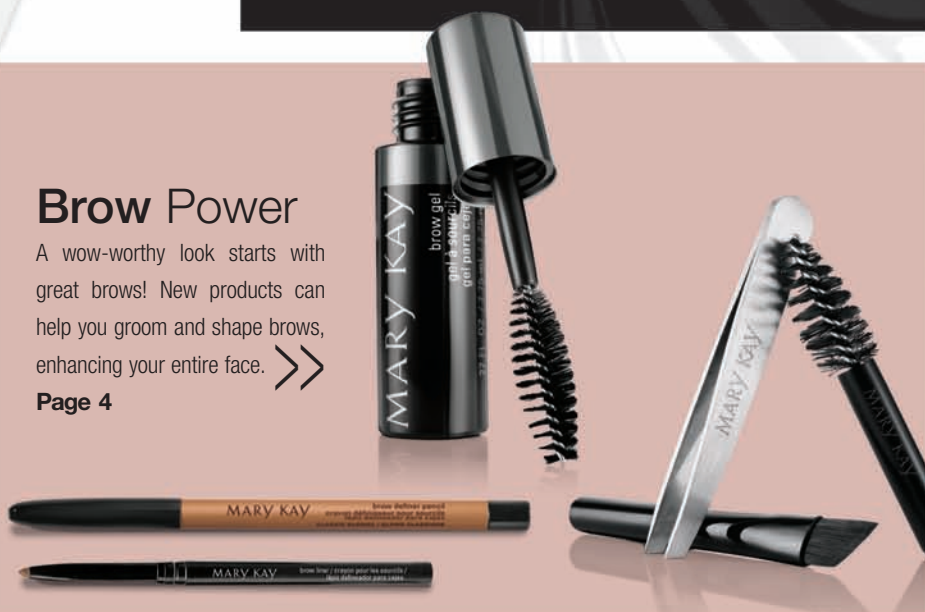
Get Soft Hands With a Fragrance-Free Set

You asked for it; you got it! The Satin Hands® Pampering Set now comes in a fragrance-free version perfect for all your customers – women and men!

Brow Power

A wow-worthy look starts with great brows! New products can help you groom and shape brows, enhancing your entire face.

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satin hands® for everyone!

Banish dry hands this winter with the new **Fragrance-Free Satin Hands® Pampering Set**. With updated packaging and formulas, this set is perfect for men and women!



Fragrance-Free Satin Hands® Hand Softener

This long-lasting, rich formula leaves your hands feeling **smooth, silky and supple**. Provides instant hydration by sealing in moisture and leaving hands protected. Hands will feel moisturized and conditioned for hours! *(This product is Extra Emollient Night Cream with a new name and without the color and scent!)*

Fragrance-Free Satin Hands® Satin Smoothie® Hand Scrub

This creamy, **exfoliating** formula cleanses skin and leaves it **feeling soft, smooth and looking healthier**. Removes dead surface skin cells while instantly smoothing. It's an everyday treat for hands that leaves them feeling smooth and soft instantly.

Fragrance-Free Satin Hands® Hand Cream

Thanks to a new and improved formula, this non-greasy hand cream leaves hands **soft and silky** and **moisturizes for 24 hours**. It even **lasts through several hand washings**. Also available separately for **\$10**.



Just Peachy!

Right now, the current Satin Hands® Pampering Set that comes in peach packaging is still available at the same price. But this summer, you'll have a new Peach Satin Hands® Pampering Set to offer that features the formulas in the fragrance-free version. And with revised packaging and a yummy scent, it's sure to be a hit hands down! We wanted to let you know now, but watch for all the details coming this summer.



Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the new Fragrance-Free Satin Hands® Pampering Set.

What You Need to Know Now

- With gender-neutral packaging, this regimen is perfect for both women and men.
- The Satin Hands® Hand Softener is a new product that features the same formula as Extra Emollient Night Cream, but with the fragrance and color removed.
- New sampler packettes for the Fragrance-Free Satin Hands® Pampering Set are available on Section 2 in packs of six for \$2.
- Fragrance-Free Satin Hands® Hand Cream is available separately for \$10 for each tube, and it also comes in mini tubes available on Section 2 in packs of 12 for \$6.

put your **best** face forward!

New TimeWise® Even Complexion Mask pampers, softens and brightens skin in one easy step.

TimeWise® Even Complexion Mask delivers instant brightening benefits so skin looks immediately more radiant and refreshed. This gentle, soothing formula leaves skin feeling soft and moisturized, two especially important benefits during those times when your skin needs extra hydration. Formulated with the patent-pending MelaCEP™ Brightening Complex, this botanical-infused mask is the perfect solution for tired, dull skin that needs a burst of radiance.

Women who tried TimeWise® Even Complexion Mask during a consumer study* saw a significant improvement in how their skin looked and felt, both immediately and after using the mask three to four times over a 10-day period:

90% said their skin immediately looked brighter.

95% said their skin felt soft.

90% said their skin felt moisturized.

*Results reported after a 10-day consumer study.

Even Complexion Power Pair

Current customers who are using **TimeWise® Even Complexion Essence** (now in updated packaging) will be excited to have an additional product that delivers skin-brightening benefits. Both products used together combine to create what we're calling the Even Complexion Power Pair! You get the best of both worlds: the long-term, even skin tone benefits of TimeWise® Even Complexion Essence and the immediate brightening benefits of TimeWise® Even Complexion Mask.

Also, TimeWise® Even Complexion Mask is perfect for all skin types, so everyone can experience the benefits. Be sure to visit the "Product Central" section on the Mary Kay InTouch® Web site to learn more.



New!
\$20



\$35

Six New Shades of Perfection

You asked for it; you got it! Introducing six new regular-line Mary Kay® Mineral Powder Foundation shades in the same formula you love. With these additions, even more women can experience and enjoy this popular product that provides a natural-looking and flawless finish. **\$18**



Mary Kay® Mineral Foundation Brush,
\$10, sold separately

Visit the "Product Central" section of the Mary Kay InTouch® Web site for more product information.



Mary Kay® Mineral Powder Foundation Shades



WOW brows!



Top row: Mary Kay® Mineral Eye Colors in Silky Caramel, Sienna and Navy Blue
Bottom row: Mary Kay® Mineral Eye Colors in Spun Silk, Hazelnut and Chocolate Kiss.

Make the most of your brows with the new regular-line Brow Collection designed to shape, groom and define brows. Great brows give the illusion of an instant face-lift by enhancing your features!

New Mary Kay® Brow Gel

This multitasking clear brow gel quickly conditions brows with a matte finish that keeps groomed brows in place without flaking and with a fuller appearance. It fits into the lipstick wells of both the Mary Kay® Compact and Mary Kay® Compact Pro®. **\$10**



New Mary Kay® Brow Tools

Three professional-quality, reusable brow tools assist in enhancing the appearance of brows for a well-groomed look. All three tools are travel-friendly and designed to fit in the applicator wells of both Mary Kay® compacts, so you can take them on the go or use conveniently at home.

- Mini Angle Brush to apply brow powder and fill in brows.
- Mini Spoolie Brush for grooming and combing brow hairs into place.
- Mini Tweezers for shaping and removing unwanted brow hair.



\$4 per set

FREE Bag With Purchase

Get the Brow Collection Bag FREE when you purchase any shade of regular-line Mary Kay® Brow Definer Pencil* or limited-edition mechanical Mary Kay® Brow Liner in Blonde (while supplies last), plus the Mary Kay® Brow Tools and Mary Kay® Brow Gel. The bag carries all your brow products in one convenient and stylish case. Offer available while supplies last from Dec. 16, 2009 – March 15, 2010.

*Choose from Blonde, Brunette, Classic Blonde, Soft Auburn or Soft Black.



Free Brow Collection Bag

Premium Tweeze and Soothe Set

And here's one more way to give brows a lift! The limited-edition Winter 2009 gift with purchase includes a pair of premium stainless steel tweezers and a mini Indulge® Soothing Eye Gel packed in a crocodile-embossed travel pouch. Available while supplies last on Section 2 of the Dec. 16 Consultant order form, you can offer this travel-friendly set free to customers who purchase \$40 suggested retail or more (excluding tax). **Pk./five, \$20**



Double-Duty Mineral Powders

Did you know that several Mary Kay® Mineral Eye Colors double as brow powders for filling in and enhancing brows? Try Hazelnut, Sienna, Cinnabar, Espresso or Coal (shown below from left to right) as great shades for enhancing brows. Now that's a budget-friendly beauty option! **\$6.50 each**



Back by Popular Demand

The limited-edition mechanical Mary Kay® Brow Liner in Blonde is **back while supplies last**. Beginning Dec. 16, you can order this popular mechanical pencil for your customers who prefer this applicator and the shade it delivers. In fact, the blonde shade can be used on a wide variety of consumers with blonde to brown brows. **\$10, limited edition, while supplies last**



your eyes at their best

Make green eyes greener, blue eyes bluer and brown and hazel eyes richer than ever before with limited-edition Mineral Eye Color Bundles! Each bundle includes three Mary Kay® Mineral Eye Colors; Eye Applicators, pk./two (Eye Brush and Eye Sponge); and detailed application tips in a special box. Colors included in each bundle were chosen by a professional makeup artist. And application tips explain how to apply the three eye colors on “small-to-medium” and “large” eyelids, so you’ll have easy-to-follow guidelines based on your personal eye features. **\$19.50 each, while supplies last**



Brilliant Blue Eyes

Features Mary Kay® Mineral Eye Colors in Spun Silk, Chocolate Kiss and Hazelnut.



Hypnotic Hazel Eyes

Features Mary Kay® Mineral Eye Colors in Cinnabar, Hazelnut and Sweet Pink.



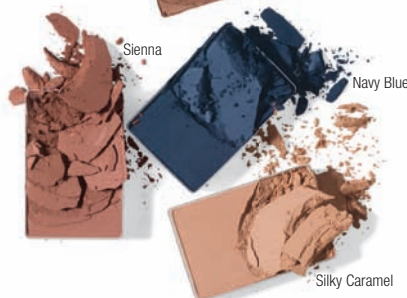
Gorgeous Green Eyes

Features Mary Kay® Mineral Eye Colors in Moonstone, Sweet Plum and Sienna.



Beautiful Brown Eyes

Features Mary Kay® Mineral Eye Colors in Sienna, Navy Blue and Silky Caramel.



Easy Application With New Brush

The limited-edition Eye Definer/Eye Crease Brush combines two essential eye brushes in one! This professional-quality brush is designed for applying Mary Kay® Mineral Eye Color with expert precision. The Eye Definer Brush shapes and defines eyes and is used to blend color evenly. The Eye Crease Brush is used with midtone and darker shades to add depth to eyes. The brush comes with additional eye color application tips and a protective cover.

\$12, while supplies last

Party Tip

Why not consider holding an *Eye-Story* party that features the new limited-edition Mineral Eye Color Bundles and new Brow Collection products? You can provide eye color samplers, discuss brow-enhancing techniques and talk about other must-have eye products such as Mary Kay® Mascara, Mary Kay® Eyeliner, Mary Kay® Eye Primer and Oil-Free Eye Makeup Remover. And be sure to send guests home with TimeWise® skin care samplers, then follow up to see how they liked them! Remember to log your party* count on the Mary Kay InTouch® Web site!



a scent of romance

Shower gel formula
cleanses skin and imparts
fragrance (3 fl. oz.).

Just in time for Valentine's Day, the **limited-edition Romantic Petals™ Gift Set** features a romantic floral scent she's sure to love! With notes of black iris, orchid and velvet gardenia, the Romantic Petals™ scent is a medley of passionate aromas that perfectly complement this season's modern romance fashion trends.

Each set includes an eau de toilette spray, shower gel and body soufflé that exude the Romantic Petals™ scent, plus a matching netted body sponge all housed in a beautiful reusable box. Perfect to give to others or yourself, this set is a fragrance layering experience that shows affection and warms the heart!

NEW!

Body soufflé comes in
a flip-top tube, provides
moisture and imparts
fragrance (3 fl. oz.).

\$32
per set, while
supplies last

Eau de toilette spray
comes in a portable,
slim glass bottle with
a pump (.23 fl. oz.).

Party Tip

A Valentine's fragrance party is the perfect opportunity to introduce the new limited-edition Romantic Petals™ Gift Set and other fragrances in the Mary Kay® product line. And to help you hold fragrance parties, the Sensorrific Party Pack, available for \$16.99 through MKConnections®, offers tools to help you hold a successful party. Remember to log your party count online!


party with a purpose
go for **5 million**

beauty consultant enrichment with *pacesetters* challenge: rewarding you for your consistent efforts!

