

MARY KAY

MARCH 2019

applause

New!
Mary Kay®
Perfect Palette™

SELL IT, *Sister!*

Bring color to life and spring into sales!

Destination
RED

Get on board this tropical
getaway. Details inside!



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 2019 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

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

22

Week 1 of Career Conference 2019 begins (March 22 – 23).

27

Last day to register/cancel registration for April 24 – 27 New Independent Sales Director Education by 11:59 p.m. Central time.

28

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

29

Week 2 of Career Conference 2019 begins (March 29 – 30).

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.

31

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.

Week 2 of Career Conference 2019 begins (March 31 – April 1).



Ours is a business
where selling
results from a truly
personal one-on-
one relationship
– a friendship.
Outstanding sales
results depend on
an ability to think
from the customer's
point of view,
understanding
and responding
to the customer's
best interests.



Mary Kay

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

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

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. ©2019 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.

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TRENDING *Now*



Destination
RED

Get On Board!

Earn your spot on an all-expense-paid cruise to the Bahamas during the **Destination Red** Promotion. Find out how on Page 20.

MARY KAY
**CAREER
CONFERENCE
2019**



Best Deal Around!

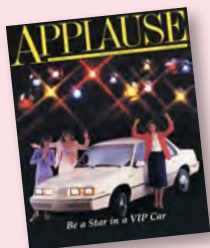
Career Conference registration closes Feb. 28. Make it a girls weekend! Gather your sister Mary Kay Independent Beauty Consultants and join us. Coming to a city near you.



Travel First Class!

This new rolling tote and other great new Mary Kay-branded items are now available! Find them on *Mary Kay InTouch*® > Ordering > *MKConnections*®.

THIS MONTH IN MARY KAY HISTORY



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.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN GRAPHIC DESIGNER: BIANCA CAMANO SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, 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 parties 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.

New!

Limited-Edition[†] Mary Kay[®] SPRING 2019 COLLECTION

Escape. Explore. Discover. Inspired by the desert sky, textural canyons and exotic blooms.



NEW! LIMITED-EDITION[†] MARY KAY[®] LIP TINT, \$18 EACH

Lightweight, [water-based lip tint](#) makes it easy to create an effortless, bare lip look or a custom look with the buildable color. Line and fill in lips like a pro with the penlike precision tip. Infused with a subtle, sweet, vanilla scent with no flavor.

How to Use: Apply to dry, clean lips. Place the tapered applicator in the center of your upper lip under your Cupid's bow, and sweep left and right. Repeat on bottom lip. Wear lip tint alone or use to boost the color of your favorite *Mary Kay*[®] lipstick or lip gloss.

Lip Color Layering Tips:

- **Desert Flora** under *Mary Kay*[®] Gel Semi-Matte Lipstick in Powerful Pink
- **Canyon Coral** under *NouriShine Plus*[®] Lip Gloss in Sun Blossoms
- **Magenta Mirage** under *Mary Kay*[®] Gel Semi-Shine Lipstick in Apple Berry
- Any lip tint under *NouriShine Plus*[®] Lip Gloss in Silver Moon for a shimmering finish



PRO TIPS!
INDEPENDENT
FUTURE
EXECUTIVE
SENIOR SALES
DIRECTOR
**BROOKE
BENNETT-YOUNG,
LOWELL, MICH.**

Anytime we have new products, I like to create a themed party. We stay true to skin care but have the new products on display or do a demo at the end. Plus, it's a chance to:

- Reach out to our customers.
- Share with friends and family.
- Share them and wear them wherever we go as conversation starters.
- Hold more parties!



NEW! LIMITED-EDITION[†] MARY KAY[®] ILLUMINATING DROPS, \$22 EACH

Add dimension to your look with sun-catching effects.

See Page 8 for color look.

The silky [pigment-packed drops](#) allow for blendable, buildable **illumination** on **face, collarbone, shoulders** or **neck**. The unique dropper cap releases the fluid drop by drop.

How to Use: A little goes a long way. Wear on bare skin or over foundation. Dab along cheekbones, brow bones and the bridge of the nose.

Watch a
video on *Mary Kay
InTouch*[®] Product
Central for a
how-to!



- **Silver Sands** for a moonlit shimmer.
- **Golden Horizon** to give skin natural warmth.
- **Bronze Light** for a sun-kissed gleam.

All prices are suggested retail. [†]Available while supplies last

New! Mary Kay®

PERFECT PALETTE™



Mary Kay Ash believed that inside every woman was untapped potential, hidden like a rose waiting to bloom.

\$18
unfilled

Irresistibly sleek with a new **iconic rose design** to commemorate the impact Mary Kay Ash had on the lives of women around the world.

- Fits in handbag or tote.
- Easy to refill and reorganize.
- Magnetized interior and snap closure. Large interior mirror.

New Tools! PERFECT FOR THE NEW MARY KAY PERFECT PALETTE™!



New! **Palette Powder Brush, \$4.50**



New! **Palette Cheek Brush, \$2**



New! **Eye Sponges, \$2.50, pk./2**



New! **Cosmetic Sponges, \$4, pk./2**

\$5 COLLECTION BAG

NEW! Limited-edition* Mary Kay® Collection Bag,** \$5 with \$56 suggested retail (excluding tax) purchase from the **limited-edition* Mary Kay® Spring 2019 Collection**. No limits!



The existing Mary Kay® Compact Mini and existing applicators will move to the While Supplies Last section of Feb. 16 Consultant order form.

††Available with a qualifying purchase from participating Independent Beauty Consultants only and while supplies last. No limits apply.

Defend your SKIN

You can't stop time, but you can help your customers look better with time. Now more than ever!

WE BELIEVE IN MIRACLES!

***TIMEWISE MIRACLE SET 3D®*, \$110**

Appeals to your broadest range of customers – those looking to address early-to-moderate signs of aging. Defends, delays and delivers visible improvements to help look younger longer! Available in Normal/Dry or Combination/Oily

Age Minimize 3D®
Day Cream also
available in non-
SPF, \$32

Save **\$14**
when you
purchase the set.



TimeWise® Age Minimize 3D® Eye Cream, \$36

Helps improve visible signs of aging and fatigue – including the appearance of dark circles, undereye puffiness, fine lines and wrinkles.

TimeWise® Age Minimize 3D® 4-in-1 Cleanser, \$24

Choose normal to dry to soothe skin as it cleanses or combination to oily to remove excess oil without drying.

TimeWise® Age Minimize 3D® Day Cream SPF 30 Broad Spectrum Sunscreen,*

Moisturizes for 12 hours, helps delay visible signs of skin aging and provides broad spectrum UVA/UVB protection.

TimeWise® Age Minimize 3D® Night Cream, \$32

Works while skin is most able to rebuild its reserves to re-energize its natural glow.

Mary Kay is proud to share that the *TimeWise Miracle Set 3D®* has earned the Good Housekeeping Seal. *Over-the-counter drug product



TIMEWISE® ULTIMATE MIRACLE SET 3D™, \$165

*TimeWise Miracle Set 3D® plus **TimeWise® Microdermabrasion Refine** and **TimeWise® Pore Minimizer**.*

Sell it, Sister! Follow this formula: Give your customers a fresh start to beautiful skin, earn your Mary Kay ***You Hold the Key*** February bracelet, and get one step closer to ***Destination Red*** and a cruise for two! Sell eight **TimeWise® Ultimate Miracle Set 3D™ Sets** this month, and success is yours.



SAY "hello" TO YOUR DIGITAL SKIN CARE ASSISTANT!

NEW MARY KAY® SKINSIGHT™ APP

With one simple scan, this app detects subtle signs of aging that can be easy to miss. It measures wrinkles, uneven skin tone and texture. *SkinSight* offers *Mary Kay®* products recommended for that customer! Available FREE for both iOS® and Android®!

Spring Break Ready!



**TimeWise Miracle Set
3D The Go Set®, \$25**

They're Back!



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

After a day in the sun, enjoy this [cooling, refreshing, hydrating gel](#). Leaves skin feeling soft, never sticky.



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!

[†]Available while supplies last

^{**}Does not contain sunscreen and does not protect against the sun

One Woman Can – SELL IT!

As the Queen of Personal Sales for the Emerald Seminar, Terrah knows her stuff. She's built her business just as Mary Kay taught – book, sell and team-build.



In January 2013, Terrah Cromer had recently married her husband, Dendy, and had two beautiful new teenage stepdaughters. She was also a full-time trauma ER nurse who worked 12-hour shifts and traveled more than two hours each way. "I began using *Mary Kay*® products one at a time," says Terrah, "And each time, my very patient Mary Kay Independent Beauty Consultant offered me the opportunity. Of course I thought I was too busy, a response I now hear!"

Terrah poured her heart into her job but felt overworked, underpaid and unappreciated. "Finally, when my Mary Kay Independent Beauty Consultant handed me a copy of *Applause*® magazine and showed me the recognition earned by hundreds of women, that's when I got it. I asked myself, 'Why not me?' I already loved the product, so I decided to go for it."

“Mary Kay Ash said, ‘If you’re willing to invest your time and work hard, you can be a success.’ I am proof!”

“I completed the Power Start (30 faces in 30 days) my first month. Next, I was on-target to earn the use of my first Mary Kay Career Car, then entered the Director-in-Qualification Program.” Terrah debuted as an Independent Sales Director June 2013, and at age 31, she retired from her nursing job. Earning many accolades since then, at Seminar 2018, she was crowned Queen of the Sales Director Court of Personal Sales for the Emerald Seminar.

HOW SHE DID IT

Full circle. “I fully believe in working this business full circle: book, sell and team-build. And I do it all around the kitchen table. I absolutely love our skin care, and it adds up to 75 percent of my sales. Not everyone wears makeup, but everyone should wash their face! I’ve built a solid skin care customer base, and it’s from those parties that I set up the second appointment to talk about color.”

\$600 focus. “I love the Mary Kay *You Hold the Key* Challenge, the Star Consultant Program and the overall focus on \$600 orders. It helps us stay consistent in selling, which leads to Golden Rule customer service and strong relationships with future hostesses and team members. For those who love prizes, these programs are great motivators to increase productivity. The result is bigger

customer bases and increased personal and unit production.”

Team-building. “It’s so much easier to build your team from parties when customers have fallen in love with the products. With everything that’s offered in the Starter Kit plus the *Great Start* Promotion, women feel confident about investing in themselves when they can partner with such a generous Company. I absolutely love that ANYONE can start a Mary Kay business and determine their future. That’s the power that came to me in my Starter Kit!”

LESSONS IN LEADERSHIP

As a leader, Terrah understands the importance of unit engagement. “I meet with new Independent Beauty Consultants to help them set goals. Success meetings, conference calls and unit promotions keep everyone excited. And as Mary Kay Ash said, ‘The speed of the leader is the speed of the gang!’ So I always personally work my business to help set good habits.”

Another way Terrah keeps her unit engaged is through Company events. “I attend ALL events and always encourage my unit members to do the same. Staying accountable and putting yourself in an environment to learn



and be inspired by other powerful leaders is so important to the longevity of your business. It’s true that when we show up, we go up, and it’s such a small investment for all that is gained!”

