

JUNE 2006

MARY KAY®
Enriching Women's Lives™

Applause®

Embrace
the Moment
for Spring Gift Sales



Get Set for **Seminar**. Register **Today**.

get it **free** WITH YOUR ORDER†

MAY 16 - JUNE 15, 2006

Try It Now! Try It First!

Earn TimeWise® Even Complexion Essence, and you can start experiencing the benefits for yourself. Then you'll be able to tell your customers all about it. A bright, even tone to their skin is what women want from their skin care. And that's just what they'll get from new TimeWise® Even Complexion Essence (available for ordering on the June 16 Consultant order form). You'll want to try it now! For more information on this newest innovation in the TimeWise® lineup, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

TimeWise® Even Complexion Essence



TimeWise® Day Solution Sunscreen SPF 25† and TimeWise® Night Solution Samplers



SUGGESTED USE:

Do you still have customers who haven't been introduced to the Miracle Set? With these samplers of TimeWise® Day Solution Sunscreen SPF 25† and TimeWise® Night Solution, you can give them 24 hours of Pronewal™ daily protection and nightly renewal. Then you can follow up and see if they are ready for more!

Travel Roll-Up Bag



SUGGESTED USE:

Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You may also want to offer it free to customers who purchase four or more product sets.

Formulated with our patent-pending Lucentrix™ complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping to reduce visible dark spots and reverse skin discoloration.

† **New Independent Beauty Consultant Bonus!** Although this BizBuilders **bonus** is not available to new Beauty Consultants **with their initial order**, they are eligible for other exclusive bonuses. If you are a new Beauty Consultant, ask your Independent Sales Director how you can qualify for the *Ready, Set, Sell!* product bonus instead of BizBuilders when you place your initial order. Go to Mary Kay InTouch® and click on "Applause® Online" or see Page 17.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Even Complexion Essence	\$35
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs)	\$70
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs)	\$105
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs)	\$140
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs) 1 Travel Roll-Up Bag	\$175
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs) 2 Travel Roll-Up Bags	\$175
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs) 3 Travel Roll-Up Bags	\$175
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Even Complexion Essences 1 TimeWise® Day Solution Sunscreen SPF 25†/Night Solution Samplers (6 pairs) 4 Travel Roll-Up Bags	\$175

*Independent Beauty Consultants will receive Seminar 2006 contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted. Orders must be postmarked May 16 through June 15, 2006, to qualify for this bonus.

† Over-the-counter drug product

better together

Springtime is gift time, and nothing makes a gift more special than when it's a specially chosen combination of products put together just for the recipient. And offering to help a customer handpick a gift set for a graduate or group of bridal attendants is a great way to provide personalized service. Remember, this fresh season of renewal is the ideal time to offer a customer the perfect combination of products for her own unique skin care needs. It's a great way for her to create a pampering gift for herself!

A Gift for Herself

Introduce her to all the TimeWise® age-fighting products and help her create a combination to add to the Miracle Set that's ideal for her own unique skin care needs.

Online Gifts

Why not let customers know you can provide the convenience of online shopping during the spring gift-giving season? You can send MKeCards® letting them know all about the fabulous gifts available on your Personal Web Site With Shopping.

Gift Sets Galore

You can help customers find the perfect gift when you create presents from products – even regular-line ones! We've provided some suggestions on Pages 4 and 5.



make the **most** of a

If you have a customer who loves one TimeWise® product, chances are she'll love them all! Think of the TimeWise® collection as a deluxe set of products that work together to maximize anti-aging benefits. Why not make the most of this selling opportunity by introducing your customers to the whole package? You – and your customers – will be glad you did! Have a customer who loves the Miracle Set? Be sure she knows about the benefits of the newest TimeWise® innovations. And consider sharing a sample of the new TimeWise® Day Solution Sunscreen SPF 25* and Night Solution. You can mix and match product ideas according to your customers' needs!

Tell Her This Compelling Eye Story

Which eye cream is right for your customer? TimeWise® Age-Fighting Eye Cream is a lightweight, age-fighting eye cream that minimizes the appearance of fine lines and wrinkles. TimeWise® Firming Eye Cream is a thicker eye cream that also increases firmness, brightens and provides intense moisturization.

Let Her Kiss Lip Lines Goodbye

Create healthy-looking, younger-looking lips with TimeWise® Age-Fighting Lip Primer. Lipstick looks better longer as the Lip Primer fights fine lines and wrinkles on and around the lips – a common sign of aging.

Whatever
it's combined with,
the Miracle Set
makes a great gift.



miracle.

Let Her Experience Instant Gratification

Help your customers fight fine lines, refine pores and achieve beautifully smooth skin – *immediately* – with the TimeWise® Microdermabrasion Set. Did you know that the super exfoliating cream in Step 1: Refine contains the same exfoliating crystals dermatologists use? The triple tea complex serum in Step 2: Replenish transforms skin with a wonderful nourishing effect.

Introduce Her to Pronewal™

Are your customers aware of the advanced new formulas in the Miracle Set? TimeWise® Day Solution now has an SPF of 25 to help prevent skin damage and uneven coloration

before they occur. The new

TimeWise® Night Solution

delivers collagen-enhancing peptides to help fade deep lines and wrinkles; antioxidants for a brighter, more even skin tone; and Nutribeads®, our custom blend of vitamins A, C and E. Together, they deliver our exclusive round-the-clock Pronewal™ system with crucial daytime protection and boosted renewal at night.

Which Miracle Is She Looking For?

A premium collection of foundational products, the Miracle Set provides your customers with a beautiful beginning to a Mary Kay age-fighting beauty regimen: TimeWise® 3-In-1 Cleanser, Age-Fighting Moisturizer, Day Solution Sunscreen SPF 25* and Night Solution. To complete the set, help your customer select a foundation that's right for her.



let's talk about...

THE POWER OF PRODUCT KNOWLEDGE

This year it's projected that more than \$7 billion will be spent on skin care products. "It's pretty clear that women are willing to pay for products they believe will help them have beautiful skin," says **Dr. Myra Barker, Executive Vice President Marketing/Research and Development.** "That's why products with proven results, like the new Miracle Set, are vital to your success, because they deliver the benefits that women want." But before you can build a customer's confidence in our fabulous skin care products, you have to be informed.

Mary Kay always said that knowing your products and believing in them is the key to successful selling. "There's no substitute for firsthand knowledge," suggests Dr. Barker. "Testimonials are a powerful force in today's market, and there's no better way for a woman to feel confident about making a purchase than by talking to someone who's seen the results for herself." But knowing your products goes beyond trying them and loving them. By reading the copy on the packaging, in *The Look* or other brochures, you'll feel more confident in promoting a product's benefits.

You also can tell customers that Mary Kay's commitment is to deliver total customer satisfaction. Our expert Research and Development teams consult with leading dermatologists and scientists on a regular basis to ensure that Mary Kay® skin care products reflect the latest developments. "Many women today are visiting dermatologists' offices for various skin care concerns, as well as for treatments that aren't available in the home," says Dr. Barker. "You can actually look at that as being *good* for your business, because these women obviously care about their skin. If a doctor is unfamiliar with Mary Kay® products and the benefits they offer, you might give a customer a brochure, a product sampler or information printed from the Product Knowledge Web site to take with her. In that way, as the worlds of dermatology and Mary Kay continue to complement each other in the future, you can help build a bridge that can lead to your success."

To find the Product Knowledge Web site, go to Mary Kay InTouch® and click on LearnMK®, then "Product Knowledge."

Gift-Giving: it's in the air!

Spring – it's a time of celebration and whimsy. Those happy feelings are all around us, and you can help customers spread them around when you dress up products and turn them into presents! Just think of the many celebratory occasions – and gift-giving reasons – spring brings us each year.

for anytime



Turn Back Time Set

TimeWise® Firming Eye Cream
TimeWise® Microdermabrasion Set
\$85

"I Do" Look Polished

MK Signature™ Nail
Enamel in White Lace
MK Signature™
Top Coat
MK Signature™ Cream &
Sugar Lip Gloss
\$25



for the



Did you know that 60 percent
of gift purchases are made between
January and October?

(Source: Unity Marketing)

For more gift ideas, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

Gift sets include Mary Kay® skin care and cosmetics products. Other items are for merchandising ideas only. All prices are suggested retail.

Pre-Wedding Pampering Set

Private Spa Collection™

Embrace Romance® Candle Set
(limited edition, while supplies last)
Embrace Romance® Body Wash
Embrace Romance® Moisture Lotion
Embrace Romance® Sheer Fragrance Mist

\$62



bride



Wedding Day Essentials

MK Signature™ Facial Highlighting Pen
MK Signature™ Waterproof Mascara
in Black
MK Signature™ Bronze Highlighting
Powder
Foundation Compact
Round Powder Brush

\$57

for him

Domain® Plus Gift Set

Domain® Cologne
Domain® After-Shave Balm
Mary Kay® Moisturizing
Shave Cream

\$60



for the graduate

Velocity® for Her Set

Velocity® Facial Cleanser
Velocity® Lightweight
Moisturizer
Velocity® Eau de Parfum

\$50



Events to Keep in Mind

Weddings: Suggest gifts for the bride, her attendants, her mother and the groom's mother, and groomsmen.

Graduation Celebrations: Remind customers that it's never too early to start great skin care for him or her!

Springtime Birthdays: A bit of pampering is a great present.

Father's Day: June 18

Teacher Gifts: A great way to say "thanks."

You can help each customer find a look that reflects the season's current trends. Use our Color 101 Looks as a guide. Samplers let her fall in love from the start, but you'll want to remember that there are other great ways to promote these looks. You can mention them when you follow up with a customer about *The Look*. Consider mentioning the virtual fashion show on your Personal Web Site With Shopping – it also shows the Color 101 Looks for the quarter and runs through June 15. And why not provide each customer with the application tips, opposite, so she can make the most of her new look?

Tender Beauty Color 101 Look shown here.

looks as fresh as spring



Sweet Allure



Natural Harmony



Exotic Jewel

here's how

you can use these application tips to make the most of each Color 101 Look!

sweet allure

For Eyes:

- Apply Moonstone on browbone and along the inner third of your lower lashes.
- Apply Double Espresso (light) over the eyelid and blend where it meets Moonstone.
- Apply Sugarplum from lashes into crease and blend with Double Espresso. Apply along lower lashline and blend with Moonstone. Blend all well.
- Apply Charcoal eyeliner to upper and lower lashlines.

For Cheeks:

- Brush on Mocha Blush (light) cheek color.

For Lips:

- Line lips with Dusty Pink lip liner.
- Apply Sheer Blush lipstick.
- Finish with Cocoa Creme lip gloss.

Recommended MK Signature™ Nail Enamel shade:

- Lavender Moon

natural harmony

For Eyes:

- Apply Bamboo on browbone, lid and along the inner third of your lower lashes.
- Apply Rose Mist in crease, starting at the outer corner and blend where it meets Bamboo.
- Apply Lucky Penny along top lashline and into outside half of crease. Apply along lower lashline and blend with Bamboo. Blend all well.
- Apply Sable eyeliner to upper and lower lashlines.

For Cheeks:

- Brush on Pink Sapphire cheek color.

For Lips:

- Line lips with Chocolate lip liner.
- Apply Sunburst lipstick.
- Finish with Pink Allure lip gloss.

Recommended MK Signature™ Nail Enamel shade:

- Sunfire

tender beauty

For Eyes:

- Apply Tooti Fruiti (pink) on browbone, lid and along the inner third of your lower lashes.
- Apply Hazelnut in crease, starting at the outer corner and blend where it meets Tooti Fruiti.
- Apply Vintage Gold and blend along top lashline and into outside half of crease. Apply along lower lashline and blend with Tooti Fruiti. Blend all well.
- Apply Bronze eyeliner to upper and lower lashlines.

For Cheeks:

- Brush on Apricot Breeze cheek color.

For Lips:

- Line lips with Berry lip liner.
- Apply Whipped Berries lipstick.
- Finish with Watermelon lip gloss.

Recommended MK Signature™ Nail Enamel shade:

- White Lace

exotic jewel

For Eyes:

- Apply Goldenrod on browbone and along the inner third of your lower lashes.
- Apply Cinnabar over the eyelid and blend where it meets Goldenrod.
- Apply Rainforest from lashes into crease and blend with Cinnabar. Apply along lower lashline and blend with Goldenrod. Blend all well.
- Apply Charcoal eyeliner to upper and lower lashlines.

For Cheeks:

- Blend Santa Fe Sun cheek colors together.

For Lips:

- Line lips with Dark Chocolate lip liner.
- Apply Amber Suede lipstick.
- Finish with Beach Bronze lip gloss.

