LOVE GOES TO great lengths.

Mary Kay<sup>®</sup> Beauty That Counts<sup>®</sup>. LOOK GREAT, DO GOOD! R

**JUNE 2013** 





MARY KAY

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





### Mary Kay Consultant Contact Center 800-272-9333

(M - F, 8:30 a.m. - 5 p.m. Central time)For questions regarding *Mary Kay*<sup>®</sup> product orders, *Mary Kay InTouch*<sup>®</sup>, 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*<sup>®</sup> 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*<sup>®</sup> product launches, promotions and other important news I can use? A: Click "Profile" on *Mary Kay InTouch*<sup>®</sup> to submit your email address. By doing so, you'll get the *Mary Kay*<sup>®</sup> *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*<sup>®</sup> products to your customers. You can have a copy mailed each quarter to your customers, complete with a fun product sampler<sup>↑</sup> when you sign them up for the Preferred Customer Program<sup>SM</sup> on *Mary Kay InTouch*<sup>®</sup>. 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.

<sup>†</sup>Available while supplies last

# june dates to remember

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Independent Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
  - Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
- Postmark deadline for Quarter 4 Star Consultant quarterly contest.
- Deadline to make Quarter 3 Star Consultant prize selections.
  - Quarter 1 Star Consultant quarterly contest begins.
    - Fall 2013 Preferred Customer Program<sup>SM</sup> online enrollment for *The Look*, including exclusive samplers (while supplies last), and Month 2 mailer begins.
- Online prize selection available for Quarter 4 Star Consultant quarterly contest.

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.



 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*<sup>™</sup> 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*<sup>®</sup> Mineral Eye Colors in Crystalline and Silver Satin on her eyelids and Coal as an accent with *Mary Kay*<sup>®</sup> Eyeliner in Black. She uses *Mary Kay*<sup>®</sup> Mineral Cheek Color in Strawberry Cream on cheeks, *Mary Kay*<sup>®</sup> *Lash Love*<sup>®</sup> *Lengthening*<sup>TM</sup> Mascara in Black and finishes with *Mary Kay*<sup>®</sup> *NouriShine Plus*<sup>®</sup> Lip Gloss in Pink Parfait.



# Insidethis

# 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*<sup>®</sup> *Lash Love*<sup>®</sup> *Lengthening*<sup>™</sup> Mascara. Get the scoop on this great new product!

# ONE SHADE

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

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 is where you'll experience worldclass 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*<sup>™</sup>.

Applause<sup>®</sup> Magazine Team: EDITOR-IN-CHIEF: LAURA RIVERA MANAGING EDITOR: ALESIA RITENOUR WRITER/EDITOR: ELIZABETH ARTTUS ART DIRECTOR: LIZ LEDESMA ACCOUNT MANAGERS: NICOLE WILLIAMS, ANITA HAYS SENIOR EDITOR: JUANITA ALVAREZ SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN JONES PRINT PRODUCER: KIM RIND CONSULTANT COMMUNICATIONS ASSISTANT: LIZ ESCALANTE SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: RENEÉ PEISER, PATTI CASAMASSIMA PROOFREADERS: PEGGY MEADOR, KIM ROLLINGS



# Lash Ready

 Start building better lashes by applying *Mary Kay*<sup>®</sup> Lash & Brow Building Serum<sup>™</sup> at night.

Prime lashes with *Mary Kay*<sup>®</sup> Lash Primer and finish with your favorite *Mary Kay*<sup>®</sup> mascara.

# NEW! Mary Kay®

# Lengthening<sup>™</sup> 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*<sup>™</sup> Mascara helps lashes reach their maximum length for an exaggerated, instantly intensified effect.

FULLER-LOOKING

Lashes

MARY KAY

### 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*<sup>®</sup> *Panthenol-Pro*<sup>TM</sup> 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.



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*<sup>®</sup> Translucent Powder, new *MKMen*<sup>®</sup> products and *Mary Kay*<sup>®</sup> *Lash Love*<sup>®</sup> *Lengthening*<sup>™</sup> Mascara.





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<sup>†</sup> *Beauty That Counts® Mary Kay®* Creme Lipstick and *Mary Kay® NouriShine Plus®* Lip Gloss to

two lip shades swirled together.

The Mary Kay Foundation<sup>™</sup>. Both products feature

## 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.

# 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.

MK

# 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<sup>®</sup> Translucent Loose Powder
- **3 Mary Kay® color products**

# **Upsell!**

*Mary Kay*<sup>®</sup> Translucent Loose Powder is a great complement to any *Mary Kay*<sup>®</sup> liquid foundation, *Mary Kay*<sup>®</sup> Concealer or *Mary Kay*<sup>®</sup> 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*<sup>®</sup> product).

*Mary Kay*<sup>®</sup> Powder Brush sis a great add-on sale. \$16

**TIP!** The *Mary Kay*<sup>®</sup> 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



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

A MKMen<sup>®</sup> Advanced Facial

Hydrator Sunscreen Broad

Spectrum SPF 30\*, \$22

hydrates, soothes, brightens and helps to firm the look of skin around the eyes.

Send the Mary Kay<sup>®</sup> Men's eCatalog to your customers for great gift ideas.

# 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*<sup>®</sup> 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<sup>®</sup> Shave Foam, \$10 Enriched with cucumber fruit extract and lanolin, it softens the skin and helps protect against razor burn.

**E** MKMen<sup>®</sup> 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.



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

DAILY USE

ADVANCED FACIAL HYDRATOR

IN FACIAL HIDRATANTE

SPF30

88 mL

# her's D IS JUNE 16.

mk

Limited-Edition<sup>†</sup> 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<sup>™</sup> **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.



# MORE **GIFTABLE GOODS** for guys



MKMen® Skin Care Products, \$10 - \$26 each

All product prices are suggested retail.

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



True Original™ Cologne Spray, \$36

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# Top NSDs Year-to-Date

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



# **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	On-Target for \$325,000 Inner Circle	Shannon Andrews	Lisa Allison	On-Target for \$125,000 Gold Circle
Anita Mallory Garrett-Roe\$569,220.68	Debi Moore\$231,745.93	Kerry Buskirk149,797.76	Tammy Crayk120,063.28	Juanita Gudiño\$96,388.83
	Karlee Isenhart	Pamela Fortenberry-Slate149,213.09	Susan Hohlman119,732.59	Michelle Sudeth
On-Target for \$600,000 Inner Circle	Sherry Windsor	Sandy Valerio145,831.01	Jamie Cruse-Vrinios118,816.22	Monique Balboa94,903.86
Carol Anton\$401,770.26	Cindy Williams	Sara Pedraza-Chacón145,249.20	Anabell Rocha117,451.20	Elizabeth Muna-Mudsi94,280.30
	Lupita Ceballos	Julie Krebsbach	Vivian Díaz117,229.05	Scarlett Walker-Simpson94,275.83
On-Target for \$500,000 Inner Circle		Sandy Miller143,492.37	María Monarrez	Shirley Oshiro
Gloria Mayfield Banks\$361,660.28	On-Target for \$300,000 Diamond Circle	Julia Burnett	Lise Clark	Pam Klickna-Powell94,094.50
Karen Piro	Sue Kirkpatrick\$212,530.08	Connie Kittson	Davanne Moul112,158.81	Evelinda Díaz
Jan Harris	Sonia Páez	Jeanne Rowland138,145.95	Consuelo Prieto111,557.17	Vicki Jo Auth92,238.56
Kathy Helou		Cindy Fox136,367.89	Judy Brack	Janis Z. Moon
Lisa Madson	On-Target for \$250,000 Diamond Circle	Dawn Dunn135,996.25	Valerie Bagnol111,498.13	Kate DeBlander91,134.81
	Dacia Wiegandt\$194,370.18	Ronnie D'Esposito Klein133,821.13	Joanne Bertalan109,871.24	Glinda McGuire
On-Target for \$400,000 Inner Circle	SuzAnne Brothers191,236.34		Jan Thetford	Roxanne McInroe Williams
Gloria Castaño\$294,206.43	Pamela Waldrop Shaw190,654.48	On-Target for \$150,000 Gold Circle	Kim McClure108,209.77	Noelia Jaimes
Pat Danforth	Judie McCoy190,177.05	Nancy Bonner\$130,492.48	Candace Laurel Carlson107,763.64	Paola Ramírez
	Mary Diem	Maureen Ledda	Mona Butters107,346.03	Bea Millslagle
On-Target for \$350,000 Inner Circle	Linda Toupin	Dalene Hartshorn128,816.30	Gloria Báez107,193.12	Pam Higgs
Patricia Turker\$262,562.33		Auri Hatheway125,856.80	Jeanie Martin105,465.33	Maribel Barajas
Cheryl Warfield255,056.93	On-Target for \$200,000 Diamond Circle	Janet Tade124,580.28	Kristin Myers103,020.90	Brenda Segal
Stacy James	Mary Estupiñan\$166,232.00	Kay Elvrum	Pam Ross102,009.53	Lorraine Newton
Halina Rygiel	Julianne Nagle	Lily Orellana123,674.92	Alia Head101,497.67	Kirk Gillespie
	Diane Underwood160,285.89	Yvonne Lemmon	Cathy Bill101,099.30	Sharon Buck
	Anita Tripp Brewton159,816.21	Rebbecca Evans122,275.92	Mayuli Rolo100,980.84	Kym Walker
	Dayana Polanco	Cyndee Gress		Kathy Rodgers-Smith
	I. A start and start		I	I

