

MARY KAY

JANUARY 2019

applause®



*New Year,
Fresh Start!*

Flawless skin is in. It's time to crush your goals.



JANUARY *Dates*

1

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

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

2

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

3

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

16

Leadership Conference 2019 begins in San Diego for Emerald, Ruby and Canada.

17

Last day to enroll online for the **Spring 2019 Preferred Customer ProgramSM** mailing of *The Look*, including an exclusive sample (while supplies last).

20

Leadership Conference 2019 begins in San Diego for Diamond and Sapphire.

21

Martin Luther King Jr. Day. Postal holiday.

29

Registration opens at 8:30 a.m. Central time through Feb. 28 for the first week (March 22 – 23) of Career Conference cities.

30

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

31

Registration opens at 8:30 a.m. Central time through Feb. 28 for the second week (March 29 – 30 and March 31 – April 1) of Career Conference cities.

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

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

A wise person once said, “You only get one chance to make a good first impression.” It’s so true. Many times, the first opportunity to meet a hostess and/or customers is when you enter the door. Therefore, it is vital to look your very best.

”

Mary Kay

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

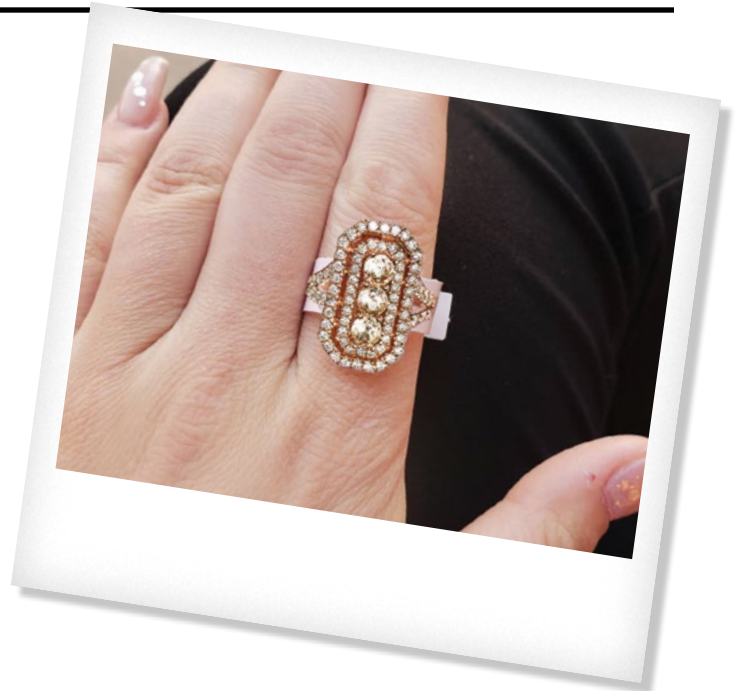
For questions regarding *Mary Kay*® product orders, *Mary Kay InTouch*®, special events, product information, etc.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2018 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*

MARY KAY LEADERSHIP 2019



Last Call! DIQs and Up:

Beautiful, sunny San Diego is calling.

Registration ends Dec. 31! *Mary Kay InTouch** > [Events](#).

Beauty and Bling

It's in your hands! Find all the dazzling diamonds you can earn this Seminar year. It's on *Mary Kay InTouch** > Contests/Promotions > Contests > [2019 Seminar Awards](#).

THIS MONTH IN MARY KAY HISTORY



(Image for design purposes only)

1972 Gold Medal Program

While watching the 1972 Winter Olympics, **Independent National Sales Director Emeritus Anna Ewing** was inspired by the medal ceremony. She called Mary Kay Ash and proposed that gold medals be awarded to top performers. Mary Kay loved the idea and launched the **Gold Medal** Program to reward top team-builders, specifically those who **added five new team members in one month**. Mary Kay reserved space to personally have lunch with 25 Gold Medal winners at Seminar 1972, but it was such a success that 300 joined her at the table that year! Check out the **Gold Medal Achievers** on Page 11.

*Applause** Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL

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

New Year, FRESH START

Great skin is always in, so make it your resolution to help your customers fall in love with their skin. Any age. Any stage. You've got what they need!



\$110

TIMEWISE MIRACLE SET 3D®

Appeals to your **broadest range of customers** – those looking to address early-to-moderate signs of aging. **Defends, delays and delivers** visible improvements to help them look younger longer!



\$205

TIMEWISE REPAIR® VOLU-FIRM® SET

Formulated for those who want to **target advanced signs of aging**. Delivers youth-restoring firmness and skin lift.



\$45

CLEAR PROOF® ACNE SYSTEM

The clear choice for those with **acne-prone skin**.



\$54

BOTANICAL EFFECTS® REGIMEN

Ideal for those just learning about the importance of a skin care regimen and are **not yet concerned about the signs of aging**.



\$80

MKMEN® SKIN CARE

Includes Advanced Facial Hydrator
Sunscreen Broad Spectrum
SPF 30,* Advanced Eye Cream, Daily
Facial Wash and Shave Foam.

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

January JUMP START!

As others resolve to improve, renew and refresh, here's your opportunity to step in with **luscious skin care** to help them look and feel great. **Independent Senior Sales Director Lacey Bradford** offers her tips to ***Jump-Start Your January!***

♥ Goal-Getter ♥



**INDEPENDENT SENIOR SALES
DIRECTOR LACEY BRADFORD,
GARDNER, KAN.**

"At this point, some Independent Beauty Consultants are on-target and working their Mary Kay businesses. Others may think, 'Where has the Seminar year gone?' Great news! No matter where you are,

there's time to finish strong!

"Focus on your own self-improvement. Take your **sales goal** and **break it down into bite-sized pieces**. An example: Sales goal is to earn \$6,000 by June 30. A daily goal can be to sell \$100 retail a day. That's one skin care set ... four charcoal masks ... it's doable! If you sell \$100 a day, five days a week, you've just sold \$2,000 retail in a month and profited \$1,000 for your family! Do this consistently for six months, and you've met your goal. Plus, after three month's consistency, you're a Star Consultant and earning the monthly *You Hold the Key* Challenge prizes too!

"Same goes for team-building. I review the last six months and adjust my goals if needed. I **share the Mary Kay opportunity** with **everyone I facial**. If your goal is 25 bookings a week, send out 20 booking attempts a day, five days a week. If an average of five of the 20 say yes, you've got 25 bookings a week. The key is to **ask enough people to get enough yeses**."



PIVOT

"Review what worked and what didn't. Don't get emotional, just **make adjustments** and move forward. It's a journey, so **be flexible**."



MATCH ACTIVITY WITH GOALS

"If your goal is to go on-target to earn the use of a Mary Kay Career Car, selling, alone, doesn't necessarily get you there. **Determine what activity you need to get what you want**. Activity cures frustration!"



GIVE THANKS

"January is the beginning of a new year, but it's also the midpoint of our Seminar year. So while I focus on putting skin care on new faces, it's also time to re-energize my Mary Kay business. I do that by **talking about my exciting Mary Kay business at parties**. I share why my customers are so important and thank them for trusting me with their beauty needs and for helping me stretch to meet my own goals."



TRY IT

"Choose 10 *Mary Kay*® products you haven't tried. Generally, you'll fall in love with most and share your enthusiasm with your customers, which can help you sell. I call it the **Year of New Things**."

BEST RECENT PARTY

Group of six women who all purchased skin care.
I sold \$800 retail in two hours.

FUNNY THING HAPPENED

A guest put lip balm on her face thinking it was foundation primer! After a good laugh, she ended up buying both products!

HOW MANY PARTIES

I've held a gazillion parties over the last five years. My goal is to facial 40 faces a month. Just like Mary Kay Ash, I want guests to relax, enjoy life and have fun.

Party On!

You're in business for yourself, but you're not by yourself! Check out these tools on *Mary Kay InTouch*®:



SKIN CARE FOR ALL

It's all here and everything you need to learn about *Mary Kay*® [skin care](#). You'll find videos, product education, digital assets and more!



SKIN CARE CONFIDENT

This online course can help you party with confidence! You'll learn the key benefits and the application order of each regimen, along with *Mary Kay*® supplements to complement the regimens. You will also learn who your target customers are. Under Education > [Skin Care Confident](#).



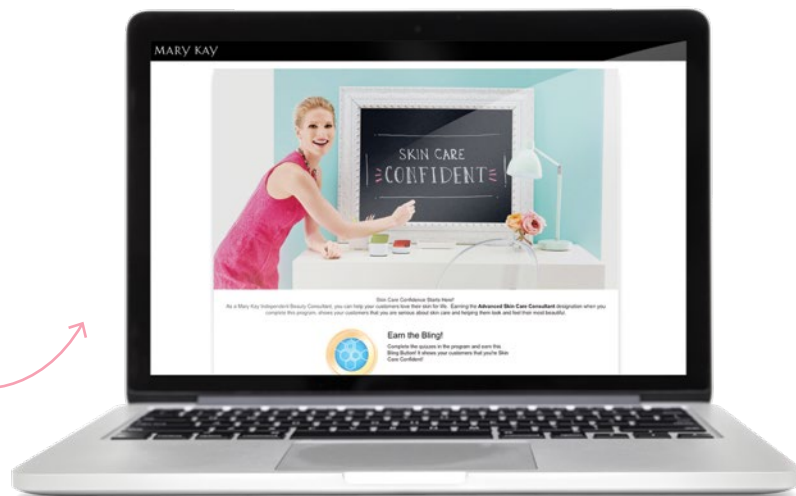
GRAND OPENING

A fun way to get the word out about your new *Mary Kay* business! Find suggested dialogues, product and display ideas, digital posts and more. Under Business Tools > [Party Central](#).



DIGITAL FLIP CHART

This handy guide walks you through a skin care party. Use on your smartphone or tablet. No need for an internet connection once you download. In the App StoreSM or Google PlayTM, ***Mary Kay*® Digital Showcase**.



Google PlayTM is a trademark of Google Inc.
App StoreSM is a service mark of Apple Inc.

YOU HOLD THE KEY



MARY KAY



"If you will truly learn to live the Golden Rule, doing unto others as you would have them do unto you, on a daily basis, in your every action and even in your thoughts, then your life will take on new meaning and so will the lives of those about you."

– Mary Kay Ash

NEW! DEC. 1–31: GOLDEN RULE CUSTOMER SERVICE EARRINGS

Our service separates us from others and is the heart of our business! Earrings are yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in December.



**INDEPENDENT
SENIOR SALES
DIRECTOR
SHERYL ARENA,
CLARENCE
CENTER, N.Y.**



NEW! DECEMBER – FEBRUARY YOU HOLD THE KEY CAREER CONFERENCE CONSISTENCY CHALLENGE YOU'VE GOT TO SHOW UP TO GO UP! EARRINGS

Yours when you achieve the Mary Kay
You Hold the Key Challenge
December, January and February and
attend Career Conference.

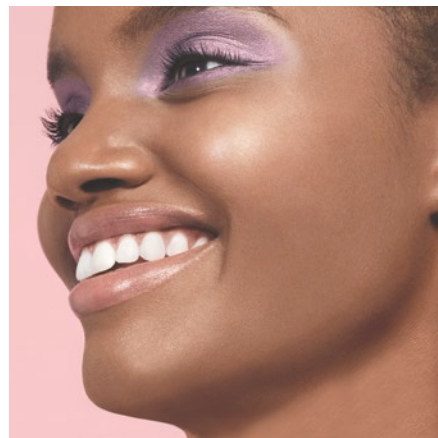


"For me, Golden Rule service is about building strong, trusting relationships with women who are placed in my path. Creating meaningful relationships leads to new friendships, which leads to growth! Like Mary Kay Ash said, 'A woman doesn't care how much you know until she knows how much you care.'"

FINAL MONTH! YOU HOLD THE KEY FALL CONSISTENCY CHALLENGE AND THEN SOME

July – December

Achieve the Mary Kay *You Hold the Key* Challenge each month, **July through December**, and get this key jewelry piece from the exclusive *You Hold the Key* Jewelry Collection.





Gloria Mayfield Banks



Kathy Helou



Patricia Turker



Sonia Pérez



Lisa Madson



Lupita Magaña



Cindy Williams



Debi Moore



Stacy James



Pamela Waldrop Shaw

TOP 10 NSDs YEAR-TO-DATE

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for March 2018, NSD Area Leadership Development Bonuses, October, February and March Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for September 2018.) 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, 2017, through Sept. 30, 2018.

INNER CIRCLE

\$550,000

Gloria Mayfield Banks
\$148,529
Kathy Helou
145,387
Patricia Turker
139,627

\$450,000

Sonia Pérez
\$117,261

\$400,000

Lisa Madson
\$108,732

\$350,000

Lupita Magaña
\$93,275

\$325,000

Cindy Williams
\$81,708

DIAMOND CIRCLE

\$300,000

Debi Moore
\$75,360
Stacy James
75,112

\$250,000

Pamela Waldrop Shaw
\$74,381
Anabell Rocha
69,738
Dayana Polanco
67,485
Pamela Fortenberry-Slate
62,813
Sara Pedraza-Chacón
62,553

\$200,000

SuzAnne Brothers
\$60,936
Linda Toupin
59,893
Dawn Dunn
59,436
Julianne Nagle
58,590
Sandy Valerio
57,396
Paola Ramírez
56,382

Dacia Wiegandt

55,565
Anita Tripp Brewton
55,152
Kristin Myers
54,568
Kerry Buskirk
51,521
Cyndee Gress
50,415

GOLD CIRCLE

\$150,000

Connie Kittson
\$49,564
Mary Estupiñán
49,127
Kay Elvrum
48,761
Ada García-Herrera
48,115
O'Nelly Encarnación
47,951
Julia Burnett
47,817
Lily Orellana
47,718
Cindy Fox
47,671
Julie Krebsbach
47,442
Lia Carta
47,162
Evelinda Díaz
45,386
Mayuli Rolo
45,284
Davanne Moul
43,579
Juanita Gudiño
43,539
Gloria Báez
42,188
María Monarrez
41,981
Somer Fortenberry
41,609
Gay Hope Super
41,602
Rebecca Evans
40,531
Morayma Rosas
40,466
Sue Pankow
39,830
Yosaira Sánchez
39,388

Lorraine Newton
38,207
Noelia Jaimes
37,634

\$125,000

Auri Hatheway
\$37,084
Scarlett Simpson
35,785
Jan Thetford
35,685
Diane Mentiply
35,236
Rosibel Shahín
35,123
Alicia Lindley-Adkins
34,892
Kimberly Copeland
34,686
Shannon Andrews
34,565

Pamela Tull
34,188
Monique Balboa
33,959
Elizabeth Sánchez
33,258
Bianny Ramírez
32,948
Elizabeth Muna
32,690
Kim McClure
32,497
Marilyn Marte de Melo
32,091
Pam Higgs
31,909
Valerie Bagnol
31,904
Tammy Crayk
31,620

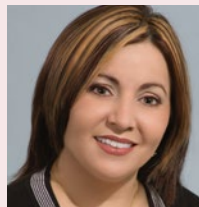


SALES MENTORS

Special thanks to the sales mentors for the September, 2018, *New Independent Sales Director Education class*.



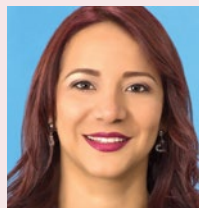
Barbara Sunden
Elite Executive National
Sales Director Emeritus
Diamond Seminar



Dayana Polanco
Senior National
Sales Director
Emerald Seminar



Lara McKeever
National Sales Director
Ruby Seminar



Bianny Ramirez
National Sales Director
Emerald Seminar



Linda Toupin
National Sales Director
Ruby Seminar

MONTHLY COMMISSIONS AND BONUSES

NSD commissions above \$10,000 earned in September plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts.

