

JULY 2007

# Applause®

MARY KAY®  
Enriching Women's Lives™

Experience  
a Whole  
New Era  
in Body Care

**New TimeWise®  
Targeted-Action™  
Eye Revitalizer**  
Puts Dark Circles  
and Puffiness in  
Their Place

**Color Insider:**  
Unleash the Beauty  
Expert in You



Applause® July 2007

# get it free

WITH YOUR ORDER

JUNE 16 – JULY 15, 2007



## Oil Mattifier

**Suggested Use:** Help customers who need extra oil control zap the shine with Oil Mattifier. Perfect for women *and* men, this lightweight formula dries to a natural, matte finish, instantly absorbing oil to control shine for at least eight hours. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Mary Kay® Nourishing Body Lotion Samplers With Card

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



## Travel Roll-Up Bag

**Suggested Use:** Your customers will love this organizer whether they travel or not! It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 27.





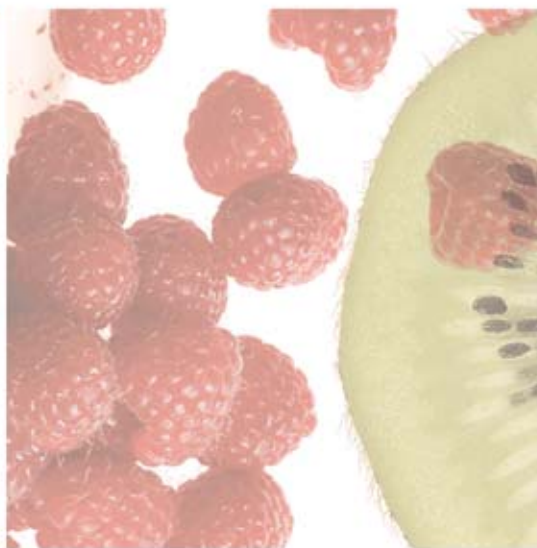
# eyeing your success

Mary Kay Ash always said to never take your eyes off your goal. Now that *Be a Star!* Seminar 2007 is almost here, take pleasure in eyeing your personal success, sizing up the year and going that extra mile to finish strong. And with new products that feature eyes in the best light and take body care to the next level, you'll be set to begin the new Seminar year seeing stars!

## ◀ page 4

### Targeting Eye Issues

Put dark circles and undereye puffiness in their place with new TimeWise® Targeted-Action™ Eye Revitalizer. After just two weeks, 7 out of 10 women said their dark circles and undereye puffiness were less noticeable.\*



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### Color Success

New color application educational tools give you valuable color know-how for building your comfort level and confidence while working with your customers who are interested in entering the Mary Kay® Model of Beauty™ Search consumer contest. With these exciting tools and booking opportunities, you're sure to see your color sales soar!

## ◀ page 2

### Body Care With Benefits

Experience a whole new era in body care with two new collections enriched with botanical extracts that deliver multiple benefits. A newly formulated cleanser, moisturizer and body spritzer combine to create a pleasurable and purposeful body care regimen. Your skin, senses and soul have never felt so good!

MARY KAY®  
colorinsider



# nurture. renew. awaken.



The beauty of nature. The wisdom of ancient traditions. The power of products that can transform an everyday experience into an extraordinary one. Introducing new regular-line Mary Kay® Body Care products designed for the skin, the senses and the soul. It's the beginning of a whole new experience in body care!

## Three New Products, Two Enlightening Collections

Exotic botanical ingredients and their specific benefits create the story behind our newly formulated Mary Kay® Body Care line. Each new collection, **Lotus & Bamboo** and **Red Tea & Fig**, includes three new products featuring ingredients that produce unique benefits: **Mary Kay® Loofah Body Cleanser, Mary Kay® Nourishing Body Lotion and Mary Kay® Deo Body Spritzer.**

## Red Tea & Fig Collection

Red tea, celebrated for its natural antioxidant benefits, combines with our unique Rainforest Harvest blend of davidsonia plum, lillypilly and lemon aspen. Let the scent, lightly sweetened by luscious fig notes, surround you with its warmth. It's an inspired combination!







## Two-in-One Samplers

Mary Kay® Nourishing Body Lotion Samplers With Card include *both* Lotus & Bamboo and Red Tea & Fig. So your customers can sample two products on one card! Plus, the samplers already are affixed to the promotional card for even more convenience. What's more, a customer survey on the back prompts follow-up opportunities.

How's that for a professional presentation that's sure to boost sales? Mary Kay® Nourishing Body Lotion Samplers With Card, Pack of Six, **\$2.25**



## Mary Kay® Loofah Body Cleanser

This fusion of skin-soothing botanicals includes tiny bits of natural loofah fiber to remove surface impurities and restore skin to its natural radiance. And it's gentle enough to use every day. Red Tea & Fig includes finely ground macadamia nut plus raspberry and kiwi seeds. Lotus & Bamboo features a mineral-rich bamboo powder and kiwi seeds. **\$16**, in Lotus & Bamboo and Red Tea & Fig

## Mary Kay® Nourishing Body Lotion

Smooth on this lightweight, mildly cooling lotion and feel dryness disappear as emollient sunflower oil conditions skin and delivers essential nutrients, including vitamin E, a powerful antioxidant. **\$16**, in Lotus & Bamboo and Red Tea & Fig

## Mary Kay® Deo Body Spritzer

This light, refreshing formula deodorizes skin to lift your spirits any time, day or night. The innovative complex includes a deodorizing element that helps neutralize odors on contact. **\$18**, in Lotus & Bamboo and Red Tea & Fig

## Lotus & Bamboo Collection

Imagine a delicate blue lotus floating on water. Or a majestic stand of bamboo, considered a symbol of long life. Breathe in the clean, crisp scent. This is the essence of the Lotus & Bamboo Collection.



## Want to Know More?

Simply log on to the Mary Kay InTouch® Web site.

# more than meets the

Trends indicate that eye makeup is hotter than ever. New MK Signature® Eyeliners and MK Signature® Brow Definer Pencils are here just in time to feature eyes in a whole new light!

## Eye Appeal

MK Signature® Eyeliner perfectly defines eyes, making lashes appear fuller. The new creamier, waterproof formula is suitable for sensitive eyes, and the eyeliner features a retractable pencil that never needs sharpening. Plus, the long-wearing, smudge-proof color glides on effortlessly for precision lining. **\$10**

### What You Need to Know

- Eight shades in a mechanical pencil form compose the eyeliner lineup.
- This is the first formula update and price increase for eyeliners since 1999.
- The smaller, portable package holds the same fill weight as the previous eyeliners.
- This launch keeps our color brand competitive in the market.

Former Eyeliner Shade	New MK Signature® Eyeliner Shade to Recommend
Bronze	Bronze (new shade)
Charcoal	Black
Indigo	Navy
Sable	Deep Brown or Taupe
Sage	Olive
Slate	Steely
Violet	Amethyst





# eye

## Raising Brows

Groomed brows give the face a polished look and can make you look younger! MK Signature® Brow Definer Pencil is perfect for filling in and defining brows, creating an instant eye lift. The creamy, waterproof formula strokes on smoothly to create a well-defined look. **\$10**

### What You Need to Know

- Wood is back! In response to consumer preferences for a more natural look, all MK Signature® Brow Definer Pencils now come in a wooden pencil form – much preferred over the mechanical applicator for brows.
- Your customers can choose from five shades, including the original Classic Blonde and an exact match for Blonde.
- This is the first brow definer pencil price increase since 2002.
- This launch keeps our color brand competitive in the market.

Former Brow Liner Pencil Shades	MK Signature® Brow Definer Pencil Shade to Recommend
Blonde	Blonde or Classic Blonde
Chestnut	Brunette
Soft Auburn	Soft Auburn (new shade)
Soft Black	Soft Black (new shade)

## Lip Adjustment

Don't leave lips out! Three new MK Signature® Lip Liner shades are here! Dark Chocolate and Dark Berry shades return, while Cinnamon makes its debut. All are perfect for customers with bronze skin tones. For complementary lipstick and lip gloss shades, see the Mary Kay InTouch® Web site.

# men can have it all



Not only is male skin biologically different from that of a woman's, it's also exposed to a unique set of challenges, like being shaved every day. The MKMen™ skin care system is formulated to meet a man's special skin care needs. This collection of targeted products combats and helps prevent the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

MKMen™ Face Bar, **\$14**

MKMen™ Shave Foam, **\$10**

MKMen™ Cooling After-Shave Gel, **\$14**

MKMen™ Moisturizer Sunscreen SPF 25\*, **\$22**

### He Said, She Said: Suggested Sales Dialogues for the Sexes

#### For Him

When following up with current male customers about reorders, you could say: "Hi, Joe. This is Sue, and I'm calling to see if you need to reorder any of your products. Great! You may be interested to know that we've just introduced a new skin care line, MKMen™, formulated specifically for men's skin. The line includes a Face Bar, Shave Foam, Cooling After-Shave Gel and Moisturizer Sunscreen SPF 25\*. And all the products come in platinum gray packaging just for men. Would you like to purchase any of these in place of the products you're currently using?"

#### For Her

Why not ask female customers these questions:

1. Does your husband/boyfriend/brother/father use skin care products?
2. What type of products does he use (shaving cream, after-shave, etc.)?
3. Do you know if he has any skin care concerns?

"Based on the information you've given me, it seems like he may be interested in our new MKMen™ skin care line. It contains a Face Bar, Shave Cream, Cooling After-Shave Gel and Moisturizer Sunscreen SPF 25\* especially formulated for men. All details are in the *The Look* mailer. Why not show it to him, and I'll call you in a couple of days to see if he's interested?"

\*Over-the-counter drug product



colorinsider



# color your way to success

If color application turns you white with fear, gray with uncertainty or green with envy of others who seem to have it mastered, then put your color woes aside. Introducing our first-of-a-kind *Color Insider* instructional tools featuring the *Color Insider* book, *Color Insider* DVD and the Create-a-Look online makeover. Combined with the new Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest, you have more opportunities for booking color consultations than ever before. It's what you've been asking for, and now it's all here – in full color, of course!

## The *Color Insider* Book

This beautifully photographed how-to guide gives you more than 50 pages of perfect tips. From concealing imperfections and finding the right foundation shade to creating sensational eyes, cheeks and lips, you'll learn expert application techniques from the best makeup artists around. With special sections on party looks and makeovers, you'll be able to offer your customers the expert, professional color advice they desire.

Plus, the easy-to-understand format includes 10 before-and-after model photos with plastic overlays that show exactly which color cosmetics have been applied and where. You'll even find advice on playing up your customer's individual attributes such as deep-set eyes or thin lips.

The *Color Insider* book is a must-have tool you can reference every day, every week, every time you do a color consultation!





## Color Insider DVD

This DVD brings to life all the color application tips featured in the *Color Insider* book. Three world-renowned, award-winning makeup artists demonstrate color application techniques and proper placement so you can teach your customers how easy it is to do themselves. In various segments you'll learn:

- How to prepare the face, focusing on application techniques for concealer, foundation, highlighting pen and loose powder.
- How to identify the six most common eye shapes and how to apply eye products for each shape.
- How to apply cheek and lip products so they work best for each woman's unique face and lip shape.
- All you need to know about application order with start-to-finish makeovers.



makeovers.

Plus, **Independent Executive Senior Sales Director Jill Beckstedt** of Tampa, Fla., demonstrates a color consultation with a customer, from the first "hello" to closing the sale.

## Create-a-Look Online Makeover

The Create-a-Look online makeover lets you experiment with color like never before. It's designed to help you create a customized color look for customers which you can present at color consultations or follow-up appointments.

When you go to the Mary Kay InTouch® Web site, you'll find natural, classic and dramatic looks. After answering a few questions about your customer's features, the program instantly creates a custom color look. You can then print out application tips specific to your customer's features and a face diagram showing where the makeup should be applied.

Plus, when you watch the *Color Insider* DVD, you'll see how Jill uses this custom color printout in her color consultation.

## No Time to Waste

Get the *Color Insider* book and DVD at a special combined introductory price of \$15! That's a \$10 savings off the normal price. Beginning Sept. 16, the book and DVD will sell separately for \$15 and \$10, respectively.



## The Inside Scoop on *Color Insider*

"I am overjoyed about these tools," **Independent Executive Senior Sales Director Susan Moore** of San Antonio, Texas, says. "These professional pieces will give all of us – new, seasoned and even top independent sales



force members – the confidence we need to book follow-up color appointments. We must be savvy, trendy and confident about color, and now we have the tools to accomplish that."

"I think of it as a Flip Chart of sorts for a color class," **Independent Executive Senior Sales Director Jill Beckstedt** says. "You know what to do at your skin care classes, and after studying the *Color Insider* material, you'll know exactly what to do at a color class."

*Color Insider* offers several advantages, Jill explains:

1. Enhances your "bookability"
2. Gives you a professional, competitive edge
3. Adds value to the color makeover appointment
4. Offers easy-to-understand application instructions for the customer

"When you hand a customer the custom face diagram, she'll know exactly how to apply her makeup at home," Jill says. "It takes out the guesswork for you and your customer!"

# Make Over Your Business

with the

**Mary Kay® Model of Beauty<sup>SM</sup> Search**

**June 16 – Sept. 15**

Every woman can be a “model of beauty,” whether she glows on the outside or shines from within. Because that inner and outer beauty deserves to be celebrated for the daily joy it brings to others, we’re introducing the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest! Customers who enter have a once-in-a-lifetime opportunity to be a model in an upcoming issue of *The Look!*

What’s more, this contest offers a fun and exciting way for you to reach out to all new and existing customers in a whole new way! Because customers must come to you for an entry form, the contest encourages them to book color appointments with you. Talk about incredible booking and color sales opportunities! So read on to find out how you can make this consumer contest work for you as a business-building tool.

## The Prizes

Just by booking a color appointment with you, your customers can enter the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest.

Four\* grand prize winners will receive:

- A professional photo session to appear in *The Look* as a “model of beauty.”
- A makeover by a professional makeup artist.
- A trip for two to New York City for the photo shoot.
- A \$500 shopping spree.

\*Three winners from the U.S. and one from Canada.

After

Before



What's more, the Independent Beauty Consultants of the grand prize winners will receive a \$500 shopping spree! Plus, in honor of Mary Kay Inc.'s 45th anniversary, 45 customer runners-up will win products from the new Mary Kay® Body Care Collection.

### Contest Entry

Helping your customers enter is easy and fun – plus it gives you the opportunity to practice your *Color Insider* education and offer personal makeovers using the Create-a-Look online makeover. Here's how you can get started.