# 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 Madson	47,972
3. Patricia Turker**	36,091
4. Gloria Castaño***	34,729
5. Linda C. Toupin	
6. Sonia Páez**	25,584
7. Susan M. Hohlman*	22,819
8. Mary Diem*	22,600
9. Diane Underwood	22,160
10. Connie A. Kittson	20,984
11. Elizabeth Muna-Mudsi	19,609
12. Vivian Díaz	18,943
13. Dalene Hartshorn	17,878
14. Mayuli Rolo*	17,617
15. Dayana Polanco*	17,539
16. Noelia Jaimes*	15,705
17. Evelinda Díaz*	14,178
18. Diane L. Mentiply	14,118
19. Heidi Goelzer	13,208
20. Rosibel Shahín*	
21. Ada García-Herrera	
22. Diana Heble	10,853
23. Cecilia C. James	10,351

### Ruby

1. Carol Anton**	\$48,964
2. Pat Danforth*	32,38
3. Sue Kirkpatrick*	26,187
4. Karlee Isenhart*	26,007
5. Rebbecca Evans*	25,824
6. Pamela A. Fortenberry-Slate*.	20,514

1. Comor 1 ortemberry
8. Ronnie D'Esposito Klein*17,879
9. María Monarrez17,840
10. Jeanne Rowland*17,282
11. Vicki Jo Auth16,983
12. Candace Laurel Carlson*
13. Bea Millslagle15,948
14. Donna B. Meixsell15,049
15. Cyndee Gress14,869
16. Kate DeBlander
17. Kirk Gillespie14,166
18. Terri Schafer
19. Juanita Gudiño13,310
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*
26. Scarlett S. Walker-Simpson*11,879
27. María Flores11,595
28. Gay Hope Super11,522
29. Judy Kawiecki10,226
30. Kelly McCarroll10,112
31. Lynne G. Holliday10,044

Somer Fortenberry

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### Sapphire

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

7. Shannon C. Andrews*	20,134
8. Tammy Crayk	19,735
9. Sandy Valerio*	19,082
10. Pam I. Higgs	18,583
11. Valerie J. Bagnol*	16,938
12. Jan L. Thetford	16,288
13. Gloria Báez*	16,248
14. Maribel Barajas	16,226
15. Pam Klickna-Powell	16,220
16. Davanne D. Moul*	15,601
17. Sharon L. Buck	14,497
18. Paola Ramírez	13,589
19. Lorraine B. Newton	13,354
20. Tammy Romage	13,057
21. Lara F. McKeever	13,031
22. Alia L. Head	
23. Joy L. Breen	12,853
24. Roxanne McInroe Williams	12,750
25. Diana Sumpter	12,542
26. Ann Brown	12,094
27. Nancy A. Moser	11,814
28. Sherril L. Steinman	11,338
29. Jill Moore	10,449
30. Debra M. Wehrer	10,299

### **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**	
6. Dacia Wiegandt*	

,			
7.	Auri Hatheway	19	,861
8.	Jamie Cruse-Vrinios	19	,449
9.	Cindy Fox*	18	,174
10.	Kerry Buskirk*	17	,723
	Kay E. Elvrum		
12.	Joanne R. Bertalan*	16	,718
	Yvonne S. Lemmon		
	Mona Butters		
15.	Cathy Bill*	15	,810
16.	Janet Tade*	15	,697
17.	Kym A. Walker*	15	,420
	Crisette M. Ellis		
	Brenda Segal*		
	Lily Orellana		
	Consuelo R. Prieto*		
	Evalina Chávez		
	Dawn Otten-Sweeney		
	Pamela Tull		
	Candy Jackson		
	Esther Whiteleather		
	Kathy Rodgers-Smith		
	Sabrina Goodwin Monday		
	Nora L. Shariff*		
	Shelly Gladstein		
31.	Jackie LaPrade	10	,596

### Pearl

1. Jan Harris**	\$40,398
2. Cindy A. Williams	34,612
3. Halina Rygiel*	34,527
4. Cheryl Warfield**	30,758
5. Pamela Waldrop Shaw*	30,284
6 Stacy L Jamos**	27 110

amounts.	
7. Kristin Myers 8. Mary C. Estupiñan*	
9. Anita Tripp Brewton*	
10. Lia Carta	
11. Julia Burnett*	21 370
12. Kim L. McClure	
13. Lisa Allison	
14. Sandy Miller*	
15. Julie Krebsbach*	
16. Maureen S. Ledda*	
17. Anabell Rocha	
18. Jeanie Martin	
19. Leah Lauchlan	
20. Alma Orrostieta	
21. Lynda Jackson*	
22. Nancy Bonner*	
23. Judy Brack	
24. Monique Balboa	14,386
25. Sylvia Kalicak	13,961
26. Shirley M. Oshiro	
27. Glinda McGuire*	
28. Lise T. Clark*	
29. Bett Vernon	
30. Kathy C. Goff-Brummett	
31. Amie N. Gamboian	
32. Robin Rowland	
33. Linda Kirkbride	
34. Cathy E. Littlejohn	
35. Meyra Esparza	
36. Deb Pike	10,105

### \*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 commission 13 percent Sales Director commission plus the maximum

