

MARY KAY

applause®

JUNE 2013



LOVE
GOES TO
**great
lengths.**

Mary Kay®
*Beauty That
Counts®.*
**LOOK GREAT,
DO GOOD!**

Gifts
to Make **Dad's Day**

MARY KAY
**one
woman
can™**
50 YEARS

Countdown to Seminar 2013! Register today for this fabulous event and help us celebrate Mary Kay's 50th Anniversary.



ANSWER DESK



Helpful Numbers:

Mary Kay Consultant Contact Center
800-272-9333

(M – F, 8:30 a.m. – 5 p.m. Central time)
For questions regarding *Mary Kay*® product orders, *Mary Kay InTouch*®, special events, product information, etc.

Automated Information Line
800-440-5370 (24 hours)



Mary Kay said it best

“Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don’t give up. Success is just around the corner for the person who refuses to quit.”

Q: I’m looking for a good way to connect with other Independent Beauty Consultants. Got any ideas? **A:** “Let’s Talk” social community on *Mary Kay InTouch*® is a great way to share ideas, learn new tips and get inspiration from other Independent Beauty Consultants across the country.

Q: How can I make sure I receive updates on *Mary Kay*® product launches, promotions and other important news I can use? **A:** Click “Profile” on *Mary Kay InTouch*® to submit your email address. By doing so, you’ll get the *Mary Kay*® eMessenger newsletters twice a month loaded with valuable information to help you in your *Mary Kay* business!

Q: How often does *The Look* product catalog come out with new products?

A: *The Look* is a great visual to help you show and sell the latest *Mary Kay*® products to your customers. You can have a copy mailed each quarter to your customers, complete with a fun product sampler* when you sign them up for the Preferred Customer ProgramSM on *Mary Kay InTouch*®. Or you may want to share *The Look* eCatalog on your Facebook page. *The Look* debuts four times a year: Feb. 16, May 16, Aug. 16 and Nov. 16.

*Available while supplies last

june dates to remember

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

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

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

15 ■ Postmark deadline for Quarter 4 Star Consultant quarterly contest.

■ Deadline to make Quarter 3 Star Consultant prize selections.

16 ■ Quarter 1 Star Consultant quarterly contest begins.
■ Fall 2013 Preferred Customer ProgramSM online enrollment for *The Look*, including exclusive samplers (while supplies last), and Month 2 mailer begins.

20 ■ Online prize selection available for Quarter 4 Star Consultant quarterly contest.

27 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. 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.

30 ■ Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).

■ Online Independent Beauty Consultant Agreements accepted until midnight Central time.

■ Seminar 2013 contest period ends.

SPECIAL EVENTS NOTE

Registration for *One Woman Can*TM Seminar 2013 is under way and ends July 4! Register now to celebrate 50 years of *enriching women’s lives*®!

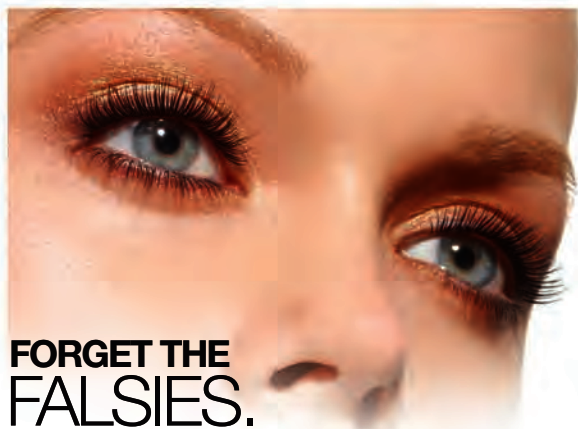


COVER: Our model is wearing *Mary Kay*® Mineral Eye Colors in Crystalline and Silver Satin on her eyelids and Coal as an accent with *Mary Kay*® Eyeliner in Black. She uses *Mary Kay*® Mineral Cheek Color in Strawberry Cream on cheeks, *Mary Kay*® Lash Love® LengtheningTM Mascara in Black and finishes with *Mary Kay*® NouriShine Plus® Lip Gloss in Pink Parfait.



Also available on *Mary Kay Mobile InTouch*TM

InsideTHIS ISSUE



FORGET THE FALSIES.

Flirty, fluttery lashes that seem almost endless are every woman's dream. Now your customers can get the lashes they long for with NEW **Mary Kay® Lash Love® Lengthening™ Mascara**. Get the scoop on this great new product!

2



4 ONE SHADE FITS ALL.

Check out NEW **Mary Kay® Translucent Loose Powder**. One shade works for all skin tones. Plus, it contains *light-scattering properties* designed to diffuse light and create a soft-focus effect that diminishes the appearance of fine lines. That's one multitasking powder any woman can love!

BUSINESS BOOM 18

Mary Kay Ash often said, "We are doing something far more important than selling cosmetics; we are changing lives." Ready to take your Mary Kay business to the next level and perhaps change the lives of others?

find it online: check out **Mary Kay InTouch®** to see what's hot.



SEMINAR 2013 SOUVENIRS

Seminar 2013 is where you'll experience world-class entertainment, top-notch education and tons of inspiration! Be sure to order your Seminar souvenirs on **Mary Kay InTouch®** beginning May 1. They go fast!



GLOBAL MAKEUP ARTIST TEAM

Want to know what's hot this summer? Latest looks and trends? Visit "Product Central" for great videos and tips from the Mary Kay Global Makeup Artist Team! Get their signature looks, expert advice and more!



PREMIER CLUB PLUS CAR PROMOTION

With such a positive response for the Premier CLUB PLUS Car promotion, it's been extended through September 2013! Rev your engines for the opportunity to earn the use of a 2013 Ford Mustang! Or you may picture yourself in a new Cadillac, Chevy Equinox or Toyota Camry! Visit [Contests/Recognition > Career Car Program](#).



EDUCATION ON THE GO

Download free educational material from the MK Library and learn on the go. Put these lessons on your MP3 player so you can hear from top Mary Kay Independent Sales Directors wherever you are! Also access video education on **Mary Kay Mobile InTouch™**.



LOVE YOUR LASHES

Lash Ready

- Start building better lashes by applying **Mary Kay® Lash & Brow Building Serum™** at night.
- Prime lashes with **Mary Kay® Lash Primer** and finish with your favorite **Mary Kay®** mascara.

NEW!

Mary Kay®
Lash
Love®

1 FULLER-LOOKING
Lashes



2 Strengthening
PRIMER



Lengthening™ Mascara

Long, strong, seriously separated lashes. What's not to love? Flirty, fluttery lashes are on every woman's wish list. **Mary Kay® Lash Love® Lengthening™** Mascara helps lashes reach their maximum length for an exaggerated, instantly intensified effect.

Lash Love® Science

- Stretch-Fiber Formula – a combination of short and long fibers that hug lashes and gently extend beyond the end of natural lashes.
- Formulated with **Mary Kay® Panthenol-Pro™** Complex and vitamin E to help strengthen, fortify and condition lashes.
- Contains vitamin E antioxidant known for its conditioning effects.

