

MARY KAY

JANUARY 2021

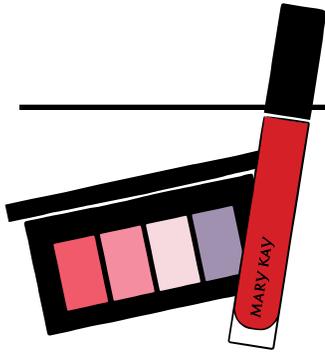
applause[®]



Hit Refresh!

New year, endless potential. It's YOUR moment!

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.

3

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

17

Last day to enroll online for the **Spring 2021 Preferred Customer ProgramSM** mailing of *The Look*, including an exclusive sample (while supplies last).

18

Martin Luther King Jr. Day.
Postal holiday.

28

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

29

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 must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



ON COVER:

We captured these amazing Mary Kay Independent Beauty Consultants sharing their best selves. You could be next! #Mymklife



“Remember that every big accomplishment results from a series of little ones. By achieving your daily goals, you'll be working toward your yearlong goals.”



Mary Kay

HELPFUL NUMBER: Customer Success Team 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. ©2021 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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

TRENDING *Now*

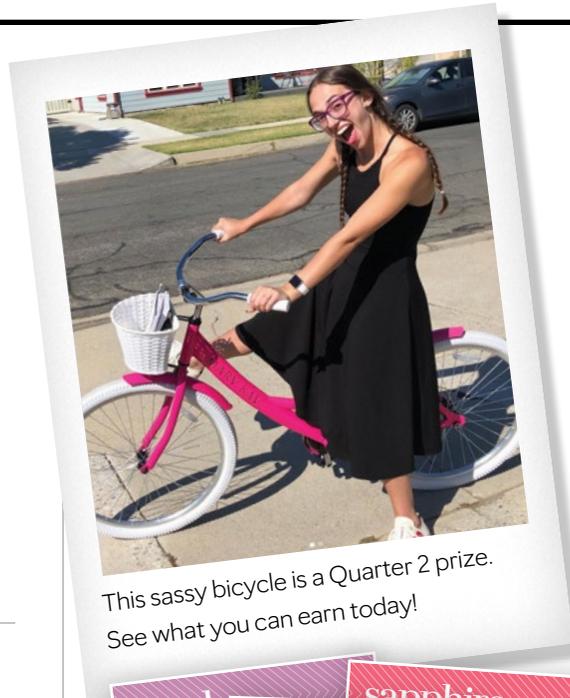


Power Up!

Tune in each month to **POWER CLASS** where you'll find tips on hot topics from top independent sales force members. **Mary Kay InTouch® > Education > Power Class.**

Buzz Feed.

Be among the first to get news you can use. Sign up to **receive texts from Mary Kay about promotions, events, reminders and more!** Simply opt in under **MY TEXTING PREFERENCES** in **Profile** on **Mary Kay InTouch®.**



This sassy bicycle is a Quarter 2 prize. See what you can earn today!



Goal for It!

From bicycles to blenders, exciting prizes await through the **STAR CONSULTANT PROGRAM.** Look for new prizes each quarter! Quarter 3 runs Dec. 16, 2020 – March 15, 2021. Find prizes and details in Star Consultant brochure on the **Mary Kay® Digital Showcase App.** Download from your app store.



MARY KAY MILESTONE

1972 GOLD MEDALS

While watching the 1972 Winter Olympics, **Independent National Sales Director Emeritus Anna Ewing** was so inspired by the medal ceremony that she called Mary Kay Ash and proposed 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.

Nearly 50 years later, Gold Medal achievers are still highly regarded and recognized. Shout out to this month's 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 PRODUCER: KIM RIND PUBLICATIONS SPECIALIST: NICOLE CALDWELL SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA SENIOR GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL, ALISSA KONECNY

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

FRESH YEAR. FRESH SKIN.

Fresh Start.

Who's ready for a new year? Time to check in and remind existing customers about the importance of fresh, glowing skin and find new ones to share amazing *Mary Kay*® skin care.

A healthy-looking, radiant complexion begins with a daily routine. The beauty of *Mary Kay*® skin care is that you can **customize** a **routine** based on your skin type, concern and need.

1 CLEANSE

Get a clean start morning and night with a broad selection of cleansers, complete with skin-boosting benefits and a variety of textures for every skin type.

- ***TIMEWISE*® AGE MINIMIZE 3D® 4-IN-1 CLEANSER, \$24**
(NORMAL/DRY OR COMBINATION/OILY)
- ***TIMEWISE REPAIR*® VOLU-FIRM® FOAMING CLEANSER, \$28**
- ***MARY KAY NATURALLY*® PURIFYING CLEANSER, \$26**
- ***CLEAR PROOF*® CLARIFYING CLEANSING GEL,* \$16**
- ***BOTANICAL EFFECTS*® CLEANSING GEL, \$18**
- ***MKMEN*® DAILY FACIAL WASH, \$16**

Use
#MKBeforeAndAfter
to post photos on social
media that show how
a great routine can
enhance your skin.



2 EXFOLIATE

Remove layers of dead skin cells to reveal a fresh complexion. You can use a physical or chemical exfoliator two or three times each week.

- ***TIMEWISE*® MICRODERMABRASION PLUS SET, \$55**
- ***TIMEWISE REPAIR*® REVEALING RADIANCE® FACIAL PEEL, \$65**
- ***MARY KAY NATURALLY*® EXFOLIATING POWDER, \$34**
- ***BOTANICAL EFFECTS*® INVIGORATING SCRUB, \$18**



3 TONE

Wipe away traces of makeup, oil and dirt with a toner that helps refresh skin and restore a healthy-looking complexion. Morning and night, before moisturizer.

- ***CLEAR PROOF*® BLEMISH CONTROL TONER,* \$15**
- ***BOTANICAL EFFECTS*® REFRESHING TONER, \$18**



FIND SKIN CARE VIDEOS YOU CAN SHARE WITH YOUR CUSTOMERS. SEARCH THE PLAYLIST ON [YOUTUBE.COM/MARYKAY](https://www.youtube.com/marykay).

4

MOISTURIZE

Hydrate with replenishing moisturizers.
Apply morning and/or night.

- **TIMEWISE® AGE MINIMIZE 3D® DAY CREAM (NON-SPF), \$32**
(NORMAL/DRY OR COMBINATION/OILY)
- **TIMEWISE® AGE MINIMIZE 3D® NIGHT CREAM \$32**
(NORMAL/DRY OR COMBINATION/OILY)
- **TIMEWISE REPAIR® VOLU-FIRM® NIGHT TREATMENT WITH RETINOL, \$52**



Also Available:

- **MARYKAY NATURALLY® NOURISHING OIL, \$48**
- **MARYKAY NATURALLY® MOISTURIZING STICK, \$28**
- **BOTANICAL EFFECTS® MOISTURIZING GEL, \$18**
- **MARYKAY® EXTRA EMOLLIENT NIGHT CREAM, \$15**
- **MARYKAY® OIL-FREE HYDRATING GEL**
(NORMAL/COMBINATION/OILY), **\$32**
- **MARYKAY® INTENSE MOISTURIZING CREAM (DRY), \$32**

5

PROTECT

Shield skin from harsh UV rays with broad spectrum protection. Sun exposure is a leading cause of premature aging. Apply each morning as the last skin care routine step.

- **TIMEWISE® AGE MINIMIZE 3D® DAY CREAM SPF 30 BROAD SPECTRUM SUNSCREEN,* \$32**
(NORMAL/DRY AND COMBINATION/OILY)
- **TIMEWISE REPAIR® VOLU-FIRM® DAY CREAM SUNSCREEN BROAD SPECTRUM SPF 30,* \$52**
- **MK MEN® ADVANCED FACIAL HYDRATOR SUNSCREEN BROAD SPECTRUM SPF 30,* \$25**
- **MARYKAY® FOUNDATION PRIMER SUNSCREEN BROAD SPECTRUM SPF 15,* \$20**
- **MARYKAY® CC CREAM SUNSCREEN BROAD SPECTRUM SPF 15,* \$22**



Two esteemed Mary Kay scientists answer your questions.



DR. CRISTI GOMEZ
DIRECTOR OF
PRODUCT SAFETY
& ENVIRONMENTAL
TOXICOLOGY



DAVID GAN
SENIOR PRINCIPAL
SCIENTIST,
SKIN RESEARCH
& TECHNOLOGY

Q: WHY DO I NEED A SKIN CARE ROUTINE?

A: Cristi: Skin is the largest organ, made up of millions of skin cells, and it renews itself every 28 days. That's a lot to take care of, and a **skin care** routine helps do that.

Q: I DON'T LIKE A LOT OF STEPS IN MY DAILY ROUTINE. WHAT IS THE BARE MINIMUM I SHOULD DO?

A: David: At the very least **cleanse** and **moisturize** each morning and night. Also use **sunscreen** to decrease the risk of skin cancer. **TIP:** Use a moisturizer with SPF to avoid an extra step.

Q: WHY IS CLEANSING IMPORTANT?

A: Cristi: Washing your face morning and night helps remove makeup, dirt, grime and impurities that can lead to blocked pores and breakouts. Makeup tends to migrate to our fine lines and creases while we sleep. You will wake up looking fresher if you remove makeup and the day's dirt and grime at night.

Q: WHY IS MOISTURIZING IMPORTANT?

A: David: Our skin naturally produces oil to moisturize itself, but it's important to **replenish moisture** after cleansing skin. Skipping moisturizer can lead to extra oil production or dry skin. If you have oily skin, an **oil-free moisturizer** can be a good option.

GET MORE WITH **ASK THE EXPERTS ON**
YOUTUBE.COM/MARYKAY.
SEARCH SKIN CARE ON THE PLAYLIST.

FACE TIME

Book. Coach. Sell. Share. These Mary Kay pros share their tips for success.



BARE IS BEAUTIFUL

TONYA BROWN JONES,
INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR,
WINTERVILLE, N.C.

"I'm a walking Mary Kay billboard. Your skin can be the first thing a person notices, and when you have healthy-

looking skin, it can start a conversation. I love the confidence I see in a woman as her skin transforms. It's indescribable! Anyone can use makeup to enhance their look, but there's nothing better than natural, healthy-looking skin, and this is what Mary Kay delivers."



HEALTHY AND HYDRATED

KARLA SOMARRIBA, INDEPENDENT
FUTURE EXECUTIVE SENIOR SALES
DIRECTOR, DALY CITY, CALIF.

"I let my customers know it's important to keep skin clean, fresh and hydrated. Our face is the first thing anyone sees. Plus, you want to start with a great canvas in order to achieve a gorgeous color look.

I'm 51, and people are always surprised that I don't show any deep expression lines. I tell them about my skin care routine, and they want to learn more. My five daughters, sisters, husband,



mother and father have all been loyal *Mary Kay*® product-lovers for more than 25 years!"



BOOK FROM BOOKINGS

MARISSA ROBINSON,
INDEPENDENT SALES
DIRECTOR, CAIRO, NEB.

"Booking parties from parties is my key to success – in person and virtual! When guests see how much fun we have and how simple it is to host a party, they want to book one too. The secret?"

You have to ask!

Just like my hairstylist books my next appointment before I leave, I book next appointments before my customers leave the

FIND ADDITIONAL GREAT RESOURCES ON



I take advantage of the professional digital photos (*Mary Kay InTouch*® > Resources > Digital Assets) to share.

I suggest my customers try the **Mary Kay® Skin Analyzer App** before our appointment to get their analysis and become familiar with the products.

I also hold Facebook Lives for my private customer group. I talk about my favorite skin care products. I find my customers really love to ‘see me’ and hear my thoughts on products, especially my favorites.”

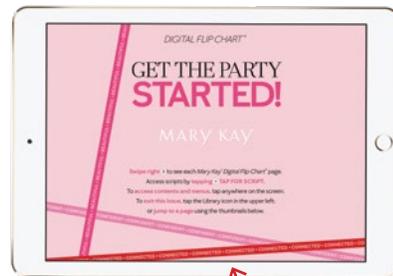
HELP IS HERE!



Mary Kay® Skin Analyzer App

New to talking to others about skin care or working your business virtually? You and your customers can use this digital skin care assistant for personalized *Mary Kay*® product recommendations. It’s FREE to download from your app store.

Find great *Mary Kay*® Skin Analyzer App videos on [youtube.com/marykay](https://www.youtube.com/marykay).



Mary Kay Digital Flip Chart®

Conducting skin care parties has never been easier! Use this digital version with your smartphone or tablet. Find on **Mary Kay® Digital Showcase App**, free from your app store. There’s also a handy **Skin Care Party Flip Chart – Video Conference Edition** on *Mary Kay InTouch*®.

party! During the individual close, I tell them about my **hostess rewards** and **potential to earn free products**. I’ll suggest some party dates to see if any work. Once we have a set date, I put it in my calendar. **I try to get it all done at the party** to make the most of everyone’s time.”



FIVE MINUTES TO FRESH

PATRECE JOHNSON,

INDEPENDENT FUTURE
EXECUTIVE SENIOR SALES
DIRECTOR, JACKSON, MISS.

“The new year is about fresh starts and new beginnings. I offer a five-minute session where I share products that can help elevate her skin.

MARY KAY INTOUCH® > PRODUCTS > SKIN CARE FOR ALL



Gloria Mayfield Banks



Patricia Turker



Sonia Pérez



Cindy Williams



Lisa Madson

ALL IN
On You!
There's a reason this magazine is called
Applause® ... to celebrate YOU!



Lupita Magaña



Pamela Waldrop Shaw



Dayana Polanco



Dawn Dunn



Lynnea Tate

TOP 10 NSDs YEAR-TO-DATE

Legal Tip: Remember, earnings information should never be shared on your social media pages.

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 September 2020, NSD Area Leadership Development Bonuses, Twice as Nice Credit for May 2020, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for August 2020.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2020, through September 30, 2020.

INNER CIRCLE

\$1,150,000
Gloria Mayfield Banks
\$297,728

\$700,000
Patricia Turker
\$177,624

\$600,000
Sonia Páez
\$155,640

Cindy Williams
152,015

\$550,000
Lisa Madson
\$143,244

\$450,000
Lupita Magaña
\$117,045

Pamela Waldrop Shaw
114,321

\$400,000
Dayana Polanco
\$103,707

\$350,000
Dawn Dunn
\$92,394

\$325,000
Lynnea Tate
\$84,990

Julia Burnett
84,404

Mayuli Rolo
83,056

Dacia Wiegandt
82,530

Sandy Valerio
82,053

DIAMOND CIRCLE

\$300,000
Pamela Fortenberry-Slate
\$80,932

Stacy James
80,396

Anabell Rocha
76,077

\$250,000
O'Nelly Encarnación
\$73,030

Yosaira Sánchez
70,750

Kristin Myers
68,730

Julianne Nagle
68,071

Kerry Buskirk
67,084

Lorraine Newton
67,061

Anita Wood
65,515

Somer Fortenberry
64,738

Cyndee Gress
64,629

\$200,000
Mariana Moreno
\$62,144

Lia Carta
62,016

Cindy Fox
59,119

Kim McClure
58,987

María Monarrez
57,917

Mary Estupiñan
56,489

Davanne Moul
56,197

Bianny Ramírez
55,010

Shannon Andrews
54,831

Kimberly Copeland
53,737

Rosibel Shahin
53,383

Jan Thetford
53,332

Crisette Ellis
52,895

Ada García-Herrera
51,957

Sylvia Kalicak
51,158

Monique Balboa
50,399

Caterina Harris Earl
50,341

GOLD CIRCLE

\$150,000
Auri Hatheway
\$49,250

Marye Durrer (debut 7/20)
48,816

Kristin Sharpe
48,011

Evelinda Díaz
47,854

Sonia Bonilla
47,301

Lisa Allison
46,804

Valerie Bagnol
46,793

Diane Mentiply
46,090

Rebecca Evans
45,425

Morayma Rosas
45,263

Kym Walker
45,237

Noelia Jaimes
45,015

Patrice Moore Smith
44,937

Sue Pankow
44,884

Tammy Crayk Smith
43,909

Gloria Báez
42,768

Juanita Gudiño
42,508

Leah Lauchlan
41,981

Pamela Tull
41,515

Paola Ramírez
41,479

Alia Head
41,010

Gina Rodríguez-Orriola
40,698

Carmen Hernández
40,563

Mairelys López
40,517

Pam Higgs
40,444

Janis Z. Trude
40,077

María Flores
39,848

Natalie Privette-Jones
39,761

Evitelia Valdez-Cruz
38,901

Diana Sumpter
38,134

Dawn Otten-Sweeney
38,092

Roxanne McInroe
37,945

Marilyn Marte-De Melo
37,881

\$125,000
Elizabeth Sánchez
\$37,146

Tammy Vavala
36,927

Deb Wehrer
36,657

Candy Lewis
36,414

Ruth Everhart
36,301

Lara McKeever
36,273

Yudith Pupo
36,272

Alma Orrostieta
36,164

Pam Ross
36,007

Heidi Goelzer
35,807

Noemi Jaimes
35,789

Maricarmen Landa Ramos
35,306

Sabrina Goodwin
Monday
35,159

Marixa González
35,065

Carol Lawler
34,342

Bridget Shaw
33,685

Enma Bermeo
33,565

Maggie Nevárez
33,270

Michelle Sudeth
32,601

Cathy Bill
32,540

Cecilia James
32,307

Elaine Kimble Williams
31,890

Sharon Buck
31,695

Mia Mason Porter
31,255

Julia Mundy
31,111

SALES MENTORS

Special thanks to the sales mentors for the September 2020, *New Independent Sales Director Education class.*



Dayana Polanco
Independent Senior
National Sales Director



Stacy Foust
Independent Senior
Sales Director



Anne Newbury
Executive National
Sales Director Emeritus

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.

