

MAY 2006

Applause®

MARY KAY®

Enriching Women's Lives™

“seminar is the place where
all your dreams can soar
higher than ever.”

— mary kay ash

the power of

Pink

seminar 2006

register for the time of your life.

When you place a product order April 16 through May 15, you can **earn these free BizBuilders products and business tools.**

They can help you strengthen customer relationships and increase sales.

get it **free** WITH YOUR ORDER †

APRIL 16 – MAY 15

Oil-Free Hydrating Gel



SUGGESTED USE:

You can thank that extra-special hostess for all her help throughout the year with this soothing, refreshing gel. It also makes a great gift with purchase to reward customers who help build your business with referrals.

Color 101 Cards



SUGGESTED USE:

Color 101 Cards make it easy for you to boost your color sales by showing your customers how to get a fabulous new look. Each card gives your customer everything she needs to sample a complete new look, so it's easy and fun!

Travel Roll-Up Bag



SUGGESTED USE:

Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You may also want to offer it free to customers who purchase four or more product sets.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Hydrating Gel	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 4 Travel Roll-Up Bags	\$150

† New Independent Beauty Consultant

Bonus! Although **this BizBuilders bonus** is not available to new Beauty Consultants **with their initial order**, they are eligible for other exclusive bonuses. If you are a new Beauty Consultant, ask your Independent Sales Director how you can qualify for the *Ready, Set, Sell!* product bonus instead of BizBuilders when you place your initial order. Go to Mary Kay InTouch® and click on "Applause® Online" or see Page 19.

*Independent Beauty Consultants will receive Seminar 2006 contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted. Orders must be postmarked April 16 through May 15, 2006, to qualify for this bonus.

Everyone loves **spring!**

There's a renewed connection to the world and to those around you. Sunny days make everyone want to come out and play. So it's the perfect time to plan some events with customers to help them look as good as they feel.



New! TimeWise® Age-Fighting Skin Care

You can share the news about the dramatic new results of the Miracle Set with everyone you see. What better way than with a skin care class? After all, most women would like a little personal attention when it comes to having younger-looking skin. And talk about lips to love! At the event, you also can share your excitement about the new TimeWise® age-fighting product created especially for the lips. (See Pages 2, 3 and 7.)

New! Color to Love

Spring just got more beautiful with MK Signature™ Luscious Color™ Lipstick. It's just the thing to freshen up a look. But why stop there? Think about booking makeovers to show your customers the four new Color 101 Looks. The MK Signature™ Color 101 Cards make it easy to put it all together. (See Pages 6 and 7.)



New! Gift Sets

Life's important occasions call for special gifts like the new Private Spa Collection™ Mint Bliss™ Pedicure Set or the Men's Grooming Set. So help your customers get set for Mother's Day, Father's Day, graduations and birthdays. You can even make shopping fun for customers by holding your own "no more mall" collection previews. (See Pages 4 and 5.)

Get Everybody Talking

Women love good news – especially when it comes to looking younger. So you'll likely want to call your Miracle Set customers to tell them how the latest innovations in skin care deliver even more dramatic results. It's exciting news customers will want to share with their family and friends.

Up to 25% improvement
in skin elasticity.*

83% had a reduction
in fine lines and wrinkles.*



*As seen by a dermatologist in a 12-week clinical study



Sampling Can Help You Spread the Word. Customers love a little something extra – especially when it's a free sample of a new product. And what do customers do when they try a product they like? They buy it and tell their friends. So here are some ways you can use samplers to get the word out and build your business.



Look What's New

If you enrolled customers in *The Look* for Spring 2006, they'll receive samplers of the new TimeWise® Day Solution Sunscreen SPF 25** and TimeWise® Night Solution inside. *The Look* mails March 25, so you can call and share your excitement about the latest skin care innovations.



New! Miracle Set Sampler Card

The card has been redesigned to accommodate samplers of four key Miracle Set products. And the new size and design make a great impression. Just add the samplers, and you're ready to hand it out while *On the Go*. It's a great way to introduce potential customers to the

About the Miracle Set.

So consider asking your customers to host a skin care class. It's a great way for you to maximize your time. Plus, it's a fun way for women to experience the beauty of the Miracle Set. And that's the best way to get everyone talking!

100% had softer, more supple skin.*

46% improvement in more even skin tone.*

The Miracle Set is the premium collection of age-fighting skin care products clinically proven to deliver dramatic results.

New! TimeWise® Day Solution Sunscreen SPF 25**

Think of it as a veil of defense! With an increased SPF of 25, this innovative product helps prevent lines and discoloration *before* they occur by blocking damaging UVA/UVB rays. Plus, a calming peptide helps relax expression lines. **\$30**



New! TimeWise® Night Solution

The unique delivery system of encapsulated vitamins and antioxidants combined with collagen-enhancing peptides help fade away deep lines and wrinkles. And the new Nutribeads® microcapsules are larger to release even more vitamin-packed benefits. You can rest assured skin is being revitalized while you sleep. **\$30**

Together, TimeWise® Day Solution Sunscreen SPF 25** and TimeWise® Night Solution deliver our exclusive Pronewal™ system around the clock with crucial protection during the day and boosted renewal at night.

All product prices are suggested retail.

**Over-the-counter drug product

Miracle Set. Then, you can follow up and schedule skin care classes.

Pack of six (samplers not included), **\$150**

Available on Section 2 of the March 16 Consultant order form.



Sampler Packettes

Consider having extra samplers to hand out or put in reorders. They attach to the sampler card and are a great way to let customers who are already using the Miracle Set experience the new TimeWise® Day Solution Sunscreen SPF 25** and TimeWise® Night Solution. Plus, they give you a reason to call customers back.

12 packettes (six of each product), **\$2**

Available on Section 2 of the March 16 Consultant order form.

You Have a Gift – Share

There's never been a better time to share your gift for giving with your customers. Consider holding special collection previews for Mother's Day, Father's Day, graduations, birthdays and weddings.

Pedicure Set Plus

Any woman's toes would be tickled to come out and play when they're tempted by the Private Spa Collection™ Mint Bliss™ Pedicure Set and MK Signature™ Nail Enamel in Hot Pink. **\$44**



Velocity® for

For the girl who has Velocity® skin care and it all with



Men's Grooming Set Plus

The Men's Grooming Set paired with Tribute® for Men Spray Cologne will keep the guys good to go. **\$75**

Tip: Share your gift for giving. Think about displaying gift sets at your skin care classes. It will help you promote your gift-giving service and highlight what consumers have seen on your Personal Web Site With Shopping.

Offer a free gift with purchase.

You can remind your customers that while they're buying the perfect gift set to give, most of your sets qualify them for a FREE gift for themselves – the Mary Kay® Skin Refreshing Set. You can use the flier on the inside back cover of this *Applause*® magazine to get customers excited about this FREE gift offer.

Pack of five, \$20

are It With Customers

You can make your events extra special by giving them names that reflect the theme, like Mother/Daughter Days, Graduation Days or Wedding Belles Preview. Plus, you can wrap up extra-special sales with gift sets like these.

Her Set
energy and spirit,
fragrance captures
style. **\$50**



Turn Back Time Set

What woman wouldn't want the anti-aging benefits of the TimeWise® Firming Eye Cream and TimeWise® Microdermabrasion Set? **\$85**

Tip: The Private Spa Collection™ Mint Bliss™ Pedicure Set and the Men's Grooming Set are limited edition and available only while supplies last, so you'll want to order early!

All product prices are suggested retail.

My Best Friends Set

They're what every girl should carry in her purse – limited-edition MK Signature™ Luscious Color™ Lipstick in Honey Moon and regular-line Beauty Blotters® Oil-Absorbing Tissues. **\$18**



Girl talk. Free gift. It's a fun combination!

What girl doesn't like getting together and having fun with her girlfriends? It's even better when she can get a free gift. So ask your customers about hosting a collection preview party, and tell them how they can earn this lighted vanity magnifying mirror free!

Hostess Gift, **\$10**

Talk About Lips.

Lipstick! It's a small indulgence with a big impact. It can liven up a look! Even brighten a mood. Because women love color, lipstick can be easy to sell – no need to demonstrate. Plus, it's a fun conversation-starter. And lipstick can open the door to other sales. So think about the powerful potential lipstick can bring to your business.