Diamond	
Priscilla McPheeters\$	12 671 24
Kristin Jenae Rogers	
Shelly Palen	
Sofia Aquilar	12.094.07
LaRonda L. Daigle Marsha Morrissette	11,504.00
Marsha Morrissette	11,266.31
Jennifer Levitt	
Tawnya Krempges	10,327.39
Mary Strauss Pat A. Nuzzi	9 991 77
Deborah Dudas	.9,674.92
Amy Allgood	.9,650.55
Michelle Cape	
Melissa Mays	.9,518.11
Melissa R. Hennings Kim A. Messmer	
Aishat Bola Koya	
Meg Booker Steward	
Julie Schlundt	.9,221.58
Nicki R. Hill	.9,108.90
Chaya Suri Klein	.8,972.26
Mariann Biase Mason Shelley Olson	
Susan M. McCoy	
Gerri Anne Morris	
Tami K. Cloute	.8,564.11
Tokunboh S. Oyenuga	.8,475.98
Sandy Griffith	
Yosaira Sanchez	.8,329.11
Julie Neal Bianny Fabiola Ramirez	.0,299.43 8 126 04
Lisa Rada	
Lesley A. Bodine	
Suzanne T. Young	
Valorie Jean White	.8,010.18
Evitelia Valdez-Cruz	.7,969.34
Maritza Estela Gonzalez LaChelle M. Seleski	7,963.97
Denise M. Guthrie	7 878 04
Delmi Cristina Santos	.7.824.46
Mileta K. Kinser	.7,820.97
Mileta K. Kinser Brenda K. Howell	.7,812.90
Terri J. Beckstead	.7,770.98
Mary Kathryn King	.1,131.41
Rose Rodriguez-Capone Stephanie A. Richter	7 666 35
Mary Beissel	.7.621.55
Heather M. Julson	.7,615.64
Susana Pereira-Morales Martha Kay Raile	.7,613.43
	.7,600.81
Carol Lee Johnson	.7,592.20
Carol Lee Johnson	.7,592.20 .7,544.57
Carol Lee Johnson	.7,592.20 .7,544.57
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odevale	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 7,406.97
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odevale	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 7,406.97
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood Jenny Siemonsma	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,406.97 .7,364.46 .7,304.19
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,406.97 .7,364.46 .7,304.19 .7,235.58 7 227 43
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,406.97 .7,364.46 .7,304.19 .7,235.58 7 227 43
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood Jenny Siemonsma Jessica Marie Anderson Mary P. Creech Chatney Gelfius Sheryl Peterson	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,466.97 .7,364.46 .7,304.19 .7,235.58 .7,227.43 .7,184.67 .7,167.61
Carol Lee Johnson Nancy Fox Castro	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,466.97 .7,364.46 .7,304.19 .7,235.58 .7,227.43 .7,184.67 .7,167.61 .7,074.70
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood Jenny Siemonsma Jessica Marie Anderson Mary P. Creech Chatney Geffus. Sheryl Peterson Linda T. Cartiglia Mary Jacobson	.7,592.20 .7,544.57 .7,509.05 .7,508.09 .7,468.20 .7,468.20 .7,466.97 .7,364.46 .7,304.19 .7,235.58 .7,227.43 .7,184.67 .7,167.61 .7,074.70 .7,038.65
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood Jenny Siemonsma Jessica Marie Anderson Mary P. Creech Chatney Gelfius Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell	7,592,20 7,544,57 7,509,05 7,508,09 7,468,20 7,406,97 7,364,46 7,304,19 7,235,58 7,227,43 7,184,67 7,167,61 7,074,70 7,038,65 7,027,93
Carol Lee Johnson Nancy Fox Castro	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,304.19 7,364.46 7,304.19 7,235.58 7,227.43 7,184.67 7,167.61 7,074.70 7,027.93 6,988.16
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood Jenny Siemonsma Jessica Marie Anderson Mary P. Creech Chatney Gelfius Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,468.20 7,364.46 7,364.46 7,364.46 7,364.46 7,364.46 7,235.58 7,227.43 7,187.61 7,074.70 7,074.70 7,027.93 6,988.16 6,9876.02
Carol Lee Johnson Nancy Fox Castro	7,592.20 7,544.57 7,509.05 7,508.09 7,406.97 7,364.46 7,304.19 7,235.58 7,227.43 7,184.67 7,17167.61 7,078.65 7,038.65 7,027.93 6,988.16 6,976.02 6,964.13
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel. Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech. Chatney Gelfius. Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell. Amelie B. Kemogne Kristen C. Spiker Ruth L. Everhart. Sonia Suyapa Bonilla.	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,364.46 7,304.19 7,225.58 7,227.43 7,184.67 7,167.61 7,074.70 7,038.65 7,027.93 6,988.16 6,998.16 6,998.16 6,9954.60
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Carol Lee Johnson Nancy Fox Castro	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,468.20 7,468.20 7,304.19 7,364.46 7,304.19 7,225.58 7,227.43 7,128.58 7,227.43 7,187.61 7,074.70 7,074.70 7,074.70 6,988.16 6,976.02 6,954.60 6,951.12 6,947.47
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Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel. Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech. Chatney Gelfius. Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell Amelie B. Kemogne Kristen C. Spiker Ruth L. Everhart. Sonia Suyapa Bonilla. Abby Heltsley. Kiersten Vavrina. Jill D. Davis. Omosolape O. Akinyoyenu . Amanda Blair Michalak.	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,468.20 7,406.97 7,364.49 7,334.19 7,235.58 7,227.43 7,184.67 7,174.46.7 7,174.6 6,976.02 6,986.16 6,954.10 6,954.10 6,954.10 6,954.12 6,942.43 6,932.38 6,882.45 6,882.45 6,882.45
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel. Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech. Chatney Geflus. Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell. Amelie B. Kemogne Kristen C. Spiker Ruth L. Everhart. Sonia Suyapa Bonilla. Abby Heitsley Kiersten Vavrina. Jill D. Davis Omosolape O. Akinyoyenu Amanda Blair Michalak. Susie Kopacz.	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,468.20 7,468.20 7,304.19 7,235.58 7,227.43 7,184.67 7,184.67 7,187.61 7,073.45 7,027.93 6,988.16 6,976.02 6,964.13 6,954.60 6,951.12 6,947.47 6,932.38 6,898.38 6,888.259 6,886.249 6,850.39
Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech Chatney Gelfius Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell Amelie B. Kemogne Kristen C. Spiker Ruth L. Everhart. Sonia Suyapa Bonilla Abby Heltsley Mary Jach Vavrina. Jill D. Davis Omosolape O. Akinyoyenu Amanda Blair Michalak. Susie Kopacz Ellyn Hoadley Joy H. Rentz.	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,7406.97 7,364.46 7,304.19 7,364.46 7,304.19 7,235.58 7,227.43 7,184.67 7,1245.58 7,227.43 7,184.67 7,074.70 7,038.65 7,027.93 6,988.16 6,996.13 6,951.12 6,954.60 6,954.12 6,954.61 6,957.42 6,848.38 6,848.38 6,882.59 6,882.59 6,882.59 6,882.59 6,882.59 6,886.39
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Carol Lee Johnson Nancy Fox Castro Susan K. Carlson Carolyn Thompson Lisa A. Stengel. Temi Odeyale Cassondra Renee Chitwood. Jenny Siemonsma Jessica Marie Anderson Mary P. Creech. Chatney Gelfius. Sheryl Peterson Linda T. Cartiglia Mary Jacobson Virginia Rowell Amelie B. Kemogne Kristen C. Spiker Ruth L. Everhart. Sonia Suyapa Bonilla. Abby Heitsley. Kiersten Vavrina. Jill D. Davis. Omosolape O. Akinyoyenu . Amanda Blair Michalak. Susie Kopacz. Ellyn Hoadley. Joy H. Rentz. Cynthia L. Frazier.	7,592.20 7,544.57 7,509.05 7,508.09 7,468.20 7,468.20 7,364.46 7,304.19 7,364.46 7,304.19 7,364.46 7,235.58 7,227.43 7,184.67 7,167.61 7,074.70 7,038.65 6,964.13 6,954.60 6,954.12 6,954.60 6,954.12 6,842.53 6,842.53 6,848.53 6,848.53 6,846.33 6,848.58 6,687.03
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1	Lila DeWeber	
	Barbara E. Roehrig	
ł	Nancy Polish Dove	6,603.72
<u> </u>	Patricia Sandoval	
5	Mariaelena Boquin	
	Yoanni Espinal	6,419.01
)	Donna K. Smith	6,403.36
	Sharon B. Carney-Wright	6,391.91
j	Marni McKenna Hendricks .	6,385.88
!	Petie L. Huffman	6,379.25
) } ;	Julie Danskin	
,	Menina M. Givens	
	Stephanie Audino	6,328.24
,	Nancy J. Osborn	0,320.03
	Lisa A. Raupp	0,200.41
L		
2	Ruby	
8 5 8 9 9	· · · · · · · · · · · · · · · · · · ·	
3	Cheryl Fulcher\$	13,874.65
3	Thessy Nkechi	
)	Nwachukwu	12,350.24
6	Kaye Driggers	
ł	Suzanne P. Wallace	
	Karime Rosas	10,8/1.22
ł	Tiffany Brooke Stout	10,275.22
)	Donna Clark-Driscoll	
	Krystal D. Downey-Shada.	
3	Diane Covington	
	Mary Sharon Howell	9,593.63
	Barbara L. Harrison Karen E. Gardner	
5	Teka-Ann Haynes	
	Stephanie Corrine Arbaugh.	8 077 21
2	Sheryl K. Goins	8 867 62
	Cleta Colson	
	Gloria Dominguez	8 816 55
	Kali DeBlander Brigham	8 737 88
;	Debbie A. Elbrecht	
8 4 8 4 8 4 8	Ekene S. Okafor	
í	Mary Alice Dell	
	Lisa Anne Harmon	8,503.38
,	Deborah S. Bailye	8,203.98
)	Corrin Cresci	8,158.61
3	Paula M. Kirkpatrick	8,063.75
6 7 8 7 8 7 8 7 8 7 8 7 8 7 8	Jacqueline N. Alford	8,020.82
3	Sonya F. Goins	7,979.14
5	Candace Lyn Chambers Margarita Velez	7,940.01
5	Margarita Velez	7,920.96
	Cissy E. Warren	
3	K.T. Marie Martin	7,795.00
	Laura A. Kattenbraker Sylvia J. Cook	7,727.86
)	Sylvia J. Cook	7,716.20
	Suzanne M. Riggs	
2	Shay Pressley	7,400.00
2	Carmen Nunez de Valencia Brenda Fenner Breda M. Teal	7 356 60
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, 5 9 9 7 8 9 8 8	lulio Brindoll Sann	7 320 77
j	Chasity Marie Bromley Maricarmen Gonzalez	7,301.37
ź	Maricarmen Gonzalez	7.261.69
3	LIZ WITHENOUSE	/
,	Tanya Michelle Johnson	7,137.71
	Marnie R. Yunger Missy M. O'Neal	7,073.02
)	Missy M. O'Neal	7,065.32
5	Anne Weidenweber	7,039.17
3	Pamela D. Cox	
ò	Chick Stamschror	
2	Sherri Ammons	
3	Brandy E. Richwine	
	Cindy Anderson	
	Diana Gutierrez Stephanie Lynne Lenard	0,000.00
, I	Vanessa R. Upkins	
í	Dorothy C. Ibe	
j	Stella Smith-Pius	6.483.47
	Judy Lund	6.441.27
)	Sandie D. Huber	6,408.85
3	Terry S. Smith	
)	Jennifer Jean McNulty	6,333.84
5	Isabel Mejia	6,298.26
)	Lisa Hansen	
)	Suzanne Moeller	6,254.98
)	Becky Kiessig	6,251.84
2	Michelle M. Visco	
ŀ	Silisia Evans Moses	
F	Jana Leigh Strunk	6,184.89
-		LOUGOFOT

