

MARY KAY

NOVEMBER 2020

applause®



*Delight Up
the Holidays!*

Holiday delights at every price.

NOVEMBER *Dates*

1

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

3

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

6

Winter 2020 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

10

Early ordering of the new Winter 2020 promotional items begins for Star Consultants who qualified during the June 16 – Sept. 15, 2020, quarter and Independent Beauty Consultants who enrolled in *The Look* for Winter 2020 through the *Preferred Customer Program*SM.

11

Veterans Day. Postal holiday.

15

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

16

Winter 2020 promotion begins.

25

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

26

Thanksgiving Day. All Company offices closed. Postal holiday.

27

Company holiday. All Company offices closed.



30

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

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

Online Independent Beauty Consultant Agreements accepted until midnight CT.



“

“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.”

”

Mary Kay

HELPFUL NUMBER: Customer Success Team 800-272-9333

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

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2020 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause*® magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.

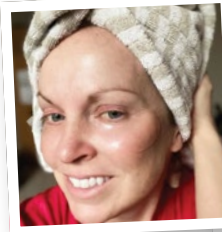
TRENDING *Now*



NOV. 4:

National Stress Awareness Day

A great way to de-stress? Offer your customers a soothing “me” time treat like *Mary Kay*® Hydrogel Eye Patches.



NEW! Pink Weekend Invite!

Here's a great way to help you promote the hottest holiday shopping weekend Nov. 27 - 30. You can help your customers take the stress out of shopping with gift ideas for everyone on their lists. *Mary Kay InTouch*® > Products > Product Central.

Learn more about Pink Weekend on Page 4.



Want to receive the latest news while on the go?

Get *Mary Kay*® texts about promotions, events, reminders and more! On *Mary Kay InTouch*® click the Profile icon above the search bar, then My Texting Preferences to opt-in.



1964

Introduces the first men's line, Mr. K, now known as *MKMen*®.

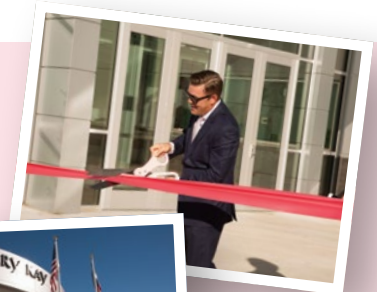
MARY KAY MILESTONES

2001

Mary Kay Ash passes away on Thanksgiving Day, her favorite holiday.

2018

Mary Kay Inc. opens the **Richard R. Rogers Manufacturing/R&D Center** in Lewisville, Texas.



Mary Kay is proud to share the *TimeWise Miracle Set 3D*® has earned the Good Housekeeping Seal

Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT PUBLICATIONS SPECIALIST: NICOLE CALDWELL SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal “do-not-call” and/or “SPAM” laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch*® website and click on “Tax and Legal” in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

DELIGHTFUL GIFTS

Help your customers Delight Up the Holidays with gifts like these.

CELEBRATE HER SPARKLE.

GIFTS THAT ADD SOME SHIMMER AND SHINE.

- MARYKAY CHROMAFUSION® EYE SHADOW IN GOLD STATUS, MOONSTONE, GRANITE AND FROZEN IRIS, \$8 EACH
PACKED WITH THE MARYKAY® PETITE PALETTE (UNFILLED), \$8
- FOREVER DIAMONDS® EAU DE PARFUM, \$40

MARYKAY®
HEARTFELT
SMALL GIFT BAGS
AVAILABLE ON
MKCONNECTIONS®
\$12/PK. 25

LIGHT UP HER GLOW.

GIFTS FOR THE SKIN-LOVERS.

- TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65
- MARYKAY NATURALLY® NOURISHING OIL, \$48



FIND MORE SELLING IDEAS AND HELPFUL RESOURCES ON
MARYKAY INTOUCH® > PRODUCTS > PRODUCT CENTRAL > HOLIDAY 2020.



PAMPER HER PRETTY.

GIFTS TO HELP HER FEEL
PERFECTLY PAMPERED.

- MARY KAY® HYDROGEL EYE PATCHES,
\$40, PK./30 PAIRS
- WHITE TEA & CITRUS SATIN BODY®
REVITALIZING SHEA SCRUB, \$18
- WHITE TEA & CITRUS SATIN BODY®
INDULGENT SHEA WASH, \$18



ILLUMINATE HER CONFIDENCE.

GIFTS THAT LIFT HER UP.

- TIMEWISE® MATTE 3D FOUNDATION, \$25 EACH
- MARYKAY® UNDEREYE CORRECTOR, \$16
- MARYKAY® BLENDING BRUSH, \$16
- MARYKAY® GEL SEMI-MATTE LIPSTICK
IN RED STILETTO, \$18



All prices are suggested retail.

Find ribbons, confetti and packaging materials like these shown at craft stores.



The hottest holiday shopping weekend just got a makeover. It's **Pink Weekend!**

MARK YOUR CALENDARS! NOV. 27-30



ENCOURAGE YOUR CUSTOMERS TO SHOP PINK WITH YOU! THEY CAN:

- Enjoy personalized, Golden Rule customer service.
- Say bye-bye to long lines and stressful encounters, and hello to online shopping or personal delivery.
- Support a small business that empowers women.

PINK WEEKEND TIPS

Shout it from the rooftops. Make sure your customers know you're open for business on Pink Weekend and are ready with great gifts at every price point!



Share. Use the new **Mary Kay-branded MKeCards®** plus email, social media, calls and texts to share your Pink Weekend specials, including any special incentives you offer. Find great resources online –



Products > Product Central > Holiday 2020.

Follow up. Get those sales as well as new appointments and even referrals to keep the momentum going!



Check out the special [Pink Weekend](#) tab on Product Central for resources to help you plan for this important shopping weekend!

Mary Kay® Personal Web Site Thanksgiving Friday Stats:



2019 TOP 10 SELLERS

- Mary Kay® Oil-Free Eye Makeup Remover
- Mary Kay® Hydrogel Eye Patches
- TimeWise® Age Minimize 3D® 4-in-1 Cleanser
- Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15* – Light-to-Medium
- TimeWise® Age Minimize 3D® Day Cream SPF 30 Broad Spectrum Sunscreen*
- Mary Kay® Ultimate Mascara – Black
- TimeWise® Miracle Set 3D®
- Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15*
- Mary Kay® Undereye Corrector
- TimeWise® Age Minimize 3D® Night Cream

CUSTOMER ORDERS**

	ORDERS	AVG. ORDER AMOUNT
Average Friday	1,300	\$69

2019 THANKSGIVING FRIDAY	8,730 ↑572%	\$100 ↑45%
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Don't have a **Mary Kay® Personal Web Site**? It's not too late! Sign up today, and let your customers safely and conveniently order from you 24/7!

Learn more on **Mary Kay InTouch® > Business Tools > Personal Web Site Manager.**

A TIME TO GIVE



THE MARY KAY
FOUNDATIONSM

FUNDRAISE.

Host a holiday fundraiser in your community.

DONATE.

Add a donation to *The Mary Kay FoundationSM* with your next product order.

SIGN UP TO BE AN AMBASSADOR.

Help raise awareness for The Foundation.

FOR MORE INFORMATION ON HOW TO GIVE THIS HOLIDAY SEASON, VISIT MARYKAYFOUNDATION.ORG.

SPARK A CHAIN REACTION!

OCT. 1-31: MAKE WAVES OF CHANGE!

You may be one person on this enormous planet, but you can single-handedly ignite life-transforming changes. Mary Kay Ash had a heart for helping women, so she created a foundation to fight cancer and domestic violence. The amazing thing is that you – and your customers – are supporting this cause too! As you share *Mary Kay*[®] products and build teams, let everyone know they are supporting a Company that gives back by funding cancer research and domestic violence shelters.

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

SPARK YOUR ENTHUSIASM!

JULY 1 – DEC. 31, 2020

Achieve the challenge each month **July through December** to earn this prize from the exclusive ***Spark A Chain Reaction!*** Collection by R.J. Graziano.



SPARK A CHAIN REACTION! FALL CONSISTENCY CHALLENGE

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

Unwrap *Beautiful Skin!*

Help your customers capture a gorgeous glow with the gift of beautiful skin.

TIMEWISE MIRACLE SET 3D®, \$110

This set is loved by so many! Perfect for those who want to address **early-to-moderate signs of aging**. Available in Normal/Dry and Combination/Oily.



MAGICAL MOMENTS.
JUDITH C. REID-HAFF,
INDEPENDENT
SALES DIRECTOR,
TEMECULA, CALIF.

"I love to sell Mary Kay year-round, but selling during the holidays is magical. I have a degree in studio art, so wrapping our fabulous *Mary Kay®* products feeds my creativity!

I take gift ideas to my customers. Every year, I ask several of my best customers to host holiday parties. They invite their friends, and I bring beautifully wrapped gifts along with skin care sets, fragrance, color products and samples. I offer incentives with their purchases. One example is a product of their choice from



a giveaway basket that includes mostly limited-edition products from previous quarters, wrapped and ready to go.

Early preparation is key and that includes inventory. In addition to the limited-edition holiday products, I make sure to have plenty of regular-line products on hand, too,

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



BOTANICAL EFFECTS® SKIN CARE, \$54



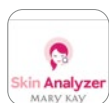
Mary Kay is proud to share the *TimeWise Miracle Set 3D®* has earned the Good Housekeeping Seal and is a top-selling products within the *Mary Kay®* product line.

BE A SKIN CARE EXPERT

With resources like these, you can boost your skin care expertise and provide Golden Rule service to your customers.



SKIN CARE CONFIDENT Earn the **Advanced Skin Care Consultant** designation when you complete this program and show your customers that you are serious about skin care and about helping them look and feel their best. *Mary Kay InTouch*® > Education.



MARY KAY® SKIN ANALYZER APP is a digital skin care assistant that you and your customers can download and use. They scan their faces, and you can provide personalized *Mary Kay*® product recommendations. Download for **free** from your app store.



New on marykay.com!

The new [♡ Your Skin](#) tab shares everything from skin care basics and the Mary Kay advantage to creating a customized regimen. It's just one more resource to share with your customers as you build your business and your sales!

CLEAR PROOF® **ACNE SYSTEM, \$45**



MARY KAY **NATURALLY®**

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



Product Spotlight:

HOLIDAY GLOW **TIMEWISE REPAIR®** **LIFTING BIO-CELLULOSE** **MASK, \$70, PK./4**

This luxuriously innovative, Korean beauty-inspired mask is great to use before special occasions! And the benefits grow with use over time.



