

MARY KAY

MARCH 2016

applause®

Body Booster!

Help Your
Customers
Reveal a
Body They
Love.



PLUS!
Spring's
Soft
Romantic
Looks

NEW!
Forever Diamonds™
Fragrance



NEW! *TimeWise Body™ Smooth-Action™*
Cellulite Gel Cream and *Smooth-Action™*
Body Massager

discover what you **LOVE**

November Recognition

Congratulations to the winners

Top NSDS Year-To-Date



Anita Mallory



Gloria Mayfield Banks



Jan Harris



Kathy Helou



Gloria Castaño



Karen Piro



Carol Anton



Lisa Madson



Sonia Páez



Patricia Turker

On-Target Inner/Diamond/Gold Circle

personal units for November 2015, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for October 2015.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Nov. 30, 2015.

On-Target for \$850,000 Inner Circle

Anita Mallory\$362,114

On-Target for \$550,000 Inner Circle

Gloria Mayfield Banks.....\$236,851
Jan Harris.....232,694
Kathy Helou.....231,279

On-Target for \$500,000 Inner Circle

Gloria Castaño.....\$227,749
Karen Piro.....218,507
Carol Anton.....216,695

On-Target for \$450,000 Inner Circle

Lisa Madson.....\$206,849
Sonia Páez.....196,519

On-Target for \$400,000 Inner Circle

Patricia Turker.....\$183,277

On-Target for \$350,000 Inner Circle

Lupita Ceballos.....\$159,044
Pamela Waldrop Shaw.....155,285
Stacy James.....149,735
Cheryl Warfield.....148,269

On-Target for \$325,000 Inner Circle

Halina Rygiel.....\$145,092
Cindy Williams.....143,945
Debi Moore.....140,446
Karlee Isenhardt.....140,211
Sherry Windsor.....139,497

On-Target for \$300,000 Diamond Circle

Mary Diem.....\$124,936

On-Target for \$250,000 Diamond Circle

Dayana Polanco.....\$118,019
Sara Pedraza-Chacón.....117,166
SuzAnne Brothers.....109,549
Judie McCoy.....108,776
Lia Carta.....106,799
Anabell Rocha.....105,321

On-Target for \$200,000 Diamond Circle

Dawn Dunn.....\$101,913
Julianne Nagle.....101,705
Linda Toupin.....101,695
Sandy Valerio.....100,153
Mary Estupiñan.....99,360
Dacia Wiegandt.....96,747

Anita Tripp Brewton.....94,846
Diane Underwood.....94,600
Julia Burnett.....92,427
Connie Kittson.....92,102
Kristin Myers.....91,103
Cindy Fox.....89,977
Kerry Buskirk.....89,322
Cyndee Gress.....88,319
Kay Elvrum.....87,531
Jamie Cruse-Vrinos.....86,666

On-Target for \$150,000 Gold Circle

Davanne Moul.....\$82,142
Maria Monarrez.....81,780
Ada Garcia-Herrera.....79,745
Julie Krebsbach.....79,080
Shannon Andrews.....77,863
Consuelo Prieto.....77,620
Monique Balboa.....76,261
Alicia Lindley-Adkins.....74,414
Lily Orellana.....74,275
Vivian Diaz.....71,868
Maureen Ledda.....71,364
Evelinda Diaz.....71,191
Mayuli Rolo.....70,845

Morayma Rosas.....70,546
Jan Thetford.....70,463
Yvonne Lemmon.....69,743
Sue Pankow.....69,374
Valerie Bagnol.....69,228
Pam Klickna-Powell.....69,033
Cathy Bill.....68,999
Tammy Crayk.....68,732
Gloria Báez.....68,717
Candace Laurel Carlson.....68,680
Lisa Allison.....67,940
Joanne Bertalan.....67,269
Gay Hope Super.....65,265
Pam Ross.....64,642
Lara McKeever.....64,489
Pamela Fortenberry-Slate.....64,076
Susan Hohlman.....63,437

On-Target for \$125,000 Gold Circle

O'Nelly Encarnación.....\$62,455
Auri Hatheway.....62,343
Scarlett Simpson.....61,335
Leah Lauchlan.....60,449
Kristin Sharpe.....59,824
Crystal Trojanowski.....59,662

Jeanie Martin.....59,344
Somer Fortenberry.....59,198
Carmen Hernández.....59,009
Pam Higgs.....58,877
Michelle Sudeth.....58,701
Elizabeth Muna.....58,079
Kate DeBlander.....57,743
Diana Sumpter.....57,055
Rebecca Evans.....56,746
Kimberly Copeland.....56,455
Noelia Jaimes.....54,964
Janis Z. Trude.....54,941
Phyllis Pottinger.....54,776
Diane Mentiply.....54,635
Rosibel Shahin.....54,581
Juanita Gudiño.....54,407
Ruth Everhart.....54,301
Deb Pike.....53,913
Alia Head.....53,663
Alma Orrostieta.....53,063
Lynnea Tate.....52,831
Glinda McGuire.....52,634
Shelly Gladstein.....52,474
Patty Olson.....52,122
LaRonda Daigle.....52,002

Monthly Commissions And Bonuses

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

Emerald

1. Gloria Mayfield Banks***	\$56,746
2. Sonia Páez**	40,261
3. Patricia Turker**	39,819
4. Judie McCoy*	29,015
5. Dayana Polanco*	25,074
6. Joanne R. Bertalan*	24,269
7. Julianne Nagle*	23,442
8. Diane Underwood	21,993
9. Dacia Wiegandt*	20,726
10. Kerry Buskirk*	19,280
11. Jamie Cruse-Vrinos	18,700
12. Pam I. Higgs	18,134
13. Tammy Crayk	18,037
14. Maureen S. Ledda*	17,744
15. Anita Tripp Brewton*	16,764
16. Evelinda Diaz*	16,097
17. Cristi Ann Millard	15,542
18. Pamela Tull	15,376
19. Monique Balboa	15,258
20. Mayuli Rolo*	15,130
21. Pam Klickna-Powell	15,126
22. Kirk Gillespie	13,914
23. Ada Garcia-Herrera*	12,605
24. Sonia Bonilla	12,488
25. Gillian H. Ortega	12,218
26. Kym A. Walker*	12,100
27. Nancy Moser-Hogan	11,880
28. Diane Bruns	11,785
29. Auri Hatheway	11,781
30. Sue Wallace	10,957
31. Luzmila Abadia Carranza*	10,357
32. Maureen Myers	10,226
33. Natalie Privette-Jones	10,197

Diamond

1. Anita Mallory***	\$67,904
2. Lisa Madson*	50,256
3. Karen Piro**	41,785
4. Pamela Waldrop Shaw**	41,293
5. Halina Rygiel*	39,440
6. Gloria Castaño***	38,848
7. Mary Diem*	24,356
8. Julia Burnett*	22,515
9. Dawn A. Dunn*	21,614
10. Kay E. Elvrum	21,154
11. Diana Sumpter	20,422
12. Kristin Sharpe	20,145
13. Lisa Allison	19,444
14. Yvonne S. Lemmon	19,348
15. Connie A. Kittson*	17,549
16. Shannon C. Andrews*	17,522
17. Maria Monarrez	17,213
18. Jeanie Martin	16,912
19. Lily Orellana	16,735
20. Pam Ross*	15,704
21. Leah Lauchlan	15,680
22. Sue Pankow	15,072
23. Julia Mundy	14,929
24. Susan M. Hohlman*	14,907
25. Sharon L. Buck	13,440
26. Rebecca Evans*	13,201
27. Heidi Goelzer	13,166
28. Amy Allgood	12,821
29. Lynne G. Holliday	12,576
30. Lynnea E. Tate	12,298
31. Roxanne McInroe	12,282
32. Vicki Jo Auth	12,254
33. O'Nelly Encarnación	12,236

34. Alia L. Head	12,205
35. Shelly Gladstein	11,576
36. Yosaira Sánchez	11,496
37. Gay Hope Super*	10,603
38. Karen B. Ford	10,573
39. Jackie LaPrade	10,299
40. Dorothy D. Boyd	10,128

Ruby

1. Jan Harris**	\$55,661
2. Carol Anton**	42,831
3. Stacy I. James**	41,447
4. Karlee Isenhardt*	33,868
5. Cindy A. Williams*	32,265
6. Lia Carta**	30,641
7. Linda C. Toupin	29,476
8. Sherry Windsor**	26,966
9. Sandy Valerio*	20,714
10. Mary Estupiñan*	20,558
11. Cindy Fox*	19,113
12. Jan L. Thetford	18,966
13. Julie Krebsbach*	18,447
14. Cathy Bill*	17,510
15. Kim L. McClure	16,695
16. Brenda Segal*	16,358
17. Anabell Rocha*	15,530
18. Sherill L. Steinman	15,335
19. Candace Laurel Carlson*	15,051
20. Amie N. Gambolan	14,910
21. Patty J. Olson	14,464
22. Tammy Romage	14,350
23. Crystal Trojanowski	14,255