1	13 percent personal	recruit
	Pamela 0. Pruitt	6,162.4
	Tiffiney S. Maxwell	6,098.0
	Silvia I. Guillen	6,058.2
	Suzanne Tripp-Black	
	Kaylah Marie Rowlatt	6,042.7
	Winifred Nonye Ogbunamiri	6,005.7
	Kimberly Michelle Perkins	
	Lisa N. Chovil	
	Darla R. Bull	5,830.9
	Susan C. Ehrnstrom	5,790.2
	Deborah J. O'Leary	5,785.5
	Helen Amato	
	Leah Peterson Taylor	
	Julie Thomas	
	Laurieann Barclay	
	Jacqueline Donna	
	Terry Thole	5,676.8
	Bonnie Brannan	
	Alexis Shaw	5,640.0
'	Gina M. Gildone	
	Joan M. Merten	
	Lesley Speas	5,601.6
	Mary L. Cahoon	5,591.0
	Patience Lenata Baabel	5,584.8
	Wanda Metzger	5,5/4.1
	Shelia D. Evans	5,565.7
	Kelli Marie Brosnahan	5,553.6
	Arleigh P.J. Morton	5,547.6
	Janelle A. Ferrell	5,541.1
	Casee Elaine Harwell	
	Mary Lou Ardohain	
	Amber L. Towne	
	Jill E. Garrett	5,531.6

## Sapphire

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	Julie Weaver	
)	Tracy Potter	. 10,978.88
	Sarah Sullivan Krycinski	
)	Kim I. Sabourin	. 10,779.30
;	Debbie A. Weld	. 10,478.89
;	Lynnea E. Tate	. 10,409.97
	Crystal Dawn McDaniel	. 10,348.84
5	Julia Mundy	. 10,270.03
2	Nita Ann Godwin	. 10,262.13
Ļ	Diane Bruns	. 10,252.31
	Audrey K. MacDowall	. 10.217.95
;	Jim Cundiff	
1	Kristi M. Mentesana	
Ì	Sylvia Boggs	
	Patrice Moore Smith	9 119 33
í	Randi Stevens	
	Binta Touray Jagne	
	Jennifer L. Besecker	
	Celeste Gabbard Byrd	
	Tabitha A. Hallums	
	Kathy R. Bullard	
,	Angie S. Day	
,	Ruby Garner	
	JoAnna P. Shipe	0,001.09
	Gena Prince	
	Faith A. Gladding	
	Ann W. Sherman	
	Lady Ruth Brown	
	Mary G. Gronholz	
	Jeannie Helm	
	Robyn S. Cartmill	
	Krista Neal Warner	7,596.24
	Rheanonda R. Johnson	
	Gray	
5	Maranda Michelle Rains	
5	Cheryl T. Anderson	
5	Kathleen Kirkwood	7,373.65
5	Ellen Ezekiel Farquharson	7,299.99
	Moleda G. Dailey	
	Connie L. Russo	7,167.65
)	Christine Burgstahler	7,069.66
	Deanna L. Spillman	
ł	Heather L. Bohlinger	
5	Krista A. Johnson	
	Debra J. Witmer	
;	Peggy B. Sacco	
ł	Milbella Sosa	6,854.43
5	Jennifer G. Bouse	6,841.22
)	Tshanna Kyler	
)	Shelia Berry	
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it co	ommission.	
2.43	Maria Elena Coyote 6,637.5	7
3.08	Linda A. Jones 6,633.0	
3.29	Barbara J. Puckett 6,594.3	
9.41	Brynne M. Blalock	
2.79	Marty Ulmer	
5.78	Phyllis I. Pinsker	
9.76 9.65		
2.38	Tracey A. Fields-Hedrick 6,477.0	
	Wendy Clausen	
).92	Linné Lane	
).25	Anita R. Rabelo 6,393.4	
5.53	Anne Q. Harris	
.27	Alison Jurek	
9.97	Debie Mary Nunez 6,187.5	
).17	Dolores Keller 6,171.2	
2.39	Reyna Nereyda Lepe 6,157.7	
6.04	Rosa Elia Meza-Sanchez 6,112.5	
6.83	Ryan Ashlee Rives 6,080.5	
.70	Christine M. Jessee 6,059.9	3
0.00	Chris Havens 6,037.8	7
.17	Rayne D. Tubbs 6,004.3	4
).44	Melody Missick 6,002.4	1
.63	Lisa Louise Winton 5,946.8	3
.05	Josefa Chacon 5,946.1	
1.86	Alejandra Zurita 5,941.1	7
1.16	Marie E. Vlaminck 5,938.4	
5.71	Brandi Driggers 5,914.9	
3.63	Catalina T. Barahona 5,898.0	
7.64	Kenettia A. Adams 5,892.3	
.14	Pam Garner Moore 5,872.2	
9.59	Christy Bigham	
6.79	Frances Woodham 5,866.1	
3.40	Brenda L. Tholin	
.62	Dawn Coby	
.02	Juliet M. Goodwin	
	Avelyn R. Smith	
	Holly LaRae Bartz	
.23	Nancy W. Pettaway 5,744.3 Angela D. LaFerry 5,734.0	
3.88	Lynn Baer Roberts	
2.21		
9.30	Maria Elvia Lopez 5,699.1	
3.89	Kimberly Leigh Moore 5,658.5	
9.97	Mary K. White 5,641.1	
3.84	Beth Hollingshead 5,624.6	
0.03	Sanjuana Sosa 5,612.2	
2.13	Maria G. Leon 5,604.8	
2.31	Leann Elaine Zondag 5,600.3	
7.95	Amy J. Bowman 5,596.5	1
9.95	Celia E. Estrada 5,549.0	
3.92	Norma Ferreira Lopez 5,544.1	
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)	Michele Armes \$12,841.97	
2	Melinda M. Balling 11,945.49	
6	Sue Uibel	
	Jordan Helou Eicher 11,515.54	
)	Paula Kelsch 10,389.53	
	Trisha Taylor10,205.24	
)	Karen E. Ridle 10,189.57	
6	Sheri Farrar-Meyer9,964.65	
)	Kimbi L. Bartik	
6	Christine Denton Barrueco9,275.76	
	Kathy P. Oliveira9,230.74	
ļ.	Connie Marie Ackroyd 9,097.30	
6	Barbara Pleet8,958.33	
ļ.	Jeanie M. Tamborello8,839.41	
	Julie A. Griffin	
	Julie B. Potts	
3	Stacy D. Foust8,647.72	
	Heather A. Carlson	
5	Grace Elizabeth Snively 8,311.92	
)	Maria Sanchez8,243.80	
ļ.	Romy L. Portuondo Remior 8,196.91	
5	Tatiana Rodriguez 8,135.58	
6	Susie J. Serio8,012.94	
6	Linda Klein	
5	Pattie A. Robinson7,790.50	
5	Elaine K. Williams7,743.31	
)	Cheryl L. Foster7,739.16	
5	Michelle L. Calbert7,723.90	
3	Traci Smith7,606.85	
2	Jeannine R. DeVore Harris 7,579.85	
5	Deborah G. Thrift7,564.39	
	Linda Bradley7,562.14	

