MARY KAY Enriching Women's Lives^s™

JULY 2009 R KIIN

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Miracles Come in Beautiful Packages

timewise

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loción facial humectante para el día fps 25

DIN 02269945

1FL. 02. 129 mL

age-fighting moisturizer hydratant contre le vieillissement loción humectante facial intensiva

3 FL. OZ. / 88 mL

Make **RED JACKET HISTORY** at SEMINAR!

New MARY KAY® TINTED LIP BALM SUNSCREEN SPF 15 Offers Moisture, Color and Protection.

Get Set for Fun SUMMER SALES.

Surprise **RECOGNITION INCENTIVE!** See Page 24.



June 16 - July 15, 2009



TimeWise[®] Day Solution Sunscreen SPF 25^{**} Offer your customers a multitasking product that helps prevent lines and discoloration before they occur by blocking damaging UVA/UVB rays. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.

Miracle Set Sampler Pack/ Sample Anything! Cards Help your customers discover their best skin! Repackaged TimeWise® 3-In-1 Cleanser and TimeWise® Age-Fighting Moisturizer Samplers in both normal/ dry and combination/oily formulas (six pairs of each) and TimeWise® Day Solution Sunscreen SPF 25**/ Night Solution Samplers (six pairs) can be placed in the Sample Anything! card that features the benefits of the Miracle Set. The samplers and one pack of 10 Sample Anything! cards are your BizBuilders bonuses starting with a \$600 wholesale Section 1 order.





Travel Roll-Up Bag

You can reward your best customers with this popular bag! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

Free Mini Satin Hands® Hand Cream

Passing on great values is a sure way to build customer loyalty! During the Summer 2009 quarter, every retail-sized Satin Hands[®] Pampering Set (\$30 suggested retail) you order will include a *free* mini Satin Hands[®] Hand Cream for keeping hands in tip-top shape this summer. Keep in mind that your customers will see this special offer in the Summer 2009 issue of *The Look*. Values like these can help you give your customers even more bang for their buck!



For more details on BizBuilders bonuses, see Page 27.





Miracle Set Gets a Face-Lift

New packaging takes the Miracle Set to the next evel, while the same formulas reveal your best skin day after day. Dr. Beth Lange shares her insights on this modern age-fighting set.

simple beauty

You've got the perfect beauty solutions for laid-back summer days! New regular-line Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15^{**} and two easy color looks set the tone for naturallooking beauty, while the limited-edition Mary Kay[®] Tropical Pineapple[™] Gift Set adds scrumptious fragrance perfect for gift-giving. Add in the elegantly repackaged Miracle Set, and you've got a sizzling "show-starter" for sure. What a way to wrap up this Seminar year and start the next one strong!

page

Lips Can Have It All

Protection, color and moisture now come in one outstanding new product for lips! Regularline Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15^{**} is sure to be a lip-smacking success with you and your customers!



Get Your Color On

MARUKAU

With numerous color tools at your fingertips, selling color has never been easier! Here's how you can help make over your color sales and help your customers create beautiful faces!



reveal your best skin

Whether you're just starting your Mary Kay business or have been offering the TimeWise® Miracle Set for years, this skin care all-in-one system forms the foundation for your selling success. It's the basis for beautiful, glowing and healthy skin - providing 11 age-fighting benefits in just four products!

Now the Miracle Set offers the same great formulas you already love with sophisticated new packaging that elevates the Mary Kay® brand. You can count on the Miracle Set for agefighting results and repeat business that leads to loyal customers. Use it. Know it. Sell it! Miracle Set, \$90. Add a foundation of your choice starting at \$14.



TimeWise® 3-In-1

A Mary Kay® foundation helps to protect your skin from the environment as it covers flaws for a healthy, glowing look. Starting at \$14

EXPERT ADVICE From Dr. Beth Lange, Chief Scientific Officer

The Miracle Set is a proven regimen specially designed to deliver age-fighting skin care. These are the same great formulas that you already trust and love, but let's look at some of the science behind the benefits.

Fighting for a Youthful Look

How does the Miracle Set keep skin healthy-looking and help turn back the signs of aging? The set contains products designed with health-enhancing formulas including humectants, botanicals, antioxidants and vitamins. These ingredients help to cleanse, moisturize and rebuild skin, leaving it looking healthier.

But that's not all. The set also provides a multistep approach using scientifically advanced technology to combat the signs of aging. TimeWise[®] Night Solution contains two peptides which act in partnership to restore and renew the appearance of skin by helping to stimulate collagen. Plus, TimeWise[®] Night Solution addresses the signs of aging from our past mistakes. TimeWise[®] Day Solution Sunscreen SPF 25* is specially designed to shield our skin from harmful UV radiation, fortifying skin against environmental stress. It also offers broad-spectrum sunscreens to protect against new damage that can contribute to future signs of skin aging. The Miracle Set works by removing dead skin cells, reducing fine lines and wrinkles, keeping the skin moist, energizing the skin's cells and rebuilding the skin.

You'll find 11 great benefits in these products:

- Gentle *cleansing* beads in TimeWise[®] 3-In-1 Cleanser and TimeWise[®] 3-In-1 Cleansing Bar remove dead skin cells through *exfoliation* to leave skin *soft, smooth* and *refreshed.*
- A patented complex in TimeWise[®] 3-In-1 Cleanser and TimeWise[®] Age-Fighting Moisturizer *reduces fine lines and wrinkles* by accelerating the skin's natural *renewal* process.
- >> The TimeWise® Age-Fighting Moisturizer formula provides essential hydration.
- Nourishing extracts in TimeWise® Day Solution Sunscreen SPF 25* help energize the skin's cells, while the broad-spectrum sunscreen formula helps shield against harmful UVA and UVB rays. It's a multibenefit sunscreen to help protect you against the multiple causes of skin aging.
- Age-fighting peptides in TimeWise[®] Night Solution stimulate collagen to smooth and *firm* the skin.

To get the best results from these enriched age-fighters, you should use the Miracle Set products together on a daily basis. In fact, they are specifically designed to work together to provide you the best benefits.

Repackaged Samplers

TimeWise[®] 3-In-1 Cleanser and TimeWise[®] Age-Fighting Moisturizer Samplers in both normal/dry and combination/ oily formulas (six pairs of each, \$2) and TimeWise[®] Day Solution Sunscreen SPF 25*/Night Solution Samplers (six pairs, \$2) can be combined to make a Miracle Set sampler pack. Consider placing them in the *Sample Anything!* card (pk./10, \$2.50), featuring the benefits of the Miracle Set.

Benefits and Claims

You can be proud to share Miracle Set results seen by a dermatologist on panelists in a 12-week clinical study:





These are amazing results that many competitor brands can't claim. And although these are powerful results, the formulas themselves are suitable for sensitive skin. Also, be sure to let your customers know that the Miracle Set is fragrance-free and non-comedogenic.

Research Is Key

At Mary Kay, we stand behind our products and our claims with real research. In a typical year, Mary Kay Inc. spends millions of dollars and conducts more than 300,000 tests to ensure that every Mary Kay[®] product meets the highest standards of safety, quality and performance.

You can share with your customers that Mary Kay Inc.

relies on proven scientific research utilizing the most advanced technologies available, and the Company will not use any ingredient until our testing has proven it safe and effective for use.

The results speak for themselves. You can count on the Miracle Set to deliver its promises time and again!



Powerful Selling Tips

- Send customers the new Miracle Set MKeCard[®] as an introduction to the products and the new packaging.
- Select the Miracle Set as your choice for the free sampler offer featured on your Mary Kay[®] Personal Web Site.
- Remind your customers that a TimeWise[®] regimen offers 11 great benefits.
- Don't forget to recommend the appropriate foundation to complete the Miracle Set.





moisturize, protect and add color!

Natura

Poppy



New regular-line Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15* offers lips an incredible multitasking protector at a super value. Lips can have it all!

New Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15* in five shades does it all – colors, protects and moisturizes! The ultimate multitasker, this botanically enriched formula contains jojoba oil and shea butter, soothing and moisturizing as it delivers a sheer wash of color.**

Providing broad-spectrum protection against harmful UVA/UVB rays, this fragrance-free silky balm also contains the antioxidant power of vitamin A and vitamin C to help neutralize damaging free radicals. It delivers a hint of shine without feeling sticky and helps keep lips from getting chapped or feeling dry.

Each shade was developed by a professional makeup artist to look great on all skin tones. The twist-up tube reveals the product for easy application and features a color button for quick shade identification. (Keep in mind the color button shows the shade as applied which is more sheer than the actual product appears.) **\$13**



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Try It Out!

Samplers are your best "selling" friends! Be sure to use Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15* Samplers in all five shades to introduce this new product to your customers. The samplers come in a round "well" and



include applicators. Why not slip a few in product orders, especially for customers who love other Mary Kay[®] lip products? Strip of six, **\$1.25**

Benefits to Share

Here are the top benefits of Mary Kay® Tinted Lip Balm Sunscreen SPF 15*:

- ► UVA/UVB protection with SPF 15*
- Provides a hint of color and shine
- Provides instant hydration and moisture
- ► Helps relieve chapped or cracked lips
- Botanically enriched
- Contains powerful antioxidants

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

**Contains a hint of vanilla flavor that imparts a pleasant taste without an added fragrance.

get the perfect summer look in two minutes.

This summer is all about easygoing, natural-looking beauty! With Mary Kay[®] *Two-Minute Look* Collections, you get everything you need for a ready-to-go look. These collections feature what makeup artists say are three must-have beauty products for a quick, but polished, look so you can spend less time getting ready and more time having fun!



Get this look by using Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15* in Apricot and Mary Kay[®] Mineral Bronzing Powder in Desert Sun on the cheeks and eyes.



ultimate multitasker, this botanically enriched formula contains jojoba oil and shea butter, soothing and moisturizing as it delivers a sheer wash of color. ASK ME, your Mary Kay Independent Beauty Consultant, for samples!



Mary Kay[®] Mineral Bronzing Powder

Add natural-looking color right where you need it! When used on ivory and beige skin tones, bronzers provide a sun-kissed effect. When used on bronze skin tones, bronzers add warmth to the complexion and can even out skin tone. And this mineralbased, vitamin-enriched formula is famous for its oil-absorbing properties, ease of application, excellent coverage and adhesion to skin. It also can be used as an eye color.



Mary Kay[®] Mascara of Your Choice

Play up lashes with one of these great mascara choices:

- Mary Kay[®] Lash Lengthening Mascara[™], **\$10**
- Mary Kay[®] Waterproof Mascara, **\$10**
- Mary Kay[®] Ultimate Mascara[™], **\$15**

Choose from Black or Black Brown.



Free Cosmetic Bag. Your Beauty Survival Kit!

You'll receive this stylish and convenient cosmetic bag with the purchase of one mascara, one Mary Kay[®] Mineral Bronzing Powder and one Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15*. The black bag features a pink lining and a zipper pull. Perfect for toting your Two-Minute Look. Grab it and go!**

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juicy summer fun

Summertime calls for tropical fun! You've got it with the new limited-edition Mary Kay[®] Tropical Pineapple™ Gift Set that includes three great products in one juicy pineapple scent, plus a matching cotton canvas cosmetic bag with a zipper pull. Each set includes a sugar scrub (3 oz.), a body lotion (3 fl. oz.) and a fragrance rollerball that impart the luscious Tropical Pineapple™ scent. Perfect for travel, it's sure to be a fruity "scent-sation" wherever you go!



The sugar scrub removes dead surface cells and leaves the skin feeling soft and radiant. The scented body lotion provides moisturization, and the fragrance rollerball features a clear, gel-like formula that glides on easily.

topical pineapple sugar scrub exfoliant au sucre gel exfoliante para cuerpo

30Z. NET WT. / 85 g

tropical pineapple body lotion lotion corporelle

AARY KA

oción humectante para cuerpo

FL.OZ. / 88 mL

Product price is suggested retail.

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make media work for you

Promoting your business has never been easier! In addition to national TV commercials that run through September 2009, the following powerful media tools can help your customers grasp the impact and reach of the Mary Kay[®] brand. Simply click on Resources > Advertising on the Mary Kay InTouch[®] homepage for details.

Consumer Sweepstakes.

Mary Kay has partnered with two networks, *Lifetime* and *Univision*, to offer your customers a chance to win incredible grand prizes and Mary Kay[®] products. Through a partnership with *Lifetime*, consumers can enter the *Salute Beauty* consumer sweepstakes for a chance to win a grand-prize trip for two to Hawaii.



The *Soñando Contigo* consumer sweepstakes offers consumers a chance to win a grand-prize VIP trip to Miami to attend a taping of *Univision's Cristina Presents: Soñando Contigo* TV special (two grand-prize trips will be awarded). Consumers can see complete contest rules and enter both sweepstakes from June 7 – July 5 at www.marykay.com.

"Get the Look" Printable Fliers.

Mary Kay Inc. worked with several celebrity makeup artists to show consumers how to "get the look" of their favorite characters on *One Tree Hill* and *Army Wives*, plus looks shown during *Good Morning America* commercial time. These looks are now available on printable fliers for you to use to invite your customers, hostesses and any potential team members to hold parties and learn more about products and the business opportunity from you. Simply print them out to share the hottest Mary Kay[®] color looks as seen on TV!



Product Editorial Coverage.

Mary Kay has what's hot now! That's evidenced throughout the year by top national general market and Spanish-language magazines which regularly feature Mary Kay[®] products. Exciting editorial mentions in magazines such as *O, The Oprah Magazine; Glamour; Vanidades; Parents* and more, mean that beauty editors recommend Mary Kay[®] products to their readers, generating millions of impressions. You can use this same product editorial coverage to build confidence and respect among your customer base. To help you do just that, you'll find a new "As Seen In" flier available to print out and share with your customers. Why not consider displaying this flier at classes and parties to garner even more credibility?

Company-Approved Ads. Help give your business a marketing boost with several Company-approved ads available to all independent sales force members. These camera-ready ads feature a pink and black color scheme that supports our brand image and are designed to help you promote your business in paid media communications, such as local newspapers and ad fliers.

Directory Advertising. Independent Sales Directors can advertise their businesses in the Yellow and White Pages, in print and online, through the Marquette Group, our Directory Advertising Agency. This exclusive advertising privilege for Sales Directors only is one more reason to move up!

Magazine Ads. Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15^{*} will be featured in July issues of several national general market and Spanish-language magazines. Look for this beautiful ad in your favorite magazine, and be sure to showcase it at skin care classes and parties! You also may want to consider putting together a notebook that features this and other Mary Kay[®] product ads and use it to help you book.



tools for creating a colorful business

Women want color makeup options for a wide variety of reasons. Sometimes it's all about convenience, speed and basic good looks. Other times, they prefer a full-color look. For example, a Color 101 Look (three eye colors, an eyeliner, mascara, cheek color, lip liner, lipstick and lip gloss) is a great choice for women who want to experiment and play with color. But makeup is always about great looks and products that fit your customers' lifestyles and budgets. With that in mind, here are several easy ways to share color.

Color Cards and Color Samplers





An easy and professional way to share a complete look with your customer is by giving her a Mary Kay® Color Card (preassembled with samples of three eye colors, a cheek color and a lipstick). And now you have seven revised Color Cards to share - one for each lipstick shade family.

- Reds, Metals and Pinks: shades are brand-new.
- Berries and Chocolates: shades have been updated.
- Neutrals and Tawnies: shades remain the same.

Each Color Card has a place for your business card on the back and a recommendation for liners and lip gloss to help you upsell to a full Color 101 Look. Plus, customers are sure to love the new "fuss-free" lipstick samplers that can be applied directly to the lips without an applicator.

If your customer wants a different color combination not featured on a Color Card, you can always suggest she use the Virtual Makeover or offer her an individual sample of liners, eye color, cheek color, bronzers and highlighters tucked into a Sample Anything! card.

Free Virtual Makeover

The Marv Kav® Virtual Makeover allows your customers to experiment with makeup artist looks - or looks they create themselves - absolutely free! And with a new section just for brides, you'll have even more ways to help your customers get ready for this special occasion.

Once your customer has played with color online, she can call you

or order directly from your Mary Kay® Personal Web Site. That gives you an opportunity to follow up with her and offer your Golden Rule customer service. Then, she can return to the Virtual Makeover again and again as the seasons - or her tastes - change to try what's new and purchase from you!



Changes to Color 101 Looks in The Look and on www.marykay.com

The Look and www.marykay.com are the places to see the latest looks of the season. In the Summer 2009 issue of The Look, each color look is all about simple, easy-to-achieve beauty while keeping

budgets in mind. Beginning with this issue, the makeup artist looks vour customers will see include both traditional Color 101 Looks as well as others using different color combinations and color products. Here's why: While many of your customers prefer a Color 101 Look with multiple eye colors and a complete line of color products for \$113.50, some may favor an abbreviated trend look. In short, fewer products with just as much style and panache. This variety makes the Mary Kay® brand more relevant to a larger group of women and



better aligns with the Mary Kay® Virtual Makeover where your customers can create and "try on" any number of color combinations.

With gorgeous photography that just speaks "gotta-have-it," the featured color looks in The Look are displayed in a "recipe" card format, with models on the front and application tips on the back, so you can teach your customers how to get the look they see.

More Color Resources

- ▶ The Color Insider book (\$15) and DVD (\$10) provide easy-to-follow makeup tips and application instructions to help you become a color expert.
- www.marykay.com. Here, you and your customers will find application tips for all color looks - those featured in The Look and on the seven Color Cards. Go to Tips and Trends > Makeup Artist Looks. Click on each look then "Get Application Tips" to print out instructions.

best-selling mary kay® products show value of customer loyalty

The top Mary Kay® products that your customers are most loyal to will soon be designated with an official "best-seller" logo on www.marykay.com. This logo will let new visitors to www.marykay.com and faithful customers alike know exactly what women like them are using and loving! The 2008 best-sellers are:





Here are a few suggestions for introducing "best-sellers" to new and existing customers:

- » Offer a product sampler of a "best-seller" to potential customers as a "door opener" or conversation starter, mentioning that the sampler is an all-time favorite Mary Kay® product and top seller within the Mary Kay® product line. Of course, you'll want to schedule an appointment to share ALL of your best-selling products with new customers and use it as an introduction to find out about your customers' needs.
- » "Best-sellers" also provide perfect reasons to contact existing customers who may not currently purchase those items from you. Let customers know that you don't want them to miss out on experiencing these proven customer favorites and top-selling Mary Kay[®] products! The new logo provides a terrific reason to contact your existing customers, share some fun news and create additional selling opportunities.
- >> You also will want to mention "best-sellers" when delivering reorders to customers. You can even include a product sampler with orders as a way to introduce the product. Be sure to follow up with customers to obtain feedback on the sampler and ask if they would like to purchase the full-sized product.

More Accolades

And here's more exciting product news! CPC Packaging magazine named the Mary Kay® Compact a winner of its 2009 Editors' Choice Awards in the cosmetics category. Mary Kay® Oil-Free Eye Makeup Remover received Siempre Mujer's Excellence in Beauty award. Plus, O, The Oprah Magazine has named Mary Kay® Concealer as a winner in its 2009 Spring Makeup O-wards.