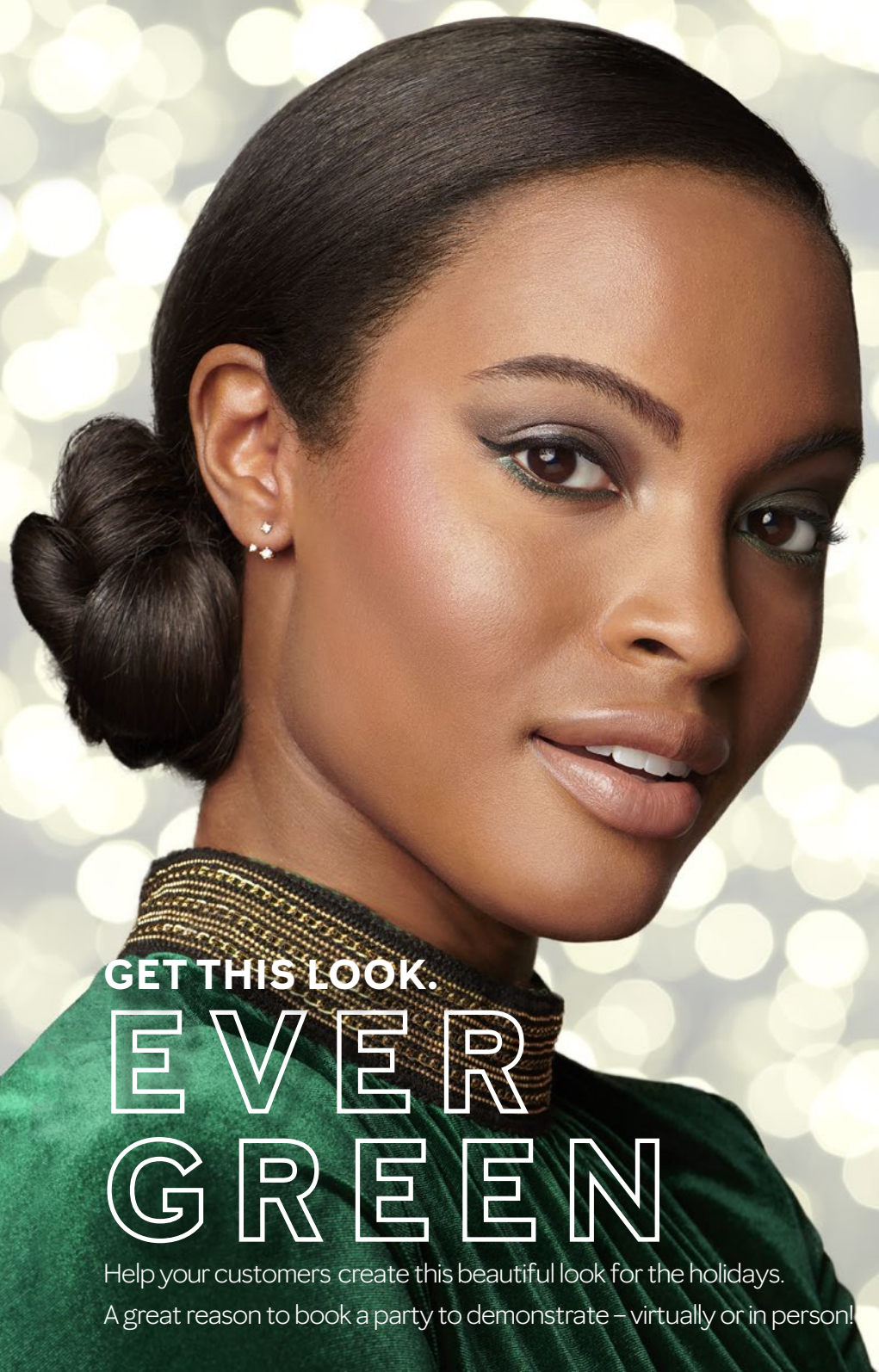
MARY KAY DIGITAL FLIP **CHART™**

can be used on your phone or tablet and walks you through the steps of a skin care party. It's on the *Mary Kay*® Digital Showcase App. There's also a handy Skin Care Party Flip Cart – Video Conference Edition on *Mary Kay InTouch*® > Education > New Independent Beauty Consultants Start Here > Mary Kay eStart.



SKIN CARE PLACE MATS are now 100 percent plastic! No worries if water spills. Even a wet facial cloth won't harm their shape or color. And there's a fresh new design you'll love! Available on Section 2 \$2.50, pk./4.





GET THIS LOOK.

EVER GREEN

Help your customers create this beautiful look for the holidays.
A great reason to book a party to demonstrate – virtually or in person!

VIRTUAL MAKEOVERS

Need a fun way to share *Mary Kay*® color at a distance? ***Mary Kay Mirror Me™*** is a virtual makeover app that uses augmented reality to try color products on the face in real time, allowing your customers to move naturally and view makeup in a lifelike setting. Available to download for free at your app store.

WATCH A HOW-TO!
MARYKAYINTOUCH® >
PRODUCTS > PRODUCT
CENTRAL > VIDEOS



BASE & LOWER LASHLINES

- *Mary Kay Chromafusion®* Eye Shadow in Emerald Noir, \$8

CREASE

- *Mary Kay Chromafusion®* Eye Shadow in Hot Fudge, \$8

DEFINE

- *Mary Kay®* Liquid Eye Shadow in Meteor Shower (middle of eyelid), \$14
- *Mary Kay Chromafusion®* Eye Shadow in Sand Castle (under brow bone), \$8
- *Mary Kay®* Gel Eyeliner With Expandable Brush Applicator, \$18
- *Mary Kay® Ultimate Mascara™* in Black, \$15



- *Mary Kay Chromafusion®* Blush in Wineberry, \$14
- *TimeWise®* Age-Fighting Lip Primer, \$25
- *Mary Kay®* Gel Semi-Matte Lipstick in Bashful You, \$18
- *Mary Kay®* Mineral Powder Foundation, \$20

SUGGESTED TEXT:



Hi! I have a new holiday look I think you'll love! Book a party (in person or online) today, and you could earn Mary Kay® products while you hang out with your friends!

Tip: If your customers say they are too busy to get together during the holidays, no worries! Offer *New Year, New Look* parties in January!

All prices are suggested retail.



Gloria Mayfield Banks



Cindy Williams



Sonia Pérez



Patricia Turker



Lisa Madson

ALL IN *On You!* *¡AL CIEN contigo!*

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



Pamela Waldrop Shaw



Dayana Polanco



Dawn Dunn



Lupita Magaña



Anabell Rocha

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

Legal Tip: Remember, earnings information should never be shared on your social media pages./Consejo jurídico: Recuerda que la información de ganancias nunca se debe publicar en tus redes sociales.

ON-TARGET INNER/
DIAMOND/GOLD CIRCLE
EN MARCA PARA EL CÍRCULO
INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for July 2020, NSD Area Leadership Development Bonuses, Twice as Nice Credit for May 2020, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for June 2020.) 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, 2020, through July 31, 2020./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en julio de 2020; gratificaciones por desarrollo de liderazgo para Áreas de DNV, crédito "Dos veces bueno" de mayo de 2020 y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en junio de 2020.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2020 al 31 de julio de 2020.

INNER CIRCLE /
CÍRCULO INTERIOR
\$1,700,000

Gloria Mayfield Banks
\$143,541

\$1,050,000

Cindy Williams
\$87,520

\$850,000

Sonia Páez
\$73,282
Patricia Turker
71,355
Lisa Madson
70,791

\$800,000

Pamela Waldrop Shaw
\$67,601

\$650,000

Dayana Polanco
\$54,117

\$600,000

Dawn Dunn
\$52,599

\$550,000

Lupita Magaña
\$46,563

\$500,000

Anabell Rocha
\$45,127
Sandy Valerio
44,756

Kristin Myers

41,845

\$450,000

Julia Burnett
\$40,656
Dacia Wiegandt
39,606

Lynnea Tate

39,590
Stacy James
38,899

Kerry Buskirk

38,039
Anita Wood
37,560

Julianne Nagle

37,366
Pamela Fortenberry-Slate
37,316

\$400,000

Cyndee Gress
\$35,960

Mayuli Rolo

34,737
Cindy Fox
33,809

Somer Fortenberry

33,653
Yosaira Sánchez
33,485

\$350,000

Lorraine Newton
\$32,267

\$325,000

Kim McClure
\$28,412
Lia Carta
28,078
Jan Thetford
27,198
Ada García-Herrera
27,105
María Monarrez
27,087

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000

Mariana Moreno
\$26,838
Davanne Moul
26,667
Noelia Jaimes
25,729
Shannon Andrews
25,705
O'Nelly Encarnación
25,259
Patrice Moore Smith
25,225
Rosibel Shahín
25,066

\$250,000

Leah Lauchlan
\$24,676
Crisette Ellis
24,675
Bianny Ramírez
24,428
Marye Durrer (debut 7/20)
23,998
Mary Estupiñan
23,978
Carmen Hernández
23,803
Monique Balboa
23,593
Auri Hatheway
23,257
Kristin Sharpe
23,077
Kimberly Copeland
22,920
Lisa Allison
22,757
Sue Pankow
22,358
Caterina Harris Earl
22,167
Valerie Bagnol
22,139
Diana Sumpter
21,701
Diane Mentipty
21,478
Kym Walker
21,424
Rebecca Evans
21,296
Tammy Crayk Smith
21,261
Lara McKeever
21,210

\$200,000

Maggie Nevárez
\$20,569
Morayma Rosas
20,454
Pam Higgs
20,352

Pamela Tull
20,160
Enma Bermeo
20,106
Evelinda Díaz
19,365
Alia Head
19,163
Juanita Gudiño
18,929
Tammy Vavala
18,819
Heidi Goelzer
18,727
Mairelys López
18,499
María Flores
18,308
Yudith Pupo
18,236
Roxanne McInroe
18,233
Janis Z. Trude
18,140
Carol Lawler
17,833
Marixa González
17,508
Ruth Everhart
17,390
Bridget Shaw
17,229
Pam Ross
17,218
Candy Lewis
17,211
Sylvia Kalicak
17,210
Deb Wehrer
17,158
Elizabeth Muna
17,149
Gloria Báez
17,144
Gina Rodríguez-Oriola
17,130
Dawn Otten-Sweeney
16,989
Sonia Bonilla
16,913
Alma Orrostieta
16,906
Elizabeth Sánchez
16,752

GOLD CIRCLE /
CÍRCULO DE ORO
\$150,000

Noemí Jaimes
\$16,639
Evitelia Valdez-Cruz
16,545
Marilyn Marte-De Melo
16,536
Elaine Kimble Williams
16,250
Natalie Privette-Jones
16,129
Maricarmen Landa Ramos
16,062
Paola Ramírez
16,009
Julia Mundy
16,005
Cathy Bill
15,791
Michelle Sudeth
15,595

Cecilia James
15,540
Mia Mason Porter
15,262
Sharon Buck
15,216
Crystal Trojanowski
15,068
Annaka Krafka
14,749
Sabrina Goodwin Monday
14,699
Jill Davis
14,377
Evalina Chávez
14,353
Avelyn Smith
14,298
Kelly McCarroll
14,235
Donna Meixsell
14,113
Rosa Bonilla
14,055
Brittany Wirt
13,854
Vicki Jo Auth
13,630
Patty Olson
13,614
Holly Lowe
13,236
Sue Wallace
13,225
Tammy Romage
13,158
Nancy Osborn
12,847
Margaret Bartsch
12,789
Gena Rae Gass
12,684
Lupita Díaz
12,564

Soledad Herrera
12,564
Shelly Gladstein
12,511
Yvonne Lemmon
12,505

\$125,000

LaRonda Daigle
\$12,420
Julie Weaver
12,139
Kaye Driggers
12,094
Joy L. Breen
11,926
Krista Warner
11,904
Angie Day
11,802
Lily Gauthreaux
11,770
Gladis Elizabeth Camargo
11,768
Bea Millsagle
11,672
Kathy Rodgers-Smith
11,317
Alejandra Zurita
11,249
Sue Uibel
11,089
Cindy Z. Leone
10,900
Anita Conley
10,714
Terri Schafer
10,557
Jeanie Tamborello
10,512
Julia Serrano
10,487

MONTHLY COMMISSIONS
AND BONUS
GRATIFICACIONES Y
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in July plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts./Comisiones mayores de \$10,000 ganadas en julio además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

DIAMOND/DIAMANTE

Pamela Waldrop
Shaw** \$46,805
Lisa Madson* 38,525
Dawn Dunn* 34,128
Lynnea Tate 30,768
O'Nelly Encarnación 22,090
Shannon Andrews* 21,085
Yosaira Sánchez* 20,292
Kristin Sharpe 19,471
Julia Burnett* 17,904
Candy Lewis 15,839
Enma Bermeo* 15,784
Lisa Allison 15,504
Diana Sumpter 15,203
Julia Mundy 15,195
Heidi Goelzer 12,892
Marixa González 12,595
María Monarrez 12,455
Evitelia Valdez-Cruz 12,338
Sue Pankow 11,769
Rebecca Evans* 11,677
Leah Lauchlan 11,653

Soledad Herrera 11,153
Alia Head 11,013
Roxanne McInroe 10,826
Kaye Driggers 10,055

RUBY/RUBÍ

Cindy Williams* \$52,184
Anabell Rocha* 32,724
Sandy Valerio* 24,864
Cindy Fox* 22,687
Mary Estupiñan* 20,236
Stacy James* 19,445
Carmen Hernández* 18,959
Lara McKeever 16,352
Jan Thetford 15,377
Elizabeth Muna* 15,328
Kim McClure 15,111
Marye Durrer* 12,526
Lia Carta** 12,455
Tammy Vavala 11,467
Crystal Trojanowski 11,417

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

MONTHLY Commissions And Bonuses, cont.