New MK Signature™ Luscious Color™ Lipstick

What's in a name? Everything, when it's luscious. With over 60 percent moisturizers and conditioners, new MK Signature™ Luscious Color™ Lipstick gives women what they want – long-lasting color that's super moisturizing. Using a custom blend of pigments exclusive to Mary Kay, this formula delivers rich, stay-true color. Plus, it softens lips and hydrates for up to six hours. And that's a temptation too beautiful to resist. Limited edition, while supplies last. **\$13**



Pink Twilight

Honey Moon

MidniteMauve

Berry Dawn

Ruby Sky

Color-coded
ends make it easy
to identify the shade.

Smile About Sales.

First, it's lines around the eyes. Then, lines around the lips. You'll want to help your customers with the signs of aging. And doing that just got easier. Now you can offer your customers a TimeWise® age-fighting product created just for lips. And it's a perfect complement to their other TimeWise® products. How beautiful is that?

TimeWise® Age-Fighting Lip Primer

Here's a lip product that delivers age-fighting benefits *and* priming. A micro-sphere powder immediately helps fill in lines around the lips, while over time, age-fighting ingredients help eliminate those lines. It also helps prevent lipstick and lip gloss from feathering and bleeding. Plus, the product primes so lipstick lasts longer. The result? Beautiful, healthier-looking lips. **\$22**

A dermatologist saw **100%** of panelists had an improvement of fine lines on lips.*

Use it *on lips*, inside and outside of lip line. Let dry before applying any other lip products. The new stick form makes it easy to use throughout the day.

When a customer buys a Color 101 Collection, consider suggesting a new MK Signature™ Luscious Color™ Lipstick to go along with it. It's a beautiful addition, plus the ultra-elegant tubes fit into the Custom Compact.

Color 101 Cards

The forecast for spring? A new look! Color 101 Cards make it easy to help customers discover a new look they'll love as you introduce them to MK Signature™ color cosmetics. So think about putting Color 101 Cards in reorders or handing them out at skin care classes. Then, follow up to book a Color 101 makeover.

Color 101 Cards (limited edition, while supplies last), pack of four, \$3.25 (Samplers and applicators included.)

*Results based on a 12-week clinical study. All product prices are suggested retail.

Spring Into Action. Start Preparing Now

Sign Up Customers Now. There's just no better way to get customers excited about new products than by sending them *The Look*. Get it into their mailboxes so they can shop at home (or online) and see for themselves what's hot this summer. When you enroll customers through the Preferred Customer Program beginning April 16, they'll receive the summer issue of *The Look* and a great new Private Spa Collection™ sampler to try.



Simplified Options for *The Look*

Seeing this quarter's gift with purchase in *The Look* is sure to get customers excited, and market research has proven that customers often spend more in order to receive a free gift! Since so many participants in the Preferred Customer Program also order the gift with purchase, we've decided to feature the gift with

Begin enrolling customers on April 16!

purchase in all versions of *The Look* starting with this summer's edition. Keep this in mind as you enroll for *The Look* this summer (between April 16 and May 15) and consider having a supply on hand of the Summer 2006 quarterly gift with purchase.



You're on the home stretch! This is the last quarter of the Preferred Customer Program Consistency Challenge where you can earn this beautiful beaded bracelet. Remember to enroll at least 13 new or existing customers to receive *The Look*! Go to "Applause® Online" for complete details.



Ideas for Customer Contact!

Here's how you can use our idea of "thinking like a retailer" to build your business! Don't rely on just one or two methods of communication when marketing yourself – or your products – to customers. Use a mix that works for both you and them. Perhaps that's a balance of face-to-face contact, e-mails and phone calls. Maybe it's sending out MKeCards®, *The Look* and special mailers. Our research shows that customers are 26 percent more likely to take action when they've been reached in two ways instead of just one. The key to that technique? Knowing your customers as well as you know your products so you know the best way to reach them.

Making specific product recommendations can give a boost to sales. Instead of just suggesting a new look for the bride, let her play with the virtual makeover on your Personal Web Site to find a look that's right for her. When you tell a skin care customer about TimeWise®, consider recommending the Miracle Set, the Ultimate Miracle Set or a mix of other age-fighting products that fit her specific needs. And you can send the *Beaute-News*™ e-newsletter to let all your customers know about our fantastic new products and trends.



for Steady Sales Later.

Six Mary Kay Best Practices for Building Your Business by “Thinking Like a Retailer”

- 1 You can make specific product recommendations and then provide immediate gratification when you **always have an inventory to sell from**.
- 2 **Know your products**. Use those power statements – they’ve been designed to evoke an emotional response from consumers.
- 3 **Offering personalized service** makes you stand apart from other business owners today.
- 4 You can’t work your business 24/7, but you’ll always **be accessible to your customers when you have a Mary Kay® Personal Web Site With Shopping**.
- 5 If you want to be her first choice for all her skin care and cosmetics needs, then **keep your Mary Kay business at the front of your customer’s mind** through contact, follow up and more contact!
- 6 Nothing happens until somebody sells something! So **get your catalog – *The Look* – into customers’ hands** so they’ll get excited about what you have to sell.



We Make the Most of Online Shopping for You!

We’re keeping Mary Kay top of mind for consumers and at the top of the list for Internet searchers! How? Mary Kay has purchased key search terms from various Internet search engines. When a consumer enters those terms into, for example, Google or Yahoo!, marykay.com will be one of the first links she’ll see. Once at marykay.com, this consumer can use the Consultant Locator to find an Independent Beauty Consultant. Of course, you’ll need a Personal Web Site With Shopping. Just click on “Applause® Online” to learn how to get one!



let's talk
about...

HOW FREQUENT CONTACT CAN BUILD YOUR BUSINESS

Smart retailers know that if you make it easy for your customers to shop with you, they will. That’s why successful Independent Beauty Consultants offer their customers a *total* shopping experience through the Preferred Customer Program, personal contact and their Mary Kay “online store.” “Combining online and offline channels gives you more customer touch points and more opportunities to contact your customers on a regular basis,” says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development**, “and it’s this frequent contact that plays a key role in building the kinds of relationships that will help build your business.”

Each quarter a beautiful new edition of *The Look* showcases exciting new products including the gift with purchase, the regular-line products that sustain your business and a personal message from you that includes your contact information. “With your Mary Kay® Personal Web Site With Shopping,* you can actually build on the excitement of getting *The Look* in the mail,” suggests Dr. Barker. “In today’s competitive marketplace, you don’t have the luxury of thinking that sending one catalog, one e-mail or placing one phone call every once in a while is enough. You have to do all of the above and do them on a frequent basis, if you want to give your customers the attention and service that will keep them loyal to you.”

Because there are exciting new features for customers to explore online every quarter, your Mary Kay® Personal Web Site With Shopping offers more than just a way to place an order. Right now, in addition to a fabulous spring color/fashion show and ideas on how to make Mary Kay® products so very “giftable,” your Personal Web Site With Shopping also features a Bridal Boutique, an e-catalog version of *The Look* and the “my MK” feature that lets customers register online for easy checkout, personalized product recommendations and to view their online order history. “When you make shopping fun, simple, entertaining and memorable, you’re constantly reinforcing the message that you care,” says Dr. Barker.

In closing, Dr. Barker adds, “Great customer service begins with being where your customers are, and today more and more women are maximizing their time by browsing through catalogs and doing their shopping online. Just like many Beauty Consultants place their product orders on Mary Kay InTouch® outside of ‘normal’ business hours, your customers also are shopping at all hours of the day and night. With your Mary Kay® Personal Web Site With Shopping, you can be open for business 24/7.”