Someone once said, "Knowledge is power." You have the opportunity every single month to gain that power through Beauty Consultant Enrichment with Pacesetters. By just logging on to the Mary Kay InTouch® Web site the first of every month, you'll find the education and motivation that can get you off to a strong start, plus a monthly challenge designed to help you work toward Star Consultant status. You'll also receive a free audio download to motivate you to make it all happen! By participating in the monthly *Pacesetters* Challenge, you can build momentum to finish out every month with POWER. See what these consistent Mary Kay movers and shakers have to say ...



Independent Senior National Sales Director Brenda Segal

"I *love* the Pacesetters program for Independent Beauty Consultants and Independent Sales Directors alike! Pacesetters provides a simple challenge on which to focus the crucial first 15 days of the month, the time period that sets the tone for the entire rest of the month. I believe we all have great intentions, but sometimes life takes over and a week, or even 10 days, goes by before one gets the month in gear! This program helps you focus on an activity on the first day of the

month to start building your momentum with the 'flip of the calendar' – before days of the new month start to tick off and inertia sets in. Plus, Pacesetters is an activity in which everyone on each step of the career path can participate. In my experience, even those who fall short of accomplishing the challenge by the 15th of the month, ended their month better than they would have if they had not participated. I also love the associated online education segments. They're brief and to the point so that the busiest person can fit them in and benefit from their suggestions, motivation and educational value, encouraging you to continue working toward the challenge to completion. I've heard it said that what separates successful people from the unsuccessful is how they spend their day. The Pacesetters program can help develop the discipline and focus that will connect you with *your* greatest success!"



Independent Senior Sales Director Jenny Benzan Sanchez of Trujillo Alto, Puerto Rico

"Sometimes women in my unit wonder why they should spend their time on 'all these contests,' so I explain why I consider them important to my own business. The *Pacesetters* Challenge and other contests give us an immediate goal that we don't even need to think about. By motivating us to work those first 15 days of the month – a period that can seem a little confusing – Pacesetters

helps clarify goals for the entire month and propels us toward our longer-term goals with greater confidence. When it comes to monthly production, the *Pacesetters* Challenge helps tons! After closing the previous month, Pacesetters turns our attention to the next two weeks so we don't rest on our laurels. 'Coasting' doesn't get any of us anywhere! If you're starting a month without knowing what to do, Pacesetters will get you to work without hesitation. Keeping up with Pacesetters is great for Independent Beauty Consultants, and we Independent Sales Directors should lead by example. As Mary Kay Ash used to say, 'The speed of the leader is the speed of the gang.' Another benefit: People who discipline themselves to complete their online Pacesetters lessons are establishing good habits, like the business-building habit of working from the very first day of the month. Challenges and contests help us close our Seminar year, begin a new one and chart a path to success. If you map your business according to the online Pacesetters guide, you are sure to achieve your goals. Your progress may be 'little by little,' but you *will* get there!"



Independent Beauty Consultant Bianca Young of Colorado Springs, Colo.

"Why take part in Pacesetters? Because this challenge gives you simple steps to follow that will move you forward in your business. Pacesetters builds your skills, your self-confidence and your self-discipline. It teaches you to work *consistently*. You learn what 'consistent' feels like and the good things that result from a consistent pace. I love how it focuses on the beginning of the month so that your momentum is ramped up, and you're off and running to finish a great month! Mary Kay Inc. offers a proven path to success that consists of the basics: book, sell, book and recruit. Challenges and contests help you chart and work this simple formula while gaining personal success and acknowledgment from the Company. (I love those name badge ribbons!) Because Pacesetters has helped me form a consistent work habit, I'm earning consistently, adding new team members and moving up the career path at a rewarding, steady pace."

recognition

Congratulations to the winners for September 2009

On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for September 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for August 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through September 30, 2009.

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Cheryl Warfield

Diamond



Barbara Sunden

Ruby



Carol Anton

On-Target for \$750,000 Inner Circle

Barbara Sunden.....\$243,156.38
Gayle Gaston.....214,077.14

On-Target for \$500,000 Inner Circle

Carol Anton.....\$130,032.80
Karen Piro.....128,028.80

On-Target for \$325,000 Inner Circle

Gloria Mayfield Banks.....\$118,797.15

Joanne Holman.....116,683.45
Lisa Madson.....115,283.55
Kathy Helou.....104,568.74
Cheryl Warfield.....104,428.26
Anita Mallory Garrett-Roe.....100,674.15
Darlene Berggren.....100,305.77
Gloria Castaño.....100,265.94
Pat Danforth.....99,244.58
Jan Harris.....97,333.03
Jana Cox.....93,242.12

Karlee Isenhardt.....92,222.64
Lupita Ceballos.....88,949.06
On-Target for \$250,000 Diamond Circle
Sherry Giancristoforo.....\$78,666.79
Stacy James.....77,825.76
Cindy Williams.....75,493.21
Sue Kirkpatrick.....73,756.07
Johnnette Shealy.....72,879.16

Linda Toupin.....71,530.80
Dacia Wiegandt.....70,137.49
Debi Moore.....69,705.94
Mary Diem.....69,536.60
Sonia Páez.....68,681.66
Patricia Rodríguez-Turker.....68,663.15
Judie McCoy.....66,119.48
Julianne Nagle-Hackett.....66,012.13
Rosa Jackson.....65,804.87
Halina Rygiel.....65,712.70

SuzAnne Brothers.....65,304.53
Kerry Buskirk.....64,766.30
On-Target for \$200,000 Diamond Circle
Lily Orellana.....\$61,191.82
Shannon Andrews.....59,731.52
Shirley Oppenheimer.....58,599.78
Jamie Cruse-Vrinos.....58,219.36
Pamela Waldrop Shaw.....57,689.23

Cindy Fox.....56,422.02
Wanda Dalby.....55,505.09
Pam Gruber.....55,219.61
Ronnie D'Esposito Klein.....54,132.63
Mary Estupifian-Martel.....54,049.78
Lisa Allison.....53,626.37
Jackie Swank.....53,016.88
Jeanne Rowland.....52,887.11
Diane Underwood.....52,700.22
Nancy Bonner.....52,692.87

Monthly Commissions and Bonuses

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

Sapphire

Gayle Gaston***.....\$80,872
Karen Piro**.....57,149
Jana Cox*.....45,032
Joanne Holman**.....41,436
Lupita Ceballos**.....38,010
Shannon C. Andrews*.....34,691
Judie McCoy*.....34,426
Kimberly D. Starr.....27,479
Mattie Dozier.....25,414
Julianne Nagle-Hackett*.....24,880
Dawn A. Dunn.....24,204
Tammy Cray.....23,636
Valerie J. Bagnol*.....22,380
Sandy Valerio.....21,129
Diana Sumpster.....19,400
Jan L. Thetford.....19,172
Alia L. Head.....18,138
Britig L. Riddle.....17,990
Pam I. Higgs.....17,632
Pam Klicikna-Powell.....17,584
Gloria Báez*.....16,995
Nancy A. Moser.....16,861
Debra M. Wehrer.....15,960
Gillian H. Ortega.....15,946
Lorraine B. Newton.....15,589
Maria Guadalupe Díaz.....15,414
Joy L. Breen.....15,033
Sherri L. Steinman.....14,451
Davanne D. Moul*.....14,339
Sharon L. Buck.....14,054
Kendra Crist Cross.....13,875
Charlotte G. Kosená.....13,828
Maribel Barajas.....12,771
Karen B. Ford.....12,293
Carol L. Stoops.....11,413
Ann Brown.....11,128
Elizabeth Sánchez.....10,618
Maria Aguirre.....10,266
Paola J. Ramirez.....9,544
Jill Moore.....9,175
Magdalena Nevárez*.....8,800
Gladis Elizabeth Camargo*.....7,430
Mirna Mejía de Sánchez.....6,557

Emerald

Gloria Mayfield Banks***.....\$59,775
Kathy S. Helou*.....47,432
Dacia Wiegandt.....36,731
Debi R. Moore*.....35,151
Sherry Giancristoforo*.....34,651
Lily Orellana.....34,227
SuzAnne Brothers*.....30,620
Jamie Cruse-Vrinos.....27,895
Kerry Buskirk*.....26,478
Cindy Fox*.....23,772
Morayma Rosas.....23,763
Kay E. Elvrum.....22,019
Mona Butters.....21,917
Joanne R. Bertalan*.....21,780
Yvonne S. Lemmon.....21,580
Janet Tade*.....21,373
Sabrina Goodwin Monday.....19,977
Consuelo R. Prieto.....19,956
Jackie LaPrade.....18,164
Cathy Phillips.....17,808
Kathy Rodgers-Smith.....16,933
Pamela Tull.....16,426
Cristi Ann Millard.....15,840
Cathy Bill*.....15,281
Dawn Otten-Sweeney.....15,246
Shelly Gladstein.....14,453
Crisette M. Ellis.....13,696
Brenda Segal*.....13,161
Sandra Chamorro.....12,618
Regina Hogue.....12,558
Barbara Whitaker.....12,460
Miriam Gómez-Rivas.....12,129
Sherry A. Alexander.....11,968
Francie McBeth.....10,986
Esther Whiteleather.....10,816
Kym A. Walker*.....10,107
Natalie Privette-Jones.....10,024
Judy Harmon.....9,983
Carmen Rios.....8,515
Nora L. Shariff*.....7,924
Caterina M. Harris.....7,154
Joanne Hollingsworth.....6,331
Pamela Cheek.....5,675
Phyllis R. Sammons.....4,956

Pearl

Cheryl Warfield**.....\$50,814
Darlene Berggren**.....39,655
Stacy L. James*.....39,104
Cindy A. Williams.....38,258
Jan Harris**.....37,585
Pamela Waldrop Shaw.....35,413
Anita Tripp Brewton*.....25,959
Halina Rygiel*.....25,941
Rosa Jackson**.....24,037
Maureen S. Ledda*.....23,109
Jackie Swank*.....22,464
Lisa Allison*.....21,706
Sandy Miller.....21,437
Julie Krebsbach.....20,754
Nancy Bonner*.....20,576
Anabell Rocha.....20,325
Judy Brack.....19,028
Maureen Myers.....18,620
Monique Todd Balboa.....18,426
Elizabeth Fitzpatrick*.....18,063
Lynda Jackson*.....17,882
Mary C. Estupifian-Martel*.....17,447
Beatrice Powell.....16,984
Glinda McGuire.....16,665
Kathy C. Goff-Brummett.....16,480
Cathy E. Littlejohn.....16,340
Lise T. Clark*.....16,240
Rosalia Ann Medjesky.....16,155
Linda Kirkbride.....15,925
Wilda DeKerlegand*.....15,722
Jane Studrawa.....15,283
Barbara Stimach*.....14,472
Shirley M. Oshiro.....14,281
Wadene Claxton-Prince.....13,576
Pat Campbell.....13,353
Vernella Benjamin.....13,305
Ruth Theodocion.....13,258
Anita N. Conley.....13,229
Sylvia Kalicak.....13,011
Allison LaMarr.....12,897
Bett Vernon.....12,318
Deb Pike.....12,072
Robin Rowland.....11,997
Kathy Jones.....10,298
Betty M. Bridges.....9,410
Sonja Hunter Mason.....8,842

Diamond

Barbara Sunden***.....\$88,041
Lisa Madson.....60,013
Anita Mallory Garrett-Roe**.....47,637
Linda C. Toupin.....42,041
Sonia Páez.....40,612
Gloria Castaño**.....35,523
Patricia Rodríguez-Turker**.....31,607
Mary Diem*.....26,879
Jo Anne Cunningham.....26,598
Diane Underwood.....26,582
Dalene Hartshorn.....25,275
Pam Gruber*.....24,188
Sharon Kingrey.....22,972
Ada García-Herrera.....21,516
Joyce Z. Grady.....19,911
Maria Monarrez.....19,823
Evelinda Díaz*.....19,250
Connie A. Kittson.....17,103
Diana Heble.....16,577
Gina Rodriguez.....13,644
Jan Mazzitelli.....12,746
Carol Lawler.....12,236
Rosibel Shahin*.....12,187
Rosa Carmen Fernández.....11,990
Andrea C. Newman.....10,853
Isabel Venegas.....10,310
Gladys C. Reyes.....9,101
Betty Gilpatrick.....8,144

