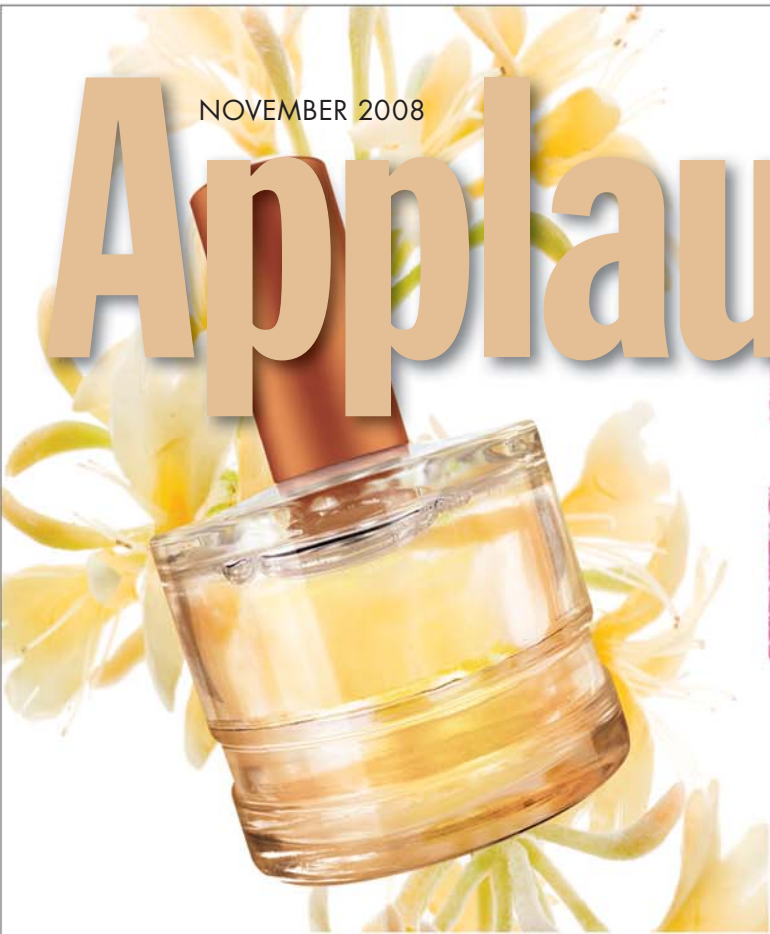


NOVEMBER 2008

MARY KAY®
Enriching Women's Lives™

Applause®



make fragrance your holiday star!



you can help customers
find the perfect gift

how to have a
CMA Awards viewing party

get it free

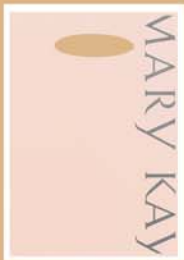
WITH YOUR ORDER

Oct. 16 – Nov. 15, 2008

TimeWise® Targeted-Action™ Eye Revitalizer

Suggested use: This power-packed serum addresses the causes of dark circles and undereye puffiness, giving eyes a rested, refreshed and revitalized look. After just two weeks, seven out of 10 women said their dark circles and undereye puffiness were less noticeable.* It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.

*In a consumer study conducted by an independent research facility



Small Plastic Bags

Suggested use: Deliver products to your customers in style while building Mary Kay® brand lovers using these delightful bags. One pack of 100 Small Plastic Bags is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

Suggested use: This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product not included.



page 10 ▶

Get Ready for the CMA Awards

Make the most of this exciting, brand-building event where Mary Kay Inc. will be spotlighted on national TV in front of millions of viewers. It all happens Nov. 12!

thanks a million

In celebration of Thanksgiving Day, why not take a moment to reflect on the commitment Mary Kay Ash made to enriching women's lives by founding her Company 45 years ago? Thanks to her fortitude and courage, women like you are making better lives for themselves and their families. Encourage your customers and potential team members to learn more about Mary Kay's vision by reading *The Mary Kay Way: Timeless Principles From America's Greatest Woman Entrepreneur*. Thank you, Mary Kay!



page

2

Scents for the Holidays

Help your customers select the perfect scent for women on their holiday shopping lists. (And check out fragrances for guys on Page 4!)



page

20

A Company That Cares

The Mary Kay Ash Charitable Foundation and Mary Kay Inc. carry on Mary Kay Ash's original vision for enriching lives. Discover what is being done to keep that vision alive and growing.



scents appeal

Women love fragrance! Whether it's a light floral or a spicy oriental, you can find the perfect Mary Kay® scent for every woman on your holiday gift list.

Elige® Eau de Parfum

Step into sophistication with this sheer oriental blend including exotic wood undertones. With peony, ylang-ylang, night-blooming jasmine, Indian sandalwood and mahogany among the notes, it's perfect for the woman who loves glamour, grace and style. **\$40 ▼**

Velocity® Eau de Parfum

Created for the young and young at heart, this euphoric fruity floral will turn your world upside down with notes of banana flower, dashing Clementine and balsa wood tree blossom. **\$28 ▼**

Belara® Eau de Parfum

Perfectly balanced, this sheer fragrance fits every woman striving for balance in her life. Top notes like San Joaquin fig, wild bilberry and opal lotus flower are perfectly accented by wild Southern Indian tuberose, milky sandalwood and cotton musk. **\$34 ▼**

Bella Belara™ Eau de Parfum

Mary Kay Inc.'s No. 1 selling women's fragrance in the U.S.! More than a fragrance, it's a beautiful feeling. This exuberant floral fruity fragrance captivates immediately. The senses are first treated to a delectable medley of apricot and red nectarine. At its heart, dew-covered rose petals and Moroccan jasmine unfold, while a delightful mix of creamy blond woods and cool moss linger. Perfect for the woman who lives life to the fullest and loves feeling beautiful. **\$34 ▼**



All product prices are suggested retail.

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New Women's Eau de Toilette Fragrances

Go ahead and indulge in life's little luxuries with the new regular-line Mary Kay® Eau de Toilette Women's Collection. Perfect for a wide range of fragrance preferences, these eau de toilette sprays offer everyday scents at a super value. Each bottle holds 1.7 fl. oz. of clear liquid fragrance. **Only \$25 each!**

Mary Kay® Eau de Toilette in Sparkling Honeysuckle™
(described as floral)



Mary Kay® Eau de Toilette in Simply Cotton™
(described as clean)



Journey® Eau de Parfum

Life's an adventure with this light, translucent fragrance featuring a sheer blend of white floral notes. Beautiful top notes like ice mint, watercress and water lily are layered above wild freesia, apricot musk and beachwood accents. Perfect for the dynamic, active woman who is involved in the world around her. **\$36**



Affection® Eau de Parfum

This modern oriental chypre (pronounced sheep-reh) awakens the senses with sparkling pink peppercorn. At its heart is the surprising sweetness of Chinese osmanthus and white peony. Finally, the warmth of amber woods delivers a lasting impression. Perfect for the woman who loves luxury. **\$50**



Mary Kay® Eau de Toilette in Exotic Passionfruit™
(described as juicy)



Mary Kay® Eau de Toilette in Warm Amber™
(described as warm)

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All product prices are suggested retail.

great gifts for great guys

Some guys want fun and great fragrances. Some guys are no-fuss and want functional skin care. Here are gifts for both!

Tribute® for Men Spray Cologne

He'll love this sporty, masculine blend of citrus fruits and earthy patchouli, plus long-lasting sage and sandalwood – a fragrance that has been so popular for years! **\$25 ▼**

Domain® Cologne Spray ▼

Wrap him in the scent of hearth and home with Domain® Cologne Spray. He's a breath of fresh air and so is this blend of lavender and oak moss. Perfect for that down-to-earth kind of guy. **\$34**

MK High Intensity™ Cologne Spray

Mary Kay Inc.'s No. 1 selling men's fragrance in the U.S.!
An ambery oriental you'll find as irresistible as the man who wears it. Royal king wood, a Mary Kay exclusive, adds rich intensity. **\$38 ▼**

Velocity® for Him Cologne ▲

An invigorating, fun-loving fragrance for that same type of guy! This airy fragrance captures the freshness of mountain air and the crisp, clean scent of wooded forests. **\$28**

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All product prices are suggested retail.

all function. no fuss.

Get men started on the right skin care track with products from the MKMen™ line. For this holiday season, the MKMen™ Gift Set includes MKMen™ Cooling After-Shave Gel, the new MKMen™ Body Spray and MKMen™ Shave Foam, plus a matching gift bag (available while supplies last) all for only \$38. You can add in an MKMen™ Face Bar and Moisturizer Sunscreen SFP 25* for a complete regimen that's sure to please any guy who loves to be at his very best.

MKMen™ Body Spray can be used liberally throughout the day and imparts the MKMen™ scent. **\$14**

MKMen™ Cooling After-Shave Gel shields against razor irritation, leaving skin feeling soft and moisturized. **\$14**



Merchandising idea shown.

MKMen™ Moisturizer Sunscreen SPF 25* helps reduce the appearance of fine lines and wrinkles when used along with the MKMen™ Face Bar. **\$22**



MKMen™ Face Bar cleans and buffs the skin. **\$14**

MKMen™ Shave Foam softens the skin and beard for a smooth, close shave. **\$10**

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sharing scents

Great tools for helping your customers experience Mary Kay® fragrances.

“Scent”-sational Samplers for Women

The **Women’s Fragrance Sampler Card**, available on Section 2 of the Consultant order form in packs of six for \$1, can help you share the entire family of eau de parfum fragrances all at once! It features Bella Belara™, Belara®, Affection®, Elige®, Journey® and Velocity® Eau de Parfum fragrances with room to attach a single towelette sampler (available in packs of six for \$1.75). Help your customer find the Mary Kay® fragrance that best suits her style with the fragrance quiz on the back of the card.

With the new **Women’s Eau de Toilette Sampler Card**, you can encourage your customers to experience all four new Mary Kay® Eau de Toilette fragrances on one convenient card. It features rub-and-release trials of Warm Amber™, Sparkling Honeysuckle™, Simply Cotton™ and Exotic Passionfruit™. Available on Section 2 of the Consultant order form in packs of six for \$1. Simply rub each bottle image to release the fragrance.



Both cards are perfect for placing in reorders, sharing at holiday open houses or handing out when you meet potential customers on the go!

Easy Sampling for Men

The **Men’s Fragrance Sampler Card**, available on Section 2 of the Consultant order form in packs of six for \$1, features Domain®, MK High Intensity™, Tribute® for Men and Velocity® for Him while showcasing the MKMen™ skin care line on the reverse side. Plus, there’s room to attach a men’s fragrance sampler towelette (available in packs of six for \$1.75). Both women and men are sure to appreciate this sampler card for quick and concise information!