Recommended MK Signature™ Nail Enamel shade:

- Rich Berry



Joyce Robertson

it can work **for you.**



"People are busy now; many customers enjoy seeing what's new, and they like the convenience of seeing it all, delivered right to their house. Customers like to see the visuals of the products in The Look, and the sampler is great because it gets them using the product right away."

Joyce Robertson – Independent Senior Sales Director, McKinney, Texas



That's why Joyce has used the Preferred Customer Program **from the start of her business**, and today regards it as part of her business foundation. How can you make it work for you? Here are her suggestions:

- **Give it a try!** Sign up a group of your customers and practice following up with them. Then track the difference in your sales to those customers versus those whom you didn't enroll.
- **Stay up to date with your contacts.** Don't wait until the last minute to enroll all your customers – that could make the day of the deadline a hectic one. Instead, enroll as many customers as you can right away. You can add any new contacts with a second Preferred Customer Program order at the deadline.
- **Follow-up is key!** Sending mailers can get your customers excited about products; following up can result in sales.
- **Book classes from the sampler!** If your customer loved trying the new product, you could capitalize on her excitement. You might say something like, "You loved it? Great – because I can tell you how to earn it free! I'm sure you want to tell your friends all about it too."
- **Consistency is key.** Participate in the Preferred Customer Program consistently for a year, then compare to see if your sales have increased.

try **this.**

JUNE
15

Enroll customers to receive the new *Products to Simplify Your Life* brochure.

You have from now until June 15. The brochure, available without featuring the gift with purchase this time only, will mail in August and is all about skin and body care products that can simplify the lives of your busy customers! So enroll now and get ready for some hot sales this summer. Consider selecting a few dates on your calendar now so you know you'll have time to make those important follow-up contacts with customers who have received the *Products to Simplify Your Life* brochure in August.

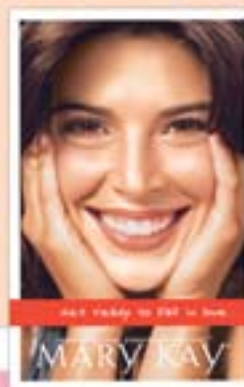
show your **best.**

Here's a great mix of customer sales tools you can use to build your business. Are you making the most of each one?



You can give the *Beauty Book* to customers at your skin care classes to guide them through your Flip Chart presentation. The wonderful photos and friendly format are sure to get them hooked on Mary Kay® skin care. Available on the Consultant order form.

Why not give this *Fall in Love* customer brochure to new or potential customers and give them a glimpse of the powerhouse skin care™ and captivating color™ they can experience with Mary Kay? The Company information included is a great way to start team-building conversations too! It's available through the Preferred Customer Program, First Steps (for new Independent Beauty Consultants) and on the Consultant order form.



You can mail this product catalog to customers through the Preferred Customer Program and get them excited about the new products you have to offer each quarter. Customers love shopping at home. *The Look* also helps them shop online – another shopping convenience! You can follow up with customers after they've received their mailing. They could be ready to order!

Which of your customers wouldn't want to get a beautiful brochure in the mail like those offered through the Preferred Customer Program? These consistent seasonal mailings keep customer interest strong!



MKeCards® and the *Beaut-e-News*™ can be sent to your customers anytime – just visit the Mary Kay InTouch® Web site and click on "Preferred Customer Program" under "myCustomers®." It's a great way to keep Mary Kay – and your Personal Web Site With Shopping – top of mind with your customers.

Start Now. Finish Strong.

Your 60-day guide to earning Seminar recognition

Last issue, we gave you some great news – it's not too late to qualify for Seminar recognition! We also gave you some ideas on how you might reach your goals in the next 90 days. So, have you started working toward your goals? Are you getting closer? Now that the calendar shows it's about 60 days until the end of the Seminar year, we've gathered some additional tips and advice. Read on!



*Stay excited
about reaching
your goal.*

First:

Celebrate all you have already achieved!

Recognize and congratulate yourself on all the accomplishments you've reached.

You'll want to stay excited about reaching your goal. Besides using goal posters and positive affirmations, you should remember

the LearnMK® Media Source. It offers many audio CDs of experienced, successful independent sales force members who provide inspiring, motivational stories and practical advice.

Next:

Assess how far you've come. About 30 days ago, you might have made a plan that broke down your larger goal into smaller monthly and weekly goals. If you meet each of those smaller goals, great work! If you missed any, you could consider refining your original plan to stay on track. You still have 60 days; that's plenty of time to catch up!

You may want to consider what kept you from meeting your smaller goals last month. For example, was the time you spent working your Mary Kay business not balanced

between office time, skin care

classes and team-building

appointments? If so,

don't be afraid to

make a new plan

that works better

for you. If there

are skills you can improve

to make reaching your goals easier,

now's the perfect time to learn more about them. Then

you can practice them every chance you have!

Think about reasons to contact customers – with gift suggestions for the spring, with great skin care products

that open the door to a selling dialogue and with exciting limited-edition color looks.



*Refine your plan!
Learn new skills!*



*Seek out
encouragement
and advice!*

Then:

Don't forget that your Independent Sales Director is a wonderful source of encouragement and advice. You might want to continually seek out her guidance with regular communication about your progress and success. Keep sharing your goals with other independent sales force members and customers too – it helps maintain your positive energy and enthusiasm!

Seminar: Rules to Remember

Here are guidelines to keep in mind as you reach higher than ever for your Seminar goals!

Queens' Courts of Personal Sales

- Court members must have a total of \$36,000 or more in personal estimated retail production* received during the contest period July 1, 2005, through June 30, 2006.
- Although the suggested retail value of the orders placed in a calendar month may be higher, up to \$13,000 personal estimated retail production per month will count toward your total contest credit.
- Ranking of the top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production.
- Ties will be broken by the wholesale amount of Section 1 orders placed during the Seminar contest period.

Queen's Court of Sharing

- Court members must achieve 24 or more qualified** new personal team members during the contest period.
- A maximum of 13 new actual personal team members in any calendar month may count toward the 24 required. A new personal team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.
- If more than 13 new personal team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.
- Ranking of the top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified new personal team members.
- A qualified new personal team member who returns product to the Company for repurchase during the contest period resulting in net wholesale Section 1 production below \$600 on June 30, 2006, will not count toward the Queen's Court of Sharing.

*"Estimated retail production" equals estimated retail sales, calculated based on wholesale purchases. Unless otherwise noted, dollar figures represent estimated retail sales, calculated based on wholesale production.

**A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company from July 1, 2005, through June 30, 2006.

Get ready for
the power of **Pink**

Seminar 2006 is the place to be!

seminar dates:

Emerald	July 16 – 19
Pearl	July 19 – 22
Diamond	July 23 – 26
Ruby	July 26 – 29
Sapphire	July 30 – Aug. 2

onstage recognition:

- Heart of Gold Team-Building Challenge
- Super Star Consistency Challenge Pearl Year
- Grand Achievers
- Premier Club
- Cadillac Sales Directors
- Class of 2006 (April 1 through July 1)
- Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors as of July 1, 2006
- Million-Dollar Units

awards night:

- Queens' Courts of Personal Sales
- Queen's Court of Sharing
- Circles of Achievement and Excellence
- Go-Give® Award Winners
- Double Star Achievement Award
- Triple Star Achievement Award

special functions:

- Super Star Reception
- Super Star Luncheon
- Heart of Gold Luncheon
- Royalty Reception
- Special Cadillac Unit Dining Area

registration costs:

- \$175 if you register by June 30
- \$200 to register on-site (space permitting)
- \$175 for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company in July and August (space permitting)

A complete list of educational classes, onstage recognition details and qualifications, and special event details can be found in the May issue of *Applause*® magazine and online on the Mary Kay InTouch® Web site. Just click on "Applause® Online."

Register now for the time of your life!

Four women tell
why Mary Kay is ...

more than a
business
decision.



Like an ideal marriage, the Mary Kay life weds meaningful support with incomparable recognition. Each woman makes the opportunity her own in a slightly different way. But the unified moments shared with customers and other Mary Kay sisters – through Seminar and the many daily celebrations that define our world – fill hearts like nothing else can. For many, each passing anniversary holds greater treasures than the year before.



With nearly 34 years in her Mary Kay business set like sparkling jewels in a tiara, **Independent National Sales Director Jo McKean** might have trouble narrowing down her most memorable moments.

Except that they're all too memorable for any to be forgotten. Her first Seminar, her debuts, her expanding influence as it spread to hundreds, then thousands, of women around the country and beyond – all these experiences form a scrapbook of emotions, dreams and milestones to be cherished forever.

“So many memories of achievements and recognition – and of course, the incredible bonds we share – all come rushing back,” she says warmly. “The wealth of positive experiences and positive friends that have come my way because of Mary Kay makes any other business choice unthinkable. This life has directly and beneficially affected four generations of my family. It's been more than I ever dreamed possible. And the bigger I've dreamed, the bigger my business and belief have grown.”

Of all the highlights through the years, Seminar has played the most pivotal role in the growth of Jo's Mary Kay business. “I went that first time to decide if I wanted to ‘get in or get out,’” she admits. “Instead, the experience was so moving, it's as though I can still hear Mary Kay's sweet voice. It was the first time I heard her speak, and I was mesmerized by her words once again when I

attended a Future Independent Sales Director class she was teaching. Then came the moment when I received recognition for my first \$500,000 Circle of Achievement from Mary Kay personally, and with my own eyes, I could see her obvious delight as she gave me the award. Since I became an Independent National Sales Director, one of my greatest pleasures has been passing on her tradition of making people, and the awards they're receiving, feel special.”

But one radiant image remains enshrined in Jo's heart above all others, a moment that united her own family with her Mary Kay family. “It was Seminar 1993,” she says. “I had just debuted as an Independent National Sales Director, and Mary Kay and my mother greeted each other in joyous celebration. Their embrace is a treasured memory for me.”

The lessons she absorbed along the way number more than she can count: Live daily with positive expectancy; define your “reward package” for achieving your goals; know that your Mary Kay business works when you work it; find the “win” in each situation for each person – just a scant few of the values and practices she picked up at Mary Kay's knee.

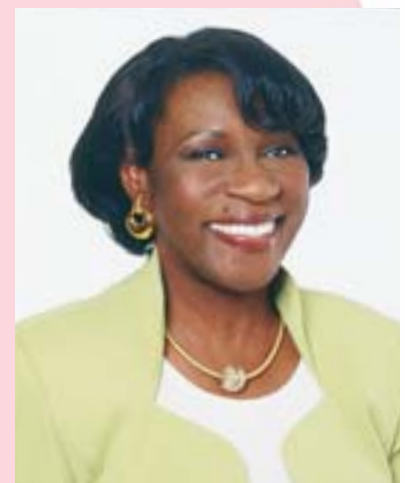
There are so many other memories lovingly preserved in the hope chest of Jo's heart, just waiting to be recaptured in a moment alone, or at Seminar, reunited with loved ones, perhaps holding the hand of a longtime Mary Kay sister. The backstage excitement, the keys to Career Cars, the debuts, the onstage marches and Seminar court prizes, all remind her that it was Mary Kay who gave her the opportunity to be a woman of positive influence. “We're making new memories each day and with each event that scripts our personal Mary Kay stories,” reflects Jo. “I'm so grateful. This is an incredible journey of life enrichments.” ■

In her life before Mary Kay, **Independent Executive Senior Sales Director Phyllis Pottinger** longed to wake up to the sound of birds chirping on the windowsill and with ample time for her morning worship. She yearned for self-directed security, the luxury of working from her own home.

Instead, Phyllis rose each day to a jangling alarm clock, donned spike high heels and began a two-hour commute into New York City via taxi, rail, subway and, finally, a blocks-long trek to her office. Many days, the former nutrition educator made media appearances to comment on food safety or traveled to Washington and other cities for meetings. At the end of her daily two-hour commute back home, the PTA president and freelance consultant managed to

catch her children's ball games. Incredibly, she found time to work her Mary Kay business on the side.

But her full life still left something missing. “I loved my job, but I had an intense desire for something more,” shares Phyllis. “I wanted to develop ‘leaders of leaders.’ I could imagine extending my reach to create generational leaders worldwide.”



Gradually, she saw that even part time, her Mary Kay business offered greater room for achieving her goals than did her primary career. So, she worked even harder at her Mary Kay business and debuted as an Independent Sales Director. When she heard Richard Rogers and Mary Kay Ash speak at New Independent Sales Director Education Week in Dallas, her vision expanded as never before. Then, in one unforgettable moment that week, more than her vision – her life – changed forever. Taking Phyllis's hands in her own, Mary Kay sowed the seeds of an even bigger dream, confirming the image Phyllis already had conceived in her spirit. "Her words are etched in gold in my heart," she says. "Mary Kay looked into my eyes and said in her soft, inspiring voice, 'Ruell Cone needs company.' I knew that Ruell was the first African-American Independent National Sales Director. She was a powerful role model of diversity, a groundbreaker. I truly comprehended then that this is an inclusive company where there's always room for new leaders of leaders."

