

MARY KAY

MAY 2020

# applause



*Science Behind the Beauty*

See how we advance the science of beauty with leading products and proven solutions.





# MAY Dates



1

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

3

Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.

8

Summer 2020 *Preferred Customer Program*<sup>SM</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

10

Early ordering of the new Summer 2020 promotional items begins for Star Consultants who qualified during the Dec. 16 – March 15, 2020, quarter and Independent Beauty Consultants who enrolled in *The Look* for Summer 2020 through the *Preferred Customer Program*<sup>SM</sup>.

**Mother's Day.**

12

Mary Kay's birthday.

Last day to participate in the *Team Up for Women!*<sup>\*</sup> Campaign.

15

Summer 2020 promotion early ordering for all Independent Beauty Consultants begins.

16

Summer 2020 promotion begins. Official on-sale date.

25

**Memorial Day.** All Company offices closed. Postal holiday.

28

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

29

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

31

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

Enthusiasm is the motivating power to success. The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life.

”

Mary Kay

**HELPFUL NUMBER:** Customer Success Team 800-272-9333

For questions regarding *Mary Kay*<sup>\*</sup> product orders, *Mary Kay InTouch*<sup>\*</sup>, special events, product information, etc.

APPLAUSE<sup>®</sup> 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. ©2020 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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# TRENDING *Now*



## Applause® Goes Audio!

Love this magazine and want to *hear* more? Now you can! With our new podcast, we bring the pages to life – exploring some stories that didn't fit within these pages. Find the podcast on the **Mary Kay® Digital Showcase App**, downloadable from your app store.

## Mother's Day Is May 10

You can help your customers honor their mothers or influential women with pampering sessions.

How about a mother/daughter makeover!

Find beautiful images to help you on

**Mary Kay InTouch® > Resources >**

**Digital Assets > Seasonal.**

## Giving Back

### Independent Sales Director

Jane O'Hern, Prior Lake, Minn.,

and her unit members donate Mary Kay® product bundles to the children's hospitals in Minneapolis. The hospitals deliver the gifts to patients' moms on Mother's Day and other special celebrations throughout the year.



## TEAM UP for WOMEN!®

## Have FUN with FUNdraising!

You can now create your own fundraising site for **Team Up for Women!®**

Collect online donations, post to social media and track your fundraising goal!

Visit **marykayfoundation.org >**

**Team Up for Women!®**

## MARY KAY MILESTONE

## HAPPY BIRTHDAY, MARY KAY!

Happy birthday to our Founder, Mary Kay Ash.

*Team Up for Women!®* is a great way to celebrate Mary Kay Ash's birthday and her legacy of giving back. Find out how at [marykayfoundation.org](http://marykayfoundation.org).



**Applause® Magazine Team:** MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS  
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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.



# *The Beauty of* **SCIENCE**

This impressive team includes distinguished scientists from around the world, holding Ph.D.s and other advanced degrees in skin biology, cell biology, chemistry and biochemistry.

Your customer's first product experience should make her want to use it again and again. This team's goal is for your customer to say, "Wow!" the first time *and* every time.



**Dr. Lucy Gildea**  
Chief Scientific Officer



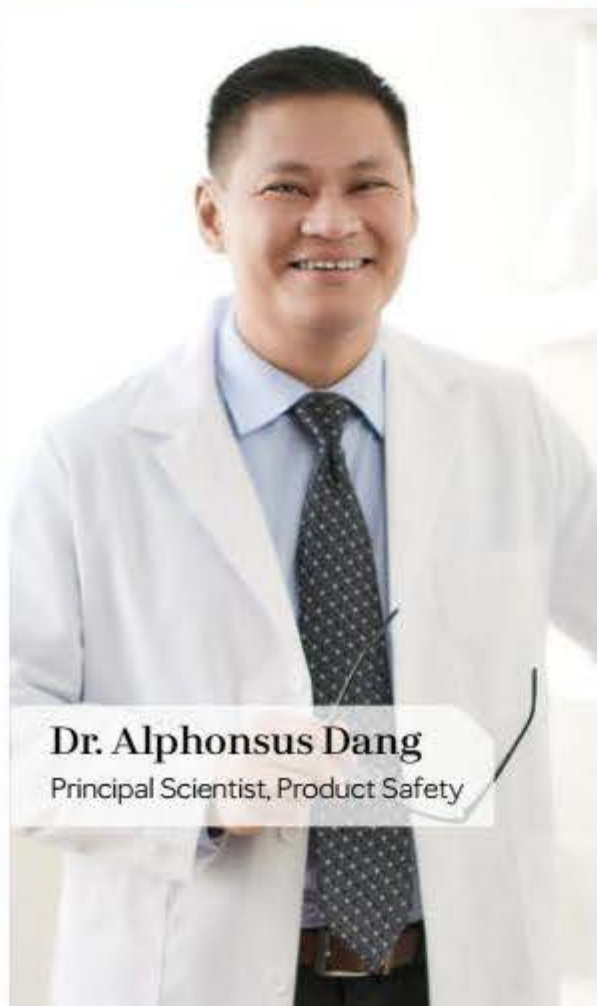
**Dr. Michelle Hines**  
Director, Global Upstream  
Research & Technology



**Dr. Shoná Burkes-Henderson**  
Associate Principal Scientist,  
Skin and Clinical Research



**David Gan**  
Manager, Skin Care Research,  
Skin and Clinical Research



**Dr. Alphonsus Dang**  
Principal Scientist, Product Safety



**Dr. Cristi Gomez**  
Director, Product Safety &  
Environmental Toxicology



**Dr. Bridgette January**  
Principal Scientist, Product Safety



## POWER BEHIND THE PRODUCTS



### RESEARCH:

By constantly combing the globe for the **latest ingredients, technology and innovation**, our dedicated team of scientists can continually **develop and deliver cutting-edge products.**



### TRENDS:

We partner with **top makeup artists and trendsetters** worldwide so you can provide **irresistible products** coupled with **personalized service.** Our inspiration comes from many places, and we often look outside the beauty industry for ways to apply trends.



### SAFETY:

Mary Kay **collaborates with impartial medical experts** outside the Company – such as dermatologists, toxicologists, ophthalmologists and more – to **ensure the safety and efficacy of our products.**



### QUALITY:

Mary Kay **invests millions of dollars in research and conducts hundreds of thousands of tests** to ensure that every ingredient and finished product meet the **highest standards** of safety, quality and performance.



### PERFORMANCE:

Thousands of women worldwide **use and evaluate Mary Kay®** products under the direction of our skin science experts so we can **measure the effectiveness** of every product formula and **ensure that it delivers** beautiful benefits.

You can feel confident about sharing wonderful *Mary Kay®* products with your family, friends and every woman you meet.

## PRIDE POINTS

- Mary Kay invested more than \$100 million in the 453,000-square-foot **Richard R. Rogers (R3) Manufacturing/R&D Center.** This building features state-of-the-art laboratories and cutting-edge manufacturing technology and functions as a **Zero-Waste-to-Landfill facility.**
- To date, Mary Kay Inc. has more than **1,500 patents** for products, advanced technologies and packaging designs in its global portfolio. This milestone validates Mary Kay's status as one of the **top innovators in the direct-selling and cosmetics industries.**
- All ingredients used in *Mary Kay®* products meet the **rigorous standards for cosmetic safety** set by the European Union and are EU-compliant.
- Mary Kay **supports scientific research** in the academic community, including providing grants to the prestigious UT Southwestern Medical Center.
- Through *The Mary Kay Foundation™*, the Company has awarded more than **\$80 million** to **cancer research** and **domestic violence shelters.**
- For more than five decades, Mary Kay has paved the way for millions of **female entrepreneurs like you** worldwide.
- Mary Kay Ash's original **vision** continues to **shine** – one lipstick at a time.

### SCIENCE SELLS

You can share the flier on Page 8 with your customers. You can also post these facts on social media using the [Digital Assets](#) on *Mary Kay In Touch®* > Resources.





# Customized SKIN CARE

The beauty of a *Mary Kay*® skin care routine is that it's totally customizable. Today it could be adding extra moisturizing steps to your routine, and next season, it could be multimasking. Or both!

From age-defying to acne-fighting to naturally derived\*\* to botanically inspired and beyond, you've got skin care products to offer every new face you meet.



## ADVANCED SIGNS OF AGING

### **TIMEWISE REPAIR® VOLU-FIRM® SET, \$205**

This premium skin care collection combines extensive research and innovative ingredients to deliver impressive results as it targets the advanced signs of aging.



## EARLY-TO-MODERATE SIGNS OF AGING

### **TIMEWISE MIRACLE SET 3D®, \$110**

Breakthrough three-dimensional approach to skin aging. Defends against age-accelerating free radicals on skin. Delays the look of premature skin aging. Delivers visible results in just four weeks.\*

GET MORE PRODUCT DETAILS, ALONG WITH HOW-TO VIDEOS, SHARABLE SOCIAL POSTS AND MORE, ON [MARYKAYINTOUCH® > PRODUCTS > PRODUCT CENTRAL](https://www.marykayintouch.com/products/product-central).





## SPECIAL SKIN SOLUTIONS

### CLEAR PROOF®

#### ACNE SYSTEM, \$45

See clearer skin in just seven days\* with an effective yet gentle regimen for treating mild to moderate acne.



“We want to be the most sought-after skin care brand. The ultimate goal of R&D is to grow **YOUR** business by creating a portfolio of irresistible products that consumers want.”

— DR. LUCY GILDEA,  
CHIEF SCIENTIFIC  
OFFICER

## NATURAL-CERTIFIED MARYKAY NATURALLY™

Discover soothing hydration to gentle exfoliation in these skin-loving products, infused with their own unique blends of naturally derived\*\* ingredients.

- Purifying Cleanser, \$26
- Nourishing Oil, \$48
- Exfoliating Powder, \$34
- Moisturizing Stick, \$28



## OUR PRODUCT PROMISE.

**WE NEVER COMPROMISE** when it comes to the quality and safety of our products.

**WE MAKE PRODUCT DECISIONS** based on scientific fact, not opinion.

**WE PUSH THE BOUNDARIES** of innovation to consistently surprise and delight you.



## EASY BEAUTY SOLUTIONS

### BOTANICAL EFFECTS® SKIN CARE, \$54

Delivers the essentials that skin needs year-round, regardless of skin type. Infused with simple ingredients that deliver a wealth of essential benefits.

\*Based on a 12-week independent clinical study

\*\*At least 90% of ingredients are derived from natural sources processed in accordance with third-party standards – currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients. For more information, go to [marykay.com/Naturally](http://marykay.com/Naturally). To learn more about the COSMOS standard, see [cosmos-standard.org](http://cosmos-standard.org).

All prices are suggested retail.



# One Woman Can!®

## BALTIMORE BLUES TO PRETTY IN PINK



*Caprice Smith*  
INDEPENDENT SENIOR SALES DIRECTOR



**F**or *Independent Senior Sales Director Caprice Smith*, Owings Mills, Md., life before Mary Kay was tough. Married with four boys, Caprice's husband was a police sergeant, and she, a special investigation detective for the Baltimore Police Department. Their schedules were busy, and they didn't get to spend much time together. Caprice never imagined that she'd soon trade in her bulletproof vest for a Mary Kay Independent Sales Director suit and her squad car for a Mary Kay Career Car.

In the early 2000s, Caprice was introduced to *Mary Kay*® products by her son's babysitter, but it was 2017 when Mary Kay really got her attention. She had retired from the police department in 2014 and was ready for something new. That's when *Independent Beauty Consultant Marla Fowlkes* invited her to an event featuring *Independent Elite Executive National Sales Director Gloria Mayfield Banks*. Caprice had no idea what to wear so she wore a red jacket, not knowing she would be in a room full of Red

### HEAR MORE!

Listen as Caprice shares even more of her story plus other fun content available only on the Applause podcast. Find it on the ***Mary Kay*® Digital Showcase App**, downloadable from your app store. It's free!



