

MARY KAY

MARCH 2018

applause®



K.I.S.S & TELL

We LOVE how you make others feel Confident, Beautiful and Connected!

Rock Stars! 

Introducing even more **recognition** to showcase the stars YOU are!
Starts on Page 9



SKIN KISSED *Head to Toe*

New *Satin Body*® Collection features velvety shea butter and the refreshing white tea and citrus scent.

NEW! SATIN BODY® COLLECTION

Revitalizing Shea Scrub, \$18 Exfoliates and immediately buffs away dry skin.

Indulgent Shea Wash, \$18 Envelops skin in rich lather that gently cleanses and leaves skin feeling refreshed.

Silkening Shea Lotion, \$18 Instantly comforts and melts into skin, providing immediate relief for dryness.

Special-Edition† *Satin Body*® Whipped Shea Crème, \$22 Clinically shown to instantly moisturize skin and keep it moisturized all day!††



SHARE THE LOVE!

Contact *Satin Lips*® and *Satin Hands*® lovers to schedule a head-to-toe Spring Pamper Party. Promote *Satin Body*® via text, email or social media. Images available on *Mary Kay InTouch*® under Resources / Digital Assets.



POWER OF SHEA:

Extracted from the nut of the African shea tree, shea butter has been used for centuries to protect, enrich, soften and hydrate skin.

Fan Favorites

Back for a limited time!



Special-Edition† *Mary Kay*® Sun Care After-Sun Replenishing Gel, \$15

After a day in the sun, enjoy this cooling hydrating gel. Leaves skin feeling soft and silky, never sticky.



TIP: Exfoliate with *Satin Body*® Revitalizing Shea Scrub to prepare skin for tanning lotion.



Special-Edition† *Mary Kay*® Sun Care Subtle Tanning Lotion†, \$18

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks.

All prices are suggested retail.

†Available while supplies last ††Based on biophysical testing

‡Does not contain sunscreen and does not protect from the sun



Gloria Mayfield Banks



Patricia Turker



Gloria Castaño



Kathy Helou



Lisa Madson

ALL IN *On You!*
¡Al cien contigo!

There's a reason this magazine is called *Applause*®. That's why we've expanded the recognition to include more pages and more color – to better celebrate YOU! Check it out! / Por algo se llama la revista *Aplausos*®. Por eso hemos ampliado los reconocimientos para incluir más páginas y color... ¡para celebrarte mejor!



Carol Anton



Sonia Pérez



Lupita Magaña



Debi Moore



Pamela Fortenberry-Slate

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVS DEL AÑO A LA FECHA

ON-TARGET INNER/DIAMOND/ GOLD CIRCLE

EN MARCA PARA EL CÍRCULO INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for November 2017, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for October 2017.) 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, 2017./ Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en noviembre de 2017; crédito de clasificación del Impulso de Octubre; gratificaciones de DNV por desarrollo de liderazgo y comisiones de DNV como parte de la participación de la DNV en el Programa de Desarrollo de Liderazgo Global de octubre de 2017.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2017 al 30 de Nov. de 2017.

INNER CIRCLE / CÍRCULO INTERIOR \$650,000

Gloria Mayfield Banks
\$284,289

\$600,000
Patricia Turker
\$264,600
Gloria Castaño
263,436
Kathy Helou
258,221

\$550,000
Lisa Madson
\$234,662

\$500,000
Carol Anton
\$226,868
Sonia Páez
210,082

\$450,000
Lupita Magaña
\$198,217

\$350,000
Debi Moore
\$155,483
Pamela Fortenberry-Slate
152,401
Stacy James
150,754
Cindy Williams
148,885

\$325,000
Pamela Waldrop Shaw
\$140,100

DIAMOND CIRCLE / CÍRCULO DIAMANTE \$300,000

Sara Pedraza-Chacón
\$126,317
Anabell Rocha
125,313

\$250,000
Dayana Polanco
\$122,614
SuzAnne Brothers
120,333
Ada García-Herrera
114,873

Linda Toupin
113,392
Dacia Wiegandt
113,284
Sandy Valerio
110,302
Kristin Myers
109,159
Anita Tripp Brewton
108,473
Cyndee Gress
106,798
Dawn Dunn
104,745

\$200,000
Julia Burnett
\$103,583
Lia Carta
103,422
Julianne Nagle
103,155
Kay Elvrum
102,351
Evelinda Díaz
101,736

Julie Krebsbach
99,621
Kerry Buskirk
96,229
Paola Ramírez
94,867
Sonia Bonilla
94,764
Yosaira Sánchez
93,549
Davanne Moul
92,925
Mary Estupiñan
92,072
Connie Kittson
92,035
Lily Orellana
88,985
Kimberly Copeland
87,133
Cindy Fox
86,016
Mayuli Rolo
84,786
Sue Pankow
84,209

GOLD CIRCLE / CÍRCULO DE ORO \$150,000

María Monarrez
\$81,817
Alma Orrostieta
77,769
Morayma Rosas
77,768
Consuelo Prieto
77,184
Noelia Jaimes
76,659
Scarlett Simpson
74,808
Rosibel Shahín
74,573
Shannon Andrews
74,028
Maureen Ledda
73,928
Gloria Báez
73,036
Jamie Cruse-Vrinios
72,435
Lorraine Newton
72,362
Monique Balboa
71,769
Evelia Valdez-Cruz
70,917
Jan Thetford
70,014
Candace Laurel Carlson
69,673
Joanne Bertalan
69,325
Yvonne Lemmon
69,284
Alicia Lindley-Adkins
69,221
Gay Hope Super
69,154
Susan Hohlman
69,046
O'Nelly Encarnación
67,620
Jeanie Martin
66,416

Valerie Bagnol
66,247
Lisa Allison
65,258
Tammy Crayk
64,408
Leah Lauchlan
63,710

\$125,000
Debra Wehrer
\$61,605
Elizabeth Muna
61,074
Rebecca Evans
61,062
Cathy Bill
60,990
Pam Higgs
60,902
Kim McClure
60,153
Kirk Gillespie
59,867
Pam Klickna-Powell
59,863
Luzmila Abadia Carranza
59,616

Juanita Gudiño
59,604
Diane Mentiply
59,552
Alia Head
59,327
Lupita Díaz
58,481
Janis Z. Trude
58,276
Kate DeBlander
58,167
Kristin Sharpe
57,958
Pam Ross
57,768
María Flores
57,390
Somer Fortenberry
57,210
Gladis Elizabeth Camargo
57,146
Auri Hatheway
56,027
Kym Walker
55,777
Crystal Trojanowski
55,533
Deb Pike
55,192
Pamela Tull
55,146
Marilyn Marte de Melo
54,606
Glinda McGuire
54,339
Lynnea Tate
53,905
Michelle Sudeth
53,631
Rosa Bonilla
53,553
Diana Sumpter
52,937
Brenda Segal
52,658
Carmen Hernández
52,298

MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y COMISIONES MENSUALES

NSD commissions above \$10,000 earned in November plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts./Comisiones mayores de \$10,000 ganadas en noviembre además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

RUBY/RUBÍ

Carol Anton**
\$42,439
Stacy I. James**
35,139
Cindy A. Williams*
30,570
Lia Carta**
29,722
Linda C. Toupin
25,570
Sandy Valerio*
21,458
Julie Krebsbach*
21,361
Kim L. McClure
19,688
Mary Estupiñan*
18,043
Anabell Rocha*
17,013
Sherril L. Steinman
16,729
Brenda Segal*
16,610
Cindy Fox*
15,908
Jan L. Thetford
15,568
Cathy Bill*
15,360
Gloria Báez*
14,455
Lara F. McKeever
14,173
Candace Laurel Carlson*
13,720
Bea Millsagle
12,808
Kate DeBlander
12,460
Deb Pike
12,348
Tammy Ramage
12,027
Crystal Trojanowski
11,998
Patty J. Olson
11,192
Michelle L. Sudeth*
10,904
María Flores
10,834
Gena Rae Gass
10,719
Kathy Rodgers-Smith
10,686
Brittany Kaps*
10,529
Donna B. Meixsell
10,372
Lily Gauthreaux
10,345

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$49,169
Kathy S. Helou***
47,275
Debi R. Moore*
29,930
SuzAnne Brothers*
28,303
Paola Ramírez
23,645
Consuelo R. Prieto*
23,489
Pamela A. Fortenberry-Slate*
23,214
Cyndee Gress*
22,513
Valerie J. Bagnol*
22,007
Kristin Myers*
20,804
Sara Pedraza-Chacón*
20,789
Davanne D. Moul*
19,864
Alma Orrostieta
18,716
Morayma Rosas
17,841
Kimberly R. Copeland
17,318
Diane L. Mentiply
15,908
Lorraine B. Newton
15,037
Alicia Lindley-Adkins*
14,310
Maribel Barajas
13,631
Somer Fortenberry
13,548
Scarlett Simpson*
13,074
Gladis Elizabeth Camargo*
12,848
Mia Mason Porter
12,817
Debra M. Wehrer
12,669
Janis Z. Trude
12,635
Alejandra Zurita
12,368
Heather A. Carlson
12,263
Diana Heble
11,870
LaRonda L. Daigle
11,218
Angie S. Day*
11,037
Elaine Kimble Williams
10,960
Glinda McGuire*
10,900

Dawn Otten-Sweeney
10,811
Julie Weaver
10,748
Sylvia Kalicak
10,632
Ruth L. Everhart
10,420

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$68,220

Patricia Turker**
58,809
Sonia Pérez**
36,838
Sonia Bonilla
23,120
Dacia Wiegandt*
21,950
Joanne R. Bertalan*
21,330
Evelinda Díaz*
20,724
Noelia Jaimes*
20,586
Julianne Nagle*
20,144
Dayana Polanco*
19,566
Mayuli Rolo*
19,435
Ada García-Herrera*
19,227
Kerry Buskirk*
18,325
Anita Tripp Brewton*
17,917
Rosibel Shahín*
17,636
Pamela Tull
17,120
Maureen S. Ledda*
16,780
Jamie Cruse-Vrinios
16,369
Tammy Crayk
15,522
Kirk Gillespie
15,291
Monique Balboa
14,842
Pam I. Higgs
14,021
Gillian H. Ortega
13,341
Natalie Privette-Jones
12,878
Kym A. Walker*
12,795
Auri Hatheway
12,518
Noemi C. Jaimes
12,222
Pam Klickna Powell
11,821
Marilyn Marte-De Melo
11,534
Crisette M. Ellis
11,446
Gina Rodríguez-Orriola
11,317
Luzmila Abadía Carranza*
11,221
Bianny Ramírez
10,991
Caterina Harris Earl
10,989
Roya Mattis
10,549
Cristi Ann Millard
10,321

DIAMOND/DIAMANTE

Lisa Madson*

\$51,437
Gloria Castaño***
38,952
Pamela Waldrop Shaw**
35,187
Dawn A. Dunn*
25,409
Julia Burnett*
21,808
O'Nelly Encarnación
21,772
Kay E. Elvrum
21,634
Yosaira Sánchez*
21,034
Lily Orellana
19,295
Sue Pankow
18,131
Shannon C. Andrews*
18,075
Connie A. Kittson*
17,620
Kristin Sharpe
17,021
Lisa Allison
16,089
María Monarrez
15,898
Leah Lauchlan
15,843
Susan M. Hohlman*
15,097
Kaye Driggers
14,876
Julia Mundy
14,649
Evelia Valdez-Cruz
14,638
Jeanie Martin
14,317
Holli Lowe
14,123
Sharon L. Buck
13,580
Vicki Jo Auth
12,867
Rebecca Evans*
12,649
Lynnea E. Tate
12,637
Alia L. Head
12,606
Lynne G. Holliday
12,457
Robin Rowland
12,456
Yvonne S. Lemmon
12,308
Diana Sumpter
12,208
Heidi Goelzer
12,171
Roxanne McInroe
12,144
Marixa González
11,336
Pam Ross*
10,968
Rosa Bonilla*
10,799
* Denotes Senior NSD
** Denotes Executive NSD
*** Denotes Elite Executive NSD
* Denota DNV Senior
** Denota DNV Ejecutiva
*** Denota DNV Ejecutiva de Élite