Your customers aren't just loyal to these products; they're loyal to the Mary Kay® brand! In Brand Keys' 2009 Customer Loyalty Engagement Index report, Mary Kay commands the No. 1 spot in the cosmetic category (mass merchandiser), listed ahead of all others including Maybelline, L'Oreal, Max Factor, Cover Girl, Avon and more. This report, conducted by independent research firm Brand Keys, ranks brands best able to engage consumers and create loyal customers. For Mary Kay, that means you continue to deliver Golden Rule customer service and one-on-one beauty advice, building customers for life!

These media mentions and accolades are great to share with your loyal customers, especially those who might be considering a Mary Kay business! All product prices are suggested retail.

give your customers what they want.

With these great offers and customer tools, you can offer Golden Rule customer service that's dependable, personalized and goes "above and beyond." Here's your opportunity to give your customers what they're looking for!



Get Summer Sales Growing With *The Look*.

Summer means new trends and fashions! With the Summer 2009 issue of The Look, your customers will find the latest beauty tips and trends plus Mary Kay® products that will help them achieve those looks. This issue features the new Two-Minute Looks and Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15* for simple beauty that's easy to achieve. This amazing issue also introduces customers to the 2009 Beauty That *Counts*[™] charitable campaign featuring Mary Kay[®] Creme Lipstick in limited-edition Pink Passion and in Gingerbread. Open stock versions are available on the June 16 Consultant order form in packs of 10 for \$3.50. Remember, *The Look* is like reading pages right out of a beauty magazine and offers a compelling shopping experience that leads customers to take action - and that's good for your business!



Order Mary Kay[®] Pink Doing GreenSM Bags.

Now you can offer your customers and hostesses these environment-friendly, reusable shopping bags as a special gift or incentive anytime! Beginning June 16, Mary Kay[®] Pink Doing GreenSM bags will be available on Section 2 of the Consultant order form for \$1.50 each. The compact and versatile bags can be used for shopping at local stores or for toting Mary Kay[®] products on the go. Why not use them to show your green side?



Promote a Gift That Speaks Value.

Offering your customers the quarterly gift with purchase is a great way to show how much you value their business and introduces them to new products they may not use! Customers are sure to love the Summer 2009 gift with purchase – the mirrored Mary Kay[®] Mini Mineral Eye Color Quad that includes .02 oz. fill weights of Honey Spice, Sienna, Blue Metal and Vintage Gold, plus an applicator. Application instructions along with eye diagrams for multiple



natural and classic eye color looks are printed on an insert card. Each shade is estimated to last two months. Available while supplies last on Section 2 of the June 16 Consultant order form, you can offer them free to customers who purchase \$40 suggested retail or more (excluding tax).

*Over-the-counter drug product

The Hostess Program Enhanced

Marketing research shows that women today want **free product**, and they want to **support a greater cause**. That's why encouraging your hostesses to hold classes and earn free product as their hostess gifts is the best way to promote the Mary Kay hostess program.

When you talk to potential hostesses, you'll want to be sure to share the following hostess perks:

- » Earn free product based on sales and bookings
- » Opportunity to participate in special hostess initiatives that support Mary Kay's charitable initiatives, enriching women's lives and supporting a greater cause
- > One-on-one personal consultation with your Independent Beauty Consultant for skin care needs and a personalized color look

And here's exciting news! The Company also is developing additional hostess perks that will give your hostesses an insider peek at fashion and makeup trends, access to exclusive Mary Kay[®] product news and other special benefits. With these enhancements to the hostess program, you can help your hostess feel like she is part of the "bigger" Mary Kay picture and supporting "something good." Be sure to stay tuned for details coming soon.

With these hostess enhancements in mind, this quarter will offer the last new limited-edition hostess gift for your purchase. You can continue to offer the Quilted Cosmetic Bag Trio and the Hostess Magnifying Mirror as hostess options or special customer appreciation gifts (available on Section 2 of the Consultant order form). And limited-edition hostess gifts from previous quarters are still available while supplies last.

Why not take this opportunity to talk about being a Mary Kay hostess – and get a party started?



Pamper Me Set

Your hostesses are sure to appreciate this quarter's indulgent hostess gift option. The Pamper Me Set includes a neck pillow, an eye mask and socks – all in an adorable matching pink and black tote. It's perfect for those who host parties (with \$200 in total sales and one booking). Available on Section 2 of the Consultant order form for \$15 each, while supplies last.

MKConnections® Reminders

Help for Finding Insurance Coverage

It seems like insurance is a topic of discussion for everyone these days. Health insurance is in the news as many people find themselves newly unemployed and without coverage, and premiums for those employed continue to rise. Another insurance concern for any independent contractor is liability insurance – an essential for your business security.

Of course, as an Independent Beauty Consultant, the responsibility for health and liability insurance coverage is up to you. But finding the best coverage at the best price and with a reputable company can be overwhelming!

That's why Mary Kay Inc., through the Direct Selling Association, is able to offer you a special resource that can help. PRO Insurance Managers is a 58-year-old independent insurance brokerage that connects individuals, families and small businesses with customized, affordable insurance plans just right for them.

With general liability plans providing nationwide protection for your business activities for \$150/year and health insurance from highly rated, financially stable carriers, you can let the professionals at PRO Insurance do the work and save you the time.

Independent National Sales Director Diane Underwood has been working with PRO Insurance for the past three years to cover her health insurance needs. "When I first looked into their programs, I could not believe the cost savings," Diane shares. "I've saved a significant amount of money, and I always receive exceptional customer service whenever I need to contact them."

You can find out more about PRO Insurance Managers on the Mary Kay InTouch Web[®] site. Click on Ordering > MKConnections[®].

Give Your Digital Devices Mary Kay Spirit

Did you know that you can show your "Mary Kay enthusiasm" with Mary Kay[®] graphic designs for your cell phone, laptop, MP3 player and even your digital camera? It's easy when you go to MKConnections[®] on the Mary Kay InTouch[®] Web site and click on the T-Mobile[®] link. In the upper right-hand corner, you'll find a box that says "Mary Kay Your Phone Now." Click on that box to go to the Skinlt[®] Web site where you

can choose from three Mary Kay designs starting at \$14.95 that can be easily applied to your device and leave no residue if removed.

It is not necessary to be a T-Mobile[®] customer to take advantage of this offer, but you also might want to check out their discount and award-winning customer service while you are there!



recognition com

Congratulations to the winners for March 2009

Denotes Executive NSD *Denotes Elite Executive NSD

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for March 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for February 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2008, through March 31, 2009.



	Joanne Holman		SuzAnne Brothers		Cindy Fox
	Darlene Berggren			Wanda Dalby \$186,446.20	
	Kathy Helou 300,753.67	Diamond Circle	Debi Moore 206,222.93	Shirley Oppenheimer 183,920.40	Valerie Bagnol 155,460.97
On-Target for \$500,000 Inner Circle	Patricia Rodríguez-Turker 299,645.40	Sue Kirkpatrick \$241,894.16	Rosa Jackson 204,752.22	Jackie Swank 179,511.42	Jamie Cruse-Vrinios 153,192.95
Carol Anton\$446,855.10	Gloria Castaño 297,109.51	Stacy James	Julianne Nagle-Hackett 203,497.74	Lily Orellana 174,998.11	Jeanne Rowland 150,897.80
Karen Piro 375,903.45	Pat Danforth 294,276.16	Sonia Páez 238,489.09	Mary Diem 196,281.46	Diane Underwood 173,301.29	
	Karlee Isenhart 287,223.17	Halina Rygiel	Pamela Waldrop Shaw 193,335.56	Joyce Z. Grady 169,715.23	
On-Target for \$325,000 Inner Circle	Cheryl Warfield 281,021.24	Sherry Giancristoforo 225,585.26	Pam Gruber 193,317.26	Kerry Buskirk 168,993.97	
Lisa Madson\$360,131.42	Jana Cox	Cindy Williams 223,767.04	Evelinda Díaz 192,740.14	Shannon Andrews 162,597.96	
Jan Harris	Anita Mallory Garrett-Roe 268,889.09	Judie McCoy 219,566.77	Ronnie D'Esposito Klein 187,804.19	Anita Tripp Brewton 161,502.96	

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

Ruby		Sapphire)	Emeralo	ł	Pearl		Diamond	
Carol Anton**	\$76,962	Gayle Gaston***	\$81,626	Gloria Mayfield Banks***	\$57,360	Darlene Berggren*	\$49,110	Barbara Sunden***	\$90.518
Karlee Isenhart**		Joanne Holman**	47 554	Kathy S. Helou*		Cheryl Warfield**		Lisa Madson	
Pat Danforth*		Jana Cox*		Sherry Giancristoforo**		Jan Harris**		Karen Piro**	
Sue Kirkpatrick*		Judie McCov*		Jamie Cruse-Vrinios		Halina Rygiel*	41 281	Patricia Rodríguez-Turker**	
Ronnie D'Esposito Klein*		Lupita Ceballos**	40 507	Debi R. Moore*		Stacy I. James*		Gloria Castaño**	
Johnnette Shealy*		Shannon C. Andrews*	36 721	Dacia Wiegandt		Anita Tripp Brewton*		Sonia Páez	
Kimberly R. Copeland		Davanne D. Moul*		Lily Orellana		Pamela Waldrop Shaw		Linda C. Toupin	
Wanda Dalby**		Kimberly D. Starr		Cindy Fox*		Cindy A. Williams	39 456	Anita Mallory Garrett-Roe*	
Shirley Oppenheimer*		Valerie J. Bagnol*		Consuelo R. Prieto		Rosa Jackson**		Mary Diem*	
Rebbecca Evans*		Mattie Dozier		Sabrina Goodwin Monday		Sandy Miller		Evelinda Díaz*	
Jeanne Rowland*		Jo Anne Barnes		Yvonne S. Lemmon		Jackie Swank*		Joyce Z. Grady	
Lynne G. Holliday		Pam I. Higgs		Kerry Buskirk*		Lise T. Clark*	23 428	Julianne Nagle-Hackett*	
Pam Ross*		Pam Klickna-Powell		Kay E. Elvrum		Wilda DeKerlegand*	23 070	Pam Gruber*	
Judy Kawiecki		Joy L. Breen		Joanne R. Bertalan*		Anabell Rocha		Diane Underwood	
Janis Z. Moon		Lorraine B. Newton		Mona Butters.		Mary C. Estupiñan-Martel*		SuzAnne Brothers*	
Kate DeBlander		Gloria Báez*		Cathy Bill*		Judy Brack		Dalene Hartshorn	
Toni A. McElroy		Nancy A. Moser		Pamela Tull		Nancy Bonner*		Tammy Crayk	
Patricia Lane		Sharon L. Buck.		Janet Tade*		Maureen S. Ledda*		Jo Anne Cunnington	
Candy D. Lewis		Magdalena Nevarez		Brenda Segal*		Monique Todd Balboa		Sharon Kingrey	
Scarlett S. Walker*		Sherril L. Steinman		Crisette M. Ellis		Elizabeth Fitzpatrick*		María I. Monarrez	
Kirk Gillespie		Jan L. Thetford		Kathy Rodgers-Smith		Julie Krebsbach		Sandy Valerio.	
Gena Rae Gass		Alia L. Head		Cathy Phillips		Bett Vernon		Dawn A. Dunn	
Pamela A. Fortenberry-Slate*		Brigit L. Briddle		Kym A. Walker*		Robin Rowland		Gina Rodríguez	
Michelle L. Sudeth*		Ann Brown		Jackie LaPrade		Pat Campbell		Ada García-Herrera	
Cheryl J. Davidson		Gladis Elizabeth Camargo*		Dawn Otten-Sweeney		Maureen Myers		Diana Sumpter	
Kelly McCarroll		Debra M. Wehrer		Barbara Whitaker		Shirley M. Oshiro		Connie A. Kittson	
Cyndee Gress		Maribel Barajas		Natalie Privette-Jones		Wadene Claxton-Prince		Andrea C. Newman	
Gay Hope Super		Gillian H. Ortega		Judy Harmon		Glinda McGuire		Morayma Rosas	
Nancy West Junkin*		Karen B. Ford		Sherry A. Alexander		Beatrice Powell		Diana Heble	14 115
Vicki Jo Auth		Kendra Crist Cross		Cristi Ann Millard		Deb Pike		Isabel Venegas	
Thea Elvin		Vernella Benjamin		Nora L. Shariff*		Lvnda Jackson*		Betty Gilpatric	
Bea Millslagle		Carol L. Stoops		Miriam Gómez-Rivas		Barbara Stimach*		Charlotte G. Kosena	
Cindy Z. Leone		Paola J. Ramírez		Shelly Gladstein		Ruth Theodocion		Sandra Chamorro	
Katie Walley		Elizabeth Sánchez		Esther Whiteleather		Jane Studrawa		Rosibel L. Shahín*	
Cindy Towne		Jill Moore		Regina Hogue		Anita N. Conley		Jan Mazziotti	
Phyllis Chang		María Aguirre		Carmen Ríos		Sylvia Kalicak		Carol Lawler	
Amy Dunlap		Mirna Mejía de Sánchez		Joanne Hollingsworth		Linda Kirkbride		Caterina M. Harris	
Margaret M. Bartsch		inina moja do caronozimina		Francie McBeth		Cathy E. Littlejohn		Gladys C. Reyes	
Vicky L. Fuselier				Pamela Cheek		Kathy C. Goff-Brummett			
Maria Aceto Pirro				Phyllis R. Sammons		Rosalie Ann Medjesky			
Rhonda L. Fraczkowski				,		Allison LaMarr	10.882		
Terri Schafer						Kathy Jones			
Donna B. Meixsell						Bettye M. Bridges			
Sharilyn G. Phillips						Sonja Hunter Mason		*Denotes Senior NSD	
Danaa D. Haakkaman						,	-,	**Donataa Evaqutiva NCD	

Renee D. Hackleman..... 12 Applause July 2009 5 697

diamond/diamante

<u>New debuts/debutes January/enero</u>

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



Congratulations to Sales Directors Kathy M. Allen, Cornelius, N.C., S. Adkins Unit; Wendy Melissa Arias, Ontario, Calif., R. Perez Camacho Unit; Maria G. Atkinson, Prairieville, La., L. Daigle Unit; Rosa Melida Casasola, Dorchester, Mass., D. Osorio Unit; Sonia Cordova, Bay Shore, N.Y., L. Balcazar Unit; Alejandra Duarte, Brentwood, N.Y., E. Díaz Unit; Mariarcuz Estrada, Charlotte, N.C., Y. Sanchez Unit; Kathy Fean, Fort Wayne, Ind., J. Schlundt Unit; Emelina Figueroa, Nyack, N.Y., E. Orellana Unit; Pablo Flores, Bronx, N.Y., V. Flores Unit; Miriam Angelica Galiote, Houston, D. Lianas Unit; Irma Gonzalez, Colorado Springs, Colo., M. Dominguez Unit; Nishmet D. Guerrero, Hialeah, Fla., I. Hernandez Unit; Lourdes Lopez, Chicago, Y. Gallo Unit; Juanita Spring Majel, Madras, Ore., C. Chitwood Unit; Sybil Walker Mercer, Clermont, Fla., D. Misciagno Unit; Gloria Montemayor, Chicago, M. Delgado Unit; Evelia Pantaleon, Berwyn, III., L. Spadlowski Unit; Antonia Perez, Waltham, Mass., V. Hueso Unit; Jessica Milagros Perez, Sarasota, Fla., Y. Piotrowski Unit; Alicia Puentes, East Islip, N.Y., C. Mendez Unit; Susana Sanchez, Brooklyn, N.Y., J. Kellarakos Unit; Alicia Puentes, East Islip, N.Y., C. Mendez Unit; Susana Sanchez, Brooklyn, N.Y., J. Kellarakos Unit; Alicia Taseca, Hyattsville, Md., R. Castillo Unit; Maria Velasquez, Huntington Station, N.Y., A. Canales Unit; Norma Villalobos, Cicero, III., O. Del Rio Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debutó con anterioridad.

Dean's List/Lista del Decano

(March 2008 debuts/debutes de marzo 2008)

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



Charlotte, N.C.

B. Sunden Area

Diamond Seminar

Uzo Ogbutor D Bordentown, N.J. Ruby Go Give Area Ruby Seminar

Yussuf Brooklyn, N.Y. H. Rygiel Area Pearl Seminar

Honors Society/Sociedad de Honor (March 2008 debuts/debutes de marzo 2008)

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



Congratulations to Sales Directors Tina Marie Kocourek, Manitowoc, Wis., L. Madson Area; Edith Martinez, Oak Hills, Calif., A. Mallory Garrett-Roe Area; photos unavailable at press time./ Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Fernanda Morla-Canales Warrenton, Va. A. García-Herrera Area

diamond/diamante

Fabulous 50s/Los Fabulosos 50 (September 2008 debuts/debutes de septiembre 2008)

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.



Arlington, Va.