SAPPHIRE/ZAFIRO

Cyndee Gress*	\$30,074	Kerry Buskirk*	24,529
Lupita Magaña**	26,357	Ada García-Herrera*	22,509
Kristin Myers*	23,695	Mayuli Rolo*	22,227
Somer Fortenberry	22,183	Julianne Nagle*	21,283
Lorraine Newton*	21,963	Crisette Ellis	21,268
Pamela Fortenberry-Slate*	21,198	Mariana Moreno*	21,253
Diane Mentiply	18,191	Rosibel Shahín*	19,050
Patrice Moore Smith	16,960	Bianny Ramírez*	18,278
Maggie Nevárez*	15,584	Gina Rodríguez-Orriola	17,497
Kimberly Copeland	15,399	Noelia Jaimes*	17,280
Valerie Bagnol*	14,561	Caterina Harris Earl	16,354
Bridget Shaw	13,995	Yudith Pupo	14,456
Avelyn Smith	13,289	Tammy Cray Smith	14,322
Dawn Otten-Sweeney	12,124	Pamela Tull	14,160
Mia Mason Porter	11,975	Sonia Bonilla	13,853
Ruth Everhart	11,867	Monique Balboa	13,570
Sylvia Kalicak*	11,741	Kym Walker*	13,287
Morayma Rosas	11,571	Cathy Bill*	13,089
Elizabeth Sánchez	11,229	Auri Hatheway	12,833
Davanne Moul*	11,142	Pam Higgs	12,663
Paola Ramirez	10,610	Evelinda Díaz*	11,803
		Jill Davis	11,783

EMERALD/ESMERALDA

Gloria Mayfield Banks***	\$107,636	Sabrina Goodwin Monday	10,665
Sonia Pérez**	56,275	Natalie Privette-Jones	10,617
Patricia Turker**	41,421	Carol Lawler	10,442
Dayana Polanco*	35,535		
Dacia Wiegandt*	25,177		
Anita Wood*	24,880		

*Denotes Senior NSD
 **Denotes Executive NSD
 ***Denotes Elite Executive NSD
 *Denota DNV Senior
 **Denota DNV Ejecutiva
 ***Denota DNV Ejecutiva de Élite

MARY KAY ANGELS ÁNGELES MARY KAY

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in July 2020./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en julio de 2020.

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

DIAMOND/DIAMANTE	
Kayla A. Holliday-Lamar, <i>Mary Kay National Area</i>	\$78,223
RUBY/RUBÍ	
Pamela D. Cox, <i>Mary Kay National Area</i>	\$110,531
SAPPHIRE/ZAFIRO	
Larinda J. King, <i>Mary Kay National Area</i>	\$108,295
EMERALD/ESMERALDA	
Tiqkia M. Barrow, <i>D. Wiegandt Area</i>	\$92,993

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

DIAMOND/DIAMANTE	
Kelly M. Freeman, <i>Mary Kay National Area</i>	\$20,044
RUBY/RUBÍ	
Luz Maria Puga, <i>M. Estupiñan Area</i>	\$12,951
SAPPHIRE/ZAFIRO	
Terri Price, <i>K. McCarroll Area</i>	\$11,050
EMERALD/ESMERALDA	
Tracy A. Clymer, <i>C. Bill Area</i>	\$15,456

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

DIAMOND/DIAMANTE	
Bliss C. Greenhill, <i>J. Nichols Unit, Mary Kay National Area</i>	\$11,988
RUBY/RUBÍ	
Tammy S. Caswell, <i>A. Schule Unit, Mary Kay National Area</i>	\$11,911
SAPPHIRE/ZAFIRO	
Niyazi Koray Ultav, <i>B. Shaw Unit, B. Shaw Area</i>	\$13,047
EMERALD/ESMERALDA	
Connie L. Grinols, <i>T. Czarasty Unit, Mary Kay National Area</i>	\$16,290

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO New Team Members

DIAMOND/DIAMANTE	
Donald Bruns, <i>A. Mingo Unit, Mary Kay National Area</i>	12
RUBY/RUBÍ	
Megan C. Fuselier, <i>V. Fuselier Unit, V. Fuselier Area</i>	11
SAPPHIRE/ZAFIRO	
Sales Director Rocio Renteria, <i>G. Camargo Area</i>	13
EMERALD/ESMERALDA	
Isamar Salazar, <i>T. Abad Unit, M. Rolo Area</i>	11

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

NEW UNIT MEMBERS/ NUEVAS INTEGRANTES DE UNIDAD

DIAMOND/DIAMANTE

Estefani M. Ruiz Ruiz	39 New Unit Members
Megan N. Wilkes	37 New Unit Members
Lilian Cedillo	33 New Unit Members
Monique Vallair	32 New Unit Members
Karla Somarriba	26 New Unit Members
Coty Maldonado	25 New Unit Members
Tanya L. Satcher	25 New Unit Members
Dana Davis-Armstead	21 New Unit Members
Stephanie A. Mottaz	21 New Unit Members
Chelsea C. Adkins	20 New Unit Members
Elizabeth Fernandez	20 New Unit Members
Savannah Gay	20 New Unit Members
Valerie Peterson-Kelly	20 New Unit Members
Karime Rosas	20 New Unit Members
Jamie V. Taylor	20 New Unit Members

RUBY/RUBÍ

Julia Grandy	31 New Unit Members
Pamela D. Cox	29 New Unit Members
Andrenette Moore	27 New Unit Members
Kenia K. Acosta	22 New Unit Members
Teka-Ann Haynes	22 New Unit Members
Shirley A. Lockett	20 New Unit Members
Ana Santos	20 New Unit Members

SAPPHIRE/ZAFIRO

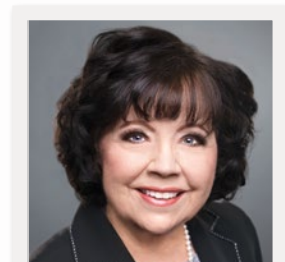
Larinda J. King	36 New Unit Members
Mona L. Murray	34 New Unit Members
Christina N. Newsome	33 New Unit Members
Beth H. Williamson	30 New Unit Members
Chelsea C. Altman	28 New Unit Members
JoAnn M. Allen	26 New Unit Members
Karin Morgan	25 New Unit Members
Lafreda D. Williams	25 New Unit Members
Daisy Cuevas	23 New Unit Members
Lavonda J. Lawrence	23 New Unit Members
Keita Powell	23 New Unit Members
Latricia R. Vango	20 New Unit Members
Felicia J. Vice	20 New Unit Members

EMERALD/ESMERALDA

Angela D. Tatum	34 New Unit Members
Michelle L. Calbert	30 New Unit Members
Lisa J. Charity	30 New Unit Members
Ebun Osaze	28 New Unit Members
Tiqkia M. Barrow	25 New Unit Members
Brendaliz Cajigas	25 New Unit Members
Emily S. Vjil	25 New Unit Members
Jannelik C.	
Engronatt Marquez	22 New Unit Members
Lindsay E. Freisthler	22 New Unit Members
LaKeshia M. Chisholm	21 New Unit Members
Elsi Coto	20 New Unit Members
Erika N. Cullen	20 New Unit Members
Tahis Garrido	20 New Unit Members
Dircia Rodriguez	20 New Unit Members

NEW INDEPENDENT NATIONAL SALES DIRECTOR DEBUTS, JULY 1, 2020/ DEBUTS DE NUEVAS DIRECTORAS NACIONALES DE VENTAS INDEPENDIENTES, 1 DE JULIO DE 2020

Congratulations to our newest Independent Senior National Sales Director **Marye Durrer** from the Ruby Seminar. / Felicitaciones a nuestra más nueva Directora Nacional de Ventas Senior Independiente **Marye Durrer** del Seminario Rubi



These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

SAPPHIRE / ZAFIRO

NEW DEBUTS

DEBUTS

May/Mayo de 2020

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



Ashley Boudreaux
Houma, LA
J. Guidry Unit



Jo Ann Jamison
Burlington, NC
G. Dunston Unit



Felicia J. Scott
Cypress, TX
S. Purnell Unit



Not pictured/Sin foto: *Aura S. Aragon Enamorado*, Houston, M. Morfin Unit; *Hilda J. Armstrong*, South Charleston, WV, M. Dailey Unit; *Portia B. Boyce*, Fayetteville, NC, N. Pettaway Unit; *Nicole L. Chabola*, Erie, PA, A. King Unit; *Denise N. Farrell*, New Castle, DE, M. Slythe Farquharson Unit; *Hermania Guzman*, Jersey City, NJ, O. Mendoza Unit; *Stacey Jones*, Garysburg, NC, T. Hedrick Unit; *Melanie Latham*, Lenoir City, TN, L. Foust Unit; *Dale Sampson*, San Antonio, L. Sampson Unit; *Fabiola Valdez*, Nyssa, OR, C. Martínez Unit.

DEAN'S LIST

LISTA DEL DECANO



July/Julio de 2019

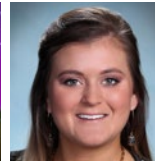
The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.



Rayna Lee
Hilliard, FL
D. Otten-Sweeney Area
Sapphire Seminar



Ana Cabrera
Miami
D. Polanco Area
Emerald Seminar



Morgan A. Jenkins
Savannah, GA
Mary Kay
National Area
Sapphire Seminar



Congratulations!

TRIPLE CROWN

TRIPLE CORONA



July/Julio de 2019

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.



Rayna Lee
Hilliard, FL
D. Otten-Sweeney Area



¡Felicitaciones!

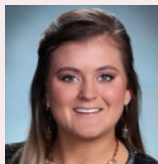
If just **one** more woman today discovers how great she really is, it will be a **great** day./
Si tan solo **una** mujer más descubriera hoy lo grandiosa que es, sería un **gran** día.