DIAMOND

Lisa Madson* \$51,745
Pamela Waldrop Shaw** 34,924
Lynnea Tate 28,461
Dawn Dunn* 26,075
O'Nelly Encarnación 25,872
Julia Burnett* 25,612
Yosaira Sánchez* 25,115
Kristin Sharpe 22,342
Shannon Andrews* 22,211
María Monarrez 19,825
Candy Lewis 17,602
Rebecca Evans* 17,117
Lisa Allison 16,986
Alia Head 14,445
Leah Lauchlan 14,211
Sue Pankow 13,802
Evitelia Valdez-Cruz 13,322
Vicki Jo Auth 13,270
Julia Mundy 13,015
Marixa González 13,001
Roxanne McInroe 12,994
Heidi Goelzer 12,402
Diana Sumpter 11,957
Indhira Jimenez 11,869
Margaret Bartsch 11,689
Sharon Buck 11,600
Shelly Gladstein 11,151
Pam Ross* 10,955
Rosa Bonilla* 10,632
Hollie Lowe 10,434

RUBY

Cindy Williams* \$36,891
Stacy James* 27,789
Lia Carta** 26,140
Kim McClure 25,121
Mary Estupiñan* 22,353
Sandy Valerio* 21,833
Anabell Rocha* 20,547
Jan Thetford 19,869
María Flores 16,811
Cindy Fox* 16,476
Marye Durrer* 15,535
Gloria Báez* 15,382
Juanita Gudiño* 15,322
Maricarmen Landa Ramos 14,678
Cecilia James 13,372
Tammy Vavala 12,334
Donna Meixsell 12,140
Carmen Hernández* 11,779
Linda Spadlowski 11,709
Lara McKeever 11,578
Michelle Sudeth* 10,901
Brittany Wirt* 10,538
Bea Millslagle 10,445
Crystal Trojanowski 10,432

SAPPHIRE

Lupita Magaña** \$41,348
Lorraine Newton* 25,944
Pamela Fortenberry-Slate* 24,573
Cyndee Gress* 23,303
Kimberly Copeland 22,900
Patrice Moore Smith 20,205
Diane Mentiply 19,922
Somer Fortenberry 19,702

Davanne Moul* 19,116
Sylvia Kalicak* 18,559
Kristin Myers* 17,448
Valerie Bagnol* 16,814
Morayma Rosas 16,616
Janis Z. Trude 16,356
Dawn Otten-Sweeney 16,326
Elizabeth Sánchez 15,264
Ruth Everhart 14,252
Mia Mason Porter 14,121
Alma Orrostieta 14,062
Paola Ramírez 13,977
Kelly McCarroll 13,799
Deb Wehrer 13,319
Avelyn Smith 12,212
Elaine Kimble Williams 12,106
Julie Weaver 12,060
Bridget Shaw 12,013
Evalina Chávez 11,464
Maribel Barajas 11,419
LaRonda Daigle 10,927
Lupita Díaz 10,779

EMERALD

Gloria Mayfield Banks*** \$113,806
Patricia Turker** 61,244
Sonia Páez** 46,050
Mayuli Rolo* 33,186
Dayana Polanco* 30,871
Crisette Ellis 25,500
Dacia Wiegandt* 25,169
Auri Hatheway 21,866
Sonia Bonilla 21,219
Mariana Moreno* 20,276
Gina Rodríguez-Orriola 19,969
Julianne Nagle* 19,479
Caterina Harris Earl 19,142
Bianny Ramírez* 18,652
Kerry Buskirk* 18,552
Rosibel Shahin* 18,436
Anita Wood* 18,158
Natalie Privette-Jones 18,154
Pamela Tull 17,855
Tammy Crayk Smith 17,670
Monique Balboa 17,536
Kym Walker* 17,421
Yudith Pupo 17,034
Ada García-Herrera* 16,861
Evelinda Díaz* 16,161
Noemi Jaimes 14,977
Marilyn Marte-De Melo 14,876
Sabrina Goodwin Monday 14,844
Mairelys López* 14,438
Pam Higgs 14,077
Cathy Bill* 13,452
Jill Davis 12,614
Noelia Jaimes* 12,441
Carol Lawler 10,763

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

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary.



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 2020.

TOP UNIT – ESTIMATED RETAIL PRODUCTION

DIAMOND	
Deborah S. Bailye, <i>P. Ross Area</i>	\$89,347
RUBY	
Milagro Ventura Diaz, <i>M. Estupiñan Area</i>	\$89,924
SAPPHIRE	
Larinda J. King, <i>Mary Kay National Area</i>	\$113,455
EMERALD	
Brendaliz Cajigas, <i>Mary Kay National Area</i>	\$78,175
TOP SALES DIRECTOR – PERSONAL SALES	
DIAMOND	
Kelly M. Freeman, <i>Mary Kay National Area</i>	\$20,215
RUBY	
Kimberly Skinner, <i>Mary Kay National Area</i>	\$23,483

SAPPHIRE		
Daylene Martinez Lazos, <i>J. Weaver Area</i>		\$18,327
EMERALD		
Kathryn L. Engstrom, <i>Mary Kay National Area</i>		\$14,496
TOP BEAUTY CONSULTANT – PERSONAL SALES		
DIAMOND		
Rebecca J. JamesCourie, <i>S. Valles Unit, R. Evans Area</i>		\$15,893
RUBY		
Mariel Rosario, <i>K. Acosta Unit, M. Estupiñan Area</i>		\$12,421
SAPPHIRE		
Shian P. Stewart, <i>M. Shell Unit, K. Myers Area</i>		\$11,428
EMERALD		
Marie C. Charmant, <i>D. Black Unit, Mary Kay National Area</i>		\$18,469

TOP TEAM BUILDER

		New Team Members
DIAMOND		
Sales Director Nicole Clanton, <i>S. Andrews Area</i>		17
RUBY		
Sales Director Concepcion Solis, <i>Mary Kay National Area</i>		25
SAPPHIRE		
Sales Director Kara Kirk, <i>K. Copeland Area</i>		30
EMERALD		
Sales Director Paola Perez Perozo, <i>M. Moreno Area</i>		27

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for September 2020.

DIAMOND

Jamie V. Taylor	44 New Unit Members
Nicole Clanton	33 New Unit Members
Monique Vallair	25 New Unit Members
Annette Conley	22 New Unit Members
Astrid Pagan	22 New Unit Members
Debbie L. Clark	20 New Unit Members
Savannah Gay	20 New Unit Members
Kayla M. Watts	20 New Unit Members

RUBY

Stephanie L. Coker	35 New Unit Members
Milagro Ventura Diaz	26 New Unit Members
Joedi Carmichael	25 New Unit Members
Concepcion Solis	25 New Unit Members
Andrenette Moore	22 New Unit Members
Bridgette R. Conley	20 New Unit Members
Melissa S. Olivarez	20 New Unit Members

SAPPHIRE

Kara Kirk	85 New Unit Members
Larinda J. King	42 New Unit Members
Satarro Purnell	40 New Unit Members
Lana M. Hartzog	37 New Unit Members

Tehrie Ned	35 New Unit Members
Missy M. O'Neal	31 New Unit Members
Holly J. Dix	30 New Unit Members
Wanda J. Johnson	29 New Unit Members
Twanna D. Bogan-Cobbs	27 New Unit Members
Elva Obregon	27 New Unit Members
Carolyn Colter	26 New Unit Members
Leslie M. Wright	25 New Unit Members
JoAnn M. Allen	24 New Unit Members
Lisa M. Zimmerman	24 New Unit Members
Cynthia M. Cummings Jones	23 New Unit Members
Gina Shannon	23 New Unit Members
Ashley R. Dornbos	22 New Unit Members
Yvonne Gomez	22 New Unit Members
Laurieann Barclay	21 New Unit Members
Hilda M. Magana	21 New Unit Members
Kerri L. Ross	21 New Unit Members
Sonia D. Smith	21 New Unit Members
Azul P. Lozano	20 New Unit Members
Rachel Statile	20 New Unit Members
Latricia R. Vango	20 New Unit Members
Audrey D. Wallace	20 New Unit Members
Beth H. Williamson	20 New Unit Members

EMERALD

Danielle T. Ahinasi	34 New Unit Members
Michelle L. Calbert	32 New Unit Members
Angel Guerra	32 New Unit Members
Brittani M. Jenks	31 New Unit Members
Angela D. Tatum	30 New Unit Members
Ursula Albury	29 New Unit Members
Paola Perez Perozo	27 New Unit Members
Tana M. Abad	26 New Unit Members
Tiffany M. Graves	26 New Unit Members
Suheit M. Vielma	26 New Unit Members
LaKeshia M. Chisholm	24 New Unit Members
Emily S. Vjil	24 New Unit Members
Regina M. Clark	23 New Unit Members
Nora Dominguez	23 New Unit Members
Katy Goldstein	23 New Unit Members
Marsha R. Gray	22 New Unit Members
Jayme L. McGill	22 New Unit Members
Jessica Mendoza	21 New Unit Members
Tracy Randall	21 New Unit Members
Petronila Bolivar	20 New Unit Members
Gloria Heyaam	20 New Unit Members
Christina A. Mcgillivray	20 New Unit Members
Ebun Osaze	20 New Unit Members

Do you know a go-giver?

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.”*

Nominate a well-deserving Independent Sales Director today!

[Mary Kay InTouch®](#) > [Contests/Promotions](#) > [Recognition](#) > [Go-Give® Award](#)

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary.

EMERALD / ESMERALDA

NEW DEBUTS

DEBUTS

July/Julio de 2020

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



Tara F. Broadie
Bowie, MD
S. Hatot Unit



Jamie V. Cochran
Boonsboro, MD
N. Wright Unit



Yaritza Gonzalez
Manati, PR
B. Cajigas Unit



Shontel Johnson
Hanover Park, IL
M. Calbert Unit



Ebony Jordan
Columbia, SC
L. Henry Unit



Yetsenia Munoz
Suarez
San Juan, PR
M. Torres Unit



Yusleidy Perez
Gonzalez
Louisville, KY
D. Bello Unit



Hilary Ruiz
Egg Harbor
Township, NJ
E. Espinosa Unit



Sherri A. Springman
Waco, TX
B. Moore Unit



Joy V. Thomas
Maple Heights, OH
R. Barnwell Unit

Not pictured;/Sin foto: Tana M. Abad, Katy, TX, A. Aguilera Urrutia Unit; Marian L. Acosta, Katy, TX, S. Vielma Unit; Lisbeth Aguirre Humbria, Tampa, FL, P. Perez Perozo Unit; Susan K. Barnett, Winchester, VA, N. Wright Unit; Angela W. Cadwell, Farmington Hill, MI, D. Warren Unit; Cozetta Case, Indianapolis, M. Calbert Unit; Vielky D. Castillo Del Cid, Louisville, KY, Y. Barrera Gomez Unit; Melvin E. Daye, Wichita Falls, TX, D. Kucharski Unit; Shuanetta Durr, Birmingham, AL, R. Clark Unit; Dienisbel Engroba, Naples, FL, K. Rico Unit; Concepcion Espinosa, Tampa, FL, Y. Sanabria Unit; Yanetsi Espinosa, Louisville, KY, N. Mircalvi Unit; Alexis N. Fithen, Cranberry Twp, PA, L. Freisthler Unit; Cassandra Franklin, Poplar Grove, AR, D. Hill Unit; Anyeley Gonzalez, Tampa, FL, C. Pacheco Lazo Unit; Idra P. Green, Winston Salem, NC, G. Mayfield Banks Unit; Leslie E. Hankins Panfili, Manchester, TN, D. Guthrie Unit; Yolanda Jackson, Peoria, IL, C. Lawler Unit; Nancy Luis Florentino, Louisville, KY, Y. Barrera Gomez Unit; Christy Malesker, Saint James, MO, T. Poulos Unit; Eliana Mendoza-De La Cruz, Early, TX, S. Emerson Unit; Leticia Miranda Hernandez, Louisville, KY, M. Rodriguez Unit; Andrea Mojica Vargas, Miami, I. Vargas de Mojica Unit; Jacqueline Myers, Florence, SC, L. Kennedy-Moore Unit; Soribel Maria Ochoa Reynaldo, Tampa, FL, L. Mellor Unit; Tonya L. Peeler, DE Soto, MO, M. Tripp Unit; Leydis Perez Triana, Las Vegas, Y. Cancio Unit; Carla Phillips, Fayetteville, NC, L. Chisholm Unit; Neisis M. Santiesteban, West Palm Beach, FL, M. Bolufe Unit; Suzanne Secrest, Kissimmee, FL, M. Guyre Unit; Toni S. Smalls, Winston Salem, NC, J. Bufford Unit; Colette Smith, Columbus, OH, M. Calbert Unit; Cruz Sosa, Cape Coral, FL, R. Morel Unit; Julia M. Willadson, Wichita Falls, TX, D. Rose Unit; Darlene Willis, Mc Leansville, NC, T. Bradley Unit; Ericka K. Witherspoon, Wingate, NC, J. Figueroa Unit.

DEAN'S LIST

LISTA DEL DECANO



September/Septiembre de 2019

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

Not pictured;/Sin foto: Jeidy Guerra Guerra, Kansas City, KS, E. Sánchez Area, Sapphire Seminar.



Rachel L. Ryan
Smyrna, GA
L. Tate Area
Diamond Seminar



Leslie Treece
Denver
S. Fortenberry Area
Sapphire Seminar



HONORS SOCIETY

SOCIEDAD DE HONOR

September/Septiembre de 2019

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

Not pictured;/Sin foto: Desiree Valdez, Santa Domingo, DR, M. Marte-De Melo Area.



Jessica R. Rogers-
Dickens
Charlotte, NC
G. Mayfield
Banks Area

Congratulations!
¡Felicitaciones!

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 6 - 16, go to *Mary Kay InTouch*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. / Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

FABULOUS 50s FABULOSOS 50

March/Marzo de 2020

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

Not pictured/Sin foto: *Trinity Brown, San Antonio, Mary Kay National Area; Miriam Faggett, Plainfield, IL, Mary Kay National Area; Rosalba Fernandez, Aurora, IL, Mary Kay National Area; Maura M. Maidique Rojas, Doral, FL, Y. Pupo Area; Lusbin A. Revolorio, LaBelle, FL, S. Páez Area; Arielle C. Ryan, Horseheads, NY, C. Lawler Area.*



Santa Benitez Rondon
Philadelphia
G. Rodríguez-Orriola Area



Jolene M. Crawford
Columbiana, OH
Mary Kay National 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 de 2020

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

Tana M. Abad	Shontel Johnson	Carla Phillips
Marian L. Acosta	Nancy Luis Florentino	Hilary Ruiz
Lisbeth Aguirre Humbria	Leticia Miranda Hernandez	Neisis M. Santiesteban
Tara F. Broadie	Yetsenia Munoz Suarez	Colette Smith
Angela W. Cadwell	Tonya L. Peeler	Cruz Sosa
Shuanetta Durr	Yusleidy Perez Gonzalez	Joy V. Thomas
Yanetsi Espinosa	Leidy Perez Triana	Julia M. Willadson
Yaritza Gonzalez		Ericka K. Witherspoon
Idra P. Green		

Red Jackets, cont.