	Jill Beckstedt	.7.38
	Joanna Helton	7 34
	Vielri Dowell	7 96
	Vicki Powell	. 7,20
	Cynthia Pack Stacy S. Gilson Karen A. Jorgenson Susan Ruth Cunningham	. 7,24
	Stacy S. Gilson	.7,18
	Karen A. Jorgenson	.7,04
	Susan Ruth Cunningham	.6.94
	Dawn Barton	6.90
	Linda Spadlowski	
	Kay Dickerson	6 07
	Ray Dickerson	.0,07
	Debbie L. Bower	.6,8/
	Carol M. Fulton	.6,85
	Ashley N. Clinesmith	
	Dana Ann Lamade	.6,79
	Amy R. Sigler	.6.77
	Margaret Neill	
	Christine J. Kurzawa	6 76
	Denise M. Sowder	
l	Pam Kelly	
l	Jeanette E. Beichle	
	Joyce M. Conant	
	Betty McKendry	.6,53
	Nancy Boucher	.6,53
	Connie S. Miller	.6.53
	Helen Jakpor	6.52
	O'nelly Encarnacion Gomez	
	Jackie L. Root	
	Kelly Kay Johnsrud	6 26
	Kelly Kay Joillisiuu	.0,20
	Helen M. Harlow	.0,15
	Susan H. Campbell	.6,1/
	Dana Dean Cornalino	
	Audrey J. Doller	.6,10
	Tanya O. King-Lee	.6,09
	Debbie E. Barnes	.6,07
	Anne Newcomb	6.0/
	Bethany Anita Benenati	
	Jessica Brash Holzhach	.6,00
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	Jessica Brash Holzbach Ann Ferrell Smith	.6,00 .5,96 .5,96
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski	.6,00 .5,96 .5,96 .5,95
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson	.6,00 .5,96 .5,96 .5,95 .5,95
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears	.6,00 .5,96 .5,96 .5,95 .5,95 .5,95
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden	6,00 5,96 5,96 5,95 5,95 5,95 5,92 5,88
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan	6,00 5,96 5,96 5,95 5,95 5,95 5,88 5,88
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan. Amy Renee Lockwood	6,00 5,96 5,96 5,95 5,95 5,92 5,86 5,86
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan. Amy Renee Lockwood Maggie Rader	6,00 5,96 5,96 5,95 5,95 5,86 5,86 5,82 5,82
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly.	6,00 5,96 5,96 5,95 5,95 5,86 5,88 5,88 5,87 5,77 5,70
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly.	6,00 5,96 5,96 5,95 5,95 5,86 5,88 5,88 5,87 5,77 5,70
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp	6,00 5,96 5,95 5,95 5,95 5,86 5,86 5,86 5,77 5,70 5,69
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp Ana X. Solis	6,00 5,96 5,96 5,95 5,95 5,86 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,96
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader. Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson	6,00 5,96 5,96 5,95 5,95 5,86 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,88 5,96
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson Avobami Olanrewaiu	6,00 5,96 5,96 5,95 5,95 5,92 5,86 5,86 5,77 5,70 5,66 5,65
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan. Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa	6,00 5,96 5,95 5,95 5,95 5,92 5,86 5,86 5,86 5,66 5,66
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amglie Rader Amie E. Kelly Frankie Clapp. Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa Angie Sidden	6,00 5,96 5,95 5,95 5,95 5,95 5,82 5,82 5,82 5,82 5,82 5,65 5,65 5,65 5,65
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp. Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa Angie Sidden Silvia Sanchez.	6,00 5,96 5,95 5,95 5,95 5,95 5,86 5,86 5,66 5,66 5,66 5,64 5,66
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden. Anne Sullivan Amy Renee Lockwood Maggie Rader Amie E. Kelly. Frankle Clapp. Ana X. Solis Dawn Wilson. Ayobami Olanrewaju Olusa Silvia Sanchez Susan A. Smith	6,00 5,96 5,95 5,95 5,95 5,95 5,82 5,86 5,85 5,65 5,65 5,65 5,64 5,65 5,61
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski. Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Anne Sullivan. Amy Renee Lockwood Maggie Rader. Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa Silvia Sanchez Susan A. Smith	6,000 5,96 5,95 5,95 5,92 5,88 5,86 5,82 5,86 5,65 5,65 5,65 5,65 5,64 5,61 5,61
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp. Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa Angie Sidden Silvia Sanchez. Susan A. Smith Rebecca C. Allen Martha Villarreal	6,000 5,96 5,95 5,95 5,92 5,88 5,86 5,82 5,86 5,65 5,65 5,65 5,64 5,65 5,61 5,61 5,61
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson. Ayobami Olanrewaju Olusa Silvia Sanchez Susan A. Smith Rebecca C. Allen Marty A. Berlin	.6,000 .5,96 .5,95 .5,95 .5,95 .5,92 .5,92 .5,82 .5,82 .5,82 .5,85 .5,65 .5,66 .5,66 .5,66 .5,61
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp Ana X. Solis Dawn Wilson. Ayobami Olanrewaju Olusa Silvia Sanchez Susan A. Smith Rebecca C. Allen Marty A. Berlin	.6,000 .5,96 .5,95 .5,95 .5,95 .5,92 .5,92 .5,82 .5,82 .5,82 .5,85 .5,65 .5,66 .5,66 .5,66 .5,61
	Jessica Brash Holzbach Ann Ferrell Smith Denise G. Kucharski Nykole Lynne Jackson Ann Shears Shara Mobley Gladden Amy Renee Lockwood Maggie Rader Amie E. Kelly Frankie Clapp. Ana X. Solis Dawn Wilson Ayobami Olanrewaju Olusa Angie Sidden Silvia Sanchez. Susan A. Smith Rebecca C. Allen Martha Villarreal	.6,000 .5,96 .5,95 .5,95 .5,95 .5,92 .5,92 .5,82 .5,82 .5,82 .5,85 .5,65 .5,66 .5,66 .5,66 .5,61

Ana Reves...

Lynn F. Huckels

Angel L. Hurley ...

Hollie R. Sherrick

Andrea Steinmetz

Crystal Trojanowski.

Sandy Kay Gant..... Roya Marie Mattis.

Lily Gauthreaux..