Know Your Scents

Learn more about the enticing world of Mary Kay® fragrances by exploring the Product Knowledge Workshop for fragrances on the Mary Kay InTouch® Web site. There you’ll find fragrance notes, fragrance types, definitions and more. Just follow these links to get there:

Education > Product Education > Workshops

Or type **“Product Knowledge Workshop”** in the search bar. As Mary Kay Ash said, *“The sale will be made by the person who is determined, persistent, committed and confident about what she is trying to sell.”* So learn on!

In addition, you can print and use fact sheets for each fragrance. Go to **Products > Product Guide > Fragrance**.

And you can help your customers learn more about fragrances by sharing or displaying Pages 2–5 of this *Applause®* magazine. Perfect for showcasing the entire fragrance line in full color!



Online Olfactory

Sending the Women’s Fragrance MKeCard® and Men’s Fragrance MKeCard® is a quick and easy way to showcase both fragrance lines during this busy time of year. You also can consider offering one of several free fragrance samplers on your Mary Kay® Personal Web Site. Simply opt-in or change your free sampler option by visiting the Mary Kay® Personal Web Site Manager. Then watch for e-mail and Action Items that alert you when a customer requests a free sample. It’s the perfect opportunity for customers to experience fragrances – and a great reason to follow up for a sale!



break the winter ice

When the holiday rush ends, don't leave your customers in the cold! Why not warm their hearts and comfort their days by enrolling them to receive the Winter 2008 issue of *The Look* through the Preferred Customer Program? Enrollment begins Oct. 16 and ends Nov. 16.



"I love the Preferred Customer Program because it makes me look professional. It allows me to stay in contact with my customers in a quick, easy and professional way. In the weeks they receive The Look, my reorder sales increase. I can't imagine doing business without it."

– Independent Executive Senior Sales Director Kim McClure
of Cranberry Township, Pa.

With a cup of hot cocoa in hand, your customers can nestle down to browse this gorgeous issue that celebrates beauty, offers winter skin tips and features fabulous limited-edition items perfect for Valentine's Day gift-giving – plus hot new color looks that will melt away any winter blues!

Look inside for these promotions and features:

- ▶ Samplers of Mary Kay® Nourishing Body Lotion in Lotus & Bamboo and Red Tea & Fig
- ▶ The Skin Refreshing Set you can offer as the Winter 2008 gift with purchase with a \$40 or more suggested retail purchase. This face-loving set includes Intense Moisturizing Cream, .4 oz.; Oil-Free Hydrating Gel, .4 oz.; Indulge™ Soothing Eye Gel, .1 oz.; and Oil-Free Eye Makeup Remover, 1 fl. oz. – all packaged in a black twill and mesh zippered bag.
- ▶ Great ideas for skin and lips
- ▶ Pictorial shopping guide for easy reference and ordering
- ▶ Editorial-style articles that lead to purchasing action

Plus, save yourself some time by using the Quick EnrollSM feature when you begin the enrollment process. When you select Quick EnrollSM, your last Preferred Customer Program enrollment list will be shown automatically.* You can modify or keep the list the same, and then it becomes your new enrollment list for the quarter. You also can use the new "sort" feature that allows you to sort your customer list by those you have enrolled and those you have not enrolled, speeding up the enrollment process. Now that's convenient and quick!

From Oct. 16 – Dec. 15, you also can enroll customers to receive the winter Month 2 mailer for 40 cents per customer. This Valentine's Day gift-giving guide begins mailing Jan. 24, 2009.

Mark your calendars now to enroll!

*Your most recent Preferred Customer Program order, up to the past four quarters



The Look

Enroll: Oct. 16 – Nov. 16 on the
Mary Kay InTouch® Web site
Begins mailing: Dec. 27
Cost per customer: 65 cents

spread holiday cheer

with **Mary Kay.**

These merry gifts make shopping easy and show you care.



◀ Go Peachy

Perfect for any host. Think about those who host Bunco, bridge, holiday dinners and family gatherings.

Hands get extra-loving care with the ever-popular Satin Hands® Pampering Set. The peach-scented Satin Hands® Satin Smoothie® Hand Scrub cleanses and exfoliates, while Satin Hands® Hand Cream and Extra Emollient Night Cream lock in moisture. **\$30**

Delicious and Indulgent

Warm the hearts of women you love. Think about moms, sisters, daughters, wives and yourself!

Lusciously scented Mary Kay® Body Care Gift Sets in Creamy Frosted Vanilla and Glistening Winterberry feature three tantalizing products: a body mist, a body wash and a body butter all beautifully presented in a zippered mesh fabric bag with a hanging gift tag. Gorgeous packaging reflects each scent, and the elegant travel-sized sets make perfect holiday gifts for the woman who loves to indulge. Limited edition, while supplies last.

\$26 each set ▶





◀ **Good for Skin**
Who loves all good things? Think about baby sitters, teachers, aunts, college students and your best friend.

Transform an everyday experience into an extraordinary one with Mary Kay® Body Care Collections that include Mary Kay® Deo Body Spritzer (\$18), Nourishing Body Lotion (\$16) and Loofah Body Cleanser (\$16). Choose either Lotus & Bamboo or Red Tea & Fig.

Extraordinary Gift With Purchase

An indulgent thank-you.

The mini Mary Kay® Body Care Set features four products in mini sizes: Mary Kay® Nourishing Body Lotion and Mary Kay® Loofah Body Cleanser in both Lotus & Bamboo and Red Tea & Fig packaged in a beautiful bag. Available while supplies last. ▼



Brushes Galore

If she loves color, she'll love this set. Think about fashionistas, co-workers and your favorite cohorts!

The Mary Kay® Brush Collection features five professional-quality brushes housed in a ready-to-travel, tri-fold organizer. Includes a Powder Brush, Cheek Brush, Eye Definer Brush, Eye Crease Brush and Eyeliner/Eyebrow Brush. **\$48 ▶**



Super Stocking Stuffers

Great values under \$20

Think about hairstylists, housekeepers, bosses, pet sitters, personal trainers and more!

Need a last-minute gift? Tuck one of these terrific items into stockings or under the tree. They also make great gifts for anyone you want to remember at this time of year.

- Indulge™ Soothing Eye Gel, **\$15**
- Satin Lips® Set (Mask and Balm), **\$18**
- Mary Kay® Oil-Free Eye Makeup Remover, **\$14**
- Mary Kay® NouriShine™ Lip Gloss, **\$13**
- Eyesicles® Eye Colors, **\$10 each**
- MK Signature® Eye Primer, **\$12**

Prices are suggested retail.



entertain your customers with a night of glamour and fun



With a CMA Awards viewing party, you can give your customers something to talk about.

Get the party started

You have the date. You have the time. You have the theme. And with Mary Kay Inc. as *the Official Beauty Sponsor of The 42nd Annual CMA Awards*, you have the power to showcase your Mary Kay business to your customers with support from one of the most-viewed music awards show on national TV!

That's why inviting your top hostess, best customers or potential team members and their guests to your home for a CMA Awards viewing party is a win-win for you. Why not adapt a few of the ideas shared here for a party that will pack the house, invite sales and shine your business in the spotlight?

"Backstage" area

Last year, Mary Kay® products were available backstage at the actual CMA Awards for touching up the artists and presenters. You can create your own backstage area around a table, where your guests can be treated like stars as they try Mary Kay® products before the show starts! Your backstage area could include:

- ▶ Hostess Magnifying Mirrors or Face Cases.
- ▶ Product samplers, such as TimeWise® Microdermabrasion Set Samplers, Mary Kay® Creme Lipstick in Apple Berry and the new Women's Eau de Toilette Sampler Card.
- ▶ New mineral products and compacts on display for purchase. Be sure to offer samplers!
- ▶ Mary Kay® Brush Collection for display (consider filling it with products from the two "CMA Awards Star Looks" featured below).
- ▶ Copies of *The Look*.
- ▶ Product sets ready for purchase (see below for set suggestions).

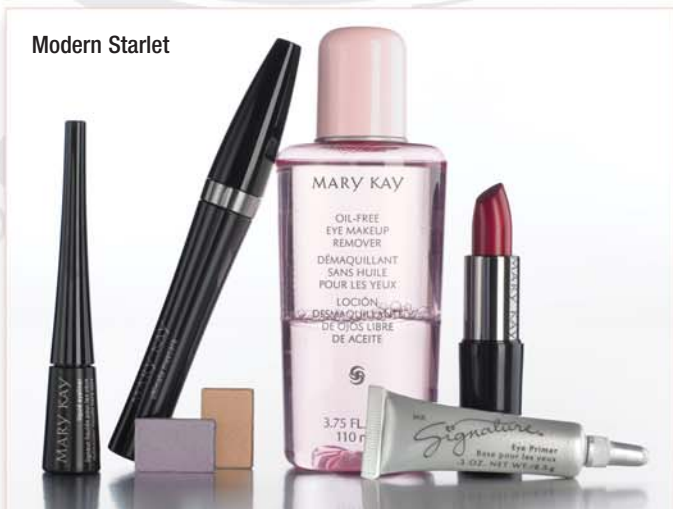


The Cosmetic Display Tray and Lipstick Caddy, \$3 each, are perfect for a professional presentation.

Get set for product sales

These "CMA Awards Star Looks" suggestions can help set the stage for on-the-spot sales.

Modern Starlet



- Liquid Eyeliner in Black, \$11
- Ultimate Mascara™, \$15
- Mary Kay® Mineral Eye Colors in Dusty Lilac and Spun Silk, \$6.50 each
- Oil-Free Eye Makeup Remover, \$14
- MK Signature® Eye Primer, \$12
- Mary Kay® Creme Lipstick in Apple Berry, \$13

Red Carpet Diva



- Mary Kay® NouriShine™ Lip Gloss in Starry, \$13
- Mary Kay® Creme Lipstick in Frosted Rose, \$13
- Lip Liner in Dusty Pink, \$10
- Eyeliner in Black, \$10
- Ultimate Mascara™, \$15
- Mary Kay® Mineral Eye Colors in Honey Spice, Granite and Coal, \$6.50 each
- Mary Kay® Mineral Cheek Color in Cherry Blossom, \$10

Party tips

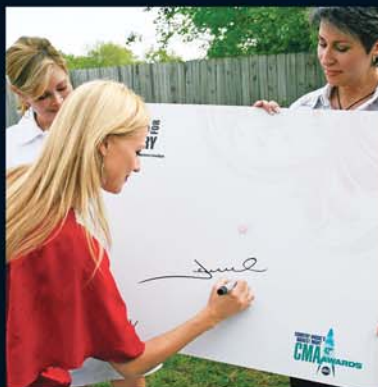
Why not try these ideas for making your CMA Awards viewing party a night to remember?