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in November 2017./Integrantes del cuerpo de ventas independiente que 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 2017.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

RUBY/RUBÍ, Krystal Downey-Shada,
Go-Give Area, \$88,921
SAPPHIRE/ZAFIRO, Julie Neal, Go-Give Area, \$85,712

EMERALD/ESMERALDA, Nancy Boucher, Go-Give Area, \$100,526

DIAMOND/DIAMANTE, Nancy Castillo,
G. Castaño Area, \$106,882

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

RUBY/RUBÍ, Cheryl Lueck, Go-Give Area, \$16,913

SAPPHIRE/ZAFIRO, Maria Cuevas De Sanchez,
E. Chávez Area, \$13,350

EMERALD/ESMERALDA, Kris Stilen, Go-Give Area, \$10,699

DIAMOND/DIAMANTE, Julie Giannasi,
Go-Give Area, \$13,774

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

RUBY/RUBÍ, Tanya Valdez,
B. Kernan Unit,
L. Gauthreaux Area, \$22,599

SAPPHIRE/ZAFIRO, Tristan Ellis, W. Copeland Unit,
K. Copeland Area, \$13,891

EMERALD/ESMERALDA Erica Kerrin,
D. Autry Unit, Go-Give Area, \$16,677

DIAMOND/DIAMANTE, Martha Murphree, B. Prewett Unit,
Go-Give Area, \$15,072

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

RUBY/RUBÍ, Kathy Morris, P. Bojan Unit,
Go-Give Area,

SAPPHIRE/ZAFIRO,
Ceila Reyes, A. Duran Unit, A. Zurita Area

EMERALD/ESMERALDA Sales Director
Maria Molina, S. Wallace Area

DIAMOND/DIAMANTE, Denny Garcia,
D. Duarte de Mollinedo Unit, G. Castaño Area

13

14

16

16

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for November 2017./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en noviembre de 2017.

RUBY/RUBÍ

Candace L. Doverspike, 35
Tina M. Ellender, 31
Maria Bautista, 23
Karen E. Gardner, 22
Alama L. Castro Magana, 21

SAPPHIRE/ZAFIRO

Maria Elena Coyote, 33
Maria L. Bautista, 27
Chelsea C. Altman, 26
Julia A. Luna, 24
Patrice M. Smith, 24
Lafreda D. Williams, 23
Tirza Llanes, 22
Laura M. Villalpando, 22

EMERALD/ESMERALDA

Katy Goldstein, 33
Olga Cuzco, 31
Mariana Moreno, 28
Patricia Ofarrill, 27
Ebun Osaze, 25
Martha L. Garay, 23
Theodora W. Bradley, 21
Karla B. Rivera, 21
Audrey J. Doller, 20
Yudith Pupo, 20

DIAMOND/DIAMANTE

Claudia Chavez, 41
Nancy M. Castillo, 39
Glori A. Gillespie, 34
Dalila Duarte de Mollinedo, 33
Dana Davis-Armstead, 27
Alicia Kingrey-Lokai, 21
Delmi C. Santos, 21
Therma A. Aguasvivas, 20

SALES MENTORS

MENTORAS DE VENTAS

Special thanks to the sales mentors for the November, 2017, *New Independent Sales Director Education class*./ Un agradecimiento especial para las mentoras de ventas de las clases de educación para nuevas Directoras de Ventas de noviembre de 2017.



Anabell Rocha
Senior National
Sales Director
Ruby Seminar



Kim McClure
National Sales Director
Ruby Seminar



Karime Rosas
Future Executive Senior
Sales Director
Wichita, Kan.
Diamond Seminar



Vicki Piccirilli
Senior Sales Director
Wesley Chapel, Fla.
Sapphire Seminar

EMERALD / ESMERALDA

NEW DEBUTS / DEBUTES

September/Septiembre 2017

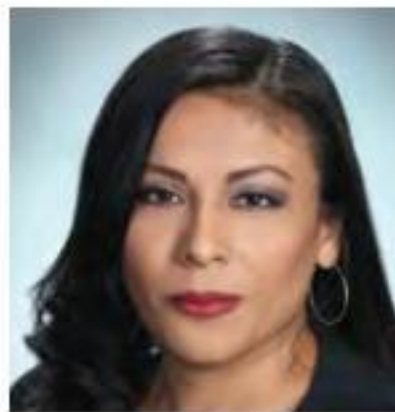
Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch** under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch**. En el apartado "Recursos", haz clic en "Programa DIQ".



Sara Janice Grengs
Duluth, Minn.
D. Spillman Unit



Marcy Lee Liberatore
Raleigh, N.C.
K. Holland Unit



Rosalía Vences
Kernersville, N.C.
N. Jaimes Unit



Eusebia Zamudio
Washington, D.C.
P. Turker Unit



Chasity Austin*
Radcliff, Ky.
M. Walczak Unit



Taneshia Aereail Bain*
Chesapeake, Va.
M. Huff Unit



Santa Benitez Rondon*
Philadelphia
B. Cortorreal Unit



Raquel Anderson Eason*
Dubberly, La.
T. Franklin Unit



Gloria Flores-Canales*
Houston
M. Bonilla Unit



Marsha Renee Gray*
Richmond, Texas
G. Mayfield Banks Unit



Keirsten Taylor Kowalski*
Mount Wolf, Pa.
B. Wilbur Unit



Emily Lamb*
Royse City, Texas
L. Gregory Unit



Danielle Moon Pace*
Henrico, Va.
K. Riddle Unit



Dawn Marie Preszler*
Hosmer, S.D.
H. VanWell Unit



Judith Washington Willis*
Virginia Beach, Va.
C. Whitehead Unit

Not pictured/Sin foto: Yuri Albares, Brentwood, N.Y., E. Díaz Unit; Brenda J. Barrow, Dayton, Ohio, M. Jenkins Unit; Bessy Betancourt, New Orleans, R. Umana Unit; Rigo A. Ek-Chan, Canoga Park, Calif., R. Castillo Unit; Gail Essigmann, Troupsburg, N.Y., T. Clymer Unit; Martha Lizzeth Garay, Frederick, Md., A. García-Herrera Unit; Johanna Y. Gonzalez Ospino, Kissimmee, Fla., A. Guerra Unit; Glenda Hernandez, Gaithersburg, Md., K. Paez Unit; Nancy Hernandez, Lehigh Acres, Fla., V. Prado Unit; Faviola Huertas, Santa Ana, Calif., E. Fonseca Unit; Brandi Ann Lenzen, Garden City, S.D., N. McDaniel Unit; Dorothea Lester, Kannapolis, N.C., K. Walker Unit; Christi Lott, Garland, Texas, S. Goodwin Monday Unit; Cristina Martinez-Garcia, Wimauma, Fla., Y. Alvarado Unit; Everlin Yadira Noriega, Sunrise, Fla., J. Becerra Unit; Ilenny Padilla, Houston, L. Hidalgo Unit; Juliana Reyes, Orlando, Fla., G. Valdes Unit; Berneice T. Shaw, Marion, S.C., B. Lindsay Unit.

*Previously debuted/Debutó con anterioridad.



DEAN'S LIST

LISTA DEL DECANO

November/Noviembre 2016

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Kayla Therese Cornish
Green Bay, Wis.
Sapphire Go Give Area
Sapphire Seminar



Celeste Pichardo
Providence, R.I.
Y. Sánchez Area
Diamond Seminar



Lizi Marie Gregory
Wylie, Texas
Emerald Go Give Area
Emerald Seminar



For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch**. / Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch**.

TRIPLE CROWN TRIPLE CORONA

November/Noviembre 2016

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date./Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.



Lizi Marie Gregory
Wylie, Texas
Emerald Go-Give Area



FABULOUS 50S FABULOSOS 50

May/Mayo 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.

Not pictured./Sin foto: CaRita Bailey, Indianapolis, G. Mayfield Banks Area; Liset Hidalgo, Louisville, Ky., D. Polanco Area; Zahily Rodriguez, Louisville, Ky., D. Polanco Area.



Movita C. Harrisingh
Hyattsville, Md.
P. Higgs Area



- 1 ON THE MOVE
 - 2 FABULOUS 50s
 - 3 HONORS SOCIETY
- Rings are shown stacked./
Los anillos se muestran encimados.

ON THE MOVE EN ACCIÓN

September/Septiembre 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Brenda J. Barrow
Rigo A. Ek-Chan
Martha L. Garay
Glenda Hernandez
Brandi A. Lenzen

Marcy L. Liberatore
Cristina Martinez-Garcia
Eusebia Zamudio

Red jackets, cont.

MariaDominga D. De La Luz
Gisselle Y. De La Rosa
Paula V. De La Rosa
Patricia Dejesus
Michelle Dennis
Tiffany Dickerson
Linda D. Dyer
Miriam Eckheart
Marnie W. Edge
Delores E. Edwards
Ashleigh R. Eldridge
Jamie M. Ernst
Cristina Espinosa
Marie E. Ferriolo
Brenda Fierro
Sujey Flores
Janette Y. Flowers
Lissette Garcia
Marta Garcia
Yusnielky Garcia Madera
Jarenda S. Garner
Linda Gonzalez
Soley I. Gonzalez
Vanito H. Goodman
Blanca Guaman
Lia Guerra
Adelina Gutierrez
Grace N. Hamner
Samantha Harvey
Diana M. Hernandez
Hilda Hernandez
Marisela Hernandez
Maria E. Herrera
Teresa Hoagland
Linda S. Honey
Kimbrie E. Horton
Maria D. Jackson
Cleopatra Johnson
Lisa M. Korch-Schmidt
Jose Luis L. Macedo
Lorraine Macko
Yaimara Maldonado
Maria Maquilon
Ana Martinez
Ana Z. Mazariegos
Brittany McCormick
Delia G. Metcalf
Allison N. Miller

Juana Morales
Jennifer Morel
Katharine M. Norris
Natividad Nunez
Morayma M. Ogando
Norma Olmos
Juana E. Ozment
Karla M. Paredes
Lorena Pavon
Damaris Pena
Herita Perez
Keturah Powell
Megan T. Prothro
Saida Quintana
Veronica Quintanilla
Yury Y. Quinteros
Mariel E. Ramos
Leah D. Ray
Susan M. Redmond
Iris Yamileth Rivera
Kenia Rivera
Maria I. Rivera
Jacqueline Robinson
Tari L. Robinson
Berenice Rodriguez
Rufina Rodriguez
Patricia Rojero
Ana L. Ruiz
Olga Ruiz
Hector Saldana
Anthia B. Santana
Alexxus Santano
Claudia P. Sarmiento
Angela M. Scott
Donna Shaw
Silvia Sobalvarro
Karen Soperanez Alcantara
Vanessa Sortos
Piper Stankard
Adriana Torres
Maria G. Torres De Velazco
Brittany K. Treuer
Amanda J. Tyler
Yulemyit Urena Marte
Santos A. Urias
Brisseida Vasquez
Rita M. Vazquez
Tiffany M. Wibbenmeyer

Red jackets, cont.

Cynthia Widmar
Angela Wilkinson
Kimberly Williams
April T. Woods
Tracy C. Youngberg
Juana Zepeda



FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

November/Noviembre 2017

Independent Beauty Consultants who added at least three active new personal team members during November./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en noviembre.

Karla B. Abarca
Dannelia Abreu
Selene Aguilar
Carmen Elena Alder
Abdelia M. Aleman Estrada
Maria Apping
Amber E. Barnes
Virginia Benjamin Webber
Ysagrace L. Bohorquez
Monagas
Mildred Y. Bonet
Kristina B. Boyd
Carmen D. Bryant

Kourtney E. Burwell
Andrea Caceda-Sosa
Olga Cano
Yulibeth Capistran Tamayo
Arleen Cash
Adela D. Castillo
Amy Cope
Gissel Cornejo
Margaret A. Crenshaw
Margarita Crespo
Audrey T. Cribb
Wendy Cruz

GRAND ACHIEVERS GRAN GANADORAS

November qualifiers/

Calificadas en noviembre 2017

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch*®. Under "Resources," "Publications" and "Advance Brochure." /Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora, visita Recursos, Publicaciones y Folleto Avance en *Mary Kay InTouch*®.