24. Kate DeBlander	13,957
25. Deb Pike	13,511
26. Lara F. McKeever	13,109
27. Tammy A. Vavala	12,758
28. Gloria Báez*	12,313
29. Michelle L. Sudeth*	12,230
30. Jo Anne Barnes	12,032
31. Bea Millsagle	11,654
32. Kathy Rodgers-Smith	11,292
33. Brittany Kaps*	11,258
34. Gena Rae Gass	11,176
35. Maria Flores	11,128
36. Lynda Jackson*	11,038
37. Carmen Hernández*	10,963
38. Juanita Gudiño	10,721
39. Lily Gauthreaux	10,500
40. Cecilia C. James	10,008

Sapphire

1. Kathy Helou***	\$48,472
2. Lupita Ceballos	42,821
3. Debi R. Moore*	30,666
4. SuzAnne Brothers*	25,458
5. Consuelo R. Prieto*	24,065
6. Cheryl Warfield**	23,859
7. Valerie J. Bagnol*	22,747
8. Cyndee Gress*	21,390
9. Davanne D. Moul*	21,217
10. Sara Pedraza-Chacón*	20,272
11. Kristin Myers*	17,419
12. Morayma Rosas	15,038
13. Jane Studrawa	14,431

14. Vivian Diaz*	14,163
15. Alicia Lindley-Adkins*	14,134
16. Debra M. Wehrer	13,259
17. Pamela A. Fortenberry-Slate*	13,188
18. Julie Weaver	13,179
19. Jeanie M. Tamborello	12,889
20. Alma Orrostieta	12,737
21. Janis Z. Trude	12,613
22. Kimberly R. Copeland	12,370
23. Heather A. Carlson	12,345
24. Phyllis Pottinger*	12,189
25. Somer Fortenberry	12,177
26. Angie S. Day*	11,997
27. Diane L. Mentiply	11,971
28. Scarlett Simpson*	11,833
29. Dawn Otten-Sweeney	11,749
30. Diana Heble	11,705
31. Ruth L. Everhart	11,620
32. Glinda McGuire*	11,521
33. LaRonda L. Daigle	11,380
34. Evalina Chávez	10,915
35. Cathy E. Littlejohn	10,881
36. Magdalena Nevárez*	10,777
37. Sue Uibel	10,749
38. Krista Neal Warner	10,463
39. Tina Hulsman	10,460
40. Candy Jackson	10,392
41. Sylvia Kalicak	10,258

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

Mary Kay Angels/Ángeles Mary Kay

November/Noviembre 2015

Top National Sales Directors — Commissions and Bonuses/Primeras DNVs: Comisiones y gratificaciones



Gloria Mayfield Banks
\$56,746
Emerald



Anita Mallory
\$67,904
Diamond



Jan Harris
\$55,661
Ruby



Kathy Helou
\$48,472
Sapphire

Top Unit — Estimated Retail Production/ Primera Unidad — Producción estimada al menudeo

EMERALD/ESMERALDA — Nancy Boucher, <i>Go-Give Area</i>	\$83,956
DIAMOND/DIAMANTE — Cristina Hernandez, <i>L. Allison Area</i>	\$87,108
RUBY/RUBÍ — Perpetua Asu-Eze, <i>Go-Give Area</i>	\$85,840
SAPPHIRE/ZAFIRO — Yudid Hernandez, <i>L. Ceballos Area</i>	\$82,523

Top Unit Builders/ Primeras Impulsoras de Unidad

November/Noviembre 2015

New Unit Members/ Nuevas integrantes de unidad

Emerald/Esmeralda

Emily Sujey Vijil	23
Mehnaz Nazmi-Williams	20
Jessica Silverio	20

Diamond/Diamante

Terri Lewis	22
Dana Davis-Armstead	21
Kelly Michelle Freeman	20
Stephanie Brooke Heusman	20

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 or unit members in their Seminar areas in November 2015./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en noviembre de 2015.

Top Sales Director — Personal Sales/ Primera Directora de Ventas: Ventas Personales

EMERALD/ESMERALDA — Marilyn Harris, <i>K. Walker Area</i>	\$17,680
DIAMOND/DIAMANTE — Nancy Dove, <i>Go-Give Area</i>	\$13,414
RUBY/RUBÍ — Mayela Lopez, <i>M. Estupiñan Area</i>	\$13,542
SAPPHIRE/ZAFIRO — Cathy Welch, <i>Go-Give Area</i>	\$13,000

Top Beauty Consultant — Personal Sales/ Primera Consultora de Belleza: Ventas Personales

EMERALD/ESMERALDA — Yuko Yasuma, <i>M. Brandenburgh Unit, Go-Give Area</i>	\$19,815
DIAMOND/DIAMANTE — Brittany Hiatt, <i>L. Hysjulien Unit, K. Elvrum Area</i>	\$11,145
RUBY/RUBÍ — Mutiu Aeyinka, <i>P. Asu-Eze Unit, Go-Give Area</i>	\$13,179
SAPPHIRE/ZAFIRO — Stacey Simins, <i>D. Yost Unit, Go-Give Area</i>	\$17,675

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

EMERALD/ESMERALDA — Sales Director Jessica Silverio, <i>Go-Give Area</i>	18
DIAMOND/DIAMANTE — Sales Director Kelly Freeman, <i>K. Ford Area</i>	12
RUBY/RUBÍ — Sales Director Catherine Ohanu, <i>Go-Give Area</i>	14
SAPPHIRE/ZAFIRO — Sales Director Estela Gomez, <i>M. Nevárez Area</i>	16

Independent Sales Directors with 20 or more new unit members for November 2015./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en noviembre de 2015.

Ruby/Rubí

Suzy McCann	28
Michael Suzanne Diaz	24

Sapphire/Zafiro

Lorena de la Cruz	26
Megan Rider Law	25
Bertilia Corral	24
Yudid Hernandez	21
Dalia Leon	21

Sales Mentors/Mentoras de Ventas

November/Noviembre 2015

Special thanks to the sales mentors for the Nov. 4, 2015, *New Independent Sales Director Education* class./Un agradecimiento especial para las mentoras de ventas de las clases de educación para nuevas Directoras de Ventas del 4 de noviembre de 2015.



Tammy Crayk
National Sales Director
Emerald Seminar



Kellee Valerio
Future Executive
Senior Sales Director
North Wales, Pa.
Ruby Seminar



Tabitha Hallums
Senior Sales Director
Senoia, Ga.
Diamond Seminar

Meet **Your** NSDs/Conoce a tus DNVs

Be sure to visit the *Mary Kay InTouch*® website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the [“Meet Your NSDs”](#) link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace [“Conoce a tus DNVs”](#) bajo el separador “El Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

