

MARCH 2007

MARY KAY®
Enriching Women's Lives™

Applause®



See Yourself at
Career Conference 2007

be
bold!

Set Selling Strategies: Learn From
Independent Sales Directors

How to Book Customers:
You Can Offer Incentives!



get it free

WITH YOUR ORDER

FEB. 16 - MARCH 15, 2007



TimeWise® 3-In-1 Cleansing Bar

What an ideal product for women who want the benefits of TimeWise® skin care in a lathering bar! The 3-In-1 Cleansing Bar gently cleanses, exfoliates and freshens as it begins the process to help reduce the visible signs of aging. It comes complete with a handy soap dish, perfect for home or travel. It's your BizBuilders bonus beginning with a \$400 wholesale Section 1 order.



TimeWise® Targeted-Action™ Line Reducer

TimeWise® Targeted-Action™ Line Reducer firms and tightens lines and wrinkles. Your customers will see results *within minutes* and lasting results over time. Yes, this highly effective product is proven to deliver *immediate* visible benefits to the forehead and crow's-feet area. With continued use, it also delivers lasting results to all the facial areas where lines and wrinkles settle. The immediate anti-aging benefits of TimeWise® Targeted-Action™ Line Reducer will appeal to all your customers who desire a more youthful, relaxed appearance. And who doesn't want that? Be among the first to preview this incredible product. It's your BizBuilders bonus beginning with a \$600 wholesale Section 1 order. For more information, please visit the Product Knowledge Web site on LearnMK®.

Mary Kay® Beauty Fix Kit

The March 2007 gift with purchase, the superportable and travel-ready Mary Kay® Beauty Fix Kit, coordinates perfectly with the limited-edition Mary Kay® Garden Blossom Color Collection. What a great gift for any woman who travels or is often on the go (and who isn't?). The Asian-inspired bag, designed to capitalize on Spring/Summer 2007 trends, fits two of the Garden Blossom pencils, in addition to the professional tools that come with it. What a great way to encourage customers to boost a sale to the \$40 level! These are the kind of surprises and extra incentives that build long-lasting goodwill and loyalty with your customers.

Travel Roll-Up Bag

Suggested Use: Your customers will love this organizer (no travel required). It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 19.

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One, Two, Free!

Feb. 15, 2007, kicks off our special offer on moisturizers! Just buy two of either Mary Kay® Intense Moisturizing Cream or Mary Kay® Oil-Free Hydrating Gel, and you'll get a third free! See Page 19 for details on minimum order size and quantity limits.*

*Tax is required on the suggested retail value of Section 1 product bonuses.



make your **dreams** come true

“What is it that you want from the Mary Kay opportunity? Remember that all your goals and all your desires are of no value unless you put them into action.” Mary Kay was so right, wasn't she? You can take charge of your personal business by doing simple things like following the success formula of 3+3+3 (three skin care classes, \$300 in new retail sales and three team-building appointments each week) and attending Career Conference. In the words of Mary Kay, “Remember that you really are wonderful. Believe it now and *act upon it*, and soon you will be the winner that you so richly deserve to be.”

page 2 

“Selling the Set” Benefits Your Business. Here's How.

Whether it's the TimeWise®
Cellu-Shape™ Contouring System or
the Miracle Set or Color 101 Collections,
the same secrets to success apply
when it comes to “selling the set”



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Coming Soon! Career Conference

These inspiring first-person accounts share the joy and excitement of Career Conference through behind-the-scenes stories of events and recognition. Plus you'll find good-to-know information on everything from finding a roommate to winning your customers' support for the trip.



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How to Book: Top Independent Sales Directors Share Tips You Can Use Today

Booking and selling are the foundations of your business. You can find customers all around you – from friends and family to co-workers and people you meet every day. And these customers can lead you to more new customers. It all starts with building relationships and setting the tone for a successful opportunity.

why sell the set?

Whether it's the TimeWise® Cellu-Shape™ Contouring System (\$55), the Miracle Set (starting at \$104) or Color 101 Collections (\$111), the same basic principles apply when it comes to “selling the set.” Just ask these superstars!



“Sets are made to go together just like spaghetti and meatballs! One of the things that I often say at classes is that I'd rather lose a sale than have the customer not get the full benefits of using the products together. When I say it that way, they begin to

understand how much I believe in the efficacy of the products. It ensures that when the customer does buy, she will remain loyal because she's getting the results that we claim.

– Pam Robbins Kelly, Independent Future Executive Senior Sales Director, Bakersfield, Calif.



“When you have a strong closing focusing on sets, women are less likely to purchase individual items, which could result in lower sales and fewer reorders in the future. My happiest clients are undoubtedly the women who use full skin care sets.

They are satisfied, loyal to their Mary Kay® products and their Beauty Consultants and continue to repurchase from me as their product gets used up. They also make great hostesses because they happily promote the product to family and friends, which makes them the best team-building prospects.

– Amie Gambolan, Independent Future Executive Senior Sales Director, Omaha, Neb.



“ Mary Kay’s laboratories do extensive research and development on the

ingredients in each of our products and how those ingredients are formulated to complement one another. Sometimes I use a fun

analogy to explain this concept at skin care classes. ‘If I baked a cake and left out the eggs and the baking soda, would my cake look or taste right?’ That’s a question all women can relate to!

I also tell the class about the 100 percent satisfaction guarantee.”

– Kim Williams, Independent Elite Executive Senior Sales Director, Newburg, Md.



“ Selling sets is so much easier on everyone because you

know what they are buying will work together. Your customer only has to make one decision when it comes to buying a set versus deciding on each individual item, which can be overwhelming. It is

easier for a customer to make a decision if she is offered two choices.

‘Which would you prefer to start with today, the Miracle Set or the you-deserve-it-all collection, the Ultimate Miracle Set?’”

– Vivian Neeley, Independent Sales Director, Dayton, Ohio





On the Go:

Making the Most of Every Mary Kay Minute

How do you find new customers – at a high school football game, standing in line at the grocery store, waiting for the school bus? Why not stash *The Look* and a few samplers in your On the Go Tote or your purse for sharing or simply handing out with your business card. What a great way to meet new people! Of course, you'll always want to ask a potential customer if she already has a Mary Kay Independent Beauty Consultant before getting her name and phone number so you can follow up.

Top Independent Sales Directors share their tried-and-true techniques for making the most of these opportunities.



Molly Williamson, an Independent Sales Director from West Plains, Mo., shares her tips for warm chatter:

Offer a business card or samplers from the stash you always have

in your purse or tote. Make sure they're easy to get to and in good shape, not bent or torn.

Write down where you met the potential customer and something to distinguish her from the other contacts you made that day on your information sheet the minute you leave her.

Remember to follow up ...

- Write a quick "glad I met you" note to mail that day.
- Follow up with a phone call in 24-48 hours.

Other thoughts from Molly: "I very seldom have success if I just go out to 'find' five contacts. However, while I am out doing 'life' errands, I always run into women. Fear is usually what holds us back from talking to someone new. Focus on how she will feel, make her feel special, and you have no time to think about yourself!"

"Build bridges with women who are already in your circle at church, parent/school groups, neighborhood associations, your husband's business, etc. I really encourage you to work within the 'zone' where you already know people or already have connections, where a foundation has already been laid."

– **Amie Gamboian**,
Independent Future
Executive Senior Sales
Director, Omaha, Neb.

Samplers Sell Products

Handing out samplers or placing them in reorders makes smart business sense (as long as you follow up). Remember, these sampler cards include powerful product details and benefits. In a recent study by The Promotion Marketing

Association, 81 percent of the women surveyed were much more likely to buy a product after receiving a free sampler. Let's take a look at what's available on Section 2 of the Consultant order form.

- **TimeWise® Miracle Set:**

a great way to introduce potential customers to the Miracle Set while *On the Go!* Then you can follow up and schedule skin care classes. Sampler packettes of

TimeWise® 3-In-1 Cleanser and Age-Fighting Moisturizer (six pairs), **\$2**; TimeWise® Day Solution Sunscreen SPF 25* and Night Solution (six pairs), **\$2**; sampler cards (pk./six) featuring impressive before-and-after photos and clinical study results, **\$1.50**

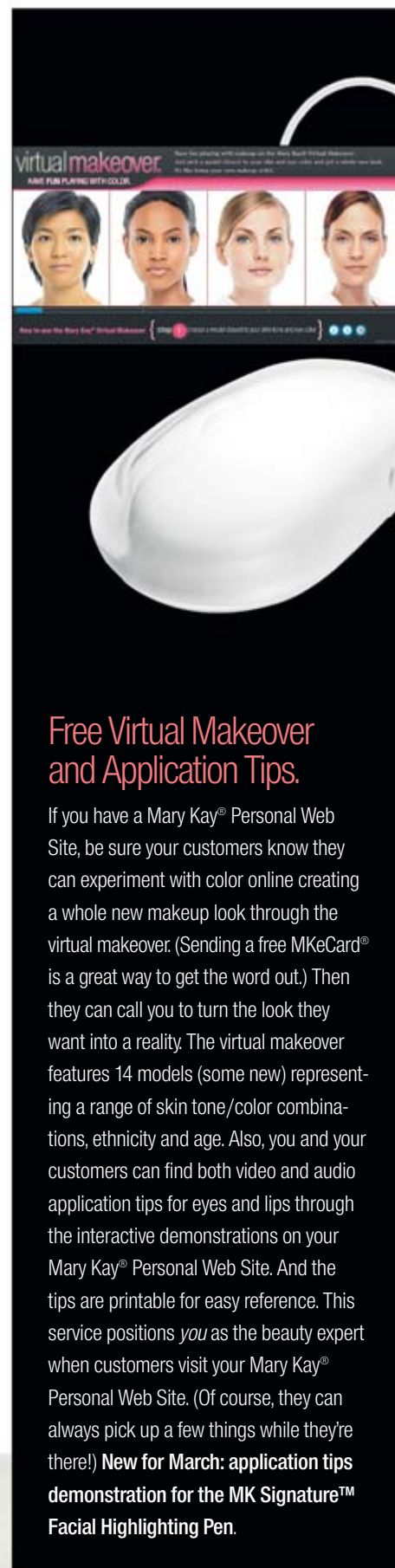
- **TimeWise® Microdermabrasion Set:** At the end of a skin care class focusing on the Miracle Set, why not share TimeWise® Microdermabrasion Set samplers? Sampler packettes (six pairs), **\$2**; sampler cards (pk./six) featuring impressive before-and-after photos and clinical study results, **\$1.50**

- **MK Signature™ Ultimate Mascara™:** These professional tools make it easy for your customers to try this fabulous mascara formula safely and hygienically. Samplers (pk./six), **\$2.25**; sampler cards (pk./six) featuring before-and-after photos, **\$1.50**

- **Private Spa Collection™ Satin Hands® Pampering Set:** This sampler card's pop-up construction wows customers! You can attach samplers which include all three Private Spa Collection™ Satin Hands® Pampering Set products for a great introduction. Sampler packettes (four sets), **\$2**; sampler cards (pk./four), **\$1.50**

- **Affection™ Eau de Parfum:** A six-pack of Affection™ towelette samplers is just **\$1.75**. Add a pack of six luxurious Affection™ sampler cards that capture the essence of the perfume and detail the ingredient story for only **\$1.50**.

*Over-the-counter drug product



Free Virtual Makeover and Application Tips.

If you have a Mary Kay® Personal Web Site, be sure your customers know they can experiment with color online creating a whole new makeup look through the virtual makeover. (Sending a free MKeCard® is a great way to get the word out.) Then they can call you to turn the look they want into a reality. The virtual makeover features 14 models (some new) representing a range of skin tone/color combinations, ethnicity and age. Also, you and your customers can find both video and audio application tips for eyes and lips through the interactive demonstrations on your Mary Kay® Personal Web Site. And the tips are printable for easy reference. This service positions *you* as the beauty expert when customers visit your Mary Kay® Personal Web Site. (Of course, they can always pick up a few things while they're there!) **New for March: application tips demonstration for the MK Signature™ Facial Highlighting Pen.**



New March 16!
Customize your
Mary Kay® Personal Web
Site by choosing your free
sampler offers. See
Page 6 for details.

"Have a daily goal of how many people you want to talk to. Even if it's just one person a day, you'll have seven new leads at the end of the week!"

– **Pam Robbins Kelly**, Independent Future Executive
 Senior Sales Director, Bakersfield, Calif.

"Everywhere I go I am always prepared with my business cards, pens and samplers (who doesn't love a gift?) in a Section 2 Quick Zip Bag so that everything stays nice and crisp. When I encounter a woman within 3 feet of me, I just walk over and say, 'Excuse me, may I offer you my business card?' When I hand it to her, she will often say, 'Oh, Mary Kay!' Then the door is opened."

– **Kim Williams**, Independent Elite Executive Senior Sales
 Director, Newburg, Md.



spring into action

Customize Your Mary Kay® Personal Web Site: Choose Your Free Sampler Offers! New Beginning on March 16, 2007!

Looking for a way to expand your customer base or introduce customers to your hottest products? Then consider free sampler offers on your Mary Kay® Personal Web Site! New beginning on March 16, 2007, you can choose which sampler you would like to feature from a variety of color and skin care options. Cards are available separately for each sampler, such as the new special-edition

TimeWise® Targeted-Action™ Line

Reducer sampler with card, the

TimeWise® Miracle Set, the TimeWise®

Microdermabrasion Set, MK Signature™ Ultimate

Mascara™, the Private Spa Collection™ Satin

Hands® Pampering Set, Affection™ Eau de Parfum

and Color 101 (samplers included). Simply select

your sampler card through your Mary Kay®

Personal Web Site Manager on the Mary Kay InTouch® Web site. Then watch for e-mails and Action Items to let you know when a customer requests a free sampler so you can fulfill her product orders and sampler requests in a timely manner.

Remember, one very important aspect of building a wonderful, long-term customer relationship is being prompt to respond, dependable and responsible.



There's Still Time to Enroll! Month 2 Mailer: *The MKMen™* Brochure



Whether your customers need a Father's Day gift, a present for a graduate or just want to take care of the men in their lives, Mary Kay is here for them. Introducing a new line of products specially designed for guys. The Preferred Customer Program's Month 2 mailer launches

this much-asked-for line of products. Enrollment ends March 15, so be sure to enroll if you haven't already! Mailing begins May 18. (Allow 7-10 business days for delivery.)