*To sign up for your Mary Kay® Personal Web Site With Shopping, click the link on the home page of Mary Kay InTouch®, follow the easy steps, and in just minutes, your store will be “open” for business. At just \$25 for the first year, it’s a small investment that can have a big reward. Just remember to check for orders daily so you can fill them quickly.

the power of *Pink* Seminar 2

Mary Kay introduced us to the power of pink. She chose it as the Company's signature color and made thinking like a woman her formula for success. The power of pink reflects the many ways we enrich women's lives, and Seminar is the place we acknowledge that dreams can come true – that you *can* praise people to success! As one Seminar year comes to an end and another begins, remember the power of pink can help you create your vision for the future. It's a celebration of who we are, what we stand for and what we represent to the women of the world.

seminar dates

Emerald	July 16 – 19
Pearl	July 19 – 22
Diamond	July 23 – 26
Ruby	July 26 – 29
Sapphire	July 30 – Aug. 2

other important dates to remember

- Priority Awards Seminar registration is April 1–30.
- Preorder Sales Booth items online from April 1–30 when you qualify and register for Priority Awards Seminar registration.
- Qualify for a seat at Awards Seminar during the Quarter 4 Star Consultant quarterly contest, March 16 – June 15 (if space is available).
- Open registration is May 1 – June 30.

get the details in a click

Everything you need to know about Seminar 2006 is available on the Mary Kay InTouch® Web site. Just click "Seminar 2006" under Events, to find these details and much more:

- Registration information and forms
- Schedule At-A-Glance
- Travel assistance
- Details about special functions and events
- Class descriptions
- Tours and activities for spouses
- Contest rules
- Map of the Dallas Convention Center

registration costs

- \$175 if you register by June 30
- \$200 to register on-site (space permitting)
- \$175 for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company in July and August (space permitting)



special events and functions

onstage
recognition

It's the ultimate thrill of a lifetime: walking across the Seminar stage as your sister Independent Beauty Consultants and Independent Sales Directors applaud your success. Check our list of recognition opportunities, and don't forget about the fabulous Awards Night!

special
functions

Special achievers deserve special events all their own! There's a *Super Star* Reception for Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters. Independent Sales Directors who achieve Star Sales Director status all four quarters also will be invited and will receive a seat cover. There's also a *Super Star* Luncheon! The *Heart of Gold* Luncheon is reserved for Beauty Consultants and Sales Directors who achieved that challenge. The top five NSD areas in each Seminar affiliation (including the Go Give Area) will have reserved seating at the luncheon. Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles and the monthly Go-Give® Award recipients are invited to the Royalty Reception. And of course, there is a special Cadillac Unit dining area for Sales Directors who are qualified for the use of a pink Cadillac and their unit members.

knowledge
means
success
hall A

Business development classes are offered at Seminar and are designed with you and your business in mind. Each class includes tips, advice and effective techniques that can help you succeed. A complete list of classes, including descriptions, is available online.

Remember, those seated in Hall A won't miss a single moment of inspiration, motivation and education of Seminar! They also get to participate in any special events or recognition for which they qualify. Hall A registration ends **June 30!**



the power of **Pink**
seminar2006

recognition opportunities and qualifications

general session onstage recognition

- **Super Star Consistency Challenge** – Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2005, through June 15, 2006, with at least \$19,200 in contest credits.†
- **Grand Achievers** – Independent Beauty Consultants and Independent Sales Directors who have qualified or requalified for the use of a Pontiac Vibe or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- **Premier Club** – Independent Sales Directors who have qualified or requalified for the use of a Pontiac Grand Prix or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- **Cadillac** – Independent Sales Directors who have qualified or requalified for the use of a pink Cadillac or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- **Class of 2006** – Independent Sales Directors who debut April 1 through July 1, 2006, will be introduced onstage with their Independent Senior Sales Directors.
- **Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors as of July 1, 2006**
- **Million-Dollar Units**
- **Double Star Achievement Award** – Independent Beauty Consultants who achieve the Queens' Courts of Personal Sales and Sharing and Independent Sales Directors who achieve two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence
- **Triple Star Achievement Award** – Independent Sales Directors who achieve the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence
- **Teachers**

awards night

Those who achieve the following from July 1, 2005, through June 30, 2006, can receive onstage recognition on Awards Night.

- **Queen's Court of Personal Sales** – Independent Beauty Consultants and Independent Sales Directors who achieve at least \$36,000 or more in personal estimated retail production.* (Only \$13,000 personal estimated retail production per month will be counted as contest credit.)
- **Queen's Court of Sharing** – Independent Beauty Consultants and Independent Sales Directors who add at least 24 or more new qualified** personal team members. (A maximum of 13 new actual team members may count toward the 24 required in any calendar month.)
- **Circles of Achievement and Excellence** – Independent Sales Directors with at least \$300,000 to \$600,000 (Circle of Achievement) or \$650,000 or above (Circle of Excellence) in estimated unit retail production.
- **Go-Give® Award Winners** – Monthly Go-Give® Award winners for July 2005 through June 2006. The annual Go-Give® Award winner for Seminar 2005-2006 from each Seminar affiliation will be selected from among the monthly winners.

The following achievers can receive an invitation to these special functions:

- **Super Star Luncheon** – Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2005, through June 15, 2006, with at least 14,400 year-end contest credits† will be invited. Independent Sales Directors who achieve Star Sales Director status all four quarters from June 16, 2005, through June 15, 2006, with at least 60 total unit Star Consultants at year-end (five minimum per quarter) also will be invited.
- **Super Star Reception**
 - ◆ Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters, from June 16, 2005, through June 15, 2006, with at least 14,400 or more in year-end contest credits.†
 - ◆ Independent Sales Directors who achieve Star Sales Director status all four quarters during the contest period with at least 60 year-end unit Star Consultants. (Minimum of five Star Consultants per quarter.)
- **Heart of Gold Luncheon** – Independent Beauty Consultants and Independent Sales Directors who add at least four qualified*** new personal team members. The top five NSD areas in each Seminar affiliation (including the Go Give Area) with the highest percentage of challenge achievers will receive reserved seating at the luncheon.
- **Royalty Reception** – Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles and the monthly Go-Give® Award winners
- **Special Cadillac Unit Dining Area** – Independent Sales Directors who are qualified for the use of a pink Cadillac as of June 30, 2006, and their unit members will enjoy a separate dining area during general meal functions.

For a complete list of Seminar Court rules, go to the Mary Kay InTouch® Web site. Select "Seminar Awards 2006" under Contests and click on "Rules."

*"Estimated retail production" equals estimated retail sales calculated based on wholesale purchases. Unless otherwise noted, dollar figures represent estimated retail sales calculated based on wholesale production.

**A new qualified personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between July 1, 2005, and June 30, 2006.

***Between March 1, 2006, and June 30, 2006, for the Heart of Gold Challenge, Independent Beauty Consultants or Independent Sales Directors can add new team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company in the same or following calendar month.

†Minimum of \$7,200 year-end wholesale production plus team-building credits

Start Now. Finish Strong.

Your 90-day guide to earning Seminar recognition

From gala celebrations to education sessions, Seminar offers something for everyone – no matter where she is on her Mary Kay journey. The recognition opportunities offer something for everyone too – from the Queen's Court of Personal Sales to the beautiful Heart of Gold bracelet. Some strive to become an Independent Sales Director or to earn the use of a Career Car.

It's just 90 days until the end of the Seminar year – but that's plenty of time to reach the goal of your dreams if you start working now! Do you have a goal for Seminar recognition? Do you have a plan to get there? Then read on!



It's not too late
to start now and
finish strong
at Seminar!

First:

Think about yourself and your Mary Kay business. What excites you? Where do you want to grow and experience challenges? What do you dream of achieving? What Seminar recognition might you already be close to reaching? Remember, you can think of this as an opportunity to focus, grow and experience the energy that comes with success!

Think about the answers to these questions; then you can discuss them with your Independent Sales Director or another experienced independent sales force member to gain her advice. It's not too late to start now and finish strong at Seminar!

Next:

Make a plan! Decide on your goal – something you can get excited about and that you can achieve if you challenge yourself. Then you can meet with your Independent Sales Director to talk about how you can break down that goal into smaller, short-term tasks for each month, week and day.

One recommendation is to get out your calendar and proactively plan to allow yourself all the time you need to meet your short- and long-term goals. You could, for example, block out all the days you plan to work to meet your goal. Some successful independent sales force members suggest color coding the time you'll spend in the office or out holding classes or at *On the Go* and team-building appointments. Then you can see, at a glance, if your schedule is balanced in all areas needed to reach your goal.



Along the way,
celebrate your
success!

If you've never used goal posters and affirmation statements, now's the time you might want to give those techniques a try.

Don't forget that sharing your goal with others both motivates you and makes you accountable. Talking about your goal and how you are going to reach it – to customers and at unit meetings – can help build some great positive energy. It also gives others the chance to encourage you as you work!

Finally:

It's a good idea to evaluate yourself and your progress at the end of the month. Did you meet your goal? Do you need to reassess your plan for the time you have remaining until Seminar? What skills can you sharpen that will help take you to your goal in the remaining 60 days?

And don't forget to celebrate your success! You don't have to wait until Seminar for acknowledgement of your hard work. Recognize yourself each time you meet a weekly or monthly goal – then build on that momentum to reach the next goal. Do that and you'll soon be on the path to the rewards you deserve!



Make a plan!
Decide on your goal –
something that you
can get excited
about.