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

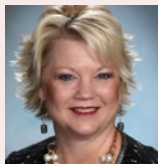
HONORS SOCIETY SOCIEDAD DE HONOR

July/Julio de 2019

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



Morgan A. Jenkins
Savannah, GA
Mary Kay
National Area



Rayna Lee
Hilliard, FL
D. Otten-
Sweeney Area



Mona L. Murray
Mobile, AL
P. Moore Smith Area



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

FABULOUS 50s FABULOSOS 50

January/Enero de 2020

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.



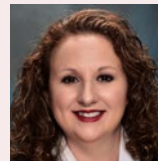
Gloria Dunston
Graham, NC
Mary Kay
National Area



Mattie Jackson
Houston
L. Newton Area



Evangelina C. Lyons
Colorado
Springs, CO
M. Rosas Area



Crystal Perkins
Forest Hill, LA
K. Copeland Area



Tracy S. Ritchie
Rockwell, NC
Mary Kay
National Area

ON THE MOVE EN ACCIÓN

July/Julio de 2020

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Yolanda Arellano
Hilda J. Armstrong
Mariana Becerril Lopez
Nicole L. Chabola
Jo Ann Jamison

Stacey Jones
Melanie Latham
Felicia J. Scott
Fabiola Valdez

Red Jackets, cont.

Rosita C. Browne Young
Linda Brownlee
Rebecca C. Brumfield
Terry Bunch
Hope R. Burnett
Jesika K. Campbell
Cedric Canady
Maritza V. Cardoso
Carla Carta
Jasmine Causey
Kimia R. Collins
Brady Colston
Sherrie Coy
Alisa A. Crawley
Winessa Crutchfield
Tammy Davenport
Penny J. Day
Rebeka Dechesne
Beth L. Dlugokinski
Angela L. Doland
Amber Dollard
Stephanie R. Dukes
Sarah Earnhardt
Paola Enriquez
Nicole Essington
Vidalina Esteban
Kathrine J. Feinstein
Jessica Floyd
Camerina Garcia
Valencia R. Garner
Brittany Giles
Patricia Gomez
Claudia E. Granados
Melissa D. Green
Allisson Gutierrez
Justine J. Halamicek
Karen L. Haller
Carsetta Hamilton
Della L. Hemphill
Cynthia Henry
Karina Hinojosa
Amy S. Hitt
Regenia Hooker
Edie K. Hopewell

Savannah T. Horne
Stefanie Huffstettler
Ashley R. Inniss
Shannon Jaeckle
Celeste Jefferson
Tammy L. Johnson
Aliyah Jones
Margaret Jones Hagelman
Paula A. Jordan
Amy R. Jupin
Deborah J. Kinkel
Sabrina Kirby
Leanthia M. Knowles
Yniska L. Lemon
Tamala Leverett
Angela M. Lockett
Maria Lopez
Maribel Lopez
Sadya C. Lopez
Dena Lunetta
Sherry D. Mariable
Shanaye L. McFarlane
Audrine C. McLean
Nolvia Mejia
Kelly Melton
Angelica M. Mendoza
Debbie L. Moneymaker
Chiquita W. Monroe
Kristie L. Moore
Renea Moore
Virginia Moreno
Cheriette K. Murphy
Catherine Nations
Rebecca Newson
Annesha R. Nicholson
Elizabeth Ogonga
Kristine Oliver
Ashley Opiela
LaKrista L. Page
Sandra Partida
Holly C. Pearson
Rhonda S. Pelley
America Perez
Ajia R. Porter

Maritza J. Prida
Sara L. Pruitt
Deidra M. Puller
Tiffany Quattlebaum
Rosa Ramos
Mary Ray
LaKendra N. Record
Orfa Sarai Reyes
Malinda E. Richie
Binda L. Rivera
Maria R. Rodriguez
Paula Rodriguez
Von Ross
Cindy L. Rutz
Michelle Rye
Ivonne Salazar
Joan Y. Salazar
Fidelina P. Sanchez
Ma L. Santillan
Sahara A. Shackelford
Cheryl L. Shaver
Joyce D. Silva
Cynthia M. Simon
Ericka Small
Angela Smith
Brittany N. Smith
Zizilila J. Sotelo
Nattie E. Spencer

Shania L. Stone
Jennifer Summers
Wanda L. Sykes
Maritza D. Teyes
Elizabeth Thomas
Shavon Thomas
Olly Thompson
Dalia R. Torres
Michelle Torrey-Christensen
Kristi Turner
Tricia Urquhart
Alaina Valcourt
Alejandra Vaquera
Erin B. Vaughn
Annie Warbritton
Monica Ware
Natasha T. Warren-Williams
Trisha M. Waters
Skyler S. Weaver
Jill Webb
Loretta Webber
Erin J. Wheeler
Jessica J. Whitaker
Hannah White
Elsie L. Wilridge
Meghan C. Wintrich
Karen S. Younk
Maria J. Zapatero

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

July/Julio de 2020

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



Mary Aaron
Damaris Alaniz
Kezia Alford
Amber D. Allen
Yuliana Alonso
Lisa Anderson
Casey M. Anzualda

Angelica Aviles
Itzel G. Barragan
Stacey E. Berry
Indira E. Blackwell
Alicia M. Blades
Jaimie Blombach
Josefa Botello

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MEET YOUR NSDS CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click "Meet Your NSDs" under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en "Conoce a tus DNVs" bajo el separador "Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

GRAND ACHIEVERS
GRAN GANADORAS

July qualifiers/Calificadas en julio de 2020
Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on Mary Kay InTouch under "Resources," "Publications" and "Advance Brochure."/Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto Avance en Mary Kay InTouch*.

Table with 2 columns: SALES DIRECTORS/DIRECTORAS DE VENTAS and CONSULTANTS/CONSULTORAS. Lists names of individuals who qualified for the Career Car award.

13% CLUB
CLUB DEL 13%

July/Julio de 2020
The top 25 independent sales force members in the Sapphire area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during July./Primeras 25 integrantes del cuerpo de ventas independientes en el área Zafiro que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en julio.

Table with 4 columns: SAPPHIRE/ZAFIRO, listing names and commission percentages of the top 25 independent sales force members.

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

GOLD MEDALS MEDALLAS DE ORO

July/Julio de 2020
Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

Large table with 4 columns listing Gold Medal winners (Medallas de Oro) by name and count. Includes a note at the bottom: *Denotes Independent Sales Director. *Denota Directora de Ventas Independiente.

ACHIEVEMENT CIRCLE CÍRCULO DE LOGROS

July/Julio de 2020

The top 100 Independent Sales Directors in each Seminar area based on their July 2020 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de julio de 2020.

DIAMOND/DIAMANTE

Kayla A. Holliday-Lamar	\$78,223
Monique Vallair	74,619
Megan N. Wilkes	74,291
Elizabeth Fernandez	71,277
Karime Rosas	70,340
Beverly Taylor	69,416
Lilian Cedillo	68,031
Coty Maldonado	67,899
Mariel Santiago	65,388
Stephanie A. Mottaz	64,375
Sherrie C. Purvis	63,165
Jamie V. Taylor	61,763
Kristiana M. McElroy	61,702
Chelsea C. Adkins	59,341
Angela J. Fry	55,074
Raquel V. Sanchez	54,515
Cindy Machado-Flippen	54,507
Sarah Driggers	53,939
Sara R. Pennella	52,167
Mary Kathryn King	51,939
Karla Somarriba	51,634
Mary P. Creech	50,706
Astrid Pagan	50,057
Constance Nugent Miller	49,368
Susan M. McCoy	48,917
Amy Kemp	48,766
Kimberly George	47,692
Jessye R. Nichols	47,144
Dana Davis-Armstead	46,697
Jenny Siemonsma	46,503
Suzanne T. Young	46,397
Terri Lewis	45,524
Crystal D. Gardner	45,510
Marsha Morrisette	45,498
Ruth Alvarado	45,246
Elvi S. Lamping	45,046
Sheila Gonzalez	44,508
Bianca Torres	44,146
Terri J. Beckstead	43,700
Stacey C. Curry	43,515
Kellymarie T. Mendoza	42,514
Delmi C. Santos	42,309
Gerri Anne Morris	42,267
Shannon M. Nelson Duguay	41,129
Kim A. Messmer	41,117
Deborah S. Bailye	40,943
Yessica Navarro	40,785
Christy Bigham	40,278
Lisa A. Stengel	39,698
Bobbi L. Richards	38,657
Samanta S. De Araujo	38,634
Paula Kelsch	38,573
Kathy M. Viola	38,510
Kelly Willer-Johnson	38,332
Roseli O. Narciso De Lima	38,326
Valerie Peterson-Kelly	38,304
Sandra M. Munguia	38,170
Rita M. Townsend	38,076
Estefani M. Ruiz Ruiz	37,690
Nicki R. Hill	37,567
Cheryl A. Searcy	37,412
Susie Moore	37,244
Ashley S. Orr-Graves	37,064
Cindy Rogers	36,604
Savannah Gay	36,564
Tanya L. Satcher	36,481
Ivania Lara	36,459
Kelly M. Freeman	36,066

Teresa A. Lischwe	36,051
Leslie Jackson	35,743
Alexis R. Slattery	34,987
Elizabeth E. Myers	34,958
Robin S. Lantz	34,769
Cassandra R. Chitwood	34,513
Kathy R. Bullard	34,156
Paula A. Ramirez	34,060
Tonya P. Minor	33,939
Sylvia L. Martinez	33,762
Amarilys Adames	33,731
Sara K. Turco	33,381
Britt N. Burke	33,204
Taylor A. McKnight	33,032
Stacy L. Walter	32,929
Christine Wittmann	32,917
Mariann Biase Mason	32,202
Kathy Fean	32,121
Holly S. Neff	31,959
Christina L. Frantz	31,804
Tawnya Krempges	31,488
Anita Ruffin	31,450
Tracy Craven	31,399
Julie Danskin	31,227
Heather M. Julson	31,221
Christi G. Campbell	30,933
Priscilla McPheeters	30,883
Rita M. Krause	30,542
Celeste Pichardo	30,539
Nadine H. Huckabee-Stanley	30,479
Joan M. Farrell	30,291
Mileta K. Kinser	30,215

RUBY/RUBÍ

Pamela D. Cox	\$110,531
Kenia K. Acosta	75,341
Randi S. Gleason	69,551
Elizabeth K. Toupin	62,485
Kali DeBlander Brigham	57,539
Kaela L. Steinman	57,506
Susan Moore	55,592
Monique N. McIntyre	54,730
Eusebia Bonilla	53,241
Heather A. Daniel-Kent	50,746
Palia A. Curry	50,463
Sherri Ammons	50,308
Thessy N. Nwchukwu	49,000
Teka-Ann Haynes	48,820
Jordan Willey	48,594
Breanna N. Goodwin	48,169
Kellee L. Valerio	48,058
Diane K. Lundgren	47,727
Mary A. Dell	47,132
Donna Clark-Driscoll	46,825
Monica A. Land	46,589
Brenda Fenner	46,106
Maria Hernandez	45,920
Nikole M. Childress	45,597
Guillermina Yuen	45,498
Lisa Anne Harmon	44,549
Lisa Hansen	43,552
Lori M. Langan	43,069
Caitlin M. Griffo	43,067
Ginger J. Benedict	42,315
Courtney L. Armstrong	42,223
Bridgette R. Conley	41,711
Barbara Baty	40,937
Suzanne Moeller	40,657
Milagro Ventura Diaz	40,604

