

MARY KAY®

Enriching Women's Lives<sup>SM</sup>

OCTOBER 2008

# Applause<sup>®</sup>



Make Your Holidays Joyful —  
and This Season the Best Ever!

Gorgeous  
Gift Sets

New **Fragrances**  
& Glamorous **Color**

**Classes**  
With a Cause



Applause® October 2008

# get it free

WITH YOUR ORDER

SEPT. 16 – OCT. 15, 2008

## Oil-Free Hydrating Gel

**Suggested use:** Help customers give normal to oily skin an extra dose of moisture with this nongreasy gel that absorbs quickly and leaves skin cool and refreshed. With up to 10 hours of fragrance-free hydration, skin will feel amazing. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Women's Eau de Toilette Sampler Card

Encourage your customers to experience all four new Mary Kay® Eau de Toilette fragrances with one convenient tri-fold sampler card. Each card offers rub-and-release trials of Simply Cotton™, Warm Amber™, Exotic Passionfruit™ and Sparkling Honeysuckle™. One card does it all! And it fits perfectly inside the *Sample Anything!* card. Two packs of six cards are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

## Travel Roll-Up Bag

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



Product not included.

For more details on BizBuilders bonuses, see Page 27.



New! Limited-Edition  
Mary Kay® Body Care Gift Set – Glistening Winterberry

page 4 ▶

## Fabulous New Fragrances

Just in time for the holidays, four new regular-line, mid-tier fragrances take Mary Kay® fragrance options to a whole new level. "Scentsational" and affordable!

# the perfect gift

Who doesn't want to give – and receive – the perfect gift? That unique, beautifully packaged present that shows appreciation, affection and care. You can help your customers find just the right gift for everyone on their holiday lists while watching their budgets! Four new mid-tier fragrances convey luxury at a great value, while luscious holiday gift sets encourage affordable indulgence. And as an Independent Beauty Consultant, only you offer personalized gift-giving services designed to pamper and please your customers!



◀ page 2

## All Set for Giving

Two lusciously scented Mary Kay® Body Care Gift Sets for women and a bold MKMen™ Gift Set make gift-giving a pleasure.



Holiday Wishes Necklace



page 10 ▶

## Classes With Cause

For each limited-edition Holiday Wishes necklace you offer hostesses this season, 100 percent of the proceeds will be donated to the Mary Kay Ash Charitable Foundation.



# offer feel-good gifts for the season

Limited-edition body care gift sets for women and men have gift-giving all wrapped up!



*Glistening Winterberry*

Whether you choose scrumptious *Glistening Winterberry* or delicious *Creamy Frosted Vanilla*, the clear body wash (3 fl. oz.) cleanses skin, the body mist (2 fl. oz.) imparts a light fragrance and the white body butter (2 oz.) delivers indulgent moisture.

as shown in the look



## Just for her

Enliven your spirits and warm your heart with two new lusciously scented Mary Kay® Body Care Gift Sets in *Glistening Winterberry* and *Creamy Frosted Vanilla*. Each limited-edition set features three tantalizing products: a body wash, a body butter and a body mist all beautifully presented in a zippered mesh fabric bag with a hanging gift tag. Gorgeous packaging reflects each scent, and the elegant travel-sized sets make perfect holiday gifts for any woman who loves to indulge. Go ahead and encourage customers to treat themselves! Limited edition, while supplies last on the Sept. 16 Consultant order form. **\$26 each set**



*Creamy Frosted Vanilla*

## Great for him

Guys like good things for their skin too! **MKMen™ Shave Foam**, **MKMen™ Cooling After-Shave Gel** and the new **MKMen™ Body Spray** compose a very masculine limited-edition MKMen™ Gift Set that includes a matching gift bag. The shave foam softens the beard for a smooth, close shave. The cooling after-shave gel shields against razor irritation, leaving skin feeling soft and moisturized. This manly set is sure to please any guy who loves to be at his very best. Limited edition, while supplies last on the Sept. 16 Consultant order form. **\$38**

as shown in the look



MKMen™ Cooling  
After-Shave Gel

MKMen™  
Shave Foam

MKMen™  
Body Spray

Merchandising suggestion shown.

**New for men!** The light and refreshing regular-line **MKMen™ Body Spray** imparts the masculine **MKMen™** scent and is designed for liberal use throughout the day. Great for casual daily wear, men can simply toss one in a gym bag or briefcase for convenient use any time they want! Perfect for guys of all ages who love to smell great! Available beginning with the Sept. 16 Consultant order form. **\$14**

## extraordinary body care

Your best customers can do good things for their skin with the Fall/Holiday 2008 gift with purchase – the mini Mary Kay® Body Care Set featuring four travel-sized products. Each set includes® Mary Kay® Loofah Body Cleanser and Mary Kay® Nourishing Body Lotion in both Lotus & Bamboo and Red Tea & Fig packaged in a beautiful mini bag. The cleansers purify and revitalize with botanical exfoliators. The lotions soften and smooth and are enriched with antioxidants. Experience the power of products that can transform an everyday experience into an extraordinary one! Available while supplies last on Section 2 of the Sept. 16 Consultant order form (pk./five, **\$17.50**).





# luxurious scents at a great value

Go ahead and indulge in life's little luxuries with the new regular-line Mary Kay® Eau de Toilette Women's Collection. Four new fragrances offer everyday scents at a super value. Featuring a wide range of fragrance preferences, these eau de toilette clear-formula sprays present casual alternatives to fine fragrances. Simple, yet sophisticated, you can choose a new scent every day! Each 1.7 fl. oz. bottle comes in colorful packaging – perfect for holiday gift-giving.



**Available beginning with the Sept. 16**

Consultant order form. **\$25 each**



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



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

## Sampling Scents

With the new Women's Eau de Toilette Sampler Card, you can encourage your customers to experience all four new Mary Kay® Eau de Toilette fragrances on one convenient card. This elegantly designed card features rub-and-release trials of Simply Cotton™, Warm Amber™, Exotic Passionfruit™ and Sparkling Honeysuckle™. One card does it all! And because these fragrances are so spectacular, you'll want to offer samplers to everyone!



**Available on Section 2 of the Sept. 16 Consultant order form** in packs of six for \$1.

as shown in **the look**



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



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



**Affection® Eau de Parfum,**  
Mary Kay® Deo Body  
Spritzer in Red Tea &  
Fig or Mary Kay® Eau  
de Toilette in Exotic  
Passionfruit™. It's  
your call!

## Eau de Parfum or Eau de Toilette? You can have both!

Eau de toilettes are everyday, wearable and simple scents that are not as complex as the fine fragrances of eau de parfums. So what does that mean? Everyone can have both in their fragrance collections, using one or the other based on the occasion, the outfit or the mood! A casual day may call for Mary Kay® Eau de Toilette in Simply Cotton™ while a night out may require Affection® Eau de Parfum, for example.

With an eau de toilette, consumers immediately have an idea of what to expect when they smell the fragrance just by hearing the name. In contrast, eau de parfums convey a desired image and carry names that may or may not have any meaning themselves or to the scent – such as Belara® Eau de Parfum. Also, eau de parfums incorporate more complex fragrances.

Consumers often make selective purchases of eau de parfums because of the higher price point and image they support. Eau de toilettes offer a lower commitment level with less cost.

Independent Beauty Consultants also can offer body sprays as another fragrance category. With Mary Kay® Deo Body Spritzer in Lotus & Bamboo and Red Tea & Fig, plus the new MKMen™ Body Spray, your customers can enjoy these even lighter fragrances for use any time, day or night.

That means more fragrance options for your customers than ever before. The choice is theirs!



# create hot color looks your own way



as shown in *the look*



## Color is in!

This season's bold and bright makeup looks arrive straight from Hollywood's red-carpet runways. Your customers can play up those looks – or play them down – to suit their own sense of style. The Fall/Holiday 2008 issue of *The Look* offers four great seasonal color looks created just for Mary Kay by professional makeup artist to the stars Paul Innis, whose work is known internationally. For on-trend style, your customers can choose from these looks: *Starlet Style*, *Bold Lips*, *Glamour Eyes* and *Jewel-Tone Beauty*.

Once *The Look* arrives in your customers' mailboxes, why not consider following up with a simple phone call? You could say something like, "Hi, Leslie. I just know you are going to love the fun and vibrant fall color looks featured in your copy of *The Look*. Why don't you pick your favorite, and I'll drop by with samplers for you to try? Also, check out the new Mary Kay® Compact Pro™ on Page 4. It's all about doing makeup your way."





## ◀ Mary Kay® Compact Pro™

The Mary Kay® Compact Pro™ works perfectly as a storage option unlike any other, instantly transforming a bathroom drawer or countertop from makeup mess to sophisticated organization. And because it's so flexible, no matter where a woman goes, she'll be prepared for anything. The choices are virtually endless for re-creating today's hot makeup trends *your way*! **\$35 (unfilled)**

as shown in the look



## Mary Kay® Mineral Color ▶

Change, rearrange and start all over again! That's what new color is all about – doing makeup your way. With Mary Kay® mineral color, you have virtually limitless options for creating the looks you want. Or simply pop a Mary Kay® Sheer Mineral Pressed Powder plus a lipstick in the Mary Kay® Compact, and you're off.

Remember, mineral makeup is famous for its oil-absorbing properties, ease of application, excellent coverage and adhesion to skin. Plus, it reflects light, imparting a soft-focus effect without settling into fine lines and wrinkles.

With so many Mary Kay® Mineral Eye Colors and Mineral Cheek Colors available, your customers can certainly find what they want with your expert beauty help. You can use the Create-a-Look™ online makeover program (available on the Mary Kay InTouch® Web site) to present custom color looks for your customers, such as a dramatic look for a special holiday occasion.

Or send your customers to your Mary Kay® Personal Web Site where they can play with the updated Virtual Makeover that allows them to upload their own pictures for a state-of-the-art, personalized makeover. The Virtual Makeover is all about experimenting with color so your customer can choose what fits her style at the moment.

As her Independent Beauty Consultant, always remember to follow up so you can provide Golden Rule Service that meets her personal needs.



## More glamorous fun ▶

Introducing the exclusive, limited-edition *All Things Glamorous* Color Collection Sets just for the holidays! Three fabulous runway-inspired collections add a touch of jewel-toned sparkle, shimmering texture and luxury to any holiday event. Each collection, designed for all skin tones, features:

- ▶ Mary Kay® Creme Lipstick in either Couture Pink, Berry Luxe or Champagne. These custom lipstick shades, created by professional makeup artists, feature a star design pressed into the sides of the lipstick bullet, plus a sparkling pearl coating on the outside of the bullet that creates a super-dazzling effect.
- ▶ Mary Kay® Lip Gloss in Gold Sequins. With an extraordinary iridescent and sparkling finish, this lip gloss complements all three lipstick shades and adds a beautiful glimmer to lips.
- ▶ Mary Kay® Mineral Shimmer Powder in Canary Diamond. Created to fit into the Mary Kay® Compact, this pearlized powder features an additional glimmery coating on the top, plus a pressed star design for a visually stunning effect! It can be used to highlight the face, shoulders and décolleté, or as an eye color. Plus, it offers the same long-lasting, fade-resistant and vitamin-enriched benefits as other Mary Kay® mineral color products.

For elegant gift-giving, each set is beautifully packaged in a black velvet bag that can also hold a Mary Kay® Compact. Plus, the *All Things Glamorous* tri-fold sampler card (**pk./five, \$2.25**) gives your customers a chance to try each lipstick shade and the shimmer powder before they buy. Note that each *All Things Glamorous* Color Collection Set is designated on the Sept. 16 Consultant order form by the corresponding lipstick shade name. Limited edition, while supplies last on the Sept. 16 Consultant order form. **\$40 per set**



Velvet bag included (not shown).  
Compact and brush sold separately.



as shown in the look



All product prices are suggested retail.

# make the most of the CMA Awards<sup>SM</sup> sponsorship



Mary Kay Inc. is *The Official Beauty Sponsor of The 42nd Annual Country Music Association (CMA) Awards* that will be held in Nashville and televised live on ABC Wednesday, Nov. 12, at 8/7c. Use this brand-building event to your best business advantage!

What an opportunity for Mary Kay to be showcased in the spotlight on national TV and at events surrounding the show! With a little planning on your part, you can use this sponsorship to boost your business as well. You'll want to tell all your customers about the sponsorship, hold a CMA Awards<sup>SM</sup> viewing party and encourage them to enter *The Mary Kay® Beauty of Country™* consumer sweepstakes for an opportunity to attend the CMA Awards<sup>SM</sup> live. Just imagine the excitement you can create for your independent business and the Mary Kay® brand!

## *The Mary Kay® Beauty of Country™* Consumer Sweepstakes Sept. 16 – Oct. 16, 2008

Entry time is here! Wouldn't one of your customers just love to attend the star-studded CMA Awards<sup>SM</sup> show live? The grand-prize winner will receive:

- ▶ A four-day/three-night trip for two to the 2008 CMA Awards<sup>SM</sup> in Nashville.
- ▶ An invitation to a CMA<sup>SM</sup> insider event.
- ▶ A makeover by a professional makeup artist before the show.

*The Mary Kay® Beauty of Country™* consumer sweepstakes will be supported with promotional TV spots airing Sept. 16–28. To enter the sweepstakes, customers can go to your Mary Kay® Personal Web Site or [www.marykay.com](http://www.marykay.com) to link to the sweepstakes registration page. Then watch for more Mary Kay commercials to air Nov. 3–23 during shows like *Live With Regis and Kelly* and *Good Morning America* to keep the brand momentum going!



Last year, Mary Kay Inc. made a splash at the CMA Awards<sup>SM</sup> with a backstage display and a guitar signed by many stars, including Kix Brooks and Ronnie Dunn of Brooks & Dunn (shown above).



## Ad advantage ▶

Your customers will discover even more Mary Kay® brand excitement presented in this striking ad that is running in top national general-market and Spanish-language magazines. The two-page ad highlights the Mary Kay® Compact and its flexible options while promoting new Mary Kay® mineral color. Check out the September 2008 issue of *Applause®* magazine or the Mary Kay InTouch® Web site for ad placement details.



## Earn your way too!

Independent sales force members have until Sept. 30 to earn their way to the prestigious CMA Awards<sup>SM</sup>. Be among those 15 who will receive star-quality treatment at the event! Details were featured in your August issue of *Applause*<sup>®</sup> magazine and are available on the Mary Kay InTouch<sup>®</sup> Web site.

## Plan a viewing party!

Want a night of fun, glamour and potential sales? Then consider pulling out all the stops and holding a CMA Awards<sup>SM</sup> viewing party at your home. You can consider inviting your top hostesses, best customers or potential team members and their guests. Or they may even want to host viewing parties of their own!

Here are several ways you can start preparing now:

- ▶ Be sure to send *The Mary Kay<sup>®</sup> Beauty of Country<sup>TM</sup>* consumer sweepstakes MKeCard<sup>®</sup> to your customers to get them excited about winning a chance to attend the CMA Awards<sup>SM</sup> show live.
- ▶ With the Mary Kay<sup>®</sup> Compact appearing in print and television ads, you'll want to have plenty of color inventory available to service new and existing customers.
- ▶ Plan to use country-themed items for decorations and snacks, such as pink bandanas, cowboy hats and boots, cowboy hat- or boot-shaped cookies and cutouts of gold, silver or pink stars. In fact, a cowboy hat can make a great serving dish for chips and dip! Turn the hat upside down and line it with a napkin, then place chips and a bowl filled with dip inside.