Curl Power

Even the finest, tiniest lashes get some love with this brush. Longer bristles are nestled in between shorter outer bristles so the formula's fibers adhere to lashes and extend beyond the ends of lashes.

NEW

Product Launch Dates! REMEMBER! New product launch dates begin this quarter on May 16! You'll have lots of time to sell this summer's items like **Mary Kay®** Translucent Powder, new **MKMerr®** products and **Mary Kay® Lash Love® Lengthening™** Mascara.



\$15

A Wardrobe of Tempting Lashes

- 1 Mary Kay® Lash & Brow Building Serum™, \$38
- 2 Mary Kay® Lash Primer, \$15
- 3 Mary Kay® Lash Love® Lengthening™ Mascara, \$15
- 4 Mary Kay® Ultimate Mascara™, \$15
- 5 Mary Kay® Lash Love® Mascara, \$15
- 6 Mary Kay® Lash Love® Waterproof Mascara, \$15



Special-Edition[†]
Beauty That Counts[®]
Mary Kay® NouriShine
Plus[®] Lip Gloss
in Celebrate

\$14

Special-Edition[†]
Beauty That Counts[®]
Mary Kay®
Creme
Lipstick in
One Woman
Can[™]

\$15

Beauty That Counts[®]

To honor Mary Kay Ash's birthday,
we're launching the sixth annual
Beauty That Counts[®] campaign!

May 16 - Nov. 15, 2013

You can join Mary Kay and change the lives of women
and children worldwide. In the U.S., Mary Kay will donate
\$1 from each sale of both the special-edition[†]
Beauty That Counts[®] Mary Kay[®] Creme Lipstick
and *Mary Kay[®] NouriShine Plus[®] Lip Gloss* to
The Mary Kay FoundationSM. Both products feature
two lip shades swirled together.

www.marykayfoundation.org



BEAUTY THAT COUNTS[®]



NEW!

Mary Kay®

Translucent Loose Powder

Translucent. Sheer. It's every woman's perfect shade.

ONE shade works for all skin tones!

- No more shade matching
- Sheer, invisible finish
- Controls unwanted shine all day
- Feels weightless, natural, velvety soft



ONE COLOR FOR
EVERY SHADE OF
BEAUTIFUL.

\$16



Your customers will LOVE!

■ Always the **perfect shade tone** and all you need for an **invisible oil-controlling finish**. ■ Suitable for **all skin types**, even those with sensitive skin. ■ Creates **sheer, natural highlights**. ■ **Long-wearing formula** eliminates shine so **makeup looks fresh all day**. ■ Wear over *Mary Kay*® liquid or cream foundations as a finishing touch or by itself for a natural look. ■ Dermatologist-tested. ■ Oil-free, fragrance-free and non-comedogenic.

WOW! This new loose powder contains **light-scattering properties** designed to **diffuse light** and **create a soft-focus effect** that **diminishes the appearance of fine lines**. It's one multitasking powder any woman can love!

Application is as easy as 1-2-3.

- 1 Mary Kay® liquid or cream foundation/concealer
- 2 Mary Kay® Translucent Loose Powder
- 3 Mary Kay® color products

Upsell!

Mary Kay® Translucent Loose Powder is a great complement to any Mary Kay® liquid foundation, Mary Kay® Concealer or Mary Kay® Facial Highlighting Pen.

Ideal for...

- Current Mary Kay® loose powder users or any shaded powder users.
- Those who like matte finish and/or extra oil control.
- All skin tones and skin types.
- Anyone who wants to take the guesswork out of shade matching.
- Customers familiar with translucent powders (users of a competitive brand who want to try the new Mary Kay® product).



Mary Kay® Powder Brush is a great add-on sale. **\$16**

TIP! The Mary Kay® Translucent Loose Powder is an **ultrafine formula** so a **little goes a long way**. Let your customers know this powder is designed to **use less per application for a seamless, natural finish**.



CUTE Deluxe Sampler!

Mary Kay® Translucent Loose Powder Mini With Mini Brush. Available on Section 2 of the May 16 Consultant order form.

Q: Why is translucent powder bright white?

A: Although translucent powders appear bright white, they disappear upon application. Translucent loose powder **does not impart any color to the skin**, so it provides a **seamless, natural finish** while it **enhances the complexion** every time!

Making Room for What's New

The current six Mary Kay® Loose Powder shades will move to the **Last Chance** section of the May 16 Consultant order form based on availability.

TRANSLUCENT. SHEER.
IT'S EVERY WOMAN'S PERFECT SHADE!
Get the free mobile app at <http://gettag.mobi>

Powerful Age-Fighters for Him

Smoothed. Soothed. Protected. Clean face solutions for every man.

Men's skin needs a few essentials to re-energize, smooth and soothe. The new and improved *MKMen*® Skin Care line is designed to combat the visible signs of aging without irritation.

C MKMen® Face Bar, \$14

Fragrance-free, oil-free, non-comedogenic bar begins the process to help reduce the visible signs of premature aging by cleaning and buffing the skin.

D MKMen® Shave Foam, \$10

Enriched with cucumber fruit extract and lanolin, it softens the skin and helps protect against razor burn.

E MKMen® Cooling After-Shave Gel, \$14

Acts as the finishing step in shaving; contains ingredients that soothe, cool and refresh the skin. Clinically tested for skin irritancy and allergy. Oil-free.

A MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*, \$22

Hydrates while protecting skin from UVA and UVB rays, known causes of premature aging.

B NEW! MKMen® Advanced Eye Cream, \$26

Oil-free skin-conditioning cream hydrates, soothes, brightens and helps to firm the look of skin around the eyes.



A

B



Send the *Mary Kay*® Men's eCatalog to your customers for great gift ideas.



C

D

E

Father's Day

IS JUNE 16.

Limited-Edition[†] Mary Kay[®] Men's Fragrance Travel Collection

Show dad you appreciate him with these top-selling men's fragrances.

This collection is a great size for travel or the gym.

1. True Original™ Cologne Spray
2. MK High Intensity™ Cologne Spray
3. Velocity[®] for Him Cologne
4. Domain[®] Cologne Spray
5. Tribute[®] for Men Spray Cologne

Each fragrance is .33 fl oz.

\$36 for set

**MORE
GIFTABLE
GOODS** for guys



MKMen[®] Skin Care Products, \$10 – \$26 each



Fragrance-Free Satin Hands[®] Pampering Set, \$34



True Original™ Cologne Spray, \$36

Recognition

Congratulations to the winners for February 2013

Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Anita Mallory
Garrett-Roe



Carol Anton



Gloria Mayfield Banks



Karen Piro



Jan Harris



Kathy Helou



Lisa Madson



Gloria Castaño



Pat Danforth



Patricia Turker

On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for February 2013, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for January 2013.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2012, through Feb. 28, 2013.