Twenty-two years later, Phyllis is thankful she made the decision to build her Mary Kay business. She's enjoyed being her own boss, setting a flexible schedule, providing excellent customer service and working with her unit. "Now I have more time for my grandchildren, and that's a priceless gift," she says with a smile. "I can

balance all the elements of my life and still enjoy executive-level earnings."

Phyllis takes satisfaction in knowing that members of her family – her sisters, daughter, daughter-in-law and nieces – also are Independent Beauty Consultants. "I have a profound sense of passing on Mary Kay's legacy," she says. "My influence has reached 25 states and thousands of lives, seven lines deep, representing every step on the career path. I'm committed to perpetuating Mary Kay's dream to bring out the best in others and myself, and I believe I can make a significant difference. I know I will continue to build generations of leaders, creating a network around the world."

The map of her dream just keeps growing. "Mary Kay Ash started with nine people, and look where we are today," says Phyllis, who retired from her education career six years ago. "This is such a beautiful life of profound fulfillment. I look back to 1984 and remember how I began to grow my business one team member at a time from family members, customers, friends and former students. Who would have thought that thousands of lives would be positively impacted by my one Starter Kit? Mary Kay was right when she said, 'The future belongs to those who can see the possibilities long before they become obvious to others.'" ■



Sometimes a new start can mean a whole new life.

When **Independent Executive Senior Sales Director Heidi Goelzer** stepped into the world of Mary Kay, in many ways the woman she had been stepped aside.

"I am who I am today because of my Mary Kay experience," she says with conviction. "Before I discovered Mary Kay, I washed my face with soap, wore blue mascara and dressed in jeans and sweats everywhere I went. I wanted to hide my insecurities, my feelings that everyone was prettier and thinner and better than I was."

Heidi marvels when she thinks about why she started her Mary Kay business and how far she's come since then. "I just wanted to earn an extra \$50 a week and be around the positive women I met at Success Night meetings!" she laughs. But she's stayed for

eight years for many more reasons. "What other opportunity would allow me to be the wife, mother and partner in my husband's ministry that I longed to be? God has used this business to change me, and He can use me through this work to be an influence on many others."

As she grew into her Mary Kay experience and the new dimensions it brought, Heidi learned that, in fact, life was not "all about Heidi." "I saw that if I could make others feel special, the attention would be on them, not on me," she explains. "If I could get outside myself and focus on people, I would have the confidence to fulfill what I believe is my life's mission: to help women grow spiritually, emotionally and financially. I'm so grateful this opportunity came along and offered me the chance to become more than I was."

Although she's earned a three-carat diamond ring, a fabulous family vacation and Mediterranean cruise, and the use of five Career Cars, the reward Heidi finds most meaningful is a Barbie® Jeep® she earned in the *Star Consultant* Consistency Challenge. "I had never achieved the 4800 category before, but I cut that picture out of the brochure and put it on my mirror. I tracked my sales and

team building daily to earn that car for my daughter,” she says. “I didn’t have the self-confidence at the time to work toward a ‘real’ car, but I could earn that toy. That Barbie® Jeep® changed my life. I discovered that the Star track is the car track. By earning that car for her, I earned the use of my first Grand Am! By taking baby steps, my confidence grew, and even bigger successes came from my daily activities.”

Her husband, Christopher, is a minister, and Heidi is thankful her Mary Kay business gives her the flexibility to partner with him in reaching out. “Where else could I achieve financial freedom, be

involved in ministry, be home with my kids, grow as a wife, travel the world in Mary Kay style and have a purpose greater than the ‘here and now?’” she asks. “And where else could I build so many relationships with those who need this message? When women take off their makeup, they’ll tell you things they won’t tell their sister, mom or best friend. Even on days that aren’t so great, I look at the women God has worked through me to influence, and I’m amazed to be in their space. They build me up every day and remind me of my purpose.” ■



Independent Executive Senior Sales Director

Susan McCoy was a schoolteacher and newlywed when she started her Mary Kay business in 1993. Two years later she was delighted to learn she was expecting twin boys.

By that time, Susan had debuted as an Independent Sales Director and was thankful she had stuck with her “plan.” She resigned from her teaching career and never looked back.

“I always knew I wanted to stay home with our children once we started building a family,” she says. “When I was confined to 16 weeks of bed rest during my pregnancy, I was doubly grateful for the freedom my Mary Kay business provided.”

The boys were born healthy and were just the beginning of Susan’s parenting joys. “Jeff and I now have four beautiful children who are the lights of our lives and inspire my passion for building my business. Because of my flexible schedule, I can be the kind of mother I always dreamed of being. My incredible husband has been so supportive and is truly the wind beneath my wings. We’re partners in life, and my full-time Mary Kay business has allowed Jeff to become his own boss too. With my Mary Kay business, we own our time and our choices. Our family directly benefits from those choices every day.”

Susan got the big picture of where her business could go someday – the “possibilities vision” – at her first Seminar in 1994. “That’s when I realized just how large my future could become,” she says. “The education I received at Seminar, the inspiring I-stories I

heard, all created tremendous momentum for me.” Susan distinctly remembers her “aha” moment as she listened intently to those at the top. “I realized that all those incredibly accomplished women didn’t have anything I didn’t have or couldn’t learn or fix. They simply had a burning desire to change their future through consistency, failing forward and never stopping!”

In addition to the choices, flexibility and education, Susan appreciates the unlimited opportunity her Mary Kay business offers. But ironically, she nearly put the brakes on her own potential, and the close call makes her grateful for the wisdom of her Mary Kay friends. “When I earned the use of a Cadillac, I had second thoughts about accepting it,” she shares. “I was super excited, but I also was afraid I couldn’t retain it. I was so filled with anxiety, so concerned that my achievement was a fluke, that I came ‘that close’ to refusing it.”

What she didn’t know was that her moment of greatest success to that point was about to become the defining moment of her business and, ultimately, her life. Now, looking back through the eyes of her self-doubt at the time, she sees that she was her own worst enemy.

“Two of my dearest mentors, **Independent Future Executive Senior Sales Director Sally Anderson** and **Independent Executive Senior Sales Director Priscilla McPheeters**, encouraged me to take the Cadillac and *soar*,” she says. “And that’s exactly what I did! Five pink Cadillacs later, I’m so thankful I forged ahead. We completed our first Circle of Achievement that year, at \$500,000. I was reminded of Mary Kay’s teaching: Shoot for the moon, and you’ll always land among the stars. Instead of focusing on how I could keep the use of the car, I aimed higher and landed at a half-million – Cadillac style! I can’t imagine my life without this life.” ■

Reflections From Mary Kay



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

– Mary Kay Ash

Dates to Remember

MAY

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

JUNE

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

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

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

Last day to submit online Sales Director-in-Qualification Commitment Form.

Last day of the month for Beauty Consultants to place online orders (until midnight Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).

Online Independent Beauty Consultant Agreement accepted until 7 p.m. Central time.

This Month:

May 1: *The Power of Pink* Seminar 2006 registration begins for all independent sales force members. *20/20 Club Mary Kay Birthday* Challenge begins.

May 12: Mary Kay's birthday! *Team Up for Women!* Challenge ends.

May 15: Postmark deadline to earn Month 2 bonus and for *Team Up for Women!* Challenge donations. Last day to enroll online through the Preferred Customer Program for the Summer 2006 issue of *The Look* including sampler. *Preferred Customer Program* Consistency Challenge ends.

May 16: Month 3 bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

May 20: Deadline for April Career Car qualifier paperwork.

May 29: Memorial Day observed. All Company and branch offices closed. Postal holiday.

May 30: *20/20 Club Mary Kay Birthday* Challenge ends. Online ordering for Seminar Sales Booth items ends.

Next Month:

June 10: Early ordering of the new Summer 2006 promotional items begins for Independent Beauty Consultants who enrolled customers to receive this quarter's edition of *The Look*.

June 15: Postmark deadline for Quarter 4 Star Consultant contest and *Super Star* Consistency Challenge. Postmark deadline for Spring 2006 promotion and to earn the Month 3 product bonus. Ordering of the new Summer 2006 promotional items now available for all Beauty Consultants. Last day to enroll online for the Summer 2006 Preferred Customer Program Month 2 brochure.

June 16: Quarter 1 Star Consultant contest, Summer 2006 promotion and Month 1 product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

June 20: May Career Car paperwork due to Company.

June 25: Mailing of the Summer 2006 issue of *The Look* begins.

June 30: *The Power of Pink* Seminar 2006 registration ends. All registration forms that are mailed must be received by Special Events Registration by 5 p.m. Central time. Online registrations will be accepted until midnight Central time. *Bee Focused!* Challenge, *Heart of Gold* Team-Building Challenge and Seminar contest period ends.

Vow to Check This Out!

Step into the new “Bridal” link on your Mary Kay® Personal Web Site With Shopping and be transported to wedding bliss. You'll likely want to promote this fabulous wealth of “I dos and to-dos” to your customers, who can share the news with their friends and loved ones. Nearly everyone knows someone who's heading for the aisle!

A storybook feature allows visitors to journey with one bride through her big day, or they can peek behind the scenes at wedding plans in progress. There are tips on how to prepare for the bridal portrait, while the “Bridal Beauty Fixes” link lists essential products for maintaining a bridal glow throughout the event! There are even tips and products to help others in the wedding party look their loveliest. And who could forget those divinely delicious days that follow? A special section assists even seasoned travelers with packing for the honeymoon!

Consider marketing this incredible resource by sending your customers personal e-mails or the *Beaut-e-News*™ e-newsletter and weaving it into your warm chatter when you pass out your business card. Who doesn't want more beauty and even more of it on her special day?

A Study in Pink

Looking for personal insight into the real you? The *And Then Some* journal and CD set, a 13-week self-study program, explores traits such as endurance, abundance mentality and a thirst for knowledge. Weekly lessons include an inspirational message and reflection questions, plus activities and challenges that showcase the potential of each trait. Look for it on the Consultant order form under “Educational Materials” for just \$7.50.

New Independent National Sales Directors

Congratulations to these Independent National Sales Directors who debuted Nov. 1 through Dec. 1, 2005. To learn more about these new National Sales Directors, go to the Mary Kay InTouch® Web site, select “Meet Your NSDs,” then “NSD Active.” Click on their names to read their stories.



Betty Gilpatric
Nov. 1, 2005
Diamond



Dacia Wiegandt
Nov. 1, 2005
Emerald



Cristi Ann Millard
Dec. 1, 2005
Emerald

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

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16 through Dec. 15, 2006. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Heart and Heritage

A Moment in Time With Mary Kay

You're *that* close to Seminar 2006. Just a few more weeks, and what you've worked so hard to achieve will be yours. Does the final stretch seem the hardest? Why not take a moment to gather your strength and see the big picture through Mary Kay's eyes? Her simple philosophy inspired the success of thousands. Just four little words can put you over, too.



It takes a positive outlook to leave all your family behind, travel 5,000 miles with \$20 in your pocket and immigrate to another country. But **Independent National Sales**

Director Gillian Ortega did just that in 1979, with stars – and stripes – in her eyes. A few years later, she made the biggest move of all. “I always knew I came to the United States to claim my American dream,” says Gillian. “Eventually I found it with Mary Kay – the opportunity of the land, in the land of opportunity.”

Her Independent Sales Director debut in 1990 was the biggest moment of Gillian's business life to that point, but her heart pulled her toward something more. Gillian fervently wanted Mary Kay to know how much she and the Mary Kay opportunity meant to her and to her family, but Mary Kay was no longer hosting a reception for new Sales Directors in her home. Still, Gillian *had* been the “Head of the Class” in her Sales Director class, and she had a hunch Mary Kay would see her. “Somehow I had to meet her face to face,” she says. “It meant everything to me.”

Gillian enlisted the aid of Mary Kay's assistant to arrange an appointment during the week of New Independent Sales Director Education. She would have 30 minutes, she was told, no more. Gillian prayed she could “get it all in.” The moment came and Mary Kay appeared. With outstretched arms, she

drew Gillian into a tight hug. “Gillian! I’ve been waiting for you to tell you how proud I am of you!” said Mary Kay, as she guided her over to the famous pink sofa. Gillian presented her with a two-pound, satin heart box of Russell Stover chocolates. “Oh, my favorite thing,” Mary Kay enthused. “Let’s open them right now!”