1. Book a color appointment with your customer. It's a great opportunity to use tips from the *Color Insider* DVD as demonstrated by Independent Executive Senior Sales Director Jill Beckstedt.
2. If your customer is interested in entering the contest, take before-and-after photos of her at the color consultation.
3. Help your customer complete the entry form available exclusively on the Mary Kay InTouch® Web site. *Special note:* Entry forms are only available to customers through *you*, giving you more influence over the entry process.
4. Ask your customer to send in her before-and-after photos along with a statement describing when she feels like a "model of beauty." After all, beauty isn't only on the outside; it's about who you are on the inside! Grand prize winners will be judged on the originality and inspiration of their beauty statements as well as their before-and-after photos. Entries must be **received** no later than Sept. 21, 2007.
5. Ask your customer if she would like to give you the name of another woman who represents a "model of beauty" – someone who she thinks deserves a free makeover and an opportunity to enter the contest.
6. Offer that person a free personalized makeover and contest entry, giving you the chance to increase bookings and grow your customer base!

**NO PURCHASE NECESSARY.** Contest open to legal residents of the United States (including its territories, possessions and military bases) and Canada (including its provinces and territories) who are the legal age of majority. Starts June 16, 2007, and ends Sept. 15, 2007. **Entries must be received by Sept. 21, 2007.** Limit one entry per person. Opportunity to be featured in *The Look* catalog is in Sponsor's sole and absolute discretion. Limit one prize per person. See your Independent Beauty Consultant or go to [www.marykay.com](http://www.marykay.com) or your Beauty Consultant's Mary Kay® Personal Web Site for complete Official Rules and details on how to enter. Void where prohibited. Subject to official rules.

### Spread the Word and Follow Up

Customers will read about the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest in their Summer 2007 issue of *The Look* that begins mailing June 25 – so that's even more reason to give them a call! You'll also want to contact customers enrolled to receive the Mary Kay® Model of Beauty<sup>SM</sup> Search Month 2 mailer (begins mailing July 21) that features the contest and how to enter.

To help spread the word throughout your customer base, you can send the *Beaut-e-News*<sup>TM</sup> e-newsletter and an MKeCard® available to support the

## Get the Word Out: in *The Look* and on your Mary Kay® Personal Web Site!



contest. As an added help, your Mary Kay® Personal Web Site highlights the contest and how customers can enter. If you don't have a Personal Web Site, now's a great time to get one!

But first and foremost, now's the time to get educated using the *Color Insider* instructional tools – becoming poised, confident and prepared to make over your Mary Kay business!

## Model of Beauty<sup>SM</sup> Search Booking Technique

While it may work best to book a single color appointment for the Model of Beauty<sup>SM</sup> Search, you may want to consider this idea! Independent Executive Senior Sales Director Jill Beckstedt suggests booking a *skin care* class first. To accomplish this, Jill says, "Let's go ahead and book a planning session where we'll determine your skin tone, condition your skin and decide on what outfit you'll wear for the photo."

Next, you can book the actual color appointment where you'll take before-and-after photos for the contest, present a custom color look and help your customer enter the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest.

"If possible, you can actually book two appointments – one to present skin care and one to present color," Jill explains. And of course, if she invites a few friends, you've turned these appointments into classes!

# recognition

## Congratulations to the winners for March 2007.

### On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 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, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2006 through March 31, 2007. (This includes NSD commissions earned on all foreign countries through February 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

#### Pearl



Jan Harris

#### Diamond



Barbara Sunden

#### Ruby



Carol Anton

#### Sapphire



Gayle Gaston

#### Emerald



Gloria Mayfield Banks

#### On-Target for Diamond/Inner Circle On-Target for \$750,000

Barbara Sunden .....\$579,360.42

#### On-Target for \$500,000

Gayle Gaston .....\$517,142.09  
Christine Peterson .....495,307.56  
Carol Anton .....425,800.83  
Karen Piro .....390,010.17

#### On-Target for \$325,000

Lisa Madson .....\$368,241.43

Jan Harris .....351,247.33  
Gloria Mayfield Banks .....345,458.99  
Nan Stroud .....332,504.13  
Rena Tarbet .....327,301.84  
Kathy Helou .....326,833.30  
Joanne Holman .....317,435.28  
Cheryl Warfield .....295,867.89  
Pat Danforth .....295,708.68  
Jana Cox .....294,130.01  
Lupita Ceballos .....291,567.64  
Karlée Isenhardt .....282,939.19  
Julianne Nagle .....265,797.95

Stacy James .....257,132.55  
Darlene Berggren .....252,361.28  
Sherry Giancristoforo .....248,965.35  
Sue Kirkpatrick .....248,171.24  
Holly Zick .....245,268.99  
Linda McBroom .....244,107.06

#### On-Target for Diamond Circle

##### On-Target for \$250,000

Gloria Castaño .....\$231,368.09  
Ronda Burnside .....230,988.53  
Johnnette Shealy .....229,176.97

Judie McCoy .....228,977.24  
Joan Chadborn .....227,113.23  
Cindy Williams .....224,078.67  
Dacia Wiegandt .....222,365.49  
Patricia Rodriguez-Turker .....220,897.21  
Debi Moore .....215,709.18  
Suzanne Brothers .....212,124.46  
Jackie Swank .....210,292.19  
Mary Diem .....204,000.15  
Linda Toupin .....200,573.74  
Anita Mallory Garrett-Roe .....199,781.21

Kathy Z. Rasmussen .....197,375.21  
Shirley Oppenheimer .....197,183.04  
Pam Gruber .....196,895.15  
Rosa Jackson .....194,533.62  
Wanda Dalby .....192,464.17  
Pamela Waldrop Shaw .....192,264.78  
Doris Jannke .....191,975.45  
Tammy Crayk .....187,680.91

#### On-Target for \$200,000

Kerry Buskirk .....\$186,566.68  
Ronnie D'Esposito Klein .....186,259.24

Nancy Perry-Miles .....179,367.16  
Sonya LaVay .....179,183.38  
Jeanne Rowland .....176,078.57  
Diane Underwood .....169,117.90  
Joyce Z. Grady .....162,623.49  
Sonia Páez .....162,152.87  
Valerie Bagnol .....161,961.07  
Margaret Winner .....154,937.00  
Elizabeth Fitzpatrick .....153,305.43  
Nancy Bonner .....150,535.18

### Monthly Commissions and Bonuses

NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Listed are NSD commissions earned in March by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and

#### Pearl

Jan Harris\*\* .....\$42,087  
Nan Stroud .....40,265  
Cindy A. Williams .....39,890  
Cheryl Warfield\*\* .....37,153  
Stacy I. James\* .....35,089  
Pamela Waldrop Shaw .....33,689  
Darlene Berggren\* .....33,686  
Jackie Swank\* .....29,889  
Nancy Perry-Miles\* .....26,072  
Joan B. Chadborn\* .....25,469  
Rosa Jackson\*\* .....22,378  
Lise T. Clark\* .....22,235  
Anita Tripp Brewton .....22,082  
Maureen S. Ledda\* .....21,898  
Nancy Bonner\* .....21,485  
Bett Vernon .....21,359  
Sandy Miller .....20,317  
Elizabeth Fitzpatrick\* .....20,300  
Monique Todd Balboa .....18,965  
Allison LaMarr .....18,544  
Halina Rygiel .....18,255  
Julie Krebsbach .....18,050  
Lynda Jackson\* .....17,582  
Glinda McGuire .....17,027  
Anabell Rocha .....15,708  
Jane Sturdrava .....15,587  
Ruth DeKerleogian\* .....15,309  
Wilda DeKerleogian\* .....15,066  
Cathy E. Littlejohn .....14,940  
Maureen Myers .....14,667  
Barbara Stimach\* .....14,283  
Beatrice Powell .....14,070  
Pat Campbell .....13,897  
Robin Rowland .....13,780  
Linda Kirkbride .....13,387  
Shirley M. Oshiro .....12,647  
Wadene Claxton-Prince .....12,538  
Kathy C. Goff-Brummett .....12,157  
Barbara Faber .....11,870  
Rosalie Ann Medjesky .....11,832  
Sylvia Kalicak .....11,718  
Kathy Jones .....11,480  
Deb Pike .....10,458  
Mary Pat Raynor .....8,976  
Bettye M. Bridges .....7,347  
Sonja Hunter Mason .....5,676

#### Diamond

Barbara Sunden\*\* .....\$75,324  
Lisa Madson .....65,354  
Karen Piro\*\* .....54,318  
Julianne Nagle\* .....43,536  
Tammy Crayk .....38,802  
Patricia Rodriguez-Turker\* .....35,096  
Anita Mallory Garrett-Roe\* .....33,781  
Linda C. Toupin .....31,386  
Suzanne Brothers\* .....30,419  
Gloria Castaño\*\* .....30,291  
Mary Diem\* .....29,544  
Pam Gruber\* .....29,131  
Joyce Z. Grady .....28,189  
Kathy Z. Rasmussen\*\* .....25,922  
Dawn A. Dunn .....25,723  
Diane Underwood .....25,587  
Holly Zick\*\* .....25,325  
Sonia Páez .....23,910  
Sharon Kingrey .....20,839  
Sandy Valerio .....20,592  
Jo Anne Cunningham .....20,529  
Sharon Z. Stempson\* .....18,151  
Dalene Hartshorn .....17,419  
Diana Heble .....16,946  
Connie A. Kittson .....16,458  
Linda O. Scott .....16,026  
Maria L. Monarrez .....15,789  
Diana Sumpter .....15,258  
Jan Mazzio .....14,733  
Sandra Chamorro .....13,225  
Charlotte G. Kosena .....12,905  
Betty Gilpatrick .....10,411  
Carol Lawler .....9,948  
Naomi Ruth Easley .....9,174  
Isabel Venegas .....8,467  
Andrea C. Newman .....7,955

#### Ruby

Carol Anton\*\* .....\$66,132  
Karlée Isenhardt\* .....46,860  
Pat Danforth\* .....39,379  
Linda McBroom\* .....37,074  
Sue Kirkpatrick\* .....35,523  
Johnnette Shealy\* .....34,292  
Ronnie D'Esposito Klein .....31,011  
Shirley Oppenheimer .....29,251  
Wanda Dalby\*\* .....28,160  
Janis Z. Moon .....25,674  
Jeanne Rowland\* .....23,376  
Kate DeBlander .....23,224  
Pam Ross\* .....22,351  
Cyndee Gress .....21,953  
Judy Kawiecki .....20,622  
Margaret Winner .....19,723  
Elizabeth Sapanero .....19,276  
Toni A. McElroy .....18,801  
Pamela A. Fortenberry-Slate\* .....17,863  
Cheryl J. Davidson .....17,593  
Rebecca Evans\* .....16,888  
Jessie Hughes Logan\* .....16,655  
Michelle L. Sudeth\* .....15,807  
Bea Millsagle .....15,538  
Kirk Gillespie .....15,341  
Judy Jo Auth .....15,229  
Nancy M. Ashley\* .....15,048  
Sue Z. McGray .....15,028  
Gena Rae Gass .....15,017  
Jean Santin\* .....14,845  
Maria Aceto Piro .....14,668  
Scarlett Walker\* .....14,584  
Vicky L. Fuselier .....13,537  
Lynne G. Holliday .....13,478  
Nancy West Junkin\* .....13,397  
Patricia Lane .....12,581  
Rhonda L. Fraczkowski .....12,564  
Thelva Elvin .....12,300  
Cindy Z. Leone .....11,909  
Gay Hope Super .....11,287  
Margaret M. Bartsch .....10,820  
Cindy Towne .....10,781  
Kimberly Walker .....10,626  
Phyllis Chang .....10,455  
Amy Dunlap .....10,380  
Kelly McCarroll .....9,925  
Katie Walley .....9,395  
Sharilyn G. Phillips .....9,389  
Renee D. Hackleman .....6,911

#### Sapphire

Christine Peterson\*\* .....\$71,581  
Gayle Gaston\* .....64,453  
Rena Tarbet\* .....48,192  
Lupita Ceballos\* .....47,540  
Judie McCoy\* .....40,630  
Joanne Holman\*\* .....40,491  
Joan Cox\* .....39,217  
Valerie J. Bagnol\* .....26,701  
Sonya LaVay\* .....26,047  
Dianne D. Moul\* .....25,854  
Jo Anne Barnes .....22,323  
Pam L. Higgs .....21,594  
Maria Aguirre .....20,911  
Mattie Dozier .....20,657  
Shannon C. Andrews\* .....19,327  
Vernella Benjamin .....19,275  
Gloria Baez .....19,221  
Alia L. Head .....18,705  
Alia L. Head .....18,669  
Mary L. Cane .....18,180  
Pam Klickna-Powell .....17,747  
Jeanne Curtis .....17,158  
Sharon L. Buck .....16,578  
Sherril L. Steinman .....16,528  
Jan L. Thetford .....16,092  
Maribel Barajas .....16,073  
Nancy A. Moser .....15,934  
Ann Kratochvil .....14,340  
Debra M. Wehrer .....14,233  
Brigit L. Briddle .....13,119  
Kendra Crist Cross .....12,631  
Carol L. Stoops .....12,103  
Gillian H. Ortega .....11,606  
Ann Brown .....10,730  
Jill Moore .....9,919  
Joy L. Breen .....9,888  
Karen B. Ford .....9,684

#### Emerald

Gloria Mayfield Banks\*\* .....\$61,241  
Kathy S. Helou\* .....47,582  
Sherry Giancristoforo\* .....35,307  
Debi R. Moore\* .....34,419  
Ronda Burnside\* .....32,605  
Dacia Wiegandt .....27,204  
Lily Orellana .....26,818  
Doris Jannke\* .....26,787  
Jamie Cruse-Vrinios .....26,715  
Kerry Buskirk\* .....24,442  
Cindy Fox\* .....23,819  
Pamela Tull .....21,994  
Cathy Phillips .....21,750  
Consuelo R. Prieto .....21,415  
Kay E. Elvrum .....21,287  
Joanne R. Bertalan\* .....20,773  
Yvonne S. Lemmon .....19,886  
Mona Butters .....19,640  
Miriam Gómez-Rivas .....19,194  
Janet Tade\* .....18,851  
Kym A. Walker\* .....18,526  
Cathy Bill\* .....18,079  
Jackie LaPrade .....17,886  
Judy A. Rohde .....14,707  
Brenda Segal\* .....14,306  
Irene A. Shea .....13,835  
Crisette M. Ellis .....13,800  
Judy Harmon .....13,140  
Kathy Rodgers-Smith .....13,084  
Sherry A. Alexander .....13,066  
Jo Reynal Rogers .....12,993  
Nora L. Shariff\* .....12,590  
Shelly Gladstein .....12,439  
Regina Hogue .....11,361  
Barbara Whitaker .....11,356  
Joanne Hollingsworth .....11,125  
Dawn Otten-Sweeney .....11,046  
Sabrina Goodwin Monday .....10,575  
Natalie Privette-Jones .....10,255  
Cristi Ann Millard .....10,165  
Francie McBeth .....10,144  
Phyllis R. Sammons .....8,783  
Pamela Cheek .....7,759  
Esther Whiteleather .....7,281  
Carmen Rios .....6,429

\*Denotes Senior NSD

\*\*Denotes Executive NSD



# ruby/rubí

## new debuts/debutes January/Enero

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site and go to LearnMK®, keyword, "Advance." Or click on "About DIQ Program" under LearnMK®. /Nuevas Directoras de Ventas Independientes. Para más información, ingresa al sitio electrónico *Mary Kay InTouch®* y visita *AprendeMK®*, palabra clave, *Avance*. O bien, haz clic en *Sobre el programa DIQ* bajo *AprendeMK®*.