Consultants Guide

Did you know that spending just \$13 could help you become an even better Independent Beauty Consultant? That's right! The tools we've created for new Beauty Consultants – the ones that you've probably already heard about – are available to the entire independent sales force for a limited time this quarter at an introductory price of \$13. And that \$13 buys you more than you can imagine! You'll receive some great education that helps you focus on the basics of the business along with powerful selling tools that can make your skin care classes the best they've ever been. Here's how you can make the most of these powerful new tools.



Consultants Guide

Business Basics

- This workbook, one of four pieces in the *Consultants Guide*, contains information on **booking, coaching, selling, team building and goal setting**.
- It's a **great reference** at any time for all the aspects of your Mary Kay business.
- It even contains **sample dialogues**. Check them out!

Product Guide

- The second piece of the *Consultants Guide*, the *Product Guide*, includes **features and benefits** for each Mary Kay® product.
- You'll find **power statements** for all the TimeWise® products – and basic **color cosmetics application** tips too!
- Read this **fun and engaging** guide to become an expert on the entire line of Mary Kay® products.
- Its portable size means you can **bring it along to skin care classes** for on-the-spot answers to your customers' questions.



Skin Care Class DVD

- Also included in the *Consultants Guide*, this DVD shows **Independent Future Executive Senior Sales Director Holly Ennis** leading an **entire skin care class** from start to finish.
- Watch it to **see how you might interact** with your own skin care class guests and what you might say – from a warm welcome to a strong close!
- Use it to **better understand the new selling tools**: the Flip Chart with *Skin Care Class Guide* and the revised *Beauty Book*.



Success Stories CD

- This audio CD, the fourth and final part of the *Consultants Guide*, is **both educational and motivational**, featuring five Independent Sales Directors sharing their stories of success.
- Listen and you'll learn **how they mastered the basics of the business** and found their own paths to success.
- Pop *Success Stories* into the CD player anytime you need a little lift in your own Mary Kay business. (Remember that if they did it, so can you!)

to better-than-ever skin care classes



New Selling Tools Flip Chart

- When you use the Flip Chart at your skin care classes, your customers will see you as a **professional expert** in skin care.
- You'll feel more comfortable holding classes because the Flip Chart suggests **the words you may want to use** and the Company and product information you may want to share. Plus, it works with you: Read it word-for-word or customize it to fit your own style.
- It helps you reach **two important class goals**: selling Miracle Sets and booking follow-up appointments.

Skin Care Class Guide

- This guidebook includes **everything you need to know** about holding a successful skin care class – even if you've never held one before! It's a great confidence-booster!
- Read it and you'll find that even experienced Independent Beauty Consultants can **learn new tips and techniques**, from class setup to individual closes with each customer.
- It includes a great introduction to the Flip Chart too!

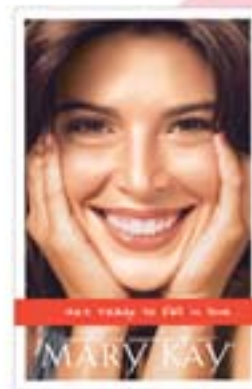


Beauty Book

- You may want to **give each guest** at your skin care classes a copy of this beautifully revised *Beauty Book*. She can read it and follow right along with you as you use the Flip Chart.
- While the *Beauty Book* hooks her on Mary Kay® skin care products (the key to a long-term customer relationship), the revised style keeps you positioned as the expert.
- Decide how it works best for you. You might use the *Beauty*



Book as is for a close featuring the Miracle Set, or you can **use the insert provided** to end your class using the Travel Roll-Up Bag close.



Don't forget:

You can mail the new *Fall in Love* customer brochure through the Preferred Customer Program (and the First Steps program for new Independent Beauty Consultants) and use the new *Beauty Book* for skin care classes!



Speaking out in her own style

All her life, taking the lead came naturally to **Independent National Sales Director Robin Rowland**. She held key positions throughout her school career and then became an account executive for an advertising agency. Her ambition was as forthright as her leadership savvy. “I was a determined, hard-working young woman who wanted to ‘make it’ in corporate America,” reveals Robin. There was just one problem. “I felt isolated because of my values and principles. I just wasn’t willing to compromise my integrity, and that left me feeling like an outsider on many occasions.”

A pink paradox

Robin’s mother, **Independent Senior Sales Director Beverly Melton-Ashley**, accepted the opportunity when Robin was a junior in high school. As an impressionable teenager, Robin tagged along to skin care classes, absorbing an early taste of the business. “Even back then, I was completely comfortable with the principles Mary Kay stood for,” she says. “Growing up on ‘God first, family second and career third’ made the outside business world harder for me to stomach!”

On the flip side, however, other aspects of the Mary Kay world felt foreign, and her first years in the business presented moments of discomfort. “In the beginning, I recoiled from the recognition, the high energy, the ‘high spiritedness’ of the unit meetings,” Robin shares. “And when the unit members started singing ‘Mary Kay Enthusiasm,’ I wanted to bolt for the nearest door! I did *not* want to participate.” Then there was the hugging. Although Robin attended a small women’s college where togetherness was common, her background kept her

Most of us can identify: Through school or work or the “latest statistics,” at some point we’ve felt we were being lumped into a category. Who hasn’t thought, “But I’m different. That’s not me”? The wonderful truth is that Mary Kay Ash recognized and encouraged the individuality of all women, even those who shy away at first from “Mary Kay enthusiasm.” So what happens when those women accept the opportunity? Here’s insight for anyone who feels she doesn’t quite fit in.

somewhat distanced. “Our family was fairly undemonstrative,” she explains. “While we were close, we were not touchy-feely. I’m the only girl between two brothers and grew up playing football, hockey and baseball in any empty field we could find. Consequently, seeing myself as a ‘Beauty Consultant’ wasn’t easy!”

But over time, comfort levels can change, and that’s what happened to Robin. “I’ve come to love the hugging and the intense emotional connection – the bonds we share in Mary Kay.”

Secrets behind the scenes

As a student at a women’s college her first two years, Robin discovered many opportunities to shine. “Going to a girls’ school was a wonderful prerequisite to owning a Mary Kay business,” she says. “I was voted ‘Who’s Who Among Students’ in American junior colleges and was a member of my college honor court and judiciary board. I also quarterbacked on the powder puff football team! The combination of being around women while developing my leadership skills prepared me for the role I enjoy today.”

Still, Robin had a secret, one she successfully hid through sheer ingenuity. “I was deathly afraid of public speaking,” she says simply. “My fear was so great that for a college speech class, I chose energy conservation as my topic so I could turn out the lights and talk in the dark! Now that’s fear!” she laughs. Later, at her first skin care class, she was so intimidated about standing in front of six women that she conducted the class seated the entire time. “Getting up in front of a group at our weekly unit meeting was more than I could handle. I never allowed myself to

think beyond the moment. If I had ever imagined I might have to speak in front of 10,000 people at Seminar, I’m not sure I could have endured it. I dreamed of being successful, but I compartmentalized my thoughts. I just didn’t ‘go there!’”

So how did she overcome her obstacles? “I took one small step at a time and grew strong in other areas of my business,” says Robin. “Eventually my confidence grew, and I was able to imagine myself being more comfortable at the front of the room. Plus, I was determined that nothing was going to stand in the way of my success. But my fear was huge. No one can fully understand the pain I endured. I even experienced major, debilitating panic attacks.”

Robin remembers her first Seminar speech, when her unit was No. 2 in the Pearl Seminar. “I was crying backstage and someone asked if I wanted to just not make the speech,” she recalls. “I knew I had to get through it, and it turned out to be one of the hardest things I ever did. But you know what I learned from that? I learned that in doing the hard things, we grow. I grew a lot that day.” A few years later, her unit was No. 1 in the Pearl Seminar, and her improved speech was a sharp contrast to the previous one. Was she “cured”? “Hardly!” she laughs. “My feelings onstage continue to vacillate between the excitement over achieving the challenge and the underlying feelings of ‘What am I doing up here?’ I often feel like I’m a

spectacle! It would be fine with me if they’d just hand me my award backstage!”

In time, however, extreme discomfort evolved into the desire to help other women like herself achieve their full potential. When she reflects on how far she’s come in the past 31 years, Robin turns fondly to the woman who made it all possible. “Seeing Mary Kay at Seminar, hearing her inspirational messages, were moments I’ll always cherish,” she says. “She was such a wonderful example. I’ll be forever grateful that I knew her. Mary Kay inspired me to become who I am today.”