Ruby

Carol Anton**.....\$60,122
Pat Danforth*.....46,116
Karlee Isenhardt**.....34,790
Sue Kirkpatrick*.....32,048
Kimberly R. Copeland.....30,803
Johnnette Shealy*.....29,010
Ronnie D'Esposito Klein*.....28,593
Wanda Dalby**.....25,945
Shirley Oppenheimer*.....25,478
Pam Ross*.....25,041
Vicki Jo Auth.....22,922
Rebecca Evans*.....22,835
Scarlett S. Walker*.....22,464
Gay Hope Super.....20,509
Gena Rae Gass.....20,274
Lynne G. Holliday.....20,194
Pamela A. Fortenberry-Slate*.....20,110
Kate DeBlander.....19,973
Terri Schaller.....19,199
Judy Kawiecki.....18,804
Bea Millslagle.....17,822
Cyndee Gress.....17,598
Janis Z. Moon.....17,428
Candy D. Lewis.....17,104
Jo Anne Barnes.....16,371
Kelly McCarroll.....16,297
Jeanne Rowland*.....16,160
Patricia Lane.....16,090
Michelle L. Sudeth*.....14,828
Nancy West Junkin*.....14,404
Phyllis Chang.....14,370
Maria Aceto Piro.....14,088
Cheryl J. Davidson.....13,898
Toni A. McElroy.....13,582
Donna B. Meixsell.....13,268
Kirk Gillespie.....12,522
Cindy Z. Leone.....11,989
Vicky L. Fuselier.....11,969
Katie Walley.....11,474
Amy Dunlap.....10,652
Thea Elvin.....10,113
Rhonda L. Fraczowski.....8,696
Margaret M. Bartsch.....8,645
Cindy Towne.....7,994
Renee D. Hackleman.....5,398
Sharilyn G. Phillips.....4,601

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

new debuts/debutes July/julio

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



Megan Elizabeth Gear
Algonquin, Ill.
D. Bailye Unit

Lennie Renee Hill
Caldwell, Idaho
K. Downey-Shada Unit

Gay L. Hunsaker
Round Rock, Texas
P. Ross Unit

Shana Marie McCrady
Bowling Green, Ky.
R. Anderson Unit

Ewa Stopczyk
Glendale, N.Y.
I. Ghitescu Cocea Unit

*Congratulations to Sales Directors **Bola Muinat Akanbi**, Austell, Ga., T. Adekunle Unit; **Evette Brumfield**, Canton, Miss., V. Upkins Unit; **Ashley Teresa Catanzaro**, Fairview, N.J., L. Barclay Unit; **Nadine N. Daniel-Hurry**, Jamaica, N.Y., C. Sandiford-Coleman Unit; **Deborah Amelia Davis**, Garland, Texas, J. Ripley Unit; **Cynthia Dolan**, Newborn, Ga., C. Fulcher Unit; **Teresa Gilbert**, Florissant, Mo., M. Huelsmann Unit; **Tamara K. Greene**, Mitchellville, Md., T. Gibbs Unit; **Bobbi Grimes-Davis**, Plano, Texas, H. Verity Unit; **Shakita L. Henderson**, Toledo, Ohio, L. Lieto Unit; **Tahlia R. Landry**, Cypress, Texas, K. Walker Unit; **Rosalia Martinez**, Carrollton, Texas, B. Fenner Unit; **Kimberly Michelle McCray**, Lexington, Miss., V. Upkins Unit; **Dana Leigh Mills**, Stafford, Va., T. Lemieux Unit; **Meghan Napoli**, Shingle Springs, Calif., L. Contos-Caniezo Unit; **Abril L. Perez**, Santa Fe Spring, Calif., A. Hernandez Unit; **Amanda Lucia Perez**, Oklahoma City, C. Simon Unit; **Kelly Marie Perry**, Maryville, Ill., C. Van Valey Rolfs Unit; **Maria Del Rocio Ramirez**, Modesto, Calif., I. Maldonado Unit; **Tanya A. Robinson**, Vallejo, Calif., T. Elvin Unit; **Terri Roseberry**, Matthews, N.C., P. White Unit; **Janine Stachowicz**, Altamonte Springs, Fla., D. Clark Unit; **Shequita P. Stonewall**, Cruger, Miss., V. Upkins Unit; **Jessica S. Valdez**, San Diego, S. Harpenau Unit; **Tanya Lynn Vaughn**, Decatur, Ill., J. Davidson Seibert Unit; **Autumn Lorene Walruff**, Eugene, Ore., J. Marinacci Unit; **Tijuana Denese Whitfield**, Albany, Ga., E. Hanes Unit; **Jean Williamson**, Henderson, Nev., L. Kieper Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

Dean's List/Lista del Decano

(September 2008 debuts/debutes de septiembre 2008)

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 mayor producción de unidad ajustada al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Ivelise Nieves
Ocala, Fla.
J. Bertalan Area
Emerald Seminar

Kristi Sue O'Rourke
Kissimmee, Fla.
D. Pike Area
Pearl Seminar

Julie Gentry Rippey
Galax, Va.
G. McGuire Area
Pearl Seminar

Honors Society/Sociedad de Honor

(September 2008 debuts/debutes de septiembre 2008)

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



Heather Jean McKinney
Bellefonte, Ill.
P. Danforth Area

Rume Blessing Odusanya
Rosharon, Texas
R. D'Esposito Klein Area

*Congratulations to Sales Director **Maria Lourdes Sanchez**, Santa Ana, Calif., Ruby Go Give Area; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*

Fabulous 50s/Los Fabulosos 50

(March 2009 debuts/debutes de marzo 2009)

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.



Giselle Dominici
Staten Island, N.Y.
Ruby Go Give Area

Mary Kathryn Murray
Piano, Texas
K. Copeland Area

Chinyelu Frances Okeke
Alpharetta, Ga.
Ruby Go Give Area

Guadalupe Romero
Goleta, Calif.
P. Danforth Area

*Congratulations to Sales Directors **Casee Elaine Harwell**, Abilene, Texas, S. Walker Area; **Rachel Nichole Hovis**, Matthews, N.C., L. Holliday Area; **Clementina Nkiru Okorji**, Elkins Park, Pa., Ruby Go Give Area; photos unavailable at press time./ Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

On the Move/En acción

(July 2009 debuts/debutes de julio 2009)

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

Bola Muinat Akanbi

Deborah Amelia Davis

Tahlia R. Landry

Maria Del Rocio Ramirez

Jean Williamson

New Team Leaders/Nuevas Líderes de Equipo

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

Alison C. Ahlmark
Diane F. Aleem
Laura Alvarado
Christine J. Belverio
Dedria Bernard
Kathy L. Brinkley
Tifani S. Brown
Valentina Chervyakova
Mary J. Clinkscales
Danielle L. Collins
Pamela L. Cooper
Evie Del Castillo
Lindsay M. Deringer

Heather A. Dixon
Joanne Dyson
Megan Emerson
Maria C. Farfan
Tamara J. Ferguson
Jessica N. Feske
Blanca E. Figueroa
Angela J. Frame
Lois I. Gage
Michelle J. Gansler
Tracy C. Greene
Madelyn G. Hansen
Lauren P. Helton

Brook J. Holley
Lisa Hyde
Stephanie Ignatius
Priscilla A. Jensen
Joanne Kilbourne
Nicole C. Kitchen
Bessie M. Kozinski
Deborah Lahoud
Romelia Lopez
Connie M. Luckett
Carmela Macedo
Virginia Martinez
Lakisha A. Mattocks

Rachel Mega
Jennifer L. Mercer
Pandora P. Merritt
Stacey A. Meyer
Dee E. Miller
Valerie Miller
Sheryl Moss
Amanda Newton
Cuc K. Nguyen
Ezinne A. Ogbonna
Missy M. O'Neal
Maria A. Ortega
Jessica L. Patterson

Genevieve Payne-Williams
Callie J. Penney
Carolina Perez
Resa Pittman
Julie S. Price
Elena Ravnik
Rosalba Regalado
Sharon M. Rhodes
Sonya Rios
Joni Ross-Donley
Jenny L. Ruark
Tracy San Gregorio
Stephanie M. Skidmore

Mary M. Smith
Heather Squire
Jena K. Standard
Jayme L. Sudeth
Hannah M. Terbrock
Carol Toby
Jessica B. Walker
Natalie M. Winkle
Amanda M. Wojcik

13% Club/Club del 13%

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

Denise Michele Ramsey, K. Gardner Unit \$2,775.83
Sales Director Juliet Ebele Okonkwo 2,631.92
Sales Director Winifred Nonye Ogbunamiri 2,383.03
Sales Director Shelly Renae Black 2,030.31
Sales Director Uzo Ogbutor 1,849.71
Sales Director Chinwe Laury Ononiwu 1,849.12
Sales Director Maggie G. Shake 1,768.59
Sales Director Adaora Eucharia Umeh 1,743.24
Sales Director Juliet Igboanusi 1,742.39

Sales Director Jemma Holley Imwalle 1,621.10
Sales Director Sha Ron Martin 1,573.23
Sales Director Chioma Nwosu 1,534.07
Sales Director Appolonia Nnediogo Onwuanaegbule 1,493.86
Sales Director Florence Nwabor-Ohen 1,477.68
Sales Director Eva E. Holguin 1,451.26
Dedria Bernard, A. Carrier Unit 1,445.44
Sales Director Rachael Mary Anderson 1,413.02
Sales Director Kaye Driggers 1,397.29

Sales Director Cheri J. VanValkenburg 1,388.99
Sales Director Liz Whitehouse 1,329.87
Sales Director Vanessa Laverne Stephens 1,302.67
Sales Director Donna F. Knotts 1,282.19
Sales Director Rosanne Pluchino 1,273.87
Sales Director Mary Lou Ardohain 1,266.79
Sales Director Lisa L. Bradley 1,231.33

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

41 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Vanessa Upkins.....5

39 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Stella Smith-Pius.....5

38 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Consuelo Tinajero7

34 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Jan Maloney6

26 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Jacqueline Donna5

25 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sha Ron Martin.....6

22 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Debra Fazio5
Sales Director Maggie Shake.....5

21 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Inez Thayer6
Sales Director Marilyn White.....12

19 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Kate Onyekere5

18 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Augusta Onyenemere5

16 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Elizondo8
Sales Director Phina Onwuachi.....5

15 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Nina Ndukwe5

14 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Alvarez.....5

13 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Juliet Igboanusi.....5

12 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Bettye Riddle5

9 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Margarita East5
Sales Director Stephanie Honeycutt5
Sales Director Karen Pappas5

8 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Vitalis Anyanwu.....5
Sales Director Jeana Taylor5

7 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Carolyn Hodges.....6
Sales Director Ngozi Ogbuagu5

6 GOLD MEDALS/MEDALLAS DE ORO
Rondeauseaus Cyprian, D. Pierce Unit5
Sales Director Candice Faure-Anderson5

5 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Reyna Anderson.....5
Sales Director Daisy Aniebonam.....5
Sales Director Appolonia Anike6
Sales Director Princess Daley10
Sales Director Juliet Goertzen.....5
Crystal Noles, D. Meixsell Unit10
Sales Director Juliet Okonkwo5

4 GOLD MEDALS/MEDALLAS DE ORO
Nicole Ajavon, C. Joseph-Emmanuel Unit.....6
Sales Director Lisa Blackmore5
Irene Layne, D. Hack Unit5
Sales Director Chioma Nwosu.....5
Sales Director Winifred Ogbunamiri.....5
Sales Director Uzo Ogbutor.....5
Sales Director Marisa Vigo7

3 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Silvia Castro.....5
Sales Director Lisa Dawson.....6
Kathryn Iverson, C. Mayfield Unit5
Joel Liwanag, R. Ignacio Unit10
Carmen Parks, P. Curry Unit5
Joanie Pratt, M. Ottens Unit6
Sales Director Janet Rios7

Melissa Zwiesler, L. Rudd Unit.....10

2 GOLD MEDALS/MEDALLAS DE ORO

Laura Brutman, C. Gress Unit.....10
Pamela Colbert, J. Taylor Unit8
Greta Counts, J. Barnes Unit5
Sales Director Joanne Davidson.....5
Kristin Estell, K. Copeland Unit.....5
Tiffany Hilliker, T. Huntley Unit.....5
Catherine Ohanu, G. Ebere Unit.....7
Marietu Samba, J. Ehimika Unit.....9
Alisa Vitorino, K. Walker Unit5
Paula Woodie, J. Fargnoli Unit.....6