TERRAH’S FAVORITE THINGS:

“I get to work side by side with my mom, **Independent Sales Director Tracy Clymer**, Wellsboro, Pa. She’s my first offspring Cadillac® Independent Sales Director, and she ranked No. 3 in sales in Emerald at Seminar 2018.

I enjoy time with Dendy and our three girls, **Independent Beauty Consultant Paiton Cromer**, Bailey, and our new baby, Taylor, who was born in August 2018! Mary Kay has changed my entire family’s life!” ♥

Earth Tones

are in – for any skin tone.

FACE: Use **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,*** \$20. Add new **limited-edition† Mary Kay® Illuminating Drops**, \$22, in **Bronze Light** to the cheekbones.



EYES: Dust **Rustic** and **Gold Status Mary Kay Chromafusion™ Eye Shadow** over the entire eyelid. Apply



Moss to the outer corner of the eye, the crease and the outer third of the lower lashline. Highlight the brow bone with **Crystalline**. \$8 each.



Line the top and bottom lashlines with **MK Black Mary Kay® Eyeliner**, \$12. Finish eyes and brows with **Mary Kay® Ultimate Mascara™**, \$15, and **Mary Kay® Precision Brow Liner**, \$14.

CHEEKS: Dust **Honey Glow**

Mary Kay Chromafusion™ Highlighter, \$14, on the tops of the cheekbones. Then apply **Desert Rose Mary Kay Chromafusion™ Blush**, \$14, onto the apples of the cheeks.



LIPS: Line with **Deep Nude Mary Kay® Lip Liner**, \$12. Apply **Beach Bronze NouriShine Plus® Lip Gloss**, \$15.

FINISH: Set your look with **Mary Kay® Makeup Finishing Spray by Skindinävia**, \$18.



All prices are suggested retail. *Over-the-counter drug product †Available while supplies last



Gloria Mayfield Banks



Kathy Helou



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña



Cindy Williams



Debbie Moore



Stacy James



Pamela Waldrop Shaw

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 2018, 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 2018.) 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, 2018, through Nov. 30, 2018./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 2018; gratificaciones por desarrollo de liderazgo para Areas de DNV; crédito por *Impulsa tu clasificación* de octubre y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en octubre de 2018. 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 2018 al 30 de Nov. de 2018.

INNER CIRCLE /
CÍRCULO INTERIOR

\$700,000
Gloria Mayfield Banks
\$307,835

\$650,000
Kathy Helou
\$284,852

\$600,000
Patricia Turker
\$270,064

\$550,000
Lisa Madson
\$235,021

\$500,000
Sonia Pérez
\$219,850

\$450,000
Lupita Magaña
\$191,390

\$350,000
Cindy Williams
\$164,148

Debi Moore
158,127
Stacy James
154,533
Pamela Waldrop Shaw
148,893

\$325,000
Pamela Fortenberry-Slate
\$136,635

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000
SuzAnne Brothers
\$129,636

Linda Toupin
128,752
Dayana Polanco
125,805

\$250,000
Sara Pedraza-Chacón
\$123,469
Dacia Wiegandt
119,024

Dawn Dunn
115,546
Anabell Rocha
113,399

Julianne Nagle
112,711
Sandy Valerio
110,960

Paola Ramírez
107,566
Kristin Myers
107,165

Julia Burnett
104,849
\$200,000
Anita Tripp Brewton
\$99,659

Kay Elvrum
98,817
Kerry Buskirk
98,523
O'Nelly Encarnación
98,161
Julie Krebsbach
96,641

Davanne Moul
96,623
Connie Kittson
95,645

Lia Carta
94,416
Cyndee Gress
92,041
Mary Estupiñan
91,078
Lily Orellana
88,860
Cindy Fox
88,388
Mayuli Rolo
87,138
Yosaira Sánchez
86,591
Juanita Gudiño
85,749
Somer Fortenberry
83,938
Gloria Báez
83,833
Evelinda Díaz
83,535

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000
Sue Pankow
\$83,260
María Monarrez
83,214

Ada García-Herrera
82,775
Morayma Rosas
78,388
Rebbeca Evans
77,567

Jan Thetford
77,440
Auri Hatheway
77,131

Kim McClure
76,019
Monique Balboa
75,781

Valerie Bagnol
74,194
Lorraine Newton
74,089

Shannon Andrews
71,778
Rosibel Shahín
71,281

Joanne Bertalan
71,133
Kirk Gillespie
70,721

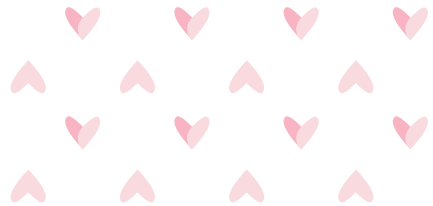
Kimberly Copeland
70,507
Pam Higgs
69,582

Scarlett Simpson
68,746
Alicia Lindley-Adkins
68,402

Pamela Tull
67,624
Susan Hohlman
66,095

Tammy Crayk
65,880
Gay Hope Super
65,197

Bianny Ramírez
64,550
Alia Head
64,302
Sonia Bonilla
62,693
\$125,000
Noelia Jaimes
\$62,463
Debra Wehrer
62,016
Janis Z. Trude
61,887
Leah Lauchlan
61,654
Diane Mentipty
61,566
Marilyn Marte-De Melo
61,531
Elizabeth Muna
60,619
Pam Klickna-Powell
60,542
Lisa Allison
60,270
María Flores
60,247
Yvonne Lemmon
59,718
Diana Sumpter
59,484
Elizabeth Sánchez
59,475
Pam Ross
58,060
Sharon Buck
57,302
Kristin Sharpe
56,725
Luzmila Abadia Carranza
56,566
Evitelia Valdez-Cruz
56,389
Vicki Jo Auth
56,168
Alma Orrostieta
56,124
Evalina Chávez
55,680
Gladis Elizabeth Camargo
55,427
Michelle Sudeth
55,043
Crystal Trojanowski
54,780
Virginia Rocha
54,631
Lupita Díaz
54,189
Brenda Segal
53,755
Roxanne McInroe
53,081
Ruth Everhart
53,061
Glinda McGuire
53,057
Yudith Pupo
52,865
Dawn Otten-Sweeney
52,675



MONTHLY COMMISSIONS
AND BONUSSES
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.

SAPPHIRE /ZAFIRO

Kathy Helou***
\$45,334
Lupita Magaña**
41,622
Debi Moore*
28,056
SuzAnne Brothers*
25,838
Pamela Fortenberry-Slate*
24,577
Kristin Myers*
21,781
Sara Pedraza-Chacón*
21,071
Paola Ramírez
20,361
Valerie Bagnol*
20,101
Davanne Moul*
19,155
Cyndee Gress*
16,066
Lorraine Newton
15,437
Somer Fortenberry
15,436
Morayma Rosas
13,549
Diane Mentipty
13,415
Alma Orrostieta
13,228
Julia Serrano
13,033
Scarlett Simpson*
12,951
Janis Z. Trude
12,852
Alicia Lindley-Adkins*
12,767
Debra Wehrer
12,422
Elizabeth Sánchez
12,260
Dawn Otten-Sweeney
12,046
Kimberly Copeland
11,043
Diana Heble
10,999
Ruth Everhart
10,912
Alejandra Zurita
10,849
Heather Carlson
10,602
Sylvia Kalicak*
10,384
Elaine Kimble Williams
10,380
LaRonda Daigle
10,152

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$60,453
Patricia Turker**
41,474
Sonia Pérez**
33,947
Joanne Bertalan*
19,358
Julianne Nagle*
19,276
Dayana Polanco*
19,160
Kirk Gillespie
18,029
Dacia Wiegandt*
17,668
Kerry Buskirk*
17,435
Anita Tripp Brewton*
15,629
Pamela Tull
15,084
Sonia Arriola
15,028
Monique Balboa
15,019
Tammy Crayk
14,045
Evelinda Díaz*
13,907
Pam Higgs
13,683
Mayuli Rolo*
12,796
Cathy Bill*
12,701
Rosibel Shahín*
12,041
Bianny Ramirez*
11,850
Auri Hatheway
11,812
Yudith Pupo
11,398
Jill Davis
10,816
Noelia Jaimes*
10,766
Pam Klickna-Powell
10,752
Ada García-Herrera*
10,622
Noemi Jaimes
10,330
Luzmila Abadia Carranza*
10,138
Sonia Bonilla
10,075

DIAMOND/DIAMANTE

Lisa Madson*
\$47,627

Monthly Commissions And Bonuses, *cont.*

Pamela Waldrop Shaw**
35,294
Dawn Dunn*
23,682
Julia Burnett*
21,066
Kay Elvrum
18,357
O'Nelly Encarnación
16,742
Lily Orellana
16,691
Kristin Sharpe
16,096
Connie Kittson*
16,088
Sue Pankow
15,509
Rebecca Evans*
14,752
Yosaira Sánchez*
14,593
Leah Lauchlan
13,916
Lisa Allison
13,775
María Monarrez
13,592
Shannon Andrews*
13,473
Alia Head
13,276

Diana Sumpter
13,180
Julia Mundy
12,930
Susan Hohlman*
12,772
Vicki Jo Auth
12,330
Roxanne McInroe
12,270
Yvonne Lemmon
12,024
Sharon Buck
12,010
Robin Rowland
11,705
Pam Ross*
11,595
Heidi Goelzer
10,676
Amy Allgood
10,335
Shelly Gladstein
10,290
Evelia Valdez-Cruz
10,254
Candy Lewis
10,049
RUBY/RUBÍ
Stacy James*
\$33,881
Cindy Williams*
28,643

Linda Toupin
27,764
Lia Carta**
24,802
Sandy Valerio*
19,355
Kim McClure
19,103
Cindy Fox*
16,825
Gloria Báez*
16,731
Juanita Gudiño
16,703
Julie Krebsbach*
16,011
Anabell Rocha*
15,917
Jan Thetford
15,885
Mary Estupiñán*
14,729
Brenda Segal*
13,598
Tammy Vavala
13,380
Lynda Jackson*
13,245

Deb Pike
12,048
Tammy Romage
11,991
Bea Millslagle
11,811
Lara McKeever
11,586
María Flores
11,430
Elizabeth Muna*
11,378
Crystal Trojanowski
10,841
Michelle Sudeth*
10,830
Kate DeBlander
10,196
Cecilia James
10,102

* 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 2018./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 2018.