Enroll by March 15!

Sending Customers the *Beaut-e-News™* Monthly E-Newsletter and MKeCards® Is Easier Than Ever.

Good news! It's no longer necessary for customers to "opt-in" to receive e-mail from you. You can now send MKeCards® and the *Beaut-e-News™* monthly e-newsletter anytime by visiting the Mary Kay InTouch® Web site and clicking on "Preferred Customer Program" under "my Customers®."

Beaut-e-News™ features all the latest Mary Kay happenings, from ad campaigns and sweepstakes news to great new products, plus beauty tips, trends and more. As an added benefit, links within the e-newsletter send customers back to your Mary Kay® Personal Web Site. Research shows that e-mail marketing is one of the most successful ways to drive traffic to an online shopping site. Be sure to read your monthly issue to stay up to date!



take a shine to lips

What makes the new MK Signature™ NouriShine™ Lip Gloss our best yet? The superlight, nonsticky formula includes vitamins A and E and helps to form a protective defense against wrinkle-causing free radicals and environmental exposure. Your customers can choose from seven fabulous new shades, plus three all-time favorites. **\$13***



Just Glossy™ Set: Make It Work for You!

Remember, the MK Signature™ Just Glossy™ Set gift with purchase delivers the lightweight feel and maximum shine of the MK Signature™ NouriShine™ formula. Three miniature lip glosses, in universally flattering shades, condition lips with rich color in a convenient, go-anywhere size. Not only can this set motivate your customers to spend more, it makes a great introduction to the new MK Signature™ NouriShine™ Lip Glosses. Gift With Purchase, pack of five, **\$17.50**



You Can Go Online to Get the Perfect Pout.

Need some lip tips? Look like a color expert when you visit "How to Get the Perfect Pout" on your Mary Kay® Personal Web Site, where you and your customers can get application tips to accentuate any lip shape. Your customers can connect anywhere they can access the Internet! It will show them how to use the lip product samplers you've given them.



You Can Offer Color 101 Looks and Cards.

When your customer falls in love with an MK Signature™ NouriShine™ Lip Gloss featured in a Color 101 Look, why not introduce her to the complete package? She's likely to love the entire look as well! Color 101 Sampler Cards, pack of four, **\$3.25**

*Product price is suggested retail.



an insiders' guide to booking:

Top Independent Sales Directors Share Their Secrets

Mary Kay once said, "Bookings are the lifeline of your business. Literally, if you're out of bookings, you're out of business." Plus booking is a big part of your 3+3+3 formula for success (three skin care classes, \$300 in new retail sales and three team-building appointments each week). So what can you do to keep that lifeline going? We posed that question to top Independent Sales Directors across the nation. Here's what they had to say.

Booking at Classes

Each selling appointment introduces you to new customers and potential hostesses who can invite more new customers to your next class. Throughout your presentation, consider referring to a second appointment. During your individual consultation, you may want to encourage your customers to book future appointments. The Flip Chart focuses on the Miracle Set. But at the end of a class, you can always show the TimeWise® Microderm-abrasion Set and give out samplers with the sampler cards. You can allow customers to try the samplers at home, then follow up to see how they enjoyed experiencing "instant gratification" in skin care. One more thing: Remember, you can find a printable color consultation outline for the second appointment and helpful Media Source CDs on LearnMK®!

"When it comes to booking at classes, I do it right at the beginning, during the orientation. Explain that each woman is guaranteed at least two complimentary appointments: skin care and color. She may also choose to add other parties (spa or manicure/pedicure) if she would like to earn even more product. Then I keep the momentum going throughout the class by passing a free product item around the table. Every time I say the word "party," the women pass the item to their neighbors, and whoever ends up with the product takes it home!"

— **Amie Gamboian**, Independent Future Executive Senior Sales Director, Omaha, Neb.



"I suggest that you always have a booking gift – a perk for the hostess whose guest books a class. Guests always want the hostess to get the gift (as well as something for themselves, perhaps)."

— **Margi Eno**, Independent Sales Director, San Diego, Calif.



Booking Friends, Family and Acquaintances

Let's take a look at this simple, easy-to-use recommendation for booking friends, family and acquaintances.

1. Create positive interaction.

"Hi, (customer's name), I'm so glad I caught you at home!"

2. Work to develop rapport.

"How are things going? Great! I won't take up much of your time, but I did want to let you know I'm now a Mary Kay Independent Beauty Consultant."

3. Express the purpose of your call.

Suggest a fun get-together with her girlfriends, a 10-minute appointment or a time to drop off a few samplers and the latest issue of *The Look*.

4. Confirm your appointment.

"See you next Tuesday at 5:45. And remember, (customer's name), we can always schedule a skin care class so you could earn free products."

5. Communicate next steps.

"I'm looking forward to seeing you. I'm eager to hear your opinion of the samples!"

Booking From Referrals

Booking from referrals can be a major source of appointments. You may want to ask both your hostess and the guests for referrals. Also, consider asking for referrals when you call to follow up with your customers.

"Remember to ask potential customers if they are current Mary Kay customers. If you run into someone who already has an Independent Beauty Consultant, thank her for being so supportive of the product line and encourage her to contact her Beauty Consultant to see the latest products."

– **Amie Gamboian**, Independent Future Executive Senior Sales Director, Omaha, Neb.

"Have a gift for them in the name of the person who referred them to you. Of course, they have to get together with you to receive the gift."

– **Margi Eno**, Independent Sales Director, San Diego, Calif.

Booking From Warm Chatter

A sincere smile, eye contact and repeating a potential customer's name throughout the conversation will let her know you're focused on her.

"What I am booking for right now is a 'Women Who Make a Difference' portfolio of faces. What an honor to be asked to be in that! I am including businesswomen, community leaders, heads of charitable foundations, women who are active in their churches, stay-at-home moms, etc. I believe women make an impact no matter what they have chosen as their 'careers,' so this is a fun way to honor them and to get lots and lots of bookings!"

– **Amie Gamboian**, Independent Future Executive Senior Sales Director, Omaha, Neb.

"I work to turn a contact with someone into more contacts. When I meet someone, I ask if I can send a brochure with them to work. Or when I sell sets to a guy, I tell him if he sends me five buddies who place orders, I'll give him a thank-you gift. Then I repeat the process with each of the five buddies! Also remember, when you're fun, people want to be around you!"

– **Margi Eno**, Independent Sales Director, San Diego, Calif.

"Know your script! Instead of constantly changing what you are going to say, choose a script and stick with it. Consistency gives you confidence. Remember, the script is only 'old' to you; you are talking to new people all the time. You'll be amazed how much more confidence you have when you know your scripts."

– **Pam Robbins Kelly**, Independent Future Executive Senior Sales Director, Bakersfield, Calif.



Book With the Hostess Program

Make It a "Yes" With Great Incentives

Use the hostess brochure featuring various incentives including this quarter's Travel Accessories Set (\$10)! And remember, the Hostess Magnifying Mirror is back by popular demand. It's available on Section 2 for just **\$13!**

How to Get the Guests There

You can use the superconvenient Beautevite™ online party-planning tool (available to Independent Beauty Consultants with a Mary Kay® Personal Web Site) to schedule the party, manage details, help send out e-mail invitations and monitor the guest list. If your hostess prefers traditional invitations, you can simply use the invitation/reminder postcards available on Section 2 of the Consultant order form. Once the invitations go out, make your hostess aware of the great suggested dialogues in the hostess brochure to help her call her friends.

Need Party Ideas?

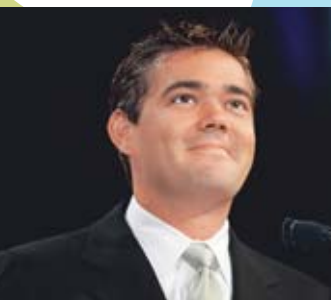
Each quarter, you can check out the fabulous party tips on the Mary Kay InTouch® Web site (under "Promotions") or have your hostess visit the "Have a Party" link on your Mary Kay® Personal Web Site for exciting ideas she's sure to love.

Keep the Momentum Going

At the class, book more hostesses using the hostess program and make your hostess feel like a queen!

career conference '07

Fuel Your Future!



be

bold!

career conference

07

Do you know where you're taking your business? Do you have the answers to get there? *"We set up programs to help Independent Beauty Consultants discover their hidden talents and abilities," said Mary Kay Ash. "We put into place the educational programs and helping attitudes that would give the independent sales force the confidence and abilities they needed to help others. Our learning never ends!"*

There's no better teaching fast-track than Career Conference, where education meets sisterhood meets super role models – women who are ready and able to share their success secrets with you. Here are three of thousands who have made Career Conference part of their annual business plan.



Independent Executive Senior Sales Director **Trish Reuser**

One of Her Best Decisions Ever

The first time I attended Career Conference it was called “Jamboree,” and I was a brand-new Independent Beauty Consultant. I had heard at success meetings how important Mary Kay thought this gathering was to our business futures. But we had just moved across the country, and I had a 1-year-old son, no baby sitter and no extra money anyway. I had given up the idea for that year when an unexpected check arrived in the mail, and my husband told me I could use it to attend.

So my mom drove five hours to baby-sit, and my adoptive Independent Sales Director found a roommate for me.

Future Independent Sales Director

Judy North, my roomie that weekend, has been my friend and a blessing now for more than 30 years. Judy gave me so many ideas about how to build my business, and she made sure I met new friends who had more great ideas. So often it's the conversation in line or at lunch that produces a nugget of wisdom, the exact thing we need to hear at that moment.

My decision to invest that check in my business was one of my best ever. I had no idea what “Mary Kay” was all about until I got to Jamboree. It was so exciting! The motivating classes taught me the things I needed to know to build my business, and the I-stories inspired me and built my belief. If you want to grow your business, you need to grow personally. Career Conference is an investment in your business that will help take you to the top. As always, Mary Kay was right!



Independent Senior Sales Director **Eileen Brookshire**

A Girlfriend Getaway With Lasting Impact

I will always be grateful that Career Conference turned around my Mary Kay experience. It was 1997, and discouragement had set in when some team members quit. I was disappointed that I couldn't wear my red jacket, and I knew I had reached a crucial point in my Mary Kay business. Truthfully, I was considering giving up.

But **Independent National Sales Director Kirk Gillespie** – then my Independent Sales Director – encouraged me to go to Career Conference to soak up education and inspiration. She asked me to delay my decision until afterward, and out of sheer

loyalty, I went. But I was skeptical!

A sister Independent Beauty Consultant and I drove four hours, thinking we were just having a “girlfriend getaway.” Then the moment we stepped into the arena – where the music was pumping and you could *feel* excitement and electricity in the air – amazing things started to happen. When **Independent Senior National Sales Director Stacy James** spoke, she reached into my heart and made me see that Mary Kay was the opportunity for me to enrich women's lives.

Suddenly I realized my discouragement stemmed from focusing on myself instead of others. I went home with a clear

vision and a mission. My team members and I went on-target for the use of our first Career Car that month, and I debuted as an Independent Sales Director that November.

Today our unit, “The Soaring Eagles,” has a passion for reaching into the lives of others to give them wings too. I enjoy the freedom to live a balanced life and make healthy choices for me and my family, and I have a platform to motivate women to discover their own purposes and talents. So much to appreciate, and Career Conference was the catalyst!



Independent
Sales Director
Holly Martin

The Dream Was Born

I never thought twice about going to my first Career Conference. But Independent Future Executive Senior Sales Director Hollie Sherrick painted the picture so perfectly that I knew I wanted it to be part of my business life. "Those who show up, go up," she told me. Since I wanted to be where she was, I decided to follow her lead!

At the time, I was in my second month of Career Car qualification, and my husband didn't think I should take off. He called Hollie, and she reassured him that instead of being a hindrance, Career Conference actually would propel me forward to finish. I did have to overcome one challenge. My husband was in school, and we had to arrange care for our 1-year-old daughter. It was the first time I had left my baby overnight!

We had only one car, so I rode with two other women. The three of us talked nonstop for the three-hour drive to Chicago. It was great getting to know them, and once we arrived, I loved visiting with my unit members outside of our success meetings. The highlight was hearing Hollie speak. That moment, I envisioned myself speaking to thousands, touching as many lives as she had. The dream was born, and I made the commitment to become a Top Sales Director. I walked across stage and was recognized several times, and the ribbons were a great way to showcase our hard work. I vigorously took notes in the classes and learned about new products. It was all so exciting!

The biggest difference I noticed when I got home was an expanded vision of my business. I saw more clearly what this Company had done for me and others, and I wanted to continue sharing the blessing.

Register Your Enthusiasm!

Sign up in one of three easy ways from
Feb. 6 through Feb. 28, 2007:

- **Online:** Go to the Mary Kay InTouch® Web site and click on the *Be Bold! Career Conference 2007* icon.
- **Phone:** Call 1(800) 338-3680 from 8:30 a.m. to 7 p.m. Central time, Monday through Friday, except holidays.
- **Mail:** Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045.

Registration Deadline: Feb. 28, 2007

Registration Fee:

- \$75 received in Special Events by Feb. 28
- \$85 on-site, space permitting (except for those who submit their new Independent Beauty Consultant Agreements in March)

Transfer Fee: \$10

Cancellation Deadlines and Fees:

- Full Refund Feb. 28, 2007
- Less \$25 March 1-31, 2007
- No refunds after March 31, 2007

Hotel Deadline: Feb. 28, 2007

Learn as You Go

You can believe it. Thousands of women just like you have reaped the business-boosting effects of Career Conference education. What can you expect at *Be Bold! Career Conference 2007* classes? Essential inspiration and information about skin care classes, booking, staying focused, goal setting and goal achieving, growing a unit, coaching and more.

Feb. 6-8: Registration available for the first week of Career Conferences.

Feb. 9-11: Registration available for the second week of Career Conferences.

Feb. 12-14: Registration available for the third week of Career Conferences.

Feb. 15-28: Registration available for all Career Conferences.