Then, instead of talking about business as Gillian expected, Mary Kay began to ask all about Gillian's husband and son, her bold immigration journey and her extended family back in Ireland. “She called me her ‘Mary Kay daughter,’ and once she took my hand, I couldn’t stop the tears from flowing no matter how hard I tried,” shares Gillian. Finally she blurted the question that had been tugging at her heartstrings: “Mary Kay, you’ve done so much for me and my family, how can I ever repay you?” The response was simple and direct. Mary Kay squeezed her hand and said, smiling, “**Just pass it on.**”

A 30-minute chat had stretched on for two hours, and Gillian came away determined to fulfill Mary Kay's request. She pauses in her remembrance and fondly picks up a photograph of the two of them together. “I’ll always treasure pictures of Mary Kay and me,” she says. “But I’ll cherish the pictures I hold in my heart of my moments in time with her even more deeply. Because of her and the words she spoke to me, my life was changed forever.”

During her visit with Gillian, Mary Kay shared a glimpse into her own private life, touched with her sparkling sense of humor. “I banned my bodyguards from grocery shopping for me,” she announced proudly. “I *love* sweets and Mexican food, and all they ever buy me is *health food*. So I reclaimed shopping for myself! The only thing is, what takes most people an hour to do in the grocery store takes me two hours,” she laughed. “I’ve signed everything from toilet tissue to laundry detergent boxes for women wanting my autograph.”



the power of *Pink*

seminar2006

Have You Reserved Your Spot?

It's not too late to register for Seminar 2006! Openings in Hall A are still available for all Seminar affiliations. Hall A Seminar attendees won't miss a single moment of the inspiration, motivation and education! They also get to participate in any special events or recognition for which they qualify, such as the special Cadillac Unit dining area for Cadillac-driving Sales Directors and their unit members! Don't forget, Hall A registration ends **June 30!**

Ten Years and Counting:

Together, We're Supporting Mary Kay's Dream



MARY KAY ASH
CHARITABLE FOUNDATION

Many remember the moment at Seminar 1996 when the formation of the Mary Kay Ash Charitable Foundation was announced with pride and received with joyful applause and hopeful hearts. Over the past decade, donations from you and your customers have combined with Company contributions to help stop domestic violence and find cures for cancers that affect women. This past year, we again made progress toward our goals. Among other milestones, the Foundation gave a \$500,000 grant to produce "Breaking the Silence: Children's Stories." The PBS documentary, which chronicles the long-term effects of domestic violence on children, aired nationally on Oct. 20, 2005, during National Domestic Violence Awareness Month. You can join in our 10-year anniversary observance by checking in frequently for the latest inspiring stories and examples of successful fundraising ideas. Just go to the Mary Kay InTouch® Web site and click on the Foundation link. Working together, we can help improve the quality of life for women for decades to come!

It's Not Too Late to Preorder!

Remember, when you register for Seminar by May 30, you can preorder Seminar Sales Booth items through May 30 on the Mary Kay InTouch® Web site, and your order will be shipped directly to your home in late June. And there's no limit to the number of items you can order! Only those who ordered by April 30 received the 10 percent discount, but direct-to-your-door delivery makes dollars and sense, too!

Set Your Sights on a Visionary Challenge!

The 20/20 Club was created by Mary Kay, and what better way to honor her than by accepting the *20/20 Club Mary Kay Birthday Challenge*? It can lead the way to Seminar recognition, potential team members and increased sales! Just hold at least 20 qualified skin care classes from May 1 – 31, and you can receive a platinum 20/20 Club pin with pink crystals and standing recognition at Seminar 2006! What a great incentive to grab that customer list and hand out those business cards!

Just remember that a qualified class consists of a hostess, at least two guests in attendance and \$200 in retail sales. Open houses count toward the *20/20 Club Mary Kay Birthday Challenge* as long as you meet the qualifications. For example, an open house with 12 guests in attendance, four hostesses and \$800 in retail sales counts as four qualified classes! Try encouraging your customers to partner with you on your goal. See you there!

Get Your Product Updates Here!

We're making way for fabulous new lip liners in June! Remaining inventory of the current MK Signature™ Lip Liners will be available from the Discontinued Items section of the June 16 Consultant order form. The new lip liners will be priced at \$10 suggested retail. Be sure to check out next month's *Applause*® magazine for exciting product developments.

RECOGNITION **Congratulations to the winners for February 2006.**

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2005, through Feb. 28, 2006. (This includes NSD commissions earned on all foreign countries through January.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

EMERALD



Anne Newbury

PEARL



Jan Harris

DIAMOND



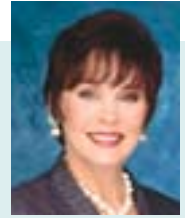
Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Gayle Gaston

On-Target for Diamond/Inner Circle

On-Target for \$1,000,000

Anne Newbury \$675,748.96

On-Target for \$750,000

Pat Fortenberry \$541,572.61
Barbara Sunden 501,754.03

On-Target for \$500,000

Gayle Gaston \$485,325.87
Christine Peterson 461,847.10
Carol Anton 397,482.95
Karen Piro 354,558.79
Jan Harris 335,416.73

On-Target for \$300,000

Lisa Madson \$330,992.89

Kathy Helou 321,492.73
Nan Stroud 315,346.72
Rena Tarbet 312,687.70
Gloria Mayfield Banks 289,939.97
Karlée Isenhardt 286,934.01
Joanne Holman 284,403.30
Pat Danforth 263,788.57
Stacy James 258,052.28
Cheryl Warfield 252,857.82
Nydia Payán 240,256.83
Linda McBroom 237,581.11
Ronda Burnside 236,890.05
Holly Zick 231,897.31
Sherry Giancristoforo 230,885.78
Sue Kirkpatrick 229,461.94
Rosa Enriquez 224,721.30
Jana Cox 223,111.07

Lupita Ceballos 220,479.80
Cindy Williams 218,844.62
Johannee Shealy 212,031.41
Julianne Nagle 211,202.95
Pamela Waldrop Shaw 209,619.49
Joan Chadborn 205,017.85
Judie McCoy 203,439.80

On-Target for Diamond Circle

On-Target for \$250,000

Debi Moore \$198,265.53
Jackie Swank 196,814.86
Helene Reiners 196,028.65
Pam Gruber 192,388.09
SuzAnne Brothers 190,871.03
Darlene Berggren 187,476.61
Anita Mallory Garrett-Roe 187,159.50

Kathy Z. Rasmussen 187,141.11
Linda Toupin 185,736.49
Mary Diem 184,558.70
Asenath Brock 183,551.50
Doris Jannke 183,517.02
Shirley Oppenheimer 183,313.68
Donna Floberg 181,765.43
Nancy Perry-Miles 178,363.81
Rosa Jackson 178,149.72
Diane Underwood 177,351.41
Wanda Dalby 176,526.77
Gloria Castaño 174,695.17
Sonya LaVay 173,699.21

On-Target for \$200,000

Ronnie D'Esposito Klein \$165,001.81
Kerry Buskirk 160,296.31

Jeanne Rowland 159,013.71
Elizabeth Fitzpatrick 151,701.25
Patricia Rodriguez-Turker 147,002.57
Kay Elvrum 146,546.01
Tammy Crayk 143,561.79
Anita Tripp Brewton 141,843.52
Margaret Winner 141,793.59
Judy Newton 140,108.33
Dawn Dunn 139,714.19
Joyce Z. Grady 138,447.97
Maureen Ledda 138,098.23
Jo Anne Cunningham 138,085.44
Valerie Bagnol 134,754.15
Nancy Bonner 134,075.64
Mary Cane 134,064.93

Monthly Commissions and Bonuses

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

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

EMERALD

Anne Newbury \$83,450**
Kathy S. Helou* 46,584
Gloria H. Mayfield Banks** 46,553
Nydia Payán* 40,379
Sherry Giancristoforo* 29,573
Debi R. Moore* 28,727
Ronda Burnside* 28,104
Dacia Wiegandt 24,788
Kerry Buskirk* 22,235
Kay E. Elvrum 20,818
Doris Jannke* 20,257
Lily Orellana 18,935
Jamie Cruse-Vrinos 18,893
Consuelo R. Prieto 18,396
Cindy Fox 17,229
Joanne R. Bertalan* 16,930
Cathy Bill* 16,831
Sherry A. Alexander 16,560
Pamela Tull 16,399
Miriam Gómez-Rivas 16,202
Mona Butters 15,697
Janet Tade* 15,424
Kym A. Walker* 15,348
Jackie LaPrade 14,498
Cathy Phillips 14,240
Shelly Gladstein 12,038
Jo Reynal 12,019
Judy A. Rohde 11,590
Dawn Otten-Sweeney 10,769
Nora L. Shariff* 10,525
Cristi Ann Millard 10,368
Irene A. Shea 10,092
Crisette M. Ellis 9,472
Sabrina Goodwin Monday 8,957
Esther Whiteleather 8,782
Regina Hogue 8,594
Joanne Hollingsworth 8,486
Francie McBeth 8,351
Carmen Rios 7,790
Pamela Cheek 7,696
Natalie Privette-Jones 6,497
Phyllis R. Sammons 6,495

PEARL

Nan Stroud \$52,670**
Jan Harris** 35,408
Cheryl Warfield* 35,055
Cindy A. Williams 32,483
Stacy I. James* 32,155
Pamela Waldrop Shaw 31,086
Jackie Swank* 27,451
Darlene Berggren 27,319
Joan B. Chadborn* 26,365
Anita Tripp Brewton 25,532
Nancy Perry-Miles* 23,306
Lynda Jackson* 20,477
Rosa Jackson** 20,011
Bett Vernon 19,092
Lise T. Clark* 18,234
Elizabeth Fitzpatrick* 17,171
Robin Rowland 16,842
Maureen S. Ledda* 16,128
Nancy Bonner* 15,760
Julie Krebsbach 15,589
Monique Todd Balboa 15,532
Wade Claxton-Prince 14,548
Wilda DeKerlegand* 14,337
Sandy Miller 13,721
Anabell Rocha-Pedraza 13,360
Kathy Jones 13,133
Shirley M. Oshiro 13,118
Ruth Theodocion 12,638
Sylvia Kalicak 12,611
Beatrice Powell 11,783
Kathy C. Goff-Brummett 11,780
Barbara Faber 11,647
Connie Phillips 11,594
Linda Kirkbride 11,330
Pat Campbell 10,851
Maureen Myers 10,483
Glinda McGuire 9,858
Deb Pike 8,311
Mary Pat Raynor 7,946
Gloryann Koester 7,376
Sonja Hunter Mason 7,354
Bettye M. Bridges 4,525

DIAMOND

Barbara Sunden \$57,211**
Lisa Madson 53,631
Karen Piro** 43,640
Holly Zick** 33,978
Julianne Nagle* 29,592
Linda C. Toupin 26,706
Pam Gruber* 25,629
Shirley Oppenheimer 25,374
Gloria Castaño** 25,222
Mary Diem* 25,083
Patricia Rodriguez-Turker* 24,640
Anita Mallory Garrett-Roe* 24,456
Joyce Z. Grady 24,404
SuzAnne Brothers* 23,886
Dawn A. Dunn 23,321
Diane Underwood 22,410
Kathy Z. Rasmussen** 22,402
Sonia Páez 20,391
Jo Anne Cunningham 18,339
Judy Newton 17,970
Connie A. Kittson 17,884
Sandy Valerio 17,430
Sharon Kingrey 16,027
Sharon Z. Stempson* 15,974
Linda D. Scott 13,002
Diana Heble 12,734
Diana Sumpter 11,447
Jo McKean 11,221
Kay Z. Hall 9,599
Andrea C. Newman 9,517
Charlotte G. Kosena 9,043
Naomi Ruth Easley 8,478
Jan Mazzotti 8,448
Betty Gilpatrick 8,349
Isabel Venegas 8,228
Carol Lawler 7,698

RUBY

Pat Fortenberry \$64,237**
Carol Anton* 52,687
Karlée Isenhardt** 35,505
Pat Danforth* 34,581
Linda McBroom* 32,137
Johannee Shealy* 28,900
Sue Kirkpatrick* 27,987
Shirley Oppenheimer 26,368
Wanda Dalby** 23,413
Ronnie D'Esposito Klein 22,062
Nancy M. Ashley* 21,571
Margaret Winner* 21,380
Kirk Beauregard Gillespie 19,735
Pam Ross* 18,283
Michelle L. Sudeth 18,144
Sharilyn G. Phillips 17,327
Jeanne Rowland* 17,203
Pamela A. Fortenberry-Slate* 17,125
Scarlett Walker* 17,115
Joan Watson 17,002
Rebecca Evans 16,993
Vicky L. Fuselier 16,638
Lynne G. Holliday 16,598
Judy Kawiecki 16,344
Toni A. McElroy 16,004
Janis Z. Moon 15,041
Kate DeBlander 14,914
Amy Dunlap 14,112
Jessie Hughes Logan* 13,926
Cheryl J. Davidson 13,597
Bea Millsilage 13,491
Nancy West Junkin* 13,386
Elizabeth Sapanero 13,118
Dianne Velde* 12,853
Maria Aceto Pirro 12,325
Kimberly R. Walker-Roop 11,964
Phyllis Chang 11,814
Patricia Lane 11,744
Sue Z. McGray 11,575
Gay H. Super 11,543
Jean Santin* 11,539
Rhonda L. Fraczowski 11,471
Katie Walley 10,854
Kelly McCarroll 10,113
Cindy Z. Leone 10,021
Cyndee Gress 9,913
Renee D. Hackleman 9,144
Cindy Towne 9,061
Margaret M. Bartsch 7,807

SAPPHIRE

Gayle Gaston \$64,798**
Christine Peterson** 59,623
Rena Tarbet* 40,055
Joanne Holman* 39,640
Jana Cox* 38,760
Lupita Ceballos 36,605
Rosa Enriquez* 28,767
Judie McCoy* 25,831
Donna Floberg* 24,414
Helene Reiners* 23,588
Valerie J. Bagnol* 21,228
Sonya LaVay* 21,222
Mattie Dozier 20,424
Asenath G. Brock* 20,311
Gloria Baez 20,151
Jo Anne Barnes 18,872
Vernella Benjamin 17,720
Jan L. Thetford 16,937
Shannon C. Andrews 16,413
Mary L. Cane 16,197
Karen B. Ford 16,062
Alia L. Head 15,737
LaQueta McCollum 15,688
Martie Sibert* 15,068
Sherril L. Steinman 14,300
Davanne D. Moul 13,821
Carol L. Stoops 13,820
Nancy A. Moser 13,254
Jeanne Curtis 12,910
Sharon L. Buck 12,686
Karen Kratochvil 11,235
Gillian H. Ortega 10,480
Jo Ann Blackmon 10,422
Kendra Crist Cross 10,161
Ann Brown 9,883
Jill Moore 9,149

* Denotes Senior NSD

** Denotes Executive NSD

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

Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their February 2006 estimated unit retail production.