Shenell Glover	Leah S. Middleton	Sulema Sanchez
Channah Gomez	Yarelis N. Miranda	Deanna M. Schlaudraff
Maria V. Gonzalez	Dariela Molina	Whitney B. Schlehlein
Jesus Gotera	Patricia Montegut-Grant	Sofia J. Schmidt
Bri Haas	Ana Iris Montilla	Lynn Schultz
Marissa Harmer	Sugeil Morales	Alexandria F. Scott
Adriana Hernandez	Adrienne Mosley	Yolanda Sharpe
Tonya Holmes	Laila Muhammad	Margaret C. Sherwin
Carrie M. Hopping	Teresa K. Murberger	Irina Shimanchik
Gena Y. Hoursey	Damaris Navarro	Krystal A. Sisco
Tiffany Hughes	Taylor O'Day	Tysana Speer
Sary Isaula Padilla	Pamela D. O'Neal	Brooke Stewart
Sharisse James	Karina D. Ocando	Andrea Stone
Rosalie Jenkins	Olayinka K. Ojo	Pat Swartz
Stamie Joanos	Adetutu O. Olanbani	Glenny Tejada
Lisa Y. Jones	April Oneill	Enrica T. Thomas
Tanisha L. Jones	Melissa A. Osborne	Trisha Thompson
Clara Juan	Maria Osorio	Deanna D. Upchurch
Griselda Jurado	Lorna I. Otero	Maureen C. Valdes
Tiffany Keith	Berta Palacio	Nilda Valladares
Courtney L. Kelly	Tania Palma	Silbana Vargas
Janet Laucer	Brenda J. Perez	Martha Vargas De Rodriguez
Whitney Lawson	Lourdes M. Perez	Nilca Velez
Manuela Y. Ledesma De Cabrera	Marissa R. Piatelli	Kimberly R. Vides
Evelyn Y. Leon	Genesis G. Pineda	Grecia J. Villarroel
Maricarmen Lopez	Deborah A. Pinkstaff	Linda M. Vounody
Marlery Lopez	Berenice Ponce	Charlotte Walker
Sadia Lozano	Celina Portillo	Shinia Walker
Anahi Luis	Mery C. Quiva	April L. Walsh
Andrea K. Lynn	Anasy X. Ramirez	Markeitha S. Washington
Judith M. Macedo	Iris Ramirez	Valarie J. Washington
Schemika Mark-Hayes	Lorena Ramirez	Teresa L. White
Kristyn L. Martin	Maria Richards	Sabrina Williams
Nikki L. Martin	Monica Rodriguez	Laquenna W. Wilson
Tracy Martin	Zaida Rodriguez	Nikki Xeloures
Diana Martinez	Paula Rojas Paredes	
Brian K. McDonald	Rocio I. Roman	
Melanie McGrew	Wendy Romero	
Katie J. McGuire Menges	Maria E. Ruelas	
Adela Mesa Perez	Elizabeth Salazar	
	Josselyn M. Salazar	

GRAND ACHIEVERS GRAN GANADORAS

September qualifiers/Calificadas en septiembre de 2020

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Marian L. Acosta	Sylvia Kelly	Robin Smith*
Lisbeth Aguirre Humbria	Allison A. Lambert	Theresa C. Smith-Grassia
Danielle Allen	Tammy S. Lawson*	Norelis Sotolongo
Gina M. Allen	Susan Levy*	Sherri A. Springman
Melanie Anderson	Francisca Lopez Garcia	Anna V. Stark
Sarah R. Arnold	Geovany A. Malin	Marsha G. Stirrat*
Maria de La Luz Avila	Carmen L. McDaniel	Sharon W. Strassburg
CaRita Bailey	Barbara D. McKneeley	Amber C. Taylor
Mary C. Baron	Sherrie McWilliams	Karen Thelin*
Sandra D. Barrett	Adelina Medrano Acosta	Sandra D. Thomson
Robyn Beale	Christen Moissett	Marviette A. Usher
Whitney L. Beam	Taunya Monroe Finley	Desiree Valdez
Sherry Belisle	Elizabeth Z. Montano	Maria Valdovinos
Yvette Black*	Maria S. Montoya	Lourdes Vazquez Juana Vega
Melonn R. Blue	Delmy Y. Moran De Martinez	Dilma L. Vega Nunez
Teresa Bolden	Elizabeth Mouton	Marchella Walsh
Petronila Bolivar	Catalina Muro	Tanzala R. Watts
Belinda R. Burt	Stephanie R. Myles	
Mari Lourdes Cabrera	Betty S. Newell*	
Laura M. Cerda*	Perla Ocampo	
Yaneth Cerritos	Tonya L. Peeler	
Mónica P. Coba*	Adriana A. Pereira	
Catherine J. Connelly	Leydis Perez Triana	
Vicki B. Crank	Michele Platt	
Pamela R. Davis	Raquel Portes Almonte	
Kristen L. Duke	Diana Poveda	
Miriam Faggett	LaToya Preston-Gill	
Traci H. Fisher	Krista K. Prouty*	
Patricia Fitzgerald	Marquita L. Rawlings	
Pat Forehand	Diane Redlinger	
Rouyay Frias	Jennifer N. Rhoades*	
Amber Fronk*	Katiuska M. Rincones	
Paige M. Fuller	Gwen L. Ristow	
Carol Gin	Mary Sacco	
Vianca Gomez	Kimberly A. Saffian*	
Marlery Grijalba	Gloria E. Sandoval	
Andia Hartland	Neisis M. Santiesteban	
Peggy Henry	Karen J. Saphos*	
Jane E. Hiebert*	Kim Hundley	
Kim Hundley	Joanne Sauter	
Helen Jakpor	Lateasa L. Scott*	
Nadine N. Jamison	Jessica H. Shelton	
Elaine Jegi*	Whitney D. Simpkins	
Margie Johnson	Toni S. Smalls	

CONSULTANTS/ CONSULTORAS

Melanie Anderson	Trinity M. Baker
Katrina Clayton Hall	Joya D. Cook Miller
Roma Gonzalez	Heather Mancinas
Rosendy Mercado	Tawanda Mosley
Margarita Salvador Merino	Mabel G. Santos
Lourdes Vazquez	Tammy Ward
* Denotes requalified driver.	
* Denota conductora recalificada.	

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

September/Septiembre de 2020

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.



Aurora Abad	Shelia R. Bryant	Kimberlei J. Davis
Teisha L. Agee	Shanagay G. Burrell-peters	Johana De Freitas
Alicia Alas	Darleta C. Cadena	Elayne De La Cotera
Magaly Alfaro	Yessenia B. Calix	Sara Dimmick
Alyssa Allen	Tamara Caple	Joni Drake
Wanda I. Aponte	Yoandra Carralero	Lauri Esslinger
Maribel Aviles	Rosana Carrazana	Ingrid Evans
Ana Ballesteros	Tanya L. Carter	Colleen Fabrikant
Pamela D. Barbosa Gonzalez	Marisol C. Castellon	Patricia G. Felton
Maribel B. Barradas	Teresita Castillo	Serita V. Fentress
Miriam Barralaga	Kristen Clark	Marilyn Flach
Mariela Bermudez Santiz	Michelle Clinkscales	Linda E. Fleming
Cheyenne L. Booher	Valencia M. Cook	Norma Foster Shaw
Anthony Boone	Ana Corado	Minerva L. Fuente
Carolina Bove	Korina Coronel	Meagan A. Funn
Erica Breshears	Jobeth Cortese	Kerchelle Gabriel
Vicki C. Brooks	Ana Luz Cruz	Patrice M. Gaines
Desiree Brown	Tanisha N. Curry	Lisa R. Gaither
	Patrice Daniels	Rosa E. Galdamez
		Yulissa D. Garcia

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?

GOLD MEDALS

MEDALLAS DE ORO

September/Septiembre de 2020

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

New Team Members/Nuevas integrantes de equipo

118 GOLD MEDALS	42 GOLD MEDALS
Imelda Hernandez* 5	Stephanie D. Castro* 5
95 GOLD MEDALS	41 GOLD MEDALS
Ana V. De Leon* 5	Jacqueline J. Alarcon* 8
82 GOLD MEDALS	40 GOLD MEDALS
Juana Vega* 8	Josefina Malagon* 9
74 GOLD MEDALS	39 GOLD MEDALS
Israel Hernandez Arias* 6	Regina M. Clark* 5
73 GOLD MEDALS	37 GOLD MEDALS
Linda S. Chasten* 5	Robyn K. Barnwell* 7
71 GOLD MEDALS	36 GOLD MEDALS
Yvette Black* 5	Rosmary A. Morel* 5
Kennetha Shuford Wallace* 13	33 GOLD MEDALS
63 GOLD MEDALS	Christine S. Lewis, G. Mayfield Banks Unit 5
Maria Cruz Torres Lepe* 8	32 GOLD MEDALS
Judy Gieson* 6	Antonia Miranda* 5
62 GOLD MEDALS	31 GOLD MEDALS
Ebun Osaze* 6	Ana Barros* 11
58 GOLD MEDALS	29 GOLD MEDALS
Marta P. Hernandez* 5	Ngozi E. Ojukwu* 7
54 GOLD MEDALS	26 GOLD MEDALS
Teodora Ahumada* 5	Ashley C. Butler* 5
Renita G. Peele* 5	23 GOLD MEDALS
53 GOLD MEDALS	Eusebia Zamudio* 6
Sylvia H. Hill* 5	22 GOLD MEDALS
Emily S. Vijil* 8	Pamela R. Davis* 7
51 GOLD MEDALS	21 GOLD MEDALS
Olayinka K. Adegbayi* 7	Mary L. Cole* 5
50 GOLD MEDALS	Ayobami O. Olusa* 5
Lorena M. Arce* 6	20 GOLD MEDALS
47 GOLD MEDALS	Mónica P. Coba* 5
Rita Allen* 5	Nora Dominguez* 20
Kathryn L. Engstrom* 5	Kamilah S. Mayo* 5
Xiomara R. Mejia* 7	Esther Sanchez* 10
46 GOLD MEDALS	19 GOLD MEDALS
Maria Mendoza* 5	Bakir J. Coulter* 9
Magda Oros* 5	Olga Cuzco* 7
44 GOLD MEDALS	Maria E. Mondragon* 5
Jacinta Gitau* 5	Sally Nunez Almanzar* 6

17 GOLD MEDALS	Christina M. Rebers* 5
Lindsay R. Ufert* 5	Cruz Sosa* 5
16 GOLD MEDALS	Jennifer Steiger* 8
Ilana Fuentes* 5	Jacqueline Villanueva* 11
15 GOLD MEDALS	5 GOLD MEDALS
Elizabeth A. Cole-Preyer* 5	Anika Aguilera* 5
Gloria Heyaime* 10	Karina Burgoin Ballesteros* 10
Jane E. Hiebert* 7	Jannelik C. Engoronatt 5
Yolanda Lopez* 13	Marquez* 5
Rosie Rodriguez* 5	Janeth Garcia* 5
14 GOLD MEDALS	Mabel Hernandez* 5
Kerry J. DeVilbiss* 5	Yulkenia Holguin* 8
Erika Fonseca* 6	Geovany A. Malin* 7
13 GOLD MEDALS	Patricia Mendoza* 6
Rouyay Frias* 7	Stephanie R. Myles* 5
Tynisa L. L. Jones* 6	LaToya Preston-Gill* 8
Norma E. Rodriguez* 5	Lateasa L. Scott* 5
12 GOLD MEDALS	Kathy M. Terry, M. Givens Unit 5
Tiqqa M. Barrow* 7	4 GOLD MEDALS
Jacqueline N. LeClair* 6	Norma Acevedo, J. Mendoza Unit 13
Maria d. Meraz Medina* 6	Jenny B. Agbeja, L. Zaremsky Unit 8
Beatriz Triana, S. Valencia Unit 5	Ursula Albury* 7
Alberlys K. Uztariz Soto* 11	Yessica Barrera Gomez* 5
11 GOLD MEDALS	Petronila Bolivar* 5
CaRita Bailey* 11	Lisandra Collazo* 6
LaVonda Brannon* 5	Genevieve M. Desrosiers, D. Ahinasi Unit 5
Marsha R. Gray* 5	Angelica M. Escalona Medina* 5
Rosendy Mercado, E. Cespedes Unit 7	Tiffany M. Graves* 12
Angela M. Scott* 7	Illana A. Martinez* 9
10 GOLD MEDALS	Franciel J. Parra Rodriguez, A. Guerra Unit 11
Dominga Acasio Guzman* 5	Mabel G. Santos, M. Jimenez Garcia Unit 7
Erika N. Cullen* 8	Yeki S. Simon* 5
Gloria Gardner* 5	Sandra Sweazie, M. Gray Unit 8
B. Janelle Thomas* 5	Zeudi Vamper* 5
Suheit M. Vielma* 9	Judith W. Willis* 5
9 GOLD MEDALS	3 GOLD MEDALS
Lorena Armenta* 16	Joya D. Cook Miller, T. Monroe Finley Unit 6
Jennifer M. Clapsaddle* 6	Viviana Espinoza* 6
Cynthia B. Palmer* 8	Arlette M. Fair-DeVine, L. Chisholm Unit 5
Karina Tapia, M. Koo Unit 6	Guillermo Gonzalez* 7
Katie A. Wallace* 9	Robin M. Jeffries* 5
8 GOLD MEDALS	Betsi Jimenez Vera* 11
Sara Erb* 6	Karen M. Johnson, A. Cheney Unit 6
Shontel Johnson* 5	Jayne L. McGill* 6
Vickie L. Mack* 6	Sonji Neverson, G. Mayfield Banks Unit 6
Delmy Y. Moran De Martinez* 6	Omotunde O. Okubanjo, A. Olusa Unit 5
Guadalupe Rabago* 5	Belkys I. Sanchez, D. Rodriguez Unit 5
7 GOLD MEDALS	2 GOLD MEDALS
Damita Bynes* 5	Sharon Adams, M. Gyure Unit 5
Paola Perez Perozo* 27	Yipsi Avila, E. Perez Unit 5
Stephanie N. Schuman* 5	Maribel B. Barradas, S. Vielma Unit 10
Joy V. Thomas* 5	Cheryl L. Bogue, S. Goodwin Monday Unit 8
6 GOLD MEDALS	
Danielle T. Ahinasi* 7	
Patricia A. Campbell* 6	
Yanetsi Espinosa* 6	
Dee Dee J. Hooks* 5	
Dana Lewis* 5	
Cindy V. Perez Fernandez* 5	

Hilda M. Calderon, F. Delafuente Unit 7	Kimberlei J. Davis, B. Jenks Unit 6
Michelle J. Carpenter, A. Tatum Unit 5	Lauri Esslinger, R. Holloway Unit 6
Olga A. Carrillo* 5	Eleni Farinas, A. Hatheway Unit 5
Neisoly F. Conde, D. Quintero Unit 5	Cynthia D. Ford, T. Parkin Unit 5
Johana De Freitas, T. Abad Unit 10	Anne-Marie T. Gaines, B. Thomas Unit 5
Kim Freeman, K. Marsman Unit 5	Racquel Gammage-Mills, C. Patrick-Henry Unit 5
Roma Gonzalez, R. Morel Unit 5	Flor A. Garcia, A. Escalona Medina Unit 9
Maria Guerrero, L. Arocha Duque Unit 6	Bri Haas, K. Goldstein Unit 5
Katie Hayes* 11	Miesha N. Hardy, G. Allen Unit 9
Charly Hooks, D. Hooks Unit 10	Tiffany Hughes, R. Barnwell Unit 6
Kayla Kaurich* 5	Suzanne M. Ivey, D. Sharp Unit 7
Elizabeth Mouton* 5	Tanisha L. Jones, M. Gray Unit 8
Karina D. Ocampo, P. Bolivar Unit 11	Gracie G. LeSane, L. Chisholm Unit 8
Maritza A. Prieto, M. Acosta Unit 6	Heather Mancinas, K. Marsman Unit 6
Megan T. Prothro* 9	Schemika Mark-Hayes, L. Taylor Unit 8
Mery C. Quiva, K. Diaz Unit 10	Ketty Martinez, Y. Diaz Unit 6
Anasly X. Ramirez, E. Vijil Unit 11	Adela Mesa Perez, D. Engroba Unit 7
Lorena Ramirez, T. Abad Unit 10	Barbara Morales, A. Cabrera Unit 7
Evelyn L. Richardson, M. Calbert Unit 5	Elizabeth Oblea, D. Figueroa Unit 5
C'Artis Roberts, A. Lawson Unit 8	Yosselin Ochoa, I. Quiroz Zelaya Unit 6
Zaida Rodriguez, J. Macias Unit 7	Ingrid V. Ordonez, D. Ordonez Unit 9
Barioska V. Salinas Bascetta, V. Acosta Rincon Unit 8	Maria Osorio, J. Cumare Unit 9
Margarita Salvador Merino, G. Mendoza Unit 10	Sally B. Reynolds, D. Ahinasi Unit 6
Norelis Sotolongo* 5	Jenny Vasquez, A. Guerra Unit 8
Rebekah Thomas* 5	Natasha E. Wright, A. Lambert Unit 5
Maureen C. Valdes, M. Acosta Unit 10	1 GOLD MEDAL
Jenny Vasquez, A. Guerra Unit 8	Dalianses Abreu, R. Briceño Sanchez Unit 5
Natasha E. Wright, A. Lambert Unit 5	Deja N. Albury, U. Albury Unit 6
	NaTasha M. Allen, M. Calbert Unit 6
	Gloriana A. Amaro, S. Escobar Unit 6
	Shelia Bell, M. Calbert Unit 6
	Racheal Bohnert, K. Goldstein Unit 5
	Charlene Bryant, R. Charity Unit 7
	Shanagay G. Burrell-Peters, A. Tatum Unit 5
	Diane Christiani, T. Randall Unit 5
	Marsha D. Copeland-Lindsey, J. Willis Unit 5
	Tanisha N. Curry, B. Carr Unit 5