- ▶ Send a *Beaute-vite*™, a stationery MkeCard® or downloadable post-card (all available on the Mary Kay InTouch® Web site) to invite guests. Consider this event to be by invitation only (plus guests) to keep it manageable and intimate.*
- ▶ Open the party with “red carpet interviews” for you and your guests to get to know one another. Have each guest give her name, how she knows you or the hostess and share who her favorite country music artist is.
- ▶ After the “red carpet interviews,” give guests a voting ballot (available on the Mary Kay InTouch® Web site) to vote for winners in each music category. You could use a cowboy hat to hold the entries and award a small product prize to those who guess correctly. CMA Awards nominees are posted on www.cmaawards.com.
- ▶ As your guests get the “star treatment” in the backstage area before the show, share details about the *Beauty That Counts*™ initiative. You also may want to encourage guests to put their kiss prints on a “Kiss-Print Card” and use the “Kiss Personality Profile,” both available on the “Inside Color” section of the Mary Kay InTouch® Web site. Also, be sure to tell guests about the *A Kiss for Country* Philanthropic Campaign.
- ▶ Encourage guests to get up and mingle in the “backstage area” to sample products or look at the product displays anytime during the evening.
- ▶ When booking the party with a hostess, suggest she opt for the Holiday Wishes necklace as her gift. She’ll be delighted to know that 100 percent of the proceeds from the necklace will be donated to the Mary Kay Ash Charitable Foundation.
- ▶ After you see one of the Mary Kay® TV ads shown during the CMA Awards broadcast, share a personal testimonial about how much you love your Mary Kay® Compact!
- ▶ Promote the Virtual Makeover and your Mary Kay® Personal Web Site.

To help encourage all of your customers to tune in, you also can use the CMA Awards stickers you have received in orders to spread the word. Stick them on products, your business cards and shopping bags to share the excitement. The stickers also can be printed from the FedEx Kinko's® DocStore online. So start preparing now for a star-studded night filled with fun and glamour – giving everyone in your Mary Kay business circle something to talk about!

*If you choose to create your own invitation to send to your current customers, you can use the Mary Kay® trade name. However, please remember that you are not authorized to use the Country Music Association's or ABC's trademarks or trade names.

Note: You should not advertise your CMA Awards viewing party to the general public; for example, advertisement in a local newspaper, any form of solicitation such as fliers, door hangers, mailboxes, bulletin boards, etc. Should you have any questions about advertising, please refer to the *Legal-Ease* brochure located on the Mary Kay InTouch® Web site. Under the “Resources” tab, click on “Tax and Legal.” Or you may contact the Legal Support Team as noted in *Legal-Ease*.




A KISS FOR COUNTRY
Country Music Kisses Domestic Violence Goodbye

Singer/songwriter Jewel was on hand Aug. 5 at the Morning Star Sanctuary to launch *A Kiss for Country* Philanthropic Campaign, along with Chief Marketing Officer Rhonda Shasteen (right) and Karen Rogers (left), a Mary Kay Ash Charitable Foundation board member.

kissing domestic violence good-bye

Multiplatinum singer/songwriter Jewel is the spokesperson for this year's *A Kiss for Country* Philanthropic Campaign! Partnering with Mary Kay Inc., Jewel, who just released her first country music album, will help raise awareness for domestic violence and participate in the program by lending her lips to “kiss domestic violence good-bye.” Jewel's kiss print, along with those from many other country music artists, will be auctioned online from Nov. 11 to Dec. 12, with 100 percent of the proceeds benefiting Mary Kay Ash Charitable Foundation (MKACF) programs committed to ending domestic vio-

lence. And, of course, those artists will be using Mary Kay® Creme Lipstick in Apple Berry to plant those kisses!

Jewel helped Mary Kay Inc. kick off the campaign Aug. 5 at the Morning Star Sanctuary, a domestic violence shelter in the Nashville area. Mary Kay Inc. donated funds to “spruce up” the shelter's backyard, providing a peaceful garden retreat for residents who have experienced the horrors of domestic violence. The MKACF also presented a \$20,000 dollar grant to the shelter as part of the Foundation's Shelter Grant Program.

“I hope that our efforts at the Morning Star Sanctuary coupled with what Mary Kay Inc. is doing on a national level through this program can make a difference in the lives of those affected by domestic violence,” said Jewel. *“I'm thrilled to be a part of this campaign because domestic violence gets passed through generations, and the only way to stop it is to bring attention to the cause.”*

You and your customers can participate in the campaign by joining in the kiss print bidding. Be sure to let your customers know that they can place bids beginning Nov. 11 at www.marykay.com.

recognition

Congratulations to the winners for July 2008

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 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 July 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for June 2008.) 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, 2008 through July 31, 2008.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



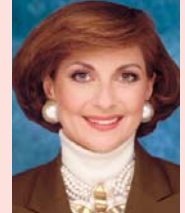
Kathy Helou

Pearl



Jan Harris

Diamond



Barbara Sunden

On-Target for \$1,000,000 Inner Circle Barbara Sunden.....\$91,753.53 On-Target for \$750,000 Inner Circle Gayle Gaston\$81,169.90 On-Target for \$500,000 Inner Circle Joanne Holman.....\$54,547.92 Christine Peterson.....48,740.27	On-Target for \$325,000 Inner Circle Carol Anton\$38,089.24 Kathy Helou36,942.35 Rena Tarbet36,940.17 Karen Piro36,940.17 Jan Harris35,632.70 Holly Zick34,008.51 Karlee Isenhardt33,578.28 Nan Stroud31,166.92 Cheryl Warfield31,149.55 Lisa Madson30,785.58	Linda McBroom30,600.09 Gloria Mayfield Banks.....30,368.95 Rena Tarbet.....29,799.39 Darlene Berggren.....28,178.26 Johnnette Shealy27,741.86 On-Target for \$250,000 Diamond Circle Anita Mallory Garrett-Roe\$26,960.95 Mary Diem26,786.69	Pamela Fortenberry-Slate26,617.09 Julianne Nagle-Hackett26,560.36 Lupita Ceballos25,934.51 Patricia Rodriguez-Turker ...24,730.95 Jana Cox24,720.20 Rosa Jackson24,643.96 Halina Rygiel24,544.43 Kerry Buskirk23,855.38 Pat Danforth23,822.01 Gloria Castaño23,430.46	Nancy Bonner.....23,227.20 Pamela Waldrop Shaw22,985.12 Cindy Fox22,716.73 Sonia Páez21,050.71 On-Target for \$200,000 Diamond Circle Linda Toupin.....\$20,399.15 Stacy James.....20,322.15 Sue Kirkpatrick19,450.69	Sherry Giancristoforo19,374.08 Cindy Williams18,325.94 SuzAnne Brothers18,299.54 Evelinda Diaz18,104.18 Valerie Bagnol17,085.29 Wanda Dalby16,894.31 Debi Moore16,756.31
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Monthly Commissions and Bonuses Listed are NSD commissions earned in July by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