**SALES DIRECTORS/
DIRECTORAS
DE VENTAS**

Gina M. Allen**
Lorena M. Arce**
Michelle R. Backman**
Beth A. Bailey**
Miriam L. Bohorquez**
Blanca Camarillo**
Melinda K. Ford**
Vanessa E. Guzman
Guerrero**
Kathleen M. Haag**
Bethany M. Hahn**
Nadeen R. Josephs Hogg
Jani Macias**
Zuliam Mejias**
Janet Ravelo**
Keyla Sanders
Kristina S. Schunk-Molina**
Maureen S. Thoendel**
Molly White-Pyles**
Evelyn Yadira Reyes

**CONSULTANTS/
CONSULTORAS**

Banke Ajibolade
Sydney N. Benson
Elizabeth A. Cole-Preyer
Margie F. Davis*
Ludys Escoto
Veronica Garciguirre
Marsha R. Gray+
Cherie Griffith-Dunn+
Beatriz Monge+
Aracely Moya+
Gilda Sarria
* Denotes requalified driver.
** Denotes September
qualifier.
+ Denotes October qualifier.
* Denota conductora
recalificada.
** Denota que calificó
en septiembre.
+ Denota que calificó
en octubre.

GOLD MEDALS

MEDALLA DE ORO

November/Noviembre 2017

Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

76 GOLD MEDALS	Sales Director	
Mercedes Cruz	5	8
61 GOLD MEDALS	Sales Director	
Ana De Leon	5	5
53 GOLD MEDALS	Sales Director	
Olushola Kuku	7	6
51 GOLD MEDALS	Sales Director	
Ana Castellon	5	8
Sales Director		
Linda Chasten	5	5
47 GOLD MEDALS	Sales Director	
Marta Hernandez	6	6
45 GOLD MEDALS	Sales Director	
Greyves Lutzow	7	5
44 GOLD MEDALS	Sales Director	
Mercy Bieni	8	5
41 GOLD MEDALS	Sales Director	
Paula Chavez	5	5
38 GOLD MEDALS	Sales Director	
Bridget Ekhatior	5	5
35 GOLD MEDALS	Sales Director	
Eva Reyes	5	7
34 GOLD MEDALS	Sales Director	
Lorena Arce	5	5
29 GOLD MEDALS	Sales Director	
Jacinta Gitau	5	16
28 GOLD MEDALS	Sales Director	
Michelle Cunningham	5	5
27 GOLD MEDALS	Sales Director	
Maria Ester Rubio	6	5
Sales Director		
Imelda Sorto	5	5
26 GOLD MEDALS	Sales Director	
Leslie McKinney-Smith	5	5
Sales Director		
Debbie Thomas	6	5
25 GOLD MEDALS	Sales Director	
Olimpia Castillo	5	7
24 GOLD MEDALS	Sales Director	
Maritza Arce	6	5

Inez Jones,	5	
A. Jurek Unit		
Sales Director		
Cristina Martinez-Garcia	5	
Juana Reyes,	6	
L. Tabares De Balcazar Unit		
5 GOLD MEDALS		
Sales Director		
Inalvis Bernal	5	
Sales Director		
Martha Garay	5	
Sales Director		
Gloria Moreno	5	
4 GOLD MEDALS		
Banke Ajibolade,	8	
O. Adegbayi Unit		
Sales Director		
Yineiki Ciprian	5	
Cindy Diaz,	10	
E. Diaz Unit		
Sales Director		
Alejandrina	6	
Gonzalez Garcia	7	
Allison Kwasniak,	7	
N. Beat Unit		
Sanjuana Vargas,	5	
E. Hall Unit		
3 GOLD MEDALS		
Yolanda Alberto,	10	
M. Castillo Unit		
Shirley Anderson,	6	
R. Clark Unit		
Omowunmi Babatunde,	6	
O. Adegbayi Unit		
Sydney Benson,	7	
K. Goldstein Unit		
Sales Director		
Jade Bossier	7	
Yolanda De Jesus Perez,	5	
Y. Moll Unit		
Hanna Hostetler,	5	
D. Warren Unit		
Rebecca Jones,	7	
T. Bradley Unit		
Cheryl Lovelace,	7	
J. Bolton Unit		
Sales Director		
Flor Rodriguez	5	
Maria Romero,	8	
E. Diaz Unit		
Rosa Romero,	7	
E. Diaz Unit		
Sales Director		
Olivia Ruiz	5	
Darlene Willis,	6	
T. Bradley Unit		
2 GOLD MEDALS		
Isabel Arenas,	5	
Y. Alvarado Unit		
Nohemi Cabrera,	5	
M. Villarreal Unit		
Bessy Chay,	5	
E. Jordan Unit		
Maria Delgado,	6	
Y. Gonzalez Unit		
Tiffany Dickerson,	11	
A. Adkins Unit		
Ludys Escoto,	8	
E. Vijil Unit		
Maria Garay,	7	
M. Garay Unit		
Mariela Gonzalez,	7	
M. Fernandez Unit		
Zoila Herrera,	6	
E. Jordan Unit		
Laura Kellar,	5	
J. Davis Unit		
Charissa Lacey,	6	
G. Boorum Unit		
Jacqueline LeClair,	5	
V. Hoffman Unit		
Claudia Mendoza,	5	
M. Avalos Unit		
Beatriz Montes Anderson,	9	
N. Jaimes Unit		
Gilda Sarria,	9	
M. Garay Unit		
Angela Scott,	10	
E. Osaze Unit		
Donna Shaw,	12	
G. Mayfield Banks Unit		
Donna Thomas,	5	
S. Crowell Unit		
Tanzala Watts,	5	
M. Calbert Unit		
Eugenia Zacarias,	5	
J. Alarcon Unit		
1 GOLD MEDAL		
Lisbeth Arocha,	5	
P. Ofarrill Unit		
Roxana Ayala Duran,	6	
M. Garcia Ventura Unit		
Basilia Azcona,	5	
S. Pereira-Morales Unit		
Susan Barnett,	5	
N. Wright Unit		
Christine Bennett,	5	
K. Walker Unit		
Dilcia Berrios,	8	
K. Rivera Unit		

Evelin Blanco,	5	
M. Canales Unit		
Margie Broughton,	5	
D. Shipman Unit		
Emma Cabrera,	5	
Z. Rodriguez Unit		
Jacqueline Carcases	6	
Velazquez,	8	
I. Padilla Unit		
Brittany Carr,	8	
C. Bloink Unit		
Ines Carrasco,	8	
L. Juro Unit		
Sandra Kay Conner,	5	
R. Strange Unit		
Marjorie Correa,	5	
R. Alvarez Unit		
Suyapa Cortez,	6	
M. Landaverde Unit		
Angela Creguer,	5	
S. Merchant Unit		
Margarita Crespo,	8	
N. Amaya Unit		
Esther Cuervo,	5	
Y. Pupo Unit		
Gisselle De La Rosa,	5	
L. Urena Mora Unit		
Paula De La Rosa,	8	
L. Urena Mora Unit		
Patricia Dejesus,	5	
A. Doller Unit		
Sulma Delgado,	6	
K. Vasquez Espinoza Unit		
Miriam Eckheart,	6	
M. Silva Unit		
Ashleigh Eldridge,	5	
T. Clymer Unit		
Jennifer Estrada,	5	
L. Pena-Price Unit		
Sujey Flores,	8	
K. Rivera Unit		
Lisette Garcia,	8	
R. Morel Unit		
Vilma Garcia,	5	
G. Mora Unit		
Yady Gomez,	5	
M. Piqueras Unit		
Laura Gonzalez,	8	
M. Zuniga Unit		
Vanito Goodman,	7	
J. Willis Unit		
Blanca Guaman,	9	
O. Cuzco Unit		
Cecilia Hernandez,	5	
B. Quintanilla Unit		
Diana Hernandez,	6	
M. Piqueras Unit		
Marisela Hernandez,	7	
O. Cuzco Unit		
Avigaid Hernandez Montiel,	7	
C. Hinojosa Unit		
Maria Herrera,	7	
I. Guerrero Unit		
Maria Jackson,	5	
T. Cromer Unit		
Emmanuel Jean Charles,	5	
L. Isaacson Unit		
Cleopatra Johnson,	5	
T. Bolden Unit		
Mayra Lopez,	6	
I. Hernandez Unit		
Juana Morales,	7	
O. Cuzco Unit		
Jennifer Morel,	8	
E. Guevara Unit		
Barbara Nunez,	5	
E. Sanchez Unit		
Jennie Panchame,	6	
L. Valdes Unit		
Lorena Pavon,	5	
R. Ventura Gomez Unit		
Maria Paz Salvador,	5	
C. Pantaleon Unit		
Damaris Pena,	7	
Y. Pupo Unit		
Herita Perez,	8	
G. Palacios Unit		
Catherine Petit Fernandez,	7	
N. Rodriguez Unit		
Saida Quintana,	5	
K. Sanders Unit		
Veronica Quintanilla,	8	
G. Palacios Unit		
Yury Quinteros,	8	
X. Castillo Unit		
Mariel Ramos,	7	
A. German Unit		
Iris Yamileth Rivera,	8	
B. Quintanilla Unit		
Kenia Rivera,	7	
A. Sanchez Unit		
Maria Rivera,	8	
T. Ahumada Unit		
Claudia Sarmiento,	5	
M. Moreno Unit		
Lakertisha Slade Mciver,	5	
G. Mayfield Banks Unit		
Elisa Suarez,	5	
M. Moreno Unit		
Adriana Torres,	7	
R. Shahin Unit		
Daniela Triptow,	6	
C. Carile Unit		
Brisseida Vasquez,	5	
V. Rivas Unit		

13% CLUB

CLUB DEL 13%

The top 25 independent sales force members 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.

EMERALD/ESMERALDA	Sales Director		
Michelle A.	\$2,286		
Cunningham			
Laura M. Gomez,	1,799		
H. Moreno Unit			
Sales Director			
Ashley N. Clinesmith	1,445		
Sales Director			
Leanne Parrino-	1,405		
Pheasant			
Sales Director			
Stephanie D. Castro	1,299		
Sales Director			
Ebun Osaze	1,298		
Sales Director			
Brittani M. Jenks	1,294		
Sales Director			
Amy M. Alber	1,289		
Sales Director			
Elva Jordan	1,288		
Sales Director			
Janice B. Hull	1,274		
Sales Director			
Ludys Escoto,	1,270		
E. Vijil Unit			
Sales Director			
Shelley MoneyEldridge	1,253		
Sales Director			
Leslie M. McKinney-	1,229		
Smith			
Sales Director			
Brenda L. Wilbur	1,213		
Sales Director			
Shawna D. Schneider	1,181		
Sales Director			
Kimbi L. Bartik	1,167		
Sales Director			
Marilyn A. Ricker	1,165		
Sales Director			
Kara Gallup	1,160		
Sales Director			
Heather K. Gieson-	1,157		
Cowma			
Sales Director			
Katy Goldstein	1,127		
Sales Director			
Shauna L. Abbotts	1,127		
Sales Director			
Tracy A. Clymer	1,116		
Sales Director			
Dawn Coby	1,111		
Sales Director			
Sheri Farrar-Meyer	1,108		
Sales Director			
Joanne Gardner	1,102		

ACHIEVEMENT CIRCLE/CÍRCULO DE LOGROS

November/Noviembre 2017

The top 100 Independent Sales Directors in each Seminar area based on their November 2017 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de noviembre de 2017.

