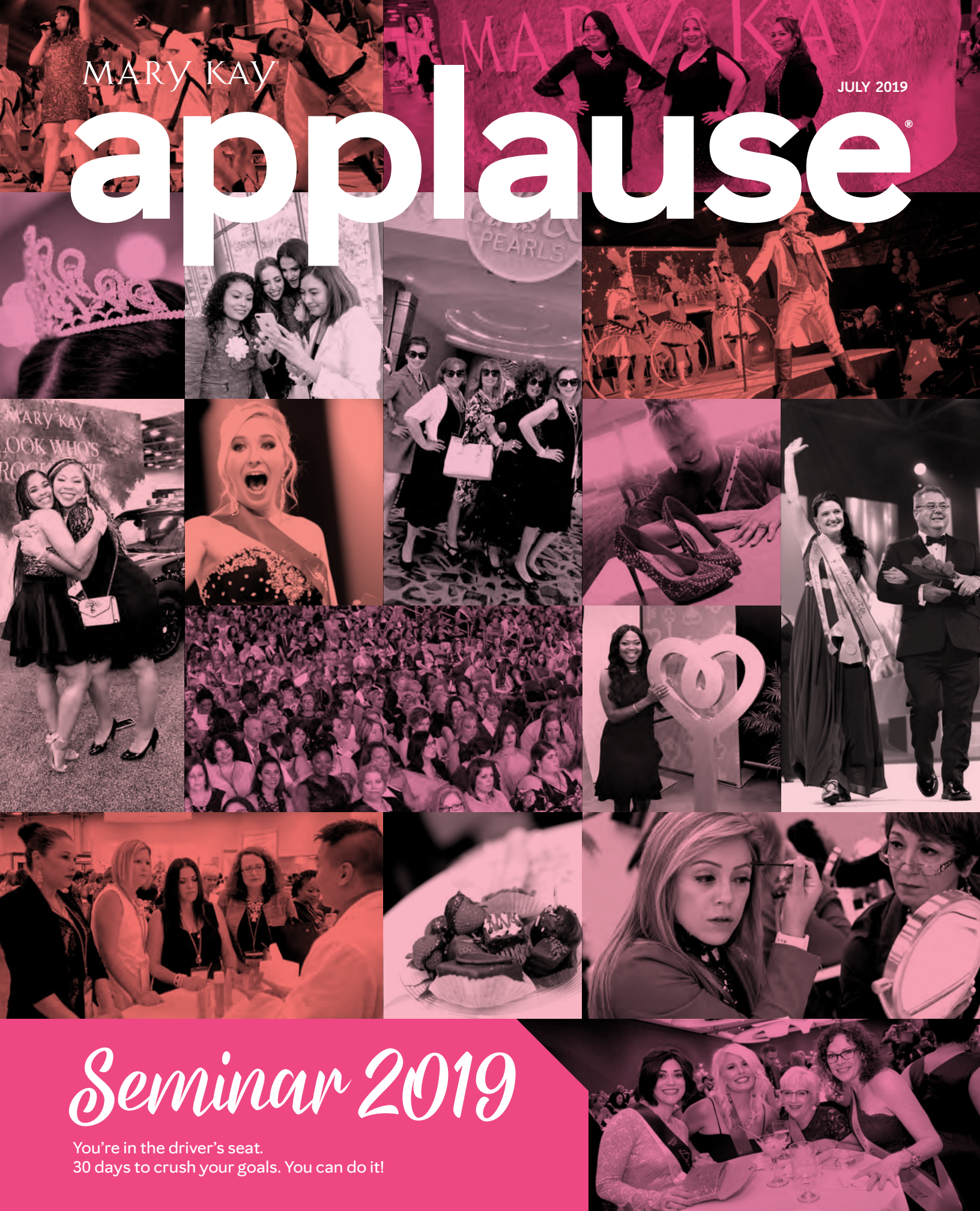




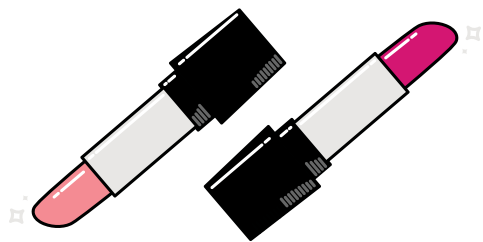
MARY KAY

JULY 2019

applause®



You're in the driver's seat.
30 days to crush your goals. You can do it!



JULY Dates



1

Seminar 2019 registration, special needs requests, cancellations and hotel reservations deadline at 11:59 p.m. CT.

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

Seminar 2019 contest period begins.

2

Commitment Form postmark cutoff to begin Independent Sales Director qualification this month.

3

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

4

Independence Day. All Company offices closed. Postal holiday.

17

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

18

Sapphire Seminar begins.

19

Holiday 2019 Preferred Customer ProgramSM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

22

Emerald Seminar begins.

26

Diamond Seminar begins.

29

Registration for Sept. 18–21 **New Independent Sales Director Education** opens 8:30 a.m. CT.

30

Ruby Seminar begins.

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

31

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

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

Online Independent Beauty Consultant Agreements accepted until midnight CT.



“

Seminar is the ultimate expression of a very simple concept – praise people to success. Let people know you appreciate them and their performance, and they'll respond by doing even better.

Applause and the recognition it represents are among the world's most powerful forces.

”

Mary Kay

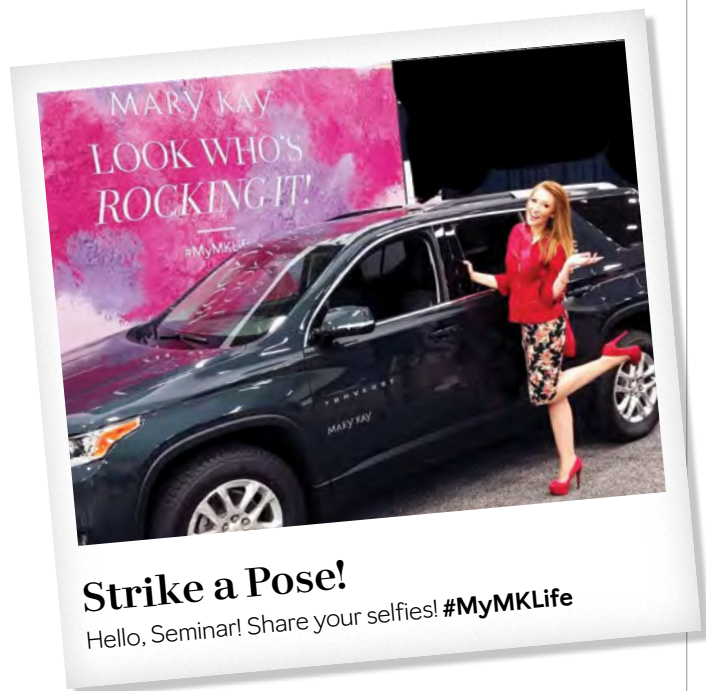
HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

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

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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

TRENDING *Now*



Strike a Pose!

Hello, Seminar! Share your selfies! #MyMKLife



SUITS FOR SHELTERS

Seminar packing? Bring any gently used suits to donate. Your donations help empower women affected by domestic violence.



Red, White and You!

In honor of Independence Day, why not pamper female veterans with a themed party created just for them?

THIS MONTH IN MARY KAY HISTORY

1982

Seminar moves to July from September. It had been held on the Company's anniversary, but summer became Seminar season!



1993

The award-winning Mary Kay Museum opens and hosts an average of 500 visitors per week.

2011

First time *Mary Kay*® products earn the prestigious Good Housekeeping Seal.



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

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



← Earn this bracelet, a Bling Button and standing recognition!

MARY KAY SEMINAR 2019

Hello, Seminar!

[Join us in Dallas](#), and discover the best you.

Put your dreams in motion, and
get rich rewards. Move forward.
You can do it!

REGISTER ONLINE BY JULY 1

COST: \$225

(\$195 for those who attended Career Conference 2019)

**Kay Bailey Hutchison
Convention Center
Dallas, Texas**

SAPPHIRE: JULY 18 – 21

EMERALD: JULY 22 – 25

DIAMOND: JULY 26 – 29

RUBY: JULY 30 – AUG. 2

Perk! Register without
canceling and receive a

\$70 wholesale/\$140 retail credit!

SEMINAR REGISTRATION CHALLENGE

DETAILS ON
[MARY KAY INTOUCH® > CONTESTS/
PROMOTIONS > CONTESTS](#)



VIP TOURS

Be among the first
to tour the new
R3 manufacturing
facility!

Bring closed-toe
shoes – they're
required
for the tour.



MARY KAY YOU HOLD THE KEY SEMINAR 2019 CONSISTENCY CHALLENGE

MARCH 1 – JUNE 30, 2019



PACKING TIPS!

INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR
MICHELE ARMES, HONEOYE FALLS, N.Y.

- Notebook and pen.
- *Applause*® magazine, *The Look*, IBC Agreements. You may meet a potential new team member in your travels!
- Comfy shoes. You'll do a ton of walking.
- Sweater/jacket. It's cold in the convention center.
- Headphones, Bluetooth® and cell phone charger.
- Date book and customer list. You'll be too excited to wait and book.
- Note cards to thank your teachers for their wisdom.
- Daily devotional.
- Tote and cross body bag.
- Career outfit/business attire.
- Casual outfit for tours (no open-toed shoes for manufacturing facility).
- Two after-five outfits.
- Extra glam makeup.
- Accessories and jewelry.
- Healthy snacks.
- Refillable water bottle.
- Sewing kit.
- Small bills for tips.

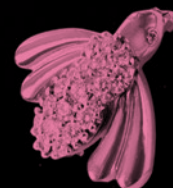
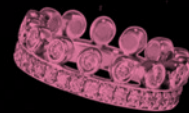


Coordinate with your roommates, and share items instead of everyone bringing it all!

Bluetooth® is a registered trademark to Bluetooth Sig., Inc.

WHAT YOU'LL FIND:

- Business tips from the pros.
 - Parties.
- See products being made.
 - Aha moments.
 - Celebrations.
 - Amazing shows.
 - Glitz and glam.
 - Girlfriend time.
- Sneak peek of new products/promotions.
- Meet Mary Kay VIPs, scientists, product specialists.



DETAILS ON
MARY KAY INTOUCH® > EVENTS

See You There!



Destination
RED

JAN. 1 – JUNE 30, 2019



Royal Caribbean® is registered trademark of Royal Caribbean International.

Coco Beach Club and overwater cabanas are scheduled to open December 2019. Images and messaging for Perfect Day™ at CocoCay™ and Navigator of the Seas® reflect current design concepts and may include artistic renderings and/or images of other Royal Amplified™ ships. All destination and ship features, related delivery timing, experiences, itineraries and planned ship enhancements are in development and are subject to change without notice. Royal Amplified™ features and experiences vary by ship. Perfect Day™, CocoCay™ and Royal Amplified™ are trademarks of Royal Caribbean®. ©2019 Royal Caribbean Cruises Ltd. Ships' registry: The Bahamas

ALL HANDS ON DECK

*Girl, you gotta
get on this cruise!*

Ship sails Oct. 7–11 from Miami.

YOU GET:

- A five-day, four-night **Bahamas** cruise for two aboard the Royal Caribbean® *Navigator of the Seas*®.
- **Airfare to Miami** for two.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

- \$3,600+ adjusted personal wholesale production.
- Add six *Great Start*-qualified* new personal team members.
- And have three personal first-time Star Team Builders.**

*For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

**A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

Got QUESTIONS?

Q: BESIDES GETTING A DREAM VACATION, WHY IS *DESTINATION RED* SO IMPORTANT?

A: First, it can impact your paycheck! When you add new personal team members, you can receive up to 8 percent commission on their monthly production, plus potential team-building bonuses and free product bonus bundles. And that's not to mention the potential profits on the \$3,600 wholesale Section 1 production!

Second, the consistency of achieving these qualifications helps put you on the path to a stronger foundation for your business. When you consistently hold parties and meet new faces, you can generate solid relationships, repeat orders, new customers and team members, earn the use of a Mary Kay Career Car and so on!

Q: I'VE HEARD ALL THE EXCITEMENT BEHIND *DESTINATION RED*. HOW DO I START?

A: Your place on the cruise is within your reach. Mary Kay Ash set big, bold goals. Her strategy? She set goals that made her stretch, and she broke them into smaller steps. Set milestone goals and deadlines, and jot them down in your calendar. Share your goal with family and friends. Decide who you're taking on the cruise, and invite them. Talk about accountability!

Q: GOT ANY MORE ADVICE?

A: You're in business for yourself, but not by yourself. Your Independent Sales Director can be a great resource to help you set your plan. Use Mary Kay resources such as **Love What You Do** on the **Mary Kay® Digital Showcase App**. It's got a flier, conversation guide and videos. You can track your progress with the handy online **Destination Red** Personal Tracking Sheet.

You're ready. Don't compare yourself or worry about what others may say. You've got this! You know what it takes; now go to work and make it happen.



Tip! Get passports for you and your guest now. Having those in hand can help confirm your commitment to finish strong!

Help Is Here!



Bring Your Besties!

STARTER KIT DISCOUNT: MARCH 1 – JUNE 30

A journey is much more fun with friends! How it works:

When you start your Mary Kay business March 1 – June 30, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your **Great Start*** time frame can [receive a \\$25 discount](#) on their \$100 Starter Kits.**



*Your **Great Start** time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

**The \$25 Starter Kit discount applies only toward the purchase of the \$100 Starter Kit.



Gloria Mayfield Banks



Patricia Turker



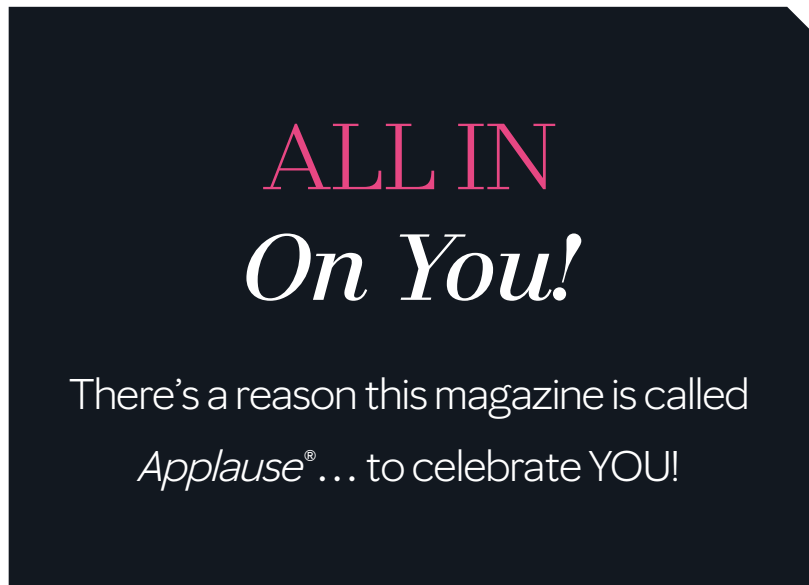
Lisa Madson



Sonia Pérez



Lupita Magaña



Debi Moore



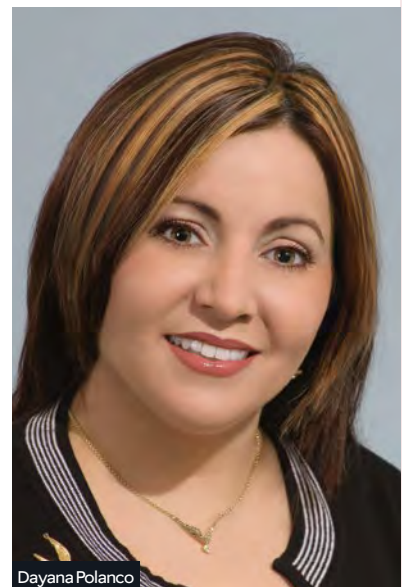
Cindy Williams



Stacy James



Pamela Waldrop Shaw



Dayana Polanco

TOP 10 NSDs YEAR-TO-DATE

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the exclusive when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for March 2019, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for February 2019.) 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, 2018, through March 31, 2019.