Jackets. "I didn't know why everyone was wearing red, but I knew it must mean something great," says Caprice. "I asked Marla if I should take my red jacket off, and she said no because she had a feeling I'd have my own Mary Kay red jacket very soon."

After hearing Gloria speak and watching women from different backgrounds parading across the stage in their red jackets, Caprice knew she wanted in! On June 22, 2017, she invited Marla and *Independent Senior Sales Director Felicia Vice* to dinner and signed her Independent Beauty Consultant Agreement.



“I realized the potential for more and went home to get to work. I got consistent holding parties each week and found strength in numbers.”

Caprice earned her red jacket in June 2018 and then attended Seminar. That's where her mindset shifted.

“I realized the potential for more, and went home to get to work. I got consistent holding parties each week and found strength in numbers. Team-building was easy for me – all I had to do was share my excitement for Mary Kay, and before I knew it, the number of Red Jackets on my team grew. I started moving up the career path, my earnings increased exponentially, and I knew Mary Kay was meant for me.”

Caprice debuted as an Independent Sales Director on Feb. 1, 2019. “I traded in cold metal handcuffs for shiny jeweled rings, a bulletproof vest for a designer Sales Director suit. Instead of dreading mandatory overtime as a detective, I found myself wanting to work my Mary Kay business more.”

## DRIVE FOR MORE

In August 2019, Caprice's drive helped her earn the use of her first Mary Kay Career Car, and she became an Independent Senior Sales Director that September. “I realize that with each new goal, there's another new horizon just waiting to stretch and mold me to all the things God designed me to be.

“My Mary Kay life introduced me to a culture that is AMAZING, and I feel totally blessed. I give all honor and glory to God, and I am so thankful to our amazing Founder, Mary Kay Ash, for her tenacity and willingness to do what no one else was doing during her day. She allowed nothing to stop her from breaking every barrier and every mold and from setting the path for trailblazers.



In my Mary Kay business, I am among the few who still breathe positivity and love into the business world. As a result of this major life change, my marriage of more than 20 years to my husband, Tori, has blossomed, and my family spends more time together.”

## TEACHER AT HEART

Caprice has a passion for teaching. “Through Mary Kay, I coach women to find their paths. As a professor at Stevenson University, I help mold and sculpt new criminal justice experts.

Caprice now uses the lessons she's learned through Mary Kay to guide her sons. “I was driving my 15-year-old son home from soccer one day, and I asked him to grab my purse. He noticed the price tag still attached and said, ‘Mom, did you really pay that much for a purse?’ I left the tag attached as a reminder of how great Mary Kay rewards are. I smiled and shared how I receive rewards for working my business. He said ‘Oh, WOW!’ That sparked a whole conversation about decisions and rewards.”

## THE SISTERHOOD

“There is no love like Mary Kay love! It's like having a thousand sisters, and you're the middle child. You get to love on your baby sisters and lean on your older sisters. I've learned no one reaches success on her own. Behind every successful woman are other women who have her back, crushing negative thoughts and praying her through self-imposed sweat and tears. To sell with her and because of her. A sisterhood that's waiting to go higher and show everyone that this Baltimore girl from humble beginnings is surpassing her wildest dreams to build the *Uncuffed Boss Beauties* unit. I am so honored for the life that I've been gifted.”



# TESTED PRODUCTS.

## *Proven Results.*

You have high standards. So does Mary Kay. The Company believes that you should see proof that every skin care product works. That's why Mary Kay's research and development team backs up each claim with rock-solid data.



66

Developing a formula is one part of our process. We also have to prove that the skin care product will deliver real results, and we do that by validating claims through clinical or consumer testing. If a claim doesn't meet our high standards, we won't use it.

99

**DR. MICHELLE HINES**

*Director, Global Upstream Research & Technology*

### CLINICAL TESTING:

#### PROVEN RESULTS THROUGH TECHNOLOGY

Cutting-edge instrumentation and renowned experts independently verify Mary Kay's product claims. These are just a few of the many types of testing used:

- **3D IMAGING:** This technology shows you the skin improvement you can expect.
- **BIOINSTRUMENTATION:** These high-tech instruments measure changes in skin, such as firmness, elasticity and redness.
- **EXPERT GRADERS:** These highly trained, independent individuals evaluate and measure visible changes in skin.

### CONSUMER TESTING:

#### FEEDBACK FROM WOMEN JUST LIKE YOU

Even with solid clinical data, you still may need to see the difference on your own skin. That's why our independent consumer studies include women from all walks of life, from different climates and with different skin types to confirm that our products work. Here's how it's done:

- **Independent research firms** ensure that women don't know the product is from Mary Kay.
- If many women are neutral about or disagree with a claim, **we won't use it.**
- Voluntary testimonials encourage people to freely **share authentic feedback** about their product experiences.

**CONTACT ME, YOUR MARY KAY INDEPENDENT BEAUTY CONSULTANT,  
TO EXPERIENCE INNOVATIVE SKIN CARE AND MORE!**

# MARY KAY

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Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Sonia Pérez



Cindy Williams

**ALL IN *On You!***  
**¡AL CIEN contigo!**

There's a reason this magazine is called  
*Applause*® ... to celebrate YOU!/  
Por algo se llama la revista  
*Aplausos*® ... ¡para celebrarte a ti!



Lupita Magaña



Dayana Polanco



Stacy James



Pamela Waldrop Shaw



Dacia Wiegandt

**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 January 2020, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for December 2019.) 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, 2019, through January 31, 2020./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 enero de 2020; gratificaciones por desarrollo de liderazgo para Áreas de DNV; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en diciembre de 2019.) 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 2019 al 31 de enero de 2020.

### INNER CIRCLE / CÍRCULO INTERIOR

**\$550,000**

Gloria Mayfield Banks  
\$343,478

**\$450,000**

Patricia Turker  
\$277,455

**\$400,000**

Lisa Madson  
\$252,108

**\$350,000**

Sonia Páez  
\$227,595  
Cindy Williams  
226,677  
Lupita Magaña  
207,982

### DIAMOND CIRCLE / CÍRCULO DIAMANTE

**\$250,000**

Dayana Polanco  
\$160,174  
Stacy James  
159,271  
Pamela Waldrop Shaw  
157,249

**\$200,000**

Dacia Wiegandt  
\$135,591  
Pamela Fortenberry-Slate  
131,207  
Anabell Rocha  
124,582  
Dawn Dunn  
122,651

Sandy Valerio

121,471

Kerry Buskirk

119,027

Maricarmen Landa Ramos  
118,246

Julia Burnett

116,859

### GOLD CIRCLE / CÍRCULO DE ORO

**\$150,000**

Julianne Nagle

\$115,102

Mayuli Rolo

114,749

Juanita Gudiño

109,451

Lia Carta

103,330

Anita Wood

102,944

Davanne Moul

101,946

Yosaira Sánchez

101,607

Kristin Myers

99,811

Lorraine Newton

99,630

Cindy Fox

97,114

Mary Estupiñan

93,041

Cyndee Gress

92,768

Gloria Báez

92,369

Somer Fortenberry

91,821

María Monarrez  
87,722

**\$125,000**

Kim McClure

\$87,007

Sue Pankow

86,400

Mariana Moreno

86,290

Paola Ramírez

85,031

Bianny Ramírez

84,807

Jan Thetford

83,443

Valerie Bagnol

82,335

Monique Balboa

81,390

Rosibel Shahín

80,134

O'Nelly Encarnación

78,502

Morayma Rosas  
77,269

Janis Z. Trude

76,575

Michelle Sudeth

75,987

Rebecca Evans

75,468

Ada García-Herrera

75,400

Pam Higgs

74,945

Tammy Crayk Smith

74,837

Kimberly Copeland

74,811

Lynnea Tate

73,727

Lisa Allison

72,910

Sharon Buck  
11,915  
Roxanne McInroe  
11,710  
Leah Lauchlan  
11,579  
Rebecca Evans\*  
11,518  
Alia Head  
11,122  
Soledad Herrera  
11,096  
Vicki Jo Auth  
11,053  
Candy Lewis  
10,898  
Julia Mundy  
10,566  
Pam Ross\*  
10,535  
Lynnea Tate  
10,427

### RUBY/RUBÍ

Cindy Williams\*

\$34,927

Stacy James\*

22,212

Gloria Báez\*

19,960

Jan Thetford

16,491

Sandy Valerio\*

16,424

Kim McClure

15,249

Cindy Fox\*

14,303

Mary Estupiñan\*

13,835

Anabell Rocha\*

13,078

Juanita Gudiño\*

12,937

Lia Carta\*\*

12,525

Lara McKeever

11,608

Maricarmen Landa Ramos

11,337

Tammy Vavala

10,618

Bea Millslagle

10,584

Michelle Sudeth\*  
10,423  
Kathy Rodgers-Smith  
10,377

### SAPPHIRE/ZAFIRO

Lupita Magaña\*\*

\$43,537

Lorraine Newton\*

17,548

Davanne Moul\*

16,289

Pam Fortenberry-Slate\*

16,214

Kristin Myers\*

15,243

Somer Fortenberry

14,817

Cyndee Gress\*

14,357

Elaine Kimble Williams

13,735

Valerie Bagnol\*

13,212

Morayma Rosas

13,120

Janis Z. Trude

13,053

Kimberly Copeland

12,098

Diane Mentipty

11,677

Alma Orrostieta

11,504

Deb Wehrer

11,053

Dawn Otten-Sweeney

10,939

Ruth Everhart

10,692

Elizabeth Sánchez

10,464

Paola Ramírez

10,176

Sylvia Kalicak\*

10,134

\* Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD

\*Denota DNV Senior

\*\*Denota DNV Ejecutiva

\*\*\*Denota DNV

Ejecutiva de Élite

## MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y COMISIONES MENSUALES

NSD commissions above \$10,000 earned in January 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 enero 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.

### EMERALD/ESMERALDA

Gloria Mayfield Banks\*\*\*

\$54,406

Patricia Turker\*\*

47,350

Dacia Wiegandt\*

38,197

Sonia Páez\*\*

26,388

Dayana Polanco\*

23,234

Bianny Ramírez\*

19,671

Kerry Buskirk\*

17,946

Mayuli Rolo\*

17,097

Julianne Nagle\*

16,947

Tammy Crayk Smith

16,052

Monique Balboa

15,277

Anita Wood\*

13,984

Pamela Tull

13,943

Pam Higgs

13,549

Rosibel Shahín\*

13,372

Sabrina Goodwin Monday

13,250

Gina Rodríguez-Orriola

12,651

Crisette Ellis

11,939

Marilyn Marte-De Melo

11,447

Ada García-Herrera\*

10,866

Carol Lawler

10,471

Cathy Bill\*

10,445

Auri Hatheway

10,402

Caterina Harris Earl

10,373

Mariana Moreno\*

10,347

### DIAMOND/DIAMANTE

Lisa Madson\*

\$43,566

Pamela Waldrop Shaw\*\*

26,003

Dawn Dunn\*

19,969

Julia Burnett\*

16,997

Kristin Sharpe

14,527

María Monarrez

14,126

Yosaira Sánchez\*

13,417

Sue Pankow

13,100

Diana Sumpter

12,804

Marixa González

12,166

Shannon Andrews\*

12,055

Lisa Allison

12,050

## 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?



## 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 January 2020./  
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 enero de 2020.