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

13% CLUB

CLUB DEL 13%

September/Septiembre de 2020

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

EMERALD/ESMERALDA

Ursula Albury* 2,584	Jamie Revelle* 1,948	Maria S. Gonzalez* 1,730	Mendy S. Huff* 1,641	Lindsay E. Freisthler* 1,587
Michelle L. Calbert* 2,536	Emily S. Vijil* 1,939	Brendaliz Cajigas* 1,726	Angela M. Scott* 1,635	
Ebun Osaze* 2,467	Cynthia B. Palmer* 1,832	Menina M. Givens* 1,706	Jennifer Steiger* 1,628	
Ana Barros* 2,185	Jacqueline Villanueva* 1,800	Esther Sanchez* 1,664	LaKeshia M. Chisholm* 1,624	
Jennifer L. Besecker* 2,029	Misty D. Gyure* 1,797	Amy M. Alber* 1,659	Linda S. Chasten* 1,618	
Nora Dominguez* 1,993	Liz M. Gregory* 1,765	Norma Acevedo, J. Men doza Unit 1,642	Kennetha Shuford Wallace* 1,604	

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

September/Septiembre de 2020

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

DIAMOND/DIAMANTE

Deborah S. Bailye	\$89,347
Beverly Taylor	86,969
Sherrie C. Purvis	84,928
Mary Kathryn King	84,250
Jamie V. Taylor	75,242
Susan M. McCoy	74,567
Suzanne T. Young	72,582
Angela J. Fry	72,412
Kim A. Messmer	67,572
Nancy M. Polish	67,424
Christy Biggam	66,858
Gerri Anne Morris	66,529
Karime Rosas	65,000
Stephanie A. Mottaz	64,163
Ruth Alvarado	61,677
Debbie L. Clark	58,658
Kathy M. Viola	58,629
Shelly Palen	57,078
Rachel A. Kasprzyk	56,508
Cindy Machado-Flippen	56,343
Maren M. Moore	56,305
Kayla A. Holliday-Lamar	55,795
Stacy Goss	55,754
Samantha Ewing	55,647
Tonya P. Minor	55,213
Nicole Clanton	55,207
Raquel V. Sanchez	54,786
Bianca Torres	54,444
Astrid Pagan	54,343
Annette Conley	53,960
Judy Higgins Pantano	53,810
Kathy R. Bullard	53,773
Deborah Dudas	53,550
Tammy I. Hare	53,325
Denise M. Cadenhead	52,797
Delmi C. Santos	52,733
Audrey K. MacDowall	52,714
Rosalinda Mejia-Cardenas	52,286
Paula Kelsch	52,184
Sara R. Pennella	52,001
Lisa A. Stengel	51,477
Christina L. Frantz	51,439
Amy Kemp	51,423
Lindsay D. Christenson	51,121
Megan N. Wilkes	51,111
Marsha Morrisette	49,996
Kayla M. Watts	49,625
Mileta K. Kinser	49,605
Deanna L. Manning	49,386
Amie L. Brady	49,194
Sheila Gonzalez	48,243
Yessica Navarro	47,746
Sonya L. Coleman	47,695
April C. Hutchinson	47,472
Andrea M. Krause	47,445
Leah D. Dade	47,251
Tawnya Krempges	47,234
Nicki R. Hill	46,994
Tinisha R. Lane	46,863
Shannon M. Nelson Duguay	46,813
Frances M. Jackson	46,767
Joan M. Farrell	46,585
Robin S. Lantz	46,320
Kelly K. Johnsrud	46,200
Kathy Fean	45,989
Emily Sims	45,976
Billie Gillespie	45,819
Leslie Jackson	45,756
Ingrid E. Smith	45,612
Samantha W. Hill	45,530
Joy H. Rentz	45,279
Nadine H. Huckabee-Stanley	45,029
Rachel L. Ryan	44,902
Constance Nugent Miller	44,852
Latrice Mahalitic	44,833
Christine Wittmann	44,690
Pat Joos	44,686
Christi G. Campbell	44,660
Elvi S. Lamping	44,477
Allison Piro	43,939
Jil Johnson	43,910
Kelly Willer-Johnson	43,764
Faith A. Gladding	43,569
Donna K. Smith	43,313
Shelley Olson	43,282
Jessye R. Nichols	43,208
Michelle Cape	43,168
Crystal D. Gardner	42,597
Sara K. Turco	42,555
LaChelle M. Seleski	42,540
Chelsea C. Adkins	42,487
Kelly M. Freeman	42,308
Tara L. Duncan	42,178
Sylvia L. Martinez	42,142
Terri Lewis	42,131
Jenny Siemonsma	42,087
Ashley S. Orr-Graves	42,076
Carol Fehr	42,069
Anita Ruffin	42,027
Dana Davis-Armstead	41,591

RUBY/RUBÍ

Milagro Ventura Diaz	\$89,924
Kali DeBlander Brigham	83,696
Paula M. Kirkpatrick	79,174
Kenia K. Acosta	76,606
Bridgette R. Conley	76,162
Suzanne Moeller	74,347
Monique N. McIntyre	71,580
Susan Moore	70,139
Kaela L. Steinman	67,972
Valerie A. Lucio-Polk	67,760
Palia A. Curry	67,127
Brenda Fenner	67,033
Thessy N. Nwachukwu	66,461
Julia Grandy	66,046
Elizabeth K. Toupin	65,075
Lauren N. Bloomer	64,491
Monica A. Land	64,269
Kellee L. Valerio	64,054
Sylvia Marin	63,087
Joedi Carmichael	62,997
Donna Clark-Driscoll	61,188
Lisa Anne Harmon	60,723
Kimberly Skinner	58,541
Caitlin M. Griffo	57,561
Angela M. Burrows	57,227
Krystal D. Downey-Shada	56,949
Diane K. Lundgren	56,747
Jordan Twilley	56,172
Lisa Hansen	55,846
Pamela D. Cox	55,780
Susan C. Ehrnstrom	54,389
Stephanie L. Coker	53,875
Alyssa A. O'Neill	53,508
Ginger J. Benedict	52,473
Jessica Youngker	52,384

Tamarie M. Bradford	52,283
Terry Thole	51,587
Amy C. Schule	51,413
Gloria Moreno Medrano	51,149
Kimberly D. Galindo	50,304
Jaime M. Bittner	50,102
Jodie A. Reed	49,965
Ronda Faber	49,759
Maureen Shipp	49,477
Stacey P. Nelson	49,011
September A. James	48,666
Magdalena Diaz de Leon	47,797
Pricila D. Martinez	47,735
Corrin Cresci	47,489
Ryan A. Rives	47,473
Christy M. Fetzer	47,013
Stephanie B. Silver	46,790
Elizabeth A. Viola	46,636
Laura V. Middleton	46,431
Laura A. Kattenbraker	46,140
Courtney L. Armstrong	45,621
Marjorie A. Reyes Iainez	45,621
Breanna N. Goodwin	45,121
Brandy D. Herring	44,964
Roxy H. Coursey	44,823
Elizabeth A. Kramer	44,141
Jacqueline Donna	43,917
Chatney Gelfius	43,857
Heather J. McKinney	43,800
Talisha Freeman	43,697
Clary Martinez	43,673
Sheryl J. Arena	43,554
Eusebia Bonilla	43,511
Maria Hernandez	43,346
Stephanie Audino	43,051
Elsa Lugo	42,873
Cindy Templeton	42,652
Patti Cornell	42,352
Fidelia Cervantes	42,277
Melinda E. Nash-Bell	42,236
Judie Roman	42,191
Graceanne S. Williams	42,084
Lisa V. Bauer	41,853
Heather A. Daniel-Kent	41,830
Laurie C. Cole	41,743
Sherri Ammons	41,456
Barbara Baty	41,230
Rocio N. Palomera Urena	41,095
Debbie A. Elbrecht	41,087
Amy Kitrell	40,998
Sonya F. Goins	40,961
Christy M. Cox	40,848
Sylvia T. Barritt	40,814
Ruth Whiteleather-Orrell	40,716
Wendy L. Masterson	40,342
MinDee M. Sommerla	40,002
Teka-Ann Haynes	39,879
Andrea Jackson Berger	39,834
Cleta Colson-Eyre	39,696
Jeanette Curren-Cochran	39,692
Linda Sigle	39,390
Alma L. Castro Magana	39,116
Laura C. Asseff	39,091
Jeanie K. Navrkal	39,069
Kathy Williams Oeder	38,901

SAPPHIRE/ZAFIRO

Larinda J. King	\$114,047
Kara Kirk	91,952
Ashley R. Dornbos	83,532
Lisa M. Zimmerman	81,816
Keita Powell	79,937
Lana M. Hartzog	73,772
Lafreda D. Williams	73,040
Jordan Eicher	71,177
Katherine L. Longley	63,247
Carolyn Colter	62,827
Amy J. Bowman	62,352
Christine M. Hoekstra	62,225
Karla M. Reno	61,867
Holly J. Dix	60,980
Jeni Tjelle	60,448
Tommi Pleasure	60,176
Hilda M. Magana	58,495
Laurieann Barclay	58,492
Moleda G. Dailey	58,468
Cynthia M. Cummings Jones	58,216
Melva M. Slythe Farquharson	58,179
Jerlene Vrana	58,002
Eno Inoyo	56,388
Rachel Statile	56,374
Marita W. Campbell	55,191
Princess Jones	54,858
Laura A. Zipay	54,735
Autumn R. Heble Britton	54,677
Daylene Martinez Lazos	54,460
JoAnn M. Allen	54,384
Jean A. Wilson	54,329
Beth H. Williamson	53,918
Megan E. Santos	53,674
Julie Neal	53,154
Linda Meier	53,066
Jeanette M. Thompson	52,465
Satarro Purnell	52,139
Brooke E. Bennett-Young	51,642
Nedra White Wartham	51,537
Dolores Keller	51,263
Tehrie Ned	51,103
Tinia W. Campbell Piard	50,981
Penny J. Jackson	50,864
Marcela Pasco	50,738
Stacy O. Ervin	50,550
Debbie A. Weld	50,532
Karla R. Plantan	50,517
Mary K. White	50,251
Hannah L. Brown	49,303
Erika D. Hulm	48,865
Missouri H. Simmons	48,240
Daisy Cuevas	48,130
Jayne Kauffman	48,075
Patty Webster	47,786
Charlene Grubbs	47,736
Samantha J. Cortez	47,607
Jacquelyn G. Bates	47,216
Jessica Scola	47,107
Krystal K. Hunsucker	46,801
Jodi L. Allman	46,799
Lady Ruth Brown	46,678
Jessica N. Schultz	46,457
Azul P. Lozano	46,434
Jo Ann Jamison	45,709
Christine M. Jessee	45,667
Latricia R. Vango	45,632

Brielle Q. Flanagan	45,423
Tracy Foltz	45,283
Ester M. Barahona	45,228
Nelida Vargas	45,180
Candy I. Brown	45,026
Jemma H. Imwalle	44,660
Kaye Yuen	44,426
Ginger M. Noel	44,157
Lauren Callahan	44,062
Kimberly Leigh Moore	43,998
Reyna V. Alvarado Rivera	43,888
Randi Stevens	43,673
Diane Covington	43,632
Jessica Holzbach	43,570
Sandi Gaither	43,376
Jodi E. Bland	43,181
Pauline White	43,092
Adrienne D. Hollifield	42,931
Dynetta M. Minter	42,852
Carol Lee Johnson	42,476
Carolyn I. Kelley	42,457
Verlyn D. Jenkins	42,337
Petie L. Huffman	42,108
Cynthia S. Sheppa	41,942
Doris M. Quackenbush	41,888
Stephanie B. Bowen	41,726
Isela M. Martinez	41,650
Kim B. Roberts	41,647
Nancy W. Pettaway	41,592
Rayna Lee	41,566
Stephanie L. Lenard	41,344
Marisol Lopez	41,241
Candace N. Holte	41,201
Margarita Elisea	41,196

EMERALD/ESMERALDA

Brendaliz Cajigas	\$78,626
Ebun Osaze	77,853
Merina M. Givens	77,379
Jennifer L. Besecker	75,831
Audrey L. Detesco-Nickell	75,160
Brittani M. Jenks	75,084
Kijuan R. McKinnie	74,755
Emily S. Vijil	74,597
Jessica Mendoza	73,364
Tiffany M. Graves	72,932
Nancy Boucher	70,141
Amber L. Towne-Geehan	69,354
Omaya Rivera	68,966
Ursula Albury	68,871
Shauna L. Abbots	67,010
Leslie M. McKinney-Smith	66,853
Melinda M. Balling	65,536
Kathy Eckhardt	64,665
Bridgett L. Moore	64,443
Deirdre L. Eschazier	63,043
Mary Strauss	61,693
Michelle L. Calbert	60,633
Gloria Heyaime	60,460
Christine D. Barrueco	59,903
Katy Goldstein	59,858
Deanna L. Spillman	59,773
Margaret Neill	59,666
Brenda Stafford	58,933
Nicole L. McDaniel	58,919
Stacey Craft	58,833
Tracy Randall	56,975
Cynthia B. Palmer	56,309
Maria J. Koo	56,278

Jacqueline N. LeClair	55,914
Leanne Parrino-Pheasant	55,607
Michelle Williams	55,504
Hollie R. Sherrick	55,292
Kathryn L. Engstrom	55,211
Lisa J. Charity	54,722
Angel Guerra	54,634
Stacy D. Foust	53,779
Christina A. Mcgillivray	53,529
Lisa C. Mack	53,297
Maggie Rader	53,204
Elsi Coto	52,452
Ana Barros	51,809
Esther Sanchez	51,734
Tina M. Dees	51,536
Angela D. Tatum	51,425
Anita Rodriguez	51,404
Tandy Fischer	51,333
Pam Kelly	50,392
Jennifer Steiger	49,341
Donica S. Burke	49,215
Linda S. Chaven	49,094
Angela R. Davenport	48,798
Yosemy Mora	48,709
Ann Shears	48,577
Elva Jordan	48,544
Sally Moreno	48,290
Tasha M. Miller	48,227
Angela M. Scott	48,204
Karen E. Ridle	48,062
Michelle R. Backman	47,893
Dee Dee J. Hooks	47,837
Carrie Blookin	47,733
Aida Ramallo de Escribano	47,283
Myrna I. Colon	47,282
Nikki H. Edgemon	46,657
Lucia Fernandez	46,620
Katie Hayes	46,447
Krista A. Johnson	46,277
Libby Smith	46,197
Jamie Revelle	45,983
Jacqueline Villanueva	45,394
Anna M. Rowe	44,909
Judith W. Willis	44,724
Nancy O'Hara	44,625
LaKeshia M. Chisholm	44,515
Rosmary A. Morel	44,349
Maritza Arce	43,705
Denise G. Kucharski	42,943
Rosanna M. Briceno Sanchez	42,911
Sandra F. Goldsby	42,865
Robyn K. Barnwell	42,857
DeeDee J. Arcuri	42,809
Jill Beckstedt	42,798
Betty McKendry	42,736
Shelly E. Ehler	42,662
Rachelle Holloway	42,565
Tammy West-Murrian	42,509
Richelle V. Barnes	42,508
Kelly S. Shannon	42,459
Carol Mouradian	42,223
Danielle T. Ahinasi	42,171
Kim I. Bessey	42,002
Paula Tyree Bowman	41,679
Shannon M. Palko	41,676
Linda Klein	41,592
Lindsay E. Freisthler	41,552

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurrirán, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