INNER CIRCLE

\$700,000

Gloria Mayfield Banks***
\$526,015

\$600,000

Patricia Turker**
\$484,797

\$500,000

Lisa Madson
\$399,188

\$450,000

Sonia Pérez
\$338,428

\$400,000

Lupita Magaña
\$321,873

\$350,000

Debi Moore
\$272,772
Cindy Williams
270,498

\$325,000

Stacy James
\$252,192

DIAMOND CIRCLE

\$300,000

Pamela Waldrop Shaw
\$238,678
Dayana Polanco
230,260

\$250,000

Pamela Fortenberry-Slate
\$219,543
Linda Toupin
218,180
Dacia Wiegandt
207,562
Sara Pedraza-Chacón
207,252
Dawn Dunn
194,380

\$200,000

Julia Burnett
\$186,013
Julianne Nagle
182,985
Anabell Rocha
179,660
Anita Tripp Brewton
178,747
Kristin Myers
177,559
Sandy Valerio
177,491

Davanne Moul

176,766
Julie Krebsbach
175,359
Paola Ramírez
173,780
Kay Elvrum
166,107
Kerry Buskirk
164,386
O'Nelly Encarnación
161,610
Lia Carta
158,713
Mayuli Rolo
156,175
Mary Estupiñán
154,281
Cyndee Gress
152,836
Juanita Gudiño
150,911

GOLD CIRCLE

\$150,000

Lily Orellana
\$149,502
Gloria Báez
148,237
Cindy Fox
146,548
Yosaira Sánchez
145,898
Lorraine Newton
144,222
María Monarrez
144,140
Rebecca Evans
143,070
Evelinda Díaz
142,852
Sue Pankow
141,068
Somer Fortenberry
138,785
Jan Thetford
134,061
Kim McClure
129,296
Morayma Rosas
128,781
Valerie Bagnol
126,570
Auri Hatheway
123,731
Bianny Ramírez
122,552
Monique Balboa
122,006

Shannon Andrews
121,915
Ada García-Herrera
121,308
Rosibel Shahín
120,842
Tammy Crayk Smith
116,059
Pam Higgs
115,128
Alia Head
114,635
Kimberly Copeland
113,808

\$125,000

Susan Hohlman
\$110,228
Michelle Sudeth
109,903
Pamela Tull
109,857
Leah Lauchlan
108,932
Luzmila Abadia Carranza
106,615
Marilyn Marte-De Melo
104,966
Pam Klickna-Powell
104,938

Deb Wehrer
103,425
Diane Mentiply
103,213
Janis Z. Trude
103,170
Elizabeth Sánchez
102,796
Yvonne Lemmon
102,436
Lisa Allison
100,639
Pam Ross
100,401
Sonia Bonilla
100,187
María Flores
99,553
Gladis Elizabeth Camargo
98,012
Alma Orroستیeta
97,918
Noelia Jaimes
97,769
Yudith Pupo
97,427
Kristin Sharpe
95,680
Evelinda Valdez-Cruz
94,203



MONTHLY COMMISSIONS AND BONUSES

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

SAPPHIRE

Lupita Magaña**
\$44,236
Debi Moore*
39,043
Davanne Moul*
30,812
Kristin Myers*
28,378
Sara Pedraza-Chacón*
26,279
Cyndee Gress*
25,194
Lorraine Newton*
24,851
Pamela Fortenberry-Slate*
23,389
Somer Fortenberry
23,026
Gladis Elizabeth Camargo*
20,371
Paola Ramírez
20,073
Patrice Moore Smith
19,983
Morayma Rosas
16,975
Diane Mentiply
15,228
Maggie Nevárez*
15,184
Elizabeth Sánchez
15,047
Elaine Kimble Williams
14,908

Janis Z. Trude
14,798
Dawn Otten-Sweeney
13,856
Valerie Bagnol*
13,777
Alma Orroستیeta
13,677
Evalina Chávez
13,021
Krista Warner
12,771
Angie Day*
12,737
Deb Wehrer
12,638
Kimberly Copeland
12,192
Maribel Barajas
12,026
Cathy Littlejohn
11,939
Heather Carlson
11,316
Lupita Díaz
11,314
Bridget Shaw
11,251
Ruth Everhart
10,982
Sylvia Kalicak*
10,692
Mia Mason Porter
10,675
Gina Rodríguez-Oriola
13,253
Cathy Bill*
13,173
Noelia Jaimes*
13,169
Kym Walker*
12,983
Sonia Bonilla
12,124
Mariana Moreno*
12,124
Sue Wallace
11,619
Crisette Ellis
11,486
Mairelys López*
11,272
Natalie Privette-Jones
11,228
Carol Lawler
10,830
Jill Davis
10,680
Caterina Harris Earl
10,586
Sabrina Goodwin Monday
10,153

EMERALD

Gloria Mayfield Banks***
\$76,915
Patricia Turker**
69,512
Dayana Polanco*
49,409
Sonia Pérez**
38,952
Anita Tripp Brewton*
30,938
Evelinda Díaz*
26,449
Dacia Wiegandt*
24,216
Kerry Buskirk*
21,908
Julianne Nagle*
21,884
Mayuli Rolo*
21,872
Rosibel Shahín*
21,407
Tammy Crayk Smith
19,696
Auri Hatheway
19,046
Pamela Tull
17,324
Monique Balboa
16,639
Pam Higgs
16,544
Luzmila Abadia Carranza*
16,414
Marilyn Marte-De Melo
15,635
Yudith Pupo
15,278
Pam Klickna-Powell
15,232
Noemi Jaimes
15,176
Bianny Ramírez*
14,975
Ada García-Herrera*
13,721
Gina Rodríguez-Oriola
13,253
Cathy Bill*
13,173
Noelia Jaimes*
13,169
Kym Walker*
12,983
Sonia Bonilla
12,124
Mariana Moreno*
12,124
Sue Wallace
11,619
Crisette Ellis
11,486
Mairelys López*
11,272
Natalie Privette-Jones
11,228
Carol Lawler
10,830
Jill Davis
10,680
Caterina Harris Earl
10,586
Sabrina Goodwin Monday
10,153

DIAMOND

Lisa Madson*
\$53,982
Pamela Waldrop Shaw**
34,387

Dawn Dunn*
28,653
Julia Burnett*
28,526
Yosaira Sánchez*
23,345
Kristin Sharpe
20,980
Lily Orellana
20,519
Leah Lauchlan
19,689
María Monarrez
19,495
Sue Pankow
18,595
Kay Elvrum
17,868
O'Nelly Encarnación
17,812
Shannon Andrews*
16,622
Alia Head
16,067
Rebecca Evans*
15,352
Lynnea Tate
15,269
Susan Hohlman*
14,431
Diana Sumpter
14,107
Pam Ross*
13,760
Lisa Allison
13,582
Yvonne Lemmon
13,577
Roxanne McInroe
13,207
Vicki Jo Auth
13,168
Sharon Buck
12,796
Lynne Holliday
12,474
Heidi Goelzer
12,155
Julia Mundy
11,962
Holly Lowe
11,611
Karen B. Ford
11,346
Margaret Bartsch
11,297
Kaye Driggers
11,111
Evelinda Valdez-Cruz
11,109
Indhira Jimenez
10,797
Candy Lewis
10,567
Robin Rowland
10,549
Dorothy Boyd
10,486
Amy Allgood
10,193
Joy L. Breen
10,044

RUBY

Cindy Williams*
\$30,730
Stacy James*
29,607
Linda Toupin
29,339
Kim McClure
25,052

Monthly Commissions and Bonuses, cont.

Juanita Gudiño
22,673
Julie Krebsbach*
20,840
Mary Estupiñán*
20,585
Anabell Rocha*
20,573
Lia Carta**
19,795
Sandy Valerio*
19,392
Jan Thetford
18,409
Gloria Báez*
18,264
Cindy Fox*
17,906
Cecilia James
15,925

Tammy Vavala
15,135
Crystal Trojanowski
13,148
María Flores
12,476
Lara McKeever
12,262
Virginia Rocha
11,912
Brittany Wirt*
11,656
Michelle Sudeth*
11,499
Gena Rae Gass
11,067
Bea Millsagle
10,169

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

MARY KAY ANGELS

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in March 2019.

TOP UNIT - ESTIMATED RETAIL PRODUCTION

SAPPHIRE — Vicki Piccirilli, *C. Littlejohn Area* \$108,160
EMERALD — Carrie Bloink, *Mary Kay National Area* \$76,363
DIAMOND — Sherrie C. Purvis, *L. Tate Area* \$103,260
RUBY — Randi S. Gleason, *C. Williams Area* \$84,805

TOP SALES DIRECTOR - PERSONAL SALES

SAPPHIRE — Debra L. Wallace, *D. Moore Area* \$15,585
EMERALD — Diane L. Pellini, *A. Hatheway Area* \$11,797
DIAMOND — Eleonora Calvin, *Mary Kay National Area* \$20,022
RUBY — Susan Wright, *Mary Kay National Area* \$22,349

TOP BEAUTY CONSULTANT - PERSONAL SALES

SAPPHIRE — Karen Marquez, *C. Lofthus Unit, Mary Kay National Area* \$14,171
EMERALD — Darlene M. Figley, *M. Hester Unit, Mary Kay National Area* \$14,899

DIAMOND — Jessica Merriman, *A. Lloyd Unit, Mary Kay National Area* \$13,006
RUBY — Ericka Crothers, *S. Martin Unit, T. Vavala Area* \$12,669

TOP TEAM BUILDER

SAPPHIRE — Sales Director Patricia W. Henderson, *Mary Kay National Area* 18 New Team Members
EMERALD — Sales Director Milondra B. Coleman, *Mary Kay National Area* 24 New Team Members
DIAMOND — Delmy Pinto, *D. Santos Unit, Y. Sánchez Area* 15 New Team Members
RUBY — Sales Director Rachel Mega, *Mary Kay National Area* 16 New Team Members



TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for March 2019.

SAPPHIRE

Tehrie Ned 49 New Unit Members
Yvonne L. Capehart 43 New Unit Members
Moleda G. Dailey 31 New Unit Members
Jennifer M. Ham 31 New Unit Members
Tracey F. Hedrick Lassiter 31 New Unit Members
Katherine L. Longley 30 New Unit Members
Ileana P. Castro 27 New Unit Members
Hilda Noemi Caballero 25 New Unit Members
Andrea R. Klahn 25 New Unit Members
Brenda Ashlock 24 New Unit Members
Brooke E. Bennett-Young 24 New Unit Members
Hilda M. Magana 24 New Unit Members
Jillian Decker 24 New Unit Members
Chastity T. Humphries 23 New Unit Members
Chris Burnside 22 New Unit Members
Marcia DaCosta 22 New Unit Members
Carmen B. Jones 22 New Unit Members
Linne* Lane 22 New Unit Members
Reyna V. Alvarado Rivera 21 New Unit Members
Stephanie B. Bowen 21 New Unit Members
Rosa Elia Meza-Sanchez 21 New Unit Members
Lesley Speas 21 New Unit Members
Chelsea C. Altman 20 New Unit Members
Cycelia D. Matthews 20 New Unit Members
Karla R. Plantan 20 New Unit Members
Courtney H. Young 20 New Unit Members

EMERALD

Noelia E. Jimenez Gutierrez 32 New Unit Members
Milondra B. Coleman 29 New Unit Members
Karen I. Kohan 29 New Unit Members
Maritza Arce 28 New Unit Members
Katy Goldstein 27 New Unit Members
Nelis Amaya 26 New Unit Members
Nancy A. Berlin 25 New Unit Members
Gilberte P. Joseph 25 New Unit Members
Dercy Minotta 24 New Unit Members
Laticia M. Henry 23 New Unit Members
Nicole L. McDaniel 23 New Unit Members
Leslie M. McKinney-Smith 23 New Unit Members
Melissa A. Walczak 23 New Unit Members
Melissa M. Wilson 23 New Unit Members
Robyn K. Barnwell 22 New Unit Members
Katherine L. Paez 22 New Unit Members
Inalvis Bernal 21 New Unit Members
Carrie Bloink 21 New Unit Members
Salome Rangel 21 New Unit Members
Allison L. Adkins 20 New Unit Members
Tracy A. Clymer 20 New Unit Members
Elsi Coto 20 New Unit Members
Menina M. Givens 20 New Unit Members
Angel Guerra 20 New Unit Members
Kayla Kaurich 20 New Unit Members
Josefina Malagon 20 New Unit Members
Rosmary A. Morel 20 New Unit Members
Leanne Parrino-Pheasant 20 New Unit Members
Angela D. Tatum 20 New Unit Members
Yinaurys Tirado 20 New Unit Members

DIAMOND

Delmi C. Santos 55 New Unit Members
Coty Maldonado 40 New Unit Members
Megan N. Wilkes 39 New Unit Members
Claudia Chavez 33 New Unit Members
Tanya L. Satcher 33 New Unit Members
Dana Davis-Armstead 31 New Unit Members
Mary Kathryn King 31 New Unit Members
Sherrie C. Purvis 31 New Unit Members
Britt N. Burke 27 New Unit Members
Karime Rosas 27 New Unit Members
Jamie V. Taylor 27 New Unit Members
Lauren Wulff 27 New Unit Members
Cristina Martins 26 New Unit Members
Joy H. Rentz 26 New Unit Members
Denise M. Cadenhead 25 New Unit Members
Tracy Craven 24 New Unit Members
Chelsea J. Claytor 23 New Unit Members
Celeste Byrd 22 New Unit Members
Sindy D. Tavares 22 New Unit Members
Monique Vallair 22 New Unit Members
Katie VanDermark 22 New Unit Members
Ruth Alvarado 21 New Unit Members
Taylor A. McKnight 21 New Unit Members
Stephanie A. Mottaz 21 New Unit Members
Michelle Cape 20 New Unit Members
Stacy Rozwadowski 20 New Unit Members
Anita Ruffin 20 New Unit Members

RUBY

Lauren N. Bloomer 49 New Unit Members
Randi S. Gleason 41 New Unit Members
Stephanie L. Coker 39 New Unit Members
Heather A. Daniel-Kent 34 New Unit Members
Elvia Guzman 34 New Unit Members
Laurie T. Plyler 30 New Unit Members
Pamela D. Cox 27 New Unit Members
Karen E. Gardner 26 New Unit Members
Sandra Ochoa 26 New Unit Members
Diana Gutierrez 24 New Unit Members
Rachel Mega 24 New Unit Members
Alyssa A. O'Neill 24 New Unit Members
Ofelia Del Rio 23 New Unit Members
Milagro V. Diaz 23 New Unit Members
Stacy S. Gilson 23 New Unit Members
Gloria Bello 22 New Unit Members
Maria D La L. Gabriel 22 New Unit Members
Caitlin M. Griffio 22 New Unit Members
Maria Hernandez 22 New Unit Members
Maricarmen Landa Ramos 22 New Unit Members
Eugenia Valle 22 New Unit Members
Brenda Colon Miller 21 New Unit Members
Kimberly D. Galindo 21 New Unit Members
Cleta Colson-Eyre 20 New Unit Members
Candace L. Doverspike 20 New Unit Members
Kimberly J. Duncan 20 New Unit Members
Sonia Y. Renteria 20 New Unit Members



MEET YOUR NSDS

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



The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 6 – 16, go to *Mary Kay InTouch*®

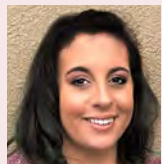
SAPPHIRE / ZAFIRO

NEW DEBUTS

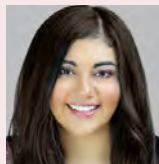
DEBUTES

January/Enero 2019

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



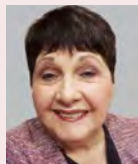
Christina Breen
Kingsport, TN
B. Howerton-Adams Unit



Yelitza Mendoza
Rancho Santa Margarita, CA
E. Sánchez Unit



MacKenzie N. Wickett
Muldrow, OK
K. Warner Unit



Joyce C. East*
St. Augustine, FL
B. Wilson Unit



Melissa Zoulek
Lockhart, TX
D. Wallace Unit



Not pictured/Sin foto: *Mayte Brena*, Canton, GA, S. Kirchhoff Unit; *Jordan A. Browne*, Mooresville, NC, K. Brock Unit; *Leticia Duran*, Nampa, ID, C. Martinez Unit; *Stefanie Effler*, Leicester, NC, M. Fox Unit; *Dianna M. Felton*, Oceanside, CA, J. Howard Unit; *Monica Hirsch*, Mesquite, TX, L. Grayer Unit; *Tamara laquinto*, Greenville, MI, J. Shaw Unit; *KeYunte Jones*, Starkville, MS, C. Matthews Unit; *Donna H. McIntosh*, Guyton, GA, S. Jenkins Unit; *Minerva Medina*, Prospect Heights, IL, G. Ramirez Unit; *Areli Miranda*, Houston, D. Leon Unit; *Lilia Moreno*, Anaheim, CA, R. Alvarado Rivera Unit; *Erin N. Morrow*, Acworth, GA, C. Hembree Unit; *Dianne Nelson-Charles*, Brooklyn, NY, M. Cobin Unit; *LeAnetta Obasanjo*, Washington, K. Powell Unit; *Tori J. Ostermiller*, Hyde Park, UT, K. Henderson Unit; *Babette L. Philpott*, Bridge City, TX, A. Rabelo Unit; *Crescencia Ramos Escoto*, Rialto, CA, I. Castro Unit; *Marsha M. Scott*, Pulaski, VA, L. Hall Unit; *Wendy Spruill*, Mebane, NC, B. Willis Unit; *Dalia M. Suarez*, Hawthorne, CA, G. Cruz De Soriano Unit; *Leah M. Tripp*, Archdale, NC, C. Newsome Unit; *Olga M. Urbina-Padilla*, Anaheim, CA, P. Najera Unit; *Melissa Zoulek*, Lockhart, TX, D. Wallace Unit.