Look for more great viewing party suggestions and activities coming in your November 2008 issue of *Applause*<sup>®</sup> magazine.



This ad will be featured in popular magazines this fall.



# A KISS FOR COUNTRY

Country Music Kisses Domestic Violence Good-bye

## kisses for a cause

Country music stars have once again agreed to pucker up for a great cause! Partnering with Mary Kay Inc. for *A Kiss for Country* Philanthropic Campaign, many of your favorite country music artists will auction off their kiss prints to benefit the Mary Kay Ash Charitable Foundation, supporting efforts to end domestic violence. And, of course, they'll be using Mary Kay<sup>®</sup> Creme Lipstick in Apple Berry to plant those kisses!

The lip prints will be auctioned on uBid.com from Nov. 11 to Dec. 12, with 100 percent of the profits being donated to the MKACF. Anyone, including you and your customers, can join in the bidding! In addition, the MKACF will provide a \$20,000 grant to a women's shelter in each participating artist's name in exchange for his or her kiss print.

Be sure to let your customers know how they can participate in the *A Kiss for Country* Philanthropic Campaign by placing bids.

Nov. 11 – Dec. 12

# in this season of rejoicing ... *host a class, help a cause*®

Sept. 16 – Dec. 15

Give your potential hostesses one more reason to participate  
in the Mary Kay tradition of enriching women's lives<sup>SM</sup>.

100  
percent of the proceeds  
from each Holiday  
Wishes necklace will be  
donated to the Mary Kay  
Ash Charitable  
Foundation.



Especially during the holiday season, everyone's more aware of reaching out in lasting ways. In our 45th year of drawing attention to timeless priorities, you can present potential hostesses with a way to bring hope and healing to others.

Celebrate the spirit of giving together when you share the message of *Host a Class, Help a Cause*® – a growing Mary Kay tradition that turns a hostess event into “something more.” When hostesses hold a Mary Kay party and earn your gift of the Holiday Wishes necklace, they help support two causes close to the heart of Mary Kay Ash: finding cures for cancers that affect women and ending domestic violence against women. Your hostesses will be glad to know that 100 percent of the proceeds from each Holiday Wishes necklace you give away will be donated to the Mary Kay Ash Charitable Foundation for continuing support of these causes. What's more, they'll love the 41-inch-long sophisticated necklace of light-catching, genuine Lucite gold-foil beads that can be styled in different lengths to complement any holiday wear. It even works as a bracelet when fastened with the lobster-claw clasp that comes with it. Gold-tone polished links and delicate neutral tones will add luster to apparel now and later, reminding hostesses every time they wear your gift that what they helped support during these special holiday months will continue enriching lives for years to come. The finishing touch? A custom satiny-soft drawstring pouch in our new Mary Kay® pink and black signature colors, featuring our logo, the Breast Cancer logo ribbon, two crystal bead accents and a “Thank you for your support” message!

The Holiday Wishes necklace is available on the  
Sept. 16 Consultant order form. \$10

**pink** changing lives<sup>SM</sup>



## *beauty that counts*™ May 1 – Dec. 31

Continuing our Pink Changing Lives<sup>SM</sup> initiative through the *Beauty That Counts*™ promotion, Mary Kay will donate 100 percent of its profits from the sale of Mary Kay® Creme Lipstick in Apple Berry from May 1 to Dec. 31, 2008, to charitable organizations that support women and children around the world. In the United States, Mary Kay is proud to support Break the Cycle, whose mission is to engage, educate and empower the nation's youth in building lives and communities free from domestic and dating violence.



# open houses and *color insider* parties count the possibilities

## Setting **the Stage**

Holidays and open houses go together like beautifully wrapped presents and your favorite people. Sounds like a table of fabulous Mary Kay® products surrounded with your smiling customers! Add your own personal touches, such as easy refreshments, subtle background music, some lighted candles, and you've set the stage for a memorable selling scenario. Don't forget to market yourself with a pretty bowl of business cards set out on that festive table so that guests can share your name and telephone number with others. You might consider having enough inventory on hand to provide customers with immediate gratification!



## Booking With **Seasonal Savvy**

The secret to successful holiday events is early planning. By now you should be getting on your customers' calendars for gatherings such as your open house, *Color Insider* parties and holiday-themed skin care

classes. Your Preferred Customer Program list is an ideal place to start. Try telephoning your customers first and following up with a paper or e-mail invitation. Stagger guests' arrival times, and refresh yourself on their shopping needs and preferences before they get there. Color parties are the perfect vehicle for holiday makeovers, and with the new casual feel of *Color Insider* parties, getting gorgeous as a group has never been more fun. The makeovers and tips featured in the *Color Insider* book and DVD make a great display. With all the event and reward options available to them, hostesses have never had so many enticements!

## Sweetening **Those Sales**

Holiday sales have a flavor all their own – rich with gift-giving galore, whether the gift is going to someone else or not! After all, people want to look their best for special gatherings, including your customers. At your open house, don't forget to point out that Mary Kay® products for men and women make perfect surprises for those special people on everyone's list. And remember the "domino" effect: Selling the Mary Kay® Brush Collection can lead to color sales, and color sales can lead to skin care conversations. And vice versa. The more, the merrier!



## Husbands **Are Givers Too**

It's easy to market to men if you can connect with them where they "live." Try calling\* your customers' husbands and asking if you can meet them at a convenient time for a holiday preview of gifts their wives are sure to love. Husbands will appreciate the shopping time they'll save when you demonstrate your knowledge of their wife's skin care needs and favorite Mary Kay® color products. You're the expert who can advise them about fabulous holiday gift sets, body care and more. And this kind of visit is a great time to introduce hubbies to the complete line of products for men. After they see the personal care products and fragrances you have to offer them, they just might decide to gift themselves as well!

\*Prior to contacting referrals via telephone or e-mail, 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 [www.marykayintouch.com](http://www.marykayintouch.com). Otherwise, Mary Kay always recommends face-to-face contact, which should help you avoid any issues with these types of regulations.



# recognition

## Congratulations to the winners for June 2008

### Monthly Commissions and Bonuses

Listed are NSD commissions/bonuses 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 June 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for May 2008 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.

#### Diamond



Barbara Sunden

#### Ruby



Carol Anton

#### Sapphire



Gayle Gaston

#### Emerald



Kathy Helou

#### Pearl



Nan Stroud

<b>Barbara Sunden***</b> ..... <b>\$110,683</b>	<b>Carol Anton**</b> ..... <b>\$65,683</b>	<b>Gayle Gaston***</b> ..... <b>\$108,204</b>	<b>Kathy Helou*</b> ..... <b>\$60,441</b>	<b>Nan Stroud***</b> ..... <b>\$70,502</b>
Karen Piro**.....80,870	Pat Danforth*.....53,084	Christine Peterson***.....93,653	Gloria Mayfield Banks***.....47,220	Darlene Berggren*.....48,415
Lisa Madson.....74,977	Karlee Isenhart**.....44,381	Rena Tarbet*.....57,128	Jamie Cruse-Vrinios.....39,629	Stacy I. James*.....47,870
Anita Mallory Garrett-Roe*.....63,313	Sue Kirkpatrick*.....43,500	Joanne Holman**.....52,036	Sherry Giancristoforo**.....38,866	Jan Harris**.....47,514
Joyce Z. Grady.....58,511	Johnnette Shealy.....42,036	Lupita Ceballos**.....47,416	Debi R. Moore*.....38,271	Cindy A. Williams.....44,459
Julianne Nagle-Hackett*.....56,432	Linda McBroom*.....41,130	Judie McCoy*.....44,345	Dacia Wiegandt.....37,736	Pamela Waldrop Shaw.....39,545
Sonia Pérez.....47,182	Ronnie D'Esposito Klein*.....37,877	Valerie J. Bagnol*.....36,339	Yvonne S. Lemmon.....34,539	Cheryl Warfield**.....37,197
Gloria Castaño**.....46,771	Shirley Oppenheimer*.....32,704	Jana Cox*.....36,218	Doris Jannke*.....30,258	Anita Tripp Brewton*.....35,513
Patricia Rodriguez-Turker*.....45,785	Wanda Dalby**.....32,684	Shannon C. Andrews*.....30,701	Cindy Fox*.....28,309	Rosa Jackson**.....35,437
Tammy Crayk.....44,888	Janis Z. Moon.....30,757	Sonya LaVay*.....29,214	Mona Butters.....27,990	Maureen S. Ledda*.....35,170
Linda C. Toupin.....44,630	Candy D. Lewis.....25,482	Mattie Dozier.....29,164	Lily Orellana.....27,790	Sandy Miller.....30,985
SuzAnne Brothers*.....42,559	Cyndee Gress.....24,797	Pam I. Higgs.....29,132	Consuelo R. Prieto.....26,562	Halina Rygiel*.....29,293
Evelinda Díaz.....40,541	Pam Ross*.....23,929	Kimberly D. Starr.....28,082	Janet Tade*.....25,501	Jackie Swank*.....29,246
Mary Diem*.....35,191	Jeanne Rowland*.....23,391	Maribel Barajas.....25,857	Kerry Buskirk*.....24,748	Mary C. Estupifian-Martel*.....24,711
Pam Gruber*.....34,286	Kate DeBlander.....22,179	Pam Klickna-Powell.....25,471	Joanne R. Bertalan*.....23,841	Elizabeth Fitzpatrick*.....24,319
Holly Zick**.....33,627	Kelly McCarroll.....21,368	Gloria Báez*.....24,152	Pamela Tull.....23,616	Glinda McGuire.....23,720
Maria I. Monarrez.....33,042	Patricia Lane.....20,645	Nancy A. Moser.....22,030	Kay E. Elvrum.....23,226	Julie Krebsbach.....23,538
Dalene Hartshorn.....29,486	Pamela A. Fortenberry-Slate*.....20,538	Vernella Benjamin.....21,910	Barbara Whitaker.....23,034	Nancy Bonner*.....22,559
Dawn A. Dunn.....29,117	Maria Aceto Pirro.....20,276	Carol L. Stoops.....20,409	Cathy Bill*.....22,065	Anabell Rocha.....21,071
Rosibel L. Shahin*.....28,875	Toni A. McElroy.....20,022	Joy L. Breen.....20,093	Cathy Phillips.....21,962	Wilda DeKerlegand*.....20,451
Diane Underwood.....27,525	Cheryl J. Davidson.....19,813	Karen Kratochvil.....19,502	Jackie LaPrade.....20,490	Monique Todd Balboa.....20,006
Jo Anne Cunningham.....26,924	Lynne G. Holliday.....19,793	May L. Cane.....19,420	Sherry A. Alexander.....18,870	Kathy C. Goff-Brummett.....18,624
Sandy Valerio.....24,464	Rebecca Evans*.....19,370	Sherril L. Steinman.....19,261	Sabrina Goodwin Monday.....18,202	Shirley M. Oshiro.....18,428
Sharon Kingrey.....21,661	Scarlett S. Walker*.....18,734	Alia L. Head.....19,112	Shelly Gladstein.....16,769	Pat Campbell.....18,258
Diana Heble.....18,992	Vicki Jo Auth.....18,276	Joy L. Breen.....18,992	Crisette M. Ellis.....16,752	Bett Vernon.....18,159
Connie A. Kittson.....18,901	Judy Kawiecki.....17,872	Jan L. Thetford.....18,952	Irene A. Shea.....15,749	Maureen Myers.....17,474
Morayma Rosas.....14,594	Kirk Gillespie.....17,807	Sharon L. Buck.....18,926	Brenda Segal*.....15,359	Anita N. Conley.....17,349
Diana Sumpter.....14,473	Nancy West Junkin*.....17,738	Debra M. Wehrer.....18,545	Kathy Rodgers-Smith.....15,043	Beatrice Powell.....17,293
Isabel Venegas.....14,187	Vicky L. Fuseller.....17,694	Jo Anne Barnes.....17,363	Jo Reynal Rogers.....14,938	Lise T. Clark*.....16,146
Betty Gilpatrick.....13,596	Bea Millslagle.....17,205	Brigit L. Bridle.....16,290	Dawn Otten-Sweeney.....14,318	Robin Rowland.....16,017
Sandra Chamorro.....13,239	Michelle L. Sudeth*.....16,240	Davanne D. Moul*.....15,494	Miriam Gómez-Rivas.....13,756	Deb Pike.....15,539
Jan Mazzotti.....13,149	Cindy Z. Leone.....16,178	Kendra Crist Cross.....15,427	Cristi Ann Millard.....13,245	Lynda Jackson*.....15,433
Charlotte G. Kosena.....10,775	Cindy Towne.....15,813	Paola J. Ramirez.....15,120	Regina Hogue.....13,179	Jane Studrawa.....15,178
Carol Lawler.....10,099	Phyllis Chang.....15,526	Gladis Elizabeth Camargo*.....13,502	Carmen Rios.....13,154	Allison LaMarr.....15,045
Caterina M. Harris.....9,893	Nancy M. Ashley*.....14,636	Lorraine B. Newton.....13,225	Francie McBeth.....12,638	Sonja Hunter Mason.....14,930
Andrea C. Newman.....8,191	Katie Walley.....14,450	Karen B. Ford.....11,529	Kym A. Walker*.....12,442	Wadene Claxton-Prince.....14,880
	Thea Elvin.....14,330	Gillian H. Ortega.....10,516	Joanne Hollingsworth.....12,331	Linda Kirkbride.....14,804
	Amy Dunlap.....14,240	Jill Moore.....9,903	Judy Harmon.....12,062	Barbara Stimach*.....13,802
	Gena Rae Gass.....13,918	Ann Brown.....9,868	Natalie Privette-Jones.....11,657	Cathy E. Littlejohn.....13,801
	Jean Santin*.....13,590	Elizabeth Sánchez.....9,297	Phyllis R. Sammons.....11,560	Ruth Theodocion.....13,413
	Sue Z. McGray.....13,328	Maria Aguirre.....8,731	Esther Whiteleather.....10,700	Sylvia Kalicak.....12,965
	Rhonda L. Frackowski.....12,240	Mirna Mejia de Sánchez.....8,368	Nora L. Shariff*.....8,307	Mary Pat Raynor.....11,534
	Gay Hope Super.....12,075		Pamela Cheek.....6,602	Rosalie Ann Medjesky.....10,684
	Donna B. Meixsell.....11,728			Kathy Jones.....8,226
	Margaret M. Bartsch.....11,621			Bettye M. Bridges.....8,101
	Kimberly R. Copeland.....11,213			
	Sharlyn G. Phillips.....10,928			
	Renee D. Hackleman.....10,180			
	Terri Schafer.....9,893			

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

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## new debuts/debutes April/abril

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".