On-Target for \$850,000 Inner Circle

Anita Mallory Garrett-Roe\$569,220.68

On-Target for \$600,000 Inner Circle

Carol Anton\$401,770.26

On-Target for \$500,000 Inner Circle

Gloria Mayfield Banks\$361,660.28
Karen Piro358,378.03
Jan Harris358,085.43
Kathy Helou355,312.45
Lisa Madson348,160.49

On-Target for \$400,000 Inner Circle

Gloria Castaño\$294,206.43
Pat Danforth273,208.96

On-Target for \$350,000 Inner Circle

Patricia Turker\$262,562.33
Cheryl Warfield255,056.93
Stacy James239,857.75
Halina Rygiel237,402.86

On-Target for \$325,000 Inner Circle

Debi Moore\$231,745.93
Kariee Isenhardt231,418.90
Sherry Windsor226,001.34
Cindy Williams224,568.52
Lupita Ceballos223,003.09

On-Target for \$300,000 Diamond Circle

Sue Kirkpatrick\$212,530.08
Sonia Pérez210,446.66

On-Target for \$250,000 Diamond Circle

Dacia Wiegandt\$194,370.18
SuzAnne Brothers191,236.34
Pamela Waldrup Shaw190,654.48
Judie McCoy190,177.05
Mary Diem183,167.96
Linda Toupin167,665.31

On-Target for \$200,000 Diamond Circle

Mary Estupíñan\$166,232.00
Julianne Nagle164,928.15
Diane Underwood160,285.89
Anita Tripp Brewton159,816.21
Dayana Polanco156,855.04

Shannon Andrews151,675.83
Kerry Buskirk149,797.76
Pamela Fortenberry-Slate149,213.09
Sandy Valerio145,831.01
Sara Pedraza-Chacón145,249.20
Julie Krebsbach144,067.78
Sandy Miller143,492.37
Julia Burnett143,195.35
Connie Kittson138,728.01
Jeanne Rowland138,145.95
Cindy Fox136,367.89
Dawn Dunn135,996.25
Ronnie D'Esposito Klein133,821.13

On-Target for \$150,000 Gold Circle

Nancy Bonner\$130,492.48
Maureen Ledda129,131.24
Dalene Hartshorn128,816.30
Auri Hatheway125,856.80
Janet Tade124,580.28
Kay Elvrum124,092.02
Lily Orellana123,674.92
Yvonne Lemmon123,061.53
Rebecca Evans122,275.92
Cyndee Gress122,178.93

Lisa Allison120,159.80
Tammy Crayk120,063.28
Susan Hohlmán119,732.59
Jamie Cruse-Vrinos118,816.22
Anabell Rocha117,451.20
Vivian Diaz117,229.05
Maria Monarrez116,402.85
Lise Clark115,549.76
Davanne Moul112,158.81
Consuelo Prieto111,557.17
Judy Brack111,524.18
Valerie Bagnol111,498.13
Joanne Bertalan109,871.24
Jan Thetford108,899.42
Kim McClure108,209.77
Candace Laurel Carlson107,763.64
Mona Butters107,346.03
Gloria Báez107,193.12
Jeanie Martin105,465.33
Kristin Myers103,020.90
Pam Ross102,009.53
Alia Head101,497.67
Cathy Bill101,099.30
Mayuli Rolo100,980.84

On-Target for \$125,000 Gold Circle

Juanita Gudíño\$96,388.83
Michelle Sudeth95,580.32
Monique Balboa94,903.86
Elizabeth Muna-Mudsi94,280.30
Scarlett Walker-Simpson94,275.83
Shirley Oshiro94,218.37
Pam Klickna-Powell94,094.50
Evelinda Diaz92,721.02
Vicki Jo Auth92,238.56
Janis Z. Moon92,154.10
Kate DeBlander91,134.81
Glinda McGuire89,404.70
Roxanne McInroe Williams88,883.00
Noelia Jaimes88,493.64
Paola Ramirez87,969.16
Bea Millsagle87,189.10
Pam Higgs86,352.79
Maribel Barajas86,043.87
Brenda Segal84,501.18
Lorraine Newton84,295.95
Kirk Gillespie84,159.26
Sharon Buck83,985.21
Kym Walker83,739.01
Kathy Rodgers-Smith83,370.13

Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 earned in February by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Diamond

1. Anita Mallory Garrett-Roe***\$65,322
2. Lisa Madson47,972
3. Patricia Turker**36,091
4. Gloria Castaño**34,729
5. Linda C. Toupin28,429
6. Sonia Pérez**25,584
7. Susan M. Hohlmán*22,819
8. Mary Diem*22,600
9. Diane Underwood22,160
10. Connie A. Kittson20,984
11. Elizabeth Muna-Mudsi19,609
12. Vivian Diaz18,943
13. Dalene Hartshorn17,878
14. Mayuli Rolo*17,617
15. Dayana Polanco*17,539
16. Noelia Jaimes*15,705
17. Evelinda Díaz*14,178
18. Diane L. Mentiply14,118
19. Heidi Goelzer13,208
20. Rosibel Shahin*12,038
21. Ada García-Herrera12,026
22. Diana Heble10,853
23. Cecilia C. James10,351

7. Somer Fortenberry19,553
8. Ronnie D'Esposito Klein*17,879
9. Maria Monarrez17,840
10. Jeanne Rowland*17,282
11. Vicki Jo Auth16,983
12. Candace Laurel Carlson*16,319
13. Bea Millsagle15,948
14. Donna B. Meixsell15,049
15. Cyndee Gress14,869
16. Kate DeBlander14,856
17. Kirk Gillespie14,166
18. Terri Schaffer13,392
19. Juanita Gudíño13,310
20. Jo Anne Barnes13,069
21. Pam Ross*13,043
22. Kimberly R. Copeland12,930
23. Janis Z. Moon12,549
24. Gena Rae Gass12,034
25. Michelle L. Sudeth*12,003
26. Scarlett S. Walker-Simpson*11,879
27. Maria Flores11,595
28. Gay Hope Super11,522
29. Judy Kawiecki10,226
30. Kelly McCarroll10,112
31. Lynne G. Holliday10,044

7. Shannon C. Andrews*20,134
8. Tammy Crayk19,735
9. Sandy Valerio*19,082
10. Pam L. Higgs18,583
11. Valerie J. Bagnol*16,938
12. Jan L. Thetford16,288
13. Gloria Báez16,248
14. Maribel Barajas16,226
15. Pam Klickna-Powell16,220
16. Davanne D. Moul*15,601
17. Sharon L. Buck14,497
18. Paola Ramirez13,589
19. Lorraine B. Newton13,354
20. Tammy Romage13,057
21. Lara F. McKeever13,031
22. Alia L. Head13,030
23. Joy L. Breen12,853
24. Roxanne McInroe Williams12,750
25. Diana Sumpter12,542
26. Ann Brown12,094
27. Nancy A. Moser11,814
28. Sherill L. Steinman11,338
29. Jill Moore10,449
30. Debra M. Wehrer10,299