Tammy A. Vavala

Laurie Travis Plyler

Diane M. Detesco.

Debbie A. Thomas

Blythe Jolee Egbert.

Tamarie M. Bradford ...

Patti Cornell ...

Amy Kemp ...

Susan Moore.

Jenn Kirkham

Yolanda Lopez

Pearl

Amanda Thulin-Marrano

Anne Louise Goodman...

Stephanie Denise Castro ...

Jo M. Cotton

7,499.33

7.382.87

\$15,2

10,044.81

Lisa Olivares

9,906.35

.9.734.81

7,382.87	Stephanie Lynn Coker	9.734.81
7,340.17	Nadine Bowers	
7 265 64	Marve Durrer	9 664 18
7,265.64 7,249.35	Keita Powell	9 602 /3
7 100 04	Christina Lynn Frantz	0 522 27
7,182.34		
7,042.98	Jeanie K. Navrkal	
6,944.86	Christi G. Campbell	
6,901.92	Rachael M. Bullock	9,298.84
6,897.71	Jaime Marie Bittner	9.143.88
6,876.76	Amy Stokes	
6,876.03	Anne Geertsen	8 802 50
	Laura Poling	0 772 60
6,859.71	Laura i oliriy	0.750.10
6,841.70	Maureen Shipp	
6,797.00	Vicki Piccirilli	
6,771.61	Shauna Lynn Abbotts	
6,769.86	Betsy C. Richard	8,477.18
6,754.50	Rachel Page Kellogg	8,371.90
6,680.38	Maria Isabel Martinez	8,295.66
6,626.47	Janice Baxter Hull	
6,623.16	Kathryn L. Engstrom	
	Lucia Fernandez	8 177 20
6,617.91		0,070.00
6,532.23	Amy C. Schule	
6,531.80	Virginia S. Rocha	8,001.86
6,531.42	Katherine Mirkes Ward	7,900.45
6,524.30	Virginia S. Rocha Katherine Mirkes Ward Sylvia Limon Martinez	7,865.91
6,508.33	Shanna H. Jones	7,486.24
6,476.78	Kimberly L. Massengill	7.466.81
6,266.10	Nancy D.L. Brindley Brenda Stafford	7,456.55
	Brenda Stafford	7 430 05
6,196.25	Maria Claxton-Taylor	7 /02 /1
6,170.55	lovoo Doonollo	7 200 05
6,118.35	Joyce Recenello	
6,106.26	Carl Newby	7,366.67
6,091.77	Tasha May Miller	7,337.55
6,070.05	Cari Newby Tasha May Miller Brittany Marie Kaps	7,293.87
6,049.94	Audrev L. Detesco-Nickell .	1.2/1.26
6,004.37	Angela J. Fry	7.268.38
	Irvene K. Foster	7 224 90
5,961.09	Angela J. Fry Irvene K. Foster Beth H. Piland	7 199 14
5,960.75	Evelyn Pirhalla	7 167 24
5,957.19		
5,953.71	Betty B. Lucido	7 100 00
5,927.16	Cindy Machado-Flippen Stacey Craft	
5,880.65	Sara Ruth Pennella	
5,865.26		
	Carmen J. Felix	7,101.72
5,826.81	Carmen J. Felix	7,101.72
5,865.26 5,826.81 5,773.67 5,700.67	Carmen J. Felix Amy Kitrell Denise E. Crosby	7,101.72 7,066.84 7,043.11
5,826.81 5,773.67 5,700.67	Carmen J. Felix Amy Kitrell Denise E. Crosby Patty J. Olson	7,101.72 7,066.84 7,043.11 6,993.13
5,826.81 5,773.67 5,700.67 5,694.44	Carmen J. Felix Amy Kitrell Denise E. Crosby Patty J. Olson Anna Marie Rowe	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92	Carmen J. Felix Amy Kitrell Denise E. Crosby Patty J. Olson Anna Marie Rowe Angela P. LaFrance	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12
5,826.81 5,773.67	Carmen J. Felix Amy Kitrell Denise E. Crosby Patty J. Olson Anna Marie Rowe Angela P. LaFrance Nicole J. Canamare	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92 5,653.85	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tammy Brown.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,838.30
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92 5,653.85 5,652.27	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tammy Brown. Deb Altenburger.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,838.30 6,824.07
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92 5,653.85 5,652.27 5,649.09	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Angala P. LaFrance Nicole J. Canamare Tarmy Brown. Deb Altenburger. Reina Murcia.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,838.30 6,824.07 6,816.58
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92 5,653.85 5,652.27 5,649.09 5,638.53	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tammy Brown. Deb Altenburger.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,838.30 6,824.07 6,816.58
5,826.81 5,773.67 5,700.67 5,694.44 5,662.92 5,653.85 5,652.27 5,649.09 5,638.53 5,618.25	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tammy Brown. Deb Altenburger Reina Murcia. Sandra Giraldo Kirchhoff Beverley M. Brown	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,838.30 6,884.07 6,816.58 6,755.75 6,742.12
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5,826.81 5,773.67 5,694.44 5,652.92 5,653.85 5,652.27 5,649.09 5,638.53 5,618.25 5,613.80 5,606.02 5,606.02	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tarmny Brown. Deb Altenburger Reina Murcia. Sandra Giraldo Kirchhoff Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge. Susan K. Janish.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,824.07 6,816.58 6,755.75 6,742.12 6,715.51 6,715.51 6,703.99 6,667.90
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5,826.81 5,773.67 5,594.44 5,662.92 5,653.85 5,652.27 5,649.09 5,638.53 5,618.25 5,613.80 5,613.80 5,613.80 5,613.80 5,613.80 5,502.47 5,586.65 5,575.49	Carmen J. Felix	.7,101.72 .7,066.84 .7,043.11 .6,993.13 .6,882.62 .6,872.12 .6,851.32 .6,851.32 .6,838.30 .6,824.07 .6,851.65 .6,742.12 .6,755.75 .6,677.90 .6,667.90 .6,667.90 .6,6594.29 .6,6561.06 .6,546.35 .6,526.04
$\begin{array}{c}$	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tammy Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown. Aimee Wiley Dorsey. Shelley Eldridge Susan K. Janish. Amanda DeVane Jones Judi Tapella. Nedra Ruby White. Carrie V. Eddings-Foster Sherry L. Fields.	7,101.72 7,066.84 7,043.11 6,982.62 6,828.12 6,828.132 6,828.132 6,828.10 6,816.58 6,745.15 6,742.12 6,548.29 6,564.09 6,564.09 6,564.03 6,491.39
$\begin{array}{c}5, 826, 81\\5, 770, 67\\5, 700, 67\\5, 694, 44\\5, 662, 92\\5, 653, 85\\5, 653, 85\\5, 649, 09\\5, 638, 53\\5, 618, 25\\5, 618, 25\\5, 613, 80\\5, 560, 62\\5, 550, 87\\5, 553, 39\\5, 533, 39\\5, 508, 83\\5, 508, 83\\5, 508, 33\\5, 508, 33\\5, 508, 33\\5, 508, 33\\5, 508, 38\\$	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tarmny Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge. Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White Carrie V. Eddings-Foster. Sherry L. Fields. Ginger J. Benedict.	7,101.72 7,066.84 7,043.11 6,993.13 6,882.62 6,872.12 6,851.32 6,824.07 6,824.07 6,816.58 6,755.75 6,742.12 6,715.51 6,7742.12 6,745.51 6,754.29 6,561.06 6,561.06 6,554.03 6,564.03 6,491.39 6,491.39 6,440.49