**Robyn LaVonne Chidester**  
North Salt Lake, Utah  
A. Andrus Unit

**Cindi S. Flower**  
Westcliffe, Colo.  
T. McElroy Unit

**Kay T. Kirkland**  
Madison, Ala.  
T. Whitlock Unit

**Shelly Newman**  
Antioch, Tenn.  
T. Crisler Unit

**Terrah Palmer**  
Stafford, Va.  
A. Alexis-Hamilton Unit

**Elena T. Siczekowski**  
Orland Park, Ill.  
D. DeGroot Unit

**Teresa Tripp**  
Visalia, Calif.  
S. Lovegren Unit

Congratulations to Sales Directors **Maria Esther Alvarez**, Spring Valley, Calif., R. Rebollar Unit; **Lakeysucha Adams Bailey**, Tuscaloosa, Ala., M. White Unit; **Annie D. Bethea**, Laurinburg, N.C., D. Meiksell Unit; **Laura Alison Bueno**, El Cajon, Calif., E. Lynch Unit; **Julianne Carson**, Olathe, Kan., J. Hallouer Unit; **Katie Clouse**, Flint, Mich., S. Rozwadowski Unit; **Pamela Sue Earles**, Kingsport, Tenn., P. Hurd Unit; **Maria G. Gomez Figueroa**, Beaverton, Ore., A. Martinez Unit; **Susan Grause**, Loveland, Ohio, C. Pettit Unit; **Martha Hernandez**, National City, Calif., I. Camargo Unit; **Andrea Stephanie Korb**, Herndon, Va., C. Gress Unit; **Jennifer Lynn Moore**, Portsmouth, Ohio, S. Phillips Unit; **Debbie Lee Nahlen**, Houston, Ark., S. Clemons Unit; **Maria Resendiz**, San Diego, R. Rebollar Unit; **Elexia C. Ridaught**, Mobile, Ala., J. Savell Unit; **Imelda Rodriguez**, Rochelle Park, N.J., O. Tchir Unit; **Immaculata Christine Rubadiri**, Galloway, N.J., W. Cain Unit; **Kimberly S. Singer**, Succasunna, N.J., D. Miller Unit; **Amy T. Taylor**, Lago Vista, Texas, B. Mitchell Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

## Dean's List/Lista del Decano

(March 2006 debuts/debutes de marzo 2006)

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



**Amy Lynn Allgood**  
West Palm Beach, Fla.  
M. Diem Area  
Diamond Seminar

**Erin Jayne Antroinen**  
Waldorf, Md.  
P. Higgs Area  
Sapphire Seminar

**K. T. Marie Martin**  
Corning, Calif.  
C. Anton Area  
Ruby Seminar

## Honors Society/Sociedad de Honor

(March 2006 debuts/debutes de marzo 2006)

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



**Abiola Atanda**  
Houston  
Ruby Go Give Area

**Karyz Figueroa**  
Woodbridge, Va.  
P. Fortenberry-Slate Area

**Yvette Christine Gerlach**  
San Antonio  
S. Oppenheimer Area

**Patricia Elizabeth McCandlish**  
Westminster, Calif.  
Ruby Go Give Area

**Dawn M. Montgomery**  
Rising Sun, Md.  
K. McCarroll Area

**Christine Lokey Sokolofsky**  
Wilmington, N.C.  
K. McCarroll Area

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## Fabulous 50s/Los Fabulosos 50

(Sept. 2006 debuts/debutes de Sept. 2006)

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 cuenten con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.

*Congratulations to Sales Directors Julie A. Moshier-Chavez, Yucaipa, Calif., R. Evans Area and Ashley Moore Tart, Erwin, N.C., P. Danforth Area; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

## On the Write Track/En buen camino

(Jan. 2007 debuts/debutes de enero 2007)

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

Robyn LaVonne Chidester

Pamela Sue Earles

Andrea Stephanie Korb

Debbie Lee Nahlen

Shelly Newman

## New Team Leaders/Nuevas Líderes de Equipo

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

Virginia L. Abbott  
Heansy J. Acuna  
Ruth E. Adedeji  
Tolu I. Adekunle  
Florence Adu  
Elena Aguirre-Gillam  
Brandy H. Allemand  
Victoria N. Anaduaka  
Carolyn S. Ansley  
Beth M. Ashburn  
Vanessa R. Baeza  
Mimi Bauer  
Caroline Beason  
Gervana Begaye-Johns  
Margo R. Black  
Mary K. Bloomer  
Diana G. Boyd  
Leticia Brito  
Jessica M. Buoniconti  
Ariel F. Calomino  
Alysia Campbell  
Melissa E. Campbell  
Miriam H. Carrera  
Zulema R. Carrillo  
Christina L. Casaus

Paula R. Chambers  
Precious Chinagorom  
Jody M. Chittick  
Maria T. Contreras  
Kelly M. Copeland  
Irene C. Crisostomo  
Ronda K. Crowe  
Princess E. Daley  
Mary J. David  
Dawn M. Davis  
Roxane Deigh  
Monserrath Duran  
BriAnne L. Eaton  
Juliet N. Ede  
Ella Edward  
Oluchi A. Elechi  
Lee A. Fancher  
Sally P. Faulk  
Samantha Fazio  
Silvia Fenicle  
Shalva S. Forsmann  
Carol A. Freeman  
Jessie F. Frison  
Cynthia V. Galvan  
Lori H. Garcia

Kathryn E. Gonzalez  
Jacqueline A. Grant  
Sonia L. Gutierrez Gonez  
Linda S. Hackney  
Tonya S. Hallavant  
Tracy M. Hansard  
Alicia S. Harris  
Gail E. Harvey  
Jimmy A. Herrera  
Rusti Hice  
Leanne L. Hochstetler  
Vickie A. Howell  
Johnnie L. Hughes  
Marilou P. Ilagan  
Rebecca S. Jackson  
Becky L. Johnson  
Linda L. Johnson  
Sandra L. Johnson  
Dana Kasper  
Elizabeth M. Keller  
Denise S. Kemper  
Tara L. Klinnert  
Romana V. Krejci  
Elizabeth J. Kumbara  
Tamra L. Langley

Annie L. Lawson  
Stephanie B. Layden  
Sherry L. Leal  
Jacqueline H. Limehouse  
Elizabeth B. Longendorf  
Lisa H. Lopez  
Yolanda L. Lott  
Kimberly Luxich  
Janet Marsh  
Cindy R. Martinez  
Catherine Mathews  
Elizabeth Mattera  
Brenda G. Mayton  
Crystal M. McBrayer  
Beth E. McDowell  
Karen A. McLamb  
Lisa M. McLaughlin  
Phyllis McLaughlin  
Ginny Mikolajczak  
Flor M. Mora  
Donna R. Moren  
Gennier Moreno  
Shannon S. Morgan  
Judy S. Moyes  
Kera Muller

Norma J. Nerio  
Tanya L. Newsom  
Assunta L. Novak  
Robby Nwaizu  
Unique R. O'Neil  
Amy M. Okeson  
Gayle M. Osnes  
Mamie D. Palacios  
Sharon A. Pastor  
Valerie D. Phillips  
Marilyn M. Pichardo  
Stacie C. Porter  
Chantel Quintana  
Veronica Quiroz  
Maria R. Saavedra  
Susan Sacco  
Kerry L. Scinta  
Tracey S. Scott  
Christy A. Semper  
Cheryl A. Sheedy  
Susan B. Sloan  
Marisela Solis  
Barbara A. Spencer  
Jan L. Spoor  
Jenniffer L. Stahlman

Cynthia D. Strickland  
Amanda F. Strnad  
Cheryl Swening  
Stacey L. Taylor  
Merthia Thompson  
Michelle Thompson  
Maria E. Tillman  
Jennifer M. Tito  
Amaechi C. Umeh  
Danielle D. VanBogelen  
Kesia J. Vega  
Melissa Villarreal  
Alysha Voisin  
Jennifer D. Wampler  
Rhonda S. Watford  
Robin G. Westmoreland  
Alison R. Widmann  
Nacola F. Wilson  
Debbie M. Woodall  
Sara Yoder  
Roxanne M. Zulgis