**Victoria Agnes Burgio**  
Lafayette, N.J.  
C. Marion Unit

**Marissa Dare Cox**  
Raleigh, N.C.  
J. Sapp Unit

**Teresa Morgan Danforth**  
Dripping Spring, Texas  
P. Yambay Unit

**Monica M. Flores**  
Uvalde, Texas  
C. Bermea Unit

**Eleni Alexiou Lazaridis**  
Wilmington, N.C.  
J. Sapp Unit

**Ifeyinwa A. Okafor**  
Irvington, N.J.  
A. Onwuanaegbule Unit

**Nkechi Okafor**  
Phoenix  
A. Umeh Unit

**Chinwe Lauryn Ononiwu**  
Union, N.J.  
A. Onwuanaegbule Unit

**Eunice Salazar**  
Katy, Texas  
J. Craver Unit

**Oluchi A. Elechi\***  
Hoover, Ala.  
J. Ehimika Unit



**Geraldine Nkechi Emeh\***  
Orange, N.J.  
E. Okafor Unit

**Ana Gloria Gonzales\***  
El Paso, Texas  
E. Holguin Unit

Congratulations to Sales Directors **Norah Jean Brennan**, Chico, Calif., V. Wilkins Unit; **Kelly Denton**, Dearborn, Mich., J. Jablonski Unit; **Carmen Maria Eram**, San Diego, L. Ramirez Unit; **Jane Louise Fell**, Ashville, Ohio, J. Moore Unit; **Layda Gill, Bronx**, N.Y., G. Sandoval Unit; **Laura Gaudet Guise**, Schriever, La., S. Vature Unit; **Mindy Jean Kamp**, Mount Carmel, Ill., N. Shull Unit; **Kim Leezer**, Jacksonville, Mo., A. Dunlap Unit; **Valeria Webber Morrison**, Cottontale, Ala., S. Goins Unit; **Esther Chinyere Ohen**, Maplewood, N.J., F. Ohen Unit; **Danette Rogers**, Dunn, N.C., W. Moore Unit; **Amanda Jimison Rubenstein**, Mount Holly, N.C., M. Abernathy Unit; **Amy Lynn Troutner**, Woodward, Okla., A. Williams Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

\*Previously debuted. / \*Debutaron anteriormente.

## Dean's List/Lista del Decano

(June 2007 debuts/debutes de junio 2007)

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



**Florence Ohen**  
Pittstown, N.J.  
Go Give Area  
Ruby Seminar

**Mayuli Rolo**  
Miami  
S. Páez Area  
Diamond Seminar

Congratulations to Sales Director **Rosemary Soto**, Miami, D. Wiegandt Area, Emerald Seminar; photo unavailable at press time. /Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

## Honors Society/Sociedad de Honor

(June 2007 debuts/debutes de junio 2007)

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



**Eno B. Edet**  
Mesquite, Texas  
K. Copeland Area

**Ulioma E. Saya-Braide**  
Powder Springs, Ga.  
Ruby Go Give Area

## Fabulous 50s/Los Fabulosos 50

(December 2007 debuts/debutes de diciembre 2007)

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.



**Blessing Ijeoma Ogu**  
Douglasville, Ga.  
Ruby Go Give Area

**Adaora Eucharia Umeh**  
Murphy, Texas  
Ruby Go Give Area

Congratulations to Sales Director **Nina Nicole Turek**, Corning, Calif., C. Anton Area; photo unavailable at press time. /Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

## On the Write Track/En buen camino

(April 2008 debuts/debutes de abril 2008)

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

Marissa Dare Cox  
Teresa Morgan Danforth

Monica M. Flores  
Esther Chinyere Ohen

Ifeyinwa A. Okafor  
Nkechi Okafor

Amanda Jimison Rubenstein

Amy Lynn Troutner

## 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.

Maria Aguirre  
Miriam Aiello  
Norma Alhanfoosh  
Miriam Barrera  
Elizabeth L. Barth  
Yadira S. Belduma  
Colleen J. Bell  
Pepper D. Bendel  
Brittany Bennett  
Cindia S. Bivins  
Brenda C. Blackwelder  
Cheryl A. Bowman  
Julie Browning  
Tiffany L. Brumley  
Casey P. Burney  
Makeba Butler  
Eloisa R. Calaguas  
Nicole Calvaire  
Kelly C. Canzone

Sherry Carver  
Angelica M. Cloud  
Ruth E. Cooney  
Janie Corrie  
Cheryl L. Couch  
Terri L. Crossland  
Patricia A. Davis  
Guadalupe Delgadillo  
Laura L. Dobbelaire  
Carolyn S. Doogan  
Donna Dorrah  
Pearline E. Durrant  
Ashley Easley  
Anthonia Ekwenugo  
Udoka N. Esho  
Tanya T. Fanella  
Melissa R. Fitzgerald  
Jennifer Forst  
Maria T. Garcia

Denise C. Garrettson  
Christy Goins  
Brenda B. Goodman  
Marianela Guzman  
Holly M. Hagen  
Jane M. Hahn  
Susie Hahn  
Arlene A. Helgeson  
Diane D. Hernandez  
Maria R. Hernandez  
Norma J. Hill  
Jennifer W. Hoover  
Alisa R. Horton  
Lori A. Huck  
Juliet Igboanusi  
Lilian A. Iheanatu  
Sandra M. Johnson-Gumby  
Paula M. Kirkpatrick  
Amberly N. Lacy

Teresa Langston  
Allison L. Lynch  
Deborah A. Mattia  
Holley A. McBride  
Laurie E. McBride  
Nancy-Ann McGarty  
Joyce F. Meleady  
Joanne M. Mercer  
Anne Mgbemena  
Nicole R. Miller  
Bobbie J. Mitchell  
Carrie L. Monk  
Jennifer C. Moore  
Toni W. Moore  
Ivy Nnorom  
Francella A. Nolan  
Morgan Noles  
Chinyere I. Nwabugwu  
Leanne O'Dell

Robyn L. Odita  
Odira N. Okereke  
Patricia J. Okesanya  
Maureen C. Onyenze  
Maria Palacios  
Misty N. Pope  
Rhonda D. Price  
Alison G. Radin Kibler  
Vicky L. Rawlins  
Veronica Rivera  
Ashley R. Robbins  
Aundi D. Robinson  
Brittany M. Rush  
Rosalba Sanchez  
Andrea C. Sandoval  
Andrea Santiago  
Jordana Seligmann  
Rosemary Sellen  
Leonor M. Sierra

Kimberly K. Smarr  
Janet K. Smith  
Valerie C. Stahr  
Lacy Starling Coutsoftides  
Karen Stenland  
Colleen Taylor  
Celeste Tejada  
Kristina M. Theiss  
Obiageli G. Udodi  
Jjeoma Umunna  
Tammy S. Vining  
Allison Walker  
T. J. Waller  
Jackie R. Wardwell  
Mary A. Womack  
Tammy J. Wood  
Nancy Zamora  
Lisa M. Zimmerman

## 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 June./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Rubí que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en junio.

Sales Director Anne Obiageli Akanonu .....\$5,641.74  
Sales Director Sandee Popadich .....3,290.27  
Sales Director Florence E. Ozurumba .....3,109.57  
Sales Director Dorothy C. Ibe .....2,979.34  
Sales Director Appolonia Nnediogo  
Onwuanaegbule .....2,829.03  
Sales Director Ekene S. Okafor .....2,691.29  
Sales Director Augusta C. Onyenemere .....2,540.23  
Sales Director Sheila K. Valles .....2,519.27

Sales Director Adaora Eucharia Umeh .....2,464.09  
Sales Director Lisa Baker .....2,455.68  
Sales Director Eusebia Bonilla .....2,410.36  
Sales Director Diane Covington .....2,383.68  
Sales Director Jann Fagnoli .....2,373.85  
Sales Director Penny Regina Hurd .....2,250.95  
Sales Director Michele Semper .....2,195.26  
Sales Director Candace Lyn Chambers .....2,181.08  
Sales Director Karen E. Gardner .....2,173.78

Sales Director Monica T. Green .....2,157.09  
Sales Director Marnie R. Yunger .....2,154.41  
Sales Director Krystal D. Downey-Shada .....2,052.51  
Sales Director Cheryl O. Fulcher .....2,032.49  
Sales Director Mary Lou Ardohain .....1,886.14  
Sales Director Phuong L. White .....1,868.00  
Sales Director Julie Smith .....1,844.41  
Sales Director Suzie R. Kuczynski .....1,842.33

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



## 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
<b>37 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Loretta Bible.....	8
<b>34 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Helen Kuoha-Torco.....	7
<b>31 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Jan Maloney.....	5
<b>30 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Dorothy Cuebas.....	5
Sales Director Gloria Dominguez.....	6
<b>29 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Georgia Awig.....	5
Sales Director Carlotta Sandiford-Coleman.....	12
<b>26 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Phuong White.....	8
<b>21 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Jacqueline Donna.....	7
Sales Director Dorothy Ibe.....	5
Sales Director Donna Knotts.....	8
<b>19 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Trudy Gibbs.....	11
Sales Director Ella Jones.....	5
<b>18 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Diane Satterfield.....	9
<b>16 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Eusebia Bonilla.....	6
Sales Director Angela Moore.....	8
<b>15 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Inez Thayer.....	5
Sales Director Marilyn White.....	10
<b>14 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Helen Godswill.....	7
<b>13 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Tonya Colbert.....	10
Sales Director Angela Ivey.....	5
Sales Director Sandee Popadich.....	12
Sales Director Molly Williamson.....	6
<b>12 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Guadalupe Estrada.....	7
Sales Director Eneidella Hernandez.....	5
Sales Director Leslie Kane.....	5
Sales Director Lucille Tannis.....	5
<b>11 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Peggy Dousay-Stollsteimer.....	8
Sales Director Lynn Ligon.....	7
<b>10 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Mirna Garcia.....	5
Sales Director Sheila Medina.....	5
<b>9 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Christy Barnett.....	9
Sales Director Karyz Figueroa.....	5
Sales Director Maria Hayes.....	5
Sales Director Nina Jonah-Ndukwe.....	5
Sales Director Catherine Onyema.....	5
<b>8 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Cindi Atehortua.....	5
Sales Director Franchon Foster.....	13
Sales Director Maria Frayre.....	9
Sales Director Bridgett La Vigne.....	8
Sales Director Colleen Russell.....	6
<b>7 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Florence Alacar.....	5
Sales Director Maria Alvarez.....	5
Sales Director Donna Coker.....	7
Susanna Covarrubias, S. Castro Unit.....	21
Cheryl Daniels, B. Brannan Unit.....	5
Sales Director Maria Espinoza.....	8
Sales Director Sonia Luevano.....	6
<b>6 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Joanne Braun.....	5
Sales Director Candace Chambers.....	8
Sales Director Claudia Diharce.....	10
Sales Director Krystal Downey-Shada.....	5
Sales Director Gayle Molyneux.....	5
Sales Director Debby Nezat.....	7
Sales Director Teresa Nwaneri.....	5
Sales Director Stephanie Sato.....	6
<b>5 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Karen Cole.....	11
Sales Director Eno Edet.....	6
Sales Director Rubi Garcia.....	7
Susan Hopkins, J. Craver Unit.....	10
Stephanie Hugh, T. Lemieux Unit.....	5
Sales Director LeKesia Jones.....	6
Sales Director Suzie Kuczynski.....	6
Sales Director Juana Rodriguez Sanchez.....	14
Sales Director Lucinda Rudd.....	5
Sales Director Julie Sapp.....	6
<b>4 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Beatriz Barrantes.....	8
Leslie Beal, D. Kinley Unit.....	7
Sales Director Sandra Braun.....	7
Esperance DeSouza, M. Mack Unit.....	15
Sales Director Gloria Ebere.....	5
Sales Director Monica Green.....	9
Sales Director Christine Huber.....	6
Sales Director Theresa Huntley.....	5
Sales Director Penny Hurd.....	5
Modupe Kolawole, E. Okafor Unit.....	16
Sales Director Lorena Moya.....	7
Sales Director Florence Ozurumba.....	5
Sales Director Maria Rivera.....	7
Sales Director Immaculata Rubadir.....	5
Sales Director Guadalupe Sandoval.....	6
Leah Taylor, J. Sapp Unit.....	10
Marilyn Walker, B. Cherry Unit.....	20
Adriana Zidek, M. Ardohain Unit.....	12
<b>3 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Tolu Adekunle.....	9
Amanda Allee, J. Craver Unit.....	10
Sales Director Rachael Anderson.....	6
Sales Director Angela Awuzie.....	7
Analilia Benitez, I. Camargo Unit.....	17
Courtney Bumgarner, S. Carter Unit.....	16
Sales Director Malinda Fields.....	5
Janevelyn Gabriel, T. Nwachukwu Unit.....	10
Maria Garcia, E. Rodriguez Unit.....	5
Frances Hand, J. Robinson Unit.....	5
Ngozi Izulu, D. Ibe Unit.....	16
Lynette Jenkins, N. Jonah-Ndukwe Unit.....	7
Waloloi Mowoe, K. Madunta Unit.....	13
Rita Murray, N. Johnson Unit.....	11
Sales Director Esther Ohen.....	6
Sales Director Agatha Okocha.....	8
Sales Director Vanessa Parkey.....	7
Claudia Rodriguez, I. Camargo Unit.....	12
Sue Simmons, C. Emanuel Unit.....	12
Shaunette Terrelonge, K. Madunta Unit.....	12
<b>2 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Virginia Abbott.....	7
Sales Director Maria Acosta Garcia.....	7
Olubukonla Adegboye, U. Saya-Braide Unit.....	5
Angie Akparanta, F. Ohen Unit.....	6
Jeannie Assante, K. Monahan Unit.....	11
Nancy Cabrales, M. Garcia Unit.....	12
Debra Carroll, N. Johnson Unit.....	7
Angelica Cifuentes, O. Hill-Anthony Unit.....	5
Brenda Eckhoff, D. Elbrecht Unit.....	5
Kari Edgmon, S. Seidler Unit.....	11
Sales Director Cheryl Fulcher.....	5
Darla Hall, S. Lenser Unit.....	7
Trasel Hamilton, O. Onuoha Unit.....	6
Juliet Igboanusi, O. Onuoha Unit.....	10
Janelle Kellerman, K. Irwin Unit.....	7
Erin Kelly, J. Isenhardt Unit.....	6
Micky Lassalle, A. Power Unit.....	5
Bolanie Lotsu, S. Smith-Plus Unit.....	5
Sales Director Patricia McCandlish.....	5
Rachel Monnin, M. Bartsch Unit.....	8
Sales Director Jeanine Murphy.....	5
Linda Okose, U. Ogbutor Unit.....	9
Mary Anne Ottens, L. Schulz Unit.....	12
Lee Polier, B. Fritz Unit.....	7
Tiffany Ray, T. Eanes Unit.....	11
Kimberly Richards, S. Valles Unit.....	5
Sales Director Tammy Steed.....	5
Lisa Tyson-Cox, M. Cox Unit.....	6
Henrietta Udeh, E. Okafor Unit.....	13
Diana Ureno, L. Vicario Unit.....	5
Sales Director Patricia Vythoulkas.....	7
Lisa Yost, J. Valalik Unit.....	5
<b>1 GOLD MEDAL/MEDALLA DE ORO</b>	
Maria Aguirre, I. Morales Unit.....	8
Grace Amaechi, I. Nosike Unit.....	6
Vitalis Anyanwu, F. Ozurumba Unit.....	5
Stephanie Arbaugh, V. Wilkins Unit.....	6
Angella Blackett, B. Cherry Unit.....	6
Julie Browning, R. Anderson Unit.....	5
Casey Burney, J. Isenhardt Unit.....	5
Lisa Carpenter, B. Mitchell Unit.....	8
Ruth Cooney, K. Walker Unit.....	6
Jen Crizer, P. Thorn Unit.....	5
Donna Dorrah, J. Maloney Unit.....	9
Amber Flowers, N. Shull Unit.....	5
Sandra Franco, C. Binns-Mendoza Unit.....	6
Katherine Ghenov, K. Summers Unit.....	6
Danica Harris, K. Copeland Unit.....	5
Cindy Hickerson, D. Bull Unit.....	8
Alisa Horton, S. Goins Unit.....	6
Kathleen Jacobs-Gregory, K. Reynolds Unit.....	7
Breanna Jensen, J. Generalov Unit.....	5
Paula Kirkpatrick, S. Kirkpatrick Unit.....	5
Amberly Lacy, T. Lacy Unit.....	5
Cheri Leifert, D. Jordan Unit.....	6
Sales Director Angie Limon.....	5
Allison Lynch, P. Rodriguez Unit.....	6
Sonia Martinez, A. Gonzales Unit.....	5
Heather McKinney, M. Lynch Unit.....	5
Rachel Miller, T. Martin Unit.....	5
Leanne O'Dell, T. Davis Unit.....	7
Rume Odusanya, K. Monahan Unit.....	6
Emeka Onyemetu, O. Onuoha Unit.....	5
Kelly Perry, C. Van Valey Rofls Unit.....	6
Misty Pope, A. Faison Unit.....	8
Christina Prinster, C. Brinker Unit.....	6
Sales Director Rebecca Racine.....	5
Rosalba Sanchez, I. Camargo Unit.....	5
Andrea Sandoval, O. Hill-Anthony Unit.....	5
Rosemary Sellen, G. Hendy Unit.....	7
Kimberly Smarr, K. Holtzclaw Unit.....	8
Lacy Starling Coutsoftides, B. Conley Unit.....	5
Linda Stuart, S. Risan Unit.....	5
Sales Director Jeanette Thompson.....	5
Evelyn Thomson, E. Okafor Unit.....	5
Mary Ann Turley, C. Gobrecht Unit.....	7
Ashlie Turner, J. Ellerbee Unit.....	7
Tammy Vining, R. Tucker Unit.....	5
Jackie Wardwell, P. White Unit.....	8
Lisa Zimmerman, S. Lenard Unit.....	5

# recognition/reconocimiento

## Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their June 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de junio de 2008.

