

NOVEMBER 2009

Applause®

MARY KAY®
Enriching Women's LivesSM

Choose Your
Fragrance

Choose Your
Price



Going for 5 Million:
Hold a Holiday Party!

Look Inside for the
Star Consultant Program Brochure!

SEE What's Happening
at a Theater Near You!

free* for you Oct. 16 – Nov. 15, 2009

Among the free items you will receive when you order is the dazzling limited-edition Holiday Gift Bag Collection for easy gift-giving! Available starting with a \$400 wholesale order, these bags (pk./three, one each) include matching tissue paper. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site and type "BizBuilders" in the search bar.



wholesale order	receive for free*
\$400	\$18 in suggested retail products
\$600	\$35 in suggested retail products + Section 2 items
\$800	\$70 in suggested retail products + Section 2 items
\$1,200	\$105 in suggested retail products + Section 2 items
\$1,800	\$170 in suggested retail products + Section 2 items
Star Consultant	

november: dates to remember

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

Fall/Holiday 2009 Preferred Customer ProgramSM mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery.) **2**

8 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. **10**

15 Postmark deadline to earn the second monthly product bonus.
Last day to enroll online for the Winter 2009 Preferred Customer ProgramSM mailing of *The Look*, including exclusive samplers, while supplies last.

Third monthly product bonus begins. **16**

20 October Career Car qualifier paperwork due to Company.

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time). **25**

26 Thanksgiving Day. All Company and branch offices closed. Postal holiday.

Company holiday. All Company and branch offices closed. **27**

29 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. **30**

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

Deadline to debut as a new Independent Sales Director under new qualifications for special recognition at Leadership Conference 2010.

Deadline to qualify for *Dressed to Thrill* Challenge.

Deadline to qualify for first part of *Bee Focused!* Challenge to earn gold and crystal bee earrings.



Mary Kay said it best

"Before you ever receive the wonderful treasures of a happy life, you must first give. Give of yourself. Share our fabulous product. Be of service to others. Only what you give can be multiplied back into your own life. That is the law of the harvest, the law of the tenfold return. If you give nothing, even if it is multiplied, you receive nothing."

*Sales tax is required on the suggested retail value of Section 1 products.

get a holiday party started!

Go, go party girl! The more parties and skin care appointments you hold, the more customers you can build – all leading to increased retail sales, your overall business success and the 5-million-party goal! In this issue of *Applause*® magazine, look for ideas on conducting holiday parties and how to entice your hostesses. Plus, help your customers find the perfect holiday gift with fragrance options at great values.

Create Your Own Gift

Multiple fragrance forms in both Bella Belara® and Belara® scents allow you to create unique gifts sure to please any fragrance-lover.

Page 2 >>



A Season for Parties

Offer hostesses a party they can't resist! Parties are perfect for the holiday season, and now you have easy-to-use tools to help you make them even more fun.

Pages 4-6



Survival Skills

If attitude determines latitude, despite desperate challenges, this inspiring survivor is all over her second chance for Mary Kay® success. Read and believe!

Pages 17-19



fragrance options add up to value

Choices are good! Here are a few ways you can mix and match this season's fragrance options, available in both Belara® and Bella Belara® scents, to create personalized gifts at great values.

Limited-Edition Shimmeriffic® Body Powder



\$24



Belara® Eau de Parfum

\$34



Limited-Edition Fragrance Body Lotion (\$16)



Limited-Edition Shimmeriffic® Body Powder (\$24)



=\$40



Limited-Edition Fragrance Body Lotion (\$16)



Plus a Free Gift Bag* (while supplies last)



Limited-Edition Fragrance Solid Compact (\$26)

=\$42



Bella Belara® Eau de Parfum (\$34)



Limited-Edition Fragrance Body Lotion (\$16)

=\$50



Limited-Edition Fragrance Body Lotion (\$16)



Limited-Edition Shimmeriffic® Body Powder (\$24)



Plus a Free Gift Bag* (while supplies last)



Limited-Edition Fragrance Solid Compact (\$26)

=\$66



*Free With Purchase

Get a coordinating gift bag free with the purchase of one limited-edition Fragrance Solid Compact (\$26) and one limited-edition Fragrance Body Lotion (\$16). Both items must be purchased in the same fragrance to receive the free bag. Available while supplies last.

stress-free, budget-friendly holiday gifts

You'll have holiday gift-giving all wrapped up with these great gifts for women and men.



\$15
each
set

Limited-Edition Body Care Gift Sets

Available in Peppermint Cream™ and Gingerspice Wishes™, each holiday-inspired set includes a shower gel (3 fl. oz.) and body lotion (3 fl. oz.). Available while supplies last.

Limited-Edition MKMen® Grooming Set

This masculine set includes MKMen® Shave Foam, Cooling After-Shave Gel, Face Bar and a **FREE** grooming bag. For any guy who loves to be at his very best. Available while supplies last.



\$38



Limited-Edition Men's Body and Hair Shampoo

One product does it all! This multitasker gives guys a no-fuss way to cleanse and smell great. Available in both Domain® and MK High Intensity™ fragrances while supplies last.

\$18
each

Fragrance Collections

You can find just the right fragrance with a scent from the Mary Kay® Eau de Toilette Fragrance Collection. Choose from Sparkling Honeysuckle™, Simply Cotton™, Exotic Passionfruit™ or Warm Amber™.

Each fragrance is available in an eau de toilette spray (**\$25**), a shower gel (**\$15**), a body lotion (**\$15**) and a sugar scrub (**\$15**).



Limited-Edition Duo

Back by popular demand, the Simply Chic Fragrance/Lip Gloss Duo delivers Mary Kay® Nourishine® Lip Gloss in Starlet Kiss, plus each fragrance in the Mary Kay® Eau de Toilette Fragrance Collection. It's convenience, portability and functionality all in one! Available while supplies last.

Now only \$22



give hostesses the ultimate party experience

When your hostess earns free product and feels like a queen, guests will want the same!



Independent National Sales Director Diana Sumpter is a master party-holder! Diana believes that conducting parties is the best thing for her business, so she's donned her Independent Beauty Consultant hat once again and has been on a party mission. And she believes that the enhancements to the hostess program make holding parties better than ever.

Diana's key to holding parties is *prequalifying hostesses* by building a relationship with them *before* she books the party. By doing so, Diana rarely experiences postponements. "When you push for a class right after meeting a potential hostess, you may experience a high rate of postponement, and that can be frustrating," Diana says.

To prequalify a hostess, Diana schedules a 45-minute one-on-one appointment with her where she introduces the Miracle Set and Mineral Powder Foundation, romances the free Mary Kay® Virtual Makeover, demonstrates a quick "dash-out-the-door" color look^{*} and gives TimeWise® Microdermabrasion Set samplers. "You simply want to get her excited about Mary Kay® products and help her understand that she can earn free products by holding a party," Diana shares. "When you offer too many products up front, she has no incentive to book." With this technique, Diana ensures that she finds enthusiastic hostesses and identifies the incentives that most appeal to them.

At the party^{*}, Diana dotes on her hostess, making her feel like a queen. The hostess is privileged to use Diana's lighted mirror for skin care and makeup application, wear a boa and a crown and receive Diana's attention for the night. "Guests witness this special treatment and then they want that for themselves," Diana shares.

When it comes to offering free product, you can follow the hostess program guidelines that have been designed to be effective for you and your hostesses. Diana suggests that each hostess select skin care products, Mary Kay® Mineral Powder Foundation and Mary Kay® Concealer as options for her free product. Then, Diana schedules another appointment with that hostess to present color cosmetics and other skin care supplements. "Offering products as a reward to your hostesses will help you generate reorders," Diana explains. "Essentially, you are filling up her Travel Roll-Up Bag, row by row, and building her as a loyal customer."

And that's what you ultimately want for all of your hostesses! After all, your hostess likely will love the products she tries; she'll want to continue using them, and once she finds it easy to love them, she may even decide to also sell what she loves!

Diana's Top Five Party Tips

- 1. Prequalify your hostess.**
- 2. Sell the sizzle.**
Diana likes to use the Mary Kay® Virtual Makeover along with free products to create excitement. And "your look, your bags, mirrors, anything you bring to the party should create a 'wow' experience," she adds.
- 3. Coaching is nonnegotiable.**
With tools such as Product Central, it's never been easier to provide your hostesses and guests with product information, application tips and more.
- 4. Romance your hostess.**
Make everyone want to be her. Diana has been known to bring a tiara and a boa for her hostesses to wear.
- 5. Have a fun theme.**
"Scents of Style," for example, is sure to generate excitement.