September/Septiembre de 2020

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

DIAMOND/DIAMANTE

Jamie V. Taylor	\$19,878	Denise M. Cadenhead	8,039
Sherrice C. Purvis	16,624	Nancy F. Castro	7,999
Delmi C. Santos	16,483	Rachel L. Ryan	7,947
Karime Rosas	14,819	Annette Pace	7,853
Deborah S. Bailye	13,081	Kristiana M. McElroy	7,835
Mary Kathryn King	12,989	Shannon M. Nelson	
Nancy M. Polish	12,911	Duguay	7,830
Debbie L. Clark	12,734	Stacy Goss	7,827
Monique Vallair	12,540	Tammy I. Hare	7,797
Stephanie A. Mottaz	12,306	Celeste Pichardo	7,655
Beverly Taylor	11,600	Mileta K. Kinser	7,654
Stephanie A. Richter	11,538	Karla Somarrriba	7,585
Astrid Pagan	11,376	Rosalinda Mejia-Cardenas	7,580
Christy Bigham	11,029	Jenny Siemonsma	7,557
Samantha Ewing	10,985	Andrea M. Krause	7,556
Raquel V. Sanchez	10,816	Sara K. Turco	7,555
Suzanne T. Young	10,756	Priscilla McPheeters	7,499
Susan M. McCoy	10,713	Leslie Jackson	7,498
Angela J. Fry	10,621	Kathy Fean	7,497
Sara R. Pennella	10,593	Dana Davis-Armstead	7,469
Sonya L. Coleman	10,425	Michelle Cape	7,452
Judy Higgins Pantano	10,128	Linda Kieper	7,451
Elizabeth Fernandez	10,109	Amarilys Adames	7,445
Ruth Alvarado	9,979	Robin S. Lantz	7,421
Tinisha R. Lane	9,937	Savannah Gay	7,404
Kim A. Messmer	9,929	Anita Ruffin	7,349
Tawnya Krempges	9,911	Leah D. Dade	7,340
Chelsea C. Adkins	9,898	Connie L. Russo	7,332
Shelly Palen	9,893	Kayla M. Watts	7,299
Constance Nugent Miller	9,823	Latrice Mahalitic	7,292
Lindsey D. Christenson	9,815	Ingrid E. Smith	7,290
Christina L. Frantz	9,704	Tracy Craven	7,238
Kathleen Koclanes	9,672		
Megan N. Wilkes	9,631		
Amie L. Brady	9,556		
Nicki R. Hill	9,488		
Rachel A. Kasprzyk	9,443		
Kayla A. Holliday-Lamar	9,349		
Lisa A. Stengel	9,345		
Amy Kemp	9,284		
Nadine Bowers	9,244		
Nicole Clanton	9,230		
Annette Conley	9,162		
Samantha W. Hill	9,108		
LaChelle M. Seleski	9,043		
Maren M. Moore	9,013		
Audrey K. MacDowall	8,963		
April C. Hutchinson	8,939		
Marsha Morrisette	8,929		
Tonya P. Minor	8,910		
Gerri Anne Morris	8,836		
Kathy R. Bullard	8,834		
Tanya L. Satcher	8,821		
Celeste Byrd	8,637		
Joan M. Farrell	8,509		
Faith A. Gladding	8,470		
Deborah Dudas	8,467		
Paula Kelsch	8,375		
Kathy M. Viola	8,323		
Deanna L. Manning	8,265		
Yessica Navarro	8,263		
Cindy Machado-Flippen	8,244		
Yolanda Mercado	8,194		
Heather M. Julson	8,193		
Ciara N. Peyton	8,131		
Bianca Torres	8,106		
Coty Maldonado	8,105		
Christine Wittmann	8,103		
Teresa A. Lischwe	8,093		

RUBY/RUBÍ

Milagro Ventura Diaz	\$17,796
Kenia K. Acosta	14,613
Heather A. Daniel-Kent	13,046
Randi S. Gleason	13,005
Jacqueline N. Alford	12,827
Julia Grandy	12,396
Thesny N. Nwachukwu	11,898
Bridgette R. Conley	11,748
Kali DeBlander Brigham	11,736
Magdalena Diaz de Leon	11,423
Monique N. McIntyre	11,354
Kellee L. Valerio	11,170
Lauren N. Bloomer	11,102
Silvia Marin	11,096
Ginger J. Benedict	10,848
Susan Moore	10,727
Paula M. Kirkpatrick	10,691
Jordan Twilley	10,414
Joedi Carmichael	10,408
Valerie A. Lucio-Polk	10,406
Brenda Fenner	10,262
Donna Clark-Driscoll	10,261
Pamela D. Cox	10,242
Jodie A. Reed	10,237
Suzanne Moeller	10,107
Angela M. Burrows	9,758
Monica A. Land	9,740
Elsa Lugo	9,676
Elvia Cordova	9,661
Palia A. Curry	9,650
Jacqueline Donna	9,598
Prícila D. Martinez	9,360
Alyssa A. O'Neill	9,326
Jenn Kirkham	9,140

Eusebia Bonilla	9,127
Roxy H. Coursey	9,113
Guillermina Yuen	8,939
Marjorie A. Reyes Iainez	8,906
Kaela L. Steinman	8,903
Kimberly Skinner	8,852
Heather J. McKinney	8,806
Stephanie L. Coker	8,786
Caitlin M. Griffo	8,746
Jessica Youngker	8,712
Tamarie M. Bradford	8,678
Maria Hernandez	8,622
Melinda E. Nash-Bell	8,609
Jaime M. Bittner	8,588
Jeanie K. Navrkal	8,578
Amy Kitrell	8,498
Carmen J. Felix	8,496
Talisha Freeman	8,406
Maureen Shipp	8,394
Fidelia Cervantes	8,377
Elizabeth K. Toupin	8,339
Ana Santos	8,334
Jeannette Curren-Cochran	8,260
Lisa Anne Harmon	8,258
Stephanie B. Silver	8,208
Diane K. Lundgren	8,207
Teresa F. Stewart	8,187
Jennifer L. Albertini	8,130
Gloria Moreno Medrano	8,119
Laura V. Middleton	8,090
Stacey P. Nelson	8,077
Sheryl J. Arena	8,066
Rachael M. Bullock	8,059
Lauren C. Asseff	8,001
Kimberly D. Galindo	8,000
September A. James	7,962
Rocio N. Palomera Urena	7,959
Reyna N. Lepe	7,956
Ryan A. Rives	7,907
Barbara Baty	7,890
Nikole M. Childress	7,878
Barbara Pleet	7,869
Ronda Faber	7,840
Lisa Olivares	7,838
Brandy D. Herring	7,802
Pamela J. Sparks	7,784
Courtney L. Armstrong	7,724
Clary Martinez	7,708
Breanna N. Goodwin	7,704
Christy M. Fetzer	7,671
Elizabeth A. Viola	7,642
Elizabeth A. Kramer	7,628
Elizabeth A. Elder	7,623
Susan C. Ehrnstrom	7,531
Chatney Gelfius	7,431
Graceanne S. Williams	7,418
Corrin Cresci	7,402
Lisa Hansen	7,389
Amy C. Schule	7,375
Krystal D. Downey-Shada	7,308
Aide G. Martinez Charre	7,297
Maria Bautista	7,280
Cynthia L. Frazier	7,241
Pat Z. Allen	7,224
Debbie A. Elbrecht	7,160
Marisol Rodriguez	7,085

SAPPHIRE/ZAFIRO

Larinda J. King	\$18,329
Kara Kirk	17,078

Brooke E. Bennett-Young	16,457
Lafreda D. Williams	15,624
Julie B. Sapp	14,479
Keita Powell	14,196
Lana M. Hartzog	14,139
Karla M. Reno	14,067
Marita W. Campbell	13,555
Hilda M. Magana	12,935
Ashley R. Dornbos	12,648
Lisa M. Zimmerman	12,208
Tinia W. Campbell Piard	11,938
Cynthia M. Cummings Jones	11,881
Carolyn Colter	11,736
Missy M. O'Neal	11,571
Carmen B. Jones	11,113
Beth H. Williamson	11,094
Tehrie Ned	10,976
Tommi Pleasure	10,787
Jemma H. Imwalle	10,632
Holly J. Dix	10,589
Linda Meier	10,472
Melva M. Slythe Farquharson	10,432
Christine M. Hoekstra	10,351
Stephanie B. Bowen	10,329
Lauren Callahan	10,293
Satarro Purnell	10,159
Stacy O. Ervin	10,101
Lady Ruth Brown	9,986
Laura A. Zipay	9,955
Amy J. Bowman	9,922
Nedra White Wartham	9,806
Delia Ponce	9,738
Erika D. Hulm	9,731
Katherine L. Longley	9,702
Pam Garner	9,668
Verlyn D. Jenkins	9,655
Laurieann Barclay	9,592
Jordan Neal	9,569
Julie Eicher	9,501
JoAnn M. Allen	9,369
Jennifer J. McNulty	9,345
Brielle Q. Flanagan	9,338
Tirza Llanes	9,294
Eno Inoyo	9,263
Penny J. Jackson	9,232
Jacquelyn G. Bates	9,158
Rachel Statile	9,125
Marisol Lopez	9,091
Jean A. Wilson	8,857
Nancy W. Pettaway	8,746
Nelida Vargas	8,709
Jeni Tjelle	8,659
Cozzie M. Walker V.	8,591
Princess Jones	8,579
Jessica Scola	8,571
Dynetta M. Minter	8,480
Chelsea S. Cooley	8,472
Cynthia S. Sheppa	8,464
Jerlene Vrana	8,459
Samantha J. Cortez	8,459
Ester M. Barahona	8,425
Mariaelena Boquin	8,404
Moleda G. Dailey	8,392
Candy I. Brown	8,384
Megan E. Santos	8,383
Lynn C. Purser	8,370
Jessica N. Schultz	8,368
Jeanette E. Beichle	8,356

Daylene Martinez Lazos	8,295
Michele M. Armes	8,236
Kerri L. Ross	8,231
Jillian Decker	8,202
Stephanie L. Lenard	8,191
Marcela Sierra	8,108
Daisy Cuevas	8,074
Margarita Elisea	8,062
Missouri H. Simmons	8,054
Jeanette M. Thompson	8,047
Tracey F. Hedrick	8,025
Dolores Keller	8,024
Christina N. Newsome	8,005
Maria Claxton-Taylor	7,996
Diane Covington	7,932
Jo Ann Jamison	7,914
Hannah L. Brown	7,812
Autumn R. Heble Britton	7,682
Karla R. Plantan	7,637
Jayne Kauffman	7,603
Reyna V. Alvarado Rivera	7,514
Maria Montes	7,505
Debbie A. Weld	7,473
Jodi L. Allman	7,434
Jessica Holzbach	7,395
Mary K. White	7,349
Joycelyn B. Westbrooks	7,336
Rubi Amateco-Nava Vazquez	7,334
Kim B. Roberts	7,297
Patty Webster	7,223

EMERALD/ESMERALDA

Michelle L. Calbert	\$17,845
Ebun Osaze	17,106
Brendaliz Cajigas	16,737
Menina M. Givens	15,211
Jessica Mendoza	14,358
Jennifer L. Besecker	14,335
Gloria Heyaime	14,091
Emily S. Vilij	13,665
Audrey L. Detesco-Nickell	13,273
Tiffany M. Graves	12,951
Christine D. Barrueco	12,308
Ursula Albury	12,014
Kijuana R. McKinnie	11,996
LaKeshia M. Chisholm	11,971
Shauna L. Abbotts	11,889
Brittani M. Jenks	11,734
Nora Dominguez	11,545
Omayra Rivera	11,487
Amber L. Towne-Geehan	11,380
Angel Guerra	11,261
Karen E. Ridle	11,228
Cynthia B. Palmer	10,874
Tiqkia M. Barrow	10,869
Myrna I. Colon	10,823
Bridgett L. Moore	10,503
Tracy Randall	10,418
Yosemy Mora	10,300
Ana Barros	10,256
Esther Sanchez	10,234
Nancy Boucher	10,174
Lisa J. Charity	10,093
Jennifer Steiger	9,868
Leslie M. McKinney-Smith	9,838
Kathryn L. Engstrom	9,829

Melinda M. Balling	9,693
Kathy Eckhardt	9,677
Lindsay E. Freisthler	9,621
Carrie Bloink	9,608
Elsi Coto	9,584
Amy M. Alber	9,552
Deirdre L. Eschazier	9,424
Katy Goldstein	9,413
Jacqueline Villanueva	9,362
Darcia Rodriguez	9,358
Lisa C. Mack	9,325
Nancy O'Hara	9,304
Danielle T. Ahinasi	9,277
Jacqueline N. LeClair	9,230
Ayobami O. Olusa	9,222
Rosmary A. Morel	9,212
Erika N. Cullen	9,209
Angela M. Scott	9,133
Leanne Parrino-Pheasant	9,121
Cindy Anderson	9,081
Katie Hayes	9,029
Aida Ramallo de Escribano	9,028
Nikki H. Edgemon	9,019
Sally Moreno	9,018
Linda S. Chasten	8,997
Mendy S. Huff	8,969
Angela R. Davenport	8,888
Maria J. Koo	8,864
Anita Rodriguez	8,709
Kennetha Shuford Wallace	8,695
Ngozi E. Ojukwu	8,661
Richelle V. Barnes	8,581
Brenda Stafford	8,575
Deanna L. Spillman	8,554
Jamie Revelle	8,543
Liane B. Wall	8,535
Dee Dee J. Hooks	8,527
Stacy D. Foust	8,515
Emily Stone	8,477
Stacey Craft	8,446
Angela D. Tatum	8,411
Denise Peterson	8,386
Diane M. Detesco	8,359
Nicole L. McDaniel	8,313
Ann Shears	8,257
Latricia M. Henry	8,213
MariaJose Torres	8,208
Betty McKendry	8,204
Lucia Fernandez	8,202
Krista A. Johnson	8,198
Donica S. Burke	8,102
Robyn K. Barnwell	8,082
Tandy Fischer	8,067
Josefina Malagon	8,048
Dilcia Mendoza	8,017
Linda Klein	8,010
Maggie Rader	8,001
Christina A. Mcgillivray	7,990
Margaret Neill	7,923
Liz Voran	7,892
Pam Kelly	7,855
Shannon M. Palko	7,854
Shelley Money-Eldridge	7,845
Suheit M. Vielma	7,807
Elva Jordan	7,801
Judith W. Willis	7,781

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurrirán, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

PEARL STARS

ESTRELLAS PERLA

September/Septiembre de 2020

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 y concurso mínimo de 4,800 de Consultora Estrella durante el tercer trimestre.