7. Auri Hatheway19,861
8. Jamie Cruse-Vrinos19,449
9. Cindy Fox*18,174
10. Kerry Buskirk*17,723
11. Kay E. Elvrum16,767
12. Joanne R. Bertalan*16,718
13. Yvonne S. Lemmon16,640
14. Mona Butters15,893
15. Cathy Bill*15,810
16. Janet Tade*15,697
17. Kym A. Walker*15,420
18. Crisette M. Ellis14,598
19. Brenda Segal*14,128
20. Lily Orellana14,060
21. Consuelo R. Prieto*13,685
22. Evalina Chávez13,312
23. Dawn Otten-Sweeney13,221
24. Pamela Tull12,098
25. Candy Jackson12,075
26. Esther Whiteleather11,989
27. Kathy Rodgers-Smith11,716
28. Sabrina Goodwin Monday11,115
29. Nora L. Shariff*10,907
30. Shelly Gladstein10,704
31. Jackie LaPrade10,596

7. Kristin Myers25,768
8. Mary C. Estupíñan*24,393
9. Anita Tripp Brewton*23,431
10. Lia Carta22,737
11. Julia Burnett*21,370
12. Kim L. McClure21,339
13. Lisa Allison19,533
14. Sandy Miller*19,012
15. Julie Krebsbach*17,866
16. Maureen S. Ledda*17,471
17. Anabell Rocha16,712
18. Jeanie Martin16,520
19. Leah Laughlan16,186
20. Alma Orrostita16,009
21. Lynda Jackson*15,564
22. Nancy Bonner*14,959
23. Judy Brack14,956
24. Monique Balboa14,386
25. Sylvia Kalicak13,961
26. Shirley M. Oshiro13,903
27. Glinda McGuire*13,835
28. Lise T. Clark*13,716
29. Bett Vernon13,556
30. Kathy C. Goff-Brummett11,985
31. Amie N. Gambolan11,259
32. Robin Rowland10,841
33. Linda Kirkbride10,592
34. Cathy E. Littlejohn10,471
35. Meyra Esparza10,336
36. Deb Pike10,105

Ruby

1. Carol Anton**\$48,964
2. Pat Danforth*32,381
3. Sue Kirkpatrick*26,187
4. Karlee Isenhardt*26,007
5. Rebecca Evans*25,824
6. Pamela A. Fortenberry-Slate*20,514

Sapphire

1. Karen Piro**\$43,295
2. Lupita Ceballos*30,566
3. Judie McCoy*24,427
4. Julianne Nagle*22,825
5. Dawn A. Dunn22,466
6. Sara Pedraza-Chacón*20,883

Emerald

1. Gloria Mayfield Banks***\$67,472
2. Kathy S. Helou*56,244
3. SuzAnne Brothers*32,745
4. Debi R. Moore*30,411
5. Sherry Windsor*29,432
6. Dacia Wiegandt*28,783

Pearl

1. Jan Harris**\$40,398
2. Cindy A. Williams34,612
3. Halina Rygiel34,527
4. Cheryl Warfield**30,758
5. Pamela Waldrup Shaw*30,284
6. Stacy I. James**27,110

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2013. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Priscilla McPheeters\$13,671.24
Kristin Jenae Rogers12,468.37
Shelly Palen12,233.75
Sofia Aguilar12,094.07
LaRonda L. Daigle11,504.00
Marsha Morrisette11,266.31
Jennifer Levitt10,821.75
Tawny Krempges10,327.59
Mary Strauss10,154.83
Pat A. Nuzzi9,991.77
Deborah Dudas9,674.92
Amy Allgood9,650.55
Michelle Cape9,545.97
Melissa Mays9,518.11
Melissa R. Hennings9,391.84
Kim A. Messmer9,367.93
Aishat Bola Koya9,289.25
Meg Booker Steward9,278.68
Julie Schlundt9,221.58
Nicki R. Hill9,108.90
Chaya Suri Klein8,972.26
Mariann Biase Mason8,967.54
Shelley Olson8,927.71
Susan M. McCoy8,778.24
Gerri Anne Morris8,602.89
Tami K. Cloute8,564.11
Tokunboh S. Oyenuka8,475.98
Sandy Griffith8,366.61
Yosaira Sanchez8,329.11
Julie Neal8,299.43
Bianny Fabiola Ramirez8,126.94
Lisa Rada8,061.53
Lesley A. Bodine8,053.16
Suzanne T. Young8,036.04
Valorie Jean White8,010.18
Evelita Valdez-Cruz7,969.34
Maritza Estela Gonzalez7,963.97
LaChelle M. Seleski7,917.08
Denise M. Guthrie7,878.04
Delmi Cristina Santos7,824.46
Mileta K. Kinser7,820.97
Brenda K. Howell7,812.90
Terri J. Beckstead7,770.98
Mary Kathryn King7,737.47
Rose Rodriguez-Capone7,667.58
Stephanie A. Richter7,666.35
Mary Beissel7,621.55
Heather M. Julson7,615.64
Susana Pereira-Morales7,613.43
Martha Kay Ralle7,600.81
Carol Lee Johnson7,592.20
Nancy Fox Castro7,544.57
Susan K. Carlson7,509.05
Carolyn Thompson7,508.09
Lisa A. Stengel7,468.20
Temi Odeyale7,406.97
Cassandra Renee Chitwood7,364.46
Jenny Siemsonma7,304.19
Jessica Marie Anderson7,235.58
Mary P. Creech7,227.43
Chatney Gelfuss7,184.67
Sheryl Peterson7,167.61
Linda T. Cartiglia7,074.70
Mary Jacobson7,038.65
Virginia Rowell7,027.93
Amelie B. Kernogne6,988.16
Kristen C. Spiker6,976.02
Ruth L. Everhart6,964.13
Sonia Suyapa Bonilla6,954.60
Abby Heltsley6,951.12
Kiersten Vavrina6,947.47
Jill D. Davis6,932.38
Omosolape O. Akinyoyenu6,898.38
Amanda Blair Michalak6,882.59
Susie Kopacz6,862.49
Ellyn Hoadley6,850.39
Joy H. Rentz6,846.13
Cynthia L. Frazier6,845.89
Patty Gutierrez6,698.36
Chris Landaker6,687.09
Peggy Peterson6,670.90
Kathy M. Viola6,661.99
Denise M. Cadenhead6,654.22
Nancy Ashton O'Hara6,651.24
Norma Lee Shaver6,650.24

Lila DeWeber6,646.90
Barbara E. Roehrig6,620.41
Nancy Polish Dove6,603.72
Patricia Sandoval6,493.90
Mariaelena Boquin6,483.41
Yoanni Espinal6,419.01
Donna K. Smith6,403.36
Sharon B. Carney-Wright6,391.91
Marni McKenna Hendricks6,385.88
Petie L. Huffman6,379.25
Julie Danskin6,356.09
Menina M. Givens6,335.15
Stephanie Audino6,328.24
Nancy J. Osborn6,320.63
Lisa A. Raupp6,285.41