Hesitant to speak in public? There’s hope! Robin offers these pointers:

- **Nurture** your “public speaking self.” You may never like it, but you can become more comfortable than you are today.
- **Remind** yourself that public speaking is a common fear, even though it seems everyone who’s successful likes to speak in public!
- **Accept** the challenge to speak in public, even though you feel awkward. Welcome the opportunity to “practice.”
- **Focus** on your strengths, not your weaknesses. While you’re growing your strengths, your confidence in those areas will compensate for areas that still need improvement.
- **Embrace** your uniqueness. It’s OK to be different from everyone else!
- **Give** yourself permission to tell your audience you’re uncomfortable. Honesty relieves you from the pressure to perform and provides a safety net if you “mess up.”

Reflections From Mary Kay



"Besides all the magnificent diamond rings, bracelets and necklaces Mary Kay awards, perhaps the most coveted prize is a diamond pin in the shape of a bumblebee. The story behind the award is what makes it so meaningful. Years ago, aerodynamics engineers studied this amazing insect and concluded it could not be airborne. But they forgot to tell the bumblebee, and he went right on flying! My intuition told me that the bumblebee was the perfect symbol for women who have flown to the top!"

– Mary Kay Ash

Note: Although science now can explain how the bumblebee can fly, this amazing creature still is an important symbol in a Company that believes people are capable of great things against all odds.

Dates to Remember

APRIL

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

MAY

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

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

This Month:

April 1: Priority Awards Seminar Registration and online sales booth ordering begins.

April 14: Good Friday. All Company and branch offices closed.

April 15: Postmark deadline to earn Month 1 bonus.

April 16: Month 2 bonus begins. Enrollment through the Preferred Customer Program for the summer issue of *The Look* and the Month 2 mailer begins. *Beaut-e-News*[™] e-newsletter begins e-mailing to customers.

April 18: New Independent Sales Director Education begins for Feb. 1 and March 1 debuts.

April 20: Deadline for March Career Car qualifier paperwork.

April 25: Preferred Customer Program Month 2 spring gift-giving brochure mails.

April 30: Priority Awards Seminar Registration ends.

Next Month:

May 1: *The Power of Pink* Seminar 2006 registration begins for all independent sales force members.

May 5: Last day to receive Summer 2006 Preferred Customer Program quarterly enrollment mail orders.

May 12: Mary Kay's birthday!

May 15: Postmark deadline to earn Month 2 bonus. Last day to enroll online through the Preferred Customer Program for the Summer 2006 issue of *The Look* including sampler.

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

New Independent Sales Director Education begins for April 1 debuts. Postmark deadline for *Team Up for Women!* Challenge donations. Don't forget that ordering is available through May 30 – but without the 10 percent discount.

May 20: Deadline for April Career Car qualifier paperwork.

May 29: Memorial Day observed. All Company and branch offices closed. Postal holiday.

Preorder Seminar Sales Booth Items!

Don't forget, when you qualify for Priority Awards Seminar Registration, and you register for Awards Seminar by **April 30**, you can preorder Seminar Sales Booth items on the Mary Kay InTouch[®] Web site and receive a 10 percent discount on your entire order through April 30! Your order will be shipped directly to your home in late June. And there's no limit to the number of items you can order!

POWER Notes

In Memoriam Independent National Sales Director Carol Robertson



The entire Mary Kay community was saddened to learn that **Independent National Sales Director Carol Robertson** passed away on Dec. 31, 2005, after a fall in her home.

Carol possessed a keen ability to see greatness in others and was a mentor to many. Upon learning of her passing, numerous Mary Kay sisters stepped forward with stories of her tireless help. As a testament to her positive and influential life, an estimated 1,800 people paid their respects at the funeral home, where they stood in line for hours. More than 1,000 mourners packed the church for her service.

In September 1987, Carol began her Mary Kay business, and she became an Independent Sales Director in June 1988. She debuted as an Independent National Sales Director in January 2004. She received the monthly Go-Give® Award in April 1999. Her honors include membership in the Circle of Excellence seven times and the Circle of Achievement eight times, including four times in the Half-Million-Dollar Circle. She earned the use of nine pink Cadillacs and was a member of the Millionaires Club, earning more than \$1 million in commissions.

Carol is survived by her three children as well as her parents; the parents of her beloved husband, Brian, who died in March 2005 from cancer; siblings and extended family members.

Prepare for Success With the *Ready, Set, Sell!* Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from Feb. 16 through June 15, 2006. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$3,600	\$603.50
\$3,000	\$517.50
\$2,400	\$401.50
\$1,800	\$328.50
\$1,200	\$225.50
\$600	\$114.00

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$110.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Partner With Your Customers to *Team Up for Women!*

Last year, generous donations from you and your customers helped raise nearly \$214,000 in the *Team Up for Women!* Challenge. Together, you helped the Mary Kay Ash Charitable Foundation continue to fight cancers that affect women and work to end domestic violence.

More life-saving news: It's not too late this year to multiply your concern. By spreading the word, you again can bring positive attention to causes Mary Kay Ash held dear. Here are some easy ways you and your customers can give:

- Use the "round up" method. Ask if customers would like to round their cost to the nearest dollar and donate the difference.
- Consider a popular retail device for supporting a favorite charity: Give customers the option of donating a dollar above the purchase price.
- Ask for spare change at classes and collection previews; place a piggy bank in a prominent spot, perhaps with a simple sign showing that all donations will go to the Mary Kay Ash Charitable Foundation.
- Maximize giving opportunities by carrying the *Team Up for Women!* Challenge flier with you. Remember, studies show that customers prefer doing business with and being part of organizations that support charitable giving.

While any amount is greatly appreciated, those Independent Beauty Consultants who collect donations of at least **\$50** will receive a **name badge ribbon and standing recognition at Seminar 2006**. All donations, accompanied by the proper form, must be postmarked by **Monday, May 15** to receive Seminar 2006 recognition. To access donation forms, instructions and a printable flier to display at your classes, go to the Mary Kay InTouch® Web site. Thousands will thank you!

Reach for the Star!

Can you believe Seminar 2006 is almost here? The *Star Consultant* brochure, included with this issue of *Applause*® magazine, is the last one of this Seminar year! This is your final chance to finish the year as a consistent *Super Star Consultant!* You'll want to check out the brochure to see if you're on track for the recognition you've worked so hard to achieve. And remember, being a star is easier than ever, now that both wholesale production and team building earn credits at the Ruby Star category and above. Shine on!

RECOGNITION Congratulations to the winners for January 2006.

On-Target Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Jan. 31, 2006. (This includes NSD commissions earned on all foreign countries through December.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

EMERALD



Anne Newbury

PEARL



Jan Harris

DIAMOND



Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Gayle Gaston

On-Target for Diamond/Inner Circle	
On-Target for \$1,000,000	
Anne Newbury	\$593,593.28
On-Target for \$750,000	
Pat Fortenberry	\$479,447.98
Barbara Sunden	445,823.77
On-Target for \$500,000	
Gayle Gaston	\$420,595.89
Christine Peterson	405,955.74
Carol Anton	346,998.39
Karen Piro	313,053.73
Jan Harris	300,249.14
On-Target for \$300,000	
Lisa Madson	\$287,045.27

Kathy Helou	283,925.70
Rena Tarbet	277,036.50
Nan Stroud	262,882.52
Gloria Mayfield Banks	256,328.62
Karlee Isenhardt	253,990.93
Joanne Holman	249,776.80
Pat Danforth	229,329.85
Stacy James	228,341.33
Cheryl Warfield	223,071.51
Ronda Burnside	210,451.72
Linda McBroom	208,226.22
Sue Kirkpatrick	203,047.49
Nydia Payan	201,992.93
Sherry Giancristoforo	201,667.20
Holly Zick	198,043.11
Rosa Enriquez	196,270.75
Lupita Ceballos	192,459.08

Cindy Williams	190,007.56
Johnette Shealy	186,353.11
Jana Cox	185,617.95
Julianne Nagle	185,104.73
Pamela Waldrop Shaw	183,882.26
Joan Chadbourn	180,508.39
Judie McCoy	179,682.31
On-Target for Diamond Circle	
On-Target for \$250,000	
Debi Moore	\$173,355.09
Jackie Swank	173,015.83
Helene Reiners	172,661.88
SuzAnne Brothers	169,552.47
Pam Gruber	169,186.32
Kathy Z. Rasmussen	168,251.68
Anita Mallory Garrett-Roe	164,138.58