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

SAPPHIRE/ZAFIRO
Katherine L. Longley, *Mary Kay National Area* \$109,279
EMERALD/ESMERALDA
Nancy Boucher, *Mary Kay National Area* \$98,891
DIAMOND/DIAMANTE
Amy Kemp, *Mary Kay National Area* \$110,475
RUBY/RUBÍ
Kately Delgado, *Mary Kay National Area* \$105,082

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

SAPPHIRE/ZAFIRO
Angela P. LaFrance, *Mary Kay National Area* \$13,001
EMERALD/ESMERALDA
Darlene M. Wrenn, *Mary Kay National Area* \$10,421
DIAMOND/DIAMANTE
Kelly M. Freeman, *K. Ford Area* \$20,853
RUBY/RUBÍ
Sara Mangiaracina, *S. Valerio Area* \$14,618

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

SAPPHIRE/ZAFIRO
Mateo Mendez,
J. Davila Unit, *Mary Kay National Area* \$17,047
EMERALD/ESMERALDA
Yuko Yasuma,
D. Stevens Unit, *Mary Kay National Area* \$18,628
DIAMOND/DIAMANTE
Maria Y. Santillan,
O. Tortoledo Unit, *Mary Kay National Area* \$10,696
RUBY/RUBÍ
Jimena Guerrero,
T. Assis Unit, *Mary Kay National Area* \$43,370

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO
Sales Director Heather L. Garland,
K. Myers Area 20 New Team Members
EMERALD/ESMERALDA
Sales Director Cheryl L. Reynon,
S. Wallace Area 21 New Team Members
DIAMOND/DIAMANTE
Nelly P. Calzada, J. Haddock Unit,
Mary Kay National Area 12 New Team Members
RUBY/RUBÍ
Sales Director Kelly D. Mardis,
Mary Kay National Area 15 New Team Members

TOP UNIT BUILDERS PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for November 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en noviembre de 2018.

SAPPHIRE/ZAFIRO

Margarita I. Grados 25 New Unit Members
Paula S. Harris 23 New Unit Members
Cycelia D. Matthews 23 New Unit Members
Heather L. Garland 22 New Unit Members
Herendira Garcia 20 New Unit Members

EMERALD/ESMERALDA

Elisa Suarez 25 New Unit Members
Katy Goldstein 22 New Unit Members
Cheryl L. Reynon 22 New Unit Members
William Y. Bruzon 21 New Unit Members

DIAMOND/DIAMANTE

Amy Allgood 21 New Unit Members
Tracy Craven 21 New Unit Members

RUBY/RUBÍ

Candace L. Doverspike 33 New Unit Members
Lauren N. Bloomer 25 New Unit Members
Maricarmen Gonzalez 23 New Unit Members
Thessy N. Nwachukwu 21 New Unit Members
Michelle L. Sanders 21 New Unit Members

MEET YOUR NSDS CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. 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 *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “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?

**A LEADER IS SOMEONE WHO
KNOWS WHERE HE OR SHE
IS GOING AND IS ABLE TO
TAKE OTHERS WITH THEM./
UNA LÍDER ES LA QUE SABE
ADÓNDE VA, CAPAZ DE
LLEVAR A OTRAS CON ELLA.**

Mary Kay

SAPPHIRE / ZAFIRO

NEW DEBUTS DEBUTES



September/Septiembre 2018

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".



Dorothy Adams
Soddy Daisy, Tenn.
D. Horne Unit



Rocio Contreras
Los Angeles
C. Reyes Unit



Bertha Alicia Esquivel
Denver
L. Barajas Unit



Jessie Kempf
Amarillo, Texas
D. Weld Unit



Heather M. Malloy
Bristow, Va.
G. Green Unit



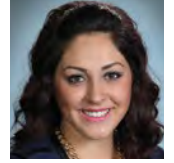
Maria D. Morfin
Stafford, Texas
A. Olivares Unit



Faye W. Smith*
Carriere, Miss.
R. Moody Unit



Katie Summers
DE Pere, Wis.
K. Longley Unit



Tonya R. Trujillo
Pueblo, Colo.
H. Bartz Unit



Christina V. Venegas
Fontana, Calif.
E. Sánchez Unit



Jackie Yamada Wolff
Apollo Beach, Fla.
L. Gutierrez Unit



Bianca M. Young
Colorado
Springs, Colo.
T. Hart Unit

“THE RESPONSIBILITIES OF A LEADER ARE GREAT, BUT SO ARE THE REWARDS.” / LAS RESPONSABILIDADES DE UN LÍDER SON GRANDES, PERO TAMBIÉN LO SON LAS RECOMPENSAS.”

Mary Kay

Not pictured/Sin foto: *Manuela Aguilera*, Denver, L. Barajas Unit; *Neri Alvarez*, Pomona, Calif., A. Anguiano Unit; *Carmen Arteaga*, Berwyn, Ill., Z. Sanchez Unit; *Iris L. Capers*, Ridgeville, S.C., A. Gibbs Unit; *Lourdes Cardenas*, San Leandro, Calif., M. Vargas Unit; *Alma-Catalina Carrillo*, Santa Rosa, Calif., E. Chávez Unit; *Geraldina E. Cruz*, Los Angeles, L. Gomez Unit; *Diana Edwards*, Brooklyn, N.Y., S. Lett Unit; *Taylor Farve*, Rockwell, N.C., C. Howe Unit; *Alexis T. Greco*, Leland, N.C., L. Baer Roberts Unit; *April Leal*, Maynard, Mass., D. Mentiply Unit; *Francis Leyva*, South Houston, Texas, L. Alvarado Unit; *Robmery Morales*, Houston, L. Bermejo Unit; *Manuela Ornelas*, Oxnard, Calif., H. Marrufo Unit; *Jennifer F. Osborne*, Marion, Va., K. Linkous Unit; *Janice D. Palmer*, Tuscaloosa, Ala., P. Smith Unit; *Sara M. Perez*, Anaheim, Calif., G. Hernandez d Shelat Unit; *Linda C. Peterson*, Brentwood, Tenn., S. Berry Unit; *Adonis Pleasant*, Belton, Texas, N. Pettaway Unit; *Martha Rios*, West Valley City, Utah, P. Ramirez Unit; *Maria Rosales*, Denver, M. Chavarria Unit; *Maria Ruiz*, Dallas, A. Gomez Unit; *Jaycelou Suarez*, Woodruff, S.C., S. Fortenberry Unit; *Norma A. Viera*, Adelphi, Md., R. Dagenais Unit; *Schley Zeringue*, Houma, La., J. Guidry Unit.

*Previously debuted/Debutó con anterioridad

DEAN'S LIST

LISTA DEL DECANO



November/Noviembre 2017

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 cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured/Sin foto: *Kara Kirk*, Katy, Texas, K. Copeland Area, Sapphire Seminar.



Yvonne L. Capehart
Pensacola, Fla.
L. Newton Area
Sapphire Seminar



Karla P. Vasquez
Espinoza
Washington
S. Bonilla Area
Emerald Seminar



TRIPLE CROWN

TRIPLE CORONA



November/Noviembre 2017

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.

Not pictured/Sin foto: *Kara Kirk*, Katy, Texas, K. Copeland Area; *Karen Linkous*, Wytheville, Va., K. Myers Area; *Juana Telles*, Bossier City, La., A. Orrostieta Area.



Yvonne L. Capehart
Pensacola, Fla.
L. Newton Area



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**.

HONORS SOCIETY

SOCIEDAD DE HONOR

November/Noviembre 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured:/Sin foto: Loreto Chavez, Marshall, Texas, A. Orrostieta Area; Kara Kirk, Katy, Texas, K. Copeland Area; Karen Linkous, Wytheville, Va., K. Myers Area; Juana Telles, Bossier City, La., A. Orrostieta Area.



Yvonne L. Capehart
Pensacola, Fla.
L. Newton Area

FABULOUS 50s

FABULOSOS 50

May/Mayo 2018

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: Leidy D. Gomez, Los Angeles, L. Magaña Area; Miriam Marquez, Commerce City, Colo., M. Rosas Area.



Faye W. Smith
Carriere, Miss.
K. Helou 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 2018

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.

Dorothy Adams
Carmen Arteaga
Geraldina E. Cruz De Soriano
Francis Leyva
Heather M. Malloy
Maria D. Morfin

Manuela Ornelas
Jennifer F. Osborne
Sara M. Perez
Jaycelou Suarez
Jackie Yamada Wolff

Red Jackets, cont.

Maria E. Cuevas
Blanca M. Curiel
Raquel R. Dimalanta
Nercia Dinham
Linda Elliott
Milagros Esperida
Brittany L. Ford Paxton
Monica Gary
Veronica Gonzalez
Tokashernia M. Grady
Hada L. Guardado
Yvonne M. Hamlet Husbands
Bianca Hicks
Angel Hillis

Ramona K. Huckabee
Fani N. Ibarra
Lisa Janz
Toia E. Jones
Greta J. Joseph
McKayla H. Kime
Victoria M. King
Lindsay Kinslow
Bonnie K. Kositzke
Larissa Lemonnier
Cheryl Lojewski
Audrey S. Markiton
Amanda M. Mayer
Stephanie D. McCall
Iman McPhee

Vera M. Miller
Michele L. Milne
Nely Morales
Maria A. Murphy
Laura Nava
Emily T. Orta
Lisa Ann Parker
Alejandra Pena
Gladis Pereira
Sugey Perez
Kris Presson
Julie M. Rakestraw
Monica Raney
Nadine M. Reiser
Cecilia Romo

Tanzania L. Rupert
Scarlett Self
Shaunte N. Shelton
Rebecca R. Simerly
Katie S. Skeens
Sheri Stewart
Andrea J. Stilwell
Kandas Stoker
Elsa Suberville
Janice Todora
Griselda Torres
Norma Valdivia
Delia Velasco
Amanda S. Weathers

13% CLUB

CLUB DEL 13%

November/Noviembre 2018

The top 25 independent sales force members in the Sapphire 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./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Zafiro 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.

SAPPHIRE/ZAFIRO

Brooke E. Bennett-Young*	\$2,780
Katherine L. Longley*	2,088
Maribel Narvaez*	1,918
Viveca C. Wilson*	1,859
Cindy Harness*	1,839
Michele M. Armes*	1,839
Miranda Kantor*	1,747
Amy R. Sigler*	1,710
Marita W. Campbell*	1,510
Fraida M. Klein*	1,504
Reyna V. Alvarado Rivera*	1,471
Danielle Coughlan*	1,458
Laurieann Barclay*	1,452
Jennifer K. Guidry*	1,444

Delia Ponce*	\$ 1,442
Bridget N. Howerton-Adams*	1,382
Geri L. Dennis*	1,379
Jeannie S. Meyer*	1,368
Esther Schwartz, F. Klein Unit	1,346
Tracey F. Hedrick Lasser*	1,339
Erika D. Hulm*	1,318
Julie A. Griffin*	1,308
Marni M. Hendricks*	1,301
Janis Clemens*	1,287
Flor D. Maldonado*	1,280

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

November/Noviembre 2018

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.



Maria L. Aguillon
Bukonla S. Alogba
Edna S. Alvarez
Carmen Amaya Machuca
Maria Angamarca
Krisna M. Ashe
Ana C. Barrios
Nidia C. Berrios
Emma J. Blackshire

Flecia Boney
Dianne B. Boykin
Conswello L. Bradley
Stacie Brown
Betzabeth H. Carachure
Nicole L. Chabola
Debrah Chriscoe
Veronica Cisneros
Judith L. Comeaux

GRAND ACHIEVERS

GRAN GANADORAS

November qualifiers/Calificadas en noviembre 2018

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

Dorothy Adams
Chandra D. Burke
Juretta E. Coleman
Sherry Hanes**
Julia Hodge**
Cathy Jacobs**
Becky Lauridsen**
Junie Legister**
Renee McCormick**
Karla Sandoval**

CONSULTANTS/ CONSULTORAS

Renada K. Bonham*
Tamara L. Brown
Stephanie Davis
Alexis Greco*
Dora C. Ledon
Heather Liehr**
Rilee G. Moore
Ana L. Tenorio

*Denotes October qualifier.