*Previously debuted./ Debutó con anterioridad.

DEAN'S LIST

LISTA DEL DECANO

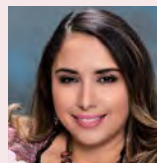


March/Marzo 2018

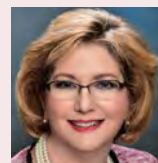
The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada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



Tassiyane Assis
Miami
Mary Kay
National Area
Ruby Seminar



Jessica Nieves
San Juan, PR
Mary Kay
National Area
Diamond Seminar



Cindy Leon
Brandon, FL
C. Littlejohn Area
Sapphire Seminar



TRIPLE CROWN

TRIPLE CORONA



March/Marzo 2018

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



Cindy Leon
Brandon, FL
C. Littlejohn Area



Kirara Seldon
Mobile, AL
P. Smith Area



Not pictured/Sin foto: *Cyndi Holt*, Flemington, NJ, C. Gress Area.

HONORS SOCIETY

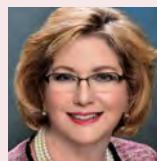
SOCIEDAD DE HONOR

March/Marzo 2018

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



Taliah R. Brown-McCoy
Cleveland
P. Smith Area



Cindy Leon
Brandon, FL
C. Littlejohn Area



Kirara Seldon
Mobile, AL
P. Smith Area

Not pictured/Sin foto: *Cyndi Holt*, Flemington, NJ, C. Gress Area.

FABULOUS 50s

FABULOSOS 50

September/Septiembre 2018

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



Dorothy Adams
Soddy Daisy, TN
Mary Kay
National Area

Not pictured:/Sin foto: Geraldina E. Cruz De Soriano, Los Angeles, L. Magaña Area; Maria D. Morfin, Stafford, TX, S. Pedraza-Chacón Area; Jennifer F. Osborne, Marion, VA, K. Myers Area; Adonis Pleasant, Belton, TX, Mary Kay National Area; Jaycelou Suarez, Woodruff, SC, S. Fortenberry Area.



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

ON THE MOVE

EN ACCIÓN

January/Enero 2019

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

Mayte Brena	Yelitza Mendoza	Olga M. Urbina-Padilla
Jordan A. Browne	Erin N. Morrow	MacKenzie N. Wickett
Leticia Duran	Dalia M. Suarez	Melissa Zoulek
Ke'Yunte Jones	Leah M. Tripp	



FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

March/Marzo 2019

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

Janelle Ackerman	Megen R. Bogard	Ealeen Castillo
Jackie Acosta	Brooke L. Bolt	Norma Chacaj Zarate
Debbie Adadevoh	Rebecca Bomay	Audrey Cherry
Brittany K. Adams	Zaskia K. Bonano	Cecilia Chinchilla
Willie Adams	Rachel N. Bond	Katie Chretien
Elsa Alarcon	Brenda Bonnell	Elizabeth V. Clarkson
Maria Alcalá	Bertha C. Botello	Elizabetta V. Clarkson
Blanca Aleman	Carla B. Bowling	Eara Coleman
Ana Alvarado	Sheila D. Bradwell	William Collins
Gonzalez	Vanessa J. Bratcher	Trina Conley
Adriana Alvarez	Lisa Brigham	Lisa M. Conque
Reyna I. Anderson	Hope Brooks	Ligia Corchuelo
Cindy Araujo	Beverly Brown	Janice Correa
Nina Archie	Emily P. Browning	Laura E. Cortez
Carol Ann Arnett	Evelyn B. Buchanan	Lochie J. Counts
Acacia Arvezu	Naomi Burrell	Danielle Covarrubias
Alisha Badger	Saira X. Cacho	Nakia D. Crawford
Keia B. Bailey	Hillary M. Cahill	Rebecca J. Crawley
Morena Barrera	Charmee Capehart	Misty Crittenden
Cira Barrientos	Dana Capehart	Juana Cruz
Jamie L. Bates*	Emily H. Caperton	Maria I. Cruz
Guillermina Batres	Vondarian Y. Carlisle	Elda Cuamba
Daphine L. Bell	Cyndy Carlock	Rebecca Cummins
Monica A. Belue	Aranza Carranza	Vicki Cunningham
Rachael E. Benfield	Tiffany G. Carter	Maggie Dailey
Norma Benson	Amy L. Carver	Deidra David
Joy Bias	Kimberly D. Case	Cheryl Y. Davis
Jennifer D. Biddle	Tamia L. Casey	Jquetta Davis
Heather I. Billiot	Mireille Castan	Tracie Davis
Mylandria Bogan	Avelina Castillo	

Alyssa Debolt	Maria T. Gutierrez	Tammy R. Lloyd
Lucia M. Del Rosario	Veronica Guzman	Brenette L. Logan
Joaquina Delgado	Jenein Hamilton	Ana D. Lopez
Shirley Denny	Gayla Hand	Ana M. Lopez
Carmen D. Diaz	Laquitha L. Hansley	Oliver Lopez
Christine E. Divers	Shimike L. Harmon	Rosario M. Lopez
Mona C. Dixon	Donna Harris	Brenda P. Lopez
Natalie Dixon	Martha Harris*	Magallanes
Melissa E. Doane	Laura M. Harrison	Carla Lorenzetti
Yenni F. Duarte	Jennifer L. Hayes	Morgan H. Love
Sandy Dunn	Summer Hayes	Shapera Love
Maria G. Duran	Holly Heatherdale	Azia Luchie
Lashondra Durias	Britnie Helm	Marketa Luckett
Stacey L. Eason	Rosario Hernandez	Josie Lundy
Uduak Edwards	Wendy Herring	Kimberly R. Lusk
Ginger N. Ekholm	Brittany J. Hill	Cynthia D. Lyles
Debbie Erturk	LaDorothy Hill	Willitra Lynch
Rosa I. Escobar	Pamela Hill	Angela Marioneaux
Paola Espirtu	Dyneisha T. Hills	Michelle Marrero
Evelyn G. Esquivel	Felita L. Hinds	Caylee M. Marshall
Veronica Esquivel	Shevelyn L. Hinton	Delia Martinez
Martha Estrada	Paula M. Holdaway	Ilsia M. Martinez
Rosa Estrada*	Lori Hollifield	Tiffany Marty
Joyce Evans	Morgan Houser	Jamila R. Matier-Moss
Esmeralda Figueroa	DyAnn Houston	Karen Matthews
Erika Flores	Tammy L. Howard	Amber R. Maysonet
Matilde Flores	Jackie P. Howell	Cornelia R. McEachin
Silvia Flores	Misty Hudson	Regina A. McGILL
Sarah Flud	Sue Huelskoetter	Amanda E. McNickle
Kristi Flunker	Sherrie K. Hunt	Bertha Medina
Odette T. Foore	Debra Hunter	Valorie B. Mejia
Alison B. Forte	Erica Jackson	Ventura Melendez
Juana M. Gaitan	Rebekah L. Jacobs	Lorena A. Merlos*
Emely M. Galvez	Ileana V. Jenkins	Megan Middy
Yesenia Galvez	Eboni A. Johnson	Nicole Milow
Cecilia Garcia	Lillian Johnson-Chinn	Valerie Mims
Lillie M. Garcia	Ann Marie A. Jones	Aubrey A. Mitchell
Maribel Garcia*	Ann Marie A. Jones	Debbie M. Mitchell
Nirvana Garcia	Ann Marie A. Jones	Jennifer Monaghan
Sylvia Garcia	Tamara Joseph	Maria Montelongo
Yuridia Garduno	Cathy M. Kallassy	Liliana Morales
Cortney Garrigan	Mary L. Kelley	Sarah B. Morales
Melissa Gates	Terri D. Kelley	Ana M. Moreno
Natalia Gaytan	Grace A. Kelly	Lanita Mosby
Barbara B. Gee	Andrea M. Kendall	Martha V. Mundo
Pamela Gipson	Katrina Kenner	Shirlene D. Murdock
Sindy I. Godoy	Candace Kenyon	Tasia K. Murray
Mandy B. Gold	Laverne Kidd	Maritza R. Natividad
Allyson J. Gomez	Rachel King	Tember J. Neeb
Gloria L. Gomez	Kaliopy M. Kitas	Olivia D. Newbill
Inocencia Gomez	Isabella J. Knell	Breana M. Newton
Jacqueline S. Gonzales	Sonya T. Knight	Erica Nicholson
Ludubica Gonzalez	Christina M. Korak	Annie G. Noel
Samieka Goodwin	Tami L. Kring	Taina G. Norris
Ariadna Gopar	Stefanie Lafferty	Brianna Novaris
Alexis N. Gray	Lynn R. Lafy	Paola Ocampo
Rachele T. Gray	Araceli J. Lagunas	Luz M. Ortiz
Erica C. Green	Megan Laha	Goldie T. Osburn
Cindy M. Griffin	Stephanie S. Lane	Tiffany Otis
Sarah J. Griffith	Misty L. Ledbetter	Kennedy Ott
Lucetria R. Grogan	Coyeatta M. Lee	Caroline D. Overby
Jeddy L. Guerra	Epiphany Lee	April Owens
Guerra	Rayna Lee	Megan M. Owens
Jennifer L. Guest	Patricia Levin	Thelma Nyok Oyobio
Reni Guidry	Gisela D. Liu	
	Cristina Llamas	

Danielle M. Pacheco	Isabel G. Rojas Aguilar	Terri Thomas
Marina Palaca	Olga Rosales	Daphne T. Thompson
Wendy Palafox	Katelyn E. Rottinger	Ella Thorne
Haydee Palma	Vanessa Rubio	Tamiko N. Thornton
Nicole Patterson	Lisa Saber	Thelma D. Tolentino
Alicia Paul	Carmen Sanchez	Alexandra M. Torres
Alicia Perez	Haidee Sanchez	Lydia Torres
Kali R. Pillatzki	Maria A. Sanchez	Angela D. Trusclair-Moore
Jacqueline Pineda	Mayra Sanchez	Theo Turke
Laura M. Pinion	Paula C. Sanchez	Pamela D. Tweedle
Juanita Pinto	Rosa Sanchez	Rena M. Tyler
Tonya B. Poitier	Kenlyatta Sanders	Adiaha Udom
Selene Polanco	Grizel I. Sandoval Aguirre	Lidia Valladares
Sharon D. Pollock	Citlali A. Saucedo	Michelle L. Vance
Talisa C. Porch	Anneliese M. Schnelle	Connie Vargas
Kellie L. Powell	Kelsey Schoon	Cindy M. Varney
Terriel C. Price	Brandy P. Scott	Barbara L. Vasser
April M. Pruitt	Nikia Sharif	Patrice Vella
Heather S. Pruitt	Cheryl R. Sharp	Sarah J. Wade
Mary P. Pullen	Sara R. Shaver	Chontea D. Walker
Sandra Quezada	Amanda Shew	Taryn Walker
Paula M. Ramirez	Teresa Shipman	Ellen Wall
Natalia Ramos	Carrie A. Simmons	Julianna M. Waller
Maria Rangel	Tiffany Sinclair	Charmaine J. Walters
Erika Rascon*	Tracy A. Smart	Benita Ware
Kimberly Rasmussen	Kayla A. Smith	Denise Watts
Tamera K. Reder	Misty D. Smith	Deborah P. Wells
Cathy G. Redmond	Venita P. Smith	Nicole White
Jennifer Reed	Lori A. Sniegowski	Ruth Whitfield
Laura Regnier	Matilde Sontay	Susan Wilkes
Christine A. Renzi	Teodora Soto	Nicole Williams
Karen Reynolds	Christy A. Spencer	Rhonda Williams
Valery Rhea	Amanda L. Stambaugh	Michelle Williamson
Sarah Richards	Danielle K. Stamper	Sylvie Wilson
Jackie H. Richardson	Gloria M. Stanley	Gwendolyn G. Wimby
Terri L. Rinko	Lili A. Stead	Hailey M. Windham
Alba L. Rios	Joy M. Steele	Valerie A. Winkel
Liz Rivera	Regina P. Stendardo	Cheyenne Witt
Martha Rivera	Lynita R. Sterling	Hiroko Woodward
Tammy Rivera-Tubbs	Callie Stewart	Seamone Wright
Maritza Robbins	Janee Stokes	Katie Young
Latrice S. Robertson	Monica L. Strange	Ms. Maxine Young
Sonya Robertson	Eileen Stratton	Juana C. Zamora
LaShanda M. Robinson	Alecia M. Straub	Martha C. Zamora
Beatriz Rodriguez	Griselda Suarez	Maria S. Zapien
Rosa E. Rodriguez	Tonya Sweater	
Sara Rodriguez	Gianna Taylor	
Heather Roessler	Amanda Telgenhoff	
Elizabeth Rogers	Eula Thomas	
	Susan R. Thomas	

*Denotes January qualifier.
*Denota que calificó en enero.



TENACITY AND PERSEVERANCE ARE ESSENTIAL QUALITIES FOR SUCCESS IN BUSINESS./ LA TENACIDAD Y LA PERSEVERANCIA SON CUALIDADES ESENCIALES PARA EL ÉXITO EN LOS NEGOCIOS.

Mary Kay

GRAND ACHIEVERS

GRAN GANADORAS

March qualifiers/Calificadas en marzo 2019

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

SALES DIRECTORS/DIRECTORAS DE VENTAS

Brenda L. Gill*
Maria Gonzalez
Alexis N. Gray*
Michele A. Halliburton
Melissa Hamby
Amy B. Haynes*
Lynn K. Henry
Bernice A. Hines
Nikki R. Hopkin
Linda Horne
Perla Y. Ibanez
Antonia Jimenez*
Renita D. Johnson*
Elizabeth Johnson-Moore
Terri A. Kastberg*
Angela M. King
Jennifer Koennicke*
Christine M. Kretz
Madison L. Laberde
Rosemary Litten
Faith London
Epstein*
Lucina Lopez*
Victalia Lorenzana
Carol A. Mallon
Dwana L. Malone*
Jennifer L. Meade
Yelitza Mendoza
Carely A. Meza
Anna Moreno
Donna M. Naumowich*
Vivian L. Norman
Margarita Orozco

Harriet Pennick M.D.*
Adonis Pleasant
Annette R. Porter
Elizabeth A. Prauner*
Maribel Rada*
Patty A. Radford
Concepcion Rojas
Lorena Saavedra
Sheila M. Saine*
Deborah Sanders*
Elaine C. Sherwood
Judy Shinn
Sara L. Skaggs
Melissa K. Smyre*
Susan W. Stratton*
Kristi L. Sweatt
Olga M. Urbina-Padilla
Mirtha Z. Vargas
Twila M. Walker
Carol A. Walsh
MacKenzie N. Wickett
Jillian R. Wise

CONSULTANTS/CONSULTORAS

Maddy J. Byrnes
* Denotes requalified driver.
* Denota conductora recalificada.