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

<b>EMERALD/ESMERALDA</b> Amber L. Towne-Geehan, <i>Mary Kay National Area</i>	\$78,718
<b>DIAMOND/DIAMANTE</b> Mary Kathryn King, <i>Mary Kay National Area</i>	\$80,538
<b>RUBY/RUBÍ</b> Elizabeth K. Toupin, <i>Mary Kay National Area</i>	\$89,051
<b>SAPPHIRE/ZAFIRO</b> Jordan Eicher, <i>Mary Kay National Area</i>	\$103,413

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

<b>EMERALD/ESMERALDA</b> Tracy A. Clymer, <i>C. Bill Area</i>	\$18,965
<b>DIAMOND/DIAMANTE</b> Kelly M. Freeman, <i>Mary Kay National Area</i>	\$16,776
<b>RUBY/RUBÍ</b> Cleta Colson-Eyre, <i>Mary Kay National Area</i>	\$13,365
<b>SAPPHIRE/ZAFIRO</b> Barbara Popowski, <i>Mary Kay National Area</i>	\$13,382

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

<b>EMERALD/ESMERALDA</b> Yuko Yasuma, D. Stevens Unit, <i>Mary Kay National Area</i>	\$14,799
<b>DIAMOND/DIAMANTE</b> Kelli E. Dart, D. Nygard Unit, <i>Mary Kay National Area</i>	\$14,700
<b>RUBY/RUBÍ</b> Alexia A. Black, S. McDonald-Chisholm Unit, <i>Mary Kay National Area</i>	\$15,764
<b>SAPPHIRE/ZAFIRO</b> Tarah T. Cox, K. Bryan Unit, <i>A. Smith Area</i>	\$15,495

#### TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

<b>EMERALD/ESMERALDA</b> Sales Director Ashley N. Okafor, <i>Mary Kay National Area</i>	11 New Team Members
<b>DIAMOND/DIAMANTE</b> Alina G. Brown, N. Huckabee-Stanley Unit, <i>P. Waldrop Shaw Area</i>	15 New Team Members
<b>RUBY/RUBÍ</b> Sales Director Judy A. Boston, <i>Mary Kay National Area</i>	12 New Team Members
<b>SAPPHIRE/ZAFIRO</b> Sales Director Brenda L. Gill, <i>Mary Kay National Area</i>	16 New Team Members



## TOP UNIT BUILDERS

### PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for January 2020./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en enero de 2020.

#### EMERALD/ESMERALDA

Jhona Cumare	28 New Unit Members
Shirley M. Bowser-Newson	23 New Unit Members
Alexandra R. Urdaneta Castro	23 New Unit Members
Jannelik C. Engronatt Marquez	20 New Unit Members
Denise Rodriguez	20 New Unit Members

#### DIAMOND/DIAMANTE

Terri Lewis	30 New Unit Members
Monique Vallair	28 New Unit Members
Megan N. Wilkes	25 New Unit Members
Claudia Chavez	21 New Unit Members
Esperanza Marcial Silverio	21 New Unit Members
Nadine H. Huckabee-Stanley	20 New Unit Members

#### RUBY/RUBÍ

Heather A. Daniel-Kent	24 New Unit Members
Judy A. Boston	20 New Unit Members

#### SAPPHIRE/ZAFIRO

Brooke E. Bennett-Young	23 New Unit Members
Marcia DaCosta	22 New Unit Members
Joycelyn B. Westbrooks	22 New Unit Members
Rheanonda R. Johnson Gray	21 New Unit Members



## 13% CLUB

### CLUB DEL 13%

#### January/Enero de 2020

The top 25 independent sales force members in the **Ruby** 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 January./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Rubi** 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 enero.

#### RUBY/RUBÍ

Maricruz Flores*	\$2,111	Brandy E. Richwine*	1,528	Jennifer L. Albertini*	1,361	Diana Gutierrez*	1,205
Kenia K. Acosta*	2,056	Kellee L. Valerio*	1,508	Heather A. Daniel-Kent*	1,349	Jeanie K. Navrkal*	1,198
Caitlin M. Griffo*	1,970	Julie Smith*	1,413	Eusebia Bonilla*	1,249	Wendy L. Masterson*	1,193
Elizabeth A. Kramer*	1,706	Raul Delgado*	1,392	Heather C. Feiring*	1,243	Ginger J. Benedict*	1,162
Lucia Cerrito*	1,680	Sheryl J. Arena*	1,376	Liz Whitehouse*	1,237		
Susan Moore*	1,602	Amy Kitrell*	1,374	Patti Cornell*	1,222		
Milbella Sosa*	1,589	Donna Clark-Driscoll*	1,371	Tassyane Assis*	1,208		

\*Denotes Independent Sales Director.

\*Denota Directora de Ventas Independiente.





# RUBY / RUBÍ

## NEW DEBUTS

### DEBUTS

#### November/Noviembre de 2019

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".



Elizabeth Babitz  
Jacksonville, FL  
K. McClure Unit



Jillian Price  
Industry, PA  
S. Milazzo Unit



Stina M. Whalen  
Sierra Vista, AZ  
M. Durrer Unit



*Not pictured/Sin foto: Joan M. Alvarez, Orlando, FL, J. Williams Unit; Sydney A. DuBose, Lewisburg, TN, A. George Unit; Geanny Duran, Hazleton, PA, M. Ventura Diaz Unit; Natalie M. Grissette, Tucson, AZ, C. Felix Unit; Cari Hansen, Franklin Park, IL, M. Contreras Unit; Jenny Martinez, San Juan, PR, E. Bonilla Unit; Rhonda B. McLean, Rosenberg, TX, E. Egeonu Unit; Berta Mejorado, Little Elm, TX, S. Farias Unit; Maria Nava, San Diego, G. McQuarter Unit; Chidiebere G. Ojukwu, Houston, M. Uzorka Unit; Maria Ortiz, Battle Ground, WA, M. Roman Unit; Theresa M. Robinson, Crystal Springs, MS, S. Aga Unit; Debi M. Skinner, Pleasant Plains, IL, M. Domnick Sudeth Unit; Jessica Snyder, Jamul, CA, B. Goodwin Unit; Ana J. Sosa, Lake Forest, CA, N. Rios Unit; Elisa Zapata, Downey, CA, M. Gabriel Unit.*

## DEAN'S LIST

### LISTA DEL DECANO



#### January/Enero de 2019

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.



Juana Molina  
Paramount, CA  
M. Landa Ramos Area  
Ruby Seminar



Leah M. Tripp  
Archdale, NC  
S. Fortenberry Area  
Sapphire Seminar



Erin N. Morrow  
Acworth, GA  
E. Kimble-Williams Area  
Sapphire Seminar



*Congratulations!*

## TRIPLE CROWN

### TRIPLE CORONA



#### January/Enero de 2019

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: Allyson M. Steinberg, Charleston, SC, J. Krebsbach Area.*



Juana Molina  
Paramount, CA  
M. Landa Ramos Area



*¡Felicitaciones!*

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 - 16, go to *Mary Kay InTouch*\*. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. 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

### January/Enero de 2019

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: Allyson M. Steinberg, Charleston, SC, J. Krebsbach Area.



Juana Molina  
Paramount, CA  
M. Landa Ramos Area



Kimberly Skinner  
O Fallon, IL  
Mary Kay  
National Area



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

## FABULOUS 50s FABULOSOS 50

### July/Julio de 2019

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.



Esmeralda Reynaga  
Los Angeles  
M. Landa Ramos Area

## ON THE MOVE EN ACCIÓN

### November/Noviembre de 2019

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.

Cari Hansen  
Chidiebere G. Ojukwu

Debi M. Skinner  
Ana J. Sosa

## FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

### January/Enero de 2020

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



Tiffany Alexander  
Maria D. Alonso  
Irene Bahena  
Olukemi Balogun  
Luz Barajas  
Maria Bautista  
Kailey Boyd  
Lori S. Brown

Chasidy M. Burnette  
Magdalena Bustos  
Alma G. De Dios  
Tammy Deakle  
Josefina Delgado  
Yuritzeli Dominguez Roman  
Carmen O. Espinoza  
Kyla Farmer

### Red Jackets, cont.

Tricia L. Faxlanger  
Tanya Fogg  
Karina L. Fraire  
Ma C. Gonzalez  
Carol C. Hall  
Magali S. Hernandez Gil  
Elaina Hibbs  
Brandy M. Hope  
Janice J. Howard  
Traci C. Irwin  
Pam A. Johnson  
Jennifer Kane  
Amy R. Lasiter  
Emily Lewis  
Veronica V. Loera  
Charlotte M. Lott  
MaKayla A. Love  
Heather L. McLaughlin  
Noemi Mendez  
Angelica Montes  
Deborah Morrison  
Tabitha Morrow  
Susan F. Morton  
Sandy Norton

Cecilia Nunez  
Evangeline H. O'Keefe  
Eleticia Ortega  
Mireya Ortiz  
Violetta O. Osorio Perry  
Paty Palma  
Susana Perales  
Maria I. Ramos  
Norma L. Rios  
Antoinette Robinson  
Mariela Rojas  
Olga Rosales  
Jennifer M. Sampson  
Sandra K. Sullivan  
Nancy Vazquez  
Rosa L. Vazquez  
Maria D. Vega Lugo  
Maria Velasquez  
Marcie Vickers  
Rina R. Vieweg  
Jenny Vinson  
Marjuel VonMoore-Amin  
Charis Walker  
Evonne P. West

## GRAND ACHIEVERS GRAN GANADORAS

### January qualifiers/Calificadas en enero de 2020

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

Angela M. Lowery

### CONSULTANTS/ CONSULTORAS

Mirna E. Barahona

## GOLD MEDALS MEDALLAS DE ORO

### January/Enero de 2020

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

<b>232 GOLD MEDALS</b> Silvia Sanchez*	5	<b>54 GOLD MEDALS</b> Eva E. Berber*	5
<b>116 GOLD MEDALS</b> Esther Amador*	5	Evelyn Hernandez*	5
<b>110 GOLD MEDALS</b> Ma Bertha Reyes-Tapia*	5	Martina Roman*	8
<b>98 GOLD MEDALS</b> Maria D. Ortiz*	5	<b>53 GOLD MEDALS</b> Alberta Vargas-Rodriguez*	6
<b>90 GOLD MEDALS</b> Rachel Mega*	10	<b>52 GOLD MEDALS</b> Chatney Gelfius*	7
<b>75 GOLD MEDALS</b> Sandria C. Brown*	5	<b>50 GOLD MEDALS</b> Elena Jimenez*	5
<b>73 GOLD MEDALS</b> Francine D. Reed*	6	<b>49 GOLD MEDALS</b> Jacqueline Donna*	6
<b>69 GOLD MEDALS</b> Cenobio Nunez Felix*	8	<b>47 GOLD MEDALS</b> Isidora Camargo*	8
<b>65 GOLD MEDALS</b> Pamela D. Cox*	6	Toni Louise Moore*	5
<b>58 GOLD MEDALS</b> Elsa Lugo*	5	<b>46 GOLD MEDALS</b> Faye Shaw Jenkins*	6
<b>56 GOLD MEDALS</b> Esther Cisneros*	6	<b>45 GOLD MEDALS</b> Cecilia Solorio*	5
<b>55 GOLD MEDALS</b> Maria E. Garfias*	6	<b>43 GOLD MEDALS</b> Reyna N. Lepe*	6
		<b>42 GOLD MEDALS</b> Blanca E. Esparza Ortiz*	5
		Silvia Farias*	5
		Alicia Morales*	6



**41 GOLD MEDALS**  
Athena Frangos-Pasley\* 6  
Julie Smith\* 5**40 GOLD MEDALS**  
Sherri Ammons\* 7**37 GOLD MEDALS**  
Ana R. Tellez\* 6**35 GOLD MEDALS**  
Maria Hernandez\* 5  
Sha Ron Martin\* 6  
Silisia E. Moses\* 6  
Susana Ramirez\* 8**34 GOLD MEDALS**  
Rebeca Rodriguez\* 6**33 GOLD MEDALS**  
Bertha A. Caballero\* 5**32 GOLD MEDALS**  
Rachael M. Bullock\* 5  
Laura S. Rivera\* 5**31 GOLD MEDALS**  
Maria A. Mayorga\* 5**28 GOLD MEDALS**  
Stephanie C. Arbaugh\* 5  
Yolanda Gallo\* 5  
Alma A. Munoz\* 5  
Jeanie Ripley\* 6**27 GOLD MEDALS**  
Elena Santos\* 6**26 GOLD MEDALS**  
Shara M. Gladden\* 5  
Marisol Necochea\* 5  
Teresa F. Stewart\* 5**25 GOLD MEDALS**  
Joyce Robinson\* 7