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# ruby/rubí

## Gold Medals/Medallas de Oro

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

### NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

#### 61 Gold Medals/Medallas de Oro

Sales Director Tongbai Mason.....6

#### 25 Gold Medals/Medallas de Oro

Sales Director Georgia Awig.....6

#### 23 Gold Medals/Medallas de Oro

Sales Director May Onumodu.....11

#### 21 Gold Medals/Medallas de Oro

Sales Director Minerva Balizan-Diaz.....5

#### 18 Gold Medals/Medallas de Oro

Sales Director Linda Civey.....6

#### 17 Gold Medals/Medallas de Oro

Sales Director Gina Beekley.....5

Sales Director Sheryl Goins.....6

Sales Director Stella Nwokoye-Pius.....5

Sales Director Deborah Williams.....5

#### 16 Gold Medals/Medallas de Oro

Sales Director Lynnise Finney Jajo.....5

Sales Director Kemi Madunta.....5

Sales Director Sheila Valles.....6

#### 15 Gold Medals/Medallas de Oro

Sales Director Josie Espinosa.....5

Sales Director Joan Merten.....6

#### 14 Gold Medals/Medallas de Oro

Sales Director Sha Ron Martin.....5

Sales Director Consuelo Tinajero.....7

#### 12 Gold Medals/Medallas de Oro

Sales Director Cary Ehrlich.....5

Sales Director Helen Godswill.....5

Sales Director Elvia Trejo.....5

#### 10 Gold Medals/Medallas de Oro

Sales Director Eusebia Bonilla.....5

Sales Director Carline Brice.....6

Sales Director Lenore Gilbert.....6

Sales Director Kate Onyekere.....5

Sales Director Marie Surprin.....5

#### 9 Gold Medals/Medallas de Oro

Sales Director Ana Cristina Carper.....5

#### 8 Gold Medals/Medallas de Oro

Sales Director Christy Barnett.....6

Sales Director Annette Beasley.....5

Sales Director Kitzie Whitton.....5

#### 7 Gold Medals/Medallas de Oro

Sales Director Christi Emanuel.....6

Sales Director Annette Olinde.....5

#### 6 Gold Medals/Medallas de Oro

Sales Director Maria Ervin.....5

Sales Director Mirna Garcia.....5

#### 5 Gold Medals/Medallas de Oro

Sales Director Isidora Camargo.....5

Sales Director Gloria Enwere.....5

Sales Director Darlene Gilliam.....5

Sales Director Diana Gutierrez.....5

Sales Director Nina Jonah Ndukwe.....10

Sales Director Augusta Onyenemere.....6

Sales Director Maria Resendiz.....5

Sales Director Marilyn White.....5

#### 4 Gold Medals/Medallas de Oro

Sales Director Debbie Deets.....5

Sales Director Mandi Gubler.....5

Sales Director Shawnol Jemison.....7

Livania Marques, J. Mendes Unit.....7

Sales Director Lucinda Stillman.....6

#### 3 Gold Medals/Medallas de Oro

Sales Director Lydia Brink.....5

Sales Director Annie Clapp.....5

Sales Director Genevieve Gonzalez.....7

Sales Director Monica Green.....6

Sales Director Sylvia Havish.....5

Lisa Humburg, C. Granato Unit.....5

Sales Director Donnie Jackson.....7

Monica Jimenez-Corniel,

O. Quiroga Unit.....5

Sales Director Linda Kieper.....6

Harriet Kinchlow, S. Meyerholt Unit.....11

Damaris Kirkpatrick, K. Terry Unit.....10

Diana Morales, C. Lewis Unit.....6

Katie Ratliff, G. Ratliff Unit.....16

Mary Ryan, C. Robustelli Unit.....10

Sales Director Terry Smith.....6

Avette Ware, V. Gross Unit.....13

#### 2 Gold Medals/Medallas de Oro

Amie Adamson, Y. Baldenegro Unit.....9

Florence Adu, B. Smith Unit.....10

Renee Barbuto, D. Lucash Unit.....5

Sales Director Darla Bull.....6

Patricia Campbell, S. McGray Unit.....5

Lasuela Carter, P. Earles Unit.....6

Elizabeth Chandler, C. Bautista Unit.....14

Sales Director Maria Frayre.....5

Sales Director Ivette Jefferson.....5

Sales Director Tina Jhin.....5

Edith Jonathan, V. McKenzie Unit.....7

Stephanie Jones, P. Lieber Unit.....5

Linda King, S. Nelson Unit.....6

Erika Mouliert, K. Figueroa Unit.....13

Sheila Nelson, V. Auth Unit.....5

Moji Peters, S. Nwokoye-Pius Unit.....8

Malinda Pierce, C. Brinker Unit.....5

Sales Director Maria Torres.....5

Sales Director Kathy Williams.....5

Jennifer Wilson, J. Carino Unit.....5

#### 1 Gold Medal/Medalla de Oro

Ruth Adedeji, V. Boe Unit.....5

Tolu Adekunle, J. Ehimika Unit.....5

Brandy Allemand, S. Valure Unit.....5

Debbie Amato, C. Mason Unit.....5

Kim Arrington, C. Fulcher Unit.....6

Rosa Beltran, E. Gannon Unit.....5

Grace Butler, C. Robustelli Unit.....6

Alysia Campbell, I. Randall Unit.....5

Whitney Clemons, S. Clemons Unit.....5

Irene Crisostomo, D. Hack Unit.....7

Ronda Crowe, R. Duncan Unit.....5

Jessica Curless, D. Duggan Unit.....7

Nicole Dean, P. White Unit.....5

BriAnne Eaton, M. Fedri Unit.....5

Vonnie Flowers, B. Schinnerer Unit.....5

Whitney Frank, D. Knotts Unit.....6

Agatha George, P. Pierce Unit.....8

Alicia Harris, L. Stillman Unit.....8

Rusti Hice, D. Hocott Unit.....7

Alison Hillestad, L. Stillman Unit.....5

Tijuana Jones, L. Wayne Unit.....5

Tamra Langley, J. Kilian Unit.....6

Stephanie Layden, J. Mileo Unit.....6

Euolinda Logan, M. Mack Unit.....8

Lisa Lopez, E. Ruff Unit.....5

Kimberly Luxich, M. King Unit.....5

Sales Director Azucena Martinez.....5

Catherine Mathews, C. Yates Unit.....5

Elizabeth Mattera, M. Almanza Unit.....5

Brenda Mayton, L. Pore Unit.....5

Monique McCloud, P. White Unit.....5

Angela McDowell, L. Harmon Unit.....5

Sandy Medina, S. Lovegren Unit.....7

Victoria Nwosu, E. Okafor Unit.....5

Unique O'Neil, S. Nelson Unit.....6

Wendy Off, S. Braun Unit.....5

Gayle Osnes, B. Baldevia Unit.....5

Florence Ozurumba, A. Beasley Unit.....5

Anita Paredes, C. Medina Unit.....5

Sharon Pastor, J. Jennings Unit.....7

Veronica Quiroz, L. Tamayo Unit.....5

Rosalyn Sanchez,

J. Rodriguez Sanchez Unit.....5

Kelsey Scritchfield, K. Gardner Unit.....6

Shari Smith, G. Goetze Unit.....5

Stephanie Stoltzfus, M. Elliott Unit.....6

Arian Sullenger, R. Hafiz Unit.....5

Katie Taylor, M. Paul Unit.....5

Winnett Trey, A. Caines Mitchell Unit.....5

Amaechi Umeh, E. Okafor Unit.....5

Angela Walters, S. Phillips Unit.....5

Marilyn Weber, D. Velarde Unit.....5

Marnie Whaley, J. Mileo Unit.....6

Jennifer Whitlock, E. Stonebarger Unit.....5

Stephanie Williams, J. Williams Unit.....5

Amanda Wolfram, L. Smith Unit.....5

Debbie Woodall, A. Kent Unit.....5

Roxanne Zulgis, B. Xepoleas Unit.....5

## 13% Club/Club del 13%

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

Sales Director Ekene S. Okafor.....\$3,727.69  
Sales Director Anne Obiageli Akanonu.....2,538.93  
Sales Director Roli Akperi.....1,775.93  
Sales Director Thessy Nkechi Nwachukwu.....1,769.04  
Sales Director Cathy O. Calabro.....1,730.40  
Sales Director Laurieann Barclay.....1,712.95  
Gloria Onuigbo, R. Akperi Unit.....1,632.57  
Sales Director Linda Leonard Thompson.....1,623.38  
Sales Director Tammy Klingele.....1,611.77

Sales Director Elizabeth Medernach.....1,563.22  
Sales Director Tongbai Mason.....1,561.50  
Sales Director Michele Semper.....1,560.42  
Sales Director Lesa L. Patterson.....1,527.73  
Sales Director Edith Ngozi Nwachukwu.....1,493.05  
Sales Director Mary Lou Ardohain.....1,454.96  
Sales Director Kristen Willis.....1,407.51  
Sales Director Debra A. McDivitt.....1,381.67  
Monica C. Ukasanya, P. Onyese Unit.....1,374.69

Sales Director Nina Jonah Ndukwe.....1,356.68  
Sales Director Lisa V. Bauer.....1,335.43  
Sales Director Shelly Harpenau.....1,324.05  
Sales Director Lee A. McCarthy.....1,310.37  
Sales Director Becky Christensen Davies.....1,309.30  
Sales Director K. T. Marie Martin.....1,305.43  
Sales Director Maribel Marks.....1,301.07

# recognition/reconocimiento

## Achievement Circle/Círculo de Logros

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

### Pearl/Perla

Kim L. McClure	\$140,006
Lisa Allison	136,799
Jeanie Martin	100,597
Leah G. Nelson	99,290
Cheryl Marie Brown	92,040
Laurie C. Cole	88,748
Kristin Myers	87,263
Patricia Fitzgerald	83,110
Cindy Machado	82,339
Roya M. Mattis	78,038
Laura Poling	77,158
Stacey Craft	75,383
Kathryn L. Engstrom	74,870
Denise E. Crosby	73,834
Laurie Dyan Cantey	72,787
Sandra Tatzert	71,791
Gwen L. Gihring	71,035
Alma Orrostieta	69,991
Angel B. Toler	69,911
Amie N. Gamboian	68,703
Lisa Olivares	68,703
Holly L. Ennis	68,214
Kimberly R. Visser	67,699
Maria Bolling	67,099
Vivian Diaz	66,949
Terri Lewis	66,249
Marita W. Campbell	65,456
Gina Beck	63,385
Janice Baxter Hull	61,353
Amy Kitzrell	60,863
Menina M. Givens	60,704
Holly J. Sawyers	60,516
Patty Webster	59,617
Charlene Grubbs	59,549
Anne Geertsens	59,160
June C. Chisman	58,837
Judy Brack	57,945
Sherry L. Belisle	57,890
Judy Gieson	57,777
Amber D. Campbell	57,050
Judi Tapella	56,651
Tamaria M. Bradford	55,904
Penny J. Jackson	55,776
Jaime Marie Bittner	55,635
Stephanie Nicole Tran	55,311
Betsy C. Richard	54,684
Donna L. Cemulini	54,646
Pat Ringnald	54,294
Rita Schaefer	54,049
Harriett Sharpe	53,876
Annette Hazuka	53,275
Alice L. Murphy	52,759
Farrell S. Norton	52,678
Amy Dawn Adams	52,604
Patti Cornell	52,407
Joyce Recenello	51,850
Misty D. Guyre	51,795
Maureen Shipp	50,863
Iva Kurz	50,484
Susan K. Janish	50,220
Victoria Rachel Piccirilli	49,827
Tracey L. Chavez	49,803
Shari M. Kirschner	49,074
Hazel White	48,925
Susan Moore	48,892
Roxanne Morgan Sconza	48,554
Evelyn Hill	48,265
R. Sue Miller	48,129
Vicki B. Crank	48,028
Susan M. Hohlman	48,016
Jean A. Wilson	47,770
Debbie A. Sands	47,681
Regina Lockwood	47,376
Sally Moreno	46,800
Brenda Stafford	46,794
Lori L. Kreh	46,338
Barbara L. Bayer-Coulter	46,216
Patty J. Olson	46,104
Amy Stokes	45,964
Michele Salisbury Rankin	45,877
Melissa Nix Henderson	45,587
Sherry S. Hanes	45,042
Tammy Brown	44,792
Rebecca Milligan	44,858

Deirdre L. Eschazier	44,756
Wendy Lyn Phillips	44,540
Carmen J. Felix	44,290
Melissa A. Snead	44,174
Nedra White	44,059
Kathy Eckhardt	44,033
Tommi Pleasure	43,993
Jody Kreger	43,982
Evelyn C. Benitez	43,791
Francene M. Anderson	43,643
Vashti Day	43,473
Keita Powell	43,244
Doreen J. Pavinski	43,044
Mary Stuart Smith	43,019
Vanessa A. McClearn	42,912
Amy Kemp	42,839

### Diamond/Diamante

LaRonda L. Daigle	\$166,468
Kim I. Cowdell	111,863
Arianne C. Morgan	110,434
Pat A. Nuzzi	98,552
Shelly Palen	91,985
Robin S. Lantz	90,566
Marsha Morrisette	89,004
Vivian Diaz	87,426
Heather M. Julson	85,764
Connie L. Russo	84,824
Magdalena Diaz De Leon	82,995
Audrey K. MacDowall	82,859
Evitella Valdez-Cruz	81,893
Andrea Shields	79,773
Julie Schlundt	77,485
Heidi Goelzer	76,184
Karen L. Kunzler	75,207
Terry J. Beckstead	74,836
Stephanie A. Richter	73,887
Patricia Carr	73,711
LaChelle M. Seleski	73,540
Eileen M. Huffman	73,174
Valorie Jean White	73,029
Cecilia C. James	72,787
Caterina M. Harris	71,271
Kelly Willer-Johnson	69,662
Faith A. Gladding	68,692
Evelinda Diaz	68,501
Chatney Gelfius	67,829
Kristen Dravage-Smith	66,924
Karen Mitterling Johnson	66,004
Lara F. McKeever	65,928
Maria Teresa Lozada	65,582
Suzanne T. Young	64,487
Cindy S. Kriner	64,291
Nancy Fox Castro	64,108
Melissa R. Hennings	63,702
Lisa Rada	62,926
Karen M. Bonura	61,965
Gerrit Anne Morris	61,893
Sheryl Peterson	61,833
Kristen P. Marks	60,947
Karime Rosas	60,925
Holly A. Brown	60,670
Virginia Rowell	60,138
Brenda K. Howell	60,008
Julie Garvey	59,359
Patricia Schneider	59,142
Melody P. Lemon	59,022
Melinda M. Balling	59,001
Ana X. Solis	58,799
Boni Tucker	58,737
Rosa C. Fernandez	58,414
Julie Danskin	58,347
Michelle L. Farmer	57,562
Brenda Bennett	57,522
Maria M. Amador	57,122
Lisa A. Stengel	56,683
Priscilla McPheeters	56,483
Carol Lee Johnson	55,971
Lori M. Langan	55,708
Jeannette E. Beichle	55,438
Ada Y. Garcia-Herrera	55,121
Blanca E. Arroyo	54,824
Daria L. Kottwitz	54,477
Deborah Dudas	54,459
Shelley Olson	54,324

Chris DeMeuse	54,000
Barbara E. Roehrig	53,936
Alice Rothbauer	53,796
Debi Christensen	53,742
Gwen L. Ristow	53,514
Nellie R. Anderson	53,197
Donna K. Smith	53,020
Meyra Esparza	52,857
Maricarmen Gonzalez	52,719
Cindy Wallace	52,618
Melissa Mays	52,516
Joye Z. Stephens	52,469
Barbara H. Peterson	52,237
Heather Miriam Ritz	51,993
Tara D. Nebeker	51,600
Jill D. Davis	51,535
Maria K. Eades	51,319
Jill M. Myhre	51,290
April Ann Townsend	50,807
Donna J. Saguto	50,629
Elvi S. Lamping	50,560
Cynthia L. Frazier	50,484
Marti A. Dettmann	50,414
Mary P. Creech	50,247
Judy Flummerfelt-Gerstner	50,181
Kim A. Messmer	50,160
Gayle Lenarz Kolsrud	50,140
Kristen C. Spiker	50,006
Mary Jacobson	49,746
Mariaelena Boquin	49,577
Julie J. Fox	49,547
Holly V. Crumley	49,332
Sharon B. Carney-Wright	49,273

### Ruby/Rubi

Ekene S. Okator	\$205,792
Rol Akperi	164,165
Thessy Nkechi Nwachukwu	106,916
Carmen Nunez	96,975
Julie Roman	91,381
Debbie A. Elbrecht	89,320
Candy D. Lewis	88,138
Diane Covington	85,702
Stephanie Harvey Valure	79,873
Krystal D. Downey-Shada	78,944
Lisa Anne Harmon	76,849
Linda Leonard Thompson	76,831
Kathy Williams	74,603
Sherrie L. Clemons	72,356
Margi S. Eno	72,032
Phuong L. White	69,380
Stacey P. Nelson	68,396
Laura A. Kitchbraker	67,709
Anne Obiageli Akononu	67,094
Donna F. Knotts	66,424
Colleen Robustelli	66,215
Terry A. Oppenheimer-Schaefer	63,700
Donna C. Ibe	63,423
Terry S. Smith	61,631
Carol Neat	61,506
Linda K. Jordan	60,112
Eleanor M. Reigel	59,813
Cindy L. Yates	59,706
Nina Jonah Ndukwue	59,426
Mary Sharon Howell	58,993
Becky M. Xepoleas	58,766
Lee A. McCarthy	57,956
K. T. Marie Martin	57,937
Gloria Dominguez	57,150
Elizabeth Medernach	55,393
Rachel Wallace Duncan	55,033
Phina N. Onwuachi	54,050
Alicia Bivens-Jones	53,589
Julie Thomas	53,545
Jennifer I. Ehimika	53,202
Staci Lynn Venable	52,785
Somer Ballard Carter	52,745
Gina Beekley	52,617
Connie A. Brinker	52,390
Jennifer Jean McNulty	52,123
Daria R. Bull	51,689
Donna Clark	51,593
Edith Ngazi Nwachukwu	51,389
Nancy D. Marshall	51,152
Regina M. Busca	50,714

Deborah K. Hack	50,699
Stella Nwokoye-Pius	50,638
Lisa V. Bauer	50,551
Kimberly Cavarretta	50,429
Anne Weidenweber	50,100
Pansy L. Pierce	49,893
Julie Smith	49,741
Kali DeBlander Brigham	49,591
Sandra Braun	49,536
Melissa Regina Almanza	49,392
Breda M. Teal	49,246
Debra A. McDvitt	49,221
Tammy Krueger	48,776
Pat Rodriguez	48,580
Cindy P. Markowski	48,487
Maril Fedri	48,281
Suzanne Moeller	47,718
Loraine Noland	47,697
Patricia Onyeise	47,635
Marlene R. Yungler	47,454
Pali Maxwell	47,373
Rebecca W. Cox	47,318
Suzanne Tripp-Black	47,252
Denise Nelson Parmely	47,120
Siobhan Spears	47,113
Jude-Ann B. Gargiula	46,773
Palia A. Curry	46,600
Sheila K. Valles	46,471
Liz Whitehouse	46,323
Gloria Enwere	46,035
Michele Semper	45,717
Mary Jo Dallen	45,629
Sandee Popadich	45,623
Jennifer E. Armstrong	45,352
Karen Pappas	45,311
Gale Elliott	45,028
Peggy Young	44,752
Rose Mary Neel	44,659
Laurie Hallock	44,550
Teri A. Nichols	44,403
Kathy Monahan	44,084
Olubunmi Ebiwonjumi	43,984
Barbara L. Harrison	43,889
Lessa L. Patterson	43,827
Brooke Amber Goff	43,740
Cissy E. Warren	43,492
Lupita G. Ramirez	43,484
Anna M. Sempeles	43,389
Oye A. Onuoha	43,358
Terry Thole	43,255