Emerald/Esmeralda

Congratulations to the winners/Felicidades a las ganadoras

New Debuts/ Debutes

September/Septiembre 2015



**Staci Sheridan
Brookman**
Mineral, Va.
D. Hawk Unit

Meagan Cain
Locust Grove, Ga.
R. Barnes Unit

Amy Elrod
Kingwood, Texas
R. Shannon Unit

Janet Guy
Walterboro, S.C.
T. Dees Unit

Kerri Lynn Hart
Schenectady, N.Y.
L. Mahoney Unit

Kara Sue Marsman
Denver
M. Balboa Unit

Rebecca Melton
Goddard, Kan.
J. Carr Unit

Gioconda Munoz
Greensboro, N.C.
N. Jaimes Unit



Maria Padilla
Bay Shore, N.Y.
M. Canales Unit

Danielle L. Wadsworth
Richmond Hill, Ga.
M. Backman Unit

**Jennifer Marie
Weaver**
Pearland, Texas
T. Dees Unit

Yuk Kuen Chan*
College Point, N.Y.
G. Mak Unit

**Beverly E. Halbert-
Harris***
Richton Park, Ill.
K. McKinnie Unit

Dorothea Moyd*
Frederick, Md.
M. Byers Unit

Consuelo Ramos*
Arcadia, Fla.
S. Vargas Unit

Sheila Richardson*
Fort Dix, N.J.
L. Perry Unit

**Wendy Manuela
Segovia***
Redwood City, Calif.
P. Caamano Unit

Ashley Somers*
Delmar, Del.
C. Harvey Unit



Matia Spicer*
Laurel, Del.
A. Somers Unit

Sarah Stoneking*
McKinney, Texas
H. Wickstrom Unit

Mitra Teymourian*
Northridge, Calif.
M. Wade Bluemel Unit

Jaime Weimer*
West Valley, Utah
L. Iverson Unit

Not pictured:/Sin foto: *Leeann S. Campany*, Rochester, N.Y., M. Rankin Unit; *Hollie Choi*, Reseda, Calif., E. Solis Unit; *Donna M. Cook*, Mount Pleasant, N.C., C. Greenup Unit; *Cristina Delgado*, Ellenton, Fla., S. Vargas Unit; *Christina Lynn Doyle*, Halethorpe, Md., B. Layton Unit; *Hilaria Edith Guerrero*, Boise, Idaho, M. Lopez Unit; *Ruby L. Haynes*, Fuquay Varina, N.C., L. Chasten Unit; *Yolanda D. Japa*, Corona, N.Y., Y. Monje Unit; *Noelia Jimenez*, Sto Dgo Oeste, D.R., M. Marte De Melo Unit; *Sunhee Kim*, Fullerton, Calif., A. Kim Unit; *Kimberly Anne Lemcke*, Hilton, N.Y., V. Pierle Unit; *Lili Lin*, Quincy, Mass., Y. Wu Unit; *Lori Lynn McCalvin*, Leesburg, Ga., T. Cromer Unit; *Virginia Lee Messick*, Dover, Del., T. West-Murrian Unit; *Eida Milanes*, Miami, N. Rosales Unit; *Suzanne Elaine Mynsberge*, Bartlett, Ill., A. Jurek Unit; *Luz Janeth Nunez*, Vienna, Va., A. Garcia-Herrera Unit; *Vilma Rivas*, Annandale, Va., L. Paez Unit; *Angela Rodrigues*, Kenner, La., B. Belancourt Unit; *Marchella Carolynn Stewart*, Wyoming, Mich., J. Francis Unit; *Heather Vandrak*, Harrison City, Pa., K. Duez Tylka Unit; *Celia D. Walle*, Bradenton, Fla., E. Hall Unit.

*Previously debuted./Debutó con anterioridad.

Triple Crown/ Triple Corona

November/Noviembre 2014



Cally A. Huston
Federal Way, Wash.
S. Wallace Area

**Lindsay
Rebecca Ufert**
Covina, Calif.
Emerald Go-Give Area



Dean's List/ Lista del Decano

November/Noviembre 2014

Not pictured:/Sin foto: *Shukurat Soile*, Atlanta, H. Rygiel Area, Diamond Seminar; *Jennifer Jackson*, Cloverdale, Calif., L. Gauthreaux Area, Ruby Seminar; *Shokhsanam Usmanova*, Brooklyn, N.Y., H. Rygiel Area, Diamond Seminar.

Honors Society/ Sociedad de Honor

November/Noviembre 2014



Cally A. Huston
Federal Way, Wash.
S. Wallace Area

**Lindsay Rebecca
Ufert**
Covina, Calif.
Emerald Go-Give Area

Not pictured:/Sin foto: *Tonya Akers Pedersen*, Stafford, Va., P. Higgs Area.

Fabulous 50s/ Fabulosos 50

May/Mayo 2015

Not pictured:/Sin foto: **Lizeth Paez**, Springfield, Va., S. Bonilla Area; **Dircia Rodriguez**, Philadelphia, G. Rodriguez-Orriola Area

On the Move/ En Acción

September/Septiembre 2015

Meagan Cain Donna M. Cook Amy Elrod	Noelia Jimenez Sunhee Kim Kimberly Anne Lemcke	Kara Sue Marsman Virginia Lee Messick Gioconda Munoz	Vilma Rivas	Angela Rodrigues
---	--	--	-------------	------------------

New Team Leaders/ Nuevas Líderes de Equipo

November/Noviembre 2015

Evelyn E. Alvarado Maria C. Alviter Maria E. Arciga Donna M. Beauvier Kim D. Blunt Erica M. Boenzi Holly F. Brown Leilani K. Burns Lori A. Caporaso Anllely Castro Glenda Cervantes Maria Chamorro Irene Coady Ruth Coatney	Jessy Cooto Jacalyn Cull Rafaela David Melissa A. Edwards Maria Fernandes Katy Goldstein Tessa M. Graham Kayla L. Hebert Jennifer Helms Claudia Hernandez Maria N. Hernandez Yunirka Herrera Sandra R. Horvath Jeannette Isabelle	Yolunda J. Jester Esther R. Jimenez Mayra G. Juarez Shantrill M. King Dania M. Lara Fang Liu Stephanie L. Maas Ivory B. McClelland Sandra M. Mendieta Dilcia Mendoza Elina Mendoza Courtney Moore Allison Mootoo Telma Munoz	Cristina Osegueda Denise A. Pagan Luisa Perez Crystal G. Perry Paula Pineda Nelly Y. Puerto Jimenez Tara Pugh Karen A. Quintanilla RaeAnn T. Ricci Alexandria E. Roswick Brandi Saari Heather Scott Yvonne W. Silva Phuc H. Smith	Betzaida Soto Whitney W. Stephens Kelsie B. Thomas Renee Tiffany Monica Trejo Lueanne Tripp Audrey D. Turner Maday Vazquez Yohanka Vizcaya Rebekah Warnke Leslie Wayne Elizabeth A. Woods Kristin Wright Stacy Yeager-Huddleston
--	--	---	--	---

Grand Achievers/ Gran Ganadoras

November qualifiers/
Calificadas en
noviembre 2015

Consultants/ Consultoras Deysi J. Arriaza* Tracy D. Birdwhistell Patricia Castellon Maria Dasilva Xiomara De Los Santos Juana Isabel Dominguez Nadeen R. Josephs Hogg Kristen Marie Lutjens	Mabel Mir Marta Angelica Morales Cindy Norma O'Connell Mary Ann Owens Deana Shantelle Reid Tracie Lynn Reyes Latrice M. Richie Stacy Lee Russell** Abbigail Eva Saffian Blanca Michelle Salazar	Teresa F. Skaggs Telma Tercero Maria Esperanza Vallejos Lucy York Sales Directors/ Directoras de Ventas Adriana Gonzalez Fajet* Consuelo A. Gomez* Janeigh Marie Grady*	Gloria Griffin* Luisa Gutierrez Valdovinos* Elizabeth Ann Hreha* Maria Meraz Medina* Diane Sydor* Digna Urbina* Marchella Carolynn Walsh Kim Wiggins* Valera Wilhite* Juan You	* Denotes September qualifier./ Denota que calificó en septiembre. **Denotes October qualifier./ Denota que calificó en octubre.
--	--	---	---	--

First Gold Medal/Primera Medalla de Oro

November/Noviembre 2015

New Team Members/ Nuevas integrantes de equipo Jacqueline Agufa, T. Harvey Unit.....9 Evelyn Alvarado, C. Argueta Unit.....6 Lori Caporaso, L. Isaacson Unit.....7 Glenda Cervantes, V. Guevara Unit.....5 Irene Coady, M. De la Vega Velazquez Unit.....11 Jessy Cooto, E. Guevara Unit.....5 Jacalyn Cull, S. Castro Unit.....10	Katy Goldstein, G. Snively Unit.....7 Kayla Hebert, B. Hill Unit.....7 Claudia Hernandez, V. Guevara Unit.....9 Mayra Juarez, C. Ruiz Enriquez Unit.....6 Idenia Lazo, D. Leyva Unit.....5 Midalys Maldonado, R. Del Risco Unit.....5 Consuelo Mariaca, K. Tapia Unit.....5 Rebecca McKee, R. Sleeman Unit.....5 Sandra Mendieta, Y. Monje Unit.....10	Elina Mendoza, Y. Pupo Unit.....7 Paula Pineda, L. Urena Mora Unit.....10 Nelly Puerto Jimenez, Y. Zelaya Unit.....7 Karen Quintanilla, M. Moreno Unit.....5 Yenisbel Ramirez, I. Alcalde Unit.....6 RaeAnn Ricci, D. Peterson Unit.....6 Kelsie Thomas, G. O'Kain Unit.....6 Leon Tillman, C. Elizabeth Wright Unit.....5 Leslie Wayne, S. O'Bannon Unit.....10
--	--	--

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during November./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en noviembre.