Lauren N. Bloomer	40,377
Valerie A. Lucio-Polk	40,354
Judie Roman	39,852
Rachael M. Bullock	39,606
Stacey P. Nelson	39,194
Gloria Moreno Medrano	39,051
Ana Santos	38,448
Amy C. Schule	38,429
Laura V. Middleton	38,383
Jacqueline Donna	37,966
Paula M. Kirkpatrick	37,731
Luz J. Diaz Almeyda	37,337
Lisa Olivares	37,283
Ryan A. Rives	36,883
Fidelia Cervantes	36,779
Tammy A. Schamerhorn	36,744
Tamarie M. Bradford	35,599
Patti Cornell	35,487
Rocio N. Palomera Urena	35,468
Alma L. Castro Magana	35,431
Jaime M. Bittner	35,376
Julia Grandy	35,170
Mya Hull	35,061
Vanessa R. Upkins	34,531
Kimberly D. Galindo	34,245
Sheryl J. Arena	34,224
September A. James	33,385
Reyna G. Velasco	32,897
Charlotte Y. Garth	32,658
Silvia Marin	32,640
Paulina Fernandez	32,629
Karen E. Gardner	32,539
Shirley R. Aga	32,474
Stephanie L. Coker	32,268
Laura D. Dyess	32,261
Terry Thole	32,044
Cammy L. Otten	32,032
Clary Martinez	31,990
Stephanie C. Arbaugh	31,671
Rebecca H. White	31,633
Susan C. Ehrnstrom	31,609
Graceanne S. Williams	31,533
Amy J. Spence	31,429
Corrin Cresci	31,426
Tshanna C. Diggan	31,173
Jenn Kirkham	30,433
Mayra Leiva Jerezanos	30,393
Marisela Escamilla-Martinez	30,371
Tameka N. Ephraim	30,320
Tabitha Morrow	30,271
Ruth Whiteleather-Orrrell	29,935
Shirley A. Lockett	29,910
Renee M. Chinchilla Porras	29,819
Magdalena Diaz de Leon	29,665
Cathy Burrell	29,633
Christy M. Cox	29,611
Theresa J. LaCesa	29,551
Cissy E. Warren	29,521
Lisa V. Bauer	29,470
Sandra Braun	29,311
Laurie M. Arbolay	29,082
Becky Christensen Davies	28,995
Sonya F. Goins	28,935
Joedi Carmichael	28,908
Jeannette Curren-Cochran	28,518

SAPPHIRE/ZAFIRO

Larinda J. King	\$108,295
Jessica Holzbach	72,151
Keita Powell	70,896
Chelsea C. Altman	66,721
Lafreda D. Williams	60,794
Jordan Eicher	57,463
Missy M. O'Neal	57,133
JoAnn M. Allen	55,252
Beth H. Williamson	55,126
Katherine L. Longley	53,506
Cynthia S. Sheppa	50,685
Stacy O. Ervin	49,508
Jessica N. Schultz	49,036
Christina N. Newsome	48,477
Nedra White Wartham	48,320
Amy J. Bowman	48,181
Brooke E. Bennett-Young	48,090
Devin Gole	46,395
Mariaelena Boquin	45,832
Rachel Statile	45,754
Rayna Lee	44,544
Laurieann Barclay	43,783
Jeanette M. Thompson	43,448
Tommi Pleasure	43,437
Tehrie Neud	43,251
Sreela M. Fitzpatrick	42,572
Moleda G. Dailey	42,567
Lady Ruth Brown	41,712
Latricia R. Vango	41,581
Christine M. Jessee	41,166
Jerlene Vrana	40,839
Autumn R. Heble Britton	39,951
Linne' Lane	39,540
Linda A. Holmquist	39,281
Cozzie M. Walker V.	39,266
Nancy W. Pettaway	39,046
Jennifer J. McNulty	37,998
Kim B. Roberts	37,675
Gerl L. Dennis	37,483
Dolores Keller	37,103
Fraida M. Klein	36,605
Penny J. Jackson	36,554
Debbie A. Weld	36,446
Sandi Gaither	36,197
Ester M. Barahona	35,999
Ashley R. Dornbos	35,944
Erika D. Hulm	35,898
Karin Morgan	35,817
Lesley Speas	35,576
Christen Mitchell	34,990
Daisy Cuevas	34,857
Julie B. Sapp	34,845
Beverly M. Brown	34,742
Karla M. Reno	34,642
Missouri H. Simmons	34,267
Marisol Lopez	34,231
Leah P. Cade	34,205
Cindy Harness	33,962
Stephanie L. Lenard	33,918
Julie Neal	33,864
Jessica Scola	33,584
Claudia D. Clem	33,581
Robyn S. Cartmill	33,448
Rheanonda R. Johnson Gray	33,432
Joycelyn B. Westbrook	33,380
Stephanie B. Bowen	33,354
Tinia W. Campbell	33,137
Piard	33,137
Ashley Virnau	32,899

Marcela Pasco	32,866
Jeannie S. Meyer	32,782
Taylor Moore-Fehring	32,700
Randi Stevens	32,615
Satarro Purnell	32,502
Charlene Grubbs	32,145
Taylor D. Willis	32,075
Kaye Yuen	31,924
Candace N. Holte	31,878
Megan E. Santos	31,850
Jean A. Wilson	31,765
Marcia DaCosta	31,607
Carolyn Colter	31,599
Vicki Piccirilli	31,511
Sharon Byrd	31,458
Melanie Schwartz	31,399
Rubi Amateco-Nava Vazquez	31,344
Gabriele L. Jones	31,144
Akilah Martin-Mayweather	31,047
Jemma H. Imwalle	30,926
Jeni Tjelle	30,869
Suzanne Tripp-Black	30,839
Nelida Vargas	30,704
Eno Inoyo	30,687
Hannah L. Brown	30,630
Sandy Bush-Siemion	30,506
Marita W. Campbell	30,434
Tonya Brown Jones	30,122
Beth T. May	29,926
Amy E. Houseman	29,876
Herendira Garcia	29,847
Jasmine A. Walker	29,769

EMERALD/ESMERALDA

Tiqkia M. Barrow	\$92,993
Audrey L. Detesco-Nickell	82,740
Michelle L. Calbert	73,314
Ebun Osaze	67,518
Emily S. Vijil	66,896
Kennethea Shuford Wallace	64,508
Christine D. Barrueco	61,817
Ginny B. O'Kain	61,789
Brendaliz Cagigas	57,905
Amber L. Towne-Geehan	57,622
Kijuana R. McKinnie	56,952
Katy Goldstein	55,765
Jannelik C. Engronatt Marquez	54,937
Dilcia Mendoza	52,553
LaKeshia M. Chisholm	52,293
Carrie Bloink	51,641
Nancy Boucher	50,373
Erika N. Cullen	49,926
Tahis Garrido	47,751
Leslie M. McKinney-Smith	46,781
Deanna L. Spillman	46,701
Kathy Eckhardt	46,343
Hollie R. Sherrick	45,984
Paula Tyree Bowman	45,805
Sharon L. Bethea	44,966
Taneshia A. Bain	44,943
Dircia Rodriguez	44,910
Lindsay E. Freisthler	44,724
Lisa J. Charity	44,611
MariaJose Torres	44,599
Angela D. Tatum	44,525
Jennifer L. Besecker	43,644
Melinda M. Balling	43,508

Jhona Cumare	43,441
Bridgett L. Moore	43,387
Menina M. Givens	43,351
Elsi Coto	43,270
Lucia Fernandez	43,153
Deirdre L. Eschazuer	42,951
Stacey Craft	42,724
Mary Strauss	42,261
Zuliam Mejias	42,155
Robyn K. Barnwell	42,086
Elda Jordan	42,063
Kelly A. Fuller	41,273
Omayra Rivera	40,944
Kimbi L. Bartik	40,849
Maggie Rader	40,743
Ayobami O. Olusa	40,523
Kim I. Bessey	40,412
Elisbeth D. Roque De Monroy	40,371
Brenda L. Wilbur	40,081
Cindy Anderson	39,898
Mary C. Zimmerman	39,709
Tina M. Dees	39,662
Keiko M. Nakao	39,201
Denise Peterson	38,530
Rachelle Y. Benson	38,342
Leanne Parrino-Pheasant	37,920
Nikki H. Edgemon	37,772
Brittani M. Jenks	37,701
Tina L. Baker	37,646
Sara E. Cox	37,587
Solia M. Valdez	37,442
Elsa Gonzales	37,366
Carol Mouradian	36,998
Jani Macias	36,256
Karen E. Ridle	36,000
Shannon M. Palko	35,771
Ngozi E. Ojukwu	35,210
Jennifer C. Babineau Olais	35,113
Pam Kelly	35,001
Stacy D. Foust	34,824
Jill Beckstedt	34,785
Melissa Hudson	34,780
Tracy A. Clymer	34,779
Ashley C. Butler	34,546
Auburnee S. Stanley	34,396
Ann Shears	34,366
Ginger D. Rockett	34,138
Shontel Johnson	34,122
Brenda Stafford	34,029
Nicole L. McDaniel	33,947
Jo Latham	33,838
Shelley Money-Eldridge	33,822
Amie E. Kelly	33,482
Rosmary A. Morel	33,326
Margaret Neill	33,053
Latricia M. Henry	32,978
DeeDee J. Arcuri	32,833
Jessica Mendoza	32,694
Doreen Stevens	32,336
Veronica Mercado	32,282
Carmen Trinidad Guzman	32,276
Christina A. Mcgillivray	32,142
Myrna I. Colon	32,049
Michelle Williams	32,039
Judith W. Willis	31,916
Linda Klein	31,664
Amy M. Alber	31,619

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

July/Julio de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in July 2020. Names in **bold** print earned the maximum 23 percent Sales Director commission plus the maximum 13 percent personal recruit commission. /Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en julio de 2020. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