**Denotes September qualifier.

* Denota que calificó en octubre.

**Denota que calificó en septiembre.

GOLD MEDALS

MEDALLAS DE ORO

November/Noviembre 2018

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

181 GOLD MEDALS

Angel R. Cruz Garciaguirre*

96 GOLD MEDALS

Janet L. Guimet*

10

152 GOLD MEDALS

Brenda L. Gill*

90 GOLD MEDALS

Deborah Riley*

6

147 GOLD MEDALS

Meisue L. Chou*

88 GOLD MEDALS

Lorena P. Ramirez*

5

131 GOLD MEDALS

Elda Ventura*

87 GOLD MEDALS

Katie D. Nichols*

5

104 GOLD MEDALS

Tracey F. Hedrick Lassiter*

81 GOLD MEDALS

Patricia W. Henderson*

5

99 GOLD MEDALS

Eno Inoyo*

77 GOLD MEDALS

Beverly M. Brown*

5

70 GOLD MEDALS

Lidia L. Cerron*

5

65 GOLD MEDALS

Hilda Noemi Caballero*

5

61 GOLD MEDALS

Satarro Purnell*

5

60 GOLD MEDALS

Ana R. Gomez*

6

59 GOLD MEDALS

Patricia Palomares*

7

58 GOLD MEDALS

Tinia W. Campbell Piard*

6

Rosa Orozco*

5

52 GOLD MEDALS

Silvia Lopez*

5

51 GOLD MEDALS

Charmane Williams*

5

49 GOLD MEDALS

Jael Lopez*

5

46 GOLD MEDALS

Juana Contreras*

6

42 GOLD MEDALS

Shirley P. Vargas*

7

Virginia Vivas Damian*

5

41 GOLD MEDALS

Adriana Gomez*

6

34 GOLD MEDALS

Eduardo J. Balcazar Pasco*

5

America G. Reyes*

5

31 GOLD MEDALS

Arianna Anguiano*

8

30 GOLD MEDALS

Ester M. Barahona*

5

29 GOLD MEDALS

Annette Phansiri*

8

28 GOLD MEDALS

Delia Ponce*

5

25 GOLD MEDALS

Diane Covington*

5

24 GOLD MEDALS

Laura Gonzalez*

5

Alejandra Penaloza*

5

Yolanda R. Sherrod*

5

22 GOLD MEDALS

Lauren D. Coe*

5

Wendy L. Sorensen*

5

Viveca C. Wilson*

5

21 GOLD MEDALS

Andrea R. Klahn*

7

20 GOLD MEDALS

Charisse Burton*

5

Erika D. Hulm*

8

Debbie A. Miller*

5

Beth H. Williamson*

6

19 GOLD MEDALS

Barbara Jackson*

6

18 GOLD MEDALS

Susan C. Davis*

5

16 GOLD MEDALS

Rocio Renteria*

8

Maricela Rodriguez*

5

14 GOLD MEDALS

Elizabeth O. Branco*

5

Amy R. Sigler*

5

13 GOLD MEDALS

Norma Miranda*

7

12 GOLD MEDALS

Olivia Gonzalez*

5

Jeannie S. Meyer*

5

11 GOLD MEDALS

Margarita Hernandez*

5

10 GOLD MEDALS

Ruth Eunice Rodas De.

5

Cifuentes*

6

Janice F. Williams*

6

9 GOLD MEDALS

Kara Kirk*

9

8 GOLD MEDALS

Maria Mora*

7

Radha Zervakos*

7

7 GOLD MEDALS

Laura Bermejo*

6

Heather L. Garland*

20

Paula S. Harris*

17

Amanda K. Poinsette*

5

5 GOLD MEDALS

Maribel Narvaez*

8

4 GOLD MEDALS

Emma Carrillo*

5

Georgina Hilton*

5

Rilee G. Moore,

15

P. Garner Moore Unit

Marileni Palacios*

6

Georgina J. Ramos*

5

Martha Rios*

5

3 GOLD MEDALS

Stephanie Davis,

6

M. Shaw Unit

Kelly G. Jacobs,

5

H. Rios Unit

Dora C. Ledon,

13

L. Gomez Unit

Saida Lopez, O. Rios Unit

11

Leonarda Martinez, B. Alvarado Unit

5

Transito J. Martinez, B. Caceres Unit

6

Ariadna Y. Montoya, R. Arroyo Unit

15

Lilia Moreno, R. Alvarado Rivera Unit

5

Donna G. Phillips, K. Spriggs Unit

7

Marisol Renteria Zaragoza*

5

Ana L. Tenorio, G. Cruz De Soriano Unit

13

2 GOLD MEDALS

Tamara L. Brown, A. Sweeney-Wydo Unit

6

Leticia Duran, C. Martinez Unit

8

Yelitza Mendoza, E. Sanchez Unit

5

Carely A. Meza, M. Marquez Unit

5

Connie J. Myers, S. Jones Unit

6

Katrina A. Phillips, T. Brown Jones Unit

6

Maggie Picot, D. Mentipty Unit

9

Shekita Rawls, C. Jones Unit

6

Elsa Reyes, M. Grados Unit

11

Maricela Reynaga, A. Zurita Unit

5

Marsha M. Scott, L. Hall Unit

6

Leah M. Tripp, C. Newsome Unit

5

1 GOLD MEDAL

Samantha Adcock, A. Poinsette Unit

9

Jamie L. Bates, K. Spellmeier Unit

5

Erica Berry, A. Porter Unit

7

Gerry Cain, J. Imwalle Unit

5

Denise L. Cogdell, R. Zervakos Unit

5

Catherine A. Collins, S. Jackson Unit

8

Dora Enrriquez, H. Garcia Unit

9

Dianna M. Felton, J. Howard Unit

5

Alba L. Florian, J. Chacon Unit

5

Venus A. Gravador, F. Suastegui Unit

6

Rhonda Hatley, J. Reed Unit

9

Wendy L. Hooten, W. Copeland Unit

5

Meaghan K. Jensen, K. Longley Unit

6

Margarita Jurado, H. Garcia Unit

8

Victoria Lorenzana, M. Pasco Unit

7

Maria M. Loyo, M. Palacios Unit

5

Chassidy Moore, R. Johnson Unit

8

LeAnetta Obasanjo, K. Powell Unit

5

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

November/Noviembre 2018

The top 100 Independent Sales Directors in each Seminar area based on their November 2018 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 2018.

SAPPHIRE/ZAFIRO

Randi Stevens	\$130,114
Linda Meier	115,090
Katherine L. Longley	109,279
Laura Poling	107,926
Courtney H. Young	107,691
Kivian Diaz-Harris	104,875
Diane Covington	104,634
Maria Montes	101,155
Reyna V. Alvarado Rivera	97,358
Candace N. Holte	92,180
Anita R. Rabelo	90,895
Michele Cobin	83,392
Christi Rossi	80,103
Erika D. Hulm	79,752
Jeanette M. Thompson	77,474
Lafreda D. Williams	76,500
Mariaelena Boquin	75,829
Debbie A. Weld	74,479
Lady Ruth Brown	71,331
Belle L. Martin	70,639
Betty Alvarado	70,621
Donna Stephano	69,826
Mary Stuart Smith	69,577
Vicki Piccirilli	67,891
Tracy Foltz	67,728
Michele M. Armes	63,545
Julie Neal	63,140
Mary E. Feikles	63,093
Pauline White	62,669
Marcela Sierra	62,641
Jessica Holzbach	62,365
Amy J. Bowman	61,225
Miranda Kantor	60,323
Jennifer Levitt	59,742
Waverly R. Copeland	58,941
Fraida M. Klein	58,528
Brooke E. Bennett-Young	58,472
Tracy Potter	57,993
Stephanie L. Lenard	56,840
Casie Hembree	56,534
Dolores Keller	55,424
Jamie L. Lawrence	54,672
Catalina Martinez	54,190
Moleda G. Dailey	53,634
Beverly M. Brown	53,070
Kym D. Holman-Kirk	52,540
Ann W. Sherman	52,524
Maria L. Valle	51,858
Laura M. Villalpando	51,421
Janis Clemens	51,125
Megan L. Shaw	50,990
Kimberley Victor	50,695
Bonnie Crumrin	50,668
Svetlana Lipsey	50,632
Julie B. Sapp	50,476
Isela M. Martinez	50,277
Heather L. Bohlinger	50,154
Kelly I. Brock	49,939
Cyrcelia D. Matthews	49,796
Charlynn M. Singleton	49,749
Lynn A. Cervini	49,697
Amy R. Sigler	49,557
Margarita I. Grados	49,426
Doris M. Quackenbush	49,362
Jenan W. Wood	49,195
Valerie T. Goldston	49,104
Pam Garner Moore	48,520
Penny J. Jackson	48,245
Petie L. Huffman	48,134
Gail S. Scott	47,456
Cynthia S. Sheppa	47,280
Karla R. Plantan	47,178

Renate Moore	46,725
Christine M. Jessee	46,532
Keita Powell	46,383
Maria D. Osorio	46,079
Elsie Jackson	45,981
Cheri L. Taylor	45,966
Shanna H. Jones	45,953
Kristen M. Christen	45,647
Carol Lee Johnson	45,151
Patty Webster	45,130
Cindy Harness	45,082
Marie E. Vlaminc	45,039
Jenny R. DeMell	44,875
Joyce A. Newell	44,415
Karla M. Reno	44,390
Linda H. Rowsey	44,357
Hazel White	44,272
Maria Claxton-Taylor	44,225
Mary K. White	44,191
Charlene Grubbs	43,962
Kimberly Leigh Moore	43,877
Laurieann Barclay	43,874
Lorraine M. Bryant	43,824
Beth S. Austin	43,535
Jerlene Vrana	43,506
Tehrie Ned	43,502
Marni M. Hendricks	43,122
Michele Semper	43,096

EMERALD/ESMERALDA

Hilda L. Moreno	\$203,518
Leslie M. McKinney-Smith	116,685
Angel Guerra	110,006
Blanca R. Torres	105,165
Kathleen L. Holmberg-Botelho	103,776
Doreen Stevens	99,439
Nancy Boucher	98,891
Stacy D. Foust	98,006
Noelia E. Jimenez Gutierrez	95,988
Ilina Fuentes	85,926
Melinda M. Balling	83,051
Nancy Rodriguez	81,246
Michele S. Rankin	81,226
Maria C. Piqueras	80,627
Elsie Coto	79,047
Shelley Money-Eldridge	79,000
Deanna L. Spillman	78,798
Dania Bello	78,558
Lisa C. Mack	77,675
Ginny B. O'Kain	77,486
Antonia Miranda	75,339
Mary Strauss	73,305
Edie Norquist	70,478
Susan H. Celi	70,451
Nicole L. McDaniel	67,395
Vickie D. Swinger	66,826
Hollie R. Sherrick	65,239
Maria J. Koo	63,118
Janice B. Hull	62,573
Yilliam Y. Bruzon	61,891
Jill Beckstedt	61,600
Brenda Stafford	61,494
Stacey Craft	60,775
Tammy West-Murrian	59,863
Shauna L. Abbotts	59,129
Carolyn Thompson	58,246
Maggie Rader	56,598
Mariana Moreno	55,862
Amber L. Towne-Geehan	55,630
Tina M. Dees	55,071
Ashley N. Clinesmith	55,030