### Diamond/Diamante

Cecilia C. James.....	\$210,041
Amy Lynn Allgood.....	143,705
Pat A. Nuzzi.....	135,725
Brenda Bennett.....	132,311
LaRonda L. Daigle.....	118,180
Faith A. Gladding.....	116,661
Ivonne Hernandez.....	110,108
Valorie Jean White.....	109,708
Eileen M. Huffman.....	101,950
Chatney Gelfius.....	101,832
Mary Kathryn King.....	101,752
Olga Cecilia Giraldo.....	100,195
Audrey K. MacDowall.....	100,013
Cindy S. Kriner.....	99,533
Yvonne Tazem.....	95,650
Jenny Siemonsma.....	95,510
Marsha Morrisette.....	95,241
Krista A. Johnson.....	90,690
Feliciafeyinwa Nweze.....	90,333
Evitelia Valdez-Cruz.....	88,609
Virginia Rowell.....	88,433
Diane Ferguson-Mentilly.....	88,428
Kristen C. Spiker.....	87,101
Mary Strauss.....	86,459
Melinda M. Balling.....	85,795
Terri J. Beckstead.....	85,744
Arianne C. Morgan.....	83,953
Julie Danskin.....	83,804
Shelayne B. Clark.....	78,757
Julie Schlundt.....	78,263
Andrea Shields.....	77,021
Anayanci Canales.....	76,402
Kim I. Cowdell.....	75,064
Shelly Palen.....	74,569
Cynthia L. Frazier.....	74,283
Vicki O'Bannon.....	73,965
Judy Flummerfelt-Gerstner.....	73,454
Mary P. Creech.....	72,605
Ada Y. Garcia-Herrera.....	71,969
Kim A. Messmer.....	71,776
Shelley Olson.....	71,026
Maricarmen Gonzalez.....	70,829
Lyneea E. Tate.....	70,666
Jeanette E. Beichle.....	70,023
Karime Rosas.....	67,607
Stephanie A. Richter.....	66,625
Nuvia Ascencio.....	66,568
Sheryl Peterson.....	66,076
Elvi S. Lamping.....	65,880
Denise M. Guthrie.....	65,308
Joye Z. Stephens.....	65,081
Mary Jacobson.....	65,017
Patricia Schneider.....	64,682
Gina Rodriguez.....	64,587
Gertie Janda.....	64,281
Nma Roz Okeke.....	64,064
Ruth Ojibeka.....	64,063
Jill D. Hastings.....	63,279
Ana X. Solis.....	63,242
Norma Lee Shaver.....	62,451
Lara F. McKeever.....	62,187
Sharee Munger.....	62,062
Susan M. McCoy.....	61,883
Betty McKendry.....	61,559
Fernanda Morla-Canales.....	60,819
Lisa Rada.....	60,514
Barbara E. Roehrig.....	60,471
Crystal Dawn McDaniel.....	60,404
Viviana Vargas.....	59,831
Tina Dianne Ward.....	59,245
Elaine Krueger.....	59,020
Sharon K. Reynolds.....	58,664
Nicole Ann Solomon.....	58,593
Kathy M. Viola.....	58,015
Rhonda Jean Taylor.....	57,895
Carla M. Randall.....	57,821
Tami K. Cloute.....	57,748
Brenda K. Howell.....	57,747
Patricia Carr.....	57,519
Digna Urbina.....	57,349
Morena Galtan.....	56,900
Deborah Dudas.....	56,497
Elizabeth K. Daniels.....	55,816
Susan Hatten Weeks.....	55,513
Connie J. Lamp.....	55,360

Gerri Anne Morris.....	55,264
Annaka Krafka.....	55,164
Mery C. Ramirez Bravo.....	55,132
Julie A. Sharla-Coffman.....	55,004
Nancy Polish Dove.....	54,926
Heldi Goelzer.....	54,815
Lisa Moon-Cox.....	54,591
Pamela K. Perkins.....	54,548
Sharon B. Carney-Wright.....	54,484
Gayle Lenarz Kolsrud.....	54,323
Audrey J. Doller.....	54,266
Laurie L. Ashby.....	53,878
Cissy E. Warren.....	53,518
Lisa A. Stengel.....	53,802
Ngozi Onuoha.....	53,595

### Ruby/Rubi

Ekene Okafor.....	\$208,250
Krystal D. Downey-Shada.....	156,888
Oye A. Onuoha.....	155,392
Dorothy C. Ibe.....	136,332
Diane Covington.....	117,419
Anne Obiageli Akanonu.....	108,641
Suzanne Moeller.....	105,043
Cheryl O. Fulcher.....	104,634
Phuong L. White.....	104,340
Kathy Monahan.....	102,231
Sheila K. Valles.....	96,517
Vicki S. Lindsay.....	94,318
Mary Lou Ardohain.....	86,919
Somer Ballard Carter.....	86,399
Courtney Leanne Armstrong.....	85,378
Lisa Anne Harmon.....	85,204
Stella Smith-Plus.....	82,597
Arcador Caldwell Hubbard.....	81,020
Adaora Eucharía Umeh.....	79,957
Jackie M. Craver.....	76,791
Thessy Nkechi Nwachukwu.....	76,060
Florence E. Ozurumba.....	75,078
Breda M. Teal.....	74,378
Isidora Camargo.....	72,662
Judie Roman.....	72,568
Belva Fritz.....	72,424
Anne Weidenweber.....	71,711
Donna Clark.....	71,085
Helen Naomi Godswill.....	70,965
Laura A. Kattenbraker.....	70,773
Karen Pappas.....	69,187
Julie Smith.....	68,646
Mary Sharon Howell.....	68,346
Phina N. Onwuachi.....	68,334
Julie Brindell Sapp.....	68,245
Meg Springer.....	68,143
Bridgette Rae Conley.....	67,989
Mary A. Mack.....	66,639
Tiffany S. Maxwell.....	66,544
Sonya F. Goins.....	66,421
Barbara L. Harrison.....	66,324
Kathy Williams.....	65,273
Tina Hulsman.....	64,567
Collette McNamee.....	64,476
Sandee Popadich.....	64,171
Amber J. Schaffner.....	63,525
Monica T. Green.....	63,242
Mary Jo Dallen.....	62,213
Lisa Baker.....	61,136
Kathleen C. Savorgnan.....	60,976
K.T. Marie Martin.....	60,650
Bonnie Brannan.....	60,613
Karen E. Gardner.....	59,947
Joyce Omene.....	59,738
Penny Regina Hurd.....	58,951
Darla L. Issa.....	58,827
Patricia Onyise.....	58,454
Linda Leonard Thompson.....	58,272
Eusebia Bonilla.....	58,235
Marnie R. Yunger.....	58,079
Kem IE. Madunta.....	57,956
Appolonia Nnediogo.....	57,519
Onwuanaegbulu.....	57,272
Julie Rene Jennings.....	57,204
Laura A. Schmidt.....	57,003
Uzo Ogbutor.....	56,890
Aimee Elizabeth Power.....	56,873
Jacqueline N. Alford.....	56,235

Kimberly Cavarretta.....	56,195
Jennifer Isenhardt.....	56,155
Angie Limon.....	55,899
Sylvia Limon Martinez.....	55,661
Tori Lynn Hoffman.....	55,077
Bridgett E. LaVigne.....	54,899
Jann Fagnoli.....	54,884
Kali DeBlander Brigham.....	54,867
Lyn Hunter Cames.....	54,518
Debra A. Doughty.....	54,429
Debbie A. Elbrecht.....	54,343
Eleanor M. Reigel.....	53,531
Cissy E. Warren.....	53,518
Marissa Dare Cox.....	52,930
Christy M. Cox.....	52,824
Linda Omene.....	52,775
Cindy P. Markowski.....	52,532
Susan E. Goodson.....	52,383
Suzie R. Kuczynski.....	52,060
Maureen Uzorka.....	52,014
Shelia D. Evans.....	51,966
Connie A. Brinker.....	51,887
Margi S. Eno.....	51,513
Cathy O. Calabro.....	51,492
Christina A. Van Valey Rolfs.....	51,268
Cathy G. Huhta.....	50,676
Gloria Bello.....	50,647
Candace Lynn Chambers.....	50,587
Chioma Ayegebu.....	50,241
Toni Nipp.....	49,933
Mary K. Kirsch.....	49,883
Brenda Fenner.....	49,693
Janet M. Gammill.....	49,412

### Sapphire/Zafiro

Tracy Potter.....	\$122,146
Kristi M. Anderson.....	114,597
Melva M. Slythe.....	113,408
Candy I. Johnston.....	111,372
Cheryl T. Anderson.....	110,514
Zasha Noel Lowe.....	109,755
Phyllis I. Pisker.....	109,092
Kathy R. Bullard.....	100,066
Moleda G. Dailey.....	96,814
Binta Touray Jagne.....	94,606
Marni McKenna Hendricks.....	89,321
Lyris Yee.....	87,959
Linda Klein.....	86,294
Ann W. Sherman.....	85,920
Hilda Marrufu.....	85,115
Julie Neal.....	76,781
Ana Maria Barba.....	76,571
Julia Mundy.....	76,327
Jerlene Vrana.....	74,917
Charlyn C. Eschette.....	74,266
Beth S. Austin.....	72,815
Cheryl L. Taylor.....	71,962
Ellen Ezekiel Farquharson.....	70,672
Marie Pfarr.....	70,077
Randi Stevens.....	69,942
Bonnie Crumrin.....	69,452
Heather A. Plasencia.....	69,291
Beverley M. Brown.....	68,372
Morgendee Meacham Flannery.....	68,293
Deborah A. Urbach.....	67,104
Leann Elaine Zondag.....	66,148
Debbie A. Weld.....	66,147
Barbara A. Tyler.....	66,112
Bea Heath.....	66,051
Jill Beckstedt.....	65,207
Sherri Ammons.....	64,938
Kaye Yuen.....	64,457
Terry A. Hensley.....	64,267
Ruby Garner.....	64,165
Elaine B. Lewis.....	63,866
Kesha Webb Dailey.....	63,658
Nita Ann Godwin.....	62,509
Miranda Katie Bandemer.....	62,374
Tammy Romage.....	61,769
Jodi L. Feller.....	61,466
Lady Ruth Brown.....	61,275
Jennifer G. Bouse.....	61,194
Janelle A. Ferrell.....	61,175
Julie Weaver.....	60,802
Pamela Brown.....	60,792

Josefa Chacon.....	60,775
Maria G. Diaz.....	59,865
Betty H. Schuler.....	59,526
Elizabeth A. Poole.....	59,024
Jeannie Helm.....	58,930
Annie B. Persaud.....	58,321
Tasha Bergman.....	57,771
Linda L. Quillin.....	57,527
Darnett Cohen-Spencer.....	56,819
Roxanne McInroe.....	56,673
Rheanonda R. Johnson Gray.....	56,491
Lynn Baer Roberts.....	56,004
Angelique M. Talbert.....	55,713
Della S. Godfrey.....	55,404
Pam Garner Moore.....	55,347
Elsie Jackson.....	55,272
Jenny Suarez Zuckerman.....	54,780
Flore Palencia.....	54,183
Tatitha A. Hallums.....	54,175
Windy Louise Franklin.....	54,089
Felicia Boggs.....	54,037
Felicitas Cortez.....	53,693
Jill L. Glockner.....	53,606
Brandy Michelle Redden.....	53,556
Dayn Moore.....	52,764
Lorraine S. Kigar.....	52,740
Sherri Reindl.....	52,511
Rosa Elia Meza-Sanchez.....	52,503
Ronda Compton.....	52,473
Frances Woodham.....	52,470
Pilar Najera.....	52,456
Linné Lane.....	52,238
Regina D. Oliver.....	51,972
Kathy L. Benitez.....	51,912
Jahna L. Stone.....	51,574
Olivia C. Washington.....	50,974
Judy K. Johnson England.....	50,688
Robyn S. Cartmill.....	50,353
Lynette R. Bickley.....	50,205
Peggy B. Sacco.....	49,599
Dena Smith.....	49,560
Carmoline Grady.....	49,373
Angie S. Day.....	49,027
Linda F. Merritt.....	48,884
Milbela Sosa.....	48,770
Sue Ammons.....	48,643
Sandy Palisch.....	48,543
Lorena Merlos.....	48,301
Danice C. McEldowney.....	48,177
Holly C. Stocks.....	48,077

### Emerald/Esmeralda

Helen Jakpor.....	\$140,325
Pam Kelly.....	126,211
Janek Ondkaye.....	113,613
Tammy K. Ayers.....	113,547
Pattie A. Robinson.....	112,586
Grace Hull.....	100,287
Anna Joseph Peet.....	95,399
Rosa Garcia Acevedo.....	93,606
Traci L. Smith.....	91,618
Nancy A. Berlin.....	91,010
Marianne L. Anderson.....	89,564
Cathy Jackson.....	89,405
Tandy L. Ludin.....	86,834
Kimberly Dawn Reed.....	81,837
Emily Stone.....	81,021
Hope S. Pratt.....	79,398
Maria Sanchez.....	74,759
Linda Jackson.....	73,909
Maria Grey Boza.....	72,919
Carol Shuff.....	71,977
Aluisa Entenza.....	71,435
Evalina Chavez.....	71,278
Stacy D. Foust.....	71,131
Grace Y. Adeoye.....	70,766
Jeanie M. Tamborello.....	70,445
Nancy S. North.....	69,540
Hollie R. Sherrick.....	69,225
Annette D. Oxy.....	69,175
Andrea Steinmetz.....	68,493
Denise M. Sowder.....	68,413
Nancy Graham.....	68,041
Donna M. Sullivan.....	65,784
Auri Hatheway.....	63,860