Star Consultant Tip

Did you know that if you sold \$200 to 18 hostesses over a three-month time period, you would reach the \$1,800 Star Consultant level? That's only six hostesses per month! (As Mary Kay Ash suggested, you'll want to book more than you need to hold.) And when you add in orders you'll most likely receive from guests, you'll be on your way to Sapphire Star Consultant and up!

^{*}A dash-out-the-door color look can include a Mary Kay® Eyesicles® Eye Color, a mascara, Mary Kay® Mineral Bronzing Powder and lip gloss or tinted lip balm.



tools for party pizzazz

You can use these tools as you promote, plan and hold the best Mary Kay® parties ever!

Invitations

Newly designed Beaute-vite®, MKeCard® and postcards feature attention-grabbing images designed to relate to today's woman. If your hostesses are stressed, they'll discover how a Mary Kay® party can leave them refreshed!

Hostess Perks

Hostesses have more reasons than ever to book! To make them feel like Mary Kay VIPs, you can promote these hostess program perks:

1. Opportunity to earn FREE products
2. Knowledge that their Mary Kay® party supports a company that helps others
3. One-on-one personal consultation
4. A FREE *Mary Kay® Fashion and Beauty Trend Report*
5. Try before you buy
6. Receive VIP news, such as newsletters with beauty tips and alerts for special promotions

Go online to the Mary Kay InTouch® Web site for complete details. To help you book, the new hostess brochure, available on Section 2 of the Consultant order form in packs of 10 for \$3, perfectly conveys to a hostess why booking a Mary Kay® party gives her what she needs and wants now.



Communicate With Partygoers

Beaute-vite® has been enhanced and now includes a new tool on your Mary Kay® Personal Web Site for partygoers. Here's how it works.

1. When you schedule a party through the Beaute-vite® online party planning tool, a "personalized party page" will automatically be set up on your Mary Kay® Personal Web Site that only your hostess and her guests can see.
2. Hostesses and guests can RSVP, see who is coming to the party, participate in a fun personality quiz and see one another's results. This online "icebreaker" gets the party started – even before the actual party!
3. The hostess will have an exclusive area to visit that includes special perks for her, including access to the *Mary Kay® Fashion and Beauty Trend Report*.

There's even a Facebook element that's sure to get everyone talking about Mary Kay® parties!

Look for a tutorial segment available on the Beaute-vite® landing page on the Mary Kay InTouch® Web site to help you understand and use these new features.

"Let's Talk" Social Site

Party ideas are flowing on this first-of-its-kind Mary Kay® social site! Don't miss out on sharing your party experiences with others and borrowing great ideas from your sister independent sales force members. This is *your* place to meet, share and learn from one another about everything party-related. It's time to talk!



Click to Make Your Parties Count

On the Mary Kay InTouch® Web site, be sure to log the number of parties you hold and monitor how close we are to reaching the 5-million goal! And don't forget to link to the *Customers Count* section to log your sales!

Party Packs

Check out Page 6 of this *Applause®* magazine for party packs designed to help you hold fabulous parties! The Sensorrific, Love Your Skin and Mineral Makeover Party Packs are available through MKConnections® from \$16.99 to \$19.99 each. Go to MKConnections® to order!

Stay in Touch With Mary Kay InTouch®! Your HOT SOURCE for everything party-related.

The Mary Kay InTouch® Web site is your source for all party tools listed here and much, much more! In fact, Mary Kay InTouch® is where you'll learn about **hot product launches, promotions and events** that happen so quickly that *online is the best way* we can keep you informed! If you don't stay connected, you risk missing out on the latest news. So log on to the Mary Kay InTouch® Web site today to see what's new *now!*

holiday party ideas

Who doesn't love a party? Especially one where guests can experience Mary Kay® products that fit their personality and style. Now's the perfect time of year to promote holiday parties that energize hostesses and create fun girlfriend time. Plus, you'll be working toward your Star Consultant goals while partying on to 5 million!



Fragrance Party

Independent Elite Executive Senior Sales Director Melva Slythe of Brooklyn, N.Y., is a fragrance party pro. She began holding them when the **Sensorrific Party Pack**, \$16.99 through MKConnections®, first became available.

"We are riding the party wave and having tremendous success," Melva says. "The Sensorrific Party Pack gives you everything you need and is structured with opening, middle and closing segments, just like the skin care class."

The Sensorrific Party Pack includes:

- A detailed party guide
- Six laminated fragrance place mats
- A set of 30 labels that includes one label for each of the 17 fragrances and 13 labels with the Mary Kay® logo
- Two checkout checklist pads (50 sheets per pad) for use during the individual close



Sensorrific Party Pack, \$16.99

Melva uses these tools and adds her own flair by suggesting that guests arrive dressed to match their individual personalities. "We start with a sense of style that morphs into *scents* of style," Melva shares. "After reviewing the fragrance personalities, guests begin associating themselves with a fragrance almost to the point of taking ownership of it. I ask everyone to share something about themselves and select which fragrance is 'theirs.' You can feel the energy and excitement in the room build!"

If a guest is reluctant to purchase a fragrance at the party, Melva explains how they can earn it by booking a party themselves.

Reasons to Book

"I love using the product category that excites a woman the most (whether it's fragrance, color, etc.) to begin establishing a customer relationship with her," Melva says. "You start with that and then take her step by step through the entire product line. People will purchase from you because they like you. So let them try what *they* like first so you can open the door to other products. That will help you build trust with your customers. And, once that trust is established, you can develop a long-term relationship with customers who purchase deep and wide through the product line."

That's why it's important to **send all customers home with skin care samplers**. At the close, Melva says: "I would really love to get your opinion on our skin care line, so I'll follow up with you in 24 to 48 hours to see how you like these samplers."

More Holiday Parties: Focus on Skin Care

Holiday gift-giving certainly focuses on fragrances and gift sets, but be sure to keep skin care sales top of mind too! Displaying the TimeWise® skin care line at holiday open houses is a perfect way to remind customers not to let their skin care regimens wane during the busy holiday season. Booking "New Year, New You" skin care parties in December and January offers guests great ways to start the year off with great-looking skin.

To help you, the **Love Your Skin Party Pack**, available for \$19.99 from MKConnections®, includes:

- Party guide
- Six laminated place mats
- 50 tip cards
- One checkout pad (50 sheets)
- TimeWise® Microdermabrasion Samplers, (two packs of six)

Plus, this is a perfect time of year for holding parties that showcase Mary Kay® mineral color, giving hostesses and guests a trendy color look to flaunt as they attend festive holiday occasions.



Love Your Skin Party Pack, \$19.99

the gift of skin care



Case of Miracles

For a gift that gives back with 11 age-fighting benefits, why not suggest the full-sized TimeWise® Miracle Set for **\$90 suggested retail**? You can offer your customers the TimeWise® To-Go Case for only **\$5*** that they can give or keep for themselves! (For a limited time only, while supplies last.)

Skin Booster

Give collagen a boost.* Help skin bounce back. TimeWise® Replenishing Serum+C offers an antioxidant-rich serum formulated with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down. The overall effect? Positively uplifting. **\$55**



Give Miracles a Try

Consider displaying the TimeWise® Trial Miracle Set at your holiday open houses to peak interest in those who've never experienced Mary Kay® skin care. Of course, you'll *first* want to share the benefits of purchasing the full-sized set. **\$44**



Travel Must-Have

Now available as a Section 1 item, the convenient Travel Roll-Up Bag makes a great tote for the Miracle Set and other TimeWise® products. **\$30**

Product prices are suggested retail.
*Based on in-vitro testing

*You can offer this item for \$5 (suggested retail) with a purchase of a full-sized Miracle Set starting at \$90 (suggested retail), while supplies last. Fixed wholesale price of \$5.

recognition

Congratulations to the winners for July 2009

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 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for June 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through July 31, 2009.