### Sapphire/Zafiro

Tracy Potter	\$128,619
Paola J. Ramirez	108,769
Melva M. Slythe	107,612
Jennifer L. Semelsberger	105,145
Jill L. Glockner	92,194
Linda A. Barba	89,516
Linda L. Quillin	89,086
Kristi M. Nielsen	88,331
Julie Weaver	87,194
Ann W. Sherman	82,201
Gladis Elizabeth Camargo	80,439
Yvonne Boggs	79,367
Moleida G. Dailey	77,003
Randi Stevens	75,324
Ann Ferrell Smith	74,429
Julie Neal	74,174
Janelle A. Ferrell	70,727
Lorraine B. Newton	67,676
Avelyn R. Smith	66,860
Jill Beckstedt	66,228
Tammy Romage	66,151
Larry A. Hensley	64,523
Ludy Ruth Brown	64,359
Bea Heath	64,151
Angelea R. Murray	63,784
Delmy Ana Torrejon	62,822
Cheryl R. Bullard	61,687
Kathy L. Taylor	60,957
Mooniemah Mary Ramsaran	60,595
Jennifer G. Bouse	60,160
Nancy W. Pettaway	59,625
Jodi L. Feller	59,079
Zasha Noel Lowe	59,011

Phyllis I. Pinsker	58,773
Elizabeth McCandless	58,667
Linda Klein	58,482
Sherri Reindl	58,413
Peggy B. Sacco	58,309
Roxanne McInroe	58,050
Sherrian Beagle	57,999
Judy K. Johnson England	57,841
Julia Mundy	57,274
Bonnie Crumrin	57,223
Margaret Neill	56,932
Elizabeth Ashley Bains	55,924
Ruby Garner	55,838
Beverly M. Brown	55,443
Maria G. Diaz	54,779
Leslie M. McKinney-Smith	54,365
Candy L. Johnston	53,970
Ronda Compton	53,205
Patrice Moore Smith	53,194
Linne' Lane	53,002
Gena Prince	52,267
Lynn A. Cervini	52,182
Linda A. Jones	51,953
Paula MacBean	51,139
Alison Renee Jurek	50,833
Pilar Najera	50,758
Chris Burnside	50,500
Julie M. Moreland	50,364
Elizabeth A. Poole	50,364
Carmoline Grady	50,237
Debbie A. Weld	50,047
Shirley Jenkins	49,665
Theresa Kusak-Smith	49,537
Linda F. Merritt	49,515
Marty Ulmer	49,503
Dolores Keller-Wills	49,462
Lorraine A. Collette	49,402
Giana Marelli Bonneur	49,092
Pam Garner Moore	48,636
Miranda Katie Bandemer	48,029
Lyris Yee	47,878
Sandra A. Zavoda	47,513
Jeannie Helm	47,428
Sara Kinney Turco	47,390
Terry M. Holcomb	47,102
Angie S. Day	47,063
Randi Lynne Lincoln	47,052
Mary G. Gronholz	46,964
Dena Smith	46,923
Rebecca S. Bowlin	46,687
Heather L. Bohlinger	46,675
Junanne B. Mosley	46,076
Beth S. Austin	46,017
Doris M. Quackenbush	46,016
Cheryl T. Anderson	46,004
Lynn Baer Roberts	45,833
Svetlana Lipsey	45,574
Lorraine S. Kigar	45,430
Ronnie Fitzpatrick	45,429
Petie L. Huffman	45,364
Mary Goss	45,045
Chelsey L. Huelat	44,962
Charlyn C. Eschette	44,574
Katie D. Nichols	44,373
Elsie Jackson	44,148
Joanna Helton	44,054
Lavarn Campbell	44,023

### Emerald/Esmeralda

Cory L. Kinchloe	\$101,691
Pattie A. Robinson	87,158
Hollie R. Sherrick	80,907
Holly Sanders Moyes	80,589
Marianne L. Anderson	79,896
Denise G. Kucharski	76,494
Ann Shears	72,820
Barbara Pleet	72,034
Karen A. Jorgenson	68,640
Joyce Young	66,148
April Leigh Price	66,119
Lisa Fay Upex	63,745
Pam Robinson Kelly	62,547
Pat Forehand	61,761
Rosemary Mitchell	61,148
Sandra Lopez	60,915

Rosemary Carolan	59,400
Hope S. Pratt	58,042
Dana Dean Cornalino	57,659
Maritza Lanuza	57,034
Celsa Menivar	57,013
Kathy P. Oliveira	56,271
Nancy Harder	56,009
Michelle McLaughlin	55,915
Paula Vander Vorste	54,624
Sheila J. McCune	54,194
Maria Sanches	54,181
Maria J. Ortega	53,926
Michelle Martella Armes	53,903
Tandy L. Ludin	53,621
Jeannine R. DeVore Harris	52,952
Silvia Ramos	52,892
Barbara Gizzo	52,589
Nancy Malkin	51,996
Laura A. Armstrong	51,789
Sheri L. Farrar-Meyer	51,695
Candy Jackson	51,035
Lisa A. Hawkins	50,857
Geri L. Gurreri	50,653
Heather A. Carlson	50,527
Brenda D. Elliott	49,565
Kay Dickerson	49,357
Isabel Cristina Polonia	49,147
Melissa Ann Beckett	48,712
Traci L. Smith	48,652
Auri Hatheway	48,643
Kim N. Alexander	48,176
Jean MacDonald	47,933
Nancy Graham	47,781
Rekia Osiebo	47,701
Nancy M. McCabe	47,554
Talvia W. Peterson	



# recognition

## Commission Circle

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

### Pearl

Kim L. McClure	\$20,695.73
Lisa Allison	18,118.14
Jeanie Martin	16,232.20
Marita W. Campbell	13,681.08
Alma Orrostieta	13,507.95
Leah G. Nelson	12,691.54
Cindy Machado	12,431.21
Judy Brack	12,237.64
Susan M. Hohlman	12,089.03
Laurie C. Cole	12,047.46
Sandra M. Mungula	11,733.65
Lisa Olivares	11,680.61
Jeanie K. Navkal	11,468.60
Patty Webster	11,395.05
Patricia Fitzgerald	11,307.47
Cheryl Marie Brown	11,181.99
Kristin Myers	11,164.22
Sandra Tatzert	11,157.73
Amie N. Gambolan	11,137.49
Roya M. Mattis	11,064.95
Gina Beck	10,939.71
Sally Moreno	10,921.20
Kimberly R. Visser	10,850.75
Penny J. Jackson	10,831.42
Keita Powell	10,811.86
Stacey Craft	10,811.69
Kathryn L. Engstrom	10,736.48
Nadine Bowers	10,596.44
Marla Bolling	10,563.98
Laurie Dyan Canteay	10,373.69
Tammy A. Vavala	10,280.64
Angel B. Toler	10,245.11
Menila M. Glens	10,144.23
Sherry L. Belisle	10,012.33
Janice Baxter Hull	9,851.96
Marye Durrer	9,841.05
Judi Tapella	9,495.79
Anne Geertsen	9,449.63
Denise E. Crosby	9,417.95
Terri Lewis	9,329.51
Laura Polling	9,157.55
Amy Kitzell	9,113.62
Irene K. Foster	9,110.92
Judy Gieson	9,102.08
Susan Moore	9,055.56
Charlene Grubbs	9,026.32
Gwen L. Gihring	8,907.75
Carmen J. Felix	8,862.97
Holly L. Ennis	8,827.92
Rita Schaefer	8,804.46
Harriett Sharpe	8,785.32
Betsy C. Richard	8,658.34
Tracey L. Chavez	8,631.59
Belle L. Martin	8,624.80
Sandra Giraldo Kirchhoff	8,608.15
Vicki B. Crank	8,560.97
Joyce Recenello	8,525.05
Kathy Eckhardt	8,473.75
Tommi Pleasure	8,453.11
Tamarie M. Bradford	8,447.25
Victoria Rachel Piccirilli	8,365.22
Annette Hazuka	8,324.71
Roxanne Morgan Sconza	8,250.52
Dorothy D. Boyd	8,203.17
Misty D. Guyre	8,200.59
Susie Kopacz	8,166.44
Julia Sander Burnett	8,129.94
Peggy Matish	8,042.35
Anita N. Conley	8,007.66
Holly J. Sawyers	8,004.38
Patti Cornell	7,994.83
Jean A. Wilson	7,951.78
Maureen Shipp	7,932.80
Betty B. Lucido	7,836.53
Amber D. Campbell	7,817.49
Stephanie Nicole Tran	7,814.81
Iva Kurz	7,789.29
Renée Brooks	7,780.03
Evelyn Hill	7,768.41
Hazel White	7,763.37
Pat Ringnald	7,728.10
Mary Claire Tapley	7,603.64
Nicole J. Canamare	7,474.16
Holli Thompson Lowe	7,408.47

Jaime Marie Bittner	7,403.16
Amy Dawn Adams	7,387.76
Shari M. Kirschner	7,346.91
Farrell S. Norton	7,342.93
Francene M. Anderson	7,272.64
Brenda Stafford	7,209.43
Patty J. Olson	7,187.02
Mary Stuart Smith	7,183.35
Marilyn A. Ricker	7,181.96
Rachael M. Bullock	7,130.56
Moji Mojtabale	7,130.56
Sheree E. Koehler	7,098.25
Barbara Ashworth	7,078.20
Alice L. Murphy	7,066.14
June C. Chisman	7,056.38
R. Sue Miller	7,038.53

### Diamond

LaRonda L. Daigle	\$21,606.16
Connie L. Russo	14,883.19
Kim I. Cowdell	14,778.04
Heather M. Julson	14,685.00
Marsha Morrisette	14,437.86
Pat A. Nuzzi	14,189.82
Shelly Palen	14,074.90
Heldi Goetzel	13,050.79
Maricarmen Gonzalez	12,916.76
Arianne C. Morgan	12,887.05
Evelinda Diaz	12,725.96
Terri J. Beckstead	12,636.45
Vivian Diaz	12,594.62
Valorie Jean White	12,569.52
LaChelle M. Seleski	12,510.15
Evitella Valdez-Cruz	12,419.12
Caterina M. Harris	12,068.27
Julie Garvey	11,989.87
Audrey K. MacDowall	11,901.71
Priscilla McPheeters	11,766.92
Julie Schlundt	11,636.80
Stephanie A. Richter	11,520.98
Robin S. Lantz	11,416.46
Andrea Shields	11,331.61
Martha Kay Ralle	11,200.88
Blanca E. Arroyo	11,129.71
Linda K. Hallock	11,068.92
Karen L. Kunzler	10,920.23
Karen Mitterling Johnson	10,896.12
Magdalena Diaz De Leon	10,840.23
Sheryl Peterson	10,788.58
Eileen M. Huffman	10,779.51
Melinda M. Balling	10,698.20
Morayma Rosas	10,649.36
Lara F. McKeever	10,623.90
Kelly Willer-Johnson	10,606.10
Rose Rodriguez	10,451.78
Marla Flores	10,448.13
Suzanne T. Young	10,427.08
Melissa R. Hennings	10,377.83
Marla Teresa Lozada	10,321.87
Barbara H. Peterson	10,212.40
Mary Beissel	10,188.03
Rosibel L. Shahin	10,096.53
Deanna L. Spillman	10,045.81
Cecilia C. James	10,028.67
Julie Danskin	10,008.77
Susan J. Pankow	9,956.86
Deborah Dudas	9,949.45
Faith A. Gladding	9,938.31
Ada Y. Garcia-Herrera	9,904.77
Linda C. Weniger	9,700.74
Lou Cindy Uitley	9,625.03
Brenda K. Howell	9,543.06
Ana X. Solis	9,478.24
Mary Jacobson	9,467.70
Susan K. Carlson	9,459.67
Lisa Rada	9,446.06
Sandy K. Griffith	9,437.95
Omosolape O. Akinyoyenu	9,412.65
Elvi S. Lamping	9,338.65
Peggy Sperling	9,332.28
Brenda Bennett	9,313.81
Patricia Carr	9,280.31
Karen M. Bonura	9,279.15
Maureen Yantzer	9,244.52
Emily Sims	9,228.86

Chatney Gelfuss	9,207.33
Michelle L. Farmer	9,193.65
Lisa Hackbarth	9,191.67
Boni Tucker	9,188.88
Nellie R. Anderson	9,168.07
April Ann Townsend	9,148.45
Nancy Ashton	9,142.68
Pat Joos	9,125.21
Bernadette Spriggs	9,121.38
Elyse Romano	9,099.45
Lita DeWeber	9,080.09
Betty McKendry	9,076.07
Denise Nygard	9,063.56
Barbara E. Roehrig	9,056.44
Jeanette E. Belchle	9,014.96
Nancy Fox Castro	8,969.90
Rosa C. Fernandez	8,930.35
Carol Lee Johnson	8,916.88
Lisa A. Stengel	8,865.80
Virginia Rowell	8,846.67
Donna Herzfeld	8,845.30
Annette Pace	8,843.90
Mary P. Creech	8,838.54
Meyra Esparza	8,819.87
Rosmary A. Baez	8,796.13
Trudy Miller	8,787.92
Geri Anne Morris	8,764.12
Donna K. Smith	8,742.20
Ana Carolina Alvarez	8,712.46
Jill Tyler	8,700.28
Marla Elena Boquin	8,601.03
Jill D. Davis	8,533.48
Gloria M. Gavlanes	8,512.94