Trisha Taylor.....	63,713
Laura A. Armstrong.....	63,689
Nancy Harder.....	62,574
Kara D. Bang.....	61,677
Beth Ann Bailey.....	61,053
Sheri L. Farrar-Meyer.....	60,269
Diana Pena.....	59,948
Lori Lowry.....	59,554
Brenda D. Elliott.....	59,083
Rose Campbell.....	59,070
Carolyn L. Lucas.....	57,972
Rita Jean Barthel.....	57,775
Denise G. Kucharski.....	57,427
Elaine B. Goubil.....	57,192
Linda Bradley.....	56,980
Elaine K. Williams.....	56,793
Adriana Gonzalez Fajet.....	56,703
Holly Lynne Martin.....	56,467
Kay Dickerson.....	56,217
Heather Shea Catts.....	55,983
Isabel Arbelo.....	55,796
Pat Forehand.....	55,503
Nancy L. DeFina.....	55,410
Dana Dean Cornalino.....	55,185
Maria Cristina Cuenca.....	54,875
Susan Ruth Cunningham.....	54,183
Angel L. Hurley.....	53,816
Michelle Hanslik Goins.....	53,788
Barbara Pleet.....	53,587
Jeanne R. DeVore-Harris.....	53,414
Ayobami O. Olusa.....	53,402
Sonia E. Argueta.....	53,012
Elizabeth Wiegand.....	52,773
Kimbi L. Bartik.....	52,678
Cathy Kazi.....	52,666
Janet S. Harmon.....	52,294
Rosemary Soto.....	52,175
Kami Fredericks.....	51,885
Linda S. Robinson.....	51,024
Cheri Pearce.....	50,789
Maritza Lanuza.....	50,686
Tammy Steele.....	50,560
Theodora W. Bradley.....	50,455
Julie Ann Yingst.....	49,846
Antonia Miranda.....	49,483
Carol Taylor.....	49,188
Shelly E. Ehler.....	48,574
Yolanda Lopez.....	48,530
Marla Beddick.....	48,461
Shella J. McCune.....	48,359
Lyn Said.....	48,174
Heather Bramlett Williams.....	48,049
Marlene Tindall.....	47,893
Joni Pritchard.....	47,689
Vicki Powell.....	47,597
Karen J. Saphos.....	47,380
Carolyn J. Bishop.....	47,339
Anne Louise Goodman.....	46,345
Valerie Cashin.....	46,154
Paula VanderVorse.....	45,806
Barbara Gizzo.....	45,486
Karen E. Riddle.....	45,382
Shara Mobley Gladden.....	45,345
Rosemary Mitchell.....	45,305
Debbie Minshall.....	44,807
Gail Patton Meneffe.....	44,538
Casie Hembree.....	44,313

### Pearl/Perla

Kim McClure.....	\$148,597
Amie N. Gamboian.....	147,455
Kristin Myers.....	137,196
Lisa Olivares.....	124,563
Leah Michelle Lauchlan.....	118,963
Cindy Machado-Flippen.....	115,990
Katherine Mirkes Ward.....	108,152
Lisa Allison.....	107,664
Betsy C. Richard.....	106,354
Janice Baxter Hull.....	102,172
Shari M. Kirschner.....	101,583
Rachael M. Bullock.....	98,474
Jo Shuler.....	92,097
Amy Kemp.....	90,665
Tina M. Wright.....	88,258
Menina M. Givens.....	86,794

Sherry Moxley Moir.....	86,253
Patti Cornell.....	85,678
Luz J. Diaz Almeyda.....	84,729
Kathryn L. Engstrom.....	82,643
Carmen J. Felix.....	82,491
Jeanie Martin.....	81,234
Tammy A. Vavala.....	77,041
Anne Geertsen.....	75,489
Lia Rene Carta.....	74,588
Roya M. Mattis.....	71,989
Rhona C. George.....	70,706
Diane M. Detesco.....	70,420
Jeraline B. Long.....	68,875
Susan M. Hohlman.....	67,751
Alicia Borkowska.....	66,582
Laura Ann Zipay.....	66,432
Sandra M. Munguia.....	65,715
Laura Poling.....	64,740
Sherry Kostner.....	63,835
Terri Lewis.....	62,681
Shari L. Dworkin-Smith.....	62,061
R. Sue Miller.....	61,684
Patty Webster.....	61,105
Pamela Anne Lanning.....	60,927
Brenda K. Gingrich.....	60,636
Rita Schaefer.....	59,677
Francene M. Anderson.....	59,618
Lindsay R. Stewart.....	59,589
Tamarie M. Bradford.....	59,507
Donna L. Cemulini.....	59,203
Denise D. Roland.....	58,793
Barbara R. Johnson.....	58,767
Jean A. Wilson.....	57,791
Julia Sander Burnett.....	57,671
Jaime Marie Bittner.....	57,524
Julie Walters Williams.....	57,164
Nedra Ruby White.....	57,148
Elizabeth B. Muna.....	57,093
Jeanie K. Navrakl.....	56,929
Joy D. Bailey-Gress.....	56,461
Holly L. Ennis.....	56,362
Leah G. Nelson.....	56,060
Caroline Adelodapo Yussuf.....	55,927
Holli Thompson Lowe.....	55,843
Alma Orrostitia.....	55,036
Patricia Fitzgerald.....	54,799
Laurie C. Cole.....	54,741
Linda S. Raube.....	54,365
Richelle V. Barnes.....	53,759
Debbie A. Thomas.....	53,338
Jocelyn Ejuan Knox.....	53,314
Joyce Recenelo.....	52,814
Melissa Hamby.....	52,722
Charlene Grubbs.....	52,530
Maria A. Mayorga.....	52,388
Tracey L. Chavez.....	52,289
Sandra Tatzler.....	52,085
Maureen Shipp.....	51,777
Julie A. Ashby.....	51,681
Regina I. McDermott.....	51,460
Harriett Sharpe.....	51,440
Moji Mojtabae.....	51,180
Peggy Matish.....	50,884
Evelyn Pirhalla.....	50,868
Mary C. Zimmerman.....	50,837
Jennifer Koennicke.....	50,611
Ella M. Chick-Power.....	50,564
Tracie L. Carley.....	50,252
Amy Kitzrell.....	50,015
Heathre iMarie Erbe.....	49,775
Andrea Lee Converse.....	49,300
Jodie Gualano.....	49,198
Tammy Brown.....	48,881
Lisa M. Jackson.....	48,456
Donna L. Cmonstock.....	48,295
Judi Tapella.....	47,928
Roxanne Rodriguez-Diaz.....	47,745
Mary Beth Pavuk.....	47,578
Gina Beck.....	47,415
Carolyn A. Smith.....	47,321
Betty B. Lucido.....	47,092
Amy C. Schule.....	47,028
Karen D. Holland.....	46,872
Sheryle Frederic.....	46,648



# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in June 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Cecilia C. James	\$28,529.90
Valorie Jean White	21,616.12
Brenda Bennett	20,301.15
Amy Lynn Allgood	19,637.46
Pat A. Nuzzi	19,617.95
Terri J. Beckstead	18,929.45
Ada Y. Garcia-Herrera	18,548.61
Faith A. Gladding	17,818.37
Chatney Gelfius	17,557.85
LaRonda L. Daigle	17,426.89
Krista A. Johnson	17,093.25
Omosolape O. Akinyoyenu	16,389.32
Olga Cecilia Giraldo	16,156.75
Yvonne Tazem	16,071.10
aEvelita Valdez-Cruz	15,954.37
Ruth Ojibeka	15,817.20
Melinda M. Balling	15,344.62
Eileen M. Huffman	15,247.75
Vivian Diaz	15,197.78
Felicia Heyinwa Nweze	15,190.29
Audrey K. MacDowall	14,798.22
Martha Kay Raile	14,737.19
Marsha Morrisette	14,713.98
Mary Kathryn King	14,344.90
Virginia Rowell	14,193.65
Priscilla McPheeters	13,962.93
Cindy S. Kriner	13,742.11
Jill D. Hastings	13,688.14
Julie Danskin	13,448.83
Arianne C. Morgan	13,426.00
Maricarmen Gonzalez	13,319.32
Diane Ferguson-Mentiply	13,252.76
Jenny Siemonsma	13,238.11
Jeanette E. Beichele	13,153.20
Gina Rodriguez	13,099.00
Kim I. Cowdell	13,024.30
Mary Strauss	12,875.71
Shelly Palen	12,841.44
Mary Jacobson	12,838.88
Deanna L. Spillman	12,543.96
Mary P. Creech	12,477.75
Sandy Griffith	12,399.09
Heidi Goetzel	12,205.87
Gladys C. Reyes	12,138.21
Julie Schlundt	12,014.84
Ngozi Onuoha	11,998.56
Mary Beissel	11,968.97
Karime Rosas	11,777.85
Elaine Krueger	11,705.17
Julie Garvey	11,691.47
Andrea Shields	11,686.16
Nicole Ann Solomon	11,682.57
Maritza Estela Gonzalez	11,547.08
Sherly Peterson	11,538.38
Lisa Moon-Cox	11,525.92
Lesa Rae Franken	11,450.16
Silvia Sanchez	11,289.94
Kristen C. Spiker	11,188.37
Cynthia L. Frazier	11,098.88
Vicki O'Bannon	11,027.43
Ana Carolina Alvarez	11,005.75
Ana X. Solis	10,961.80
Patricia Schneider	10,928.76
Carla M. Randall	10,926.87
Anayanci Canales	10,926.60
Shelayne B. Clark	10,924.76
Lara F. McKeever	10,880.26
Stephanie A. Richter	10,863.53
Kim A. Messmer	10,844.81
Roxanne Barnett	10,772.33
Tanya L. Satcher	10,757.65
Nma Roz Okeke	10,677.44
Lisa Rada	10,600.47
Audrey J. Doller	10,555.91
Connie L. Russo	10,479.91
Susan K. Carlson	10,405.51
Barbara E. Roehrig	10,386.58
Deborah Dudas	10,338.43
Tina Dianne Ward	10,331.51
Elvi S. Lamping	10,305.28
Lyneea E. Tate	10,295.09
Norma Lee Shaver	10,239.06
Shelley Olson	10,221.06
Maria Flores	10,209.65

### Ruby

Ekene S. Okafor	\$35,532.11
Thessey Nkechi Nwachukwu	31,411.28
Dorothy C. Ibe	28,863.63
Krystal D. Downey-Shada	22,577.11
Oye A. Onuoha	21,974.72
Anne Obiageli Akanonu	18,261.06
Diane Covington	17,934.45
Kathy Monahan	17,700.82
Phuong L. White	15,455.41
Suzanne Moeller	15,354.75
Sheila K. Valles	15,254.26
Cheryl O. Fulcher	15,112.63
Mary Lou Ardohain	14,968.96
Vicki S. Lindsay	14,337.54
Florence E. Ozurumba	13,957.28
Adaora Eucharika Umeh	13,517.24
Michele Semper	13,062.37
Julie Brindell Sapp	12,893.16
Stella Smith-Pius	12,834.87
Sandee Popadich	12,617.50
Courtney Leanne Armstrong	12,616.08
Joyce Omene	12,518.46
Helen Naomi Godswill	12,393.18
Breda M. Teal	12,376.93
Julie Roman	12,258.29
Appollonia Nnediogo	
Onwuanaegbule	12,216.32
Laura A. Kattenbraker	12,136.78
Mary Sharon Howell	12,117.62
Mary A. Mack	11,982.28
Donna Clark	11,903.45
Somer Ballard Carter	11,868.11
Julie Smith	11,858.17
Lisa Anne Harmon	11,742.61
Crystal Caldwell Hubbard	11,622.86
Jackeline N. Alford	11,616.54
Tina Hulsman	11,583.93
Tiffany S. Maxwell	11,481.79
Jackie M. Craver	11,356.48
Gloria Dominguez	11,280.62
Cissy E. Warren	11,232.59
Penny Regina Hurd	11,216.40
Karen Pappas	11,093.86
Bonnie Brannan	10,834.31
Brigitte Rae Conley	10,819.60
Monica T. Green	10,786.99
Connie A. Brinker	10,768.86
Anne Weidenweber	10,651.12
Barbara L. Harrison	10,639.56
Nina Jonah-Ndukwe	10,608.44
Marnie R. Yunger	10,592.40
Sylvia Limon Martinez	10,517.24
K. T. Marie Martin	10,507.78
Karen E. Gardner	10,463.60
Lisa Baker	10,459.13
Collette McNamee	10,365.60
Belva Fritz	10,343.94
Meg Springer	10,240.99
Eusebia Bonilla	10,123.81
Kathleen C. Savognan	10,055.88
Mary Jo Dallen	9,979.60
Lyn Hunter Carnes	9,966.05
Sonya F. Goins	9,852.64
Candace Lynn Chambers	9,822.60
Kate Onyeker	9,766.85
Kimberly Caravetta	9,548.49
Jeanette M. Thompson	9,526.13
Uzo Ogbutor	9,469.87

Donna F. Knotts	9,417.55
Candace Laurel Carlson	9,366.33
Phina N. Onwuachi	9,255.83
Debby A. Nezat	9,209.61
Jennifer Isenhardt	9,205.15
Jann Fargnoli	9,196.59
Helen Amato	9,180.97
Noelia Jaimes	9,160.58
Kelly Willer-Johnson	9,625.40
Jo Ellen K. Weaverling	9,617.96
Viviana Vargas	9,589.83
Melissa R. Hennings	9,584.80
Judy Flummerfelt-Gersner	9,527.06
Trudy Miller	9,517.16
Betty McKendry	9,492.26

### Sapphire

Melva M. Slythe	\$22,630.92
Phyllis I. Pinksner	19,347.09
Procter Pottery	18,880.02
Cheryl T. Anderson	18,505.55
Candy I. Johnston	18,383.79
Zasha Noel Lowe	16,395.41
Kathy R. Bullard	15,101.17
Kristi M. Anderson	14,956.97
Julia Mundy	14,829.50
Moleda G. Dailey	14,578.85
Pilar Najera	14,489.33
Binta Touray Jagne	14,383.53
Linda Klein	13,663.88
Ann W. Sherman	13,472.61
Mami McKenna Hendricks	13,321.42
Julie Neal	13,289.75
Ana Maria Barba	12,768.74
Lady Ruth Brown	12,708.81
Roby Garner	12,487.42
Jill Beckstedt	12,330.43
Hilda Marrufu	12,197.74
Marie Pfarr	12,149.61
Lyrise Yee	12,061.32
Beverley M. Brown	11,923.08
Tammy Romage	11,921.97
Lynn Baer Roberts	11,849.37
Roxanne McInroe	11,746.35
Heather A. Plascencia	11,744.08
Magdalena Nevarez	11,683.55
Ellen Ezekiel Farquharson	11,578.22
Cheri L. Taylor	11,504.85
Kesia Webb Dailey	11,356.10
Maria G. Diaz	11,330.55
Leann Elaine Zondag	11,321.04
Jerlene Vrana	11,294.59
Cheryl C. Eschette	10,885.48
Jill L. Glockner	10,809.77
Juli Weaver	10,783.37
Randi Stevens	10,677.96
Diane Bruns	10,578.73
Flory Palencia	10,570.87
Pamela Brown	10,534.40
Annie B. Persaud	10,474.05
Bea Heath	10,431.79
Sue Ammons	10,354.08
Brandi Barnett	10,305.43
Donnie Crumrin	10,254.56
Bonnie Cohen-Spencer	10,250.82
Tabitha A. Hallums	10,236.94
Elizabeth A. Poole	10,184.26