13% CLUB

CLUB DEL 13%

March/Marzo 2019

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

SAPPHIRE/ZAFIRO

Brooke E. Bennett-Young*	\$2,440	Laurie A. Shumate*	1,523
Belle L. Martin*	2,101	Chris Burnside*	1,517
Patricia W. Henderson*	2,045	Miranda Kantor*	1,510
Kate Young*	1,999	Kelly I. Brock*	1,506
Monica S. Gobeaux*	1,915	Elaine Hipsher*	1,474
Larinda J. King*	1,905	Lafreda D. Williams*	1,460
Sarah L. Neal*	1,770	Amy R. Sigler*	1,453
Vicki Piccirilli*	1,762	Margarita Elisea*	1,418
Trisha Taylor*	1,665	Jeannie S. Meyer*	1,414
Katherine L. Longley*	1,658	Brenda Ashlock*	1,403
Marie G. Miller*	1,632		
Linda A. Holmquist*	1,603		
Annette Hazuka*	1,565		
Debra L. Wallace*	1,558		
Elizabeth A. Prauner*	1,544		

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

GOLD MEDALS

MEDALLAS DE ORO

March/Marzo 2019

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

New Team Members/Nuevas integrantes de equipo

155 GOLD MEDALS

Brenda L. Gill*	6
-----------------	---

141 GOLD MEDALS

Meilian Flanagan*	5
-------------------	---

134 GOLD MEDALS

Elda Ventura*	7
---------------	---

102 GOLD MEDALS

Janet L. Guimet*	9
------------------	---

94 GOLD MEDALS

Deborah Riley*	7
----------------	---

90 GOLD MEDALS

Lorena P. Ramirez*	5
--------------------	---

88 GOLD MEDALS

Patricia W. Henderson*	18
------------------------	----

85 GOLD MEDALS

Belinda Carver-Taylor*	5
------------------------	---

82 GOLD MEDALS

Rosa A. Sanchez-Duran*	5
------------------------	---

81 GOLD MEDALS

Maria E. Duran*	6
-----------------	---

72 GOLD MEDALS

Lidia L. Cerron*	6
------------------	---

69 GOLD MEDALS

Hilda Naomi Caballero*	5
------------------------	---

65 GOLD MEDALS

Ana Bertha Arciga*	8
--------------------	---

64 GOLD MEDALS

Dwauna Maura*	5
---------------	---

62 GOLD MEDALS

Ileana P. Castro*	5
-------------------	---

56 GOLD MEDALS

Silvia Lopez*	5
---------------	---

50 GOLD MEDALS

Juana Contreras*	9
------------------	---

49 GOLD MEDALS

Amanda Neff*	5
--------------	---

45 GOLD MEDALS

Maria G. Botello*	6
-------------------	---

43 GOLD MEDALS

JoAnn M. Allen*	5
-----------------	---

37 GOLD MEDALS

Eduardo J. Balcazar Pasco*	5
----------------------------	---

34 GOLD MEDALS

Arianna Anguiano*	5
-------------------	---

33 GOLD MEDALS

Ester M. Barahona*	7
--------------------	---

30 GOLD MEDALS

Jennifer J. McNulty*	5
----------------------	---

29 GOLD MEDALS

Anna Bell Castro*	5
-------------------	---

28 GOLD MEDALS

Gabriela Cortes*	5
------------------	---

27 GOLD MEDALS

Betty Alvarado*	8
-----------------	---

Margarita Elisea*	7
-------------------	---

Kimberly Leigh Moore*	5
-----------------------	---

26 GOLD MEDALS

Jennifer M. Ham*	7
------------------	---

25 GOLD MEDALS

Flor D. Maldonado*	5
--------------------	---

24 GOLD MEDALS

Lorena de la Cruz*	7
--------------------	---

23 GOLD MEDALS

Barbara Jackson*	5
------------------	---

Andrea R. Klahn*	5
------------------	---

Karla Sandoval*	5
-----------------	---

Wendy L. Sorensen*	6
--------------------	---

Viveca C. Wilson*	5
-------------------	---

21 GOLD MEDALS

Minerva Carrillo, S. Vargas Unit	5
----------------------------------	---

20 GOLD MEDALS

Rosa Elia Meza-Sanchez*	5
-------------------------	---

Rocio Renteria*	7
-----------------	---

19 GOLD MEDALS

Maricela Rodriguez*	5
---------------------	---

18 GOLD MEDALS

Yvonne L. Capehart*	5
---------------------	---

Aurelia Estrada*	5
------------------	---

Junie Legister*	5
-----------------	---

17 GOLD MEDALS

Geri L. Dennis*	6
-----------------	---

Luz M. Gutierrez*	6
-------------------	---

16 GOLD MEDALS

Tina L. Hackett*	5
------------------	---

15 GOLD MEDALS

Cindy Solarek*	5
----------------	---

14 GOLD MEDALS

Mirtha Z. Vargas*	6
-------------------	---

13 GOLD MEDALS

Monica S. Goubeaux*	10
---------------------	----

Jeannie S. Meyer*	5
-------------------	---

10 GOLD MEDALS

Veronica Araiza*	6
------------------	---

Kimberly A. Gilmer*	5
---------------------	---

Carmen E. Mata*	8
-----------------	---

Christina N. Newsome*	5
-----------------------	---

Elizabeth A. Poole*	6
---------------------	---

9 GOLD MEDALS

Jean A. Aswell*	6
-----------------	---

Cynthia B. Coakley*	6
---------------------	---

Linda A. Holmquist*	7
---------------------	---

Megan Joy*	5
------------	---

Amanda K. Poinsette*	6
----------------------	---

Gillermina M. Trejo*	6
----------------------	---

Radha Zervakos*	5
-----------------	---

8 GOLD MEDALS

Cynthia R. Davis Thomas, M. Mason Porter Unit	5
---	---

Carole Gantt*	7
---------------	---

Antonia Jimenez*	9
------------------	---

Renee Johnson*	7
----------------	---

Ana R. Valdez*	7
----------------	---

7 GOLD MEDALS

Alicia J. Bankston*	5
---------------------	---

Rosa Leon*	5
------------	---

Ashlie S. Potter*	5
-------------------	---

Amy Sacher, B. Ashworth Unit	6
------------------------------	---

Melissa K. Smyre*	5
-------------------	---

Julia M. Stern*	6
-----------------	---

Courtney H. Young*	5
--------------------	---

6 GOLD MEDALS

Alma Bello Torres*	5
--------------------	---

Twanna D. Bogan-Cobbs*	5
------------------------	---

Daisy Cuevas*	6
---------------	---

Lorena Esquivel Sanchez*	7
--------------------------	---

Carely A. Meza*	5
-----------------	---

Maribel Narvaez*	5
------------------	---

Aecy Walker*	5
--------------	---

5 GOLD MEDALS

Roselyn Aguilar, L. Marquez Unit	5
----------------------------------	---

Ilse K. Amateco Nava*	9
-----------------------	---

Irma A. Lemus*	5
----------------	---

Gail A. Marchand*	6
-------------------	---

Maribel Rada*	6
---------------	---

Twila M. Walker*	5
------------------	---

4 GOLD MEDALS

Heather Armer*	7
----------------	---

Ma Ana Lilia Benitez*	9
-----------------------	---

Chastity B. Cox*	5
------------------	---

Meaghan K. Jensen, K. Longley Unit	6
------------------------------------	---

Elizabeth Johnson-Moore*	5
--------------------------	---

Victoria Lorenzana*	7
---------------------	---

Anna Moreno*	5
--------------	---

Emmy A. Zumwalt*	5
------------------	---

3 GOLD MEDALS

Cathy A. Barnhart*	5
--------------------	---

Sharon M. Brumbaugh*	7
----------------------	---

Maddy J. Byrnes, B. Bennett-Young Unit	5
--	---

Darlene S. Horne*	6
-------------------	---

Tamela F. Howard, A. Poinsette Unit	11
-------------------------------------	----

Renee K. McCormick*	6
---------------------	---

Matilde Quintero, E. Chavez Unit	7
----------------------------------	---

Debbie Reynolds, M. Claxton-Taylor Unit	5
---	---

Terri L. Rinko, M. Dailey Unit	15
--------------------------------	----

Megan L. Shaw*	5
----------------	---

Dana D. Taylor, A. Lee Hiers Unit	6
-----------------------------------	---

Kathy J. Totterdale, A. Sherman Unit	7
--------------------------------------	---

2 GOLD MEDALS

Natisha Ashe, C. Humphries Unit	8
---------------------------------	---

Judith Brito, D. Cuevas Unit	5
------------------------------	---

Kim L. Evans*	8
---------------	---

Lauren M. Gladding*	5
---------------------	---

Cleopatra Jones*	5
------------------	---

Marla D. McVay*	5
-----------------	---

Vivian L. Norman*	5
-------------------	---

Alejandra Pena, M. Nevarez Unit	5
---------------------------------	---

Kate Young*	7
-------------	---

Lauren N. Zearfaus, K. Kantz Unit	6
-----------------------------------	---

1 GOLD MEDAL

Mayra Blanco, L. Brito Ramirez Unit	6
-------------------------------------	---

Nathaline S. Blaser, M. Dailey Unit	5
-------------------------------------	---

Laura K. Butler, N. Nearhoff Unit	5
-----------------------------------	---

Maria Cordova, H. Garcia Unit	5
-------------------------------	---

Cheryl Y. Davis, F. Wynn Unit	5
-------------------------------	---

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

March/Marzo 2019

The top 100 Independent Sales Directors in each Seminar area based on their March 2019 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de marzo de 2019.

SAPPHIRE/ZAFIRO

Vicki Piccirilli	\$108,160
Katherine L. Longley	100,701
Brooke E. Bennett-Young	93,512
Debbie A. Weld	88,211
Moleda G. Dailey	82,334
Kate Young	66,481
Jennifer M. Ham	63,989
Tehrie Ned	63,570
Jordan Eicher	62,398
Keita Powell	61,680
Andrea R. Klahn	61,525
Beth T. May	60,962
Monica S. Goubeaux	60,682
Randi Stevens	60,021
Lady Ruth Brown	59,666
Chasity T. Humphries	59,464
Robyn S. Cartmill	59,340
Brenda Ashlock	58,346
Linda Meier	58,089
Linda H. Rowsey	57,861
Carmen B. Jones	57,322
Sarah L. Neal	57,120
Adrienne D. Hollifield	56,624
Jeannie S. Meyer	55,770
Carolyn I. Kelley	55,696
Linda A. Holmquist	53,898
Linne' Lane	53,779
Patricia W. Henderson	53,618
JoAnn M. Allen	53,530
Michelle M. Armes	53,185
Reyna V. Alvarado Rivera	52,868
Julie Neal	52,357
Belle L. Martin	52,106
Ann W. Sherman	52,089
Jamie L. Lawrence	51,895
Kelly I. Brock	51,801
Jaci J. Baccus	51,730
Julia M. Stern	51,617
Julie B. Sapp	51,311
Nedra White Wartham	51,175
Cynthia S. Sheppa	51,061
Petie L. Huffman	50,814
Debra L. Wallace	50,698
Linda S. Gates	50,020
Maria Claxton-Taylor	49,381
Cheri L. Taylor	49,380
Tracy Potter	49,212
Casie Hembree	48,720
Tommi Pleasure	48,712
Eleanor E. Gwyn-Jones	47,921
Karla R. Plantan	47,603
Joli A. Dockery	47,220
Rheanonda R. Johnson Gray	47,074
Fraida M. Klein	47,022
Leah P. Cade	46,984
Lafreda D. Williams	46,984
Maria L. Valle	46,664
Kathy Lee	45,676
Alyssa M. Graywater	45,569
Lesley Speas	45,560
Jessica Holzbach	45,490
Cyccelia D. Matthews	45,479
Gloria Stakemiller	45,401
Courtney H. Young	45,380
Mary K. White	45,250
Tracey F. Hedrick Lassiter	45,233
Marjorie S. Haun	44,968
Suzanne Tripp-Black	44,937
Jeni Tjelle	44,926
Miranda Kantor	44,822
Diane Covington	44,799

Jan L. Gensel-Bates	44,569
Carol Lee Johnson	44,544
Lynn F. Huckels	44,436
Christine M. Jessee	44,290
Cindy Harness	44,190
Jillian Decker	44,133
Elsie Jackson	44,064
Dolores Keller	43,909
Sylvia Boggs	43,657
Kristi M. Anderson	43,531
Beth H. Williamson	43,195
Vyonne L. Capehart	42,812
Doris R. Braswell	42,787
Linda F. Merritt	42,662
Amanda K. Poinsette	42,649
Dana Andrews	42,528
Debbie P. Roberts	42,429
Larinda J. King	42,088
Janette M. Thompson	41,688
Charlene Grubbs	41,623
Melissa Zoulek	41,292
Tracy Foltz	41,092
Chelsea C. Altman	41,041
Shelley Bottiaux	40,607
Hannah M. Brunner	40,499
Laurieann Barclay	40,410
Ashley R. Becker	40,389
Nannette G. Short	40,374
Kassondra J. Kantz	40,244

EMERALD/ESMERALDA

Carrie Bloink	\$76,363
Nicole L. McDaniel	76,137
Melinda M. Balling	75,861
Menina M. Givens	75,479
Mary Strauss	73,510
Bridgett L. Moore	73,509
Stacy D. Foust	73,034
Krista A. Johnson	72,967
Stacey Craft	71,502
Nancy Boucher	70,086
Kim I. Bessey	65,946
Katy Goldstein	64,263
Denise Peterson	63,922
Tammy West-Murrian	62,694
Hollie R. Sherrick	62,504
Leslie M. McKinney-Smith	61,473
Tracy A. Clymer	61,206
Ginny B. O'Kain	61,036
Amber L. Towne-Geehan	60,205
Antonia Miranda	60,009
Angel Guerra	59,016
Richelle V. Barnes	56,656
Rhonda L. Feisley	56,595
Maggie Rader	56,457
Lindsay E. Freisthler	55,695
Rachelle Holloway	55,321
Pam Kelly	54,999
Nancy A. Berlin	54,488
Olga C. Giraldo	53,565
Nikki H. Edgemon	53,247
Janice B. Hull	53,058
Deirdre L. Eschazuer	52,672
Ebun Osaze	52,600
Kim Williams	52,150
Christine D. Barrueco	51,949
Joyce Recenello Armfield	51,785
Ashley N. Clinesmith	51,364
Jennifer A. Enloe	51,266
Brenda L. Wilbur	50,917
Sally Moreno	50,837
Karen E. Ridle	50,806

Kijuana R. McKinnie	50,633
Deanna L. Spillman	50,537
Kelly D. Conley	50,482
Allison L. Adkins	50,468
Paula Tyree Bowman	50,460
Michele S. Rankin	50,439
Gilberte P. Joseph	50,135
Christy Harvey	49,988
Leanne Parrino-Pheasant	49,660
Shauna L. Abbotts	49,452
Tandy Fischer	48,761
LaKeshia M. Chisholm	48,658
Lisa C. Mack	48,512
Betty McKendry	48,130
Kimbi L. Bartik	47,710
Jo M. Cotton	47,385
Melissa M. Wilson	47,345
Sheri Farrar-Meyer	46,631
Amy L. Fields	46,238
Brenda Stafford	46,181
Jennifer L. Besecker	45,873
Ann Shears	45,682
Tina M. Dees	45,468
Karen D. Holland	45,138
Kim Henry	45,042
Mary L. Cole	44,682
Jill Beckstedt	44,033
Emily Stone	43,984
Latricia M. Henry	43,422
Dawn M. Starr	43,244
Eraicy Perez	43,212
Jennifer C. Babineau Olais	42,880
Chris H. Teague	42,810
Amanda Swindle	42,538
Dercy Minotta	42,387
Lizi M. Gregory	42,385
Shelley Money-Eldridge	42,104
Kenna L. Ervin	41,770
Noelia E. Jimenez Gutierrez	41,306
Delores E. Black	40,905
Mary-Beth Anderson	40,843
Stephanie H. Blake	40,757
Cindy Anderson	40,530
Shawna D. Schneider	40,447
Doreen Stevens	40,427
Valerie Cancellieri	40,397
Ann F. Smith	40,185
Susan Houser	40,179
Joslyn Eaton	40,138
Nancy S. North	39,883
Dawn Wilson	39,877
Samarina M. Hafiz	39,583
Irvine K. Foster	39,459
Liz Voran	39,107
Connie L. Young	39,062
Tammie M. Hanson	39,008
Marilyn Schmucker	38,952
Gerri L. Gurreri	38,100
Carolyn Thompson	38,008

DIAMOND/DIAMANTE

Sherrie C. Purvis	\$103,260
Mary Kathryn King	100,668
Delmi C. Santos	92,508
Britt N. Burke	87,578
Amy Kemp	83,902
Deborah S. Bailye	80,118
Karime Rosas	79,290
Celeste Byrd	76,507
Angela J. Fry	75,522
Amanda N. Wright	71,097
Megan N. Wilkes	70,525

Denise M. Cadenhead	69,971
Kim A. Messmer	68,565
Terri J. Beckstead	67,950
Lindsey D. Christenson	67,706
Cindy Machado-Flippen	67,330
Tawnya Krempges	66,485
Michelle Cape	65,992
Jamie V. Taylor	65,354
Blythe J. Egbert	64,778
Dana Davis-Armstead	63,774
Tanya L. Satcher	63,596
Eleonora Calvin	62,925
Faith A. Gladding	62,893
Tracy Craven	62,510
Claudia Chavez	60,776
Joy H. Rentz	60,668
Suzanne T. Young	60,639
Marsha Morrisette	60,180
Susan M. McCoy	59,983
Lacey L. Bradford	59,255
Christi G. Campbell	59,085
Paula Kelsch	58,989
Sylvia L. Martinez	58,064
Stephanie A. Mottaz	57,924
Stacy Rozwadowski	55,403
Mary P. Creech	54,684
Donna K. Smith	54,463
Audrey K. MacDowall	54,269
Gerri Anne Morris	54,049
Jessye R. Nichols	53,660
Priscilla McPheeters	53,605
Coty Maldonado	53,118
Ruth Alvarado	52,018
Christina L. Frantz	51,228
Joan M. Farrell	51,075
April C. Hutchinson	50,041
Cheryl A. Searcy	49,957
Mariann Biase Mason	49,403
Shelly M. Smith	48,457
Janis Onstott	48,425
Katie VanDermark	48,212
Elizabeth Fernandez	47,994
Anita Ruffin	47,739
Alicia Borkowska	47,651
Holly S. Neff	46,711
Lindsay R. Stewart	46,108
Celeste Pichardo	46,107
Julie Schlundt	45,914
Laura E. Knight	45,890
Heather M. Julson	45,841
Sindy D. Tavares	45,831
Nicki R. Hill	45,765
Crystal D. Gardner	45,654
Deborah Dudas	45,238
Taylor A. McKnight	45,189
Kelly M. Freeman	45,179
Mileta K. Kinser	44,981
Kathy R. Bullard	44,362
Christy Bigham	43,877
Kelly Willer-Johnson	43,638
Brandi Driggers	43,451
Allison Piro	43,279
Nadine H. Huckabee-Stanley	42,929
Alicia Kingrey-Lokai	42,587
Sara R. Pennella	42,516
Amy Zanto	42,484
Crystal H. Carper	42,347
Beth Brinkley	42,066
Jil Johnson	41,940
Sheryl Peterson	41,556
LaChelle M. Seleski	41,467
Linda T. Cartiglia	41,385
Katherine M. Ward	41,300