Doris Jannke	163,770.10
Asenath Brock	163,537.57
Darlene Berggren	163,287.34
Linda Toupin	163,110.53
Mary Diem	161,870.53
Donna Floberg	160,558.92
Rosa Jackson	158,838.18
Diane Underwood	158,002.06
Shirley Oppenheimer	157,521.20
Nancy Perry-Miles	156,734.81
Wanda Dalby	154,440.03
Sonya LaVay	154,242.48
Gloria Castaño	152,998.46
On-Target for \$200,000	
Ronnie D'Esposito Klein	\$144,268.80
Jeanne Rowland	143,100.55

Kerry Buskirk	141,616.09
Elizabeth Fitzpatrick	135,770.61
Kay Elvrum	127,983.47
Patricia Rodriguez-Turker	124,974.67
Tammy Crayk	123,332.58
Maureen Ledda	123,112.13
Judy Newton	122,730.05
Margaret Winner	122,562.79
Jo Anne Cunningham	121,227.05
Dawn Dunn	120,893.78
Nancy Bonner	120,485.87
Anita Tripp Brewton	120,025.84
Mary Cane	118,588.39
Valerie Bagnol	117,767.22
Joyce Z. Grady	117,336.89
Scarlett Walker	117,077.63

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

EMERALD

Anne Newbury**	\$77,138
Kathy S. Helou*	42,304
Gloria H. Mayfield Banks**	35,593
Pat. Danforth*	33,295
Nydia Payan*	30,092
Debi R. Moore*	29,260
Sherry Giancristoforo*	28,312
Ronda Burnside*	27,588
Kerry Buskirk*	23,593
Doris Jannke*	20,739
Cindy Fox*	19,003
Jamie Cruise-Vrinos	18,681
Lily Orellana	18,638
Pamela Tull	17,706
Kay E. Elvrum	17,132
Consuelo R. Prieto	17,087
Cathy Bill*	16,200
Mona Butters	15,858
Janet Tade*	15,575
Dacia Wiegand†	15,441
Cathy Phillips	14,783
Miriam Gómez-Rivas	14,040
Jackie LaPrade	13,759
Sherry A. Alexander	13,693
Shelly Gladstein	12,972
Natalie Privette-Jones	11,994
Judy A. Rohde	11,769
Joanne R. Bertalan*	11,718
Jo Reynal	11,718
Regina Hogue	11,714
Cristi Ann Millard	11,504
Kym A. Walker*	11,164
Irene A. Shea	10,928
Dawn Otten-Sweeney	10,533
Francie McBeth	9,170
Sabrina Goodwin Monday	8,909
Crisette M. Ellis	8,540
Joanne Hollingsworth	8,415
Esther Whiteleather	8,290
Nora L. Sharif†	8,242
Pamela Cheek	6,207
Carmen Rios	6,179
Phyllis R. Sammons	5,696

PEARL

Jan Harris**	\$36,209
Nan Stroud**	34,626
Cindy A. Williams	34,402
Stacy I. James*	29,834
Cheryl Warfield*	29,264
Pamela Waldrop Shaw	28,273
Elizabeth Fitzpatrick*	27,807
Jackie Swank*	27,261
Darlene Berggren	25,536
Anita Tripp Brewton	23,438
Nancy Perry-Miles*	22,066
Joan B. Chadbourn*	21,838
Sylvia Kalicak	20,484
Maureen S. Ledda*	18,180
Rosa Jackson**	17,701
Bett Vernon	17,044
Lynda Jackson*	16,540
Monique Todd Balboa	16,364
Robin Rowland	16,342
Lise T. Clark*	16,294
Nancy Bonner*	16,105
Sandy Miller	15,681
Wilida DeKerlegand*	15,195
Julie Krebsbach	14,384
Ruth Theodocion	14,296
Wadene Claxton-Prince	14,129
Kathy C. Goff-Brummett	13,813
Pat Campbell	13,493
Linda Kirkbride	11,806
Shirley M. Oshiro	10,992
Glinda McGuire	10,977
Maureen Myers	10,626
Sonja Hunter Mason	10,551
Kathy Jones	10,543
Anabell Rocha-Pedraza	10,294
Barbara Faber	10,207
Beatrice Powell	10,037
Gloryann Koester	8,816
Connie Phillips	7,960
Deb Pike	7,293
Mary Pat Raynor	6,432
Bettye M. Bridges	4,969

DIAMOND

Karen Piro**	\$56,681
Barbara Sunden**	53,672
Lisa Madson	49,180
SuzAnne Brothers*	32,828
Linda C. Toupin	27,207
Julianne Nagle*	26,232
Holly Zick**	25,820
Pam Gruber*	24,692
Dawn A. Dunn	23,628
Tammy Crayk	22,105
Diane Underwood	21,859
Mary Diem*	21,745
Gloria Castaño**	21,088
Joyce Z. Grady	20,688
Kathy Z. Rasmussen**	20,394
Patricia Rodriguez-Turker*	19,303
Jo Anne Cunningham	17,899
Judy Newton	17,688
Sonia Páez	16,430
Sharon Kingrey	15,995
Sandy Valerio	15,828
Sharon Z. Stempson*	14,956
Linda O. Scott	14,135
Kay Z. Hall	13,087
Diana Heble	12,419
Connie A. Kittson	12,360
Diana Sumpter	10,437
Jo McKean	9,755
Charlotte G. Kosena	8,950
Betty Gilpatrick	8,091
Naomi Ruth Easley	8,009
Jan Maziotti	7,714
Andrea C. Newman	7,464
Isabel Venegas	7,417
Carol Lawler	6,813

RUBY

Pat Fortenberry**	\$79,597
Carol Anton*	50,564
Karlee Isenhardt**	41,671
Linda McBroom*	31,997
Sue Kirkpatrick*	26,453
Joanne Holman*	26,424
Shirley Oppenheimer	22,731
Ronnie D'Esposito Klein	22,228
Wanda Dalby**	20,522
Jeanne Rowland*	20,215
Margaret Winner*	19,929
Vicky L. Fuselier	19,836
Scarlett Walker*	18,168
Elizabeth Sapanero	17,628
Michelle L. Sudeth	17,580
Janis Z. Moon	17,368
Rebecca Evans	16,862
Toni A. McElroy	16,761
Judy Kawiecki	15,897
Pamela A. Fortenberry-Slate*	15,415
Kirk Beauregard Gillespie	15,364
Pam Ross*	15,189
Jessie Hughes Logan*	14,283
Joan Watson	13,761
Bea Millslagle	13,685
Lynne G. Holliday	13,606
Dianne Velde*	13,316
Sue Z. McGray	12,838
Amy Dunlap	12,606
Patricia Lane	12,381
Maria Aceto Pirro	12,291
Cheryl J. Davidson	11,905
Nancy M. Ashley*	11,832
Nancy West Junkin*	11,699
Rhonda L. Fraczkowski	11,489
Kimberly R. Walker-Roop	11,261
Kate DeBlander	11,223
Jean Santlin*	11,105
Cyndee Gress	10,717
Kelly McCarroll	10,423
Sharilyn G. Phillips	10,344
Katie Walley	9,756
Phyllis Chang	9,196
Cindy Z. Leone	9,147
Gay H. Super	8,544
Cindy Towne	8,508
Margaret M. Bartsch	7,986
Renee D. Hackleman	6,913

SAPPHIRE

Christine Peterson**	\$56,325
Gayle Gaston**	52,502
Rena Tarbet*	51,186
Jana Cox*	37,518
Rosa Enriquez*	36,460
Joanne Holman*	36,424
Lupita Ceballos	34,365
Judie McCoy*	29,311
Donna Floberg*	26,895
Anita Mallory Garrett-Roe*	26,698
Helene Reiners*	23,513
Asenath G. Brock*	22,948
Sonya LaVay*	21,165
Valerie J. Bagnol*	20,575
Jo Anne Barnes	20,144
Shannon C. Andrews	18,195
Allia L. Head	16,694
Gillian H. Ortega	16,477
LaQueta McCollum	16,197
Mary L. Cane	15,390
Karen B. Ford	15,356
Carol L. Stoops	15,058
Jeanne Curtis	14,880
Sharon L. Buck	14,658
Mattie Dozier	14,651
Jan L. Thetford	14,079
Karen Kratochvil	13,705
Gloria Baez	13,601
Martie Sibert*	13,480
Davanne D. Moul	13,288
Nancy A. Moser	13,143
Sherril L. Steinman	12,915
Vernella Benjamin	11,631
Jill Moore	8,631
Kendra Crist Cross	8,414
Jo Ann Blackmon	8,267
Ann Brown	8,095

* Denotes Senior NSD
** Denotes Executive NSD

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

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in January 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Anne Newbury
\$77,138
EMERALD