EMERALD

Ann Shears	\$91,012
Tanya Olivia King	88,883
Barbara Gizzo	82,011
Hollie R. Sherrick	76,741
Kathy P. Oliveira	74,657
Kimberly Dawn Reed	72,013
Elaine Oatmeyer	67,945
Michele Martella Armes	64,574
Brenda D. Elliott	64,566
Josefina Vargas-Quintero	64,501
Nancy L. DeFina	64,284
Pamela J. Borghesani	64,150
Cathy Kazzi	64,066
Rosemary Mitchell	62,244
Antonia Miranda	60,073
Teresa Maynard	58,162
Catherine Virginia Slezak	57,426
Hope S. Pratt	56,671
Michelle S. Williams	56,482
Lynn F. Huckels	55,715
Auri Hatheway	55,498
Loures Monroy Rodriguez	55,173
Trisha Taylor	53,963
Kimberly J. Richey	53,635
Dana G. Berry	53,411
Rose Campbell	53,256
Denise G. Kucharski	52,935
Tracy O. Neese	52,423
Zenelia Wheeler	52,327
Linda Bradley	52,043
Pam Robbins	51,835
Marcia Neyra	51,757
Blanca E. Arroyo	51,495
Haydee Guzman	51,314
Pat Forehand	50,452
Elaine Jegi	50,133
Jackie L. Root	49,844
Stephanie Ann Sims	49,677
Denise M. Sowder	49,311
Susan Houser	48,803
Rosemary Carolan	48,332
Paula Vander Vorste	48,197
Candy Jackson	47,983
Judy Harmon	47,773
Sheila J. McCune	47,685
Mary Anne Finley	46,473
Nancy Harder	46,356
Joyce Young	46,058
Valerie Yokie	45,860
Karen A. Jorgenson	45,836
Sheri L. Farrar-Meyer	45,357
Liz E. Reinhardt	45,346
Elaine K. Williams	45,237
Ronit Goldstein	45,122
Yolanda Maria Leon	44,848
Kimberly R. Parker	44,579
Brendaliz Cajigas	44,078
Maria Sanches	43,908
Nancy Graham	43,754
Tamara D. Lake-Mair	43,720
Sandy Malkin	43,626
Yanick Olivier	43,608
Belitza Hernandez	43,321
Maria Beddick	43,180
Karen E. Riddle	42,546
Brenda Segal	42,507
Cheri Pearce	42,506
Andrea Steinmetz	42,453
Heather Shea Catts	42,409
Maria Cristina Cuenca	42,028
Lorena P. Ramirez	41,528
Cory L. Kinchloe	41,234
Darlene Minniefeld	41,169
Eva M. Hall	41,053
Paula Ladurantaye	40,181
Toya M. Drew	39,529
Ann C. Baldwin	39,508
Teresa L. Mock	39,495
Vicki Powell	39,354
Kelly S. Shannon	39,308
Janet S. Harmon	39,208
Carolyn L. DeGroat	38,953
Caren C. Fields	38,871
Brittini Heil-Schuldt	38,530
Jeanie M. Tamborello	38,432
Nancy A. Berlin	38,415
Anita Kay Cunningham	38,384
Evalina Chavez	38,372
Nancy A. Coleman	38,146
Joy L. Weingartner	38,011
Tandy L. Ludin	38,005

PEARL

Allison Lee LaMarr	\$132,266
Kim L. McClure	92,039
Susan Moore	84,663
Barbara Stimach	81,229
Lisa Allison	80,929
Krista Lynnette Shepard	79,124
Patty Webster	78,495
Jeanie Martin	77,842
Leah G. Nelson	77,286
Cindy Machado	74,461
Laura Poling	70,758
Roya M. Mattis	70,443
Alma Orrostieta	64,689
Sherry L. Fields	64,270
Julia Sander Burnett	64,195
Holli Thompson Lowe	64,058
Tammy A. Vavala	63,969
Maria Bolling	63,221
Amie N. Gamboian	62,612
Kyia Jean Dodson	61,967
Dorothy D. Boyd	61,089
Susan M. Hohlman	60,839
Kathy Eckhardt	60,663
Sharl M. Kirschner	58,945
Amy Kitrell	58,793
Tracey L. Chavez	58,776
Lisa Olivares	58,610
Janice Baxter Hull	57,954
Sherry L. Belisle	57,663
Barbara R. Johnson	57,567
Renee Conn	56,399
Debbie P. Grant	55,551
Maria Claxton-Dickerson	54,251
Menina M. Givens	53,585
Yvette Alexander	52,510
Jean A. Wilson	52,361
Harriett Sharpe	52,028
Heather Marie Erbe	51,996
Denise E. Crosby	51,884
Charlene Grubbs	51,638
Kristin Myers	51,431
Nancy D. Beckwith	51,378
Sandra M. Lee	50,296
Ginger J. Benedict	49,329
Rosalie Medjesky	48,940
Laurie C. Cole	48,856
Beth H. Piland	48,362
Peggy Matish	48,114
R. Sue Miller	47,902
Joyce Recenello	47,885
Patti Cornell	47,848
Beverly Taylor	47,659
Sharon Smith Wisnoski	47,567
Germaine N. Richardson	47,264
Pat Ringnald	47,185
Kathryn L. Engstrom	46,894
Linda A. Burns	46,774
Holly L. Ennis	46,168
Victoria Rachel Piccirilli	45,863
Halina Rygiel	45,691
Betsy C. Richard	45,269
Anita N. Conley	45,250
Ruthie Bresette-Mount	45,178
Michelle Annesse-Bleichert	44,874
Betty B. Lucido	44,692
Rita Schaefer	44,510
Kathy Lee	44,161
Kathy Ahlwardt	44,072
Susan K. Janish	43,987
Alicia Morales	43,730
Connie Lustig	42,561
Patricia Fitzgerald	42,441
Linda H. Rowsey	41,762
Andrea Reynolds	41,592
Alexandra Baker	41,309
Victoria A. Peasley	40,986
Robin Dempsey	40,758
Tammy D. Glunz	40,744
Tina M. Wright	40,528
Collette Parker	40,300
Sherry S. Hanes	40,101
Gwen L. Gihring	40,046

Maritza Lanuza	37,937
Kathy Rodgers-Smith	37,895
Cindy Louise Fournier	37,710
Karen Wilson-Davis	37,658
Robin S. Moody	37,434
Alyson Renee Young	37,428
Christine J. Kurzawa	37,426
Bridgett Leigh Moore	37,417
Lisa Worthington	37,172

DIAMOND

Pat A. Nuzzi	\$105,004
Joyce M. Conant	83,192
Audrey K. MacDowall	80,032
Kim I. Cowdell	78,047
Andrea Shields	72,858
Rosibel L. Shahin	72,344
Connie L. Russo	72,173
Kelly Willer-Johnson	71,647
Evelinda Diaz	69,611
Kristen C. Spiker	68,845
Suzanne T. Young	68,026
Vivvy McKendry	64,299
Betty Diaz	64,151
Nancy Fox Castro	63,553
Donna K. Smith	63,471
Eileen M. Huffman	62,672
Char Griffin	61,356
Chayne Gelfius	60,897
Hellen L. Crescenti	60,486
Patricia Carr	60,056
Lara F. McKeever	59,601
Mery C. Ramirez Bravo	59,394
Lori M. Langan	59,006
LaRonda L. Daigle	58,676
Julie Garvey	58,652
Sheryl Peterson	58,567
Ana Carolina Alvarez	58,439
Sharon B. Carney-Wright	58,277
Arianne C. Morgan	57,800
Mary P. Creech	57,673
Sandy Lasso	57,640
Nancy Ashton	57,529
Ada Y. Garcia-Herrera	57,344
Melinda M. Balling	56,837
Mariacarmen Gonzalez	56,415
Judy Higgins	56,405
Cynthia L. Frazier	56,319
Julie J. Fox	55,953
Allison M. Nielsen	55,504
Deborah Dudas	55,005
Lisa Rada	54,525
Lady Carol Campbell	54,196
Heidi Goelzer	54,014
Tina Nicole McLean	53,950
Shelly Palen	53,722
Kim A. Messner	53,461
Ailyn Smith	53,158
Melodye P. Lemon	52,901
Julie Schlundt	52,749
Mariann Biase Mason	52,431
Nancy J. Romshek	52,340
Donna J. Saguto	51,190
Heather M. Julson	51,112
Ruth Ojibeka	50,969
Ann M. Jones	50,668
Denise M. Guthrie	50,032
Pat Joos	49,898
Kerry J. DeVilbiss	49,847
Jenny Siemonsma	49,636
Gale Lenarz Kolsrud	49,606
Deanna L. Spillman	49,186
Evitelia Valdez-Cruz	49,029
Gloria Medrano	49,024
LaChelle M. Seleski	48,840
Marsha Morrisette	48,644
Maria I. Monarez	48,546
Amber Michelle Watt	48,484
Stephanie A. Richter	48,429
Jeanette E. Beichle	48,214
Jenny R. DeMell	47,587
Karen M. Bonura	47,577
Chris Krabbe-Landaker	47,510
Julie Danskin	47,464

Alicia Borkowska	39,807
Francene M. Anderson	39,711
Cheryl Marie Brown	39,687
Nicole Prinella Pratt	39,663
Jo Shuler	39,655
Angel B. Toler	39,579
Jenny Spain	39,513
Ashley O. Brookner	39,279
Debbie A. Thomas	39,069
Deana Ormsby	38,893
Donna M. Josellis	38,812
Julie Beth Greer	38,758
Anne Geertsen	38,692
Christy D. Littlejohn	38,153
Sandra Giraldo Kirchhoff	38,037
Fern M. Gerdas	37,669
Anna Marie Rowe	37,641
Clozella Ray	37,640

Carolyn Thompson	47,331
Holly V. Crumley	47,047
Joelle Yates	46,966
Ana X. Solis	46,716
Yvonne S. Lemmon	46,644
Audrey J. Doller	46,449
Barbara H. Peterson	46,362
Diane Lynn Ferguson	46,258
Vicki O'Bannon	46,202
Virginia Rowell	46,195
Terri J. Beckstead	46,184
Karen L. Kunzler	46,082
Faith A. Gladding	45,660
John D. Hastings	45,545
Rose Rodriguez	45,133
Santos Mejia	44,952
Jodi Carlson	44,473
Diana Shroll	44,431
Michelle L. Farmer	44,409
Sheila Glenn Murray	44,358
Jodi L. Even	44,334
Carol Allen	44,198
Lisa Bonadonna Madden	43,938
Elvi S. Lamping	43,919
Annaka Krafka	43,876
Shari Kendall	43,700
Linda C. Weniger	43,625