Sales Director Jennifer L. Besecker.....\$2,234	Sales Director Brittani Marie Jenks.....1,223	Sales Director Susan Ruth Cunningham.....1,134
Sales Director Ashley N. Clinesmith.....1,792	Elizabeth Mendez, D. Torrejon Unit.....1,216	Sales Director Carolyn J. Bishop.....1,129
Sales Director Nathalee Gordon.....1,762	Nelly R. Narvaez, M. Calle Unit.....1,214	Sales Director Ayobami Olanrewaju Olusa.....1,129
Sales Director Michelle Anne Cunningham.....1,668	Sales Director Norma M. Newland.....1,204	Sales Director Cynthia Pack.....1,122
Sales Director Joy D. Bailey-Gress.....1,575	Sales Director Amy M. Alber.....1,176	Tanya Elizabeth McDaniels, T. West-Murrian Unit.....1,119
Sales Director Shauna Lynn Abbotts.....1,571	Sales Director Linda Klein.....1,162	Sales Director Maira Lopez.....1,106
Sales Director Vicki Hunter.....1,296	Sales Director Angela Kocher Rimington.....1,161	Sales Director Jeannine R. DeVore Harris.....1,100
Sales Director Melissa Michelle Wilson.....1,274	Sales Director Yinaurys Tirado.....1,157	
Sales Director Marilyn A. Ricker.....1,255	Sales Director Jodi Van Leeuwen.....1,137	

13% Club/ Club del 13%

November/Noviembre 2015

Achievement Circle/ Círculo de Logros

November/Noviembre 2015

Ranking of the top 100 Independent Sales Directors in the **Emerald** area based on their November 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Esmeralda** según su producción de unidad estimada al menudeo de noviembre de 2015.

Nancy Boucher	\$83,956	Jill Beckstedt	51,476	Marilyn Marte De Melo	45,727	Heather VanWell	40,263
Stacy D. Foust	82,957	Jodi Van Leeuwen	51,023	Deanna L. Spillman	45,294	Cheryl L. Foster	40,221
Melinda M. Balling	80,542	Dawn Wilson	49,997	Nelly N. Aguilera Ramirez	44,897	Nancy Graham	40,153
Ann Ferrell Smith	70,629	Connie Marie Ackroyd	49,978	Margaret Neill	44,632	Krista A. Johnson	40,094
Stacey Craft	69,481	Shari Kendall	49,838	Tandy L. Ludin	44,415	Grace Elizabeth Snively	40,076
Judith Beede	64,711	Phyllis I. Pinsker	49,514	Kimbi L. Bartik	44,368	Breanne Sufrin	39,999
Kim I. Sabourin	63,524	Ann Tinucci Anderson	49,338	Romy Portuondo Remior	44,309	Christine Williams	39,970
Rachelle Holloway	63,180	Ginny Bertalan O'Kain	49,234	Kenna L. Ervin	44,280	Stephanie Denise Castro	39,766
Brenda Stafford	62,034	Jo M. Cotton	48,820	Bridgett Leigh Moore	44,086	Amy L. Fields	39,439
Linda Klein	61,745	Kathleen L. Holmberg-Botelho	48,738	Ann Shears	44,017	Mara C. Lane	39,133
Jennifer Elizabeth Damm	60,694	Nathalee Gordon	48,717	Shauna Lynn Abbotts	43,533	Christy Harvey	39,114
Emily Sujey Vijil	59,985	Elva Jordan	48,598	Nancy A. Berlin	43,052	Allison M. Cheney	39,098
Richelle V. Barnes	59,241	Gerri L. Gurreri	48,467	Susan Houser	42,733	Becki Hackett	39,081
Leanne Parrino-Pheasant	58,637	Pam Kelly	48,284	Valerie Yokie	42,621	Carina Elizabeth Wright	39,005
Cheryl T. Anderson	57,741	Jennifer A. Enloe	48,169	Karen E. Ridle	42,439	Sheri Farrar-Meyer	39,002
Chris H. Teague	56,678	Melissa K. Wade Bluemel	48,149	Alison Jurek	42,393	Maria M. Calle	38,903
Ashley N. Clinesmith	55,440	Emily Stone	47,759	Diane K. Autry	42,272	Kellye D. Conley	38,899
Amber L. Towne-Geehan	55,352	Jennifer L. Besecker	47,642	Irvine K. Foster	41,938	Kathryn L. Engstrom	38,826
Cynthia Pack	54,959	Joy D. Bailey-Gress	47,419	Maggie Rader	41,452	Alice C. Mahone	38,523
Melissa Michelle Wilson	54,513	Allyson Lea Thomas	47,278	Michele Salisbury Rankin	41,165	Christine Denton Barrueco	38,415
Joanna Helton	54,336	Rita Jean Barthel	46,975	Delmy Ana Torrejon	40,812	Betty B. Lucido	38,309
Mariana Moreno	52,805	Catherine Virginia Slezak	46,758	Marie Pfarr	40,609	Shelley Money-Eldridge	38,182
Nancy S. North	51,968	Cindy Anderson	46,532	Jeannine R. DeVore Harris	40,597	Bianny Fabiola Ramirez	38,083
Tina M. Dees	51,943	Carolyn J. Bishop	45,797	Joyce Recenello	40,467	Linda Berglund	38,018
Janice Baxter Hull	51,761	Jeri O'Dell	45,773	Betty McKendry	40,393	Luisa Urena Mora	37,814

Commission Circle/ Círculo de Comisiones

November/Noviembre 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Emerald** area in November 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Esmeralda** en noviembre de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Melinda Balling	\$11,214	Jill Beckstedt	7,929	Joy D. Bailey-Gress	6,891	Kathleen L. Holmberg-Botelho	6,215
Mariana Moreno	11,159	Shelley Money-Eldridge	7,877	Tina M. Dees	6,881	Terrah Cromer	6,178
Jennifer L. Besecker	10,882	Cindy Anderson	7,788	Catherine Virginia Slezak	6,845	Marie Pfarr	6,163
Ann Ferrell Smith	10,594	Melissa K. Wade Bluemel	7,780	Betty McKendry	6,818	Grace Elizabeth Snively	6,130
Stacy D. Foust	10,311	Emily Stone	7,762	Krista A. Johnson	6,734	Brittani Marie Jenks	6,121
Nancy Boucher	9,621	Delmy Ana Torrejon	7,747	Marilyn A. Ricker	6,730	Maria D. Meraz Medina	6,066
Shauna Lynn Abbotts	9,390	Janice Baxter Hull	7,692	Ann Tinucci Anderson	6,671	Dawn Wilson	6,050
Kim I. Sabourin	9,082	Joanna Helton	7,633	Carolyn J. Bishop	6,629	Bridgett Leigh Moore	6,031
Rachelle Holloway	9,019	Deanna L. Spillman	7,456	Tandy L. Ludin	6,621	Sally Moreno	6,018
Stacey Craft	8,846	Ginny Bertalan O'Kain	7,435	Jo M. Cotton	6,613	Amy M. Alber	6,012
Ashley N. Clinesmith	8,796	Jennifer Elizabeth Damm	7,400	Breanne Sufrin	6,610	Kathryn L. Engstrom	6,001
Marilyn Marte De Melo	8,773	Cheryl L. Foster	7,387	Anne Newcomb	6,575	Amy L. Fields	5,982
Brenda Stafford	8,739	Karen E. Ridle	7,360	Allyson Lea Thomas	6,553	Shari Kendall	5,948
Bianny Fabiola Ramirez	8,535	Gerri L. Gurreri	7,350	Nancy S. North	6,541	Irvine K. Foster	5,940
Linda Klein	8,439	Cheryl T. Anderson	7,345	Ayobami Olanrewaju Olusa	6,535	Nelly N. Aguilera Ramirez	5,939
Michelle Anne Cunningham	8,434	Phyllis I. Pinsker	7,282	Jennifer A. Enloe	6,514	Maritza Arce	5,936
Emily Sujey Vijil	8,343	Amber L. Towne-Geehan	7,280	Rita Jean Barthel	6,504	Kenna L. Ervin	5,923
Michele Salisbury Rankin	8,324	Cynthia Pack	7,279	Yinaurys Tirado	6,463	Diane K. Autry	5,901
Leanne Parrino-Pheasant	8,245	Jodi Van Leeuwen	7,242	Maria M. Calle	6,438	Jeannine R. DeVore Harris	5,869
Melissa Michelle Wilson	8,187	Pam Kelly	7,176	Sheri Farrar-Meyer	6,422	Stephanie Hope Blake	5,868
Richelle V. Barnes	8,160	Lesa Rae Franken	7,109	Connie Marie Ackroyd	6,414	Allison M. Cheney	5,852
Judith Beede	8,124	Chris H. Teague	7,080	Shawna D. Schneider	6,409	Stephanie Denise Castro	5,838
Christine Denton Barrueco	8,097	Diane M. Detesco	6,979	Mara C. Lane	6,389	Denise G. Kucharski	5,821
Kimbi L. Bartik	8,081	Moji Mojtabale	6,951	Nancy Harder	6,334	Nancy A. Berlin	5,795
Nathalee Gordon	8,052	Elva Jordan	6,944	Audrey J. Doller	6,243	Gloria Cecilia Neira	5,785

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to **Mary Kay InTouch®**./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, ve a **Mary Kay InTouch®**.

"WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

GO-GIVE[®] award

Congratulations to our March 2016 Go-Give[®] Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

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



Anna Rowe

Emerald

Independent Senior Sales Director

Began Mary Kay Business

November 1994

Sales Director Debut

March 1998

Offspring one first-line

National Sales Director

Go-Give Area

Honors Circle of Honor; Sales

Director Queen's Court of

Personal Sales; 14-times Circle

of Achievement; Double Star

Achievement

Personal Lives in Chesapeake, Va.

Husband, Buddy; son, Alexander;

daughter, Elise

"I am motivated to help others

because of the gifts God has

given me! I am passionate about

helping other women fulfill their

dreams!"

Independent Beauty Consultant

Mildred Parker of Chesapeake,

Va., says, "Anna's desire to

reap success within her team is

apparent by sharing information

and offering excellent boot camps

and educational opportunities. She

goes the extra mile for her team."



Dale Fuller

Diamond

Independent Senior Sales Director

Began Mary Kay Business

March 1988

Sales Director Debut

May 1997

Offspring one first-line;

one second-line

National Sales Director

Go-Give Area

Honors Circle of Honor;

two-times Consultant Queen's

Court of Personal Sales;

Circle of Achievement

Personal Lives in Lizella, Ga.

Husband, Roby; sons: Casey, Britt

"I am motivated to help others

because I've been blessed by so

many people who've encouraged

and mentored me and my unit! I'm

so thankful God blessed me to be

a positive influence on others."

Independent Sales Director

Shirley Penix of Dry Branch,

Ga., says, "Dale has been

a key part of the mentorship

I experienced during my journey

to becoming an Independent

Sales Director. She made me feel

like a true team member rather

than an adoptee."



Breda Teal

Ruby

Independent Senior Sales Director

Began Mary Kay Business

October 1986

Sales Director Debut

November 1988

Offspring two first-line

National Sales Director

Go-Give Area

Honors Circle of Honor; monthly

Go-Give[®] Award winner, February

2001; 16-times Circle of

Achievement; five-times Circle

of Excellence

Personal Lives in Hanover, Md.

Husband, Jay; sons: Mark, Gary;

six grandchildren

"I am motivated to help others

because 29 years ago, I fell in love

with everything Mary Kay stands for.

There is nothing but goodness here,

and my greatest joy is to pass it on."

Independent Future Executive

Senior Sales Director Stacey

Nelson of Owings Mills, Md.,

says, "Breda provides equal time

and encouragement toward her

adoptees, sister Independent Sales

Directors and unit members. In my

unit, Independent Beauty Consultants

have been greatly enriched as

a result of working with her."



Julia Stern

Sapphire

Independent Senior Sales Director

Began Mary Kay Business

January 2000

Sales Director Debut

October 2003

Offspring one first-line

National Sales Director

Go-Give Area

Honors Circle of Honor; six-times

Sales Director Queen's Court of

Personal Sales; Queen's Court of

Sharing; Circle of Achievement;

two-times Double Star Achievement

Personal Lives in Lancaster, Pa.,

Husband, Brian; daughters: Ava,

Bella

"I am motivated to help others

because I love to watch women

discover and achieve their

God-given potential."

Independent Beauty Consultant

Serena Stewart of Middletown,

Pa., says, "Julia holds parties

for charity and regularly donates

to *The Mary Kay Foundation*SM.

She volunteers with the Kid

Ministry at her church and also

is holding a benefit concert to

help raise awareness for people

with special needs."

A Perfect Finish

Great
Lightweight
Coverage
for Spring!

Mary Kay® CC Cream
Sunscreen Broad Spectrum
SPF 15*

Get **easy complexion correction** with a formula that **acts like makeup** and is **formulated like skin care**.

8 BEAUTY BENEFITS

- 1. Protects.** Broad spectrum SPF 15* protects against UVA/UVB rays to help keep you looking younger.
- 2. Brightens.** Instantly brightens complexion.
- 3. Corrects.** Mineral-based pigments help correct the look of imperfections and improve overall complexion with lightweight coverage.
- 4. Minimizes redness.** Provides visible relief and minimizes the appearance of skin redness.
- 5. Conceals.** Instantly conceals the appearance of blemishes. Non-comedogenic and oil-free. Compatible with acne-prone and troubled skin.
- 6. Hydrates.** For 10 hours. Skin feels instantly hydrated without feeling oily or greasy.
- 7. Reduces visible signs of aging.** Fine lines appear less noticeable so skin looks younger. Helps minimize the appearance of pores while visibly improving skin's texture.
- 8. Defends.** Contains powerful antioxidants, including vitamin E and silymarin extract, to help defend against skin-damaging free radicals.



Spring Shine Control

Mary Kay® Translucent
Loose Powder, \$16

Translucent. Sheer. It's every woman's perfect shade. One **universal powder eliminates the need for shade matching**. Feels weightless, natural and velvety soft. Controls unwanted shine all day. Provides a **sheer, invisible finish on every skin tone** to set foundation. Contains light-scattering properties to help soften the appearance of imperfections for a skin-perfecting finish.

NEW Deluxe Mini TimeWise® Replenishing Serum+C®

\$3



How to Use Deluxe Minis

- Compete with beauty retailers who offer deluxe samples in their qualifying orders.
- Create your own gift-with-purchase options or hostess gifts.
- Let your customers to try before they buy.
- Great for travel and on the go.

5 Deluxe Minis to Impress Your Customers

- 1. TimeWise® Replenishing Serum+C®, \$3**
- 2. NouriShine Plus® Lip Gloss Set, \$5** (includes six shades)
- 3. Mary Kay® Oil-Free Eye Makeup Remover, \$2**
- 4. TimeWise® Microdermabrasion Plus Set, \$4** (includes Refine and Pore Minimizer)
- 5. Lash Love® I ♥ black Mascara, \$2**

Restore

what was lost and lift away the years. This scientifically-innovative regimen proves it's never too late to help rescue skin from past damage and recapture a vision of youthfulness.

timeWise repair
foaming cleanser
nettoyant moussant
volu-firm™
espuma limpiadora
facial volu-firm™
4.5 OZ. NET WT./127g



timeWise repair
volu-firm™
lifting serum
serum
effet lifting
volu-firm™
loción facial
efecto
reafirmante
volu-firm™
1 FL. OZ. / 29 mL



TimeWise Repair®
Volu-Firm® Set \$205



Results Speak for Themselves!

TimeWise Repair® is backed by the most comprehensive consumer and clinical testing[†] of any *Mary Kay®* product to date. Mary Kay conducted more than **65 clinical, consumer and safety studies** involving more than **3,000 panelists**. Here are the results:

- 91% Less noticeable deep lines and wrinkles.
- 86% Skin that looked lifted.
- 98% Less undereye puffiness.
- 93% Skin that looked more even toned.
- 93% Significant improvement in overall appearance.

5 Rs of Repair

Restore what was lost and lift away the years. This scientifically innovative regimen proves it's never too late to help rescue skin from past damage and recapture a vision of youthfulness.

1. Reduce look of deep lines and wrinkles.
2. Restore lifted facial contours.
3. Recapture youthful volume.
4. Reveal even skin tone.
5. Replenish vital moisture.

TimeWise Repair® Volu-Firm® Set, \$205

- Foaming Cleanser
- Lifting Serum
- Day Cream Sunscreen Broad Spectrum SPF 30*
- Night Treatment With Retinol
- Eye Renewal Cream

Packaging Updates

- *Volu-Firm®* Day Cream Sunscreen Broad Spectrum SPF 30*
- *Volu-Firm®* Night Treatment With Retinol

Updates include:

- **New pump** for improved control when dispensing.
- **New jars are** slightly smaller but **maintain the same product amount**. New design results in 22 percent less plastic — part of our *Pink Doing Green®* initiative.**



Check the **Video Lounge** on *Mary Kay InTouch®* where you'll find more on packaging updates to share with your customers.