Sapphire



Gayle Gaston

Emerald



Kathy Helou

Pearl



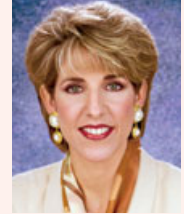
Darlene Berggren

Diamond



Barbara Sunden

Ruby



Carol Anton

On-Target for \$1,000,000

Inner Circle
Barbara Sunden.....\$89,204.86

On-Target for \$750,000 Inner Circle

Gayle Gaston.....\$79,022.64

On-Target for \$500,000 Inner Circle

Joanne Holman.....\$52,944.16

On-Target for \$325,000 Inner Circle

Karen Piro.....\$39,652.36
Kathy Helou.....36,961.28
Darlene Berggren.....35,300.73
Gloria Mayfield Banks.....33,513.81
Carol Anton.....33,084.32
Jan Harris.....32,352.10
Cheryl Warfield.....32,187.53
Gloria Castaño.....31,974.80

Lisa Madson.....31,260.35
Karlee Isenhardt.....30,332.07
Lupita Ceballos.....28,753.00
Johnette Shealy.....27,782.29

On-Target for \$250,000

Diamond Circle
Mary Diem.....\$25,705.87
Julianne Nagle-Hackett.....25,651.61

Rosa Jackson.....25,507.53
Pat Danforth.....25,505.07
Anita Mallory Garrett-Roe.....25,119.97
Kerry Buskirk.....24,119.12
Jana Cox.....24,087.10
Lorraine Newton.....22,483.57
Jamie Cruse-Vrinios.....22,208.79
Cindy Fox.....22,123.57
Lisa Allison.....21,298.78

Nancy Bonner.....21,201.18
Magdalena Nevárez.....20,958.20
Halina Rygiel.....20,867.86

On-Target for \$200,000

Diamond Circle
Sherry Giancristoforo.....\$20,364.87
Cindy Williams.....19,173.78
Patricia Rodriguez-Turker.....19,117.92

SuzAnne Brothers.....18,529.09
Mary Estupiñan-Martel.....18,384.14
Stacy James.....18,346.00
Judie McCoy.....18,190.71
Sue Kirkpatrick.....18,183.20
Linda Toupin.....18,090.82
Sonia Páez.....18,052.45
Debi Moore.....17,649.01

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.

Sapphire

Gayle Gaston***.....\$82,311
Joanne Holman**.....60,390
Karen Piro**.....48,272
Lupita Ceballos**.....37,920
Jana Cox.....34,127
Julianne Nagle-Hackett*.....28,392
Lorraine B. Newton.....26,750
Judie McCoy.....24,849
Shannon C. Andrews*.....21,783
Magdalena Nevárez*.....21,379
Tammy Crayk.....18,004
Dawn A. Dunn.....16,094
Gillian H. Ortega.....15,426
Alia L. Head.....15,350
Sandy Valerio.....15,324
Mattie Dozier.....15,249
Valerie J. Bagnol*.....15,193
Jan L. Thetford.....13,324
Sharon L. Buck.....12,482
Pam Klickna-Powell.....12,346
Pam L. Higgs.....11,575
Maribel Barajas.....11,303
Sherril L. Steinman.....11,056
Kimberly D. Starr.....11,025
Diana Sumpter.....11,019
Gloria Báez*.....10,853
Davanne D. Moul*.....10,456
Debra M. Wehrer.....10,309
Brigit L. Bridle.....9,822
Nancy A. Mosser.....9,406
María Guadalupe Diaz.....9,999
Kendra Crist Cross.....8,896
Joy L. Breen.....8,787
Charlotte G. Kosena.....8,490
Carol L. Stoops.....8,456
Jill Moore.....7,856
Ann Brown.....7,827
Karen B. Ford.....7,640
Paola J. Ramirez.....7,348
María Aguirre.....6,820
Mirna Mejía de Sánchez.....6,612
Elizabeth Sánchez.....5,599
Gladis Elizabeth Camargo*.....4,845

Emerald

Kathy Helou*.....\$45,603
Gloria Mayfield Banks***.....44,338
Kerry Buskirk**.....28,606
Cindy Fox**.....28,000
Lily Orellana.....27,556
Jamie Cruse-Vrinios.....25,908
SuzAnne Brothers*.....23,584
Debi R. Moore*.....23,269
Sherry Giancristoforo**.....21,436
Dacia Wiegandt.....21,326
Morayma Rosas.....17,280
Sabrina Goodwin Monday.....17,137
Kay E. Elvrum.....17,132
Mona Butters.....17,040
Kathy Rodgers-Smith.....15,904
Janet Tade*.....15,224
Yvonne S. Lemmon.....14,999
Joanne R. Bertalan*.....14,649
Consuelo R. Prieto.....13,887
Miriam Gómez-Rivas.....13,264
Cathy Bill*.....12,258
Cathy Phillips.....11,510
Pamela Tull.....11,250
Brenda Segal*.....10,518
Jackie LaPrade.....10,467
Carmen Rios.....10,300
Dawn Otten-Sweeney.....9,760
Barbara Whitaker.....9,443
Sherry A. Alexander.....9,181
Natalie Privette-Jones.....9,073
Judy Harmon.....9,032
Cristi Ann Millard.....8,989
Esther Whiteleather.....7,872
Shelly Gladstein.....7,738
Crisette M. Ellis.....7,317
Regina Hogue.....7,234
Sandra Chamorro.....7,077
Kym A. Walker*.....6,622
Francie McBeth.....6,158
Nora L. Shariff*.....6,059
Joanne Hollingsworth.....5,096
Caterina M. Harris.....4,625
Phyllis R. Sammons.....4,344
Pamela Cheek.....4,004

Pearl

Darlene Berggren**.....\$44,048
Jan Harris*.....37,850
Cheryl Warfield**.....36,551
Rosa Jackson**.....29,542
Cindy A. Williams.....28,248
Stacy I. James*.....26,375
Lisa Allison*.....25,641
Halina Rygiel*.....25,622
Pamela Waldrop Shaw.....24,162
Nancy Bonner*.....22,709
Mary C. Estupiñan-Martel*.....19,893
Judy Brack.....18,534
Anita Tripp Brewton*.....16,333
Lynda Jackson*.....16,139
Julie Krebsbach.....15,718
Jackie Swank*.....15,683
Sandy Miller.....15,372
Jane Studrawa.....14,649
Wilda DeKerlegand*.....14,066
Anabell Rocha.....14,013
Maureen S. Ledda*.....14,006
Lise T. Clark*.....13,607
Monique Todd Balboa.....12,245
Kathy Jones.....12,112
Deb Pike.....11,797
Elizabeth Fitzpatrick*.....11,711
Barbara Stimach*.....11,517
Kathy C. Goff-Brummett.....11,047
Rosalie Ann Medjesky.....10,570
Beatrice Powell.....10,293
Maureen Myers.....10,203
Pat Campbell.....9,998
Ruth Theodocion.....9,751
Linda Kirkbride.....9,575
Wadene Claxton-Prince.....8,943
Cathy E. Littlejohn.....8,927
Robin Rowland.....8,916
Shirley M. Oshiro.....8,784
Allison LaMarr.....8,457
Sylvia Kalicak.....8,064
Glinda McGuire.....7,965
Bett Vernon.....7,926
Vermella Benjamin.....7,289
Anita N. Conley.....5,988
Sonja Hunter Mason.....5,444
Bettie M. Bridges.....4,957

Diamond

Barbara Sunden***.....\$129,352
Lisa Madson.....45,153
Anita Mallory Garrett-Roe**.....43,879
Gloria Castaño**.....37,468
Sonia Páez.....27,619
Mary Diem*.....26,743
Linda C. Toupin.....25,055
Patricia Rodriguez-Turker**.....22,541
Diane Underwood.....20,540
Pam Gruber*.....18,668
Sharon Kingrey.....18,547
Joyce Z. Grady.....17,167
Dalene Hartshorn.....16,367
Evelinda Diaz*.....16,307
Jo Anne Cunningham.....15,181
Ada Garcia-Herrera.....14,969
María Monarrez.....14,039
Connie A. Kittson.....12,895
Gina Rodriguez.....9,442
Rosa Carmen Fernández.....9,082
Diana Heble.....8,873
Isabel Venegas.....7,644
Rosibel Shahin*.....7,401
Betty Gilpatric.....7,026
Carol Lawler.....6,057
Andrea C. Newman.....5,984
Jan Mazzioti.....4,297
Gladys C. Reyes.....3,508

Ruby

Carol Anton**.....\$36,621
Karlee Isenhardt**.....33,543
Johnette Shealy*.....31,947
Pat Danforth*.....31,564
Sue Kirkpatrick*.....21,789
Shirley Oppenheimer*.....20,373
Kimberly R. Copeland.....18,340
Pamela A. Fortenberry-Slate*.....18,055
Cyndee Gress.....17,748
Ronnie D'Esposito Klein*.....17,571
Rebecca Evans*.....17,335
Pam Ross*.....17,023
Wanda Dalby**.....16,767
Jo Anne Barnes.....15,773
Janis Z. Moon.....15,702
Jeanne Rowland*.....14,358
Lynne G. Holliday.....13,779
Patricia Lane.....12,547
Thea Elvin.....12,378
Kirk Gillespie.....11,522
Scarlett S. Walker*.....11,219
Gena Rae Gass.....10,717
Judy Kawiecki.....10,636
Michelle L. Sudeth*.....10,421
Maria Aceto Pirro.....9,875
Kate DeBlander.....9,728
Terri Schafer.....9,594
Vicki Jo Auth.....9,523
Nancy West Junkin*.....9,511
Phyllis Chang.....9,402
Vicky L. Fuselier.....9,201
Toni A. McElroy.....9,112
Gay Hope Super.....9,023
Amy Dunlap.....8,963
Kelly McCarroll.....8,509
Bea Millsagle.....8,395
Cheryl J. Davidson.....7,919
Candy D. Lewis.....7,899
Katie Walley.....7,622
Margaret M. Bartsch.....7,115
Cindy Z. Leone.....6,615
Cindy Towne.....6,366
Rhonda L. Fraczkowski.....5,576
Sharilyn G. Phillips.....5,227
Donna B. Meixsell.....4,935
Renee D. Hackleman*.....3,707

*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".