Rewards Are Waiting for You ... at *Be Bold!* Career Conference 2007:

Movin' On Up Challenge

Based on an Independent Beauty Consultant's status as of Nov. 30, those who achieve and maintain a higher step on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification by Feb. 28, 2007, will receive a name badge ribbon and onstage recognition. Don't miss the exclusive logo pin enhancer with beautiful red crystals that will be awarded before going "on" – the first time colored crystals have been offered!

On-Target *Great With 48* Luncheon

Independent Sales Directors who are on-target for the *Great With 48* Unit-Building Challenge by adding at least 28 qualified* new unit members from July 1, 2006, through Feb. 28, 2007, will receive a name badge ribbon and an invitation to attend this special luncheon along with their unit members who added the qualified new unit members. Also, qualified* new unit members from Dec. 1, 2006, through Feb. 28, 2007, will be invited to attend.

Bee Focused! On-Target Queen's Court of Sharing

Independent Beauty Consultants and Independent Sales Directors with at least 16 qualified* new personal team members from July 1, 2006, through Feb. 28, 2007, will receive a name badge ribbon, onstage recognition and their *Bee Focused!* necklace.

*For a new unit member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted during the contest period.

On-Target for Seminar 2007 Recognition

When you are an Independent Beauty Consultant or Independent Sales Director who's on-target for any of the following Seminar courts, you'll also be recognized with a name badge ribbon and onstage recognition!

Queens' Courts of Personal Sales
Queen's Court of Sharing
Circle of Achievement
Circle of Excellence
Double Star Achievement
Triple Star Achievement

Recognition for Star Consultants

Circle of Honor Star Consultants who have achieved 56 quarters or more of Star Consultant status by Feb. 28, 2007, will receive a name badge ribbon and onstage recognition.

As part of the on-target *Bee an All-Star* Consistency Challenge, Independent Beauty Consultants and Independent Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2006, through Feb. 28, 2007, will receive a name badge ribbon and standing recognition.

Drive On

Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2007, and their unit members will receive a name badge ribbon and onstage recognition.

TimeWise® *Cellu-Shape*™ Contouring System Sales Challenge

Independent Beauty Consultants and Independent Sales Directors who sell at least 30 *TimeWise*® *Cellu-Shape*™ Contouring Systems by Feb. 28, 2007, will receive a name badge ribbon and standing recognition.

Graduate With the Class of 2007

Independent Sales Directors who are part of the Class of 2007 and debut from Aug. 1, 2006, through March 1, 2007, will debut onstage with their Independent Senior Sales Directors.

Preferred Customer Program

If you are an Independent Beauty Consultant or Independent Sales Director, you'll want to make sure you have 13 preferred customers enrolled for *The Look* during the Fall/Holiday 2006, Winter 2006 and Spring 2007 enrollment periods, and you'll receive standing recognition and a name badge ribbon at Career Conference.

Win Ryan Rogers Challenge

Every *Be Bold!* Career Conference 2007 location that meets its registration goal by Feb. 28, 2007, will be entered into a drawing – one per weekend – to win Ryan Rogers! Our own Director of Strategic Initiatives, Richard Rogers' son and Mary Kay Ash's grandson, Ryan, will host a reception for all *Movin' On Up* achievers and their Independent Sales Directors at the winning locations prior to the opening session and will speak briefly during the opening session.

What's Your Status?

To check your recognition progress, go to the Mary Kay InTouch® Web site, click on "My Reports," then on "*Be Bold!* Career Conference 2007 Recognition Report." And remember, when you become a Star Recruiter by Feb. 28, 2007, you're entitled to attend exclusive classes at *Be Bold!* Career Conference 2007!

For a complete list of Independent Beauty Consultant and Independent Sales Director recognition opportunities and qualifications, go to the Mary Kay InTouch® Web site and click on the "Career Conference 2007" link.



Once upon a starry Seminar night, a woman glided across the stage to claim her well-deserved rewards and received something more. As her heart soared with gladness, her senses were sharpened by the significance of the moment. As the leader of a million-dollar unit and the first Hispanic woman to reach No. 1 Independent Sales Director nationwide, she took a step up for her sisters, her culture, her family. With a smile and a tear of thanksgiving, she would tell you the climb has been worth every sacrifice.

No Mountain

It's been just three years since **Independent Senior Sales Director Paola Ramirez**, from West Jordan, Utah, and in the **Independent Senior National Sales Director Lupita Ceballos Area**, traded in her meager income for an Independent Beauty Consultant Agreement. Just three years since her life took a turn in a single day toward a future she couldn't imagine. Her ascent has been rocky at times, her path strewn with hurdles. But once she began, her faith never wavered.

Something Had to Change

Born in Lima, Peru, Paola was blessed with a good family that made sure, in her own words, she lacked none of the necessities of life. Her loving parents pampered her, and when the time came, they sent her to a university for higher education.

Then six years ago, Paola and her husband, Andrés, came to the United States, where little Jessica, their daughter, was born. Life began to reflect the hardship of immigration and was made more difficult because Paola doesn't speak English. When she took jobs to help make ends meet, she worked in a restaurant, cleaned offices or baby-sat. She loved to cook, so she made Peruvian ceviche, Peruvian chicharrones, homemade ice cream and fruit drinks; and sold them at outdoor sporting events.

She didn't dream much in those days. She didn't dare.

But Paola had a cousin, and that cousin had an aunt, and that aunt, **Independent Future Executive Senior Sales Director Gladis Camargo**, had a Mary Kay business. When Gladis and Paola met for the first time, "Right away, she could see how quiet and shy I was," Paola says. "Then she saw me selling food at ball games and thought if I could do that, I could certainly sell 'nourishment' for the

skin! She offered me the opportunity and I accepted, thanks to her powerful persuasion."

At the time, Paola and her family were living in a tiny mobile home and had no car. In addition to their uncomfortable surroundings, Paola was suffering from postpartum depression. "Our situation was critical," she recalls. "I had no friends or acquaintances. But I knew something had to change, and I was willing to pay the price for success. After I gave a few facials, I fell in love with the products. I became an Independent Sales Director a year-and-a-half later, reaching my goal in two months. There have been things to deal with to reach Career Conference. No sacrifice has been too great."

Gifts of Grace and Courage

It might have been hard to predict Paola's eventual success. Innately reserved, she had to force herself to approach potential customers and team members. But she did what she had to do, and each small victory fed her growing confidence.

"My Mary Kay business has been a rich blessing," Paola says with a glowing smile. "Today I'm far more sociable, caring and accomplished than I was before Mary Kay. My family and I work better together, and I appreciate the support of my husband and mother. My 2-year-old son, Paolo, was born after I started my Mary Kay business, and both our children are growing up 'Mary Kay kids.' As if that weren't enough, I've realized a financial bonanza I couldn't have obtained otherwise, even using my university studies."

Reflecting on the vast distance she's covered in a short time, Paola praises the women who have traveled with her. "I named my unit 'Changing Lives.' It's a testimony of how God has placed exceptional people in my path," she shares. "I believe I did not meet them by

Too High

accident. They've overcome countless obstacles through faith and courage, and they're all brave champions."

One of Paola's unit members found herself both mother and father to her young daughters, a challenging responsibility. "Thanks to her strong spirit, she reached more than \$20,000 in production during her second month as Independent Sales Director," Paola reports proudly. "Another woman spoke no English and little Spanish. Her native language is a Mexican dialect known as Mixteco. Despite that, she's a Career Car driver making impressive sales and building her team with other bold women."

Paola extols her mentors for their unselfish example too. "Gladis paid the price of going into Sales Director-in-Qualification for the second time and brought the Mary Kay opportunity to Utah's Hispanic community. And Lupita – the moment I saw her, I knew I wanted to be just like her: tenacious, confident, down-to-earth and disciplined. I thank our 'mother', Mary Kay Ash, for creating a Company that allowed me to meet so many fine women."

A Beautiful Horizon

She's covered a lot of ground since she made ceviche and chicharrones to sell at ball games. But Paola hasn't "arrived" just yet.

"I'm reaching for Independent National Sales Director, but my long-term goal is for my unit members to be even more successful than I am," she says. "I want to remind other Hispanic

women that our purpose is to show this generous country, and this Company, that despite obstacles and limitations, we know how to excel. We're hardworking, respectful and enterprising, and we love the principles on which Mary Kay founded this great opportunity. How can we fail?"

As much as Paola cherishes all she's accomplished, she doesn't have time to dwell on the memories. She's busy looking to the future and what it holds for her and her Mary Kay sisters. She sees – feels – promise and purpose ahead.

"I give thanks every day for the support Mary Kay offers," she says, gesturing toward team-building and product materials on her office desk. "All these tools in our own language – catalogs, magazines, online information, conferences and Seminar sessions, and guidance we receive through outstanding employees such as Luis Rey, our Hispanic Sales Development Director – make our business easier. This Company has demonstrated its belief in us. My hopes soar when I think of the impact we can, and will, make on this business and those we touch through it."

Paola pauses for a moment and gazes at a picture of Mary Kay. "We in the Hispanic community will continue to do things the way she would have wanted," she says with conviction. "We will continue working hard, respecting Mary Kay's philosophies and upholding the Golden Rule. Just look at how far we've come already."



Clockwise from left: Mary Kay U.S. President Darrell Overcash escorts Paola on her victory walk at Seminar 2006; Paola and Independent Senior National Sales Director Lupita Ceballos share the stage; Lupita congratulates Paola on her outstanding performance; daughter Jessica embraces brother Paolo; husband Andrés and Paolo look on proudly; Paola sits enthroned among her sister Top Sales Directors.

Reflections From Mary Kay



“If you treat people right, they will work more efficiently and the profits will come in. The same advice applies to your customers. For good value and exceptional service, they will reward you with repeat business and by referring additional customers. Being successful in business isn't a matter of taking advantage of people. On the contrary, it's a matter of giving them so much value, care and attention, they would feel guilty even thinking about doing business with somebody else.”

– Mary Kay Ash

Dates to Remember

FEBRUARY 2007

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

MARCH 2007

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

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
- Last day to submit online Sales Director-in-Qualification Commitment Form.
- Last day of the month for Beauty Consultants to place online orders (until midnight Central time).
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time). Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

Feb. 5: Registration begins for *Be Bold! Career Conference 2007* for Independent National Sales Directors' personal unit members.

Feb. 6-8: Registration begins for *Be Bold! Career Conferences 2007* to be held March 16-17 and March 18-19.

Feb. 9-11: Registration begins for *Be Bold! Career Conferences 2007* to be held March 23-24 and March 25-26.

Feb. 12-14: Registration begins for *Be Bold! Career Conferences 2007* to be held March 30-31 and April 1-2.

Feb. 14: The Valentine's Day online event on Mary Kay® Personal Web Sites and www.marykay.com ends.

Feb. 15: Postmark deadline to earn the Month 2 product bonus. Open registration for all *Be Bold! Career Conference 2007* dates and locations. Last day to enroll online for the Spring 2007 Preferred Customer Program version of *The Look* with samplers, available while supplies last. Buy 2, Get 1 Free extra-hydration offer begins.

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

Feb. 19: Presidents Day. Postal holiday.

Feb. 20: January Career Car qualifier paperwork due to Company.

Feb. 28: Career Conference 2007 registration and recognition deadline. *Bee Focused!* Challenge Part I and *Movin' On Up* Challenge end.

Next Month:

March 10: Early ordering of the new Spring 2007 promotional items begins for Independent Beauty Consultants who enrolled customers to receive *The Look* for Spring 2007 through the Preferred Customer Program.

March 15: Postmark deadline for the Quarter 3 Star Consultant Quarterly contest, the Winter 2006 promotion, the third monthly product bonus, the *TimeWise® Cellu-Shape™* Sales Challenge and the Buy 2, Get 1 Free extra-hydration offer. Early ordering of the new Spring 2007 promotional items available for all Independent Beauty Consultants. Last day to enroll online for the Spring 2007 Preferred Customer Program Month 2 mailer. Last day for customers to take advantage of the Winter 2006 MK Signature™ Just Glossy™ Set gift with purchase.

March 16: Quarter 4 Star Consultant quarterly contest begins. Spring 2007 promotion and Month 1 product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

March 20: February Career Car qualifier paperwork due to Company.

March 25: Spring Preferred Customer Program version of *The Look* (with sampler) begins mailing to customers. (Allow 7-10 business days for delivery.)

Heart & Heritage

Mary Kay Used a Dress to Turn a Dream Into a Debut

Many of you have felt Mary Kay's presence when you were navigating a setback or celebrating a victory. **Independent Senior National Sales Director Wilda DeKerlegand** shares a similar memory of Mary Kay, who saw past Wilda's questions to the ideal solution and the victory beyond ...

"My NSD debut at Seminar 2003 was a dream come true in so many ways. At the end of my speech, as I heard the exit music, I knew I wouldn't have time to share the full picture of Mary Kay's gift to me – the amazing way she bypassed the conscious mind to bring out a woman's greatest potential.

"My 'Mary Kay miracle' began in February 1996. Up until then, I had loved doing skin care classes and teaching these skills to my unit members. Mary Kay even called me 'Class Queen.' As the product line increased and customers seemed to have less time to spend at classes, I found myself less excited about them. I saw the same thing happening among my unit members. So I called Mary Kay and asked her for direction. She invited me to her home and gave me an assignment to make a list with two columns – one with all the reasons I didn't like doing classes and the other with the solutions.

"On the flight to Dallas, I tried to understand why I had lost my passion for skin care classes. I finished the list and arrived at Mary Kay's home, where I sat at her feet and poured out my heart. At one point I blurted out, 'I'm not leaving until I'm a National Sales Director!' She looked directly at me and said, 'You are a National, Wilda. You've always been a National Sales Director in my eyes.'

"As I talked, Mary Kay could see that my vision wasn't clear. 'Wilda,' she asked, 'where's that green dress – the dress you wore on the throne in 1983? Everyone still talks about that

dress!' I told her it was in the attic. 'I want you to hang it in your closet where you'll have to see it every day,' she said. 'Promise me you'll wear that dress again on a special award occasion.' Mary Kay knew every time I looked at that dress I would remember what it was like to be in the Winner's Circle.