Tana M. Abad
Shauna L. Abbotts
Elsa Abdelrahim
Dalianes Abreu
Dominga Acasio Guzman
Norma Acevedo
Connie M. Ackroyd
Viky K. Acosta Rincon
Kenettia A. Adams
Linda J. Adams
Sharon Adams
Olayinka K. Adegbayi
Dina Aguilar Acuna
Anika Aguilera
Danielle T. Ahinasi
Jacqueline J. Alarcon
Amy M. Alber
Ursula Albury
Eileen G. Alcaide
Saira Alconedo
Janelle Alderfer
Yaima Ale
Delmy Aleman
Magaly Alfaro
Diana A. Aliberti
Alyssa Allen
Gina M. Allen
Rebecca C. Allen
Rita Allen
Barbara Allen-Rosser
Jenny Almodovar
Marifran V. Alvarado
Rosalinda A. Alvarado
Anabel Amador
Nelis Amaya
Kimberly Amerson
Mallory Anderko
Dori Anderson
Mary-Beth Anderson
Melanie Anderson
Susan D. Anderson
Kim Andrepont
Kimberly A. Appleby
Lorena M. Arce
Yvonne Arce
Irma Arce de Contreras
DeeDee J. Arcuri
Elena Arellano
Dierma F. Arias
Lorena Armenta
Gaye M. Armstrong
Sarah R. Arnold
Ma Socorro Arriaga Gomez
Maricel Ascuntar
Martha Avalos
Maria de La Luz Avila
Vilma Aviles
Maria Ayala
Angelica Bacilio
Maria I. Bahena
CaRita Bailey
Talina L. Bailey
Taneshia A. Bain
Roseanne Bair
Tina L. Baker
Amy M. Balcom
Natalie K. Ballard
Monica H. Barnes
Robyn K. Barnwell
Margaret S. Baros
Sandra D. Barrett
Modesta G. Barron
Ana Barros
Christine D. Barrueco
Nicole M. Bartell
Rita J. Barthel
Denise Basden
Sharon P. Bass

Miriam C. Bates
Brenda Bautista
Laura M. Bedore
Judith Beede
Terry L. Bell
Kathy L. Benitez
Kay B. Benitez
Liset Benitez
Carmen L. Benitez Rondon
Santa Benitez Rondon
Christine Bennett
Rachelle Y. Benson
Jesmari Benvenutti
Diana M. Bermudez
Tiffany A. Berryhill
Jennifer A. Bertrand
Jennifer L. Besecker
Sharon L. Bethea
Cindy M. Bezinque
Melisa A. Biedron
Carrie D. Bilby
Dawn Bill
Yvette Black
Stephanie H. Blake
Wendy L. Blake Cutler
Carrie Blook
Melonn R. Blue
Cheryl L. Bogues
Sophia L. Bohman
Teresa Bolden
Petronila Bolivar
J.L. Bolton
Tracy L. Bondy
Sharon L. Bone
Pamela J. Borghesani
Maria Borrego
Claudia Bossio-Palacios
Anita Bowen
Michelle Boyce
Charl Bragg
LaVonda Brannon
Catrina Breitweiser
Jessyca Brentel
Linda Brevard
Claudibel R. Briceno Portillo
Rosanna M. Briceno Sanchez
Wendy Brisbon
Tara F. Broadie
Tara G. Brooks
Erica Brown
Jane E. Brown
Sallie K. Brown
Sheri S. Brownlee
Yolanda J. Brumfield
Alicia K. Bryant
Brenda J. Bryant
Danielle A. Bryant
Frances M. Bullard
Pamela Burchill
Bridget Burgess
Karina Burgoin Ballesteros
Donica S. Burke
Grace M. Butler
Chena Butler-Jones
Joyce Caban Reyes
Amy Cabrera
Ana Cabrera
Angela W. Cadwell
Jan Cain
Brendaliz Cajigas
Michelle L. Calbert
Hilda M. Calderon
Nealita Callahan
Maria M. Calle
Patricia A. Campbell
Maritza Canales

Isidra Cano
Deb Capello
Eusebia Cardenas
Kelly Carlie
Carrie S. Carlile
Susan G. Carmichael
Sarah E. Carney
Martha Ocaranza Carrazzo
Tiffany Carroll
Carol A. Carson
Glenda Casco
Linda K. Casey
Anna R. Casteel
Stephanie D. Castro
Josiepha J. Caughlin
Meghan L. Cavaliere
Francisca Ceja
Maria Leonor Celaya Olmos
Martha Centeno
Laura M. Cerda
Yaneth Cerritos
Elizabeth A. Cespedes
Dulcey Chacon
Cynthia E. Chandler
Lisa J. Charity
Marie C. Charmant
Linda S. Chasten
Esmeralda Chavez
Monica R. Cheek
Cheryl A. Cheeks
Allison M. Cheney
LaKeshia M. Chisholm
Shannon L. Ciecko
Cassandra R. Clark
Michelle A. Clark
Regina M. Clark
Katrina Clayton Hall
Ashley N. Clinesmith
Michelle Clinkscates
Michelle D. Clough
Tracy A. Clymer
Mónica P. Coba
Jamie V. Cochran
Alicia S. Coffey
Mary L. Cole
Elizabeth A. Cole-Preyer
Jodie Collins
Jeiza M. Colon
Myrna I. Colon
Sara Cone
Sandra Kay Conner
Ambuschon Conner-Williams
Joanne M. Connor
Sandy Cooke
Brenda K. Cooney
JoAnn Cooper
Ana M. Cornejo
Felicitas Cortez
Suyapa R. Cortez Morataya
Beverly Cosey
Elsi Coto
Jo M. Cotton
Kathy A. Cottrill
Bakir J. Coulter
Lisa Craddock
Jolene M. Crawford
Debbie Crea Riffel
Gloria A. Creel-Brooks
Debra Crews-Cairns
Patricia L. Crispin Anderson
Monica Croft
Kayley R. Crump
Tammy K. Crump
Alfredo Cruz
Maria Cruz Torres Lepe

Erika N. Cullen
Olga Cuzco
Lisa A. Daly
Yamileth Damas
Joan C. Daniels
Ashley S. Davenport
Denise Davis
Samantha R. Dawson
Ayla M. Day
Melvin E. Daye
Elayne De La Cotera
Teresa De La Cruz
Ana V. De Leon
Mayerlyn De Los Santos
Carolina De Vasconcelos
Megan A. Deats
Marthanne Dedrick
Nancy L. DeFina
Tami Deines
Shana M. Delaney
Suzana F. Delgado
LaChandra T. Dennard
Joshua Desilet
Diane M. Detesco
Etoye Devine
Kai Ursula Dewberry
Cindy Diaz
Heidi Diaz
Christa Dickert
Sara Dimmick
Donna M. Dionne
Ammy T. Doeden
Trisha L. Dolge
Audrey J. Doller
Nora Dominguez
Rhonda Dotson
Catherine G. Dowers
Paula E. Downes
Leslie Drechsler
Jill Drehmer
Arellys M. Dubront Pinto
Mary beth Dulin
Diane Aubrey Dunlap
Monique Dure-Marcy
Shuanetta Durr
Jacquelyn Dykstra
Tracy R. Eck
Nikki H. Edgemon
Shelly E. Ehler
Kiera M. Ellis
Stacy M. Emerson
Jannelik C. Engronatt Marquez
Jennifer A. Enloe
Kay L. Enos
Sara Erb
Kenna L. Ervin
Deirdre L. Eschauzier
Yanetsi Espinosa
Viviana Espinoza
Migdelia Espitia
Reginalda Estevez Hernandez
Casey D. Evans
Chad Evringham
Colleen Fabrikant
Adriana G. Fajet
Andrea R. Fazz
Kynsie B. Feaster
Marie E. Felis
Jessica L. Ferguson
Paige E. Ferriss-Humphrey
Lee Ann Fischer
Tandy Fischer
Patsy A. Fleisch
Michele A. Fletcher
Bessy C. Flores
Maria I. Flores
Joy Foree

Stacy D. Foust
Janet L. Francis
Cassandra Franklin
Kimberly J. Franklin
Ellen Frediani
Vivian Fredrick-Dean
Kim Freeman
Lindsay E. Freisthler
Rouay Frias
Iliana Fuentes
Paige M. Fuller
Teresa De La Cruz
Amber Fussell Knorr
Tiffany Futch
Yashmin L. Gabbidon
Charlene Gainey
Makayla C. Gallagher
Eunice Gamarro
Janeth Garcia
Gloria Gardner
Amy J. Garst
Vikki Gatke
Elaine M. Gauvreau
Jean M. Geary
Tracey Geary
Tara C. Geraghty
Christine Gerhardt
Emily Germano
Caralea A. Getten
Johanna D. Giese
Judy Gieson
Sue Godec
Katy Goldstein
Consuelo A. Gomez
Nearlet Gomez Verdecia
Elsa Gonzales
Yanet Gonzales
Aryeley Gonzalez
Guillermo Gonzalez
Maria S. Gonzalez
Marilyn Gonzalez
Roma Gonzalez
Rosa R. Gonzalez
Sujeil Gonzalez
Yaritza Gonzalez
Yolaine Gonzalez
Gail Gorry
Kristi Goynne
Andrea L. Gracyalny
Valerie Graham
Marsha R. Gray
Danielle Green
Lizi M. Gregory
Hope D. Griffith
Vickie R. Griffiths
Marleny Grijalba
Giselle Griles
Connie L. Grinols
Lori E. Gross
Pamela L. Grossman
Blanca Guaman
Gricelda Guerrero
Irma M. Guerrero
Maria Guerrero
Denise M. Guthrie
Aneshia M. Gutierrez
Misty D. Guyre
Becki Hackett
Kimberly R. Haibeck
Rauquaia Hale-Wallace
Destyn K. Hamada
Barbara Hamilton
Mable A. Hamlette-Franklin
Leslie E. Hankins Panfili
Jessica M. Hanna Locke
Tabitha Hardeman
Raven J. Hardy
Adena P. Harper

Barbara A. Harrell
DeShanna Harris
Jacqueline M. Harris
Marcie D. Harris
Jessica J. Harsh
Lisa L. Harvey
Reaunetta Hatcher
Sylvia H. Hatot
Demetris Hawkins
Katie Hayes
Karen J. Haynes
Melodie Haywood
Leslie K. Helland
Laticia M. Henry
Digna A. Hernandez
Fanny I. Hernandez
Gloria Hernandez
Julie K. Hernandez
Nury Hernandez
Israel Hernandez Arias
Joanna B. Herndon
Sarah B. Hickner
Jane E. Hiebert
Heather D. Higgs
Alicia Hiller
Carmen Hinostroza
Frances K. Hite
Chiffon T. Hodges
Sage M. Hoffman
Diane D. Holden
Yulkenia Holguin
Jodi L. Holley
Rachelle Holloway
Cheryl L. Honesty
Charly Hooks
Dee Dee J. Hooks
Doris R. Hoover
Lisa R. Howard
Nien-Wei Hsiao
Melissa Hudson
Mendy S. Huff
Joann Hughes
Suzie Huiitt
Janice B. Hull
Kim Hundley
Vicki Hunter
Michelle L. Hurston
Donna E. Iannotti
Yormyra M. Ibarra Quintero
Brigitte H. Iglay
Resa Ike
Mary M. Ippolito
Amanda M. Isbell
LeArrionn C. Jackson
Nella L. Jaccin-Becton
Crystal Jager
Helen Jakpor
Stephanie K. James
Mary E. Jamieson
Courtney M. Janak
Charissa JarboeGale
Beth Jay
Karen J. Jenkinson
Brittani M. Jenks
Adalgiza E. Jimenez
Aneshia M. Gutierrez
Misty D. Guyre
Becki Hackett
Kimberly R. Haibeck
Rauquaia Hale-Wallace
Destyn K. Hamada
Barbara Hamilton
Mable A. Hamlette-Franklin
Leslie E. Hankins Panfili
Jessica M. Hanna Locke
Tabitha Hardeman
Raven J. Hardy
Adena P. Harper

Denise F. Jones
Frances R. Jones
Rachel G. Jones
Tynisa L. L. Jones
Ebony Jordan
Elva Jordan
Kristie M. Jorgensen
Jennifer Ju
Belem Juarez
Giuliana Juarez
Amy N. Kanka
Mary L. Kaster
Lisa A. Kasuske
Vanessa P. Keeler
Tiffany Keith
Amie E. Kelly
Pam Kelly
Ashley Kennedy
Patty A. Kennedy
Heidi M. Khalalaih
Jisun Kim
Katie Kime-Smith
Donna K. Kimich
Lynne J. Kirkpatrick
Jennifer L. Kitchen
LoWanda R. Kittrell
Linda Klein
Martha A. Klein
Octavia Klein
Terri Klement-Flusche
Tamra L. Klotz
Sarah A. Kolberg
Maria J. Koo
Olushola A. Kuku
Denise Laine
Pam J. Lancaster
Maria Landaverde
Chris E. Landis
Heather A. Langelier
Robyn Langley
Maritza Lanuza
Althea A. Lawson
Tammy S. Lawson
Milena Lazo
Andrea C. Leal
Bree Lenoir
Olinda Leon
Sharon S. Levan
Katrina Lewis
Shelby Lewis
Damarys Leyva
Nelsy Liriano
Shelia L. Lockhart
Sara Lojo-Roch
Diana Lopez
Keila Lopez
Mailu Lopez
Yolanda Lopez
Francisca Lopez Garcia
Sofia Lopez Hernandez
Christi Lott
Suzanne V. Lozano
Debby Lucash
Nancy Luis Florentino
Deny Lukasik
Yanexi Machin Pavon
Cathy Mack
Lisa C. Mack
Vickie L. Mack
Melissa S. Madden
Lisa J. Mahoney
Jennifer L. Maitland-Ludke
Akri H. Maizi
Melissa Makarick
Josefina Malagon
Geovany A. Malin
Darlene L. Mallett
Kirsten M. Mann
Selena N. Marischler

Pearl Stars, cont.