*Over-the-counter drug product

**Mary Kay Inc. continuously seeks opportunities to improve our environmental performance and find ways to be even more sustainable and green.

[†]Results based on a 12-week independent clinical study. The percentages reflect the number of women who showed improvement.

Mary Kay is proud to share that the *TimeWise Repair® Volu-Firm®* Set has earned the Good Housekeeping Seal.

The best-seller logo refers to top-selling products within the *Mary Kay®* product line.

MARY KAY®



REVEAL the Body You Love.



**NEW! TimeWise Body™ Smooth-Action™
Cellulite Gel Cream:**

- Visibly minimizes the appearance of stubborn cellulite.
- Dramatically reduces the look of cellulite and leaves problem areas looking firmer and tighter.
- Absorbs quickly so there's no waiting time before getting dressed.
- Suitable for all skin types.

Contact me, _____,
your Mary Kay Independent Beauty Consultant, to take action against cellulite!

Learn, Develop, Grow!

Get high marks with these Mary Kay InTouch® education resources!



1 Master the Basics. (EVERYONE)

- The Silver Wings Scholar Program®** – Interactive lessons teach you Mary Kay business basics.
- Start Something Beautiful® LIVE!** – Designed for Independent Beauty Consultants, you'll gain valuable skills to help you be your best.
- MK Library** – Download free powerful education resources that cover booking basics, selling tips, time management techniques and more.



2 Be a Sensational Seller. (EVERYONE)

- Product of the Month** – Everything you need to know about best-selling products. You'll get facts on key ingredients, benefits and selling tips.
- Color Confident** – Helps you sell Mary Kay® color products with confidence. Plus, you can earn your *Advanced Color Consultant* designation.
- Beauty Extras** – How-to videos provide step-by-step application instructions to share with your customers.



3 Earn a Red Jacket. (Independent Beauty Consultants)

- Team-Building Education** – Get inspired through marvelous motivation and education.
- Power Class of the Month** – Empower yourself with videos to educate, motivate and inspire.
- Red Jacket eCourse** – Take the *Race for Red* challenge this year to move up and motivate yourself.



4 Lead With Confidence. (Independent Sales Directors)

- What's Hot** – Learn from Mary Kay leaders on timely topics relevant to your business.
- Building and Leading Leaders** – On-demand lessons to help you build strong offspring Independent Sales Directors.
- Coaching to Connect** – This series gives you ways to help you develop potential leaders, bring out the champions and achieve results.



Helpful Numbers:**Mary Kay Consultant****Contact Center****800-272-9333**

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

Automated**Information Line****800-454-1130 (24 hours)**

Don't turn your focus away from what is truly important. Instead, learn to evaluate your success by the balance you achieve in your life."

MARCH

CALENDAR

dates

1	- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. - Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
8	International Women's Day.
11	Week 1 of Career Conference 2016 begins.
15	- Postmark deadline for Quarter 3 Star Consultant quarterly contest. - Deadline to make Quarter 2 Star Consultant prize selections.
16	- Quarter 4 Star Consultant quarterly contest begins. - Summer 2016 Preferred Customer ProgramSM online enrollment for <i>The Look</i>, including exclusive samples (while supplies last), begins.
18	Week 2 of Career Conference 2016 begins.
20	Online prize selection available for Quarter 3 Star Consultant quarterly contest.
25	Good Friday. Company holiday. All Company offices closed.
30	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).
31	- Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). - Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production. - Online Independent Beauty Consultant Agreements accepted until midnight Central time.



APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2016 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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

That's What She Said.

Straight talk from FOUR TOP Mary Kay Independent Sales Directors who share thoughts on everything from holding parties to Go-Give spirit.



Independent Future
Executive Senior Sales Director
Christi Campbell
Lenexa, Kan.

It Pays to Party. When Christi began her Mary Kay business, she had three jobs. "I was strategic and intentional with my time," she says. "Skin care parties are the best way to optimize your time because magic happens here."

"I believe a **skin care party cures everything**. Feeling frustrated? Book and hold a party. Need more fun? Book and hold a party. Want to build a solid base of loyal customers? Book and hold a party. In terms of time invested, a skin care party gives you the highest opportunity to work your business full circle."



Independent Sales Director
Kollette Lowe Cleveland
Conyers, Ga.

Find New Customers.

Kollette has a creative way to find potential customers. "I carry a blinged out basket that draws attention. I fill it with beautiful little gift bags of *Mary Kay*® samples and Deluxe Minis, along with my *Mary Kay*® business card tucked inside."

"Women ask about my basket. It attracts them, not attacks them. And it lets the *Mary Kay*® products sell themselves. When women comment, I thank them and say, 'I'm giving out samples today. Would you like to pick one to enjoy?' Everyone loves a sample! And the excitement builds from there. I either collect their contact information so I can follow up, book an appointment on the spot or – if they're not quite ready – they have my business card and can call me when they are. I believe this makes it easier to meet potential customers, especially for new Independent Beauty Consultants."





Independent Future
Executive Senior Sales Director
Shelley Money-Eldridge
Rochester, N.Y.

Go-Give Spirit

Shelley is a recipient of the prestigious annual *Mary Kay® Go-Give®* Award. Shelley says the Go-Give spirit came out in her once it had been poured into her first by her sister Independent Beauty Consultants.

"You have no idea what a person can do until she's given a chance. So I give her that chance. It feels good to embrace others, and there's always room for more. That is what's so beautiful about the Go-Give spirit. It allows you to appreciate others. It allows them to feel important. I always pray people don't give up five minutes before their miracle because the Mary Kay Go-Give spirit will come."



Independent
Future Executive
Senior Sales
Director
Tina Frantz
Carlisle, Ohio

Handling Nos

Tina says, "You never know how you can affect someone's life through this business — or how they can affect yours. Don't be afraid to offer the Mary Kay opportunity. Some will say yes, others no, so take the pressure off of yourself about that."

"The more you share the opportunity, the more you can build your team. The more you build your team, the more lives you can help change. The more lives you help change, the more you can change your future. Also, never be afraid to ask your mentor to work with you. It's OK to copycat as long as you copy the right cat!"



RACE FOR RED

PHASE TWO: *Spring Into Red*

DATES: Dec. 1, 2015 – Feb. 29, 2016

Red is IN! *Spring Into Red* and get rewards and recognition at Career Conference 2016!

WHO ►

Independent Beauty Consultants

DO THIS ►

Add 3 active new personal team members:

1 out of the 3 months

2 out of the 3 months

All 3 months of the contest

EARN THIS

Earrings and a VIP Luncheon at Career Conference 2016

AND a Black and White Tote

AND a \$100 Gift Card

Independent Sales Directors earn great prizes too!

Prize Information

Pick up your prizes at **Career Conference 2016**. You must be registered for Career Conference 2016 **on or before Feb. 29, 2016**, in order to attend the Career Conference VIP luncheon. Sorry, we are unable to accommodate onsite registrants for the VIP luncheon.

See **Red**.

Imagine yourself behind the wheel of a brand-new **limited-edition Grand Achiever lipstick red Chevy® Cruze®**! Red Jackets can (re)qualify to **earn the use of this beauty through June 30, 2016**.



Black and White Tote

Mary Kay InTouch® has all the contest rules and prize information.

Destination: **Success!**

ACHIEVE THIS

CAREER PATH

Senior Independent
Beauty Consultant

REQUIREMENTS

Must be active.
1-2 active personal
team members

GET THIS

COMPENSATION

4% personal
team commission

REWARDS

2 active: eligible to
order red jacket

Eligible to qualify for
Quarterly Star Consultant
recognition and prizes

Star Team-Builder

Must be active.
3-4 active personal
team members

4% personal
team commission.
Team-Building Bonus

♥ **Wear Red Jacket** ♥

Qualify for Quarterly
Star Consultant recognition
and prizes

Receive \$50 rebate on initial
red jacket order

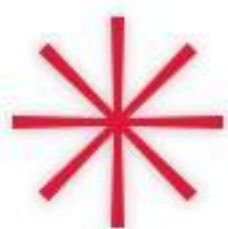
Team Leader

Must be active.
5-7 active personal
team members

9% or 13% personal
team commission.
Team-Building Bonus

Qualify for Quarterly Star
Consultant recognition
and prizes

Go on-target for Grand Achiever
status, Grand Achiever Career Car
(or Cash Compensation option).



The *Advance* brochure on *Mary Kay InTouch®* has
details for all career path requirements and rewards.