Ruby	Sapphire	Emerald	Pearl	Diamond
Carol Anton**\$43,548	Gayle Gaston***\$98,208	Kathy Helou*\$48,130	Nan Stroud***\$48,349	Barbara Sunden***\$100,951
Karlee Isenhardt**37,606	Joanne Holman**61,095	Gloria Mayfield Banks***37,912	Jan Harris**37,885	Anita Mallory Garrett-Roe*48,831
Johnnette Shealy*34,396	Christine Peterson***57,262	Kerry Buskirk*27,719	Pamela Waldrop Shaw34,068	Holly Zick**46,148
Linda McBroom**33,617	Rena Tarbet*39,701	Cindy Fox*26,622	Cheryl Warfield**33,581	Karen Piro**44,877
Pat Danforth*28,010	Lupita Ceballos**33,276	Jamie Cruse-Vrinios26,075	Darlene Berggren**33,139	Lisa Madson43,917
Pamela A. Fortenberry-Slate*27,306	Jana Cox*25,753	Dacia Wiegandt24,509	Rosa Jackson**29,179	Sonia Páez33,881
Sue Kirkpatrick*24,915	Valerie J. Bagnol*25,377	Sherry Giancristoforo**24,500	Cindy A. Williams27,757	Mary Diem*33,054
Ronnie D'Esposito Klein*21,630	Judie McCoy*24,040	Lily Orellana21,656	Halina Rygiel*27,613	Gloria Castaño**32,431
Wanda Dalby**19,787	Sonya LaVay*23,834	Debi R. Moore*18,855	Stacy I. James*26,316	Julianne Nagle-Hackett*29,120
Shirley Oppenheimer*19,584	Paola J. Ramirez20,058	Mona Butters18,172	Nancy Bonner*24,823	Patricia Rodriguez-Turker*29,043
Jeanne Rowland*16,827	Gloria Báez*18,569	Doris Janicke*17,595	Anita Tripp Brewton*21,539	Joyce Z. Grady26,592
Vicky L. Fuselier15,829	Kimberly D. Starr17,835	Consuelo R. Prieto15,419	Mary C. Estupian-Martel*18,580	Linda C. Toupin26,483
Pam Ross*14,566	Pam Klickna-Powell16,176	Kay E. Elvrum14,537	Sandy Miller18,495	Evelinda Diaz25,032
Kate DeBlender14,167	Alia L. Head15,077	Yvonne S. Lemmon14,167	Gilinda McGuire17,312	SuzAnne Brothers*20,757
Rebecca Evans*14,023	Mattie Dozier15,004	Pamela Tull13,523	Jackie Swank*16,199	Pam Gruber*20,245
Janis Z. Moon13,054	Shannon C. Andrews*14,821	Cathy Bill*13,449	Pat Campbell15,913	Tammy Crayk19,870
Scarlett S. Walker*13,027	Karen Kratochvil12,939	Janet Tade*12,295	Julie Krebsbach14,851	Diane Underwood17,841
Nancy M. Ashley*13,024	Jo Anne Barnes12,936	Cathy Phillips11,738	Lise T. Clark*14,276	Maria I. Monarrez17,777
Margaret M. Bartsch12,569	Joy L. Breen12,755	Cristi Ann Millard11,632	Maureen S. Ledda*14,141	Jo Anne Cunningham16,895
Michelle L. Sudeth*12,470	Jan L. Thetford12,635	Miriam Gómez-Rivas11,221	Wilda DeKerlegand*13,899	Dawn A. Dunn16,662
Gena Rae Gass12,282	Mary L. Cane12,429	Joanne R. Bertalan*10,961	Bett Vernon13,151	Sandy Valerio13,686
Gay Hope Super12,191	Jeanne Curtis11,595	Nora L. Shariff*10,713	Elizabeth Fitzpatrick*12,836	Diana Heble12,626
Amy Dunlap12,111	Pam I. Higgs11,435	Kathy Rodgers-Smith10,272	Anabell Rocha12,745	Delane Hartshorn12,316
Toni A. McElroy11,786	Sherril L. Steinman11,278	Regina Hogue9,749	Barbara Stimach*12,727	Rosibel L. Shahin*12,210
Bea Millsagle11,558	Maribel Barajas11,195	Sabrina Goodwin Monday9,621	Shirley M. Oshiro12,448	Sharon Kingrey11,894
Cheryl J. Davidson11,543	Davanne D. Moul*11,176	Kym A. Walker*9,434	Kathy C. Goff-Brummett12,344	Connie A. Kittson10,984
Kimberly R. Capeland11,493	Nancy A. Moser11,024	Brenda Segal*9,374	Monique Todd Balboa11,953	Sandra Chamorro10,221
Nancy West Junkin*11,140	Sharon L. Buck10,939	Carmen Rios9,261	Lynda Jackson*11,811	Diana Sumpter9,553
Cyndee Johnson11,030	Magdalena Nevarez10,890	Jackie LaPrade9,223	Sonja Hunter Mason11,595	Morayma Rosas8,777
Patricia Lane10,872	Gladis Elizabeth Camargo*10,105	Jo Reynal Rogers8,945	Allison LaMarr11,216	Jan Maziotti8,485
Maria Aceto Pirro10,636	Carol L. Stoops9,538	Natalie Privette-Jones8,896	Maureen Myers10,782	Charlotte G. Kosena7,902
Judy Kawiecki10,505	Debra M. Wehrer9,451	Irene A. Shea8,817	Ruth Theodocion10,663	Isabel Venegas7,683
Lynne G. Holliday10,375	Karen B. Ford8,975	Judy Harmon8,584	Linda Kirkbride10,265	Carol Lawler6,915
Kirk Gillespie10,103	Gillian H. Ortega8,664	Sherry A. Alexander8,439	Anita N. Conley10,112	Betty Gilpatric6,819
Sue Z. McGray10,089	Kendra Crist Cross8,567	Barbara Whitaker8,249	Robin Rowland9,294	Caterina M. Harris6,406
Candy D. Lewis9,957	Vernella Benjamin8,551	Dawn Otten-Sweeney7,698	Wadene Claxton-Prince9,211	Andrea C. Newman6,001
Vicki Jo Auth9,572	Brigit L. Bridle8,508	Jane Studrawa7,349	Jane Studrawa8,829	
Phyllis Chang9,289	Mirma Mejia de Sanchez8,344	Joanne Hollingsworth6,927	Cathy E. Littlejohn8,534	
Cindy Towne8,978	Lorraine B. Newton8,281	Shelly Gladstein6,738	Deb Pike8,139	
Katie Walley7,940	Maria Aguirre6,982	Crisette M. Ellis5,223	Rosalie Ann Medjesky8,131	
Terri Schafer7,673	Elizabeth Sanchez6,826	Phyllis R. Sammons3,975	Sylvia Kalicak8,007	
Sharilyn G. Phillips7,662	Ann Brown6,742	Esther Whiteleather3,933	Kathy Jones7,873	
Jean Santini*7,118	Jill Moore6,588	Pamela Cheek3,254	Beatrice Powell7,812	
Kelly McCarroll6,869			Mary Pat Raynor4,864	
Rhonda L. Fraczkowski6,776			Betty M. Bridges2,664	
Donna B. Meixsell6,409				
Thea Elvin6,356				
Cindy Z. Leone6,092				
Renee D. Hackleman5,578				

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

ruby/rubí

new debuts/debutes **May/mayo**

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources", click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



Alysia Campbell
Pomona, Calif.
I. Randall Unit

Pamela Colbert
Reisterstown, Md.
J. Taylor Unit

Sarah Driggers
Panama City, Fla.
K. Driggers Unit

Jenna Kaye Ellerbee
Mary Esther, Fla.
K. Driggers Unit

Ngozi Molokwu
Houston
T. Nwachukwu Unit

Cydney Teresa Root
Ashdown, Ark.
B. Schinnerer Unit

Gwen Vrooman
Lyons, Mich.
P. Kay-Clear Unit

Rhonda S. Watford
Hurley, Miss.
B. Goff Unit

*Congratulations to Sales Directors **Dana Andrews**, Lincolnton, N.C., S. Carter Unit; **Carolyn L. Benton**, Ladera Ranch, Calif., M. Moline Unit; **Jacquelynn Kay Camp**, Clovis, Calif., K. Hendrix Unit; **Suzanne Fobih**, Newark, N.J., B. Smith Unit; **Erica Patricia Haynes**, Brooklyn, N.Y., V. Contreras Unit; **Tywannia Horne-Christian**, Laurinburg, N.C., D. Meixsell Unit; **Daisy D. Huntington**, Greenville, Texas, M. Deck Unit; **Michelle Denise Johnston**, Beaumont, Texas, B. Williams Unit; **Hattie P. Martin**, Brooklyn, N.Y., P. Pierce Unit; **Mary Okoli**, Houston, T. Nwachukwu Unit; **Madlyn Marie Pitre**, Montegut, La., D. Nezat Unit; **Martha Vicera**, Tomball, Texas, M. Salazar Ibarra Unit; **Debbie Jean West**, Galesburg, Ill., S. Bainter Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

Dean's List/Lista del Decano

(July 2007 debuts/debutes de julio 2007)

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 miembros de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad ajustada al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Victoria Anaduaka
Roselle, N.J.
Ruby Go Give Area
Ruby Seminar

Ifeoma Nwoke
Lanham, Md.
Ruby Go Give Area
Ruby Seminar

Maria Valdovinos
Jonesboro, Ga.
R. Shahin Area
Diamond Seminar

Honors Society/Sociedad de Honor

(July 2007 debuts/debutes de julio 2007)

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./Las 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 del duodécimo mes de su fecha de debut.



Amber Hernandez
Norwalk, Calif.
R. Evans Area

*Congratulations to Sales Director **Teresa Gale Martin**, Denver, N.C., Ruby Go Give Area; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*

ruby/rubí

Fabulous 50s/Los Fabulosos 50

(January 2008 debuts/debutes de enero 2008)

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



Blanca Estela Hernandez
Glendale, Ariz.
Ruby Go Give Area

Agatha M. Okocha
McKinney, Texas
Ruby Go Give Area

Ronke Okoh
Dacula, Ga.
Ruby Go Give Area

Patricia Kakos Vythoulkas
Tinley Park, Ill.
C. Anton Area

Congratulations to Sales Directors **Grace Epuechi**, Irvington, N.J., Ruby Go Give Area; **Malinda Fields**, Baker, La., V. Fuselier Area; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

On the Write Track/En buen camino

(May 2008 debuts/debutes de mayo 2008)

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 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 durante los tres meses después de la fecha de su debut.

Sarah Driggers

Mary Okoli

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Carolina Afre	Enelsa Diaz	Alisha R. Gibson	Allyson E. Keaton	Catherine Okali	Debbie E. Thomas
Salley K. Aldridge	Victoria C. Egejuru	Georgiann Gibson	Ashley M. Layne	Chinyere Onyeagocha	Patricia Tingle-Locklear
Lucia Almanza	Stella N. Ejekwu	Natasha L. Greene	Armandina Leos	Emeka Onyemetu	Lourdes D. Torres
Evelin Amaya	Philomena C. Ekwealor	Emily F. Gurley	Vivian Lopez	Olubukola Osunyomi	Obianuju Ugwu
Tabetha Ammons	Pepetua Ekweghariri	Tasha L. Hansen	Francisca Maduka-Nwosu	Kim A. Parsons	Delrae S. Violetti
Lidia Z. Avalos	Onyekachi F. Esiaba	Danica V. Harris	Jennifer G. McLean	Aimee M. Phillips	Deborah A. Wilkins
Cristy Bailey-Harper	Kimberly A. Everett	Teka-Ann S. Haynes	Rena Newell	Marie E. Pluiose	Andrea J. Wood
Angella A. Blackett	Kalena B. Foltz-Stuck	Cheri R. Henrique	Maureen U. North	Guadalupe Romero	Sheila R. Yeomans
Tessa L. Carpenter	Sara M. Freudenburg-	Rose M. Hernandez	Amy R. Nystrand	Taiwo G. Salako	
Julissa Cedarland	Puricelli	Sarah Higginbotham	Sara M. O'Hagan	Veronica L. Shrauger	
Nnenna P. Chinemelu	Sharon Fulford	Genevive N. Ibe	Chineze D. Obi	Carlie B. Smith	
Melanie Z. Clark	Aimee N. Garber	Oluchi J. Ike	Henrietta N. Obi	Tamara S. Smith	
Maureen A. Cooper	Clara L. Garcia	Jonell P. Jones	Chinelo Obianyo	Nikki M. Theriot	

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors 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 \$200 in wholesale orders during July./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Rubí que ganaron las comisiones del 13% por equipo personal. Éstas 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 \$200 al mayoreo en julio.

Sales Director Appolonia Nnediogo	Sales Director Thessy Nkechi Nwachukwu	1,582.36	Juliet Ngozi Ede, O. Onuoha Unit	1,226.44	
Onwuanaegbule	\$2,946.42	Sales Director Dorothy C. Ibe.....	1,540.99	Sales Director Eva E. Holguin.....	1,219.60
Sales Director Ekene S. Okafor.....	2,051.16	Sales Director Jennifer Jean McNulty.....	1,475.96	Sales Director Lisa V. Bauer	1,218.17
Juliet Igboanusi, D. Njoku Unit	1,726.43	Emeka Onyemetu, O. Onuoha Unit.....	1,356.97	Lee A. Polier, B. Fritz Unit	1,210.59
Sales Director Adaora Eucharía Umeh.....	1,724.74	Sales Director Agatha M. Okocha	1,356.63	Sales Director Gloria Dominguez.....	1,204.74
Sales Director Oye A. Onuoha.....	1,680.07	Sales Director Kate Onyekere	1,269.00	Sales Director Michele Semper	1,203.38
Sales Director Titilayo Onasanya.....	1,643.66	Sales Director Terry Thole	1,246.38	Sales Director Melinda A. Delahoz	1,187.97
Sales Director Kali DeBlander Brigham.....	1,630.72	Salley Kristen Aldridge, C. Carper Unit	1,233.77	Sales Director Donna F. Knotts	1,185.08
Sales Director Nkechi Okafor.....	1,593.31	Sales Director Jennifer I. Ehimika	1,227.49		

ruby/rubí

Gold Medals/Medallas de Oro

Independent Beauty Consultants and Independent Sales Directors 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.