"It was six months before I followed her direction. But once I hung it in my closet, I looked at that dress every day for a year. Then I put it away and forgot about it. But the pledge I'd made to Mary Kay was rooted in my heart.

"In 2002, her words began to flood my mind again. Still, I looked everywhere for another dress to wear for my onstage debut. I mentioned wearing the green dress, and my daughter said, 'Oh, mom, don't embarrass us with that dress!' But I already had exhausted all the stores in several states, so I looked for a seamstress to update it.

"Mary Kay's spirit must have been at work to put me back in that green dress, and because I had looked at that dress for a year, seeing myself as a National Sales Director, I had worked to become what I had envisioned.

"Mary Kay not only taught us to dream, she was the keeper of our dreams. When our dreams faded, she brought them back to life. Her teachings were timeless because they were inspiring, and she always knew exactly the thing to say for whatever we were experiencing.

"What a lady. I feel so blessed to have known her and been mentored by her."



Reigning as Sales Director Queen of Personal Sales was special, but receiving Mary Kay's incomparable insight changed Wilda's life!



Wilda wearing the legendary (updated) "green dress" onstage at Seminar 2003 Awards night. Family members still tell stories of her childhood determination and persistence, traits that helped her achieve her ultimate Mary Kay goal.

Mary Kay Media: Your First Stop for Success Tools!

Wisdom for the Ages

Her story is still being retold, her many memorable quotes compiled for posterity, as the legacy of Mary Kay Ash continues to influence, uplift and encourage countless women around the world. Did you know you can still sit at the knee of this remarkable mentor as she shares her thoughts via DVDs? Conveniently available through the LearnMK® Media Source on the Mary Kay InTouch® Web site, you can relive the vision and early years that made the Mary Kay opportunity possible and receive her timeless guidance about the very subjects that can change your business and your life for the better:

Lessons and Legends: Volume I, The Role Model

Mary Kay dreamed of opening the door of opportunity and transformation for all women. This heartwarming DVD is a priceless keepsake that will place her teachings at the core of your business and personal life, touching all those with whom you share this shining legacy.

Lessons and Legends: Volume II, The Entrepreneur

Far more than the story of an American business marvel, this amazing journey puts you in a front-row seat for lasting learning. A must for anyone who desires to follow in the footsteps of this legendary woman.

Timeless Truths From Mary Kay Ash

Let Mary Kay's message from *Make It Happen* Career Conference 1994 empower you to stretch and seize the spectacular success that is within your grasp. Savor each memorable moment as you share what will seem like your own private conversation with Mary Kay Ash.

Thinking Like a Woman:

The Life and Times of Mary Kay Ash

This stirring docudrama provides an intimate glimpse of Mary Kay as a young mother in Houston, as the disillusioned business-woman at the end of her "first" career, and most important, as a woman whose determination and belief helped her to boldly overcome mounting obstacles and found a company of her own.

Pearls of Wisdom (Two-CD Set)

There's no substitute for listening to the words of Mary Kay in her own voice. This CD set could very well become the cornerstone to your audio library.

To order these or many other business essentials, just go to the Mary Kay InTouch® Web site and visit the LearnMK® Media Source under LearnMK®.



Important Note About Freight Charges

Each year the Company evaluates costs to ensure you receive the best possible shipping value. You may recall that we've maintained the same rate for mainland U.S. orders since March 2005. Since then, the cost of diesel fuel used to power delivery trucks has risen dramatically – from 6 percent to more than 14 percent above the price of regular unleaded gasoline used in cars – adding to overall freight cost increases. Effective March 16, 2007, shipping and handling charges for mainland U.S. orders will increase from \$8.35 to \$8.75. For destinations outside of the continental United States, specifically Alaska, Hawaii, Guam, Puerto Rico, the Dominican Republic and the U.S. Virgin Islands, freight charges will remain at the current rate of \$30.

It's important to remember to use the most recent version of the Independent Beauty Consultant Agreement, which you may order from the March 16 Consultant order form. The latest version will be labeled "3/07" in the lower right corner on the back of the pink copy of the Agreement and will reflect the freight change. Should you have to use the previous version of the Agreement after March 15 (i.e., version 9/06) for mainland Starter Kits, be sure to mark through the \$8.35 freight charge, write in \$8.75 and have your new team member initial the change.

Talking Points Online

Have you or any of your sister Independent Beauty Consultants ever heard a Mary Kay® product statement that you knew was untrue? Or perhaps you received a product question that you were unsure how to answer? If so, you may find some helpful information on the Mary Kay InTouch® Web site. Just go to LearnMK® and select the Product Knowledge tab to access "Talking Points You Can Use: Product Focus." This article includes a few suggestions on how to respond as well as some suggested answers to questions you may have received.

One, Two, Free!

Winter's still with us, so there's no better time to offer your customers extra hydration products! From Feb. 15 – March 15, buy two of either extra hydration moisturizers and get one of the **same formula free with any \$200 or more wholesale Section 1 order. Smooth!**

Limit 13 free moisturizers per Independent Beauty Consultant.



Returning Favorites Coming This Summer!

Great news! Returning favorites of MK Signature™ Lip Liner in Dark Chocolate and Dark Berry will make their debut in June 2007! Also joining the pout clout is a great new shade: Cinnamon! You'll want to be sure to let your customers know that these fabulous shades are coming soon!

7 in '07 Team-Building Challenge: It's All in the Numbers

You build your business on sound principles, so why not build your team on a winning equation? Just add at least seven qualified* new personal team members from Jan. 1 through June 30, 2007, and you'll receive a name badge ribbon and onstage recognition at Seminar 2007. But that's not all. You'll also receive a beautiful bee pin featuring multicolored stones that will sparkle aplenty under all those stage lights. It all adds up to success!



*For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted during the contest period.

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Feb. 16 – March 15.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® 3-In-1 Cleansing Bar	\$18
\$1,200 sugg. retail/ \$600 wholesale	1 TimeWise® 3-In-1 Cleansing Bar 1 TimeWise® Targeted-Action™ Line Reducer	\$58
\$1,600 sugg. retail/ \$800 wholesale	2 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit	\$76
\$2,400 sugg. retail/ \$1,200 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit	\$94
\$3,600 sugg. retail/ \$1,800 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 1 Travel Roll-Up Bag	\$94
\$4,800 sugg. retail/ \$2,400 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 2 Travel Roll-Up Bags	\$94
\$6,000 sugg. retail/ \$3,000 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 3 Travel Roll-Up Bags	\$94
\$7,200 sugg. retail/ \$3,600 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 4 Travel Roll-Up Bags	\$94

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

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

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

recognition

Congratulations to the winners for November 2006.

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Nov. 30, 2006. (This includes NSD commissions earned on all foreign countries through October.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

PEARL



Jan Harris

DIAMOND



Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Gayle Gaston

EMERALD



Anne Newbury

On-Target for Diamond/Inner Circle	
On-Target for \$1,000,000	
Anne Newbury	\$451,569.99
On-Target for \$750,000	
Barbara Sunden	\$332,057.35
Pat Fortenberry	\$319,476.81
On-Target for \$500,000	
Gayle Gaston	\$295,277.24
Christine Peterson	\$267,403.42
Carol Anton	\$226,353.41
Karen Piro	\$214,901.89
On-Target for \$325,000	
Lisa Madson	\$205,814.41

Jan Harris	198,010.63
Kathy Helou	192,896.63
Joanne Holman	189,682.56
Gloria Mayfield Banks	184,718.83
Nan Stroud	183,737.56
Rena Tarbet	176,835.46
Cheryl Warfield	171,385.62
Jana Cox	164,687.27
Lupita Ceballos	164,678.43
Pat Danforth	163,926.75
Karlee Isenhardt	154,352.03
Julianne Nagle	152,332.37
Rosa Enriquez	150,587.39
Nydia Payán	148,979.87
Stacy James	145,799.22
Darlene Berggren	143,952.38

Gloria Castaño	143,130.62
Sue Kirkpatrick	141,020.53
Dacia Wiegandt	138,819.80
Linda McBroom	138,561.49
Sherry Giancristoforo	136,715.41
Holly Zick	136,109.39
On-Target for Diamond Circle	
On-Target for \$250,000	
Ronda Burnside	\$134,780.76
Patricia Rodriguez-Turker	\$131,189.34
Joan Chadbourn	\$127,436.18
Johnnette Shealy	\$126,539.34
Cindy Williams	\$123,818.31
Rosa Jackson	\$121,253.21
Donna Fiberg	\$120,874.26

Debi Moore	118,962.11
Jackie Swank	116,945.71
Mary Diem	116,722.49
Helene Reiners	116,134.77
Kathy Z. Rasmussen	115,968.77
Judie McCoy	114,144.95
Pam Gruber	111,941.98
Anita Mallory Garrett-Roe	111,828.13
Wanda Dalby	111,617.14
Doris Jancke	111,413.98
SuzAnne Brothers	109,667.40
Pamela Waldrop Shaw	108,157.97
Kerry Buskirk	107,125.46
Shirley Oppenheimer	106,247.93
Linda Toupin	106,127.02
Asenath Brock	105,469.96

On-Target for \$200,000	
Jeanne Rowland	\$103,345.32
Tammy Crayk	102,874.06
Sonia Páez	102,299.09
Sonya Lavay	101,797.72
Nancy Perry-Miles	99,821.51
Judy Newton	98,335.49
Ronnie D'Esposito Klein	97,597.62
Diane Underwood	93,910.29
Valerie Bagnol	90,658.40
Margaret Winner	89,132.56
Nancy Bonner	88,636.41
Joyce Z. Grady	88,618.53
Dawn Dunn	83,602.70

Monthly Commissions and Bonuses

Listed are NSD commissions earned in November by Independent National Sales Directors as defined above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

PEARL

Jan Harris**	\$46,686
Nan Stroud**	34,533
Cheryl Warfield**	33,411
Darlene Berggren*	31,618
Cindy A. Williams	29,634
Stacy I. James*	29,578
Pamela Waldrop Shaw	29,191
Joan B. Chadbourn*	24,834
Jackie Swank*	24,681
Nancy Perry-Miles*	22,347
Halina Rygiel	19,821
Elizabeth Fitzpatrick*	19,217
Allison LaMarr	18,971
Nancy Bonner*	18,894
Maureen S. Ledda*	18,822
Julie Krebsbach	18,270
Sandy Miller	18,023
Rosa Jackson**	17,738
Lynda Jackson*	17,311
Lise T. Clark*	17,088
Anita Tripp Brewton	16,718
Monique Todd Balboa	15,748
Shirley M. Oshiro	15,634
Wilda DeKerlegand*	15,067
Bett Vernon	15,040
Jane Studrawa	14,523
Anabell Rocha-Pedraza	14,452
Ruth Theodocion	14,445
Cathy E. Littlejohn	13,601
Kathy C. Goff-Brummet	13,333
Robin Rowland	13,251
Beatrice Powell	13,109
Barbara Stimach*	12,811
Sylvia Kalicak	11,898
Maureen Myers	11,612
Linda Kirkbride	11,404
Barbara Faber	11,199
Pat Campbell	11,024
Wadene Claxton-Prince	10,509
Gloryann Koester	9,903
Rosalie Ann Medjesky	9,464
Glinda McGuire	9,045
Kathy Jones	8,935
Deb Pike	8,383
Sonja Hunter Mason	6,822
Bettye M. Bridges	6,432
Connie Phillips	5,885
Mary Pat Raynor	5,550

DIAMOND

Barbara Sunden**	\$70,170
Lisa Madson	51,069
Karen Piro**	44,911
Patricia Rodriguez-Turker*	33,913
Pam Gruber*	33,602
Julianne Nagle*	33,404
Linda C. Toupin	29,793
Anita Mallory Garrett-Roe*	29,291
Mary Diem*	27,175
SuzAnne Brothers*	27,099
Sonia Páez	27,003
Tammy Crayk	26,783
Holly Zick**	26,630
Gloria Castaño**	25,818
Dawn A. Dunn	22,778
Diane Underwood	22,288
Kathy Z. Rasmussen**	21,357
Judy Newton*	20,530
Sharon Kingrey	20,192
Joyce Z. Grady	18,440
Sharon Z. Stempson*	17,622
Sandy Valerio	17,103
Jo Anne Cunningham	16,082
Daiene Hartshorn	15,575
Diana Heble	14,505
Jo McKean	13,490
Linda O. Scott	13,433
Connie A. Kittson	12,819
Diana Sumpter	12,690
Charlotte G. Kosena	11,291
Carol Lawler	10,831
Kay Z. Hall	10,115
Isabel Venegas	9,326
Naomi Ruth Easley	9,037
Betty Gilpatric	8,679
Jan Mazzotti	8,638
Andrea C. Newman	4,710

RUBY

Pat Fortenberry**	\$79,653
Carol Anton*	47,261
Karlee Isenhardt**	42,541
Sue Kirkpatrick*	39,238
Pat Danforth*	33,294
Linda McBroom*	27,802
Johnnette Shealy*	27,789
Wanda Dalby**	25,211
22,969	
Ronnie D'Esposito Klein	22,969
Shirley Oppenheimer	22,848
Dianne Velde*	21,607
Jeanne Rowland*	20,485
Rebecca Evans	19,520
Pam Ross*	18,272
Judy Kawiecki	17,689
Margaret Winner*	17,561
Janis Z. Moon	16,974
Michelle L. Sudeth	16,438
Toni A. McElroy	16,362
Lynne G. Holliday	16,326
Joan Watson	15,978
Pamela A. Fortenberry-Slate*	15,976
Kirk Gillespie	14,616
Vicky L. Fuseller	14,297
Elizabeth Sapanero	14,209
Maria Aceto Pirro	14,045
Bea Millsilage	12,976
Jessie Hughes Logan*	12,843
Kate DeBlander	12,821
Sue Z. McGray	12,323
Jan Santin*	12,274
Scarlett Walker*	11,953
Nancy M. Ashley*	11,803
Cheryl J. Davidson	11,467
Patricia Lane	11,298
Rhonda L. Fraczkowski	11,183
Nancy West Junkin*	11,117
Cindy Z. Leone	10,660
Cyndee Gress	10,171
Kimberly Walker	10,081
Margaret M. Bartsch	9,376
Sharilyn G. Phillips	9,318
Cindy Towne	9,174
Amy Dunlap	9,162
Phyllis Chang	8,929
Gay Hope Super	8,640
Renee D. Hackleman	8,375
Kelly McCarroll	7,032
Katie Walley	6,855