DIAMOND/DIAMANTE

Jamie V. Taylor	\$15,832
Monique Vallair	13,735
Elizabeth Fernandez	13,316
Sherrie C. Purvis	12,493
Karime Rosas	12,096
Delmi C. Santos	11,713
Megan N. Wilkes	11,691
Coty Maldonado	10,892
Astrid Pagan	10,626
Sara R. Pennella	10,227
Stephanie A. Mottaz	10,133
Karla Somarriba	10,016
Kayla A. Holliday-Lamar	9,909
Chelsea C. Adkins	9,448
Beverly Taylor	8,976
Amy Kemp	8,921
Jenny Siemonsma	8,755
Mariel Santiago	8,755
Kristiana M. McElroy	8,709
Lilian Cedillo	8,643
Mary Kathryn King	8,333
Valerie Peterson-Kelly	8,247
Kimberly George	8,023
Constance Nugent Miller	7,912
Kathleen Koclanes	7,777
Nicki R. Hill	7,765
Angela J. Fry	7,679
Cindy Machado-Flippen	7,562
Ruth Alvarado	7,441
Dana Davis-Armstead	7,431
Stacey C. Curry	7,330
Cassandra R. Chitwood	7,296
Suzanne T. Young	7,290
Claudia Chavez	7,245
Raquel V. Sanchez	7,156
Lisa A. Stengel	7,019
Sarah Driggers	7,011
Marsha Morrisette	6,854
Terri J. Beckstead	6,852
Susan M. McCoy	6,832
Terri Lewis	6,821
Mary P. Creech	6,750
Elvi S. Lamping	6,685
Yessica Navarro	6,465
Kathy R. Bullard	6,434
Jessye R. Nichols	6,386
Savannah Gay	6,386
Keilymarie T. Mendoza	6,353
Taylor A. McKnight	6,346
Heather M. Julson	6,322
Crystal D. Gardner	6,269
Shelly M. Smith	6,266
Christina L. Frantz	6,236
Christy Bigham	6,133
Nancy M. Polish	6,095
Lindsey D. Christenson	6,081
Tawnyia Krempges	6,075
Shannon M. Nelson	
Duguay	6,058
Tanya L. Satcher	6,037
Celeste Byrd	6,032
Nadine Bowers	6,018
Sheila Gonzalez	5,985
Samanta S. De Araujo	5,910
Veronica J. Hyba	5,827
Rita M. Townsend	5,790
Paula Kelsch	5,785
Leslie Jackson	5,774
Sandra M. Munguia	5,768
Bianca Torres	5,705
Roseli O. Narciso De Lima	5,687
Sonia E. Argueta	5,686
Amarilis Adames	5,685
Kelly Willer-Johnson	5,657
Kim A. Messmer	5,644
Joan M. Farrell	5,638
Yolanda Mercado	5,615
Deborah S. Bailye	5,597
Brenda Blasco Preza	5,554
Robin S. Lantz	5,519
Gerrri Anne Morris	5,492
Christine Wittmann	5,398
Yolanda Carrillo	5,368
Julie Danskin	5,316
Martha Kay Raile	5,309
Paula A. Ramirez	5,307
Priscilla McPheeters	5,272
Mery Carina Ramirez Bravo	5,239
Estefani M. Ruiz Ruiz	5,198
April C. Hutchinson	5,171
Cindy Rogers	5,125
Kelly M. Freeman	5,119
Sandy Griffith	5,105
Tracy Craven	5,075
Tracie B. Pinson	5,051
Rossana E. Nevels	5,046
Cassandra L. Hartke	5,044
Rita M. Krause	5,029
Faith A. Gladding	5,026
Taylor N. Walker	4,976
LaChelle M. Seleski	4,960

RUBY/RUBÍ

Pamela D. Cox	\$14,964
Randi S. Gleason	12,621
Kenia K. Acosta	11,582
Milagro Ventura Diaz	10,057
Eusebia Bonilla	9,582
Rachael M. Bullock	9,160
Teka-Ann Haynes	8,990
Heather A. Daniel-Kent	8,942
Nikole M. Childress	8,694
Jordan Twilley	8,527
Kellee L. Valerio	8,375
Maria Hernandez	8,287
Susan Moore	8,129
Thessy N. Nwachukwu	8,098
Kali DeBlander Brigham	8,020
Jacqueline Donna	7,792
Magdalena Diaz de Leon	7,767
Lisa Olivares	7,725
Breanna N. Goodwin	7,648
Monique N. McIntyre	7,636
Rocio N. Palomera Urena	7,561
Guillermina Yuen	7,530
Elizabeth K. Toupin	7,217
Ginger J. Benedict	7,197
Jenn Kirkham	7,057
Kaela L. Steinman	6,929
Monica A. Land	6,919
Donna Clark-Driscoll	6,850
Mary A. Dell	6,836
Palia A. Curry	6,606
Diane K. Lundgren	6,495
Julia Grandy	6,446
Reina Murcia	6,420

Lauren N. Bloomer	6,345
Elvia Cordova	6,257
Reyna G. Velasco	6,183
Brenda Fenner	6,176
Sherri Ammons	6,097
Jacqueline N. Alford	6,095
Lori M. Langan	6,038
Lisa Anne Harmon	5,989
Barbara Pleet	5,908
September A. James	5,904
Caitlin M. Griffo	5,894
Gloria Moreno Medrano	5,878
Courtney L. Armstrong	5,829
Bridgette R. Conley	5,819
Stacey P. Nelson	5,759
Marisela Escamilla-Martinez	5,758
Mya Hull	5,757
Faye Shaw Jenkins	5,724
Jennifer L. Albertini	5,661
Jeanie K. Navkal	5,642
Laura V. Middleton	5,597
Shirley A. Lockett	5,550
Ryan A. Rives	5,532
Elida A. Polanco	5,425
Pamela J. Sparks	5,394
Clary Martinez	5,382
Lisa Hansen	5,381
Marjorie A. Reyes Lainez	5,335
Stephanie C. Arbaugh	5,326
Jaime M. Bittner	5,313
Fidelia Cervantes	5,286
Carmen J. Felix	5,283
Suzanne Moeller	5,283
Valerie A. Lucio-Polk	5,275
Paulina Fernandez	5,246
Paula M. Kirkpatrick	5,221
Barbara Baty	5,215
Jeannette Curren-Cochran	5,195
Judie Roman	5,166
Ana Santos	5,128
Corrin Cresci	5,128
Graceanne S. Williams	5,121
Karisma Muniz	5,070
Sherry L. Martin	5,053
Sheryl J. Arena	5,048
Vanessa R. Upkins	5,046
Alma L. Castro Magana	5,032
Luz J. Diaz Almeyda	5,029
Esther Amador	5,020
Silvia Marin	5,001
Tammy A. Schamerhorn	4,965
Mary Sharon Howell	4,956
Andrenette Moore	4,942
Rebecca H. White	4,935
Melinda E. Nash-Bell	4,857
Yolanda Gallo	4,850
Amy C. Schule	4,844
Tracey L. Chavez	4,837
Susana Deniz Ranjel	4,830
Charlotte Y. Garth	4,826
Amy J. Spence	4,783
Laura D. Dyess	4,779
Shirley R. Aga	4,768
Kimberly D. Galindo	4,766
Lupita G. Ramirez	4,748
Maria Bautista	4,739
Stephanie L. Coker	4,720

SAPPHIRE/ZAFIRO

Larinda J. King	\$16,727
Keita Powell	12,593
Carmen B. Jones	11,589
Julie B. Sapp	10,688
Missy M. O'Neal	10,327
Lafreda D. Williams	10,185
Brooke E. Bennett-Young	10,148
Stacy O. Ervin	10,085
Tehrie Ned	9,439
Beth H. Williamson	9,228
Tinia W. Campbell Piard	9,173
Jessica Holzbach	9,063
Maria Claxton-Taylor	8,940
Chelsea C. Altman	8,795
Christina N. Newsome	8,719
JoAnn M. Allen	8,494
Jennifer J. McNulty	8,373
Jessica N. Schultz	8,278
Pam Garner	8,258
Karla M. Reno	8,065
Linne' Lane	8,036
Nedra White Wartham	7,944
Lady Ruth Brown	7,848
Mariaelena Boquin	7,818
Joycelyn B. Westbrooks	7,729
Jordan Eicher	7,724
Marita W. Campbell	7,652
Katherine L. Longley	7,489
Tommi Pleasure	7,286
Rachel Statile	7,196
Hilda M. Magana	7,137
Amy J. Bowman	7,059
Stephanie B. Bowen	7,035
Laurieann Barclay	7,022
Linda Meier	6,992
Cynthia S. Sheppa	6,978
Candy I. Brown	6,962
Devin Gole	6,906
Nancy W. Pettaway	6,899
Missouri H. Simmons	6,875
Beth T. May	6,834
Tracey F. Hedrick	6,795
Carolyn Colter	6,698
Tonya Brown Jones	6,578
Rayna Lee	6,479
Beverley M. Brown	6,347
Rubi Amateco-Nava Vazquez	6,342
Erika D. Hulm	6,273
Jemma H. Imwalle	6,263
Marcia DaCosta	6,239
Penny J. Jackson	6,220
Satarro Purnell	6,125
Kim B. Roberts	6,124
Moleda G. Dailey	6,114
Cozzie M. Walker V.	6,111
Jeanette M. Thompson	6,091
Latricia R. Vango	6,013
Julie Neal	5,931
Lesley Speas	5,912
Chandra D. Burke	5,850
Rocio Renteria	5,832
Christine M. Jessee	5,822
Michele M. Armes	5,799
Suzanne Tripp-Black	5,793
Delia Ponce	5,758
Dwauna Maura	5,723
Jessica Scola	5,696
Ester M. Barahona	5,624
Geri L. Dennis	5,596

Tirza Llanes	5,568
Jeannie S. Meyer	5,567
Sreela M. Fitzpatrick	5,543
Felicia W. Maeweather	5,511
Linda A. Holmquist	5,485
Ashley R. Dornbos	5,429
Marisol Lopez	5,411
Dolores Keller	5,370
Marcela Pasco	5,353
Rheanonda R. Johnson Gray	5,352
Margarita Elisea	5,347
Oralia Gil	5,340
Casie Hembree	5,335
Debbie A. Weld	5,306
Daisy Cuevas	5,300
Jean A. Wilson	5,294
Jeanette E. Beichle	5,255
Monica Garcia	5,205
Catalina Martinez	5,192
Jerlene Vrana	5,185
Stephanie L. Lenard	5,183
Cindy Harness	5,167
Flor D. Maldonado	5,133
Nayelly R. Villegas	5,131
Jo Ann Jamison	5,117
Ruby Garner	5,102
Karen L. Spriggs	5,070
Christen Mitchell	5,024
Vicki Piccirilli	4,990
Helen W. Thomas	4,964
Maria De Jesus Vargas	4,954

EMERALD/ESMERALDA

Michelle L. Calbert	\$17,741
LaKeshia M. Chisholm	13,326
Brendaliz Cajigas	13,099
Ebun Osaze	12,982
Tiqkia M. Barrow	12,129
Kennethea Shuford Wallace	12,051
Audrey L. Detesco-Nickell	10,759
Christine D. Barrueco	9,677
Dircia Rodriguez	9,666
Emily S. Viji	9,642
Jennifer L. Besecker	9,162
Carrie Bloink	9,092
Lindsay E. Freisthler	8,571
Myrna I. Colon	8,503
Katy Goldstein	8,480
MariaJose Torres	8,466
Kijuana R. McKinnie	8,430
Robyn K. Barnwell	8,271
Jessica Mendoza	8,263
Bridgett L. Moore	8,071
Menina M. Givens	7,961
Lisa J. Charity	7,856
Latricia M. Henry	7,803
Ginny B. O'Kain	7,792
Rosmary A. Morel	7,735
Denise Peterson	7,727
Amber L. Towne-Geehan	7,696
Dilcia Mendoza	7,630
Jannelik C. Engronatt Marquez	7,398
Dania Bello	7,301
Sharon L. Bethea	7,116
Angela D. Tatum	7,087
Elsi Coto	7,082
Brittani M. Jenks	7,080