NAME/NOMBRE	NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO		
70 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Lisa Prescott.....	5
Sales Director Tongbai Mason			
31 GOLD MEDALS/MEDALLAS DE ORO		6 GOLD MEDALS/MEDALLAS DE ORO	
Sales Director Gloria Dominguez.....		Kenya Genereette, S. Jemison Unit.....	11
27 GOLD MEDALS/MEDALLAS DE ORO		5 GOLD MEDALS/MEDALLAS DE ORO	
Sales Director Deborah Williams.....		Sales Director Stephanie Honeycutt	5
26 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Guadalupe Sandoval.....	8
Sales Director Consuelo Tinajero		4 GOLD MEDALS/MEDALLAS DE ORO	
23 GOLD MEDALS/MEDALLAS DE ORO		Olubukonla Adegboye, U. Saya-Braide Unit	11
Sales Director Lynnis Finney.....		Sales Director Lakeysucha Bailey.....	5
21 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Gloria Bello	8
Sales Director Kettelnie Guerrier		Sales Director Analilia Benitez	6
19 GOLD MEDALS/MEDALLAS DE ORO		Kelley Limback, D. Kirkpatrick Unit.....	11
Sales Director Ivonne Rodriguez.....		Sales Director Valerie Lucio-Polk	5
15 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Agatha Okocha	5
Sales Director Melinda Delahoz		Sales Director Claudia Rodriguez	5
14 GOLD MEDALS/MEDALLAS DE ORO		Ronnie Wirth, L. Lott Unit	13
Sales Director Michelle Nakamura		3 GOLD MEDALS/MEDALLAS DE ORO	
Sales Director Molly Williamson		Angie Akparanta, F. Ohen Unit.....	8
13 GOLD MEDALS/MEDALLAS DE ORO		Grace Amaechi, I. Nosike Unit.....	10
Renee Brown-Mathis, J. Alford Unit		Melissa Fisher, T. Thomas Unit.....	16
12 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Christina Furtaw.....	5
Sales Director Annabelle Cabrera.....		Audrey Hairston, S. Tripp-Black Unit	5
10 GOLD MEDALS/MEDALLAS DE ORO		Juliet Igboanusi, D. Njoku Unit.....	9
Sales Director Maria Elizondo		Marsha Latham, M. Shake Unit	15
Sales Director Karyz Figueroa.....		Ifeatu Okafor, V. Anaduaka Unit.....	10
9 GOLD MEDALS/MEDALLAS DE ORO		Rose Philpott, P. Flournoy Unit.....	10
Sales Director Shelia Mabrey.....		Lee Polier, B. Fritz Unit.....	6
Sales Director Elena Santos.....		Kimberly Richards, S. Valles Unit	5
Sales Director Kathy Terry.....		Diana Ureno, L. Vicario Unit.....	9
8 GOLD MEDALS/MEDALLAS DE ORO		2 GOLD MEDALS/MEDALLAS DE ORO	
Sales Director Gwendolyn Ratliff		Maria Aguirre, I. Morales Unit	5
7 GOLD MEDALS/MEDALLAS DE ORO		Oyekemi Awe, A. Onwuanaegbule Unit.....	9
Sales Director Eva Holguin.....		Brandy Bailey, T. Smith Unit	8
		Tara Caracciolo, C. Bailey Unit.....	10
		Vivian Cox Montgomery, T. Nwachukwu Unit	10
		Donna Dorrah, J. Maloney Unit.....	6
		Wincilla Edwards, J. Alford Unit	11
		Catherine Hamrick, N. Shull Unit.....	10
		Danica Harris, K. Copeland Unit.....	5
		Joyce Ilori, J. Ehimika Unit	7
		Breanna Jensen, J. Generalov Unit	9
		Armida Lara, M. Almanza Unit.....	9
		Sonia Martinez, A. Gonzales Unit	5
		Luann Mehallow, C. Oliveri Unit.....	12
		Danielle Melanson, N. Brennan Unit.....	8
		Ngozi Ogbuagu, S. Smith-Pius Unit.....	6
		Catherine Okali, A. Onwuanaegbule Unit	10
		Emeka Onyemetu, O. Onuoha Unit.....	7
		Sales Director Cindy Pitre.....	5
		Raquel Ramirez, L. Vicario Unit.....	5
		Patricia Rodriguez, S. Valles Unit	5
		Yvonne Viera, T. Mabin Unit	6
		1 GOLD MEDAL/MEDALLA DE ORO	
		Dina Aldaco, K. Gardner Unit	7
		Salley Aldridge, C. Carper Unit.....	5
		Lucia Almanza, R. Rebolgar Unit	6
		Tabetha Ammons, A. Tart Unit.....	5
		Jamie Beecher, C. Mathews Unit.....	9
		Tessa Carpenter, N. Anderson Unit.....	5
		Dawn Davis, T. Smith Unit.....	5
		Gertrude Ebere, J. Achebe Unit.....	5
		Dawna Edwards, S. Smith Unit.....	5
		Victoria Egejuru, E. Ohen Unit.....	6
		Comfort Emedoh, G. Hines Unit	5
		Medinath Esan, A. Onwuanaegbule Unit	7
		Onyekachi Esiaba, D. Njoku Unit.....	5
		Kalena Foltz-Stuck, S. Riggs Unit.....	5
		Sales Director Maria Garza	5
		Teka-Ann S. Haynes, M. Howell Unit.....	5
		Brandy Herring, S. Chambers Unit	5
		Tonia Iwobi, E. Okafor Unit	5
		Allyson Keaton, A. Dunlap Unit	5
		Ashley Layne, M. Kopec Unit	6
		Jennifer McLean, K. Gardner Unit	7
		April Medlin, A. Dunlap Unit.....	6
		Efren Mendoza, R. Munoz Unit.....	9
		Vicky Moriel, L. Moya Unit.....	7
		Maureen North, D. Njoku Unit.....	9
		Henrietta Obi, A. Umeh Unit.....	6
		Abosede Oyediran, N. Marshall Unit.....	5
		Kim Parsons, T. Dillon Unit.....	5
		Vickey Plant, S. Goins Unit	5
		Debbie Purifoy, D. Hocott Unit	7
		Kristina Theiss, M. Paul Unit.....	5
		Delrae Violetti, N. Turek Unit.....	6
		Jeannie Warnke, C. Emerson Unit.....	6
		Andrea Wood, K. Holtzclaw Unit.....	7

Be sure to check out *Ovation*® on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "*Ovation*®." / No olvides consultar *Ovación*™ el primer día de cada mes para ver más reconocimiento. Visita el sitio electrónico *Mary Kay InTouch*® y en "Recursos", haz clic en "Publicaciones" y luego en *Ovación*™.

recognition

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 July 2008.

Top National Sales Directors — Commissions and Bonuses



Carol Anton
\$43,548
RUBY



Gayle Gaston
\$98,208
SAPPHIRE



Kathy Helou
\$48,130
EMERALD



Nan Stroud
\$48,349
PEARL



Barbara Sunden
\$100,951
DIAMOND

Top Unit — Estimated Retail Production

RUBY — Oye Onuoha, <i>Go Give Area</i>	\$131,653
SAPPHIRE — Zasha Lowe, <i>J. Breen Area</i>	\$71,116
EMERALD — Tandy Ludin, <i>J. Cruse-Vrinios Area</i>	\$64,173
PEARL — Lisa Allison, <i>D. Berggren Area</i>	\$82,641
DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$79,243

Top Sales Director — Personal Sales

RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$9,625
SAPPHIRE — Regina Oliver, <i>M. Dozier Area</i>	\$13,721
EMERALD — Cristi Millard, <i>C. Millard Area</i>	\$11,356
PEARL — Jocelyn Knox, <i>A. Tripp Brewton Area</i>	\$13,746
DIAMOND — Sarah Welch, <i>Go Give Area</i>	\$8,874

Top Beauty Consultant — Personal Sales

RUBY — Alicia Rhoades, <i>J. Reid-Haff Unit, V. Auth Area</i>	\$21,277
SAPPHIRE — Marie Crump, <i>C. Scott Unit, K. Starr Area</i>	\$10,444
EMERALD — Lisa Abshire, <i>G. Joanos Unit, B. Whitaker Area</i>	\$12,494
PEARL — Stefanie McElveen, <i>S. Wisnoski Unit, A. Tripp Brewton Area</i>	\$14,708
DIAMOND — Sadie Hill, <i>T. Hanson Unit, D. Underwood Area</i>	\$11,160

Top Team Builder

RUBY — Melissa Fisher, <i>T. Thomas Unit, V. Fuselier Area</i>	16 New Team Members
SAPPHIRE — Goodness Nobinger, <i>A. Noll Unit, S. Andrews Area</i>	18 New Team Members
EMERALD — Doris Williams, <i>K. Edwards Unit, N. Privette-Jones Area</i>	18 New Team Members
PEARL — Shadan Buckalew, <i>M. Mojtabaie Unit, Go Give Area</i>	24 New Team Members
DIAMOND — Sandra Toews, <i>C. Anderson Unit, M. Diem Area</i>	14 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for July 2008.

Ruby

Thessy Nkechi Nwachukwu.....	31 Unit Members
Appolonia Nnediogo Onwuanaegbule.....	31 Unit Members
Jacqueline N. Alford.....	26 Unit Members
Dorothy Chijioko Njoku.....	25 Unit Members
Agatha M. Okocha.....	25 Unit Members
Maggie G. Shake.....	23 Unit Members
Helen Naomi Godswil.....	22 Unit Members
Terry S. Smith.....	21 Unit Members
Tami Dianne Thomas.....	21 Unit Members
Lorena Vicario.....	21 Unit Members
Norah Jean Brennan.....	20 Unit Members

Sapphire

Zasha Noel Lowe.....	36 Unit Members
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Maria G. Diaz.....	34 Unit Members
Moleda G. Dailey.....	25 Unit Members
Ellen Ezekiel Farquharson.....	24 Unit Members
Tasha Bergman.....	23 Unit Members
Patricia R. Wilkey.....	21 Unit Members
Janelle A. Ferrell.....	20 Unit Members

Emerald

Kimberly Richardson Edwards.....	26 Unit Members
Xochitl Buckovecz.....	21 Unit Members
Tandy L. Ludin.....	20 Unit Members
Ayobami O. Olusa.....	20 Unit Members
Silvia Ramos.....	20 Unit Members

Pearl

Katherine Mirkes Ward.....	32 Unit Members
Moji Mojtabaie.....	25 Unit Members
Amie N. Gamboian.....	23 Unit Members
Doris I. Arevalo.....	21 Unit Members

Diamond

Patricia Escalante.....	36 Unit Members
Blanca E. Arroyo.....	24 Unit Members
Anayanci Canales.....	23 Unit Members
LaNissir W. James.....	21 Unit Members
Andrea Shields.....	21 Unit Members
Carol A. Anderson.....	20 Unit Members

New Independent National Sales Director Debut July 1, 2008



Magdalena Nevarez
National Sales Director
Sapphire Seminar

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 under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?