SAPPHIRE

Gayle Gaston**	\$64,333
Christine Peterson**	56,575
Rena Tarbet*	41,854
Lupita Ceballos*	40,324
Joanne Holman**	36,582
Jana Cox*	35,885
Valerie J. Bagnol*	33,956
Helene Reiners*	32,962
Rosa Enriquez*	32,192
Asenath G. Brock**	30,217
Donna Fiberg*	28,096
Judie McCoy*	25,982
Gloria Baez	23,404
Pam I. Higgs	19,764
Mattie Dozier	18,058
Jo Anne Barnes	17,458
Vernella Benjamin	17,461
Gloria Baez	16,552
Mary L. Cane	16,492
Pam Klickna-Powell	16,008
Shannon C. Andrews*	15,995
Alia L. Head	15,976
Martie Sibert*	15,897
Nancy A. Moser	15,743
Jeanne Curtis	15,672
Sharon L. Buck	15,409
LaQueta McCollum	14,833
Davanne D. Moul	13,901
Karen Kratochvil	13,227
Carol L. Stoops	12,883
Maribel Barajas	12,419
Sherril L. Steinman	11,875
Jan L. Thetford	11,822
Brigit L. Briddle	11,546
Jo Ann Blackmon	10,997
Karen B. Ford	10,708
Kendra Crist Cross	10,554
Jill Moore	8,946
Gillian H. Ortega	8,551
Joy L. Breen	8,390
Ann Brown	6,075

EMERALD

Anne Newbury**	\$80,385
Gloria H. Mayfield Banks**	59,823
Kathy S. Helou*	40,963
Dacia Wiegandt	32,481
Nydia Payán*	32,323
Sherry Giancristoforo**	29,881
Debi R. Moore*	28,230
Ronda Burnside*	28,155
Joanne R. Bertalan*	25,509
Doris Jancke*	23,751
Kerry Buskirk*	21,759
Jamie Cruse-Vrinios	21,607
Lily Orellana	20,864
Miriam Gómez-Rivas	19,338
Consuelo R. Prieto	19,189
Mona Butters	17,961
Cathy Bill*	17,784
Pamela Tull	17,507
Kay E. Elvrum	17,443
Cathy Phillips	17,017
Janet Tade*	17,004
Jackie LaPrade	15,732
Cindy Fox*	15,451
Cristi Ann Millard	14,337
Brenda Segal*	13,181
Irene A. Shea	12,243
Jo Reynal Rogers	12,135
Barbara Whitaker	11,895
Yvonne S. Lemmon	11,723
Kathy Rodgers-Smith	11,496
Judy A. Rohde	11,440
Sherry A. Alexander	10,886
Judy Harmon	10,877
Regina Hogue	10,505
Shelly Galdestein	10,167
Kym A. Walker*	9,981
Sabrina Goodwin Monday	9,727
Dawn Otten-Sweeney	9,667
Natalie Privette-Jones	9,609
Nora L. Shariff*	9,318
Francie McBeth	9,056
Esther Whiteleather	8,428
Crisette M. Ellis	8,094
Joanne Hollingsworth	6,735
Carmen Rios	6,501
Phyllis R. Sammons	5,817
Pamela Cheek	5,169

* Denotes Senior NSD
** Denotes Executive NSD

meet your NSDs

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

Achievement Circle

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

PEARL

Patricia Fitzgerald \$114,794
 Kim L. McClure 112,439
 Leah G. Nelson 96,717
 Jeanie Martin 82,659
 Cindy Machado 82,532
 Debbie P. Gran 73,996
 Angel B. Toler 70,520
 Laura Poling 69,967
 Kathryn L. Engstrom 68,356
 Dorothy D. Boyd 66,852
 Susan M. Hohiman 65,509
 Janice Baxter Hull 63,858
 Alma Orrostieta 63,619
 Amy Kitrell 63,619
 Betsy C. Richard 63,303
 Shari M. Kirschner 62,764
 Sandra M. Munguia 62,297
 Keita Powell 61,445
 Pat Ringnald 60,857
 Rachael M. Bullock 59,602
 Alma Orrostieta 58,600
 Tracey L. Chavez 58,425
 Lisa Allison 55,248
 Renee Conn 54,706
 Amie N. Gamboian 54,649
 Patty Webster 54,587
 Laurie C. Cole 54,570
 Susan K. Janish 53,386
 Lisa Olivares 52,687
 Stacey Craf 51,697
 Maria Bolling 51,242
 Penny J. Jackson 50,646
 Denise E. Crosby 50,334
 Judi Tapella 48,292
 Luz J. Diaz Almeida 47,857
 Charlene Grubbs 47,732
 Nicole J. Canamare 47,325
 Patti Cornell 47,154
 Holly L. Ennis 46,593
 Cheryl Marie Brown 45,118
 Tamarie M. Bradford 44,936
 Ella M. Chick-Power 44,929
 Francene M. Anderson 44,866
 Alicia Borkowska 44,587
 Natalia Travilina 44,433
 Suzanne M. Wolff 43,993
 Heather Marie Erbe 43,975
 Tammy A. Vavala 43,813
 Victoria Rachel Piccirilli 43,782
 Kathy Lee 43,494
 Ashley O. Brooker 43,439
 Joyce A. Bruggeman 43,147
 Marilyn A. Ricker 42,685
 Collette Parker 42,619
 Jaime Marie Bittner 42,462
 Maria Virginia Lopez 42,233
 Jill A. Unruh 42,191
 Kathy Eckhardt 41,891
 Judy Brack 41,855
 Hollis Thompson Lowe 41,779
 Kristin Myers 41,380
 Carrie V. Eddings-Foster 41,261
 Anne Geertsen 41,131
 Gwen L. Gihring 40,808
 Elizabeth B. Muna 40,631
 Stephanie Wilburn Rice 40,525
 Angeline N. Nchako Njamfa 40,354
 Roya M. Mattis 40,300
 Nancy Sidoti 39,956
 Tammy Brown 39,785
 Colleen D. Kolb 39,723
 Connie L. Young 39,623
 Linda F. Owens-Hale 39,057
 Betty B. Lucido 39,008
 Andrea D. Andrews 38,951
 Harriett Sharpe 38,925
 Sandra Tatzler 38,846
 Delores A. Millsaps 38,809
 Nadine Bowers 38,595
 Annette Hazuka 38,392
 Menina M. Givens 38,280
 Tina Marie Hughes 38,259
 Tina M. Wright 38,123
 Annette Garnett Vinson 38,102
 Sharon Y. Singleton-Spence 37,924
 Rebecca Milligan 37,890
 Barbara L. Bayer-Coulter 37,273
 Beth H. Piliand 36,941
 Robin Dempsey 36,793
 Joyce Recenello 36,777
 Vicki B. Crank 36,482
 Wendy Lyn Phillips 36,400

Tuesday M. May 36,244
 Barbara Ashworth 36,098
 Hazel White 36,051
 Marye Durrer 36,028
 Anna Marie Rowe 35,927
 Judy Gieson 35,883
 Carmen J. Felix 35,843
 Deirdre L. Eschazier 35,686
 Tracy Foltz 35,435

DIAMOND

Kim I. Cowdell \$119,245
 Melinda M. Balling 93,269
 Brenda Bennett 88,187
 Shelly Palen 87,559
 Pat A. Nuzzi 82,663
 Judy Higgins 80,880
 Evelinda Diaz 79,686
 Audrey K. MacDowall 79,634
 Rosibel L. Shahin 78,350
 Marsha Morrisette 76,400
 Chatney Gelfius 75,301
 Karen L. Kunzler 73,427
 Vivian Diaz 71,952
 Deanna L. Spillman 71,308
 Mary P. Creech 66,807
 Gerri Anne Morris 66,344
 Betty McKendry 64,698
 Connie J. Lamp 64,151
 Melissa Mays 62,773
 Eveltia Valdez-Cruz 62,365
 Susan Hattem Weeks 62,364
 Faith A. Gladding 61,411
 Maricarmen Gonzalez 61,345
 Kelly Miller-Johnson 60,768
 Tina Nicole McLean 60,582
 Vicki O'Bannon 59,638
 Lisa Rada 59,584
 Ana X. Solis 59,500
 Jeanette E. Beichle 59,450
 Rosmary A. Baez 59,444
 Joyce A. Newell 58,365
 LaRonda L. Daigle 58,281
 Donna J. Saguto 57,346
 Carol Lee Johnson 57,255
 Heather M. Julson 56,859
 Kim A. Messmer 55,411
 Brenda K. Howell 55,272
 Jenny R. DeMell 54,819
 Julie Schlundt 54,737
 Julie J. Fox 54,687
 Cecilia C. James 54,222
 Arianne C. Morgan 53,635
 Rhonda Jean Taylor 53,495
 Cindy S. Kriner 53,300
 Lesley A. Bodine 53,206
 Susan K. Carlson 52,924
 Nancy Fox Castro 52,689
 Caterina M. Harris 52,480
 Connie L. Russo 52,232
 Denise Nygard 50,903
 Rebekah Hirneisen 50,779
 Bernadette Spriggs 50,757
 Jolee C. Lamatrice 50,238
 Minerva Basilio Malagon 49,737
 Sharee Munger 49,218
 Beth Brinkley 48,873
 Andrea Shields 48,816
 Char Griffin 48,764
 Martha Reyes 48,665
 Nellie R. Anderson 48,583
 Peggy Sperling 48,526
 Barbara E. Roehrig 48,094
 Sheryl Peterson 48,040
 Julie Danskin 47,780
 Wendy Hayum-Gross 47,586
 Norma Lee Shaver 47,532
 Miletta K. Kinser 47,505
 Sandra Molina 47,291
 Mary Strauss 46,759
 Gina D. Hestand 46,670
 Lara F. McKeever 46,602
 Maureen Yantzer 46,515
 Maria Reyna Huerta 46,174
 Mary Jacobson 46,158
 Stephanie A. Richter 45,927
 Donna K. Smith 45,853
 Priscilla McPheeters 45,825
 Christine Burgstahler 45,572
 Ada Y. Garcia-Herrera 45,197
 Valorie Jean White 45,161
 Morayma Rosas 44,973
 Vicki B. Crank 44,688
 Eileen M. Huffman 44,630

Mery C. Ramirez Bravo 44,224
 Linda K. Hallock 44,056
 Karen M. Bonura 43,994
 Teresa A. Lischwe 43,967
 Jan K. Siesky 43,922
 Holly V. Crumley 43,886
 Patricia Carr 43,455
 Kim Kozer 43,377
 April Ann Townsend 43,084
 Terri R. Jessup 42,860
 Denise M. Guthrie 42,602
 Julie A. Nielsen 42,493
 Nancy Ashton 42,216
 Lori M. Langan 42,077
 Deb Christensen 42,008
 Nita Kathyleen Heid 41,972
 Viviana Vargas 41,937

RUBY

Ekene S. Okafor \$117,562
 Thessey Nkechi Nwachukwu 116,178
 Roli Akperi 109,441
 Margi S. Eno 80,834
 Tracy A. Crisler 80,129
 Krystal D. Downey-Shada 72,300
 Phuong L. White 70,683
 Laura A. Kattenbraker 69,232
 Candy D. Lewis 68,200
 Phina N. Onwuachi 64,418
 Kimberly Cavarretta 62,672
 Stella Nwokoye-Pius 61,320
 Diane Covington 60,631
 Lisa Anne Harmon 59,413
 Colleen Robustelli 56,579
 Donna B. Meixsell 56,424
 Judie Roman 56,087
 Vicki Jo Auth 53,963
 Deborah S. Bailye 53,114
 Susan C. Dunlap 52,616
 Debbie A. Elbrecht 52,613
 Leslie S. Kane 51,562
 Cyndy Legowski 51,370
 Alicia Bivens-Jones 51,329
 Mary Jo Dallen 51,098
 Gloria Dominguez 49,966
 Mary Sharon Howell 49,434
 Stacey P. Nelson 49,148
 Marge L. Holmes 48,942
 Elayne J. Watson 47,797
 Elizabeth Medernach 47,729
 Erin Lynch 47,594
 Robin R. Tucker 47,590
 Gale Elliot 47,556
 Vicki Daniels 46,894
 Sherrie L. Clemons 46,797
 Kali DeBlander Brigham 46,490
 Karen Pappas 46,295
 Edith Ngozi Nwachukwu 46,139
 Liz Whitehouse 45,414
 Jeanette M. Thompson 45,312
 Amber L. Faulk 45,156
 Sylvia Linnon Martinez 45,153
 Marion R. Yunger 45,106
 Julie Smith 45,018
 Susan C. Ehrnstrom 44,583
 Kathy Monahan 44,355
 Donna F. Knotts 43,970
 Sandra Braun 43,863
 Carmen Nunez 43,815
 Pamela M. Mann 43,777
 Terri A. Oppenheimer-Schafer 43,726
 Yvonne Joyce Baldenegro 43,705
 Jacqueline N. Alford 43,616
 Julie Thomas 43,551
 Eleanor M. Reigel 43,159
 Anne Obiageli Akanonu 43,148
 Rocio Rebolgar 43,130
 Glenda L. Fernando 42,852
 Judy Lund 42,608
 Sheila K. Valles 41,114
 Linda Sigle 41,102
 Teri A. Nichols 41,084
 Cindy L. Yates 41,079
 Kathleen C. Savorgnan 40,788
 Linda Omene 40,757
 Felicia Gillespie 40,525
 Suzanne Moeller 40,212
 Melissa Kaye Kopec 40,086
 Jan Martino 40,005
 Monica Myers 39,946
 Natalie A. Rivas 39,572
 Ann Tinucci Anderson 39,513