Maria E. Valverde Morales\* 5

**24 GOLD MEDALS**  
Jessica L. Williams\* 5**23 GOLD MEDALS**  
Tracie L. Carley\* 5  
Luz J. Diaz Almeyda\* 5**22 GOLD MEDALS**  
Kenia K. Acosta\* 6  
Judy A. Boston\* 12  
Rosalba M. Huaman\* 5  
Petris Lopez\* 5**21 GOLD MEDALS**  
Firgia De los Santos\* 6**20 GOLD MEDALS**  
Priscilla A. Vargas-Garcia\* 10**19 GOLD MEDALS**  
Chelsi Adkins  
Wratchford\* 6  
Brenda L. Coward\* 5  
Maricruz Flores\* 6**18 GOLD MEDALS**  
Jennifer L. Albertini\* 5  
Jane Davidson Seibert\* 6  
Lourdes Flores\* 6  
Luciana Mendez\* 5  
Bettye T. Riddle\* 5**17 GOLD MEDALS**  
Martha Camacho\* 5  
Elida A. Polanco\* 10  
Denia Rubio Gasga\* 5  
Belinda Valdez\* 5**15 GOLD MEDALS**  
Maria Tapia\* 6**14 GOLD MEDALS**  
Mariel Fedri\* 6

Kelly D. Mardis\* 6

**13 GOLD MEDALS**  
Patty L. Bojan\* 6**12 GOLD MEDALS**  
Blanca E. Alonso\* 7  
Teresa Damian Hernandez\* 6  
Uchechi A. Emeruwa\* 8  
Anyida E. Marte\* 6  
Rachelle L. Neal\* 6  
Crystal P. Noles\* 6  
April L. Price-Butler\* 6  
Jennifer R. Smith\* 6**11 GOLD MEDALS**  
Tina M. Ellender\* 7  
Caitlin M. Griffio\* 5  
Elsa Molina\* 6**10 GOLD MEDALS**  
Raul Delgado\* 9  
Mary Ruth Love\* 6  
Wendy L. Masterson\* 5  
Melissa Nelson\* 7  
Tammy R. Steed\* 6  
Maria Suares\* 7**9 GOLD MEDALS**  
Maria Andrade\* 7  
Veronica C. Boe\* 6  
Lucia Cerrito\* 9  
Paula DeLa Rosa\* 5  
Shanna M. Kocher-  
Naccarato\* 6  
Toni Nipp\* 5  
Meleah R. Oglesby\* 6  
Alejandra E. Rodriguez  
de Basilio\* 5  
Jeannia D. Walker\* 5**8 GOLD MEDALS**  
Leticia Garcia\* 6  
Carolina Knapp\* 6Ryan A. Rives\* 6  
Lisa R. Sampson\* 5  
Concepcion Solis\* 8  
Suzanne M. Wolff\* 5  
Joanne C. York\* 5**7 GOLD MEDALS**  
Magaly Chapa\* 6  
Tamra L. Coldren\* 6  
Julia Hernandez\* 5  
Eva Marin,  
M. Rodriguez Unit 8  
Esmeralda Reynaga\* 8  
Lety Segura Diaz\* 6  
Micah L. Trzesniewski\* 5**6 GOLD MEDALS**  
Vicky Alcaraz\* 5  
Elizabeth Babitz\* 5  
Xochitl Buckovecz,  
M. Mejia Unit 5  
Ashlyn B. Couch\* 6  
Linda Kay Flagler\* 6  
Isabel Ramirez\* 7  
Jodie A. Reed\* 5  
Araceli Robles\* 6  
Li Fang Song\* 5  
Crista E. Welch\* 5  
Ana L. Zacahua\* 5  
Jamides Zamora\* 5**5 GOLD MEDALS**  
Maria G. Cruz\* 5  
Lonna S. Dillard\* 6  
Alisa E. Dutka\* 5  
Ana J. Maldonado\* 7  
Linda F. Marvin\* 5  
Sherry McDonald\* 6  
Isabel Montesino,  
M. Flores Unit 7  
Amanda V. Munoz\* 5  
Muriel J. Perez\* 5  
Evila Ramirez\* 6Patricia A. Terrell,  
J. Walker Unit 7**4 GOLD MEDALS**  
Joedi Carmichael\* 6  
Claudia Fabian Vega\* 7  
Sandra G. Hernandez\* 5  
Maria E. Jimenez,  
G. Moreno Medrano Unit 6  
Danny S. Lopez\* 6  
Carmina Oliveros\* 6  
Rebecca H. White\* 6  
Joanne Williams\* 5**3 GOLD MEDALS**  
Sheryl J. Arena\* 5  
Guadalupe Caracheo\* 5  
Jennifer L. Conger,  
M. Shipp Unit 5  
Valeria Garcia\* 5  
Donald L. Latham,  
A. Jackson  
Berger Unit 5  
Michelle Minor\* 5  
Emilia Ruiz,  
E. Orozco Unit 5  
Kimberly Skinner\* 5  
Fey Torres,  
M. Guadarrama Unit 5  
Maria Lilliana L. Valverde\* 5  
Christina Velazquez\* 7  
Vanessa Warren\* 8**2 GOLD MEDALS**  
Ismelda Yamileth Arriola,  
M. Diaz de Leon Unit 9  
Samia Davis-Nelson\* 5  
Katie C. Harris,  
J. Strunk Unit 5  
Shannon M. Morris\* 6  
Sandra K. Neal,  
C. Trojanowski Unit 5  
Cecilia Nunez\* 6  
Ana Laura Olivo\* 5  
Rocio N. Palomera Urena\* 5Ma T. Quinones Nava,  
M. Malpica Unit 5  
Alma Romo, A. Tamez Unit 5  
Sherry L. Rosenberger,  
J. Boston Unit 5  
Maria E. Villela\* 6  
Christine Zelinsky,  
M. Sanders Unit 7**1 GOLD MEDAL**  
Mirna E. Barahona,  
M. Valverde Unit 5  
Kailey Boyd,  
L. Zimmerman Unit 6  
Jaime Brokaw,  
H. Daniel-Kent Unit 6  
Sheila M. Brooks,  
C. Frazier Unit 5  
Kristie E. Coffey,  
K. Cooper Unit 6  
Isabell Freeman-Elliott\* 5  
Felicia N. Mbah,  
C. Ojukwu Unit 7  
Jennifer McCloskey,  
K. Steinman Unit 5  
Maria A. Pedraza,  
R. Villasenor  
Contreras Unit 5  
Silvia Plascencia,  
L. Orozco Berber Unit 7  
Maria D. Ramirez Jimenez,  
I. Ramirez Unit 5  
Kaylee J. Roberts,  
S. Lauritzen Unit 5  
Ryan N. Saint-Blancard\* 5  
Bacilisa Salas,  
M. Chapa Unit 6  
Blanca E. Suazo,  
M. Jaimes Unit 6  
Linda Torres,  
S. Farias Unit 7  
Maria A. Torres,  
S. Palma Unit 5  
Evonne P. West,  
C. Frazier Unit 5\*Denotes Independent Sales Director.  
\*Denota Directora de Ventas  
Independiente.

## Calling all Independent Sales Directors

We need your photo for recognition in *Applause*\* magazine!  
What we need:

- Color headshot — **no selfies please**.
- Business attire (preferably Independent Sales Director suit).
- Solid background.
- Minimum 300 dpi resolution.

**Examples:**

Please email your photo as an attachment to [photos@mkcorp.com](mailto:photos@mkcorp.com) and be sure to include your **unit/Consultant number** and indicate if it's your first photo or a replacement.

**IMPORTANT:** If your photo was taken at a Company event, it will be sent to Mary Kay by the photographer. In that case, no action is needed from you. If your photo was not taken at a Company-sponsored event, your photographer must send an email to [photos@mkcorp.com](mailto:photos@mkcorp.com), granting usage permission. **We cannot publish your photo without permission.**

They can add I confirm that I, [NAME OF PHOTOGRAPHER], am the original photographer of the attached headshot of [NAME OF IBC] ("Image") and the sole and rightful owner of all rights, including the copyright, in the Image. I hereby grant Mary Kay Inc. the royalty free perpetual worldwide transferable right to use and reproduce the Image without limitation for [INSERT PURPOSE] purpose [OR use "any and all purposes, including advertising and publicity without time, use or other limitations"].

## Un llamado Directoras de Ventas Independientes

¡Requerimos tu foto para fines de reconocimientos en la revista *Applausos*!\*  
Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfis**
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Fondo sólido un de solo color.
- Resolución mínima de 300 dpi.

**Ejemplos:**

Envíanos por email tu foto como un adjunto a [photos@mkcorp.com](mailto:photos@mkcorp.com) y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

**IMPORTANTE:** Si te tomaron tu foto de Directora de Ventas en un evento de la Compañía, el fotógrafo la enviará directamente a Mary Kay. No se requiere ninguna acción adicional de tu parte.. Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a [photos@mkcorp.com](mailto:photos@mkcorp.com) donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: "Confirmando que yo, [NOMBRE DEL FOTÓGRAFO], soy el fotógrafo original de la imagen adjunta de [NOMBRE DE LA CBI] ("imagen") y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (copyright) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación para el propósito de [INSERTAR PROPÓSITO] [o bien, usa: "Cualquiera y todos los propósitos, incluidos los de publicidad y anuncios, sin limitaciones de tiempo, uso ni ninguna otra limitación".]



# ACHIEVEMENT CIRCLE

## CÍRCULO DE LOGROS

January/Enero de 2020

The top 100 Independent Sales Directors in each Seminar area based on their January 2020 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 enero de 2020.

### EMERALD/ESMERALDA

Amber L. Towne-Geehan	\$78,718
Nancy Boucher	75,590
Nicole L. McDaniel	66,356
Melinda M. Balling	66,020
Mary Strauss	63,276
Stacey Craft	61,863
Ebun Osaze	61,687
Chris H. Teague	58,906
Deirdre L. Eschazier	56,880
Hollie R. Sherrick	56,867
Phyllis I. Pinsker	56,532
Janice B. Hull	56,148
Jo M. Cotton	56,014
Maggie Rader	54,647
Denise G. Kucharski	54,575
Stacy D. Foust	54,207
Cindy Anderson	53,638
Katy Goldstein	52,668
Kijuana R. McKinnie	52,072
Audrey L. Detesco-Nickell	51,905
Leslie M. McKinney-Smith	51,139
Kim I. Bessey	50,884
Alexandra R. Urdaneta Castro	50,400
Ana Aldana	48,892
Lindsay E. Freisthler	48,439
Deanna L. Spillman	48,329
Andrea L. Peters	48,002
Christine D. Barrueco	47,925
Adely Mercado	47,570
Margaret Neill	47,283
Ginny B. O'Kain	46,458
Nelly N. Aguilera ramirez	46,402
Jill Drehmer	46,088
Jannelik C. Engronatt Marquez	45,847
Jennifer L. Besecker	45,608
Luisa Urena Mora	45,583
Sheri Farrar-Meyer	45,498
Betty McKendry	45,157
Anna M. Sempeles	44,982
Kendri E. Burkett	44,864
LaKeshia M. Chisholm	44,812
Tandy Fischer	44,404
Susan H. Celi	44,383
Brenda Stafford	44,129
Denise Rodriguez	44,105
Becki Hackett	44,067
Amy L. Fields	43,923
Menina M. Givens	43,886
Doreen Stevens	43,501
Kenna L. Ervin	43,437
Brittani M. Jenks	43,121
Diana Figueroa	42,625
Liz Voran	42,522
Pam Kelly	42,015
Denise M. Guthrie	41,999
Nancy Rodriguez	41,789
Shauna L. Abbotts	41,712
Jhona Cumare	41,681
Carolyn Thompson	41,601
Karen E. Riddle	41,485
Joslyn Eaton	41,399
Debra Allison	41,188
Elsi Coto	40,702
Bridgett L. Moore	40,653
Carol M. Fulton	40,605
Dircia Rodriguez	40,567
Amy M. Alber	40,518
Tammy West-Murrian	40,458
Heather D. Hulsey	40,380