RUBY/RUBÍ

Krystal Downey-Shada	\$88,921
Candace Lyn Doverspike	84,961
Lisa Hansen	82,574
Patti Cornell	77,689
Ryan Ashlee Rives	73,255
Breanna Renee Kernan	72,336
Laura Vernon Middleton	71,168
Thessy Nkechi Nwachukwu	71,126
Brenda Fenner	70,458
Susan Moore	68,722
Patty L. Bojan	64,035
Christy M. Cox	63,489
Stephanie Audino	58,715
Kylee Jean Renfrew	58,006
Laura L. Waters	57,680
Lisa D. Prescott	57,654
Rachael M. Bullock	57,502
Debbie A. Elbrecht	56,820
Diane K. Lundgren	56,793
Kali DeBlander Brigham	56,255
Jenna Marie Larson	56,130
Jennifer Isenhardt	56,120
Jeannette Curren-Cochran	56,093
K.T. Marie Martin	54,066
Kellee L. Valerio	53,646
Tina Marie Ellender	53,543
Mary Alice Dell	53,399
Valerie A. Lucio-Polk	53,159
Jeanie K. Navrkal	52,922
Nicole West	52,865
Barbara Fleet	52,848
Sherri Ammons	52,729
Heather A. Daniel-Kent	52,408
Crystal Caldwell Hubbard	52,355
Lisa Anne Harmon	52,066
Paula M. Kirkpatrick	51,315
Shawni Diggan	50,228
Donna Clark-Driscoll	50,185
Terry S. Smith	50,014
Cleta Colson-Eyre	49,880
Suzanne Moeller	49,289
Jordan Twilley	49,278
Carmen J. Felix	49,162
Lisa V. Bauer	48,923
Tammy Brown	48,765
Mya Hull	48,740
Breda M. Teal	47,881
Laurie C. Cole	47,827
Lori M. Langan	47,714
Barbara L. Harrison	47,663
Julie B. Potts	47,191
Brittany Mitchell	46,840
Elayne J. Watson	46,540
Marnie R. Yunger	46,020
Angela Irene Dingman	45,768
Judie Roman	44,917
Rhonda L. Barnett	44,802
Deborah J. O'Leary	44,568
September Anne James	43,998
Tracey L. Chavez	43,783
Bridget Stanton Penberthy	43,478
Natalyn R. Slaughter	42,844
Susan C. Ehrnstrom	42,790
Stephanie Lynn Coker	42,724
Lauren Nicole Bloomer	41,665
Laura A. Kattenbraker	41,318
Karen E. Gardner	41,245
Maureen Shipp	41,115
Jessica Leah Williams	41,092

Lorri E. Woehrle	41,036
Joanne C. York	40,594
Jan M. Moses	40,540
Reyna Nereyda Lepe	40,482
Taryn Janet Sneed	40,409
Amy C. Schule	40,373
Becky Goshorn	40,371
Elizabeth A. Kramer	40,367
Rachel Kristin Wahle	39,937
Sheryl Jean Arena	39,909
Shelley Townsley	39,756
Mary Sharon Howell	39,617
Randi S. Gleason	39,499
Kathy Brennan	39,472
Amie Christly	39,422
Sylvia Thomas Barritt	39,358
Ronda Faber	39,320
Lindsey Redfern Mills	39,316
Maria N. Espinoza	39,151
Kim DeCovich	39,149
Ginger J. Benedict	39,093
Nicole Medjesky-Dixon	39,031
Margarita Velez	38,857
Cissy E. Warren	38,543
Karlsna Muniz	38,471
Liz Whitehouse	38,469
Reina Murcia	38,443
Stacey P. Nelson	38,357
Ashley Cunagin	38,136
Milbella Sosa	38,106
Judy Lund	37,961

SAPPHIRE/ZAFIRO

Julie Neal	\$85,712
Randi Stevens	80,750
Waverly Rebecca Copeland	79,811
Debbie A. Weld	78,933
Vicki Piccirilli	78,378
Missy M. O'Neal	75,534
Keita Powell	70,450
Linda Meier	69,719
Chelsea Cooley Altman	67,410
Joli A. Dockery	62,857
Anita R. Rabelo	60,848
Marie E. Vlaminc	60,505
Lady Ruth Brown	59,604
Stephanie Lynne Lenard	59,340
Kimberly Leigh Moore	59,338
Jessica Holzbach	57,942
Patrice Moore Smith	57,803
Jenan W. Wood	56,309
Maria L. Bautista	55,858
Judith E. Cotton	55,172
Bonnie Crumrin	54,308
Jeanette M. Thompson	53,627
Kristi M. Anderson	53,233
Tracy Foltz	53,224
Robyn S. Cartmill	52,891
Dolores Keller	52,625
Bridget N. Howerton-Adams	52,153
Evelyn Pirhalla	52,153
Melody Missick	51,492
Katherine LaVerne Longley	51,454
Linda H. Rowsey	51,342
Julie Brindell Sapp	51,271
Michele Martella Armes	50,827
Jordan Eicher	50,827
Tracy Grodsky-Dunn	50,708
Jerlene Vrana	50,365
Laura Miriam Villalpando	50,277
Carol Lee Johnson	50,210

Maria Montes	50,064
Doris M. Quackenbush	49,827
Mariaelena Boquin	49,766
Terah M. Devine	49,632
Julie A. Griffin	49,581
Petie L. Huffman	49,421
Sandy Kay Gant	49,283
Sandra A. Zavoda	49,142
Patty Webster	48,888
Satarro Purnell	48,527
Maria Claxton-Taylor	48,486
Mary K. White	48,245
Danice C. McEldowney	48,150
Ann W. Sherman	47,668
Romaine Korzon	46,864
Maria Elena Coyote	46,707
Karla M. Reno	46,237
Joyce A. Newell	45,899
Pam Garner Moore	45,503
Jackie L. Root	45,434
Lafreda D. Williams	45,067
Tracy Potter	44,694
Karla Rae Plantan	44,420
Cynthia S. Sheppa	43,990
Candace Nicole Holte	43,573
Kivian Diaz-Harris	43,469
Jennifer Marie Ham	43,123
Laura Poling	42,964
Shelia Berry	42,783
Moleda G. Dailey	42,719
Brenda Ashlock	42,592
Candy I. Brown	42,571
Linné Lane	42,533
Mary Lou Ardohain	42,465
Linda S. Gates	41,966
Sherri Reindl	41,724
Amy J. Bowman	41,574
Kelly Ingham Brock	41,552
Jodi L. Feller	41,075
Dottie Huse	40,961
Suzanne Tripp-Black	40,826
Denise Yates-Hernandez	40,731
Kaye Yuen	40,725
Hazel White	40,636
Ruby Garner	40,308
Gloria Stakemiller	40,155
Michele Semper	40,124
Beth S. Austin	40,120
Penny J. Jackson	39,761
Maria G. Leon	39,713
Mary E. Feikles	39,610
Flor De Maria Maldonado	39,374
Bridget L. Shaw	39,296
Joni D. Koontz	39,175
Epsie J. Elmer	39,158
Kristen M Christen	38,794
Debra J. Witmer	38,773
Angela P. LaFrance	38,713
Jennifer G. Bouse	38,668
Kathleen Kirkwood	38,620
JoAnna P. Shipe	38,618
Christine M. Jessee	38,534

EMERALD/ESMERALDA

Nancy Boucher	\$100,526
Michele Salisbury Rankin	85,706
Katy Goldstein	81,199
Nicole Leigh McDaniel	80,928
Stacey Craft	78,110
Christine Denton Barrueco	75,387
Stacy D. Foust	70,987
Shauna Lynn Abbotts	70,324
Melinda M. Balling	69,228
Mary Strauss	68,884

Jo M. Cotton	64,569
Tina M. Dees	63,369
Jennifer L. Besecker	63,086
Doreen Stevens	61,749
Ebun Osaze	61,211
Carrie Bloink	60,872
Janice Baxter Hull	58,670
Deanna L. Spillman	57,913
Mariana Moreno	57,361
Jill Beckstedt	56,987
Karen E. Ridle	56,556
Brenda Stafford	54,157
Debra Allison	53,994
Luisa Urena Mora	53,866
Nikki Hall Edgemon	53,657
Bridgett Leigh Moore	53,610
Breanne Sufrin	53,532
Olayinka K. Adegbayi	53,478
Elva Jordan	53,088
Diane K. Autry	52,898
Betty McKendry	52,127
Margaret Neill	51,997
Valerie Yokie	51,946
Sheri Farrar-Meyer	51,918
Jill Ann McCoy	51,409
Menina M. Givens	50,937
Audrey J. Doller	50,826
Ashley N. Clinesmith	50,732
Alison Jurek	50,532
Maria Janet Koo	50,269
Chris H. Teague	50,239
Kim I. Sabourin	49,823
Emily Sujey Vijil	49,610
Ann Ferrell Smith	49,449
Brenda L. Wilbur	49,349
Deirdre L. Eschauzier	48,972
Joanna Helton	48,683
Maria Consuelo Piqueras	48,557
Lindsay Elizabeth Freisthler	48,150
Kimbi L. Bartik	47,862
Carolyn Thompson	47,787
Jacquelyn Dykstra	46,632
Cindy Anderson	46,319
Jeri O'Dell	45,977
Amber L. Towne-Geehan	45,643
Jodi Van Leeuwen	45,566
Phyllis I. Pinsker	45,325
Cheryl T. Anderson	45,153
Kathleen L. Holmberg-Botelho	45,141
Pam Kelly	44,868
Lesae Rae Franken	44,443
Carina Elizabeth Wright	44,351
Debbie A. Thomas	44,272
Martha Lizzeth Garay	43,998
Melissa Michelle Wilson	43,670
Hilda Lucia Moreno	43,443
Karla Beatriz Rivera	43,311
Joslyn Eaton	42,928
Jeanie Albers	42,578
Krista A. Johnson	41,921
Susana Pereira-Morales	41,698
Denise M. Guthrie	41,517
Dawn Wilson	41,495
Amy M. Alber	41,422
Melissa Ann Walczak	41,275
Theodora W. Bradley	41,112
Leanne Parrino-Pheasant	41,046
Linda Klein	41,027
Terrah Cromer	40,876
Nancy A. Berlin	40,873
Ashlee Campbell Crook	40,487

Mary C. Zimmerman	40,334
Ann Shears	40,275
Sandra Tatzer	40,272
Ginny Bertalan O'Kain	40,095
Elaine Jegi	39,992
Emily Stone	39,937
Irvine K. Foster	39,916
Yudith Pupo	39,664
Sidney Crowell	39,354
Richelle V. Barnes	39,314
Mara C. Lane	39,228
Yilliam Bruzon	38,727
Tandy Fischer	38,723
Leslie M. McKinney-Smith	38,536
Maggie Rader	38,504
Katherine Lizeth Paez	38,365
Michelle Anne Cunningham	38,348
Becki Hackett	38,326
Joy D. Bailey-Gress	38,231

DIAMOND/DIAMANTE

Nancy Castillo	\$106,882
Amy Kemp	93,184
Paula Kelsch	87,582
Alicia Kingrey-Lokai	84,786
Mary Kathryn King	83,930
LaChelle M. Seleski	82,902
Kim A. Messmer	79,975
Karime Rosas	79,291
Cindy Machado-Flippen	79,134
April Christine Hutchinson	76,894
Priscilla McPheeters	76,150
Allison Piro	75,452
Susan M. McCoy	74,790
Maggie Jo Eckert	73,761
Claudia Chavez	73,282
Crystal Dawn Gardner	71,247
Lindsey Denae Christenson	70,812
Yuvic Rocio Alvarado	70,743
Marsha Morrisette	70,434
Delmi Cristina Santos	69,626
Christi G. Campbell	67,661
Mary P. Creech	66,954
Mileta K. Kinser	65,072
Glori Ann Gillespie	63,719
Titilayo Felicia Otusajo	62,804
Stephanie A. Richter	62,467
Holly A. Brown	61,961
Gerri Anne Morris	61,324
Kathy R. Bullard	61,069
Sara Ruth Pennella	61,027
Suzanne T. Young	60,164
Kelly Willer-Johnson	58,624
Laura Elizabeth Knight	58,371
Alicia Borkowska	58,331
Tawnya Krempges	58,214
Susie Kopacz	57,257
Cheryl A. Searcy	56,394
Amanda Nicole Wright	55,671
Mariann Biase Mason	55,581
Sharon B. Carney-Wright	54,622