$\begin{array}{c}$	Carmen J. Felix	.7,101,72 .7,066.84 .7,068.84 .7,043,11 .6,982.62 .6,872.12 .6,872.12 .6,838.30 .6,824.07 .6,842.07 .6,848.65 .6,742.12 .6,742.12 .6,677,90 .6,657,90 .6,654.05 .6,526.04 .6,546.35 .6,526.04 .6,440.46 .6,415.67
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$\begin{array}{c}$	Carmen J. Felix	.7,101,72 ,7,066,84 .7,043,11 .6,993,13 .6,882,62 .6,872,12 .6,851,32 .6,838,30 .6,838,30 .6,638,40 .6,638,40 .6,638,40 .6,752,75 .6,742,12 .6,715,51 .6,742,12 .6,715,51 .6,742,12 .6,754,55 .6,674,00 .6,561,06 .6,561,06 .6,546,35 .6,526,04 .6,491,39 .6,440,46 .6,415,67 .6,407,49
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	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Micole J. Canamare. Tammy Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White. Carrie V. Eddings-Foster. Shery L. Fields. Ginger J. Benedict. Brandy J. Nusbaum. Milagro V. Diaz. Randi S. Gleason. Rita Schaefer. Kristi Sue O'Rourke. Tracey L. Chavez. Sally Moreno.	.7,101,72 .7,066,84 .7,043,11 .6,933,13 .6,882,62 .6,882,62 .6,838,20 .6,838,20 .6,6382,407 .6,838,30 .6,6382,407 .6,755,75 .6,742,12 .6,775,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,674,21 .6,763,99 .6,667,90 .6,654,635 .6,526,04 .6,491,39 .6,407,49 .6,338,42 .6,3382,20 .6,376,20 .6,345,279 .6,345,279
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	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anagla P. LaFrance Micole J. Canamare. Tammy Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge. Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White Carrie V. Eddings-Foster. Sherty L. Fields. Ginger J. Benedict. Brandy J. Nusbaum. Milagro V. Diaz. Randi S. Gleason. Rita Schaefer. Kristi Sue O'Rourke. Tracey L. Chavez. Salary Moreno. Shari M. Kirschner. Charlene Grubbs. Adrianne Marie Detesco. Judy Gieson.	.7,101,72 .7,066,84 .7,066,84 .7,068,84 .6,882,62 .6,882,62 .6,872,12 .6,851,32 .6,838,30 .6,638,30 .6,638,30 .6,638,30 .6,752,75 .6,742,12 .6,715,51 .6,742,12 .6,715,51 .6,742,12 .6,751,55 .6,674,02 .6,640,39 .6,651,06 .6,654,635 .6,526,04 .6,491,39 .6,491,39 .6,407,49 .6,338,42 .6,338,42 .6,337,80 .6,352,79 .6,345,24 .6,337,80 .6,335,21,22 .6,331,24 .6,286,49
	Carrnen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Micole J. Canamare. Tarmy Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White. Carrie V. Eddings-Foster. Sherry L. Fields. Ginger J. Benedict. Brandy J. Nusbaum Milagro V. Diaz. Randi S. Gleason. Rita Schaefer. Kristi Sue O'Rourke. Tracey L. Chavez. Sally Moreno. Shari M. Kirschner. Charlene Grubbs. Adrianne Marie Detesco. Judy Gieson. Beverly Taylor. Linda S. Pilolii.	.7,101,72 .7,066,84 .7,066,84 .6,822,62 .6,822,62 .6,822,12 .6,832,10 .6,838,20 .6,838,300 .6,824,07 .6,838,300 .6,824,07 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,755,75 .6,742,12 .6,765,75 .6,763,90 .6,564,03 .6,564,03 .6,445,67 .6,382,200 .6,336,280 .6,336,280 .6,336,280 .6,321,222 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,321,22 .6,224,931 .6,224,931
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	Carmen J. Felix	.7,101,72 .7,066,84 .7,066,84 .7,068,24 .6,882,62 .6,872,12 .6,851,32 .6,838,30 .6,824,07 .6,838,30 .6,824,07 .6,838,30 .6,624,07 .6,755,75 .6,742,12 .6,775,75 .6,742,12 .6,745,21 .6,745,21 .6,742,12 .6,745,21 .6,742,12 .6,745,21 .6,745,21 .6,634,20 .6,526,04 .6,526,04 .6,435,37 .6,332,20 .6,337,80 .6,352,79 .6,345,24 .6,321,22 .6,321
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	Carmen J. Felix	.7,101,72 .7,066,84 .7,066,84 .7,066,84 .6,882,62 .6,872,12 .6,851,32 .6,838,30 .6,828,407 .6,838,30 .6,828,407 .6,838,30 .6,628,407 .6,755,75 .6,742,12 .6,715,51 .6,742,12 .6,715,51 .6,742,12 .6,745,15 .6,742,12 .6,761,05 .6,763,10 .6,526,04 .6,526,04 .6,491,39 .6,526,04 .6,435,27 .6,332,20 .6,335,27 .6,335,27 .6,345,24 .6,321,22 .6,321,22 .6,321,27 .6,345,24 .6,248,33 .6,227,91 .6,117,41 .6,085,97 .6,044,12
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	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anagla P. LaFrance Micole J. Canamare. Tammy Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown Aimee Wiley Dorsey. Shelley Eldridge. Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White Carrie V. Eddings-Foster Sherty L. Fields. Ginger J. Benedict Brandy J. Nusbaum. Milagro V. Diaz. Randi S. Gleason. Rita Schaefer. Kristi Sue O'Rourke. Tracey L. Chavez. Saldr Moreno. Shari M. Kirschner. Charlene Grubbs. Adrianne Marie Detesco. Judy Gieson. Beverly Taylor. Linda S. Pilolli. Natalia Travilina. Kathy Lee Joy D. Bailey-Gress. Toni Moore. Barbara R. Johnson. Cynda Leigh Worrell	.7,101,72 .7,066,84 .7,043,11 .6,933,13 .6,882,62 .6,872,12 .6,851,32 .6,824,07 .6,838,30 .6,6324,07 .6,838,30 .6,752,75 .6,742,12 .6,715,51 .6,742,12 .6,715,51 .6,742,12 .6,751,55 .6,6742,12 .6,742,12 .6,751,55 .6,6742,12 .6,763,75 .6,667,90 .6,561,06 .6,561,06 .6,546,35 .6,526,04 .6,491,39 .6,491,39 .6,491,39 .6,435,27 .6,376,20 .6,335,27 .6,317,24 .6,336,24 .6,362,17 .6,168,57 .6,107,41 .6,037,84
	Carmen J. Felix. Amy Kitrell Denise E. Crosby. Patty J. Olson. Anna Marie Rowe. Angela P. LaFrance Nicole J. Canamare. Tarmny Brown. Deb Altenburger. Reina Murcia. Sandra Giraldo Kirchhoff. Beverley M. Brown. Aimee Wiley Dorsey. Shelley Eldridge. Susan K. Janish Amanda DeVane Jones. Judi Tapella. Nedra Ruby White. Carrie V. Eddings-Foster. Sherry L. Fields. Ginger J. Benedict. Brandy J. Nusbaum. Milagro V. Diaz. Randi S. Gleason. Rita Schaefer. Kristi Sue O'Rourke. Tracey L. Chavez. Sally Moreno. Shari M. Kirschner. Charlene Grubbs. Adrianne Marie Detesco. Judy Gieson. Beverly Taylor Linda S. Piloli. Natalia Travilina. Kathy Lee. Joy D. Bailey-Gress. Toni Moore. Barbara R. Johnson. Cynda Leigh Worrell.	.7,101,72 .7,066,84 .7,043,11 .6,933,13 .6,882,62 .6,872,12 .6,851,32 .6,824,07 .6,838,30 .6,6324,07 .6,838,30 .6,752,75 .6,742,12 .6,715,51 .6,742,12 .6,715,51 .6,742,12 .6,751,55 .6,6742,12 .6,742,12 .6,751,55 .6,6742,12 .6,763,75 .6,667,90 .6,561,06 .6,561,06 .6,546,35 .6,526,04 .6,491,39 .6,491,39 .6,491,39 .6,435,27 .6,376,20 .6,335,27 .6,317,24 .6,336,24 .6,362,17 .6,168,57 .6,107,41 .6,037,84

"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.

# Recognition

# Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in February 2013.