Elva Jordan	7,040
Tahis Garrido	6,938
Erika N. Cullen	6,934
Karen E. Ridle	6,919
Paula Tyree Bowman	6,877
Mendy S. Huff	6,865
Nikki H. Edgemon	6,855
Angel Guerra	6,814
Shelley Money-Eldridge	6,802
Kimbi L. Bartik	6,796
Ayobami O. Olusa	6,764
Nancy Boucher	6,684
Lucia Fernandez	6,653
Omaya Rivera	6,611
Tina L. Baker	6,543
Leanne Parrino-Pheasant	6,525
Taneshia A. Bain	6,495
Elsa Gonzales	6,450
Diane M. Detesco	6,389
Zuliam Mejias	6,374
Jani Macias	6,360
Cindy Anderson	6,351
Misty D. Guyre	6,336
Deanna L. Spillman	6,264
Kelly A. Fuller	6,249
Theodora W. Bradley	6,149
Kathy Eckhardt	6,107
Luisa Urena Mora	6,105
Leslie M. McKinney-Smith	6,092
Melinda M. Balling	6,081
Stacey Craft	6,010
Shannon M. Palko	5,939
Soila M. Valdez	5,935
Emily Stone	5,851
Francys R. Becerra Marquez	5,799
Aida Ramallo de Escribano	5,732
Jhona Cumare	5,715
Maggie Rader	5,693
Tracy Randall	5,671
Nelis Amaya	5,639
Linda S. Chasten	5,636
Joyce Recenello Armfield	5,582
Yessica Barrera Gomez	5,557
Noelia E. Jimenez Gutierrez	5,546
Nancy O'Hara	5,529
Yelenis Cancio	5,525
Hollie R. Sherrick	5,524
Rachelle Holloway	5,515
Kim I. Bessey	5,480
Pam Kelly	5,471
Consuelo A. Gomez	5,414
Deirdre L. Eschazier	5,404
Rachelle Y. Benson	5,403
Sara E. Cox	5,403
Gozzi E. Ojukwu	5,389
Gloria Gardner	5,388
Mary C. Zimmerman	5,387
Althea A. Lawson	5,364
Farrah L. Fontaine	5,355
Sally Moreno	5,297
Ana Barros	5,272
Deborah J. Rose	5,263
Gloria Heyaime	5,253
Patrece D. Johnson	5,251
Stacy D. Foust	5,237
Janice B. Hull	5,228

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. /Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

Go-Give® Award



Mary Kay Ash said, "The **Go-Give® Award** is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These November award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



DIAMOND

Anne Hanson

Independent Sales Director

Began Mary Kay Business
April 2006

Sales Director Debut
February 2008

National Sales Director
Mary Kay National Area

Honors Star Consultant; Circle of Achievement

Personal Lives in Las Vegas, Nev. Husband, Dave; son, Ryan; daughter, Samantha

"I am motivated to help others because life is better when we help others reach their God-given potential and show the world their talents. It brings me joy to see others shine and succeed. When we can help one another with motivation we too become motivated. It's human kindness to help others and we all need that in the adversity's we face today."

Independent Beauty Consultant Misty Stroh of North Las Vegas, Nev., says, "She always manages to make each and every one of us feel special for our own unique talents, and she pushes us with praise to expand our weaknesses. I couldn't ask for a more loving and giving adoptive director!"



RUBY

Micah Trzesniewski

Independent Senior Sales Director

Began Mary Kay Business
August 2006

Sales Director Debut
January 2011

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Star Consultants

Personal Lives in Dayton, Nev. Husband, Zachary; daughters: Ruth, Agnes

"I am motivated to help others because it's the way I was raised. Not only did my parents instill the Golden Rule, but my mother took on Mary Kay's philosophy. I grew up in a Mary Kay family that believed in enriching other peoples' lives! There is no greater joy than to assist others in becoming their best version of themselves. This is a gift I believe that God gave me and a Company that allows me to fulfill it!"

Independent Senior Sales Director Veronica Boe of Vallejo, Calif., says, "Micah is an exemplary Mary Kay leader. Her generosity in sharing ideas, training, and events with everyone truly reflects her Go-Give spirit. She truly embraces the Mary Kay way in everything she pursues."



SAPPHIRE

Robyn Miller

Independent Sales Director

Began Mary Kay Business
September 1995

Sales Director Debut
August 2013

National Sales Director
Mary Kay National Area

Honors Circle of Honor; two-times Consultants Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales.

Personal Lives in Midland, Texas. Husband, Brad; sons: Craig, Ben, Blair

"I am motivated to help others because I want to share what was so freely given to me. Mary Kay Ash valued the Adoptee system and it is up to all of us to make sure the values and legacy of Mary Kay are here for generations to come. My Unit and Adoptees are so easy to love; and this honor reflects what amazing women God has allowed me to be surrounded by and to lead."

Independent Future Executive Senior Sales Director of North Richland Hills, Texas, says, "Robyn is an amazing leader. Her go-give spirit sparkles in shines in everything she does. Her leadership qualities are based on Mary Kay's own Legacy. She is the epitome of Miss Go-Give spirit!"



EMERALD

Yucdelin Pena González

Independent Senior Sales Director

Began Mary Kay Business
October 2011

Sales Director Debut
April 2013

Offspring two first-line

National Sales Director
Sonia Páez

Honors Star Consultant; Sales Director Queen's Court of Personal Sales; four-times Court of Sharing; two-times Circle of Achievement; three-times Double Star Achievement.

Personal Lives in West Palm Beach, Fla. Husband, Ricardo; sons: Joel, Danna

"I am motivated to help others because I like to make a difference in the lives of others because my mission is to help women develop professionally and as individuals, thus changing their lives and those of their families. I want to be able to continue the legacy of Mary Kay."

Independent Beauty Consultant Lisbeth Alvarado of Lantana, Fla., says, "Yucdelin is my adoptive Sales Director and I believe she exemplifies the Go-Give spirit because I've never been treated differently from any other Beauty Consultants in her unit. She has always given me the opportunity to learn and develop."

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit! Find out how on *Mary Kay InTouch®* under Contests/Promotions > Recognition.

One Woman Can[®]

THANKFUL FOR CHANGE

In 2006, Amy Houseman was a second-grade teacher, working on a master's degree and coordinating a Bible fellowship with her new husband, Matt. She had her future planned as an educator, but after attending her first Mary Kay party, those plans changed.

"I didn't know anything about makeup or skin care and had no sales experience, but at that party I fell in love with Mary Kay's philosophy of God first, family second, and career third. This is exactly how I live my life, so I was elated to be surrounded by others who held these beliefs! My mentor, **Independent Future Executive Senior Sales Director Julia Stern**, told me, 'if you're willing to learn, I'm willing to coach you.' I saw this as a golden ticket for my future. I always wanted to be a stay-at-home mom one day and thought maybe, if I gave this a shot, I could make it work."

Amy debuted as an Independent Sales Director in May of 2012. "I built my business by following Julia's guidance and always having a goal on which to focus. I am passionate about Power Starts (30 faces in 30 days) and always wanted to be the Queen of Booking, Sharing and Sales at our weekly meetings. Anytime I heard NO (and that happens a lot), I just imagined the NO being turned backwards to ON and would tell myself, 'ON to the next.' If there was a challenge, I was going to achieve it."

As Amy and Matt started their family, she learned to prioritize. "I worked my Mary Kay business during nap time and bedtime. I wanted to be a part of my children's lives. I wanted to see their firsts and help them when they needed it. We now have five children: Eric, 11; Giuliana, 10; Sienna, 8; Isabella, 6; and Sophia, 4; and I've been home with them since the day Eric was born."

OPERATION: PIVOT

"During this pandemic, my family and I have steadfastly quoted Psalms 91:2, 'My God in Him will I trust.' We've just kept believing that God would provide. Our unit goal was to qualify as a Cadillac Unit. We had worked hard and built strong, but then the world started shutting down. Rather



Amy E. Houseman
INDEPENDENT SALES DIRECTOR, LANCASTER, PA.

than wallow in fear, we decided to pivot! I have a team of champions, the Believing Achievers. I knew that I needed to adapt quickly and then teach my unit how to do the same. We started meeting live via Facebook or Zoom, learning how to work through these challenges. We learned how to connect virtually – to go live, make groups, and hold online events. Together we rose."

One day, I decided we need to finish our Cadillac goal NOW – not wait one more day for more closures to happen. I reached out to every woman in our unit using our private Facebook page. We had a countdown going and we stretched. My husband and kids were with me at my parents' house and we had so many pull together. With the help of my unit, parents, husband and kids, plus other family and friends, we did it! It was the most amazing feeling to experience this win as a team and to celebrate with my family! We finished our Cadillac goal eight days early in the midst of a global pandemic. Telling my kids we had earned it was one of the best moments of my life. Every day, they would offer to help me achieve my goal, so to rejoice with them was awesome!"

Amy knows that it would have been easy to give up. “My husband was working from home and I was juggling virtual school for the kids, running the household and working my Mary Kay business. Having this huge goal and being a woman of my word, I decided to work out of commitment, not emotion. My unit needed me to rise up so we could all achieve and that was pure motivation. I had to do it for myself, my family, my unit and everyone watching. I had to break belief barriers so others could say, ‘wow, if she did it, so can I!’”



Family candids, including her mom and dad who were there when she earned the use of her Mary Kay pink Cadillac.

Right now, a lot of my business is online. I miss the in-person parties, but I’m embracing what’s available and working to make the most of it. One benefit is that we can reach so many more women than ever before. My sales have never been higher and the number of new women I now connect with each week has skyrocketed.”

HOLIDAY PLANS

For my holiday open house, I hope to see people in person again! I’ll set up one-on-one 30-minute appointments so I can help them with their personal needs, gifting needs and introduce them to new products. I’ll also hold an online holiday open house and a Facebook Live party for all my very best customers in my VIP group. After the live party, I’ll share my favorite holiday products, share product posts so customers can comment to buy. I’ll offer nice gifts with purchase as well.

Parties are where you can do it all (aka work full circle): sell the products, share the opportunity, get referrals

and book future appointments. I’ve met some of the sharpest women in the last few months. I’m finding women who want more and are willing to work for it, which is absolutely wonderful!”

A GRATEFUL HEART.

“We love to travel and have taken our children on many amazing vacations, and Matt and I went on the awesome Destination Red Cruise to the Bahamas. All of these wonderful experiences have been made possible thanks to my Mary Kay business.”

I truly believe in what I do and know that I can make an impact on everyone – I meet inside and out. I’ve learned so much from mentors like **Independent Senior National Sales Director Dawn Dunn** and **Independent National Sales Director Tammy Ramage**, and I’m so thankful for all the women I’ve met and learned from. I love every event, every interaction, every conversation. I am a better friend, wife, mother and businesswoman because of Mary Kay.”

Amy Shares Tips for Online Parties!

BEFORE

I create a private Facebook group and ask my hostess to invite her friends to join the group. That personal touch is the game changer.

I set a time/date to go live, then leading up to and following, I share interactive posts about Mary Kay.

DURING

I praise my hostess and ask guests to share what they love about her. I share my story and information on the Company. I talk about the skin care lines and go into detail about *TimeWise Repair*® and products that complement it. I also share my top three favorite products for the season. I close by sharing the opportunity and offer some set specials.

AFTER

I reach out to each guest personally. I find out what they loved the most, what they’d love to ‘take home with them,’ when they’d love to host their own online party and if they’d ever consider doing what I do.



WASH UP WITHOUT DRYING OUT.

**Fragrance-Free *Satin Hands*®
Shea Hand Soap, \$10**

**Treat your hands to new Fragrance-Free
Satin Hands® Shea Hand Soap, blended with
moisturizing, nourishing shea butter.**

Fans everywhere already love the *Satin Hands*®
Pampering Set – now you can add the treat-yourself
clean of Fragrance-Free *Satin Hands*® Shea Hand Soap:

- Leaves hands thoroughly cleansed and purified.
- Does not leave hands overly dry.
- Blended with nourishing, luscious shea butter.
- Surrounds hands in a soft, comforting lather.
- Fragrance-free.