P. Rodríguez-Turker

Area

Dalila Duarte de Mollinedo Jamaica, N.Y. G. Castaño Area Flora Lopez Monroe, N.C. S. Páez Area

On the Move/En acción (January 2009 debuts/debutes de enero 2009)

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

Marie-Petra Adams Wendy Melissa Arias	Maricruz Estrada Kathy Fean	Miriam Angelica Galiote	Irma Gonzalez	Evelia Pantaleon	Jessica Milagros Perez	Esperanza Rodriguez	

New Team Leaders/Nuevas Líderes de Equipo

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

Maria AguirreErika CalvoChristine M. EarlZuly V. GramajoTeresa AlfaroJuana CampechanoTori K. EdmondsonLuisa GutierezModesta AlquiciraZulma A. CardonaVickie EdmonstonBlanca E. GutierrezAna E. AlvaradoViima CarrilloBridget A. EllenbeckerJanet F. HagerAraceli AlvarezAmy R. CeaserMelenie D. EspinozaDeirdre HamanDeena E. AmatoGrely CedenoSakiee A. EspinozaCathi C. HamiltonFran A. AndersonTracy R. ChaseVeronica EvangelistaKathlyn HarbinLorena G. AritaAlma ChavezBlanca FigueroaPat A. HarrisPaula R. BainbridgeMercedes ChavezAlma R. FloresMelissa HendrixHeather L. BakerKimberly A. ChessMaria M. FloresAlecia M. HernandezCelida F. BarriosSusan R. ClemantNarcy E. FloresMaris S. HindsDeborah G. BassKalejgerCarrie FrankenbergerSusan L. JacobsDanielle J. BeggsMaria ContrerasRuth FloresBunie IzzoVivian S. BellCarmen I. Correa De MejaCarrie FrankenbergerSusan L. JacobsMaria BetancourtBlanca E. CuevasWictoria FuentesMaria JimenezMaria BetancourtBlanca E. CuevasVictoria FuentesAgatha JohnsonKimberly BoveeDina CunninghamBianca G. GallardoCharil JohnsonJacqueline S. BrownVreni DahlSilvia D. GamezLori JohnsonSheila L. BurgessMelissa L. DelandAnalesii GarciaKaking	Beatris Maldonado Gloria Martinez Jeimy V. Martinez Silvia Martinez Jacqueline N. Maxie Stacy L. McCleaf Janna M. McClurry Maria G. Mejia Rosa Mejia Veronica Mendoza Courtney E. Miller Melissa A. Miller Denise K. Minnich Hope A. Moehrle Yolanda Monje Carol J. Morales Flor de Maria L. Morales Charlotte Morris	Maria Olmedo Amalia Oviedo Beatriz H. Pacheco Katty D. Palomino Elizabeth G. Pattison Karla Y. Paz Maria E. Pena Yajaira Penaloza Karla Perez Adella J. Pichardo Aleja Pizarro Maria F. Pollard Jamie A. Prestidge Juli Preston Leivis R. Pula Veronica Quintana Julia I. Ramirez Monica Ramos Sarai E. Recinos	Blanca Rodriguez Maria Rodriguez Maylin Rojas Maylin Rojas Maria E. Ruiz Tayde Ruiz Linda S. Sackett Josefina Salgado Adriana M. Sanchez Marianela Sanchez Erica A. Sandquist-Holm Mary E. Santiago Nereida Santoyo Lisa A. Schmitz Sunnie Schreck Claudia B. Segura Maritza Serrano Asha K. Singh Heather L. Skabardis	April D. Tappe Candida Taylor Megan S. Taylor Marycarmen Topete Marina I. Umana Gonzales Estrella Valdes Luz S. Valencia Janeth Vargas Cleribelta Vasquez Tracy M. Voegtle Angela M. Walschinski Paula A. Weisenbeck Sue E. Wiegel Jamie J. Wille Jenna M. Wilson Karen D. Yarbrough Febronia Zavala
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13% Club/Club del 13%

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

Sales Director Ruth Everhart	\$2.264.50
Sales Director Kerri Lee Shulman	, ,
Sales Director Linda C. Weniger	2,026.80
Sales Director Mary Kathryn King	1,911.81
Sales Director Ngozi Onuoha	1,897.48
Sales Director Felicia Ifeyinwa Nweze	1,798.00
Sales Director Lisa Rada	1,758.87
Sales Director Elizabeth Fernandez	1,649.77
Sales Director Donna J. Saguto	1,558.33

Sales Director Besa Michelle Regan	1,400.04
Sales Director Marni McKenna Hendricks	1,392.14
Sales Director Terri J. Prange	1,386.16
Sales Director Valorie Jean White	1,383.43
Sales Director Valerie McCullough Reynolds	1,366.50
Sales Director Dayana Polanco	1,353.95
Ute Stern-Ratzel, R. Everhart Unit	1,341.08

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 e

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NAME/NOMBRE NEW TEAM MEMBERS/ Sales Director Velia Bubio NUEVAS INTEGRANTES DE EQUIPO 99 GOLD MEDALS/MEDALLAS DE ORO Sales Di 92 GOLD MEDALS/MEDALLAS DE ORO Sales Director LaChelle Seleski Sales Di 71 GOLD MEDALS/MEDALLAS DE ORO Sales Di 70 GOLD MEDALS/MEDALLAS DE ORO Sales Director Clara Fuentes 50 GOLD MEDALS/MEDALLAS DE ORO Sales Director Sharon Alversor 47 GOLD MEDALS/MEDALLAS DE OBO Sales Director Yesenia Mendez 43 GOLD MEDALS/MEDALLAS DE ORO Salae Directo Yvonne Tazem 41 GOLD MEDALS/MEDALLAS DE ORO Sales Director Gloria Manning Sales Dir ctor Cindy Wallace 40 GOLD MEDALS/MEDALLAS DE ORO Salae Dir Imelda He Sales Director Nicole Solomon..... Sales Director Minerva Farias 38 GOLD MEDALS/MEDALLAS DE ORO Sales Di Sales Director Ngozi Onuoha. 36 GOLD MEDALS/MEDALLAS DE ORO Sales Director Maria Siguenza.... Sales Director Juanita Gudino . Sales Director Felicia Nweze 35 GOLD MEDALS/MEDALLAS DE ORO Sales Director Debbie Frazer... 33 GOLD MEDALS/MEDALLAS DE ORO Sales Director Ana Alvarez..... Sales Director Ruth Ojibeka... Sales Director Luciana Zook.. 32 GOLD MEDALS/MEDALLAS DE ORO Sales Director Ana Maria Barba.... Sales Director Maria Flores 31 GOLD MEDALS/MEDALLAS DE ORO Sales Director Nma Roz Okeke 30 GOLD MEDALS/MEDALLAS DE ORO Sales Director Wanda Thai ... 29 GOLD MEDAL/MEDALLAS DE OROS Sales Director Adela Rivas..... Sales Director Saundra Shipp. Sales Director Kathy Viola..... Sales Director Juanita Chihuahua... Sales Director Joselin Torres 28 GOLD MEDALS/MEDALLAS DE ORO Sales Director Linda Faye Dowell . Sales Director Georgina Ochoa..... Sales Director Maggie Rader...... 27 GOLD MEDALS/MEDALLAS DE ORO Sales Director Meyra Esparza..... Sales Director Enedina Villarreal 26 GOLD MEDALS/MEDALLAS DE ORO Sales Di 25 GOLD MEDALS/MEDALLAS DE OBO Sales Director Gloria Gavilanes.... Sales Director Tanya Satcher...... Sá 24 GOLD MEDAL/MEDALLAS DE OROS Sales Director Graciela Valadez S 22 GOLD MEDALS/MEDALLAS DE ORO Sal Sales Director Maria Lemus...... Sales Director Macaria Ramirez-Santana.... Sales Director Bertha Reed...... 21 GOLD MEDALS/MEDALLAS DE ORO Dawn Joy Fox, M. Anderson Unit .. Si Sales Director Teresa Lischwe...... Sales Director Maria Nunez-Martinez Si S 20 GOLD MEDALS/MEDALLAS DE ORO Sales Director Staar Fields Sales Director Toby Loudenback. Si Sales Director Kim Mevers Director Juana Vega S Ju

	Director Maria Lozada	
18 GOLD MEDALS/MEDALLAS DE ORO 5 Director Yolanda Alvarez	s Director Yolanda Alvarez y Jakubowski, D. Dudas Unit	

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17 GOLD MEDALS/MEDALLAS DE ORO
Virginia Alverson, S. Alverson Unit
Sales Director Linda Blanding

Sale

Nanc Sales

16 GOLD MEDALS/MEDALLAS DE ORO Sales Director Christine Ali ... Sales Director Mireya Pace .. Sales Director Lorena Ramire

15 GOLD MEDALS/MEDALLAS DE ORO Director Paula Chavez...

14 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Melisa Farias Sales Director Michelle Farmer... Sales Director Beatriz Perez Sales Director Blanca Vasquez 13 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Lucrecia Aguirre ... Sales Director Ina Collins...... Sales Director Magdalena Diaz de Leon Sales Director Soledad Garcia

12 GOLD MEDALS MEDALLAS DE ORO Sales Director America Castillo...... Sales Director Maria DeLourdes Exiga...

Sales Director Consuelo Gomez . Sales Director Consuelo Gomez . Sales Director Estela Hernandez. Sales Director Dolly Metzger......

11 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ann Anvanwu Sales Director Laura Barajas Sales Director Enma Berme Sales Director Margarita Velez

10 GOLD MEDALS/MEDALLAS DE ORO Director Mercedes Cruz

Sales Director Maria Duran Sales Director Nida Escobar Sales Director Nida Escodar Sales Director Amparo Guzman Sales Director Araceli Mairs..... Sales Director Emma Morales .. Sales Director Jewell Mull..... Sales Director Adoralida Ortiz Sales Director Maggie Perevra

9 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Roxanne Barnett
Sales Director M. Camerina Coleman
Sales Director Sara Galvan
Sales Director Wendy Haas
Sales Director Anne Leanos
Sales Director Minerva Payano
Sales Director Araceli Ponce
Sales Director Juanita Saenz

8 GOLD MEDALS/MEDALLAS DE ORO

lles	Director	Consuelo He	mandez	 	 	
lles	Director	Darlene Misc	iagno	 	 	
lles	Director	Karin Patrick	-	 	 	
lles	Director	Carmen Perc	lomo	 	 	
lles	Director	Vilma Vazque	Z	 	 	
les	Director	Marina Ynfan	ite			

7 GOLD MEDALS/MEDALLAS DE ORO	
ales Director Ana Alvarez10	
ales Director Sonia Arriola	
ales Director Brenda Bennett	
ales Director Patricia Bierknes7	
ales Director Ruth Cortes	
ales Director Maria Eades	
ales Director Elizabeth Fernandez	
ales Director Indhira Fernandez	
ales Director Jeane Forrest	
ales Director Ana Garibay5	
ales Director Leticia Gutierrez-Barajas	
ales Director Elvia Guzman	
ales Director Zulevn Ho Miranda	
ales Director Rianetu Imoekor	
ales Director Nancy Kave	
inie Legister, P. Pottinger Unit	
ales Director Clara Odoemelam	
ales Director Cristela Rangel	
ales Director Cheryl Richardson	
ales Director Oralia Tarango7	
ales Director Blanca Torres	
ales Director Roxanne Weir	
ales Director Antoinette Whittington-Stanton	
and birotor renormono minulingion olumon minum o	

6 GOLD MEDALS/MEDALLAS D	e oro	
les Director Jackie Anderson		
les Director Aurora Andrade		

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Sales Director Rafaela Bueno. Sales Director Mischell Byers. Sales Director Amy Clark..... Sales Director Elvia Cordova. Sales Director Evia Coldova..... Sales Director Fordita Diaz Sales Director Josefina Gutierre Sales Director Victoria Hueso... Sales Director Maira Lopez..... Sales Director Gladis Maldonado Sales Director Paula Ramirez Sales Director Alfida Bodriquez Sales Director Donna Saguto... Sales Director Emily Schuette. Sales Director Lisa Stengel. Sales Director Abigail Zavaleta

5 GOLD MEDALS/MEDALLAS DE ORO

Sales Director WendyJo Ambrose... Sales Director Maggie Arteaga...... Sales Director Luz Balcazar...... Sales Director Luz Balcazar...... Sales Director Evelyn Bernudez Vargas. Sales Director Bisola Gbadamosi...... Sales Director Wanda Gonell Sales Director Melida Gonzale Sales Director Marni Hendricks Sales Director Vilma Mally. Sales Director Phyllis Mason Sales Director Sharon McNeal Sales Director Raquel Mieses Sales Director Maria Naula.... Sales Director Bertha Navarro Nanayaa Owusu-Prempeh, I. Collins Unit Sales Director Nancy Bomshek Sales Director Maria Bubio Sales Director Missy Shopshire Sales Director Nona Tindall...... Sales Director Diane Van Boxtel. Sales Director Florangel Vega-Vargas Mearlean Wainwright, G. Nitschke Unit ...

4 GOLD MEDALS/MEDALLAS DE ORO

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Sales Director Rubi Amateco-Nava Vazquez
Sales Director Christine Asare
Noemi Baez, J. Rosario Unit
Sales Director Rebecca Benavides
Sales Director Yolanda Carrillo
Sales Director Erika Estrada
Sales Director Michelle Foley
Sales Director Carmen García
Sales Director Minerva Garibay
Sales Director Luancy Hernandez
Sales Director Kathryn Hillyard
Sales Director Lynnétte Húbert
Sales Director Lisa Kavish
Sales Director Aishat Koya
Sales Director Olivia Lamas
Luda Levko, M. Strauss Unit
Sales Director Rafaela Lopez
Sales Director Judi Ludwig
Sales Director Edith Martinez
Sales Director Laura Martinez
Sales Director Adelaide McKeever
Sales Director Rachel Navarrete
Sales Director Teresa Ostorva
Sales Director Patricia Pavey
Sales Director Denise Peterson
Sales Director Maria Nelly R. Donjuan
Sales Director Kathy Rosetti
Sales Director Dedra Schwenkler
Sales Director Amanda Self
Sales Director Jalene Weston

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3 GOLD MEDALS/MEDALLAS DE O
ales Director Marie-Petra Adams
ales Director Cecilia Aguilar
ales Director Gloria Alers
ales Director Wendy Arias
ales Director Ester Barahona
ales Director Rosa Bernal
ales Director Aida Bravo
ales Director Tami Cloute
ales Director Susana Deniz
ales Director Ann DiAntonio
riana Duerfeldt. A. Shields Unit
laria Flores, A. Barba Unit
ales Director Irma Fuentes Luna
ales Director Miriam Galiote
ales Director Noemi Garcia
ales Director Roberta Gonzalez
ales Director Janeen Harper
ales Director Joni Helton
ales Director Maria Hernandez
ales Director Maria Holquin

Sales Director Orenda Hunniford Sales Director Urenda Hunnitord..... Sales Director Tina Kocourek...... Sales Director Charmaine Lipscomb. Sales Director Julia Luna Maria Marcelino, R. Cortes Unit...... Melissa May, K. Arceneaux Unit..... Gwendolyn Miller, P. Pottinger Unit.... Sales Director Federica Montes.... Sales Director Rose Paschoaletto. Sales Director Celeste Pichardo.... Sales Director Patty Rauen...... Mireya Rojas, M. Ramirez-Santana Unit Sales Director Norma Ruiz de Canales Sales Director Norma Ruiz de Canal Maria Salomon, M. Torres Unit Sales Director Lori Samples Sales Director Petra Sanchez Irma Spence, A. Avila Unit.... Bertha Velasco, M. Hernandez Unit. Sales Director Elvia Villalba. Sales Director Patricia Vogt

2 GOLD MEDALS/MEDALLAS DE ORO

Abimbola Akeju, G. Campbell Unit Sales Director Hermelinda Alarcon Margarita Almaguer, D. Minotta Uni Beverly Avello, D. Dudas Unit...... Sales Director Lauri Behrens...... Erika Beltran del Rio, K. Rosas Unit Sales Director Norma Caballero-Castillo Rosalba Castillo, L. Colin Unit... Sharon Collins, F. Gladding Unit... Sales Director Ashlee Crook..... Sales Director Cheryl Darling.... Maria Diaz, N. Jaimes Unit .. Maritta Ellis, K. Meyers Unit. Sales Director Lisa Forward...... Susan Friedrich, M. Nazmi Unit... Silvia Gamez, S. Bonilla Unit...... Sales Director Maria Garcia..... Dulce Gomez, S. Amigon-Perez Unit Maria Hernandez, M. Gaitan Unit. Valentina Hernandez-Hernandez Valentina Hernandez-Hernandez, E. Bermudez Vargas Unit...... Mary Hinds, C. Tillman Unit...... Margarita Hofler, A. Morgan Unit.... Margarita Huerta, I. Venegas Unit... Jenni Lee Jackson, M. Eades Unit... Sales Director Juana Landin Acosta Sales Director Gloria Negrete Sales Director Evelia Pantaleo Joan Pastrana, H. Crescenti Unit Isabel Pena, L. Pagoada Unit Sales Director Claudia Perez Sales Director Irma Ramirez-Lopez Sales Director Lori Searv Sales Director Frika Soli Courtney Tomcheck, M. Hendricks Unit. Laura Vincent, E. Hunt Unit..... Sales Director Aleesa Whiteis

1 GOLD MEDAL/MEDALLA DE ORO Elsy Abrego, C. Negron Unit..... Gloribel Acevedo, M. Koo Unit..... Folake Adebavo, J. Edet Unit Kellie Adee, M. Bains Unit..... Kersa Alfaro, L. Rivas Unit Teresa Alfaro, L. Rivas Unit Lorena Arita, M. Gonzalez Unit...... Sales Director MaryClare Audier... Sudes Director MaryClare Audier... Guadalupe Avila, O. Del Rio Unit Sales Director Maria de La Luz Avila. Sales Director Marta de La Luz Avlia. Dew Bad Warrior, N. McDaniel Unit... Heather Baker, P. McPheeters Unit... Yolanda Banuelos, N. Hernandez Unit Sales Director Deb Barbeln... Maria Barranca, L. Gutierrez-Barajas Unit Celida Barrios, M. Melgar de Rivera Unit... Ceilida Barrios, M. Melgar de Rivera ur Sales Director Robyn Beale Brenda Becker Furey, J. Danskin Unit... Debby Beltran, M. Davitt Unit.... Maria Betancourt, C. Gomez Unit...... Sales Director Pilar Bibian...... Bean Diasea M. Casada Unit. Rosa Blanco, M. Gonzalez Unit Deborah Bradshaw-Clarke, D. Pinkston-S. Philip Bruno, N. Hernandez Unit...... Lucia Cahuana, I. Hernandez Unit..... Juana Campechano, S. Flores Unit.... Greiy Oedeno, R. Baez Unit... Imra Cervartes, E. Cordova Unit. Susan Chavez, D. Hettinger Unit. Monisha Clark, M. Lindsey Unit. Jeanette Collins, J. Fox Unit. Glorid Cuevas, J. Rosario Unit... Deborah DePorter-Layer, D. Saguto Unit. Deborah Bradshaw-Clarke, D. Pinkston-Scott Unit.