Deirdre L. Eschauzier	54,974
Boni McDowell	52,892
Jennifer L. Besecker	51,880
Ann F. Smith	51,444
Christine D. Barrueco	51,254
Dawn Wilson	50,784
Heather Shea Catts	50,619
Cindy Anderson	50,345
Betty McKendry	49,984
Nancy S. North	49,738
Katy Goldstein	49,548
Yosemy Mora	49,530
Amy L. Fields	49,487
Jacquelyn Dykstra	49,233
Bridge L. Moore	49,160
Debra Allison	49,102
Audrey J. Doller	49,040
Jo M. Cotton	48,604
Robyn K. Barnwell	48,498
Pam Kelly	47,766
Breanne Sufrin	47,627
Audrey L. Detesco-Nickell	47,614
Rosanna M. Briceno Sanchez	47,558
Olayinka K. Adegbayi	47,451
Joanna Helton	46,880
Chris H. Teague	46,596
Susan C. Manocchio	46,372
Yassmin Alvarado	46,282
Brenda L. Wilbur	45,984
Nikki H. Edgemon	45,698
Karen E. Ridle	45,688
Richelle V. Barnes	45,572
Linda J. Wicks	45,445
Sheri Farrar-Meyer	45,315
Deb Altenburger	44,854
Mara C. Lane	44,736
Amber D. Campbell	44,732
Carmen Ruiz Enriquez	44,314
Joy D. Bailey-Gress	44,187
Vanessa E. Guzman Guerrero	44,048
Rachelle Holloway	43,879
Leanne Parrino-Pheasant	43,812
Shawna D. Schneider	43,807
Jill A. McCoy	43,275
Ebun Osaze	43,134
Mary-Beth Anderson	42,944
Sara Cone	42,076
Marcela Soto	42,030
Kijuna R. McKinnie	42,012
Julia Medina	41,875
Elva Jordan	41,855
Kim I. Bessey	41,107
Linda Berglund	40,946
Dana C. Warren	40,942
Melissa M. Wilson	40,770
Tami C. Johannsen	40,591
Denise G. Kucharski	40,097
Michelle A. Cunningham	39,825
Kendri E. Burkett	39,550

DIAMOND/DIAMANTE

Tawrya Krempges	\$128,131
Karina Gonzalez Rivera	123,731
Amy Kemp	110,475
Alicia Borkowska	105,279
Stephanie A. Richter	95,748
Lindsey D. Christenson	95,368
Cindy Rogers	85,743
Paula Kelsch	77,647
Marsha Morrisette	77,060
Christi G. Campbell	75,839

Susan M. McCoy	75,560
Olga I. Niz de Tortoledo	74,417
Julie Danskin	74,241
Gerri Anne Morris	74,233
Kelly Miller-Johnson	73,237
Britt N. Burke	70,961
Martha Kay Raile	69,395
Crystal D. Gardner	69,300
Priscilla McPheeters	68,134
Natalia Trivilina	67,770
Kim A. Messmer	67,410
Mariann Biase Mason	64,598
Allison Piro	64,224
Karime Rosas	63,497
Linda J. Bird	63,096
Celeste Byrd	62,072
Angela J. Fry	60,897
Cheryl A. Searcy	60,278
Patricia Chairez	60,050
Elvi S. Lamping	59,394
Veronica J. Hyba	58,879
Mileta K. Kinser	58,361
Ruth Alvarado	57,994
Mary Kathryn King	57,835
Christy Bigham	56,845
Susie Kopacz	56,720
Constance Nugent Miller	56,550
Tammy I. Hare	54,563
Lesley A. Bodine-Phillips	54,142
Nicki R. Hill	53,607
Joan M. Farrell	53,509
Nicole P. Pratt	52,432
Donna K. Smith	52,257
Linda T. Cartiglia	52,084
Shelly Palen	51,973
Cindy Machado-Flippen	51,901
Emily G. Franks	51,852
Jan Geig	51,614
Mary P. Creech	51,553
Kelly K. Johnsrud	51,197
Deborah Dudas	51,176
Heather M. Julson	50,827
Ida M. Sukalo	50,347
Sherrie C. Purvis	50,147
Linda K. Hallock	49,646
Megan N. Wilkes	49,402
Tracy Craven	49,287
Terri J. Beckstead	48,795
Irene Korobov	48,692
Christina L. Frantz	48,654
Tanya L. Satcher	48,338
Maria Sanchez	48,274
Sandy Griffith	48,030
Kathy R. Bullard	47,957
Jevani Hernandez	47,777
Alicia Kingrey-Lokai	47,629
Tracy Potochny	47,286
Lisa Bird	47,269
Marty T. Wynn	47,197
Deborah S. Bailly	46,604
Michelle Cape	46,558
Debbie Larson	46,547
Billie Gillespie	46,547
Karina Gonzalez	46,303
Suzanne T. Young	46,223
Yira Basilis	46,110
Debra Schwenkler	45,950
Anne Geertsen	45,866
Stephanie A. Mottaz	45,506
Leanne Sexton	45,327
Dolly A. Metzger-Stearns	45,140
Carol A. Brown-Mason	45,127

Holly A. Brown	45,047
Brenda Spain	45,035
Isabel Arbelo	44,780
Mary Ellen D'Amico	44,744
Annette Pace	44,569
Barbara E. Roehrig	44,247
Amy Zietlow	44,170
Nancy Lewen	44,070
Terri Lewis	43,923
Joy H. Rentz	43,659
Amanda N. Wright	43,514
Sylvia L. Martinez	43,392
Julie Schlundt	43,244
Jessye R. Nichols	43,104
Faith A. Gladding	43,098
Susie Moore	43,077
Kathe Cunningham	42,836
Sharon B. Carney-Wright	42,764

RUBY/RUBÍ

Thesay N. Nwachukwu	\$298,756
Lisa Hansen	183,401
Judie Roman	155,388
Mary Sharon Howell	145,901
Ana P. Farrell	123,831
Cleta Colson-Eyre	120,055
Jennifer Isenhardt	117,221
Kately Delgado	105,082
Kali DeBlander Brigham	97,907
Sonya F. Goins	96,890
Mary A. Dell	93,434
Diane K. Lundgren	93,416
Rachael M. Bullock	92,290
Stacey P. Nelson	88,313
Kaela L. Steinman	85,062
Paula M. Kirkpatrick	83,304
Krystal D. Downey-Shada	83,100
Tassyane Assis	81,870
Christy M. Cox	80,394
Patti Cornell	78,733
Tshanna C. Diggan	77,992
Lisa Anne Harmon	77,935
Candace L. Doverspike	75,871
Tammy D. Niehaus	75,701
Lauren N. Bloomer	74,951
Reina Murcia	73,684
Suzanne Moeller	71,703
Taryn J. Sneed	70,794
Maureen Shipp	69,028
Ryan A. Rives	67,358
Silvia Farias	63,838
Brenda Fenner	63,599
Amy C. Schule	61,716
Luz A. Perez	61,567
Jenn Kirkham	61,198
Randi S. Gleason	60,889
Kellee L. Valerio	60,822
Maricarmen Gonzalez	60,729
Ruthie Bresette	60,201
Ginger J. Benedict	59,644
Marnie R. Yunger	59,600
Megan D. Swope	59,042
Terry Thole	57,881
Donna Clark-Driscoll	57,032
Mary Ellen M. Bradford	56,155
Eva E. Berber	55,858
Heather A. Daniel-Kent	55,272
Laura V. Middleton	53,976
Susan Moore	53,768
Sherri Ammons	53,464
Susan C. Ehrnstrom	53,393
K.T.M. Martin	53,077
Esther M. Maston	52,912
Donna L. Comstock	52,249
Jordan Twilley	52,245
Eusebia Bonilla	52,165
Linda Christenson	52,030
Marisela Escamilla-Martinez	51,652
Stephanie Audino	51,243
Graceanne S. Williams	50,956
Elvia Cordova	50,673
Sylvia T. Barritt	50,518
Mary Jo Kiefer	49,721
Maria Hernandez	49,587
Michelle L. Sanders	49,123
Kimberly Burhoop	48,977
Alice R. George	48,956
Sandra Estudillo	48,836
Jenna M. Larson	48,727
Lisa V. Bauer	48,643
Ashley Cunagin	48,074
Kimberly D. Holtzclaw	47,338
Laura L. Waters	47,332
Vazquez	47,323
Jacqueline Donna	47,286
Maria N. Espinoza	47,211
Chatney Gelfius	46,728
Marye Durrer	46,497
Rhonda L. Barnett	46,298
Margaret Allison Reiser	46,290
Gloria Moreno Medrano	46,290
Magdalena Diaz de Leon	46,276
Kay McClinton	46,200
Heather C. Feiring	46,009
Kathy Monahan	46,002
Stacy S. Gilson	45,687
Andrea O. Stella	45,682
Lupita G. Ramirez	45,662
Laura A. Kattenbraker	45,586
Maria Rocio Rico De Jacinto	45,540
Becky Goshorn	45,474
Cathy G. Huhta	45,215
Valerie A. Lucio-Polk	44,995
Lisa D. Prescott	44,483
Jennifer L. Albertini	44,266
Maria A. Harbord	43,783
Amie Christly	43,546
Debbie A. Elbrecht	43,298
Maria G. Torres	42,581
Jaime M. Bittner	42,559
Barbara L. Harrison	42,471

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

November/Noviembre 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in November 2018. 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 2018. 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.