Patience Lenata Baabel
Lawrenceville, Ga.
M. Stewart Unit

Rolanda Greer
McKinney, Texas
N. Paparella Unit

Sarah L. Koch
Canon City, Colo.
C. Markowski Unit

Deborah Ruth McDaniel
Bentonla, Miss.
L. Mahalitc Unit

Cordelia Ogbonnaya
Houston
T. Nwachukwu Unit

Lindsay Walker
York, S.C.
C. Carper Unit

Mika Elaine Warren
Stillwater, Okla.
C. Warren Unit

Jennifer Renee White
Cedar Lake, Ind.
C. Huhta Unit

*Congratulations to Sales Directors **Daisy Aniebonam**, Silver Spring, Md., C. Aniebonam Unit; **Silvia M. Calvillo**, El Paso, Texas, O. Torres Unit; **Mayra Elizeth Cruz**, Angleton, Texas, S. Luna Unit; **Sharon Fulford**, Supply, N.C., J. Isenhardt Unit; **Nicholee Denise Lackey**, Maiden, N.C., S. Carter Unit; **Teresa A. Levy**, Winston Salem, N.C., S. Tripp-Black Unit; **Rebecca Overholt**, Springfield, Ore., J. Marinacci Unit; **Franki Sustaire**, Tyler, Texas, M. Kopec Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

Dean's List/Lista del Decano

(July 2008 debuts/debutes de julio 2008)

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 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.



Dorcas Mateu Gonzalez
Coral Gables, Fla.
D. Wiegandt Area
Emerald Seminar

Lisa Marie Lehman
Bolivar, Mo.
R. Hackleman Area
Ruby Seminar

*Congratulations to Sales Director **Blythe Jolee Egbert**, Anna, Ohio, P. Shaw Area, Pearl Seminar; photo unavailable at press time/Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*

Honors Society/Sociedad de Honor

(July 2008 debuts/debutes de julio 2008)

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.



Tammy R. De Wet
McKinney, Texas
K. Copeland Area

Susan E. Hopkins
Hempstead, Texas
M. Aceto Pirro Area

Linda Obiamaka Okose
Lakewood, N.J.
Ruby Go Give Area

*Congratulations to Sales Directors **Anallia Lilia Benitez**, San Diego, Ruby Go Give Area; **Cheryl Q. Daniels**, Colorado Springs, Colo., Ruby Go Give Area; **Esperance DeSouza**, Gaithersburg, Md., Ruby Go Give Area; **Stephanie Honeycutt**, Frankfort, Mich., Ruby Go Give Area; photots unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

ruby/rubí

Fabulous 50s/Los Fabulosos 50

(January 2009 debuts/debutes de enero 2009)

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.



Cordelia Ana-Kwue
Allen, Texas
Ruby Go Give Area

Shawna Marie Brazil
Eugene, Ore.
J. Moon Area

Teka-Ann S. Haynes
Mentone, Calif.
Ruby Go Give Area

Olubukola Osunoyomi
Bordentown, N.J.
Ruby Go Give Area

Patricia Rodriguez
Corona, Calif.
R. Evans Area

Congratulations to Sales Directors **Maria R. Hernandez**, Norwalk, Calif., R. Evans Area; **Chioma Nwosu**, Langhorne, Pa., Ruby Go Give Area; **Kim Ann Parsons**, Summit, Miss., 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 Move/En acción

(May 2009 debuts/debutes de mayo 2009)

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.

Patience Lenata Baabel

Rolanda Greer

Mika Elaine Warren

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.

Andrea M. Alvarado
Cecilia Alvarado
Amanda W. Amie
Sandra Arenivas
Joanna E. Arney
Crisanta Arzeno-Paulino
Rapehal N. Asinyang
Kira A. Atwell
Judy K. Beery
Sabrina M. Bess
Lori M. Blessing
Dolapo Bogunjoko
Missy Brown

Debbie F. Cardwell
Tavia E. Cavallaro
Deanna Cockrum
Judy K. Cooper
Karen L. Coplin
Deanna L. Davis
Carol A. Drilling
Nkechinyere C. Echefu
Tammy E. Fyneface
Anailia Garcia
Veronica Gutierrez
Adrienne F. Guyett
Debbie Harrison

Amber M. Helton
Autumn Holt
Robin H. Jackson
Julia D. Jahnke
Rose Kelly
Pat L. Kunkle
Diane I. LaRoche
Deadrol Land
Yolanda D. Lara
Diana Legaspi Flores
Irma Lopez
Nadine E. Mack
Christie M. Mansberry

Kristin M. Mara
Brittany J. Margiotta
Margie Marquez
Fonda L. Martin
Rain H. Mayeux
Geraldine Miller
Kristin O. Milner
Linda N. Miranda
Stephanie B. Myatt
Maureen O. Nwazuko
Edith Okafor
Julie D. Oscars-Johnson
Carolina Perez

Gloriann A. Perrin
Kunda D. Peterson
Andrea S. Rader
Brooke Raines
Blanca E. Ramirez
Elia C. Ramirez
Denise M. Ramsey
Tiffany M. Richmond
Maria Rivas
Kristen S. Robertson
Buffy C. Robichaux
MaryAnn Rosales Leija
Robin Staton

Molly E. Swabb
Detre Tarbert
Sharon Walls
Cayla B. Watkins
Chandra Y. Weekley
Madi P. Welch
Brandy N. White
Angela F. Willingham
Alexis J. Wilson
Lawritta Yekini
Megan Zenz

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. 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 \$200 al mayoreo en julio.

Sales Director Shelly Black\$1,762.70
Sales Director Juliet Ebele Okonkwo 1,668.62
Sales Director Winifred Nonye Ogbunamiri 1,651.62
Sales Director Apollonia Nnediogo Onwuanaegbule 1,641.19
Sales Director Juliet Igboanusi 1,637.16
Sales Director Uzo Ogbutor 1,588.93
Sales Director Augusta C. Onyenemere 1,338.74
Sales Director Adaora Eucharía Umeh 1,317.71
Sales Director Stella Smith-Pius 1,288.20

Ana-K Carrier, D. Boyd Unit 1,285.60
Angelina Ogbuokiri, W. Ogbunamiri Unit 1,262.24
Sales Director Boo Menestrina 1,204.35
Benedict A. Nwosu, C. Nwosu Unit 1,093.11
Sales Director Nkechi Agim 1,087.71
Sales Director Mary Lou Ardohain 1,069.32
Sales Director Florence Nwabor-Ohen 1,035.91
Sales Director Sherri Ammons 1,030.12
Sales Director Thessy Nkechi Nwachukwu 1,022.61

Sales Director Lisa V. Bauer 983.42
Sales Director Rume Blessing Odusanya 942.18
Sales Director Jennifer Jean McNulty 935.03
Sales Director Molly A. Williamson 916.60
Sales Director Rosanne Pluchino 907.82
Sales Director Cissy E. Warren 901.58
Sales Director Kaye Driggers 883.90