1 GOLD MEDAL/MEDALLA DE ORO

Alison Ahlmark, B. Herring Unit.....6
Lori Blessing, A. Simmons Unit.....6
Wendy Casalino, J. Gargiula Unit5
Brenda Castellano, M. Almanza Unit6
Suzette Coffey, A. Myers Unit.....6
Heather Dixon, K. McCarroll Unit.....5
Megan Emerson, P. White Unit5
Tracy Greene, A. Faulk Unit.....6
Madelyn Hansen, S. Arbaugh Unit.....7
Brook Holley, J. Imwalle Unit5
Ashley Honeycutt, J. Hyde Unit6
Lisa Hyde, T. Waller Unit8
Rebecca Ketron, K. Whitehead Unit.....6
Romelia Lopez, I. Camargo Unit5
Rachel Mega, R. Okoh Unit.....5
Jennifer Mercer, J. Copeland Unit.....5
Sheryl Moss, D. Henry Unit.....5
Philomena Nwaokolo, A. Okocha Unit.....5
Ezinne Ogbonna, S. Smith-Pius Unit.....5
Maria Ortega, I. Camargo Unit7
Angelique Puff, C. Cox Unit5
Sharon Rhodes, M. Kopec Unit5
Sonya Rios, K. Copeland Unit7
Sales Director Vanessa Stephens.....5
Jayme Sudeth, M. Sudeth Unit8
Hannah Terbrock, A. Dunlap Unit.....5
Kimberly Tutz, R. Hacker Unit5
Natalie Winkle, K. Gardner Unit.....7

Grand Achievers/Grandes Ganadoras

(September 2009 qualifiers/que califican para septiembre 2009)

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period. (Effective Nov. 1, 2009, qualification requirements for Grand Achievers program have changed. See Mary Kay InTouch® for details.)/Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Grandes Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personales activas en un periodo de calificación de uno a cuatro meses. (Los requisitos de calificación del programa de Grandes Ganadoras cambiaron a partir del 1 de Nov. de 2009. Consulta los detalles en *Mary Kay InTouch®*.)

CONSULTANTS/CONSULTORAS

Elizabeth Aguilera
Cynthia Arne
Wendy Susan Casalino
Brenda Castellano
Pamela Colbert
Lacey Dale Cully
Deanna Lynn Davis

Marci Dwyer
Kathy M. Hansen*
Joanna Higgs**
Kristin Marie Mara
Cheryl Montgomery
Benedict A. Nwosu
Irmina Chaerani Patentreger
Joanie M. Pratt

Denise Michele Ramsey
Robin Staton
Carolyn Van Develde*
Karri Zeiler

**SALES DIRECTORS/
DIRECTORAS DE VENTAS**
Vanessa Renee Baeza

Susan K. Beatty
Victoria T. Cavarretta-Wolf
Annie Clapp
Sylvia S. Havlish*
Madonna J. Karcher
Rose Kegley-Lane
Rose Sitko*
Elaine M. Skibitski

Antonia Vasquez*

*denotes requalified driver
**denotes July qualifier

*denota conductora recalificada
**denota que calificó en julio

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their September 2009 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de septiembre de 2009.

Sapphire/Zafiro

Tammy Romage	\$86,965
Julie Weaver	86,101
Kim Maynor	85,700
Faith A. Gladding	85,138
Sylvia Boggs	74,248
Lady Ruth Brown	72,142
Ruby Garner	68,574
Jennifer G. Bouse	67,849
Alison Jurek	67,712
Ann W. Sherman	67,660
Linda Klein	64,403
Jill L. Glocker	62,202
Audrey K. MacDowall	61,142
Joanna Helton	60,661
Danice C. McElowney	60,399
Peggy B. Sacco	59,432
Kristi M. Anderson	58,542
Patrice Moore Smith	56,275
Brenda P. O'Sullivan	55,630
Kathy R. Bullard	54,602
Diane Bruns	54,539
Rayne D. Tubbs	54,072
Julia Mundy	53,909
Lynn Baer Roberts	53,673
Deborah Robina	53,491
Angie S. Day	53,050
Giana Marelli Bonheur	52,331
Terry A. Hensley	51,637
Lorraine S. Kiger	51,510
Randi Stevens	51,352
Margaret Neill	50,988
Dolores Keller	50,742
Josefa Chacon	50,307
Kim I. Cowdell	50,043
Dena Smith	49,539
Roxanne McInroe	49,340
Sherri Reindl	49,047
Bonnie Crumrin	48,819
Elaine B. Lewis	48,721
Christy Bigham	48,010
Linda J. Bird	47,957
Brenda Bennett	47,803
Jeri O'Dell	47,756
Norenda M. James	47,577
Nancy W. Pettaway	47,544
Debbie A. Weld	47,491
Marjorie S. Haun	47,288
Jennifer Sloan	47,264
Bryenne M. Bialock	47,212
Lynette R. Bickley	47,119
Lara F. McKeever	47,020
Elizabeth A. Poole	46,896
Lynis Yee	46,621
Krista Neal Warner	46,083
Patsy A. Glunt	45,865
Cheryl T. Anderson	45,497
Cindy S. Kriner	45,466
Mary K. White	45,270
Angela D. LaFerry	45,036
Leanne Sexton	44,976
Phyllis I. Pinski	44,915
Lisa D. Goodwin	44,671
Nancy Panza	44,545
Sharon Rath	44,462
Linda L. Quillin	44,446
Linné Lane	44,368
Joni D. Kooztz	44,064
Agnes Stewart	44,062
Sherrian Beagle	43,665
Janice Simpson Weston	43,520
Monica Garcia	43,270
Binta Touray Jagne	43,094
Maria K. Eades	42,929
Launa Marie Benson	42,863
Pam Garner Moore	42,580
Bea Heath	42,576
Linda F. Merritt	42,466
Tasha Bergman	42,295
LaVerne Byrd Goodloe	42,055
Theresa L. Addison	42,003
Shelley Townsley	41,915
Estela Saucedo	41,670
Diana E. Fraustro	41,238
Sandi Fitzpatrick	41,151

Miranda Katie Bandemer	40,876
Kelly A. Fuller	40,418
Connie J. Lamp	40,385
Jerlene Vrana	40,267
Norma Hood	40,255
Jill Beckstedt	40,078
Connie L. Russo	39,817
Lindsey K. Beauchamp	39,695
Kim B. Roberts	39,628
Heather L. Bohlinger	39,368
Roxy H. Coursey	39,281
Elaine Hipsher	39,092
Cheri L. Taylor	39,090
Jodi L. Feller	39,008
Tracy Potter	38,785
Maranda Michelle Rains	38,605

Emerald/Esmeralda

Traci Smith	\$89,425
Auri Hatheway	72,292
Yolanda Lopez	70,847
Christie I. Ehiobu	68,170
Hollie R. Sherrick	66,812
Hope S. Pratt	65,067
Linda Bradley	64,276
Stacy D. Foust	62,704
Jeanine R. DeVore Harris	62,152
Jennifer Spriggs	61,942
Roxie Soto	61,718
Annette D. Oxley	57,887
Rose Campbell	57,715
Pam Kelly	56,245
Delia Ponce	54,685
Marianne L. Anderson	53,896
Pattie A. Robinson	52,666
Evalina Chavez	52,012
Jo M. Cotton	50,829
Jeanette E. Beichle	50,707
Nancy Boucher	50,202
Ann Shears	49,840
Emily Stone	49,671
Kimbi L. Bartik	49,472
Amanda Thulin-Marrano	49,185
Maria Beddick	48,565
Holly Lynne Martin	48,504
Patricia Bennett	48,501
Cheryl L. Foster	47,925
Sheila J. McCune	47,882
Lindsey Hysjulien	47,700
Gloria E. Sandoval	47,370
Trisha Taylor	47,323
Judith Beede	47,152
Nancy A. Berlin	46,746
Candy Jackson	46,576
Marina Sanchez Ramirez	46,148
Kathy P. Oliveira	45,949
Taylor L. Moore	45,926
Nancy L. DeFina	45,741
Marcela Sierra	45,475
Ayobami O. Olusa	44,805
Lynn F. Huckels	44,601
Barbara Pleet	44,599
Connie S. Miller	44,471
Anna Joseph Peet	44,330
Natalie M. Oliverio-Ziehmer	44,144
Jennifer A. Enloe	44,076
Denise G. Kucharski	43,837
Aida Ramallo de Escrbano	43,648
Gail Patton Menefee	43,638
Anita Rodriguez	43,575
Susan Houser	43,354
Talvia W. Peterson	43,216
Katie L. Ashby	43,205
Helen M. Harlow	42,990
Jean Mac Donald	42,391
Karen J. Saphos	42,357
Stacy S. Gilson	42,329
Michele Martella Arnes	42,203
Valerie Yokie	41,990
Jan Hubbard	41,929
Pat Forehand	41,682
Arianne C. Morgan	41,458
Toya M. Drew	41,135
Martha R. Lopez	41,050
O'Nelly Encarnacion Gomez	40,828

Karen A. Jorgenson	40,821
Deborah G. Thrift	40,766
Brenda D. Elliott	40,666
Elaine K. Williams	40,556
Kay Dickerson	40,476
Maria Grey Boza	40,271
Maria Estela Mondragon	39,776
Stacy M. Houy	39,709
Karen L. Spoda	39,708
Rita Jean Barthel	39,412
Jackie L. Root	39,260
Maria Sanchez	39,224
Deborah Metzger	39,012
Tamika Bates	38,971
Lynne Worcester	38,941
Elaine Jegi	38,741
Anne Sullivan	38,580
Maria Bertha Godinez	38,532
Susan H. Campbell	38,495
Rhonda Kambaitz	38,223
Lisa Wehlmann	37,761
Kerri L. Bunker	37,263
Nikki Knott	37,210
Lisa A. Hawkins	37,138
Julie A. Griffin	37,044
Loretta A. Ramsey	37,025
Sheri Farrar-Meyer	36,927
Diane Hoggarth	36,863
Brendaliz Cajigas	36,846
Helen Jakpor	36,685
Kelly Kay Johnsrud	36,252
Heather A. Carlson	36,174
Eva Reyes	36,125

Pearl/Perla

Tracey Chavez	\$97,111
Kim L. McClure	96,664
Kristin Myers	82,935
Tina M. Wright	77,842
Lisa Olivares	76,342
Vicki Piccirilli	75,132
Blythe Jolee Egbert	74,777
Patty Webster	72,936
Diane M. Detesco	72,740
Amie N. Gamboian	71,989
Laura Poling	68,870
Jeanie K. Navikal	67,981
Janice Baxter Hull	67,554
Irene K. Foster	64,984
Shanna H. Jones	63,958
Ruthie Bressette-Mount	60,243
Rebecca Milligan	59,494
Shelley Eldridge	59,372
Kathryn L. Engstrom	58,952
Tara Lynn Mitchell	58,939
Holly L. Ennis	58,661
Alice C. Mahone	57,327
Amy Kemp	57,307
Patti Cornell	56,875
Sandra M. Munguia	55,903
Cheryl Marie Brown	55,673
Richelle V. Barnes	55,075
Lucia Fernandez	53,922
Susie Kopacz	53,435
Jeanie Martin	53,404
Amy C. Schule	53,358
Jermy Sims Alexander	51,876
Mary E. Johnson	51,651
Anne Geertsen	51,437
Betsy C. Richard	50,885
Joyce Recenello	50,670
Cindy Machado-Flippen	50,587
R. Sue Miller	50,130
Tammy A. Vavala	49,045
Pamela L. Castellana	48,266
Roya M. Mattis	47,711
Cindy S. Koenig	47,621
Debbie A. Thomas	47,581
Dorothy D. Boyd	47,575
Lynette Sorrentino	47,481
Barbara R. Johnson	47,470
Lynda H. Nelson	47,069
Tammarie M. Bradford	46,906
Heather Marie Erbe	46,825
Lia Rene Carta	46,787