Gina Beekley 39,382
 Mary L. Morgan 39,358
 Donna Clark 39,114
 Graceanna S. Williams 39,058
 Gena Rae Gass 38,858
 K. T. Marie Martin 38,824
 Lee A. McCarthy 38,583
 Janet S. Pavey 38,583
 Olufunke Monisola Akinokun 38,429
 Gaynell L. Kennedy 38,286
 Ashley Moore Tart 38,241
 Rose Mary Neel 38,225
 Denise Nelson Parmely 38,068
 Sharon Louise Flynn 38,045
 Joleen M. Hallouer 37,772
 Cheryl O. Fulcher 37,771
 Oye A. Onuoha 37,749
 Maria Salazar Ibarra 37,622
 Rebecca W. Cox 37,540
 Kelly Tansey 37,468
 Karen M. Getty-Hopkins 37,332
 Abiola Atanda 37,229
 Kristin G. Proctor 37,194
 Jennifer Jean McNulty 37,173
 Gwen Nicholas 37,128
 Ken E. Madunta 36,917
 Kami E. Gardner 36,875

SAPPHIRE

Paola J. Ramirez \$156,551
 Tracy Potter 113,007
 Kristi M. Nielsen 85,350
 Melva M. Slythe 78,364
 Jennifer L. Semelsberger 73,212
 Ana Maria Barba 70,852
 Linne' Lane 70,756
 Lady Ruth Brown 66,141
 Ann W. Sherman 65,504
 Kathy R. Bullard 64,840
 Linda L. Quillin 63,157
 Catalina T. Barahona 61,779
 Julie Weaver 61,510
 Janelle A. Ferrell 57,260
 Lyrise Yee 57,097
 Linda Klein 55,693
 Pilar Najera 55,362
 Zasha Noel Lowe 54,960
 Marty Ulmer 53,984
 Silisia Evans Moses 53,396
 Bonnie Crumrin 53,269
 Randi Stevens 53,075
 Gladis Elizabeth Camargo 52,130
 Binta Touray Jagne 51,726
 Jennifer G. Bouse 50,530
 Tommy Romage 50,474
 Allison Renee Jurek 49,940
 Sara Bennett-Moore 49,474
 Miranda Katie Bandemer 49,408
 Kathleen Bonadie 49,383
 Robyn S. Cartmill 48,953
 Debbie A. Weld 48,527
 Wendy Clausen 48,229
 Angie S. Day 47,606
 Peggy B. Sacco 47,521
 Marni Jean McKenna 47,319
 Gena Prince 46,928
 Judy K. Johnson England 46,664
 Sandra A. Zavoda 46,570
 AnaMaria R. Cruz 46,468
 Petie L. Huffman 46,446
 Jeannie Helm 46,412
 Jill Beckstedt 46,359
 Theresa Kusak-Smith 45,844
 Eileen Fricke 45,445
 Julie Neal 45,398
 Lorraine S. Kigar 45,344
 Lavarn Campbell 45,220
 Ronda Compton 44,968
 Elizabeth Sanchez 44,899
 Andrea Denise Evans 44,603
 Cheryl T. Anderson 44,298
 Kim Williams 44,252
 Phyllis I. Pinsker 43,896
 Terrie L. Allen 43,642
 Diane Bruns 43,535
 Candy L. Johnston 43,289
 Avelyn R. Smith 43,086
 Cheri L. Taylor 42,963
 Josefa Chacon 42,911
 Christy Bigham 42,805
 Margaret Neill 42,654
 Tricia Ann Gallagher 42,496
 Delmy Ana Torrejon 42,394

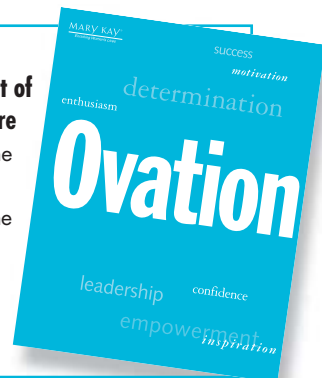
Dena Smith 42,212
 Mary G. Gronholz 41,966
 Terry A. Hensley 41,854
 Bea Heath 41,834
 Kathleen E. Pytel 41,826
 Elizabeth McCandliss 41,746
 Sherrian Beagle 41,745
 Sylvia Boggs 41,671
 Leonor Pilotzi 41,241
 Julia Mundy 41,238
 Judy Pennington 41,204
 Ynocente Hernandez 40,693
 Therese E. Simon 40,422
 Nannette G. Short 40,410
 Joanna Helton 40,389
 Krista Neal Wicket 40,296
 Sara Kinney Turco 40,145
 Elaine Hipsher 39,648
 Norma Hood 39,518
 Karen D. Dorsey 39,501
 Tabitha S. Wesley 39,226
 Lorraine B. Newton 39,023
 Pam J. Rhode 38,744
 JoAnna P. Shipe 38,575
 Cathy A. Jacobs 38,487
 Elizabeth A. Poole 38,280
 Leticia Martinez 38,086
 Dolores Keller-Willis 37,957
 Angelee R. Murray 37,839
 Jill L. Glockner 37,706
 Blanca Celia Caceres 37,511
 Shirley Jenkins 37,371
 Ruby Garner 37,308
 Patsy A. Glunt 37,243
 Lisa Emily O'Brien 37,218
 Susan Lackey Best 37,080

EMERALD

Auri Hatheway \$93,904
 Elaine Oatmeyer 86,783
 Anaitez Avila 68,278
 Denise G. Kucharski 67,070
 Helen Asare Jakpor 66,633
 Hollie R. Sherrick 62,834
 Pat Forehand 62,602
 Gwen Regan 59,230
 O'Nelly Encarnacion Gomez 58,573
 Linda Bradley 58,358
 Silvia Ramos 55,501
 Kathy P. Oliveira 55,044
 Pam Robbins Kelly 54,854
 Jackline Pipim 54,642
 Karen A. Jorgenson 54,581
 Haydee Guzman 54,525
 Marianne L. Anderson 54,094
 Barbara Gizzo 54,021
 Celsa Menjivar 53,203
 Sandy Malkin 52,843
 Erin Kristin Fisher 52,699
 Kay Dickerson 52,336
 Nancy A. Berlin 52,137
 Heather Shea Catts 52,060
 Heather A. Carlson 51,293
 Tandy L. Ludin 51,141
 DeAnne M. Glass 51,081
 Barbara Pleet 50,664
 Carmen R. Sorenson 50,513
 Michele Martella Armes 50,499
 Mary Brandenburg 50,480

Tracy Bryce 49,885
 Joyce Young 49,361
 Margarita Guerra 49,351
 Lisa A. Hawkins 48,988
 Ann Shears 48,983
 Cheri Pearce 48,572
 Pattie A. Robinson 48,548
 Cory L. Kinchloe 47,581
 Maritza Lanuza 47,199
 Joyce Trafford 46,663
 Andrea De Elliott 46,304
 Stacy D. Foust 45,762
 Anna Joseph Peet 45,630
 Elizabeth Alcaraz 45,269
 Rosemary Mitchell 45,094
 Teresa Maynard 44,919
 Hope S. Pratt 44,870
 Blanca E. Arroyo 44,813
 Maria Sanches 44,688
 Tami C. Stewar 44,238
 Andrea Steinmetz 43,796
 Sheri L. Farrar-Meyer 43,744
 Pamela Y. Borghesani 43,684
 Valerie Yokie 43,389
 Anita Rodriguez 43,250
 Julie A. Griffin 42,394
 Susan Houser 42,356
 Sheila J. McCune 42,355
 Dana G. Berry 42,289
 Jeannine R. DeVore Harris 42,275
 Candice M. Santomauro 42,217
 Elaine K. Williams 41,733
 Carolyn L. DeGroat 41,083
 Nancy L. DeFina 40,948
 Lyn Said 40,778
 Vicki Powell 40,576
 Maria J. Ortega 40,405
 Grace Hull 40,181
 Mariaelena Boquin 40,158
 Heather A. Lee 40,043
 Maria Beddick 40,000
 Trish Reuser 39,879
 Denise M. Sowder 39,870
 Rose Campbell 39,806
 Vilma Hernandez 39,581
 Wendy L. Blake-Cutler 39,196
 Frankie Clapp 39,177
 Susan A. Smith 38,839
 Melody June Oertle 38,589
 Linda S. Robinson 38,560
 Marcia Neyra 37,907
 Judith E. Cotton 37,651
 Rita Jean Barthel 37,622
 Sonia E. Argueta 37,608
 Kara D. Bang 37,446
 Gloria M. Gavilanes 37,381
 Kelly S. Shannon 37,297
 Jacqueline Floyd 37,118
 Carolyn J. Bishop 36,880
 Caren Crosby Fields 36,703
 Robin S. Moody 36,682
 Yvonne D. Bridges 36,618
 Sandra Lopez 36,555
 Annette D. Oxley 36,501
 Carolyn L. Lucas 36,346
 Mary Eileen Jones 36,389
 Elisa Stewart Rowland 36,345
 Linda S. McDaniel 36,227

Be sure to check out **Ovation®** on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site. Click on the "Applause® Online" link. Then click on the "Ovation® Online" link.



Commission Circle

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

PEARL

Kim L. McClure	\$15,379.69
Patricia Fitzgerald	13,746.26
Jeanie Martin	12,523.09
Cindy Machado	12,389.36
Leah G. Nelson	11,785.61
Susan M. Hohlman	11,699.13
Tammy A. Vavala	11,536.36
Kathryn L. Engstrom	11,381.13
Keita Powell	10,765.00
Janice Baxter Hull	10,762.96
Alma Orrostieta	10,514.32
Debbie P. Grant	10,358.00
Dorothy D. Boyd	10,195.72
Shari M. Kirschner	10,089.13
Nadine Bowers	9,852.41
Betsy C. Richard	9,844.91
Penny J. Jackson	9,514.09
Tracey L. Chavez	9,341.12
Patty Webster	9,213.13
Sandra M. Munguia	9,071.16
Rachael M. Bullock	9,013.09
Pat Ringnald	9,008.52
Amy Kitzell	8,883.99
Angel B. Toler	8,839.53
Laura Poling	8,682.63
Judy Brack	8,531.71
Lisa Allison	8,486.95
Marla Bolling	8,385.12
Judi Tapella	8,140.83
Carmen J. Felix	7,941.44
Jeanie K. Navrkal	7,938.01
Amie N. Gamboian	7,915.74
Charlene Grubbs	7,872.91
Stacey Craft	7,801.45
Nicole J. Canamare	7,692.69
Kathy Eckhardt	7,671.82
Renee Conn	7,632.24
Marilyn A. Ricker	7,626.37
Anne Geertsen	7,588.27
Patti Cornell	7,549.09
Peggy Matish	7,535.04
Susie Kopacz	7,511.62
Mary C. Estupinan-Martel	7,323.19
Holli Thompson Lowe	7,320.07
Lisa Olivares	7,120.82
Susan K. Janish	7,109.82
Holly L. Ennis	7,061.97
Victoria Rachel Piccirilli	6,990.11
Laurie C. Cole	6,978.51
Victi B. Crank	6,975.07
Betty B. Lucido	6,930.88
Sandra Tatzler	6,891.84
Ella M. Chick-Power	6,891.01
Denise E. Crosby	6,885.89
Delores E. Black	6,881.82
Elizabeth B. Muna	6,848.70
Nadine H. Huckabee-	6,848.47
Stanley	
Sandra Giraldo	6,820.70
Kirchnhoff	6,793.80
Sally Moreno	6,786.14
Maria Virginia Lopez	6,767.59
Ashley D. Brooker	6,739.22
Natalia Travilina	6,713.53
Luz J. Diaz Almeyda	6,688.97
Marye Durrer	6,675.84
Barbara Ashworth	6,652.05
Tamarie M. Bradford	6,588.34
Harriett Sharpe	6,571.49
Darlene Rutledge	6,548.32
Cindy Keske	6,504.38
Luanne Stewart	6,497.28
Collette Parker	6,463.61
Francene M. Anderson	6,365.95
Irene K. Foster	6,249.05
Kathy Lee	6,239.95
Alicia Borkowska	6,230.21
Mary Ellen D'Amico	6,136.94
Suzanne M. Wolff	6,135.08
Annette Garnett Vinson	6,130.72
Mara C. Lane	5,996.44
Mary Claire Tapley	5,992.62
Janet L. Lane	5,991.40
Joyce Recenello	5,991.58
Julia Sander Burnett	5,845.29
Cheryl Marie Brown	5,839.98
Jo Shuler	

Jean A. Wilson	5,830.64
Colleen D. Kolb	5,825.43
Sherry R. Marze	5,821.22
Brenda Stafford	5,777.57
Maria Claxton-Dickerson	5,775.07
Tammy Brown	5,774.12
Tracy Foltz	5,756.07
Susan Moore	5,751.16
Renee Brooks	5,734.60
Sherrree E. Koehler	5,692.81
Rita Schaefer	5,656.18
Nancy Sidoti	5,637.56
Rebecca Milligan	5,616.18
Lana Shusterman	5,614.88
Jaime Marie Bittner	5,599.65