### Ruby

Ekene S. Okafor	\$31,404.03
Thessy Nkachi	
Nwachukwu	27,815.22
Roli Akper	20,117.36
Candy D. Lewis	16,442.12
Carmen Nunez	15,093.27
Jodie Roman	13,087.46
Diane Covington	12,481.24
Terri Schaefer	12,431.17
Sherrie L. Clemons	12,286.46
Dorothy C. Ibe	12,200.04
Kathy Williams	11,572.17
Nina Jonah Ndukwe	11,355.09
Debbie A. Elbrecht	11,346.44
Linda Leonard Thompson	11,143.01
Terry S. Smith	11,095.28
Lisa Anne Harmon	10,971.49
Donna B. Meixsell	10,828.67
Laura A. Kattenbraker	10,759.50
Stacey P. Nelson	10,180.78
Anne Obiageli Akanonu	10,125.03
Donna F. Krotts	10,123.00
Puong L. White	9,795.30
Stephanie Harvey Valure	9,794.90
Michelle Semper	9,419.92
Lee A. McCaithy	9,386.19
Darla R. Bull	9,371.54
Colleen Robustelli	9,361.10
Mary Lou Ardohain	9,324.27
Krystal D. Downey-Shada	9,287.62
Rose Mary Neal	9,271.59
Gloria Dominguez	9,195.08
Gina Beekley	9,054.23
Shella K. Valles	8,936.01
Alicia Bivens-Jones	8,868.14
Kathy Monahan	8,842.75
Mary Sharon Howell	8,773.40
Oye A. Onuoha	8,767.02
Linda K. Jordan	8,750.66
Cissy E. Warren	8,676.25
Margi S. Eno	8,646.00
Patti Maxwell	8,580.28
Carol Neat	8,554.04
Julie Smith	8,503.64
Staci Lynn Venable	8,477.15
Karen Pappas	8,447.80
Donna Clark	8,437.85
Eleanor M. Reigel	8,425.96
Peggy Young	8,380.07
K. T. Marie Martin	8,352.38

Jennifer Jean McNulty	8,349.84
Pansy L. Pierce	8,268.84
Sheryl K. Goins	8,260.31
Elizabeth Medernach	8,222.05
Lesla L. Patterson	8,205.51
Terry Thole	8,170.42
Laurie Hallock	8,096.06
Palia A. Curry	8,084.58
Connie A. Brinker	8,076.10
Joyce Omene	8,069.78
Deborah K. Hack	8,037.54
Marnie R. Yunger	8,030.84
Susan C. Dunlap	8,026.55
Sindy L. Yates	8,023.49
Comer Ballard Carter	7,978.02
Becky M. Xepoleas	7,961.02
Dori M. Fennell	7,938.38
Suzanne Moeller	7,911.84
Loraine Noland	7,881.92
Liz Whitehouse	7,847.31
Edith Ngozi Nwachukwu	7,795.92
Kimberly Cavarretta	7,777.32
Nancy D. Marshall	7,696.40
Mary Alice Dell	7,638.84
Stella Nwokoye-Plus	7,601.41
Debbie Deets	7,591.12
Gina M. Gildone	7,578.54
Debra A. McDivitt	7,568.60
Lisa V. Bauer	7,549.93
Bonnie Brannan	7,534.73
Gloria Enwere	7,472.21
Barbara L. Harrison	7,465.37
Anna M. Sempelas	7,407.88
Phina N. Onuachi	7,397.61
Lisa A. DeLucia	7,336.49
Olubunmi Ebiwolumi	7,265.65
Diane Buckley	7,257.63
Breda M. Teal	7,226.80
Jennifer I. Ehinika	7,210.34
Natalie A. Rivas	7,210.29
Diana Gutierrez	7,183.84
Chick Stamschro	7,172.13
Susan C. Ehrnstrom	7,164.79
Teri A. Nichols	7,123.33
Sylvia Limon Martinez	7,112.60
Candace Laurel Carlson	7,085.34
Kali DeBlander Brigham	7,069.88
Mary Jo Dallen	7,032.05
Cindy P. Markowski	6,977.59
Mimi A. Novak	6,934.50
Lisa Thomas	6,907.90

### Sapphire

Paola J. Ramirez	\$18,880.03
Tracy Potter	16,530.78
Ana Maria Barba	15,147.74
Jennifer L. Semelsberger	14,923.15
Gladis Elizabeth Camargo	14,782.71
Julie Neal	13,980.26
Melva M. Slythe	13,682.10
Jill L. Glockner	13,545.59
Julie Weaver	13,273.73
Ann W. Sherman	12,486.81
Sylvia Boggs	12,137.27
Lady Ruth Brown	12,038.83
Kristi M. Nielsen	11,878.23
Avelyn R. Smith	11,868.77
Moleda G. Dailey	11,688.37
Julia Mundy	11,632.97
Delmy Ana Torrejon	11,492.88
Kimberly D. Starr	11,391.84
Lorraine B. Newton	11,378.91
Jill Beckstedt	11,377.42
Janelle A. Ferrell	11,169.71
Linda L. Quillin	11,111.03
Maria G. Diaz	11,079.87
Randi Stevens	11,050.65
Linne' Lane	10,753.34
Ann Ferrell Smith	10,629.91
Dolores Keller-Wills	10,504.33
Tammy Romage	10,334.24
Roxanne McInroe	10,184.12
Ruby Garner	10,015.24
Elizabeth McCandless	9,978.05
Phyllis I. Pinski	9,672.00

Leslie M. McKinney-Smith	9,649.71
Peggy B. Sacco	9,575.20
Cheri L. Taylor	9,519.83
Gena Prince	9,375.30
Beverly M. Brown	9,339.45
Zasha Noel Lowe	9,284.87
Sherri Reindl	9,252.27
Elizabeth Sanchez	9,200.11
Bea Heath	9,138.28
Rhonda G. Delnes	8,912.65
Kathy R. Bullard	8,878.34
Paula MacBean	8,865.52
Lynn Baer Roberts	8,834.54
Giana Marelli Bonheur	8,806.18
Judy K. Johnson Englund	8,759.90
Sherrian Beagle	8,630.49
Nancy W. Pettaway	8,547.20
Linda Klein	8,534.86
Wendy Clausen	8,499.16
Candy I. Johnston	8,386.67
Charlyn C. Eschette	8,374.31
Cheryl T. Anderson	8,332.37
Linda A. Jones	8,316.11
Pilar Najera	8,304.77
Betty Wilson	8,246.16
Jennifer G. Bouse	8,232.70
Angie S. Day	8,221.16
Jodi L. Feller	8,197.66
Mirna Mejia	8,146.29
Lynn A. Cervini	8,035.80
Kim Williams	8,021.98
Terry A. Hensley	7,975.12
Diane Bruns	7,900.13
Doris M. Quackenbush	7,883.77
Angelee R. Murray	7,883.55
Jeanne Helm	7,811.72
Amy N. Ashworth	7,779.36
Marty Ulmer	7,723.02
Gloria Stake Miller	7,717.58
Ynocenta Hernandez	7,693.21
Julie M. Moreland	7,690.05
Mooneimah Mary Ramsaran	7,616.00
Elizabeth A. Poole	7,581.53
Bonnie Crumrin	7,561.01
Norma Hood	7,536.85
Margaret Nell	7,535.30
Petie L. Huffman	7,526.87
Marie Pfarr	7,509.97
Sandra A. Zavoda	7,450.94
Ellen Ezekiel Farquharson	7,411.65
Pam Garner Moore	7,367.40
Carmoline Grady	7,366.89
Gayle J. Green	7,322.97
Patrice Moore Smith	7,312.49
Shirley Jenkins	7,308.63
Joanna Helton	7,263.05
Angelique M. Talbert	7,200.47
Sarah C. Bowering-Miller	7,170.95
Theresa Kusak-Smith	7,160.61
Mary G. Gronholz	7,142.27
Randi Lynne Lincoln	7,135.24
Catalina T. Barahona	7,102.03
Pamela D. Cox	6,986.29
Natalie Reed	6,977.30
Katie D. Nichols	6,946.41
Carol Birdwell	6,881.38
Linda F. Merritt	6,880.82
Frances Woodham	6,845.83

### Emerald

Hollie R. Sherrick	\$13,116.96
Cory L. Kinchloe	13,002.29
Barbara Pleet	12,972.00
Auri Hatheway	12,396.55
Holly Sanders Moyes	11,818.95
Michele Martella Armes	11,508.17
Sheri L. Farrar-Meyer	11,389.36
April Leigh Price	11,109.77
Marianne L. Anderson	10,913.24
Denise G. Kucharski	10,899.87
Ann Shears	10,897.38
Karen A. Jorgenson	10,805.65
Helen Asare Jakpor	10,658.39
Kathy P. Oliveira	10,594.54
Pattie A. Robinson	10,508.27

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# recognition

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

## Top National Sales Directors — Commissions and Bonuses



**Jan Harris**  
\$42,087  
PEARL



**Barbara Sunden**  
\$75,324  
DIAMOND



**Carol Anton**  
\$66,132  
RUBY



**Christine Peterson**  
\$71,581  
SAPPHIRE



**Gloria Mayfield Banks**  
\$61,241  
EMERALD

## Top Unit — Estimated Retail Production

<b>PEARL</b> — Kim L. McClure, <i>Go Give Area</i> .....	\$140,006
<b>DIAMOND</b> — LaRonda L. Daigle, <i>Go Give Area</i> .....	\$166,468
<b>RUBY</b> — Ekene S. Okafor, <i>Go Give Area</i> .....	\$205,792
<b>SAPPHIRE</b> — Tracy Potter, <i>Go Give Area</i> .....	\$128,619
<b>EMERALD</b> — Cory L. Kinchloe, <i>S. Giancristoforo Area</i> .....	\$101,691

## Top Sales Director—Personal Sales

<b>PEARL</b> — Laura Sheerin Allen, <i>J. Chadborn Area</i> .....	\$12,981
<b>DIAMOND</b> — Marie Lee, <i>P. Gruber Area</i> .....	\$24,698
<b>RUBY</b> — Ronda K. Lentz, <i>Go Give Area</i> .....	\$20,278
<b>SAPPHIRE</b> — Paula MacBean, <i>Go Give Area</i> .....	\$19,043
<b>EMERALD</b> — Joyce Young, <i>Go Give Area</i> .....	\$11,439

## Top Beauty Consultant—Personal Sales

<b>PEARL</b> — Stephanie Kimberly Epps, <i>J. Chisman Unit, J. Chadborn Area</i> .....	\$37,403
<b>DIAMOND</b> — Jennifer E. Christensen, <i>P. McPheeters Unit, D. Hartshorn Area</i> .....	\$14,644
<b>RUBY</b> — Amaechi Calistus Umeh, <i>E. Okafor Unit, Go Give Area</i> .....	\$28,589
<b>SAPPHIRE</b> — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i> .....	\$18,757
<b>EMERALD</b> — Malinda Jane Hanania, <i>C. Kinchloe Unit, S. Giancristoforo Area</i> .....	\$28,979

## Top Team Builder

<b>PEARL</b> — Tina M. Parker, <i>K. Visser Unit, C. Warfield Area</i> .....	15 New Team Members
<b>DIAMOND</b> — Andrea M. Birden, <i>C. Harris Unit, A. Mallory Garrett-Roe Area</i> .....	20 New Team Members
<b>RUBY</b> — Katie P. Ratliff, <i>G. Ratliff Unit, R. D'Esposito Klein Area</i> .....	16 New Team Members
<b>SAPPHIRE</b> — Michelle S. Moore, <i>J. Sokowski Unit, S. Andrews Area</i> .....	12 New Team Members
<b>EMERALD</b> — Jenny B. Muchhala, <i>R. Hughes Unit, M. Butters Area</i> .....	18 New Team Members

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

### Pearl

Cheryl Marie Brown.....	33 New Unit Members
Kimberly R. Visser.....	31 New Unit Members
Marita W. Campbell.....	28 New Unit Members
Evelyn C. Benitez.....	26 New Unit Members
Leah G. Nelson.....	26 New Unit Members
Angel B. Toler.....	26 New Unit Members
Jaime Marie Bittner.....	24 New Unit Members
Elena Hempel.....	24 New Unit Members
Amy Dawn Adams.....	23 New Unit Members
Lisa Allison.....	22 New Unit Members
Laurie Dyan Cantey.....	22 New Unit Members
Patricia Fitzgerald.....	22 New Unit Members
Kim L. McClure.....	22 New Unit Members
Holly J. Sawyers.....	22 New Unit Members
Alma Orrostieta.....	21 New Unit Members
Olivia Waller.....	21 New Unit Members

### Diamond

Caterina M. Harris.....	55 New Unit Members
Magdalena Diaz De Leon.....	34 New Unit Members
Bernadette Spriggs.....	28 New Unit Members

Anaitzel Avila.....	24 New Unit Members
Diane Ferguson-Mentiply.....	24 New Unit Members
Shelly Palen.....	24 New Unit Members
Emily Sims.....	24 New Unit Members
Cecilia C. James.....	22 New Unit Members
Maria Teresa Lozada.....	22 New Unit Members
Evitelia Valdez-Cruz.....	22 New Unit Members
Michelle L. Farmer.....	21 New Unit Members
Tanya L. Satcher.....	21 New Unit Members
LaRonda L. Daigle.....	20 New Unit Members
Rosa C. Fernandez.....	20 New Unit Members

### Ruby

Colleen Robustelli.....	35 New Unit Members
Lorna Rose Smith.....	31 New Unit Members
Ekene S. Okafor.....	29 New Unit Members
Gwendolyn Dynell Ratliff.....	25 New Unit Members
Candy D. Lewis.....	24 New Unit Members
Sherrie L. Clemons.....	22 New Unit Members
Mariel Fedri.....	22 New Unit Members
Lucinda Stillman.....	22 New Unit Members
Nina Jonah Ndukwu.....	21 New Unit Members
Thessy Nkechi Nwachukwu.....	21 New Unit Members

Phuong L. White.....	21 New Unit Members
Melissa Regina Almanza.....	20 New Unit Members
Somer Ballard Carter.....	20 New Unit Members
Stephanie Harvey Valure.....	20 New Unit Members

### Sapphire

Paola J. Ramirez.....	36 New Unit Members
Melva M. Slythe.....	36 New Unit Members
Lyzette LeRoy Maroszek.....	34 New Unit Members
Moleda G. Dailey.....	31 New Unit Members
Gladi Elizabeth Camargo.....	30 New Unit Members
Avelyn R. Smith.....	29 New Unit Members
Tabitha S. Wesley.....	29 New Unit Members
Lorraine B. Newton.....	28 New Unit Members
Delmy Ana Torrejon.....	26 New Unit Members
Beverley M. Brown.....	24 New Unit Members
Jill L. Glockner.....	23 New Unit Members
Janelle A. Ferrell.....	22 New Unit Members
Helene Flowers-Columbus.....	22 New Unit Members
Chelsey L. Huelat.....	22 New Unit Members
Patrice Moore Smith.....	22 New Unit Members
Pamela D. Cox.....	21 New Unit Members
Alison Renee Jurek.....	21 New Unit Members

Silisia Evans Moses.....	21 New Unit Members
Pilar Najera.....	21 New Unit Members
Jennifer L. Semelsberger.....	21 New Unit Members
Deborah Sue Davis.....	20 New Unit Members
Maria G. Diaz.....	20 New Unit Members
Marni Jean McKenna.....	20 New Unit Members
Lisa Emily O'Brien.....	20 New Unit Members
Nina Tamanji.....	20 New Unit Members

### Emerald

Yassmin G. Montoya.....	29 New Unit Members
Marianne L. Anderson.....	28 New Unit Members
Maria Cristina Cuenca.....	27 New Unit Members
Lisa Fay Upex.....	26 New Unit Members
April Leigh Price.....	25 New Unit Members
Pattie A. Robinson.....	25 New Unit Members
Holly Sanders Moyes.....	24 New Unit Members
Cory L. Kinchloe.....	23 New Unit Members
Sherry L. Crews.....	20 New Unit Members
Tanya Olivia King.....	20 New Unit Members
Silvia Ramos.....	20 New Unit Members
Elsa Velarde.....	20 New Unit Members

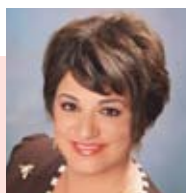
## New Independent National Sales Directors Debut March 1 and April 1, 2007



**Sandra Chamorro**  
National Sales Director  
Diamond Seminar  
March 1, 2007



**Debra Wehrer**  
National Sales Director  
Sapphire Seminar  
March 1, 2007



**Terri Schafer**  
National Sales Director  
Ruby Seminar  
April 1, 2007

## Meet your NSDs

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





“I was so excited about trying the TimeWise® Cellu-Shape™ Contouring System! For years, I felt the need to cover my arms. After using the TimeWise® Cellu-Shape™ Contouring System consistently for a few weeks, for the first time in 25 years I felt comfortable wearing a gown with spaghetti straps!”