SAPPHIRE

Kathy S. Helou***
\$64,771
Lupita Magaña**
41,281
Debi R. Moore*
34,190
Paola J. Ramírez
31,894
Sara Pedraza-Chacón*
31,894
SuzAnne Brothers*
29,611
Pamela A. Fortenberry-Slate*
23,743
Lorraine B. Newton
23,023
Kristin Myers*
23,022
Somer Fortenberry
22,507
Davanne D. Moul*
21,426
Cyndee Gress*
21,341
Kimberly R. Copeland
20,304
Diane L. Mentiply
19,981
Morayma Rosas
19,977
Elizabeth Sánchez
18,774
Alicia Lindley-Adkins*
18,566
Evalina Chávez
17,307
Debra M. Wehrer
17,097
Scarlett S. Simpson*
17,068
Valerie J. Bagnol*
14,161
Janis Z. Trude
14,151
Lupita Díaz
13,761
Alma Orrostieta
13,545
Alejandra Zurita
12,558
Dawn Otten-Sweeney
12,040
Cathy E. Littlejohn
12,000
Angie S. Day*
11,537
Gladis Elizabeth Camargo*
11,277
Heather A. Carlson
11,175
Ruth L. Everhart
11,083
Maribel Barajas
10,805
Diana Heble
10,711
Phyllis Pottinger*
10,536
Elaine K. Williams
10,433

Maggie Nevarez*
10,423
Sylvia Kalicak*
10,317
LaRonda L. Daigle
10,248
Krista Neal Warner
10,175
Glinda Childress McGuire*
10,119
Julie Weaver
10,057

EMERALD

Gloria Mayfield Banks***
\$66,127
Patricia Turker**
63,768
Sonia E. Pérez**
39,876
Dayana Polanco*
30,954
Dacia Wiegandt*
24,979
Julianne Nagle*
23,186
Ada Y. García-Herrera*
22,760
Mayuli Rolo*
20,911
Auri Hatheway
20,910
Anita Tripp Brewton*
20,481
Kerry Buskirk*
19,459
Evelinda Díaz*
18,470
Sonia Bonilla
17,936
Pamela E. Tull
17,405
Rosibel L. Shahín*
17,329
Gina Rodríguez-Orriola
16,980
Tammy Crayk
16,553
Pam I. Higgs
16,308
Marilyn A. Marte de Melo
15,961
Pam Klickna-Powell
15,664
Yudith Pupo
15,448
Bianny Ramirez
15,278
Monique Balboa
15,216
Kirk Gillespie
14,944
Noemi C. Jaimes
14,942
Luzmila Abadia Carranza*
14,596
Noelia Jaimes*
14,573
Cathy Bill*
12,672



Monthly Commissions and Bonuses, cont.

Kym A. Walker*	Terri Schafer
12,523	11,668
Joanne R. Bertalan*	Lynnea E. Tate
11,276	11,659
Jill D. Davis	Heidi Goelzer
11,203	11,065
Natalie Privette-Jones	Lynne G. Holliday
10,408	11,008
Diane Bruns	Robin Rowland
10,348	10,787
Sue Wallace	Shelly Gladstein
10,283	10,098

DIAMOND

Lisa Madson*
\$53,031
Pamela Waldrop Shaw**
26,672
Lily Orellana
23,684
Dawn A. Dunn*
23,481
Maria I. Monarrez
21,454
Kay E. Elvrum
21,289
Julia Burnett*
20,792
Kristin Sharpe
20,698
Yosaira Sánchez*
19,238
Sue Pankow
18,594
Rebecca Evans*
18,076
Connie A. Kittson*
17,416
Diana Sumpter
17,163
O'Nelly Encarnación
17,146
Shannon C. Andrews*
17,127
Leah Lauchlan
15,088
Holli Lowe
15,058
Alia L. Head
14,301
Lisa Allison
14,266
Yvonne S. Lemmon
13,682
Vicki Jo Auth
13,147
Susan M. Hohlman*
13,020
Roxanne McInroe
12,962
Sharon L. Buck
12,821
Evitelia Valdez-Cruz
12,357
Julia Mundy
12,293
Pam Ross*
11,704

RUBY

Linda C. Toupin
\$31,144
Stacy I. James**
30,731
Cindy A. Williams*
29,316
Lia Carta**
25,665
Sandy Valerio*
22,064
Anabell Rocha*
21,579
Julie Krebsbach*
21,571
Mary C. Estupiñán*
21,404
Gloria Báez*
20,309
Juanita Gudiño
19,938
Jan L. Thetford
17,958
Kim L. McClure
17,885
Virginia S. Rocha
17,642
Cindy Fox*
17,053
Elizabeth Muna*
16,701
Maria C. Flores
15,789
Cecilia C. James
12,761
Crystal Trojanowski
12,754
Brenda Segal*
12,732
Michelle Sudeth*
12,244
Tammy A. Vavala
12,035
Deb Pike
11,800
Lara F. McKeever
11,682
Jo Anne Barnes
11,152
Gena Rae Gass
10,722
Kate DeBlander
10,166

* Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

MARY KAY ANGELS

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in September 2018.

TOP UNIT - ESTIMATED RETAIL PRODUCTION

SAPPHIRE, Moleda G. Dailey, <i>Go-Give Area</i>	\$76,001
EMERALD, Nancy Boucher, <i>Go-Give Area</i>	\$86,897
DIAMOND, Amy Kemp, <i>Go-Give Area</i>	\$78,263
RUBY, Kately Delgado, <i>Go-Give Area</i>	\$100,070

TOP SALES DIRECTOR - PERSONAL SALES

SAPPHIRE, Lynette R. Bickley, <i>Go-Give Area</i>	\$22,224
EMERALD, Connie S. Burch, <i>Go-Give Area</i>	\$21,092
DIAMOND, Cynthia M. Adams, <i>D. Dunn Area</i>	\$19,477
RUBY, Margaret M. Leonelli, <i>Go-Give Area</i>	\$12,846

TOP BEAUTY CONSULTANT - PERSONAL SALES

SAPPHIRE, Patricia L. Shallenberger, <i>A. Sherman Unit, Go-Give Area</i>	\$17,482
EMERALD, Sufian Akram, <i>G. Mak Unit, P. Turker Area</i>	\$18,392

DIAMOND, Barbara J. Hosler, <i>D. Matheson Phillpott Unit, Y. Lemmon Area</i>	\$11,171
RUBY, Rebecca L. French, <i>T. Malt Unit, C. Williams Area</i>	\$11,357

TOP TEAM BUILDER

SAPPHIRE, Sales Director Meilian Flanagan, <i>Go-Give Area</i>	21 New Team Members
EMERALD, Sales Director Greysi C. Mendoza, <i>S. Bonilla Area</i>	16 New Team Members
DIAMOND, Juan A. Hernandez, <i>B. Gomez Unit, S. Chamorro Area</i>	16 New Team Members
RUBY, Sales Director Silvia Sanchez, <i>L. Spadlowski Area</i>	14 New Team Members

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for September 2018.

SAPPHIRE

Ileana P. Castro	23
Meilian Flanagan	21
Bryunah G. Gossett	21
Barbara L. Alexander	20
Silvia Lopez	20

Leslie M. McKinney-Smith	22
Arelys M. Dubront Pinto	20

DIAMOND

Bessy Y. Gomez	26
Keysi Y. Colon	22
Berenice Sanchez	21
Consuelo Z. Tinajero	21

EMERALD

Iliana Fuentes	26
Breanne Sufrin	25
Maria Jose Torres	23

RUBY

Candace L. Doverspike	30
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Breanna N. Goodwin	24
Kately Delgado	23
Ana P. Farrell	23
Maria Bautista	22
Cynthia L. Frazier	22
Thessy N. Nwachukwu	22
Jocelyn E. Pond	22
Eusebia Bonilla	20
Gloria H. Ebere	20
Rachel P. Kellogg	20

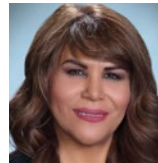
DEAN'S LIST

September 2017

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.



Martha L. Garay
Frederick, Md.
Ada Yolanda
García-Herrera Area
Emerald Seminar



Lorena Marquez
Aurora, Colo.
Morayma Rosas Area
Sapphire Seminar



Mireya Romero
Riverside, Calif.
Lupita Magaña Area
Sapphire Seminar



A LEADER IS SOMEONE WHO KNOWS WHERE HE OR SHE IS GOING AND IS ABLE TO TAKE OTHERS WITH THEM.

Mary Kay

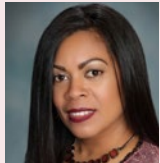
DIAMOND / *DIAMANTE*

NEW DEBUTS

DEBUTES

July/Julio 2018

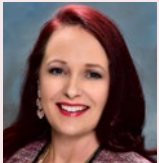
Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita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



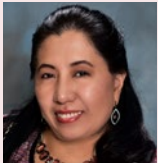
Shofy M. Fermin
Lynn, Mass.
T. Avalo Unit



Debbie J. Garcia
Juncos, P.R.
R. Sanchez Unit



Shawn M. Glen
Hayden, Idaho
L. Hallock Unit



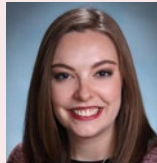
Dalia Gonzalez Bello
Seymour, Ind.
I. Coady Unit



Lisa Noel Kimbro
Cleveland, Ga.
L. Stewart Unit



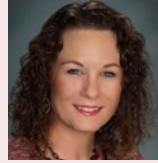
Natalie Perea
Highlands Ranch, Colo.
M. Diaz Unit



Melissa Sue Royce
Cedarburg, Wis.
C. Bourman Unit



Emily E. Seeger
Saint Paul, Minn.
N. Castro Unit



Kristen M. Velasquez
Fostoria, Ohio
A. Kingrey-Lokai Unit

Not pictured/Sin foto: *Sabra A. Adkins*, Proctorville, Ohio, T. McKnight Unit; *Maricela Alvarez*, Napa, Calif., S. Nelson Duguay Unit; *Holly Baker*, Findlay, Ohio, P. Carr Unit; *Maria C. Bernal Hernandez*, San Jose, Calif., L. Gudino Unit; *Brittanie Lee Brauner*, Centertown, Mo., L. Hall Unit; *Mayra F. Cabrera*, Corona, N.Y., M. Carchipulla Unit; *Fanny Castillo*, Greenwood, S.C., E. Valdez-Cruz Unit; *Romina Conejo*, Charlotte, N.C., M. Dos Santos Unit; *Jennifer L. Creason*, Excelsior Springs, Mo., S. McCoy Unit; *Vonda Eckley*, Nixa, Mo., S. Palen Unit; *Brenda Estrada*, Alexandria, Va., O. Encarnación Unit; *Sonia Estrada*, Salisbury, N.C., B. Murillo Unit; *Blanca L. Ezquivel*, Houston, M. Sillero Ramirez Unit; *Brenda D. Friess*, Great Bend, Kan., R. Krause Unit; *Melody Funkhouser*, Columbus, Ohio, C. Goodykoontz Unit; *Araceli Garcia-Gutierrez*, Columbia, S.C., Y. Alcantara Unit; *Ganna Gavshyna*, Brooklyn, N.Y., I. Korobov Unit; *Arianna Gomez*, Powder Springs, Ga., D. Santos Unit; *Beverlin Greene*, South Orange, N.J., E. Smith-Patterson Unit; *Monica Guzman*, South Gate, Calif., M. Sanchez Unit; *Karen L. Hardy*, Beaufort, S.C., C. Higdon Unit; *Samantha W. Hill*, Douglasville, Ga., K. Hall Unit; *Jennifer M. Johnson*, Oxford, Ala., T. Satcher Unit; *Jennifer Lovvorn*, Wellington, Fla., N. Huckabee-Stanley Unit; *Maricela Marin*, Nashville, Tenn., S. Olivares Unit; *Carmen Montealegre*, Marshalltown, Iowa, A. Segovia Unit; *Irene Olebara*, Effort, Pa., J. Haddock Unit; *Andrea Pool*, Starkville, Miss., P. McDaniel Unit; *Leticia Ramos*, Lawrenceville, Ga., I. Padilla-Hernandez Unit; *Ada Roan*, Del Valle, Texas, I. Smith Unit; *Kimie Roney*, Oceanside, Calif., A. Whaley Unit; *Gabriela M. Sanchez*, Sacramento, Calif., L. Fuentes Unit; *Nicole K. Staudt*, Redondo Beach, Calif., E. Holmes Unit; *Julie Gayle Stermer*, Cameron, Texas, T. Pore Unit; *Michelle M. Stone*, Dallas, K. Koclanes Unit; *Tania D. Stubbs*, Eastpointe, Mich., E. Davis Unit; *Yira E. Suarez*, San Juan, P.R., O. Encarnación Unit; *Stephanie L. Walden*, Grayson, Ga., S. Emerson Unit; *Nancy Wenzel Patterson*, Tomah, Wis., L. Boulton Unit; *Vernetta L. Williams*, McComb, Miss., T. Satcher Unit; *De Ann Willis-Sharkey*, Fortuna, Calif., S. Young Unit.

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

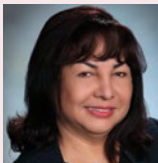
Mary Kay

TRIPLE CROWN

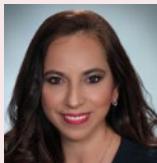
TRIPLE CORONA

September/Septiembre 2017

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



Luz M. Flores
Charlotte, N.C.
E. Valdez-Cruz Area



Nelly N. Fonseca
New Haven, Conn.
Diamond Go-Give Area

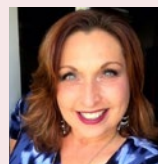


HONORS SOCIETY

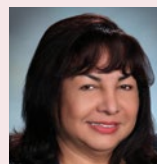
SOCIEDAD DE HONOR

September/Septiembre 2017

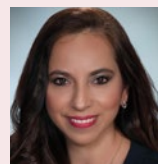
Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y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



Serena Emerson
Loganville, Ga.
K. Jenae Sharpe Area



Luz M. Flores
Charlotte, N.C.
E. Valdez-Cruz Area



Nelly N. Fonseca
New Haven, Conn.
Diamond Go-Give Area

Congratulations!
¡Felicitaciones!

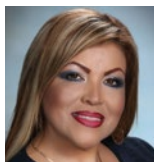
Not pictured/Sin foto: *Lucia Aquino Matias*, Soledad, Calif., L. Orellana Area.

FABULOUS 50s

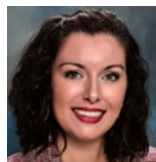
FABULOSOS 50

March/Marzo 2018

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.



Eva Flores
Los Angeles
L. Orellana Area



Kimberly A. Hall
Villa Rica, Ga.
C. Fulcher Area



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

ON THE MOVE

EN ACCIÓN

July/Julio 2018

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

Maria C. Bernal Hernandez
Brittnie L. Brauner
Melody Funkhouser
Dalia Gonzalez Bello
Beverlin Greene
Lisa N. Kimbro

Jennifer Lovvorn
Carmen Montealegre
Irene Olebara
Gabriela M. Sanchez
Michele M. Stone

FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

September/Septiembre 2018

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

Ashley N. Abbott
Elizabeth D. Acampora
Jessica A. Atayde
Char-lee E. Bailey
Sharon E. Baker
Debbie K. Bandy
Natalie N. Barber
Nissa C. Beasley
Janae M. Berry
Whitney Z. Bledsoe
Kelly L. Brice
Adia T. Brooks
Christi L. Burns

Leticia Calvo
Virginia Campbell
Flor M. Campos
Gloria I. Cano
Edith Carmona
Alexia Castaneda
Reyna N. Castillo
Monissa Childs
Shelia Christie
Tracy A. Cochran
Maria T. Colmenares
Robin Cooper
Melchor Cortes

Red Jackets, cont.