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make your customers count

Strengthening your customer base is the most important thing you can do for your business. Plus, it can help you achieve the *Customers Count* Challenge from Sept. 16, 2008, through June 15, 2009. (See the October issue of *Applause*® magazine for details.)



With exceptional customer service as her No. 1 goal, **Independent Future Executive Senior Sales Director Patti Cornell** of Omaha, Neb., has earned a spot in the Sales Director Queen's Court of Personal Sales 11 times. With 250 customers, Patti goes "over the top," as she says, in providing customer service. In fact, most of Patti's new customers come to her from referrals because word

of her incredible service and impeccable reputation spreads like wildfire.

"My style is fun, flirty, fast and fresh, and that's how I project my enthusiasm for my business," says Patti, whose reorder business alone can reach up to \$1,000 weekly. With the new Mary Kay® Compact and mineral color products, sharing the "new Mary Kay" is Patti's passion.

Patti's customers love that she does business with them on their terms. Some customers like phone calls, while others prefer using her Mary Kay® Personal Web Site to shop. "Every independent sales force member needs a Mary Kay® Personal Web Site," says Patti, who estimates that 60 percent of her customers shop exclusively online.

To help in building a strong customer base, Patti uses the Preferred Customer Program to send *The Look* to her customers every quarter and thrives on holding *Color Insider* parties that are less scripted and more casual. After every party, Patti calls each guest the next day with an intro like this:

"Thank you so much for attending the party. I know there were a lot of other things you could have been doing. Didn't we have a great time?"

From there, Patti encourages a follow-up appointment or class. "So many new Independent Beauty Consultants are afraid to make calls, but when you are establishing new customers, it is so important! Don't feel like you are contacting them too much."

More great tips from Patti

1. Deliver first-time customer orders *that very day*.
2. Use e-mail to communicate with customers and alert them to new products and promotions.
3. Hold an open house every quarter to introduce and educate customers about new products.
4. Ask questions: How is everything going? How is your job? *"When you ask these questions, they can lead to team-building opportunities,"* Patti shares. *"However, I want to make sure my new team members are ready to start a business and make the most of the opportunity."*
5. Be the No. 1 seller and team builder on your team.
6. Patti shares: *"If you are working, your business is flourishing."*



Managing a loyal customer base of 360 is fun – and profitable – for **Independent Senior Sales Director Sheila Valles** of Moreno Valley, Calif. Sheila isn't at all daunted by the task of communicating with her customers at least once a month. Preferred Customer Program mailings, a

monthly customer newsletter mailing and e-mail are sent to customers on a regular basis to keep them notified of new products and offerings.

Sheila also shares her business goals with her customers who love to be part of her success. Last spring, Sheila let them all know she was aiming for the No. 1 spot on the Sales Director Queen's Court of Personal Sales at Seminar 2008 for the Ruby Seminar area. "Every day I would receive e-mail asking if I made the goal," Sheila shares. "They were so happy to be contributing as my customers." Imagine their pride when Sheila was crowned queen, earning the No. 1 spot!

Sheila also:

- Promises to deliver products within 48 hours of the order being placed.
- Sends thank-you cards and e-cards for orders.
- Offers a birthday month special discount.
- Offers the Preferred Customer Program gift with purchase with a \$40 or more suggested retail order. She adds an extra small gift of appreciation for orders of \$100 or more suggested retail.
- Encourages ordering on her Mary Kay® Personal Web Site and by e-mail.
- Mails a customer appreciation card every six months, thanking customers for their support and loyalty to the Mary Kay® brand.
- Beautifully wraps product orders in tissue placed in a shopping bag and tied with ribbon. "One customer called to say she was never so excited about receiving her moisturizer!" Sheila shares.

"I believe that if you build a strong customer base, you will never leave your Mary Kay business," Sheila says. *"You will always be earning a profit."* Now that's something to take to the bank!

lives are changed . . .

What does it mean to “change the world”? What can be accomplished when we choose to do good? “It is important to realize that you do not have to change a certain number of lives in order to make a difference in the world; you can do it by reaching out to just one person,” wrote Mary Kay Ash. “That person can be anyone – a child, a friend, a customer, a homeless person, anyone at all. You don’t have to win a Nobel Peace Prize. Making a difference requires only your willingness to give to others – the more, the better.” As we look back over the past year of giving and helping others appreciate the beauty of sharing, we see that efforts large and small made a difference one life at a time, each with its own unique story to tell ...

“Paint the Park Pink” ▶

At the second annual “Paint the Park Pink” at the Dr Pepper Ballpark in Frisco, Texas, the Frisco RoughRiders again went to bat to help the Mary Kay Ash Charitable Foundation achieve its goals. Each game ticket sold brought in \$5 toward Foundation-sponsored programs. Fans wore special pink jerseys and baseball caps to show their support, and even the RoughRiders donned pink jerseys to get in the spirit. The collective efforts raised more than \$10,000 for the Mary Kay Ash Charitable Foundation.

The Mary Kay Ash Charitable Foundation

October is Breast Cancer Awareness Month and Domestic Violence Awareness Month. The Mary Kay Ash Charitable Foundation thanks you, the independent sales force, for faithfully supporting the fight against cancers that affect women and violence against women. Because of your generosity, the Foundation will increase giving this year by \$400,000.

MARY KAY ASH
CHARITABLE FOUNDATION

Since 1996, the Mary Kay Ash Charitable Foundation has awarded more than \$23 million in grants to those supporting the Foundation’s missions. Here are just some of the ways the Foundation has used funds this year:

- Donated \$100,000 in cancer research grants to 15 respected doctors and medical scientists for a total of \$1.5 million – two grants more than have been awarded previously in a given year.
- Donated \$500,000 to CancerCare Inc., a nonprofit organization dedicated to providing professional help to women with cancer. The Foundation increased its donation to CancerCare this year by \$200,000.
- Extended grants for at least \$20,000 each to 150 domestic violence shelters, for a total of more than \$3 million.
- Contributed \$300,000 to the National Network to End Domestic Violence (NNEDV) for two projects. Last year, through NNEDV’s Safety Net project, the Foundation underwrote a CD titled *Survivors Technology*, which was sent to every shelter and all district attorneys’ offices across the nation. Part of the Foundation’s 2008 donation will go toward translating this potentially life-saving CD into Spanish. In addition, the Foundation contributed to “Amy’s Courage Fund,” which provides monetary gifts to victims of domestic violence to help them escape from life-threatening situations.



when hearts are touched

Habitat for Humanity® 2008 Project

Proud new homeowner Tawanna Kimbrough wants to make one thing perfectly clear: "I bought my home in partnership with Mary Kay," she says, then adds, "and it took about 200 volunteers to help raise it on its foundation!" Not to mention the 400 hours of sweat equity Tawanna contributed herself.

Tawanna was especially grateful to leave renting behind and embrace the joy and pride of home ownership, although her sons – Viantre, 12, and LaDarian, 11 – had something more basic on their minds. Throughout the selection process and home construction, they were counting the days until they got the puppy they had longed for and their mom had promised, once they had a backyard and a larger place for a dog to grow up with them. "We've been imagining so many things a lot of people may take for granted," says Tawanna. "As a family, we enjoy having breakfast and dinner together on Sundays, playing board games and talking about what went right, or wrong, in our week and how to make it better. But we've always lived in a small apartment and never could really stretch out. My sons have never known what it is like to have their own rooms. Now it's so nice to share those Sunday dinners at our own table in our own place with more peace and quiet than we've ever known."

The thought of her boys romping with their new pet springs to mind, and Tawanna laughs. "Well, forget the peace and quiet. At least we have our own yard!" Was there one particular moment she looked forward to experiencing most of all in her new place? "Thanksgiving," she says quickly. "Thanksgiving is the most memorable time of the year for me, but I've always celebrated it in someone else's house. This year, we're going to be *home*."



Proud new homeowners.
Tawanna Kimbrough and
her sons – Viantre and
LaDarian



In 2008, more than 300 Mary Kay employees volunteered to help Habitat homes become reality. Joining the Kimbrough family at their ribbon-cutting are (l to r) **Chief Marketing Officer Rhonda Shasteen, Vice President of Human Resources Carrie Adams and President of Mary Kay U.S. Darrell Overcash.**

pink changing livesSM

quality girlfriend time

What's it like to transition from a former occupation to the unique world of serving Mary Kay customers with Golden Rule Service? Despite vast differences among people and professions, the answer can be surprisingly simple. For 45 years, fulfillment-seekers from every walk of life have "come home" to the opportunity that enriches women's lives. Schoolteachers and scientists, hairstylists and homemakers, factory workers, pharmacists and others have discovered they have something in common: a passion and a purpose that shaped their future like nothing from their past ever had.

For more than half her life, **Independent Sales Director Janet Jackson-Street** of Marietta, Ga., in the Pearl Go Give Area, got up in the morning and set off to spend another day with the girls: sharing and caring, leading and guiding. Janet's extended family consisted of scores of young females at any given time, all looking to her for answers, inspiration and encouragement. As CEO of Girls Inc. of Greater Atlanta, a nonprofit youth organization serving girls ages 5 to 18, hers was a labor of love as she worked to shape impressionable minds and hearts, urging them to reach for the strongest, smartest, boldest self possible. By any measurement, she excelled. Ranked among the top Girls Inc. executives in the nation, Janet received numerous local and national accolades as she grew the program from 300 girls per year in Atlanta's immediate area to more than 6,000 spread out across 13 counties.

Born with a desire to serve, Janet prepared for her first career by earning a bachelor's degree in youth agency administration/youth development from Georgia State University and certification in nonprofit management from Georgia Institute of Technology and Harvard University. Throughout her years at Girls Inc., her fervent commitment to develop responsible, fulfilled adults of tomorrow drove her personal mission statement. "Every girl is at risk," Janet says. "We have to start teaching them early about how to be successful, about how to see themselves as winners, regardless of their circumstances. I started out as the director of program services and through the years witnessed many success stories in the making, even when the odds were stacked the other way. All that precious 'girl potential' deserves people who care enough to cultivate it."