MARY KAY®

**CONTACT ME, YOUR INDEPENDENT BEAUTY CONSULTANT,
TO EXPERIENCE THIS SOOTHING FORMULA.**

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Hey, Gorgeous!

MARY KAY® CC CREAM SUNSCREEN BROAD SPECTRUM SPF 15,* \$22

Give your customers the gift of a flawless-looking complexion with a formula that acts like makeup and is formulated like skin care.

8 ESSENTIAL SKIN BENEFITS. ONE SIMPLE STEP TO FLAWLESS.

- **Protects.** Broad spectrum SPF 15 to protect from UVA/UVB rays.
- **Brightens.** Instantly amplifies skin luminosity and brightens the complexion.
- **Corrects with lightweight coverage.** Mineral-based pigments help correct the look of imperfections and improve overall complexion with lightweight coverage that doesn't give that "made-up" appearance.
- **Minimizes redness.** Formulated with vitamin E and a botanical extract to help calm and soothe skin. It was even tested on women with rosacea who agreed that it helps diminish the look of redness.
- **Conceals** the appearance of blemishes and helps fade the look of marks from past breakouts. Non-comedogenic and oil-free, it soothes and nourishes acne-prone skin and calms troubled skin.
- **Hydrates.** Formulated with emollients that help hydrate skin, CC cream provides nourishing comfort without feeling oily or greasy.
- **Reduces visible signs of aging.** Fine lines appear less noticeable. Helps minimize the appearance of pores while visibly improving skin's texture. Won't settle into fine lines and pores, for a smooth-feeling, flawless-looking complexion.
- **Defends.** Contains antioxidants to help defend against skin-damaging free radicals.

HOW TO APPLY

On-the-go daytime: Apply like foundation. Start in the middle of the face, working outward toward hairline and along the jawline.

Dressed up or after-five: For full coverage, apply as if it were a moisturizer. Wait one minute to absorb, then apply your foundation.



SAMPLES SELL!

Let your customers try before they buy so they can find their perfect shades. All five shades are available on Section 2. \$1.50, strip/6



CC CREAM IS A DREAM!

THEODORA W. BRADLEY,
INDEPENDENT EXECUTIVE SENIOR
SALES DIRECTOR, MAIDEN, N.C.

"*Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15* is my go-to for a fast, fabulous, flawless look! My customers love its lightweight and natural-looking

formula. I introduce this amazing product to all of my customers as an addition to their skin care regimen by showcasing the eight benefits in this one product."



The Red Zone

A MARY KAY BUSINESS BEST.GIFT. EVER!

Share with others how the
Mary Kay Opportunity
can fit into their lives!



You already
know the
benefits

of starting a Mary Kay business, imagine the excited faces of your new team members as they unwrap all the beauty behind the Mary Kay opportunity! During this holiday season as you introduce friends and new faces to amazing *Mary Kay*® products, don't forget to reveal the joys of starting a Mary Kay business.



What's in it for you? When you build a team, you have the opportunity to earn more in the form of added commissions and bonuses based on your team members' retail sales. And with the ***Great Start Program***, your new team members can earn product bonus bundles that they can sell at 100 percent profit.

HELP IS HERE.

Find helpful resources to support your team-building success online under the **Education tab > How to Team-Build**. There, you'll see **Team-Building on MKUniversity**. Once there, you'll also find other resources so you can connect. All are professionally styled using the *Mary Kay*® brand image.

Great Start Program. Packed with rich rewards (we're talking free product bonus bundles) to set new Independent Beauty Consultants up for success right from the start! Find details online under the Education tab. And don't forget to download the free *Mary Kay Great Start*® App to help you maximize the *Great Start* Program.

SEEING RED

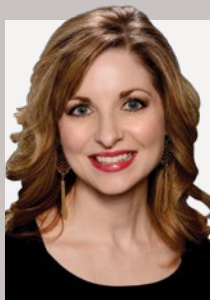
When you add **three active personal team members**, you become a **Star Team Builder**, aka Red Jacket, with perks like:

- Up to **8 percent commission** on your personal team production.
- **\$50 Team-Building Cash Bonus** for each *Great Start*-qualified* new personal team member you add. No limits!
- **Great Start team-building rewards** – product bonus bundles you choose. Yours for each new personal team member you add who becomes *Great Start*-qualified* within your first four months of starting your business. No limits!

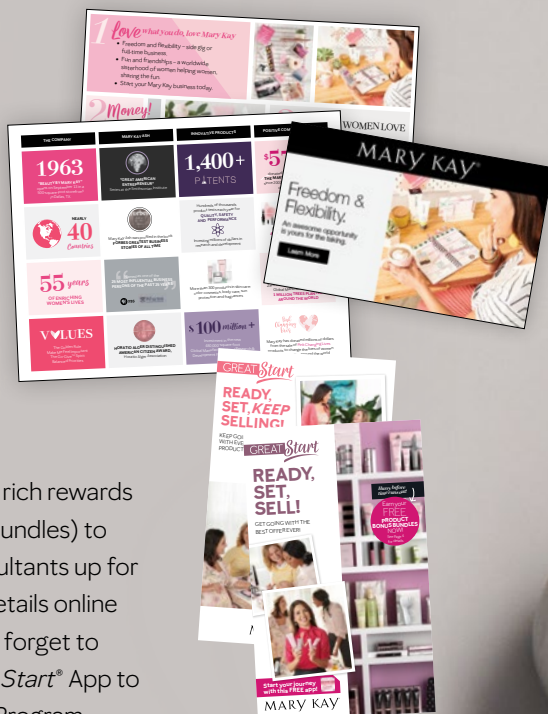
THE BEST GIFT EVER!

SARA K. TURCO, INDEPENDENT SENIOR SALES DIRECTOR, LEXINGTON, KY.

ON TEAM-BUILDING DURING THE HOLIDAYS: For me, it's no different now than the rest of the year. I share how a *Mary Kay* business can fit her lifestyle any time.



HOW SHE SHARES IN THE CURRENT ENVIRONMENT: I'm doing more virtual sharing events. This month, I'm planning some yummy holiday-themed events like Mochas and *Mary Kay*



to share the opportunity, build connections and answer questions. These can be in person or via a web event.

Now that my potential team member is immersed in the holidays and kids' events, I share how she can offer her gift-giving services to busy moms or offer a makeover for a new holiday look. Family gatherings also are perfect times to share *Mary Kay*® products with those whom you don't see often. The potential is endless; you just have to look for opportunities and seize the moment!

HOW SHE LAYERS TEAM-BUILDING WITH SELLING: With the current environment, instead of a holiday open house at my home, this year I'm planning a virtual open house. I'll feature Mistletoe Makeover tutorials and offer gift ideas for everyone on my customers' lists. Customers see how fun and rewarding it can be to connect online from their homes, working around their families and holiday commitments. These events often add another layer in the team-building process and open the door for more conversation.

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

NOVEMBER/DECEMBER TO-DO LIST



FILL YOUR SLEIGH!

Have on-hand a basket or stash of giftables or favorite *Mary Kay*® product bundles for those you meet on the go.



THINK PINK.

Make the most of the busy selling weekend that follows Thanksgiving. We call it Pink Weekend. You can offer an incentive or thank-you gift when they order or host a party. Flip back to Page 4 for details!



OFFER THE WISH LIST.

This helps customers pick out the perfect gifts for others – and themselves.



HOLD A HOLIDAY OPEN HOUSE.

In person or online, this is a great way to let guests come and go to do their shopping.



KEEP SELLING AND SHARING.

Consider holding three parties or appointments and three team-building chats per week.



BE THEIR PERSONAL SHOPPER.

Review customers' Holiday Wish Lists and connect with those who are buying gifts for them. Think spouses, mothers, daughters and BFFs. Offer gift wrap as an extra incentive to make the sale.



TARGET LOCAL BUSINESSES.

Start a list of those you frequent. Contact them with gifting ideas for their employees and/or clients.



GET SOCIAL.

Need ideas for social media posts? Check out the new Social Media Central for everything social, including the latest Social Media Playbooks. *Mary Kay InTouch*® > Resources > Digital Zone > Social Media Central.



BOOK INTO 2021.

Begin booking *New Year, New You* makeovers for January. And be sure to offer the Mary Kay opportunity as a potential new beginning for their new year.



HOLIDAY- *helpers*

These Independent Sales Directors share tips for the best Mary Kay holiday ever!



GIFTING GALORE

KATIE PREWITT, INDEPENDENT SALES DIRECTOR, CYPRESS, TEXAS

Bundle Up. I create a few bundles each year to share with customers. It might be a lip gloss in an ornament, or a Man Can with *MKMen*® products in a can. I make sure to offer a wide range of price points.

Keep it simple. My first year, I made a ton of baskets and sold some, but had too many left over. My advice is to make a few and then presell. I collect half up front and the rest upon delivery. I don't spend a lot extra on baskets or additional wrapping because *Mary Kay*® products speak for themselves. And I love the holiday gift boxes!

Build your customer base. The holiday season is my favorite – and it's the best time to add new customers. I always include a gift certificate toward a future purchase in each gift. Many times, the recipient is not one of my customers – yet. So, when they redeem the gift certificate, that opens the door to a new customer.

Holiday Open House. I have a holiday open house every year and have great results when I post about it on social media. I have found that online open houses can be very successful too. It's nice to have this option.

Donate. At my holiday open houses, I typically raise money for *The Mary Kay Foundation*™. I have a basket with discontinued items that my customers can look through and purchase and I donate the proceeds from that. It helps me deplete inventory and women like buying when they know it's for a good cause.



PLAN FOR SUCCESS

ANGELIQUE M. TALBERT, INDEPENDENT SENIOR SALES DIRECTOR, TORRANCE, CALIF.

Set a goal. Be clear on what you want to earn in the next seven weeks and why you want it (what's motivating you to work even when you don't feel like it).

Think like a retailer. In 2019, holiday retail sales in the United States were forecast to amount to \$729 billion*. Talk about an opportunity!

Add value to lives. Many people don't like to shop and get stressed out. You have the opportunity to help them and become their Super Santa She-ro.

Get booked. Whether in person or online, take the next three days to book 10 parties over the next seven weeks. If in person, invite 12–15 with a goal of six at each. Online – there's no limit!

Work full circle. Work smart, not hard by working full circle at your events. Always share the opportunity.

Sell where you shop. Look through your records and reach out to those you do business with – hairdresser, dry cleaners, day care – even doctors/dentists. Remember, they are buying for their employees, friends and family too.

FOR MORE HOLIDAY IDEAS, VISIT *MARYKAYINTOUCH*® > PRODUCTS > PRODUCT CENTRAL > HOLIDAY 2020.

MARY KAY®

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Dallas, TX 75379-9045

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GET INSTRUCTIONS ON HOW TO USE CDS
UNDER EDUCATION TAB > DIGITAL BUSINESS
BASICS > DIGITAL PARTY TOOL KIT > STEP 5.



HOLIDAY RUSH?

Customer Delivery Service to the Rescue.

The seasonal hustle and bustle of holiday sales got you a little low on inventory? Relax. Customer Delivery Service (CDS) ships orders generated from your *Mary Kay*® Personal Web Site or a sales ticket to your customers. Stay safe and save time while providing your customers with the products they need wrapped up in a beautiful box! Plus, select product samples or a copy of *The Look* to include in each order for potential new sales!

**ON *MARY KAY INTOUCH*® >
ORDERING > ORDER
FULFILLMENT OPTIONS.**