equipo.
Jennifer Dixon, M. Byers Unit Christine Earl, L. Carter Unit
Julie Eklund. C. Lawler Unit
Sakiee Espinoza, C. Fuentes Unit
Veronica Evangelista, L. Evangelista Unit
Luisa Flores, A. Berrum Unit
Unristine Ean, L. Carler Unit
Hull Flores, I. Zaira Unit
Maria de la Luz Garzon, V. Rosas Unit
Mayeli Gonzalez, S. Niell Unit
Rocio Guerrero, M. Estrada Unit
Rocio Guerrero, M. Estrada Unit. Blanca Gutierrez, R. Martinez Unit. Roberta Gutierrez, S. Sanchez Unit. Lindsi Hagen, K. Johnson Unit. Carile Harris, Tranis-Ahffeld Unit. Alecia Hernandez, M. Brahar Unit. Carla Hernandez, M. Ramirez Bravo Unit. Sales Director Joseffna Hernandez. Brenda Higuera, P. Chavez Unit. Sales Director Joseffna Hernandez.
Lindsi Hagen, K. Johnson Unit
Carrie Harris, T. Francis-Ahlfeld Unit
Alecia Hernandez, M. Braham Unit
Sales Director Josefina Hernandez
Brenda Higuera, P. Chavez Unit
Elvo Jaimae A Donco Llait
Maria Jimenez, A. Terrazas Unit
Lisa Jones, E. Daniels Unit
Evelin Lopez, M. Hernandez Unit
Live danies, r. Police di ili. Maria Jimenez, A. Terrazas Unit. Lisa Jones, E. Daniele Unit. Stacy Lasselle, K. Markham-White Unit. Evelin Lopez, M. Herrandez Unit. Maria Lopez, C. Negron Unit.
Iviaria de Jesus Lopez, I. Mendoza Ramirez Unit
Maria Lopez, C. Negron Unit. Maria de Jesus: Lopez, T. Mendoza Ramirez Unit Marlyn Lopez, V. Nunez Unit. Ana Lozano, I. Fernandez Unit. Maria Marinero, N. Hurtado Unit. Carman Marshall, A. Whittington-Stanton Unit. Shelly Martinez, T. Jessup Unit. Miriam Mercado, J. Torres Unit. Leah Meyers, L. Pipal Unit.
Marina Marinero, N. Hurtado Unit
Shelly Martinez, T. Jessup Unit
Miriam Mercado, J. Torres Unit
Courtney Miller, L. Sexton Unit
Silvia Montes, C. Rau Unit Shirley Munoz Lewis, L. Reyes-Mogollon Unit
Lourdes Nunez, A. Chevez Unit
Dorotea Ortega, J. De Los Santos Unit
Alba Perez. R. Baez Unit
Karla Perez, G. Maldonado Unit
Adella Pichardo, C. Pichardo Unit Michelle Piner, J. Adams Unit
Aleja Pizarro, M. Montoya Unit
Siric Nieto, M. Martinez-Ardon Unit. Lourdes Nunz-A Chevez Unit. Dorotea Ortega, J. De Los Santos Unit. Susana Pereira, G. Hestand Unit. Maha Perez, G. Hestand Unit. Karla Perez, G. Maidonado Unit. Adella Pichardo, C. Pichardo Unit. Michelle Piper, J. Adams Unit. Aléja Pizaro, M. Montroya Unit. Mery Prada, M. Ramirez Bravu Unit. Patricia Prado, K. Rivaz Unit.
Jamie Prestidge, J. Adams Unit
Paulota Pradu, K. Nikaz Unit
Lourdes Ramirez, L. Reyes-Mogollon Unit
Sarai Recinos, A. Alas Unit
Sarar Heotros, A Aas Unit
Maura Rodriguez, S. Caro Unit
Nancy Rodriguez, D. Polanco Unit
Magdalena Sahagun, A. Sanchez Unit
Josefina Salgado, A. Solis Unit
Maria Sanchez, J. Vergara Unit
Joséfina Salgado, A. Solis Unit
Erica Sandovist-Holm. M. Rimawi Unit
Isabela Santiago, A. Doller Unit
Mary Santiago, M. Jauch Unit
Amie Schmoltze, H. Ritz Unit
Rita Skinner, R. Everhart Unit
Nicole Spanczak, J. Murray Unit
Yvonne Spears, C. Chitwood Unit
Ute Stern-Ratzel, R. Everhart Unit Placida Tallabas, M. Silva Unit
Candida Taylor M McCafforty Unit
lulia Tinaiero, E. Martinez Unit
Megan Taylor, S. Coon Unit
Marycarmen Topete, M. Esparza Unit
Karina Torres, A. Rodriguez Unit Irma Torres, C. Fontes Unit Kimberly Trimberger, C. Hartke Unit
Kimberly Trimberger, C. Hartke Unit
Marina Umana Gonzales, C. Garcia Unit
Claire Turner, V. Tickel Unit. Marina Umana Gonzales, C. Garcia Unit. Patricia Valdez, M. Casillas Unit. Luz Valencia, L. Balcazar Unit.
Janeth Vargas, L. Vargas Unit
Janeth Vargas, L. Vargas Unit Sofia Vasquez, S. Flores Unit
Jolene Vavra, N. Romshek Unit Ana Vital, V. Rosas Unit
Elaine Williams, T. Satcher Unit
Rachal Williams C Milligan Unit
Stephanie Wooley, A. Blevins Unit. Darryl Wright, M. Cruz Unit. Cassandra Yates, K. Vavrina Unit.
Cassandra Yates, K. Vavrina Unit

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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 2009 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en c ucción de unidad estimada al menudeo de marzo de 2009.

nuby/nubi	
Krystal Downey-Shada \$1	
Phuong L. White 1	
Donna Clark	96,146
Vanessa R. Upkins	
Debbie A. Elbrecht Suzanne Moeller	
Sonya F. Goins	
Thessy Nkechi Nwachukwu	84.899
Laura A. Kattenbraker	
Cissy E. Warren	75,659
Somer Ballard Carter	74,693
Lisa Anne Harmon	
Jeanie Ripley	
Kathleen C. Savorgnan	69,769
Theresa Ann Huntley Rosalie Kuhen	
Maribel Olivares	
Robin R. Tucker	67 126
Gloria Dominguez	66.657
Julie Rene Jennings	
Cheryl O. Fulcher	
Sherri Ammons	65,649
Becky M. Xepoleas	
Brenda Fenner	64,452
Cindy P. Markowski	64,414
Trudy D. Nikolas	
Amber L. Faulk Kimberly Cavarretta	
Julie Brindell Sapp	
Sherrie L. Clemons	61 841
Esther M. Maston	
Melissa Kaye Kopec	60,921
Krystal K. Walker	
Terry S. Smith	
Latrice Mahalitc	
Breda M. Teal	
Liz Whitehouse	
Susan E. Goodson Julie Thomas	57,450
Becki Hoisington	56 /28
Jeanette M. Thompson	
Lisa Baker	
Tiffany Brooke Stout	55,453
Tiffany Brooke Stout Jennifer Jean McNulty	55,453
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,585
Jennifer Jean McNulty Terry Thole Judie Roman	55,453 55,371 54,585 54,375
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell	55,453 55,371 54,585 54,375 54,375
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer	55,453 55,371 54,585 54,375 54,375 54,268
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay	55,453 55,371 54,585 54,375 54,375 54,268 54,260
Jennifer Jean McNulty Terry Thole Judie Roman Meg Springer Laurieann Barclay Anne Weidenweber	55,453 55,371 54,585 54,375 54,375 54,268 54,260 53,791
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott	55,453 55,371 54,585 54,375 54,375 54,268 54,260 53,791 53,733
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Rose Mary Neel	55,453 55,371 54,585 54,375 54,375 54,268 54,260 53,791 53,733 53,588
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Mary Neel Maryann Clark-Durell Maryan Dallen Carmen Nunez de Valencia	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Rose Mary Neel Maryann Clark-Durell Marya Dallen Carmen Nunez de Valencia K. T. Marie Martin Candace Laurel Carlson	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,177
Jennifer Jean McNulty Terry Thole Judie Roman Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell K. T. Marie Martin Candace Laurel Carlson Crystal Caldwell Hubbard	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,953 52,917 52,177 52,079
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,177 52,079 51,995
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Rose Mary Neel Maryan Clark-Durell Marya D Dallen Carmen Nunez de Valencia K T. Marie Martin Candace Laurel Carlson Crystal Caldwell Hubbard Stephanie Lynne Lenard Kathy Williams	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,079 52,079 51,995 51,389
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Durell Maryann Clark-Burel Maryann Clark-Burel Maryann .	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,079 51,389 51,125
Jennifer Jean McNulty Terry Thole Judie Roman	55,453 55,371 54,585 54,375 54,375 54,268 54,260 53,791 53,733 53,588 53,247 52,953 52,953 52,953 52,953 52,977 52,079 51,995 51,995 51,225 50,624
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Rose Mary Neel Maryan Clark-Durell Maryan Clark-Durell Marya D Dallen Carmen Nunez de Valencia K. T. Marie Martin Candace Laurel Carlson Crystal Caldwell Hubbard Stephanie Lynne Lenard Kathy Williams Debra Moore Kinley Marnie R. Yunger	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,758 53,588 53,247 53,109 52,953 52,917 52,079 51,995 51,995 51,389 51,125 50,624 50,606
Jennifer Jean McNulty Terry Thole Yudie Roman	55,453 55,371 54,585 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,177 52,079 51,389 51,125 50,624 50,606 50,039
Jennifer Jean McNulty Terry Thole Judie Roman Patti Maxwell Meg Springer Laurieann Barclay Anne Weidenweber Lisa D. Prescott Rose Mary Neel Maryan Clark-Durell Maryan Clark-Durell Marya D Dallen Carmen Nunez de Valencia K. T. Marie Martin Candace Laurel Carlson Crystal Caldwell Hubbard Stephanie Lynne Lenard Kathy Williams Debra Moore Kinley Marnie R. Yunger	55,453 55,371 54,375 54,375 54,375 54,260 53,733 53,733 53,588 53,247 53,109 52,953 52,953 52,953 52,953 52,957 51,995 51,389 51,125 50,624 50,606 50,039 49,830
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,585 54,375 54,375 54,268 54,260 53,791 53,703 53,783 53,783 53,247 52,177 52,079 52,953 52,957 52,977 52,079 51,955 50,624 50,039 49,830 49,876
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,268 54,260 53,791 53,733 53,588 53,247 53,109 52,953 52,917 52,079 51,955 51,389 51,125 50,624 50,039 49,830 64,9,039 49,830
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,585 54,375 54,375 54,260 53,791 53,733 53,588 52,917 52,917 52,079 51,925 51,325 51,25 50,624 49,039 49,830 49,776 49,631
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,268 54,260 53,791 53,733 53,588 53,247 52,177 52,177 52,079 51,925 51,925 51,925 51,925 51,925 51,926 51,026 49,830 49,830 49,830 49,830 49,830
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,375 54,268 54,260 53,791 53,783 52,977 52,977 52,977 52,977 52,977 52,977 51,995 51,389 51,125 50,624 50,003 49,830 49,830 49,830 49,830 49,830 49,830 49,830 49,830 48,661
Jennifer Jean McNulty	55,453 55,371 54,375 54,375 54,268 54,268 53,241 53,733 52,953 52,953 52,953 52,953 52,953 52,953 52,953 52,957 52,177 52,079 51,395 51
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,375 54,268 54,260 53,791 52,953 53,733 53,588 53,247 52,979 52,953 52,917 52,079 51,995 51,389 51,125 50,626 50,039 949,830 49,976 49,039 448,549 448,549 448,549 448,549
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,375 54,268 54,260 53,731 53,588 53,247 53,733 53,588 53,247 52,953 52,957 52,953 51,325 51,325 50,624 49,370 49,330 49,360 49,360 49,360 49,360 48,505 48,565 50,711 50
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,375 54,375 54,375 54,268 54,268 54,260 53,791 53,733 53,588 53,247 52,079 51,955 50,624 50,050 50,059 49,830 49,830 49,830 48,549 48,549 48,549 48,549 48,257 47,257 48,257 47,2577 47,2577 47,2577 47,2577 47,25777 47,257777777777777777777
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,355 54,375 54,376 54,268 54,268 54,268 54,260 53,733 53,573 53,573 53,573 53,573 53,573 53,573 53,573 53,247 52,917 52,917 52,917 52,917 52,917 52,917 52,917 52,019 50,624 49,030 49,830 49,830 49,830 48,861 48,505 50,624 48,369 48,262 48,369 48,262 48,369 48,262 47,944 47,944 47,658
Jennifer Jean McNulty	55,453 55,371 54,375 54,375 54,375 54,268 54,268 53,273 53,733 53,588 53,277 52,079 51,925 51,329 51,329 51,325 50,624 49,330 49,830 49,830 49,830 48,549 48,549 48,651 48,549 48,627 48,624 48,54948,549 48,549 48,54948,549 48,549 48,54948,549 549 549 549 549 549 549 549 549 549
Jennifer Jean McNulty	55,453 55,371 54,375 54,375 54,375 54,268 54,260 53,791 53,733 53,588 53,247 55,373 52,917 52,917 52,917 52,917 52,917 51,995 51,389 52,177 55,060 65,0039 49,370 49,370 49,370 48,549 47,558 47,7655 47,7755 47,7755 47,7755 47,7755 47,77555 47,7755575757575757575757575757575757575
Jennifer Jean McNulty Terry Thole	55,453 55,371 54,355 54,375 54,376 54,268 54,268 54,268 54,260 53,733 53,588 53,247 52,177 52,177 52,177 52,177 52,177 52,177 52,177 52,177 52,179 51,9555 51,9555 51,9555 51,9555 51,95
Jennifer Jean McNulty	55,453 55,371 54,375 54,375 54,375 54,268 54,268 53,273 53,533 53,733 53,588 53,247 52,537 52,177 52,079 51,399 51,329 51,325 50,624 49,330 49,830 49,830 49,830 49,830 48,549 48,549 48,549 48,621 48,54948,549 48,549 48,54948,549 56,549 56,54956 56,549 56,54956,549 56,54956,549 56,54956,555
Jennifer Jean McNulty	55,453 55,371 54,375 54,375 54,375 54,268 54,268 54,268 54,260 53,791 52,953 53,733 52,917 52,979 51,395 51,329 51,125 50,624 50,039 49,330 49,370 49,039 48,561 49,076 48,549 54,54954,549 54,549 54,54954,549 54,549 54,54954,549 54,549 54,54954,549 54,549 54,549555555555555555555555555555555555
Jennifer Jean McNulty	55,453 54,355 54,355 54,355 54,355 54,268 54,268 54,268 53,733 53,585 53,733 53,585 53,733 53,585 53,733 53,573 53,573 53,733 52,917 51,955 51,955 51,955 51,955 51,955 50,624 49,330 49,776 49,330 49,776 48,369 47,364 46,462 47,46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 46,462 47,463 47,463 46,462 47,463

Ci	ada Seminario según s	su produc
	Sylvia J. Cook	

	Jappinie/Lan	U
)	Julia Mundy\$1	25 044
ſ	Sarah Marie Lang 1	02 944
3	Sylvia Boggs	
3	Jill L. Glockner	
)		
5	Kim Maynor	
5	Binta Touray Jagne	78,615
	Kathy R. Bullard	75,544
ł	Christy Bigham	73.811
	Angela D. LaFerry	72 940
6	Diane Bruns	71 680
6	Ann W. Sherman	70,570
	Ann w. Sherman	10,570
	Tracy Potter	
,	Katie D. Nichols	
-	Linda Klein	68,305
	Jennifer Sloan	68,056
-	Lady Ruth Brown	67 950
)	Tasha Bergman	67 262
5	Roxanne McInroe	66,002
3		
ŝ	Cheryl Banks	
)	Maria Montes	
	Jennifer G. Bouse	65,822
3	Randi Stevens	64.637
3	Sagrario M. Magana	
)	Angie S. Day	
7	Dena Smith	04,002
3		03,043
, 	Cheryl T. Anderson	62,257
	Peggy B. Sacco	61,983
5	JoAnna P. Shipe	61,435
5	Danita Sajous	60.839
5	Krista Neal Warner	60 490
3	Lyris Yee	
)	Julie Weaver	
3	Linda L. Quillin	
	Joanna Helton	
3	Patrice Moore Smith	59,316
7	Tabitha A. Hallums	58.917
)	Hilda Marrufo	
3	Tammy Romage	
7	Phyllis I. Pinsker	
,		
)	Terry A. Hensley	56,464
	Janelle A. Ferrell	
5	Kristi M. Anderson	55,137
)	Ruby Garner	54.857
5	Beth S. Austin	
1	Nancy W. Pettaway	
5	Charmourse Mayours	50,071
ý	Charmayne Mayowa	53,724
	Joycelyn Bailey Westbrooks	
)	Sonya Cathey	
ò	Meisue L. Chou	
)	Agnes Stewart	52,021
	Danice C. McEldowney	51.843
)	Lorraine S. Kigar	51 030
5	Ann Ferrell Smith	51,000
9	Elaine Hipsher	51,011
9 7		
	Liv Arnold	50,457
1	Marty Ulmer	50,257
1	Margaret Neill	50.192
1	Debbie A. Weld	
3	Moleda G. Dailey	
5	Marie Pfarr	
5		
-	Lynn A. Cervini	49,083
5	Monica Garcia	48,799
3	Jennifer L. Semelsberger	48,675
3	Jennifer Bessey Sailsbery	
2	Kim B. Roberts	
7	Terry M. Holcomb	
1	Lisa Emily O'Brien	
t	Lisa Litiliy U Ditett	40,120

Cynthia M. Cummings	
Elaine B. Lewis	47,782
Linné Lane	47,688
Betty H. Schuler	47,420
Jenny Decker	47,388
Dwauna Maura	
Maria G. Diaz	47,220
Carlee Frances Curtin	47,158
Kaye Yuen	47,052
Sherri Reindl	46,876
Flory Palencia	
Melva M. Slythe	
Pam Garner Moore	46,497
Sherrian Beagle	46,216
Maggie Sitar	46,167
Kim Williams	
Dolores Keller	45,563
Bea Heath	45,425
Heather L. Bohlinger	45,383
Ronda Compton	45,273
Shelia Berry	45,181
Sandi Fitzpatrick	45,099
Avelyn R. Smith	44,686
Robyn S. Cartmill	44,658
Jerlene Vrana	44,583
Jill Beckstedt	
Nannette G. Short	43,972
Kathleen Bonadie	43,911
Brynne M. Blalock	43,846
Abigail Sweigert McNomee	43,429
Lyn A. Gagetta	
Brandi Driggers	43,268
Nyanne Applegate	43,021

	uuu u
Nancy Berlin	\$84.758
Stacy D. Foust	
Roxanne K. Youngton	
Hollie R. Sherrick	77.543
Karen E. Ridle	
Hope S. Pratt	
Sheila J. McCune	
Trisha Taylor	
Helen Jakpor	
Kami Fredericks	70 443
Pam Kelly	
Candy Jackson	
Nancy Graham	
Auri Hatheway	
Christie I. Ehiobu	64 913
Jordan Helou Eicher	
Barbara Pleet	
Brenda D. Elliott	
Grace Y. Adeoye	
Jeannine R. DeVore Harris	60 000
Sheri L. Farrar-Meyer	
Angel L. Hurley	
Donna Rajcula	
Ayobami O. Olusa	
Carrell A. Cannon	
Maria Sanchez	
Judith E. Cotton	
Kimberly Richardson Edwards	
Denise W. Montgomery	30,313
Carolyn L. Lucas Rose Campbell	30,090
Linda Bradley	
Denise G. Kucharski	
Andrea Steinmetz	
Mirta Barquet	
Valerie Yokie	
Linda Jackson	
Linda S. Robinson	
Traci L. Smith	
Emily Stone	52,716
Katie L. Ashby	
Jackie L. Root	52,086
Marianne L. Anderson	
Tanya Olivia King	
Paula Kelsch	
Susie J. Serio	
Yolanda Lopez	
Evalina Chavez	
Jeannie S. Meyer	
Annette D. Oxley	49,392