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	10 GOLD MEDALS/MEDALLAS DE ORO	Aracely Pedraza, E. Holguin Unit..... 6
		Sales Director Marina Najera..... 5	Denise Ramsey, K. Gardner Unit..... 5
43 GOLD MEDALS/MEDALLAS DE ORO		9 GOLD MEDALS/MEDALLAS DE ORO	1 GOLD MEDAL/MEDALLA DE ORO
Sales Director Gloria Dominguez..... 7		Florence Adu, B. Smith Unit..... 5	Sandra Arenivas, O. Torres Unit..... 5
37 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Nadine Daniel-Hurry..... 6	Joanna Arney, R. Monnin Unit..... 5
Sales Director Stella Smith-Plus..... 5		Sales Director Penny Williams..... 7	Kira Atwell, N. Lee Unit..... 5
36 GOLD MEDALS/MEDALLAS DE ORO		8 GOLD MEDALS/MEDALLAS DE ORO	Lidia Avalos, S. White Unit..... 5
Sales Director Consuelo Tinajero..... 6		Sales Director Gbemisola Salako..... 6	Sales Director Maria Bailey..... 6
23 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Stephanie Sato..... 6	Chantelle Brown, T. Haynes Unit..... 5
Sales Director Gina Beekley..... 5		5 GOLD MEDALS/MEDALLAS DE ORO	Tavia Cavallaro, J. Imwalle Unit..... 8
Sales Director Sha Ron Martin..... 5		Sales Director Esther Awe..... 5	Gabriele Council, B. Cook Unit..... 6
Sales Director Ivonne Rodriguez..... 5		Rondeauseaux Cyprian, D. Pierce Unit..... 5	Deanna Davis, M. Kopec Unit..... 8
21 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Maria Mares..... 5	Anallilia Garcia, M. Espinoza Unit..... 5
Sales Director Maggie Shake..... 6		Sales Director Abosede Oyediran..... 5	Adrienne Guyett, C. Carper Unit..... 6
20 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Kristen Willis..... 8	Latoya Hall, T. Eanes Unit..... 5
Sales Director Helen Godswill..... 5		4 GOLD MEDALS/MEDALLAS DE ORO	Amber Helton, J. Craver Unit..... 5
19 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Appolonia Anike..... 5	Deemekia Jones, P. Rock-Starling Unit..... 5
Sales Director Blanca Esparza..... 6		Sales Director Patricia Anyachebelu..... 5	Jenna Larson, C. Carlson Unit..... 7
Sales Director Karyz Figueroa..... 5		Sales Director Giselle Dominicki..... 5	Diana Legaspi Flores, K. McCarroll Unit..... 7
18 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Grace Epuechi..... 5	Kristin Mara, K. Gardner Unit..... 9
Sales Director Carline Brice..... 5		Nancy Haworth, K. Runnels Unit..... 5	Kara McCoy, G. Beekley Unit..... 5
17 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Monica Laboo Potee..... 5	Edith Okafor, A. Onyenemere Unit..... 5
Sales Director Augusta Onyenemere..... 5		Sales Director Christy Nelson..... 5	Jennifer Oyewole, B. Kiessig Unit..... 7
16 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Yolanda Ortega..... 5	Alicia Parsons, K. Martin Unit..... 7
Sales Director Isidora Camargo..... 5		3 GOLD MEDALS/MEDALLAS DE ORO	Carolina Perez, F. Lopez Unit..... 5
14 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Jamie Beecher..... 7	Brooke Raines, K. Walker Unit..... 6
Renee Brown-Mathis, J. Alford Unit..... 5		Tracy Cooper, M. Ardohain Unit..... 6	Blanca Ramirez, E. Holguin Unit..... 7
12 GOLD MEDALS/MEDALLAS DE ORO		Chelsi Denback, L. Zimmerman Unit..... 6	Elia Ramirez, M. Lara Unit..... 5
Sales Director Catherine Onyema..... 5		Sales Director Joyce Ilori..... 5	Adrian Ramsey, D. Kinley Unit..... 8
11 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Breanna Jensen..... 5	Yolanda Rivera, J. Sapp Unit..... 6
Sales Director Anallilia Benitez..... 6		Megan Joy, J. McNulty Unit..... 6	Buffy Robichaux, L. Prescott Unit..... 9
Sales Director Juliet Igboanusi..... 5		Gloria Okoye, G. Ebere Unit..... 5	Judy Rocha, C. Nunez de Valencia Unit..... 7
		Sales Director Lisa Tyson-Cox..... 6	Robin Staton, G. Kirby Unit..... 5
		2 GOLD MEDALS/MEDALLAS DE ORO	Teresa Stewart, J. Ellinger Unit..... 5
		Katerine Alvarez, E. Santos Unit..... 11	Chandra Weekley, R. Greer Unit..... 5
		Jenni DeJacimo, P. White Unit..... 5	Debbie Williams, K. DeBlander Unit..... 6
		Grace Hackett, D. Clark Unit..... 10	Alexis Wilson, D. Knotts Unit..... 8
			Lawritta Yekini, E. Oheri Unit..... 7

Grand Achievers/Grandes Ganadoras

(July 2009 qualifier/califica para julio 2009)

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period. (Effective Nov. 1, 2009, qualification requirements for Grand Achievers program have changed. See Mary Kay InTouch® for details.)/Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Grandes Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personales activas en un periodo de calificación de uno a cuatro meses. (Los requisitos de calificación del programa de Grandes Ganadoras cambiaron a partir del 1 de Nov. de 2009. Consulta los detalles en *Mary Kay InTouch*®.)

CONSULTANTS/CONSULTORAS

Silvia Armengol
Rosalba Bello
Maria Teresa Cabriales
Sandra Carrasco
Ana-K Carrier

Anthonia Ekwenugo
Tracie L. Fulkerson
Beverly Giacoletti
Julia Grandy*
Mia Gay Greene
Grace E. Hackett

Bianca Wilson Hartsell
Heather Kay Herring
Tiffany Michelle Hilliker
Rebecca U. Oji
Gloria Ebere Okoye
Bobbie Oxendine

Jennifer Ekaette Oyewole
Marietu Samba
Jennifer Lea Shultz
Tina P. Smith

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Tamara K. Heckendorn
Tahlia R. Landry
Autumn Lorene Walruff

*denotes requalified driver/
denota que calificó de nuevo
como conductora

recognition

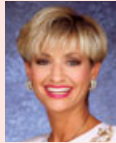
Mary Kay Angels

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 2009.

Top National Sales Directors — Commissions and Bonuses



Gayle Gaston
\$82,311
SAPPHIRE



Kathy Helou
\$45,603
EMERALD



Darlene Berggren
\$44,048
PEARL



Barbara Sundén
\$129,352
DIAMOND



Carol Anton
\$36,621
RUBY

Top Unit — Estimated Retail Production

SAPPHIRE — Kim Cowdell, <i>T. Crayk Area</i>	\$63,630
EMERALD — Yolanda Lopez, <i>L. Orellana Area</i>	\$69,780
PEARL — Stephani Prendes, <i>Go Give Area</i>	\$79,962
DIAMOND — Mary Strauss, <i>A. M. Garrett-Roe Area</i>	\$71,455
RUBY — Phuong White, <i>L. Holliday Area</i>	\$64,273

Top Sales Director — Personal Sales

SAPPHIRE — Audrey MacDowall, <i>D. Dunn Area</i>	\$10,285
EMERALD — Nicole Barlow, <i>Go Give Area</i>	\$9,801
PEARL — Lydia Paul, <i>Go Give Area</i>	\$8,325
DIAMOND — Nancy Dove, <i>Go Give Area</i>	\$8,636
RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$21,342

Top Beauty Consultant — Personal Sales

SAPPHIRE — Patricia Meyer, H. Price Unit, <i>G. Gaston Area</i>	\$17,269
EMERALD — Olukemi Andong, G. Adeoye Unit, <i>G. Mayfield Banks Area</i>	\$16,047
PEARL — Shauna Okongo, P. Rooney Unit, <i>J. Brack Area</i>	\$10,578
DIAMOND — Chinonye Ukabi, S. Ozurigo-Odum Unit, <i>J. Grady Area</i>	\$10,359
RUBY — Denise Schopfer, K. Walker Unit, <i>K. Copeland Area</i>	\$15,737

Top Team Builder

SAPPHIRE — Kimberly Battle-Miller, B. O'Sullivan Unit, <i>B. Bridle Area</i>	11 New Team Members
EMERALD — Monica Samples, L. Parrino Unit, <i>C. Millard Area</i>	10 New Team Members
PEARL — Sales Director Amelie Kemogne, <i>D. Berggren Area</i>	11 New Team Members
DIAMOND — Rocio Lucas, C. Hernandez Unit, <i>R. Fernández Area</i>	15 New Team Members
RUBY — Katerine Alvarez, E. Santos Unit, <i>Go Give Area</i>	11 New Team Members

Top Unit Builders Independent Sales Directors with 20 or more new unit members for July 2009.