SAPPHIRE/ZAÍRO

Katherine L. Longley \$14,804
 Brooke E. Bennett-Young 12,213
 Marni M. Hendricks 11,569
 Vicki Piccirilli 11,005
 Michele M. Armes 10,976
 Miranda Kantor 10,662
 Lady Ruth Brown 10,137
 Cyrcelia D. Matthews 10,134
 Debbie A. Weld 9,899
 Julie Neal 9,852
 Julie B. Sapp 9,285
 Tracy Foltz 9,164
 Jennifer Levitt 9,093
 Pam Garner Moore 8,964
 Casie Hembree 8,817
 Dolores Keller 8,764
 Karla M. Reno 8,688
 Amy R. Sigler 8,593
 Linda Meier 8,583
 Tracy Potter 8,582
 Amy J. Bowman 8,572
 Fraida M. Klein 8,565
 Michele Semper 8,274
 Diane Covington 8,163
 Jessica Holzbach 8,156
 Randi Stevens 8,054
 Stephanie L. Lenard 8,024
 Maria Claxton-Taylor 7,985
 Moleda G. Dailey 7,984
 Laura M. Villalpando 7,895
 Bridget N. Howerton-Adams 7,858
 Erika D. Hulm 7,815
 Delia Ponce 7,753
 Heather L. Bohlenger 7,747
 Reyna V. Alvarado Rivera 7,736
 Nancy W. Pettaway 7,717
 Penny J. Jackson 7,624
 Patrice M. Smith 7,609
 Tehrie Ned 7,495
 Karla R. Plantan 7,492
 Laurieann Barclay 7,440
 Anita R. Rabelo 7,260
 Jamie L. Lawrence 7,170
 Cindy Harness 7,135
 Doris M. Quackenbush 7,132
 Kelly I. Brock 7,068
 Jeannie S. Meyer 6,953
 Isela M. Martinez 6,935
 Marie E. Vlaminck 6,882
 Tracey F. Hedrick Lassiter 6,824
 Shanna H. Jones 6,818
 Jeanette M. Thompson 6,773
 Suzanne Tripp-Black 6,744
 Amy C. Hayes 6,725
 Jordan Eicher 6,702
 Romaine Korzon 6,693
 Waverly R. Copeland 6,688
 Linne' Lane 6,660
 Bonnie Crumrin 6,652
 JoAnna P. Shipe 6,632
 Cheri L. Taylor 6,596
 Courtney H. Young 6,581
 Ann W. Sherman 6,576
 Candy I. Brown 6,518
 Nedra White Wartham 6,475
 Kimberly Leigh Moore 6,468
 Viveca C. Wilson 6,442
 Rita Schaefer 6,422

Christine M. Jessee 6,399
 Mary K. White 6,361
 Jerlene Vrana 6,345
 Cynthia S. Sheppa 6,332
 Megan L. Shaw 6,282
 Kristen M. Christen 6,255
 Carol Lee Johnson 6,249
 Maribel Narvaez 6,243
 Linda H. Rowsey 6,239
 Jennifer K. Guidry 6,221
 Maria Montes 6,219
 Tina W. Campbell Piard 6,209
 Andrea R. Klahn 6,198
 Beth S. Austin 6,179
 Missy M. O'Neal 6,178
 Joyce A. Newell 6,175
 Laura Poling 6,164
 Gail S. Scott 6,159
 Margarita Elisea 6,157
 Jennifer J. McNulty 6,147
 Keita Powell 6,113
 Sandra G. Kirchhoff 6,112
 Marita W. Campbell 6,087
 Petie L. Huffman 6,082
 Karen L. Spriggs 6,079
 Julie A. Griffin 6,043
 Robyn S. Cartmill 6,035
 Sylvia Boggs 6,033
 Beth H. Williamson 6,006
 Hazel White 5,978
 Ynocenta Hernandez 5,958
 Linda A. Holmquist 5,956

EMERALD/ESMERALDA

Stacy D. Foust \$12,861
 Michele S. Rankin 11,361
 Nancy Boucher 11,354
 Deanna L. Spillman 11,153
 Melinda M. Balling 11,105
 Jennifer L. Besecker 9,751
 Shauna L. Abbotts 9,634
 Ginny B. O'Kain 9,236
 Janice B. Hull 8,996
 Jill Beckstedt 8,903
 Mary Strauss 8,603
 Carolyn Thompson 8,533
 Michelle A. Cunningham 8,492
 Nicole L. McDaniel 8,490
 Breanne Suffrin 8,448
 Brenda Stafford 8,411
 Leslie M. McKinney-Smith 8,327
 Ann F. Smith 8,309
 Christine D. Barrueco 8,293
 Marcela Soto 8,290
 Ashley N. Clinesmith 8,210
 Mariana Moreno 8,182
 Hollie R. Sherrick 8,175
 Audrey L. Detesco-Nickell 8,112
 Stacey Craft 8,055
 Amy L. Fields 8,021
 Katy Goldstein 8,017
 Audrey J. Doller 7,962
 Shawna D. Schneider 7,877
 Tammy West-Murrian 7,822
 Linda J. Wicks 7,738
 Cindy Anderson 7,715
 Amber L. Towne-Geehan 7,671
 Sheri Farrar-Meyer 7,671
 Karen E. Ridle 7,647

Luanne Stewart 7,588
 Doreen Stevens 7,515
 Pam Kelly 7,318
 Maggie Rader 7,306
 Betty McKendry 7,299
 Brenda L. Wilbur 7,277
 Leanne Parrino-Pheasant 7,264
 Shelley Money-Eldridge 7,189
 Ebon Osaze 7,043
 Deirdre L. Eschazier 6,878
 Rachelle Holloway 6,872
 Nikki H. Edgemon 6,865
 Sally Moreno 6,829
 Elva Jordan 6,773
 Ylliam Y. Bruzon 6,742
 Lesa R. Franken 6,729
 Richelle V. Barnes 6,655
 Tina M. Dees 6,630
 Mara C. Lane 6,601
 Mendy S. Huff 6,541
 Debra Allison 6,528
 Kathryn L. Engstrom 6,516
 Jo M. Cotton 6,453
 Kathleen L. Holmberg-Botelho 6,429
 Jacquelyn Dykstra 6,413
 Nancy S. North 6,383
 LaKeshia M. Chisholm 6,372
 Mary-Beth Anderson 6,351
 Joanna Helton 6,336
 Dawn Wilson 6,330
 Antonia Miranda 6,301
 Bridgett L. Moore 6,286
 Hilda L. Moreno 6,240
 Kimbi L. Bartik 6,240
 Dania Bello 6,184
 Monica P. Coba 6,160
 Deb Altenburger 6,154
 Elsi Coto 6,096
 Edie Norquist 6,055
 Kim I. Bessey 6,024
 Chris H. Teague 5,999
 Denise G. Kucharski 5,972
 Jessica Mendoza 5,971
 Susan C. Manocchio 5,961
 Pamela Rowe Krzmarzick 5,918
 Susan R. Cunningham 5,816
 Andrea L. Peters 5,815
 Laura A. Armstrong 5,777
 Melissa M. Wilson 5,753
 Delmy A. Rivas 5,752
 Joyce Recenello Armfield 5,723
 Susan Houser 5,700
 Alison Jurek 5,698
 Carrie Bloink 5,688
 Lisa C. Mack 5,687
 Kenna L. Ervin 5,676
 Diane M. Detesco 5,639
 Phyllis I. Pinsker 5,611
 Denise M. Guthrie 5,597
 Tina V. Parkin 5,590
 Jan Cain 5,562
 Amber D. Campbell 5,551
 Denise Peterson 5,547
 Marilyn A. Ricker 5,524
 Karen D. Costas 5,516

DIAMOND/DIAMANTE

Amy Kemp \$14,928
 Celeste Byrd 12,348

Paula Kelsch 11,715
 Karime Rosas 11,093
 Marsha Morrisette 10,973
 Julie Danskin 10,838
 Susan M. McCoy 9,951
 Britt N. Burke 9,935
 Kelly Willer-Johnson 9,846
 Gerri Anne Morris 9,570
 Kim A. Messmer 9,506
 Crystal D. Gardner 9,498
 Priscilla McPheeters 9,492
 Stephanie A. Richter 9,331
 Christi G. Campbell 9,126
 Sandy Griffith 8,979
 Heather M. Julson 8,766
 Connie L. Russo 8,706
 Tawnya Krempges 8,684
 Mary Kathryn King 8,605
 Mileta K. Kinser 8,514
 Nicki R. Hill 8,441
 Sherrie C. Purvis 8,405
 Maria Sanchez 8,247
 Deborah Dudas 8,118
 Alicia Kingrey-Lokai 8,074
 Kathleen Koclanes 8,063
 Angela J. Fry 7,962
 Emily E. Schuette 7,907
 LaChelle M. Seleski 7,898
 Joan M. Farrell 7,865
 Christina L. Frantz 7,849
 Delmi C. Santos 7,837
 Susie Kopacz 7,825
 Cindy Machado-Flippen 7,822
 Christy Bigham 7,781
 Shelly Palen 7,736
 Tanya L. Satcher 7,724
 Mariann Biase Mason 7,665
 Audrey K. MacDowall 7,651
 Nadine Bowers 7,630
 Allison Piro 7,524
 Anne Geertsens 7,519
 Megan N. Wilkes 7,518
 Terri J. Beckstead 7,471
 Lisa Rada 7,438
 Deborah S. Bailie 7,407
 Holly A. Brown 7,386
 Annette Pace 7,369
 Alicia Borkowska 7,361
 Faith A. Gladding 7,358
 Claudia Chavez 7,302
 Kathy R. Bullard 7,281
 Barbara E. Roehrig 7,214
 Sheryl Peterson 7,142
 Emily G. Franks 7,133
 Lucrecia Aguirre 7,069
 Rose Rodriguez-Capone 7,062
 Mery Carina Ramirez Bravo 7,061
 Leanne Sexton 7,060
 Ann M. Meis 7,058
 Debbie Larson 7,032
 Kathe Cunningham 7,008
 Lindsey D. Christenson 6,974
 Sheila Hansen 6,885
 Paula Grabau-Friedt 6,825
 Marina S. Ramirez 6,785
 Stephanie A. Mottaz 6,736
 Mary P. Creech 6,734
 Michelle Cape 6,712
 Jan Geig 6,711
 Linda T. Cartiglia 6,685
 Blythe J. Egbert 6,590

Wendy Hayum-Gross 6,580
 Nancy F. Castro 6,562
 Donna K. Smith 6,545
 Patricia Chairez 6,516
 Julie Schlundt 6,514
 Lisa A. Raupp 6,498
 Suzanne T. Young 6,484
 Amy Zanto 6,458
 Maureen E. Gordon 6,455
 Patricia Carr 6,450
 Carol A. Brown-Mason 6,444
 Lacey L. Bradford 6,440
 Irene Korobov 6,420
 Kathy I. Rosetti 6,411
 Amanda N. Wright 6,379
 Jamie V. Taylor 6,374
 Tracy Craven 6,358
 Nadine H. Huckabee-Stanley 6,351
 Natalia Trivilina 6,322
 Elizabeth Fernandez 6,296
 Brandi Driggers 6,253
 Nancy M. Polish 6,246
 Denise Nygard 6,229
 Shelley Olson 6,228
 Martha Kay Raile 6,197
 April C. Hutchinson 6,196
 Judy Higgins Pantano 6,178

RUBY/RUBÍ

Thessey N. Nwachukwu \$14,850
 Kali DeBlander Brigham 14,428
 Kately Delgado 13,917
 Diane K. Lundgren 12,267
 Candace L. Doverspike 11,981
 Patti Cornell 11,803
 Tshanna C. Diggan 11,144
 Lauren N. Bloomer 10,815
 Krystal D. Downey-Shada 10,567
 Paula M. Kirkpatrick 10,215
 Luz A. Perez 10,001
 Lisa Anne Harmon 9,988
 Ryan A. Rives 9,894
 Maricarmen Gonzalez 9,813
 Kaela L. Steinman 9,803
 Suzanne Moeller 9,750
 Ginger J. Benedict 9,604
 Rachael M. Bullock 9,264
 Heather A. Daniel-Kent 9,129
 Donna Clark-Driscoll 8,998
 Maureen Shipp 8,952
 Jacqueline N. Alford 8,944
 Randi S. Gleason 8,702
 Ana P. Farrell 8,612
 Jeanie K. Navrkal 8,541
 Brenda Fenner 8,512
 Tassyane Assis 8,501
 Elvia Cordova 8,278
 Linda Christenson 8,200
 Jennifer L. Albertini 8,156
 Lisa Hansen 8,096
 Tamarie M. Bradford 8,048
 Marye Durrer 7,966
 Marnie R. Yunger 7,940
 Jordan Twiley 7,873
 Amy C. Schule 7,849
 Judie Roman 7,665
 Sherri Ammons 7,641
 Pat Z. Allen 7,624