RUBY

Donna B. Meixsell	\$112,004
Kali DeBlander Brigham	92,492
Terry A. Oppenheimer-Schaler	85,482
Candi D. Lewis	84,616
Lisa Anne Harmon	79,066
Kathleen C. Savorgnan	77,342
Amy J. Spence	75,382
Roli Akperi	74,109
Ekene S. Okafor	72,663
Gena Rae Gass	72,384
Suzanne Tripp	71,948
Vicki Jo Auth	69,070
Julie Roman	68,171
Thessy Nkechi Nwachukwu	64,809
Sheila K. Valles	63,687
Krystal D. Downey-Shada	63,458
Jennifer Williams	63,303
Natalie K. McNeill	62,558
Phuong L. White	62,223
Carmen Nunez	61,569
Deborah K. Hack	60,639
Gloria Dominguez	58,478
Marnie R. Yunger	58,157
Vicki S. Lindsay	58,079
Mary Jo Dallen	57,834
Jeanette Curran-Cochran	57,695
Colleen Robustelli	57,570
Debra A. McDivitt	57,274
Gale Elliott	56,886
Sarah M. Burgess	56,402
Pam Barron	56,324
Hilari Jo Courtney	55,662
Margi S. Eno	55,631
Jan Martino	55,569
Sylvia J. Cook	54,948
Sonya U. Riske	54,501
Elizabeth Medernach	53,272
Stephanie Harvey Valure	52,818
Tiffany S. Maxwell	52,528
Sherly K. Goins	52,507
Debbie A. Elbrecht	52,299
Linda Leonard Thompson	51,790
Sherrie L. Clemons	51,598
Brenda Fenner	51,320
Julie Smith	50,112
Tracy A. Crisler	48,165
Rachel Wallace Duncan	47,971
Lisa A. DeLucia	47,620
Palia A. Curry	47,604
Kathy Monahan	47,517
Amber L. Faulk	46,593
Denise Nelson Parnely	46,382
Mary Lou Ardohain	46,134
Pam Oswald	45,970
Linda C. Martinez	45,898
Gina Beekley	45,609
Theresa E. Westmoreland	45,358
Jeanie Ripley	44,702
Sylvia Limon Martinez	44,701
Tammy E. Nixon	44,480
Karen E. Gardner	44,455
Diane Covington	44,378
Cindy P. Markowski	44,322
Teri A. Nichols	44,256

Connie A. Brinker	44,128
Jacqueline N. Alford	44,090
Paulette Stowers	43,765
Helen McFadden	43,644
Susan K. Lenser	43,119
Paulette Savoy	43,091
Thea Elvin	42,989
Sharon Louise Flynn	42,958
Debra Moore Kinley	42,899
Jeanette M. Thompson	42,860
Brandy E. Richwine	42,674
Lee A. McCarthy	42,410
Liz Whitehouse	42,219
Mary Sharon Howell	42,077
Susan C. Dunlap	41,974
Laura A. McLaughlin	41,922
Julie A. Meng	41,721
Deanna Lee Manning	41,649
Jill Fenn	41,255
Sandra Braun	41,194
Natalie A. Rivas	41,130
Maggie G. Shake	40,903
Ann Alexis-Hamilton	40,608
Treva Thomas Motley	40,440
Gina Meneses	40,337
Eleanor M. Reigel	40,043
Eusebia Bonilla Flete	40,014
Carol Fehr	39,983
Dori M. Fennell	39,828
Natalie T. Conner	39,757
Helen Amato	39,733
Melissa Kaye Kopec	39,453
Nina Borislavov Shull	38,989
Suanne P. Eaton	38,903
Kristi Kay Balla	38,849
Julie Rene Jennings	38,811

SAPPHIRE

Paola B. Ramirez	\$120,250
Kim Williams	100,526
Robin Blackmon-Dunda	98,458
Pam Klickna	97,245
Julie Weaver	93,595
Tracy Potter	87,724
Melva M. Slythe	82,236
Ann W. Sherman	76,394
Linne Lane	75,351
Kathy R. Bullard	69,231
Kristi M. Nielsen	68,150
Cheryl T. Anderson	64,677
JoAnna P. Shippe	63,499
Julie M. Moreland	62,764
Moleda G. Dailey	61,837
Jill Beckstedt	61,387
Jami B. Hovey	60,912
Brynn M. Blalock	60,801
Andrea I. Zajac	59,993
Barbara Olesen Randall	59,869
Angie S. Day	59,458
Zasha Noel Lowe	58,590
Kim B. Roberts	57,001
Randi Stevens	56,693
Marty Ulmer	56,655
Ruby Garner	55,194
Shirley Jenkins	54,981
Virginia E. Curry	54,860
Windy Louise Franklin	54,103
Elizabeth McCandless	53,853
Angelee R. Murray	53,465
Jennifer Bessey	53,426

Debbie A. Weld	52,794
Roxanne McInroe	52,615
Cheri L. Taylor	52,135
Linda L. Quillin	51,740
Ann Ferrell Smith	51,638
Barbara D. McKeely	51,524
Judy Pennington	50,397
Jennifer L. Semelsberger	50,353
Linda Klein	50,235
Tshanna Kyler	50,233
Leann Elaine Zondag	49,706
Maria Aguirre	49,665
Romelia Bjornnes	48,758
Anna M. Barba	48,587
Kelly Buirch	48,575
Heather L. Bohlinger	48,508
Bonnie Crumrin	48,452
Sandra A. Zavoda	48,260
Nannette G. Short	48,119
Diana E. Fraustro	47,568
Debra M. Wehrer	47,190
Kathleen Bonadie	46,577
Peggy B. Sacco	46,464
Julie Neal	46,399

Commission Circle

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

EMERALD

Tanya Olivia King	\$12,224.78
Ann Shears	12,164.19
Michele Martella Arnes	12,013.53
Brenda Segal	11,403.83
Judy Harmon	11,272.13
Kathy P. Oliveira	11,006.06
Hollie R. Sherrick	10,994.25
Barbara Gizzo	10,985.97
Elaine Oatmeyer	10,903.11
Linda Bradley	10,667.53
Haydee Guzman	9,886.04
Rose Campbell	9,688.82
Kimberly Dawn Reed	9,506.38
Paula Vander Vorste	9,355.17
Nancy L. DeFina	9,311.78
Teresa Maynard	9,232.94
Pamela J. Borghesani	9,137.11
Josefina Vargas-Quintero	9,124.80
Cathy Kazzi	9,109.14
Pam Robbins	9,036.30
Blanca E. Arroyo	8,860.50
Dana G. Berry	8,827.59
Kathy Rodgers-Smith	8,763.86
Brenda D. Elliott	8,741.69
Kimberly R. Parker	8,629.15
Sheila J. McCune	8,623.99
Trisha Taylor	8,501.28
Antonia Miranda	8,483.37
Evalina Chavez	8,345.12
Yanick Olivier	8,200.12
Maria Sanches	8,173.05
Tracy O. Neese	8,164.31
Auri Hatheway	8,082.38
Denise G. Kucharski	7,988.81
Zenelia Wheeler	7,911.22
Carol M. Fulton	7,877.88
Sheri L. Farrar-Meyer	7,810.28
Jackie L. Root	7,807.19
Pat Forehand	7,801.25
Elaine Jegi	7,749.42
Traci L. Smith	7,743.68
Catherine Virginia Slezak	7,742.97
Maritza Lanuza	7,713.76
Helen M. Harlow	7,702.54
Melody Ann Fox	7,691.47
Nancy Harder	7,680.33
Elaine K. Williams	7,675.72
Nancy A. Coleman	7,551.21
Barbara Pleet	7,485.85
Rosemary Mitchell	7,429.42
Lynn F. Huckels	7,385.36
Hope S. Pratt	7,346.35
Christine J. Kurzawa	7,344.35
Carolyn L. DeGroat	7,339.90
Andrea Steinmetz	7,328.75
Karen E. Ridle	7,325.21
Susan Houser	7,318.18
Janet S. Harmon	7,050.35
Karen A. Jorgenson	7,038.15
Valerie Yokie	7,011.29
Eva M. Hall	7,004.81
Nancy A. Berlin	6,960.65
Kimbi L. Bartik	6,954.44
Teresa L. Mock	6,918.01
Pamela Rowe Krzmarzick	6,907.67
Michelle S. Williams	6,901.91
Jo M. Cotton	6,900.69
Tandy L. Ludin	6,852.83
Maria Victoria Sura	6,838.67
Heather A. Carlson	6,833.30
Sue Uibel	6,815.95
Lourdes Monroy Rodriguez	6,801.26
Denise M. Sowder	6,777.87
Candy Jackson	6,761.64
Ronit Goldstein	6,686.88
Stacy D. Foust	6,674.12
Maria Beddick	6,669.85
Annette D. Oxley	6,652.52
Yolanda Lopez	6,630.30
Marcia Neyra	6,606.69
Kimberly J. Richey	6,595.87
Joyce Young	6,552.61
Mariaelena Boquin	6,531.39
Yolanda Maria Leon	6,520.97

Charlotte Mantooth	6,519.83
Tamara D. Lake-Mair	6,510.51
Maria Bertha Godinez	6,450.06
Julie A. Griffin	6,432.91
Robin S. Moody	6,313.57
Marina Sanchez Ramirez	6,291.32
Talvia W. Peterson	6,287.11
Wendy Arthur	6,239.13
Carmen O. Encarnacion Gomez	6,229.24
Ann C. Baldwin	6,212.39
Debbie L. Bower	6,205.96
Lorena P. Ramirez	6,204.15
Tracy Bryce	6,124.89
Toyia M. Drew	6,123.79
Susie J. Serio	6,121.23
Sherry L. Crews	6,118.17

PEARL

Allison Lee LaMarr	\$18,634.42
Tammy A. Valava	14,542.61
Kim L. McClure	13,261.14
Susan Moore	13,192.38
Halina Rygiel	12,639.97
Cindy Machado	12,193.13
Jeanie Martin	11,986.56
Lisa Allison	11,836.58
Barbara Stimach	11,797.40
Rosalie Medjesky	11,265.14
Patty Webster	11,125.72
Dorothy D. Boyd	11,092.69
Jeanie K. Navkal	10,868.80
Alma Orrosetti	10,843.44
Kathy Eckhardt	10,666.85
Leah G. Nelson	10,528.14
Janice Baxter Hull	10,492.44
Krista Lynnette Shepard	10,473.78
Susan M. Hohlman	10,462.86
Kyla Jean Dodson	10,376.62
Maria Bolling	10,263.43
Cathy E. Littlejohn	9,941.29
Holli Thompson Lowe	9,936.58
Tracey L. Chavez	9,668.18
Roya M. Mattis	9,648.68
Jane Studrawa	9,628.22
Julia Sander Burnett	9,612.96
Lisa Olivares	9,527.69
Amy Kitzell	9,423.26
Amie N. Gamboian	9,257.16
Nadine Bowers	9,199.85
Maria Claxton-Dickerson	9,182.13
Anita N. Conley	9,151.45
Harriett Sharpe	8,921.67
R. Sue Miller	8,799.55
Barbara R. Johnson	8,641.39
Debbie P. Grant	8,631.90
Betsy C. Richard	8,586.31
Peggy Matish	8,458.60
Shari M. Kirschner	8,441.57
Sherry L. Fields	8,431.84
Laura Poling	8,360.66
Charlene Grubbs	8,237.37
Kathryn L. Engstrom	8,091.17
Patti Cornell	8,053.15
Sherry L. Beliste	7,865.25
Betty B. Lucido	7,730.62
Menina M. Givens	7,726.01
Carmen J. Felix	7,696.88
Mary C. Estupinan-Martel	7,695.79
Nadine Huckabee-Stanley	7,692.19
Denise E. Crosby	7,678.68
Joyce Recenello	7,616.60
Kathy Lee	7,604.00
Sherrae E. Koehler	7,526.27
Ginger J. Benedict	7,522.17
Cindy Keske	7,469.76
Judi Tapella	7,365.40
Patt Ringnald	7,339.63
Jean A. Wilson	7,324.68
Victoria Rachel Piccirilli	7,277.79
Renee Conn	7,211.89
Sandra M. Lee	7,200.86
Kristin Myers	7,193.78
Germaine Nichelle Richardson	7,164.35
Heather Marie Erbe	7,142.22

Sally Moreno	7,132.52
Linda A. Burns	7,074.69
Diane A. Andrews	7,000.83
Beth H. Piliand	7,000.04
Jami Willett	6,918.42
Irvine K. Foster	6,907.47
Rita Schaefer	6,892.33
Judy Brack	6,887.21
Michelle Annese-Bleichert	6,833.91
Luanne Stewart	6,796.37
Ruthie Bresette-Mount	6,792.82
Sandra G. Kirchhoff	6,724.64
Sandra Tatzert	6,707.33
Alicia Morales	6,643.57
Yvette Alexander	6,629.02
Anne Geertsen	6,599.17
Victoria A. Peasley	6,595.57
Marita W. Campbell	6,560.45
Clozella Ray	6,519.51
Belle L. Martin	6,500.40
Nancy D. Beckwith	6,485.92
Evelyn Pirhalla	6,427.55
Anna Marie Rowe	6,416.75
Amy Stokes	6,411.08
Susan K. Janish	6,405.16
Beverly Taylor	6,404.52
Debbie A. Thomas	6,368.24
Jo Shuler	6,364.01
Ella M. Chick-Power	6,312.05
Keita Powell	6,288.93
Vicki B. Crank	6,244.96
Fern M. Gerdes	6,187.46
Alexandra Baker	6,157.30
Susie Kopacz	6,134.40