Emily Elizabeth Schuette	54,473
Patricia Carr	54,359
Linda T. Cartiglia	54,025
Kelly Kay Johnsrud	53,807
Olivia Mellon Shockley	53,691
Wendy Hayum-Gross	53,423
Celeste Byrd	53,296
Terri J. Beckstead	52,979
Sherrie Clark Purvis	52,455
Amy Zietlow	52,404
Cindy S. Kriner	51,853
Jennifer Messoro	50,935
Rhonda Kambeitz	50,754
Lindsay R. Stewart	50,199
Brenda Spain	49,937
Jil Johnson	49,474
Sylvia Limon Martinez	49,123
Shelly Palen	48,596
Beth Brinkley	48,472
Jessye Rose Nichols	48,344
Heather M. Julson	47,839
Susie Moore	47,319
Karen M. Bonura	47,134
Constance Nugent Miller	47,128
Amber Rene Nichols	46,953
Sandy Lasso	46,948
Paula Grabau-Friedt	46,798
Dolly A. Metzger-Stearns	46,779
Nancy Fox Castro	46,659
Bisola Gbadamosi	46,610
Jenny Siemonsma	46,548
Maranda Michelle Rains	46,534
Jan Geig	46,345
Audrey K. MacDowall	46,110
Julia R. Orser	46,013
Chanel Caprice Weddington	45,972
Julie Danskin	45,902
Kay Dickerson	45,778
Kathy M. Viola	45,468
Shelly Mae Smith	45,005
Annette Pace	44,977
Nicki R. Hill	44,904
Donna K. Smith	44,893
Anne Geertsens	44,747
Gwen Nicholas	44,422
Melissa R. Hennings	44,090
Sandy Griffith	43,193
Nancy Polish Dove	43,132
Deborah S. Bailye	42,683
Connie L. Russo	42,367
Billie Gillespie	42,315
Megan Nicole Wilkes	42,120
Deborah Dudas	42,069
Christina Lynn Frantz	42,046
Christy Bigham	42,006
Julie Schlundt	41,970
Dalila Duarte de Mollinedo	41,949
Amy Hanifl	41,728
Pat Joos	41,690
Blythe Jolee Egbert	41,629

NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay

COMMISSION CIRCLE/CÍRCULO DE COMISIONES

November/Noviembre 2017

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in November 2017. 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 del Seminario en noviembre de 2017. 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.

RUBY/RUBÍ

Candace Doverspike	\$12,995
Patti Cornell	11,127
Krystal D. Downey-Shada	10,838
Lisa Hansen	10,316
Rachael M. Bullock	10,146
Thessy Nkechi Nwachukwu	10,036
Ryan Ashlee Rives	9,974
Jeanie K. Navrkal	9,971
Mary Alice Dell	9,779
Donna Clark-Driscoll	9,773
Susan Moore	9,650
Brenda Fenner	9,589
Christy M. Cox	9,300
Patty L. Bojan	9,229
Laura Vernon Middleton	9,119
Breanna Renee Kernan	9,073
Jordan Twilley	8,629
Kali DeBlander Brigham	8,595
K.T. Marie Martin	8,421
Laurie Travis Plyler	8,385
Kylee Jean Renfrew	8,309
Laura L. Waters	8,288
Paula M. Kirkpatrick	8,210
Lauren Nicole Bloomer	8,183
Barbara Pleet	8,141
Margarita Velez	8,139
Heather A. Daniel-Kent	8,097
Lori M. Langan	8,035
Stephanie Audino	7,988
Jeannette Curren-Cochran	7,949
Debbie A. Elbrecht	7,884
Kelley L. Valerio	7,872
Reyna Nereyda Lepe	7,859
Carmen J. Felix	7,854
Julie B. Potts	7,500
Marye Durrer	7,497
Lisa Anne Harmon	7,447
Shawni Diggan	7,325
Maria Bautista	7,304
Lisa V. Bauer	7,299
Diane K. Lundgren	7,298
Valerie A. Lucio-Polk	7,272
Jenna Marie Larson	7,253
Crystal Caldwell Hubbard	7,202
Suzanne Moeller	7,194
Bridget Stanton Penberthy	7,047
Lisa D. Prescott	7,010
Angela Irene Dingman	6,993
Ginger J. Benedict	6,978
Jenn Kirkham	6,951
Marie A. Harbord	6,924
Marnie R. Yunger	6,886
Tina Marie Ellender	6,878
Milbella Sosa	6,790
Amy Stokes	6,729
Jacqueline N. Alford	6,671
Barbara L. Harrison	6,654
Laura A. Kattenbraker	6,639
Judie Roman	6,618
Deborah J. O'Leary	6,616
Mary Sharon Howell	6,615
Jacqueline Donna	6,604
Elvia Cordova	6,602
Jennifer Isenhardt	6,587
Cissy E. Warren	6,581
Peggy Young	6,538
Liz Whitehouse	6,479

Reina Murcia	6,437
Sheryl K. Martin	6,418
Tamarie M. Bradford	6,415
Sherri Ammons	6,390
Karen E. Gardner	6,382
Becky Goshorn	6,379
Terry S. Smith	6,368
September Anne James	6,351
Lorri E. Woehrle	6,348
Rose Campbell	6,317
Laurie C. Cole	6,291
Maricruz Flores	6,272
Loraine Noland	6,265
Elayne J. Watson	6,250
Karen Paluga-Larson	6,241
Maria N. Espinoza	6,227
Brittany Mitchell	6,199
Sandra Estudillo	6,170
Mya Hull	6,164
Maureen Shipp	6,138
Tammy Brown	6,138
Amy Kitrell	6,130
Cleta Colson-Eyre	6,082
Randi S. Gleason	6,081
Pamela S. Wedekemper	6,076
Nicole West	6,069
Ronda Faber	6,066
Rachel Kristin Wahle	6,055
Amie Christly	6,048
Tracey L. Chavez	6,043
Patti A. Harris	6,012
Lindsey Redfern Mills	6,008
Rachel Mega	6,003

SAPPHIRE/ZAFIRO

Julie Neal	\$12,780
Waverly Rebecca Copeland	11,849
Vicki Piccirilli	11,425
Debbie A. Weld	11,163
Linda Meier	10,427
Randi Stevens	9,865
Missy M. O'Neal	9,486
Maria Claxton-Taylor	9,459
Dolores Keller	9,237
Lady Ruth Brown	9,214
Stephanie Lynne Lenard	9,196
Patrice Moore Smith	9,182
Joli A. Dockery	9,019
Bridget L. Shaw	8,927
Keita Powell	8,853
Bridget N. Howerton-Adams	8,808
Mariaelena Boquin	8,789
Kimberly Leigh Moore	8,666
Chelsea Cooley Altman	8,632
Anita R. Rabelo	8,554
Michele Martella Armes	8,536
Debra J. Witmer	8,531
Maria Montes	8,405
Michele Semper	8,383
Pam Garner Moore	8,329
Julie Brindell Sapp	8,285
Marie E. Vlaminc	8,283
Jordan Eicher	8,166
Maria L. Bautista	8,030
Linné Lane	7,962
Julie A. Griffin	7,918
Jeanette M. Thompson	7,824
Tracy Foltz	7,810
Heather L. Bohlinger	7,787
Judith E. Cotton	7,786

Romaine Korzon	7,654
Zenaida Garcia	7,632
Jessica Holzbach	7,621
Robyn S. Cartmill	7,615
Tracy Potter	7,599
Satarro Purnell	7,524
Evelyn Pirhalla	7,404
Katherine LaVerne Longley	7,400
Jennifer Marie Ham	7,364
Maria Elena Coyote	7,357
Sandra Giraldo Kirchhoff	7,311
Katie D. Nichols	7,277
Suzanne Tripp-Black	7,220
Laura Miriam Villalpando	7,210
Mary K. White	7,178
Brooke E. Bennett-Young	7,165
Carole Gantt	7,132
Lafreda D. Williams	7,128
Bonnie Crumrin	7,114
Karla M. Reno	7,101
Mary Lou Ardohain	7,100
Cynthia S. Sheppa	7,054
Candy I. Brown	7,021
Brenda Ashlock	7,007
Doris M. Quackenbush	7,000
Lorena P. Ramirez	6,968
Carol Lee Johnson	6,917
Maria Luisa Valle	6,879
Ruby Garner	6,832
Sandra A. Zavoda	6,832
Maria G. Leon	6,791
Flor De Maria Maldonado	6,782
Beth S. Austin	6,756
Delia Ponce	6,727
Kristi M. Anderson	6,711
Jennifer Jean McNulty	6,710
Kelly Ingham Brock	6,693
Trisha Taylor	6,691
JoAnna P. Shipe	6,592
Rita Schaefer	6,564
Karla Rae Plantan	6,544
Marni McKenna Hendricks	6,541
Pamela Brigante	6,536
Lynn Baer Roberts	6,518
Diane Covington	6,511
Jenan W. Wood	6,501
Laurieann Barclay	6,487
Linda H. Rowsey	6,461
Sherri Reindl	6,453
Lynn C. Purser	6,425
Jerlene Vrana	6,416
Tracy Grodsky-Dunn	6,407
Joni D. Koontz	6,378
Tirza Llanes	6,346
Terah M. Devine	6,325
Amy J. Bowman	6,305
Ann W. Sherman	6,290
Kathleen Kirkwood	6,211
Penny J. Jackson	6,193
Mary Burnett	6,189
Jeanette E. Beichle	6,187
Jennifer G. Bouse	6,178
Sandy Kay Gant	6,163
Patty Webster	6,119
Tess Dawn Caldwell	6,112

EMERALD/ESMERALDA

Mariana Moreno	\$11,703
Nancy Boucher	11,568

Katy Goldstein	11,395
Shauna Lynn Abbotts	11,168
Michele Salisbury Rankin	11,137
Christine Denton Barrueco	11,057
Stacey Craft	10,301
Nicole Leigh McDaniel	10,164
Jennifer L. Besecker	10,068
Melinda M. Balling	10,047
Janice Baxter Hull	9,470
Stacy D. Foust	9,194
Ebun Osaze	9,116
Michelle Anne Cunningham	9,115
Deanna L. Spillman	8,945
Karen E. Riddle	8,935
Mary Strauss	8,918
Luisa Urena Mora	8,910
Sheri Farrar-Meyer	8,845
Ann Ferrell Smith	8,821
Shelley Money-Eldridge	8,758
Breanne Sufrin	8,748
Nikki Hall Edgemon	8,713
Carrie Bloink	8,538
Kimbi L. Bartik	8,462
Jo M. Cotton	8,446
Jill Beckstedt	8,437
Lesia Rae Franken	8,399
Elva Jordan	8,398
Audrey J. Doller	8,381
Carolyn Thompson	8,062
Tina M. Dees	7,982
Olayinka K. Adegbayi	7,965
Brenda Stafford	7,882
Martha Lizzeth Garay	7,722
Leanne Parrino-Pheasant	7,682
Karla Beatriz Rivera	7,663
Emily Sujey Vijil	7,634
Yudith Pupo	7,609
Betty McKendry	7,559
Ashley N. Clinesmith	7,537
Brenda L. Wilbur	7,510
Cindy Anderson	7,431
Doreen Stevens	7,408
Alison Jurek	7,282
Debbie A. Thomas	7,273
Kim I. Sabourin	7,266
Katherine Lizeth Paez	7,223
Sally Moreno	7,163
Maria Janet Koo	7,098
Amy M. Alber	7,074
Diane K. Autry	7,049
Deirdre L. Eschauzier	7,048
Menina M. Givens	7,024
Diane M. Detesco	6,969
Brittani Marie Jenks	6,939
Pam Kelly	6,910
Debra Allison	6,908
Nancy O'Hara	6,886
Lindsay Elizabeth Freisthler	6,850
Bridgett Leigh Moore	6,839
Krista A. Johnson	6,811
Joanna Helton	6,720
Emily Stone	6,706
Jessica Mendoza	6,681
Yilliam Bruzon	6,664
Shawna D. Schneider	6,566
Carina Elizabeth Wright	6,527
Valerie Yokie	6,515
Denise M. Guthrie	6,505