Susan C. Manocchio	40,365
Yamileth Moreno	40,302
Diana M. Bermudez	40,300
Marie Pfarr	40,155
Ashley N. Clinesmith	40,129
Ann Shears	40,128
Paula Tyree Bowman	40,052
Leanne Parrino-Pheasant	39,912
Jill Beckstedt	39,799
Kathy Eckhardt	39,708
Deborah J. Rose	39,528
Ann F. Smith	39,475
Sally Moreno	39,332
Denise Peterson	39,170
Jacki L. Abraham	39,031
Melissa M. Wilson	38,959
Michele S. Rankin	38,576
Harriett Sharpe	38,497
Karen D. Holland	38,365
Audrey J. Doller	38,319
Breanne Sufrin	38,244
Nancy A. Berlin	38,003
Bonnie White	37,666
Kathryn L. Engstrom	37,624
Richelle V. Barnes	37,477
Ann Tinucci Anderson	37,424
Antonia Miranda	37,415
Joanna Helton	37,314
Ginger D. Rockett	37,265
Jennifer C. Babineau	37,210
Olaiz	37,210
Susan R. Cunningham	37,133

### DIAMOND/DIAMANTE

Mary Kathryn King	\$80,538
Amy Kemp	77,586
Deborah S. Bailye	72,111
Terri Lewis	69,239
Sherrie C. Purvis	67,736
Kim A. Messmer	66,022
Deborah Dudas	64,881
Angela J. Fry	63,552
Paula Kelsch	63,334
Crystal D. Gardner	61,769
Marsha Morrisette	61,655
Mary P. Creech	61,475
Christy Bigham	60,909
Susan M. McCoy	60,748
Tawnya Krempges	60,016
Beverly Taylor	59,998
Priscilla McPheeters	59,388
Christi G. Campbell	58,748
Sylvia L. Martinez	56,016
Linda T. Cartiglia	55,752
Gerri Anne Morris	55,751
Cindy Machado-Flippen	55,567
Mariann Biase Mason	54,576
Mileta K. Kinser	54,574
Kayla A. Holliday-Lamar	54,031
Claudia Chavez	51,979
Faith A. Gladding	50,917
Terri J. Beckstead	50,905
Alicia Borkowska	49,852
Sandy Griffith	47,930
Jil Johnson	47,152
Kelly Willer-Johnson	47,125
Audrey K. MacDowall	46,276
Billie Gillespie	45,863
Cheryl A. Riead	45,651
Casey Goff-Martin	45,636
Pat Joos	45,626
Donna K. Smith	45,452

Sharon B. Carney-Wright	45,253
Beth Brinkley	45,006
Kathy M. Viola	44,847
Megan N. Wilkes	44,818
Karime Rosas	44,704
Shelly Palen	44,684
Nicki R. Hill	44,238
Delmi C. Santos	44,134
Sara K. Turco	44,049
Nancy F. Castro	43,847
Kathy R. Bullard	43,580
Connie L. Russo	43,470
Megan E. MacDowall	43,469
Hillary L. Puthoff	43,330
Jenny Siemonsma	43,278
Lindsay R. Stewart	42,972
Susie Kopacz	42,884
Kelly M. Freeman	42,672
Nadine H. Huckabee-Stanley	42,306
Tanya L. Satcher	42,305
Celeste Byrd	42,278
Rochelle Collins	42,138
Ashley S. Orr-Graves	41,981
Joan M. Farrell	41,953
Dana Davis-Armstead	41,531
Linda Kieper	41,045
Michelle Cape	41,021
Lindsey D. Christenson	40,922
Cassandra L. Hartke	40,893
Sara R. Pennella	40,819
Heidi Kenealy	40,710
Suzanne T. Young	40,416
Kelly K. Johnsrud	40,389
Nancy M. Polish	40,253
Darlene Uitermarkt	40,246
Marty T. Wynn	40,120
Lisa Rada	40,085
Marcia Sadowski	40,035
Allison Piro	40,006
Susie Moore	39,537
April C. Hutchinson	39,496
Joy H. Rentz	39,426
Paula Grabau-Friedt	39,339
Helen M. Harlow	39,219
Rita M. Krause	39,218
Leann E. Zondag	39,145
Jan Geig	38,833
Holly A. Brown	38,712
Denise Nygard	38,489
Alicia Kingrey-Lokai	38,093
Julie Danskin	37,878
Karen M. Bonura	37,833
Kay Dickerson	37,617
Cindy Rogers	37,568
Emily E. Schuette	37,374
Deborah Robina	37,349
Esperanza Marcial Silverio	37,249
Cassondra R. Chitwood	37,173
Patricia Escalante	36,708
Donna F. Knotts	36,463
Annette Pace	36,270
Nancy Lewen	35,871

### RUBY/RUBÍ

Elizabeth K. Toupin	\$89,051
Kali DeBlander Brigham	88,221
Donna Clark-Driscoll	82,695
Kaela L. Steinman	77,399
Kellee L. Valerio	69,836
Heather A. Daniel-Kent	69,111

Lisa Hansen	68,160
Laura V. Middleton	67,470
Diane K. Lundgren	59,433
Mary A. Dell	59,127
Patti Cornell	57,610
Susan C. Ehrnstrom	57,331
Stephanie Audino	57,327
Paula M. Kirkpatrick	57,217
Susan Moore	56,203
Bridget S. Penberthy	53,391
Suzanne Moeller	53,147
Krystal D. Downey-Shada	52,200
Sherri Ammons	51,940
Ruthie Bresette	51,863
Rachael M. Bullock	51,469
Andrea Jackson Berger	51,459
Terry Thole	50,489
Caitlin M. Griffo	49,943
Stephanie B. Silver	49,522
Michelle L. Sanders	49,272
Valerie A. Lucio-Polk	49,266
Brenda Fenner	49,063
Barbara Baty	47,903
Gloria Moreno Medrano	47,850
Ryan A. Rives	47,584
Maricruz Flores	47,428
Lisa V. Bauer	46,674
Lisa Anne Harmon	46,626
Patty L. Bojan	46,333
Jenna M. Larson	46,119
Laura A. Kattenbraker	46,007
Sonya F. Goins	45,974
Nikole M. Childress	45,901
Stacey P. Nelson	45,853
Elizabeth A. Kramer	45,205
Kenia K. Acosta	45,024
Tamarie M. Bradford	45,019
Megan E. Kalbach	43,985
Barbara Pleet	43,555
Jana L. Strunk	42,711
Sheryl J. Arena	42,627
Randi S. Gleason	42,623
Christy M. Cox	42,372
Marnie R. Yunger	42,371
Lisa D. Prescott	41,559
Tammy D. Niehaus	41,450
Kathy Williams Oeder	41,434
Maria Rocio Rico De Jacinto	41,399
Rebecca H. White	41,382
Amy C. Schule	41,190
Heather J. McKinney	40,519
Stephanie L. Coker	40,513
Kimberly Burhoop	40,476
Lisa Olivares	40,155
Cleta Colson-Eyre	39,977
MinDee M. Sommerla	39,937
Sylvia T. Barritt	39,918
Laura L. Waters	39,889
Vazquez	39,889
Jeanie K. Navrkal	39,632
Thessy N. Nwachukwu	39,294
Lori M. Langan	39,285
Sherry McDonald	39,039
Marty Watkins	39,014
Rebecca W. Cox	38,838
Judie Roman	38,758
Maureen Shipp	38,480
Milagro Ventura Diaz	38,457
Palia A. Curry	38,137
Bridgette R. Conley	38,107
Laurie C. Cole	37,901
Karen E. Gardner	37,440

Ginger J. Benedict	37,241
Shari M. Kirschner	37,239
Lorri E. Woehrl	37,202
Pamela J. Sparks	37,146
Elayne J. Watson	36,931
Christina V. Rolfs	36,811
Becky Kiessig	36,746
Jennifer Isenhardt	36,236
Tracie L. Carley	36,177
Becky Goshorn	36,002
Jann Fagnoli	35,792
Heather C. Feiring	35,723
Mary Ruth Love	35,671
Norma A. Tovar-Hernandez	35,660
Laurie T. Plyler	35,605
Nicole Medjesky-Dixon	35,539
Tshanna C. Diggan	35,325
Ruth Whiteleather-Orrrell	35,292
Kerri D'Esposito	34,955
Monique N. McIntyre	34,839
Amy Kitrell	34,723
Peggy Young	34,699
Lauren N. Bloomer	34,672

### SAPPHIRE/ZAFIRO

Jordan Eicher	\$106,234
Vicki Piccirilli	70,615
Jennifer Levitt	62,903
Fraida M. Klein	61,139
Katherine L. Longley	59,555
Leslie A. Hall	57,467
Brooke E. Bennett-Young	56,968
Debbie A. Weld	56,950
Moleda G. Dailey	56,941
Julie Neal	56,923
Michele M. Armes	56,668
Dolores Keller	56,200
Keita Powell	55,864
Randi Stevens	54,389
Nedra White Wartham	53,043
Amy J. Burris	52,215
Petie L. Huffman	51,868
Ann W. Sherman	51,476
Linda A. Burns	51,287
Autumn R. Heble Britton	51,220
Joli A. Dockery	51,170
Linne' Lane	50,819
Marie E. Vlaminc	50,789
Christi Rossi	50,469
Cheri L. Taylor	49,941
Reyna V. Alvarado Rivera	48,900
Missy M. O'Neal	48,022
Charlene Grubbs	48,008
Casie Hembree	46,521
Jessica Scola	46,238
Sandi Gaither	46,101
Lady Ruth Brown	45,489
Christine M. Jessee	45,243
Jessica Holzbach	45,072
Lisa L. Jones	45,063
Carol Lee Johnson	44,870

Erika D. Hulm	44,624
Mary K. White	43,897
Linda H. Rowsey	43,773
Michele Cobin	43,717
Jeanette E. Beichle	43,277
Jeni Tjelle	42,975
Jerlene Vrana	42,930
Chasity T. Humphries	42,798
Jodi L. Feller	42,616
Jeanette M. Thompson	42,471
Karla M. Reno	42,233
Larinda J. King	41,525
Pauline White	41,275
Tommi Pleasure	40,986
Karla R. Plantan	40,950
Lynn F. Huckels	40,933
Sandra G. Kirchhoff	40,668
Julie A. Griffin	40,576
Tracy Potter	40,508
Robyn S. Cartmill	40,373
Candy I. Brown	40,233
Joyce A. Newell	40,117
Elaine Hipsher	40,097
Julia M. Stern	40,001
Jacqueline J. Shaw	39,793
Andrea R. Klahn	39,754
Amy J. Bowman	39,674
Mariaelena Boquin	39,604
Tracy Foltz	39,483
Doris M. Quackenbush	39,475
Nocona L. Koenig	39,445
Patty Webster	39,209
Karen Ponce	39,184
Penny J. Jackson	39,112
Krystal K. Hunsucker	38,636
Cathy K. Moore	38,393
Lafreda D. Williams	38,367
Kaye Yuen	38,361
Taylor Moore-Fehring	38,223
Debra J. Witmer	38,203
Cynthia S. Sheppa	37,868
Ester M. Barahona	37,692
Laura Poling	37,558
Marjorie S. Haun	37,307
Judy K. Johnson Englund	37,281
Ruby Garner	37,254
Julie B. Sapp	37,191
Kathy Lee	37,053
Jennifer J. McNulty	36,873
Jessica N. Schultz	36,720
Brenda Ashlock	36,432
Linda A. Jones	36,274
Claudia D. Clem	36,250
Hazel White	36,224
Marcela Pasco	36,094
Heather L. Bohlinger	36,029
Ashley R. Dornbos	35,905
Jennifer M. Ham	35,687
Jamie L. Lawrence	35,650
Jennifer G. Bouse	35,518
Candace N. Holte	35,483
Joycelyn B. Westbrooks	35,415
Kim Tarbet Munoz	35,236
Hannah G. Redmon	35,228