Ruby

Cheryl Fulcher\$13,874.65
Thessy Nkechi
Nwachukwu12,350.24
Kayle Driggers11,634.93
Suzanne P. Wallace11,417.90
Karime Rosas10,871.22
Tiffany Brooke Stout10,275.22
Donna Clark-Driscoll9,856.31
Krystal D. Downey-Shada9,695.92
Diane Covington9,623.21
Mary Sharon Howell9,593.63
Barbara L. Harrison9,450.56
Karen E. Gardner9,214.27
Tekla Ann Haynes9,182.61
Stephanie Corrine Arbaugh8,977.21
Sheryl K. Goins8,867.62
Cleta Colson8,859.67
Gloria Dominguez8,816.55
Kali DeBlander Brigham8,737.88
Debbie A. Elbrecht8,602.65
Ekene S. Okafor8,596.07
Mary Alice Dell8,571.55
Lisa Anne Harmon8,503.38
Deborah S. Bailly8,203.98
Corrin Cresci8,158.61
Paula M. Kirkpatrick8,063.75
Jacqueline N. Alford8,020.82
Sonya F. Goins7,979.14
Candace Lyn Chambers7,940.01
Margarita Velez7,920.96
Cissy E. Warren7,890.49
K.T. Marie Martin7,795.00
Laura A. Kattenbraker7,727.86
Sylvia J. Cook7,716.20
Suzanne M. Riggs7,469.44
Shay Pressley7,438.58
Carmen Nunez de Valencia7,371.66
Brenda Fenner7,356.60
Breda M. Teal7,339.28
Julie Brindell Sapp7,329.77
Chasity Marie Bromley7,301.37
Maricarmen Gonzalez7,261.69
Liz Whitehouse7,167.56
Tanya Michelle Johnson7,137.71
Marnie R. Yunger7,073.02
Missy M. O'Neal7,065.32
Anne Weidenweber7,039.17
Pamela D. Cox7,011.41
Chick Stamschror7,001.47
Sheri Ammons6,855.10
Brandy E. Richwine6,647.05
Cindy Anderson6,617.71
Diana Gutierrez6,580.56
Stephanie Lynne Lenard6,571.86
Vanessa R. Upkins6,535.13
Dorothy C. Ibe6,504.73
Stella Smith-Pius6,483.47
Judy Lund6,441.27
Sandie D. Huber6,408.85
Terry S. Smith6,359.97
Jennifer Jean McNulty6,333.84
Isabel Mejia6,298.26
Lisa Hansen6,285.49
Suzanne Moeller6,254.98
Becky Kiessig6,251.84
Michelle M. Visco6,219.65
Sillisia Evans Moses6,218.10
Jana Leigh Strunk6,184.89

Pamela O. Pruitt6,162.43
Tiffany S. Maxwell6,098.08
Silvia I. Guillen6,058.29
Suzanne Tripp-Black6,049.41
Kaylah Marie Rowlett6,042.79
Winifred Nonye Ogbunamiri6,005.78
Kimberly Michelle Perkins5,999.65
Lisa N. Chovil5,982.38
Daria R. Bull5,830.92
Susan C. Ehrnstrom5,790.25
Deborah J. O'Leary5,785.53
Helen Amato5,771.27
Leah Peterson Taylor5,749.97
Julie Thomas5,710.17
Laurieann Barclay5,702.39
Jacqueline Donna5,686.04
Terry Thole5,676.83
Bonnie Brannan5,661.70
Alexis Shaw5,640.00
Gina M. Gildone5,631.17
Joan M. Merten5,630.44
Lesley Spears5,601.63
Mary L. Cahoon5,591.05
Patience Lenata Baabel5,584.86
Wanda Metzger5,574.16
Shelia D. Evans5,565.71
Kelli Marie Brosnahan5,553.63
Arliegh P.J. Morton5,547.64
Cassie A. Ferrell5,541.14
Janee Elaine Harwell5,539.59
Mary Lou Ardohain5,536.79
Amber L. Towne5,533.40
Jill E. Garrett5,531.62

Sapphire

Julie Weaver\$16,191.23
Tracy Potter10,978.88
Sarah Sullivan Krycinski10,792.21
Kim I. Sabourin10,779.30
Debbie A. Weld10,478.89
Lynnea E. Tate10,409.97
Crystal Dawn McDaniel10,348.84
Julia Mundy10,270.03
Nita Ann Godwin10,262.13
Diane Bruns10,252.31
Audrey K. MacDowall10,217.95
Jim Cundiff10,209.95
Kristi M. Montesana9,383.92
Sylvia Boggs9,177.77
Patrice Moore Smith9,119.33
Randi Stevens8,976.43
Binta Touray Jagne8,558.64
Jennifer L. Besacker8,513.65
Celeste Gabbard Byrd8,428.10
Tabitha A. Hallums8,292.22
Kathy R. Bullard8,265.06
Angie S. Day8,123.61
Paula Kelsch8,061.69
JoAnna P. Shippe8,026.11
Gena Prince7,963.30
Faith A. Gladding7,926.86
Ann W. Sherman7,896.59
Lady Ruth Brown7,829.16
Mary G. Gronholz7,700.91
Jeannie Helm7,691.34
Robyn S. Cartmill7,642.66
Krista Neal Warner7,596.24
Rheanonda R. Johnson
Gray7,476.50
Maranda Michelle Rains7,446.83
Cheryl T. Anderson7,406.14
Kathleen Kirkwood7,373.65
Eileen Ezekiel Farquharson7,299.99
Molena G. Dailley7,243.64
Connie L. Russo7,167.65
Christine Burgstahler7,069.66
Deanna L. Spillman7,003.66
Heather L. Bohlinger6,948.15
Krista A. Johnson6,947.85
Debra J. Witmer6,933.39
Peggy B. Sacco6,925.95
Milbela Sosa6,854.43
Jennifer G. Bouse6,841.22
Tshanna Kyler6,786.45
Shelia Berry6,715.61

Maria Elena Coyote6,637.57
Linda A. Jones6,633.04
Barbara J. Puckett6,594.31
Brynn M. Blalock6,551.19
Marty Ulmer6,507.20
Phyllis I. Pinsker6,505.48
Tracey A. Fields-Hedrick6,477.00
Wendy Clausen6,440.45
Linné Lane6,413.76
Anita R. Rabelo6,393.46
Anne Q. Harris6,383.87
Alison Jurek6,295.46
Debie Mary Nunez6,187.57
Dolores Keller6,171.20
Reyna Nereyda Lepe6,157.70
Rosa Elia Meza-Sanchez6,112.55
Ryan Ashlee Rives6,080.50
Christine M. Jessee6,059.93
Chris Havens6,037.87
Rayne D. Tubbs6,004.34
Melody Missick6,002.41
Lisa Louise Winton5,946.83
Josefa Chacon5,946.11
Alejandra Zurita5,941.17
Marie E. Vlamnick5,938.42
Brandi Driggers5,914.91
Catalina T. Barahona5,898.06
Kenetia A. Adams5,892.38
Pam Garner Moore5,872.24
Christy Bigham5,871.93
Frances Woodham5,866.16
Brenda L. Tholin5,824.09
Dawn Coby5,804.66
Juliet M. Goodwin5,803.81
Avelyn R. Smith5,777.25
Holly LaRae Bartz5,763.04
Nancy W. Pettaway5,744.39
Angela D. LaFerry5,734.06
Lynn Baer Roberts5,721.37
Maria Elvia Lopez5,699.13
Kimberly Leigh Moore5,658.54
Mary K. White5,641.13
Beth Hollingshead5,624.66
Sanjuana Sosa5,612.26
Maria G. Leon5,604.81
Leann Elaine Zondag5,600.39
Amy J. Bowman5,596.51
Celia E. Estrada5,549.01
Norma Ferreira Lopez5,544.16
Nannette G. Short5,535.15
Sue Ammons5,531.66