Hilda Cruz Bautista
Lindsey Dalley
Nancy De Jesus
Liscy Diaz
Carina Duran
Monica L. Ellis
Heather M. Feltz
Bethany Fields
Sandra L. Flores
Lucrecia Garivay Salazar
Angela R. Garrett
Sandie Gaskins
Vicki L. Gault
Maria Gonzalez
Keaunis Grant
Katie Gregg
Felicia A. Gutierrez
Bailey B. Hamilton
Liana D. Head
Kristine A. Hendrickson
Isabela Hernandez
Ysenia N. Herrera
Ashley Hochadel
Chessa K. Holthaus
Rebeca Isordia
Jackie Johnson
Samantha N. Jordan
Rachel A. King
Evangeline W. Light
Yolanda V. Limon
Tamara T. Lorf
Makayla M. Loveless
Yeni Lucero
Ariel M. Ludlum
Ramsie R. Lujan
Gabriela Luna
Julia Luna
Tianna A. Maes
Amanda K. Malek
Lorri McCall
Carol Y. McCalley
Alisha McMackin
Flor I. Mejia
Nohemi Mejia
Patricia Mejia
Jessie W. Michaels
Ana V. Miranda
Kristin R. Monson
Geovanna Montalvo
Cheryl Morris
Mary K. Morrison
Christos Mpintos

Jessie Murphy
Josefina Navarro
Shelly C. Nevels-Ester
Ana C. Ochoa
Melissa Olmo
Jasiebell Otero
Mariela Oviedo Resendis
Maria T. Pedraza
Yolanda Perez
Reyna K. Perez Covarrubias
Amanda L. Pineda
Sandra Plata
Shanna B. Porter
Jewel M. Powe
Mirian Ramos
Leah S. Rawl
Jasine Richards
Jeanette Rocha
Aracely N. Romero
Nilda A. Romero Santos
Katherine Ross
Tetyana Rusnyak
Maria Z. Sanchez
Hannah P. Shifflett
Vilma V. Sierra
Pamela J. Smart
Judith Smith
Fatoumata Bintia L. Sow
Chellsea M. Steere
China A. Summers
Selena K. Swope
Sindy D. Tavares
Kelsey Taylor
Yelainy D. Valentin
Susana Valladolid Navarro
Erendida Vazquez
Karissa J. Walters
Nancy Weddington
Charlene J. Wilkinson
Joanna M. Wright



GRAND ACHIEVERS

GRAN GANADORAS

September qualifiers/Calificadas en septiembre 2018

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Kelly M. Achtmann*
Jessica T. Allen*
Maria M. Annunziata*
Samanta S. Araujo
Martha R. Bermudez*
Ellen Boone
Alyssa A. Brewer
Sandra K. Brown*
Andrea Buehler*
Maria N. Castillo
Delmi E. Disus
Judy A. Dutton*
Loni M. Eads
Debra D. Fantz*
Vilmary Fernandez
Claudia A. Flores
Renee Freund
Lili Fuentes*
Melody Funkhouser
Dalia Gonzalez Bello
Mindy N. Gray
Patti Guenther*
Perla C. Guzman
Diane Hoggarth*
Lindsey Hysjulien
Lisa N. Kimbro
Janis Kiser*
Elvi S. Lamping
Corrina M. Langworthy
Robin S. Lantz*
Elsy Lanza
DeAnna E. Loudon
Susana Luna
Deana K. Matheson Phillpott
Mary McIntosh
Kari M. Medina
Olga I. Niz de Tortoledo

Bettaney B. O'Neal
Irene Olebara
Carmen Ortiz*
Twyla V. Power*
Terra K. Pullmann*
Linda S. Raube
Kathy M. Ray
Keri L. Reed*
Juana Marlene Rivas
Lisa D. Salada*
Vickie Samus
Ashley B. Sheffield
Kelly Shurgot
Carroll Towle
Caitlyn C. Underwood
Anna L. Vazquez
Jessica A. Velardi
Marge Ward*
Kathy E. Wickler
Jerusher Wiggins
Lindsey M. Zeisler

CONSULTANTAS/ CONSULTORAS

Johanna R. Edwards
Maria D. Gerrero
Juan A. Hernandez
Nancy I. Honeycutt*
Rene K. Matthews
Angel Ortiz**
Heather Stephenson

* Denotes requalified driver.

**Denotes August qualifier.

* Denota conductora recalificada.

**Denota que calificó en agosto.

“YOU CAN GO AS FAR AS YOUR MIND LETS YOU./PUEDES IR TAN LEJOS
COMO TU MENTE TE LO PERMITA.” Mary Kay

GOLD MEDALS

MEDALLAS DE ORO

September/Septiembre 2018

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

New Team Members/Nuevas integrantes de equipo

129 GOLD MEDALS

Sales Director
Consuelo Tinajero 7

82 GOLD MEDALS

Sales Director
Emma Morales 5

81 GOLD MEDALS

Sales Director
Betty Symons 7

75 GOLD MEDALS

Sales Director
Ruth Alvarado 7

73 GOLD MEDALS

Sales Director
Teresa Lischwe 6

64 GOLD MEDALS

Sales Director
Juanita Pedroza 6
Sales Director
Karime Rosas 5

62 GOLD MEDALS

Sales Director
Paula Ramirez 5

57 GOLD MEDALS

Sales Director
Rhona George 6

56 GOLD MEDALS

Sales Director
Maria Chavez 6

52 GOLD MEDALS

Sales Director
Claudia Chavez 6
Sales Director
Margarita Guerra 5

49 GOLD MEDALS

Sales Director
Shelia Mabrey 5

47 GOLD MEDALS

Sales Director
Viviane Freitas De Assis 6

44 GOLD MEDALS

Sales Director
Maria Annunziata 6

43 GOLD MEDALS

Sales Director
Claudia A. Flores 6

42 GOLD MEDALS

Sales Director
Tanya Satcher 5

42 GOLD MEDALS

Sales Director
Lucrecia Aguirre 5

34 GOLD MEDALS

Sales Director
Lorena Gudino 5

33 GOLD MEDALS

Sales Director
Sonia Uribe 6

31 GOLD MEDALS

Sales Director
Cristina Martins 10

30 GOLD MEDALS

Sales Director
Karin Patrick 5

30 GOLD MEDALS

Sales Director
Amira Ramos 5

26 GOLD MEDALS

Sales Director
Carlos Rodriguez 5

26 GOLD MEDALS

Sales Director
Ma Remi Vega-Cazarez 5

24 GOLD MEDALS

Sales Director
Delmi Santos 5

23 GOLD MEDALS

Sales Director
Carla Cortes 5

Sales Director
Rosa Dutan 5

22 GOLD MEDALS

Sales Director
Maria Cavazos 5

Sales Director
Emily Schuette 7

21 GOLD MEDALS

Sales Director
Marina Ramirez 5

17 GOLD MEDALS

Sales Director
Glori Gillespie 5

16 GOLD MEDALS

Sales Director
Daila Duarte de Mollinedo 7

15 GOLD MEDALS

Sales Director
Nelly Benavides 5

Sales Director
Francisca De Franco 5

Sales Director
Tammy Escobedo 6

Sales Director
Hillary Puthoff 6

14 GOLD MEDALS

Sales Director
Amelia Flores 8

13 GOLD MEDALS

Sales Director
Pattigene Long 5

Sales Director
Maria Madera 5

Sales Director
Fallon Nelson-Collings 6

Sales Director
Maria Perez, R. Fernandez Unit 5

12 GOLD MEDALS

Sales Director
Maria Alvarez Flores 5

Sales Director
Cleotilde Juarez 5

Sales Director
Elissa Smith-Patterson 5

11 GOLD MEDALS

Sales Director
Sandra Munguia 7

10 GOLD MEDALS

Sales Director
Becky Clements 5

Sales Director
Yolanda Gutierrez 5

Sales Director
Martha Morales 12

Sales Director
Jessica Velardi 10

9 GOLD MEDALS

Sales Director
Chelsea Claytor 6

Sales Director
Izabel Menezes, V. Freitas De Assis Unit 5

Sales Director
Carmen Munoz 7

8 GOLD MEDALS

Sales Director
Vicki Daniels 6

Sales Director
Lizeth Ocádiz 5

7 GOLD MEDALS

Sales Director
Tinisha Lane, A. Scott Unit 7

Sales Director
Megan MacDowall 5

6 GOLD MEDALS

Sales Director
Mary Clarke 5

Sales Director
Marcela Guzman Martinez 5

Sales Director
DeAnna Loudon 6

Sales Director
Kingberlyn Martinez 6

Sales Director
Joyce Perry 6

Sales Director
Berenice Sanchez 8

5 GOLD MEDALS

Sales Director
Perla Guzman 5

Sales Director
Jessye Nichols 6

Sales Director
Lisa Paule 5

Sales Director
Corie Roberts 5

Sales Director
Kimmie Roney 7

Sales Director

Leda Saucedo 5

Sales Director
Chelsea Smith 9

Sales Director
Vianey Velazquez Garmelo 5

4 GOLD MEDALS

Sales Director
Barbara Floyd, J. Riggins Unit 7

Sales Director
Amy Geers 6

Sales Director
Juan Hernandez, B. Gomez Unit 16

Sales Director
Tonya Rice 7

Sales Director
Juana Marlene Rivas 5

Sales Director
Dana Sone 8

3 GOLD MEDALS

Sales Director
Gabriela Dragan, R. Green Unit 5

Sales Director
Nancy Honeycutt, T. Richardson Unit 5

Sales Director
Leslie Jackson 5

Sales Director
Lillian Jones, C. Ruccia Unit 6

Sales Director
Irma Marroquin 5

Sales Director
Dania Murillo, M. Zavala Alvarado Unit 6

Sales Director
Lucia Vazquez, M. Ojeda Unit 13

2 GOLD MEDALS

Sales Director
Herminia Allen, R. Evans Unit 8

Sales Director
Blanca Boehm, C. Tinajero Unit 5

Sales Director
Yony Canales, B. Gomez Unit 8

Sales Director
Lesly Garcia, S. Olivares Unit 5

Sales Director
Awilda Giambanco, K. Colon Unit 7

Sales Director
Nicole Morin, P. Graser Unit 5

Sales Director
Marley Soto 5

Sales Director
Heather Stephenson, K. Brown Unit 5

Sales Director
Ali Zornes, T. McKnight Unit 7

1 GOLD MEDAL

Sales Director
Debbie Bandy, J. Mundy Unit 6

Sales Director
Hanna Berendzen, A. Wright Unit 9

Sales Director
Mayra Bibiano, A. Garcia Unit 6

Sales Director
Silvia Borges, V. Rosas Unit 5

Sales Director
Lynsey Cariker, T. Escobedo Unit 7

Sales Director
Melchor Cortes, G. Ortiz Unit 8

Sales Director
Lorna Ferguson, T. Richardson Unit 5

Sales Director
Katie Gregg, P. Johnson Unit 5

Sales Director
Natalie Johnson, M. Byers Unit 5

Sales Director
Samantha Jordan, M. Linton Unit 5

Sales Director
Yeni Lucero, N. Fonseca Unit 5

Sales Director
Ana Ochoa, M. Sanchez Unit 8

Sales Director
Beronika Ramirez, D. Santos Unit 5

Sales Director
Angela Roscopf, K. Rosas Unit 5

Sales Director
Abby Rosendale, K. VanDermark Unit 7

Sales Director
Jimena Sarabia, G. Castillo-Cabrera Unit 6

Sales Director
Kristina Shiles, B. Burke Unit 5

Sales Director
Keri Sims, J. Bare Unit 5

Sales Director
Fatoumata Binta Sow, J. Wiggins Unit 5

Sales Director
Sindy Tavares, K. Rosas Unit 5

Sales Director
Ann Wagoner, J. Perry Unit 5

Sales Director
T. McKnight Unit 7

Sales Director
T. McKnight Unit 7

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Sales Director
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Sales Director
T. McKnight Unit 7

13% CLUB

CLUB DEL 13%

September/Septiembre 2018

The top 25 independent sales force members in the **Diamond** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during September./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Diamante** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en septiembre.

Sales Director Karime Rosas	\$2,939	Sales Director Sandra M. Munguia	1,591	Sales Director Amy M. Kirby	1,487	Sales Director Cindy S. Kriner	1,286
Sales Director Lucrecia Aguirre	2,159	Sales Director Katsiaryna Pratasenia	1,579	Sales Director Shelley Olson	1,485	Sales Director Amy Kemp	1,281
Sales Director Kelly M. Achtmann	2,025	Khanh H. Mai, E. Ezekiel Farquhars	1,563	Sales Director Claudia Chavez	1,482	Sales Director Delmi C. Santos	1,276
Sales Director Emily E. Schuette	1,856	Sales Director Sherrie C. Purvis	1,562	Sales Director Kelly Shurgot	1,437	Sales Director Kelly Shurgot	1,258
Juan A. Hernandez, B. Gomez Unit	1,845	Sales Director Celeste Byrd	1,537	Sales Director Lisa Rada	1,365	Yony Canales, B. Gomez Unit	1,251
Sales Director Nancy M. Polish	1,727	Sales Director Nadine H. Huckabee-Stanley	1,493	Sales Director Michelle Cape	1,333		
Sales Director Betty Symons	1,663			Sales Director Silvia I. Guillen	1,302		

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

September/Septiembre 2018

The top 100 Independent Sales Directors in each Seminar area based on their September 2018 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de septiembre de 2018.