But even as she helped her young charges learn to envision greatness for themselves, Janet began to see a new personal horizon taking shape closer to home. After many years of working to mold other lives, gradually at first and more urgently as time went by, she came to the realization that it was time for her to "get quiet" and hear what her Maker had in store for her next. So last year, with a full heart and an overflowing treasure chest of memories, Janet retired from Girls Inc. She felt the bittersweet emotional tug-of-war that made her want to stay – while knowing that it was time to go – still palpable in her spirit, the memory of youthful smiles, hopes and dreams she had nurtured

"A great deal of the teaching I received from Mary Kay mentors enhanced my work at Girls Inc. and vice versa ... I'm so blessed to have this opportunity to continue using and developing my gifts."

still resonating in her very bones. So on the congratulatory wings of farewell parties, newspaper interviews and well-wishers from the community, Janet departed the life she had known at Girls Inc. She was already imagining the beautiful smiles on other hopeful faces awaiting her – faces that she prayed would reflect potential in which she could play a vital part.

In her heart, Janet knew where God was leading her.

answering a new call

Some have long debated whether a woman can love just one man at a time, but Janet is proof that when it comes to career paths, a woman's heart is big enough to embrace two different loves at once. She glows nostalgically as she reminisces about how Mary Kay came into her life. "It's almost hard to believe so much time has passed," she says. "I've been using Mary Kay® products for 33 years, but it wasn't until 1983, when **Independent Elite Executive Senior Sales Director Dorothy Boyd** came to treat a group of my young adult girls to a skin care class, that I became truly fascinated. I was impressed with the products. Dorothy sensed my enthusiasm for everything I saw and invited me to hear the Mary Kay marketing plan. Even though I was working full time, I was immediately interested for three reasons: I loved the products; I needed to earn extra money, and – it may sound odd to some people – I wanted to meet some adults. I had been at Girls Inc. for three years and knew hundreds of youngsters but very few grown-ups!"

A few months after working her Mary Kay business part time, Janet attended her first Seminar. She credits her Independent Sales Director with helping her understand why the trip was important. "Dorothy has always made it a priority to encourage her new unit members to experience Seminar," Janet says. "She explains that's the best way to get the big picture. I'm thankful Dorothy did because Seminar is where the dream of becoming an Independent National Sales Director shot

into my spirit, took root and never left. It's only grown stronger. I knew as I watched those dynamic women in their stunning suits and ball gowns – gliding across the stage, speaking words of motivation and belief that would change the course of scores of women's futures – that their dreams had become mine. I knew I wanted to broaden my influence to enrich more women's lives than I could touch as an Independent Beauty Consultant or even as an Independent Sales Director. From that point on, I prayed about the perfect timing for leaving Girls Inc., nearly 20 years before I actually left."

As she balanced a full-time job with her Mary Kay customer care, Janet tried not to blur the line between her two pursuits, although some on the outside looking in thought she should. "Ethically, as CEO, I didn't want anyone to be able to say that I took advantage of having an all-female staff, many female board members and many clients and parents who could have 'benefited' my Mary Kay business. I was blessed to have enough other customers who weren't part of the Girls Inc. world to keep my Mary Kay business satisfying. Some of the women I gave facials to 24 years ago are still wonderful friends today," she shares, then adds with a smile, "and now I can't wait to double back to some of them to offer my services!"

Now that she has more "Mary Kay time," Janet hopes to focus on the loyal customers she's acquired in the past as she builds her customer base, her unit and eventually her Independent National Sales Director area in the way she always envisioned. She says she looks forward to nurturing the seeds of sisterhood sown through the years at Mary Kay special events, then describes a longtime friendship with unit member **Independent Senior Sales Director Stephanie Glass**. Their relationship has been particularly rewarding and serves as a model for those who would like to offer the opportunity to someone currently working in another field or attending college. "Janet introduced

me to Mary Kay® products at my cousin's skin care class more than 20 years ago, and I loved what I saw," says Stephanie. "Being a college student, I had no spare money to buy anything, so she explained that I could receive 'free' product by being a hostess. Coming from a family of five girls with lots of friends, it was easy to hold several skin care classes! When Janet offered me the opportunity, however, I said no and kept saying no, because at the time I was working on my accounting degree. I thought I'd have the perfect job in my field, with a briefcase and a corner office with a window. After working for several years, I knew that's not what I wanted. That's when I 'stepped up to the opportunity!' Did she have bold ambitions at the time? "Not at all," she laughs. "I just wanted to make an extra \$50 a week, but I had so much fun at it that I decided to promote myself to Independent Sales Director. Now celebrating 16 years as a unit, I'm so grateful that Janet introduced me to this life. She was always there encouraging me every step of the way through years of decision-making. I'm forever indebted to her for changing my life and the lives of my family members. Janet's my power partner, my prayer partner and my friend!"

an outcome worth the wait

That's just the kind of enthusiastic testimony that makes Janet heartfully appreciate her own choice and the life it led to. "Stephanie was a loyal customer throughout college but always pushed back when it came to accepting the opportunity. I told her many times that I thought she would be great doing what I was doing, and finally she agreed."

In her engaging style, Janet recounts the wide range of exchanges and experiences, victories and relapses, followed by resurging tides of belief, that make up the tapestry of her Mary Kay years. "I decided decades ago to cultivate my Mary Kay business when my work at Girls Inc. was finished," she says. "I watched and waited for the certainty that would move me in that new direction, and it came at exactly the right time. I love my life, and I can't wait to see where God leads me. I've always considered myself a 'servant leader,' and I feel that all my years of shepherding girls has more than adequately prepared me for this second season in my life. I tell my Mary Kay sisters that I got to graduate from inspiring girls to enriching the lives of women. A great deal of



Independent Senior Sales Director Janet Jackson-Street with Independent Senior Sales Director Stephanie Glass (L) and Independent Elite Executive Senior Sales Director Dorothy Boyd (R) at Seminar 2008

While working to mold young lives during more than two award-winning decades at Girls Inc., Janet also worked hard at being the best Mary Kay Independent Beauty Consultant she could be. She earned bronze and gold medals, was a Star Consultant 13 times and achieved unit Go-Give® Award winner multiple times. As Mary Kay Ash said in her speech to a group of Independent Future Sales Directors in 1979: "The definition of a successful person is simply an ordinary person with extraordinary determination. You cannot keep a determined person from success. If you place stumbling blocks in her way, she will take them for stepping stones and will use them to climb to new heights. The one who succeeds has a goal, a dream; and she makes her plans and follows them."

the teaching I've received from my Mary Kay mentors enhanced my work at Girls Inc. and vice versa. Now today, Dorothy, Stephanie and I co-share unit meetings, and another adopted Independent Sales Director joined us a few months ago. We have such

an exciting time and work together beautifully. I've come so far, and I see myself going much farther before I call my work here finished. I'm so blessed to have this opportunity to continue using and developing my gifts. I couldn't be happier!"

Reflections From Mary Kay



“ Giving is one of life’s greatest joys. Those who are able to experience this joy daily – and get paid for it – are indeed fortunate. If your career does not provide this pleasure, don’t despair. You can contribute to the well-being of people in many other ways. Volunteer your time. Homeless shelters, hospitals and churches are a few of the places waiting for your special touch. ”

– Mary Kay Ash

Dates to Remember

OCTOBER 2008

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NOVEMBER 2008

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30						

- 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. Commitment Form available until midnight Central time.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- 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.
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

Oct. 13: Columbus Day observed. Postal holiday.

Oct. 15: Postmark deadline to earn the first monthly product bonus.

Oct. 16: Second monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers. Winter 2008 Preferred Customer Program online enrollment begins. Consultant First Look enrollment begins for the Winter 2008 Preferred Customer Program version of *The Look*, including exclusive samplers.

Oct. 20: September Career Car qualifier paperwork due to Company.

Oct. 30: Fall/Holiday 2008 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.)

Next Month:

Nov. 3: Registration begins for *Think Big!* Leadership Conference 2009.

Nov. 12: The CMA Awards show televised live on ABC at 8/7c.

Nov. 16: Last day to enroll online for the Winter 2008 Preferred Customer Program mailing of *The Look*. Postmark deadline to earn the second monthly product bonus. Third monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

Nov. 20: October Career Car qualifier paperwork due to Company.

Nov. 27: Thanksgiving Day. All Company and branch offices closed. Postal holiday.

Nov. 28: Company holiday. All Company and branch offices closed.

Showing Up to Show Support for Women Business Owners

Mary Kay executives joined members of the U.S. Senate and House of Representatives in Washington, D.C., at the Congressional Reception of the Association of Women's Business Centers (AWBC), a not-for-profit organization representing women business owners through a network of women's business centers. Mary Kay Inc. was the sole corporate sponsor of the event. Representing the Company were President and CEO David Holl, Vice President of Government Relations Anne Crews, Senior Vice President of Government Relations Michael Lunceford and Vice President of Government Relations and Compliance Kerry Tassopoulos.



Mary Kay executives celebrated women business owners with some members of the Mary Kay independent sales force, including Independent Sales Director Lisa Y. Goodman, shown here with David Holl. Lisa became a strategic employee of the AWBC of Northern Virginia after first being a client. She credits her Mary Kay experience with helping her in her executive role.



AWBC Program Coordinator Maggie Burkard (far left) and AWBC Executive Director Melinda Rath Sanderson (second from right) with Anne Crews, David Holl and Michael Lunceford.

The FedEx Kinko'sSM DocStore Debuts

If you saw the demonstration of this efficient business tool at the MKConnections[®] booth during Seminar 2008, you know that its convenient, step-by-step, print-on-demand system can save you time and money. Three ways! You can upload documents such as newsletters, fliers and brochures from your personal computer. Or you can select documents preapproved by the Company, such as the Color Shade Chart (using the document catalog found on the site), and print to a nearby FedEx Kinko'sSM center. You also can place orders at any of the more than 1,900 FedEx Kinko'sSM locations worldwide, including hundreds that are open 24 hours a day, seven days a week! All these options save you money over traditional printing methods.

In addition, the FedEx Kinko'sSM DocStore is a great way to help care for the environment. For example, you could laminate multiple copies of the Color Shade Chart for reuse at your *Color Insider* parties. A dry-erase pen is a perfect way for your customers to select their favorite product combinations and shades! Also, as a member of the Mary Kay independent sales force, you can take advantage of deep discounts when you use FedEx Kinko'sSM for all your printing, copying and other production services needs. Simply present or enter your FedEx Kinko'sSM national discount number, **0000563592**, when you're ready to pay for services, and the new pricing will automatically be applied to your order. In addition, at the end of every Seminar year, FedEx Kinko'sSM will make a donation to the Mary Kay Ash Charitable Foundation based on net revenues from purchases made by the Mary Kay independent sales force! Talk about a great way to benefit your business while helping a cause that was so close to the heart of our beloved Founder, Mary Kay Ash. To get started today, just go to the MKConnections[®] link on the Mary Kay InTouch[®] Web site to access the FedEx Kinko'sSM DocStore.