Sapphire

Kim Cowdell.....	25 New Unit Members
Martha Alicia Gonzalez.....	23 New Unit Members
Michelle Sara Moore.....	22 New Unit Members
Marieleni Marley Ramirez.....	22 New Unit Members
Tabitha A. Hallums.....	21 New Unit Members
Anne Marie Slightam.....	20 New Unit Members

Emerald

Angel Hurley.....	23 New Unit Members
Ann Shears.....	23 New Unit Members
Delia Ponce.....	21 New Unit Members

Pearl

Stephani Prendes.....	30 New Unit Members
Nicole J. Canamare.....	22 New Unit Members
Kristin Myers.....	21 New Unit Members
Pauline White.....	21 New Unit Members
Jennifer Burris Woodward.....	21 New Unit Members
Virginia S. Rocha.....	20 New Unit Members
Lerma E. Valdez.....	20 New Unit Members

Diamond

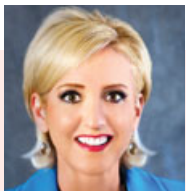
Meyra Esparza.....	28 New Unit Members
Rosario Martinez.....	25 New Unit Members

Amy Allgood.....	24 New Unit Members
Indhira Fernandez.....	23 New Unit Members
Cruz Amparo Hernandez.....	23 New Unit Members
Noraida Hernandez.....	23 New Unit Members
Evitelia Valdez-Cruz.....	22 New Unit Members
Ana X. Solis.....	21 New Unit Members
Rosa Bonilla.....	20 New Unit Members

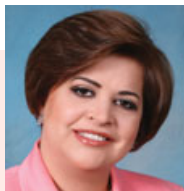
Ruby

Crystal Carper.....	24 New Unit Members
Phuong L. White.....	23 New Unit Members
Karen E. Gardner.....	21 New Unit Members

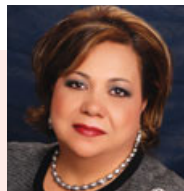
New Independent National Sales Directors Debut July 1, 2009



Lisa Allison
Senior National
Sales Director
Pearl Seminar



María Guadalupe Díaz
National Sales Director
Sapphire Seminar



Rosa Carmen Fernández
National Sales Director
Diamond 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?

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2009 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKCards, MK Men, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Smart Wiper, TimeWise, Tribute and Velocity* are registered trademarks; and *Darci, Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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get the trend for \$20 or less



Get what's hot now at a super value! Professional makeup artist Ashunta Sheriff, who works with celebrities including Alicia Keys, Hilary Duff and Jennifer Hudson, has spent the last 10 years molding and creating her own signature, flawless, clean beauty technique. She recently partnered with Mary Kay Inc. to identify top makeup trends for the 2009 fall/winter season. Here's how you can get these trends for under \$20.

Just Cheeky

Ashunta: "Sculpted cheeks make a comeback, created by using a technique of sucking cheeks in and brushing upward toward the ears, letting color fade away. Try this with any Mary Kay® Mineral Cheek Color. I love Strawberry Cream, Pink Petals and Cinnamon Stick."



\$10 each



\$18

\$14

Flawless Skin

Ashunta: "The return of semi-matte skin is hot for fall. It is a modern twist of sheer and matte makeup, but with a luminous glow. Try Mary Kay® Mineral Powder Foundation or Mary Kay® Full-Coverage Foundation."

Pretty Peepers

Ashunta: "Lots of lashes are still the rage. Mascara such as Mary Kay® Ultimate Mascara™ can be used to create a faux lash experience."



\$15



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

Lovely Lips

Ashunta: "Lipsticks are everywhere! Every color is represented on the runways this season. Lips were done to make it more modern, without liners, but if your lips are thin, use a lip liner to add instant fullness and increase wearing time."

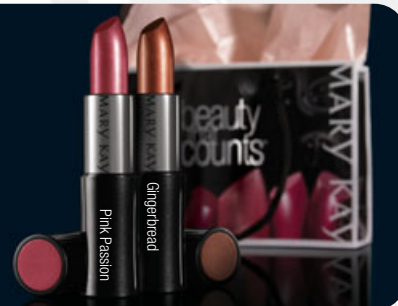


\$13 each

\$10

make a difference

You can join Mary Kay in its effort to change the lives of women and children around the world through your purchase of *Beauty That Counts*™ Mary Kay® Creme Lipstick through Dec. 15. In the United States, \$1 will be donated from each sale of *Beauty That Counts*™ Lipstick in Gingerbread and in limited-edition Pink Passion (\$13 each). As part of this effort, in the United States, Mary Kay is proud to support The Mary Kay Foundation in its efforts to end domestic violence. Help make a difference!



“armywives gives back.”

a heartwarming episode of women helping women

When the popular *Lifetime* television series *Army Wives* launched a campaign to aid deserving military families, Mary Kay Inc. saw the perfect partnership opportunity. For Army Sergeant Aneana Pearce of Hinesville, Ga., the collaboration meant that she, in turn, would be equipped to realize her own long-held dream to help young men and women craft a better future for themselves.

A devoted single mom of three, Aneana is an active church member with a growing music ministry who seldom takes time out of her busy schedule just for herself. Pampering? Not on her radar. The 11-year Army veteran served two tours of duty in Iraq, returned to Georgia to enroll in school full time and bought a house so that her mom and sister could come live with her and her children. True to her self-sufficient nature, Aneana never imagined she would receive help in becoming a school counselor, much less a day of luxury that included a fabulous makeover by a professional makeup artist. But thanks to *Lifetime* and Mary Kay Inc., Aneana’s own future was about to take a beautiful turn.



At first stunned by the oversized mock-up of a check, Aneana gratefully received the \$10,000 donation for the books and other items she needs to finish her counseling degree. Her vision of helping others become the best they can be is now closer to reality, thanks to *Lifetime* and Mary Kay Inc.

Shades of Things to Come

When she learned of her surprise selection, Aneana was floored to find out she would be spending all day with Wendy Davis, the actress who portrays Joan on *Army Wives*, the character with whom Aneana most closely identifies. The fabulous pampering package included an afternoon at the spa on base, a head-to-toe makeover, a surprise party with her friends and family, and a check for \$10,000. Accustomed to wearing fatigues instead of dresses and almost no cosmetics, she was treated like a queen for an entire day. During her makeover, Aneana shared her dream of completing her counseling degree and helping troubled young boys and girls become successful and well-adjusted people. The Army provides assistance to cover her tuition, she said, but the cost of her books and other needed items had put her dream on hold. *Lifetime* was “just curious”: How much would it take for her to finish her degree? “About \$10,000,” answered Aneana, who, before leaving that evening, was shocked and tearful with appreciation when “Joan” presented her with a huge check for the full \$10,000!

Aneana will never forget that day, and the students she reaches through her counseling in years to come will never forget her inspiring influence. As Mary Kay Ash said, “Beauty is illusory. You communicate it not only by your appearance, but also by your manner and vitality, your sense of confidence and style. Our goal at Mary Kay Inc. has always been to help women bring the beauty they have inside, *outside*.” Preparing women from every walk of life for success remains the Company’s mission: enriching lives, one woman, one story at a time.



◀ Aneana’s Look

- Mary Kay® Concealer – Beige 2
- Mary Kay® Facial Highlighting Pen – Shades 3 and 4
- Mary Kay® Eye Primer
- Mary Kay® Brow Definer Pencil – Soft Black
- Mary Kay® Medium-Coverage Foundation – Bronze 607
- Mary Kay® Mineral Eye Color – Sweet Plum, Honey Spice and Chocolate Kiss
- Mary Kay® Ultimate Mascara™ – Black
- Mary Kay® Lip Liner – Dark Berry
- Mary Kay® Creme Lipstick – Downtown Brown
- Mary Kay® NouriShine® Lip Gloss – Sweet Raisin

During homesick moments while deployed in Iraq, Sergeant Aneana Pearce looked forward to returning to Georgia someday and buying a home for herself and her family. Now she looks forward to helping young boys and girls make their own dreams come true. Helping Aneana help others was the perfect Mary Kay “opportunity”!



(Right) Aneana and family with *Army Wives* actress Wendy Davis ▶

pink changing lives™



rebirthing a business

It's been seven years since **Independent Beauty Consultant Dawn Meade** of Missoula, Mont., in the **Independent National Sales Director Lisa Madson** Area, started her Mary Kay business for the first time. But like a clause on one of the many insurance forms she can almost recite from memory, "preexisting conditions" led to the loss of her customers and her entrepreneurial dream. Then, as quickly as her Mary Kay connection was broken, it sprang to life again late last year when she reunited with a former customer, a woman who had steadfastly proclaimed she would "never sell cosmetics!" but who by then was an Independent Sales Director. Dawn saw the legacy she herself could have established "if only," and in that moment, her desire for a more abundant life came rushing back. Grasping at the future that had slipped through her fingers, this time she was determined to start over with intentional planning and purpose, determined to earn the use of one of those tempting Mary Kay Career Cars and

again build her loyal customer base, one personal relationship at a time.