### Top National Sales Directors - Commissions and Bonuses



Garrett-Roe

\$65,322

Diamond





Banks

\$67.472

Fmerald



\$40,398 Pearl

### Top Unit - Estimated Retail Production

\$48,964

Ruby

DIAMOND — Sofia Aguilar, A. M. Garrett-Roe Area	\$90,921
RUBY — Cheryl Fulcher, G. Super Area	\$112,885
SAPPHIRE – Julie Weaver, Go Give Area	
EMERALD — Jordan Helou Eicher, K. Helou Area	\$85,169
PEARL — Sandy Gant, K. Myers Area	. ,

\$43 295

Sapphire

# Top Unit Builders

Independent Sales Directors with 20 or more new unit members for February 2013.

New Unit Members Diamond Amy Allgood ...... 24 Stephanie Corrine Arbaugh ...... 23 

Nancy Rodriguez......20

February 1, 2013.

New NSD Debuts

New Independent National Sales Director Debuts

Sonia Arriola National Sales Director Diamond Seminar

# Ruby

### Sapphire

Sofia Aguilar 39	Cheryl O. Fulcher 43	Sarah Sullivan Krycinski
	Kaye Driggers 31	Herendira Garcia
Kristin Jenae Rogers 30	Rachelle Holloway 26	
Amy Allgood24	Stephanie Corrine Arbaugh 23	Julie Weaver
Caroline Adenike Oni	Teka-Ann Haynes23	Katie D. Nichols
Sonia Suyapa Bonilla23	Debbie A. Hocott 21	Rheanonda R. Johnson Gray 23
Angeline Nchako Njamfa 23	Kelli Marie Brosnahan20	Tshanna Kyler
JoAnn Marie Calvin 21	Sheryl K. Goins 20	Avelyn R. Smith
LaRonda L. Daigle 21	Tiffany Brooke Stout	Isabella Cheree Ashley
Mary Kathryn King21	Anne Weidenweber 20	Erin Jayne Antroinen
Luz Arminda Reyes		Maisha A. Bankhead
Elizabeth Fernandez		Jodi Lynne Gray
Nanov Podriguoz 20		Jour Lyrine Gray 20

	Emerald
33	Julie B. Potts
31	Denise M. Sowder
28	Bethany Anita Benenati
28	Michelle L. Calbert
27	Amanda Christine Johnson
23	Talvia W. Peterson
23	Abigail Leigh Quinn
22	Sue Uibel
21	Debra C. Thompson
20	Connie Marie Ackroyd

Top Team Builder

Julie B. Potts 40	Tammy K. Ayers 20
Denise M. Sowder	Kathy P. Oliveira 20
Bethany Anita Benenati	Bridget L. Shaw 20
Michelle L. Calbert 27	
	Pearl
Talvia W. Peterson	Sandy Kay Gant 44
Abigail Leigh Quinn	Lily Gauthreaux 35
Sue Uibel	Belle L. Martin
Debra C. Thompson	Debbie A. Thomas
Connie Marie Ackroyd 22	Keita Powell27
Grace Elizabeth Snively 22	Jaime Marie Bittner24
Christina Lauren Stickel	Amanda DeVane Jones

Top Sales Director — Personal Sales

Top Beauty Consultant – Personal Sales

DIAMOND - Marie Lee, Go Give Area.....\$17,836 RUBY - Boo Menestrina, R. Evans Area.....\$14,645 SAPPHIRE — Jim Cundiff, Go Give Area ...... \$20,516 EMERALD — Amie Kelly, Go Give Area ...... \$12,210 PEARL — Whitney Gaines, J. Harris Area......\$18,207

DIAMOND - Kathleen Neal, V. White Unit, Go Give Area...... \$23,284

RUBY - Sherry Luskin, C. Kirkland Unit, Go Give Area ...... \$13,671

SAPPHIRE - Genice Jones, H. Sprague Unit, Go Give Area ...... \$14,550

EMERALD - Robbie Walters, M. Hester Unit, Go Give Area...... \$14,995

PEARL — April Hayes, F. Medley Unit, K. Myers Area ...... \$14,001

DIAMOND — Brenda Saldana Aguilar, S. Aguilar Unit, A. M. Garrett-Roe Area ..... 11 New Team Members RUBY - Sales Director Teka-Ann Haynes, Go Give Area...... 11 New Team Members SAPPHIRE - Elisha Scott, M. Bankhead Unit, Go Give Area...... 11 New Team Members 

	- 1
thy P. Oliveira 20	
idget L. Shaw 20	
Pearl	ļ
ndy Kay Gant 44	
y Gauthreaux35	
lle L. Martin	
bbie A. Thomas	
ita Powell27	
ime Marie Bittner24	
nanda DeVane Jones	

Melody Ann Fox ..... 21

Roya Marie Mattis	
Audrey L. Detesco-Nickell	23
Christina Lynn Frantz	22
Pamela L. Reese	21
Crystal June Trojanowski	21
Nancy D.L. Brindley	20
Milagro V. Diaz	20
Melissa Marie Gulzinski	20
Caroline Adedolapo Yussuf	. 20

# Meet Your NSDs

Be sure to visit the Mary Kay InTouch® website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the "Meet Your

NSDs" link under the MK50 tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?



APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2013 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Applause, Beaut-e-News, Beauty Blotters, Beauty That Counts, Belara, Belara, Bela Belara, Break the Silence, Classic Basic, Compact Pro, Day Radiance, Domain, Enriching Women's Lives, Exotic Passionfruit, Go-Give, Indulge, Inspiring Beauty Through Carring, Journey, "Let's Talk" Partyl, Luminous-Wear, Mary Kay, Mary Kay InTouch, Matte-Wear, Miracle Set, MK, MKConnections, MKeCards, MKMen, Pink Changing Lives, Pink Doing Green, Pronewal, Replenishing Serum+C, Satin Hands, Satin Lips, Simply Cotton, Targeted-Action, Thinking of You, TimeWise, Tribute, Ultimate Miracle Set, Velocity and Visible-Action are registered trademarks; Botanical Effects, Dance to Life, Forever Orchid, Lash & Brow Building Serum, Lash Love, Lash Love Lengthening, Lash Response, Lash Spa, Mary Kay Show and Sell, Mint Bliss, MK High Intensity, Night Restore & Recover Complex, NouriShine Plus, TimeWise Body, TimeWise Repair, Ultimate Mascara, Volu-Firm, Warm Amber and Your Way to Beautiful are trademarks; and Beautiful Together, Dare to Dream!, MK Rewards, myCustomers, One Woman Can, Preferred Customer Program, The Mary Kay Foundation, The Silver Wings Scholar Program and You Can Do It! are service marks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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# Glitz





# Get ready to experience Seminar like

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**

- Business attire for Mary Kay special events (after-five gown or cocktail dress for Awards Show/After-Party).
- 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!



MARY KAL

MARY KAY one woman can<sup>ss</sup>

One Woman Can<sup>s™</sup> 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

One Woman Can<sup>™</sup> Postcards (pk/12), \$4

The Golden Touch Writing/Stylus Pen, \$4



# 50 Years Ago, Mary Kay Ash

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 Program<sup>™</sup> on *Mary Kay InTouch*<sup>®</sup> 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!

\*A qualified new 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.



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 Voman ...



### Danita Sajous, Independent Sales Director, Chicago, III. l 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*<sup>®</sup> spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on *Mary Kay InTouch*<sup>®</sup> 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; twotimes Sales Director Queen's Court of Personal Sales; threetimes 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 teambuilding 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

National Sales Director Go Give Area

June 1983

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

**Personal** Lives in Marshalltown, lowa. 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 FOUNDATION<sup>554</sup>

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



66 The Mary Kay Foundation<sup>™</sup> 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. 99

 Jennifer Cook, Mary Kay<sup>®</sup> Museum Director and Board Member, The Mary Kay Foundation<sup>™</sup>. 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 Foundation<sup>™</sup> 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 Foundation<sup>™</sup> grant helped to fund the general operating budget and support services such as medical and legal advocacy, counseling, transportation and safety planning.



Thanks to The Mary Kay Foundation<sup>s™</sup> 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.

Kevin A. Janes, Ph.D.

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