SAPPHIRE/ZAFIRO

Moleda G. Dailey	\$76,001	Heather L. Bohlinger	39,750
Linda Meier	71,659	Silvia Lopez	39,740
Leslie A. Hall	67,680	Casee E. Harwell	39,580
Bryunah G. Gossett	66,706	Michelle Semper	39,535
Tehrie Ned	66,098	Lynette R. Bickley	38,663
Katherine L. Longley	63,598	Christine M. Jessee	38,500
Ann W. Sherman	63,282	Julie A. Griffin	38,464
Keita Powell	62,951	Evelyn Pirhalla	38,229
Julie Neal	61,915	Gail S. Scott	38,226
Kelly I. Brock	59,016	Candace N. Holte	38,163
Penny J. Jackson	58,921	Petie L. Huffman	37,579
Vicki Piccirilli	58,678	Dalia Ponce	37,472
Karla M. Reno	56,683	Danice C. McDoldowney	37,260
Shirley Jenkins	56,645	Tracy Foltz	36,893
Debbie A. Weld	54,899	Jennifer G. Bouse	36,882
Jerlene Vrana	54,469	Isela M. Martinez	36,799
Kristi M. Anderson	54,236	Suzanne Tripp-Black	36,796
Randi Stevens	53,398	Hazel White	36,790
Anita R. Rabelo	53,321	Maria G. Botello	36,320
Lady Ruth Brown	52,032	Peggy Matish	36,299
Taliah R. Brown-McCoy	51,694	Linne' Lane	36,271
Ester M. Barahona	51,483	Bonnie Crumrin	36,239
Maria Montes	50,330	Norma Ferreira Lopez	36,079
Patrice M. Smith	49,975	Amy J. Bowman	36,051
Pam Garner Moore	49,929	Tommi Pleasure	35,933
Michelle M. Armes	49,845	Kristen M. Christen	35,889
Charlene Grubbs	49,568	Shirley Nichols	35,882
Elaine Hipsher	48,094	Nancy W. Pettaway	35,867
Sandi Gaither	48,087	Jemma H. Imwalle	35,819
Marie E. Vlamnick	48,015		
Maria Claxton-Taylor	47,832		
Neisha Torres	47,072		
Cheri L. Taylor	46,430		
Tracy Potter	46,343		
Kathy Lee	46,238		
Linda H. Rowsey	46,137		
Jessica Holzbach	45,772		
Auldon Sweeney-Wydo	45,765		
Joli A. Dockery	45,679		
Ginger M. Noel	45,438		
Robyn S. Cartmill	44,939		
Missy M. O'Neal	44,915		
Jennifer Levitt	44,713		
Jean A. Wilson	44,631		
Jamila M. Gadsden	44,424		
Cynthia S. Sheppa	44,300		
Carol Lee Johnson	43,741		
Jackie L. Root	43,437		
Brooke E. Bennett-Young	42,915		
Pamela O. Pruitt	42,342		
Geraldina E. Cruz De Soriano	42,328		
Jennifer M. Ham	42,178		
Patty Webster	42,132		
Nedra White-Warham	41,804		
Reyna V. Alvarado Rivera	41,652		
Stacy O. Ervin	41,543		
Jamie L. Lawrence	41,524		
Casie Hembree	41,402		
Twanna D. Bogan-Cobbs	41,190		
Judith E. Cotton	41,105		
Beth S. Austin	40,957		
Kaye Yuen	40,910		
Elsie Jackson	40,907		
Jeanette M. Thompson	40,487		
Dolores Keller	40,367		
Ruby Garner	40,368		
Cecilia Merport	40,367		
Joyce A. Newell	40,336		
Lafreda D. Williams	40,229		
Shanna H. Jones	40,172		
Meilian Flanagan	39,918		

EMERALD/ESMERALDA

Nancy Boucher	\$86,897
Hilda L. Moreno	81,837
Deanna L. Spillman	71,710
Stacy D. Foust	68,736
Melinda M. Balling	67,405
Ginny B. O'Kain	66,805
Emily Stone	66,258
MariaJose Torres	64,807
Mary Strauss	62,084
Hollie R. Sherrick	60,097
Nicole L. McDaniel	59,312
Ashley N. Clinesmith	59,179
Jill Beckstedt	58,684
Jennifer L. Besecker	58,407
Breanne Sufirin	57,238
Amber L. Towne-Geehan	56,882
Olayinka K. Adegbayi	56,012
Bridgett L. Moore	55,856
Stacey Craft	55,764
Leslie M. McKinney-Smith	55,067
Nancy S. North	54,503
Maggie Rader	53,773
Dania Bello	53,631
Menina M. Givens	53,460
Pam Kelly	53,226
Susan G. Carmichael	52,858
Brenda Stafford	50,566
Heather Wickstrom	50,470
Greysi C. Mendoza	48,415
Connie S. Burch	48,353
Sheri Farrar-Meyer	47,146
Linda J. Wicks	46,859
Maria J. Koo	46,704
Tina M. Dees	46,441
Jo M. Cotton	46,338
Tammy West-Murrian	45,906
Delmy A. Aleman Membreno	45,718
Doreen Stevens	45,429
Karen E. Ridle	45,145
Cindy Anderson	44,819
Shelly E. Ehler	44,816

Hannah Marks	44,719
Dawn Wilson	44,420
Kim I. Bessey	44,013
Melissa Hudson	43,364
Sandra F. Goldsby	43,304
Michelle Williams	43,022
Arellys M. Dubront Pinto	42,981
Betty McKendry	42,945
Gail S. Scott	42,570
Tammie M. Hanson	42,433
Carolyn Thompson	42,406
Andrea L. Peters	42,359
Phyllis I. Pinski	42,097
Kijuan R. McKinnie	41,747
Mary-Beth Anderson	41,631
Ma Socorro Arriaga Gomez	41,449
Christine D. Barrueco	41,448
Shauna L. Abbotts	41,266
Janice B. Hull	41,148
Debra Allison	41,007
Valerie Yokie	40,982
Denise G. Kucharski	40,796
Cristina Y. Baez	40,527
Joanna Helton	40,488
Michelle M. Dominiak	40,394
Jeri O'Dell	40,236
Yaleska Feliciano Rios	39,806
DeeDee J. Arcuri	39,688
Rita J. Barthel	39,660
Joslyn Eaton	39,631
Jennifer A. Enloe	39,552
Leanne Parrino-Pheasant	39,427
Audrey J. Doller	39,389
Lizi M. Gregory	39,030
Mabel Mir	38,962
Kathleen L. Holmberg-Botelho	38,639
Amy M. Alber	38,397
Helen Amato	38,282
Carol Mouradian	38,269
Amber D. Campbell	38,160
Jacquelyn Dykstra	38,130
Ann Shears	37,992
Mary C. Zimmerman	37,861
Michele S. Rankin	37,801
Kimbi L. Bartik	37,616
Erika Fonseca	37,219
Jodi Van Leeuwen	37,180
Elva Jordan	37,150
Susan C. Manocchio	36,533
Iliana Fuentes	36,440
Shawna D. Schneider	36,426
Jennifer Steiger	36,097
Chris H. Teague	35,880
Ann F. Smith	35,753
Mariana Moreno	35,746
Heather D. Hulsey	35,713
Katy Goldstein	35,671
LaKeshia M. Chisholm	35,568
Ebon Osaze	35,459

DIAMOND/DIAMANTE

Amy Kemp	\$78,263
Bessy Y. Gomez	73,071
Karime Rosas	71,956
Delmi C. Santos	69,096
Susan M. McCoy	67,536
Marsha Morrisette	67,491
Celeste Byrd	61,302
Priscilla McPheeters	59,775
Tawnya Krempges	59,455
Donna K. Smith	59,297
Christi G. Campbell	59,270

Sandra M. Munguia	58,916
Kim A. Messmer	58,416
Sylvia L. Martinez	57,137
Suzanne T. Young	56,770
Paula Kelsch	56,094
Shelly Palen	54,587
Emily E. Schuette	54,546
Angela J. Fry	54,112
Mileta K. Kinser	53,489
Linda T. Cartiglia	53,011
Crystal D. Gardner	52,874
Kelly Willer-Johnson	52,072
Mary G. Gronholz	51,252
Lacey L. Bradford	51,231
Jessye R. Nichols	50,839
Gerri Anne Morris	50,816
Deborah Dudas	49,923
Mariann Biase Mason	48,525
Amanda B. Kirkwood	48,206
Nadine H. Huckabee-Stanley	48,008
Terri J. Beckstead	47,855
Marty T. Wynn	47,831
Sherrie C. Purvis	47,691
Dana Davis-Armstead	47,316
Mary Kathryn King	46,836
Susie Moore	46,492
Jan Geig	46,193
Casey Goff-Martin	45,879
Jenny Siemonsma	45,761
Julie Danskin	45,543
Holly A. Brown	45,473
Karen M. Bonura	45,454
Faith A. Gladding	45,124
Allison Piro	44,885
Megan N. Wilkes	44,847
Stephanie A. Richter	44,803
Shelley Olson	44,579
Cindy Machado-Flippen	44,265
Kathy Fean	44,130
Kathe Cunningham	44,087
Deborah S. Bailly	43,823
Jessie Vredevelt Schultz	42,912
Jody L. Rigglin	42,903
Britt N. Burke	42,791
Stephanie A. Mottaz	42,678
Monique Tafesse	42,546
Tracy Craven	42,501
Cheryl A. Searcy	42,381
Mary P. Creech	42,212
Billie Gillespie	42,207
Claudia Chavez	41,823
Kelly K. Johnsrud	41,815
Lucrecia Aguirre	41,782
Jil Johnson	41,675
Cynthia Ruccia	41,069
Denise Nygard	40,916
Maria Sanchez	40,856
Michelle Cape	40,275
Constance Nugent Miller	40,035
Denise M. Cadenhead	40,000
Pat Joos	39,950
Christy Bigham	39,858
Emily Sims	39,856
Kathy R. Bullard	39,843
Maggie J. Eckert	39,712
Barbara E. Roehrig	39,648
Alicia Borkowska	38,836
Holly S. Neff	38,668
Samantha C. Chambers	38,580
Marina S. Ramirez	38,372
Amanda N. Wright	38,370

Julie Peacock	38,320
Ruth Alvarado	38,311
Sharon B. Carney-Wright	38,286
Susie Kopacz	38,183
Laura E. Knight	38,097
Savanna N. Zelinka	38,045
Nancy F. Castro	37,866
Nadine Bowers	37,241
Celsa Menjivar-Gutierrez	37,060
Wendy Hayum-Gross	37,036
Audrey K. MacDowall	36,828
Alicia Kingrey-Lokai	36,757
Julia R. Orser	36,747
Julie Schlundt	36,648
Anne Geertsen	36,632
Sara R. Pennella	36,501
Elizabeth Fernandez	36,469
Marlinda R. Brown	36,444

RUBY/RUBÍ

Candace L. Kately Delgado	\$100,070
Candace L. Doverspike	96,563
Kali DeBlander Brigham	85,448
Krystal D. Downey-Shada	82,546
Lisa Anne Harmon	70,723
Diane K. Lundgren	66,214
Kaela L. Steinman	65,695
Ana P. Farrell	64,810
Breanna N. Goodwin	64,284
Thesny N. Nwachukwu	64,073
Paula M. Kirkpatrick	62,206
Cleta Colson-Eyre	61,919
Shawni Diggan	60,939
Terry Thole	60,860
Stacey P. Nelson	58,875
Lauren N. Bloomer	57,825
Patti Cornell	57,820
Maureen Shipp	57,365
Mary A. Dell	56,341
Randi S. Gleason	56,273
Luz A. Perez	56,005
Ryan A. Rives	55,721
Laura V. Middleton	55,516
Shelley Townsley	54,519
Valerie A. Lucio-Polk	53,803
Cynthia L. Frazier	53,033
Lisa Hansen	52,133
Barbara Pleet	51,641
Brenda Fenner	51,261
Laura A. Kattenbraker	50,742
Suzanne Moeller	50,683
Judy Lund	50,566
K.T.M. Martin	50,274
Stephanie Audino	49,834
Elvia Cordova	49,193
Sylvia T. Barritt	48,924
Susan Moore	48,520
Lisa V. Bauer	48,116
Elvia Guzman	47,657
Tonya J. Blackburn	47,306

Susan C. Ehrnstrom	46,832
Gloria Moreno Medrano	46,736
Toni L. Moore	46,468
Laurie T. Plyler	45,249
Elena Santos	45,053
Amy C. Schule	44,802
Tamarie M. Bradford	44,691
Judie Roman	43,308
Stephanie L. Coker	43,241
Laurie C. Cole	42,799
Tammy Brown	42,777
Tracy W. Jones	42,682
Laura L. Waters	42,339
Kelley L. Valerio	41,899
Barbara Baty	41,822
Barbara L. Harrison	41,691
Sara R. Pennella	41,235
Ginger J. Benedict	41,106
Maricarmen Gonzale	41,105
Gloria H. Ebere	40,900
Silvia Sanchez	40,762
Sherri Ammons	40,498
Brenda K. Howell	40,348
Lilia Martinez Barajas	39,805
Jenna M. Larson	39,731
Jocelyn E. Pond	39,497
Becky Goshorn	39,298
Amie Christly	39,274
Donna L. Comstock	39,268
Rachel P. Kellogg	38,858
Nicole Medjesky-Dixon	38,778
Heather A. Daniel-Kent	38,712
Pamela S. Wedekemper	38,620
Lupita G. Ramirez	38,572
Nicole West	38,570
Marnie R. Yunger	38,322
Stephanie B. Silver	38,226
Trudy D. Nikolas	38,066
Tracey L. Chavez	37,974
Kimberly Cavarretta	37,783
Rose Mary Neel	37,519
Jan M. Moses	37,474
Debbie A. Elbrecht	37,295
Breda M. Teal	36,970
Elayne J. Watson	36,787
Bridgette R. Conley	36,534
Jeanie K. Navkal	36,394
Nancy N. Danley	36,368
Alice R. George	36,246
Amy Kitrell	36,016
Maria Rocio Rico De Jacinto	35,879
Karisma Muniz	35,765
Rubi Garcia	35,651
Lisa D. Prescott	35,542
Susie J. Serio	35,479
Cherie L. Smith	35,293
Peggy Young	35,098
Susan K. Janish	35,094
Lee A. McCarthy	35,030
Rose Campbell	34,969

WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTES A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

September/Septiembre 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in September 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en septiembre de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFIRO

Patrice M. Smith	\$13,859
Bryunah G. Gossett	13,603
Tehrie Ned	12,498
Ester M. Barahona	10,889
Katherine L. Longley	10,759
Linda Meier	10,708
Kerri L. Ross	10,652
Shirley Jenkins	10,519
Meilian Flanagan	10,325
Taliah R. Brown-McCoy	10,309
Bridget L. Shaw	10,180
Debbie A. Weld	10,058
Julie Neal	10,035
Anita R. Rabelo	10,010
Kelly I. Brock	9,990
Vicki Piccirilli	9,966
Moleda G. Dailey	9,961
Keita Powell	9,913
Jamila M. Gadsden	9,745
Penny J. Jackson	9,670
Neisha Torres	9,589
Delia Ponce	9,358
Maria Montes	9,088
Pam Garner Moore	8,847
Leslie A. Hall	8,782
Karla M. Reno	8,763
Michele M. Armes	8,718
Jean A. Wilson	8,701
Maria Claxton-Taylor	8,664
Jennifer J. McNulty	8,533
Barbara L. Alexander	8,508
Ginger M. Noel	8,496
Ann W. Sherman	8,453
Jemma H. Imwalle	8,438
Jeanette M. Thompson	8,355
Michele Semper	8,274
Reyna V. Alvarado Rivera	8,244
Lady Ruth Brown	8,194
Marita W. Campbell	8,122
Marni M. Hendricks	8,087
Charlene Grubbs	8,062
Nancy W. Pettaway	8,047
Twanna D. Bogan-Cobbs	7,976
Brooke E. Bennett-Young	7,961
Lafreda D. Williams	7,929
Jennifer Levitt	7,860
Elaine Hipsher	7,854
Tracy Potter	7,843
Heather L. Bohlinger	7,763
Casie Hembree	7,735
Randi Stevens	7,726
Kristi M. Anderson	7,697
Julie A. Griffin	7,668
Jerlene Vrana	7,656
Robyn S. Cartmill	7,572
Satarro Purnell	7,505
Casee E. Harwell	7,494
Sandi Gaither	7,480
Yvonne L. Capehart	7,365
Joli A. Dockery	7,327
Marie E. Vlaminc	7,292
Cheri L. Taylor	7,269
Nedra White-Warham	7,260
Jessica Holzbach	7,251
Hilda Marrufo	7,239
Stacy O. Ervin	7,167
Auldon Sweeney-Wydo	7,140
Tracey F. Hedrick Lassiter	7,083
Candy I. Brown	7,030
Mary Lou Ardohain	7,029
Jennifer M. Ham	6,979
Linne' Lane	6,959

Cecilia Merport	6,958
Missy M. O'Neal	6,911
Amy J. Bowman	6,876
Dolores Keller	6,845
Shirley P. Vargas	6,829
Angela P. LaFrance	6,775
Linda H. Rowsey	6,769
Cynthia S. Sheppa	6,763
Brenda Ashlock	6,749
Kristen M. Christen	6,717
Erika D. Hulm	6,685
Isela M. Martinez	6,656
Jeanette E. Beichle	6,646
Kathy Lee	6,629
Ruby Garner	6,660
Beth S. Austin	6,542
Geraldina E. Cruz	
De Soriano	6,529
Jamie L. Lawrence	6,526
Katie D. Nichols	6,483
Maria G. Botello	6,459
Judith E. Cotton	6,439
Silvia Lopez	6,387
Evelyn Pirhalla	6,371
Tommi Pleasure	6,366
Sandra G. Kirchhoff	6,343
Tammy M. Shaw	6,274
Jessica N. Schultz	6,266
Margarita Elisea	6,260