Ashlee Campbell Crook	6,496
Phyllis I. Pinsker	6,440
Leslie M. McKinney-Smith	6,439
Antonia Miranda	6,404
Krista Erdmann	6,397
Christine J. Kurzawa	6,386
Melissa Michelle Wilson	6,384
Maria Consuelo Piqueras	6,365
Jacquelyn Dykstra	6,285
Margaret Neill	6,280
Chris H. Teague	6,237
Susana Pereira-Morales	6,216
Terrah Cromer	6,154
Theodora W. Bradley	6,105
Jodi Van Leeuwen	6,063
Frankie Clapp	6,052
Amber L. Towne-Geehan	6,049
Ann Shears	6,019
Linda J. Wicks	6,018
Harriett Sharpe	5,989
Stacy M. Houy	5,969
Yasmery Gonzalez	5,966
Mara C. Lane	5,921
Kathy Eckhardt	5,910
Yuccelin Gonzalez	5,904
Jill Ann McCoy	5,898
Delmy Ana Torrejon	5,894
Kathleen L. Holmberg-Botelho	5,890
Dania Bello	5,849
Melissa Ann Walczak	5,835

DIAMOND/DIAMANTE

Nancy Castillo	\$15,710
Amy Kemp	14,827
Karime Rosas	13,947
Paula Kelsch	13,937
Alicia Kingrey-Lokai	13,050
LaChelle M. Seleski	12,820
Mary Kathryn King	12,036
Delmi Cristina Santos	11,951
Kim A. Messmer	11,380
Dalila Duarte de Mollinedo	11,153
Titilayo Felicia Otusajo	10,980
Cindy Machado-Flippen	10,908
Priscilla McPheeters	10,682
Lindsey Denae Christenson	10,457
Claudia Chavez	10,404
Celeste Byrd	10,318
April Christine Hutchinson	10,210
Marsha Morrisette	10,203
Stephanie A. Richter	10,019
Susan M. McCoy	9,781
Kathleen Koclanes	9,719
Bisola Gbadamosi	9,599
Crystal Dawn Gardner	9,490
Jamie Venning Taylor	9,479
Sandy Griffith	9,474
Sherrie Clark Purvis	9,342
Mileta K. Kinser	9,187
Tawnya Krempges	9,171
Terri J. Beckstead	9,075
Heather M. Julson	8,949
Maggie Jo Eckert	8,885
Mary P. Creech	8,866
Sara Ruth Pennella	8,829
Kathy R. Bullard	8,785
Yuvic Rocio Alvarado	8,697

Nadine Bowers	8,649
Allison Piro	8,645
Christi G. Campbell	8,607
Lindsay R. Stewart	8,555
Emily Elizabeth Schuette	8,537
Nancy Fox Castro	8,513
Audrey K. MacDowall	8,487
Julie Danskin	8,487
Kelly Willer-Johnson	8,426
Holly A. Brown	8,318
Rhonda Kambeitz	8,252
Nicki R. Hill	8,227
Glori Ann Gillespie	8,217
Suzanne T. Young	8,180
Blythe Jolee Egbert	8,112
Gerri Anne Morris	8,091
Connie L. Russo	7,988
Shelly Palen	7,951
Susie Kopacz	7,926
Veronica Judith Hyba	7,923
Nancy Polish Dove	7,913
Shelly Mae Smith	7,867
Wendy Hayum-Gross	7,802
Amy Hanifl	7,792
Sharon B. Carney-Wright	7,772
Laura Elizabeth Knight	7,736
Sheryl Peterson	7,588
Constance Nugent Miller	7,542
Amanda Nicole Wright	7,443
Anne Geertsens	7,400
Chanel Caprice Weddington	7,351
Cindy S. Kriner	7,343
Deborah S. Bailye	7,305
Annette Pace	7,302
Lizbeth Longoria	7,283
Maranda Michelle Rains	7,280
Patricia Carr	7,250
Karen M. Bonura	7,159
Paula Grabau-Friedt	7,138
Linda T. Cartiglia	7,126
Alicia Borkowska	7,121
Christy Bigham	7,108
Olivia Mellon Shockley	7,091
Kay Dickerson	7,076
Barbara E. Roehrig	7,046
Kathe Cunningham	7,004
Shannon Melissa Duguay	6,932
Sandy Lasso	6,903
Megan Nicole Wilkes	6,880
Vicki Powell	6,835
Faith A. Gladding	6,818
Deborah Dudas	6,800
Rose Rodriguez-Capone	6,792
Christina Lynn Frantz	6,786
Amy Zanto	6,757
Elizabeth Fernandez	6,753
Mariann Biase Mason	6,749
Brenda Spain	6,667
Lisa Rada	6,601
Megan Elizabeth MacDowall	6,594
Beth Brinkley	6,579
Julie Schlundt	6,570
Ingrid Elke Smith	6,499
Sylvia Limon Martinez	6,470
Donna K. Smith	6,432

But wait, there's more! Get ready because next month you'll see even more achievers in more categories! / Pero espera que aún queda más! Prepárate porque el próximo mes verás más ganadoras en más categorías!



Go-Give® Award



Mary Kay Ash said, "The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These March award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



RUBY

Cathy Crook

Independent Sales Director

Began Mary Kay Business

June 2001

Sales Director Debut

February 2006

National Sales Director

Go-Give Area

Honors

Circle of Honor

Personal Lives in Talking Rock, Ga.
Husband, Larry

"I am motivated to help others because Mary Kay Ash inspired us to keep our priorities in line, go the extra mile, have a servant heart, take God as our business partner and believe in our abilities. Her passion and belief in us fuels my fire to pass it on."

Independent Beauty Consultant Mary Berthiaume of Cartersville, Ga., says, "Cathy has assembled packages sent to our servicemen and -women, as well as disaster victims in neighboring states. She has also orchestrated and supported several projects in our community for cancer research."



SAPPHIRE

Robin Moody

Independent Senior Sales Director

Began Mary Kay Business

February 1993

Sales Director Debut

March 1994

Offspring two first-line; one second-line

National Sales Director

Kathy Helou

Honors Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; 14-times Circle of Achievement; Circle of Excellence; five-times Double Star Achievement

Personal Lives in Poplarville, Miss.
Husband, Buddy; son, Solomon; daughter, Rebecca; six grandchildren

"I am motivated to help others because it is not only the Mary Kay way, but it is His way as I allow Christ to live and love through me."

Independent Sales Director Susan Surrell of Winona, Miss., says, "Robin is loving, caring and always encouraging, and she wants the very best for you. Her support is priceless, and her commitment to honesty, integrity and excellence would make Mary Kay Ash proud."



EMERALD

Alison Jurek

Independent Senior Sales Director

Began Mary Kay Business

March 2003

Sales Director Debut

May 2004

Offspring two first-line

National Sales Director

Kimberly Starr

Honors Star Consultant; two-times Queen's Court of Sharing; 10-times Circle of Achievement; two-times Circle of Excellence; Double Star Achievement

Personal Lives in Oak Park, Ill.
Husband, Justin; daughters: Grace, Audrey

"I am motivated to help others because I desire for them to experience the same incredible benefits, rewards and lifestyle that my family enjoys due to my Mary Kay business. I love seeing women achieve so much more than they ever imagined."

Independent Sales Director Bakir Coulter of Lansing, Ill., says, "Alison is an amazing mentor! She takes on many roles at our Chicago area meeting to educate us and share ideas on ways she's made it to the top."



DIAMOND

Elizabeth Fernandez

Independent Executive Senior Sales Director

Began Mary Kay Business

December 2004

Sales Director Debut

June 2005

Offspring seven first-line; four second-line

National Sales Director

Yosaira Sánchez

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

Personal Lives in Cranston, R.I.
Husband, Edgar Moya; sons: Edgar, Ryan; daughter, Alice

"I am motivated to help others because I'm filled with joy when giving and serving. I feel the need to share the blessings God is allowing me to enjoy, and service is a legacy I want to pass on to my children."

Independent Sales Director Jennifer Castillo of Woonsocket, R.I., says, "I have no words to describe how dedicated Elizabeth is. Always by our side, she assists us in every step of our Mary Kay business and is a model worth emulating."



MARCH *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.

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 2018 Preferred Customer ProgramSM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

Week 1 of Career Conference 2018 begins (March 16 – 17).

20

Online prize selection available for Quarter 3 Star Consultant quarterly contest.

23

Week 2 of Career Conference 2018 begins (March 23 – 24, March 25 – 26).

28

Last day to register/cancel registration for April 18 – 21 **New Independent Sales Director Education** by 5 p.m. Central time.

28

Cont.

Last day of the month for Independent Beauty Consultants to place phone orders.

29

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.

30

Good Friday. All Company offices closed.

31

Last day of the month for Independent Beauty Consultants to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

“Almost anything can be accomplished by the person who really wants to succeed. But no woman will ever believe she can move a mountain unless she really *wants* that mountain to move. Apply this definition of faith to your dreams.”

— Mary Kay Ash

”

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)

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A BRUSH *With Greatness*

NEW! MARY KAY® ESSENTIAL BRUSH COLLECTION, \$55

Includes **five high-quality** brushes ideal for creating a range of looks, packed in a **stylish, portable clutch**. Compatible with liquids, creams and powders, the fibers combine the precise uniformity of synthetic with the textured surface of natural.

Eye Smudger Brush.

A dense, tapered tip is designed to help you create detailed accents. It allows you to smudge at the lashline to achieve a covetable smoky look, and it helps add detail in hard-to-reach places.

All-Over Eye Shadow

Brush. Fits naturally into the eyelid's delicate contours. Flexible bristles make blending easy to help diffuse edges.

Eye Crease Brush. Designed to fit within the contours and crease of the eyelid to add professional dimension to any eye look.

Cheek Brush.

3-in-1 shape helps enhance, sculpt and highlight cheekbones without leaving harsh lines.

All-Over Powder Brush.

Plush bristles help pick up and evenly distribute the right amount of face powder or bronzing powder.

NEED TO BRUSH UP?

Color Confident has updated brush education including how-to videos.



**PACKED IN A
PORTABLE CLUTCH!**



PLUS! FOUR BRUSHES AVAILABLE SEPARATELY

(Add these to the *Mary Kay*® Essential Brush Collection)



Powder Foundation Brush, \$14

Provides perfect pickup and even, controlled application of powder foundation. Helps achieve a natural finish.



Eyebrow/Eyeliners Brush, \$10

Wired spoolie end helps tame brows and blend brow color. Firm angled brush helps provide precise eyeliner application and can be used to fill in brows.



Liquid Foundation Brush, \$14

Stipple, buff and blend liquid foundation, from the lightest to creamiest of formulas, with ease.



Cream Color Brush, \$12

Designed to mimic fingertip application for a streak-free finish. Helps apply concealer without pulling or tugging delicate skin. Can be used to blend lip color* too.

*For hygienic reasons, it is recommended to dedicate a separate brush for use with each product.

FOUNDATION FUNDAMENTALS



POWDER: Place a small amount of *Mary Kay*® Mineral Powder Foundation into the lid, swirl brush lightly in the powder and tap off excess. Buff onto skin in a circular motion, starting at the center of the face and working outward.

LIQUID: Add liquid foundation directly to the center of the brush or the back of your hand. To stipple, lightly tap, starting at the center of the face and working outward, or buff foundation by using a circular motion as you lightly blend to desired coverage.

What's New

MASTER-CRAFTED BRISTLES. High-grade synthetic bristles are **more durable** and **flexible**, minimizing fallout. Super soft fibers are **compatible with liquids, creams and powders**. Unique flexibility allows them to hug every contour and **blend to perfection**.

SMART SHAPES. Handcrafted to make it easier to **master top makeup techniques**.

ULTIMATE PERFORMANCE. Brilliant mix of blendability, application and pickup in every brush.

EXPERT-APPROVED. Tested to our highest standards in collaboration with **Mary Kay** Global Beauty Ambassador Luis Casco.



“C” Results!

**TIMEWISE® VITAMIN C
ACTIVATING SQUARES™, \$24**



“

"Vitamin C can do amazing things for skin. It's known to help improve skin radiance and even skin tone, in addition to playing a role in supporting natural collagen and elastin that can help reduce the appearance of fine lines and wrinkles."

– DR. LUCY GILDEA, MARY KAY CHIEF SCIENTIFIC OFFICER

”



We caught up with **Kali** to find out how she **wows her customers** and wins new faces with *TimeWise® Vitamin C Activating Squares™*.