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

Mary Kay



**COMMISSION CIRCLE**  
**CÍRCULO DE COMISIONES**

## January/Enero de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in January 2020. Names in **bold** print earned the maximum 23 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 enero de 2020. Los nombres en **negrillas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA			RUBY/RUBÍ			SAPPHIRE/ZAFIRO			JACQUELINE J. SHAW					
Ebun Osaze	\$11,430		Deanna L. Spillman	6,398		Sylvia L. Martinez	7,585	Kali DeBlander			Raul Delgado	6,258	Jacqueline J. Shaw	7,604
Amber L. Towne-Geehan	10,930		Michele S. Rankin	6,365		Megan E. MacDowall	7,477	Brigham	11,599		Julie Smith	6,197	Cheri L. Taylor	7,521
Luisa Urena Mora	10,100		Denise M. Guthrie	6,349		Nancy F. Castro	7,470	Kelley L. Valerio	10,813		Marnie R. Yunger	6,152	Candy I. Brown	7,503
Melinda M. Balling	9,662		Amy M. Alber	6,313		Linda T. Cartiglia	7,406	Elizabeth K. Toupin	10,427		Laurie T. Plyler	6,105	Tommi Pleasure	7,489
Janice B. Hull	9,366		Audrey J. Doller	6,281		Nicki R. Hill	7,346	Kaela L. Steinman	9,710		Jenna M. Larson	6,083	Reyna V. Alvarado	7,484
Katy Goldstein	9,336		Jacki L. Abraham	6,256		Shelly Palen	7,346	Jeanie K. Navrkal	9,543		Nikole M. Childress	6,082	Rivera	7,484
Nancy Boucher	9,296		Harriett Sharpe	6,249		Beverly Taylor	7,332	Milagro Ventura Diaz	9,111		Roxy H. Coursey	6,079	Hilda M. Magana	7,464
Chris H. Teague	8,873		Melissa M. Wilson	6,247		Gerri Anne Morris	7,294	Kenia K. Acosta	8,855		Jana L. Strunk	6,076	Autumn R. Heble	
Karen E. Ridle	8,812		Elsi Coto	6,232		Sheryl Peterson	7,232	Susan Moore	8,829		Elida A. Polanco	6,069	Britton	7,358
Jennifer L. Besecker	8,761		Diane M. Detesco	6,199		LaChelle M. Seleski	7,222	Barbara Pleet	8,828		Andrea Jackson		JoAnna P. Shipe	7,346
Brittani M. Jenks	8,705		Latricia M. Henry	6,159		Julie Danskin	7,207	Mary A. Dell	8,727		Berger	5,976	Randi Stevens	7,333
Stacey Craft	8,651		Breanne Sufrin	6,148		Alicia Borkowska	7,187	Caitlin M. Griffo	8,700		Maureen Shipp	5,962	Marni M. Hendricks	7,303
LaKeshia M. Chisholm	8,616		Damarys Leyva	6,148		Christi G. Campbell	7,178	Rachael M. Bullock	8,697		Ramona Carbajal	5,959	Ruby Garner	7,256
Denise G. Kucharski	8,326		Emily Stone	6,129		Beth Brinkley	7,158	Marye Durrer	8,529		Joanne C. York	5,927	Jessica N. Schultz	7,223
Nicole L. McDaniel	8,232		Jan Cain	6,077		Alicia Kingrey-Lokai	7,139	Patti Cornell	8,456		Tracey L. Chavez	5,924	Tracy Potter	7,160
Liz Voran	8,107		Debra Allison	6,071		Paula Grabau-Friedt	7,106	Stacey P. Nelson	8,390		Peggy Young	5,917	Sandi Gaither	7,137
Lindsay E. Freisthler	8,095		Amy L. Fields	6,057		Sara R. Pennella	7,072	Laura V. Middleton	8,279		Sherry McDonald	5,910	Christine M. Jessee	7,124
Denise Peterson	8,082		Carol M. Fulton	6,057		Anne Geertsen	7,065	Sheryl J. Arena	8,261		Christy M. Cox	5,871	Maria Claxton-Taylor	7,124
Audrey L. Detesco-Nickell	8,076		Tina V. Parkin	6,031		Mariann Biase Mason	7,062	Maricruz Flores	8,173		Linda Sigle	5,863	Andrea R. Klahn	7,119
Jill Drehmer	8,039		Pam Kelly	6,017		Kelly M. Freeman	6,992	Lisa Hansen	8,090		Lauren N. Bloomer	5,859	Pauline White	7,068
Adely Mercado	8,000		Shannon M. Palko	5,998		Michelle Cape	6,939	Michelle L. Sanders	8,049		Magdalena Diaz de Leon	5,841	Jeanette E. Beichle	7,054
Deirdre L. Eschauzier	7,952		Kellye D. Conley	5,994		Rossana E. Nevels	6,938	Stephanie Audino	8,016		Monique N. McIntyre	5,835	Linda A. Burns	7,040
Sally Moreno	7,939		Evelyn Nail	5,977		Veronica J. Hyba	6,899	Paula M. Kirkpatrick	7,955		Amy C. Schule	5,783	Suzanne Tripp-Black	6,925
Nancy Rodriguez	7,931		Heather D. Hulsey	5,976		Cassandra L. Hartke	6,892	Diane K. Lundgren	7,842		Maria D. Malpica	5,782	Margarita Elisea	6,877
Kim I. Bessey	7,913		Becki Hackett	5,970		Kathy R. Bullard	6,870	Carmen J. Felix	7,816		Sonya F. Goins	5,715	Ann W. Sherman	6,875
Cindy Anderson	7,887		Diana M. Bermudez	5,956		Sara K. Turco	6,848	Amy Kitrell	7,761		Kimberly Burhoop	5,709	Penny J. Jackson	6,724
Diana Figueroa	7,805		Debbie A. Thomas	5,932		Virgen V. Ortiz	6,821	Thessy N.			Heather J. McKinney	5,691	Amy J. Bowman	6,659
Christine D. Barrueco	7,782		Misty D. Guyre	5,918		Amy Zanto	6,769	Nwachukwu	7,697		Rachel Mega	5,690	Lafreda D. Williams	6,646
Shauna L. Abbotts	7,748		Darlene Rutledge	5,908		Rita M. Krause	6,761	Diana Gutierrez	7,467		Irlene Zapalac	5,630	Larinda J. King	6,609
Sheri Farrar-Meyer	7,671		Brenda Stafford	5,866		Sharon B. Carney-Wright	6,732	Valerie A. Lucio-Polk	7,408				Delia Ponce	6,531
Leanne Parrino-Pheasant	7,631		Paula Tyree Bowman	5,838		Elizabeth Fernandez	6,728	Randi S. Gleason	7,406				Tehrie Ned	6,523
Dircia Rodriguez	7,625		Jennifer A. Enloe	5,785		Deborah Robina	6,714	Susan C. Ehrnstrom	7,401				Kathy Lee	6,509
Mary Strauss	7,612		Ginny B. O'Kain	5,773		Kelly Willer-Johnson	6,710	Gloria Moreno					Lynn F. Huckels	6,493
Phyllis I. Pinsker	7,561		Susan R. Cunningham	5,764		Hillary L. Puthoff	6,706	Medrano	7,370				Sylvia Boggs	6,469
Kendri E. Burkett	7,481					Cheryl A. Riead	6,678	Ryan A. Rives	7,320				Mary Lou Ardohain	6,408
Ann F. Smith	7,467					Dana Davis-Armstead	6,607	Stephanie B. Silver	7,291				Tirza Llanes	6,389
Nelly N. Aguilera Ramirez	7,426					Jamie V. Taylor	6,594	Ginger J. Benedict	7,233				Carol Lee Johnson	6,345
Hollie R. Sherrick	7,412					Leann E. Zondag	6,581	Patty L. Bojan	7,202				Petie L. Huffman	6,336
Richelle V. Barnes	7,362					Patricia Escalante	6,529	Lisa Olivares	7,154				Shirley Jenkins	6,313
Jo M. Cotton	7,331					Annette Pace	6,460	Bridget S. Penberthy	7,128				Marjorie S. Haun	6,299
Maggie Rader	7,327					Heather M. Julson	6,408	Elizabeth A. Kramer	7,020				Jessica Holzbach	6,278
Lesa R. Franken	7,277					Kayla A. Holliday-Lamar	6,381	Reina Murcia	7,004				Lynn Baer Roberts	6,245
Tandy Fischer	7,277					Patricia Carr	6,356	Sherry L. Martin	6,971				Chelsea C. Altman	6,240
Stacy D. Foust	7,275					Stephanie A. Richter	6,344	Rebecca H. White	6,890				Karla R. Plantan	6,229
Alexandra R. Urdaneta Castro	7,254					Christina L. Frantz	6,342	Lucia Cerrito	6,801				Natalie Reed	6,215
Susan H. Celi	7,041					Rochelle Collins	6,305	Tamarie M. Bradford	6,774				Melva M. Slythe	
Anna M. Sempeles	7,001					Tanya L. Satcher	6,294	Brenda Fenner	6,708				Farquharson	6,207
Leslie M. McKinney-Smith	6,990					Linda Kieper	6,247	Maria Bautista	6,698				Elaine Hipsher	6,198
Luanne Stewart	6,976					Katherine M. Ward	6,245	Krystal D. Downey-Shada	6,675				Bridget N. Howerton-Adams	6,192
Menina M. Givens	6,927					Cindy Rogers	6,234	Elena Santos	6,649				Brenda L. Gill	6,189
Kimbi L. Bartik	6,901					Susie Kopacz	6,204	Laura A. Kattenbraker	6,627				Romaine Korzon	6,179
Betty McKendry	6,882					Jolinn Andriese	6,184	Barbara Baty	6,614				Amy R. Sigler	6,156
Kathy Eckhardt	6,802					Marcia Sadowski	6,183	Pat Z. Allen	6,613				Jennifer M. Ham	6,146
Shelley Money-Eldridge	6,799					Blythe J. Egbert	6,181	Laura L. Waters					Elvia Villalba	6,129
Angel Guerra	6,797					Emma Morales	6,178	Vazquez	6,561				Jeanette M. Thompson	6,128
Carolyn Thompson	6,777					Pat Joos	6,160	Elizabeth A. Elder	6,560				Robyn S. Cartmill	6,124
Ayobami O. Olusa	6,774					Jil Johnson	6,124	Suzanne Moeller	6,548				Linda A. Jones	6,113
Andrea L. Peters	6,773					Elissa Smith-Patterson	6,109	Cleta Colson-Eyre	6,540				Mary K. White	6,109
Shawna D. Schneider	6,766					Nadine H. Huckabee-Stanley	6,102	Sherri Ammons	6,525				Linda H. Rowsey	6,072
Jannelik C. Engronatt Marquez	6,720					Donna K. Smith	6,075	Jordan Twilley	6,498				Charlene Grubbs	6,014
Kathryn L. Engstrom	6,591					Julie Schlundt	6,010	Ruthie Bresette	6,495				Susan T. Boothe	5,989
Kenna L. Ervin	6,582					Shelley Olson	6,004	Esther Cisneros	6,481				Jerlene Vrana	5,913
Antonia Miranda	6,557					Karen M. Bonura	5,986	Lisa V. Bauer	6,470				Jodi L. Feller	5,892
Kijuana R. McKinnie	6,499					Kathy M. Viola	5,978	Tammy D. Niehaus	6,389				Laurieann Barclay	5,875
Nancy O'Hara	6,454					Martha Kay Raile	5,921	Lisa Anne Harmon	6,369					
Deborah J. Rose	6,400							Amy Stokes	6,359					
								Jenn Kirkham	6,353					
								Julie B. Potts	6,333					
								Milbella Sosa	6,328					
								Terry Thole	6,321					
								Maria Rocio Rico De Jacinto	6,314					
								Rebecca W. Cox	6,278					
								Jacqueline N. Alford	6,270					





# Go-Give<sup>®</sup> Award



**Mary Kay Ash said,** "The **Go-Give<sup>®</sup> 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 May award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



## EMERALD

### Loretta Jarvis

Independent Sales Director

**Began Mary Kay Business**

February 2003

**Sales Director Debut**

January 2007

**National Sales Director**

Kerry Buskirk

**Honors** Circle of Honor; 10-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; five-times Circle of Achievement; four-times Double Star Achievement; Triple Star Achievement

**Personal** Lives in Halstead, Kan. Sons: Justin, Wesley, Brandon

**"I am motivated to help others because** I have a love for people, and I love to see others smile. That makes me feel my happiest. I love my Mary Kay and the beautiful life it can give for everyone if they choose it."