Alyson R. Young-Guerra	. 49,007
Marla Beddick	. 49.002
Breanne Bechard	
Jennifer Spriggs	
Ann Shears	
AIIII SHears.	. 40,002
Pat Forehand	
Flavia A. Rivera	
Stacy M. Houy	
Amanda Sherum	. 47,389
Heather A. Carlson	46.996
Tami C. Stewart	
Nancy L. DeFina	/6 735
Leslie Kathleen Martinez	16 100
Julie B. Potts	
Connie S. Miller	
Gerri L. Gurreri	
Caroline Nesbitt Osmon	
Nancy A. Coleman	. 45,130
Heather Shea Catts	
Deborah J. Rose	
Stacy S. Gilson	
Aya Fubara Eneli	
Nancy Boucher	
Christine J. Kurzawa	
Holly Lynne Martin	
Anne Sullivan	
Holly S. Neff	. 43.925
Bridget L. Shaw	
Laura A. Armstrong	
Kimbi L. Bartik	
Jane Okundaye	
Lisa Scott	. 42,395
Cathy Apicello-Schneithorst	
Cynthia Ann Pack	
Kathy P. Oliveira	. 41,808
Rhonda Kambeitz	. 41,757
Denise M. Sowder	. 41.656
Michele Martella Armes	41 544
Debbie L. Bower	
Casie Hembree	
Casie nembree	. 41,431
Kelly S. Shannon	
Susan C. Manocchio	
Margarita O. Dominguez	
Renita Griswell Peele	. 40,783
Kay Dickerson	. 40,674
Elaine Oatmeyer	
Niurka D. Fuenteseca	40 415
Deborah Metzger	
Evelyn Nail	20,000
Angie Onianwa	. 39,814
Pearl/Perla	
FEALI/FEIId	
Kim McClure\$	160,459
Kathryn L. Engstrom	106,425

Kim McClure	\$160,459
Kathryn L. Engstrom	106,425
Julia Sander Burnett	105,186
Betsy C. Richard	104,005
Kristin Myers	102,665
Cindy Machado-Flippen	95,979
Lisa Allison	
Leah Michelle Lauchlan	89,408
Beth H. Piland	84,863
Janice Baxter Hull	80,271
Angel B. Toler	
Jeanie Martin	
Patti Cornell	
Vicki Piccirilli	
Amy Kemp	
Alicia Borkowska-Sattler.	
Amie N. Gamboian	
Alma Orrostieta	
Amy Stokes	
Ruthie Bresette-Mount	
Diane M. Detesco	
Stephani Prendes	
Shari M. Kirschner	
Tracey L. Chavez	
Blythe Jolee Egbert	
Laura Poling	67,345
Susan M. Hohlman	
Tammy A. Vavala	
Rebecca Milligan	
Stacey Craft	65,364
R. Sue Miller	64,302
Anne Geertsen	63,709
Sherry L. Belisle	63,551

Collette Parker	62,843
Susie Kopacz Patty Webster Laura Sheerin Allen	61,156
Patty Webster	60,713
Laura Sheerin Allen	60,636
Joyce Recenello	
Irene Korobov	
Lisa Olivares	59,695
Tammy Brown	
Amy Kitrell	
Evelyn Pirhalla	58,767
Kathy Eckhardt	58,694
Stephanie Nicole Tran	58,428
Heather Marie Erbe	55,931
Tina M. Wright	55.733
Terri Lewis	
Amy M Alber	55 237
Brenda Stafford	55,206
Angela G. Blount	55 167
Elena Hempel	
Donna L. Comstock	
Mary Beth Pavuk	
Rachael M. Bullock	
Sherree E. Koehler	54,133
Laurie C. Cole	
Judy Gieson	
Susan K. Janish	
Maureen Shipp	52,544
Holli Thompson Lowe	51,964
Sandra Giraldo Kirchhoff	51,421
Jamie Leigh Techentin	.51,335
Katrina G. Malone	50,158
Cheryl Marie Brown	
Lia Rene Carta	50,059
Patty J. Olson	49,906
Jodie Gualano	
Carmen J. Felix	
Jheryn Sims Alexander	49 429
Hazel White	49 391
Dorothy D. Boyd	
Sharon Smith Wisnoski	49,300
Patricia Fitzgerald	49,104
Nedra Ruby White	40,024
Kethy Abby Wille	40,120
Kathy Ahlwardt	
Barbara R. Johnson	
Richelle V. Barnes	
Denise E. Crosby	. 47,530
Jo Shuler	47 284
Sherry L. Fields	,201
Andrea D. Andrews	46,811
	46,811 46,683
Fern M. Gerdes	46,811 46,683 46,660
Fern M. Gerdes Shanna H. Jones	46,811 46,683 46,660 46,480
Fern M. Gerdes Shanna H. Jones Kathy Lee	46,811 46,683 46,660 46,480 46 325
Fern M. Gerdes Shanna H. Jones Kathy Lee	46,811 46,683 46,660 46,480 46 325
Fern M. Gerdes Shanna H. Jones Kathy Lee Keri L. Lonergan-Trudeau	46,811 46,683 46,660 46,480 46,325 46,299
Fern M. Gerdes Shanna H. Jones Kathy Lee Keri L. Lonergan-Trudeau Ella M. Chick-Power	46,811 46,683 46,660 46,480 46,325 46,299 46,156
Fern M. Gerdes Shanna H. Jones Kathy Lee Keri L. Lonergan-Trudeau Ella M. Chick-Power Diana Maria Bermudez	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846
Fern M. Gerdes Shanna H. Jones Kathy Lee Keri L. Lonergan-Trudeau Ella M. Chick-Power Diana Maria Bermudez Debbie A. Thomas	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596
Fern M. Gerdes Shanna H. Jones Kathy Lee Kerl L. Lonergan-Trudeau Ella M. Chick-Power Diana Maria Bermudez Debbie A. Thomas Victoria A. Pierle	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,429
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,596 45,429 45,361
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,596 45,429 45,361 45,232
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114 45,104
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114 45,104
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,846 45,846 45,596 45,429 45,429 45,429 45,232 45,114 45,104 45,033 44,613
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,25 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114 45,103 445,103 44,513
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,25 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114 45,103 445,103 44,513
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,25 46,299 46,156 45,846 45,596 45,429 45,361 45,232 45,114 45,103 445,103 44,513
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,299 46,156 45,846 45,596 45,429 45,361 45,361 45,361 45,361 45,303 44,513 44,613 44,491 44,482
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,596 45,596 45,42945,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,42945,429 45,42945,429 45,42945
Fern M. Gerdes	46,811 46,683 46,660 46,480 46,325 46,299 46,156 45,596 45,596 45,42945,429 45,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,429 45,42945,429 45,42945,429 45,42945,429 45,42945

Holly L. Ennis..... Jeanie K. Navrkal.....

Collette Parker

63,505

63.249

62,843

21,259

Dayana Polanco. Pat A. Nuzzi 117.637 111,206 Lara F. McKeever 106,728 Melinda M. Balling 100.407 Kim I. Cowdell... . 99,717 LaRonda L. Daigle 92,390 91,993 Ivonne Hernandez. Karime Rosas 88,319 Petie L. Huffman. 87 295 Marsha Morrissette. 82,944 Mary Strauss ... 81,910 Priscilla McPheeters. 80.963 Mary Kathryn King ... 80,361 Andrea Shields . 79.541 Eileen M. Huffman ... 75.078

Sheryl Peterson Nancy Fox Castro	72,318
Nancy Fox Castro	72,084
Mery C. Ramirez Bravo	
Audrey K. MacDowall	71,457
JoAnn Marie Calvin Brenda K. Howell	71,338
Brenda K. Howell	/1,020
Patricia Carr	
Delmi Cristina Santos	
Joy H. Rentz Kerri Lee Shulman	69,300
Julie Schlundt	
Vivian Diaz	
Teresa A. Lischwe	
Ruth L. Everhart	
Cecilia C. James	
Norma Lee Shaver	
Chatney Gelfius	
Viviana Vargas	64,976
Audrey J. Doller	64,962
Barbara E. Roehrig	64,943
Mariann Biase Mason	
Susan M. McCoy	
Donna J. Saguto	64,007
Celeste Cruz Pichardo	
Sharee Munger	63,118
Joye Z. Stephens	
Shelly Palen	
Digna Urbina	
Lila DeWeber	
Rosmary A. Baez Kristen C. Spiker	
Lori M. Langan	
Judy Flummerfelt-Gerstner	60,286
Ana X. Solis	60 172
Barbara H. Peterson	
Julie Neal	
Susan Hattern Weeks	
Lesley A. Bodine	
Evitelia Valdez-Cruz	
Terri J. Prange	
Deborah Dudas	
Lisa A. Stengel	
Pat Joos	57,745
Kelly Willer-Johnson	
Lisa Rada	
Nicki R. Hill Heidi Goelzer	57,020
Heidi Goelzer	56,996
Elvi S. Lamping	
Heather Robin Smith	
Marni McKenna Hendricks Stephanie Audino	
Josefa E. Rosario	
Patricia Schneider	
Karen M Bonura	55 772
Karen M. Bonura Cassondra Renee Chitwood	55 726
Chris Landaker	55,658
Diane L. Mentiply	
Denise M. Cadenhead	55,297
Jenny Siemonsma	55,207
Robbie L. Brannon	55,163
Kristin Jenae Rogers	
Pamela K. Perkins	
Amy Zanto	54,951
Connie L. Russo	
Jalene Simpson Weston	
Lisa Peterson Hackbarth	54,155
Heather M. Julson Robin L. Sailer	54,132
Krista A. Johnson	
Torri I Bockstood	53 965
Terri J. Beckstead Suzanne T. Young	53 850
Meyra Esparza	53,653
Linda T. Cartiglia	
Mariaelena Boquin	53,069
Deanna L. Spillman	52,284
Stephanie A. Richter	52.254
Janet S. Chapman Mary P. Creech	51,823
Mary P. Creech	51,819
Faith A. Gladding	51,766
Emily Sims	51,703
Erica D. Hunt	
Carol Lee Johnson	
Lisa A. Raupp	50,998
Lisa A. Raupp Cindy Wallace	50,998

Commission Circle

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

RUDY	
Thessy Nwachukwu \$	20,938.38
Krystal D. Downey-Shada	18,551.82
Krystal D. Downey-Shada Phuong L. White Donna Clark	17,818.17
Laura A. Kattenbraker	12 533 20
Ekene S. Okafor	12.357.23
Cissy F Warren	12 3/12 71
Vanessa R. Upkins Debbie A. Elbrecht Krystal K. Walker Suzanne Moeller	12,157.42
Debbie A. Elbrecht	11,953.93
Suzanne Moeller	11,013.09
Candace Laurel Carlson	11.588.72
Julio Drindoll Conn	11 055 06
Gloria Dominguez Sonya F. Goins Theresa Ann Huntley Dorothy C. Ibe Lisa Anne Harmon Compon Nursa do Velopoio	11,196.48
Sonya F. Goins	11,181.34
Dorothy C. Ibe	11,173.70
Lisa Anne Harmon	10,964.56
Carmen Nunez de Valencia 7	10,726.37
Somer Ballard Carter	10,684.72
Jennifer Jean McNulty	10,474.21
Carmen Nunez de Valencia Somer Ballard Carter Jennifer Jean McNulty Maribel Olivares Mary Jo Dallen Analacia Nandiaza	10,436.19
Onwuanaegbule Adaora Eucharia Umeh	10,386.00
Adaora Eucharia Umeh	10,174.45
Liz Whitehouse	10,119.02
Liz Whitehouse Julie Rene Jennings Jeanette M. Thompson	10,046.12
Jeanie Ripley	9.943.52
Amber L. Faulk	9,879.02
Trudy D. Nikolas	9,713.59
Cindy P. Markowski	9,708.27
Mary Lou Ardohain Terry S. Smith Kathleen C. Savorgnan	9,704.29
Kathleen C. Savorgnan	9.656.44
Latrice Manalitc	9,650.10
Eva E. Holguin	
Rosalie Kuhen	9,506.31
Julie Smith Becky M. Xepoleas	0,221,02
Decky INI. Acpuicas	9,221.00
Mary Sharon Howell	9 214 44
Mary Sharon Howell Rose Mary Neel	9,188.46
Rose Mary Neel Laurieann Barclay	9,188.46
Rose Mary Neel Laurieann Barclay Marvann Clark-Durell	9,188.46
Rose Mary Neel Laurieann Barclay Marvann Clark-Durell	9,188.46
Rose Mary Neel Laurieann Barclay Marvann Clark-Durell	9,188.46
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta	.9,188.46 .9,187.07 .9,183.72 .9,183.56 .9,088.25 .9,084.04 .9,078.75
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott	.9,188.46 .9,187.07 .9,183.72 .9,183.56 .9,088.25 .9,084.04 .9,078.75 .9,056.06
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson	9,188.46 9,187.07 9,183.72 9,183.56 9,088.25 9,084.04 9,078.75 9,056.06 8,992.02
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan	9,188.46 9,187.07 9,183.72 9,183.56 9,088.25 9,084.04 9,078.75 9,056.06 8,992.02 8,986.58
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Sther M. Maston Kimberly Cavarretta. Lisa D. Prescott Susan E. Goodson Kathy Monahan. Patti Maxwell.	9,188.46 9,187.07 9,183.72 9,183.56 9,088.25 9,084.04 9,078.75 9,056.06 8,992.02 8,986.58 8,973.37
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson. Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci.	9,188.46 9,187.07 9,183.72 9,183.56 9,088.25 9,084.04 9,078.75 9,056.06 8,992.02 8,986.58 8,973.37 8,947.57 8,894.34
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Sisher M. Maston Kimberly Cavarretta. Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell. Marnie R. Yunger Corrin Cresci Sylvia J. Cook.	9,188.46 9,187.07 9,183.72 9,183.56 9,088.25 9,084.04 9,078.75 9,056.06 8,992.02 8,986.58 8,973.37 8,947.57 8,894.34 8,858.14
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec	9,188,46 9,187,07 9,183,72 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,894,34 8,858,14 8,845,37
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec Sherri Ammons	9,188,46 9,187,07 9,183,72 9,183,76 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,845,37 8,845,37
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy. Janel Nickelson	9,188,46 9,187,07 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,992,02 8,992,02 8,994,57 8,947,57 8,894,34 8,858,14 8,858,14 8,858,14 8,858,15 8,727,46 8,596,64
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy. Janel Nickelson	9,188,46 9,187,07 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,992,02 8,992,02 8,994,57 8,947,57 8,894,34 8,858,14 8,858,14 8,858,14 8,858,15 8,727,46 8,596,64
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci. Sylvia J. Cook Melissa Kaye Kopec Sherri Anmons Terry Thole Lacy Janel Nickelson Kathy Williams Robin R. Tucker	9,188,46 9,187,07 9,183,72 9,183,56 9,084,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,845,37 8,751,16 8,727,46 8,550,03 8,560,03
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook. Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy Janel Nickelson Kathy Williams Robin R. Tucker	9,188,46 9,187,07 9,183,56 9,088,25 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,947,57 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,858,16 8,727,46 8,5596,64 8,5596,64 8,5592,05 8,483,95
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger. Corrin Cresci Sylvia J. Cook Melisas Kaye Kopec. Sherri Ammons. Terry Thole Lacy Janel Nickelson Kathy Williams. Robin R. Tucker Michele Semper Sherri A. Lelemons.	9,188,46 9,187,07 9,183,72 9,183,56 9,088,25 9,088,04 9,078,75 9,056,06 8,992,02 8,992,02 8,994,57 8,947,57 8,894,34 8,845,37 8,751,16 8,727,46 8,550,03 8,550,64 8,550,03 8,550,205 8,480,395 8,470,04
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson. Kathy Monahan Patti Maxwell Marnie R. Yunger. Corrin Cresci. Sylvia J. Cook. Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy Janel Nickelson Kathy Williams Robin R. Tucker Michele Semper Sherrie L. Clemons Judie Roman Nancy D. Marshall	9,188,46 9,187,07 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,947,57 8,596,44 8,595,44 8,595,64 8,556,64 8,558,03 8,550,64 8,483,95 8,558,47,94 8,482,82 8,483,95 8,470,94 8,488,45 8,388,28
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Elizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta. Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger. Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec. Sherri Ammons. Terry Thole Lacy Janel Nickelson. Kathy Williams Robin R. Tucker Michele Semper Sherria L Clemons. Judie Roman. Nancy D. Marshall	9,188,46 9,187,07 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,520,05 8,480,95 8,470,94 8,470,94 8,470,94 8,377,83
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci Sylvia J. Cook. Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy Janel Nickelson Kathy Williams Robin R. Tucker Michele Semper Sherrie L. Clemons Nancy D. Marshall Brenda Fenner Karen Pappas	9,188,46 9,187,07 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,858,14 8,596,64 8,596,64 8,592,05 8,470,94 8,502,05 8,470,94 8,422,62 8,347,78 8,349,71 8,349,71
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger Corrin Cresci. Sylvia J. Cook. Melissa Kaye Kopec Sherri Ammons Terry Thole Lacy Janel Nickelson Kathy Williams Robin R. Tucker Sherrie L. Clemons Judie Roman Nancy D. Marshall Brenda Fenner Karen Pappas Oye A. Onuoha	9,188,46 9,187,07 9,183,72 9,183,72 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,986,58 8,986,58 8,986,58 8,894,34 8,894,34 8,894,34 8,894,34 8,894,34 8,751,16 8,727,46 8,752,46 8,752,46 8,727,46 8,752,47 8,752,46 8,752,4752,4752,4752,4752,4752,4752,4752,
Rose Mary Neel Laurieann Barclay Maryann Clark-Durell Laurieann Barclay Maryann Clark-Durell Lizabeth A. Elder Cheryl O. Fulcher Esther M. Maston Kimberly Cavarretta. Lisa D. Prescott Susan E. Goodson Kathy Monahan Patti Maxwell Marnie R. Yunger. Corrin Cresci Sylvia J. Cook Melissa Kaye Kopec. Sherri Ammons. Terry Thole Lacy Janel Nickelson. Kathy Williams. Robin R. Tucker Michele Semper Sherria L Clemons Judie Roman. Nancy D. Marshall Brenda Fenner. Karen Pappas Oye A. Onuoha	9,188,46 9,187,07 9,183,72 9,183,56 9,088,25 9,084,04 9,078,75 9,056,06 8,992,02 8,986,58 8,973,37 8,947,57 8,894,34 8,858,14 8,858,14 8,858,14 8,858,14 8,580,93 8,550,05 8,483,95 8,470,940,940,940,940,940,940,940,940,940,94
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	Terezeja Marie Lemieux 7,534.33
8	Bonnie Brannan
2	Breda M. Teal
7	Anne Weidenweber
5	Allison Foster
0	Barbara L. Harrison
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1	Deborah J. O'Leary 7,392.36
2	Judy Lund 7,380.49
3	K. T. Marie Martin
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Martha Alicia Gonzalez	.7,807.99
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Lyn A. Gagetta	.7,701.27
Gena Prince	
Lynn Baer Roberts	. 7,684.47
Sonya Cathey	
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Teodora Ahumada	. 7,329.72
Elizabeth A. Poole	
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Sheri L. Farrar-Meyer	
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Candy Jackson	10,473.90
Kami Fredericks	10,395.05
Amanda Sherum	10,369.07
Maria Sanchez	10,182.28
Heather A. Carlson	10,109.54
Nancy Graham	
Linda Bradley	10,013.52
Michele Martella Armes	
Kimbi L. Bartik	.9,781.95
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Karen E. Ridle	.9,672.59
Misty McCain Pollard	9,636.92
Rose Campbell	.9,410.16
Judith E. Cotton	.9,392.06
Grace Y. Adeoye	.9,387.94
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Denise G. Kucharski	. 9,274.81
Jeannine R. DeVore Harris.	. 9,075.41
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Julie B. Potts	. 8,901.05
Debbie L. Bower	. 8.843.43
Jackie L. Root	
Evalina Chavez	.8.679.77
Pamela Rowe Krzmarzick	.8.603.75
Jane Okundaye	
Marianne L. Anderson	
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Susie J. Serio	
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1	Nancy A. Coleman	. 8	,400	.24
3	Jennifer Spriggs	. 8	385	.21
5	Katie L. Ashby	. 8	357	.94
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5	Elaine K. Williams			
3	Kay Dickerson	. 7	,793	.46
1	Alyson R. Young-Guerra	. 7	,753	.85
3	Carrell A. Cannon	. 7	747	.93
1	Breanne Bechard	. 7	707	.09
9	Christine J. Kurzawa	. 7	690	.33
ŝ	Jeannie S. Meyer	7	669	08
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	Elaine Oatmeyer	. 7	,268	.44
	Silvia Ramos	. 7	,257	.79
	Casie Hembree	. 7	,256	.75
	Aya Fubara Eneli	. 7	,247	.93
1	Caroline Nesbitt Osmon	. 7	,229	.94
6	Kathy P. Oliveira			
2	Elda Ramirez			
2	Flavia A. Rivera	. 7	,117	.56
9	Haniel Ortiz	. 7	070	.81
)	Maritza Lanuza	. 7	070	.00
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Kim McClure	\$23,450.37
Julia Sander Burnett	
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Alma Orrostieta	
Betsy C. Richard	14,316.52
Tammy A. Vavala	14,053.55
Leah Michelle Lauchlan	
Susan M. Hohlman	
Jeanie K. Navrkal	
Cindy Machado-Flippen	13,049.79
Alicia Borkowska-Sattler	
Angel B. Toler	12,949.64
Stacey Craft	12,424.76
Janice Baxter Hull	12,178.07
Vicki Piccirilli	11,969.12
Elizabeth B. Muna	11,697.34
Judy Gieson	11,573.62
Amie N. Gamboian	11,493.70
Beth H. Piland	
Tracey L. Chavez	11,345.00
Diane M. Detesco	
Evelyn Pirhalla	
Amy Kitrell	
Patty Webster	11,198.51
Susie Kopacz	11,115.26
Rachael M. Bullock	
Patti Cornell	
Amy Kemp	
Shari M. Kirschner	10,918.81