Emerald

Michele Armes\$12,841.97
Melinda M. Balling11,945.49
Sue Uibel11,667.29
Jordan Helou Eicher11,515.54
Paula Kelsch10,389.53
Trisha Taylor10,205.24
Karen E. Riddle10,189.57
Sheri Farrar-Meyer9,964.65
Kimbi L. Bartik9,299.55
Christine Denton Barrueco9,275.76
Kathy P. Oliveira9,230.74
Connie Marie Ackroyd9,097.30
Barbara Pleet8,958.33
Jeanie M. Tamborello8,839.41
Julie A. Griffin8,813.46
Julie B. Potts8,672.39
Stacy D. Foust8,647.72
Heather A. Carlson8,472.35
Grace Elizabeth Snively8,311.92
Maria Sanchez8,243.80
Romy L. Portuondo Remior8,196.91
Tatiana Rodriguez8,135.58
Susie J. Serio8,012.94
Linda Klein7,958.54
Pattie A. Robinson7,790.50
Elaine K. Williams7,743.31
Cheryl L. Foster7,739.16
Michelle L. Calbert7,723.90
Traci Smith7,606.85
Jeannine R. DeVore Harris7,579.85
Deborah G. Thrift7,564.39
Linda Bradley7,562.14

Jo M. Cotton7,499.33
Jill Beckstedt7,382.87
Joanna Helton7,340.17
Vicki Powell7,265.64
Cynthia Pack7,249.35
Stacy S. Gilson7,182.34
Karen A. Jorgenson7,042.98
Susan Ruth Cunningham6,944.86
Dawn Barton6,901.92
Linda Spadlowski6,897.71
Kay Dickerson6,876.76
Debbie L. Bower6,876.03
Carol M. Fulton6,859.71
Ashley N. Clinesmith6,841.70
Dana Ann Lamade6,797.00
Amy R. Sigler6,771.61
Margaret Neill6,769.86
Christine J. Kurzawa6,754.50
Denise M. Sowder6,680.38
Pam Kelly6,626.47
Jeanette E. Beichle6,623.16
Joyce M. Conant6,617.91
Betty McKendry6,532.23
Nancy Boucher6,531.80
Connie S. Miller6,531.42
Helen Jakpor6,524.30
O'neily Encarnacion Gomez6,508.33
Jackie L. Root6,476.78
Kelly Kay Johnsrud6,266.10
Helen M. Harlow6,196.25
Susan H. Campbell6,170.55
Dana Dean Cornalino6,118.35
Audrey J. Doller6,106.26
Tanya O. King-Lee6,091.77
Debbie E. Barnes6,070.05
Anne Newcomb6,049.94
Bethany Anita Benenati6,004.37
Jessica Brash Holzbach5,961.09
Ann Ferrell Smith5,960.75
Denise G. Kucharski5,957.19
Nykolé Lynne Jackson5,953.71
Ann Shears5,927.16
Shara Mobley Gladden5,880.65
Anne Sullivan5,865.26
Amy Renee Lockwood5,826.81
Maggie Rader5,773.67
Amie E. Kelly5,700.67
Frankie Clapp5,694.44
Ana X. Solis5,662.92
Dawn Wilson5,653.85
Ayobami Olanrewaju
Olusa5,652.27
Angie Sidden5,649.09
Silvia Sanchez5,638.53
Susan A. Smith5,618.25
Rebecca C. Allen5,613.80
Martha Villarreal5,606.02
Nancy A. Berlin5,602.47
Carmen Hernandez5,586.65
Jessica Swann Cline5,575.49
Ana Reyes5,559.79
Lynn F. Huckels5,543.51
Amanda Thulin-Marrano5,533.39
Stephanie Denise Castro5,508.87
Anne Louise Goodman5,502.82
Angel L. Hurley5,482.85
Yolanda Lopez5,446.81
Hollie R. Sherrick5,387.13
Andrea Steinmetz5,385.79

Pearl

Crystal Trojanowski\$15,238.99
Sandy Kay Gant14,435.09
Roya Marie Mattis13,573.74
Lily Gauthreaux12,027.55
Patti Cornely11,269.90
Tammy A. Vavala11,119.11
Laurie Travis Plyler11,113.68
Amy Kemp10,804.02
Diane M. Detesco10,744.98
Debbie A. Thomas10,691.32
Blythe Jolee Egbert10,519.00
Susan Moore10,398.16
Tamarie M. Bradford10,309.81
Jenn Kirkham10,044.81