When Dawn looks back over the events of the past year and remembers what she's faced — and faced down — to recreate her more rewarding future, she's grateful to God and to those who have provided a comforting shoulder when she needed it. She continues to tackle and slay giants one at a time, day by day. Some of them — especially the chronic ones — require all her faith to manage. She stays alert to the pitfalls that ensnared her business the first time, more appreciative today for what the Mary Kay opportunity offers. She sees her "second chance" as the prologue to a story still unfolding, and as she writes each new chapter from her heart, Dawn discovers another installment of strength she never knew she had, that next ray of hope that looked impossible just yesterday. Now she dreams again, believing for the chance to pass on that strength and hope to others.

A World Upended

It was the winter of 2008, and local and national meteorologists had been busy issuing the typical rash of whiteout warnings and avalanche alerts. Dawn, a native of Juneau, Alaska, and her Missoula neighbors simply stocked up and continued on with everyday life, prepared for blizzards and gale-force winds with a hardy “welcome to winter in Montana” outlook. Dawn’s 19-year-old daughter, Stephanie, had recently landed a job at a day care center. She had been there just two weeks when she came home one evening feeling under the weather. “Influenza was going around at the time,” recalls Dawn. “We thought with a few days’ bed rest and a little TLC from Mom, she’d be fine.” But two weeks later, Stephanie lay flat on her back in ICU with a rare form of pharyngitis, a condition that restricted her breathing nearly to the point of asphyxiation.

Dawn and her husband, Steve, stayed at Stephanie’s bedside as much as possible. When a phone call from Stephanie’s employer came a few days after she was admitted letting the family know she had been fired, Dawn says they accepted the news without much reaction. “We had bigger things to worry about, like whether we were about to lose our eldest daughter.”

Within a few weeks after returning home, though, Stephanie had bounced back enough to start taking short trips to rebuild her stamina. She and Dawn were enjoying a shopping jaunt to the nearby mall one afternoon when Dawn noticed something suddenly wrong with Stephanie’s right eye, an odd tic of some sort. Stephanie said she wasn’t feeling well, and they headed for the car. Dawn describes the fear that gripped her next. “Halfway home, the whole side of her face started twitching and convulsing, and her tongue was making a scary-sounding sucking noise in her mouth. As terrified as I was, I didn’t want to scare her, so without saying anything, I drove to an urgent-care facility.” The staff members there took one look and dispatched them to the emergency room. Numerous tests later, the diagnosis was conversion disorder, a mental disorder in which patients exhibit various symptoms without discernible cause. The doctors explained that seizures, paralysis and even blindness can occur in response to a suppressed stressful event – the brain’s way of “dealing with it.” “Following so close to her illness, I couldn’t believe it,” says Dawn. “We were

convinced her symptoms had something to do with the flu and the pharyngitis.”

Two days later, Dawn and Stephanie were making another emergency trip, this time to the ER in Spokane, two-and-a-half-hours away. “By then the whole right side of her face was stretching in a rhythmic movement from side to side, and her eye was closing in time with the movements,” Dawn says. “It was a frightening sight.” When the neurologists agreed with the original diagnosis, Dawn and Stephanie left the hospital feeling defeated. They went to a hotel to rest, and while there, Dawn received a call from a nurse. The woman had attended Stephanie and shared her concern with her neurologist husband, who practiced at another hospital in Spokane. He wanted to see Stephanie as soon as possible. “By the time we reached his office early the next morning, she was walking like a drunken sailor.” Dawn’s eyes fill with tears at the memory of her daughter’s distress. “She could barely speak. They admitted her immediately, and again I thought she was going to die or lose all her mental capacity.” Stephanie’s condition, which was deteriorating rapidly, now was diagnosed as cerebellitis, this time an aftereffect of the flu. She started receiving a series of highly potent intravenous medications called immunoglobulin therapy. “By then she couldn’t walk, talk or hold herself up,” says Dawn. “She was like a rag doll. Starting with the evening she came home sick from the day care center, it was like our lives had been turned upside down.”

Soon the family was breathing a collective sigh of relief that the anti-inflammatory drugs seemed to be working. By the end of June, Stephanie was walking again without help. She had gone from wheelchair to walker to cane to “unassisted.” Dawn didn’t know then, nor mercifully, did Stephanie, that the worst was yet to come.

Just as There Seemed No Hope

In August, Dawn took a job at an insurance agency to help with bills still piling up. A week later, just as life was returning to normal, Stephanie was stricken with an undulating rhythmic contortion in her torso. She passed out cold. “She had just come out of round-the-clock care,” says Dawn. “We had a month of rest

before the nightmare began again.” Over the following weeks, the extreme seizures contorted Stephanie’s body and the side of her face so that her whole head was twisted to the back, causing intense pain. “Sometimes she looked like she had had a stroke. Her face was half paralyzed, and she couldn’t control the drooling. Several times she couldn’t swallow. We made so many ambulance trips to the emergency room – sometimes as many as four a week – that they all knew us.” Dawn became a vigorous advocate for her daughter’s care, monitoring what medications were given to her and when. Finally Stephanie came home to a bedroom outfitted like a hospital room. Her mom still wrestles with the emotional images engrained in her memory. “This beautiful young woman was reduced to indignities that were hard to accept.” Stephanie’s 18-year-old sister, Clare, was “an immense help” throughout the ordeal, says Dawn, who resigned her insurance job and stayed on the telephone with experts, probing for any information that might help. She and Steve eventually took Stephanie as far away as Houston. “Stephanie felt like dying, and at that point, I was willing to accept any diagnosis and treatment that brought her relief. Some doctors thought we should leave her alone to ‘come out of it’ by herself. I couldn’t do that. Watching her crawl on the floor to the bathroom was unacceptable.”

As doctors groped for the root of Stephanie’s distress, revelations of past events in her life began to emerge. She had experienced disturbing things during Dawn’s divorce from her first husband, and those incidents had begun to surface when the flu induced cerebellitis and its swelling. Without a way to manage the trauma, Stephanie’s brain was producing a violent rush of emotions and psychosomatic reactions. Over the next four months, she endured several bouts in mental care facilities. Finally, the family connected with a therapist whose efforts were more successful in helping Stephanie cope. “For a long time we were afraid of doing something, anything, that would cause her stress and bring on an attack,” Dawn acknowledges. “We had to learn, and are still learning, new ways of communicating with her.” Today Stephanie’s seizures have declined to about one per month, allowing her mom more time to find relief of a different kind. Their medical odyssey had lasted a year.

It's Never Too Late to Start Over

"Ever since becoming a mother, I've only worked outside the home when there was no other choice," shares Dawn. "Raising my three children was always my first obligation." She smiles proudly at the array of framed pictures on her home desk. "My kids are beautiful people who have suffered some terrible situations, yet they've never been a problem." But heartache found Dawn early in life in other ways. Her spine began degenerating at age 14, and she had her first surgery three months after marrying at 19. "It took six months to learn to walk again because the nerve damage was so extensive," she says. "By that point I was learning to live with pain." Then she started her family, and for 12 years, she functioned normally. But the degeneration resumed in her 30s, and continues, starting from both ends of her spine and meeting in the middle. The pain is often excruciating. "Sometimes I'm not pleasant to be around," she admits. "I've had a total of 10 neck and back operations, accompanied by numerous procedures and medications. I have an autoimmune disease that affects my pituitary, thyroid and adrenal glands, in addition to arthritis and fibromyalgia. The times when I've been bedridden, I just wanted to shut out the world. But I can't live like that, so I do what I can and try to stay active. I listen to my body and work every chance I get."

Last December, Steve, a manager for an electrical company, learned that his wages were being cut in half. "The only way I could deal with everything coming at me was to rely on God," says Dawn. "It felt like more than I could take." Soon she called her best friend and previous Mary Kay customer, **Independent Sales Director-in-Qualification Jean Ann Hinson**, who had moved to Oregon the previous year.