Lisa Olivares 10 604 38 Sherree E. Koehler. 10,565.93 Barbara R. Johnson... 10.537.10 Amy Stokes..... 10,463.26 Stephani Prendes 10.416.68 10,334.65 Collette Parker..... Dorothy D. Boyd..... Sandra M. Munguia 10 319 38 10,281.15 Joyce Recenello .. 10.195.29 andra Giraldo Kirchhoff ... 10,175.50 Holli Thompson Lowe ... 9.801.75 9,716.09 Blythe Jolee Egbert . Nadine Bowers Irene Korobov.. R. Sue Miller.. 9,613.12 Carmen J. Felix.... Penny J. Jackson 9,417.86 9,415.88 9,398.03 Laura Sheerin Allen Angela G. Blount Sherry L. Fields. 9 280 00 9,259.56 Epsie J. Elmer... Sherry L. Belisle..... Stephanie Nicole Tran ... 9,200.47 Heather Marie Erbe . 9.085.12 Rebecca Milligan. 8,973.32 Brenda Stafford 8 855 96 Keita Powell... 8,762.64 Patty J. Olson 8 709 93 Darlene Rutledge 8,701.41 Sharon Smith Wisnoski ... Laura Poling Lindsay R. Stewart 8.655.03 8,612.71 8.573.30 Hazel White. 8,434.19 Shauna Lynn Abbotts. 8 386 62 Holly L. Ennis. Amy M. Alber. 8,381.35 Sandra Tatzer 8,273.07 8,215.42 Maureen Shipp 8,119.36 Lia Rene Carta Diane Heckathorne. Sherry Moxley Moir 8,058.51 Jhervn Sims Alexander. Terri Lewis 8,005.66 Delores E. Black 7,997.68 Elena Hempel Denise E. Crosby. 7,891.52 7,849.16 Susan Moore Debbie A. Thomas ... 7.803.60 7,761.06 Tammy Brown Lori L. Kreh..... 7,697.63 7,694.97 Luanne Stewart 7,660.69 7,565.82 Ella M. Chick-Power Jodie Gualano. Marye Durrer ... 7 548 16 7,537.84 Kim Wiggins. 7 535 64 7,515.69 Jamie Leigh Techentin Jo Shuler 7,512.62 Mary Beth Pavuk 7,510.96 Angela J. Fry...... Sheryl Jean Arena 7,469.77 7,458.28 Donna L. Comstock. 7.435.42 Tara Lynn Mitchell 7,419.57 7,358.63 Temitope Odevale. Tommi Pleasure... Tina M. Wright... 7,356.24 7.336.03

Kathy Eckhardt .

Anne Geertsen

Ruthie Bresette-Mount 10.739.44

10,839.55

10,738.55

Diamond Amy Allgood

Diamona	
Amy Allgood	. \$16,244.43
Dayana Polanco	15,730.56
Priscilla McPheeters	15,705.22
Pat A. Nuzzi	
Lara F. McKeever	15,562.31
Kim I. Cowdell	14,731.51
Vivian Diaz	14,696.48
Melinda M. Balling	14,440.50
LaRonda L. Daigle	13,835.07
Connie L. Russo	13,034.68
Sheryl Peterson	
Mary Strauss	12,790.03
Petie L. Huffman	12,770.94
Ruth L. Everhart	
Marsha Morrissette	12,540.09

Karime Rosas	1	2	488	71
Karime Rosas Sandy Griffith	4	2,	100	10
Sanuy unnun		Ζ,	400	.40
Ivonne Hernandez	!	Ζ,	4/1	.08
Mary Kathryn King	1	2,	443	.85
Omosolape O. Akinyoye	nu 1	2,	303	.06
Ana X. Solis	1	2	227	.76
Brenda K Howell	1	1	942	94
Julia Coblundt	4	7	072	02
Julie Schlunut		5	920	.03
Kerri Lee Shuiman		1,	824	.03
Eileen M. Huffman	1	1,	763	.22
Julie Neal	1	1,	480	.58
Yosaira Sanchez	1	1	382	29
Terri I Beckstead	1	1	322	15
Hoidi Goolzor	1	ł'	201	30
Mortha Kay Daila		2	070	00.
Sandy Griffith Ivonne Hernandez Mary Kathryn King Omosolape O. Akinyoyei Ana X. Solis Brenda K. Howell. Julie Schlundt Kerri Lee Shulman Julie Neal Yosaira Sanchez Terri J. Beckstead Heidi Goelzer Martha Kay Raile Maria Flores		1,	210	.93
Maria Flores	!	υ,	8/5	.35
Rosmary A. Baez	1	0,	843	.19
Evitelia Valdez-Cruz	1	0,	812	.49
Julie Garvey	1	0,	804	.38
Viviana Vargas	1	0.	718	.83
Rosa C. Fernandez	1	n	716	55
lov H Pontz	4	0,	706	21
Andrea Chielde		0,	015	.21
Allurea Silieius		υ,	010	.19
Audrey J. Doller		0,	567	./1
Josefa E. Rosario	1	0,	524	.84
Deborah Dudas	1	0,	523	.48
Martha Kay Raile Martha Kay Raile Rosmary A. Baez Evitelia Valdez-Cruz- Julie Garvey. Jiviana Vargas. Rosa C. Fernandez Joy H. Rentz Andrea Shields. Audrey J. Doller Josefa E. Rosario. Deborah Dudas. Nancy Fox Castro Donna J. Saguto Krista A. Johnson Meyra Esparza. Teresa A. Lischwe Sandy Lasso. Barbara E. Roehrig Delmi Cristina Santos Cecilia C. James Celeste Cruz Pichardd Audray K. MacDavail	1	0,	483	.40
Donna J. Saguto	1	0	447	.15
Krista A Johnson	1	ñ,	445	15
Movra Febarza	······ 4	0, n	251	10
		0,	201	.10
Teresa A. Liscriwe	····· !	υ,	324	.07
Sandy Lasso		0,	1/5	.88
Barbara E. Roehrig	1	0,	173	.78
Delmi Cristina Santos	1	0,	158	.06
Cecilia C. James	1	0,	105	.88
Celeste Cruz Pichardo	1	0	038	95
Audrey K MacDowall	1	٥, ೧	000	71
Lile DeWeber		0,	000	./ I EO
Line Develori		0,	004	00.
Lisa Rada		9,	989	.26
Celeste Cruz Pichardo Audrey K. MacDowall Lila DeWeber Lisa Rada Mery C. Ramirez Bravo.		9,	981	.69
Patricia Carr		9.	933	.53
Marni McKenna Hendri	cks	9,	901	.73
Diane L. Mentiply		9,	839	.87
Shelly Palen		9	796	81
Nicki B Hill		a	730	38
Nicki R. Hill		9,	730	.38
Nicki R. Hill Susan J. Pankow		9, 9,	730 605	.38 .33
Nicki R. Hill Susan J. Pankow Suzanne T. Young		9, 9, 9,	730 605 579	.38 .33 .95
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver		9, 9, 9, 9,	730 605 579 573	.38 .33 .95 .48
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson.		9, 9, 9, 9,	730 605 579 573 543	.38 .33 .95 .48 .45
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius		9, 9, 9, 9, 9,	730 605 579 573 543 494	.38 .95 .48 .45 .28
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez		9, 9, 9, 9, 9, 9, 9,	730 605 579 573 543 494 460	.38 .95 .48 .45 .28
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez		9, 9, 9, 9, 9, 9, 9,	730 605 579 573 543 494 460	.38 .95 .48 .45 .28
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez		9, 9, 9, 9, 9, 9, 9,	730 605 579 573 543 494 460	.38 .95 .48 .45 .28
Nicki R. Hill. Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson		9, 9, 9, 9, 9, 9, 9, 9, 9,	730 605 579 573 543 494 460 336 304	.38 .95 .48 .45 .28 .06 .07 .90
Nicki R. Hill. Susan J. Pankow Suzanne T. Young. Norma Lee Shaver Kelly Willer-Johnson. Chatney Gelfius. Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims		9, 9, 9, 9, 9, 9, 9, 9, 9, 9,	730 605 579 573 543 494 460 336 304 297	.38 .95 .48 .45 .28 .06 .07 .90 .74
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelflus Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utiey Melissa R. Hennings.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219	.38 .33 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelflus Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utiey Melissa R. Hennings.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219	.38 .33 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133	.38 .95 .48 .06 .07 .90 .74 .29 .27 .86 .59
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utiey Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113 097	.38 .33 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113 097 083	.38 .33 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113 097 083 995	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27 .03
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCov.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113 097 083 995 992	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27 .03 .29
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Ultey Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 097 083 995 992 939	.38 .95 .48 .06 .07 .28 .06 .07 .29 .27 .86 .59 .47 .78 .27 .03 .29 .49
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Ultey Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 097 083 995 992 939	.38 .95 .48 .06 .07 .28 .06 .07 .29 .27 .86 .59 .47 .78 .27 .03 .29 .49
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Ultey Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine.		9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 304 297 254 219 195 133 097 083 995 992 939	.38 .95 .48 .06 .07 .28 .06 .07 .29 .27 .86 .59 .47 .78 .27 .03 .29 .49
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson		9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8	730 605 579 573 543 494 460 336 304 297 254 219 133 113 097 083 995 992 939 891 887	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27 .03 .29 .49 .15 .70
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Ultey Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan		9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8,8	730 605 579 573 543 494 460 336 304 297 254 219 133 113 097 995 992 939 891 887 887	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27 .03 .29 .47 .27 .03 .29 .47 .29 .47 .27 .27 .27 .27 .27 .27 .27 .27 .27 .2
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utiey Meilissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura		9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8,8	730 605 579 573 543 494 460 336 304 297 254 219 195 133 113 097 083 995 992 939 891 887 887 790	.38 .95 .48 .45 .28 .06 .07 .29 .27 .86 .59 .47 .27 .27 .27 .27 .29 .47 .27 .27 .20 .29 .47 .27 .29 .27 .27 .29 .27 .29 .27 .27 .29 .27 .27 .27 .27 .27 .27 .27 .27 .27 .27
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley. Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura Noemi C. Jaimes		9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8,8	730 605 579 573 543 494 460 336 297 254 219 195 133 113 097 083 995 992 939 891 887 887 758	.38 .95 .48 .45 .28 .06 .07 .29 .27 .86 .90 .74 .29 .27 .86 .27 .27 .27 .27 .27 .29 .47 .27 .27 .27 .29 .27 .27 .29 .27 .27 .29 .27 .27 .27 .27 .27 .27 .27 .27 .27 .27
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura Noemi C. Jaimes Maritza Estela Gonzail	ez	9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8,8	730 605 579 573 543 494 460 336 304 297 254 219 195 133 097 083 995 992 939 891 887 790 758 747	.38 .95 .48 .45 .28 .06 .07 .29 .27 .86 .59 .27 .78 .27 .03 .29 .49 .15 .70 .58 .70
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura Noemi C. Jaimes Maritza Estela Gonzal Terri J. Prange	ez	9,9,9,9,9,9,9,9,9,9,9,9,9,9,9,8,8,8,8,8	730 605 579 573 543 494 460 336 304 297 254 219 195 133 097 083 995 992 939 891 887 790 758 747 683	.38 .95 .48 .45 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .78 .27 .03 .29 .49 .15 .70 .55
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy. Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Jori M. Langan Karen M. Bonura Noemi C. Jaimes Maritza Estela Gonzal Terri J. Prange Deanna L. Spillman	ez	9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9, 9	730 605 579 573 543 494 460 336 297 254 219 195 133 097 254 219 193 995 992 939 881 887 790 758 747 683 680	.38 .48 .45 .28 .06 .07 .90 .74 .29 .27 .29 .47 .29 .47 .27 .27 .27 .27 .29 .49 .15 .70 .55 .10
Nicki R. Hill Susan J. Pankow. Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson. Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle. Stephanie Audino. Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura Noemi C. Jaimes Maritza Estela Gonzal Terri J. Prange Deanna L. Spillman Brenda Bennett	ez	9,	730 605 579 573 543 494 460 336 227 254 219 195 133 097 254 219 195 133 097 083 992 939 8891 887 790 758 747 683 680 674	.38 .33 .95 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .27 .27 .86 .59 .47 .27 .27 .27 .27 .27 .27 .27 .27 .27 .2
Nicki R. Hill Susan J. Pankow Suzanne T. Young Norma Lee Shaver Kelly Willer-Johnson Chatney Gelfius Maricarmen Gonzalez Carol Lee Johnson Susan K. Carlson Emily Sims Lou Cinda Utley Melissa R. Hennings Jill D. Davis Heather M. Julson Bisola Gbadamosi Robbie L. Brannon Jeanette E. Beichle Stephanie Audino Susan M. McCoy Lesley A. Bodine Lisa A. Stengel Barbara H. Peterson Lori M. Langan Karen M. Bonura Noemi C. Jaimes Maritza Estela Gonzal Terri J. Prange Deanna L. Spillman Brenda Bennett Mary Beissel	ez	9,	730 605 579 573 543 494 460 336 2297 2254 219 1133 113 097 083 995 992 939 887 887 790 887 758 747 683 680 674 653	.38 .33 .95 .28 .06 .07 .90 .74 .29 .27 .86 .59 .47 .27 .27 .86 .59 .47 .27 .27 .27 .27 .27 .27 .27 .27 .27 .2
Nicki R. Hill Susan J. Pankow. Suzanne T. Young. Norma Lee Shaver. Kelly Willer-Johnson. Chatney Gelfius. Maricarmen Gonzalez Carol Lee Johnson. Susan K. Carlson. Emily Sims. Lou Cinda Utley. Melissa R. Hennings. Jill D. Davis. Heather M. Julson. Bisola Gbadamosi. Robbie L. Brannon. Jeanette E. Beichle. Stephanie Audino. Susan M. McCoy. Lesley A. Bodine. Lisa A. Stengel. Barbara H. Peterson. Lori M. Langan. Karen M. Bonura. Noemi C. Jaimes. Maritza Estela Gonzal Terri J. Prange. Deanna L. Spillman. Brenda Bennett. Mary Beissel.	ez	9,	730 605 579 573 543 494 460 336 297 254 219 195 1133 097 083 992 939 887 790 758 887 790 683 680 674 653 687	.38 .33 .95 .48 .45 .28 .06 .07 .29 .27 .86 .59 .47 .27 .28 .27 .27 .28 .27 .27 .27 .27 .27 .27 .27 .27 .27 .27
Nicki R. Hill Susan J. Pankow. Suzanne T. Young. Norma Lee Shaver. Kelly Willer-Johnson. Chatney Gelfius. Maricarmen Gonzalez Carol Lee Johnson. Susan K. Carlson. Emily Sims. Lou Cinda Utley. Melissa R. Hennings. Jill D. Davis. Heather M. Julson. Bisola Gbadamosi. Robbie L. Brannon. Jeanette E. Beichle. Stephanie Audino. Susan M. McCoy. Lesley A. Bodine. Lisa A. Stengel. Barbara H. Peterson. Lori M. Langan. Karen M. Bonura. Noemi C. Jaimes. Maritza Estela Gonzal Terri J. Prange. Deanna L. Spillman. Brenda Bennett. Mary Beissel.	ez	9,	730 605 579 573 543 494 460 336 297 254 219 195 1133 097 083 992 939 887 790 758 887 790 683 680 674 653 6647	.38 .33 .95 .48 .45 .28 .06 .07 .29 .27 .86 .59 .47 .27 .28 .27 .27 .28 .27 .27 .27 .27 .27 .27 .27 .27 .27 .27
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"WITHIN APPLAUSE" MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS, FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH" WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

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 2009.

Top National Sales Directors — Commissions and Bonuses



RUBY



\$57,360

EMERAL



\$49,110

PFARI

rbara Sunder \$90.518

DIAMOND

Top Unit — Estimated Retail Production

SAPPHIRE

New Unit Members Sapphire

RUBY — Krystal Downey-Shada, Go Give Area	\$152,560
SAPPHIRE — Julia Mundy, J. Cox Area	\$125,044
EMERALD — Nancy Berlin, Go Give Area	\$84,758
PEARL — Kim McClure, Go Give Area	\$160,459
DIAMOND — Amy Allgood, M. Diem Area	\$121,259

Top Sales Director — Personal Sales

RUBY — Nina Elliott, R. D'Esposito Klein Area	\$15,986
SAPPHIRE — Debbie Tweedie White, J. Cox Area	
EMERALD — Molly White-Pyles, Go Give Area	\$16,906
PEARL — Rachel Day, G. McGuire Area	\$20,094
DIAMOND — Marie Lee, P. Gruber Area	\$23,539

Top Beauty Consultant — Personal Sales

RUBY — Sanly Bagnah-Gamon, A. Foster Unit, Go Give Area	\$31,183
SAPPHIRE — Brittany Chhutani, L. Arnold Unit, K. Starr Area	\$20,035
EMERALD — Kristilynn Manwaring, K. Bunker Unit, M. Butters Area	\$11,880
PEARL — Lisa Forrester, M. Waller Unit, G. McGuire Area	\$12,361
DIAMOND — Chantel Martinez, J. Calvin Unit, A. Mallory Garrett-Roe Are	a\$51,585

Top Team Builder

RUBY — Sabina Ogumguaja, G. Ebere Unit, Go Give Area	18 New	Team Members
SAPPHIRE — Sales Director Brenda Gill, Go Give Area	22 New	Team Members
EMERALD — Marie Tassy, C. Cannon Unit, Go Give Area	16 New	Team Members
PEARL — Sales Director Rachael Bullock, D. Pike Area	15 New	Team Members
DIAMOND — Sales Director Ngozi Onuoha, B. Sunden Area	17 New	Team Members

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21 21

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20

20 20

20

20 20

20

Top Unit Builders Independent Sales Directors with 20 or more new unit members for March 2009.