Jan Harris
\$36,209
PEARL



Karen Piro
\$56,681
DIAMOND



Pat Fortenberry
\$79,597
RUBY



Christine Peterson
\$56,325
SAPPHIRE

TOP UNIT — ESTIMATED RETAIL PRODUCTION

EMERALD — Hollie R. Sherrick, <i>J. Cruse-Vrinios Area</i>	\$77,028
PEARL — Lisa Allison, <i>D. Berggren Area</i>	\$86,090
DIAMOND — Andrea Shields, <i>Go Give Area</i>	\$87,693
RUBY — Debbie A. Elbrecht, <i>P. Fortenberry Area</i>	\$93,358
SAPPHIRE — Paola B. Ramirez, <i>L. Ceballos Area</i>	\$105,494

13% Club

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

EMERALD

Sales Director Brenda Segal.....	\$2,495.03
Sales Director Julie A. Griffin.....	2,041.39
Sales Director Haydee Guzman.....	1,884.97
Sales Director Margarita Guerra.....	1,569.82
Sales Director Kerri L. Bunker.....	1,544.60
Sales Director Michele Martella Armes.....	1,499.71
Sales Director Cathy Kazzi.....	1,497.37
Christine Bryson Redmond, <i>K. Suttles Unit</i>	1,495.59
Vanessa Hoang, <i>D. Crews-Cairns Unit</i>	1,452.91
Sales Director Stacy D. Foust.....	1,357.75
Sales Director Sheri L. Farrar-Meyer.....	1,281.38
Sales Director Mary Kay Fedak.....	1,277.71
Martie A. Johnson, <i>N. Knott Unit</i>	1,240.23
Sales Director Marcia Neyra.....	1,202.14
Sales Director Shirley H. Koniewicz.....	1,198.57
Sales Director Tracy Bryce.....	1,193.30
Rhonda Matthews, <i>K. Reed Unit</i>	1,181.28
Sales Director Mayra Smalley.....	1,176.76
Sales Director Pam Robbins.....	1,175.36
Sales Director Helen M. Harlow.....	1,163.14
Sales Director Laurie Ann Johnson.....	1,160.64
Sales Director Zenelia Wheeler.....	1,155.44
Sales Director Shirley D. Rice.....	1,152.16
Sales Director Debbie E. Barnes.....	1,150.89
Sales Director Jo M. Cotton.....	1,150.24

PEARL

Sales Director Mary Claire Tapley.....	\$1,862.45
Sales Director Jo Shuler.....	1,621.26
Sales Director Gail Boorum.....	1,546.09
Melissa Sheri Garthwaite, <i>B. Vernon Unit</i>	1,536.47
Sales Director Lynette Sorrentino.....	1,497.44
Sales Director Susie Kopacz.....	1,433.41
Sales Director Rita Schaefer.....	1,425.61
Sales Director Susan Moore.....	1,385.28
Sales Director Cheryl Marie Brown.....	1,371.99
Sales Director Pat Ringnalda.....	1,367.73
Sales Director Lori L. Kreh.....	1,347.09
Sales Director Melissa Nix Henderson.....	1,277.71
Sales Director Patti Cornell.....	1,227.36
Traci Warnix, <i>A. Brooker Unit</i>	1,198.08
Jheryn Sims Alexander, <i>J. Waring Unit</i>	1,185.41
Sales Director Jane Studrawa.....	1,184.63
Sales Director Francene M. Anderson.....	1,159.18
Sales Director Alma Orrostita.....	1,154.82

Sales Director Tracy Foltz.....	1,135.16
Sales Director Jeanie Martin.....	1,131.16
Sales Director Maria D. J. Rameses.....	1,124.70
Sales Director Maria E. Hernandez.....	1,120.86
Jennifer R. West, <i>K. Powell Unit</i>	1,120.11
Moriah Kinzer, <i>B. Mullins Unit</i>	1,118.03
Sales Director Charlene Grubbs.....	1,108.51

DIAMOND

Sales Director Linda C. Weniger.....	\$2,009.44
Sales Director Maria Matthews.....	1,771.38
Sales Director Rhonda Jean Taylor.....	1,543.59
Sales Director Evitelia Valdez-Cruz.....	1,408.26
Stephanie Ann Bain, <i>J. Hastings Unit</i>	1,400.65
Sales Director Kari Alice Johnson.....	1,315.08
Sales Director Terrie Guillou.....	1,291.23
Sales Director Lisa Rada.....	1,278.00
Sales Director Donna J. Saguto.....	1,272.64
Cynthia V. Strine, <i>L. Madson Unit</i>	1,234.74
Sales Director LaNissir W. James.....	1,196.81
Sales Director Caroline Sagunsky.....	1,194.21
Sales Director Heather M. Julson.....	1,193.27
Sales Director Karime Hidalgo.....	1,134.97
Sales Director Cindy Sybrowsky.....	1,134.02
Sales Director Kristi Singleton.....	1,129.54
Sales Director Missy Shopshire.....	1,115.24
Sales Director Rosmary A. Baez.....	1,106.07
Sales Director Ruth Ojibeka.....	1,104.51
Ashley May Berreth, <i>M. Ellis-Jensen Unit</i>	1,095.12
Sales Director Kimberly Brothers.....	1,094.37
Sales Director Ana X. Solis.....	1,083.52
Andrea Kathryn Hayner, <i>S. Kendall Unit</i>	1,064.99
Sales Director Julie Garvey.....	1,063.60
Karen Mitterling Johnson, <i>A. Nielsen Unit</i>	1,058.92

RUBY

Sales Director Minerva J. Balizan-Diaz.....	\$2,154.10
Jennifer Marie Miller, <i>B. Lavioie Unit</i>	1,615.28
Sales Director Tongbai Mason.....	1,614.80
Angela M. Oliver, <i>B. Taylor Unit</i>	1,530.39
Michele Beth Tolbert, <i>L. McMullen Unit</i>	1,418.82
Sales Director Diane Covington.....	1,417.68
Sales Director Sandee Popadich.....	1,398.70
Deborah Jarboe Curtis, <i>B. Conley Unit</i>	1,383.01
Sales Director Lisa V. Bauer.....	1,301.59

TOP SALES DIRECTOR-PERSONAL SALES

EMERALD — Shirley D. Rice, <i>Go Give Area</i>	\$12,067
PEARL — Lena P. Hinton, <i>N. Stroud Area</i>	\$11,615
DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$23,808
RUBY — Stephanie Hillenbrand, <i>C. Anton Area</i>	\$8,875
SAPPHIRE — Amber Dawn Specht, <i>J. McCoy Area</i>	\$11,809

TOP BEAUTY CONSULTANT-PERSONAL SALES

EMERALD — Becky Susan Slade, <i>K. Bunker Unit, M. Butters Area</i>	\$21,113
PEARL — Corrine Reid Rosati, <i>A. Pedone Unit, Go Give Area</i>	\$17,551
DIAMOND — Terri Lynn Kunzler, <i>C. Gainsford Unit, M. Diem Area</i>	\$13,133
RUBY — Angela M. Oliver, <i>B. Taylor Unit, M. Sudeth Area</i>	\$18,934
SAPPHIRE — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i>	\$15,623

TOP TEAM BUILDER

EMERALD — Sales Director Marlene S. Martin, <i>C. Millard Area</i>	22 New Team Members
PEARL — Gladys R. Douglas, <i>S. Kirchoff Unit, Go Give Area</i>	12 New Team Members
DIAMOND — Carla V. Offer-Ford, <i>K. Meyers Unit, J. Grady Area</i>	16 New Team Members
RUBY — Jennifer M. Miller, <i>B. Lavioie Unit, T. McElroy Area</i>	15 New Team Members
SAPPHIRE — Cindy M. Kerns, <i>D. Adams Unit, S. Andrews Area</i>	18 New Team Members

Sales Director Mary Lou Ardohain.....	1,288.14
Sales Director Tracy A. Crisler.....	1,280.31
Sales Director Mary Jo Dallen.....	1,241.11
Sales Director Michele Semper.....	1,236.50
Sales Director Kimberley Victor.....	1,172.41
Sales Director Cindy Majors.....	1,155.05
Evadell Rogers, <i>C. Lewis Unit</i>	1,153.46
Sales Director Monica Myers.....	1,145.76
Sales Director Marrie R. Yunger.....	1,144.88
Sales Director Thessy Nkechi Nwachukwu.....	1,139.52
Sales Director Debbie A. Miller.....	1,128.47
Christina Mari Garza, <i>N. Karabanoff Unit</i>	1,119.50
Tiffany Brooke Stout, <i>C. Anton Unit</i>	1,101.82
Sales Director Elizabeth A. Kramer.....	1,100.91
Sales Director Layle R. Shaw.....	1,089.66
Sales Director Olubunmi Ebiwonjumi.....	1,086.93