Independent
Senior Sales
Director
**Shannon
Buckmaster**
Newberg, Ore.

Run With **Red.**

“By stepping into red,
an Independent Beauty
Consultant can grow
as a leader and build
a financially stronger
business. As she rises,
so does her platform for
influence and income.
More importantly, it can
prepare her to become
an Independent Sales
Director. Mary Kay's
future is as bright as ever
as we build leaders with
Red Jackets.”



Future
Independent
Sales Director
Jean Vaughn
Hamilton, Ohio

First Taste of **Success**

“Earning a Red
Jacket was my first
step to success. It's
also when I got my
first commission check
and began to imagine
myself climbing the
Mary Kay career path
to achieve more!”



MARY KAY **CAREER** CONFERENCE 2016

How Big Do You Dream?

Registration
ends Feb. 29!

WEEK 1: March 11-12

WEEK 2: March 18-19, 20-21

Determination
Recognition
Education
Admirer
Motivation

Join Us at Career
Conference 2016!

We're coming to a city near you – just for you!
You'll go home revved up to finish the Seminar
year on the fast track to your dreams!

MORE REWARDS!

Attend Career Conference and **receive**
a product credit and **discounts toward**
Seminar 2016 registration!

Mary Kay InTouch® has locations
and [registration information](#).

MARY KAY®

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

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

MARY KAY SEMINAR 2016

EMERALD: July 24 – 27

DIAMOND: July 27 – 30

RUBY: July 31 – Aug. 3

SAPPHIRE: Aug. 3 – 6

Mark Your
Calendar
Today!

Prizes • Recognition • Education • Fun

The only thing
that can make it better?

YOU!

Join us in Dallas for
the experience of a lifetime.

trending @ MK



You Go, Girl!

International Women's Day is March 8.

This is a great time to reach out to your customers and celebrate the women in your life and your community!

#GlowAndTell

21

THE 21-DAY SKIN CARE CHALLENGE

Refresh Your Glow.

It's time for a spring clean. The **#GlowAndTell** challenge may be just the ticket to a skin care refresh. Are your customers game?

inside THIS ISSUE



Show Up to Go Up!

You get education, inspiring speakers and great girlfriend time at **Career Conference 2016**. Plus, you'll receive a **product credit** and a **Seminar registration discount** when you attend. Register today!

Spring Forward!

Daylight saving time starts **March 13**, which means an hour less sleep. A great time to rescue your customers with **Mary Kay® Concealer** and **Indulge® Soothing Eye Gel**.



Body Confidence

Help your customers feel good about their bodies in time for swimsuit season with the new **TimeWise Body™ Smooth-Action™ Cellulite Gel Cream**. Plus, get great **tips on how to promote and sell**.
pages 2-3

Spring Trends

Experience the **new spring color collection** and discover spring **fashion trends** to share with your customers.
pages 4-6

Dollars and Scents

Introducing Mary Kay's **newest fragrance, Forever Diamonds™**. Plus, discover how to promote all of the wonderful **Mary Kay®** fragrances.
page 7

Sun and Games

Great **Mary Kay®** products for spring to heat up your sales.
page 14

TimeWise Repair®

Reveal **youthful-looking skin** with one of Mary Kay's **best-selling skin care regimens**.
page 15

High Marks

Mary Kay InTouch® has resources to help you learn, develop and grow in your Mary Kay business.
page 17

Tips From the Top

Independent Sales Directors share their tried-and-true ways to help you in your Mary Kay business.
pages 18-19

Boost Your Body Confidence.

NEW! *TimeWise Body™ Smooth-Action™* Cellulite Gel Cream can **help your customers feel better about the way their bodies look.** And just in time for swimsuit season!



NEW! *TimeWise Body™ Smooth-Action™*

Cellulite Gel Cream

Formulated with glycolic acid, caffeine, argan oil, plus botanical and marine extracts, this gel cream:

- VISIBLY minimizes the appearance of stubborn cellulite.
- DRAMATICALLY reduces the look of cellulite and leaves problem areas looking firmer and tighter.
- ABSORBS quickly.
- SUITABLE for all skin types.

NEW! *Mary Kay® Smooth-Action™*

Body Massager

Twice a day, apply gel cream liberally to cellulite-prone areas. Massage thoroughly with the massager in circular motions until product is fully absorbed. Focused massage can help improve circulation and help energize skin.



\$40



\$10



\$45



GREAT Deal!

Special-Edition† *TimeWise Body™ Smooth-Action™* Cellulite Gel Cream and *Smooth-Action™* Body Massager Set



You'll find a great product education video on [Pink Link®](#) online!



Mary Kay invested years of research to create a product that gives women the power to **dramatically reduce the appearance of cellulite**. *TimeWise Body™ Smooth-Action™ Cellulite Gel Cream* incorporates **highly effective ingredients** that target the look of stubborn cellulite. It's been **thoroughly-tested** and **proven to deliver the results women want**.

– Dr. Michelle Hines
Mary Kay Director, Research & Development

THE TRUTH About Cellulite

- Affects women of all shapes and sizes.
- Genetics and hormones are contributing factors.
- No cure, but you can help improve the appearance of cellulite.

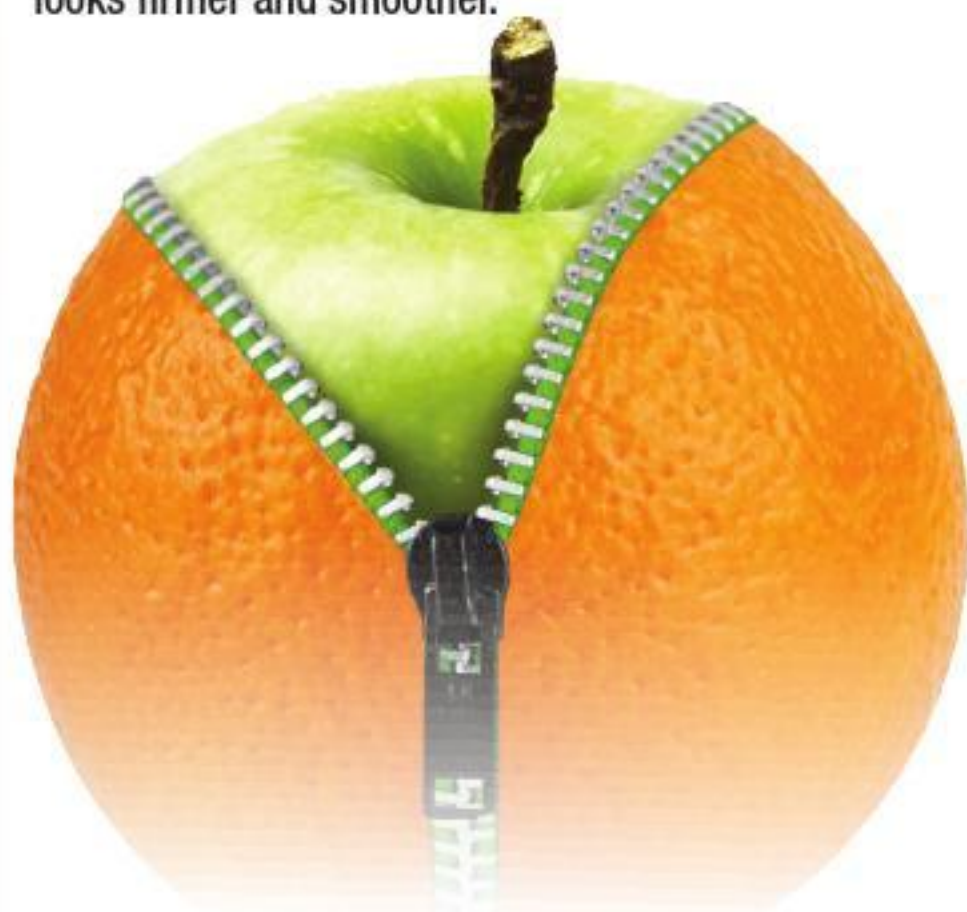
Real WOMEN. Real RESULTS.

You can share these statistics.

- After 2 weeks, 9 out of 10 said their skin felt smoother.*
- After 3 weeks, it was clinically shown to improve the appearance of cellulite and skin firmness.**
- After 9 weeks, 87% said it dramatically reduced the look of cellulite.*

How It WORKS

This targeted product is formulated to deliver the benefits your customers want: **cellulite that looks less noticeable** and **skin that feels tighter** and **looks firmer and smoother**.



QUESTIONS?

We've Got Answers!

Who's the customer? Anyone who ...