DIAMOND

Kim I. Cowdell	\$15,328.24
Melinda M. Balling	14,093.53
Rosibel L. Shahin	13,364.69
Shelly Palen	13,308.99
Deanna L. Spillman	13,057.23
Evelinda Diaz	12,572.15
Marsha Morrisette	12,074.02
Judy Higgins	11,741.19
Pat A. Nuzzi	11,348.77
Mari Carmen Gonzalez	11,291.58
Vivian Diaz	11,001.96
Betty McKendry	10,668.37
Audrey K. MacDowall	10,666.27
Rosmary A. Baez	10,637.38
Mary P. Creech	10,592.12
Maria I. Monarrez	10,528.65
Priscilla McPheeters	10,473.18
Brenda Bennett	10,299.62
Evitelia Valdez-Cruz	10,126.87
Ana X. Solis	9,906.81
Maria Flores	9,883.97
Morayma Rosas	9,799.07
Chatney Gelfius	9,688.98
Kelly Willer-Johnson	9,620.39
Juanita Gudino	9,600.87
Jeanette E. Beichle	9,562.91
Mileta K. Kinser	9,505.57
Victi O'Bannon	9,484.96
Ada Y. Garcia-Herrera	9,480.93
Caroli Lee Johnson	9,450.76
Caterina M. Harris	9,437.08
Connie L. Russo	9,347.40
Heather M. Julson	9,344.10
Mary Jacobson	9,320.04
Gerrri Anne Morris	9,228.22
Valorie Jean White	9,101.31
Nancy Fox Castro	9,003.76
Maria M. Martinez-Ardon	8,992.63
Susan K. Carlson	8,956.83
Sheryl Peterson	8,941.14
Karen L. Kunzler	8,926.80
Donna J. Saguto	8,810.35
Faith A. Gladding	8,795.21
Peggy Spering	8,763.89
Norma Lee Shaver	8,720.12
Lisa Rada	8,681.54
Terrri J. Beckstead	8,658.95
Joyce A. Newell	8,639.55
Nellie R. Anderson	8,606.74
Brenda K. Howell	8,590.57
Martha Kay Raile	8,514.78
Audrey J. Doller	8,475.93
Denise Nygard	8,456.68
Julie Danksin	8,429.85
Melissa Mays	8,429.79
Maureen Yantzer	8,385.21
Connie J. Lamp	8,376.98
Susan Hattem Weeks	8,375.74
Cecilia C. James	8,260.58
Linda K. Hallock	8,174.18
Julie Schlundt	8,166.12
Rhonda Jean Taylor	8,147.29
Maria Teresa Lozada	8,145.92
LaRonda L. Daigle	8,008.13
Kathe Cunningham	7,956.09
Suzanne T. Young	7,902.18
Teresa A. Lischwe	7,893.42
Julie Garvey	7,794.69
Jill D. Hastings	7,790.58
Elvi S. Lamping	7,782.78

Heidi Goelzer	7,734.33
Mary Strauss	7,731.20
Nancy Ashton	7,725.71
Jenny R. DeMell	7,599.98
Barbara E. Roehrig	7,591.24
Luzmila E. Abadia	
Carranza	7,560.84
Regina E. Meyer	7,557.80
Lara F. McKeever	7,545.19
Sandy K. Griffith	7,544.52
Rosa C. Fernandez	7,518.28
Lesia Rae Franken	7,515.97
Christine Burgstahler	7,492.10
Kim A. Messmer	7,388.51
Bernadette Spriggs	7,386.77
Ruth Ojibeka	7,305.79
Debbie Larson	7,296.84
Cindy S. Kriner	7,269.96
Lesley A. Bodine	7,235.87
Josefa E. Rosario	7,208.26
Emily Sims	7,193.04
Stephanie A. Richter	7,192.19
Annette Pace	7,185.04
Elvia Cordova	7,077.54
Lisa Hackbarth	7,066.61
Tina Nicole McLean	7,063.65
Beth Brinkley	7,050.85
Trudy Miller	7,007.89
Mary Beissel	6,995.17
Julie J. Fox	6,975.54
Susan J. Pankow	6,933.27

RUBY

Thessy Nkechi Nwachukwu	\$24,299.92
Ekene S. Okafor	18,839.25
Roli Akperi	13,594.00
Vicki Jo Auth	13,302.15
Puong L. White	12,040.21
Tracy A. Crisler	11,656.24
Donda D. Lewis	11,257.51
Candy B. Meixsell	11,036.64
Laura A. Kattenbraker	10,903.16
Gena Rae Gass	10,439.19
Margi S. Eno	10,264.53
Susan C. Dunlap	9,623.07
Diane Conington	9,415.84
Sherrrie L. Clemons	9,326.37
Lisa Anne Harmon	9,225.50
Krystal D. Downey-Shada	9,104.35
Joyce Omene	9,070.06
Judie Roman	9,044.70
Stella Nwokoye-Pius	9,013.00
Leslie S. Kane	8,836.58
Romia Dominguez	8,818.42
Terrri A. Oppenheimer-Schafer	8,781.70
Carmen Nunez	8,628.24
Phina N. Onwuachi	8,623.03
Kimberly Cavarretta	8,461.60
Donna Clark	8,350.24
Keith K. Valles	8,200.13
Shaila Monahan	8,194.20
Vicki Daniels	8,088.10
Jacqueline N. Alford	8,017.02
Kali DeBlander Brigham	7,830.60
Stacey P. Nelson	7,750.79
Marnie R. Yunger	7,710.99
Alicia Biwens-Jones	7,669.93
Kathleen C. Savognnan	7,654.96
Mary L. Holmes	7,612.04
Amber L. Faulk	7,564.07
Julie Smith	7,465.02
Mary Sharon Howell	7,460.22
Sylvia Limon Martinez	7,438.61
Mary Lou Ardohain	7,414.61
Michelle M. Visco	7,397.09
Michele Semper	7,377.26
Mary Jo Dallen	7,361.22
Rose Mary Neel	7,318.88
Colleen Robustelli	7,296.01
Edith Ngozi Nwachukwu	7,293.01
Gaynell L. Kennedy	7,271.88
Liz Whitehouse	7,217.12
Karen Pappas	7,180.35
Susan C. Ehrnstrom	7,141.05
Jeanette M. Thompson	7,124.62

Rocio Rebolzar	7,115.08
Cyndy Legowski	7,110.27
Pat Z. Allen	7,088.87
Teri A. Nichols	7,075.55
Erin Lynch	6,970.69
Debbie A. Elbrecht	6,953.64
Mary Alice Dell	6,926.72
Deborah S. Bailye	6,898.35
Gale Elliott	6,834.24
Jeanie Ripley	6,831.65
Pamela M. Mann	6,797.08
Elizabeth Medernach	6,728.08
Dorothy C. Ibe	6,683.28
Ann Tinucci Anderson	6,552.35
Mary L. Morgan	6,541.62
Judy Lund	6,522.13
Candace Laurel Carlson	6,483.35
Anne Obiageli Akanonu	6,463.55
Pansy L. Pierce	6,429.66
Dori M. Fennell	6,424.46
Lisa N. Chovil	6,414.97
Jan Martino	6,389.29
Cindy Anderson	6,362.13
Donna F. Knotts	6,328.62
Deborah K. Hack	6,326.25
Helen Amato	6,301.58
Gina Buekier	6,258.03
Diana Gutierrez	6,244.14
Patti Maxwell	6,242.11
Linda Sigle	6,176.52
Lupita G. Ramirez	6,159.44
Cindy L. Yates	6,153.40
Suzanne Moeller	6,149.08
Natalie A. Rivas	6,104.82
Eleanor M. Reigel	6,100.99
Oye A. Onuoha	6,090.62
Cheryl Dougan	6,078.66
Debra DuPlessie	6,057.14
Lee A. McCarthy	6,050.03
Linda Omen	6,012.33
Laurie Hallock	5,994.77
Vicki S. Lindsay	5,991.99
K. T. Marie Martin	5,981.14
Elayne J. Watson	5,957.36
Bonnie Brannan	5,918.84
Yvonne Joyce Baldenegro	5,899.70
Sandra Braun	5,868.76
Janet S. Pavey	5,863.11

SAPPHIRE

Paola J. Ramirez	\$18,745.07
Tracy Potter	14,146.35
Ana Maria Barba	13,679.62
Lady Ruth Brown	12,885.66
Kristi M. Nielsen	10,991.92
Melva M. Slythe	10,939.43
Gladis Elizabeth Camargo	10,879.13
Linne' Lane	10,788.96
Elizabeth Sanchez	10,194.29
Jennifer L. Semelsberger	10,107.66
Kimberly D. Starr	10,028.82
Maria Aguirre	9,785.75
Ann W. Sherman	9,646.15
Julie Weaver	9,594.05
Catalina T. Barahona	9,346.35
Diane Bruns	9,341.79
Delmy Ana Torrejon	9,293.07
Silisia Evans Moses	9,160.57
Julie Neal	9,120.03
Wendy Clausen	9,117.85
Randi Stevens	9,002.81
Pilar Najera	8,800.55
Kathy R. Bullard	8,741.01
Julia Mundy	8,606.70
Elizabeth McCandless	8,598.88
Angie S. Day	8,519.88
Debra M. Wehrer	8,452.14
Janelle A. Ferrell	8,444.64
Jill Beckstedt	8,369.45
Cheryl T. Anderson	8,300.97
Dorelys Keller-Wills	8,280.01
Alison Renee Jurek	8,165.00
Genia Prince	8,164.00
Linda Klein	8,118.18
Peggy B. Sacco	8,040.31

Phyllis I. Pinsker	7,996.44
Lavarn Campbell	7,978.43
Kim Williams	7,969.61
Petie L. Huffman	7,912.25
Jeannie Helm	7,909.56
Lyriss Yee	7,836.91
Candy I. Johnston	7,833.60
Ruby Garner	7,829.51
Jennifer G. Bouse	7,654.83
Tammy Romage	7,583.40
Zasha Noel Lowe	7,566.70
Krista Neal Wickett	7,506.60
Marty Ulmer	7,480.31
Norma Hood	7,475.68
Roberto Castillo	7,460.15
Diana E. Fraustro	7,423.12
Linda L. Quillin	7,394.01
Cheri L. Taylor	7,389.86
Ynocenta Hernandez	7,231.76
Sandra A. Zavoda	7,164.54
Sylvia Boggs	7,144.09
JoAnna P. Shipe	7,056.80
Robyn S. Cartmill	7,025.00
Lynn Baer Roberts	7,018.97
Sherrian Beagle	6,985.57
Judy K. Johnson	
Englund	6,974.28
Therese E. Simon	6,969.86
Marjorie S. Haun	6,911.58
Kathleen Bonadie	6,840.15
Natalie Reed	6,830.22
Theresa Kusak-Smith	6,778.13
Eileen Fricke	6,776.74
Roxanne McInroe	6,757.36
Bonnie Crumrin	6,752.40
Rosario Dagenais	6,747.64
Nannette G. Short	6,733.52
Rita E. Siqueiros-Avila	6,703.97
Lorraine B. Newton	6,699.63
Debbie A. Weld	6,692.83
Mary G. Gronholt	6,621.97
Patsy A. Lutz	6,542.93
Tirza Llanes	6,518.67
Jacqueline Denise Moye	6,502.02
Sara Bennett-Moore	6,492.04
Frances Woodham	6,475.65
Josefa Chacon	6,472.49
Carol Birdwell	6,455.68
Binta Touray Jagne	6,443.78
Teresa Esparza	6,438.45
Susan Lackey Best	6,374.35
Ann Ferrell Smith	6,327.92
Teodora Ahumada	6,298.75
Sandi Fitzpatrick	6,282.01
Bettye Wilson	6,264.55
Pamela D. Cox	6,253.76
Maria Dolores Plascencia	6,235.97
Gayle J. Green	6,232.21
Agnes Stewart	6,220.89
Joanna Helton	6,220.26
Janet L. Wolfe	6,199.07
Bea Heath	6,177.13
Maria G. Diaz	6,166.30
AnaMaria R. Cruz	6,160.89
Marie Pfarr	6,138.82
Miranda Katie Bandemer	6,091.39

EMERALD

Auri Hatheway	\$14,690.52
Helen Asare Jakpor	14,097.87
Elaine Oatmeyer	12,093.37
Linda Bradley	10,740.54
O'Nelly Encarnacion Gomez	10,118.60
Haydee Guzman	9,956.67
Michele Martella Armes	9,892.39
Heather A. Carlson	9,860.92
Hollie R. Sherrick	9,837.65
Denise G. Kucharski	9,778.57
Karen A. Jorgenson	9,753.86
Kay Dickerson	9,577.58
Candice M. Santomauro	9,404.37
Sandra Chamorro	9,388.19
Anaitzel Avila	9,360.83
Barbara Pleet	9,273.99
Silvia Ramos	9,131.91

Kathy P. Oliveira

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 November 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Jan Harris
\$46,686
PEARL



Barbara Sunden
\$70,170
DIAMOND



Pat Fortenberry
\$79,653
RUBY



Gayle Gaston
\$64,333
SAPPHIRE



Anne Newbury
\$80,385
EMERALD

TOP UNIT — ESTIMATED RETAIL PRODUCTION

PEARL — Patricia Fitzgerald, <i>E. Fitzpatrick Area</i>	\$114,794
DIAMOND — Kim Cowdell, <i>T. Crayk Area</i>	\$119,245
RUBY — Ekene S. Okafor, <i>Go Give Area</i>	\$117,562
SAPPHIRE — Paola J. Ramirez, <i>L. Ceballos Area</i>	\$156,551
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$93,904

TOP SALES DIRECTOR—PERSONAL SALES

PEARL — Sandy Hutson, <i>S. Miller Area</i>	\$8,676
DIAMOND — Daneice Lettow-Hage, <i>Go Give Area</i>	\$13,544
RUBY — Sherlene A. Weise-Jones, <i>Go Give Area</i>	\$16,737
SAPPHIRE — Linda Klein, <i>Go Give Area</i>	\$9,740
EMERALD — Sandra Lopez, <i>D. Wiegandt Area</i>	\$10,581

TOP BEAUTY CONSULTANT—PERSONAL SALES

PEARL — Linda O. Willy, <i>P. Fitzgerald Unit, E. Fitzpatrick Area</i>	\$20,308
DIAMOND — Terri Lynn Kunzler, <i>C. Gainsford Unit, M. Diem Area</i>	\$12,841
RUBY — Dora M. Roberts, <i>T. Lawson Unit, K. Walker Area</i>	\$13,065
SAPPHIRE — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i>	\$15,879
EMERALD — Yuko Yasuma, <i>M. Brandenburg Unit, Go Give Area</i>	\$39,824

TOP TEAM BUILDER

PEARL — Kimberly L. Massengill, <i>A. Andrews Unit, N. Stroud Area</i>	19 New Team Members
DIAMOND — Lisa L. Bradley, <i>J. Lamatrice Unit, Go Give Area</i>	16 New Team Members
RUBY — Felicitas S. Irvin, <i>S. Martinez Unit, Go Give Area</i>	19 New Team Members
SAPPHIRE — Maria I. Guardado, <i>S. Ramirez Unit, R. Enriquez Area</i>	14 New Team Members
EMERALD — Deborah S. Williams, <i>D. Rajcula Unit, J. LaPrade Area</i>	19 New Team Members