Marty T. Wynn	41,117
Anne Geertsens	41,113
Shelly Palen	40,999
Terri Lewis	40,886
Susie Kopacz	40,869
Mary G. Gronholz	40,648
Shelley Olson	40,577
Rebekah Hirneisen	40,179
Nancy M. Polish	40,166
Leanne Sexton	40,003
JoAnn M. Fazekas	39,963
Barbara E. Roehrig	39,641
Sharon B. Carney-Wright	39,597
Ingrid E. Smith	39,530
Cindy S. Kriner	39,344
Robbie L. Brannon	39,329

RUBY/RUBÍ

Randi S. Gleason	\$84,805
Lisa Anne Harmon	84,424
Kali DeBlander Brigham	80,930
Lauren N. Bloomer	80,175
Heather A. Daniel-Kent	79,613
Krystal D. Downey-Shada	75,957
Ryan A. Rives	75,034
Stephanie L. Coker	72,973
Paula M. Kirkpatrick	72,458
Luz A. Perez	72,260
Suzanne Moeller	66,268
Laurie C. Cole	66,010
Candace L. Doverspike	64,711
Elvia Guzman	64,279
Susan Moore	63,817
Diane K. Lundgren	61,437
Alice R. George	61,157
Kaela L. Steinman	61,154
Valerie A. Lucio-Polk	61,042
K.T. M. Martin	59,189
Jackie M. Craver	57,823
Thessy N. Nwachukwu	56,168
Laura V. Middleton	56,047
Tshanna C. Diggan	56,036
Donna Clark-Driscoll	55,265
Karen E. Gardner	54,346
Rachel Mega	54,317
Nike A. Schwarz	54,173
Diana Gutierrez	53,800
Ramona Carbajal	53,494
Susan C. Ehrnstrom	53,339
Ana P. Farrell	53,114
Amy C. Schule	52,580
Barbara Baty	52,512
Natalyn R. Slaughter	52,486
Elizabeth A. Viola	52,015
Terry Thole	51,735
Lauren E. Schifer	50,657
Cleta Colson-Eyre	50,639
Patti Cornell	50,446
Bridgette R. Conley	50,052
Laurie T. Plyler	50,027

Brenda Fenner	49,741
Carmen J. Felix	49,552
Breanna N. Goodwin	49,145
Stacey P. Nelson	48,908
Maricarmen Landa Ramos	48,771
Amy Kitrell	48,266
Kellee L. Valerio	47,977
Linda Christenson	47,285
Mary A. Dell	47,160
Pamela D. Cox	47,102
Jeanie K. Navrkal	46,410
Cheryl A. Dechenne-Sheedy	46,376
Andrea Jackson Berger	46,320
Debbie A. Elbrecht	46,236
Ashley M. Rangel	46,158
Marnie R. Yunger	45,889
Caitlin M. Griffio	45,737
Lisa Olivares	45,618
Sherry L. Martin	45,461
Marye Durrer	45,396
Chatney Gelfius	45,047
Jordan Twilley	44,570
Kenia K. Acosta	44,551
Marie A. Harbord	44,437
Angela P. Brannon	44,398
Lisa D. Prescott	44,266
Lorri E. Woehrl	43,974
Rhonda L. Barnett	43,725
Judie Roman	43,670
Milagro V. Diaz	43,289
Charlotte Mantooth	43,134
Eusebia Bonilla	42,969
Brenda K. Howell	42,905
Judy Lund	42,831
Tamarie M. Bradford	42,650
Debbie A. Hocott	42,479
Esther Cisneros	42,201
Maria D La L. Gabriel	42,040
Michelle L. Sanders	41,823
Sylvia T. Barritt	41,797
Lisa V. Bauer	41,642
Ginger J. Benedict	41,614
Marjorie A. Reyes Iainez	41,524
Sonya F. Goins	41,448
Laura L. Waters Vazquez	41,367
Nicole Medjesky-Dixon	41,352
Tameka N. Ephraim	41,126
Shirley R. Aga	40,136
Sandra Braun	40,092
Monique N. McIntyre	39,988
Barbara Pleet	39,977
Jennifer L. Albertini	39,923
Jennifer Isenhardt	39,911
Stephanie Audino	39,638
Amy Marx	39,637
Maria Rocio Rico De Jacinto	39,610
Maureen Shipp	39,309
Kathy Williams Oeder	39,280

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

March/Marzo 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2019. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en marzo de 2019. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFIRO

Brooke E. Bennett-Young	\$16,642
Vicki Piccirilli	14,689
Katherine L. Longley	13,699
Debbie A. Weld	11,755
Sarah L. Neal	11,463
Moleda G. Dailey	11,265
Kate Young	10,710
Monica S. Goubeaux	10,358
Cyrcelia D. Matthews	10,167
Patricia W. Henderson	10,105
Carmen B. Jones	10,061
Brenda Ashlock	10,036
Jordan Eicher	9,797
Tracey F. Hedrick Lassiter	9,765
Belle L. Martin	9,682
Marni M. Hendricks	9,266
Keita Powell	9,173
Chasity T. Humphries	9,128
Linda Meier	9,054
Julie B. Sapp	8,979
Kelly I. Brock	8,977
Linne' Lane	8,964
Julia M. Stern	8,960
Jennifer M. Ham	8,927
Tehrie Ned	8,925
Andrea R. Klahn	8,822
Linda A. Holmquist	8,747
Lafreda D. Williams	8,627
Jeannie S. Meyer	8,539
Lady Ruth Brown	8,515
Leah P. Cade	8,446
Maria Claxton-Taylor	8,385
Debra L. Wallace	8,275
Adrienne D. Hollifield	8,247
Reyna V. Alvarado Rivera	8,232
Sylvia Boggs	8,114
Miranda Kantor	8,099
Beth T. May	8,070
Hilda M. Magana	8,070
Lesley Speas	8,068
Michele M. Armes	8,055
Randi Stevens	8,028
Robyn S. Cartmill	7,990
Amanda K. Poinsette	7,949
Trisha Taylor	7,917
Julie Neal	7,909
Cheri L. Taylor	7,886
Ileana P. Castro	7,873
Linda H. Rowsey	7,847
Fraida M. Klein	7,741
Yvonne L. Capehart	7,729
Larinda J. King	7,711
Jaci J. Baccus	7,621
Tommi Pleasure	7,568
Karla R. Plantan	7,556
Linda S. Gates	7,476
Casie Hembree	7,436
Tracy Potter	7,425
JoAnn M. Allen	7,280
Suzanne Tripp-Black	7,212
Amy J. Burris	7,150
Jennifer J. McNulty	7,075
Carolyn I. Kelley	7,069
Marjorie S. Haun	6,963
Maria L. Valle	6,925
Jeanette M. Thompson	6,922
Elizabeth A. Prauner	6,891
Lynn F. Huckels	6,891

Rheanonda R. Johnson Gray	6,870
Diane Covington	6,817
Cynthia S. Sheppa	6,783
Rita Schaefer	6,778
Margarita Elisea	6,764
Dolores Keller	6,698
Eleanor E. Gwyn-Jones	6,668
Jillian Decker	6,658
Amy R. Sigler	6,649
Cindy Harness	6,635
Nedra White Wartham	6,628
Courtney H. Young	6,620
Satarro Purnell	6,617
Melissa Zoulek	6,613
Dwauna Maura	6,560
Jamie L. Lawrence	6,536
Joli A. Dockery	6,526
Carole Gantt	6,522
Jan L. Gensel-Bates	6,515
Alyssa M. Graywater	6,489
Alice A. Griffin	6,435
Elaine Hipsher	6,403
Elva Obregon	6,366
Stephanie B. Bowen	6,366
Ann W. Sherman	6,360
Petie L. Huffman	6,357
Laurieann Barclay	6,343
Chris Burnside	6,318
Candy I. Brown	6,316
Jeanette E. Beichle	6,315
Sandra G. Kirchhoff	6,305
Carol Lee Johnson	6,285

EMERALD/ESMERALDA

Krista A. Johnson	\$11,673
Menina M. Givens	11,327
Carrie Bloink	10,934
Nicole L. McDaniel	10,120
Denise Peterson	10,084
Rhonda L. Felsley	10,000
Bridgett L. Moore	9,851
Antonia Miranda	9,844
Katy Goldstein	9,840
Melinda M. Balling	9,767
Ebun Osaze	9,498
Christine D. Barrueco	9,390
Kim I. Bessey	9,231
Stacey Craft	9,225
Kim Williams	9,222
Stacy D. Foust	9,182
Leslie M. McKinney-Smith	8,978
Joyce Recenello Armfield	8,869
Sally Moreno	8,813
Emily Stone	8,657
LaKeshia M. Chisholm	8,654
Angel Guerra	8,570
Tracy A. Clymer	8,569
Kimbi L. Bartik	8,566
Mary Strauss	8,528
Shauna L. Abbotts	8,500
Hollie R. Sherrick	8,437
Karen E. Ridle	8,423
Amber L. Towne-Geehan	8,389
Rachelle Holloway	8,243
Richelle V. Barnes	8,213
Ashley N. Clinesmith	8,154
Nancy Boucher	7,988
Michelle A. Cunningham	7,977

Lindsay E. Freisthler	7,958
Nikki H. Edgemon	7,884
Paula Tyree Bowman	7,875
Christy Harvey	7,866
Janice B. Hull	7,795
Pam Kelly	7,792
Jennifer L. Besecker	7,766
Shelley Money-Eldridge	7,735
Michele S. Rankin	7,715
Gerri L. Gurreri	7,610
Tammy West-Murrian	7,547
Debbie A. Thomas	7,494
Kellye D. Conley	7,463
Brenda L. Wilbur	7,437
Jennifer A. Enloe	7,355
Leanne Parrino-Pheasant	7,346
Samarina M. Hafiz	7,315
Deirdre L. Eschazier	7,303
Gilberte P. Joseph	7,239
Sheri Farrar-Meyer	7,213
Lisa C. Mack	7,171
Shawna D. Schneider	7,140
Olga C. Giraldo	7,129
Ginny B. O'Kain	7,123
Deanna L. Spillman	7,121
Maggie Rader	7,110
Ann F. Smith	7,091
Betty McKendry	7,017
Jill Beckstedt	6,926
Tandy Fischer	6,917
Ann Shears	6,913
Liz Voran	6,910
Nancy A. Berlin	6,857
Melissa M. Wilson	6,676
Laticia M. Henry	6,645
Lesa R. Franken	6,635
Melissa A. Walczak	6,604
Allison L. Adkins	6,559
Noelia E. Jimenez Gutierrez	6,542
Valerie Cancellieri	6,538
Diane M. Detesco	6,509
Dawn M. Starr	6,460
Amanda Swindle	6,457
Mary-Beth Anderson	6,420
Carolyn Thompson	6,355
Heather D. Hulsey	6,336
Cindy Anderson	6,326
Brittani M. Jenks	6,309
Teresa Bolden	6,285
Lizi M. Gregory	6,270
Amy L. Fields	6,268
Jessica Mendoza	6,231
Mary L. Cole	6,215
Jacqueline N. LeClair	6,208
Brenda Stafford	6,195
Dana A. Lamade	6,189
Dercy Minotta	6,171
Kijuna R. McKinnie	6,157
Delores E. Black	6,018
Denise M. Guthrie	6,009
Jo M. Cotton	5,987
Judy Gieson	5,986
Diana Figueroa	5,982
Amy M. Alber	5,970
Stephanie H. Blake	5,939
Karen D. Holland	5,925

DIAMOND/DIAMANTE

Celeste Byrd	\$15,851
Mary Kathryn King	14,832
Sherrie C. Purvis	14,768

Karime Rosas	14,151
Delmi C. Santos	14,090
Jamie V. Taylor	13,504
Tawnya Krempges	11,980
Amy Kemp	11,873
Britt N. Burke	11,469
Blythe J. Egbert	11,448
Megan N. Wilkes	11,340
Amanda N. Wright	11,245
Deborah S. Baile	11,238
Claudia Chavez	10,726
Angela J. Fry	10,671
Audrey K. MacDowall	10,278
Cindy Machado-Flippen	10,177
Terri J. Beckstead	10,157
Christina L. Frantz	9,925
Michelle Cape	9,914
Stacy Rozwadowski	9,768
Eleanor Calvin	9,661
Lindsey D. Christenson	9,514
Kim A. Messmer	9,508
Tanya L. Satcher	9,450
Dana Davis-Armstead	9,353
Faith A. Gladding	9,322
Denise M. Cadenhead	9,051
Suzanne T. Young	9,029
Joy H. Rentz	8,951
Elizabeth Fernandez	8,877
Marsha Morrisette	8,819
Paula Kelsch	8,753
LaChelle M. Seleski	8,626
Tracy Craven	8,619
Jessye R. Nichols	8,567
Lindsay R. Stewart	8,359
Susan M. McCoy	8,309
Lacey L. Bradford	8,225
Veronica J. Hyba	8,193
Stephanie A. Mottaz	8,142
Christy Bigham	8,095
Priscilla McPheeters	7,775
Sheryl Peterson	7,735
Ruth Alvarado	7,703
Stephanie A. Richter	7,594
Nicki R. Hill	7,565
Martha Kay Raile	7,554
Deborah Dudas	7,520
Crystal D. Gardner	7,406
Katie VanDermark	7,327
Sylvia L. Martinez	7,317
Alicia Kingrey-Lokai	7,221
Julie Schlundt	7,212
Heather M. Julson	7,202
Christi G. Campbell	7,175
Gerri Anne Morris	7,152
Lisa Rada	7,109
Amy Zanto	7,102
Anne Geertsen	7,085
Katherine M. Ward	7,081
Nancy M. Polish	7,027
Shelly M. Smith	6,998
Kathy R. Bullard	6,982
Mary P. Creech	6,967
Melissa Mays	6,932
Taylor A. McKnight	6,905
April C. Hutchinson	6,889
Joan M. Farrell	6,859
Sara R. Pennella	6,799
Mileta K. Kinsler	6,796
Anita Ruffin	6,710
Sandy Griffith	6,700
Coty Maldonado	6,698

Maria Sanchez	6,694
Kathleen Koclanes	6,681
Annette Pace	6,672
Holly S. Neff	6,645
Donna K. Smith	6,582
Barbara E. Roehrig	6,517
Shelly Palen	6,438
Cheryl A. Searcy	6,425
Nancy F. Castro	6,386
Cindy S. Kriner	6,360
Beth Brinkley	6,358
Nadine H. Huckabee-Stanley	6,357
Amy Hanifi	6,353
Rose Rodriguez-Capone	6,331
Anna L. Vazquez	6,290
Janis Onstott	6,236
Connie L. Russo	6,220
Hillary L. Puthoff	6,216
Teresa A. Lischwe	6,208
Ellyn Johnson	6,184
Kelly M. Freeman	6,183
Maranda M. Rains	6,177
Jolinn Andriese	6,156
Deanna L. Manning	6,153
Valerie Peterson-Kelly	6,143
Kelly Willer-Johnson	6,132
Shannon M. Nelson Duguay	6,132

RUBY/RUBÍ

Lauren N. Bloomer	\$12,420
Heather A. Daniel-Kent	11,889
Elvia Guzman	11,747
Lisa Anne Harmon	11,720
Luz A. Perez	11,356
Candace L. Doverspike	11,219
Randi S. Gleason	11,190
Kali DeBlander Brigham	11,188
Maricarmen Landa Ramos	11,111
Stephanie L. Coker	10,839
Ryan A. Rives	10,577
Thessy N. Nwachukwu	10,139
Rachel Mega	10,061
Paula M. Kirkpatrick	9,989
Nike A. Schwarz	9,981
Laurie T. Plyler	9,922
Krystal D. Downey-Shada	9,460
Diana Gutierrez	9,135
Jackie M. Craver	8,838
Carmen J. Felix	8,788
Karen E. Gardner	8,775
Ramona Carbajal	8,766
Jeanie K. Navkal	8,626
Alice R. George	8,571
Marye Durrer	8,356
Jordan Twilley	8,325
Susan Moore	8,274
Lisa Olivares	8,246
Laurie C. Cole	8,198
Amy Kirell	8,177
Kenia K. Acosta	8,166
Donna Clark-Driscoll	8,145
Cleta Colson-Eyre	8,128
Elizabeth A. Viola	8,093
K.T. M. Martin	8,066
Bridgette R. Conley	8,034
Jennifer L. Albertini	8,021