- Feels self-conscious about cellulite.
- Understands that taking care of skin doesn't stop at your face.
- Uses *TimeWise Body™ Targeted-Action® Toning Lotion* and other *Mary Kay®* products.

How do I sample?

Since regular usage is necessary to see optimum results, a sample may not be adequate for visible benefits. Remember to offer the *Mary Kay® Satisfaction Guarantee*.

How does it compare to *TimeWise Body™ Targeted-Action® Toning Lotion*?

Used together, the benefits complement each other:

- Use the gel cream on cellulite-prone areas.
- The toning lotion has 24-hour moisturizing benefits and is formulated for the entire body.
- Both products have the same invigorating scent.

What's the order of application?

A.M./P.M.

1. Dry completely after your shower. Then apply *TimeWise Body™ Smooth-Action™ Cellulite Gel Cream* to cellulite-prone areas only.
2. You can then apply *TimeWise Body™ Targeted-Action® Toning Lotion* (or *Mary Kay® Hydrating Lotion*) all over the body.

A.M.

If you're outdoors, apply *Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50+* to exposed areas.



Independent Executive
Senior Sales Director
Allison Wheeler
Gainesville, Ga.

Selling Tips!

1 TRY. It's easier and more exciting to sell when you see results yourself.

2 ASK OTHERS TO TRY.
Doing so can give you insight from your customers.

3 BUNDLE.
This product pairs with *TimeWise Body™ Targeted-Action® Toning Lotion*. Display them together at your parties to show guests you have what they need in time for swimsuit season.



4 USE MARKETING TOOLS.
Customer fliers, how-to videos, social media posts, fact sheets – *Mary Kay InTouch®* can help you share and sell!

“ This new product is a great reason to reach out to your customers. There are always those who want to be **first in line with anything new**. Here's a perfect opportunity, just in time for spring breaks and vacations! ”

– Allison Wheeler

*Results reflect the percentage of women who agreed with the statements during a nine-week independent consumer study in which 136 women used the product morning and night.

**Results based on assessment of perceived improvement by an independent skin measurement expert during a 12-week independent clinical study in which 41 women used the product morning and night.

†Over-the-counter drug product

Into the Garden™

NEW!

Limited-Edition† Into the Garden™ Collection

Your customers can embrace spring's soft, romantic looks inspired by **acclaimed fashion designer Patricia Bonaldi.**



The Perfect Pair

Add the beauty expertise of **Mary Kay Global Makeup Artist Sebastian Correa** to create an irresistible makeup collection your customers will love!

NEW!

Limited-Edition†
Into the Garden™ Color Compact, \$35
Complementary lip and eye colors in one **purse-friendly compact** with a dual-end applicator. **LIP COLORS:** Nude, Pink and Coral. **EYE COLORS:** Natural Taupe, Pink, Violet and Plum Brown.



Get a great **how-to video** on applying a bright spring trend look on **Mary Kay InTouch®.**



NEW! Limited-Edition†
Into the Garden™ Beauty Blotters®
Oil-Absorbing Tissues, \$6,
pk./75 tissues

The blotters your customers love in a beautiful package.



NEW! Limited-Edition† Into the Garden™ Soap Set, \$15
A trio of Citrus Tea scented pastel soaps beautifully packaged in a gift box. Set includes **three individually wrapped bars.**



Erika is wearing **Natural Taupe, Pink and Plum Brown** eye colors and **Coral** lip color from the limited-edition† *Into the Garden™* Collection.



NEW! Limited-Edition† *Into the Garden™* Nail Lacquer, \$9.50 each

Light and airy nail colors are spring's fashion fairy dust. Available in Coral Blossom, Pink Magnolia and Sweet Lilac.



NEW! Limited-Edition† *Into the Garden™* Nail Appliqués, \$8
Easy-to-apply decals deliver an unexpected feminine touch.



Independent Future Executive Senior Sales Director
Rosanne Clark
Goshen, Ind.

Quick Wins!

“I use trend color as a **booking tool for follow-up appointments** after skin care parties. I encourage my customers to **invite friends for a fun party** where they can **try new colors plus Mary Kay's best-selling regular-line products** like *Mary Kay® Oil-Free Eye Makeup Remover* and mascaras. It helps me **get more sales and more parties booked**. Plus, my customers love a seasonal look.”

— Rosanne Clark

NEW! Limited-Edition†

***Into the Garden™* Pedicure Set, \$28**

Includes 10 Foot Fizzies, Foot Scrub, One Pair Toe Separators, Emery Board and Mesh Collection Bag



EXTRA PAMPERING IDEAS

- *Mint Bliss™* Energizing Lotion for Feet & Legs, \$11
- *Indulge®* Soothing Eye Gel, \$16





SPRING **Selling Ideas!**

- Host a ***Step Into the Garden*** tea party. You can use the new ***Into the Garden™*** place mats.*
- Download ***Into the Garden™***-themed product display cards* for your party.
- Watch the ***Into the Garden™*** how-to videos* to get expert tips you can use with your customers.
- Apply a one-click trend look to your customer's photo using the ***Mary Kay® Virtual Makeover App***.* Then email it, along with the product list, for potential sales.
- Send a link to the **Spring/Summer 2016 *Trend Report**** or ***eCatalog**** to your trend-savvy customers. You also can share the link on social media.
- **Create your own product bundles** with a combination of limited-edition† and regular-line products. Hint! ***Lash Love®*** Lengthening Mascara, ***Mary Kay®*** Mineral Cheek Color Duo and ***Mary Kay®*** CC Cream Sunscreen Broad Spectrum SPF 15** are great complements to this collection!

SPRING **Fashions!**

Be a trend expert for your customers.

- **HAIR:** Carefree, yet feminine, with tousled buns, loose curls and pretty ponytails.
- **EYES:** Light and flirty with fresh pops of floral colors.
- **LIPS:** Glossy and fresh with a hint of sheer color.
- **NAILS:** From appliquéd details to shy pastels, nails span the style spectrum.
- **FASHION:** Pastel denim, voluminous skirts and mid-knee hemlines. Delicate florals, breezy lace dresses and simple blouses.
- **DETAILS:** Eyelet, petal prints, pretty pastels paired with bright pops of color, delicate repeat patterns, feminine pleats, lace, pearl and crochet accents.
- **ACCESSORIES:** Delicate rose gold jewelry, happy-colored handbags and clutches, bow-bestowed heels and pointy-toed flats.



Forever Diamonds™

Embrace Every Moment™.



\$40 Eau de Parfum

- **Top Notes:** Jasmine petals, golden peach, "Diamond" orchid Scent TREK®
- **Middle Notes:** Tuberose absolute, delicious apricot, heliotrope
- **Bottom Notes:** White amber, radiant musk, Madagascar vanilla bean, soft woods

NEW! *Forever Diamonds™* is inspired by the special milestones in a woman's life. Her engagement, wedding day, anniversaries and beyond. This floral-fruity fragrance is a celebration of her.



\$20 each

Limited-Edition†
Shower Gel

Limited-Edition†
Body Lotion

Limited-Edition† Gift With Purchase

When your customers buy each of the three *Forever Diamonds™* products, they receive the *Forever Diamonds™* trend-inspired cosmetic bag **FREE!**



Matches limited-edition†
Mary Kay®
Into the Garden™
Collection

Try, Then Buy!

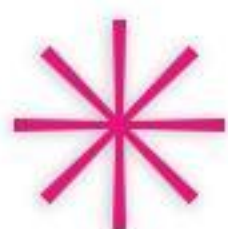
Drop a sample vial in your customer's product order and let her try this beautiful new fragrance.

***Forever Diamonds™* Spray Vial Samples**
in Section 2, pk./6, \$4



MORE Beautiful Fragrances to Offer

- *Belara®* Eau de Parfum, \$38
- *Bella Belara®* Eau de Parfum, \$38
- *Belara Midnight®* Eau de Parfum, \$38
- *Cityscape®* Eau de Parfum, \$50
- *Journey®* Eau de Parfum, \$40
- *Thinking of Love®* Eau de Parfum, \$32
- *Thinking of You®* Eau de Parfum, \$32



Mary Kay InTouch® has great ideas to grow your wedding business!



Independent
Sales Director
**Larelle
Bryson**
Hyde Park, Mass.

Easy Wins!

“ I love fragrance parties for women, but around special occasions, I'll include men too. I use the **“What's Your Fragrance Personality?”** quiz that you can download from *Mary Kay InTouch®*. It's a great icebreaker that creates fun interaction. **I always wear a Mary Kay® fragrance** when I'm out and **keep product handy**, so when someone compliments me, I'm ready! ”