EMERALD/ESMERALDA

MariaJose Torres	\$13,200
Greysi C. Mendoza	11,909
Emily Stone	11,794
Olayinka K. Adegbayi	11,327
Hilda L. Moreno	11,287
Nancy Boucher	11,107
Deanna L. Spillman	10,486
Jennifer L. Besecker	10,401
Melinda M. Balling	10,184
Arellys M. Dubront Pinto	10,079
Bridgett L. Moore	10,017
Ashley N. Clinesmith	9,953
Stacy D. Foust	9,857
Susan G. Carmichael	9,585
Breanne Sufirin	9,358
Jill Beckstedt	9,300
Amber L. Towne-Geehan	9,137
Linda J. Wicks	9,095
Ilana Fuentes	9,078
Ginny B. O'Kain	9,011
Heather Wickstrom	8,987
Dania Bello	8,977
Mariana Moreno	8,972
Ma Socorro Arriaga Gomez	8,928
Leslie M. McKinney-Smith	8,719
Karen E. Ridle	8,643
Connie S. Burch	8,589
Stacey Craft	8,577
Menina M. Givens	8,490
Katy Goldstein	8,472
Nicole L. McDaniel	8,470
Melissa Hudson	8,323
Shauna L. Abbotts	8,277
Sheri Farrar-Meyer	8,260
Ebun Osaze	8,260
Hollie R. Sherrick	8,144
Hannah Marks	8,134
Mary Strauss	8,120
Maggie Rader	8,070
Pam Kelly	8,024
Betty McKendry	7,999

Sally Moreno	7,896
Michelle Williams	7,874
Nancy S. North	7,867
Mary-Beth Anderson	7,866
Shelly E. Ehler	7,707
Erika Fonseca	7,700
Christine D. Barrueco	7,692
Jennifer Steiger	7,662
Jo M. Cotton	7,654
Rita J. Barthel	7,576
Shawna D. Schneider	7,550
Andrea L. Peters	7,481
Kathryn L. Engstrom	7,421
Amy M. Alber	7,352
Tammy West-Murrian	7,327
Delmy A. Aleman	
Membrano	7,316
Diana Figueroa	7,283
Brenda Stafford	7,265
Cindy Anderson	7,224
Angel Guerra	7,224
Lizi M. Gregory	7,196
Luanne Stewart	7,196
Kijuana R. McKinnie	7,115
Kim Williams	7,073
DeeDee J. Arcuri	7,038
Maria Leal	7,009
Jennifer A. Enloe	6,964
Carolyn Thompson	6,918
Janice B. Hull	6,896
Aida Ramallo de Escobedo	6,895
Maria J. Koo	6,890
Lakeshia M. Chisholm	6,885
Cristina Y. Baez	6,778
Leanne Parrino-Pheasant	6,704
Joyce Recenello	
Armfield	6,598
Michelle A. Cunningham	6,586
Kimbi L. Bartik	6,580
Mary C. Zimmerman	6,556
Brendaliz Cajigas	6,517
Josefina Malagon	6,467
Doreen Stevens	6,415
Sandra F. Goldsby	6,414
Ann F. Smith	6,360
Tammie M. Hanson	6,350
Denise G. Kucharski	6,341
Tina M. Dees	6,295
Diane M. Detesco	6,279
Phyllis I. Pinks	6,268
Debbie A. Thomas	6,268
Krista A. Johnson	6,209
Kim I. Bessey	6,196
Elva Jordan	6,192
Rachelle Holloway	6,158
Dawn Wilson	6,055
Michelle M. Dominiak	6,032
Audrey J. Doller	6,024
Michele S. Rankin	6,017
Yaleska Feliciano Rios	6,010
Jessica Mendoza	6,008

DIAMOND/DIAMANTE

Delmi C. Santos	\$14,208
Karime Rosas	13,907
Sandra M. Munguia	12,291
Amy Kemp	12,208
Celeste Byrd	11,935
Marsha Morrisette	10,214
Priscilla McPheeters	10,139
Suzanne T. Young	9,994
Emily E. Schuette	9,922

Tawnya Krempges	9,834
Susan M. McCoy	9,814
Paula Kelsch	9,462
Bessy Y. Gomez	9,348
Shelley Olson	9,292
Kathleen Koclanes	8,942
Lucrecia Aguirre	8,838
Kathy Fean	8,791
Christi G. Campbell	8,721
Shelly Palen	8,611
Claudia Chavez	8,585
Kim A. Messmer	8,544
Sherrie C. Purvis	8,521
Mileta K. Kinser	8,519
Stephanie A. Richter	8,403
Lacey L. Bradford	8,381
Faith A. Gladding	8,306
Nadine H. Huckabee-Stanley	8,251
Kelly Willer-Johnson	8,239
Angela J. Fry	8,217
Nancy M. Polish	8,195
Terri J. Beckstead	8,179
Julie Danskin	8,166
Deborah Dudas	8,155
Nadine Bowers	8,115
Maria Sanchez	8,080
Mary G. Gronholz	8,077
Sylvia L. Martinez	8,053
LaChelle M. Seleski	8,048
Michelle Cape	8,011
Donna K. Smith	8,000
Deborah S. Bailie	7,995
Katherine M. Ward	7,927
Jessye R. Nichols	7,882
Mary Kathryn King	7,877
Marina S. Ramirez	7,768
Crystal D. Gardner	7,738
Linda T. Cartiglia	7,682
Jessie Vredevelt Schultz	7,626
Amy Zanto	7,621
Amanda B. Kirkwood	7,601
Elizabeth Fernandez	7,548
Tracy Craven	7,514
Patricia Chairaz	7,490
Audrey K. MacDowall	7,466
Susie Moore	7,425
Karen M. Bonura	7,356
Jody L. Rigglin	7,298
Kathe Cunningham	7,248
Nancy F. Castro	7,200
Monique Tafesse	7,186
Jan Geig	7,184
Sandy Griffith	7,145
Cindy Machado-Flippin	7,144
Alicia Kingrey-Lokai	7,124
Barbara E. Roehrig	7,097
Cynthia Ruccia	7,096
Ruth Alvarado	7,062
Constance Nugent Miller	7,054
Christy Bigham	7,029
Megan E. MacDowall	7,022
Betty Symons	6,978
Holly A. Brown	6,964
Casey Goff-Martin	6,944
Lisa Rada	6,931
Kathy R. Bullard	6,911
Julie Schlundt	6,906
Anne Geertsen	6,889
Chanel C. Weddington	6,861
Patty Y. Rovano	6,821
Gerri Anne Morris	6,816
Heather M. Julson	6,793
Blythe J. Egbert	6,759

Cindy S. Kriner	6,747
Paula Grabau-Friedt	6,745
Britt N. Burke	6,724
Beth Brinkley	6,718
Martha Kay Raile	6,714
Jenny Siemonsma	6,693
Marty T. Wynn	6,645
JoAnn M. Fazekas	6,614
Brandi Driggers	6,609
Leanne Sexton	6,544
Samantha C. Chambers	6,534
Sally K. Anderson	6,523
Rose Rodriguez-Capone	6,493
Sara R. Pennella	6,477
Stephanie A. Mottaz	6,459
Megan N. Wilkes	6,457
Connie L. Russo	6,419
Mary P. Creech	6,418

RUBY/RUBÍ

Kately Delgado	\$16,003
Candace L. Doverspike	15,745
Kali DeBlander Brigham	13,174
Breanna N. Goodwin	12,111
Krystal D. Downey-Shada	11,358
Toni L. Moore	10,702
Silvia Sanchez	10,520
Lisa Anne Harmon	10,307
Thessy N. Nwachukwu	10,120
Lauren N. Bloomer	9,954
Diane K. Lundgren	9,929
Patti Cornell	9,796
Luz A. Perez	9,691
Elvia Guzman	9,664
Maricarmen Gonzalez	9,561
Cynthia L. Frazier	9,524
Cleta Colson-Eyre	9,378
Tonya J. Blackburn	9,234
Ana P. Farrell	9,146
Terry Thole	9,116
Maureen Shipp	9,001
Shawni Diggan	8,816
Ryan A. Rives	8,810
Randi S. Gleason	8,681
Paula M. Kirkpatrick	8,644
Kaela L. Steinman	8,603
Elvia Cordova	8,584
Barbara Pleet	8,555
Gloria Moreno Medrano	8,551
Lisa Hansen	8,500
Stacey P. Nelson	8,407
Valerie A. Lucio-Polk	8,226
Heather A. Daniel-Kent	8,009
Jeanie K. Navrkal	7,936
Rachel P. Kellogg	7,933
Mary A. Dell	7,929
Stephanie L. Coker	7,920
Susan Moore	7,899
Brenda Fenner	7,893
Laurie T. Plyler	7,852

Laura A. Kattenbraker	7,836
Ginger J. Benedict	7,806
Elena Santos	7,707
Tamarie M. Bradford	7,668
Brenda K. Howell	7,646
Amy Stokes	7,527
Stephanie B. Silver	7,520
Pamela S. Wedekemper	7,428
Marisol Rodriguez	7,416
Lupita G. Ramirez	7,405
September A. James	7,376
Carmen J. Felix	7,323
Laura V. Middleton	7,289
Eusebia Bonilla	7,235
Lisa V. Bauer	7,234
Megan N. Wilkes	7,217
Sandra Estudillo	7,214
Stephanie Audino	7,196
Suzanne Moeller	7,189
Jacqueline N. Alford	7,073
Lisa Olivares	7,064
Tracy W. Jones	7,053
Sylvia T. Barritt	7,036
Pat Z. Allen	7,016
Judy Lund	6,984
Margarita Velez	6,984
Marye Durrer	6,974
Tracey L. Chavez	6,956
Barbara Baty	6,926
Lilia Martinez Barajas	6,871
Amy Kittrell	6,866
Judie Roman	6,830
Jacqueline Donna	6,819
K.T.M. Martin	6,774
Melissa M. Smith	6,772
Rachael M. Bullock	6,760
Susan C. Ehmstrom	6,755
Kelley L. Valerio	6,732
Bridgette R. Conley	6,688
Laura L. Waters	6,688
Laurie C. Cole	6,666
Maria Bautista	6,571
Donna Clark-Driscoll	6,559
Shelley Townsley	6,556
Amy C. Schule	6,531
Tammy Brown	6,511
Jordan Twilley	6,452
Milbella Sosa	6,391
Kimberly Cavarretta	6,280
Marnie R. Yunger	6,075
Gale H. Dennison	6,065
Irlene Zapalac	6,053
Maria Rocio Rico De Jacinto	6,050
Jocelyn E. Pond	6,043
Guillermina Yuen	6,014
Susie J. Serio	5,970
Kathy A. Horbus	5,906
Cissy E. Warren	5,881
Jenna M. Larson	5,850
Roxy H. Coursey	5,845

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

Mary Kay

PEARL STARS

ESTRELLAS PERLA

September/Septiembre 2018

Independent Sales Directors and Independent Beauty Consultants who had a minimum of 4,800 in Star Consultant contest credit during the third quarter. /Directoras de Ventas y Consultoras de Belleza Independientes que lograron un crédito de concurso mínimo de 4,800 de Consultora Estrella durante el tercer trimestre.