Sherri Ammons	10,161.05
Frances Woodham	10,144.25
Beth S. Austin	10,109.19
Nita Ann Godwin	10,065.18
Jennifer L. Semelsberger	10,041.73
Kaye Yuen	9,898.14
Jessica M. Barber	9,863.64
Morgendee Meacham	
Flannery	9,847.58
AnaMaria R. Cruz	9,841.77
Blanca Celia Caceres	9,823.94
Jeannie Helm	9,779.54
Janelle A. Ferrell	9,732.95
Debbie A. Weld	9,631.08
Windy Louise Franklin	9,594.14
Miranda Katie Bandemer	9,549.30
Yocenta Hernandez	9,539.15
Regina D. Oliver	9,507.82
Jodi L. Feller	9,507.53
Angelique M. Talbert	9,255.95
Lynette R. Bickley	9,221.53
Dora Moore	9,212.42
Layna Merlos	9,196.79
Josefa Chacon	9,189.03
Sylvia Boggs	9,175.21
Pam Garner Moore	9,150.32
Sataro Purnell	9,142.23
Reyna Arroyo	9,093.18
Olivia C. Washington	9,065.56
Teodora Ahumada	9,050.12
Elaine B. Lewis	9,009.68
Linda Lane	9,007.53
Jennifer G. Bouse	8,983.29
Jenny Suarez Zuckerman	8,973.12
Jo Carol Lee	8,926.98
Judy K. Johnson Englund	8,906.67
Harriet Pennick	8,873.41
Barbara A. Tyler	8,834.50
Debra A. Urbach	8,746.10
Maria G. Leon	8,738.64
Linda L. Quillin	8,689.86
Julie M. Moreland	8,664.28
Therese E. Simon	8,637.87
Brandy Michelle Redden	8,625.67
Angie S. Day	8,539.32
Eileen Fricke	8,469.39
Catalina T. Barahona	8,395.26
Sherri Reindl	8,389.37
Dena Smith	8,355.91
Terry A. Hensley	8,355.36
Oralia Gil	8,278.71

### Emerald

Helen Jakpor	\$27,151.97
Tammy K. Ayers	20,174.94
Pam Kelly	19,018.34
Marianne L. Anderson	16,763.32
Pattie A. Robinson	16,679.16
Traci L. Smith	16,443.53
Grace Hull	16,380.66
Jane Okundaye	16,266.69
Tandy L. Ludin	14,270.27
Nancy A. Berlin	14,220.92
Hollie R. Sherrick	14,174.71
Rosa Garcia Acevedo	13,603.94
Anna Joseph Peet	13,427.56
Denise M. Sowder	13,172.90
Carol Shuff	13,105.22
Maria Sanchez	12,979.76
Diana Pena	12,823.96
Evalina Chavez	12,781.84
Cathy Jackson	12,617.54
Paula Vander Vorste	12,545.85
Aluisa Entenza	12,465.04
Kimbi L. Bartik	11,984.16
Linda Jackson	11,898.52
Jeanie M. Tamborello	11,862.45
Elaine B. Goubil	11,855.17
Kara D. Bang	11,811.69
Auri Hatheway	11,809.91
Beth Ann Bailey	11,612.23
Hope S. Pratt	11,359.25
Isabel Arbelo	11,349.48
Denise G. Kucharski	11,288.98
Emily Stone	11,262.46

Andrea Steinmetz	11,253.18
Susan Ruth Cunningham	11,239.62
Kay Dickerson	11,185.17
Linda Bradley	11,170.03
Annette D. Oxley	11,111.24
Kimberly Dawn Reed	11,093.31
Sheri L. Farrar-Meyer	11,076.74
Nancy A. Coleman	11,054.18
Grace Y. Adeoye	10,943.72
Maritza Lanuza	10,867.14
Laura A. Armstrong	10,863.37
Rita Jean Barthel	10,621.25
Donna M. Sullivan	10,568.88
Nancy S. North	10,502.39
Stacy D. Foust	10,468.53
Trisha Taylor	10,259.21
Ayobami O. Olusa	10,233.08
Renita Yvonne Griswell	10,148.30
Tammy Steele	10,115.62
Brenda D. Elliott	10,111.60
Carolyn L. Lucas	10,104.69
Elaine K. Williams	10,084.00
Nancy Harder	9,985.99
Pamela Rowe Kizmarzick	9,919.06
Janet S. Harmon	9,850.48
Nancy Graham	9,787.63
Cheri Pearce	9,746.59
Cathy Kazzi	9,705.28
Angel L. Hurlley	9,588.10
Maria Grey Boza	9,582.52
Adriana Gonzalez Fajet	9,515.77
Holly Lynne Martin	9,514.16
Carol Taylor	9,420.66
Debbie Minshall	9,404.91
Barbara Pleet	9,367.76
Michele Martella Arnes	9,320.18
Susan Houser	9,225.12
Rose Campbell	9,195.19
Julie B. Potts	9,158.27
Shara Mobley Gladden	9,157.16
Gail Patton Menefee	9,041.99
Jeannine R. DeVore Harris	8,987.82
Lori Lowry	8,953.39
Theodora W. Bradley	8,926.07
Charlotte Mantooh	8,897.48
Haydee Guzman	8,892.75
Denise W. Montgomery	8,860.87
Pat Forehand	8,852.44
Linda S. Robinson	8,833.36
Maria Cristina Cuenca	8,779.60
Valerie Cashin	8,748.40
Anne Louise Goodman	8,718.81
Stacy S. Gilson	8,709.13
Shella J. McCune	8,700.87
Shyla M. Drew	8,699.93
Caren Crosby Fields	8,634.48
Abigail Madrid	8,514.92
Elizabeth Wiegandt	8,486.91
Michelle B. Ehrlich-Stravolo	8,414.48
Yolanda Lopez	8,383.87
Kami Fredericks	8,369.37
Myrna I. Colon	8,308.19
Susie J. Serio	8,286.58
Sandy McKee-Rini	8,263.96
Silvia Ramos	8,243.70
Kathy P. Oliveira	8,223.51
Sonia E. Argueta	8,199.82
Lyn Said	8,173.21

### Pearl

Kim L. McClure	\$25,691.15
Amie N. Gamboian	21,396.61
Lisa Olivares	21,179.56
Jeanie Martin	20,896.78
Kristin Myers	18,008.73
Lisa Allison	16,629.39
Rachael M. Bullock	16,623.60
Betsy C. Richard	16,452.18
Janice Baxter Hull	16,427.98
Leah Michelle Lauchlan	16,197.99
Gindy Machado-Flippen	15,886.48
Sandra M. Munguia	15,753.78
Katherine Mirkes Ward	15,647.17
Susan M. Hohlman	15,379.14
Rhona C. George	15,133.27

Luz J. Diaz Almeyda	14,751.53
Menina M. Givens	14,745.67
Carmen J. Felix	14,716.85
Tammy A. Vavala	14,694.58
Jeanie K. Navkal	14,420.21
Shari M. Kirschner	14,340.18
Jo Shuler	14,201.92
Anne Geertsens	14,015.22
Patti Cornell	13,974.54
Jeraline B. Long	13,766.91
Kathryn L. Engstrom	13,674.14
Debbie A. Thomas	13,262.85
Alicia Borkowska	13,153.37
Sherry Moxley Moir	13,084.38
Denise D. Roland	12,973.29
Amy Kemp	12,896.45
Nadine Bowers	12,894.17
Juldy Brack	12,720.05
Holly Thompson Lowe	12,619.77
Julia Sander Burnett	12,573.47
Alma Orrosta	12,435.76
Elizabeth B. Muna	12,150.84
Roya M. Mattis	11,565.27
Diane M. Detesco	11,360.40
Rita Schaefer	11,235.66
Sandra Tatzer	11,016.98
Tina M. Wright	11,014.64
Nancy L. Bryie	10,963.40
Shari L. Dworckin-Smith	10,821.26
Theresa L. Chavez	10,522.80
Amy Kirell	10,464.19
Evelyn Pirhalla	10,442.14
Lindsay R. Stewart	10,244.96
Brenda K. Gingrich	10,230.73
Donna L. Cemulini	10,107.60
Kathy Eckhardt	10,095.37
Jaime Marie Bittner	10,078.22
Francene M. Anderson	10,045.07
Tracie L. Carley	10,008.52
Patty Webster	9,845.61
Keita Powell	9,729.39
Terri Lewis	9,726.51
Regina I. McDermott	9,653.78
Melissa Hamby	9,520.45
Jocelyn Ejuan Knox	9,455.20
Mary Durrer	9,417.82
Tammarie M. Bradford	9,4

# 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 June 2008.

### Top National Sales Directors — Commissions and Bonuses



**Barbara Sunden**  
\$110,683  
DIAMOND



**Carol Anton**  
\$65,683  
RUBY



**Gayle Gaston**  
\$108,204  
SAPPHIRE



**Kathy Helou**  
\$60,441  
EMERALD



**Nan Stroud**  
\$70,502  
PEARL

### Top Unit — Estimated Retail Production

<b>DIAMOND</b> — Cecilia James, <i>A. Garrett-Roe Area</i> .....	\$210,041
<b>RUBY</b> — Ekene Okafor, <i>Go Give Area</i> .....	\$208,250
<b>SAPPHIRE</b> — Tracy Potter, <i>Go Give Area</i> .....	\$122,146
<b>EMERALD</b> — Helen Jakpor, <i>S. Goodwin Monday Area</i> .....	\$140,325
<b>PEARL</b> — Kim McClure, <i>Go Give Area</i> .....	\$148,597

### Top Sales Director — Personal Sales

<b>DIAMOND</b> — Elaine Krueger, <i>L. Madson Area</i> .....	\$24,494
<b>RUBY</b> — Bridgette Conley, <i>S. Phillips Area</i> .....	\$19,498
<b>SAPPHIRE</b> — Cheryl Anderson, <i>C. Stoops Area</i> .....	\$29,925
<b>EMERALD</b> — Pam Kelly, <i>Go Give Area</i> .....	\$38,568
<b>PEARL</b> — Jocelyn Knox, <i>A. Tripp Brewton Area</i> .....	\$19,925

### Top Beauty Consultant — Personal Sales

<b>DIAMOND</b> — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$21,675
<b>RUBY</b> — Rose Agim, <i>A. Akanonu Unit, Go Give Area</i> .....	\$15,988
<b>SAPPHIRE</b> — Zuwen Lengema, <i>B. Jagne Unit, V. Bagnol Area</i> .....	\$15,886
<b>EMERALD</b> — Gail Turner, <i>A. Joseph Peet Unit, B. Whitaker Area</i> .....	\$15,604
<b>PEARL</b> — Lisa Tenbrook, <i>S. Ransom Unit, Go Give Area</i> .....	\$15,651

### Top Team Builder

<b>DIAMOND</b> — Rosa Alvarenga, <i>M. Gaitan Unit, R. Shahin Area</i> .....	17 New Team Members
<b>RUBY</b> — Susanna Covarrubias, <i>S. Castro Unit, Go Give Area</i> .....	21 New Team Members
<b>SAPPHIRE</b> — Inga Faison Cavitt, <i>C. Baker Unit, M. Dozier Area</i> .....	20 New Team Members
<b>EMERALD</b> — Sales Director Renita Griswell, <i>N. Privette-Jones Area</i> .....	18 New Team Members
<b>PEARL</b> — Sales Director Denise Roland, <i>Go Give Area</i> .....	19 New Team Members

## Top Unit Builders

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

### Diamond

#### New Unit Members

Anayanci Canales.....	41
Amy Lynn Allgood.....	39
Fernanda Morla-Canales.....	39
Cecilia C. James.....	37
Ivonne Hernandez.....	36
Cynthia L. Frazier.....	32
Diane Ferguson-Mentiply.....	31
Yvonne Tazem.....	31
Morena Gaitan.....	30
Marisa Morra.....	28
Nuvia Ascencio.....	27
Terri J. Beckstead.....	26
Neli Palencia.....	26
Olga Cecilia Giraldo.....	25
Faith A. Gladding.....	25
Ruth Ojibeka.....	25
Maricarmen Gonzalez.....	23
Jennifer V. Agema.....	22
Blanca E. Arroyo.....	22
Keysi Y. Colon.....	22
Irma Nunez.....	22

Lynnea E. Tate.....	21
Evitelia Valdez-Cruz.....	21
LaRonda L. Daigle.....	20
Mary Kathryn King.....	20
Stella Ozurigo-Odom.....	20
Gina Rodriguez.....	20
Blanca Vazquez.....	20

### Ruby

Ekene S. Okafor.....	55
Isidora Camargo.....	38
Dorothy C. Ibe.....	36
Oye A. Onuoha.....	36
Jackie M. Craver.....	35
Kemi E. Madunta.....	34
Beverly Cherry.....	32
Somer Ballard Carter.....	30
Silvia Castro.....	27
Phuong L. White.....	27
Nicole L. Johnson.....	26
Mary A. Mack.....	25
Kathy Monahan.....	25

Julie Brindell Sapp.....	25
Agatha M. Okocha.....	24
Jennifer Isenhardt.....	22
Mary Lou Ardohain.....	20
Jan Maloney.....	20

### Sapphire

Moleda G. Dailey.....	43
Heather A. Plasencio.....	30
Oralia Gil.....	29
Angeles Herrera.....	27
Carolyn Finley Baker.....	25
Jill L. Glockner.....	24
Zasha Noel Lowe.....	24
Amanda Nostro.....	24
Tracy Potter.....	24
Lorena Merlos.....	23
Melva M. Slythe.....	23
Beverley M. Brown.....	22
Brandi Barnett.....	21
Tasha Bergman.....	21
Hilda Marrufo.....	21
Silvia Ayala.....	20

### Emerald

Rosa Garcia Acevedo.....	35
Pattie A. Robinson.....	31
Maria Cristina Cuenca.....	26
Nancy Graham.....	25
Nancy S. North.....	25
Jane Okundaye.....	25
Traci L. Smith.....	24
Marianne L. Anderson.....	22
Casie Hembree.....	22
Helen Jakpor.....	22
Kimberly Dawn Reed.....	22
Christine Anderson Summers.....	22
Beth Ann Bailey.....	21
Amanda Dida.....	21
Kimberly Richardson Edwards.....	21
Renita Yvonne Griswell.....	21
Maria Sanchez.....	21
Evalina Chavez.....	20
Shelly E. Ehler.....	20
Michelle Hanslik Goins.....	20
Bonnie Hill.....	20

### Pearl

Lisa Allison.....	36
Katherine Mirkes Ward.....	35
Rachael M. Bullock.....	28
Sherry Moxley Moir.....	28
Denise D. Roland.....	28
Lindsay R. Stewart.....	28
Laura Michelle Spies.....	27
Julie Walters Williams.....	25
Toni Louise Moore.....	24
Amie N. Gamboian.....	23
Laura Ann Zipay.....	23
Lisa M. Jackson.....	22
Leah Michelle Lauchlan.....	22
Bertha Pearl Lindsay.....	22
Maria Carrillo.....	21
Gloria Griffin.....	21
Liz Rene Carta.....	20
Luz J. Diaz Almeyda.....	20
Holli Thompson Lowe.....	20

## Sales Mentors

Special thanks to the sales mentors for the June 10, 2008, *New Independent Sales Director Education* class.