Tshanna C. Diggan	7,982
Diane K. Lundgren	7,952
Maria Bautista	7,936
Angela P. Brannon	7,881
Valerie A. Lucio-Polk	7,847
Suzanne Moeller	7,827
Sherry L. Martin	7,776
Barbara Pleet	7,689
Gloria H. Ebere	7,673
Amy Stokes	7,663
Lauren E. Schifer	7,624
Jacqueline N. Alford	7,512
Kelley L. Valerio	7,348
Brenda K. Howell	7,347
Eusebia Bonilla	7,257
Jenn Kirkham	7,232
Laura V. Middleton	7,210
Milagro V. Diaz	7,195
Kaela L. Steinman	7,179
Pamela D. Cox	7,108
Rachelle L. Neal	7,100
Debbie A. Hocott	7,081
Caitlin M. Griffo	7,052
Susan C. Ehrnstrom	7,029
Marie A. Harbord	6,987
Michelle L. Sanders	6,976
Barbara Baty	6,968
Natalyn R. Slaughter	6,968
Patti Cornell	6,935
Stacey P. Nelson	6,896
Breanna N. Goodwin	6,871
Mary A. Dell	6,793
Chatney Gelfius	6,776
Ana P. Farrell	6,770
Belinda Valdez	6,732
Cheryl A. Dechenne-Sheedy	6,668
Esther Cisneros	6,616
Amy C. Schule	6,568
Lorrie E. Woehle	6,519
Debbie A. Elbrecht	6,505
Magdalena Diaz de Leon	6,492
Ginger J. Benedict	6,489
Rachel K. Wahle	6,432
Brenda Fenner	6,419
Tamarie M. Bradford	6,359
Maria D. La L. Gabriel	6,351
Marnie R. Yunger	6,317
Monique N. McIntyre	6,293
Pat Z. Allen	6,230
September A. James	6,228
Erika Martinez	6,216
Lisa L. Bradley	6,207
Terry Thole	6,161
Liz Whitehouse	6,160
Judie Roman	6,140
Rachael M. Bullock	6,109
Charlotte Mantooth	6,107
Maria Rocio Rico De Jacinto	6,076
Stacy S. Gilson	6,049
Terry S. Smith	5,997
Sandra Braun	5,986
Maria Hernandez	5,976
Lorraine Noland	5,973



PEARL STARS

ESTRELLAS PERLA

March/Marzo 2019

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

Evelyn Adeyeye	Charlene Beckett	Sherry L. Bussiere	Sylvia A. Cromartie	Mary Kaye Fleming	Margaret E. Hansard	Shelia A. Jones
Maria E. Aguayo	Renée L. Bellenbaum-Martin	Flor Bustos	Annabel S. Cruz	CaTonya R. Flowers	Ronda R. Hansen	Tralushus K. Jones
Olivia Aguilar	Maria S. Bello	Maddy J. Byrnes	Geraldina E. Cruz	Kristi Flunker	Kim L. Hanson	Darlene Kalan
Roselyn Aguilar	Alma Bello Torres	Hilda Noemi Caballero	De Soriano	Beatriz Fonseca	Janet S. Harmon	Miranda Kantor
Patricia Agustin Vicencio	Ma Ana Lilia Benitez	Elsi I. Cabrera	Maria Cuevas De Sanchez	Odette T. Foore	Cindy Harness	Loretta P. Kates
Leticia Alfonso Gomez	Brooke E. Bennett-Young	Leah P. Cade	Rebecca Cummins	Deanna S. Fox	M. Kathryn Harris	Jayne Lin Kauffman
JoAnn M. Allen	Laura Bermejo	Gerry Cain	Dalicia L. Cunningham	Kerry Francis	MaryLou Hartman	Winifred D. Kearney
Lorene Allen	Mary C. Bernhardt	Cathy O. Calabro	Janet Curiel	Maria Francisco Sebastian	Casee E. Harwell	Maddirala
Terrie L. Allen	Susan L. Best	Nelson R. Calderon	Naomi Curry	Dori W. Franklin	Rhonda Hatley	Colleen C. Keller
Linda M. Allmond	Stephanie Bettner	Argueta	Alexis L. Daigle	Leslie L. Hatley-Murray	Carlyn I. Kelley	Carlyn I. Kelley
Marisa Almaraz	Karen L. Binns-DiCamillo	Guadalupe B. Calvo	Karen D. Daily	Amy C. Hayes	Renada A. Kelly Bonham	Renada A. Kelly Bonham
Chelsea C. Altman	Cynthia A. Binns-Mendoza	Becky D. Caminiti	Deborah Dale	Joy M. Hayes	Katrena M. Kennedy	Katrena M. Kennedy
Betty Alvarado	Shari L. Black	Jill Campbell	Sally M. Davidson	Tracey F. Hedrick Lassiter	Larinda J. King	Larinda J. King
Reyna V. Alvarado Rivera	Ashlee M. Blackard	Tinia W. Campbell Piard	Nicole L. Davies	Casie Hembree	Sandra G. Kirchhoff	Sandra G. Kirchhoff
Ilse K. Amateco Nava	Sabrina R. Blackwell	Rosa M. Campos	Susan C. Davis	Patricia W. Henderson	Andrea R. Klahn	Andrea R. Klahn
Rubi Amateco-Nava Vazquez	Jodi E. Bland	Yolanda Campos	Lorena de la Cruz	Marni M. Hendricks	Fraida M. Klein	Fraida M. Klein
Kristi M. Anderson	Brenda J. Bockelman	Yvonne L. Capehart	Jeffrie A. DeBrill	Dena R. Hennlein	Nechama Klein	Nechama Klein
Teri E. Anderson	Twanna D. Bogan-Cobbs	Betzabeth H. Carachure	Jillian Decker	Erika Hernandez	Marilyn J. Koci	Marilyn J. Koci
Arianna Anguiano	Suzanne T. Boggs	Cheryl W. Carey	Sandi Gaither	Estela Hernandez	Nocona L. Koenig	Nocona L. Koenig
Nyanne Applegate	Kathleen Bonadie	Natalie Cargile	Bianca G. Gallardo	Ingrid Y. Hernandez	Lynn Krauss	Lynn Krauss
Veronica Araiza	Debra A. Bonner	Kimberly Carlin	Bailey F. Gallo	Irma Y. Hernandez	Yaneth Labra	Yaneth Labra
Blanca Arellano	Bonnie Booth	Elizabeth J. Carlson	Cassandra Gamblin	Ynocenta Hernandez	Angela P. LaFrance	Angela P. LaFrance
Michele M. Armes	Lauren Boscoe	Emma Carrillo	Elizabeth M. Garcia	Arcenia Herrera	Daphne B. Lambert	Daphne B. Lambert
Justine Armes Wenzel	Maria G. Botello	Tiffany G. Carter	Juana Garcia	Miriam Herrera	Sandra Langford	Sandra Langford
Lynn Armstrong	Shelley Bottiaux	Belinda Carver-Taylor	Maria G. Garcia	Cindy L. Hess	Faylene R. Lankford	Faylene R. Lankford
Cynthia Arne	Duana Boudreaux	Barbara D. Casper	Maribel Garcia	Julie Hetherington	Connie Lara	Connie Lara
Lori Arnold	Melissa S. Bouwman	Pamela L. Castellana	Natalia V. Garcia	Cindy L. Hille	Silvia Larios	Silvia Larios
Carmen Arteaga	Cheryl Bower	Lupita Castillo	Jennifer R. Gardner	Evelyn M. Hilt	Jamie L. Lawrence	Jamie L. Lawrence
Graciela Arteaga	Kayla R. Bowles	Marisela Castillo	Ana K. Garibay	Elaine Hipsher	June Layne	June Layne
Meka Asbury Backman	Carla B. Bowling	Anna Bell Castro	Ruby Garner	Monica Hirsch	Elizabeth Lazzcano	Elizabeth Lazzcano
Ellen K. Ashcraft	Amy J. Bowman	Aracely Castro	Raquel Garza	Crystal M. Hoch	Fecleia N. Lee	Fecleia N. Lee
Brenda Ashlock	Lanette L. Bowman	Ileana P. Castro	Tammy M. Gasperson	Christine M. Hoekstra	Rayna Lee	Rayna Lee
Jean A. Aswell	Lynne H. Bowman	Maria E. Cattano	Linda S. Gates	Connie L. Hoffman	Rosita C. Lee	Rosita C. Lee
Rhonda C. Atkinson	Leah A. Bradshaw	Rafaela Y. Ceron Roblero	Dana W. Gattis	Mary M. Hoffman	Stephanie L. Lenard	Stephanie L. Lenard
Beth S. Austin	Nancy L. Brailsford	Lidia L. Cerron	Rebecca Geltzer	Adrienne D. Hollifield	Rosa Leon	Rosa Leon
Daleen R. Avalos	Elizabeth O. Branco	Michelle Dutton	Jan L. Gensel-Bates	Barbara Holly-Lutalo	Mayra Leos	Mayra Leos
Elsa Avelar	Freda S. Brattain	Charisse Edwards	Dale George	Julie Holmberg	Svetlana Lipsey	Svetlana Lipsey
Maria Avila Huerta	Mayte Brena	Meredith A. Edwards	Oralia Gil	Cyndi Holt	Faylene F. Little	Faylene F. Little
Maria G. Avila-Marrufo	Doreen Brennan	Stefanie Effler	Rachel Gildea	Nikki R. Hopkin	Christina A. Lofthus	Christina A. Lofthus
Jaci J. Baccus	Cathy J. Breslin	Kathryn Egenberger	Brenda L. Gill	Margaret H. Horner	Katherine L. Longley	Katherine L. Longley
Jewel Bailey	Vickie D. Bridgeman	Margarita Elisea	Maria B. Godinez	Courtney E. Howe	Elvia Lopez	Elvia Lopez
Charman D. Baker	Jenny L. Briggs	Wanda D. Elwell	Sharon L. Goettler	Tina M. Howe	Jael Lopez	Jael Lopez
Eduardo J. Balcazar Pasco	Martha R. Briseno	Beth B. English	Adriana Gomez	Bridget N. Howerton-Adams	Lucina Lopez	Lucina Lopez
Ericka Balch	Judith Brito	Alyssa R. Epperson	Ana R. Gomez	Lynn F. Huckels	Maria V. Lopez	Maria V. Lopez
Karen I. Banks	Maria Brito	Debbie Erturk	Leidy D. Gomez	Cherrisa C. Hulet	Marisol Lopez	Marisol Lopez
Alicia J. Bankston	Artelia Brito Ramirez	Diega Escamilla	Natalie L. Gongloff	Erika D. Hulm	Silvia Lopez	Silvia Lopez
Gaillann V. Baptiste	Lourdes Brito Ramirez	Concepcion Escobedo	Jacqueline S. Gonzales	Chasity T. Humphries	Angeles Lopez Ortuno	Angeles Lopez Ortuno
Ester M. Barahona	Kelly I. Brock	Araceli Esquivel-Angel	Kimberly A. Gonzales	Melissa A. Hurd	Victalia Lorenzana	Victalia Lorenzana
Jazmin Barahona	Desiree T. Brooks	Celia E. Estrada	Tracy A. Gonzales	Jemma H. Imwalle	Karen L. Lorenzo	Karen L. Lorenzo
Laura Barajas	Susan W. Brooks-Morris	Dee Evans	Claudia E. Gonzalez	Sarah Irvin	Shari C. Loving	Shari C. Loving
Maggie Barber	Beverly M. Brown	Stacia C. Even	Linda M. Gonzalez	Marinely Isguerra	Maria D. Loyd	Maria D. Loyd
Josefina Barboza	Brenda D. Brown	Larica J. Fair	Olivia Gordon	Kamie K. Ishmiel	Elizabeth Ludd	Elizabeth Ludd
Laurieann Barclay	Candy I. Brown	Carmen M. Fallas	Monica S. Goubeaux	Barbara Jackson	Phyllis L. Lynch	Phyllis L. Lynch
Alison K. Barnes	Chasity M. Brown	Melva M. Farquharson	Glennita Grant-Greene	Vicki Jackson	Fermina Macario-Campos	Fermina Macario-Campos
Sebronette Barnes-Aborom	Darlene Brown	Laurie M. Farris	Venus A. Gravador	Lois Jackson-Taylor	Hilda M. Magana	Hilda M. Magana
Holly L. Bartz	Hyacinth I. Brown	Mary E. Feikes	Glenda D. Graves	Norenda M. James	Sagrario M. Magana	Sagrario M. Magana
Victoria J. Baseggio	Merlinda N. Brown	Bertha L. Felix	Alexis N. Gray	June V. Jarvis	Sheila Magana-Medina	Sheila Magana-Medina
Pamela Basore	Tamara L. Brown	Jodi L. Feller	Alyssa M. Graywater	Verlyn D. Jenkins	Kelly Magoon	Kelly Magoon
Patricia Bass	Taliah R. Brown-McCoy	Karina Fernandez	Julie A. Griffin	Meaghan K. Jensen	Flor D. Maldonado	Flor D. Maldonado
Donna M. Batcheller	Sharon M. Brumbaugh	Maria E. Fernandez	Michele Griffith	Janet R. Johnson	Margarita Maldonado	Margarita Maldonado
Jacquelyn G. Bates	Geneva M. Brumley	Columba Contreras	Tracy Grodsky-Dunn	Lisa D. Johnson	Dwana L. Malone	Dwana L. Malone
Nicole A. Bauer	Gayle S. Bruney-Phillip	Juana Contreras	Gabriela Guerrero	Melissa Johnson	Cindy Malphrus	Cindy Malphrus
Misti Bauman	Sherri J. Buckner	Diana I. Coot	Xiomara Guevara Flores	Nancy C. Johnson	Natalie C. Marignoni	Natalie C. Marignoni
Kristalene M. Bautista	Kerri L. Bunker	Kayla T. Cornish	Jennifer K. Guidry	Susan M. Johnson	Jennifer E. Marinacci	Jennifer E. Marinacci
Maria L. Bautista	Chandra D. Burke	Gabriela Cortes	Janet L. Guimet	Elizabeth Johnson-Moore	Lisa M. Mark	Lisa M. Mark
Jane F. Beatty	Linda A. Burns	Danielle Coughlan	Candida Gutierrez	Eve S. Jones	Karen Marquez	Karen Marquez
Veronica Becerra	Chris Burnside	Megan Coutts	Lisa M. Gutierrez	Susan D. Jonason	Maria Mars	Maria Mars
Ashley R. Becker	Amy J. Burris	Diane Covington	Luz M. Gutierrez	Genice G. Jones	Jeannie P. Martellaro	Jeannie P. Martellaro
	Charisse Burton	Chastity B. Cox	Evelyn Guzman	Melanie B. Jones	Belle L. Martin	Belle L. Martin
		Christy R. Cox	Eleanor E. Gwyn-Jones	Michelle D. Jones	Aimee G. Martinez	Aimee G. Martinez
		Andrea A. Crider	Meilian Flanagan		Aracely Martinez	Aracely Martinez

Pearl Stars, cont.