Terri Lewis	46,713
Brenda Stafford	46,564
Maria Gonzalez	46,503
Michele Salisbury Rankin	46,107
Evelyn Pirihalla	46,096
Becki Hackett	45,735
April Landrum-Johns	45,207
Carol Marie May	44,582
Betty B. Lucido	44,535
Shari M. Kirschner	44,529
Sandra Tatzel	44,502
Beth H. Piland	44,497
Jo Shuler	44,234
Amy Kitrell	43,995
Julie Holmberg	43,897
Angel B. Toler	43,840
Carmen J. Felix	43,443
Manikhone Miller	43,397
Ciozella Ray	43,317
Connie L. Young	43,048
Diana Maria Bermudez	43,029
Shari L. Dworkin-Smith	43,018
Sandra Giraldo Kirchhoff	42,721
Renee Conn-Enos	42,623
April Christine Hutchinson	42,439
Maureen Shipp	42,394
Cynda Leigh Worrell	42,347
Shannon Leigh Whitwell	42,102
Margi Whitworth	42,090
Darlene Rutledge	41,864
Mojit Moltabaie	41,662
Hazel White	41,212
Patricia Fitzgerald	41,212
Leonor Colin	40,970
Diane M. Terwilliger	40,867
Andrea Lee Converse	40,629
Amy Stokes	40,396
Susan K. Janish	40,252
Janet S. Pavey	40,245
Harriet Sharpe	40,194
Shari Lynn Chapman	40,131
Kathleen Deal	39,996
Mary Ellen D'Amico	39,959
Stacey Craft	39,465
Polly L. Smith	39,315
Melissa Hamby	39,257
Sara Ruth Pennella	39,173
Elizabeth B. Muna	38,694
Karen J. Galbraith	38,567
Nicole J. Canamare	38,502

Diamond/Diamante

Melinda Balling	\$104,411
Marsha Morrisette	91,217
Mary Strauss	78,602
Ally Algood	75,717
Sonia Suyapa Bonilla	75,371
Virginia Rowell	75,137
Tawnya Krempges	73,488
Pat A. Nuzzi	71,094
Eileen M. Huffman	68,819
LaRonda L. Daigle	67,772
Julie Schlundt	67,752
Cecilia C. James	67,398
Pat Joos	66,944
Tami K. Cloute	66,523
Nancy Fox Castro	65,877
Julie Neal	65,628
Barbara E. Roehrig	65,586
Shelly Palen	65,357
Lili DeWeber	64,227
Geri Anne Morris	63,549
Mariann Biase Mason	63,496
Orenda Raichel Hunniford	63,434
Kristen C. Spiker	62,596
Donna J. Saguto	61,950
Dayana Polanco	61,312
Araceli Ponce	60,649
Jerney Siemonsma	59,790
Terri J. Beckstead	58,442
Priscilla McPheeters	57,089
Sheryl Peterson	56,965
Karime Rosas	56,744
Stephanie A. Richter	56,472
Wanda Neugebauer	56,249

Joanne Fraraccio	56,194
Pamela K. Perkins	55,357
Brenda K. Howell	54,192
Mileta K. Kinser	54,166
Patricia Carr	53,923
Lisa Peterson Hackbarth	53,666
Gayle Lenarz Kolsrud	53,353
Betty McKendry	53,068
Lisa A. Stengel	53,016
Petie L. Huffman	52,985
Valorie Jean White	52,789
Cheryl B. Gainstford	52,769
Mary Beth Pfeiffer	52,245
Candace McCarthy	52,153
Susan Hatten Weeks	51,340
Ana X. Solis	50,357
Emily Sims	50,289
Evitella Valdez-Cruz	50,112
Elvi S. Lamping	50,048
Jenny R. DeMell	49,859
Annaka Krafta	49,513
Janet S. Chapman	49,115
M. G. Jan Chesmore	48,701
Maggie Rader	48,418
Robin L. Sailer	47,671
Judy Flummerfelt-Gerstner	47,604
Melissa R. Hennings	47,545
Stephanie Audino	47,456
Colleen D. Satkowiak	47,251
Marchia Blades	46,734
Nicki R. Hill	46,717
Terri J. Prange	46,378
Susan M. McCoy	46,041
Leonor Colin	46,001
Janis Onstott	45,882
Denise M. Guthrie	45,581
Joy H. Rentz	45,552
Karen M. Bonura	45,313
Joye Z. Stephens	45,233
Shelley Olson	45,081
Chris Landaker	45,080
Kelly Willer-Johnson	45,036
Cheryl L. Bible	44,954
J. Susie Gleyze-Thomas	44,949
Mary Jacobson	44,913
Nellie R. Anderson	44,691
Heather M. Julson	44,489
Deborah Dudas	44,351
Lisa Rada	44,274
Kathy M. Viola	44,231
Vivian Diaz	44,185
Diane L. Mentiply	44,163
Missy Shoshire	43,262
Mary Goss	43,170
Rhonda Jean Taylor	43,153
Julie Danskin	42,752
Carol Lee Johnson	42,619
Ruth L. Everhart	42,527
Linda T. Cartiglia	42,460
Kristin Jenae Rogers	42,288
Kathy A. Cottrill	42,279
Betzaida Arriaga	42,162
Mary P. Creech	42,064
Heidi J. Norton	42,050
Bonita A. Meniru-Hudson	41,937
Sonia Arriola	41,906
Ana Carolina Alvarez	41,632

Ruby/Rubi

Karen Gardner	\$121,709
Krystal D. Downey-Shada	78,095
Melissa Kaye Kopec	73,318
Sonya F. Goins	71,590
Sheri Ammons	70,098
Suzanne Moeller	68,698
Laura A. Kattenbraker	67,350
Marnie R. Yunger	65,255
Patti Maxwell	64,522
Julie Thomas	64,237
Liz Whitehouse	63,953
Phuong L. White	62,424
Winifred Nonye Ogbunamiri	61,759
Sherrie L. Clemons	59,481
Jill E. Garrett	58,477
Juliet Elebe Okonkwo	58,352

Tina Hulsman	57,644
Jodie Roman	56,891
Somer Ballard Carter	55,268
Thessy Nkechi Nwachukwu	54,710
Lisa A. DeLucia	52,699
Ceryl O. Fulcher	52,516
Kimberly Cavarretta	52,120
Bettie Hicks	52,057
Heather A. Verity	51,881
Debra Moore Kinley	51,871
Karen M. Irwin	51,570
Jude-Ann B. Gargiula	50,297
Sha Ron Martin	49,875
Kathleen C. Savognan	49,810
Rose Mary Neel	49,738
Lisa Anne Harmon	49,734
Kendahl Kay Summeril	49,237
Debbie A. Elbrecht	49,005
Kaye Driggers	48,909
Laurieann Barclay	48,586
Cindy P. Markowski	48,498
Jeanette M. Thompson	48,265
Maggie G. Shake	47,833
Rachael Mary Anderson	47,598
Anne Weidenweber	47,500
Becky J. Seim	47,332
Donna Clark	47,304
Diane Covington	47,214
Lucinda Rudd	47,188
Stella Smith-Plus	47,148
Judy Lund	47,043
Elizabeth Rojas	46,850
Rosanne Pluchino	45,871
Jennifer L. Ellinger	45,728
Carol Fehr	45,332
Rosalie Kuhen	45,205
Deborah A. Urbach	44,974
Lee A. McCarthy	44,755
Karen M. Getty-Hopkins	44,639
Deborah J. O'Leary	44,597
Nancy N. Danley	44,309
Molly A. Williamson	44,214
Amber L. Faulk	44,111
Connie A. Brinker	43,966
Eleanor M. Reigel	43,927
Carmen Nunez de Valencia	43,667
Chioma Nwosu	43,651
Joelen M. Hallouer	43,611
Breda M. Prescott	43,515
Lisa D. Teal	43,159
Suzanne Tripp-Black	42,063
Brenda Fennel	42,095
Melissa Regina Almanza	42,340
Oye A. Onuoha	41,769
Natalie Rose Lee	41,710
K.T. Marie Martin	41,693
Cheri J. VanValkenburg	41,666
Marsha Mings	41,334
Terry Thole	41,203
Vanessa R. Upkins	41,043
Vicki S. Lindsay	40,744
Donna F. Knotts	40,557
Jillma Brindell Sapp	40,266
Jemma Holley Inwalle	40,137
Ekene S. Okafor	40,118
Jeanie Ripley	39,881
Rachel Nichole Hovis	39,846
Ann Clement	39,810
Pallia A. Curry	39,747
Patty Gargner	39,687
Jann Fagnoli	39,632
Mary Alice Dell	39,601
Robin R. Tucker	39,575
Lisa Baker	39,444
Lisa V. Bauer	39,320
Becki Houstington	39,066
Crystal Huskins Carper	39,024
Mary Sharon Howell	38,842
Keeta Hastings	38,619
Karen L. Hamer	38,598
Cathleen Walter	38,589
Debby A. Nezat	38,494
Kal DeBlander Brigham	38,334
Appolonia Nnedigbo	
Onwuanaeabule	38,245

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in September 2009. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Sapphire

Julia Mundy	\$14,107.93
Julie Weaver	13,642.29
Tammy Romage	13,039.57
Lady Ruth Brown	12,404.20
Ruby Garner	12,161.14
Faith A. Gladding	12,033.79
Alison Jurek	11,726.16
Sylvia Boggs	11,582.90
Ann W. Sherman	10,935.35
Linda Klein	10,229.70
Kim Maynor	10,153.00
Connie L. Russo	9,874.00
Diane Bruns	9,806.16
Lara F. McKeever	9,697.49
Roxanne McInroe	9,560.03
Peggy B. Sacco	9,560.08
Joanna Helton	9,417.93
Lynn Baer Roberts	9,406.37
Brenda P. O'Sullivan	9,344.11
Josefa Chacon	9,327.71
Angie S. Day	9,292.04
Jennifer G. Bouse	9,251.40
Jill L. Glockner	8,942.63
Ellen Farquharson	8,866.80
Kathy R. Bullard	8,840.17
Diana E. Fraustro	8,751.77
Patrice Moore Smith	8,702.76
Cheri L. Taylor	8,695.93
Jill Beckstedt	8,636.93
Dolores Keller	8,388.37
Danice C. McElowney	8,352.57
Linda F. Merritt	8,296.58
Deborah Robina	8,267.71
Audrey K. MacDowall	8,253.22
Rayne D. Tubbs	8,237.31
Miranda Katie Bandemer	8,194.32
Elizabeth A. Poole	8,149.62
Cheryl T. Anderson	8,113.85
Patsy A. Glunt	8,111.51
Brenda Bennett	8,035.96
Lynette R. Bickley	8,018.40
Kristi M. Anderson	8,002.83
Mary K. White	7,949.48
Delmy Ana Torrejon	7,843.90
Maria K. Eades	7,831.72
Debbie A. Weld	7,789.01
Estela Saucedo	7,721.20
Christy Bigham	7,710.54
Phyllis L. Pinsker	7,688.79
Dena Smith	7,666.39
Margaret Neill	7,658.76
Sarah Benkowski	7,648.62
Randi Stevens	7,595.57
Tasha Bergman	7,491.05
Angelique M. Talbert	7,485.38
Frances Woodham	7,478.92
Norenda M. James	7,472.38
Tracy Potter	7,453.74
Sherri Reindl	7,446.63
Monica Garcia	7,429.61
Sandra A. Zavoda	7,403.42
Marjorie S. Haun	7,374.76
Heather L. Bohlinger	7,373.10
Natalie Reed	7,358.06
Jeri O'Dell	7,352.39
Kim I. Cowdell	7,351.56
Pam Garner Moore	7,347.86
Terza Llanes	7,319.46
Debra J. Witmer	7,271.30
Nancy W. Pettaway	7,222.23
Lorraine S. Kigar	7,205.67
Leanne Sexton	7,152.29
Judy L. Staats	7,122.21
Giana Marelli Bonneau	7,051.89
Agnes Stewart	7,042.54
Gena Prince	7,038.62
Linné Lane	7,037.83
Ann Ferrell Smith	7,023.35
Linda L. Quillin	7,010.75
Lyris Yee	6,941.40
Sue Ammons	6,882.15
Robyn S. Cartmill	6,871.68
Roxy H. Goudwin	6,800.89
Lisa D. Coursey	6,762.09
Barbara J. Puckett	6,757.98

Jennifer Sloan	6,661.58
Marie Pfarr	6,651.40
Nancy Panza	6,632.17
Elaine B. Lewis	6,631.85
Terry A. Hensley	6,625.97
Sagrario M. Magana	6,622.82
LaVerne Byrd Goodloe	6,597.28
Zasha Noel Lowe	6,584.81
Bonnie Croomin	6,526.62
Norma Hood	6,520.18
Linda J. Bird	6,515.95
Sherrian Beagle	6,515.35
Avelyn R. Smith	6,509.57
Julie Garvey	6,475.46
Gayle J. Green	6,410.25