Constance N. Marney	Amanda S. Montague	Kimberly Paez	Carolina Ramos	Kimberly A. Saffian	Ruth A. Stevens	Martha Vargas De Rodriguez
Michelle Marsden	Elizabeth Z. Montano	Shannon M. Palko	Tracy Randall	Maria O. Salas	Margaret M. Stevenson	Alfonsina Vasquez
Kara S. Marsman	Saida Monzon	Michele S. Rankin	Isamar Salazar	Isamar Salazar	Mary Y. Stevenson	Lourdes Vazquez
Nikki L. Martin	Bridgett L. Moore	Marel Pando	Rafaelina Salazar	Rafaelina Salazar	Vanessa D. Stewart	Juana Vega
Noel Martin	Paula Moore	Eileen M. Pankake	Agramote	Agramote	Kris K. Stilen	Shirley A. Velez
Alma Martinez	Renek S. Moore	Adrian N. Pare	Meliza Salgado	Meliza Salgado	Peggy D. Stokes	Yokaira Vicente
Arlen Martinez	Yosemy Mora	Ruth S. Parker	Barioska V. Salinas	Barioska V. Salinas	Starlette R. Stoner	Gloria Vidal
Desy Martinez	Christie M. Morales	Tina V. Parkin	Bascetta	Bascetta	Sharon W. Strassburg	Suheit M. Vielma
Grecia Martinez	Carmen D. Morales-Aldave	Julissa E. Parra	Delfina Salvador	Delfina Salvador	Alysa G. Stringer	Beatriz Vigil
Jeimy V. Martinez	Mariisa A. Regan	Franciel J. Parra	Cheryl E. Sanborn	Cheryl E. Sanborn	Tonia M. Sturm	Emily S. Vijil
Yamisleydi Martinez Garcia	Rodriguez	Nina S. Renfroe	Boyer	Boyer	Elisa Suarez	Jacqueline Villanueva
Rosa L. Martins	Leanne Parrino-Pheasant	Amy L. Repair	Alexa Sanchez	Alexa Sanchez	Jenna Swartz	Enedina Villarreal
Anna Maslakova Herring	Mary E. Patricia	Laura Retzlaff	Belkys I. Sanchez	Belkys I. Sanchez	Pat Swartz	Sonia Vivas
Jill K. Mason	Nan M. Patrick	Esther Sanchez	Esther Sanchez	Esther Sanchez	Lauren M. Sweeney	Samra E. Vogel
Jodie C. Mathews	Stacey L. Patton	Marlene J. Sanchez	Marlene J. Sanchez	Marlene J. Sanchez	Amanda Swindle	Liz Voran
Jill D. Mathies	Diana R. Paturzo	Claudia Sandoval	Claudia Sandoval	Claudia Sandoval	Wanda B. Talley	Kym A. Walker
Mekita Matthews	Jamie L. Peat	Barbara E. Sansing	Barbara E. Sansing	Barbara E. Sansing	Tina Tannehill-Curtis	Liane B. Wall
Trudy C. Mattox	Renita G. Peele	Tatiana Santana-Hernandez	Tatiana Santana-Hernandez	Tatiana Santana-Hernandez	Susan A. Tardif	Katie A. Wallace
Pamela Maurer	Tonya L. Peeler	Consuelo Santos	Consuelo Santos	Consuelo Santos	Angelo D. Tatum	Teresa L. Waller
Kamilah S. Mayo	Ingrid Pena	Mabel G. Santos	Mabel G. Santos	Mabel G. Santos	Amber C. Taylor	Dawn M. Wangard
Anne C. McClain	Yucdelin Pena Gonzalez	Yenifer Santos	Yenifer Santos	Yenifer Santos	Angel S. Taylor	Linda J. Waraska
Kelsie M. McCray	Veronica Penaloza	CeCi L. Scheuber	CeCi L. Scheuber	CeCi L. Scheuber	Lynette Taylor	Tammy S. Ward
Nicole L. McDaniel	Anne Z. Pendleton-White	Lindsey R. Schilling	Lindsey R. Schilling	Lindsey R. Schilling	Francia D. Tejeda	Olivia C. Washington
Ursula McFadden	Susana Pereira-Morales	Sofia J. Schmidt	Sofia J. Schmidt	Sofia J. Schmidt	Marlene Teran	Tanzala R. Watts
Eliza K. McGaha	Clarissia Perez	Lynn Schultz	Lynn Schultz	Lynn Schultz	Diane M. Terwilliger	Charlie S. Weaver
Maureen McGrath	Miriela Perez	Angela M. Scott	Angela M. Scott	Angela M. Scott	Karen Thelin	Elisa M. Webb
Jacqueline McIver	Teresa Perez	Lateasa L. Scott	Lateasa L. Scott	Lateasa L. Scott	Maureen S. Thoendel	Kelsey L. Welliver
Kijuanra R. McKinnie	Mareline Perez Jimenez	Suzanne Secrest	Suzanne Secrest	Suzanne Secrest	Debbie A. Thomas	Nikki Wells
Velma McMillan	Leydis Perez Triana	Anna M. Sempeles	Anna M. Sempeles	Anna M. Sempeles	Joy V. Thomas	Kristina E. Wendt-Scott
Sandy McNally	Christel Perkins	Kelly S. Shannon	Kelly S. Shannon	Kelly S. Shannon	LaShundra D. Thomas	Angela G. White
Mary J. McWilliams	Andrea L. Peters	Felecia Y. Shelton	Felecia Y. Shelton	Felecia Y. Shelton	LaTasha A. Thomas	Cheryl A. Whitehead
Martha Medina	Angela Peters	Mai Shenouda	Mai Shenouda	Mai Shenouda	Mary Thomas	Jacqueline S. Whitlock
Pablo E. Medina Aleman	Denise Peterson	Hollie R. Sherrick	Hollie R. Sherrick	Hollie R. Sherrick	Margie Thooft	Holly E. Whitten
Sandra Mejia	Kate Peterson	Constance Sherwood	Constance Sherwood	Constance Sherwood	Charlene G. Timmons	Heather Wickstrom
Debbie McIver	Lyndsey Peterson	Michelle L. Shipman	Michelle L. Shipman	Michelle L. Shipman	Yinaurys Tirado	Erin L. Wierner
Zuliam Mejias	Megan L. Peterson	Katy Shpakoff	Katy Shpakoff	Katy Shpakoff	Florence R. Todd	Julia M. Willadson
Letty Mellor	Tania L. Peterson	Kennethea Shuford	Kennethea Shuford	Kennethea Shuford	Astrid M. Torraza	Arneece L. Williams
Rebecca Melton	Marie Pfarr	Wallace	Wallace	Wallace	Sonia E. Torrellas	Christine Williams
Sue M. Melvin	Nahomie Pierre	Therese E. Simon	Therese E. Simon	Therese E. Simon	Ana Torres	Janet M. Williams
Lauren B. Membreno	Dircia Rodriguez	Whitney D. Simpkins	Whitney D. Simpkins	Whitney D. Simpkins	MariaJose Torres	Michelle Williams
Dilcia Mendoza	Janice E. Pietro	Jeanie Simpson	Jeanie Simpson	Jeanie Simpson	Massiel F. Torres	Monica Williams
Elisa M. Mendoza	Amelia M. Pioquinto	Kathy Simpson	Kathy Simpson	Kathy Simpson	Tracy L. Travis	Judith W. Willis
Jessica Mendoza	Yusmary Piotrowski	Brittani R. Sinclair	Brittani R. Sinclair	Brittani R. Sinclair	Willow M. Trimble	Dawn Wilson
Maria Mendoza	Erica Pizarro	Rosie Rodriguez	Rosie Rodriguez	Rosie Rodriguez	Carmen Trinidad	Lana K. Wilson
Mileidy Mendoza	Michele Platt	Silvia Rodriguez	Silvia Rodriguez	Silvia Rodriguez	Guzman	Arthella R. Wingate
Patricia Mendoza	Tessa M. Poorker	Jennifer Rogers	Jennifer Rogers	Jennifer Rogers	Michele R. Tucker	Ericka K. Witherspoon
Sofia Menjivar	Ofelia N. Posas	Lana Rogers	Lana Rogers	Lana Rogers	Glenda C. Turnbow	Peggy Witt
Rosendy Mercado	Tavia L. Poulos	Jessica R. Rogers-Dickens	Jessica R. Rogers-Dickens	Jessica R. Rogers-Dickens	Paula Tyree Bowman	Amy Woodrum
Teresita C. Mercado	Mary Jo Pressman	Carolina A. Rojas	Carolina A. Rojas	Carolina A. Rojas	Lindsay R. Ufert	Darlene M. Wrenn
Veronica Mercado	Laura A. Prevost	Elvia Rojas	Elvia Rojas	Elvia Rojas	Kelly A. Urbisci	Mary C. Wright
Julia Merchen	Maritza A. Prieto	Zoraya Rojas	Zoraya Rojas	Zoraya Rojas	Luisa Urena Mora	Noel D. Wright
Marilyn Merino	Megan T. Prothro	Barbette Rollins	Barbette Rollins	Barbette Rollins	Maria Urma Navas	Yuko Yasuma
Doris L. Merrell	Rebecca J. Puckett	Cynthia L. Rollins	Cynthia L. Rollins	Cynthia L. Rollins	Marviette A. Usher	Visaira Yoly De Lazala
Donna Milam	Maria G. Quintana-Ivarra	Rosa Romero	Rosa Romero	Rosa Romero	Alberlys K. Uztariz Soto	Dionne D. Young
Laurie K. Miller	Isamar Quiroz Zelaya	Deborah J. Rose	Deborah J. Rose	Deborah J. Rose	Juana I. Valdez	Jennifer A. Young
Yesica Miranda De Mejia	Maria A. Quiva	Danielle Rowland	Danielle Rowland	Danielle Rowland	Soila M. Valdez	Joyce Young
Leticia Miranda Hernandez	Guadalupe Rabago	Jeanette F. Roy	Jeanette F. Roy	Jeanette F. Roy	Maria Valdovinos	Eusebia Zamudio
Yolanda Mireles	Courtney Radford	Jeanette L. Rugg	Jeanette L. Rugg	Jeanette L. Rugg	Josefina Valencia	Patricia Zelaya
Linda J. Modic	Jerenaef Raeford	Sarah Ruggiero	Sarah Ruggiero	Sarah Ruggiero	Maria Z. Valera	Yuri Zelaya Membreno
Judy A. Mogan	Sally Ralph	Carmen Ruiz Enriquez	Carmen Ruiz Enriquez	Carmen Ruiz Enriquez	Zeudi Vamper	Mary C. Zimmerman
Maria E. Mondragon	Adriana C. Ramirez	Gena L. Russell	Gena L. Russell	Gena L. Russell	Melissa M. Van Hoose	Jami L. Zook
Maureen Money	Ocdilis F. Ramirez	Krista Russell	Krista Russell	Krista Russell	Taylor Vanis	
Shelley Money-Eldridge	Pablo M. Ramirez	Arielle C. Ryan	Arielle C. Ryan	Arielle C. Ryan	Jureen M. Vanterpool	
Lisa Monforte	Yamilkre Ramirez	Blanca M. Sacalxot Marin	Blanca M. Sacalxot Marin	Blanca M. Sacalxot Marin	Heather VanWell	
	Jael Ramirez Torres	Abigail E. Saffian	Abigail E. Saffian	Abigail E. Saffian	Leticia Vargas	

CADILLAC QUALIFIERS
CALIFICADAS DEL CADILLAC

September/Septiembre de 2020

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".



Amy M. Alber Cedarville, IL | Ursula Albury Conyers, GA | DeeDee J. Arcuri San Antonio | Michelle R. Backman Greenville, NC | Robyn Barnwell Bedford, OH | Ana Barros Buchanan, NY | Rita J. Barthel Billings, MT | Rosanna M. Briceno Sanchez Dorado, PR | Linda S. Chasten Raleigh, NC



Jo M. Cotton
Lufkin, TX



Erika N. Cullen
Sugar Land, TX



Angela R. Davenport
Suisun City, CA



Nora Dominguez
Miami Gardens, FL



Shelly E. Ehler
Oak Point, TX



Kathryn L. Engstrom
Land O Lakes, FL



Taxis Garrido
Sellersburg, IN



Sandra F. Goldsby
Magnolia, TX



Marilyn Gonzalez
Camuy, PR



Tiffany M. Graves
Tallahassee, FL



Raven J. Hardy
Columbia, SC



Katie Hayes
Ponce DE Leon, FL



Gloria Heyaime
Tampa, FL



Dee Dee J. Hooks
Ocean Springs, MS



Mellissa Hudson
Huntersville, NC



Mendy S. Huff
Virginia Beach, VA



Lisa C. Mack
Menomonee Falls, WI



Christina A. McGillivray
Ocean Springs, MS



Betty McKendry
Youngstown, OH



Zuliam Mejias
Mayaguez, PR



Dilcia Mendoza
Silver Spring, MD



Maria d. Meraz Medina
Charlotte, NC



Veronica Mercado
Memphis, TN



Bridgett L. Moore
Hewitt, TX



Ngozi E. Ojukwu
Douglasville, GA



Aida Ramallo de
Escribano
San Juan, PR



Tracy Randall
Richmond, VA



Jamie Revelle
Oregon, IL



Omayra Rivera
Camuy, PR



Anita Rodriguez
Carolina, PR



Kelly S. Shannon
Milford, VA



Kennetha Shuford
Wallace
Conley, GA



Jennifer Steiger
Wilmington, DE



Emily Stone
Rhodesdale, MD



Angela D. Tatum
South Euclid, OH



MariaJose Torres
Vega Alta, PR



Suheit M. Vielma
Katy, TX



Emily S. Vjijl
Fort Washington, MD



Jacqueline Villanueva
Cresskill, NJ



Heather Wickstrom
Mansfield, TX



Michelle Williams
Winchester, KY



Judith W. Willis
Norfolk, VA



Mary C. Zimmerman
Fredericksburg, VA



Not pictured/Sin foto: Donica S. Burke, Midlothian, VA; Ashley C. Butler, Absecon, NJ; Megan A. Deats, Bath, NY; Jacqueline N. LeClair, Bakersfield, CA; Yosemy Mora, Tampa, FL; Cynthia B. Palmer, Worthington, OH; Shaunda R. Raney, Wichita, KS; Esther Sanchez, Miami Lakes, FL.

TOP 10 ALL-STARs

PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STARs)

September/Septiembre de 2020

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 2020. / 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 trimestre de junio a septiembre de 2020.

1. Sales Director
Rocio Renteria
Sandy, UT
Sapphire Seminar
27,201

2. Sales Director
Kelly M. Freeman
Atlanta
Diamond Seminar
27,001

3. Sales Director
Kennetha Shuford Wallace
Conley, GA
Emerald Seminar
25,374

4. Sales Director
Tracy A. Clymer
Wellsboro, PA
Emerald Seminar
24,563

5. **Connie L. Grinols**
T. Czarzasty Unit
Redding, CA
Emerald Seminar
21,795

6. Sales Director
Carolyn Colter
Lemoore, CA
Sapphire Seminar
21,601

7. Sales Director
Celeste J. Youngblood
Garland, TX
Diamond Seminar
19,056

8. Sales Director
Elsa Lugo
Duncanville, TX
Ruby Seminar
18,425

9. Sales Director
Yoanna A. Veronese
Austin, TX
Diamond Seminar
18,005

10. Sales Director
Rebecca S. Allen
Madison, AL
Ruby Seminar
17,962

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

Mary Kay

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

Go-Give® Award



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



DIAMOND

Sara Pennella

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
February 2004

Sales Director Debut
April 2005

Offspring three first-line

National Sales Director
Lisa Allison

Honors Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; nine-times Circle of Achievement; four-times Circle of Excellence; three-times Double Star Achievement

Personal Lives in Norwalk, Conn. Husband, Amerigo; son, Luciano; daughter, Allison

"I am motivated to help others because the world simply needs more empowered and confident women in it."

Independent Beauty Consultant Elizabeth Czajka of New Milford, Conn., says, "Sara makes everyone she works with feel welcome and heard. She is inclusive and supportive of every Beauty Consultant at every stage of their business. Sara is kind, knowledgeable, helpful, and she's an example of everything a leader should be."



RUBY

Monica Land

Independent Senior Sales Director

Began Mary Kay Business
November 2011

Sales Director Debut
December 2012

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; six-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; Circle of Achievement; Triple Star Achievement

Personal Lives in Meridianville, Ala. Husband, Bobby; son, Brandon

"I am motivated to help others because there's no greater joy than to see a Beauty Consultant's confidence grow from experiencing success in their Mary Kay businesses and flourish into their own God-given greatness."

Independent Beauty Consultant Barbara Stone of Madison, Ala., says, "Monica has gone above and beyond in helping new Beauty Consultants like myself to be successful in our businesses. It's her guidance, leadership and love that sets her apart and exemplifies the Go-Give spirit."



SAPPHIRE

Kaye Hemphill

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
October 1979

Sales Director Debut
February 1981

Offspring three first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; 14-times Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement; four-times Double Star Achievement

Personal Lives in Edmond, Okla. Husband, Jim; sons: Jake, Chad

"I am motivated to help others because of our first lady, Mary Kay Ash. She taught me that unselfish service to others was more important than anything else, and in service to others – your dreams come true."

Independent Sales Director Lyris Patterson of Allen, Texas, says, "Kaye has adopted two or three of my Beauty Consultants. She loves on them just like her own! She gives freely and authentically. She has been great to communicate with and she always has a BIG smile and exemplifies the Go-Give spirit."



EMERALD

Kijuana McKinnie

Independent Senior Sales Director

Began Mary Kay Business
October 1996

Sales Director Debut
June 1998

Offspring two first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; nine-times Circle of Achievement; two-times Circle of Excellence; three-times Double Star Achievement; Triple Star Achievement

Personal Lives in Plainfield, Ill. Son, Josiah; daughters: Dy'mond, Jaylah

"I am motivated to help others because it brings me joy to see people become their best, know there's hope and to feel loved."

Independent Sales Director April Carswell of Lawrenceville, Ga., says, "Kijuana is a woman who gives of herself unselfishly. She supports, encourages and uplifts Sales Directors across the Company and really pours into anyone who crosses her path. She's a jewel in the Mary Kay crown and so very deserving of this award."

One Woman Can[®]

NO TIME LIKE NOW



Patty Bojan
INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR, ISLAND LAKE, ILL.

It was 1989 when Patty was introduced to the idea of starting a Mary Kay business. A busy wife and mother of three sons, she worked as a part-time bookkeeper, ran the family's small farm, and spent what free time she had volunteering.

“As my sons got more involved in activities, the thought of earning extra money was appealing. Still, it took five conversations before I finally decided to go for it.” Patty would have no idea that the small business she started in June 1989, for a little extra money, would still be growing and thriving nearly 32 years later.

SEMINAR DREAMS

“In 1990, I invited my husband, Tom, to come with me to Seminar and assumed he'd say no. But he's a small business owner too, so he decided to come along to see what Mary Kay was all about. The whole time, he was really quiet doing what many husbands do at Seminar – take pictures, hold bags and just kind of soaking it all in. When we got on the plane to go home, he said, “The reason I came was to talk you out of it. But now, I don't want to. I know you can do it – and I know you can become an Independent Sales Director!”

Once back home, he printed my Seminar pictures, framed them and placed them around the house. He also added notes like ‘Director-to-be’ and ‘Director Material’ on my mirror so I could see myself that way. So, I got busy!”

Patty earned her red jacket in December 1990, then earned the use of her first Mary Kay Career Car soon after that. She debuted as an Independent Sales Director in July 1992. “My youngest son was two when I started. Once he was in high school, I decided that if I did a little more and put in a little more effort, I could earn more money. I kicked my Mary Kay business into the next gear, and I earned the use of a pink Cadillac.”



“ Consistency leads to finding new faces,
holding more parties, increasing your sales, building teams
and earning all the rewards that come along the way. ”

CONSISTENCY WORKS

All along the way, Patty's No. 1 goal was to work her Mary Kay business as she stayed connected with her family, farm, church, and all the activities that come with three sons.

“I had to set goals, stay focused and show up every day. Day-to-day activities like booking parties and customer follow ups, weekly unit meetings to connect and learn together, Company events to see the big picture and celebrate with your Mary Kay family. It's a focus on these activities that builds a habit of consistency. That consistency leads to finding new faces, holding more parties, increasing your sales, building teams and earning all the rewards that come along the way.”

2020: THE YEAR OF THE PIVOT

“The pandemic hit and everything came to a halt. I did too for a minute. I kind of froze wondering what to do next. But I rely on my Mary Kay business, and my unit members do too. So, I decided to pivot. I started working my Mary Kay business online – holding virtual parties through Zoom and Facebook Live. There was some lag with our unit's production in March and April, so I realized I needed to share what I was doing with my unit members. I have a private customer group where I hold pampering parties. I invited my unit members to join. Now, those who weren't holding a lot of parties before are busier than ever and love working online.”

HER ADVICE

“If you're new to your business or to sharing virtually, start by inviting people you love and trust and practice with them. You'll get more confident and comfortable. For those who are afraid of technology, my philosophy is it's not going to take me down. It's going to help me learn. You have to be willing to stretch out of your comfort zone.

“Our customers need us – women rely on us more than ever. We all need the kinship and connection. We can be that joy. I want them to have fun. Women love



Patty has learned how to hold virtual parties to keep her business thriving.

seeing your face and seeing you talk. It makes everyone feel connected.”

When reflecting on 2020 Patty focuses on the positives. “Some really good things came from this to a virtual business. We were forced to think differently. We now know that we can work our businesses– and reach new faces – anywhere! Geographic boundaries were broken. We've learned new skills and have opened new doors of opportunity.”