MKConnections[®] Helps You Gear It All Together

MKConnections[®] Business Gear offers solutions to help you get it together in every aspect of your Mary Kay business. Every item has a 30-day 100 percent satisfaction guarantee and a one-year manufacturer's warranty. So when someone asks what you want this holiday season, you can have a ready answer! Take the Wheeled Cosmetic Carrier: This convenient carrier lets you store and organize your products with space for Travel Roll-Up Bags, adjustable Velcro[®] shelves, three drawers and removable zippered pockets. The outside pocket acts as a mini office with places for a cell phone, pens, business cards and more. The adjustable handle and easy-glide wheels make it easy to take anywhere. Made of durable, black nylon fabric with the Mary Kay[®] logo on the front. Dimensions: 25" x 15" x 9". For a complete product presentation, pair with the Color Slip-On designed exclusively for Mar Kay to store the newest color products.



Seminar Highlights DVD: Get Your Goals in (Higher) Gear

Got momentum? Just wait till you see the Seminar 2008 Highlights DVD! Halfway to achieving your goals for Seminar 2009, you'll want to use this unique tool to help visualize your realized success. And when you share it with your team members, they can rev up their pace as well. How far do you want to take your Mary Kay business? Why not ignite your Seminar 2009 goals with a super spark? Order your copy today and fuel your tomorrow!



*Will be available for ordering starting Oct. 22 on the Sept. 16 Consultant order form. **\$10**

Compare and Save With T-Mobile®!

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- Up to five free phones on a family share plan, subject to credit approval. Call T-Mobile for more information.

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- Free Blackberry Pearl after rebate

You can personalize your T-Mobile phone with a nifty Mary Kay "skin" from Skinit. Each skin provides a thin, photo-quality protective membrane that buffers your device from the nicks and scratches of everyday wear.

For more information (in English only), go to the Mary Kay InTouch® Web site and visit the MKConnections® link. Or call T-Mobile at (877) 677-5501 (se habla español) and mention promotional code: 4499TMOFAV.

Find It Online What's New On Mary Kay InTouch®

Check out some of the following tools currently available. You can find tools and information you need for your Mary Kay business and more!

Red Jacket Ordering. Now it's even easier to keep the team-building momentum going by ordering the exclusive red jacket online. Go to Ordering > Career Apparel > Red Jacket Information.

FedEx Kinko'sSM DocStore. With this print-on-demand system, you can select preapproved Company documents or upload your own to have them printed at a nearby FedEx Kinko'sSM center. Go to Ordering > MKConnections® to learn more.

Build Your Own Brochure. Create your own personalized brochure with multiple Mary Kay® Brush Collection and Travel Roll-Up Bag sets you can choose to offer your customers. Go to Business Tools > Build Your Own Brochure.

Contests and Special Events. This new section offers everything you need to know about current special events and contests reorganized in one convenient area. Look for rules, education and guidelines, registration information and much more!

Free Download of the Month. Waiting just for you at the Mary Kay InTouch® Web site is this month's free download. Select the "Education" tab, then "Independent Beauty Enrichment Program." And there's a special CD download just for Independent Sales Directors on the "Sales Director Enrichment Program."

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Oct. 16 – Nov. 15, 2008.

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 TimeWise® Targeted-Action™ Eye Revitalizer	\$35
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags	\$70
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags	\$105
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags	\$140
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags 1 Travel Roll-Up Bag	\$175
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags 2 Travel Roll-Up Bags	\$175
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags 3 Travel Roll-Up Bags	\$175
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Targeted-Action™ Eye Revitalizers 1 (pack of 100) Small Plastic Bags 4 Travel Roll-Up Bags	\$175

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See the October issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

*Independent Beauty Consultants will receive Seminar 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 values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for November 2008.

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 under "Recognition."



Julie Jennings

Ruby
Independent Senior Sales Director
Began Mary Kay June 2004
Sales Director Debut July 2005
Offspring one first-line
National Sales Director Karlee Isenhardt
Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; two-times Circle of Achievement; Triple Star Achievement; Fabulous 50s; Honors Society; On the Write Track; gold medal winner; estimated highest monthly unit retail: \$57,204
Personal Lives in Bremerton, Wash. Husband, Marc; daughter, Alina
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Beauty Consultant Maria Elder of Allyn, Wash., says, "Julie gives of her time to seniors forgotten at the holidays, moms of the developmentally challenged and women at shelters. She is my mentor and a blessing to the lives she touches daily."



Linda Quillin

Sapphire
Independent Future Executive Senior Sales Director
Began Mary Kay September 1979
Sales Director Debut October 1980
Offspring three first-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Circle of Honor; 13-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; nine-times Circle of Achievement; 14-times Circle of Excellence; six-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$125,062
Personal Lives in Duluth, Ga. Husband, Jim
Favorite Quote "When excellence is possible – 'good' is never enough!"
Independent Beauty Consultant Dauna Narsavage of Lilburn, Ga., says, "I began going to Linda's meetings when I moved from California to Georgia last year. I don't feel like an adoptee because Linda encourages me as though I'm her only child."



Ashley Clinesmith

Emerald
Independent Sales Director
Began Mary Kay June 1999
Sales Director Debut April 2003
National Sales Director Kerry Buskirk
Honors Premier Club qualifier; Star Consultant; three-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Triple Star Achievement; Fabulous 50s; Honors Society; On the Write Track; gold medal winner; estimated highest monthly unit retail: \$55,018
Personal Lives in Park City, Kan. Husband, Bron
Favorite Quote "Be successful, not exhausted. When your purpose is clear, the price is never too high. When you have no purpose, the price is always too high."
Independent Beauty Consultant Melissa Marcom of Stillwater, Okla., says, "Ashley travels four hours round-trip to educate me and a few other loyal Independent Beauty Consultants and never makes me feel like an inconvenience."



Lillian Allen

Pearl
Independent Senior Sales Director
Began Mary Kay September 1981
Sales Director Debut March 1983
Offspring two first-line
National Sales Director Nan Stroud
Honors Premier Club qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$52,376
Personal Lives in Kernersville, N.C. Husband, Mac; sons: Anthony, Michael, Jason; six grandchildren
Favorite Quote "Happiness is when what you think, what you say and what you do are in harmony." – Mahatma Gandhi
Independent Senior Sales Director Sherry Hanes of Lexington, N.C., says, "Lillian decided to go to Life Coach Training to further her Mary Kay business and has been sharing the incredible things she is learning. We are all growing personally, professionally and financially from her complete willingness to share with no thought of personal gain."



Shelley Olson

Diamond
Independent Sales Director
Began Mary Kay March 1986
Sales Director Debut October 1991
National Sales Director Go Give Area
Honors Cadillac qualifier; Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales; five-times Circle of Achievement; five-times Circle of Excellence; five-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$129,101
Personal Lives in Helena, Mont.
Favorite Quote "Excellence, I can reach for; perfection is God's business."
Independent Beauty Consultant Shirley Wilczynski of Helena, Mont., says, "Shelley's home is always open to out-of-town Independent Sales Directors and Independent Beauty Consultants for leadership workshops and events. And every year Shelley participates in a fundraising event benefiting a local center for abused children."

the compact goes green

Did you know that the new Mary Kay® Compact and Mary Kay® Compact Pro™ were designed with the environment in mind? You can share these “eco-chic” facts with your customers who care just as much about being green as they do about using pink!

Each product refill case (made of plastic) can be recycled.* By converting to the new outer packaging for product refills, Mary Kay Inc. will globally eliminate more than 60 million units of packaging annually, reducing waste by 55 percent and reducing more than 60,000 tons of carbon emissions.

*Wherever No. 5 plastics are recycled

The durable finish makes the compact a valuable investment that will stay with you for a long time – and out of landfills!



Magnetic area allows refills to be removed and replaced so you don't have to buy a new compact to change your colors. In fact, the May 2008 issue of *Self* magazine featured the Mary Kay® Compact as a great way to “green your beauty routine.” By refilling the compact, it is reusable and renewable!

for the love of trees

Through the end of 2008, you and your customers can continue to recycle pink and platinum compacts. For every one of those compacts returned, a tree (up to 100,000 trees) will be planted in the Bitterroot National Forest in Idaho and Montana through a relationship with the Arbor Day Foundation. Empty compacts may be placed in the collection bins at the Mary Kay branches, The Mary Kay Building, ASRS or Manufacturing.*

Also, in honor of our 45th anniversary, Mary Kay Inc. donated and planted 45 pink and white redbud trees in front of the Dallas Convention Center in an area now called the Mary Kay Ash Grove.

Saving trees is also an important Company initiative. Adjusting the size of the Consultant order form is saving 66,888 pounds of paper annually. And you've no doubt noticed increased use of the Mary Kay InTouch® Web site, Mary Kay® Personal Web Sites and www.marykay.com for communicating with Independent Beauty Consultants and consumers.

pink doing green™

*Please see the Mary Kay InTouch® Web site for more compact recycling information.

share the dream and find your reward

Queen's Court of Sharing 2009 *Bee Focused Challenge*

You can "bee" everything you want to be! Go on-target for the prestigious Queen's Court of Sharing at Seminar 2009 when you achieve each phase of the *Bee Focused Challenge*. Designed to help you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces, this challenge offers stepping stones to success.

Independent Beauty Consultants and Independent Sales Directors who:

- Add at least 12 qualified* new personal team members from July 1 – Dec. 31, 2008, will receive a stunning pair of gold and crystal bee earrings. Independent Sales Directors also will receive a name badge ribbon and an invitation to the Leadership Conference 2009 party.
- Add at least 16 qualified* new personal team members from July 1, 2008 – Feb. 28, 2009, will be recognized at Career Conference 2009 and receive a beautiful gold and crystal bee necklace.
- Add at least 24 qualified* new personal team members from July 1, 2008 – June 30, 2009, will be recognized** onstage in the Queen's Court of Sharing at Seminar 2009. Qualifiers will receive their choice of a dazzling diamond bee pin, diamond bee ring or a bee charm bracelet.

Get excited. Start buzzing. Discover what it really means to share the dream.



Bee
Earrings



Bee
Necklace

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. The same rules apply for the maximum number of new team members in a month as for the Queen's Court of Sharing.

** A maximum of 13 new actual team members in any calendar month may count toward the 24 required. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.

MARY KAY®

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