SAPPHIRE

Sales Director Ana M. Barba.....	\$1,631.40
Sales Director Marty Ulmer.....	1,615.74
Sales Director Pam Klickna.....	1,593.41
Sales Director Kerry J. DeVilbiss.....	1,454.70
Kimberly D. Wade, <i>P. Sutton Unit</i>	1,446.93
Sales Director Beth S. Austin.....	1,422.66
Sales Director Therese E. Simon.....	1,421.36
Sales Director Linda Klein.....	1,376.60
Sales Director Wendy S. Coltrain.....	1,310.66
Sales Director Elizabeth A. Poole.....	1,308.32
Sales Director Maria Dolores Plascencia.....	1,269.61
Sales Director Theresa Kusak-Smith.....	1,252.13
Sales Director Gladis Elizabeth Camargo.....	1,246.96
Sales Director Nina Tamanji.....	1,232.17
Sales Director Rosario Dagenais.....	1,214.46
Sales Director Cheryl T. Anderson.....	1,213.78
Sales Director Cynthia H. Miller.....	1,206.27
Sales Director Joanna J. Shields.....	1,194.28
Sales Director Dawn Coby.....	1,194.08
Sales Director Elizabeth Sanchez.....	1,190.31
Kisha Faye LeCoure, <i>P. Dowell Unit</i>	1,187.29
Sales Director Alejandra Zurita.....	1,138.93
Sales Director Tracy Potter.....	1,134.35
Sales Director Heather L. Bohlinger.....	1,128.37
Sales Director Irma Isolina Mendoza.....	1,102.76

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s 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. ©2006 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association; Acapella, Angeline, Applause, Beauty Blotters, Bekara, Calming Influence, Daily Benefits for Men, Daily Benefits for Women, Day Radiance, Domain, Elge, Eyesoles, Footsteps, Genji, Instant-Action, Journey, Mary Kay, Mary Kay InTouch, Mary Kay Spot Solution, Mary Kay Tribute, MKConnections, Moisture Renewal, Nutribeads, Nutrinewal, Perfect Surface, Powder Perfect, Power Hour, Quattro, Salon Direct, Saini Hands & Body, Saini Lips, Skin Management, Speed Set, Stress Free, Sun Essentials, Tame o'clock, TimeWise, Tribute, Triple-Action, Velocity and Visible-Action are registered trademarks; and chill it!, Daily Benefits, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Embrace Today, End2End, Heart to Heart, Go-Give Award, Indulge, Inspiring Beauty, Enriching Lives, LearnMK, Make it Matter, Mary Kay Lumineyes, MK Signature, MKeCard, myCustomers, Ovation, Private Spa, Private Spa Collection, Sea Level, shine it! and Visibly Fit are trademarks of Mary Kay Inc., 16251 Dallas Parkway, PO Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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GO-GIVE® AWARD

Congratulations to the winners for May 2006.

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

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



Laura Schmidt

Ruby
Executive Senior Sales Director
Began Mary Kay January 1993
Sales Director Debut December 1994
Offspring six first-line; one second-line
National Sales Director Pam Ross
Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$74,156; six-times Double Star Achievement; seven-times Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement
Personal Lives in Prairie Village, Kan. Husband, Garret; Sons: Nathan, Harrison; Daughter, Elaine
Favorite Quote "As we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."
Independent Beauty Consultant Beth Morford of Cleveland, Mo., says, "Laura openly welcomes adoptees into her meetings as soon as they walk into the room. There is a total sense of belonging."



Rosario Dagenais

Sapphire
Executive Senior Sales Director
Began Mary Kay March 1988
Sales Director Debut December 1988
Offspring seven first-line; seven second-line
National Sales Director Martie Sibert
Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$65,776; two-times Double Star Achievement; two-times Triple Star Achievement; nine-times Queen's Court of Recruiting; two-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement
Personal Lives in Takoma Park, Md. Husband, Andre; Daughter, Alexandra
Favorite Quote "Believe in yourself and know that you can do anything in this world that you want to do if you want to do it badly enough, and you are willing to pay the price."
Independent Executive Senior Sales Director Elizabeth McCandliss of Gaithersburg, Md., says, "Rosario has been a great help and inspiration to the Latina sales force in our area. She treats my Spanish-speaking unit members like her own."



Tiffany Lynch

Emerald
Future Executive Senior Sales Director
Began Mary Kay February 2001
Sales Director Debut May 2002
Offspring four first-line; two second-line
National Sales Director Kathy Helou
Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$102,707; Circle of Achievement
Personal Lives in Coarsegold, Calif. Husband, Pat; Sons: Nathan, Samuel; Daughter, Emma
Favorite Quote "With man this is impossible, but with God all things are possible." Matthew 19:26
Independent Sales Director Heather Lee of Fresno, Calif., says, "Tiffany gives everyone her undivided attention and treats them with grace, class and love."



Julie Ashby

Pearl
Sales Director
Began Mary Kay March 1998
Sales Director Debut August 2001
National Sales Director Cindy Williams
Honors Premier Club qualifier; Star Consultant; estimated highest monthly unit retail: \$35,535; Double Star Achievement; Queen's Court of Recruiting; two-times Sales Director Queen's Court of Personal Sales
Personal Lives in Odem, Texas Husband, Craig; Son, Cody; Daughter, Dawn
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Beauty Consultant Marina Plocek of Orange Grove, Texas, says "Julie inspires, supports and encourages adoptees like me just like she does her own unit members."



Amber Watt

Diamond
Executive Senior Sales Director
Began Mary Kay April 2002
Sales Director Debut December 2002
Offspring five first-line; one second-line
National Sales Director SuzAnne Brothers
Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$72,597; Fabulous 50s; two-times Circle of Achievement
Personal Lives in Washington, Utah Husband, Kevin; Son, Alex; Daughters: Kamryn, Allie, Kenedie
Favorite Quote "Far better is it to dare mighty things, to win glorious triumphs, even though checked by failure... than to rank with those poor spirits who neither enjoy much nor suffer much, because they live in a gray twilight that knows not victory nor defeat." Theodore Roosevelt
Independent Sales Director Luisa Perkins of Cold Spring, N.Y., says, "Amber is generous with her time and talents, willing to share her expertise in booking, coaching, selling. She shares with anyone who asks for guidance."

Women Love a Free Gift

Especially when it's a treat for beautiful skin.

This Mary Kay® Skin Refreshing Set gives you four of the most skin-pampering products from Mary Kay – in convenient travel sizes. It's yours free when you purchase \$40 or more of Mary Kay® products. So call me, your Independent Beauty Consultant, and treat yourself today!



Offer available to customers through participating Independent Beauty Consultants while supplies last. Offer expires June 15, 2006.

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Put Your Heart Into It

Share your love of the Mary Kay opportunity today. Build your team during the *Heart of Gold* Team-Building Challenge, and you could earn rewards at Seminar 2006. The more qualified* new personal team members you add between March 1 and June 30, the greater your rewards.

Achieve the *Heart of Gold* Challenge and you could be one of two winners (from each Seminar) of an Awards Night makeover.

Independent Beauty Consultants and Independent Sales Directors who:

- add at least four qualified* new personal team members will receive a charm bracelet and special-edition rose-tone Heart of Gold charm. Plus, an invitation to attend the *Heart of Gold* Luncheon and standing recognition at Seminar.
- add at least five qualified* new personal team members will receive a charm bracelet and special-edition rose-tone Heart of Gold charm, an invitation to the *Heart of Gold* Luncheon and onstage recognition! Plus, they will have their names entered into a drawing for an Awards Night makeover.

In addition, the top five Independent National Sales Director areas in each Seminar affiliation (including Go Give) with the highest percentage of area members achieving the challenge will receive reserved seating at the *Heart of Gold* Luncheon.



Reverse side of charm

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company. For purposes of the *Heart of Gold* Challenge, a new personal team member's qualifying \$600 wholesale order must be received in March, April, May or June 2006. For example, a new Independent Beauty Consultant whose Agreement is received in February and whose \$600 qualifying order is received in March will count toward the contest, and a new Independent Beauty Consultant whose Agreement is received in June must place her \$600 qualifying order by June 30.

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