"Stephanie's illness consumed our attention, and I had lost contact with Jean Ann. She sounded like a different woman!" says Dawn. "She's been through her own trials and was negative before, but now she was the voice of optimism, energy and confidence. I knew I had to be part of her team and revive that positive Mary Kay life I had once known too. Not only was this development an answer to prayer for help with our finances, but I wanted the bubbly happiness she exuded. Armed with a solution, I didn't feel so overwhelmed. I knew this time I was going to stick



with my Mary Kay business. The first time I had three back surgeries in one year and allowed myself to give in and give up my customers. Now, no matter what, I can't wait to see how many women's lives I can change for the better."

The Satellite Education Event last February proved to be both a turning point and a confirmation in Dawn's life. She learned new ways to make her business work and recommitted to her own success. Because her journey has seen its twists and turns, Dawn feels a special empathy for others who have struggled. "So many are suffering physically and financially, and I can identify with them. I want to reach them, encourage them, show them their dreams can come true. It's right there in front of you. There's so much negativity in the world, and sometimes my mind tries to tell me I don't deserve to realize my dreams. But I do deserve that, just as every woman on this planet deserves it. Bad things can happen that aren't in our control, but *Mary Kay is in our control*. The freedom we have through this opportunity allows us to go as far as we want. That's amazing! I don't know of another business in the world that offers that. I can't wait to see where my dreams take me. Thank you, Mary Kay Ash, for making your dreams come true and for giving all of us the same opportunity!"

One More Hurdle Held a Surprise

Dawn was shocked to win the "Smart Lady" Francisco Biasia handbag at the Feb. 14 Satellite Education Event. The challenges she overcame to get there were worth it, she says. "My business was only two months old as I drove alone in a massive blizzard for two hours to reach the theater. I kept thinking about the many family, health and financial issues I was facing, and I felt lonely because there was no one to go with me. This gorgeous handbag became a symbol of my perseverance. What I learned that day was invaluable." Now nearing her one-year Mary Kay anniversary, Dawn offers an insider's tip: "Anyone at any stage can sharpen her professional IQ by taking advantage of Mary Kay education opportunities!"

Come S.E.E. What You Can Learn.

Next Satellite Education Event:
Dec. 5, 2009

Registration: Oct. 26 – Nov. 27

Reasons to go: Product education, meet and mingle, sales tips and techniques, boost your success potential and prize drawings.

You'll be thrilled with the business-building pointers you'll pick up in just two fast-moving hours at the next Satellite Education Event. Mary Kay leaders such as **Independent National Sales Director Robin Rowland** gave an enthusiastic thumbs-up for the Feb. 14 presentation. "It was thrilling to be in the packed audience with excited Mary Kay women on every step of the career path," says Robin. "The information shared was fun, educational and well-presented. Thank you for this new venue. I hope this was the first of MANY!" **Independent National Sales Director Betty Gilpatric** chimes in: "The Satellite Education Event was absolutely AWESOME! The time flew by, the information was entertaining and we gained so many great ideas. I rate it a 12 out of 10!" **Independent Sales Director Linda Nielsen** loved learning the "24 by 24 by 24" plan and quickly applied it at a New Consultant Orientation. "Thanks for offering up-to-date information in this wonderful format!"

Go-Give® Award

Congratulations to the winners for November 2009.

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."



Linda
Silman

Sapphire
Independent Senior Sales Director
Began Mary Kay
August 1982
Sales Director Debut
January 1989
Offspring two first-line
National Sales Director
Go Give Area
Honors Premier Club qualifier; Circle of Honor; 11-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$55,946
Personal Lives in Cooper, Texas
Husband, Billy Jack; son, Bruce; daughters: Kristy, Sally; six grandchildren
Favorite Quote "For I know the plans I have for you," declares the Lord, "plans to prosper you and not to harm you, plans to give you hope and a future."
Jeremiah 29:11
Independent Beauty Consultant
Tammie Edwards of Missouri City, Texas, says, "In her community, Linda has opened her home to others through church and school involvement. And she always takes in adoptees, loving and educating them as if they are her own."



Kimberly
Loibl

Emerald
Independent Senior Sales Director
Began Mary Kay
June 1982
Sales Director Debut
January 1984
Offspring one first-line; four second-line
National Sales Director
Kerry Buskirk
Honors Premier Club qualifier; Star Consultant; three-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$57,144
Personal Lives in Goddard, Kan.
Husband, Glenn; son, Brandt; daughter, Brandi; one granddaughter
Favorite Quote "Pretend everyone you meet has an invisible sign around his or her neck that says, 'Make me feel important.'"
— Mary Kay Ash
Independent Sales Director
Ashley Clinesmith of Park City, Kan., says, "Kim has been a mentor and mom to me since I was young. She, like my mom, worked her business as a single mom — and what an example! Kim makes everyone feel loved with constant words of affirmation."



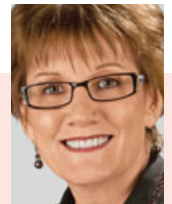
Tara
Mitchell

Pearl
Independent Sales Director
Began Mary Kay
August 2001
Sales Director Debut
November 2005
National Sales Director
Anita Tripp Brewton
Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; two-times Circle of Achievement; two-times Triple Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$66,757
Personal Lives in Covington, Ga.
Husband, Adam; sons: Gavin, Ethan, Caleb
Favorite Quote "You've got to do the things you've never done before to get the things you've never had before." — Zig Ziglar
Independent Sales Director
Amparito Mullery of Virginia Beach, Va., says, "Tara has helped me and others by encouraging us in doing what we do best in a way that uplifts us, makes us feel appreciated and sometimes challenges us to do what we fear the most."



Melissa
Mays

Diamond
Independent Senior Sales Director
Began Mary Kay
February 2001
Sales Director Debut
October 2001
Offspring one first-line
National Sales Director
Go Give Area
Honors Cadillac qualifier; Star Consultant; six-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; three-times Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$66,086
Personal Lives in Corydon, Ind.
Husband, Don; son, Bryan
Favorite Quote "The one thing you're not willing to do will be the one thing that will hold you back. Conquer your one thing today and realize you're getting better and better every day!"
Independent National Sales Director
Linda Toupin says, "Melissa has single-handedly shared her skin care class skills with many Independent Sales Directors. She teaches at my boot camp, and women literally rave about the experience, but more importantly, she transfers those skills."



Karen
Paluga-Larson

Ruby
Independent Future Executive Senior Sales Director
Began Mary Kay
October 1988
Sales Director Debut
June 1992
Offspring four first-line; eight second-line
National Sales Director
Go Give Area
Honors Premier Club qualifier; Circle of Honor; monthly Go-Give® Award winner, March 2003; 16-times Sales Director Queen's Court of Personal Sales; five-times Circle of Achievement; four-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$58,614
Personal Lives in Moorhead, Minn.
Husband, Randy; son, Eli; daughters: Stephanie, Alisha, Shonna, Jessie; one grandson
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Beauty Consultant
Cheryl DeVuyst of Morrison, Okla., says, "Karen took care of me and my family when I was diagnosed with cancer. She organized meal deliveries and drove me to my treatments when my husband was out of town."

The Purpose Behind Our Parties

In honor of all parties* held in October, **Mary Kay Inc. is donating \$1.5 million** to The Mary Kay Foundation and its efforts to end domestic violence. So when you, your customers and their guests join together to “party with a purpose,” everyone will leave feeling better about the way they’ve spent an hour. Your customers want to support a company with worthwhile **missions that enrich women’s lives**. When you share how they can make a difference with just an hour of their time, they’ll be glad they heard from you.

You can go to the Mary Kay InTouch® Web site to learn more and get great party ideas when you connect with your sister independent sales force members.



Build Customers. Hold Parties. Earn Income!
July 1, 2009 – June 15, 2010

Customers count. Parties count. When you have both, you have the ingredients for business success while reaching for the 5-million-party goal!**

*A party consists of one hostess, at least two guests and a minimum of \$200 in total suggested retail sales.

**Sell at least \$100 in suggested retail products to 36 new or existing customers each quarter of the Seminar year, and you'll achieve the *Customers Count* Challenges, receive exclusive Party Girl Essentials Collection prizes and be part of reaching the history-making 5-million-party goal.

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Give yourself (and other special women you know) the gift of beautiful, glowing skin and this stylish case for taking your beauty on the go!

**Just \$5* with a
Miracle Set purchase!**

The
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11 Age-Fighting
Benefits
in Four
Products

\$5*
with
purchase!

*Suggested retail price. Available from participating Independent Beauty Consultants with a full-sized Miracle Set purchase starting at \$90 suggested retail, while supplies last.

Go to Mary Kay InTouch® to find a full-sized, reproducible version of this page to share with your customers.