**INDEPENDENT FUTURE
EXECUTIVE SENIOR
SALES DIRECTOR KALI
DEBLANDER BRIGHAM,
PENSACOLA BEACH, FLA.**

1
2
3
4
5

Use the products and know them inside out: It gives you confidence, and confidence sells.

Use a two-pronged approach: First, tell your current customers how they can turn their **favorite Mary Kay® serum into a superpower**. Next, find new faces. They love being my **'test panelists'** who provide feedback and share their before/after pics. I reward them with a gift.

Hostess perk: Give your hostess an **exclusive opportunity** to try the product. This way, you don't give away so many samples, PLUS guests are more likely to become hostesses!

Golden Rule Service: I hand-deliver the *TimeWise® Vitamin C Activating Squares™* orders so I can explain firsthand how the product works. My customers love the service, and it helps build long and lasting relationships.

Socialize your sales: My unit nicknamed these squares “real-life photo filters” because they can make your skin look so beautiful without a social media photo filter! Who wouldn't want that?!

SERUM *to Supercapower*

Decide which serum* to “boost” based on your customers’ needs.



TIMEWISE REPAIR® VOLU-FIRM® LIFTING SERUM, \$70

Helps provide the appearance of youthful firmness, volume and lift among other important benefits.



TIMEWISE® REPLENISHING SERUM+C®, \$56

Skin appears lifted, firmed and more resilient.



TIMEWISE® TONE-CORRECTING SERUM, \$45

Dramatically evens the appearance of skin tone. Clinically shown to significantly improve skin brightness.



TIMEWISE® PORE MINIMIZER, \$27

Significantly reduces the visible number of pores** and gives you close-up-confident skin.



TIMEWISE® NIGHT SOLUTION, \$32

A unique delivery system of *Nutribeads®* microcapsules contain highly effective antioxidants essential for skin's renewal process.

*Not to be mixed with sunscreen or acne products

**Results based on a four-week clinical study in which 25 panelists used the pore minimizer twice a day

All prices are suggested retail.



MY Why!



Sealed With a K.I.S.S.

How Mary Kay Ash's K.I.S.S. (Keep It Simple, Sweetie) philosophy answered an immediate need – then helped Michelle create her family's dream life!

Like many with successful Mary Kay businesses, **Independent Senior Sales Director Michelle Calbert**, Indianapolis, Ind., began her Mary Kay business in September 2009 out of a financial need. She and her husband (and high school sweetheart), Randell Calbert, had just learned that he would soon lose his job due to company layoffs. At the same time, their only son, Deron, earned an amazing opportunity – but it was going to cost some serious money!

"Deron was invited to attend a private engineering college with a \$50,000-a-year price tag," says Michelle. "We HAD to make that happen! I was working full time, but realized that we would need another income avenue, and we didn't have the luxury of time. Starting a Mary Kay business was a way to help us impact our financial situation immediately!"

“

The idea of K.I.S.S. is great because it's duplicable. When you make parties look fun and simple, others want in on the action.

”

A NEW BEGINNING

Michelle had tried a Mary Kay business in the past, but now she was ready to do what was needed to succeed. She knew the timing was right when she heard that **Independent Elite Executive National Sales Director Gloria Mayfield Banks** was attending a Mary Kay guest event in her area. “I introduced myself to Gloria and told her I was ready,” says Michelle. “Gloria asked me, ‘What do you want to be different this time around?’ Her genuine interest made me feel like everyone in the room disappeared, and we were having a private conversation. I never got to meet Mary Kay Ash, but at that moment, Gloria personified everything that I had learned about her.”

K.I.S.S. FOR SUCCESS

After their meeting, Michelle got to work booking parties and sharing the Mary Kay opportunity. Within 10 months, she moved up to Independent Sales Director!

HER TIPS FOR YOU:

- 1. Parties.** This is a business where you pay yourself to meet your goals. As a unit, we had been stuck at selling \$225 wholesale each month. When we set the bar to \$600, everything changed.
- 2. New Faces.** The focus on new faces has increased my desire to warm-chatter. The \$600 monthly sales focus can mean a \$600 profit. This goal creates a track to run on and can make a big difference in anyone's business.
- 3. Team-Building.** After my customers fall in love with the products, I share all that's amazing about Mary Kay. My most successful team members are *Mary Kay*® Travel Roll-Up Bag customers whom I met at my parties. From there, I focus on my unit members' strengths, and shower them with recognition, praise and belief. My goal is always to help them feel empowered!



“Michelle is a leader in my National Area because of the strength in the way she loves. She has a magnetism that draws people to her, and she has the ability to make everyone feel important, wherever they are in their journey. She knows how to balance her priorities and is a beautiful person, inside and out.” - **INDEPENDENT ELITE EXECUTIVE NATIONAL SALES DIRECTOR GLORIA MAYFIELD BANKS**

AN AMAZING JOURNEY

“What I love most about my Mary Kay life is the woman I've become. I've often said that when I grow up, I want to be just like Gloria Mayfield Banks — and she always says, ‘Don't be just like me, be better.’ In order to achieve, you must take a hard look at yourself and take complete ownership of your destiny. Mary Kay has allowed me to be the wife, mother, and now, the grandma I desire to be. This is the ultimate personal growth journey.”

Fun Facts!

- Started Mary Kay business: September 2009
- Former occupation: Credit and Collections Analyst
- My Why then: Extra cash.
- Debuted as Independent Sales Director: July 2010
- My Why now: To provide my beautiful granddaughter with choices.
- I knew I made it when: I picked up my first Mary Kay Career Car! It's the tangible thing to show the world and myself that I CAN DO IT!
- My fave Mary Kay moment: Debuting *TimeWise Repair*® on the Seminar stage with Gloria Mayfield Banks in front of thousands of cheering, beautiful, excited Independent Beauty Consultants.
- My fave product: *TimeWise Repair*®. I feel like it's turning back the hands of time on my face.

SIMPLY *Share.*

Work-life balance was Katie's reason to step up and build her team. Today, she loves sharing what a Mary Kay business can mean. And her next goal? To earn the use of a Mary Kay pink Cadillac®!



KATIE MCDERMOTT, INDEPENDENT SALES DIRECTOR, CAMP HILL, PA.

Katie admits she started team-building by accident. As a new Independent Beauty Consultant, she was excited about the products, and that enthusiasm wore off on her customers who wanted to be a part of it. "I soon earned my red jacket, but lacked motivation to stay consistent," she says. "New team members came and went as a result. Luckily, it was a learning experience to prepare me for where I am today."



Nicole Miller
for
MARY KAY

DRESS FOR SUCCESS

Look gorgeous and stylish as you move up in your Mary Kay business. Check out the new Nicole Miller designer Independent [Sales Director Collection!](#)



STIMULUS BUNDLE

So what changed for Katie? "My **Why** has always been my family," she says. "When I began, I was employed full time and had a 9-month-old at home. We decided I would quit my job and work my Mary Kay business full time with our second child. At that point, the numbers didn't add up for us to manage financially with my existing Mary Kay earnings, so it was definitely a leap of faith. Then I got pregnant with our third child! Big things needed to happen in my Mary Kay business!"



SUCCESS BREEDS SUCCESS.

Around the same time, Katie attended Career Conference. "Being surrounded by successful, inspiring women is so powerful," says Katie. "It can rub off on you! I decided to earn the use of my first Mary Kay Career Car."



POWER IN THE BOOKINGS

She came home and started booking skin care parties. “I still spend 30 minutes a day booking parties. I also book from bookings, and I have a great referral business.” (See

Katie’s tip at right.) Today, her Happy Hearts unit goal is to reach the Circle of Achievement, which would put them on-target to earn the use of a Mary Kay pink Cadillac*!

“To me, it’s fun working with a group – learning, coaching and celebrating successes together. I love that I can choose who I work with. It’s so valuable to see the impact this opportunity has on others. Mary Kay is definitely the best opportunity for women! Why would we ever keep it just to ourselves?”

Start a Team!

TEAM-BUILDING is a great way to help enrich a woman’s life. Your Independent Sales Director can be a terrific resource to help you get started. Step 8 on Mary Kay University has great tips. Find [MKU](#) on *Mary Kay InTouch** under the **Education** tab.

It’s important to listen to your potential team member. What appeals to her and what does she want to improve in her life? These details can help you offer the particular rewards of the Mary Kay opportunity that suit her goals and dreams.



To me, it’s
fun working
with a group
– learning,
coaching and
celebrating
successes
together. I
love that I can
choose who I
work with.



KATIE’S SIMPLE TIP:

Island Game. Imagine you’re on a deserted island, and your dream guy is coming to rescue you. Your makeup washed overboard. One makeup item washes ashore JUST in time for you to apply it before he arrives. Write that makeup item on your paper.

“I explain that referrals are how I keep my business going. There’s no billboard saying, ‘Call Katie for all your *Mary Kay** beauty needs.’ I share my booking script and my desire to pamper their friends with a free facial. I tell them it is an open cellphone race! If they give me at least 10 names and numbers, AND have the most at the end of the game (don’t stop at 10!), they get a discount on the beauty item they wrote down. I play a song on my phone, and when it’s over, time is up.”

MARY KAY®

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

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MARY KAY INC.

MARY KAY CAREER CONFERENCE 2018

MARCH 16 - 17, 23 - 24 AND 25 - 26
LOCATIONS AVAILABLE ON MARY KAY INTOUCH®

Plug in and power up with an [exhilarating weekend](#) of dynamic events designed to give you the tools you need to transform and boost your Mary Kay business.

SIGN UP TODAY.
DEADLINE IS FEB. 28!

COMING TO A CITY NEAR YOU!



ONLY
\$95!



NEW FACES *take you* PLACES

CAREER CONFERENCE CONSISTENCY CHALLENGE
DEC. 1, 2017 - FEB. 28, 2018

Earn this beautiful [bracelet](#) featuring the power word FOCUS! Get details on *Mary Kay InTouch*® under Contests.



TRENDING *Now*



It's All About YOU.

You rock! We're thrilled to share **MORE recognition** in each *Applause** issue — and now in full color! And just wait until next month when we celebrate MORE quarterly wins in even MORE categories! *It starts on Page 9.*

Last Call!

Don't miss the chance to **plug in and power up** your business! You can **sign up today** for a **Career Conference** near you! Registration closes Feb. 28.

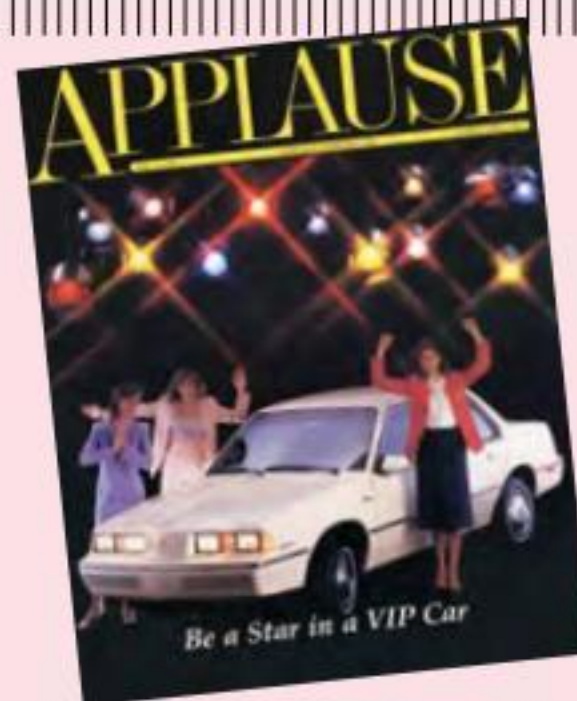
MARY KAY **CAREER** 2018
CONFERENCE

THIS MONTH IN MARY KAY HISTORY



1967

Mary Kay launches its first radio commercial.



1984

Mary Kay initiates the new Program for Profit which includes the VIP (Very Important Performer) Car Program. The Oldsmobile* Firenza was the first VIP Car.

Oldsmobile* is a registered trademark of General Motors LLC.