– Independent Senior National Sales Director **Rebecca Evans**

# helping summer sales glow

## Boost Summer Sales With This Travel-Sized Gift With Purchase

Customers can keep their bodies looking firm – even on vacation – with the Summer 2007 gift with purchase: a handy travel-sized TimeWise® Cellu-Shape™ Contouring System (pack of five, \$17.50). The TimeWise® Cellu-Shape™ Daytime Body Moisturizer formula stimulates cellular activity, significantly increases the skin's hydration level and begins the firming and toning process. The Nighttime Body Gel completes the firming and toning process, strengthening the skin's support system in problem areas so the visible signs of cellulite are minimized. It also moisturizes skin so it feels silky-smooth. Keep in mind that this super-portable set is designed for those who regularly use the TimeWise® Cellu-Shape™ Contouring System and is not recommended as a trial set for achieving clinical results.



## Give Hostesses an Irresistible Choice

Choices are good! You can offer hostesses the Hostess Magnifying Mirror that's available as a regular-line item on Section 2 of the Consultant order form. Why not consider offering this item to customers who schedule a follow-up color consultation and invite a few friends? It's one more reason to get excited about hosting an appointment focusing on color!

**\$13**



## Motivate a Hostess

After doing good things for their skin with the new Mary Kay® Body Care products, customers can snuggle up and relax in the plush Oh-So-Soft Robe. This soft, white bathrobe featuring the Mary Kay® logo is made of 100 percent white poly coral fleece and features a wide collar, two pockets and a matching belt. It comes beautifully wrapped in a pretty pink ribbon. Be sure to mention to your customers that this luxurious gift can be theirs by simply hosting a skin care class (with \$200 in total sales and one booking). It's another good thing to do! **\$10**

# *It's Not Where You Start, It's Where You Finish That Counts.*

Are you speeding toward the Seminar-year finish line with your goals clearly fixed in mind, ever aware of the ticking clock? Could you use a shot of inspiration, a few tips to rev your production engine to a new high? We've got ideas. Just keep reminding yourself every day, Mary Kay Ash said, "You can do it!"



## Fuel Up for Countdown: Tips for Racing to the Finish Line

- Ask at least one person who doesn't already use Mary Kay® products to book a skin care class.
- Call at least one customer you haven't seen in a long time and ask her to book a skin care class. Consider suggesting a Mary Kay® Body Care or color-themed party.
- Sell at least two TimeWise® Microdermabrasion Sets.
- Bring at least one guest to the next success meeting.
- Share the Mary Kay opportunity with at least one person.
- Give your business card to at least five people and book a selling appointment with at least one of them.
- Have at least \$300 in retail sales this week.
- Sell at least one TimeWise® Miracle Set.

Even if you won't make your Seminar goals for this year, set yourself up for next year. Go to Seminar 2007 excited about what the new year can bring. If you start coasting in June, you'll start July and August behind the eight ball!

## myBusiness® Is Your Business Too!

As a savvy entrepreneur with an eye for time-saving tips, you've probably already discovered the great "quick grabs" available on the Mary Kay InTouch® Web site. But did you also know that myBusiness® is a powerful online partner with personalized features that can help streamline and organize the flow of information on your way to Seminar success?

Independent Beauty Consultants can view many current challenges and contests (such as the Star Consultant quarterly contest) and track their progress by using myBusiness® – one of the awesome online business tools available on the Mary Kay InTouch® Web site. The "At-a-Glance" and "Contests/ Career Opportunities" sections of myBusiness® bring together information that can help you work toward numerous success opportunities. All the details are just a click away with convenient "Rules" and "Rewards" links. And when you become an Independent Sales Director, you can toggle between Independent Beauty Consultant contests and those targeted specifically for Independent Sales Directors without ever leaving the same spot. myBusiness® is intuitive and straightforward, and you're going to love how it organizes every aspect of your Mary Kay business. The "Production" section helps keep "Last Day to Order Online" dates top of mind with a countdown clock, and it highlights



## Personal Responsibility: Some Things Never Go Out of Style

With Seminar 2007 just around the corner, you may have taken a moment or two lately to review your high points and “growth opportunities.” If you’re less than pleased with your performance, is it tempting to lay disappointment at the feet of others or blame it on circumstances beyond your control?

Life happens, of course, and things don’t always flow smoothly. But Mary Kay Ash was a big believer in personal accountability, and she “took stock” of her own life, never allowing herself to lose sight of the one ultimately responsible for her success. When you take stock of the past year, can you feel good about taking responsibility for your successes and failures? On the eve of Seminar, have you identified areas to tackle and strengthen next year – maybe focusing on sales or follow-up or delivering more consistent customer service?

Mary Kay once said at Seminar, “Sales research shows that reliability is the customer’s primary concern – not only of the product, but also of the salesperson. You must remember to promise only that which you can dependably deliver. Your primary responsibility as a salesperson is to create and fulfill realistic customer expectations.”

Is there a customer you haven’t followed up with in recent months, a hostess-in-the-making you never quite followed through with? Did someone receive *The Look* but didn’t hear from you? Did you meet a potential team member but were too hesitant to give her a call? It’s not too late to “work” Mary Kay’s formula for success. Booking, selling and team building can be your runway to Awards Night!



“New” orders to help with up-to-the-minute tracking of your wholesale production goals. You can take control of your business knowing you’ll be armed with the right information at the right time. Best of all, myBusiness® grows with you as your Mary Kay business grows!

For those entering Independent Sales Director-in-Qualification, myBusiness® offers vital monitoring through the “DIQ Production” section and the “DIQ Daily Report” found on “At-a-Glance” or “Reports.” See in a snap which team members have ordered and your current standing toward your qualification criteria. And, the opportunities you’ll want to pursue to maximize your success are as close as the “Action Items” section.

Independent Sales Directors will appreciate how “Action Items” grows with them to

summarize opportunities across all unit members’ business activities. The “Motivate” items let Independent Sales Directors know who’s close to achieving a goal. The “Congratulate” items single out unit members who have recently reached a goal, and birthdays and anniversaries never go unnoticed with the “Celebrate” prompts. These action items are especially helpful for nurturing relationships – helping you help unit members achieve success.

myBusiness® is an online assistant you can count on to minimize your time at the computer, freeing you to work your business with goal-setting and success-tracking focus. There’s something for everyone, from day one, as an Independent Beauty Consultant and even more with each step of the career path. What could be more savvy?

## Accountability Includes Thinking Ahead

What’s your reason for not going to Seminar?

Do you wish you had started planning sooner, but you’re not sure where the money would have come from even if you had? Take heart. Lots of women have been where you are! The key may be to think ahead.

It’s easy to make skin care classes part of your Seminar strategy. You might want to call your best customers and sell at least \$175 - \$200. Set that money aside to cover registration. Plan enough Seminar-designated collection previews, open houses and other “shows” to meet your other expenses, and keep putting the earnings in a Seminar cookie jar! Here are some additional ideas for holding down expenses:

- If driving, find three other Independent Beauty Consultants from your area who also want to go and split the gas costs.
- If flying, check out discount fares or chartered flights. (Book early!)
- Share a room at the hotel with three other Independent Beauty Consultants.
- Offer to exchange baby-sitting duty with a friend or relative. Everyone wants to get away for a few days!
- Sell extra product to cover additional items, such as gifts, snacks and any meals on the road.

**Trivia fact:** To attend a big annual event early in her sales career, Mary Kay Ash had to arrange for someone to keep her young children, and she had to eat cheese and crackers on the road for three days to save money. But her brand of discipline and determination put her “on the road” to success – and entrepreneurial history!

# M ore than a family affair

Gifts come in all sizes and shapes, and anyone who's been around the Mary Kay world for a while knows the best gifts are intangible. They can make us feel and laugh and cry and hug one another with joyful thanksgiving, just for having them in our lives. They're called relationships, and they're priceless.



**Independent Executive National Sales Director Carol Anton** has been inviting women to the life she loves for 32 years. She knows what it's like to enrich and encourage, to mentor someone to the top of her dream. And when it's a relative, the outcome is all the sweeter: Sixteen members – so far – of Carol's family know the rich rewards of saying "Yes!" to the Mary Kay opportunity. It may be no surprise, then, that she and her sister-in-law, **Independent National Sales Director Thea Elvin**, are the first "sister-in-law" NSDs.

"I feel that I've given many women in my family a gift," says Carol. "We range in age from 18 to 81 and have one more common denominator, as all of our lives are being enriched in the same way. I'm grateful for the privilege of helping them create an abundant lifestyle and future for themselves and their families."

Relationships among the mothers and daughters, the aunts, nieces and sisters-in-law continue to strengthen as the women grow their Mary Kay businesses. Their conversations with one another often include tips and learning experiences and reflect their devotion to one another and the opportunity they've embraced.

"We've become best friends, confidantes and business partners, and we love traveling together to Seminar, local workshops and other functions," says Carol. "When my sister-in-law Nia and her husband, Mike, go out to dinner with me and my husband, Mike, the guys talk hunting and golf, and we girls talk 'Mary Kay'! When another sister-in-law, Thea, has a family cookout, the gals will be inside talking 'Mary Kay' while the guys are outside barbecuing. Our time in the business ranges from 27 to 32 years, and each of us now has a daughter with a Mary Kay business. We share the same skills, education, business philosophy and ethics, and the vision we learned from this great Company. My daughter, **Independent Senior Sales Director Tiffany Stout**, debuted April 2006 and earned the



use of her Cadillac Career Car. Her progress was a family affair, with all her aunts, plus her mom, coaching her. Nia's daughter Micah is a college student working toward Star Recruiter status."

Holiday guests at the Anton house find four pink Cadillacs parked in the driveway. "Every family event – birthdays, anniversaries, graduation parties, baptisms and weddings – has some 'Mary Kay' sprinkled in there somewhere!" laughs Carol. "Mary Kay is part of who we are, not something we leave 'at the office.' We live our Mary Kay principles, philosophies and enthusiasm day by day in even small ways. Thea's computer screen saver is a shot of her granddaughter, Sofia, playing with the Mary Kay® color palette. At her daughter Jorgi's wedding, and at my daughter Tiffany's wedding, all three aunts and the mother of the bride were up early doing the bride's and the wedding party's makeup. Mary Kay 'stuff' was everywhere!"

Carol says there's never been pressure or judgment from any of the women toward any of the others to start a Mary Kay business. "It's happened naturally," she explains. "When you're having fun, you're advancing and making money, others get interested. My mother-in-law and 'second mom,' **Independent Sales Director Bessie Anton**, started her Mary Kay business more than 27 years ago to pay for her daughter's wedding. She had been a stay-at-home mom for 25 years raising five kids. Mary Kay is a respected name in our family, and there isn't one person who hasn't been positively affected by the changes this opportunity brings."

But there is more than financial gain fueling Carol's admiration. She says the Company has heart.

"Mary Kay herself sent me a handwritten note when my daughter Lexie had brain surgery 25 years ago," she recalls. "That gesture still touches my heart as one of the unique characteristics about this Company. They care! Many Independent National Sales Directors and corporate employees expressed their concern as well. Mary Kay's values match our own family values. That's why we have 16 family members with Mary Kay businesses!"

In the beginning, Carol had to prove to her "doubting family" that a Mary Kay business was the right choice for her. One by one they came to see



**Top: From Left to Right:** Ann Stout, Bessie Anton, Thea Elvin, Carol Anton, Nia Putnam, Maria Woodrow. **Bottom: From Left to Right:** Marissa Stout, Jann Rowbal, Jorgi Brunie, Tiffany Stout, Micah Putnam, Pia Anton

that she was serious, and eventually, her dad asked her to offer the opportunity to her sister.

Still, the road to success wasn't always a straight line. Carol has had her share of challenges. "I'm so glad I persevered, so that I could help even more women live their dream." She pauses and reflects on the years, lives and experiences that have become so deeply intertwined, close to home. "Offering the opportunity to a loved one can hold special paychecks of the heart," she says. "Every time we

get together, somehow it seems like Mary Kay herself is there with us."

## Carol's Corner: Building a Mary Kay Business

**"Sometimes people look at Independent National Sales Directors and think our paths have been all glitz and glam. But any of my 16 family members with a Mary Kay business can talk about personal perseverance. I, for one, have had all the obstacles anyone can experience – fear of rejection, finding bookings. Sometimes that telephone was so hard to pick up! At times I lost my focus, was inconsistent and disorganized, and even doubted that I could succeed, as have other women in my family.**

**"We overcame such things day by day, and over time developed new skills and a greater capacity for belief. When I started, I had just moved to a new area and had to approach strangers. I heard at my first success meeting that 'strangers are just friends you haven't met yet,' so I began to talk to people wherever I went. I became a master at conversational booking before I started booking from skin care classes!"**

**Looking back over the decades, what was the single most important step to becoming the leader she is today? "My willingness to do the uncomfortable until it became comfortable!" admits Carol.**

# Reflections From Mary Kay

“The dream I have for you soars on silver wings. Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before.”