**Independent Beauty Consultant Celeste Gawanda of McPherson, Kan., says,** "Loretta is the epitome of a selfless Go-Give spirit. She is described as genuine, happy, sincere and giving. She is strong and leads by her vast experiences. Loretta is the little Jesus that people need to see every day."



## DIAMOND

### Jolinn Andriese

Independent Senior Sales Director

**Began Mary Kay Business**

February 1991

**Sales Director Debut**

November 1993

**Offspring** one first-line

**National Sales Director**

Mary Kay National Area

**Honors** Circle of Honor; two-times Consultants Queen's Court of Personal Sales; 14-times Sales Director Queen's Court of Personal Sales; seven-times Queen's Court of Sharing; 24-times Circle of Achievement; Circle of Excellence; six-times Double Star Achievement; seven-times Triple Star Achievement

**Personal** Lives in South Jordan, Utah. Husband, Eric; sons: Austin, Parker, Nickolas

**"I am motivated to help others because** I love helping women find their God given talents to believe in themselves and their dreams. Mary Kay is a great vehicle for this."

**Independent Beauty Consultant Rachel Hatch of Herriman, Utah, says,** "Jolinn is an amazing woman. She leads in such a powerful and inspiring way. She radiates Mary Kay and is a woman that I know Mary Kay Ash is glad to have as a leader in this company."



## RUBY

### Alice George

Independent Future Executive Senior Sales Director

**Began Mary Kay Business**

January 1998

**Sales Director Debut**

August 1999

**Offspring** four first-line

**National Sales Director**

Mary Kay National Area

**Honors** Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; 15-times Circle of Achievement; Circle of Excellence; two-times Double Star Achievement

**Personal** Lives in Ardmore, Ala. Husband, Heath; sons: Logan, Levi, Owen; daughter, Natalie

**"I am motivated to help others because** I love to see others win! With each win a woman achieves, her confidence is built. This allows her to meet any and every goal she sets for herself and for her family."

**Independent Beauty Consultant Lynn Gilpin of Lewisburg, Tenn., says,** "Alice works her business in the Mary Kay way — God, Family, Career — and encourages everyone in our unit to do the same. She always leads by example. Alice is a National in the making!"



## SAPPHIRE

### Jerlene Vrana

Independent Senior Sales Director

**Began Mary Kay Business**

July 1977

**Sales Director Debut**

July 1983

**Offspring** one first-line

**National Sales Director**

Mary Kay National Area

**Honors** Circle of honor; 30-times Circle of Achievement; Circle of Excellence

**Personal** Lives in Lott, Texas. Husband Louis; sons: David, Chris; daughters: Valerie, Laura, Debbie, Vicki

**"I am motivated to help others because** that is the Mary Kay Way. I am where I am today because of all the Sales Directors and Nationals that share their wisdom and support. That is what we were taught by Mary Kay Ash and it is an honor to pass on her philosophy."

**Independent Future Executive Senior Sales Director Cheryl Banks of Missouri City, Texas, says,** "Jerlene is amazing! She treats my unit as her own. She lavishes them with recognition and all sorts of prizes and awards. Mary Kay Ash would be so proud!"



# A Party Makes Perfect!

Two savvy Independent Sales Directors share ideas for **skin care party wins**.



**INDEPENDENT EXECUTIVE SENIOR  
SALES DIRECTOR MERY CARINA  
RAMÍREZ BRAVO, STAMFORD, CONN.**

Mery Carina makes sure guests have fun! She says that if they think what you do is hard, they may not want to purchase products or take advantage of the opportunity, no matter how great they both are!

**USE THE PRODUCTS.** When you share genuine enthusiasm on how great a product feels or results you see, you begin building trusted relationships.

**PREPARE YOUR HOSTESS.** Share how you'll provide a professional custom skin care service. Mention the **Mary Kay® Satisfaction Guarantee**.

**PRODUCTS AVAILABLE.** Have the skin care products available, if possible, so they leave the party with them.

**SHARE YOUR I-STORY.** Tell them a bit about yourself and why you love your Mary Kay business. Their questions may help you identify potential team members and hopefully long-term customers. Keep in mind, all guests are prospective new team members.

**OPTIMUM GUESTS.** I prefer four to five around the table.

**EXPLAIN ABOUT TIME.** When someone says they don't have time for a regimen at home, I remind them it takes a little longer at parties because of the instruction; but using it at home takes only a few minutes to see maximum results.



*"A large bill arrived in the mail that I didn't expect. After a momentary panic, I thought, 'I can fix this.' I called former hostesses and encouraged them to help me meet my challenge to **hold 10 parties in a week**. I held 11 parties and **made every dollar I needed to pay that bill**. It proves the adage that if you can conceive it, you can achieve it."*  
**Independent Elite Executive National  
Sales Director Emeritus Anne Newbury**  
– excerpt from her book, *Gumption, Grit and Glitter*

## **SCHEDULE FOLLOW-UP APPOINTMENTS AT THE PARTY.**

This helps you establish a relationship as their beauty expert and ensures they feel important and special. At the follow-up, ask if they're happy with the products and are seeing results.

**BE A BEAUTY AMBASSADOR.** There is nothing like my trophy on wheels, my Mary Kay Career Car, to promote my business. I wear the beauty coat, because it underlines that my business and services are professional and personalized.

**AVOID CANCELLATIONS.** If my hostess can't have the party on the scheduled date, I ask her if she's canceling because of a conflict or if she's lost interest. When she says a conflict, I tell her she's not canceling, *she's postponing*. I reschedule another day that's better for her in the same week.

**FOLLOW UP, DARLING.** Follow-up is how you create and build trusted relationships. If not, your customers end up shopping elsewhere. I want my customers to shop at stores for toothpaste and shampoo. If it's skin care and beauty needs, I'm her girl!

**THREE-FOOT RULE.** Talk to anyone within three feet of you. I break the ice by asking if they speak Spanish. I celebrate that we share the language and proceed with the conversation by sharing my Mary Kay business.



MKUniversity™

**LEARN MORE ABOUT [CONDUCTING A SKIN CARE PARTY](#) ON MKU, STEPS 5 AND 6.**





**INDEPENDENT  
SALES DIRECTOR  
LISA CALTABIANO,  
LOTHIAN, MD.**

**ON SELLING SKIN CARE.** When my customer uses the skin care and I provide excellent customer service, she's a customer for life ... unless I recruit her as a new team member! **Skin**

**care is the lifeblood of my Mary Kay business,** and has been for 30+ years. Selling skin care is the quickest way to increase your income!

## PARTY BASICS

**BEFORE:** I preprofile guests by phone, if possible, to learn about their current skin care and any specific needs they have.

To keep guests prompt, I let them know there's a cool gift drawing if they arrive five minutes early. I say, *"Because this is more of a personalized party, your hostess could only invite a select few. If for any reason something comes up, will you please let her know 24 hours in advance so she can offer someone else YOUR SPOT?"* (Women are always reluctant to give up their spot!)

**DURING:** I welcome guests, and ask them to share what they admire about the hostess. This makes the hostess feel valued.

Next, I share my two-minute I-story. It helps to customize parts to appeal to your group. If it's young moms, I'll share the flexibility aspect vs. the wonderful trips I've earned with my Mary Kay business. (They may hear, "You want me to leave my babies?") I also share the heart behind the business. I say, *"Mary Kay Ash said that there is a new Independent Beauty Consultant at every skin care class, and I am excited to find out who that is. Watch what I do today, and when we meet for our individual consultation, you can ask me anything about my business."*

**HANDY PARTY TOOLS.** I like the [Skin Care Party Flip Chart](#). Use it as a guide to keep the party moving.



**CLOSING TIPS.** The [printable place mats](#) on Mary Kay *InTouch*® (Business Tools > Party Central > Party Printouts) display the sets and pricing in one spot.

**REFERRALS AT PARTIES.** I ask guests to list as many names and textable phone numbers as I play a fun song. *Girls Just Want to Have Fun* works great! Once the song is over, the game stops. Anyone with 10 or more names can grab something from my goodie bag. The one with the most names gets an extra gift, or I'll offer one item at half price to her. I ask to take a selfie with each guest and tell them I will send it to their referrals along with a short text offering a free facial.

**2+2+2.** Mary Kay Ash taught this. I call my customers two days after they purchase a skin care set to get their reactions and to schedule a second appointment two weeks later. I follow up two months after her initial purchase since she may be getting low on product.

**BUY WITH HER EYES.** I bring a **Mary Kay® Travel Roll-Up Bag** filled with the skin care set and products I will demonstrate. If a customer sees the skin care sets, she is more likely to buy.

**VIRTUAL PARTIES.** I've recently done facials through FaceTime and Skype. I send the customer a facial-in-a-bag, complete with a color look and applicators. I set up a time just like I would for a facial at home.

**GETTING PARTIES TO HOLD.** Coach your hostess, and keep her excited about the products she can earn for free. This can increase the likelihood that the party will hold, and can make your party more successful.



# THERE'S AN APP FOR THAT!

Need help with booking?  
Have questions about a skin care  
regimen? Want to place an order  
on the go? Guess what? There are  
apps for that! And they're all **free!**

## PLACE ORDERS.



The **Mary Kay® Ordering App** allows you to order wholesale products while you're on the go! You can download the app by going to [mkapps.com](http://mkapps.com) from any mobile browser.



## DIGITAL PUBLICATIONS

The **Mary Kay® Digital Showcase**, your one-stop app for digital publications, includes these resources:

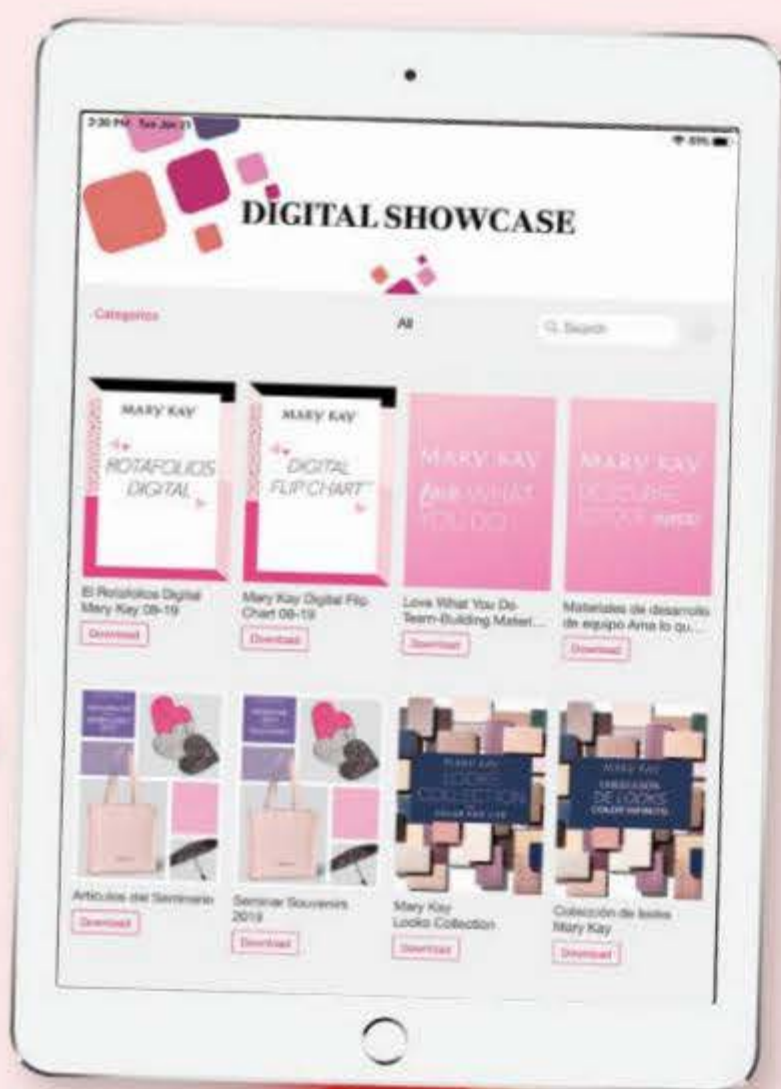
**Applause podcast** brings the pages of this magazine to life! Each month, we explore on some stories that didn't fit within the pages of the magazine, and provide updates that didn't meet the magazine's print deadline.