Amy Kitrell 7,551
 Susan Moore 7,480
 Barbara Pleet 7,378
 Milbella Sosa 7,336
 Terry Thole 7,328
 Elvia Guzman 7,313
 Chatney Gelfius 7,251
 Mary A. Dell 7,234
 Alice R. George 7,203
 Amy Stokes 7,097
 Rachel P. Kellogg 7,061
 K.T.M. Martin 7,058
 Susan C. Ehrnstrom 6,971
 Karen Paluga-Larson 6,923
 Lisa V. Bauer 6,902
 Carmen J. Felix 6,869
 Liz Whitehouse 6,792
 Elizabeth A. Elder 6,783
 Laurie T. Plyler 6,780
 Laura L. Waters Vazquez 6,737
 Mary Beth Pfeifer 6,737
 Stacy S. Gilson 6,720
 Gloria J. Popp 6,707
 Gloria Moreno Medrano 6,699
 Maria Rocio Rico De Jacinto 6,676
 Sonya F. Goins 6,645
 Julie B. Potts 6,639
 Laura V. Middleton 6,625
 Mary Sharon Howell 6,580
 Stephanie Audino 6,574
 Laura A. Kattenbraker 6,554
 Sylvia T. Barritt 6,541
 Chick Stamschror 6,478
 Marie A. Harbord 6,454
 Cathy G. Huhta 6,429
 Nike A. Schwarz 6,413
 Donna L. Comstock 6,387
 Rose Campbell 6,345
 Heather C. Feiring 6,305
 Kimberly Burhoop 6,289
 Becky Goshorn 6,241
 Breanna N. Goodwin 6,239
 Eusebia Bonilla 6,237
 Michelle L. Sanders 6,235
 Elizabeth A. Kramer 6,233
 Melissa Nix Henderson 6,225
 Lorri E. Woehrl 6,206
 Jenna M. Larson 6,171
 Debbie A. Elbrecht 6,168
 Calli J. Thorne 6,143
 Gloria H. Ebere 6,115
 Brenda K. Howell 6,062
 Barbara L. Harrison 6,009
 Tracey L. Chavez 6,000
 Susie J. Serio 5,914
 Cissy E. Warren 5,862
 Jaime M. Bittner 5,849
 Shara M. Gladden 5,843
 Valerie A. Lucio-Polk 5,812
 Patty L. Bojan 5,806
 Lori M. Langan 5,783





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.



SAPPHIRE

Penny Jackson

Future Executive Senior Sales Director

Began Mary Kay Business
March 1989

Sales Director Debut
July 1993

Offspring four first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; one-time Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 23-times Circle of Achievement; one-time Circle of Excellence; one-time Double Star Achievement

Personal Lives in Clearwater, Fla. Husband, Mike; son, Matthew; daughters: Kelley, Carie

“I am motivated to help others because I live a life beyond my wildest dreams, both personally and financially because of my Mary Kay career. I'm energized and fulfilled by helping women achieve the success and lifestyle of their dreams.”

Independent Beauty Consultant Kathleen George of Dunedin, Fla., says, “Penny has been a supportive Sales Director since day one! She is a wonderful leader and has a wellspring of knowledge. Penny's dedication and love for Mary Kay shines through. Blessed to have her. She is so deserving of this award.”



EMERALD

Lesa Franken

Executive Senior Sales Director

Began Mary Kay Business
September 1982

Sales Director Debut January 1987

Offspring five first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; 11-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; 26-times Circle of Achievement; one-time Circle of Excellence; 10-times Double Star Achievement

Personal Lives in Watertown, S.D. Husband, Tom; son, AJ; daughters: Roshal, Heidi

“I am motivated to help others because Mary Kay asked us to continue to uphold the Go-Give philosophy. I love helping others grow and succeed in their business, and in turn, I have been blessed abundantly in many ways. I believe wholeheartedly, it's that philosophy that will continue to give us a strong foundation and set us aside from all other companies!”

Independent Beauty Consultant Erika Davis of Florence, S.D., says, “She is a pure-hearted, faith-filled, bright light and incredible leader of the future Franken Area. She has loved her Beauty Consultants and Sales Directors to success, and they navigate life changes. She is always welcoming, inclusive and eager to serve an adoptee, and I can think of no one more deserving of this honor than she is.”



DIAMOND

Mary Lord

Independent Senior Sales Director

Began Mary Kay Business
April 2005

Sales Director Debut
June 2011

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; one-time Consultant Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales

Personal Lives in Chatham, N.J. Husband, Thomas; son, James; daughters: Caroline, Annemarie

“I am motivated to help others because I am blessed to be part of a company that shares my family values and so grateful for my Executive Senior Sales Director Deb Robina for leading by example! Being able to meet so many different and beautiful women has enriched my life in so many ways! Thank you, Mary Kay!”

Independent Senior Sales Director Kate Schwan of Gloversville, N.Y., says, “Mary exemplifies leadership by sharing her heart and knowledge with all Beauty Consultants and Sales Directors. She has also taken on the role in her community of organizing donations for the troops. Mary is a team player, is loyal to her sister Sales Directors and will always uphold the Mary Kay way.”



RUBY

Sherri Ammons

Independent Sales Director

Began Mary Kay Business
January 1994

Sales Director Debut
October 1994

National Sales Director
Mary Kay National Area

Honors Circle of Honor; one-time Sales Director Queen's Court of Personal Sales; 11-times Queen's Court of Sharing; 17-times Circle of Achievement; four-times Circle of Excellence; eight-times Double Star Achievement; one-time Triple Star Achievement

Personal Lives in Dallas, Texas. Husband, Kerry; sons: Andrew, Zac

“I am motivated to help others because of the legacy Mary Kay Ash lived out and asked us to pass on. I love encouraging others, cheering them on, and celebrating their wins!”

Independent Sales Director Sharon Rucker of Plano, Texas, says, “Sherri graciously pours into all who are around her and exudes Mary Kay's Go-Give spirit, expecting nothing in return. She has passion for Mary Kay and is totally committed to doing things the Mary Kay way. Again, I am blessed to be in her space, and she is absolutely deserving of this prestigious award!”

MARY KAY CAREER CONFERENCE 2019

INVEST IN YOU!

Want to learn how to sell more products, find new team members and have fun along the way? Open the door to all that's available at [Career Conference](#)!

Registration ends Feb. 28!

REGISTER ON *MARY KAY INTOUCH*® > EVENTS > SPECIAL EVENTS

Plus, you'll get a **\$40 wholesale/\$80 suggested retail credit** with your first product order placed March 26 – April 30, 2019. And a reduced Seminar registration fee.

\$95 Career Conference registration fee
– **\$80** suggested retail product credit

Only \$15 investment for fun, inspiration, recognition and education



INDEPENDENT NATIONAL SALES DIRECTOR DIANA

SUMPTER believes, "Those who show up, go up!" Here's her suggested savings plan to help you get to the Mary Kay events!

Month 1 (January for Career Conference / April for Seminar)
Focus on sales to pay for transportation.

Month 2 (February for Career Conference / May for Seminar)
Focus on sales to pay for registration.

Month 3 (March for Career Conference / June for Seminar)
Focus on sales to pay for hotel and other miscellaneous expenses.



YOU HOLD THE KEY CAREER CONFERENCE CONSISTENCY CHALLENGE

YOU'VE GOT TO
SHOW UP TO GO UP.

DECEMBER 2018 – FEBRUARY 2019

These earrings are yours when you achieve the Mary Kay *You Hold the Key* Challenge each month from December 2018 through February 2019 and attend Career Conference.

“Someone once said, ‘It only takes a spark to get a fire going.’ And that spark has been found hundreds of times at Career Conference.” – Mary Kay Ash

Show up!



July 1, 2018 – June 30, 2019

YOU HOLD THE KEY



MARY KAY

This bracelet is yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in February.



FEB. 1-28: SELL IT, SISTER!

We all know that nothing happens until somebody sells something.

So sell it!

“Ours is a business where selling results from a truly personal one-on-one relationship – a friendship. Outstanding sales results depend on an ability to think from the customer’s point of view, understanding and responding to the customer’s best interests.”

– Mary Kay Ash

It’s All About the Party.



**INDEPENDENT EXECUTIVE SENIOR
SALES DIRECTOR SANDRA ESTUDILLO,
PICKERINGTON, OHIO**

• **Get skin care on their faces.**

I explain the product benefits and how to apply as we go. My customers buy about 80 percent of the time because they love the way their skin feels.

- **Book the second appointment.** You’ve already won her over with a gorgeous complexion. Now you can show her how color can complete her look.
- **Ask for referrals.** Everyone likes to share their beauty secrets with friends, and you can offer her a hostess gift when she does.
- **Products.** It helps to have the products available. Women can’t wait to take their items home to use right away!

Destination RED

JAN. 1 - JUNE 30, 2019



Royal Caribbean
INTERNATIONAL

DETAILS ON
MARY KAY
INTOUCH®

Whether you just unpacked your *Mary Kay*® Starter Kit or you've delighted faces from too many skin care parties to count, everyone can climb aboard this tropical getaway, Mary Kay style!

GET ME ON THIS SHIP!

YOU GET:

- A five-day, four-night cruise[†] for you and a guest aboard the Royal Caribbean® *Navigator of the Seas*®. Bonus: Ship just underwent a **massive \$115 million upgrade**.
- Airfare for two to Miami.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

1. \$3,600 or more adjusted personal wholesale Section 1 production^{*} during the qualification time frame.
2. Add six *Great Start*-qualified^{*} new personal team members.
3. And have three personal first-time Star Team Builders.^{**}

[†]Cash option available. See *Destination Red* FAQs for details, located on *Mary Kay Intouch*®.

^{*}To participate in *Destination Red*, you must place a minimum of \$3,600 in wholesale Section 1 orders within the qualification time frame.

^{*}For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

^{**}A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

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Power Start + Destination Red = POWER COUPLE

What's a Power Start? Facial 30 faces in 30 days.



**INDEPENDENT
SENIOR SALES
DIRECTOR
BARB ROEHRIG,
FAIRVIEW, TEXAS**

WHEN DID YOU COMPLETE YOUR FIRST

POWER START?

About a year and a half into my Mary Kay business. At first, I just wanted to supplement my husband's income as we moved to a new city. It worked! I did one skin care party a week and made around \$400 a month. Eventually I realized my Mary Kay business could give me flexibility to stay home and help me replace my corporate income.

HOW DID YOUR FIRST POWER START IMPACT YOUR BUSINESS?

It gave me momentum that put me on-target to earn the use of my first Mary Kay Career Car the very next month. And a few months later, I became an Independent Sales Director. Once I committed to seeing 30 faces in 30 days, it changed the trajectory of my business. Having that goal to get out the door, meet 30 faces in 30 days and hold skin care parties makes an impact.

WHY DO YOU THINK A POWER START IS SO VALUABLE?