Emerald

Traci Smith	\$13,564.17
Linda Bradley	12,305.67
Christie I. Ehiobu	12,074.27
Auri Hatheway	11,397.50
Helen Jakpor	11,135.69
Yolanda Lopez	11,095.82
Hollie R. Sherrick	10,813.59
Evalina Chavez	10,709.36
Jo M. Cotton	10,632.01
Kimbi L. Bartik	10,391.28
Trisha Taylor	10,074.23
Amanda Thulin-Marrano	9,885.75
Maria Sanchez	9,706.78
Jeanette E. Beichle	9,667.24
Barbara Pleet	9,553.50
Rose Campbell	9,548.75
Maria Grey Boza	9,224.95
Ayobami O. Olusa	9,210.21
Hope S. Pratt	9,188.92
Helen M. Harlow	9,123.29
Michele Martella Armes	9,084.90
Marianne L. Anderson	9,037.35
Pam Kelly	9,026.44
Talvia W. Peterson	8,978.47
Delia Ponce	8,967.84
Stacy D. Foust	8,886.30
Jennifer Spriggs	8,763.41
Pattie A. Robinson	8,668.12
Annette D. Oxley	8,589.56
Candy Jackson	8,579.95
Jennifer A. Enloe	8,487.64
Deborah Metzger	8,486.74
Jean Mac Donald	8,482.56
Connie S. Miller	8,440.32
Jeanine R. DeVore Harris	8,405.30
Heather A. Carlson	8,178.86
Paula Kelsch	7,996.47
Nancy A. Berlin	7,883.99
Ann Shears	7,847.69
Angel L. Hurley	7,840.57
Cheryl L. Foster	7,817.27
Elaine K. Williams	7,807.22
Roxie Soto	7,787.48
Tamika Bates	7,754.67
Patricia Bennett	7,735.34
Pat Forehand	7,724.35
Sheila J. McCune	7,684.10
Aida Ramallo de Escobedo	7,658.45
Gloria E. Sandoval	7,622.17
Maria Estela Mondragon	7,584.34
Maria Beddick	7,550.80
Gail Patton Menefee	7,502.88
Sheri Farrar-Meyer	7,489.49
Karen A. Jorgenson	7,484.78
Anna Joseph Peet	7,462.98
Judith Beede	7,421.57
Natalie M. Oliverio-Ziehmer	7,385.81
Brendaliz Cajigas	7,344.15
Emily Stone	7,330.03
Lynn F. Huckels	7,226.66
Holly Lynne Martin	7,190.30
Debbie L. Bower	7,058.24
Susan H. Campbell	7,004.03
Arianne C. Morgan	6,998.39
Leanne Parrino	6,984.67
Kay Dickerson	6,984.21
Maria Bertha Godinez	6,964.34
Denise G. Kucharski	6,934.52

Marcela Sierra	6,930.70
Kathy P. Oliveira	6,917.86
Lindsey Hysjulien	6,871.89
Taylor L. Moore	6,866.95
Christine J. Kurzawa	6,838.53
Tanya Olivia King	6,827.67
Karen L. Spada	6,757.09
Charlotte Mantooth	6,724.97
Pamela Rowe Krzmarzick	6,654.26
Marina Sanchez Ramirez	6,637.89
Eva Reyes	6,620.91
Nancy Boucher	6,618.47
Stacy M. Houy	6,602.35
Susie J. Serio	6,533.01
Mary M. Drew	6,503.36
Anni Sullivan	6,486.97
Kami Fredericks	6,454.82
Maritza Lanuza	6,444.25
Stacy S. Gilson	6,437.36
Brenda D. Elliott	6,413.30
Diane Hoggarth	6,408.66
Shawna D. Schneider	6,361.96
Julie B. Potts	6,334.55
Antonia Miranda	6,326.23
Anita Rodriguez	6,325.76
Angela Jean Barthel	6,311.16
Vickie R. Griffiths	6,305.34
Laura A. Armstrong	6,304.13
Linda Jackson	6,189.01
Vicki Hunter	6,153.12
Kara D. Bang	6,132.80
Margaret Meggison	6,122.69

Pearl

Kim McClure	\$15,908.33
Kristin Myers	15,004.33
Jeanie Martin	14,957.86
Tracey L. Chavez	14,271.81
Jeanie K. Navkal	13,415.05
Lisa Olivares	12,890.07
Amie N. Gambolan	11,926.58
Sandra M. Munguia	11,425.22
Vicki Piccirilli	11,340.39
Janice Baxter Hull	11,028.89
Dorothy D. Boyd	10,945.00
Patty Webster	10,722.44
Irene K. Foster	10,655.74
Shelley Eldridge	10,245.15
Laura Poling	10,212.99
Jheryn Sims Alexander	10,086.80
Diane M. Detesco	10,081.25
Julie Sander Burnett	10,073.80
Blythe Julie Egbert	10,002.97
Tammy A. Vavala	9,987.86
Alma Orrosetti	9,733.17
Tina M. Wright	9,573.17
Susan M. Hohlman	9,443.51
Tara Lynn Mitchell	9,344.63
Holly L. Ennis	9,317.47
Ruthie Brette-Mount	9,213.35
Carmen J. Felix	9,142.36
Anne Geertsen	9,073.36
Nadine Bowers	8,995.64
Elizabeth B. Muna	8,873.30
Alicia Borkowska-Sattler	8,804.47
Susie Kopacz	8,779.77
Holli Thompson Lowe	8,754.75
Heather Marie Erbe	8,692.86
Sandra Giraldo Kirchhoff	8,664.06
Rebecca Milligan	8,644.91
Kathryn L. Engstrom	8,615.19
Darlene Rutledge	8,587.04
Debbie A. Thomas	8,563.88
Evelyn Pirhalla	8,559.93
Lynette Sorrentino	8,513.68
Amy Kirell	8,444.01
Shanna H. Jones	8,413.60
Mary E. Johnson	8,402.58
Maria Gonzalez	8,397.70
Peggy Matish	8,395.35
Patti Cornell	8,389.87
Michele Salisbury Rankin	8,384.67
April Christine Hutchinson	8,313.77
Pamela L. Castellana	8,298.19
Joyce Recenello	8,259.49
Amy Kemp	8,258.55

Lucia Fernandez	8,184.62
Roya M. Mattis	8,084.67
Barbara R. Johnson	7,952.57
Tamarie M. Bradford	7,930.08
Beverly M. Brown	7,906.13
Cindy S. Koenig	7,815.48
Sandra Tatzler	7,792.36
Alice C. Mahone	7,710.95
Leah Michelle Lauchlan	7,680.51
Terri Lewis	7,667.43
Cindy Machado-Flippen	7,633.62
Betsy C. Richard	7,627.73
Moji Mojtabaie	7,621.51
Cheryl Marie Brown	7,578.20
Amy C. Schule	7,538.99
Lynda H. Nelson	7,472.54
Lia Rene Carta	7,462.48
Sharon Smith Wisnoski	7,357.18
Kathy Eckhardt	7,329.60
Hazel White	7,315.73
Toni Louise Moore	7,265.36
Brenda Stafford	7,258.56
R. Sue Miller	7,223.28
Shannon Leigh Whitwell	7,168.13
Diane Heckathorne	7,165.40
Angel B. Toler	7,139.45
Betty B. Lucido	7,017.98
Rita Schaefer	7,005.13
Julie Hetherington	6,959.11
Manikhone Miller	6,913.27
Marilyn A. Ricker	6,902.09
Richelle V. Barnes	6,895.12
Ester Guerrero Garcia	6,773.40
Becki Hackett	6,768.66
Shari L. Dworkin-Smith	6,755.92
Carol Marie May	6,687.52
Gail A. Clark	6,678.28
Judi Tapella	6,672.31
Nicole J. Canamare	6,658.64
Luanne Stewart	6,633.57
Melissa Nix Henderson	6,597.91
Mary Ellen D'Amico	6,586.32
Gloria Heylme	6,557.58
Harriett Sharpe	6,525.67
Kathleen Deal	6,513.52
Diana Maria Bermudez	6,500.17
Jo Shuler	6,498.10
Susan K. Janish	6,495.37

Diamond

Melinda Balling	\$16,389.86
Marsha Morrisette	12,940.84
Mary Strauss	12,389.71
Priscilla McPeeters	12,232.11
Terri J. Beckstead	12,021.72
Araceli Ponce	11,798.55
Virginia Rowell	11,285.18
Amy Allgood	10,976.79
Julie Neal	10,974.76
Lila DeWeber	10,936.06
Valorie Jean White	10,930.65
Ruth L. Everhart	10,912.47
Julie Schlundt	10,821.75
Heidi Goelzer	10,780.57
Ana X. Solis	10,739.99
Eileen M. Huffman	10,713.84
Dayana Polanco	10,652.96
LaRonda L. Daigle	10,565.23
Pat A. Nuzzi	10,534.65
Shelly Palen	10,492.72
Tawnya Kreppegs	10,433.83
Sonia Suyapa Bonilla	10,212.92
Sheryl Peterson	10,027.26
Barbara E. Roehrig	10,013.60
Orenda Raichel Hunniford	9,850.48
Vivian Diaz	9,674.33
Melissa R. Hennings	9,577.36
Brenda K. Howell	9,544.45
Cecilia C. James	9,487.87
Sandy Griffith	9,424.64
Nancy Fox Castro	9,411.14
Geri Anne Morris	9,330.75
Mariann Biase Mason	9,314.91
Pat Joos	9,300.27
Wanda Neugebauer	9,243.75
Fern Hendricks	9,166.65

Donna J. Saguto	9,138.44
Karime Rosas	9,105.75
Joy H. Rentz	9,063.55
Julie Danskin	8,876.06
Susan K. Carlson	8,786.01
Evitelia Valdez-Cruz	8,777.80
Tami K. Cloute	8,775.95
Margarita Velez	8,764.32
Susan J. Pankov	8,724.51
Candace McCarthy	8,630.52
Emily Sims	8,614.50
Lisa Peterson Hackbarth	8,606.10
Nicki R. Hill	8,596.33
Mary Jacobson	8,588.07
Mary Beth Pfeifer	8,580.22
Joanne Fraccacio	8,573.50
Anne Newcomb	8,553.92
Betty McKendry	8,507.96
Jenny Siemonsma	8,496.55
Deborah Dudas	8,415.11
Delmi Cristina Santos	8,395.68
Maritza Estela Gonzalez	8,394.18
Rose Rodriguez-Capone	8,368.63
Omosolape O. Akinyoyenu	8,319.03
Sandy Lasso	8,224.87
Kristen C. Spiker	8,180.57
Yoanni Espinal	8,140.50
Meyra Esparza	8,140.21
Mileta K. Kinser	7,995.73
Linda T. Cartiglia	7,983.50
Elvi S. Lamping	7,973.59
Lisa A. Stengel	7,879.97
Stephanie A. Richter	7,873.37
Ana Carolina Alvarez	7,834.22
Lou Cinda Utley	7,819.93
Susan M. McCoy	7,764.59
Janet S. Chapman	7,712.01
Betzaida Ariaga	7,648.85
Nancy Polish Dove	7,631.00
Martha Kay Raile	7,576.41
Maria Siguenza	7,563.89
Chris Landaker	7,545.00
Patricia Carr	7,544.55
Stephanie Audino	7,537.09
Maricarmen Gonzalez	7,407.97
Ngosi Onuoha	7,396.32
Gayle Lenaz Kolsrud	7,383.28
Maggie Rader	7,383.10
M. G. Jan Chesmore	7,361.00
Lisa Rada	7,344.32
Leonor Colin	7,306.44
Dorcy Minotta	7,290.83
Donna K. Smith	7,289.91
Carol Lee Johnson	7,272.91
Audrey J. Doller	7,264.42
Annette Pace	7,235.80
Andrea Shields	7,230.15
Nancy Ashton	7,212.39
Rhonda Jean Taylor	7,180.61
Heather M. Julson	7,176.74
Jenny R. DeMell	7,160.81
Petie L. Huffman	7,154.32
Maria Teresa Lozada	7,144.75
Blanca E. Arroyo	7,144.54

Ruby

Karen Gardner	\$14,951.56
Thessy Nkechi	
Nwachukwu	14,827.30
Winifred Nonye	
Ogbunamiri	12,405.78
Juliet Ebele Okonkwo	12,100.27
Laura A. Kattenbraker	12,084.88
Melissa Kaye Kopec	11,142.37
Krystal K. Walker	10,692.63
Krystal D. Downey	
Shada	10,418.76
Phuong L. White	10,317.17
Ekene S. Okafor	10,031.62
Marnie R. Yungler	10,017.95
Maggie G. Shake	10,006.86
Suzanne Moeller	9,878.88
Sheri Ammons	9,802.35
Sha Ron Martin	9,742.35
Liz Whitehouse	9,707.84
Julie Brindell Sapp	9,667.26

Appollonia N

recognition

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in September 2009.