Lisa Olivares9,906.35
Stephanie Lynn Coker9,734.81
Nadine Bowers9,671.58
Marye Durrer9,664.18
Keita Powell9,602.43
Christina Lynn Frantz9,533.27
Jeanie K. Navrakal9,383.82
Christi G. Campbell9,331.05
Rachael M. Bullock9,298.84
Jaime Marie Bittner9,143.88
Amy Stokes8,881.32
Anne Geertsens8,802.59
Laura Poling8,773.68
Maureen Shipp8,758.12
Vicki Piccirilli8,614.98
Shauna Lynn Abbotts8,520.37
Betsy C. Richard8,477.18
Rachel Page Kellogg8,371.90
Maria Isabel Martinez8,295.66
Janice Baxter Hull8,222.65
Kathryn L. Engstrom8,202.69
Lucia Fernandez8,177.29
Amy C. Schule8,072.66
Virginia S. Rocha8,001.86
Katherine Mirkes Ward7,900.45
Sylvia Limon Martinez7,865.91
Shanna H. Jones7,486.24
Kimberly L. Massengill7,466.81
Nancy D.L. Brindley7,456.55
Brenda Stafford7,430.05
Maria Claxton-Taylor7,408.41
Joyce Recenello7,382.05
Cari Newby7,366.67
Tasha May Miller7,337.55
Brittany Marie Kaps7,293.87
Audrey L. Detesco-Nickell7,271.26
Angela J. Fry7,268.38
Irene K. Foster7,224.90
Beth H. Piland7,199.14
Evelyn Pirhalla7,167.24
Betty B. Lucido7,121.98
Cindy Machado-Flippen7,120.92
Stacey Craft7,107.56
Sara Ruth Pennella7,103.22
Carmen J. Felix7,101.72
Amy Kitzell7,066.84
Denise E. Crosby7,043.11
Patty J. Olson6,993.13
Anna Marie Rowe6,882.62
Angela P. LaFrance6,872.12
Nicole J. Canamare6,851.32
Tammy Brown6,838.30
Deb Altenburger6,824.07
Reina Murcia6,816.58
Sandra Giraldo Kirchhoff6,755.75
Beverly M. Brown6,742.12
Aimee Wiley Dorsey6,715.51
Shelley Eldridge6,703.99
Susan K. Janish6,667.90
Amanda DeVane Jones6,594.29
Judi Tapella6,561.06
Nedra Ruby White6,546.35
Carrie V. Eddings-Foster6,526.04
Sherry L. Fields6,491.39
Ginger J. Benedict6,440.46
Brandy J. Nusbaum6,415.67
Milagro V. Diaz6,407.49
Randi S. Gleason6,393.42
Rita Schaefer6,382.20
Kristi Sue O'Rourke6,376.08
Tracey L. Chavez6,357.80
Sally Moreno6,352.79
Shari M. Kirschner6,345.24
Charlene Grubbs6,321.22
Adrienne Marie Detesco6,301.84
Judy Gieson6,277.93
Beverly Taylor6,248.93
Linda S. Pilori6,227.91
Natalia Travilla6,168.57
Kathy Lee6,117.41
Joy D. Bailey-Gress6,085.97
Toni Moore6,085.42
Barbara R. Johnson6,044.11
Cynda Leigh Worrell6,040.65
Peggy Matish6,037.84
Mary C. Zimmerman6,023.81

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.



Get ready

to experience Seminar like never before! It is Mary Kay's 50th Anniversary, and we have lots to celebrate. You're sure to be blown away with all the fun and excitement this three-day extravaganza will bring.

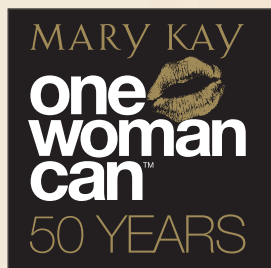
- Relish in mind-blowing **RECOGNITION**.
- Gain insight to help **BOOST YOUR BUSINESS**.
- Stay in the know on hot **NEW PRODUCTS** and the latest Company news.
- **DANCE** the night away at a fun, new After-Party event!

Pack your best glitter-glam and head to Dallas as we celebrate you and Mary Kay's rich 50-year history!

What's new?

- Awards Show moves to Day 2 afternoon with an over-the-top After-Party that evening for all! You'll feel like a movie star on the red carpet attending a fabulous Oscar's ball where you'll dance the night away to the tunes of a live band.
- A new state-of-the-art Seminar stage that's like a theater in the round.
- Independent Sales Director debuts. It's your time to shine on the Seminar stage and debut before a few thousand of your closest friends.

Seminar 2013



Seminar Dates

- Diamond July 21 – 24
- Ruby July 24 – 27
- Sapphire July 28 – 31
- Emerald July 31 – Aug. 3
- Pearl Aug. 4 – 7

REGISTER

May 1 – July 4 (first come, first served).
Open to all Independent Beauty Consultants.

LOCATION

Dallas Convention Center
650 S. Griffin St., Dallas, Texas 75202

REGISTRATION FEE

\$185, if received by July 4
\$210, on-site, space permitting. (Exception:
New Independent Beauty Consultants whose
Independent Beauty Consultant Agreements are
accepted by the Company after July 4.)

TRAVEL ESSENTIALS

1. Business attire for Mary Kay special events
(after-five gown or cocktail dress for
Awards Show/After-Party).
2. Light sweater for convention center
and evenings. (It's summer in Dallas,
but the convention center and restaurants
can be chilly.)
3. Comfy shoes. (You'll do a lot of walking!)
4. Cute PJs (for late-night pizza parties
with your Mary Kay girlfriends).
5. Sewing kit for wardrobe malfunctions.

SOUVENIRS!

This year we're offering five commemorative
50th Anniversary souvenirs (shown here) available
ONLY AT SEMINAR. These keepsake items
are in ADDITION to our regular lineup of
Seminar souvenirs you can order now.

Go to **Mary Kay InTouch®**
to check other souvenir
items available. Hurry –
quantities are limited!



Boldacious Purse
Charm, \$5

One Woman CanSM
Lapel Pin, \$2



FASHION

White is hot!

Fresh, yet sophisticated, especially when contrasted with bright pastels.

Go bold with color –



hot pinks, vivid blues and florescent greens in form-fitting chiffon and silks. Peplum and full skirts are on-trend. Floral brocade prints

and patterns lend an element of interest. We've got lots to celebrate this year as we honor our accomplishments over the past 50 years and embrace what the next 50 have in store! You're sure to be blown away by the fun and excitement this three-day extravaganza will bring.



For inspiration only. Earrings not for sale.

Queen of Hearts
Journal, \$5



The Golden Touch
Writing/Stylus Pen, \$4



One Woman Can™
Postcards (pk/12), \$4





50 Years Ago, Mary Kay Ash

started something beautiful,
and then she shared it with women everywhere.

Today, it's your turn to PASS IT ON. Congratulations if you took advantage of the **April Start Something Beautiful™** Team-Building Promotion and have added new team members!



The new Independent Beauty Consultant Curriculum in The Silver Wings Scholar ProgramSM on *Mary Kay InTouch®* is a great place to help you and your new team members grow and flourish. You'll review lessons on time management, building a customer base, overcoming objections and more.

It's Raining Red!

Team-Building Challenge MARCH 1 – JUNE 30, 2013

Add three or more qualified* new personal team members to earn your **FREE Red Jacket**; plus, attend exciting Seminar events! See *Mary Kay InTouch®* for details!

We've sweetened the pot! Have your photo taken at Seminar 2013 with Ryan Rogers, Mary Kay vice president and Mary Kay Ash's grandson! Just **add six or more qualified* new personal team members**, and smile for the camera!



Quick WINS!

- ▶ **INVITE** your new team member to a unit meeting and introduce her to your sister Independent Beauty Consultants. Always remember the Adoptee Program is available if you need it.
- ▶ **LET** her learn while you earn! Invite your new team member to accompany you to a skin care party.
- ▶ **SCHEDULE** a time to go through her *Mary Kay®* Starter Kit so she feels prepared and excited.
- ▶ **HELP** your new team member develop a contact list and plan her *Mary Kay* debut party so she can start earning and getting quick wins on her own!



BE YOUR OWN SUCCESS STORY!



Topics from the magazine come to life on the "Start Something Beautiful™ ... LIVE!" on-demand broadcast. Check it out on Mary Kay InTouch® > Education.

Wow! Have you seen the new, eye-catching *Start Something Beautiful™* magazine?