It gives you confidence and the potential to make more money and grow your business. Mary Kay Ash said, 'Enthusiasm sells!' There's power behind the excitement of a new Mary Kay business.

SO IS A POWER START MAINLY FOR NEW INDEPENDENT BEAUTY CONSULTANTS TO JUMP-START THEIR BUSINESSES?

It's for EVERYONE! Many make a commitment to do a Power Start every month. For new unit members, I stress the value. Even if you don't continue at that pace, you'll have 30 new customers to serve! When they see the magic of 'OMG, I'm making money

and booking parties!' it solidifies their successes. For those who are more seasoned, a Power Start can light a fire in their businesses. It certainly did for me!

BEING AROUND 30 FACES EVERY MONTH SOUNDS LIKE A GREAT OPPORTUNITY TO SHARE A MARY KAY BUSINESS.

Exactly! It's a natural progression and what Mary Kay Ash called working full circle. Picture yourself on the ground floor of an amazing \$1 million business. You get to ask others to work alongside you and grow. Like any successful business, the Mary Kay opportunity is about building relationships. The best way to do that is face to face. One party at a time. ♥

Barb's Power Start Script

Hi, _____. I am calling because I am excited... I just started my own Mary Kay business. And guess what? I need to borrow your face. I committed to do 30 faces in the next 30 days and want to see if we can get together for a fun beauty experience. Your support would mean so much to me! Do you have just an hour to spare this week or would next week be

better? *Set a time and date.*

_____, can you think of anyone who would like to join us? It's more fun with a few friends, and it will help me get to 30! I will even have a gift for you when just three of your friends join us! (Coach to get names by suggesting neighbors, friends, relatives, co-workers, etc.)

Squares + Serums = SUPERCHARGED SKIN

Vitamin C helps guard against the harmful effects of environmental free radicals.
These [tiny, dissolvable squares](#) deliver pure, potent vitamin C to your skin.

MARY KAY® SERUMS



SAMPLE THE “C.”

They're easy to share. You could have a **C the Difference** party. Set up next to your serums and explain how the *TimeWise Vitamin C Activating Squares*®† work together with a serum to boost results.

\$24, pk./12

**TimeWise
Vitamin C Activating
Squares®**



GET VISIBLE BENEFITS IN JUST TWO WEEKS.**

- Skin looks more even-toned.
- Skin looks more radiant.
- Fine lines and wrinkles look improved.

† *TimeWise Vitamin C Activating Squares*® should not be mixed with sunscreen or acne products.

** Results based on a four-week independent clinical study in which 29 women used *TimeWise Vitamin C Activating Squares*® in a neutral base three times a week

GOAL

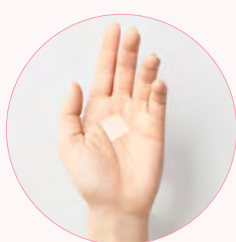
SERUM

Reduced appearance of pores	<i>TimeWise</i> ® Pore Minimizer, \$27
More even-looking skin tone	<i>TimeWise</i> ® Tone-Correcting Serum, \$45
Brighter-looking skin	<i>TimeWise</i> ® Replenishing Serum+C®, \$56

EASY TO USE. Combine one of the *TimeWise Vitamin C Activating Squares*® with your favorite *Mary Kay*® serum.



At night, cleanse using preferred *Mary Kay*® cleanser. Dry hands.



Peel packette corner to reveal transparent square. Place square in palm.



Cover with **three to four drops** of water, and mix with finger until completely dissolved.



Add the normal amount of your favorite *Mary Kay*® serum to the solution.



Mix to activate the dissolved square.

Apply to face, and allow to dry completely before continuing skin care regimen.

All prices are suggested retail.

Sell It, SISTER!

Stay connected with your customers when you use the **Preferred Customer ProgramSM**. When you enroll your customers to receive *The Look* featuring exclusive product samples, you can open the door to sales and happy customers. And you get **early ordering privileges** with new product launches when you participate!

THE LOOK	ENROLLMENT BEGINS	ENROLLMENT DEADLINE	PCP EARLY ORDERING	ALL IBCS EARLY ORDER
Summer May 16 – Aug. 15	3/16/19	4/17/19	5/10/19	5/15/19
Fall Aug. 16 – Nov. 15	6/16/19	7/17/19	8/10/19	8/15/19
Holiday Sept. 16 – Nov. 15	7/19/19	8/17/19	9/10/19	9/15/19
Winter Nov. 16 – Feb. 15	9/16/19	10/17/19	11/10/19	11/15/19

ENROLL ON **MARY KAY INTOUCH®** > **BUSINESS TOOLS** > **PREFERRED CUSTOMER PROGRAMSM**.



INDEPENDENT SENIOR NATIONAL SALES DIRECTOR SUSAN HOHLMAN

"I love this program. You add your new customers and know when they receive *The Look* based on new

orders you get through your *Mary Kay®* Personal Web Site. The phone starts ringing, and emails and texts come in. Then you reach out to those you haven't heard from. It's very little time and money spent that can lead to dollars back into your business. It also creates a good bond with your customers."

IT'S ALL ABOUT THE FOLLOW-UP!

Contact your customers seven to 10 business days after *The Look* begins mailing. You can say something like this:

Hi, [Customer's Name]. It's [Your Name]. Did you receive the latest issue of The Look? It's full of so many great products! Do you have any questions? Is there anything new you'd like to try? Let's schedule a party! Are you available to host your party on [Date] at [Time]?

DID YOU KNOW ...

60%

who use the *Preferred Customer ProgramSM* (PCP) are contacted by their customers.



42%

receive orders from their customers after *The Look* arrives in the mail.*

SAMPLE, SAMPLE, SAMPLE!

Samples can help you share Mary Kay beauty in a big way. And who doesn't like getting a little something extra?

SKIN CARE PARTIES

Skin care parties are the best time to sample because you already have an audience who's interested in beauty.

- Samples are sanitary ways for customers to try a product during a party.

- At the end of the party, you can offer samples of products that guests didn't get to try. Follow up later – it can encourage a future purchase or another booking!

REACH OUT TO EXISTING CUSTOMERS

- Drop samples into product orders to

introduce new products. Then follow up to ask how they liked them.

- Follow up with the customers you enroll in the *Preferred Customer ProgramSM* to receive *The Look* with sample. Get their feedback, and offer the full-sized version.

Let's Get Digital!

Mary Kay has tons of tools designed to help you take your business online and enjoy selling success – all at your fingertips!

MARY KAY® PERSONAL WEB SITE: **YOUR ONLINE STORE.**

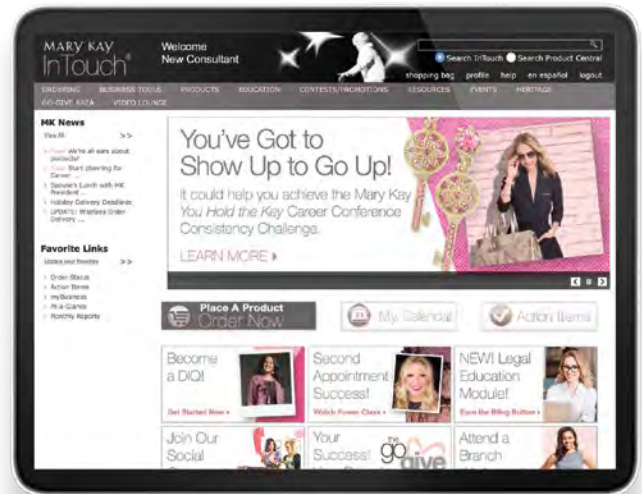
Anytime, anywhere, your customers can:

- Find out about new products.
- Order online from you!
- Read customer ratings and reviews from other customers.
- Take quizzes.
- Watch how-to videos.

Plus, you can opt-in to offer free samples or gifts with purchase and promote free shipping. And the Consultant Locator helps new customers find you!

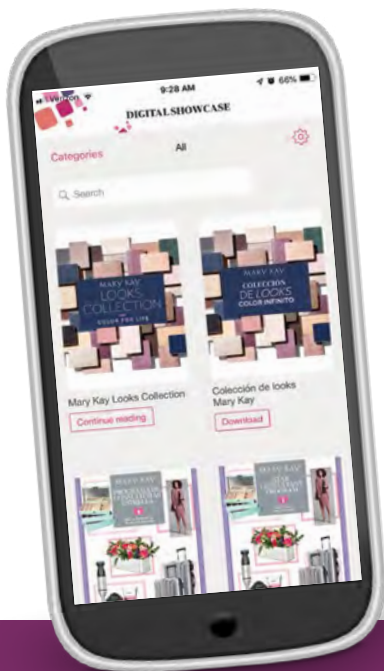
MARY KAY® BEAUTÉ NEWS®: **WEEKLY eNEWSLETTER.**

The latest products, gift ideas and beauty essentials delivered to your customers. The best news? It's free. And it links them directly back to your *Mary Kay®* Personal Web Site to place orders.



SIGN UP FOR BOTH ON **MARY KAY INTOUCH® > BUSINESS TOOLS.**

THERE'S AN APP FOR THAT! MARY KAY® DIGITAL SHOWCASE



Features *Mary Kay®* digital publications, including:

- *Mary Kay®* Looks Collection
- *Mary Kay Digital Flip Chart™*
- Star Consultant Program
- *myCustomers+™*: Turn your smartphone into a portable business manager. Keep track of your customers, products and orders!

Download for **FREE** on all Apple® and Android® devices, tablets and smartphones.

DIGITAL ASSETS: From products to prizes to pride points, there are hundreds of images waiting for you to download and share on your social media channels.

MARY KAY® SOCIAL PUBLISHER: Helps you publish Company-approved posts to your *Mary Kay®* Facebook® Business Page and Twitter® account. You can also save images to your camera roll so you can post to other social media platforms and messaging apps.

EARN SOME BLING!

Learn about *Mary Kay* social media guidelines, and earn some bling! It's on *Mary Kay InTouch®* > Education > Legal Education Module.



VISIT **MARY KAY INTOUCH® > RESOURCES > DIGITAL ZONE**
FOR MORE INFORMATION ABOUT ALL OF THESE DIGITAL TOOLS.

Discover These Top BEST-SELLING FAVES.



Women love these *Mary Kay*® beauty bests. Try them for yourself!



TimeWise Vitamin C Activating Squares®,
\$24, pk/12



Mary Kay®
CC Cream
Sunscreen
Broad Spectrum
SPF 15,* \$20



Mary Kay®
**Ultimate
Mascara™**,
\$15



Clear Proof® Deep-Cleansing
Charcoal Mask, \$24

Mary Kay®
Foundation
Primer Sunscreen
Broad Spectrum
SPF 15,* \$18



Mary Kay®
Oil-Free
Eye Makeup
Remover, \$15



Lash Intensity®
Mascara, \$18



TimeWise®
Firming Eye
Cream, \$32

Mary Kay®
Undereye
Corrector, \$16



Lash Love®
Mascara,
\$15

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

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

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Dallas, TX 75379-9045

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MARY KAY INC.

MARY KAY
CAREER
CONFERENCE
2019

FUN TIMES

and inspiration are waiting for you!



LAST CALL!

Registration ends Feb. 28!
Register today on *Mary Kay InTouch*®.

See Page 18 for details.