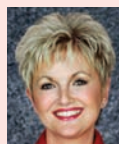
Top National Sales Directors — Commissions and Bonuses



Gayle Gaston
\$80,872
SAPPHIRE



Gloria Mayfield Banks
\$59,775
EMERALD



Cheryl Warfield
\$50,814
PEARL



Barbara Sunden
\$88,041
DIAMOND



Carol Anton
\$60,122
RUBY

Top Unit — Estimated Retail Production

SAPPHIRE — Tammy Romage, <i>Go Give Area</i>	\$86,965
EMERALD — Traci Smith, <i>Go Give Area</i>	\$89,425
PEARL — Tracey Chavez, <i>C. Williams Area</i>	\$97,111
DIAMOND — Melinda Balling, <i>Go Give Area</i>	\$104,411
RUBY — Karen Gardner, <i>J. Shealy Area</i>	\$121,709

Top Sales Director — Personal Sales

SAPPHIRE — Michelle Hendrickson, <i>J. Cox Area</i>	\$9,793
EMERALD — Jan Hubbard, <i>C. Fox Area</i>	\$21,892
PEARL — Cheryl Lueck, <i>Go Give Area</i>	\$13,971
DIAMOND — Mary Hickman, <i>Go Give Area</i>	\$24,143
RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$24,860

Top Beauty Consultant — Personal Sales

SAPPHIRE — Nicole Marks, <i>M. Woodland Unit, S. Andrews Area</i>	\$13,903
EMERALD — Nancy Pruett, <i>T. Drew Unit, Go Give Area</i>	\$12,262
PEARL — Gissela Menzies-Castillo, <i>M. Fita Unit, Go Give Area</i>	\$13,204
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$20,850
RUBY — Linda Black-Kurek, <i>L. Whitehouse Unit, S. Kirkpatrick Area</i>	\$13,397

Top Team Builder

SAPPHIRE — Sonita Persaud-Gareb, <i>C. Boodhoo Unit, V. Bagnol Area</i>	18 New Team Members
EMERALD — Facethia Hogue, <i>L. Gamble Unit, Go Give Area</i>	15 New Team Members
PEARL — Dawa Loga-Lemberger, <i>M. Miller Unit, S. James Area</i>	13 New Team Members
DIAMOND — Sales Director Araceli Ponce, <i>S. Pérez Area</i>	16 New Team Members
RUBY — Sales Director Marilyn White, <i>P. Danforth Area</i>	12 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for September 2009.

Sapphire

Cecilia Boodhoo.....	30 New Unit Members
----------------------	---------------------

Emerald

Patricia Bennett.....	26 New Unit Members
Delia Ponce.....	25 New Unit Members
Yolanda Lopez.....	24 New Unit Members
Marianne L. Anderson.....	21 New Unit Members
Eva Reyes.....	20 New Unit Members

Pearl

Tara Lynn Mitchell.....	33 New Unit Members
-------------------------	---------------------

Diamond

Leonor Colin.....	23 New Unit Members
Araceli Ponce.....	20 New Unit Members

Ruby

Karen E. Gardner.....	32 New Unit Members
Melissa Kaye Kopec.....	20 New Unit Members

Meet your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2010 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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fighting **domestic violence** one life at a time

A few years ago, Houston businesswoman **Theresa Gutierrez** was a human resources specialist at a Hispanic-owned company when her employer's charitable acts caught her attention. She admired how he looked for ways to donate his time and money to those in need, but she didn't dream his compassion would one day be of personal comfort. When domestic violence took the life of Theresa's best friend, she turned to her employer for help, this time to contribute to the nonprofit agency La Rosa Family Services. Since 1995, La Rosa has been helping Houston women and children find temporary protection from abusive circumstances while providing life-skill classes to help achieve independence. Over time, as Theresa learned more about the organization's work, she transformed sorrow into a life mission to aid those in domestic peril. She resigned her corporate position and became La Rosa's executive director. "God put me on this road for a reason, to learn to recognize the signs of abuse, to understand why women enduring abuse don't speak up. My friend never mentioned abuse until nearly the end of her life. She had decided to leave, but by then it was too late."

Last year, La Rosa served 425 families — more than 3,000 individuals — through its network of temporary home shelters. Theresa personally went door to door to raise \$2,000 for school supplies, never realizing she had been selected to appear on a national television program that had heard about her work. And behind the scenes, Mary Kay Inc. was at work, too, looking for ways to make dreams come true.

All It Takes Is **Teamwork**

This time Mary Kay Inc. joined with *Univision* and its popular television program *Cristina*, hosted by Cristina Saralegui. During a special segment called *Soñando Contigo*, Mary Kay's Vice President of U.S. Marketing Yvette Franco appeared and presented Theresa with \$5,000 worth of refrigerators, microwave ovens, television sets and other appliances to help abuse survivors start new lives. An additional check for \$10,000 will help La Rosa further improve its services to women and their children. "We're so grateful for help in breaking the cycle of abuse," says Theresa. "About half of our services' recipients are Hispanic, and often they don't realize they have somewhere to turn. These donations will help provide the therapy and caring, the essentials of everyday life, to start over. Thank you, Mary Kay and *Univision*!"

Ed. Note: The Mary Kay Ash Foundation recently awarded a \$20,000 grant to La Rosa Family Services in Houston, Texas. Additionally, as part of its annual shelter grant program, the Foundation awarded \$3 million to domestic violence shelters in all 50 states during Domestic Violence Awareness Month in October 2009.



Talk show host Cristina Saralegui (center) welcomed La Rosa's Theresa Gutierrez (right) and Theresa's friend Sylvia Rodriguez (left) to the set of *Soñando Contigo*. Mary Kay's Vice President of U.S. Marketing Yvette Franco dropped by to present donations on behalf of the Company to help survivors of domestic abuse. Theresa was overwhelmed by the electrical appliances worth \$5,000 and a check for \$10,000.

party season never stops

Hold 5 million parties by Seminar 2010? “We’re on it!” say scores of Independent Beauty Consultants with every booking tip they share. The “Let’s Talk” Party!SM social community on the Mary Kay InTouch® Web site has been buzzing nonstop, recalling the days when Mary Kay Ash taught women to spell party: “girlfriend f-u-n.” **Independent Future Executive Senior Sales Director Frances Woodham** of Monroe, La., in the Independent Elite Executive National Sales Director Gayle Gaston Area, was one of the first. Consistently holding parties every week has kept Frances a Star Consultant for 108 quarters and helped grow her customer base to more than 200. Each quarter she cuts out pictures from the Star Consultant brochure of the prizes she selects and tapes them to her datebook. At parties she shares them and tells her hostesses and their guests that they’ll be helping her achieve them. They love it, she says, and she’s got more great party tips. *Take it away, Frances!*



New Independent Beauty Consultants often ask me, “Where do you find people to hold your classes?” My answer is simple and always the same: They’re everywhere! The key is

to identify them, stay in touch with them and show them how you can fill their needs. After starting my business in 1973, I quickly learned that every woman wants to look better and feel better about herself, and *it’s up to me to ASK* each potential customer if I can share my fabulous products for her opinion. I’ll never forget the day Mary Kay took both of my hands in hers, looked me straight in the eye and said, “Frances, if you’ll hold three parties every week, you can have anything you want from your new business.” Was I going to ignore the advice of the most amazing saleswoman in the world? Would you? So I went out and booked five classes and held three. And I did that week after week after week. The earnings from those three classes per week began to exceed my income from my full-time job, and my first Mary Kay goal was realized. I was able to quit my full-time job.

Here are some key things I learned to do for consistent success:

- **Take your business seriously.** You’ll want to always know when you can hold appointments so you can set dates immediately. That means carrying your datebook with you. If a particular circumstance doesn’t allow you to set a date right then, *ask* for the best time to call and get her cell phone number. *Call within 24 hours while she still remembers your face!*
- **Let your customers know what’s in it for them.** Build a relationship with those you book, take yourself out of the picture and make their appointments all about them. Find out what they want. Compliment them. Ask questions such as “Do you have any concerns that your current products are not meeting?” Then show them how the Mary Kay® products you love can fill those needs and how they can receive free product and other perks by **becoming a hostess.**
- **Know how to turn an appointment into a hostess opportunity.** Take the opportunity to ask your customer if she would like to have her friends join her at her appointment. Tell her what you’re offering to your preferred hostesses that week. Be prepared to offer a gift if she

has five friends to invite to the party. Carry the gift you’re giving, wear it or describe it if you’re on the phone. Keep in mind that booking is an attitude. If you think you can book, you can!

- **Book and build excitement from your parties.** This provides your hostess with more free products. You always have more to show her at her personalized color appointment. I keep prizes such as samples of Mary Kay® Ultimate Mascara™, Satin Hands® Hand Cream, Color Cards, etc., in the pocket of my beauty coat. During the party I ask my guests to turn over their Customer Profiles and take out their cell phones.



party with a purpose
go for 5 million

Frances had a decades-long personal relationship with her mentor. Mary Kay offered generous recognition for holding skin care classes, which helped keep party-savvy women like Frances in Star Consultant status. "Winning prizes has always been a motivation for me!" she says.



Using their contact lists, they have five minutes to fill in five names and phone numbers. The first one to finish gets to pick a prize. Everyone gets to pick as soon as they finish five names. Women love games! Booking two to six parties from each class will help you consistently have a full datebook. Then coach your hostesses. Show them how to hold a successful party. The hostess brochure is your guide to coaching them to success. Mary Kay taught us that a party worth booking is a party worth coaching. Successful Independent Beauty Consultants coach! **Coached classes hold.** I always get the guest list and preprofile, if possible, within 24 hours of the party.

- **Make your parties festive.** I love to take the color looks from *The Look* and frame them or glue them on bright colored gift bags and display them at my parties. My future hostess selects the "look" for her glamour appointment from these. The Mary Kay® Brush Collection rolled open with brushes showing and bright tissue flowing from the top makes a wonderful table arrangement. Plus, you're showcasing your Mary Kay® Brush Collection. Wrap your party hostess gift in beautiful paper and tie with a bow. Everyone loves to open a gift. Mary Kay said that a dollar gift in a beautiful package is better than a \$100 gift not wrapped. It's still true today. Whether you call it a skin care class or a party, it's really all about holding consistent appointments.

Just as people will buy when they understand *why* they need the product and *how* it will benefit them, they will book a party if they expect to experience more and to have **FUN**. As we hold three parties per week, we perfect our techniques and they truly do become fun. Plan your work and work your plan. Holding parties consistently can help you build your unit and earn the use of a Mary Kay® Career Car. Nothing has changed about that formula since Mary Kay Ash put on her beauty coat and welcomed women to a world of glamour. If you hit a dry spell along the way, remember that a slump doesn't mean you're not a success. When discouragement comes, just book and hold three classes. You'll fall in love all over again. **So let's party, girls!**

up the party potential

More rewards give hostesses more reasons than ever to book parties!

Beaute-vite® Perks

- Now when you book parties using the **Beaute-vite®** online party-planning tool, a "personalized party page" will automatically be set up on your **Mary Kay® Personal Web Site** that only your hostess and her guests can see. Here, they can RSVP to the party, see who is coming, participate in a fun personality quiz and see one another's quiz results.
- Occasional sweepstakes opportunities with fantastic prizes will give these partygoers and hostess even more incentive to participate and check out your Mary Kay® Personal Web Site.
- Hostesses have an exclusive area to visit that includes access to the *Mary Kay® Fashion and Beauty Trend Report*.
- A **Facebook** element allows partygoers to post a message on their personal Facebook page announcing that they are attending a Mary Kay® party.