Isela M. Martinez
 Laura E. Martinez
 Leonarda Martinez
 Lilia Martinez
 Maria I. Martinez
 Catalina Martinez
 Maria L. Martinez Cabrera
 Eloina Martinez Zarate
 Dawn M. Mas
 Phyllis L. Mason
 Phyllis P. Mathis
 Peggy Matish
 Elsie A. Matlock
 Cycelia D. Matthews
 Dwauna Maura
 Angela D. Mazzitelli
 Kim D. McClure
 Anita McCormick
 Orrice D. McCray
 Regina I. McDermott
 Sandy McKee-Rini
 Adelaide McKeever
 Karen L. McNairn
 Jennifer J. McNulty
 Debbie L. McWilliams
 Meghan N. Meche
 Minerva Medina
 Magdalena Mejia
 Ileana Melgarejo
 Mateo Mendez
 Jessica M. Mendieta
 Yelitza Mendoza
 Pearlene Menogan
 Lorena A. Merlos
 Linda F. Merritt
 Donna J. Meshanko
 Kathryn Messenger
 Evette Y. Meyer
 Jeannie S. Meyer
 Mindy A. Meyer
 Carely A. Meza
 Carmen Mihai
 Kerin Miller
 Marie G. Miller
 Eudene Miller Simmons
 Stephanie Mills
 Dynetta M. Minter
 Hester M. Mitchell
 Maria d. Mohamed
 Alyssa R. Mohler
 Maria Montes
 Janeth Montoya
 Cathy K. Moore
 Kimberly Leigh Moore
 Paige Moore

Maria Mora
 Beth E. Morales
 Anna Moreno
 Bobbie Jo Morgan
 Cynthia A. Morgan
 Erin N. Morrow
 Donna Moyer
 Viki L. Moyers
 Claudia J. Murdock
 Alisa R. Murray
 Cara I. Murray
 Elizabeth A. Musani
 Pilar Najera
 Mary W. Napps
 Donna M. Naumowich
 Rachel E. Naylor
 Sarah L. Neal
 Nina Hansey Nearhoff
 Maria G. Neboschick
 Susan M. Neel
 Amanda Neff
 Judy L. Newberry
 Jennifer Newton
 Katie D. Nichols
 Peggy Nichols
 Shirley Nichols
 Jackie M. Nicodemus
 Reyna Nieto
 Brooke B. Noble
 Vivian L. Norman
 Irma Nunez
 Rebekah O'Meara
 Patricia A. Oakley
 Elva Obregon
 Josi Oettle
 Jackie Olson
 Traci J. Olson
 Suzett Oppenheimer
 Victoria P. Ore
 Manuela Ornelas
 Margarita Orozco
 Maribel Orozco
 Mayra L. Orozco
 Elena L. Ortiz
 Irene N. Ortiz
 Angie Pagel
 Patricia Palomares
 Michelle L. Paulson
 Cheri Pearce
 Alejandra Penaloza
 Shirley C. Penix
 Kimberly M. Perkins
 Linda S. Perry
 Maryann Perry
 Joyce Perry-Arthur
 June Peters-Brown

Noreen P. Phelan
 Vernie Phillip
 Sami L. Phillips
 Jeri Pierce
 Leticia Pineda
 Maria Ermelinda Pineda
 Maria Pinon
 Karla R. Plantan
 Amanda K. Poinsette
 Delia Ponce
 Karen Ponce
 Elizabeth A. Poole
 Michelle C. Pope
 Barbara Popowski
 Shelley R. Porier
 Ashlie S. Potter
 Tracy Potter
 Kellie L. Powell
 Ilana T. Prager
 Heather D. Pratt
 Elizabeth A. Prauner
 Taylor Presley
 Kameron Price
 Latisha Price
 Terri Price
 Terrie L. Price
 Sandra Prieto-Hindu
 Piper Prinzi
 Carolan Prisco
 Allison M. Pruitt
 Barbie L. Pruitt
 Pamela O. Pruitt
 Barbara Quaintance
 Mathewson
 Marie C. Quick
 Maribel Rada
 Marcia Radford
 Patty A. Radford
 Christina T. Ramirez
 Graciela Ramirez
 Irma Ramirez
 Lorena P. Ramirez
 Democrito Ramirez
 Hernandez
 Crescencia Ramos
 Escoto
 Tennile Ramsay
 Tina Randall
 Dara L. Randel
 Luz I. Rascon
 Chastey Y. Rayford-Gibson
 Hannah G. Redmon
 Raiza Reichman
 Carolyn A. Remington
 Karla M. Reno
 Rocio Renteria

America G. Reyes
 Elsa Reyes
 Robyn L. Riddle
 Deborah Riley
 Terri L. Rinko
 Lori A. Ritzel
 Silvia Rivera
 Graciela Rivero
 Martie M. Roberts
 Kathi Rocheleau
 Ruth Eunice Rodas
 De. Cifuentes
 Leilani C. Rodgers
 Maricela Rodriguez
 Nora Rodriguez
 Rosalva Rodriguez
 Linda F. Rogers
 Rosalinda Rojas
 Mireya Romero
 Smarling L. Roque
 Christi Rossi
 Amanda Rothermich
 Dawn Rowland
 Terri J. Royer
 Chavy Rubin
 Gilda Ruff
 Dedra Rupard
 Diane M. Russell
 Henrietta Rutherford
 Lorie F. Ryon
 Lorena Saavedra
 Julia Salas
 Barbara Saldana
 Veronica Salgado
 Margarita Samano
 Amy R. Samuels
 Roxana J. Sanchez
 Roxana Sanchez
 Rosa A. Sanchez-Duran
 Silvia X. Sandobal
 Escobar
 Karla Sandoval
 Alma D. Santos Soto
 Julie B. Sapp
 Melinda R. Satorius
 Gretchen Y. Saunders
 Melyssa H. Savage
 Melissa A. Scally
 Rita Schaefer
 Mary C. Schmid
 Kelsey Schoon
 Jessica N. Schultz
 Natalie D. Schultz
 Joyce E. Schulz
 Linda A. Schulz
 Tiffany D. Schuman
 Esther Schwartz

Melanie Schwartz
 Jessica Scola
 Gail S. Scott
 Renita L. Seabrook
 Ingrid E. Seals
 Lisa C. Seifert Weigelt
 Monica Serrano
 Patricia L. Shallenberger
 Stephanie T. Shar
 Jacqueline J. Shaw
 Jane Shaw
 Cynthia S. Sheppa
 Ann W. Sherman
 Gina L. Shetzer
 JoAnna P. Shipe
 Tamala G. Shrum
 Jennifer R. Shuler
 Laurie A. Shumate
 Marcela Sierra
 Ciria D. Sifuentes
 Amy R. Sigler
 Kathy L. Silva
 Shirley Singh
 Charlyn M. Singleton
 Linda P. Small
 Faye W. Smith
 Sonya K. Smith
 Tina B. Smith
 Melissa K. Smyre
 Jodie L. Solberg
 Cindy L. Soots
 Wendy L. Sorensen
 Angela K. Sorenson
 Sanjuana Sosa
 Luz M. Soto
 Daniella M. Southall
 Teresa G. Souther
 Lesley Speas
 Katie R. Spellmeier
 Barbara Springfield
 Marcia Y. Spruill
 Judy L. Staats
 Jennie R. Stafford
 Rebecca S. Stallings
 Cynthia Stanley
 Gloria J. Stanley
 Rachel Statile
 Wendy Steck
 Cynthia B. Steed
 Stacy Steele
 Twyla M. Steenblock
 Donna Stephano
 Julia M. Stern
 Michele Stewart
 Regina L. Stoltzfus
 Ronna Sue Stubbs

Letty Stutheit
 Karla J. Stutzman
 Dalia M. Suarez
 Fernina G. Suastegui
 Constanza C. Sweeney
 Careda Taylor
 Leola R. Taylor
 Karen A. Temple
 Albert J. Tenpenny
 Glynnis L. Thatch
 Barbara L. Thomas
 Brenda Thomas
 Jennifer Thomas
 Susan R. Thomas
 Anna F. Thompson
 Claudette Thompson
 Erika K. Thompson
 Gloria Thompson
 Idesther V. Tillmon Bush
 Esmeralda Torres
 Kathy J. Totterdale
 Maria Trejo
 Leah M. Tripp
 Georgia C. Turner
 Tamika L. Turner
 Lindsay M. Tuttle
 Tonia R. Tuttle
 Debbie Tweedie White
 Tanya G. Tylutki
 Jaclyn L. Ulmer
 Olga M. Urbina-Padilla
 Maria I. Valadez
 Ana R. Valdez
 Gina Van Fleet
 Susan VanBenschoten
 Michelle L. Vance
 Teri S. Vanderkamp
 Aurelia Vargas
 Maria De Jesus Vargas
 Mirtha Z. Vargas
 Shirley P. Vargas
 Edelmira Velasquez
 Elda Ventura
 Silvia Veyra
 Felicia J. Vice
 Kimberley Victor
 Elvia Villalba
 Laura M. Villalpando
 Blanca Virrueta
 Marie E. Vlamink
 Julie A. Vlietstra
 Nancy E. Vogel Breving
 Angela D. Walker
 Debra L. Wallace
 Amanda J. Wallace-Drumheller

Carol A. Walsh
 Raseen J. Ward
 Cindy Watkins
 Kesia Webb Dailey
 Meredith Weddle
 Cathy Welch
 Sandy A. Welch
 Debbie A. Weld
 Joycelyn B. Westbrooks
 Hazel White
 Lauren White
 Pauline White
 Nedra White Wartham
 Aleesa C. Whiteis
 Tamara L. Whiten
 Lori Whitnell
 Charmaine Williams
 Daisy E. Williams
 Elaine V. Williams
 Janice F. Williams
 Lafreda D. Williams
 Mae F. Williams
 Marilyn D. Williams
 Pauline D. Williams
 Beth H. Williamson
 Taylor D. Willis
 Jean A. Wilson
 Viveca C. Wilson
 Charmayne Wilson-Mayowa
 Jillian R. Wise
 Debra J. Witmer
 Cindy Woodard
 Lisa Woodruff
 Ashley Wright
 Judi H. Wulf
 Kathy Wylder
 Fredericka Wynn
 Maribeth G. Yoder-White
 Courtney H. Young
 Hope M. Zackery
 Patricia A. Zannino
 Bertha C. Zapata
 Lauren N. Zearfaus
 Radha Zervakos
 Melissa Zoulek
 Rubi K. Zuniga
 Igor Khasidovich
 Georgette Noa Morales
 Juany E. Rojas



HAVE A HIGH SELF-ESTEEM. WE'RE ALL DIFFERENT. EACH OF US IS ONE OF A KIND. GOD PLANTED THE SEEDS OF GREATNESS IN YOU, AND ALL YOU HAVE TO DO IS REACH DOWN WITHIN YOURSELVES AND BRING THOSE SEEDS INTO FRUITION./TEN UNA AUTOESTIMA ALTA. TODOS SOMOS DIFERENTES. CADA UNO DE NOSOTROS ES ÚNICO. DIOS SEMBRÓ LAS SEMILLAS DE LA GRANDEZA EN TI; TODO LO QUE TIENES QUE HACER ES LLEGAR A TU FONDO Y HACER QUE ESAS SEMILLAS GERMINEN.

Mary Kay

CADILLAC QUALIFIERS

CALIFICADAS DEL CADILLAC

March/Marzo 2019

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



Laurieann Barclay
Dumont, NJ



Shelley Bottiaux
Spanish Fort, AL



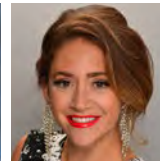
Elizabeth Carlson*
Green Bay, WI



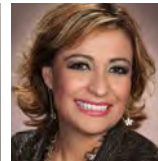
Maria Claxton-Taylor
Ooltewah, TN



Joli A. Dockery
Levelland, TX



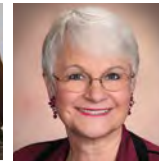
Jordan Eicher
Mooreville, NC



Margarita Elisea
Federal Way, WA



Jan L. Gensel-Bates
Flushing, MI



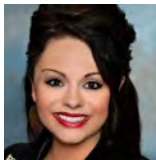
Marjorie S. Haun
Anchorage, AK



Autumn R. Heble Britton
Topeka, KS



Marni M. Hendricks
Green Bay, WI



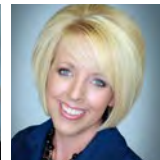
Adrienne D. Hollifield
Manning, SC



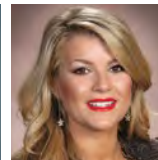
Linda A. Holmquist
Lancaster, CA



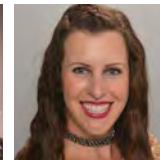
Chasity T. Humphries
Florence, SC



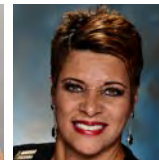
Miranda Kantor*
Loveland, CO



Andrea R. Klahn
Lowell, MI



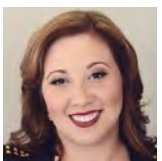
Katherine L. Longley
DE Pere, WI



Belle L. Martin
Fayetteville, NC



Dwauna Maura
Laurel, MD



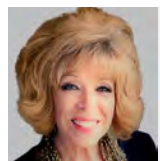
Kimberly Leigh Moore
Harrisburg, PA



Julie Neal
Green Bay, WI



Sarah L. Neal
Muldrow, OK



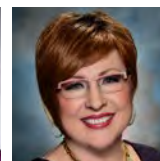
Karen Ponce
Shipshewana, IN



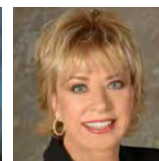
Keita Powell
Bowie, MD



Kathy L. Silva
Modesto, CA



Debra L. Wallace
Yoakum, TX



Patty Webster
Weston, FL



Mary K. White
Lawton, MI



Not pictured/Sin foto: *Epsie J. Elmer, Fort Wayne, IN; Monica S. Goubeaux, Versailles, OH; Patricia W. Henderson, Hughesville, MD; Debbie P. Roberts, Asheboro, NC; Julia M. Stern, Lancaster, PA; Kate Young, Sumner, IL.*

**Denotes December qualifier. / *Denota que calificó en diciembre.*

TOP 10 ALL-STAR

PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STAR)

March/Marzo 2019

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in *All-Star* Star Consultant consistency challenge during the third quarter September to March 2019./ Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 más altos montos de crédito de concurso en el reto de la constancia *All Star* (Siempre Estrella) de Consultoras Estrella durante el tercer semestre de septiembre a marzo de 2019.

1. Sales Director
Kelly M. Freeman
Atlanta, GA
Diamond Seminar
90,768

2. Sales Director
Claudia Chavez
Siloam Springs, AR
Diamond Seminar
65,326

3. Sales Director
Angela P. LaFrance
Miramar, FL
Sapphire Seminar
63,184

4. Sales Director
Meilian Flanagan
Oakland, CA
Sapphire Seminar
60,648

5. Sales Director
Maureen E. Gordon
Plantation, FL
Diamond Seminar
59,465

6. Yuko Yasuma
D. Stevens Unit
Anaheim, CA
Emerald Seminar
57,705

7. Sales Director
Janet L. Guimet
West Valley City, UT
Sapphire Seminar
57,639

8. Sales Director
Cynthia M. Adams
Chambersburg, PA
Diamond Seminar
51,030

9. Sales Director
Gloria Bello
Powder Springs, GA
Ruby Seminar
50,565

10. Sales Director
Rachel Mega
Lawrenceville, GA
Ruby Seminar
50,194

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

Mary Kay



Go-Give® Award



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



SAPPHIRE

Kristie Bogar

Independent Sales Director

Began Mary Kay Business
February 2000

Sales Director Debut
July 2006

National Sales Director
Mary Kay National Area

Honors Circle of Honor; 10-times
Sales Director Queen's Court of
Personal Sales

Personal Lives in Bismarck, N.D.
Husband, Brent; daughter, Hope

“I am motivated to help others because I long to be an encouragement, joy-giver and a help to others. I am thankful for Mary Kay and the opportunity it has brought me to be a part of so many people's lives. I believe God has given each of us unique gifts to use to the best of our ability, and I love helping others discover and use their unique gifts. It is my desire to live by the command found in John 15:12, Love each other as I have loved you.”

Independent Beauty Consultant Shandi Quamme of Williston, N.D., says, “When I first met Kris, I was intrigued by how passionate and caring she was. All throughout her battle with breast cancer, her spirit and passion for Mary Kay still shined just as bright. She has the most Go-Give spirit, not just in her business, but in her whole life.”



EMERALD

Diana Figueroa

Independent Executive Senior
Sales Director

Began Mary Kay Business
May 2014

Sales Director Debut
December 2014

Offspring seven first-line

National Sales Director
Dayana Polanco

Honors Star Consultant; two-times
Queen's Court of Sharing; two-times
Circle of Achievement; Double Star
Achievement

Personal Lives in Pearland, Texas.
Husband, Jorge; daughters: Lucia,
Gloria

“I am motivated to help others because I like to be the difference in the lives of others. It fills me with happiness and enthusiasm to know that I am useful. Helping others is my way of showing gratitude for so many blessings my family and I receive on a daily basis.”

Independent Beauty Consultant Gertrudis Rodriguez of Pembroke Pines, Fla., says, “Diana gives her love and passion not only to her unit and offspring Sales Directors in Houston, but to her entire Mary Kay family in Miami. During Hurricane Harvey, Diana provided material support and gave strength to her unit and adoptees. Go-Give spirit, excellence and humility are the marks of her leadership!”



DIAMOND

Marisol Bennett

Independent Senior Sales
Director

Began Mary Kay Business
April 2009

Sales Director Debut
October 2011

Offspring one first-line

National Sales Director
Dawn Dunn

Honors Star Consultant

Personal Lives in Longwood, Fla.
Husband, Robert; son, Robert III;
daughter, Lenee

“I am motivated to help others because it brings me joy to see others succeed.”