DIAMOND

Pat A. Nuzzi	\$14,245.83
Connie L. Russo	13,761.32
Maricarmen Gonzalez	12,708.64
Yvonne S. Lemmon	12,470.05
Evelinda Diaz	11,799.90
Joyce M. Conant	11,719.34
Nancy Ashton	11,296.08
Martha Kay Raile	11,259.16
LaRonda L. Daigle	11,146.98
Sheryl Peterson	10,736.09
Audrey K. MacDowall	10,623.92
Betty McKendry	10,594.29
Susan J. Pankow	10,550.81
Julie Garvey	10,507.05
Sandy Lasso	10,286.70
Maria I. Monarrez	10,268.20
Julie Schlundt	10,241.24
Kim I. Cowdell	10,213.40
Kelly Willer-Johnson	10,091.90
Rosibel L. Shahin	10,091.78
Melinda M. Balling	9,945.16
Andrea Shields	9,942.79
Eileen M. Huffman	9,896.80
Deborah Dudas	9,852.53
Donna K. Smith	9,817.75
Phyllis Pottinger	9,741.25
Lara F. McKeever	9,668.91
Linda C. Weniger	9,629.79
Suzanne T. Young	9,591.86
Mary P. Creech	9,502.47
Nancy Fox Castro	9,498.20
Deanna L. Spillman	9,498.12
Julie Danskin	9,457.33
Ann M. Jones	9,388.90
Vivian Diaz	9,381.17
Ana Carolina Alvarez	9,344.58
Hellen L. Crescenti	9,327.00
Priscilla McPeeters	9,269.18
Susan K. Carlson	9,248.78
Heidi Goelzer	9,239.45
Lisa Rada	9,187.94
Terri J. Beckstead	9,171.36
Peggy Sperling	9,138.47
Marsha Morrisette	9,107.40
Lady Carol Campbell	8,934.89
Michelle L. Farmer	8,815.70
Sharon B. Carney-Wright	8,788.77
Chatney Gelfius	8,663.30
Ada Y. Garcia-Herrera	8,623.20
Christine DeGrammont	8,601.68

Shelly Palen	8,601.55
Omosolape O. Akinyoyenu	8,541.36
Ruth Ojibake	8,448.68
Julie J. Fox	8,403.91
Elvi S. Lamping	8,367.99
Morayma Rosas	8,340.25
Mery C. Ramirez Bravo	8,339.31
Lisa Hackbarth	8,337.07
Kristen C. Spiker	8,279.70
Nellie R. Anderson	8,264.23
Melissa R. Hennings	8,255.60
Mariann Biase Mason	8,231.70
Heather M. Julson	8,201.42
Mary Strauss	8,158.72
Tina Nicole McLean	8,148.35
Mary Jacobson	8,106.32
Rose Rodriguez	8,101.73
Evitellia Valdez-Cruz	8,089.84
Lori M. Langan	8,082.77
Rosa C. Fernandez	8,062.72
Sandy K. Griffith	8,059.69
Donna J. Saguto	8,039.74
Judy Higgins	8,008.84
Kasia Rodriguez	7,990.36
Jose E. Abrado	7,987.56
Jill D. Hastings	7,858.63
Cynthia L. Frazier	7,827.81
Kerry J. DeVilbiss	7,752.80
Char Griffin	7,740.26
Allyn Smith	7,676.65
Maria Flores	7,667.14
Audrey J. Doller	7,645.80
Ana X. Solis	7,593.75
Pat Joos	7,583.37
Amber Michelle Watt	7,558.20
Patricia Carr	7,543.91
Carolyn Thompson	7,530.75
Lou Linda Utley	7,528.14
Faith A. Gladding	7,455.55
Vicki O'Bannon	7,408.85
Kim A. Messmer	7,406.80
Karen M. Bonura	7,383.39
Nancy J. Romshek	7,366.37
Jeanie Albers	7,348.07
Jeanette E. Beichle	7,346.65
Maria S. Edgington	7,342.47
Brenda K. Howell	7,334.41
Barbara H. Peterson	7,323.72
Maria Janet Koo	7,282.97
Allison M. Nielsen	7,207.35

RUBY

Donna B. Meixsell	\$15,320.34
Thessey Nkechi	14,264.51
Nwachukwu	13,497.49
Vicki Jo Auth	13,497.49
Terri A. Oppenheimer-Schafer	13,428.78
Candy D. Lewis	13,103.19
Gena Rae Gass	12,392.57
Kali DeBlander Brigham	12,313.07
Lisa Anne Harmon	12,083.48
Ekene S. Okafor	11,582.99
Amy J. Spence	10,789.88
Kathleen C. Savorgnan	10,634.63
Judie Roman	10,472.42
Hilari Jo Courtney	10,403.48
Phuong L. White	10,232.66
Gale Elliott	9,986.01
Gail Bauer	9,650.03
Natalie K. McNeill	9,615.67
Sherrie L. Clemons	9,327.97
Suzanne Tripp	9,254.21
Gloria Dominguez	9,253.48
Roli Akperi	9,235.50
Sheila K. Valles	9,229.54
Carmen Nunez	9,131.80
Mary Jo Dallen	9,098.02
Marnie R. Yunger	9,058.25
Jan Martino	8,827.40
Thea Elvin	8,717.65
Jennifer Williams	8,607.70
Sheryl K. Goins	8,517.10
Kathy Monahan	8,495.51
Liz Whitehouse	8,434.01
Sylvia J. Cook	8,419.93
Lisa A. DeLucia	8,408.22

Brenda Fenner	8,301.41
Deborah K. Hack	8,211.24
Krystal D. Downey-Shada	8,204.68
Sylvia Limon Martinez	8,133.47
Debbie Deets	8,034.56
Sonya U. Riske	8,013.16
Vicki S. Lindsay	7,932.17
Debra A. McDivitt	7,895.76
Tiffney S. Maxwell	7,826.34
Amber L. Faulk	7,807.58
Colleen Robustelli	7,803.57
Jeannette Curren-Cochran	7,749.02
Julie Smith	7,727.20
Elizabeth Medernach	7,715.64
Palia A. Curry	7,604.54
Margi S. Eno	7,594.27
Gina Beekley	7,572.36
Gaynell L. Kennedy	7,524.31
Michele Semper	7,455.50
Paulette Stowers	7,450.05
Pam Barron	7,380.07
Mary Alice Dell	7,368.31
Stephanie Harvey Valure	7,305.08
Teri A. Nichols	7,282.78
Donna F. Knotts	7,267.25
Jeanette M. Thompson	7,251.49
Debbie A. Elbrecht	7,132.26
Connie A. Brinker	7,108.41
Linda Leonard	7,107.59
Thompson	7,107.59
Tracy A. Crisler	7,080.19
Cindy P. Markowski	7,069.13
Becky J. Seim	7,041.17
Sarah M. Burgess	6,964.88
Cissy E. Warren	6,955.68
Mary Lou Ardohain	6,924.46
Jacqueline N. Alford	6,920.46
Dori M. Fennell	6,888.01
Laura A. McLaughlin	6,847.69
Susan C. Dunlap	6,837.93
Diane Covington	6,791.02
Karen M. Getty-Hopkins	6,681.91
Tammy E. Nixon	6,659.27
Donna Clark	6,549.66
Ann Tinucci Anderson	6,544.00
Theresa E. Westmoreland	6,539.24
Gina Meneses	6,516.86
Karen Pappas	6,502.09
Lee A. McCarthy	6,492.21
Rose Mary Neel	6,491.47
Candace Laurel Carlson	6,473.72
Lisa D. Prescott	6,450.52
Helen Amato	6,423.42
Wanda Metzger	6,380.49
Rachel Wallace Duncan	6,375.81
Mary Sharon Howell	6,367.87
Lisa Baker	6,357.84
Laura A. Schmidt	6,340.29
Susan C. Ehrnstrom	6,291.74
Ann Alexis-Hamilton	6,271.19
Stacey P. Nelson	6,254.85
Gina M. Gildone	6,212.67
Becki Hoisington	6,143.03
Denise Nelson Parmely	6,129.37
Paulette Savoy	6,128.56
Lisa V. Bauer	6,112.30
Kimberly Dawn Hendrix	6,038.15
Suanne P. Eaton	6,033.47

SAPPHIRE

Robin Blackmon-Dunda	\$15,838.63
Pam Klickna	15,313.25
Julie Weaver	14,694.38
Pam I. Higgs	14,482.64
Kim Williams	14,121.52
Paula B. Ramirez	13,787.13
Tracy Potter	11,978.73
Maribel Barajas	11,751.08
Ann W. Sherman	11,625.41
Melva M. Slythe	11,293.58
Ana M. Barba	11,252.16
JoAnna P. Shippe	10,810.68
Linne' Lane	10,497.70
Ruby Garner	10,447.95
Kathy R. Bullard	10,125.29

Jennifer Bessey	10,035.95
Moleda G. Dailey	10,026.18
Debra M. Wehrer	9,896.6

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in February 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Anne Newbury
\$83,450
EMERALD



Nan Stroud
\$52,670
PEARL



Barbara Sunden
\$57,211
DIAMOND



Pat Fortenberry
\$64,237
RUBY



Gayle Gaston
\$64,798
SAPPHIRE

TOP UNIT — ESTIMATED RETAIL PRODUCTION

EMERALD — Ann Shears, <i>Go Give Area</i>	\$91,012
PEARL — Allison Lee LaMarr, <i>D. Berggren Area</i>	\$132,266
DIAMOND — Pat A. Nuzzi, <i>L. Madson Area</i>	\$105,004
RUBY — Donna B. Meixsell, <i>P. Fortenberry Area</i>	\$112,004
SAPPHIRE — Paola B. Ramirez, <i>L. Ceballos Area</i>	\$120,250

TOP SALES DIRECTOR-PERSONAL SALES

EMERALD — Marilyn Harris, <i>K. Walker Area</i>	\$11,925
PEARL — Julie McRae Cranston, <i>J. Krebsbach Area</i>	\$13,252
DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$27,830
RUBY — Paula Renaye Gordon, <i>J. Shealy Area</i>	\$9,735
SAPPHIRE — Kerin Miller, <i>G. Gaston Area</i>	\$13,001

TOP BEAUTY CONSULTANT-PERSONAL SALES

EMERALD — Denise A. Knisley, B. Gizzo Unit, <i>S. Alexander Area</i>	\$12,700
PEARL — Jennifer Cecile Schoendubey, S. Campbell Unit, <i>D. Berggren Area</i>	\$11,122
DIAMOND — Caroline Yoon-Jeong Pettit, E. Sims Unit, <i>Go Give Area</i>	\$14,476
RUBY — Alexis Jolan Sanders, R. Ross Unit, <i>S. McGray Area</i>	\$15,195
SAPPHIRE — Lynn Marguerite Shives, C. Miller Unit, <i>S. Steinman Area</i>	\$26,335

TOP TEAM BUILDER

EMERALD — Maryann L. Stevens, N. Hudson Unit, <i>S. Gladstein Area</i>	15 New Team Members
PEARL — Lisa Hawthorne, L. Jackson Unit, <i>L. Jackson Area</i>	23 New Team Members
DIAMOND — Amy L. Batts, H. Crescenti Unit, <i>M. Diem Area</i>	16 New Team Members
RUBY — Stephanie B. Maiorano, F. Adereti Unit, <i>Go Give Area</i>	17 New Team Members
SAPPHIRE — Norma Waltman, E. Llamas Unit, <i>L. Ceballos Area</i>	16 New Team Members

13% Club

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during February.