– Mary Kay Ash

## Dates to Remember

### JUNE 2007

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

### JULY 2007

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

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

### This Month:

**June 10:** Early ordering of the new Summer 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2007 through the Preferred Customer Program April 16 – May 15.

**June 12:** New Independent Sales Director Education begins for Independent Sales Directors who debuted May 1.

**June 15:** Postmark deadline for Quarter 4 (March 16 – June 15, 2007) Star Consultant quarterly contest, *Bee an All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests. Postmark deadline for Spring 2007 (March 16 – June 15, 2007) promotion and to earn the third monthly product bonus. Deadline to make Quarter 3 (Dec. 16, 2006 – March 15, 2007) Star Consultant prize selections. Early ordering of the new Summer 2007 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Spring 2007 Mary Kay® Beauty Fix Kit gift with purchase. Last day to enroll online for the Summer 2007 Preferred Customer Program Month 2 brochure. *TimeWise® Targeted-Action™ Line Reducer* Sales Challenge ends.

**June 16:** Mary Kay® Model of Beauty™ Search begins. Quarter 1 (June 16 – Sept. 15, 2007) Star Consultant quarterly contest begins. Summer 2007 (June 16 – Sept. 15, 2007) promotion and monthly product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

**June 20:** May Career Car qualifier paperwork due to Company. Summer 2007 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 4 (March 16 – June 15, 2007) Star Consultant quarterly contest available.

**June 25:** Summer 2007 Preferred Customer Program customer mailing of *The Look* begins, including exclusive samplers of Mary Kay® Nourishing Body Lotion. (Allow 7-10 business days for delivery)

**June 29:** *Be a Star!* Seminar 2007 registration ends. All registration forms that are mailed must be received by Special Events registration by 5 p.m. Central time.

**June 30:** *Great With 48* Unit-Building Challenge ends. *Bee Focused!* Queen's Court of Sharing Challenge and *Seven in '07* Team-Building Challenge end. Qualification for all Seminar recognition ends.

### Next Month:

**July 1:** Seminar 2008 contest period begins. *Class of 2007* Offspring Challenge ends.

**July 4:** Independence Day. All Company and branch offices closed. Postal holiday.

**July 15:** Postmark deadline to earn the Month 1 product bonus.

**July 16:** Month 2 product bonus begins. Fall/Holiday 2007 Preferred Customer Program online enrollment and mail enrollment begins. 2007-2008 Preferred Customer Program Consistency Challenge begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

**July 18:** Pearl Seminar begins.

**July 20:** June Career Car qualifier paperwork due to Company.

**July 21:** Summer 2007 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery)

**July 22:** Diamond Seminar begins.

**July 25:** Ruby Seminar begins.

**July 29:** Sapphire Seminar begins.



# MKConnections® Helps Keep You On-Track!

With this soft pink, genuine leather Expense Tracker Debit Organizer (pictured), forgetful record keeping can be a thing of the past! Measuring 4 1/2" x 2 5/8", the Expense Tracker holds a register with more than 150 entry spaces and includes a convenient pen that tucks inside. Two cash-receipt pockets and a clear window for your business card keep the clutter down and your Mary Kay business "front and center"! This great organizer is just one of the hot success tools you'll find when you one-stop shop at the MKConnections® booth at Seminar Expo this year. And you can't beat a free gift with every purchase!

While you're there, you can learn more about discounts from T-Mobile, renew your Product Protection Insurance or apply for an MK Visa® credit card – even order your new business cards, checks, stationery and Business Gear must-haves. MK Visa® cardholders, bring your card to receive a free gift! In the meantime, check out all these MKConnections® goodies and more on the Mary Kay InTouch® Web site.



Expense Tracker Debit Organizer, \$15

## Protect Your Business From Fraud

If it sounds too good to be true, it probably is! Protect your Mary Kay business from potential fraud or scams by practicing caution when presented with "too good to be true" scenarios. Although consumer fraud against Independent Beauty Consultants is rare, please consider the following:

- Be wary of any individual who contacts you and attempts to place an extremely large order for Mary Kay® products, especially if you've never done business with her or have never sent her product literature like *The Look* or the *Beauty Book*. These individuals typically aren't the end users of these products but are attempting to sell these products in other ways and/or may be attempting to place an order using a stolen credit card number.
- Although you may wish to help a customer expedite her order, you'll want to avoid shipping product until you've received payment in advance. Unfortunately, some Independent Beauty Consultants who have sent product upon the promise of receiving payment at a later date never receive payment.
- As an Independent Beauty Consultant living in the United States, you should *never* ship or deliver Mary Kay® products outside the United States and its territories for the purpose of selling to consumers. Currently, several reports of credit card fraud are under investigation involving individuals attempting to place large orders for product and giving false or stolen credit card numbers.

*If you have additional questions, please contact Legal Resources at (972) 687-5777.*

## *We're Talking Independent:* Taxes, Licenses, Permits and Fees

Who must comply with all business-related federal, state and local taxes, licenses, permits and fees? You do, if you're an Independent Beauty Consultant. And who can help you steer the course through the compliance process? A professional accountant or personal tax adviser who's familiar with laws in your local area can help you with the compliance process.

Not sure you need the help? While your personal tax situation may be different from others in the independent sales force, and different laws may apply based on your circumstances, it's a good idea to protect yourself with professional advice. Examples of taxes, licenses, permits and fees that may apply include cosmetology, business and occupational licenses; zoning permits; taxes such as income, business, occupational and gross receipts, sales, property and excise.

So what in your business could these taxes, licenses, permits and fees be based upon? Your Mary Kay retail sales, commissions, prizes, purchases, inventory, property or other factors related to your Mary Kay business. Any taxes collected and reported on your behalf in the mainland United States are separately stated on the packing slip/invoice enclosed with your product orders or commission statement. For additional information about U.S. sales tax and federal income tax, go to the Mary Kay InTouch® Web site.

## Hot Flash!

It's getting to be that time of year when both people and product need shade. You'll want to follow these guidelines to preserve the high quality of your inventory – and your customers' satisfaction!

Products such as TimeWise® 3-In-1 Cleanser, moisturizers, lotions, creams, lipsticks and fragrances are sensitive to high temperatures. Avoid storing Mary Kay® products in the trunk of your car, where temperatures can become extreme. Once these products have been exposed to extreme heat for a prolonged period, product and package deterioration can occur. To ensure that you always deliver the finest-quality product to your customers, store your products in the optimum storage conditions. We recommend storing products at a temperature of between 59 and 86 degrees Fahrenheit.



## There's Still Time to Celebrate Your Success!

Be a star and celebrate Mary Kay sisterhood at Seminar 2007, where you get the education, inspiration and motivation to live the life you love. Step into the spotlight. It's your time to shine!



Register for Seminar 2007 from May 1 – June 29. For details, go to the Mary Kay InTouch® Web site.



# Prepare for Success With the *Ready, Set, Sell!* Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2007, through June 15, 2008. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. You can find the *Ready, Set, Sell!* bonus values for the quarter printed in the first issue of *Applause*® each quarter – January, April, July and October!

## INITIAL WHOLESALE SECTION 1 ORDER:

\$600
\$1,200
\$1,800
\$2,400
\$3,000
\$3,600

## NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:

\$114
\$217
\$362
\$447
\$561
\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

## The Two Don't Mix: Flea Markets and Mary Kay® Products

It is very important that you do not sell Mary Kay® products at flea markets, swap meets or through online auction sites. As Mary Kay said, "You can't sell a Cadillac in a junkyard!"

Selling Mary Kay® products in these retail environments can cause concern about the quality of Mary Kay® products, consumer health and safety, theft and sale of stolen goods and other "gray market" activities. It also is a violation of your Independent Beauty Consultant Agreement.

Some states, including Arkansas, Connecticut, Delaware, Idaho, Illinois, Indiana, Minnesota, Missouri, New Mexico, Ohio, Pennsylvania, Rhode Island and Utah, now have laws specifically restricting or prohibiting the sale of cosmetics at such events. In fact, Mary Kay Inc. and other industry associates have crafted model state legislation aimed at limiting sales of certain health and cosmetics products at flea markets. If you would like a copy of this model legislation to share with lawmakers in your state, please contact Legal Resources at (972) 687-5777 or via e-mail at [legalsupport@mkcorp.com](mailto:legalsupport@mkcorp.com).

## BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order June 16 – July 15, 2007.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil Mattifier	\$15
\$1,200 sugg. retail/ \$600 wholesale	2 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card	\$30
\$1,600 sugg. retail/ \$800 wholesale	3 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card	\$45
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card	\$60
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card 1 Travel Roll-Up Bag	\$75
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card 2 Travel Roll-Up Bags	\$75
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card 3 Travel Roll-Up Bags	\$75
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil Mattifiers 1 Nourishing Body Lotion Samplers With Card 4 Travel Roll-Up Bags	\$75

Although these BizBuilders Bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for the *Ready, Set, Sell!* product bonuses. See the *Ready, Set, Sell!* bonus chart above.

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

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

# Go-Give® Award

Congratulations to the winners for July 2007.

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

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



Laura  
Zipay

**Pearl**  
Independent Sales Director  
**Began Mary Kay** August 2004  
**Sales Director Debut** February 2005  
**National Sales Director** Sylvia Kalicak  
**Honors** Cadillac qualifier; Star Consultant; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$66,300  
**Personal** Lives in Winter Springs, Fla. Husband, Peter; son, Matthew; daughters: Jacquelyn, Kaitlyn  
**Favorite Quote** "Cast all your anxiety on him because he cares for you." 1 Peter 5:7  
**Independent Sales Director** MaryClare Audier of Longwood, Fla., says, "I am so proud to know Laura and to be one of her first two adoptee offspring. I joined her unit when she became an Independent Sales Director, and I was immediately welcomed, encouraged and supported like the other Independent Beauty Consultants. People still forget that I am an adoptee."



Pat  
Joos

**Diamond**  
Independent Executive Senior Sales Director  
**Began Mary Kay** November 1974  
**Sales Director Debut** December 1977  
**Offspring** seven first-line; two second-line  
**National Sales Director** Go Give Area  
**Honors** Cadillac qualifier; Circle of Honor; Monthly Go-Give® Award winner, August, 1979; Sales Director Queen's Court of Personal Sales; 19-times Circle of Achievement; eight-times Circle of Excellence; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$106,681  
**Personal** Lives in Washington, Ill. Husband, Mel; sons: Rob, Darin; daughters: Karin, Cara; five grandchildren  
**Favorite Quote** "When the going gets tough, the tough get going."  
**Independent Elite Executive Senior Sales Director** Julie Garvey of Lewiston, Maine, says, "Pat is the adopted Independent Sales Director of my Independent Beauty Consultants in her area. She has called on numerous occasions to ask what she can do, in addition to her meetings, to help them move up. Pat is always so kind and thoughtful to include them in any special activity or program."



Ann  
Alexis-Hamilton

**Ruby**  
Independent Future Executive Senior Sales Director  
**Began Mary Kay** April 1997  
**Sales Director Debut** August 1998  
**Offspring** three first-line; one second-line  
**National Sales Director** Pamela A. Fortenberry-Slate  
**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$55,847  
**Personal** Lives in Woodbridge, Va. Husband, Trevor; sons: Elijah, Nigel  
**Favorite Quote** "If you never try to fly, you'll never know what it's like to soar."  
**Independent National Sales Director** Kirk Gillespie says, "Ann's positive energy, first-class style and heart of gold draw others to her and make them feel special. Ann has welcomed women from my unit with open arms, and they have grown because of all she has given and shared."



Kristi  
Nielsen

**Sapphire**  
Independent Future Executive Senior Sales Director  
**Began Mary Kay** January 1988  
**Sales Director Debut** June 1990  
**Offspring** three first-line  
**National Sales Director** Go Give Area  
**Honors** Cadillac qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; five-times Circle of Achievement; seven-times Circle of Excellence; two-times Top 10 Nationwide; five-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$141,423  
**Personal** Lives in Lees Summit, Mo. Husband, Chris; sons: Perr, Sven; daughter, Anja  
**Favorite Quote** "Everything is possible to those who believe ... and go to work! God does feed the birds, but he doesn't put the food in the nest!"  
**Independent Beauty Consultant** Lisa Kuecker of Concordia, Mo., says, "Kristi is such a good example to her unit and her family. Even when she recently had a tough time personally, she carried on with a positive attitude, attributing her Mary Kay education for helping her. Kristi truly cares for each of us, and we can feel that genuine concern from her."



Auri  
Hatheway

**Emerald**  
Independent Executive Senior Sales Director  
**Began Mary Kay** June 2003  
**Sales Director Debut** December 2003  
**Offspring** six first-line; one second-line  
**National Sales Director** Dacia Wiegandt  
**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; two-times Circle of Achievement; Circle of Excellence; Top 10 Nationwide; Double Star Achievement; Triple Star Achievement; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$193,550  
**Personal** Lives in Palmetto Bay, Fla. Husband, Shane  
**Favorite Quote** "Success is not measured by what a man accomplishes, but by the opposition he has encountered and the courage with which he has maintained the struggle against overwhelming odds."  
— Charles Lindbergh  
**Independent Beauty Consultant** Kailah Karl of San Antonio, Texas, says, "Auri will help any Independent Beauty Consultant, no matter what unit she is from, and carefully guide her through her Mary Kay journey. I can feel Auri cheering us on even though we are not in her unit."



## ***Seven in '07*** Team-Building Challenge:

# It's All About Your Success

You'll **dazzle them onstage** at Seminar 2007 when you achieve the *Seven in '07* Team-Building Challenge. Just add at least seven qualified\* new personal team members from Jan. 1 – June 30, 2007, and you'll receive a name badge ribbon, **onstage recognition** and a **beautiful bee pin** featuring multicolored stones. Plus, the top seven Independent Beauty Consultants or Independent Sales Directors in each Seminar affiliation will be honored with a *custom*, genuine gemstone bee pin and onstage recognition. Seminar 2007 promises to be spectacular, and **it could be starring YOU!**



\*For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted by the Company during the contest period.

**MARY KAY®**

Mary Kay Inc.  
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Dallas, TX 75379-9045

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