D. . h.

Ruby	
Vanessa Upkins	52
Phuong L. White	46
Rosalie Kuhen	35
Julie Brindell Sapp	31
Robin R. Tucker	29
Kathleen C. Savorgnan	
Gloria Dominguez	
Kali DeBlander Brigham	25
Linda Leonard Thompson	25
Jeanie Binley	25
Somer Ballard Carter	24
Laura A. Kattenbraker	
Alma Machado	
Marcella B. Stewart	
Krystal D. Downey-Shada	23
Gloria Hilda Ebere	23
Debra Moore Kinley	
Adrienne Nicole Myers	23
Winifred Nonye Ogbunamiri	23
Maribel Olivares	
Maria Salazar Ibarra	
Melanie S. Abernathy	22
Candace Lyn Chambers Kate Onyekere	
Donna Clark	
Debbie A. Elbrecht	
Eva E. Holquin	
Melissa Kaye Kopec	
Thessy Nkechi Nwachukwu	21
Julie Smith	
Tiffany Brooke Stout	21
Thressa Michelle Waller	21
Gloria Bello	
Lynn B. Cambia	
Téka-Ann S. Haynes	
Julie Rene Jennings	20
Stephanie Lynne Lenard Suzanne Moeller	20
Suzanne Moeller	20
Ekene S. Okafor	20

Jappinio	
Maria Diaz	. 46
Katie D. Nichols	. 44
Sarah Marie Lang	
Tabitha A. Hallums	. 39
Maria Elena Coyote	
Oralia Gil	
Moleda G. Dailey	
Maria Montes	
Odilia Vasquez	
Cheryl Banks	
Angie S. Day	
Jill L. Glockner	31
Dwauna Maura	
Joycelyn Bailey Westbrooks	31
Julia Mundy	20
JoAnna P. Shipe	20
Esther Cisneros	
Sagrario M. Magana	
Denise N. Farrell	. 21
Tracey A. Fields-Hedrick	20
Martha Alicia Gonzalez	. 20
Arcenia Herrera	
Michelle Sara Moore	
Angela Shack	. 25
Teodora Ahumada	
Angela D. LaFerry	
Mooniemah Ramsaran	
Jennifer Sloan	
Agnes Stewart	
Pamela D. Cox	
Diega Escamilla	
Binta Touray Jagne	
Roxanne McInroe	
Rosa Orozco	
Tracy Potter Patrice Moore Smith	. 23
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Tasha Bergman	. 22
Christy Bigham	. 22
Blanca Celia Caceres	. 22

Brenda L. Gill.

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Enioraia	
Maria Sanchez	37
Denise W. Montgomery	35
Nancy A. Berlin	33
Flavia A Rivera	27
Hollie B Sherrick	26
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	Maria Sanchez Denise W. Montgomery Nancy A. Berlin Grace Y. Adeoye Helen Jakpor Carrell A. Cannon Nancy Graham Ann Shears Maritza Lanuza Holly S. Neff Flavia A. Rivera Ayobami O. Olusa Hollie R. Sherrick Monica O. Swalda Christie I. Eniobu Niurka D. Fuenteseca Casie Hembree Mirta Barquet Margarita Guerra Josefin A Vargas-Quintero Marjanne L. Anderson

uri Hatheway	22
erri L. Bunker	21
manda Norris Dixon	21
Aargarita O. Dominguez	21
hunene Patience Ebreso	21
indsey Harper	21
Iolly Lynne Martin	
imberly Richardson Edwards	20
erri A. Esposito	
driana Gonzalez Fajet	20
anya Olivia King	20
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raci I Smith	

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Leah Michelle Lauchlan	
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Betsy C. Richard	. 31
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Maria G. Garcia	
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Alma Orrostieta	. 26
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Jodie Gualano	
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Sharon Smith Wisnoski	. 23
Heather Marie Erbe	
Sherry L. Fields	. 22
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Penny J. Jackson	. 22
Alberta Vargas-Rodriguez	. 22

Crystal Dawn White Amelie B. Kemoane Stephani Prendes. Denise D. Roland Lindsay R. Stewart Kathryn L. Engstrom Silvia Farias Lucia Fernandez Judy Gieson Cindy Machado-Flippen Belle L. Martin. Temitope Odevale Caroline Williams

Diamond

Celeste Pichardo
Daisy Del C. Ventura
Delmi Cristina Santos
Joselin Torres

Luz H. Balcazar	25
Leonor Colin	
Ofelia Del Rio	25
Bonita A. Meniru-Hudson	
Mehrnaz Nazmi	20
Catalina Rau	25
	24
Magdalena Diaz de Leon	24
Clara Fuentes Maria R. Hernandez Romero	24
Maria Janet Koo	
Gloria J. Campbell	
Mirna Erika Casillas	
Cassondra Renee Chitwood	
Deborah Dudas	
Charmaine Lipscomb	23
Sharon M. McNeal	23
Beatriz Perez	23
WendyJo Ambrose	22
Mariaelena Boquin	22
Maria Flores	
Morena Gaitan	
Maranda Michelle Bains	
Josefa E. Rosario	
Kiersten Vavrina	
Maggie Arteaga	
Mischell Alene Byers	
Macaria R. Ramirez-Santana.	
Honorina Sanchez	
Mary Strauss	
Evitelia Valdez-Cruz	
Maria DeLourdes Exiga	20
Staar Fields	20
Clara D. Negron	
Donna J. Saguto	
Mary Lou Schlehuber	
Andrea Shields	
Erika M. Solis	
Leticia Vargas	20

New Independent National Sales **Director Debuts** March 1, 2009



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Ada García-Herrera National Sales Director Diamond Seminar

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a whole world of worth

Mary Kay Ash often said that the business she created was about more than cosmetics. Mary Kay knew that her dream revolved around, and depended upon, the most important ingredient of all: **people.**



She reminded us that others deserve our best intentions, our best efforts, our best selves. Whatever the cost of ethical, follow-through service, your customers are worth it. But you already know that. You already know that, like the proven formulas in our time-saving skin care and cosmetics products, our mission to enrich women's lives through this unequaled opportunity has stood the test of time for a reason. Now – with even more to offer economy-minded, socially conscious women – this might be a good time to remind "others" in your customer and team-building universe about all that Mary Kay stands for. And what a perfect time for our first-time-ever TV ads, currently airing on stations across the country, to showcase the Mary Kay opportunity to the public as noted in this issue of *Applause*® magazine!

As you check out the **variety of value** featured in this issue of *Applause*[®] magazine, take a moment to prepare yourself to present the many ways Mary Kay enables you – and those whose lives you touch – to live a richer life. "Do we have a mission?" asked Mary Kay at Seminar 1995. "Yes, we do!" she chimed in with the cheering crowd. "There isn't a woman alive who can't benefit from our Mary Kay opportunity. We must tell the whole world that we can have it all. When you invest in someone else's success, your own is guaranteed."

What does that mean for you today? It means that you can proudly proclaim that the Golden Rule is the very foundation of this Company, the unique element that sets it apart. But we don't stop with a feel-good message. The top-quality education you receive at Mary Kay special events, retreats and success meetings thoroughly prepares you to deliver the kind of Golden Rule customer service your customers have a right to expect. No other company offers such extensive education on the topics most important to your success. From product knowledge to tips on human interaction. And leadership examples that give you a track to run on. Recognition? We don't have to tell you that Mary Kay Ash "wrote the book," as readers of her best-selling book, The Mary Kay Way, found out. Charitable giving? The Mary Kay Ash Charitable Foundation continues to make a dynamic difference in the fight against domestic violence and cancers that affect women. And through global initiatives such as *Beauty* That Counts[™], you have more ways to connect in ways that make a tangible, and intangible, difference.

When you talk to your customers and potential team members, you can be proud that you offer a total package of values – and value-driven products – that stand the test of time. Where else but Mary Kay could women find so much in such a beautiful package?



getting real in unreal times:

Pick up a newspaper or turn on the TV these days, and the bad news will find you. "Gloom and doom!" the headlines seem to shout. While it's true that layoffs and the credit crunch are changing the way many people live, the GOOD NEWS is that a number of women with Mary Kay businesses are experiencing their most productive year ever. Their strategies and tactics offer concrete ways for you to keep the smile in your Mary Kay business as well. Remember, you have the freedom and flexibility to create YOUR OWN GOOD NEWS. Now may be the perfect time!



how great results are (still) possible!

Independent Future Executive Senior Sales Director Melissa Kopec

When Independent Future Executive Senior Sales Director Melissa Kopec of Corsicana, Texas, in the Independent National Sales Director Kimberly Copeland Area, decided to take her Mary Kay business to the next level, she sat down with her husband to discuss the impact her goals would have on their family. "We live in a small community, and to grow, I needed to branch out into other towns. With all of us on the same page, I could devote more time and energy to my plan. My husband is in construction, and his business is greatly affected by the economy. It's reassuring to know that I have an open-ended earning potential for us and our two kids, as long as I work hard to develop my Mary Kay business." Melissa hired an assistant who calls unit members, checks e-mail – "all those things that before were bogging down my day" – so now she's out in the field more. "If I'm going to be a Million-Dollar Sales Director someday, I have to act like one to make it happen. Our family had to stretch a little to pay for those services, but now I have the money to comfortably afford them!"

Melissa tries to avoid naysayers. "I'm affected by negativity big-time," she admits. "I hear all around me that the economy is bad, even without watching the TV news or reading the newspaper, so to counteract it, I pour 'positive' into my mind and spirit through books and Bible study. I also typed out and framed my goals – BIG goals that I never had achieved before but knew I could achieve if I just believed, stayed focused and did the work. I put them on my bathroom counter so I see them every morning and night. On my daily affirmations sheet, I wrote out goals that I've now surpassed. I had to set larger goals to reach! My Independent Sales Director commissions have doubled over what they were this time last year, and my unit has doubled in size. I'm on-target to move up and should soon have two new Sales Directors-in-Qualification in my unit. But it's so important for women to know that success doesn't happen overnight. I have so much momentum right now, but I worked consistently hard for six months to build up my business before it started turning around. We live 30 minutes from the nearest Wal-Mart; I have a 2-year-old and a 4-year-old, my ill father is living with me, and we've had lots of other losses and challenges in the past year. All these things could be excuses to slow down. But I say, 'Use your obstacles as stones to sharpen your skills!'"



Independent Future Executive Senior Sales Director Krystal Walker

No one does beauty like Mary Kay, but even Mary Kay independent sales force members may not feel "in the pink" all the time. Just ask Krystal Walker of Frisco. Texas, in the Independent National Sales Director Kimberly Copeland Area, who admits she was "down" a little over 12 months ago. No Cadillac, nothing much happening in her unit and nothing on the horizon. By contrast, Krystal says this year has become the pinnacle of her Mary Kay business. What changed? A bright smile lights up her face. "I made a MAJOR decision that turned my business and my life around forever! It all started when my pastor said, 'Leaders are readers.' I took the challenge to read one positive book each month, focusing on spiritual, business, personal growth, relationship, inspiration and financial topics. I realized if I kept doing what I had been doing, I was going to keep getting what I had been getting. When I work my Mary Kay business, my Mary Kay business works. If the phone's not ringing or I don't have someone to call, no one is working! Now I focus on others instead of myself, no matter what's going on in the world. By the time I finished the third book, I had earned the use of my second pink Cadillac Career Car!" ►

ives enriched

Although she stays up on current events, Krystal doesn't allow them to control her thinking. "I get loads of inspiration and motivation from Kimberly and my mom, Independent Senior National Sales Director Scarlett Walker, who both built their National Areas during the last recession. I surround myself with more positive than negative messages, and I attend my new team members' skin care classes to share the enthusiasm. One of them works a full-time job and calls her Mary Kay business her 'backup plan' in case she gets laid off. This is the time to build. People need personal relationships, great products and a positive atmosphere more than ever. A bad economy just gives us more opportunities to change more lives! My business has increased significantly over this time a year ago because I've stayed consistent. I adopted a 'What am I waiting for?' attitude. Now I'm working the entire month instead of waiting until the middle of the month to start. I'm sending lots of MKeCards®, holding conference calls and coaching Independent Beauty Consultants in my unit." Krystal recently gained two new offspring Independent Sales Directors, and women in her unit generated 16 new Independent Beauty Consultant Agreements. "For the first time in my Mary Kay business, I feel like I'm working at my full potential," Krystal glows. "I expect to be in Independent National Sales Director-in-Qualification later this year. My journey has just begun. We all need to remember that sometimes we have to go down before we go up. I'm not just going through life any more. I'm *growing* through life!"



Independent Sales Director Kelly Canzone

of Stanhope, N.J., in the Independent National Sales Director Cyndee Gress Area, was a successful psychotherapist with her own practice and a 1-year-old son when she decided to start a second business. "After years of education to achieve my bachelor's and master's degrees, my work wasn't all I had hoped it would be," she explains. Recently featured on CBS Evening News and in other media as an example of a direct sales success in tough times. Kelly adds that she felt isolated having her psychotherapy office and practice in her home, where she "commuted a whole six steps upstairs and six steps downstairs!" Now, nearly a year after choosing Mary Kay and with the economy worse off than when she began, what does she think about her timing? "It couldn't have been better. Cyndee and my Independent Senior Sales Director, Tina Hulsman, helped me chart a course that encouraged steady growth and now includes - some day -Independent National Sales Director. They've been awesome mentors who have taught me what Mary Kay Ash used to say, that you can eat an elephant one bite at a time. Hard work and persistence pay off in a Mary Kay business just like they do in school, so I make consistency my top priority!" Although the flexibility and ability to earn extra money got her attention. Kelly was most attracted to Mary Kay for the opportunity to mentor and empower other women. In the past year, she's become an Independent Sales Director, and she's enjoying team-building. "It can be challenging to overcome a stereotype that some women have of our business, but when I help them get the true picture, they see that it can be life-changing, like it has been for me."

Before making a phone call or interacting in person, Kelly mentally prepares and "checks stuff at the door" so that nothing from her personal life interferes with positive communications. To stay motivated, she prays, listens to "hopeful and uplifting" music and keeps reminders around of Mary Kay's dream to enrich women's lives. "I no longer see this as a great opportunity for women who want it, but as the only one for many," she says. "No one can afford not to know about this incredible opportunity." The support Kelly provides through her Mary Kay business has spilled over into her counseling practice and enriched her time with those clients. But she calls the extra time she's spending with her son one of the most precious parts of her Mary Kay life. She notes that he's learning persistence too. One day when she was struggling to reach a goal, he overheard her and told his grandmother, "Mommy just needs to keep going. She's going to be OK!"

with the right strategy, any day can be a gift-giving occasion.

We all know retailers use holidays and other observances to remind us of gift-giving opportunities. So many loved ones and special occasions, too little time to shop! Much less to be together as often as we would like. You can make the most of all that affection waiting to be shared by marketing the "everyday special occasion" year-round. Think of it as an invitation for family members and others to celebrate their relationships along with gift-giving, "just because." Once you have everyone all together, you may want to introduce some savvy gift suggestions. Don't forget that Mary Kay® limited-edition and regular-line gift sets are perfect "thinking of you" solutions any time of the year, and fragrance sets make great "scents," season in and season out.

With weddings, graduations and other special occasions in the air, there's no better time to be thinking of the "multigenerational beauty session," a heartwarming party idea



that can be especially rewarding. That's what Independent Beauty Consultant Nancy Nance of Jacksonville, Fla., discovered last year when she booked a facial appointment with three generations of women from the same family. "I had

known Christy, the 'mom,' for some time and had met her daughter once," says Nancy. "I knew they both used and loved Velocity®, but their Independent Beauty Consultant had moved on, and they no longer were being serviced. I had visited with Christy several times but had never been able to book a facial appointment. I just couldn't seem to 'break through.' Then one day I called her to see if I could drop by with my wonderful Independent Sales Director, Shirley Mullins. Christy started talking about her mother, and I remarked that it might be fun if we did a threegeneration facial party. She adored the idea!"

With her long-time love of selling, Nancy eagerly anticipated the arrival of her quests for a week before the event. Then the special day came, and she got an on-the-spot lesson in how to prepare for the future. "It was challenging at first to manage three different age groups all at once," she says. "With ages that span generations, they all have different needs, and within a few minutes, I learned that meeting those needs at the same time may take a little practice." Nancy says, in the future, she plans to group her demo products according to age range. For instance, Velocity® products for young women and TimeWise® and other age-fighting products for the midrange and more mature customers. While the younger members of the family are picking out eye colors and eyeliners, she plans to start her skin care demonstration on the older women, "finishing up with the older while the younger are spending more time on their eyes," she explains. As with anything, practice makes perfect. "But we had so much fun and the party was so successful that I can't wait to put together

several more multigenerational occasions," she enthuses. "I've lined up two sisters and a mom so far, and I have a couple of other ideas." Nancy promoted her multigenerational marketing strategy by stressing before-and-after family photos. "They're all looking their best at the end of the session, so why not capture the moment? I told them to bring their cameras, and I offered my digital camera too. All three women had so much fun that day when they started taking pictures of one another. I plan to conduct a special multigenerational promotion for Mother's Day each year. This theme has been so successful, I've decided to extend the idea all yearlong!"



Last fall, Nancy developed the best photos and gave them to Christy. She also e-mailed

them to her quests, having received previous permission, and she presented all three women with an 8" x 10" group shot. "They were thrilled," she says, "and just seeing that big group picture reminded us how we all laughed and had such a good time the whole afternoon. Frankly, I was surprised at how much I enjoyed myself. I told them the session would take about an hour and a half, but they were at my house for three hours! When it was all said and done, the most heartwarming aspect was seeing three generations simply spending time with one another. I was so very proud that Christy's daughter, Caitlin, wanted to be with her mother and grandmother for the afternoon. Caitlin's caring attitude touched my heart. I'll be bringing together as many family members as I can in the future. It makes me feel happy!"