Yvette M. Abela	JoEllen S. Bare	Sandra P. Calderon	Julianne Crusciel	Joan M. Farrell	Maureen E. Gordon	Edee Horne
Kelly M. Achtmann	Carol Barlow	Lisa Caltabiano	Cyndi M. Cullinan	JoAnn M. Fazekas	Ann Gossi	Barbara J. Hosler
Jill R. Adair	Angeles Barry	Christi G. Campbell	Shauna K. Cumption	Kathy Fean	Paula Grabau-Friedt	Katelin A. Houck
Cynthia M. Adams	Kimberly M. Barta	Consuelo Campos	Brenda K. Cunningham	Carol Fehr	Janice M. Grandy	Terri C. Houser
Sabra Ann Adkins	Sarah J. Bauman-Brackmann	Maria M. Campos	Stacey C. Curry	Beth M. Feinstein	Ginny Granke-Kimberland	Jennifer L. Howard
Maria C. Agudelo	P.J. Baunach	Claudia Campos Perez	Vicki Cussans	Heather M. Feltz	Heide Grant	Mavis M. Huber
Miriam Aguila	DeNage K. Bautista	Yony Canales	Michelle L. Custer	Natalie Ferry	Paula Graser	Rhonda D. Huber
Ana E. Aguilar	Andrea G. Beatty	Michelle Cape	Trisha Cyr	Colleen Fiest	Mindy N. Gray	Lynnette R. Hubert
Sonia Aguilar	Terri J. Beckstead	Maribel Carchipulla	Sonya C. D'Herde	Elvia Figueroa	Vicky Gregory	Cindy D. Hudson
Ninfa Aguilar Sanchez	Gracie K. Bell	Rosalinda M. Cardenas	Leah D. Dade	Elizabeth L.A. Fine	Tiffany Gresham	Jessica C. Huggins
Lucrecia Aguirre	Lora E. Bell	Katie N. Carfield	Janette L. Damian	Ilanna R. Fiorenza	Jody L. Grizzel-West	Angelio S. Hughes
Melissa Aguirre	Terri K. Bell	Sharon B. Carney-Wright	Teresa M. Danforth	Mary B. Firestone	Brittany A. Grubb	Martha Hughes
Amanda M. Ahrens	Anita M. Bendio	Sabina Caro	Julie Danskin	Lisa M. Firlan	Darcy Grulkowski	Christian L. Humble
Corey Akin	Taryn Bentaous	Yolanda Carrillo	Cheryl Darling	Sue M. Fischer	Patti Guenther	Julie K. Huneke
Mirella Algorri	Hanna Berendzen	Azucena Carvajal	Mary K. Daugherty	Vickie Fisher	Elizabeth K. Guerrero	Amy C. Hunt
Christine Ali	Judy A. Berget	Peggy J. Casavan	Ernestine Davis	Amelia Flores	Silvia I. Guillen	Laurissa Huratiak
Carmalita C. Allen	Elizabeth J. Berggren	Kayla Cash	Dana Davis-Armstead	Claudia A. Flores	Angela D.C. Gutierrez	April C. Hutchinson
Hermia S. Allen	Maria C. Bernal Hernandez	Maria N. Castillo	Betty Davis-Lee	Eva Flores	Yolanda Gutierrez	Sandy Hutson
Jessica T. Allen	Angelica Bertucci	Nancy M. Castillo	Marlene Davitt	Barbara P. Floyd	Marcela Guzman Martinez	Veronica J. Hyba
Karla M. Allen	Linda M. Bettendorf	Sacarias Castillo-Velazquez	Patricia E. Daye	Michelle Foley	Mona L. Haas	Cathy Inabignette
Tracy Allen-Eck	Michelle D. Beverly	Eva Castro	Angela M. DeBell	Sheryl Folkert	Wendy J. Haas	Sara E. Infante
Wandra Y. Alleyne	Christy Bigham	Idalia E. Castro	Diane Deiters	Becky M. Fox	Cindy Hadel	Lark M. Infusino-Braun
Kerstin B. Allmaras	Lisa Bird	Nancy F. Castro	Rosy Delatorre	Claudette R. Fox	Mandie C. Hale	Carol M. Irwin
Olivia L. Alloy	Debbie Blackford	Maria E. Cavazos	Juana M. Del Cid	Yohanna Franco	Arlene M. Hall	Linda M. Jabara
Rebeca Alvarado	Lisa Blackmore	Lucia Cedillo	Regina Del Cid	Emily G. Franks	Stacy H. Halstead	Tammy L. Jacobellis
Ruth Alvarado	Pamela Blanchard	Audra Cedrone	Erika Diaz	Debbie L. Frazer	Kellie Hammett	Maria G. Jacobo
Yuvris R. Alvarado	Elda Asarai Blanco	Diana Chacho	Rose Dickerson	Megan L. Freed	Amy Hanifl	Mary Jacobson
Alma D. Alvarez	Becky Bledsoe	Julia V. Chacho	Kate DiLeo	Kelly M. Freeman	Irma E. Jasso-Maldonado	Jana L. Jateff
Consuelo Alvarez	Tara J. Blood	Patricia Chairez	Whitney Dinkins	Renee Freund	Cortney C. Hanks	Eloisa L. Jimenez
Elizabeth Alvarez	Marilyn D. Blucker	Lynda C. Chandler	Linda Z. DiRosa	Debbie A. Fritzemeier	Tammy I. Hare	Ellyn Johnson
Maricela Alvarez	Heather R. Bolen	Skye Chandler Owens	Debbie Dodge	Lili Fuentes	Regina D. Harlan	Jil Johnson
Mirna E. Alvarez	Tobi Bolt	Elizabeth B. Chatel	Margarita O. Dominguez	Beth L. Gallagher	Alyssa K. Harland	Natalie K. Johnson
Sandy Alvarez	Karen M. Bonura	Claudia Chavez	Cristina Donado	Yessica Gallardo	Dawn S. Harpster	Shari A. Johnson
Maria C. Alvarez Flores	Alicia Borkowska	Hanniel Chavez	Sharalyn Donald	Sandra G. Gama	Ashley R. Harrison	Abi Jones
Brenda L. Anderson	Ginger L. Boyce	Juanita Chavez	Alanna Dotson	Karen S. Garay	Debra K. Hawes	Jamie L. Jones
Jana L. Anderson	Shelbi Boyce	Maria Chavez	Linda F. Dowell	Debbie J. Garcia	Kristen Hayashi	Pat Joos
Jennifer Anderson	Lacey L. Bradford	Lindsey D. Christenson	Phyllis M. Doyle	Elena Garcia	Wendy Hayum-Gross	Monika Jordan
Lisa L. Anderson	Katie M. Bradley-Niner	Robin D. Chunn	Gabriela Dragan	Eva Garcia	Deb A. Hegland	Sophia Joseph
Sarah M. Anderson	Amie L. Brady	April J. Clark	Dalila Duarte de Mollinedo	Sarahi Garcia	Pieper Jo Heimer	Claudia B. Juarez
Blanca L. Andrade	Stephanie E. Bramble	Cheryl A. Clark	Deborah Dudas	Crystal D. Gardner	Rose T. Helms	Cleotilde Juarez
Suzanne Andre	Robbie L. Brannon	Debbie L. Clark	Norleen Duncan	Amy Geers	Michelle L. Hendrickson	Heather M. Julson
Jolinn Andriese	Megan M. Brauch	Rosanne Clark	Tara L. Duncan	Paula M. Genkinger	Blanca E. Heras Leon	Bethany L. Justofin
Maria M. Annunziata	Brittnie L. Brauner	Lolita Cleveland	Tonya Dunning	Stephanie R. Gentz	Beatriz Hernandez	Stephanie Kalthoff
Debbie Antonowich	Breanna Breidenbach	Carrie G. Coffey	Maggie Jo Eckert	Kimberly George	Juan A. Hernandez	Rebecca Karg
Josephine Apsondaise	Ruth E. Breiling	Karlee E. Coke	Vonda Eckley	Rhona C. George	Lille Hernandez	Rachel A. Kasprzyk
Lucia Aquino Matias	Alyssa A. Brewer	Samantha M. Colbert	Josephine U. Edebe	Maria De La Paz Guerrero	Maria T. Hernandez	Cathy B. Keene
Samanta S. De Araujo	Beth Brinkley	Diane D. Cole	Johanna R. Edwards	Awilda M. Giambanco	Kiria A. Hernandez Trejo	Gina Kelker
London A. Arbuckle	Stacey L. Brister	Tori T. Cole	Kristi J. Edwards	Julie L. Giannasi	Norma A. Herrera	Marcy A. Keller
Adilia Arenibar	Brenda K. Brooks	Sonya L. Coleman	Blythe J. Egbert	Faith A. Gladding	Nicole Herzog	Meredith S. Kelley
Dinora Argueta	Brenda Brooksby	Jennifer L. Collier	Basheva Elbaum	Susan A. Golden	Lauren Hessler	Paula Kelsch
Sonia E. Argueta	Doris Brown	Celia Collins	Courtney M. Elson	Arianna Gomez	Diane E. Hicks	Heidi Kenealy
Lilian Arita	LeAnne Brown	Darcey M. Combs	Janice E. Embry	Bessy Y. Gomez	Caren Higdon	Gaynell Kent
Sherralynn Arnold	Kelly A. Buckley	Lee Ann D. Commerford	Serena Emerson	Juana Gomez	Judy Higgins Pantano	Wanda L. Kenworthy
Amber C. Arthur	Andrea Buehler	Romina Conejo	Toni Engels	Virginia Gomez	Mary Hildebrandt	Tina M. Kerr
Laura Asbery	Cindy Buitrago	Anita Conley	Connie A. English	Lourdez Gomez Santiago	Casi Hill	Julie A. Keyes
Cheryl A. Auker	Kathy R. Bullard	Donalene Constance	Marlene D. Enny	Ana Gonzalez	Gina B. Hill	Jodi L. Kiko
Maria G. Avila	Pam J.W. Burdick	Dalila Contreras	Phyllis Enos	Blanca Gonzalez	Nicki R. Hill	Jill A. Kimple
Amanda L. Babb	Britt N. Burke	Patricia Contreras	Jen Enstad-Petersen	Margarita Gonzalez	Pam R. Hilliard	Candice King
Zachmeier	Emily Burley	Teri-Lin Cook	Patricia Escalante	Maria M. Gonzalez	Brooke A. Hilton	Mary K. King
Doris Backes-Delp	Desiree Burns	Betty A. Cooper	Tammy Escobedo	Maricela Gonzalez	Rebekah Hirneisen	Julia K. Kins
Darlene Backes-Wildhaber	Kelly L. Bushu	Darcy Cooper	Betsi B. Esposito	Mercedes Estrada	Cherisse L. Hixson	Mileta K. Kinser
Brandy L. Bacon	Cathy L. Butterworth	Caren Corbett	Carolyn Evans	Carolyne Evans	Jeanne Hoak	Amy M. Kirby
Karen Bacon	Celeste Byrd	Magdalena Coreas	Cathy Fagan	Dalia Gonzalez Bello	Oygun Hoja	Amanda B. Kirkwood
Iris Baez	Norma A. Caballero-Castillo	Yuliana P. Cortes	Linnea G. Fahnestock	Alejandra M. Gonzalez	Melissa Hollandsworth	Rita J. Klais
Deborah S. Bailey	Ana Cabanas	Alessandra Coser	Debra D. Fantz	Madrigal	Nancy I. Honeycutt	Laura E. Knight
Georgia Baird	Marilyn A. Cahill	Jeania M. Crafton	Teresa Farley-Severson	Jennifer C. Goodman	Julie G. Hopkins	Paula J. Knipp
Debbie K. Bandy	Maria G. Calderon	Tracy Craven	Ann Marie B. Farr	Erika Goodman Osborn	Gail Hopwood	Carolyn C. Koch
Maria Banuelos				Juliet M. Goodwin		

Pearl Stars, cont.

Tina M. Kocourek
Erica Koop
Susie Kopacz
Teresa M. Kraft
Cindy S. Kriner
Barbara J. Kull
ShariLyn LaCerbera
Danita K. Ladanye
Jenniffer Lafabregue
Wendy Lambright
Margrette J. Lamkin
Nicole L. Lammerts
Chris Landaker
Tinisha R. Lane
Jane Langemeier
Ashley C. Langer
Corrina M. Langworthy
Robin S. Lantz
Elsy Lanza
Alysia C. Larson
Shannon Larson
Samantha Lau
Elaine Lauder Millington
Lori A. Lazarian O'Malley
Aura M. Lazaro
Leslie Leaver
Suzanne L. LeBlanc
Elizabeth L. Lee
Carol G. Leeson
Paula W. Leggett
Dayna L. Lemke
Grace N. Lemke
Lupita Lemus
Diane V. Leonard
Daneice Lettow-Hage
Sandy Lillie
Taylor Lindholm
Angela K. Lindsey
Teresa A. Lischwe
Kelly L. Loneker
Lizbeth Longoria
Alejandra Lopez
Jamie L. Lopez
Patricia Lopez
Tania Lopez
Liliana Lopez de Godinez
Mary Lord
DeAnna E. Loudon
Natalia G. Lourenco
Rosa Lugo-Santiago
Anita M. Luke
Susana Luna
Christina L. Lutz
Dolores M. Macauley
Audrey K. MacDowall
Kristin M. MacDowall
Megan E. MacDowall
Cindy Machado-Flippen
Maria Machuca
Sarah A. Maddox
Liliana E. Madera
Maria D. Madera
Abigail Madrid
Ramona Magana
Latrice Mahalitic
Bao Mai
Renee L. Maier
Robin L. Maier
Aleyda M. Mairena M
Coty Maldonado
Sandy Malkin
Ann M. Manning
Deanna L. Manning
Betsy S. Manser
Esperanza Marcial
Silverio

Gina Marcucci
Brenda S. Marino
Janet Markelz
Brianna J. Marquis
Irma T. Marroquin
Brandy A. Martin
Carol A. Martin
Staci Martin
Hilda Martinez
Isabel Martinez
Maria D. Martinez
Mauda E. Martinez
Cristina Martins
Kristi Mathre
Susie Matthees
Rene K. Matthews
Mary Maxum Lindley
Jenny McBride
Aubrey M. McCamy
Sue McCann
Jeannie McCollister
Shannon McCracken
Judy M. McDannald
Shirlean McGee
Debbie McIntire
Claudia McIver
Taylor A. McKnight
Cheryl G. McLemore
Alisha McMackin
Sylvia R. McNiel
Amanda G. McNiel
Jannie L. Means
Carmen R. Medina
Rebeca Medina
Maricela Medrano
Ann M. Meis
Maria Melgoza Huaracha
Gabriela Mendoza
Maria Mendoza
Maria C. Menjivar
Celsa Menjivar-Gutierrez
Yolanda Mercado
Ibilyn V. Merida
Jessica Merriman
Rhonda J. Messerer-Jacobson
Kim A. Messmer
Dolly A. Metzger-Stearns
Cira Michel
Bethany B. Mihaly
Kelly E. Milisic
Caryn L. Miller
Cassandra B. Miller
Lara N. Miller
Sue Miller
Tammy A. Miloro
Kristi L. Mimbela
Amy J. Minich
Bertha L. Mira
Ana V. Miranda
Julieta A. Mitchell Jr.
Kenya D. Moats
Celeste Mohon
Carmen Montealegre
Martha Montelongo
Federica Montes
Yolanda Montes Garcia
Mirian E. Montufar
Beth A. Moore
Lisa P. Moore
Susie Moore
Emma Morales
Guillermina Moreno
Marsha Morrisette
Karis L. Morrow
Debrah J. Mosier
Stephanie A. Mottaz
Alice V. Muhammad

Jewell Mull
Betty Mullen
Ashley M. Muller
Julia Mundy
Sandra M. Munguia
Carmen Munoz
Norma Munoz
Brenda Murillo
Dania Y. Murillo
Maritza Murillo
Maria Murillo-Garcia
Martha E. Murphree
Halimah B. Muwakkil
Elizabeth E. Myers
Nichole A. Myers
Karie M. Nabhan
Lucia Navarrete
Corrina M. Nabhan
Lynn Neal
Jessica M. Nelson
Sheila D. Nelson
Sondra L. Nelson
Shannon M. Nelson
Duguay
Beverly M. Neto
Heidi J. Newell
Claudia Newman
Florence Ngeneka
Jessye R. Nichols
Barbara J. Nielson
Amanda G. Nieman
Olga I. Niz de Tortoledo
Heidi J. Norton
Ernestina Nunez
Pat A. Nuzzi
Rachael E. O'Connell
Bettaney B. O'Neal
Monica O'Neill
Lizeth E. Ocádiz
Lynnne Ochoa
Melissa P. Ochsenbein
Irene Olebara
Maribel Olivares
Giselly Oliveira
Shelley Olson
Janis Onstott
Heriberto C. Orozco
Thalia Orozco
Allison M. Orr
Eva Orrego
Julia R. Orser
Alma Ortiz
Angel Ortiz
Gaby D. Ortiz
Haniel Ortiz
Virgen V. Ortiz
Zaida J. Ortiz
Jennifer C. Osburn
Sydney S. Overcast
Rosann Owen
Cheryl A. Owensby-Roberts
Elizabeth H. Padgett
Ines Padilla-Hernandez
Gisela E. Padovani
Lillian Y. Pagoada
Kristen Paialli
Ellen W. Pape
Ana R. Paredes
Rosa Parker
Karin S. Patrick
Sharon K. PeBenito
Juanita Pedroza
Delia E. Pena
Yajaira Penaloza
Donna C. Pennie Jones
Donalee Penrod
Jennie L. Pepke

Lucrecia Pereyra
Jaqueline Perez
Rosalba Perez Camacho
Joyce M. Perry
Kathy A. Peters
Laura A. Peterson
Valerie Peterson-Kelly
Denise R. Pettet
Kristen D. Pettet
Jessica Pfingsten
Nhung T. Pham
Phuong T. Pham
Deborah Phillips
Diana K. Phillips
Lori P. Phillips
Sylvia D. Phillips
Celeste Pichardo
Kelly A. Pietrocola
Kelly J. Placeres
Marilee M. Plagenz
Nancy M. Polish
Andrea Pool
Consuelo Posadas
Mary Y. Posadas
Erica C. Powell
Katsiaryna Pratasenia
Talyne F. Price
Vivian Price-Butler
Sherrie C. Purvis
Hillary L. Puthoff
Rachel A. Quinn
Maribel Quinteros
Ruth Quispe
Lisa Rada
Santhi Rajasekhar
Beronika Ramirez
G. Elvira Ramirez
Justina Ramirez
Marina S. Ramirez
Paula A. Ramirez
Rosalina Ramirez
Mery C. Ramirez Bravo
Ana Ramirez Ivel
Sol Ramon
Araceli Ramos
Mirian Ramos
Silvia Ramos
Cristela Rangel
Julie Rath
Sharon Rath
Lisa A. Raupp
Cynthia Reed
Judith C. Reid-Haff
Joy H. Rentz
Jessica L. Reutzel
Maria D. Reyes
Sharon K. Reynolds
Valerie M. Reynolds
Christine Rhoney
Sarah L. Ricciardi
Cheryl A. Riead
Danielle Rieger
Jody L. Rigglin
Deborah Rios
Zoila A. Rios
Dora Rivas
Juana M. Rivas
Flor De Maria Rivera
Luz Rivera
Ada Roan
Yahel C. Robles Rendon
Luisa I. Rocchild-Smith
Jacqueline L. Roden
Alba Rodriguez
Ana X. Rodriguez
Lourdes E. Rodriguez