LOOKING FORWARD

Patty knows that Mary Kay's heritage is built on relationships. “It's all about that face-to-face connection. Other companies have no personal touch, just sales. Even when we work our business virtually, we are able to keep that personal touch working face-to-face through a screen instead of in person. And we'll continue to move forward with that same connection both in person and online.”

LET'S GROW!

Ready to take your Mary Kay business up a notch?



DEBORAH BAILYE,
INDEPENDENT FUTURE
EXECUTIVE SENIOR
SALES DIRECTOR
ALGONQUIN, ILL.
“The time to build your
personal team is now.
Think about it. We’re not

necessarily driving to appointments
or spending lots of time in our hostesses’
homes right now. Replacing that physical
time with actions can help you work
smart and build success.

REVIEW YOUR CUSTOMER LIST.

Ask yourself, does she love *Mary Kay*®
products? Is she dependable? No
prejudging! Offer the opportunity and
let *her* make the decision if a Mary Kay
business can fit her life now.

**LEAN ON YOUR INDEPENDENT
SALES DIRECTOR.** Let her know you’re
ready to move up the career path. Share

your goals and timeline. Be coachable,
listen, learn and be accountable.

**LEARN WHAT’S IN IT FOR HER AND
YOU!** Find online information on the
Great Start Program under the
Education tab. Learn about the
amazing perks, commissions and
bonuses. You also can download



the **Mary Kay Great
Start® App** to get familiar with what your new
team member can experience. There’s also the
Marketing Tools At-a-Glance flier on *Mary Kay
InTouch®* under the **Business Tools tab.** It highlights virtual
tools to help you share the Mary Kay opportunity.



SHARE WHAT YOU LOVE ABOUT MARY KAY. Women start
their Mary Kay businesses for many reasons, but one common
thread I see is they join to be a part of something bigger than
themselves. They are attracted to your energy, enthusiasm and
passion! It’s human nature to want to follow excitement, fun and
positivity. Be that experience to others, and you can have them
eager to join your team.”

WHAT IS A RED JACKET?

A Red Jacket is a Star Team Builder, Team Leader or Elite
Team Leader.



**STAR TEAM
LEADER**
3 or 4*



**TEAM
LEADER**
5 - 7*



**ELITE TEAM
LEADER**
8 or More*

*Active Personal Team Members

**WHAT BONUSES CAN I EARN
AS A RED JACKET?**

- **\$50 Team-Building Cash Bonus** for each *Great Start*-qualified new personal team member.
- A first-time **\$100 Red Jacket Bonus.**
- Up to **8% personal team commission** as a Star Team Builder and even more potential as you continue up to Team Leader and Elite Team Leader.
- You can earn a **\$100 Red Jacket Team-Building Bonus** for each Red Jacket you add to your personal team.

CHECK ONLINE UNDER EDUCATION TAB FOR MORE WAYS TO EARN!



#GetSocial

Whether you're new to social media or you're a social superstar, consider these tips, tricks and resources.

FIND NEW CUSTOMERS.

Posting may not be enough. The best way to find new customers is to engage. How? Establish yourself as a beauty expert and interact with your followers:

- Like and reply to comments on your posts.
- Like and comment on your followers' posts.

Follow people who may be interested in what you can offer. Look at the friends list of your friends. Or search for users who tag locations near you, like coffee shops or local businesses.

CAPTURE THE MOMENT.

GAIN THE BEST ENGAGEMENT FROM YOUR POSTS:

- **Natural Light.** Stand near a window or open door for best lighting. Selfies, product shots or videos look best in soft sunlight with no harsh shadows.
- **Style.** Use things you have at home. Items such as a fluffy towel, cotton swabs or a vase of flowers make your images feel more personal. Scrapbook or wrapping paper make for a stylish backdrop. Avoid distracting patterns or busy backgrounds for a simple look.
- **Angles.** Snap photos from multiple angles until you find just the right one.

MORE RESOURCES

- **SOCIAL MEDIA PLAYBOOK.** Includes photo and caption prompts to spark creativity.
- **DIGITAL LIBRARY.** Get hundreds of pre-designed, Company-approved posts.
- **DIGITAL POSTS.** Ready-to-download photos and captions.



DEVELOP YOUR TEAM.

Posting about your love for *Mary Kay*® products and for your business is a great way to build enthusiasm and interest in joining your team. But you should never share earnings information, truthful or not, on your social media pages. A suggestion:

“My MK Life is the best life! Want to earn 50% commission, have a flexible schedule and earn unbelievable recognition while introducing your friends to amazing skin care products? Contact me to learn more about starting your own Mary Kay business!”

Note: This is a commercial message that can only be posted on a business account. Learn more in the **Social Media Guidelines** on *Mary Kay InTouch*® > Resources > Digital Zone > Social Media Central > Social Media Guidelines.

EARNINGS CLAIMS ON SOCIAL POSTS

Now more than ever, it is important to understand that social media earnings claims – such as, “You can earn \$1,000 a month by being a Boss Babe. Call me.” – are risky and not appropriate. As you know, many direct-selling companies are under the microscope from federal agencies for these types of representations made online or on social media. Mary Kay’s policy on earnings claims is simple – **Earnings claims, even if accurate, do not belong online or on social media.** Now more than ever, it is important to understand. Often, posts like these come from those new in their businesses who are unaware they could be putting themselves and the Company at risk with unsupported earnings claims posts.

CHEERS TO THE NEW YEAR!

For many, the new year means new goals and resolutions. And it's a great checkpoint at the halfway mark of the Seminar year. These Mary Kay Independent Sales Directors share their best ideas to help you reach for the moon in 2021.



SET THE TONE

LAURA DYESS, INDEPENDENT SALES DIRECTOR, RICHMOND HEIGHTS, OHIO
"This is the time when we set new goals and recalibrate those we set back in July. It's when we decide to dig in, put blinders on and either get smart about it or decide to doubt about it. This is a new chance to pivot – and we certainly all learned to pivot in 2020.

In my unit, we took 'pivot' to the next level and gave it an acronym (Priorities Intersect Virtual Opportunities Today). It stretched us, changed us, made us stand up, sit down, stand up again and rise. We even achieved what we call 'Caddilove 3.0,' our third pink Cadillac. So now, what's next?

When setting goals for 2021, remember to build people, build relationships, set the atmosphere, trust the process and expect the win! As Mary Kay Ash so eloquently shared, 'Working will win when wishing won't.'

Visualize and dream EVERY DAY. You've got to see it to achieve it! I set appointments to dream about my goal: to achieve Circle of Excellence and the Top Sales Director Trip. I visualize what I'm wearing, hanging out with my amazing girlfriends, our husbands having fun together, etc. I watch the Company's Top Sales Director Trip promotional video every day. I even follow the hotels on social media. And I let everyone know my plan.

'If you fail to plan, plan to fail.' So true! Whatever your goals, you have to plan them out, know the rules and track to success. This is the time to fall in love with your numbers and build relationships with your team and your customer base. They will support the win. Everyone likes to be a part of a winning team!"



EYES ON THE PRIZE

ELAYNE WATSON, INDEPENDENT SENIOR SALES DIRECTOR, NEW BRAUNFELS, TEXAS
"Years ago, Mary Kay Ash told me to put sticky notes *everywhere* to remind me of my goals. My grown daughters recall notes in the car, on the back door, fridge

and bathroom mirrors touting my goals to earn the use of a Mary Kay Career Car and the Queen's Court of Personal Sales. That advice, along with a tracking board in my office and my planner, kept me on track as I met those goals.

TIP:

Post at your desk or on the fridge as daily reminders!



HELLO, 2021!

THIS YEAR I WILL:

- ♥ Hold more parties!
- ♥ Share more products!
- ♥ Share the opportunity more!
- ♥ Track my progress!
- ♥ Never give up!
- ♥ Earn a red jacket!
- ♥ Earn every *Spark a Chain Reaction!* Challenge prize!
- ♥ Become an Independent Sales Director!
- ♥ Earn the use of a Mary Kay Career Car!

Other goals. _____



**WHAT'S YOUR GOAL?
SREELA FITZPATRICK,**

INDEPENDENT SENIOR SALES DIRECTOR, AYER, MASS.

"My 2021 goals are to finish Cadillac Plus, Triple Star and lead my unit to the Circle of Excellence, earning our first Top Sales Director Trip ever! My

resolution is to focus on unit growth, empowering others and helping women find wins in their journey!"



ROSEANNE BAIR, INDEPENDENT SALES DIRECTOR, EPHRATA, PA.

"This year more than ever I would LOVE to earn the Top Sales Director Trip to take my husband to Spain! That country holds a very special place in our hearts since we hosted many foreign exchange

students from Spain while our sons were growing up. We would love to have the opportunity to visit that beautiful country – Mary Kay style!"

Fast forward to today. I still use these same reminders and trackers to keep my eyes on the prize and the task at hand, which currently includes my burning desire to develop more red jacket achievers and offspring Independent Sales Directors. If I feel like I've gone off course, I focus on my passion of empowering women to be their best and pass on the legacy of enriching women's lives. I do this daily in my conversations with my customers and unit members.

This year, I resolve to live intentionally with discipline and accountability to myself or a power partner. My unit will have its best year ever in 2021. We will use our great relationships with our customers to build new business. How did we establish those relationships? With rewards for customer referrals, genuine compliments and warm chatter. In turn, our customers reward us by hosting classes and introducing us to new faces.

And last, at the end of each day, I resolve to have a gratitude list of five people or things I am thankful for to help block out any negative thought trying to destroy my intention."

**SPARK
A CHAIN
REACTION!**



**CELEBRATE
YOUR WINS!**

DEC. 1 - 31

This necklace is yours when you sell enough products to place a cumulative \$600+* wholesale Section 1 order in December.

MARY KAY
**LEADERSHIP
2021**

FEB. 4 - 6, 2021

Calling all Mary Kay leaders! Targeted education, recognition and motivation await. **Registration runs Dec. 7 - Jan. 12.** Cost is **\$25*** and includes conference playbacks afterward.

Details on *Mary Kay InTouch*® > Events > Special Events.

* Tax is included, if applicable.

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

“No Makeup” Look



Help your customers look online-ready with this natural, yet gorgeous look.

1 Brush eyelids with **Candlelight**. Highlight brow bones with **Biscotti**.
USE: MARYKAY® ALL-OVER EYE SHADOW BRUSH.

2 Add depth in eye creases with **Shiny Penny**.
USE: MARYKAY® EYE CREASE BRUSH.

3 Enhance inner eye corners with **Crystalline**.
USE: MARYKAY® EYE SMUDGER BRUSH.

4 Line top lashline with eyeliner. Enhance lines with **Hot Fudge**.
USE: MARYKAY® EYE SMUDGER BRUSH.

5 Apply two coats of mascara.

6 Line lips with **Light Nude** lip liner. Apply **Always Apricot** lipstick all over lips and follow with **Naturally Buff** lipstick to center of lips.

PRODUCTS:

- **MARYKAY CHROMAFUSION® EYE SHADOW, \$8 EACH**
- **MARYKAY® ALL-OVER EYE SHADOW BRUSH, \$12**
- **MARYKAY® EYE SMUDGER BRUSH, \$12**
- **MARYKAY® EYE CREASE BRUSH, \$12**
- **MARYKAY® GEL EYELINER WITH EXPANDABLE BRUSH APPLICATOR, \$18**
- **LASH LOVE® LENGTHENING MASCARA in I ♥ BLACK, \$15**
- **MARYKAY® LIP LINER, \$12**
- **MARYKAY® GEL SEMI-MATTE LIPSTICK, \$18**
- **MARYKAY® GEL SEMI-SHINE LIPSTICK, \$18**



VIRTUAL MAKEOVERS

Need a fun way to share Mary Kay color at a distance? **Mary Kay MirrorMe™** offers virtual

makeovers using augmented reality to try color products on the face in real time, allowing your customer to move naturally and view makeup in a lifelike setting. And now you have two options! **Mary Kay MirrorMe™ App** is available to use on your mobile device. You can download for free from your app store. **Mary Kay MirrorMe™ Web** provides that same virtual makeover experience on a desktop or laptop to use and demo during virtual parties. [marykay.com](https://www.marykay.com) >

[Tips & Trends > Mirror Me.](#)

JANUARY

jump start

Take advantage this month as many resolve to improve, renew and refresh. With products she'll adore and an opportunity that fits her perfectly, you've got exactly what she wants!

WEEK 1

<p>NEW YEAR, NEW YOU! PARTY. Virtual, in-person – you decide! Showcase skin care, spa session or fresh color update.</p>	<p>APP-LAUSE. Brush up on apps like <i>Mary Kay</i>® Skin Analyzer or <i>Mary Kay</i>® Digital Showcase.</p>	<p>3+3+3. Three parties, \$300 in sales, three team-building chats. That's a great sales week and potential new team members.</p>	<p>SET A GOAL. Sales, team-building or both, then track them. Focus on your own self-improvement.</p>	<p>GET SOCIAL. Find a comfy place to snuggle up and engage on social media. Find online resources at Digital Zone under Resources tab.</p>
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WEEK 2

<p>TRASH IT/TRADE IT! PARTY. Your customers can replace older products from other brands with new <i>Mary Kay</i>® products.</p>	<p>BLIZZARD BLITZ. Check in with your customers, and offer a fun virtual pampering escape.</p>	<p>PLAY FAVORITES. You know your go-to products – share and demo how to use!</p>	<p>THE LITTLE THINGS. A new lip color can beat the winter blahs. Sell 15 lip glosses or lipsticks today!</p>	<p>BE A STAR. Check out the Star Consultant prizes. This program can set the tone for your selling quarter.</p>
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WEEK 3

<p>FUEL YOUR DREAMS. Learn what it takes to earn the use of a <i>Mary Kay</i>® Career Car. Details online under the Contests/Promotions tab.</p>	<p>GIVE THANKS. Let your customers know how much you appreciate them. A personal note, email or text can go a long way.</p>	<p>EYE-OPENERS. Sell 10 <i>Mary Kay</i>® Hydrogel Eye Patches or <i>TimeWise Repair</i>® <i>Volu-Firm</i>® Eye Renewal Creams today.</p>	<p>SPECIAL DELIVERY. Read how Customer Delivery Service can help. Details online at Order Fulfillment Options under Ordering tab.</p>	<p>ASKING FOR A FRIEND. Ask five customers to host a virtual party and invite 10 friends. That's 50 potential new customers to start your year!</p>
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WEEK 4

<p>CELEBRATE WINS. This month's theme in the yearlong Spark a Chain Reaction Challenge is perfect! Details online under Contests/Promotions tab.</p>	<p>WORK SMART. So many ways to help streamline await. Check the Marketing Tools At-a-Glance flier online under Business Tools tab.</p>	<p>BRAGGING RIGHTS. Beauty editors love <i>Mary Kay</i>® products. Check the latest Magazine Press online under Resources tab.</p>	<p>FOLLOW UP. Don't forget to follow up after your parties for feedback, answer questions and see who's interested in doing what you do.</p>	<p>411. Crave education when it comes to the products you sell? Check the Education tab online plus download the <i>Mary Kay</i>® Mobile Learning App.</p>
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MARY KAY®

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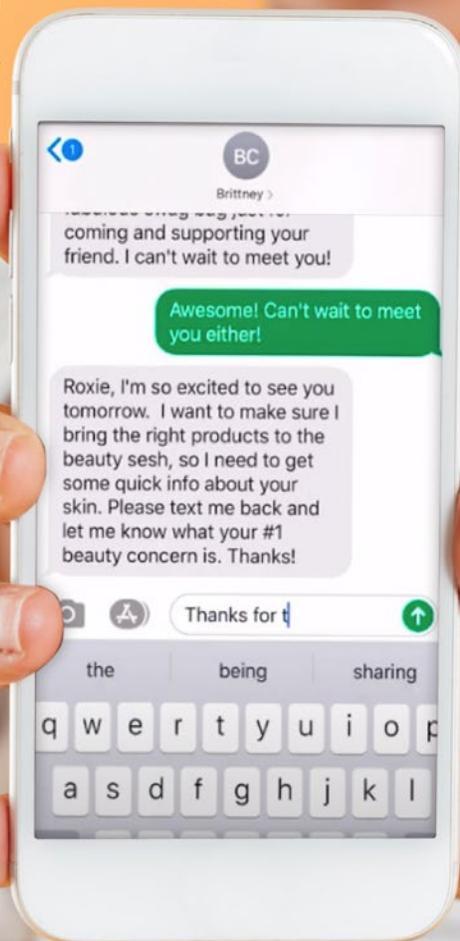
SPEAK VOLUMES!

Skipio is the text messaging platform you need to build relationships, make sales and grow your business. With exclusive plans and features built especially for you, Skipio syncs with *Mary Kay InTouch*®. Gone are the days of manually updating your contacts in multiple places!

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Available in English
and Spanish.**



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