13% Club

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

PEARL

Oluremi O. Salako Daodu, <i>P. Fitzgerald Unit</i>	\$5,388.05
Sales Director Kathryn L. Engstrom.....	1,888.51
Sales Director Shari M. Kirschner.....	1,792.57
Sales Director Pat Ringnald.....	1,665.56
Ikpenwosa Aiho Gbenedio, <i>L. Shusterman Unit</i>	1,483.50
Colleen Page Sargent, <i>N. Canamare Unit</i>	1,478.95
Sales Director Keita Powell.....	1,458.57
Jamie L. Vogelsong, <i>L. Poling Unit</i>	1,397.83
Sales Director Victoria A. Peasley.....	1,368.41
Sales Director Amy Claire Tapley.....	1,331.36
Sales Director Roy Wade.....	1,272.18
Sales Director Betsy C. Richard.....	1,252.06
Sales Director Ashley O. Brooker.....	1,220.41
Sales Director Tammy A. Vavala.....	1,214.27
Sales Director Sandra Tatzler.....	1,211.73
Zulma Veliz, <i>M. Rames Unit</i>	1,199.71
Sales Director Marita W. Campbell.....	1,192.30
Jenan W. Wood, <i>C. Warfield Unit</i>	1,186.48
Sales Director Tammy Bone.....	1,182.94
Sales Director Ann Killian.....	1,179.56
Sales Director Cindy Keske.....	1,176.31
Meredith Montgomery Judy, <i>A. Toler Unit</i>	1,170.36
Sales Director Patti Cornell.....	1,148.00
Sales Director Nancy Sidoti.....	1,135.36
Sales Director Alma Orrostieta.....	1,127.07

DIAMOND

Sales Director Valorie Jean White.....	\$2,968.23
Sales Director Judy Higgins.....	2,019.42
Lisa Louise Bradley, <i>J. Lamatrice Unit</i>	1,965.93
Sales Director Ada Y. Garcia-Herrera.....	1,832.45
Sales Director Debbi Banker.....	1,661.82
Sales Director Peggy Sperling.....	1,648.56
Sales Director Silvia Sanchez.....	1,617.82
Sales Director Maria Teresa Lozada.....	1,584.90
Sales Director Morayma Rosas.....	1,573.42
Sales Director Lisa Rada.....	1,562.28
Sales Director Jolinn Andriese.....	1,561.17
Sales Director Denise Nygard.....	1,530.52
Morgan Z. Lozano, <i>B. Bennett Unit</i>	1,498.54
Sales Director Heidi Kenealy.....	1,487.33
Sales Director Nma Roz Okeke.....	1,483.01
Sales Director Shari Kendall.....	1,445.67
Sales Director Andrea L. Peters.....	1,418.37

Sales Director Veronica M. Landry Johns.....	1,409.72
Sales Director Luciana Zook.....	1,387.82
Sales Director Rhonda Jean Taylor.....	1,380.21
Sales Director Christine Burgstahler.....	1,366.27
Sales Director Linda K. Hallock.....	1,348.00
Sales Director Cindy S. Kriner.....	1,338.87
Sales Director Ruth Ojibeka.....	1,330.10
Sales Director Elvi S. Lamping.....	1,325.84

RUBY

Sales Director Phuong L. White.....	\$2,653.79
Sales Director Ekene S. Okafor.....	2,287.22
Sales Director Vicki Jo Auth.....	2,222.42
Leslie Wayne, <i>F. Gillespie Unit</i>	2,135.61
Amie Lynn Adamson, <i>V. Baldenegro Unit</i>	1,799.43
Sales Director Leslie S. Kane.....	1,758.71
Sales Director Thessy Nkechi Nwachukwu.....	1,726.69
Sales Director Tracy A. Crisler.....	1,697.70
Sales Director Kali DeBlander Brigham.....	1,634.20
Sales Director Anne Obiageli Akanonu.....	1,630.85
Sales Director Jennifer Noel Rhoades.....	1,608.62
Sales Director Susan C. Dunlap.....	1,601.44
Lorraine Dangieri, <i>D. Bailie Unit</i>	1,426.07
Sales Director Liz Whitehouse.....	1,369.13
Sales Director Cathy O. Calabro.....	1,364.12
Elena T. Siczkowski, <i>D. DeGroot Unit</i>	1,335.56
Sales Director Amy J. Spence.....	1,330.88
Ibiene Anyanwu, <i>T. Nwachukwu Unit</i>	1,328.80
Sales Director Marjorie Catherine Hodgson.....	1,301.79
Sales Director Corinne A. Scott.....	1,300.13
Sales Director Lisa V. Bauer.....	1,297.56
Sales Director Edith Ngozi Nwachukwu.....	1,283.10
Sales Director Kimberley Victor.....	1,282.84
Karen Mason Watson, <i>A. Tart Unit</i>	1,272.54
Sales Director Michelle L. Sweedar.....	1,269.22

SAPPHIRE

Sales Director Ana Maria Barba.....	\$2,394.73
Sales Director Lavarn Campbell.....	1,695.33
Sales Director Alison Renee Jurek.....	1,498.58
Sales Director Sherrian Beagle.....	1,428.15
Sales Director Roberto Castillo.....	1,421.00
Nellie S. Nutting, <i>T. Potter Unit</i>	1,420.41
Sales Director Linda Klein.....	1,396.79
Sales Director Elizabeth Sanchez.....	1,395.03

Sales Director Gina T. Rizzo.....	1,391.46
Sales Director Erin Jayne Antrouin.....	1,389.54
Sales Director Natalie Reed.....	1,363.51
Sales Director Diane Bruns.....	1,339.78
Sales Director Trudie F. Plat.....	1,318.23
Sales Director Alejandra Zurita.....	1,306.24
Sales Director Kathleen Bonadie.....	1,302.24
Sales Director Cheryl T. Anderson.....	1,293.86
Sales Director Jennifer L. Semelsberger.....	1,279.95
Sales Director Catalina T. Barahona.....	1,269.68
Sales Director Therese E. Simon.....	1,266.56
Sales Director Svetlana Lipsey.....	1,262.07
Sales Director Pilar Najera.....	1,261.68
Sales Director Debbie A. Weld.....	1,260.16
Sales Director Susan Lackey Best.....	1,233.80
Sales Director Luz Estela Cortes.....	1,213.29
Sales Director Maria Dolores Plascencia.....	1,211.05

EMERALD

Sales Director Mary Brandenburg.....	\$2,773.55
Sales Director Helen Asare Jakpor.....	2,172.17
Sales Director Carolyn J. Bishop.....	1,735.21
Sales Director Michele Martella Armes.....	1,670.63
Sales Director Margarita Guerra.....	1,656.85
Sales Director Jeannine R. DeVore Harris.....	1,652.72
Liliana Rodriguez-Vargas, <i>S. Vargas Unit</i>	1,582.88
Sales Director Gwen Regan.....	1,560.36
Sales Director Karen A. Jorgenson.....	1,542.81
Sales Director Julie A. Griffin.....	1,541.57
Sales Director Helen M. Harlow.....	1,463.54
Sales Director Andrea Steinmetz.....	1,445.57
Sundai Rae Hawbaker, <i>T. Ludin Unit</i>	1,425.19
Emma Sarpong, <i>J. Pipim Unit</i>	1,408.06
Sales Director Carolyn L. Lucas.....	1,396.79
Sales Director Sandy Malkin.....	1,384.34
Sales Director Mary Jane Sisson.....	1,370.27
Sales Director Haydee Guzman.....	1,368.12
Angela Brooke Holmes, <i>E. Fisher Unit</i>	1,358.53
Sales Director Amanda Thulin-Marrano.....	1,334.42
Sales Director Candice M. Santomauro.....	1,334.06
Monique Renee Catoggio, <i>E. Oatmeyer Unit</i>	1,330.32
Sales Director Jo M. Cotton.....	1,329.54
Sales Director Zenelia Wheeler.....	1,315.50
Sales Director Pamela J. Borghesani.....	1,283.20

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Go-Give® Award

Congratulations to the winners for March 2007.

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

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



Sharon States

Pearl
Future Executive Senior Sales Director
Began Mary Kay
October 1994
Sales Director Debut
October 1996
Offspring three first-line
National Sales Director
Jan Harris
Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement, Double Star Achievement; gold medal winner; estimated highest monthly unit retail \$41,881
Personal Lives in Idaho Falls, Idaho. Husband, Marlo; sons, Torrey, Shaun; daughter, Shonda Shirey
Favorite Quote "With man this is impossible, but with God all things are possible." Matthew 19:26
Independent Senior Sales Director Kay Harkness-Johnson of Severn, Md., says, "Sharon has taken my Independent Beauty Consultants into her unit and her heart. She loves them as her own. Sharon goes above and beyond to truly build the women around her."



Joyce Newell

Diamond
Future Executive Senior Sales Director
Began Mary Kay
October 1989
Sales Director Debut
October 1992
Offspring three first-line, one second-line
National Sales Director
Diana Heble
Honors Cadillac qualifier; Circle of Honor; 10-times Sales Director Queen's Court of Personal Sales, Consultant Queen's Court of Personal Sales; 12-times Circle of Achievement, six-times Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail \$66,837
Personal Lives in Hays, Kan. Husband, Stan; sons, Justin, Clint; daughters, Sara, Emily; 10 grandchildren
Favorite Quote "Your task is to build a better world," God said. I answered, 'How?' This world is such a large, vast place, so complicated now. And I, so small and useless am. There's nothing I can do.' But God, in all His wisdom said, 'Just build a better you.'
Independent Sales Director Ronda Faber of Colby, Kan., says, "We live in rural Kansas, so access to other Independent Sales Directors and Sales Director meetings is just not possible. But Joyce started one for several of us in the 100- to 150-mile area. She truly inspires me and many other Sales Directors in this area."



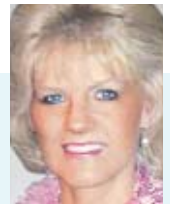
Somer Ballard Carter

Ruby
Future Executive Senior Sales Director
Began Mary Kay
April 2001
Sales Director Debut
November 2001
Offspring three first-line, one second-line
National Sales Director
Go Give Area
Honors Cadillac qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales, three-times Circle of Achievement, three-times Double Star Achievement; Honors Society; Fabulous 50s; gold medal winner; estimated highest monthly unit retail \$58,747
Personal Lives in Iron Station, N.C. Husband, Brandon; son, Noah
Favorite Quote "The Lord is my light and my salvation; whom shall I fear? The Lord is the strength of my life; of whom shall I be afraid?" Psalm 27:1
Independent Sales Director-in-Qualification Kimberly Taylor of Clover, S.C., says, "Somer goes above and beyond to make you feel loved and welcomed. Even while she was ill, nothing stopped her from being successful. She never asks us to do anything she is not doing herself."



Mary Bernhardt

Sapphire
Senior Sales Director
Began Mary Kay
May 1982
Sales Director Debut
December 1988
Offspring one first-line
National Sales Director
Gayle Gaston
Honors Cadillac qualifier; Circle of Honor; nine-times Sales Director Queen's Court of Personal Sales, Queen's Court of Sharing; nine-times Circle of Achievement, six-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail \$63,446
Personal Lives in Kalamazoo, Mich. Husband, Tom; son, Justin; daughter, Sarah
Favorite Quote "Therefore, as God's chosen people, holy and dearly loved, clothe yourselves with compassion, kindness, humility, gentleness and patience. And over all these virtues put on love, which binds them all together in perfect unity." Colossians 3:12, 14
Independent Senior Sales Director Kay Roth of Wauseon, Ohio, says, "Mary teaches the Independent Beauty Consultants in her unit and anyone else's the Mary Kay way. She always has an encouraging comment for me and others. Mary always returns phone calls, shares ideas and has a gift to laugh at herself when things don't work out as she planned."



Tracy Helms

Emerald
Senior Sales Director
Began Mary Kay
May 1998
Sales Director Debut
May 2003
Offspring one first-line
National Sales Director
Go Give Area
Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Honors Society; Fabulous 50s; estimated highest monthly unit retail \$25,048
Personal Lives in North Reading, Mass. Husband, Tom; daughters, Tara, Ashley; sons, Thomas, Maximas
Favorite Quote "Faith and fear cannot reside in the same space."
Independent National Sales Director Maria Aceto Pirro, says, "Tracy has gone out of her way to make my unit feel special. She treats them as if they were her own. She has the Mary Kay Go-Give® spirit, and Mary Kay would be proud."

be bold!

career conference
07

Myth: I can't afford to go.

Truth: You can't afford **not** to go!

Just think: The profit from a few extra classes could pay your way, or you could start saving a small percentage of your sales for this unforgettable trip. At *Be Bold!* Career Conference 2007, you will discover the big picture of what your Mary Kay business can be for you!



Make Your Plans Now!

"It only takes a spark to get a fire going." How true! And that spark has been found hundreds of times at Career Conference as Independent Beauty Consultants learn from the best of the best. Motivation, education, recognition – all in one place.

You can plan to register in early February on the [Mary Kay InTouch® Web site](#). Click on the Career Conference 2007 logo. The locations who meet their registration goals by Feb. 28, 2007, will be entered into a drawing to win an appearance by **Ryan Rogers** and a special *Movin' On Up* Reception for qualifiers that he will host at that Career Conference location.

Make Your Dreams Come True!

The **beautiful** ring • The **fabulous** new suit • This is **your year!**



Class of 2007 Challenge

Aug. 1, 2006 – July 1, 2007

Your Opportunity

There's a special place just for you in the sisterhood of Independent Sales Directors! Become a member of the Class of 2007 by building your team and debuting as an Independent Sales Director Aug. 1, 2006, through July 1, 2007, **OR** debut at least one offspring Independent Sales Director during the contest period.

Your Rewards

Each new Independent Sales Director and her Independent Senior Sales Director will receive an exclusive Class of 2007 ring to wear with pride, plus a Class of 2007 name badge ribbon for each of the new offspring Sales Directors' unit members to wear at Career Conference 2007 or Seminar 2007. And at Seminar 2007, the names of new Independent Sales Directors will be proudly displayed on the Class of 2007 wall for all to see and admire.

When You Debut From Aug. 1, 2006, through March 1, 2007

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Career Conference 2007.

When You Debut From April 1 to July 1, 2007

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Seminar 2007.

CLASS OF
2007

MARY KAY®

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Dallas, TX 75379-9045

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