Rose Rodriguez-Capone
Dee Dee Rogers
Rebecca L. Rogers
Josefa E. Rosario
Karime Rosas
Veronica M. Rosas
Heather M. Rosenberry
Elizabeth Rosiello
Randy M. Rossman
Alice Rothbauer
Barbara E. Routh
Patty Y. Rovano
Melissa S. Royce
Sandra Y. Rubio
Cynthia Ruccia
Elizabeth L. Rudd
Sara L. Ruhnke
Iana C. Ryan-Nicholas
Juanita Saenz
Robin L. Sailer
Lisa D. Salada
Laura Salazar
Maria Salazar Ibarra
Clara Del Rocio
Salgado Ruiz
Debi Salmon
Vickie Samus
Berenice Sanchez
Edith Y. Sanchez
Gabriela M. Sanchez
Honorina Sanchez
Josefina Sanchez
Maria Sanchez
Maria R. Sanchez
Olga E. Sanchez
Raquel V. Sanchez
Mitzi Sandell
Hilda Sandoval
Mariel Santiago
Delmi C. Santos
Elsa F. Santos
Silvia Santos
Ada Sanz
Tanya L. Satcher
Leda M. Saucedo
Kelsey Saunders
Ann M. Schaefer
Misty L. Scharff
Nancy Schmid-Slaney
Kathy J. Schmidt
Shantel R. Schmitt
Debi A. Schuckman
Emily E. Schuette
Dinah E. Scott
Ana E. Segovia
LaChelle M. Seleski
Denise M. Senko
Dinora A. Sevilla
Leanne Sexton
Susan C. Shaffer
Amita Shah
Kristin J. Sharpe
Ashley B. Sheffield
Miki Sheppard
Laura A. Sherman
Laura M. Sherman
Kristina D. Shiles
Linda M. Shinogle
Laurie Shively
Carol A. Short
Laurie A. Shult
Angie Sidden
Joyce Siegert
Fran D. Siemens
Christy Sigler
Maria R. Sillero Ramirez
Kathleen Simmons

Melanie Simone
Emily Sims
Kelly M. Sipes
Emma N. Smetana
Christine M. Smith
Ingrid E. Smith
Janice D. Smith
Katlyn Smith
Chelsea N. Smith
Shelly M. Smith
Elissa Smith-Patterson
Barbara A. Sockaci
Karla Somarriba
Dana L. Sone
Elizabeth Soto
Leticia Soto
Brenda Spain
Melissa Spencer
Abbey M. Spiker
Kristen C. Spiker
Sandra A. Spoonemore
Melissa M. Sprigler
Deb Starkey
Tracy L. Steffen
Bailey R. Steinke
Lisa A. Stengel
Rachel L. Stephens
Heather Stephenson
Sophia E. Stewart
Sharon H. Stoike
Glenda G. Stoll
Michele M. Stone
Barbara Streem
Cynthia R. Strohmeier
Renee A. Stuckert
Ida M. Sukalo
Jea Summers-Gackowski
Nancy L. Sundahl
Kim Sviontek
Betty Symons
Cathy Tata
Nicole A. Tatum
Beverly Taylor
Maricela Tejeda
Maria G. Teran de Vallejo
Mary K. Teschendorf
Brenda L. Tholin
Kimberly N. Thomas
Latrice J. Thomas
Lisa J. Thomas
Megan L. Thomas
Stephanie R. Thomas
Tana M. Tidd
Rebecca Tilley
Consuelo Z. Tinajero
Bianca Torre
Joselin Torres
Nadia E. Torres
Patricia R. Torres
Kristine Trow
Sara K. Turco
Donita M. Turk
Kimberly S. Tutz
Paula C. Tyus
Sheryl R. Ulrich
Sonia Uribe
Esther Vaca-Jimenez
Christina Vadala
Evita Valdez
Yoselin A. Valiente
Emilia B. Valles
Brenda L. Valtinson
Marie A. Van Scyoc
Sue A. K. VanBuskirk
Katie Vandemark
Lu Ann Vandersteen

Maraloo Vanderwalt
Lisa M. VanPatten
Marilyn R. VanSlyke
Angela Vargas-Hernandez
Nichole D. Vaughn
Anna L. Vazquez
Lucia Vazquez
Maria Vazquez
Aili I. Vcelka
Ma Remi Vega-Cazarez
Michele R. Velasquez
Luz Velazquez
Margarita Velazquez
Daisy Ventura
Sandra Vest
Rosa A. Villa
Denise M. Villarreal
Heidy Villarreal-Soto
Ana Maria Vital
Sarina E. Vongnakhone
Linda Wagner
Angie L. Waisanen
Katarzyna M. Walat
Stephanie L. Walden
Jennifer C. Walls
Shelley Walls
Stacy L. Walter
Elisa M. Walters
Marge Ward
Charlotte Warmbir
Kimberly D. Washburn
Sarah B. Welch
Alyssa K. Wendler
Nancy Wenzel Patterson
Carla Kae West
April M. Whaley
Lana G. Wiese
Tracee D. Wilkerson
Megan N. Wilkes
Megan M. Willenburg
Alison G. Williams
Angela M. Williams
Carrie A. Willis
Tiffany K. Wills
Jenna C. Wilson
Frau-Vaun Wilson
Farrington
Laurene J. Winn
Linda A. Wiseman-Jones
Christine Wittmann
Amy Wolfenbarger
Jamie L. Wolff
Tara L. Woodford
Stephanie Woodruff
Joyce D. Woody
Amanda N. Wright
Jamee L. Wright
Lauren Wulff
Bailey Wynn
Denise M. Wynn
Sharon M. Wynn
Elizabeth Zafra Gil
Maria De La L. Zavala
Alvarado
Lindsey M. Zeisler
Savanna N. Zelinka
Rita Zellefrow
Abigail Zellner
Carol C. Zuberer



CADILLAC QUALIFIERS

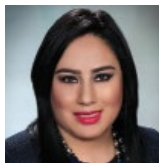
CALIFICADAS DEL CADILLAC

September/Septiembre 2018

Independent Sales Directors earning the use of a pink Cadillac during the third quarter. Find Cadillac qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure". / Directoras de Ventas Independientes que se ganaron el uso del Cadillac rosado durante el tercer trimestre. Los requisitos de calificación para el Cadillac los encuentras en *Mary Kay InTouch*®, bajo "Recursos", "Publicaciones" y el "Folleto Avance".



Christi G. Campbell
Overland Park, Kan.



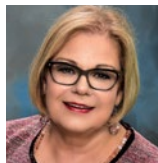
Patricia Chairez
Greeley, Colo.



Tracy Craven
Irmo, S.C.



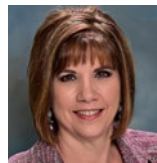
Kathy Fean
Fort Wayne, Ind.



Jan Ceig
Sumter, S.C.



Faith A. Gladding
Miramar Beach, Fla.



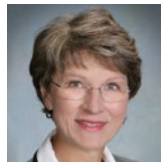
Jill Johnson*
Great Bend, Kan.



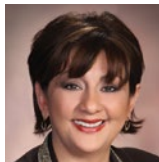
Grace N. Lemke*
Peosta, Iowa



Priscilla McPheeters
Lawrence, Kan.



Susie Moore
Charlotte, Mich.



Sandra M. Munguia
Manteca, Calif.



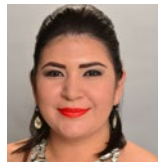
Shelley Olson
Helena, Mont.



Jody L. Riggins
Yakima, Wash.



Cindy Rogers*
Buckley, Wash.



Delmi C. Santos
Charlotte, N.C.



Suzanne T. Young
Redding, Calif.



Amy Zanto
Greenville, Wis.



*Denotes June qualifier.
*Denota que calificó en junio.



TOP 10 ALL-STAR

PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STAR)

September/Septiembre 2018

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in All-Star Star Consultant consistency challenge during the first quarter June to September 2018. / Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 más altos montos de crédito de concurso en el reto de la constancia *All Star* (Siempre Estrella) de Consultoras Estrella durante el primer semestre de junio a septiembre de 2018.

1. Sales Director
Kelly M. Freeman
Atlanta, Ga.
Diamond Seminar
25,258

2. Sales Director
Meilian Flanagan
Oakland, Calif.
Sapphire Seminar
23,844

3. Sales Director
Margaret Meggison
Winthrop, Mass.
Emerald Seminar
22,807

4. Sales Director
Angela P. LaFrance
Miramar, Fla.
Sapphire Seminar
22,201

5. Sales Director
Maria Cuevas De Sanchez
Boonville, Calif.
Sapphire Seminar
20,569

6. Sales Director
Kately Delgado
Long Beach, Calif.
Ruby Seminar
20,020

7. Sales Director
Bridgett L. Moore
Hewitt, Texas
Emerald Seminar
19,959

8. Sales Director
Janet L. Guimet
West Valley City, Utah
Sapphire Seminar
19,801

9. Sales Director
Cynthia M. Adams
Chambersburg, Pa.
Diamond Seminar
19,380

10. Sales Director
Hilda L. Moreno
Downey, Calif.
Emerald Seminar
18,363

MEET YOUR NSDS

CONOCE A TUS DNVs

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



YOU HAVE A WEALTH OF INFLUENCE, AND EVERYONE YOU MEET FORMS AN IMPRESSION OF YOU BY YOUR WORDS AND ACTIONS – MAKE THE GOLDEN RULE YOUR WAY OF LIFE. / TIENES UNA GRAN INFLUENCIA Y TODAS LAS PERSONAS QUE CONOZCAS TENDRÁN UNA IMPRESIÓN DE TI POR TUS PALABRAS Y ACCIONES: CONVIERTE LA REGLA DE ORO EN TU FORMA DE VIVIR.



Mary Kay



Go-Give® Award



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



SAPPHIRE

Kivian Diaz-Harris

Independent Senior Sales Director

Began Mary Kay Business
August 2007

Sales Director Debut May 2011

Offspring one first-line

National Sales Director
Go-Give Area

Honors Star Consultant; two-times
Circle of Achievement

Personal Lives in Chestnut Ridge,
N.Y. Husband, John; sons: Landon,
Nathan, Samuel, Levi

**“I am motivated to help others
because** I love to see EVERY woman
live out God’s plan and purpose
for their lives. I want them to know
that this Company loves, supports
and grows women like no other!
Mary Kay once said, “Everyone has
an invisible sign around their neck
saying, ‘make me feel important.’
My desire is to practice this with
everyone I meet.”

**Independent Sales Director Myrna
Gomez of Mount Vernon, N.Y., says,**
“Kivian has a giving heart. It’s never
about commissions or any monetary
value. She goes through her day
asking how she can help someone.
Her way is being a servant leader.
Loving her people to success and
encouraging them to be the best
they can be every day whether they
are in her unit or not.”



EMERALD

Mary Johnson

Independent Senior Sales Director

Began Mary Kay Business
March 1993

Sales Director Debut
November 1994

Offspring two first-line

National Sales Director
Go-Give Area

Honors Circle of Honor; one-time
Consultant Queen’s Court of Personal
Sales; two-times Court of Sharing;
three-times Circle of Achievement

Personal Lives in North Garden, Va.
Husband, William; son: Shannon;
daughter, Candice

**“I am motivated to help others
because** I know what an opportunity
like Mary Kay can do for them. It
changed my life, so I know that it can
change theirs.”

**Independent Sales Director
Candice Hensley of Palmyra, Va.,
says,** “I am delighted to be able
to nominate my mother as Miss
Go-Give®. She is the reason I
can dream and aspire to make a
difference in women’s lives. She goes
above and beyond for her friends,
church family, Beauty Consultants
and sister Sales Directors. This
superwoman will always be my Miss
Go-Give® and deserves to be yours.”



DIAMOND

Kayla Cash

Independent Sales Director

Began Mary Kay Business
December 2006

Sales Director Debut
February 2009

National Sales Director
Kay Elvrum

Honors Star Consultant; six-times
Sales Director Queen’s Court of
Personal Sales

Personal Lives in Fargo, N.D.
Husband, Dan

**“I am motivated to help others
because** I believe that true personal
growth comes from helping
others uncover their passions,
talents and God-given strengths.
Being surrounded by others and
encouraging them brings me great
joy, and watching someone work
toward achieving her goals makes
my heart happy. I believe the
love and kindness we share in the
Mary Kay culture truly can change
lives, and it’s my mission to share our
Company philosophies and Go-Give
spirit with everyone so I can make a
difference in their life.”

**Independent Executive Senior
Sales Director Paula Kelsch of
Linton, N.D., says,** “Kayla has all the
qualities to represent an inspiring,
loving and kind Sales Director. She is
always thinking of others and is first
to reach out a welcoming hand, pour
inspiration or help someone cross
their finish line! Our Company is so
blessed to have her!”



RUBY

Cleta Colson-Eyre

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
September 1985

Sales Director Debut February 1989

Offspring three first-line

National Sales Director
Go-Give Area

Honors Circle of Honor; 10-times
Sales Director Queen’s Court of
Personal Sales; 26-times Circle of
Achievement; six-times Circle of
Excellence; eight-times Double Star
Achievement

Personal Lives in Valdosta, Ga. Husband,
Brad; daughters: Hannah, Sophia

**“I am motivated to help others
because** I want to live by the Golden
Rule. So many have mentored,
reached out and have given to me on
my 33 year journey in Mary Kay, and
I feel a true burden to do the same.
I want to live my life being a blessing
to others in all I do. I always want
to be an encourager and a ‘lifter’! I
thank you for this honor! I know first
from our great lady what Miss *Go-Give®*
meant, and I believe it’s what
makes our Company different!”

**Independent Beauty Consultant
Melissa Porter of Mackinac Island,
Mich., says,** “Cleta is a wonderful
person with a warm heart who is
always there for her unit. She is
encouraging, empowering, and she
is a terrific teacher and mentor. If
anyone deserves this award, it would
be her.”



INDEPENDENT SALES DIRECTOR
ASHLEY RANGEL,
 GRAND PRAIRIE, TEXAS



INDEPENDENT SALES DIRECTOR
BREANNA BREIDENBACH, FARGO, N.D.

IN THE *Driver's Seat*

With keys in their hands, these Independent Sales Directors know what it takes to get on the road to their dreams.

Ashley Rangel started her Mary Kay business in 2003. In 2006, she debuted as an Independent Sales Director and earned the use of her first Mary Kay Career Car. That year, she chose cash over the car. “That was a big lesson learned,” says Ashley. She soon realized that a Mary Kay Career Car was a rolling advertisement for her business. “I never chose the Cash Compensation option again. The Mary Kay Career Car shows my team they can earn one too. It saves my family from having a car payment, and best of all, I LOVE having the newest model car and enjoying that new car smell every other year!”

When Ashley earned the use of a Mary Kay Career Car for the **seventh time**, she was the **first to earn the use of a new MINI®** as part of the **limited-time Premier Plus Promotion**. “I can’t even begin to express how excited I was to find out I was the first! What an honor!”

Ashley has seen what driving a Mary Kay Career Car can do for her business.

- **Sales:** “I’ve come out of the grocery store with someone waiting because she needs products and doesn’t have a Mary Kay Independent Beauty Consultant.”
- **Team-building:** “When I share the opportunity, they know it is real because they see the car parked in the driveway. It’s tangible proof of what’s possible.”
- **Inspiration:** “Everyone loves the MINI®! It has given my team a vision. They see it and want to earn one too. My customers are proud of me. I’ve gotten several requests to come by so they can see it and have even heard, ‘My Mary Kay girl has the first MINI®!’ It gets a lot of attention on the road too. Those pink stripes are one of a kind. And of course, all the little girls want one. I’m so proud to represent Mary Kay!”

Ashley’s son loves his new ride. “He made sure I drove him to school on the first day so all of his friends could see it. He is very proud!”

MINI® is a registered trademark of Bayerische Motoren Werke Aktiengesellschaft.

“

Mary Kay Ash said, 'If you're willing to invest your time and work hard, you can be a success.' I am proof!

”



Breanna looks great in the new Chevy® Traverse®. It's part of the Premier Plus Promotion this Seminar year.