New Ideas From a **Fresh Start** Last year Nancy



Weekend" and heard Independent **Executive National Sales Director** Cheryl Warfield deliver her I-story. Cheryl talked about how, at one point in her Mary Kay business, she had booked 10 shows and all 10 had cancelled. "When I heard Chervl speak, I had just been through the same thing, and I was feeling a little down," remembers Nancy. "But when I heard how she picked herself up and got going again, my passion for my business came roaring back. I went home and had the idea for multigenerational classes and other ways to sparkle up my business." Nancy calls attention to a signed portrait of Mary Kay Ash wearing a beautiful dark blue suit, hanging prominently on the wall in her home office. She notices how Mary Kay's suit complements the room's blue walls and carpeting. Just looking at the Company's founder in her own home every day now gives Nancy a shot of inspiration, pride and an abundance of gratitude. "Mary Kay Ash, Cheryl and other 'Mary Kay women' have made such differences in my outlook," she says. "When I compare my working life today to the stressful, overworked, downtrodden years I spent in apartment management, I can only say, 'Thank you, Mary Kay!"

your chance to be a red-hot star!

Put your goals into high gear and make these last few weeks count! There is still time to meet your Seminar 2009 objectives, earn your new red jacket and finish strong as a Star Consultant. With the *Customers Count* and *Stars in*

Stars in Red, White & Blue Challenge March 1 – June 30, 2009

A sizzling hot red jacket can be yours! Make it your goal to pick up your newly earned red jacket at Seminar 2009 and be one of the first to sport either the "Lauren," "Drew" or "Candy"** style jackets that have everyone talking!

With at least three qualified* new personal team members from March 1 – June 30, 2009, Independent Beauty Consultants will receive a red jacket, and Independent Sales Directors will receive a zebra-accented wrap, *plus* an invitation to the *Stars in Red, White & Blue* Reception at Seminar 2009.

With four qualified* new personal team members, you'll *also* receive an invitation to the *Stars in Red, White & Blue* Luncheon. With five qualified* new personal team members, you'll *also* receive a fabulous handbag to match your career apparel.

So why not give it all you've got and make red your color of choice? It's too hot to pass up! And the rewards of building a team can put you on a track to even greater success in 2010. Can't you just picture yourself crossing the 2010 finish line wearing a BLUE suit as an Independent Sales Director?



*For contest purposes, a qualified new personal team member is one whose Independent Beauty Consultant Agreement is submitted and accepted by the Company and whose orders with the Company are \$600 or more in wholesale Section 1 products from March 1 – June 30, 2009. ***Drew" and "Candy" styles available only while supplies last after the contest period.

Customers Count Challenge Extended through June 30, 2009

Now you have 15 more days to discover the inspiring momentum you were meant to reach and maintain when you achieve the *Customers Count* Challenge (Sept. 16, 2008 – June 30, 2009). Need a jump start? Just think how you'll be building



and strengthening your customer relationships – one of the most crucial elements of your present and future success. Your customers are your strategic allies in helping you reach Star Consultant status, which in turn leads to even greater accomplishments in your Mary Kay business.

For an added motivational boost, when you sell \$100 in suggested retail product to 36 new or existing customers during Part 3 of the *Customers Count* Challenge (April 16 – June 30, 2009), you'll receive an adorable mailbox charm from the Totally Charmed collection, plus a name badge ribbon and standing recognition at Seminar 2009! Those who have not yet earned the Totally Charmed bracelet from previous sales challenges also will receive the bracelet.

Customers Count Surprise **Recognition Incentive!**

And here's even more exciting news! Independent Beauty Consultants and Independent Sales Directors who double their sales or double their customer count (72 customers or \$7,200 in sales) from June 1 - 30, 2009, will receive a seat cover and standing recognition at Seminar 2009. How's that for extra incentive?

To track your progress, simply use the *Customers Count* tracking tool on the Mary Kay InTouch[®] Web site. Go to "Recognition," then "Contests." Under "Customers Count," you can enter each customer's name. And remember, you'll also be eligible to select a prize at the Sapphire Star Consultant category with a minimum of \$1,800 in wholesale Section 1 orders postmarked within the contest quarter. Why not shoot for your sales goals today?

Red, White & Blue Challenges, you can shine in the Seminar 2009 spotlight while starting the Seminar 2010 year with a bang! Plus, revised team-building tools can help you share the opportunity with ease. Get ready to see red!

Team-Building Tips

You may already have discovered that team-building is one of the most rewarding and exciting parts of this business. In a time when so many women are looking to earn extra money and be part of something life-enriching, now is a better time than ever before to share the Mary Kay opportunity. With superb tools to help you, and a few tips from your "sisters," your team-building efforts can be even more rewarding!

Their how-tos may help you

Applause® magazine sat down with **Independent Senior Sales Director LaChelle Seleski** and **Independent Senior Sales Director Amber Faulk** and talked team-building with two of the best. We wanted to know why teambuilding is important to their Mary Kay businesses and how they work it into their busy schedules. What do they do when a potential team member says "no"? How have their lives been enriched by reaching out to share? What tools have they found most helpful?



Why is team-building important to your career?

LaChelle – "Team-building is part of building your business. It's the future of your business! Not only does it help you earn commissions and a Mary Kay Career Car, but it helps you earn 'paychecks from the heart.' It's so rewarding to share the opportunity, to have someone receive it and see how it positively affects her life."



Amber – "If you want to build your business, teambuilding is one of the most important elements. But you can't wait for people to come to you. I wanted to grow my business from the beginning. I knew I had to get out there and 'make a connection.' More than one! Ask yourself, 'Who will flip out when they hear

I've started my Mary Kay business?' These are the people who will see that a Mary Kay business is a great opportunity for anyone. Start a contact list from those names."

How would you suggest incorporating team-building into your business?

LaChelle – "It all starts at the skin care class. Show guests how excited you are to be there with them and to be a part of the Mary Kay opportunity. One way you can convey that is to share your personal I-story. Why did you choose Mary Kay? What has your business meant to you? Your sheer excitement alone will show them how great the opportunity is. It's contagious!"

Amber – "First you have to be committed in your own mind, so make a list of all the reasons why you want to start building a team. This will put a purpose behind your effort, and when you feel tempted to slack off, you can look back and see why you had your vision for it in the first place."

What do you do when a potential team member says "no"?

LaChelle – "It's always hard to hear, but she still can be a great customer and hostess, which can lead to referrals. If you found something special in her, it's likely she surrounds herself with special people like herself."

Amber – "The most important thing is to remember that her decline has nothing to do with you. A lot of factors can go into someone's decision. The time probably wasn't right for her. But it's important to maintain a relationship with the person so she can remain your customer and/ or hostess."

What's your most memorable moment that can be linked to team-building?

LaChelle – "One of the most memorable moments for me was when I walked across the stage with one of my first offspring Independent Sales Directors. I was so proud to have watched her grow in her efforts and be rewarded in this way."

Amber – "Just before I became an Independent Sales Director, I committed myself to achieving one of the Company's team-building challenges. After focusing on one team member at a time, I met my goal! As a result, I walked across the Seminar stage, so excited and proud of my accomplishment – an achievement which helped me earn the use of a Mary Kay Career Car!"



Where to Find the Tools You Need

To learn more, you'll want to go to the Mary Kay InTouch[®] Web site and check out the "Team-Building Mini Site" – a one-stop "tool shop." You'll see all the team-building tools available to you and how **they can help support you as you build your Mary Kay business!** Reflections From Vary Kay Anyone who has attended a Mary Kay Seminar knows we recognize our people's achievements with beautiful

gifts and tons of verbal appreciation. A long time ago, I realized women would especially appreciate exotic



presents - items they would never buy for themselves. Hence, we give away

such awards as diamonds, pink Cadillacs and trips to faraway places.

– Mary Kay Ash

Dates to Remember





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 2009 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2009 through the Preferred Customer Program.

June 15: Postmark deadline for Quarter 4 Star Consultant quarterly contest, *All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests. Deadline to make Quarter 3 Star Consultant prize selections. Postmark deadline for Spring 2009 promotion and third monthly product bonus. Early ordering of the new Summer 2009 promotional items available for all Independent Beauty Consultants. Last day to enroll online for Summer 2009 Preferred Customer Program Month 2 mailer. *Beaut-e-News*[®] e-mail newsletter begins e-mailing midmonth to customers.

June 16: Quarter 1 Star Consultant quarterly contest begins. Summer 2009 promotion and first monthly product bonus begin.

June 20: May Career Car qualifier paperwork due to Company. Online prize selection for Quarter 4 Star Consultant quarterly contest available. Summer 2009 Preferred Customer Program customer follow-up list and labels master begin mailing. June 25: Summer 2009 Preferred Customer Program mailing of *The Look* begins. (Allow 7-10 business days for delivery.) June 30: Last day of the month. *Shine On!*SM Seminar 2009 registration ends. *Stars in Red, White & Blue* Team-Building Challenge ends. Last day to complete *Customers Count* Challenge.

Next Month:

July 1: Seminar 2010 contest period begins. *Class of 2009* Offspring Challenge ends. *Customers Count* Challenge for 2009-2010 begins. July 3: Company holiday. All Company and branch offices closed. July 4: Independence Day. Postal holiday.

July 15: Postmark deadline to earn the first monthly product bonus. Ruby Seminar begins. *Beaut-e-News®* e-mail newsletter begins e-mailing midmonth to customers.

July 16: Fall/Holiday 2009 Preferred Customer Program online enrollment (monthly and quarterly) begins. July 19: Sapphire Seminar begins. July 20: June Career Car qualifier paperwork due to Company. July 22: Emerald Seminar begins. July 26: Pearl Seminar begins. July 29: Diamond Seminar begins. July 31: Summer 2009 Preferred Customer Program mailing of Month 2 brochure begins. (Allow 7-10 business days for delivery.)

The Mary Kay Way: New Editions Available!

You can order The Mary Kay Way in paperback and share Mary Kay Ash's dynamic business philosophies with potential team members and anyone who wants to know more! Beginning June 16, The Mary Kay Way English paperback will be available for \$5 each from the Consultant order form. The Spanish version will be available for ordering in the very near future.

We are excited to offer this paperback version exclusively to Independent Beauty Consultants! Please note that because the hardback version continues to receive strong and steady sales, the publisher will keep the hardcover in bookstores indefinitely.

The Mary Kay Way debuted at No. 11 on The Wall Street Journal best-seller list. The book has not only proven to be enormously popular among the independent sales force, but also business media. "Based on the lessons she [Mary Kay Ash] learned in starting a business back in 1963, the book offers an excellent basic guide to getting the best out of

other people and providing them with leadership ... in turbulent times, it's a particularly practical template," said MSN Finance Reporter Deirdre McMurdy.

The book makes an excellent gift for new team members, hostesses and customers. And why not share The Mary Kay Way in paperback with families, friends and colleagues? Mary Kay's timeless principles for business and life make great discussion points and give us all food for thought!

Populo Suggested

Find It Online – What's On Mary Kay InTouch®

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

- Product Central Updates. Your go-to site for all things product-related, including "What's New" coming June 10 with the summer quarter products and tips for selling them.
- The Look. Get a sneak peek of the summer issue of The Look on June 10 to preview what your customers will see and to help you place early orders if you qualify to do so. Go to "Product Central" to view.
- Star Consultant Motivation. Looking to boost your business? Be sure to check out this new section that gives you extra motivation and tips for becoming a Star Consultant in the new Seminar year, plus quarterly contest details. Check it out beginning June 16!
- Seminar 2009. Details on everything you need to know about Shine On!SM Seminar 2009 recognition, education and registration.

Beauty Consultant Enrichment With

Pacesetters. Participate in this month's exciting Pacesetters Challenge to help you get your month off to a great start! When you complete at least four Pacesetters Challenges from January through June, you'll be on track to earn a name badge ribbon at Seminar. You also can go to Education > Beauty Consultant Enrichment Program to learn more plus download the featured CD.

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.

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 TimeWise® Day Solution Sunscreen SPF 25 [‡]	\$30
\$1,200 sugg. retail/ \$600 wholesale	 TimeWise[®] Day Solution Sunscreen SPF 25[‡] set (packs of 6) Miracle Set Sampler Pack – both formulas (pack of 10) Sample Anything! Cards[†] 	\$30
\$1,600 sugg. retail/ \$800 wholesale	2 TimeWise® Day Solution Sunscreens SPF 25 [‡] 2 sets (packs of 6) Miracle Set Sampler Packs – both formulas 2 (pack of 10) Sample Anything! Cards [†]	\$60
\$2,400 sugg. retail/ \$1,200 wholesale	3 TimeWise® Day Solution Sunscreens SPF 25 [‡] 3 sets (packs of 6) Miracle Set Sampler Packs – both formulas 2 (pack of 10) Sample Anything! Cards [†]	\$90
\$3,600 sugg. retail/ \$1,800 wholesale	 4 TimeWise[®] Day Solution Sunscreens SPF 25[‡] 4 sets (packs of 6) Miracle Set Sampler Packs – both formulas 3 (pack of 10) Sample Anything! Cards[†] 1 Travel Roll-Up Bag 	\$120
\$4,800 sugg. retail/ \$2,400 wholesale	 5 TimeWise® Day Solution Sunscreens SPF 25[‡] 5 sets (packs of 6) Miracle Set Sampler Packs – both formulas 3 (pack of 10) Sample Anything! Cards[†] 2 Travel Roll-Up Bags 	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	6 TimeWise® Day Solution Sunscreens SPF 25 [‡] 6 sets (packs of 6) Miracle Set Sampler Packs – both formulas 4 (pack of 10) Sample Anything! Cards [†] 3 Travel Roll-Up Bags	\$180
\$7,200 sugg. retail/ \$3,600 wholesale	 7 TimeWise[®] Day Solution Sunscreens SPF 25[‡] 7 sets (packs of 6) Miracle Set Sampler Packs – both formulas 4 (pack of 10) Sample Anything! Cards[†] 4 Travel Roll-Up Bags 	\$210

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See the upcoming August 2009 issue of Applause® magazine for the current Ready, Set, Sell! bonus values and the Ready, Set, Sell! brochure for additional details.

*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.

[‡]Over-the-counter drug product

*The cards will be available in your preferred language of English or Spanish.

Go-Give[®] Award Congratulations to the winners for July 2009.

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 under "Recognition."



Patty Townes

Ruby **Independent Senior** Sales Director Began Mary Kay February 1992 Sales Director Debut July 1996 Offspring one first-line **National Sales Director** Go Give Area Honors Premier Club qualifier; Circle of Honor; six-times Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement; gold medal winner;

Achievement; gold medal winner; estimated highest monthly unit retail: \$54,181 Personal Lives in Flower Mound, Tavas Husbard Mike; age Leff;

Texas. Husband, Mike; son, Jeff; daughter, Ashlie; one grandson Favorite Quote "Lord, give me the wisdom and courage to reach out and touch the women who cross my path today."

Independent Senior Sales Director Shara Webb of

Jacksonville, Fla., says, "Patty opened her home to my offspring Independent Senior Sales Director, Terry, from Alaska. Patty met Terry at the airport, went to her son's memorial service and stood as her 'rock' during a difficult time when I could not be there."



Karen Leitzel

Sapphire Independent Senior Sales Director Began Mary Kay

February 2002 Sales Director Debut December 2002 Offspring one first-line National Sales Director

Go Give Area Honors Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$60,827 Personal Lives in Herndon, Pa. Husband, Mike; son, Kody Favorite Quote "'For I know the plans I have for you,' declares the Lord, 'plans to prosper you and not to harm you, plans to give you

hope and a future." Jeremiah 29:11 Independent Sales Director

Joanna Shively of Sunbury, Pa.,

says, "When my son is ill and in the hospital, Karen takes my unit under her care without hesitation. She educates them and encourages me."



Johnson

Emerald Independent Senior Sales Director Began Mary Kay June 1992 Sales Director Debut June 1995 Offspring one first-line:

three second-line National Sales Director

Kathy Helou

Honors Premier Club qualifier; Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$39,792

Personal Lives in Hattiesburg, Miss. Husband J.T.; daughter, Holley

Favorite Quote "And now these three remain: faith, hope and love. But the greatest of these is love." 1 Corinthians 13:13

Independent Sales Director Tasha Shoemake of Ellisville,

Miss., says, "Nancy is my adoptive Independent Senior Sales Director. She opens her home to hold meetings and classes to encourage her unit and other surrounding adoptee unit members."



Pearl Began Mary Kay February 2002 Sales Director Debut October 2002 **Offspring** five first-line; five second-line **National Sales Director** Pamela Waldrop Shaw Honors Cadillac qualifier; Star Consultant: Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; Double Star Achievement; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$105,186 Personal Lives in Lexington, Ky. Husband, Seth; daughter, Leah Favorite Quote "Each day is a new day with no mistakes in it." - from Anne of Green Gables **Independent Beauty Consultant**

Independent Beauty Consultan Dara Bacon of Tuscaloosa, Ala., says, "Julia has traveled

from Kentucky to Alabama on three different occasions in the last six months to support me and meet my team members. She has never let the distance keep her from offering leadership and support."



Brenda Bennett

Diamond Independent Senior Sales Director Began Mary Kay November 2003 Sales Director Debut August 2004 Offspring one first-line **National Sales Director** Tammy Crayk Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales: threetimes Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; two-times Circle of Excellence; two-times Triple

Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$132,311

Personal Lives in Elko, Nev. Husband, Nate; sons: Brock, Luke; daughter, Gwendolyn Favorite Quote "The miracle is not that I finished. The miracle is that I had the courage to start." Independent Beauty Consultant Jeannie Baumann of Elko, Nev., says, "Three days before the end of my fourth month in car qualification, I ended up in the Intensive Care Unit. Brenda helped make calls to get my team members active. She helps us achieve our goals."

About a Dollar a Day Helps **Keep Wrinkles Away***

With 11 age-fighting benefits packed into just four products, the Miracle Set is a beautiful bargain without sacrificing quality. **That's Beauty on a Budget!**

The Miracle Set is clinically shown to reduce fine lines and improve skin elasticity and tone.

In fact, 83 percent of women had a reduction in fine lines and wrinkles after 12 weeks** of using the Miracle Set. And you can too! Plus, like all Mary Kay[®] products, it's backed by a 100 percent satisfaction guarantee. See www.marykay.com for full details on the guarantee.

The Miracle Set includes:

- ► TimeWise[®] 3-In-1 Cleanser (normal/dry or combination/oily)
- TimeWise[®] Age-Fighting Moisturizer
- ▶ TimeWise® Day Solution Sunscreen SPF 25[†]
- TimeWise[®] Night Solution
- ► Your choice of Mary Kay[®] foundation

All this starting at **\$104** suggested retail.

When compared to competitive products, you are likely to pay a lot more.

Plus, the products in the Miracle Set work together to provide a power-packed punch of clinical results.

Save time ... Save money ...





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*Approximately \$1.14 per day based on a suggested retail price of \$104 and an average use-up rate of three months



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it's huge. it's rockin'. it's the ultimate!

All we can tell you now is that it's time to party like you've never partied before, and you'll leave pumped for the new Seminar year! Don't miss this opportunity to be part of Mary Kay history. So get your party hats and shoes on – it's going to be a roof-raising event!

What is it? Come to Seminar 2009 to find out!

Register for *Shine On!*SM Seminar 2009 by June 30. *Don't be late for this party. You may even get a party favor!*