EMERALD

Sales Director Haydee Guzman	\$2,087.67
Denise A. Knisley, B. Gizzo Unit	1,919.42
Sales Director Brenda Segal	1,905.28
Sales Director Michele Martella Arnes	1,879.80
Sales Director Yanick Olivier	1,877.23
Sales Director Traci L. Smith	1,838.43
Sales Director Teresa Maynard	1,811.88
Sales Director Tracy O. Neese	1,759.13
Marcela Millan, T. King Unit	1,748.76
Sales Director Margarita Guerra	1,565.98
Sales Director Pam Robbins	1,528.87
Maryann L. Stevens, N. Hudson Unit	1,475.11
Sales Director Andrea Steinmetz	1,465.26
Sales Director Karen E. Riddle	1,456.65
Sales Director Nancy L. DeFina	1,446.06
Sales Director Cathy Kazzi	1,436.89
Alethia Ramsey, D. Minniefield Unit	1,381.41
Sales Director Kara D. Bang	1,375.99
Sales Director Shirley H. Koniewicz	1,372.15
Sales Director Susan H. Bailey	1,359.28
Sales Director Michelle E. Arroyo	1,358.01
Sales Director Jeannine R. DeVore Harris	1,318.07
Pamela J. Crooks, T. Neese Unit	1,294.87
Sales Director Tracy Bryce	1,287.13
Sales Director Vera E. Spencer-Gray	1,271.79

PEARL

Sales Director Susan Moore	\$1,986.56
Sales Director Linda A. Burns	1,671.12
Sales Director Elvi Martin	1,548.27
Sales Director Cindy Keske	1,476.05
Sales Director Diane A. Andrews	1,459.25

Sales Director Annette Garnett Vinson	1,406.18
Sales Director Alexandra Baker	1,396.01
Sales Director Betsy C. Richard	1,349.21
Sales Director Belle L. Martin	1,334.68
Sales Director Cheryl Marie Brown	1,330.42
Sales Director Jasmine Sims Waring	1,311.12
Sales Director Jami Willett	1,285.12
Sales Director Tammy A. Vavala	1,278.62
Sales Director Janice Baxter Hull	1,270.62
Sales Director Debby LaMendola	1,259.77
Sales Director Lisa Olivares	1,249.17
Sales Director Roya M. Mattis	1,231.30
Sales Director Pat Ringnald	1,230.84
Valada Rhonda Morris, S. Wisniski Unit	1,221.48
Sales Director Victoria A. Peasley	1,217.35
Kendra L. Rucker, L. Poling Unit	1,214.62
Sales Director Jean A. Batts	1,212.64
Sales Director Marita W. Campbell	1,201.43
Sales Director Alma Orrostita	1,198.47
Sales Director Grace N. Lemke	1,193.60

DIAMOND

Sales Director Linda C. Weniger	\$2,209.19
Sales Director Kerry J. DeVilbiss	1,839.73
Holly Lynn Nordmeyer, A. Krafka Unit	1,837.16
Sales Director Maricarmen Gonzalez	1,803.13
Sales Director Peggy Sperling	1,802.39
Sales Director Ruth Ojibeka	1,739.73
Amy Lynn Batts, H. Crescenti Unit	1,692.31
Sales Director Merry Kay Campbell	1,611.87
Sales Director Elvi S. Lamping	1,522.66
Sales Director Robbie L. Brannon	1,452.26
Esmeralda Guevara, J. Valentin Unit	1,432.34
Sales Director Lisa A. Glunt	1,418.79

Candice L. Burns, A. Smith Unit	1,400.46
Sales Director Debbie L. Frazer	1,399.61
Angel L. Smith, J. Fontenot Unit	1,399.29
Sales Director Tina Nicole McLean	1,386.26
Sales Director Morayma Rosas	1,385.38
Sales Director Allyn Smith	1,384.50
Michelle L. Randall, K. Spiker Unit	1,343.19
Sales Director Lisa Rada	1,293.57
Sales Director Nancy J. Wright	1,275.04
Sales Director Mary P. Creech	1,270.13
Emily Elizabeth Schuette, L. Seleski Unit	1,259.18
Sales Director Missy Shopshire	1,258.56
Sales Director Silvia Sanchez	1,253.66

RUBY

Sales Director Paulette Stowers	\$2,156.73
K. T. Marie Martin, A. Spence Unit	1,800.83
Sales Director Amy J. Spence	1,461.56
Sales Director Loretta Bible	1,437.80
Sales Director Liz Whitehouse	1,430.49
Sales Director Lisa D. Prescott	1,407.48
Sales Director Kali DeBlander Brigham	1,400.65
Sales Director Donna B. Meixsell	1,375.37
Lara D. Chamberlin, L. DeLucia Unit	1,335.10
Sales Director Marrie R. Yunger	1,324.08
Sales Director Kimberly Dawn Hendrix	1,312.42
Ophelia Anne Galliano, J. Fenn Unit	1,286.16
Sales Director Donna F. Knotts	1,272.83
Sales Director Ekene S. Okafor	1,264.06
Sales Director Lisa V. Bauer	1,245.66
Sales Director Gina Meneses	1,241.11
Sales Director Tonghai Mason	1,220.60
Sales Director Vanessa R. Upkins	1,213.52
Sales Director Elizabeth Medernach	1,202.27

Sales Director Michele Semper	1,189.89
Sales Director Phuong L. White	1,183.98
Sales Director Becky J. Seim	1,173.28
Sales Director Lisa Baker	1,158.66
Sales Director Sheila K. Valles	1,153.04
Sales Director Julie Smith	1,142.05

SAPPHIRE

Sales Director Ana M. Barba	\$2,031.80
Sales Director Cynthia H. Miller	1,915.68
Sales Director Maria Elvia Lopez	1,829.91
Sales Director Maria Dolores Plascencia	1,708.04
Sales Director Ellen Ezekiel Farquharson	1,695.23
Sales Director Andrea I. Zajac	1,562.54
Sales Director Svetlana Lipsey	1,483.66
Sales Director Pam I. Higgs	1,428.80
Sales Director Jennifer L. Semelsberger	1,286.09
Sales Director Marty Ulmer	1,285.34
Nikki Caffall, T. Potter Unit	1,265.52
Sales Director Rosario Dagenais	1,262.92
Sales Director Therese E. Simon	1,256.39
Sales Director Bethany Braden Drew	1,250.54
Sales Director Lorraine B. Newton	1,228.08
Sales Director Theresa Kusak-Smith	1,175.88
Sales Director Alejandra Zurita	1,173.93
Amanda N. Miller, M. Dailey Unit	1,171.01
Sales Director Elizabeth Sanchez	1,156.68
Sales Director Debra J. Witmer	1,149.10
Sales Director Maribel Barajas	1,142.77
Sales Director Silisia Evans Moses	1,129.60
Sales Director Agnes Stewart	1,127.98
Sales Director Tricia Ann Gallagher	1,104.68
Sales Director Elizabeth A. Poole	1,103.86

Sales Mentors

Special thanks to the sales mentors for the February 14, 2006, *New Independent Sales Director Education* class.



Michelle L. Sudeth
Senior Sales Director
Springfield, Ill.
Ruby Seminar



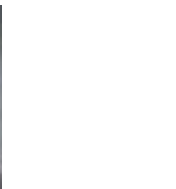
Linda Klein
Senior Sales Director
Woodland Hills, Calif.
Sapphire Seminar



Denise G. Kucharski
Future Executive
Senior Sales Director
Wichita Falls, Texas
Emerald Seminar



Mary Beth Slattum
Future Executive
Senior Sales Director
Virginia Beach, Va.
Pearl Seminar



Paula Vander Vorste
Executive
Senior Sales Director
Linton, N.D.
Emerald Seminar

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GO-GIVE® AWARD

Congratulations to the winners for June 2006.

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

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



Sandy
Mckee-Rini

Emerald

Future Executive
Senior Sales Director

Began Mary Kay
October 1987

Sales Director Debut
August 1989

Offspring three first-line,
six second-line

National Sales Director
Debi R. Moore

Honors Premier Club qualifier; five-times Circle of Achievement; Queen's Court of Recruiting; two-times Sales Director Queen's Court of Personal Sales; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$45,590

Personal Lives in Olmsted Falls, Ohio. Husband, Jim; daughters, Alisha, Megan; son, John

Favorite Quote "Because you have little faith. I tell you the truth, if you have faith as small as a mustard seed, you can say to the mountain 'move from here to there,' and it will move. Nothing is impossible to you."
Matthew 17:22

Independent Senior Sales Director Debbie Barnes of Bay Village, Ohio, says, "Sandy has accepted adoptees from many units and treats them as her own; she leads by example and builds her business the Mary Kay way."



Gail
Smith Scott

Pearl

Senior Sales Director

Began Mary Kay
September 1994

Sales Director Debut
February 1998

Offspring two first-line

National Sales Director
Ruth Theodocion

Honors Premier Club qualifier; three-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$46,694

Personal Lives in Greenville, S.C. Husband, Dan; sons, Ethan and Jordan

Favorite Quote "If you think you can, you can."

Independent National Sales Director Ruth Theodocion says, "There is no end of Gail's Go-Give® spirit. She truly loves helping other women achieve their dreams."



Christine
DeGrammont

Diamond

Future Executive
Senior Sales Director

Began Mary Kay
August 1994

Sales Director Debut
September 1995

Offspring four first-line,
three second-line

National Sales Director
Anita Mallory Garrett-Roe

Honors Cadillac qualifier; three-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$71,959

Personal Lives in Lakeville, Minn. Husband, Nick; sons, Colin and Luke

Favorite Quote "Commitment is the motivator that keeps you moving toward your goal."

Independent Beauty Consultant Diane Lovejoy of Elko, Minn., says, "Christine has many adopted Independent Beauty Consultants in her unit, and she has helped many of them reach Independent Sales Director. She is a great teacher and mentor."



Wendy
Tracy

Ruby

Future Executive
Senior Sales Director

Began Mary Kay
September 1992

Sales Director Debut
September 1995

Offspring four first-line,
two second-line

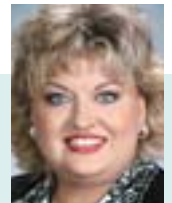
National Sales Director
Sue Z. McGray

Honors Premier Club qualifier; estimated highest monthly unit retail: \$46,794

Personal Lives in Franklin, Tenn. Husband, Tim; stepsons Tristan, Nathan and Timothy

Favorite Quote "Not everything that counts can be counted — not everything that can be counted, counts." Albert Einstein

Independent Senior Beauty Consultant Diane Flansburg of Nashville, Tenn., says, "Wendy is my adopted Sales Director, and she never makes her adoptees feel left out. I am blessed to be in her unit as an adoptee!"



Moleda G.
Dailey

Sapphire

Executive Senior
Sales Director

Began Mary Kay
August 1994

Sales Director Debut
August 1995

Offspring six first-line,
four second-line

National Sales Director
Joanne Holman

Honors Cadillac qualifier; six-times Circle of Achievement; two-times Circle of Excellence; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$101,358

Personal Lives in Charleston, W.V.

Favorite Quote "Success is not for the chosen few; it's for the few who choose."

Independent Sales Director Roxanne Falconer of Brunswick, Md., says, "Moleda is truly an inspiration to all women who meet her. Her willingness to share her time, ideas and talent is an example of what Mary Kay Ash meant by 'the Go-Give® spirit.'"

Experience *The Power of Pink!* seminar2006

Come to *The Power of Pink* Seminar 2006

and be praised to success during this

three-day extravaganza,
the biggest **business-building
event of the year!** As Mary Kay

said, **"Your trip to Dallas and
your Seminar experience are
investments in your future!**

What you learn about this business will pay
for itself many times over in a matter of weeks
when you return home. And **seeing sister
Consultants recognized** for their
achievements will **inspire you to reach
for the stars yourself."** Education,
motivation and recognition – **that's what
it's all about.** You can't afford not to come!



the power of **Pink**
seminar2006

Register by June 30. For all the details, see the May issue of *Applause*® magazine (Pages 10-13) or go to the Mary Kay InTouch® Web site and click on the Seminar 2006 logo.



Put Your Heart Into It

Share your love of the Mary Kay opportunity today. Build your team during the *Heart of Gold* Team-Building Challenge, and you could earn rewards at Seminar 2006. The more qualified* new personal team members you add between March 1 and June 30, the greater your rewards.

Achieve the *Heart of Gold* Challenge, and your name could be drawn as one of two winners (from each Seminar) of an Awards Night makeover.

You'll receive one entry for every qualified* new personal team member added during the contest.

Independent Beauty Consultants and Independent Sales Directors who:

- add at least four qualified* new personal team members will receive a charm bracelet and special-edition rose-tone *Heart of Gold* charm. Plus, an invitation to attend the *Heart of Gold* Luncheon and standing recognition at Seminar.
- add at least five qualified* new personal team members will receive a charm bracelet and special-edition rose-tone *Heart of Gold* charm, an invitation to the *Heart of Gold* Luncheon and onstage recognition!

Plus, the top five Independent National Sales Director areas in each Seminar affiliation (including Go Give) with the highest percentage of area members achieving the challenge will receive reserved seating at the *Heart of Gold* Luncheon.



Reverse side
of charm

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company. For purposes of the *Heart of Gold* Challenge, a new personal team member's qualifying \$600 wholesale order must be received in March, April, May or June 2006. For example, a new Independent Beauty Consultant whose Agreement is received in February and whose \$600 qualifying order is received in March will count toward the contest, and a new Independent Beauty Consultant whose Agreement is received in June must place her \$600 qualifying order by June 30.

MARY KAY®

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