**Kym Walker**  
Senior National  
Sales Director  
Emerald Seminar



**Pat Forehand**  
Future Executive  
Senior Sales  
Director  
Tallahassee, Fla.  
Emerald Seminar



**Julie Schlundt**  
Future Executive  
Senior Sales  
Director  
South Bend, Ind.  
Diamond Seminar



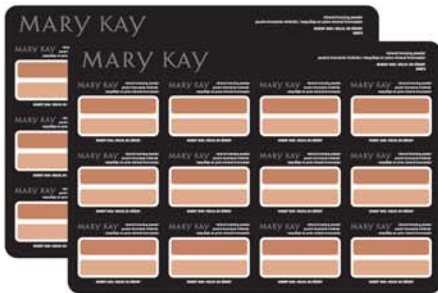
**Jennifer Semelsberger**  
Executive Senior  
Sales Director  
Odenton, Md.  
Sapphire Seminar

## Meet your NSDs

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



# powerful tools to share



## Introducing New Samplers

Great news! Mary Kay® Mineral Bronzing Powder and Mary Kay® Mineral Highlighting Powder Samplers are available on the Sept. 16 Consultant order form in sheets of 12 for \$1.50 each. Mary Kay® Mineral Bronzing Powder Samplers are available separately in Sandstone, Desert Sun, Bronze Diva and Canyon Gold. Mary Kay® Mineral Highlighting Powder Samplers are available separately in Pink Porcelain and Pink Stardust. Give your customers the opportunity to try these powerful powders before they buy!

## New Virtual Makeover

When you encourage your customers to experience the new Virtual Makeover for themselves, you'll be creating a business relationship like no other. How? The Virtual Makeover, available on your Mary Kay® Personal Web Site, allows your customers to upload pictures of their own faces to create personalized color looks they can simply click to purchase directly from you. It's that simple. Or, with your customer's permission, you could upload her photo, create a new look and e-mail it to her directly. Talk about another great way to market your personalized services and mineral color products! Plus, the Virtual Makeover offers a fun "try-before-you-buy" experience that's available 24/7. Now that's a "win-win" for you and your customers.



All product prices are suggested retail.

## Online Networking

With all that's happening this season, there's never been a better time to have a Mary Kay® Personal Web Site. From great new products to the Virtual Makeover to the CMA Awards<sup>SM</sup>, your Mary Kay® Personal Web Site is the place for your customers to discover what's new and allows them to holiday shop 24/7. Not having one is like putting a "closed" sign on your door! Plus, you can customize your site by adding sections that promote the gift with purchase, free shipping and free samplers. Sign up today through the Mary Kay InTouch® Web site!



Product not included.

## Offer Your Own Beauty Sets

To help Independent Beauty Consultants expand the number of sets they offer, we've put together a new, customizable business tool! On the Mary Kay InTouch® Web site, look for "Build Your Own Brochure" under both the "Business Tools" tab and the "Inside Color" section. There you'll find several new Mary Kay® Brush Collection color sets and Travel Roll-Up Bag sets to choose from with instructions on how to print custom brochures that include your personal contact information. Just pick which sets you would like to show your customers, print the brochures and place them in your customer reorders or hand them out at classes and parties. Offering a wide variety of sets has never been so easy!

# keep your customers coming back

Have you heard the saying, “*Business goes where it is invited but stays where it is appreciated*”? Mary Kay Ash herself said it many times. Even during the madness of the holiday season rush, you’ll want to keep your customer service savvy in full swing to maintain customers for life!



**Independent Future Executive Senior Sales Director Julia Mundy** of Decatur, Texas, suggests giving your loyal customers extra-special gift-giving services by holding a last-minute holiday open house about two weeks before Christmas. You could consider combining resources and conducting this open house in conjunction with your team members or sister Independent Beauty Consultants where each one of you is responsible for decorating and manning a themed table, such as fragrances, color, etc. Be sure to provide snacks and have plenty of inventory on hand. In fact, this is an idea you could take to your Independent Sales Director and consider doing as a unit.

Julia gives away one gift basket and encourages attendees to bring friends and book parties. “A party such as a ‘Christmas Coffee’ or a ‘New Year, New You’ is perfect for scheduling in the coming weeks,” Julia shares.

She also offers a special discount to loyal customers who attend her “sneak-peek” holiday event and holiday open houses. “Each year, they look forward to receiving this discount as one of my preferred customers,” Julia says.

**Independent Elite Executive Senior Sales Director María Guadalupe Díaz** of Hoffman Estates, Ill., also finds creative ways to keep her customers top of mind during the holidays. “From the start, I nurture the relationship with my customers,” María shares. “I am honest, and I treat them the best way I can because I know they’ll be my customers for life.”

In fact, many of María’s customers have become friends, and they look forward to María’s product deliveries. “I don’t like to just drop off their products and leave,” María says. “I consider the time I spend with them an essential part of building a lasting friendship which leads to a loyal customer.”

While that may seem like a significant time commitment with numerous other holiday tasks and errands to accomplish, it’s worth the effort. Just think how delighted a customer will feel knowing you made time for her amid the holiday rush.

And, of course, María enrolls all her customers in the Preferred Customer Program including *The Look* and Month 2 mailers. But taking the extra follow-up step is her true key to success. “After my customers receive *The Look*, I schedule an appointment and together we review it,” María explains. “I get them excited about all the new products and the gift with purchase. They always end up buying more this way.”



**Independent Future Executive Senior Sales Director Denise Kucharski** of Wichita Falls, Texas, suggests creating those one-of-a-kind gift sets that everyone loves. Consider creating sets with various price points to entice those searching for last-minute stocking stuffers as well as those looking to please hard-to-buy-for folks.

“If you know your customers, you should be able to sell gift sets to them using themes that appeal to them,” Denise shares. “Remember, ‘cute’ sells!” Here are a few of Denise’s gift set ideas to try:

“You’re Snow Wonderful.” Include an assortment of products with a snowflake ornament or snowman figurine.

“You Light Up My World.” Include products with a pretty candle.

“You’re an Angel.” Line the gift bag with holiday garland and include an angel ornament with the products.

Why not get together with your team members to brainstorm even more ideas? Remember, be unique, trendy and fun to appeal to today’s marketing-savvy customers who are looking for that personalized touch – especially during this busy time of year!



# a different kind of makeover

*When a woman's test came out of the blue and human strength was challenged, her perspective shifted to selfless love and shone a light on thousands ...*







It had been an increasingly difficult run in recent months. First came a strange debilitating fatigue, followed by a troubling assortment of skin irritations, bruises, soaking night sweats and low iron. At first the doctors were unable to reverse the downward spiral or even diagnose the condition. But **Independent Beauty Consultant Peg Ricketts** of Omaha, Neb., in the **Independent National Sales Director Deb Pike** Area, knew one thing for sure: She simply didn't have the energy to keep on tutoring Michael, a precious autistic child who had won Peg's heart over the past two years. Although her spirit was willing, her body was signaling its need for attention, too, and reluctantly, Peg turned over her student to someone else. Around the same time, her doctor removed a lump from her breast and assured her it was not the cause of her symptoms, only a "benign fibroadenoma." With nothing else to go on, Peg decided she just needed a lift, something to give her a new lease on life. Her high school friend, **Independent Beauty Consultant Betty Burbridge**, had just the thing.

## brave new world

For 15 years Betty had been selling Peg Mary Kay® cosmetics, and every so often, she had offered her the opportunity along with a great new look. "I was a stay-at-home mom with four kids, so I never bought a lot from Betty at any one time. But I always had a ready answer for the 'opportunity'!" Peggy says with a laugh. "I consistently told her I was happy just being her customer and her friend. Frankly, I couldn't see myself doing what she did. Betty, on the other hand, continued to believe that I could, I should, and eventually, I would." Now, feeling crummier by the day, Peg decided to sign her Independent Beauty Consultant Agreement and buy a Starter Kit. At least she'd be able to fix herself up, she thought. Maybe looking better in the mirror would help her feel better inside. When going through a rough patch, hadn't her mother always advised her to "Get over it, wash your face and put on some lipstick"?

So on Aug. 31, 2000, Peg opened a new chapter in her life. She remembers the date well because the next day changed her life in a different way altogether. "I got the call you never want to receive, two weeks before my birthday. It was noon and the surgeon wanted me in his office by 1 p.m. I called my husband, Pat, and he rushed home and drove me up there. As we've done all our marriage, we waited for the news together, holding each other's hands as we held our breath." When the announcement came, it was blunt: stage IV non-Hodgkin's lymphoma, the cancer that took the life of former first lady Jacqueline Kennedy Onassis, was ravaging Peg's body. Suddenly the pieces of her biological mystery fell into place. The doctor prescribed an aggressive course of treatment while Peg, a devout Catholic, prayed for strength and understanding. "I lost my sister to breast cancer and my brother to lung cancer," she shares. "I'm too familiar with this disease."

It wasn't the first time Peg had come face to face with her own mortality either. For 20 years she's been dealing with the effects of a closed head injury, the result of a car accident. She's learned to work around glitches in her attention to detail, countless little "completion gaps" that find their way into everyday tasks. "I'm like a computer that's been dropped," she explains. "I don't always connect all the dots." But on that diagnosis day in 2000, Peg quickly got the big picture. She learned the reason why she didn't hear anything for nearly three weeks after her surgery; it had taken that long for pathologists to determine what kind of cancer she had. Already at stage IV, she would need all the spiritual and natural help she could get. And she says that help began manifesting right away. "Michael's other tutor brought him over on my birthday, and he scampered back into our bedroom to play while I visited with her. After a while he came out and handed me a piece of paper. It was a Bible verse I had copied many years before. I still have no idea where he found it, but its message of assurance and deliverance in the midst of distress was exactly what I needed at that moment. I made copies and sent them to my family and friends and asked them to believe with me. My chemotherapy treatments began on Sept. 20, our wedding anniversary."

When Peg began losing her hair a few weeks later, her beautician told her about the American Cancer Society's Look Good, Feel Better® (LGFB) program, co-sponsored by the National Cosmetology Association and the Personal Care Products Council. "The name intrigued me, and I made plans to attend a session. I figured if it remotely lived



up to its promise, I definitely needed it.” Dedicated to improving the lives of women undergoing cancer treatment, LGFB volunteers conduct makeovers, teach skin care tips and offer suggestions about how to wear and use hats, scarves and wigs. Each attendee receives a free makeup and skin care kit to take home. “That one experience transformed my self-image,” remembers Peg. “I felt stronger and empowered to see a positive future for myself. I knew then that I wanted to be a volunteer and bring that same empowerment to others.”

Throughout that cold Nebraska winter, Peg walked out the steps of her difficult treatment. In the spring, the Ricketts’ second youngest child, Mary, convinced her mom to attend Mary’s graduation au naturel, without wig or scarf. “My hair was just baby wisps by that time, and it was scary,” admits Peg. “But I knew that many people who would be there had been standing with me, praying for me. It was a triumphant day.”

## looking for the light once again

Just three years later, Peg learned that the cancer had returned, this time in her brain. When the surgeon said she would receive a “port” in her head through which lethally poisonous chemicals would be delivered, she quipped, “What do you think I am, crazy? Do you really think I’m going to let you do that?” In true form, however, her bravery prevailed, and she persevered through treatment that included a rare, risky transplant of her own stem cells. Son Terry, meanwhile, was patrolling dangerous roads in Iraq, where his job required him to search out insurgents. He called as often as possible and always told Peg, “Mom, you keep your head up, and I’ll keep my head down.” On the day she was dismissed from the hospital, she was doing her “happy dance” when Pat walked into the room crying. He had just received word that Terry had nearly been killed in Iraq that morning. This time, bad news carried its own ray of sunshine. Their son was alive, and he was coming home.

As months rolled on and she and Terry healed together, Peg continued her work with the LGFB program through the University of Nebraska Medical Center, encouraging patients to take good care of themselves, stay hydrated and attend an LGFB session. She still considers her work a privilege. “Having been through treatment twice, I offer support and hope and

assure them there *is* light at the end of this very dark tunnel. I’m so thankful for the opportunity to touch the hearts, minds and spirits of so many women through this program.”

As for her Mary Kay business, Peg sees it as one more way to make a difference in women’s lives, and she’s optimistic about doing more in the years to come as her health continues to improve. “Transplants have long-term side effects, but my **Independent Senior Sales Director, Judy Lawrence**, believes in me. She and my adopted **Independent Sales Director, Gloria Barajas**, feed my dreams and help me bring out the beauty in others. All the Pike National Area Independent Sales Directors are fantastic role models who make me want to stay associated with Mary Kay, and the support I’ve received from all my Mary Kay family over the past eight years – even when I was so sick I wanted to die – makes me want to succeed. The lessons I’ve learned at weekly unit meetings and retreats have been invaluable, teaching me to express myself and expect those inevitable butterflies in my stomach when I’m in front of a group. As Deb teaches, ‘Just make them fly in formation!’ Envisioning them coming into order during my frightening cancer procedures brought courage then as well. I’ve grown so much, acquiring one or two customers at a time, and I’ve been blessed to be able to pick up my business and lay it down as my personal needs require.”

Peg has earned loyal fans among those who have watched her turn a challenging journey into a joy-driven mission to help others. “Peg is one of the most selfless angels in the Mary Kay world, or anywhere on Earth,” says Deb. “When I visited her in the hospital, she was more concerned about me and how our National Area was doing than about herself. Peg’s kind words and the expression from her eyes convey her caring spirit to everyone around her. She warms hearts with her unconditional love and service. Mary Kay Ash would be so very proud of Peg.”

Last year, leaders at LGFB agreed, recognizing Peg’s volunteer efforts with the organization’s National Sunrise Award. “They flew Pat and me to Chicago for an exciting luncheon award ceremony and a limo ride to a fine dinner that evening. And they showered me with roses. I felt like Miss America! This award means that my work with women is of value to others. I’m reminded of Mary Kay’s mission. There’s no other company that does so much for both its ‘family’ and other women around the world. I also do makeovers at

a women’s shelter, and I use that opportunity to show those women their beauty within and without too. Who knows, any one of them could become a Mary Kay Independent Sales Director. Maybe even me!”

## reasons to rejoice

Although the stress of the past eight years has taken a toll on the family’s heartstrings and nerves, Peg counts her blessings each new dawn and goes to bed at night hopeful for an even brighter future. Mary now has two children, a good job and dreams of a home of her own. Daughter Tricia is a legal receptionist who uses what she learned through Peg’s experience to offer compassion and hope to others. Andy is a legal courier whose zest for life is contagious, and Terry, who was trapped in a burning truck while on patrol and was fired on for nearly half an hour, works with teen felons while coming to terms with his memories. “Terry calls and we talk forever,” Peg says fondly. “I’m happy to walk the road of recovery with him.” She and Pat look forward to Pat’s retirement and, she jokes with a twinkle, “especially an empty nest.” She adds quietly that Pat is, and always will be, the wind beneath her wings. “We’ve gotten through our struggles as a team, and we’re proud of our wonderful children. They haven’t always made the decisions I would have made for them, but they’re all becoming mature, responsible adults who bring us great joy. My sisters gave me a T-shirt that says, ‘This is not the life I ordered.’ But I’ve had time to think about that, and I’m beginning to believe it’s better.”