It's got everything new Independent Beauty Consultants need to get started, in a fun, colorful format. It combines the *Consultants Guide* and *Start Earning Now* magazine into one easy-to-use guide. The magazine launched with the March Starter Kits and is available for purchase on the March 16 Consultant order form. Cost: \$5/magazine. The former *Consultants Guide* and *Start Earning Now* magazine will be phased out.

Starter Kit Bag Celebrates One Year!

The classic and stylish Mary Kay® Starter Kit Bag is turning heads and gaining lots of attention its first year out. Reminiscent of classic bags by top fashion houses and priced at only \$35, it's the ultimate bag and organizer for your parties!



Meet Today's Mary Kay Woman ...



Danita Sajous,
Independent
Sales Director,
Chicago, Ill.

“I became an Independent Beauty

Consultant because I love people. I love seeing women flourish and bloom as powerful, confident and beautiful. Today, I'm more feminine, confident, passionate, disciplined and positive. I've discovered the sky's the limit!”



Lyris Yee Patterson,
Independent
Sales Director,
Allen, Texas

“When I started my Mary Kay business, it seemed

so different than what I thought my life would be. My parents taught me to attend college, get a marketable degree and work for a big company. Starting my own Mary Kay business seemed like a wild idea, but I love the sense of accomplishment I feel as I reach my goals. I embrace being my own boss!”

Did you know ...



Independent Beauty Consultant ranked No. 4 behind Environmental Engineer in the "Top 11 Hot Jobs for Every Girl" on cosmopolitan.com.



GO-GIVE® AWARD

Congratulations to our June 2013 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give® spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on *Mary Kay InTouch®* under the Contests/Recognition tab.



Sally Anderson

Diamond

Independent Future Executive Senior Sales Director

Began Mary Kay Business
August 1987

Sales Director Debut
August 1991

Offspring three first-line;
seven second-line

National Sales Director
Go Give Area

Honors Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement

Personal Lives in Liberty, Mo. Husband, Dave; son, Corey; daughter, Lauren

"I am motivated to help others because I want people to realize they can create the lifestyle they want, with integrity and their own priorities, while achieving more than they ever dreamed possible."

Independent Beauty Consultant Keli Morris of Savannah, Mo., says, "No matter if you are in her unit or not, Sally mentors us, checks up on our goals, and offers encouragement and celebration when goals are achieved."



Nina Elliott

Ruby

Independent Future Executive Senior Sales Director

Began Mary Kay Business
September 1988

Sales Director Debut
February 1994

Offspring three first-line;
one second line

National Sales Director
Ronnie D'Esposito Klein

Honors Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; four-times Double Star Achievement

Personal Lives in Milton, Fla. Husband, George; daughter, Valentina

"I am motivated to help others because we must forever remember what sets this Company apart from all others: place God first, family second, career third and live and work by the Golden Rule. This is Mary Kay's legacy, and I am proud to honor her."

Independent Senior National Sales Director Ronnie D'Esposito Klein says, "Nina includes her adoptees in all her events and also conducts team-building appointments and debuts for them – she is amazing!"



Hilda Marrufo

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay Business
July 2000

Sales Director Debut
January 2001

Offspring three first-line

National Sales Director
Lupita Ceballos

Honors Star Consultant; 12-times Sales Director Queen's Court of Personal Sales; 12-times Queen's Court of Sharing; 11-times Circle of Achievement; Double Star Achievement; 11-times Triple Star Achievement

Personal Lives in Rancho Cucamonga, Calif. Husband, Rafael; son, Ivan; daughter, Ivette

"I am motivated to help others because I want to help them change their lives, as mine was changed.

Independent Senior Sales Director Elvia Lopez of Colton, Calif., says, "Hilda has a spirit of serving. She has shared her ideas with my unit when I was ill and also helped me with a personal crisis, acting as counselor, mother and friend."



Elma Huss

Emerald

Independent Sales Director

Began Mary Kay Business
May 1981

Sales Director Debut
June 1983

National Sales Director
Go Give Area

Honors Circle of Honor; 13-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement

Personal Lives in Marshalltown, Iowa. Sons: Patrick, Toby; daughter, JoEllen; five grandchildren

"I am motivated to help others because I love people. As a friend of mine always said, 'If you love anybody strongly enough, it keeps them motivated and you also.'"

Independent Beauty Consultant Debbie Ashton of Beaman, Iowa, says, "Elma is very generous to her unit. She helps in any way she can and although she was not well, she assisted me when I also was ill."



Amber Nichols

Pearl

Independent Senior Sales Director

Began Mary Kay Business
November 2002

Sales Director Debut
July 2003

Offspring one first-line

National Sales Director
Julia Burnett

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

Personal lives in Alexandria, Ky. Husband, Christian; sons: Chase, Dawson; daughters: Brooke, Kendall

"I am motivated to help others because when we keep the Golden Rule as our guide, relationships are blessed. It is certainly what Mary Kay Ash envisioned for her Company. As women, we all just want to love and be loved."

Independent Beauty Consultant Kelly McDaniel of Cincinnati, says, "Every year our unit gives gift baskets to the Women's Crisis Center, and Amber puts in a lot of time preparing the baskets and delivering them."



THE MARY KAY FOUNDATIONSM

A Legacy of Love Over \$50 million raised to date!



“The Mary Kay FoundationSM is the living legacy of Mary Kay Ash. She saw the devastating effects of cancer and domestic violence time and time again. She related to women and loved women, so it was no wonder she was so devoted to these causes. With all her wealth and fame, Mary Kay always empathized with others; she had a heart for the hurting. Although the foundation was not officially set up until 1996, she, along with Mary Kay employees and the independent sales force, had already raised \$2.5 million for cancer research.”

— Jennifer Cook, Mary Kay® Museum Director and Board Member,
The Mary Kay FoundationSM. Mary Kay employee since 1974.

2012

- Granted 150 domestic violence shelters \$20,000 each – a total of \$3 million.
- Awarded 13 respected doctors and medical scientists \$100,000 each in cancer research grants – a total of \$1.3 million.

From Grateful Hearts

Family Crisis Center, Bastrop, Texas



Picture a mom leaving home in the middle of the night with her daughters and calling the Family Crisis Center from a pay phone. The volunteer makes arrangements for them to stay at the emergency shelter.



Thanks to the Family Crisis Center and The Mary Kay FoundationSM grant money, this emergency shelter exists for rural Central Texas. In six months, the center provided a safe haven for more than 200 adults and children in crisis. The Mary Kay FoundationSM grant helped to fund the general operating budget and support services such as medical and legal advocacy, counseling, transportation and safety planning.



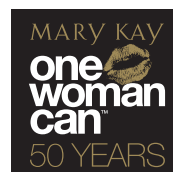
Kevin A. Janes, Ph.D.

Thanks to The Mary Kay FoundationSM grant, University of Virginia researcher Kevin Janes used a technique called stochastic profiling to see differences in the ways cells behave even though the cells may look similar. Genetic science breakthroughs like this make a cure for cancer one step closer.

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