Independent Beauty Consultant Lisa Grace of Tekamah, Neb., says, “Marisol is the epitome of Go-Give. She will go out of her way to ensure we have the knowledge, tools and resources available to help us succeed in our own businesses. I have had some personal issues happen in my life, and not one time has she given up on me. In my opinion, that is the best example of a Sales Director who knows the true meaning of Go-Give, and I am blessed that she is my Sales Director!”



RUBY

Lisa Prescott

Independent Sales Director

Began Mary Kay Business
March 2000

Sales Director Debut
November 2001

National Sales Director
Mary Kay National Area

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

Personal Lives in Walker, La.
Husband, Bryan; daughters: Katelyn,
Olivia

“I am motivated to help others because it is simply the right thing to do. One of the greatest honors we have is to serve others. It brings me the greatest joy knowing that I had a hand in molding and mentoring a woman, who in turn is able to change the legacy of her family for generations.”

Independent Beauty Consultant Amy Bebee of Lake Charles, La., says, “Lisa gives herself wholeheartedly to her customers, Beauty Consultants, fellow Sales Directors and several adoptees. She unselfishly devotes her time and energy into helping everyone she comes in contact with to become a better version of themselves. She IS the Go-Give spirit!”

One Woman Can[®] MORE THAN A PRETTY FACE

From product-lover to Mary Kay enthusiast, Taylor McKnight learned firsthand how Mary Kay can mean so much more than fabulous products and beautiful skin.

Taylor loved her *Mary Kay*[®] products so much that after a year as a customer, she inquired about the opportunity and potential discount she could receive if she started a Mary Kay business. Now, two years and three Mary Kay Career Cars later, this Independent Future Executive Senior Sales Director knows she made the perfect choice to become an Independent Beauty Consultant.

“Initially, I came to get a deal on my microdermabrasion, and today, I’m driving a pink Cadillac[®],” says Taylor.



“God puts us in situations to help us grow and live our lives to their full potential. I never want to deny anyone this amazing opportunity.”

DRIVER’S SEAT

Until her Mary Kay business, Taylor says she job-hopped every few years mainly because she felt unfulfilled or she saw limited opportunities for advancement. “I’m competitive. I like to set goals and achieve them, and I like to be acknowledged for my work. My Mary Kay business checked all those boxes and so much more.”

Not surprisingly, Taylor quickly saw how she could earn more money by consistently holding parties and sharing Mary Kay with others than she could at her nonprofit job.



“God puts us in situations to help us grow and live our lives to their full potential.”

“I’m competitive. I like to set goals and achieve them,
and I like to be acknowledged for my work.”



#VROOM



#HUBBY

ENTHUSIASM SELLS

“Looking back, I didn’t really know what I didn’t know! I was just excited and knew the products were amazing, and I shared that enthusiasm at parties.

My Independent Sales Director at that time was **Jamie Taylor** (now **Executive Senior Sales Director**). She explained the inventory options, and it made sense to me. I placed my \$600 wholesale Section 1 order and started booking parties. I committed to do a Power Start (30 faces in 30 days) and got my first team member within the first week — my cousin, Independent Beauty Consultant Jackie Carpenter. One of my parties canceled, so I called Jackie to practice on her. We did a facial on her bed with her family all around!”

UP TO ME

“My advice to anyone is to start today! Set a goal, and work hard to achieve it. I went on-target for a Mary Kay Career Car, then went into Sales Director-in-Qualification and became an Independent Sales Director early in my Mary Kay business. I just made my initial contact list and booked parties. At those parties, I got more referrals and booked more parties. It’s a cycle that just keeps going for me today!

I am proof that you don’t have to be good at everything. The amazing products, coupled with your enthusiasm, sell themselves.” 💕



CUSTOMER REFERRAL GAME

“I learned this tip to get referrals at parties at Seminar.

‘Imagine you’re lost on a desert island. In the distance, you see a boat with a camera crew and Oprah eager to interview you. What one makeup item do you need to make you feel good?’ Customers list their item.

OK. How’d you like to get that item at 50 percent off? It can be yours. Just write down five names of friends, along with their preferred contact information, who you think would like to be pampered with a complimentary Mary Kay facial.”



BEIGE W 160



BRONZE C 180



IVORY N 160

It's What's *Underneath*

FOUNDATION INSPIRED BY YOU!

TIMEWISE 3D™ FOUNDATIONS, \$25 each

The [TimeWise® foundations](#) your customers love just got an upgrade! Perfect for those who want:

- Age-defying benefits with patent-pending *Age Minimize 3D*™ Complex that includes encapsulated resveratrol, dual-benefit vitamin B3 and age-defying peptides.
- A perfect shade match – thanks to new *IntelliMatch*™ Technology.
- Buildable, medium-to-full coverage.
- 12 hours of wear.
- Humidity- and sweat-resistant formula

NEW! MARYKAY® BLENDING BRUSH, \$16

Superior blending in our most densely packed brush! Expert results! High-quality brush empowers your customer to be her own makeup artist as it helps **evenly apply foundation** for an **effortless finish**. Great for full-coverage foundation application. Watch a **how-to video** on *Mary Kay InTouch*® > Products > Product Central.

INTELLIMATCH™ TECHNOLOGY FOR YOUR TRUE SHADE

This exclusive technology captured the authentic, true skin tones of women from around the world. The forehead, cheek and décolleté were scanned to capture more than 3,000 variations of tone for more accurate data. The result? A true match for a wide range of skin tones.

FOUNDATION FINDER TOOL

Use the **Foundation Finder Tool** to help choose her perfect match.

\$5 on Section 2. Also in Starter Kits.



HELP HER FIND HER TRUE SHADE.

Identify her general skin tone: ivory, beige or bronze.

FIND HER UNDERTONE.

TimeWise 3D™ foundations come in cool, neutral and warm undertones. To help determine her foundation undertone, ask how her skin responds to the sun. And if you're unsure, start with a neutral shade.

SHE'S MOST LIKELY

COOL

If she burns or turns red easily in the sun.

If skin tone stays the same all year.

NEUTRAL

If she sometimes burns, but her skin tone deepens afterward.

WARM

If she rarely burns.

If skin tone deepens after sun exposure.

All prices are suggested retail.



BEIGE W 100



BRONZE W 110



IVORY C 110

GREAT
BOOKING
TOOL!

MARY KAY
**FOUNDATION
of YOU
CONTEST**



MAY 16 – JULY 11, 2019

Find out how your customer can enter for a chance to win a **trip for two** to sunny Santa Monica for a weekend of celebrity treatment ... luxury beachfront accommodations ... a makeover and VIP photo shoot plus \$1,000 spending money. If she wins, you do too!

Get [details](#) on *Mary Kay InTouch*® > Contests/Promotions > Contests



Product not included

SPECIAL-EDITION† *TIMEWISE 3D™* FOUNDATION ORGANIZER

Create an elegant experience with this sleek case. **\$8** on Section 2.

RAVE REVIEWS FROM COAST TO COAST!

In an independent consumer study, 83 percent of women agreed, **“It’s my new go-to foundation.”**‡ In fact, they delighted, **“I’ve finally found the perfect foundation.”**†

Here are some reviews from women across the U.S. who tried and loved *TimeWise 3D™* foundations.

“ It matched my skin tone and reduced the appearance of my dark circles effortlessly. I did not need to touch up throughout the day. ”

– Misty B.,
South Amboy, N.J.

“ A lot of foundations for African-American women are really bad for undertones. This foundation had an undertone that matched my skin perfectly. ”

– Gadiel I., West Allis, Wis.

† Available while supplies last

‡ Based on panelists who agreed with the statement in a one-week independent consumer study in which 157 women used *TimeWise*® Matte 3D Foundation daily



Tip: “Perfect for a summertime foundation shade match. While I’m there, I’ll show her a new lipstick shade or ask if she needs mascara, sunscreen, etc. You’re never a bother — you’re providing great personalized customer service.” – **INDEPENDENT SENIOR SALES DIRECTOR SHAWNA SCHNEIDER, CALDWELL, KAN.**

SAMPLE, SAMPLE, SAMPLE!

- **TIMEWISE® MATTE 3D FOUNDATION SAMPLES, \$1.50, STRIP/6**

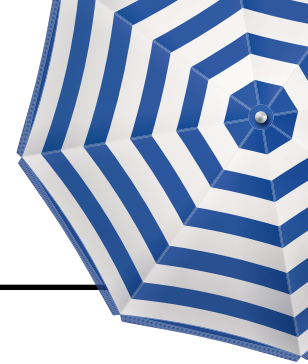
Great Deal!

- **TIMEWISE® MATTE 3D FOUNDATION SAMPLE BUNDLE,* \$21**

* Includes sample strip of each shade. Samples are available on Section 2.

Summer SKIN-SAVERS!

At home or on the go, Mary Kay Independent Sales Directors share their must-have summer products!



EK

Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,* \$22

Get complexion correction with a formula that acts like makeup and is formulated like skin care. An easy, out-the-door option without that “made-up” look. Five shades cover a wide range of skin tones. Suitable for all skin types.



HF

Special-Edition® Mary Kay® Sun Care After-Sun Replenishing Gel, \$15

After a day in the sun, enjoy this cooling, hydrating gel. Leaves skin feeling soft and silky, never sticky.



EK

Beauty Blotters® Oil-Absorbing Tissues, \$6, pk./75 tissues

Powder-free tissues instantly absorb excess oil without disturbing makeup, leaving a soft, matte finish.



JS

Mary Kay® Lash Primer, \$15

Add dramatic definition to your eyes to create fuller lashes when used as a base coat under mascara. Or wear the clear formula alone for a natural look. Helps mascara wear longer.



JS

Lash Love® Waterproof Mascara, \$15

Lashes appear fuller, lifted and multiplied, while looking naturally flawless, soft and healthy.



BP

Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50,* \$20

Advanced protection against sunburn and premature aging. Lightweight, oil-free.



JS

Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15,* \$20

Lightweight gel glides on easily to fill in imperfections and dries quickly to a matte finish for a flawless foundation application that enhances foundation benefits and extends wear.

EK



INDEPENDENT SENIOR SALES DIRECTOR ELIZABETH KRAMER, BISMARCK, N.D.

“I take travel-sized skin care sets while on vacation and offer quick facials to women I meet. I never leave home without having **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,* Beauty Blotters®**

Oil-Absorbing Tissues plus all of my favorite color products in my **Mary Kay® Travel Roll-Up Bag.**”

JS



INDEPENDENT SALES DIRECTOR JACQUE SCHUMACHER, MITCHELL, S.D.

“I sell lots of **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15,* Mary Kay® Makeup Finishing Spray** by Skindinavia, **Lash Love® Waterproof Mascara** and **Mary Kay®**

Lash Primer to help my customers look great all day and evening in the heat and humidity!”



Special-Edition[†] Mary Kay[®] Sun Care Subtle Tanning Lotion,[‡] \$18

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks.



Mary Kay[®] Sun Care Lip Protector Sunscreen Broad Spectrum SPF 15,^{*} \$10

Helps keep lips protected and guarded from the drying effects of the sun and wind.



Mint Bliss[™] Energizing Lotion for Feet & Legs, \$11

Helps tired feet and legs feel revived. Refreshing cool mint formula.



**INDEPENDENT SALES DIRECTOR
BARBARA POPOWSKI, IVANHOE, MINN.**

"My must-haves are *Mint Bliss[™]* Energizing Lotion for Feet & Legs and *Mary Kay[®]* Sun Care Sunscreen Broad Spectrum SPF 50.^{**}"



**INDEPENDENT SALES DIRECTOR
HEATHER FEIRING, EPPING, N.D.**

"My No. 1 summer must-have is *Mary Kay[®]* After-Sun Replenishing Gel. It soothes skin after sun exposure, and my customers love it as a moisturizer this time of year."

Lazy Days? Not Us!

These Independent Sales Directors tell us how they keep the parties going all summer long.



**INDEPENDENT SENIOR SALES
DIRECTOR SHAWNA SCHNEIDER,
CALDWELL, KAN.**

Your customers need products now as much as any time. If I don't service my customers routinely, they'll go elsewhere, and I certainly don't want that! You may need to be

more flexible now that school's out, and vacations are in, but that doesn't mean your business has to slow down. Try these themed parties!

- **Mani/Pedi** with *Satin Hands[®]* and *Satin Body[®]*.
- **Beach Babes** with *Mary Kay Chromafusion[®]* Contour and *Mary Kay[®]* Sun Care Subtle Tanning Lotion.
- **Vacation Prep** with sun care, color and a travel-sized set of their favorite skin care.
- **Class Reunion-Ready** where I pamper and facial to bring out their best!
- **Home From College** with all the latest skin care and color for co-eds.



**INDEPENDENT SALES
DIRECTOR LOLITA CLEVELAND,
BOLINGBROOK, ILL.**

It is easy to keep parties on the books. I love to create 30-minute product preview groups with our limited-edition products and 30-minute beauty experience

sessions. Some favorites are:

- **Luscious Lip Party** with lip liners, lipsticks and lip glosses.
- **Satin Body Party** for head to toe from the *Satin Lips[®]* Set to *Satin Hands[®]* and *Satin Body[®]*.

FACE Time

Think about it — 30 days to crush your Seminar goals. Who else can earn as they party?



\$110

MARY KAY
TIMEWISE

MARY KAY
TIMEWISE

MARY KAY
TIMEWISE

MARY KAY
TIMEWISE

TIMEWISE MIRACLE SET 3D®

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



Every product in the **TimeWise Miracle Set 3D®** has earned the Good Housekeeping Seal! This highly respected seal is only awarded for outstanding products and services that perform as promised and whose companies stand behind their product claims.

BEAUTIFUL SKIN IS IN!

Armed with the latest in skin care science, you've got the power to help your customers put their best face forward.

SCRIPT IDEA! Call, text or email. Start with, "Hi, [name]. It's Mary Kay Independent Beauty Consultant [your name]. I made a **personal goal to pamper 30 women this month** with a luxurious facial, and I chose you! You know this summer's hottest accessory is beautiful skin. If you'd like to invite a few friends over, we'll make it a party, and you can earn hostess rewards to apply toward anything you'd like to purchase. What day looks good?"

HOSTESS REWARDS:

Here's a guide for starters:

TOTAL PARTY SALES	10% With No New Bookings	15% With One New Booking	20% With Two New Bookings
\$500	\$50	\$75	\$100
\$400	\$40	\$60	\$80
\$300	\$30	\$45	\$60

FIND A HOSTESS BROCHURE ON SECTION 2. PK./10, \$1.50.

YOU HOLD THE KEY



MARY KAY

July 1, 2018 – June 30, 2019

Final Month!

Yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in June



JUNE 1–30:

IF IT IS TO BE, IT IS UP TO ME!

“Persistence sells. Did you know that 50 percent of all sales people give up when they fail to sell a customer on the first call? Only 25 percent make two calls, and only 12 percent make three.

Those who make three are the ones onstage in the Courts.”

– Mary Kay Ash

NEW! LIMITED-EDITION*
MARYKAY® MATTE
LIPSTICK IN PAPARAZZI
PINK, \$18

You can join Mary Kay's global ***Pink Changing Lives®*** Program and help change the lives of women and their families. In the U.S., from April 26 – Aug. 15, 2019, Mary Kay Inc. will donate \$1 from each sale of limited-edition **Mary Kay® Matte Lipstick in Paparazzi Pink**. In the U.S., Mary Kay is committed to helping women and their families through *The Mary Kay Foundation™* efforts to find cures for cancers affecting women and to help prevent domestic violence.

*Available while supplies last
Price is suggested retail.



You Hold the Key!



**INDEPENDENT
FUTURE
EXECUTIVE
SENIOR SALES
DIRECTOR
CLEA COLSON-
EYRE,
VALDOSTA, GA.**

“A Mary Kay business is FUN! There's no need to stress on knowing everything. When you're genuine and invite friends to share the journey with you, great things can happen.

One of my **new personal team members signed up three new personal team members within her first week** – not because of her experience but because of her excitement about the Mary Kay opportunity.

At Skin Care Parties. After I share why I love my Mary Kay business, I say, ‘*Mary Kay Ash always said there's one new Independent Beauty Consultant at every party. Who will that be? I wait to see who they point to and say, 'It could be ALL of you! Just watch and see how*

easy it is to read, flip and squirt!’

At the end, I **give her tickets for a product drawing** (one ticket for each referral she shares on her Customer Profile, five for booking a party and five for taking with her the team-building information.) I do individual closes. I share that if she wants to book a party and decides to start her Mary Kay business before her party, it can be **HER party, and all the customers and bookings from that party are hers.** A great incentive to start today!”

MARY KAY®

Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

PRSR STD
U.S. POSTAGE
PAID
MARY KAY INC.



#MYMKLIFE

MARY KAY
SEMINAR
2019

*Your Dreams
in Motion!*

DALLAS, TEXAS
REGISTER TODAY!