Breanna Breidenbach started her Mary Kay business in 2003 and debuted as an Independent Sales Director in 2006. "The first time I earned the use of a Mary Kay Career Car was on my 25th birthday! It was my final month of DIQ and a week after Christmas. Our second child was one month old, and it was our dream to grow my business for our growing family."

Since then, Breanna and her husband, Tim, have grown their family to four children and had outgrown the options in the Mary Kay Career Car Program until the limited-time Premier Plus Promotion launched with the Chevy® Traverse®.

"I called Tim immediately! To my surprise, he had researched the Traverse® with plans to make that our next purchase. It's amazing how God's timing works! Now we will donate my current car to someone in need to pay forward the generosity Mary Kay has shown us."

See how you can earn the use of a Mary Kay Career Car on *Mary Kay InTouch*® under Contests/[Promotions](#).

Breanna is always proud to hit the road and represent Mary Kay. And she's doing so in her ninth Mary Kay Career Car.

- **Customers.** "I have longtime customers who I met just because I was in a Mary Kay Career Car!"
- **New team members.** "When others see you driving it, they realize it CAN happen. And they want to do what I do."
- **Dreams come true.** "It's a daily reminder of the blessing this Company is. It shows Independent Beauty Consultants and customers, in a very tangible way, that dreams really can be achieved."

"When I think about the life this opportunity has allowed our family to create, I realize how worthwhile my daily efforts are. I'll never take that for granted. I'm surrounded by such an incredibly strong group of women and feel so lucky to do what I love, working with those who inspire me every day!" ♥



Ashley rocks her MINI®, one of two new cars in the Premier Plus Promotion.

Chevy® and Traverse® are registered trademarks of General Motors LLC.

Are We There YET?

It may be a new year, but we're already halfway through the Seminar year! Whether you're still going strong or you need a reboot, here are some ideas to help you keep growing.



INDEPENDENT FUTURE
EXECUTIVE SENIOR
SALES DIRECTOR
ELLYN JOHNSON,
AFTON, MINN.



BAD WEATHER? CELEBRATE IT!

From Minnesota, Ellyn knows what it's like to get stuck inside. But that doesn't mean your business is stuck. Here's what she does in January and February:

- **Blizzard Blitz.** I organize a unit contest. We call our customers and offer specials or drawings for sales or bookings. The one who gets the most receives a prize!
- **Team-build.** Reach out to prospects and let them know that this new year, they can have a **new source of income** through Mary Kay. The **Great Start Promotion** is a great incentive. If you're new to team-building, ask your Independent Sales Director to hold a three-way call with you and your prospect. You can learn what to say and how to overcome any objections.
- **Get social.** While you're snuggled up in bed or by the fire, **share your business through social media.** How-to videos and the latest products are always a big hit. Find everything you need on *Mary Kay InTouch** > Resources > [Digital Assets](#).
- **Plan ahead.** Book themed parties for when you can finally get out of the house!



ON GOOD WEATHER DAYS, HOLD THEMED PARTIES:

- **Favorite Team Night.** (See photo, at right)
- **New Year, New You.**
- **Hot Chocolate/PJs.** Works best with a nighttime regimen.
- **Hot Lips and Hot Heels.** They try a bold new lipstick and get a prize for the hottest heels.
- **Trash It/Trade It.** You can offer a discount when they trash a product from another brand and buy from you.



MARY KAY CAREER CONFERENCE 2019

IN MARCH, GO TO CAREER CONFERENCE!

It's close to home and a great opportunity to learn and enjoy girl time with your team. Once you've done that, you'll want to go to Seminar for an even bigger picture of all the Mary Kay possibilities. And that's where you'll celebrate all that you achieved during the Seminar year.



FAVORITE TEAM NIGHT



MARY KAY SEMINAR 2019

PLAN AHEAD, SAVE FOR SEMINAR

If making the trip to Dallas seems beyond your budget, here's how you can save a little from each party, and watch it add up. If you start now, you've got six months to save:

Example: _____

$$3 \text{ PARTIES A WEEK} \times \$10 \text{ SAVED PER PARTY} = \$30$$

× 4

\$120 SAVED IN 1 MONTH!

× 6

\$720 SAVED IN 6 MONTHS!



Tip: Post at your desk or on the fridge as a daily reminder!

Choose your goal. Once you set your savings goal, you can figure out the number of parties to hold each week and how much you can comfortably set aside from those. This can create more motivation to increase your bookings and sales activity!



Hello, 2019!

THIS YEAR I WILL:

- ☐ HOLD MORE PARTIES!
- ☐ SHARE MORE PRODUCTS!
- ☐ OFFER WOMEN THE OPPORTUNITY FOR A GREAT START!
- ☐ SET MY GOALS!
- ☐ EARN A RED JACKET!
- ☐ EARN EVERY YOU HOLD THE KEY CHALLENGE PRIZE!

- ☐ BECOME AN INDEPENDENT SALES DIRECTOR!
- ☐ EARN THE USE OF A MARY KAY CAREER CAR!
- ☐ TRACK MY PROGRESS!
- ☐ NEVER GIVE UP!



HERE'S HOW I'LL ACCOMPLISH:

Red Jacket on THE RISE

Independent Beauty Consultant Katelyn Fenner, Dallas, Texas, earned her red jacket and now has the Independent Sales Director suit in her sights.

Katelyn started her Mary Kay business while attending the University of Mississippi. "It was the perfect way to earn money in college," says Katelyn. "I had the flexibility to work around classes and sorority commitments. In the summer, I'd really get to work so my customer reorders would come throughout the school year. Plus, I always had inventory for girls to come by for a new lip gloss or mascara."

PLAN A – NOT PLAN B

In May 2018, Katelyn graduated with a degree in marketing and immediately focused full time on her Mary Kay business and building a team. Her goal is to debut as an Independent Sales Director in 2019. "I've known this is what I want to do," says Katelyn, who grew up learning from her mom, **Independent Senior Sales Director Brenda Fenner**, and grandmother, **Independent Senior National Sales Director Emeritus Jessie Hughes Logan**. For a short time, I thought I wanted a traditional job, but that desire quickly went away when my internships taught me that not every company is like Mary Kay!"

Katelyn's Team-Building Tips:

- **Encourage** new team members to share Mary Kay right away. For example, after their debut party, I'll say, 'I noticed ___ asking lots of questions. Do you want to invite her to join us for coffee so we can tell her more about the Mary Kay opportunity, and help you earn your Pearls of Sharing? Early wins boost confidence.'

- **Ask** about her best friend. When someone adds her best friend as her first team member, she's even more excited because she has someone to join her in this new adventure.
- **Share your shine!** Let your passion for Mary Kay always shine bright. People are attracted to, and want to be part of, genuine passion and excitement!

Her inspirations. "My mom and grandma. I watched them both lead incredible teams. They earned amazing prizes, dressed up like royalty and were applauded by what seemed like millions in my young eyes."



Katelyn, age 10



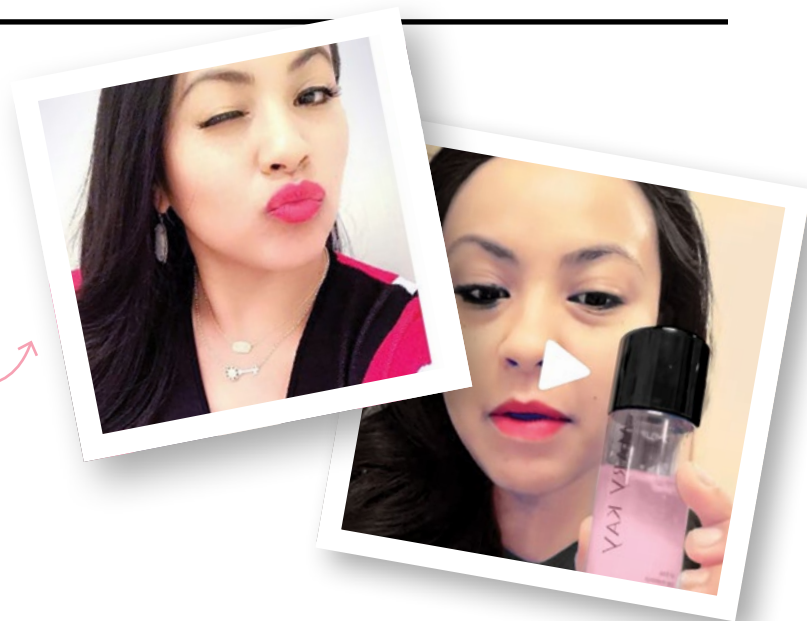
Katelyn (center) now!

Social SELLS

Ready to boost your bottom line? Social media can help you create connections *and* business.

Start Sharing!

INDEPENDENT SALES DIRECTOR CAROLINE DELA VICTORIA VIGIL, POMONA, CALIF., believes in the benefits of social media. "I love that it helps me connect with my customers and also helps me find new customers. I like the interaction with each 'like' and comment, and I've **gotten sales by posting a product pic or doing a quick demo video.** I try to show a mix of my business and personal life so that people can see how fun it is to do what I do. You never know – they might want to join my team!"



SPILL IT!

Visit Shop at marykay.com to see hundreds of customer reviews when you click on specific products. Then share with your customers. It's really fun to read rave reviews from so many Mary Kay beauty fans!

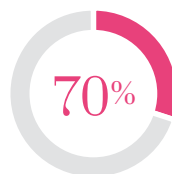


JOIN TODAY!

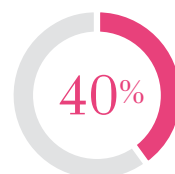
Facebook®: Go to the *Mary Kay®* Facebook® page. Click Groups, then Join Group. **Very Important:** Include your name and Consultant number.

Instagram®: Go to @MyMaryKay and follow!

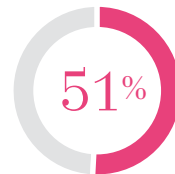
DID YOU KNOW?



of Americans use social media and spend up to two hours a day on it.



use it to learn about new brands, products or services before making a purchase.



use reviews to learn about specific businesses or products.

GET CONNECTED

The exclusive My Mary Kay Facebook® group and Instagram® profile are great ways to stay connected with your sister independent sales force members and in the know on the latest Mary Kay news. Have an idea to share, or are you looking for inspiration and motivation? That's what My Mary Kay is all about!

Learn more about the power of social media for your Mary Kay business. How-tos, guidelines and even ready-made posts are available on **Mary Kay InTouch® > Resources > [Digital Zone](#).**

Facebook® is a registered trademark of Facebook, Inc.
Instagram® is a registered trademark of Instagram, LLC.

Bring Color to Life

THE SECOND APPOINTMENT

You had your skin care party. Now it's time to follow up with your guests to ensure their products are working for them. It's also a time to have fun with color! Follow up with those guests for the second appointment where you can bring color to their lives with new *Mary Kay Chromafusion™*.

CONTOUR LIKE A PRO!



NEW! MARY KAY CHROMAFUSION™ BLUSH, \$14 EACH

Sweep on cheekbones, or apply to the apples of the cheeks for a fresh, beautiful touch of color. 10 stay-true shades.



NEW! MARY KAY CHROMAFUSION™ HIGHLIGHTER, \$14 EACH

Like perfect lighting in powder form, two highlighting shades give your complexion a boost. Glazed (Light/Medium) and Honey Glow (Medium/Dark).



NEW! MARY KAY CHROMAFUSION™ CONTOUR, \$14 EACH

Easy contouring comes from tones that blend with skin for seamless shadowing and sculpting. Latte (Light/Medium) and Cocoa (Medium/Dark).

PLUS!



NEW! MARY KAY CHROMAFUSION™ EYE SHADOW, \$8 EACH

One superpowered technology, 33 intensely pigmented shades and 12 hours of stay-true color. *



MARY KAY PRO PALETTE™, \$25 (unfilled)

#MKColor4LifeContest

Nov. 10 – Dec. 31, 2018

You and your customer could earn a trip for two to New York Fashion Week Feb. 8 – 10. Details on *Mary Kay InTouch®*.

SAMPLES

- *Mary Kay Chromafusion™* Eye Shadow Samples, \$1.50, sheet/18
 - *Mary Kay Chromafusion™* Blush Samples, \$1.50, sheet/18
- Available on Section 2 of the Consultant order form.

GET COLOR CONFIDENT

Check out the **updated education** with new *Mary Kay Chromafusion™*! When you do, you'll **earn new bling!**

SECOND APPOINTMENT GUIDE AND PLACE MATS

Walks you through the second appointment – a great tool if you're new to talking about color! Second Appointment Laminated Place Mat (Includes one Consultant Guide), \$2, pk./4 on Section 2 of the Consultant order form.

Find more on *Mary Kay InTouch®* > Products > [Product Central](#).

*Results based on a 12-hour independent clinical study in which 27 women used *Mary Kay Chromafusion™* Eye Shadow after a single application

All prices are suggested retail.

CONTOURING IS *as easy as 1-2-3!*

Give your look added dimension without looking overdone! This 3-step contour is so easy, you can do it as you dash out the door. With light-reflecting pigments and all-day staying power, you'll be glowing before your first sip of coffee.

Start smart with THE must-have brush!

Mary Kay® Cheek Brush, \$14

STEP BY STEP

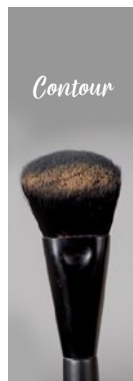
1 APPLY CONTOUR

Sweep *Mary Kay Chromafusion™* Contour along the hollows of the cheeks, starting at the ears and moving toward the centers of the cheeks, blending upward to create dimension. For extra dimension, dust along the hairline, the temples and the jawline.

Why you'll love this:

These two flattering shades, in Latte and Cocoa, are matte tones that blend with skin for seamless shadowing.

Mary Kay Chromafusion™ Contour, \$14 each



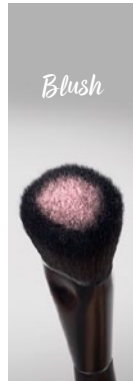
2 SWEEP ON BLUSH

Smile, then apply *Mary Kay Chromafusion™* Blush to the apples of the cheeks, blending outward toward the hairline to give the cheeks a natural glow.

Why you'll love this:

Ten gorgeous shades, some in matte tones and some in shimmer, deliver a natural-looking glow blush.

Mary Kay Chromafusion™ Blush, \$14 each



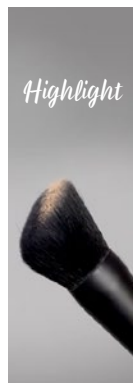
3 ADD HIGHLIGHTER

Dust *Mary Kay Chromafusion™* Highlighter on the uppermost part of the cheekbones, moving outward toward the outer corner of each eye, to brighten the face and accentuate the cheekbones.

Why you'll love this:

Like perfect lighting in powder form, two highlighting shades, Glazed and Honey Glow, give your complexion a boost of luminosity.

Mary Kay Chromafusion™ Highlighter, \$14 each



All prices are suggested retail.

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Dallas, TX 75379-9045

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PAID
MARY KAY INC.

MARY KAY
**CAREER
CONFERENCE**
2019

Coming to a city near you!

You've Got to
SHOW UP to GO UP!

WEEK 1 March 22 – 23

WEEK 2 March 29 – 30
March 31 – April 1

MARY KAY ASH said, "It only takes a spark – to get a fire going. And that spark has been found hundreds of times at Career Conference."

Make plans to be there for an uplifting weekend of fun with friends. Learn from the pros, and be in the know!

Turn to Page 5 to find out how to
earn the new Mary Kay *You Hold
the Key Career Conference*
Consistency Challenge earrings!



GET THE DETAILS

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Registration opens late January.

Download the new *Mary Kay*® Events – USA App
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