**Mary Kay® Looks Collection** includes shareable how-to videos with application tips based on eye shape for the 10 looks in the *Mary Kay® Looks Collection*. Plus, each look is shown on an alternate skin tone.

**Mary Kay Digital Flip Chart™** can be used by itself on your phone or tablet or as a companion to the printed Flip Chart.

**Love What You Do Team-Building Materials** is a collection of videos, a conversation guide and more! Share the team-building flier by text, email or social media.

You also can view brochures for the **Star Consultant Program**, **Seminar Awards** and **Seminar Souvenirs!** Once downloaded, digital publications do not require an internet connection.





## THE STATS ON APPS

57%

Mobile apps account for **57 percent of all digital media usage.** On average, users open an app **one to 10 times a day.**

87%

Mobile users spend **87 percent of their time in apps,** versus just 13 percent on the web.

194 billion

In 2019, there were **194 billion app downloads,** up from 178 billion in 2018.

## TEAM-BUILDING AND INSPIRATION.



The **Mary Kay Great Start App™** is an educational and onboarding tool for new team members in their first four months. It includes a tracking report to maximize rewards, a digital Grand Opening invitation and social posts to help them get started in their businesses.



**Mary Kay® Mobile Learning App** offers inspirational and educational audio recordings and videos including best-of-the-best speeches and classes from Company-sponsored events, product education videos, as well as timeless recordings from Mary Kay Ash herself!

## BOOK PARTIES AND SELL PRODUCTS.



**Mary Kay® SkinSight App™** is a digital **skin care** assistant that can scan your customers' skin and provide personalized *Mary Kay®* product recommendations. This tool can help position you as the skin care expert with current and potential customers.



**Mary Kay Mirror Me™** is a virtual makeover app that uses augmented reality to try **color products** on the face in real time, allowing the user to move naturally and view makeup in a lifelike setting.

## ORGANIZE.



**myCustomers+ App™** is your virtual business assistant that helps manage your customers, products and orders. You can create customer groups to communicate with and filter your list to see last order dates or upcoming birthdays. You can track and manage inventory with ease. And so much more!!

## MARY KAY® SPECIAL EVENTS



**Mary Kay® Events - USA App** keeps you up-to-date on conference details, event information and a Schedule At-a-Glance. Plan your experience, review an event schedule, and browse local area resources to make your stay more enjoyable.

## TOP PICKS!



**INDEPENDENT SALES DIRECTOR  
YELITZA MENDOZA, RANCHO SANTA  
MARGARITA, CALIF.**

"I love the **Mary Kay® Digital Showcase.** It has great tools like the *Mary Kay Digital Flip Chart™*, the *Mary Kay® Looks Collection*, team-building materials and more. My favorite is the Looks Collection. With

10 great looks and sharable videos, this has really taken the guesswork out of selling color."



**INDEPENDENT SENIOR SALES  
DIRECTOR KATHY BULLARD, FAIR  
OAKS RANCH, TEXAS**

"I use **SkinSight** as an ice breaker to offer a skin analysis in less than 10 minutes. If they have makeup on, I'll say, 'This is what it shows with your makeup on. Let's pick a time to get together without makeup so you can get the best results.' It helps me book and sell!"

The **Mary Kay Mirror Me™ App** is great way to introduce customers to all the amazing color products, and it's something I mention during a skin care party. All the *Mary Kay®* apps give us a competitive edge, and they're free!"



# YOU GOT THIS!

As an empowered Mary Kay Independent Beauty Consultant, you determine how high you want to climb! When you work full circle to book parties, sell products and share your Mary Kay business, the sky's the limit! We're talking **prizes, earnings, bonuses** and even **earning the use of a Career Car!**



## MEET RED JACKET MELODY NELSON, CROSSVILLE, ILL.

**STARTED HER BUSINESS:** Aug. 9, 2019

**FIRST TEAM MEMBER:** Ten days later at my Grand Opening. I invited everyone I knew!

**EARNED HER RED JACKET:** Aug. 25 (three personal team members within her first month)!

**RED JACKET ON HER TEAM:** Yes!

**HER GOAL:** To become an Independent Sales Director by Seminar 2020.

**HER WHY:** My family. We love to travel. Our kids are grown and having children of their own. My Mary Kay business is a way to give back to my family.

**USES MARY KAY® PRODUCTS:** Absolutely. I've been a product-lover since my early 20s.

**HOW SHE MEETS NEW FACES:** I began with a **Power Start** – 30 faces in 30 days. That really spurred my business, got more parties on my books and helped me share the Mary Kay opportunity from the start. And it's just continued to grow. A **Power Start** is a great way to give your business a jump start anytime.

**ON THE GREAT START PROGRAM:** I'm the poster child for this awesome program! Who doesn't like getting free products and selling those products for 100 percent profit? The product bonus bundles I got totally paid for my initial inventory investment.

Plus, it is fun and rewarding to watch my personal team members' early wins. I want them to earn as much as they can. If you're not familiar with **Great Start**, you should be!

**AHA MOMENT:** The amazing relationships I've made with my customers and team members. This business is so much more than skin care and lipstick! I look for strong women who can empower others to be part of my team. I lead by example, as I was coached by my **Independent Senior Sales Director Cathy Burrell**. We can always be coached to reach the next level or the next goal we're after.

**BEST TIP:** Be coachable. We're all in different states of learning. Once you attain one goal, be coachable to reach the next. And work your business full circle as Mary Kay Ash taught – book, sell and team-build. It works!

**HER FAVORITE PRODUCT:** **Mary Kay® Lash Intensity® Mascara**. I love how it makes my lashes full and thick. I sell lots because I'm so passionate about it!



## GET INSPIRED!

Check out all the **first-time Red Jackets** in your Seminar on Page 13. You're next! Find all the new red jacket styles on *Mary Kay In Touch®* > Ordering > Career Apparel. **Available for purchase starting Aug. 5!**





## RED LOOKS GOOD ON YOU!

When you add **three active personal team members** you become a **Star Team Builder**, aka Red Jacket.

### WHAT'S IN IT FOR YOU:

- Up to **8 percent commission** on your personal team production.
- **\$100 cash bonus** as a first-time Red Jacket (ends June 30, 2020).
- **\$50 Team-Building Cash Bonus** for each *Great Start*-qualified\* new personal team member you add. No limits!
- *Great Start* team-building rewards – **product bonus bundles you choose (\$220 suggested retail)**. Yours for each new personal team member you add within your first four months of starting your business who becomes *Great Start*-qualified\*. No limits!



## GREAT START

Packed with rich rewards (we're talking free product bonus bundles) to set new Independent Beauty Consultants up for success right from the start! How does this help you? As you grow your team, you'll enjoy even more perks and prizes. Details on *Mary Kay In Touch*\* > Education.

## BRING YOUR BESTIES STARTER KIT DISCOUNT

### PROMOTION

**ENDS JUNE 30, 2020.**

When you start a Mary Kay business, your **first three new personal team members** can receive a **\$25 discount on their \$100 Starter Kits** during your *Great Start*\*\* time frame.



\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

\*\*Your *Great Start* time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

**you can**

*do it*

**JULY 1, 2019 – JUNE 30, 2020**



**APRIL 1-30**



Yours when you sell enough products to place a cumulative \$600 or more\* wholesale Section 1 order in April.

**be**  
*a people magnet.*

\*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.



# MARY KAY SEMINAR 2020

## 90 DAYS TO SEMINAR!

**DALLAS, TEXAS**

**EMERALD  
DIAMOND  
RUBY  
SAPPHIRE**

**JULY 21-24  
JULY 25-28  
JULY 29 - AUG. 1  
AUG. 2-5**

**REGISTRATION OPENS FOR ALL ON APRIL 27!**

### WHY SEMINAR?



**INDEPENDENT FUTURE EXECUTIVE  
SENIOR SALES DIRECTOR JUDIE  
ROMAN, DENVER, COLO.**

"The first Seminar you attend is so important because you realize what being a part of Mary Kay really means. It also embraces all the possible success available to every Independent Beauty

Consultant. Your heart fills with excitement just thinking about what you will accomplish between now and next year.

I've had my Mary Kay business 48 years! Our Wild Things unit has earned 21 pink Cadillacs, and it all started at that first Seminar. That's where the dream is planted in your heart. Don't miss it!"



**INDEPENDENT SALES DIRECTOR  
KATHLEEN HOLMBERG-  
BOTELHO, WEARE, N.H.**

"I attended my first Seminar in 1996 and was blown away with everyone who walked across the stage. It seemed like EVERYBODY was picking up a new diamond ring!"

My seat was in the back, and I decided right there that I wanted to be up front and onstage. I went home, came up with a plan, and got to work! My Brilliant Babe unit works hard to be up front and onstage every year. The whole Seminar experience is uplifting and exciting. I can never believe my great luck at finding this fun and generous Company. My unit has earned 15 Mary Kay Career Cars, 11 of them pink Cadillacs. It all started with a dream at my first Seminar.

I would walk to get to Seminar because that is where the magic happens, where the dreams fill our hearts and where there are earned diamond rings galore waiting for our fingers!"



### 2020 SEMINAR AWARDS JEWELRY

Open the doors to beautiful prizes, recognition and the celebration of a lifetime! See what you can earn in the **2020 Seminar Awards brochure** available on the

**Mary Kay® Digital Showcase App.** Download it for **FREE** from the Apple or Android app store.

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## 90-DAY SAVING PLAN

If making the trip to Dallas seems beyond your budget, there's still time to save a little from each party to help you get there. Example:


**4 PARTIES  
A WEEK**

**X**


**\$10  
PER PARTY**

**=**


**\$40  
EACH WEEK**

\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10

\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10

\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10
\$10	\$10	\$10	\$10

**\$160**  
saved in 1 month!

**\$480**  
saved in 3 months!

**It's up to you.** Once you determine how much you need, you can book the number of parties – and choose how much per party you can comfortably set aside – to help reach your goal. Plus, this is just more motivation to increase your bookings and sales activity.

**you can**

*do it!*

## YOU CAN DO IT! SEMINAR CONSISTENCY CHALLENGE: BE FOCUSED!

MARCH 1 – JUNE 30, 2020

Achieve the Seminar Consistency Challenge to earn this prize from the exclusive *You Can Do It!* Collection by R.J. Graziano.



SEE [MARY KAY INTOUCH](#) > EVENTS > [SPECIAL EVENTS FOR DETAILS](#).



MARY KAY®

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Dallas, TX 75379-9045

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# STRONG & STRIKING

Which one suits you?

CHECK OUT THE LATEST RED JACKET STYLES.

DISCOVER ALL THE REWARDS OF BEING A **RED JACKET** ON [PAGES 22-23](#).