Applause* Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN RAYBURN ACCOUNT MANAGER: JERRY MANUEL SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS CONTRIBUTING WRITERS: ANUMITA GHOSH, SUSANA MENA ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT CONSULTANT COMMUNICATIONS ASSISTANT: LIZ ESCALANTE ART DIRECTOR: KATIE LOR DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: PEGGY MEADOR, GAYLEEN WOODALL

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 APLAUSOSTM, 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.

K.I.S.S. & Tell.

Mary Kay Ash said, “Keep It Simple, Sweetie” (K.I.S.S.), so we asked these Mary Kay Independent Sales Directors what they do to simplify their businesses and connect with their customers.

INDEPENDENT SENIOR SALES DIRECTOR
LAUREN BLOOMER, SWISSVALE, PA.



I build customer relationships. Sometimes I'll call or text them, with no expectation of a sale, just to stay connected or see how they are doing. I love inviting them to **guest events** so they can experience the **Mary Kay culture**. I also have a private

Facebook® group for my customers where I share what's new, what's happening and what I'm excited about!

INDEPENDENT SENIOR SALES DIRECTOR
CARRIE BLOINK, SOUTH LYON, MICH.



I remind my customers of the simplicity of ordering products from me. They can reach me at their **convenience**, and the **products come to their front doors**. I also write thank-you cards and share small gifts to let them know

they are important to me.

INDEPENDENT SENIOR SALES DIRECTOR
KELLEE VALERIO, BLUE BELL, PA.



I keep it simple by focusing on great customer service. I also connect with my customers through **social media** by sharing product information and **how-to videos** that help them find the products that can make them feel beautiful and confident.

INDEPENDENT SENIOR SALES DIRECTOR
ALLYSON JANKOWSKI, UPPER MARLBORO, MD.



I make sure not to overwhelm my customers. Mary Kay has an amazing product line, and I find creative ways to **simplify** my customers' skin care routines in ways they can understand. For example, I'll say the cleanser and moisturizer are like brushing your teeth morning and night, and the *TimeWise*® Day and Night Solutions are like flossing.

Facebook® is a registered trademark of Facebook, Inc.

**INDEPENDENT SENIOR SALES DIRECTOR
MONICA GARCIA, HOUSTON, TEXAS**



I always recommend products with my customers' needs in mind to help them feel **confident**. I also like to offer **birthday** and **senior discounts** to stay connected and make them feel special.

**INDEPENDENT SENIOR SALES DIRECTOR
STEPHANIE MOTTAZ, OSAGE BEACH, MO.**



I love using social media to keep my customers connected and informed about products, skin care regimens and new makeup looks. I also **get together with my customers** multiple times per year to show them all the amazing products that will help them feel confident. I'm truly on a mission to make every woman feel beautiful!

**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR KARLA PLANTAN,
LAKEWOOD, COLO.**



I love that there are so many ways I can be available to my customers in this digital age. To keep it simple, I remind them that they can email, call or text me their orders at their convenience. I stay connected by sending **birthday messages** and birthday month specials and with **thank-you notes** in every order.



Keep It Simple.



MYCUSTOMERS+™ APP turns your phone into a portable business manager! Create new orders and manage existing orders — any time, any place! Quickly add new Customer Profiles as you meet new faces. Track and manage inventory with ease. Plus, so much more! Download the FREE *myCustomers+™* App from the Apple® App StoreSM and Google Play[™].



MARY KAY® PERSONAL WEB SITE (PWS) allows your customers to browse and buy from you, day or night. Want to wake up to sales? Let your PWS go to work for you — it's now only \$30 per year for Independent Beauty Consultants. And if you need help reaching others through social media, you can **opt in** for [Mary Kay® Social Publisher](#). Get all the details on *Mary Kay InTouch®* / *BusinessTools* / **Digital Zone**.



WEEKLY ACCOMPLISHMENT SHEET can help you stay organized, and it's a great way to track your parties, sales AND goals! Find it on *Mary Kay InTouch®* under [Business Tools](#).

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Google Play[™] is a registered trademark of Google Inc.

SIMPLE PLAN, *Elaborate Results*

Independent National Sales Director Kay Elvrum shares nuggets passed to her from Mary Kay Ash.



KAY'S SIMPLE TIP:

Plan. On Sunday, create a calendar for the week. Add family commitments and your Mary Kay income-producing activities, such as booking calls, parties, follow-ups and team-building interviews. You also can add your weekly sales, booking or team-building goals to the end of the week.

Make it a family affair!

Post the calendar for everyone to see, and celebrate together when you achieve your goals!



Mary Kay Ash reminded us we all have responsibilities each day. For some, that means getting kids to school and after-school activities, while others go to their 8-to-5 jobs.

Her point? As an Independent Beauty Consultant, how you choose to sprinkle your Mary Kay business into your day has a direct correlation to what you can accomplish toward your goals. The more income-producing activities you fit in, such as finding new faces and sharing *Mary Kay*® skin care, the more opportunities you have to grow, earn more and achieve your dreams.

Mary Kay made it easy because she developed her Company around her simple plan. Book parties, sell products and share the Mary Kay opportunity.

I love that our focus is on the basics of finding new faces because new faces can take you places. When you combine putting skin care on new faces with your existing loyal customers and their reorders, you can grow exponentially. I tell my area that the only time you won't love your Mary Kay business is when you're not seeing people.

K.I.S.S.

Kay takes Mary Kay Ash's acronym one step further...

KEEP YOUR WEEKLY PLAN SHEET WHERE YOUR FAMILY CAN SEE IT.

Use a highlighter to **mark your income-producing tasks**; e.g., booking time, parties, follow-ups and interviews. You'll quickly see the time and tasks that don't help you produce income. Focus on the long-term benefits your family can enjoy when you work your Mary Kay business with intention.

INSPIRE YOURSELF.

Keep your **vision clear** and in front of you. No one else can work your Mary Kay business but you. Write down your **weekly goals**, and strive to reach them. You'll soon see how achieving those weekly goals can help you capture your big dream.

SEE THE PEOPLE!

Find new faces and share *Mary Kay*[®] skin care.

STAY CONNECTED.

When you **attend events** like Career Conference, Seminar and your weekly unit meetings, you put yourself in the atmosphere of success! And tools like *Mary Kay InTouch*[®], *Mary Kay*[®] Personal Web Site and *myCustomers+*[™] App can help you streamline your business so you have more time to book, sell and share!



NEW FACES *take you* PLACES TAKE THE CHALLENGE!

JULY 1, 2017 - JUNE 30, 2018

FEB. 1 - 28: K.I.S.S. CHARM

YOU EARN: Each month, an exclusive designer charm bracelet featuring a new power word.

WHEN YOU: Place a cumulative \$600+ wholesale Section 1 order in a month.

EARN YOUR BRACELET IN FEBRUARY.



SELL 13

(Mary Kay Ash's favorite number!)

TimeWise[®] Miracle Set[®]

\$95 X 13 = \$1,235*

OR



SELL 6

TimeWise Repair[®]
Volu-Firm[®] Set

\$205 X 6 = \$1,230*

*suggested retail

SKIN CARE *for Everyone*



JESSICA SCOLA, INDEPENDENT SENIOR SALES DIRECTOR, JAMAICA PLAIN, MASS.

When it comes to selling *Mary Kay*® skin care, Jessica knows her stuff! This **two-time \$500,000 Circle of Achievement** qualifier has been in the **Sales Director**

Queen's Court of Personal Sales six times, with her highest monthly unit retail sales reaching \$71,835.

She answers some common questions:

1 WHY IS GETTING MY CUSTOMERS ON MARY KAY® SKIN CARE SO IMPORTANT?

Skin care is the starting point from which you can create loyal, happy customers who fall in love with you, the products and perhaps the Mary Kay opportunity.

Starting them with skin care can also help you **build relationships**, especially when they see how great their skin looks and the **personal service** you offer. And selling skin care helps you make more money! Think about selling a \$95 suggested retail *TimeWise*® *Miracle Set*® versus an \$18 suggested retail lipstick.

When you **follow up with a second appointment**, you can **add a more in-depth color look** to make her feel even more beautiful and confident. You can provide Golden Rule customer service and add skin care supplements based on her needs.

Independent Senior National Sales Director Cindy Williams says you become your customers' genie in a bottle. They think of you fondly every morning and evening as they begin their skin care regimen!



LOOK THE PART!

Check out this gorgeous new **Mary Kay® Beauty Coat**. It's \$49 on *Mary Kay InTouch*® / Ordering / [MKConnections](#)®.



2 DO YOU HAVE ANY BOOKING TIPS OR A SCRIPT THAT YOU USE?

Show your enthusiasm. It's contagious! If you're just starting out, you can say, *"I'm so excited! I just started my Mary Kay business, and I'm looking for new faces to practice on. Would it be all right if we practice together? What's better for you?"* (give her two options until you select a date and time.)

Get her excited about this special pampering session. Then you can ask if she wants to invite some of her favorite friends. Remind her that she has an opportunity to **earn hostess credit**.

It helps to think of it in terms of what you offer her, such as gorgeous-looking skin and girlfriend time, versus what she gives you!

♥ **TIP!** Step 4 on Mary Kay University has more scripts.

3 I'VE INVITED WOMEN TO PARTIES AND NOT EVERYONE SHOWS. WHAT'S YOUR SECRET?

For me, typically half of those invited show up. So **invite 10 if you want five**. Frequently, last-minute issues pop up that no one can anticipate. I've also found **preprofiling** my customers ahead of time builds rapport, and gets them excited because I customize their experience.

4 WHAT'S YOUR IDEAL NUMBER OF GUESTS AT A SKIN CARE PARTY?

I love four to six guests around a kitchen table. I can offer them personalized service, have fun, get to know them and make them feel pampered and special.

5 ANY IDEAS ON HOW TO FIND NEW FACES?

At parties! Book from bookings. I play a **referral game** where I ask guests to write down the names of 10 friends who would enjoy some pampering time.

6 WHAT PARTY TOOLS DO YOU SUGGEST FOR NEWER INDEPENDENT BEAUTY CONSULTANTS?

The **Flip Chart**, because it's professional, easy and takes you through the entire party. The more parties you hold, the more comfortable and confident you become!



7 WHAT'S A GOOD GOAL FOR A NEW INDEPENDENT BEAUTY CONSULTANT?

A **Power Start** (30 faces in 30 days) can help you **build early successes**. It all starts with one party and one potential hostess you can find at that party. Then keep going from there! The beauty is that you start a pattern. With every party, you can find more potential hostesses and team members. That's how your business can get off to a powerful start!

Jessica's SIMPLE TIP: Have fun! Your guests will follow your lead. Also, follow what your Independent Sales Director or mentor has shared with you. Connect with her, share what you felt good about and where you may need a little help.



HELP IS HERE!

Learn more and earn your *Advanced Skin Care Consultant* designation through [Skin Care Confident](#) under the Education tab on *Mary Kay InTouch*!

What's Inside Matters



"Every *Mary Kay*® skin care product is the result of innovative technology combined with **proven-effective ingredients**. Here's a peek into a few ingredients of some of our favorite products." - **DR. LUCY GILDEA, MARY KAY CHIEF SCIENTIFIC OFFICER**



TIMEWISE® MIRACLE SET® \$95

For early-to-moderate signs of aging

Key ingredient: Peptides, found in the Day Solution and Night Solution, help support natural processes important for keeping skin looking healthy and youthful.



TIMEWISE REPAIR® VOLU-FIRM® SET \$205

For advanced signs of aging

Key ingredient: The Volu-Firm® Complex, so vital to skin recovery that it is found in all five products and includes three ingredients: Tripeptide 1, a skin volume-supporting peptide and plant stem cells.



BOTANICAL EFFECTS® \$58

For simple beauty

Key ingredient: Botanical extracts are derived from plants, flowers or fruits rich in elements like vitamins and minerals that are good for your skin. They play a starring role in the *Botanical Effects*® regimen.



CLEAR PROOF® ACNE SYSTEM \$45

For acne-prone skin

Key ingredient: Salicylic acid acts like an exfoliant to promote the easy removal of dead skin cells, helping keep pores unclogged. It's in several *Clear Proof*® products.

All prices are suggested retail.

marykayintouch.com **7**