Hostess Perks

Help your hostesses feel like VIPs by promoting these hostess program perks:

1. Opportunity to earn FREE products
2. A FREE *Mary Kay® Fashion and Beauty Trend Report*
3. FREE exclusive ring tone
4. Receive VIP news, such as newsletters with beauty tips and alerts for special promotions
5. One-on-one personal consultation
6. Try before you buy
7. Knowledge that their Mary Kay® party helps to support a company that helps others

Go online to the Mary Kay InTouch® Web site for complete details. To help you book, the hostess brochure, available on Section 2 of the Consultant order form in packs of 10 for \$3, perfectly conveys to a hostess why booking a Mary Kay® party gives her what she needs and wants now.

more ways to connect

- Contemporary new **hostess ads** help convey how a Mary Kay® party can help hostesses step out of their busy lives for a while, relax with girlfriends and be pampered. This quarter, **MKeCards®**, **Beaute-vites®** and **The Look** feature an image of a working woman who could benefit from a Mary Kay® party! Be sure to check out these limited-time ads.
- Mary Kay Inc. now has a **Facebook Fan Page!** Did you know that four out of five online Americans are active in either creating, participating in or reading some form of social content at least once a month? A Facebook presence gives us one more way to help warm the market and keep Mary Kay top of mind with consumers. You can link to the Mary Kay Inc. Facebook Fan Page from Mary Kay InTouch® where you'll find all the details.
- You now can choose to have **Automatic Reorder Reminders** sent to your customers by e-mail when it's time for them to reorder their favorite products. This function is available through your Mary Kay® Personal Web Site Manager where you'll find easy-to-follow instructions for setting up the e-mail reminders.

star power perspective

Independent Beauty Consultant

Carol Irwin, of Valdosta, Ga., was an avid Mary Kay customer for 30 years before starting her own business

three years ago. Over the decades, she saw from the customer's perspective what worked and what didn't, and while receiving Golden Rule customer service many times, she discovered occasionally what it felt like to receive less. Carol credits one woman in particular with setting a superb Mary Kay example, and what she learned has been a guiding light from her very first skin care party. Like her model, Carol has achieved Star Consultant status every quarter. Now see how her experiences may help you with your own "star" search!

Carol was a newlywed teaching data processing and computer science at Valdosta High School when, one day, a friend said her sister had become a Mary Kay Independent Beauty Consultant. Would Carol like to drop by for a sample? "I was vaguely familiar with the products through a college roommate who used them," she recalls. "I remembered the cute pink jars! After I tried them, I had to have them all. I was hooked."

Years later, when Carol was ready for a change, she called her friend, **Mary Dodson**, who was once her Independent Beauty Consultant. "I was thrilled she had kept her Mary Kay business and could be the one to bring me into the independent sales force," Carol says, adding with admiration that Mary has been a Star Consultant every quarter since the program began in 1977. "I went to her house to buy a gift for a friend, but I knew before I left that day that I wanted more." That afternoon Carol asked what Mary would think about her becoming an Independent Beauty Consultant. "I'll never forget that big smile spreading across her face and how her eyes



Carol and Mary enjoy getting together in Mary's beautiful backyard. Carol credits Mary's Star Consultant example with steering her own career path in the right direction. And to think it all began when Mary made a positive impression on her customer!

just sparkled," Carol recalls. "She wanted to know what had brought me to my decision. I told her it just seemed like what I was supposed to do. I'm happy to say my life hasn't been the same since!"

For three years, Carol has faithfully followed her model's example. "I've been a Star Consultant every quarter too. And like Mary, I've had numerous opportunities to support my customers and the life issues they're facing. Sometimes all I can do is listen. The sweet thing is, those were the times when listening was exactly what was needed." Carol's business has benefited her in other ways as well. She says her first Seminar was filled with life-changing moments that deepened her commitment to her business and her Mary Kay sisters. "I'll always treasure the memory

of walking across the stage with what seemed like 5,000 women, thanks to our unit achieving the *5 by 50* Challenge. That experience left me with a strong desire to return the following year. I have a deeper appreciation now for the principles upon which Mary Kay Ash founded her Company. Her amazing determination and vision to create an opportunity like no other has opened doors for women like me to realize new blessings in our lives."

One such blessing unfolded at church a couple of years ago when Carol became friends with Carleen. She had admired Carleen for her poise, polish and self-confidence, but Carol's polite pursuit for several months had come to nothing. Finally Carleen agreed to a facial. They discovered that they both enjoy

sewing, and when Carol delivers Carleen's orders, they visit in Carleen's backyard, accompanied by her two exuberant dachshunds. "I wouldn't take anything for the friendship that's developed between us," Carol says. "We have an easy relationship that goes beyond merely a salesperson and her customer. She trusts me, and when I see a need, I mention it. When I introduced her to TimeWise® Targeted-Action® Eye Revitalizer, she saw results. She's still using it." Carol says she's working on several other potential customers who so far have resisted. She's "politely positive" that one day they'll come around. "It's all about no-pressure persistence," she says. "Sometimes all it takes is a little time to learn to read the signals."

When Doubt Comes, Get Busy

Has her path always been so smooth? "Oh, by no means!" Carol says, shaking her head. "There have been days when I've made 20 or more phone calls and sold nothing and made no bookings. There have been times when I've booked a party, talked to the hostess the day before, then arrived at her house only to find no one home. I've driven for 30 minutes to hold a party and sold one lipstick. And then there have been the weeks when I shared with my Independent Sales Director that I made NO sales. None! At those times, I immediately turn to God for support."

Her remedy is to persevere in those hard times, and Carol says action drives out doubts. "I get busy," she explains. "As surely as some days can feel like a downer, I've turned around and had parties where everyone there made great purchases. Days when customers who visited my Mary Kay® Personal Web Site placed orders, days when every phone call results in an order or a booking. Weeks with sales beyond expectations. But above all, I treasure the women I serve. They are precious to me. I know I can take my 'star' as far as I want to go. I can excel at my own pace, decide what success looks like in my world. These are the times I thank God for His guidance and Mary Kay Ash for the chance to become reacquainted with former friends, colleagues and students, to deepen my relationship with close friends and to meet wonderful new friends. People are where my heart is."

What Makes a Star Shine?

As far as Carol's concerned, the secrets of achieving success are simple. It's just a matter of doing them. She notes the wealth of other people's tips and insights on the Mary Kay InTouch® "Let's Talk" Party!™ Web site and plans to contribute a few of her own. In the meantime, she offers her perspective on staying in the Star Consultant groove. See how many of Carol's ideas you can apply to your own "star" search ...

Overcoming objections to that first facial appointment:

1. "I don't have time."/"**It'll only take about an hour.**"
2. "All that attention on just me?"/"**You can invite a friend or two if you like.**"
3. "My house is a mess."/"**We can go to my house if you prefer.**"
4. "What if I don't want to buy anything?"/"**There's no charge for the appointment, and you're under no obligation to buy. Plus, if you don't like something, I'll replace it or refund your money.**"

Putting It All Together

1. "I wanted to be like Mary, so I made Star Consultant my goal from Day One. I set up a separate bank account, placed an \$1,800 wholesale order and started selling and building a client base. That earned me Star Consultant status for the first quarter."
2. "I sat down and figured out I needed to sell at least \$300 retail each week. Some weeks I haven't reached that goal. But some weeks I've far surpassed it. I celebrate those weeks!"
3. "I like keeping inventory on hand because it motivates me to call all friends and family members to book parties and facials. I started with a list of 50 women and added names as I thought of them. The list grew as fast as I could make calls and bookings, and it's still growing."
4. "That first Christmas in my business, I let all my friends and relatives try Mary Kay® products. That contributed to my Star Consultant status because many of them purchased their favorites and continue today to reorder the products they tried."
5. "Personally using a variety of products has enabled me to tell my customers what I think about them. In the process, I've discovered some fabulous favorites."
6. "Each month I budget for and place at least a \$600 Section 1 wholesale order on about the same day of the month, making sure I submit at least three orders in each quarter. Some months I've put 100 percent of my sales back into inventory so I could buy the new regular-line products or build up my inventory to prepare for my customers' reorders."
7. "A Mary Kay® Personal Web Site is a powerhouse of Star Consultant advantages. It directs inquiries from women and men looking for gifts, personal products or – if they're interested in the opportunity – to me! My night-owl customers can shop with me into the wee hours. I highly recommend it."
8. "One of the most important Company support tools has been the Preferred Customer Program™. Every three months, my customers receive the newest edition of *The Look* with samples of something new to try. That gives me an opening to call them. Many are ready to place an order."
9. "Sometimes new Independent Beauty Consultants think they can't afford to go to Mary Kay special events. I urge you to 'find a way, make a way.' At every Career Conference I've attended, and again at Seminar, I've picked up a major piece of advice I could immediately incorporate to stay focused on 'my ladies' and make them feel special. There's really no substitute for the education we receive there."
10. "Holding skin care parties opens so many doors for us in all areas of our business. Every time we 'click and post' our party progress toward the 5-million-party goal, we visualize drawing that much closer to our own Star Consultant success!"

Go-Give® Award

Congratulations to the winners for January 2010.

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

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give®

Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



Linda Klein

Sapphire
Independent Future Executive Senior Sales Director
Began Mary Kay September 1983
Sales Director Debut December 1984
Offspring three first-line; one second-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Circle of Honor; 20-times Sales Director Queen's Court of Personal Sales; five-times Queen's Court of Sharing; seven-times Circle of Achievement; four-times Circle of Excellence; six-times Double Star Achievement; five-times Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$86,294
Personal Lives in Woodland Hills, Calif. Husband, Michael; sons: Joel, Evan
Favorite Quote "Set your goals and hang on to them until they are a reality."
Independent Beauty Consultant Lauren Kratz of Los Angeles says, "From education to prize opportunities, Linda includes me in everything her unit does. And following her amazing lead, each person at Linda's unit meetings exudes an incredible Go-Give® attitude."



Deanna Smith

Emerald
Independent Senior Sales Director
Began Mary Kay June 1998
Sales Director Debut May 2002
Offspring one first-line
National Sales Director Joanne Hollingsworth
Honors Premier Club qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$34,184
Personal Lives in Dothan, Ala. Husband, Aaron; sons: Marcus, Joshua
Favorite Quote "Give, and it will be given to you: Good measure, pressed down, shaken together, running over, will be put into your bosom. For with the same measure that you use, it will be measured back to you." Luke 6:38
Independent Beauty Consultant Shannon Brown of Headland, Ala., says, "Deanna helped me host parties to raise money to help offset some of the costs of my niece's bone marrow transplant. She also helped with personal financial contributions."



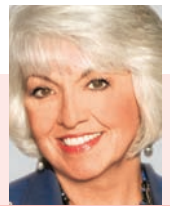
Nedra White

Pearl
Independent Sales Director
Began Mary Kay March 1991
Sales Director Debut July 1993
National Sales Director Rosa Jackson
Honors Cadillac qualifier; Star Consultant; five-times Queen's Court of Sharing; five-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$91,414
Personal Lives in Chicago. Son, Raymond
Favorite Quote "Now to Him who is able to do far more abundantly beyond all that we ask or think, according to the power that works within us, to Him be the glory in the church and in Christ Jesus to all generations forever and ever. Amen." Ephesians 3:20-21
Independent Sales Director Joyce Sanders of Baltimore says, "Nedra is a powerhouse of energy! She holds conference calls every week with her unit and with other Sales Directors to share new ideas, prizes and praise. She makes us really want to work."



Barbara Peterson

Diamond
Independent Senior Sales Director
Began Mary Kay September 1994
Sales Director Debut October 1996
Offspring one first-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Star Consultant; seven-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$71,320
Personal Lives in Attleboro, Mass. Husband, James; sons: Hans, Chris, Joseph, Jacob; daughters: Barbie, Marylynn; 15 grandchildren
Favorite Quote "A possibility thinker is someone who looks at obstacles and sees opportunities."
Independent Beauty Consultant Susan Culbert of Cranston, R.I., says, "Barbara adopted, mentors and inspires me. She is consistently available to all of us, even during her own difficult times, helping others by encouraging them, bringing them meals or praying for them."



Lucinda Rudd

Ruby
Independent Senior Sales Director
Began Mary Kay June 2001
Sales Director Debut August 2003
Offspring one first-line
National Sales Director Sue Kirkpatrick
Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; three-times Circle of Achievement; Double Star Achievement; Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$65,352
Personal Lives in Wilmington, Ohio. Husband, Michael; daughters: Rebecca, Andrea; one grandson
Favorite Quote "Those who see the invisible can do the impossible." – Todd Shafer
Independent Beauty Consultant Damita Kniceley of South Salem, Ohio, says, "Lucinda has driven several miles across two cities to pick me up, drive me to a unit meeting and bring me back home again."

girls love pearls

Dec. 1, 2009 – Feb. 28, 2010

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March 19-20

March 21-22

Week 2:

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March 28-29

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