*“There are so many in this world who need a tender touch, and there are ways for all of us to use our gifts. Just smile and notice the skill of the grocery checker or pick up trash as you walk through your neighborhood. We can all be light, hope and joy to one person at a time. As Mother Teresa said, ‘We can do no great things; only small things with great love.’”*

# boost your customer base

## with this new challenge

Need a little motivation for boosting and maintaining your customer base? Then the challenge is on! During the *Customers Count* Challenge, Sept. 16, 2008, through June 15, 2009, you can receive beautiful charms and special event recognition for consistent sales activity during each phase of the challenge. Here's how it works.

### part 1 Sept. 16, 2008, through Dec. 15, 2008

Independent Beauty Consultants and Independent Sales Directors who sell at least \$100 in suggested retail product to 36 new or existing customers will receive a new charm from the Totally Charmed collection.\* Independent Sales Directors who achieve Part I will receive a name badge ribbon and standing recognition at Leadership Conference 2009.

### part 2 Dec. 16, 2008, through March 15, 2009

Independent Beauty Consultants and Independent Sales Directors who sell at least \$100 in suggested retail product to 36 new or existing customers will receive:

- ▶ A new charm from the Totally Charmed collection.\*
- ▶ A name badge ribbon and standing recognition at Career Conference 2009.

### part 3 March 16, 2009, through June 15, 2009

Independent Beauty Consultants and Independent Sales Directors who sell at least \$100 in suggested retail product to 36 new or existing customers will receive:

- ▶ A new charm from the Totally Charmed collection.\*
- ▶ A name badge ribbon and standing recognition at Seminar 2009.

To track your progress, simply use the *Customers Count* tracking tool available on the Mary Kay InTouch® Web site. Go to "Recognition," then "Contests." Under "Customers Count," you can enter each customer's name.



## Find It Online – What's New on Mary Kay InTouch®

Have you ever wondered, "How can the Mary Kay InTouch® Web site help me?" Check out some of the following tools currently available. You may find it's everything you need for your Mary Kay business and more.

- ▶ **Beauty Consultant Enrichment Program.** Get a different free CD download each month. Go to "Education," then "Beauty Consultant Enrichment Program" to listen to and download the featured CD. You can create your own library of knowledge!
- ▶ **Inside Color.** All you need to know about new color products, party ideas and more.
- ▶ **Fall/Holiday Products.** Features all that's new this quarter.
- ▶ **Contests.** All contest information and education in one convenient place.
- ▶ **Search Box.** Make searching easy. Simply type in a word, name or subject in the search bar for instant information. It's googling on Mary Kay InTouch®!
- ▶ **"Favorites" Tab.** Want to keep your favorite Mary Kay InTouch® links handy? Use the new "Favorites" function on the home page to select and save your favorite Mary Kay InTouch® sites for easy access.
- ▶ **Business Cards.** You can order Mary Kay® business cards online. Go to "Ordering: MKConnections®: Business Cards." Or when you type "business cards" in the search box, you'll see a link to the MKConnections® home page.



# Reflections From Mary Kay



“The dream I have for you soars on silver wings. You must embrace your dream with all your might and work at it every single day with love-filled intensity. We do have a mission – to share our love and our energies, our hopes, our dreams, our superior products and our beautiful, abundant way of life. In doing so, you will be blessed beyond measure with all the riches of life. That’s living the Mary Kay dream.”

– Mary Kay Ash

## Dates to Remember

### SEPTEMBER 2008

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

### OCTOBER 2008

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

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

### This Month:

- Sept. 1:** Labor Day. All Company and branch offices closed. Postal holiday.
- Sept. 6:** Third annual MK5K™ charity event at The Mary Kay Building, Addison, Texas.
- Sept. 10:** Early ordering of the new Fall/Holiday 2008 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2008 through the Preferred Customer Program July 16 – Aug. 15.
- Sept. 13:** Mary Kay Inc. 45th anniversary.
- Sept. 15:** Postmark deadline for Quarter 1 Star Consultant quarterly contest. Postmark deadline for Summer 2008 promotion and to earn the third monthly product bonus. Deadline to make Quarter 4 Star Consultant prize selections. Early ordering of the new Fall/Holiday 2008 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Summer 2008 Mary Kay® Mini Mineral Eye Color Quad gift with purchase.
- Sept. 16:** Quarter 2 Star Consultant quarterly contest begins. Fall/Holiday 2008 promotion and monthly product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.
- Sept. 20:** August Career Car qualifier paperwork due to Company. Fall/Holiday 2008 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 1 Star Consultant quarterly contest available.
- Sept. 25:** Fall/Holiday 2008 Preferred Customer Program customer mailing of *The Look* begins, including exclusive samplers of new Mary Kay® Eau de Toilette women's fragrances in Simply Cotton™ and Warm Amber™. (Allow 7-10 business days for delivery.)

### Next Month:

- Oct. 13:** Columbus Day observed. Postal holiday.
- Oct. 15:** Postmark deadline to earn the first monthly product bonus.
- Oct. 16:** Second monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers. Winter 2008 Preferred Customer Program online enrollment begins. Consultant First Look enrollment begins for the Winter 2008 Preferred Customer Program version of *The Look*, including exclusive samplers.
- Oct. 20:** September Career Car qualifier paperwork due to Company.
- Oct. 30:** Fall/Holiday 2008 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.)

## “Pink Scarf Lady” Weaves Comfort One Wrap at a Time

**Independent Beauty Consultant Tara Lacher** of Mandan, N.D., in the **Independent National Sales Director Kay Elvrum** Area, first thought about making pink scarves for cancer patients when the Company held a promotion that offered pink shawls for hostesses. The purpose was to raise breast cancer awareness, and a portion of the Company’s proceeds from the promotional sales went to the Mary Kay Ash Charitable Foundation. Three women in Tara’s family had fought cancer, and after the promotion ended, she wanted to do something more to help. So she began knitting flowing pink fluffy scarves and donated each one to “someone special.”

It didn’t take long for word to get out that this wife and mom of two daughters, Olivia and Laura, was making a difference one life at a time. Tara named her donation endeavor “Hearts to Hands” and welcomed others who felt the call to action. The media in her area carried her story as well, and Mary Kay President and CEO David Holl mentioned her efforts in his Seminar 2007 speech. In June 2007, Tara was invited to speak at the American Cancer Society’s First Annual Survivors’ Dinner. Tara and Laura bagged armloads of pink scarves to hand out to survivors that evening. When they arrived, Tara asked where they should wait, and a committee member quizzed her with, “Are you registered? Are you a survivor?” Tara took a deep breath. “Yes, I am.” Once dinner was underway and she was introduced, Tara made her way to the podium thinking about the speech she had carefully prepared and memorized. She saw the 300 excited faces before her and thought about the journey to wellness each woman had taken. They wanted to hear her pink scarf story, but when Tara opened her mouth, her speech took a side trip. “I joined your family today,” she began. “I was diagnosed with cancer four hours ago.” The room fell utterly silent. Then hushed murmurs of disbelief that she had fulfilled her engagement so soon after receiving her diagnosis passed softly among members of the audience.

Tara went on to tell her pink scarf story that night, bonding with the others in a way she had never expected. The good news was that her thyroid cancer was caught early and was treatable. And today she works alongside volunteers, still knitting those pink scarves – more than 800 to date – to donate to cancer patients. “Tara is a caring and compassionate woman of integrity,” says Kay. “She attends all my workshops and every Seminar. She’s a wonderful model of professional customer service!” Recently named “Person of the Year” by her hometown newspaper, Tara and her pink scarf story have been featured in *Women’s World* magazine and *beyond: Oncology Education and Inspiration* magazine. “It warms my heart to hear from people who write to me on my Web site and send letters of appreciation,” she says. “Frankly, every day for me now is Christmas Day!”



Tara Lacher (right) presented Christine Clifford Beckwith (left) with one of her signature pink scarves at an event where the two shared their stories. Christine is a 13-year breast cancer survivor, CEO/President of The Cancer Club, author of six books, mother of six children and national cancer awareness speaker.

## Free Downloads Can Pay Big Dividends

You “do” for everyone else, but how much time have you devoted lately to improving your own chances for success? It can be a challenge to work in workouts, family time, errands and chauffeuring in addition to serving your Mary Kay customers. But now it’s oh-so convenient to click into the business tools you need for the dream you want to achieve. LearnMK®, an educational Web site with ready-to-apply instructional offerings, introduced a powerful new initiative last year called the Enrichment Program, which uses a variety of education delivery methods to meet your learning style. Now for the first time, you can download **FREE** online education CDs each month from the Mary Kay InTouch® Web site. Just go to LearnMK® to start taking advantage of these self-paced self-improvement sessions. Your “self,” and your success goals, will thank you!

## Capture the Glitz and Glamour

Can anything come close to the excitement of Seminar 2008? Only the Seminar 2008 DVD\*! You can relive all the scintillating experiences shared by thousands of your Mary Kay sisters when you let the sights, sounds and inspiration sweep over you once again. What a great motivational tool for you to use all year long, to pump yourself up for your 2009 goals! Order yours today!

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

## A Thought-Provoking Thought

What difference can a few moments of quiet reflection make in your business and personal life? If you’re pointed in the right direction through thoughtful leadership, maybe a great deal. The *And Then Some* journal/CD\*, based on Mary Kay Ash’s timeless principles, walks you through a series of exercises that prompt you to think about your leadership style and interpersonal relationships and suggests ways to improve both areas of your life. Understanding why you do things and see things in a certain way can help you make the course changes necessary for greater success. You may even learn to appreciate your gifts and strengths all the more!

\*Available on the Sept. 16 Consultant order form. **\$7.50**

## MK Visa® Can Be Rewarding!

Treat yourself to a card that rewards you with every purchase and receive cash back. Earn two points for every \$1 on purchases from Mary Kay Inc. and one point on all other purchases. For every 2,500 points, redeem your rewards for a \$25 check or a \$25 gift certificate. See the enclosed application for all the details and apply today, or check out the MKConnections® link on the Mary Kay InTouch® Web site!





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

Don't forget, the Ready, Set, Sell! product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2008, through June 15, 2009. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. You can find the Ready, Set, Sell! bonus values for the quarter printed in these issues of *Applause*® magazine – January, April, July and October!

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. If you qualify for the free customized color look, please add the \$113.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

## You Saw Them at Seminar: MKConnections® Facial Request Display Boxes and Cards

The facial request display boxes and new facial request cards displayed at the MKConnections® booth at Seminar 2008 are now available exclu-

sively through MKConnections® on the Mary Kay InTouch® Web site. Each facial box includes two facial request card pads (50 sheets per pad,



double-sided, (English on one side/Spanish on the other) for \$15. What a simple and professional way to advertise and build your business!

In addition, through MKConnections® on the Mary Kay InTouch® Web site, you can order a set of five facial request card refill pads for \$5, which also feature 50 sheets per pad, are double-sided (English and Spanish) and are designed specifically to work with the facial box. Current facial request card refills (pad/25, English #10-000495; Spanish #10-000496) will be moved to the Section 2 area of Discontinued Items on the Sept. 16 Consultant order form.

## BizBuilders Bonuses!

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

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Hydrating Gel	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Hydrating Gels 2 (packs of six) Women's Eau de Toilette Sampler Cards 4 Travel Roll-Up Bags	\$150

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

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

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

# Go-Give® Award

Congratulations to the winners for October 2008.

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

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



**Courtney  
Armstrong**

**Ruby**  
Independent Senior Sales Director  
**Began Mary Kay** December 2001  
**Sales Director Debut** February 2004  
**Offspring** one first-line  
**National Sales Director** Go Give Area  
**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$85,378  
**Personal** Lives in Longview, Texas  
Husband, Joel; son, Preston; daughters: Reagan, Mallory  
**Favorite Quote** "And whatever you do in word or deed, do all in the name of the Lord Jesus, giving thanks to God the Father through Him." Colossians 3:17  
**Independent Senior Sales Director Dawn Stanford of Fayetteville, Ark.,** says, "Courtney adopted some of my own personal team and unit members in her city. In addition to reaching out to our 'family,' she has reached out to the Longview/East Texas Independent Sales Directors and built unity."



**Cindy  
Harness**

**Sapphire**  
Independent Sales Director  
**Began Mary Kay** June 2000  
**Sales Director Debut** July 2004  
**National Sales Director** Go Give Area  
**Honors** Cadillac qualifier; Star Consultant; four-times Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$53,555  
**Personal** Lives in Harrison, Ark.  
Husband, Rick; sons: Richard, Ryan  
**Favorite Quote** "Trust in the Lord with all your heart and lean not on your own understanding; in all your ways acknowledge Him, and He will make your paths straight." Proverbs 3:5-6  
**Independent Beauty Consultant Emily Dignan of Berryville, Ark.,** says, "Cindy devotes her time and talent to her church youth group, helping girls become stronger in their faith and self-image."



**Debbie  
Bower**

**Emerald**  
Independent Executive Senior Sales Director  
**Began Mary Kay** November 1991  
**Sales Director Debut** November 1992  
**Offspring** five first-line; seven second-line  
**National Sales Director** Kathy Helou  
**Honors** Cadillac qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; State Contest Highest Unit Production; eleven-times Circle of Excellence; three-times Circle of Excellence; two-times Double Star Achievement; Fabulous 50s; Head of the Class; gold medal winner; estimated highest monthly unit retail: \$87,476  
**Personal** Lives in Hattiesburg, Miss.  
Husband, Jeff; daughter, Stephanie  
**Favorite Quote** "If you will always do the little things right, the big things will happen."  
**Independent Beauty Consultant Ginger Talley of Biloxi, Miss.,** says, "Even with painful health issues, Debbie attended Career Conference, stood and applauded each speaker and walked across stage with each stage call. She said that the walk across the stage is what starts dreams and sets goals, and she wanted that for each one of us."



**Roya  
Mattis**

**Pearl**  
Independent Executive Senior Sales Director  
**Began Mary Kay** April 1998  
**Sales Director Debut** November 2001  
**Offspring** five first-line  
**National Sales Director** Anita Tripp Brewton  
**Honors** Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; three-times Circle of Achievement; two-times Circle of Excellence; Double Star Achievement; Triple Star Achievement; Dean's List; gold medal winner; estimated highest monthly unit retail: \$147,842  
**Personal** Lives in Ashburn, Va.  
Husband, Noah  
**Favorite Quote** "I will persist until I succeed. I was not delivered into this world into defeat nor does failure course through my veins. I am not a sheep waiting to be prodded by my shepherd. I am a Lion, and I refuse to talk, to walk, to sleep with the sheep. The slaughterhouse of failure is not my destiny! I will persist until I succeed!" — Og Mandino  
**Independent Beauty Consultant Susan Youells of Forty Fort, Pa.,** says, "Roya stopped on the side of the road to help a woman having an anxiety attack. When help arrived, Roya was asked to care for the woman's child so she could go to the hospital. Roya agreed and took care of the child all day. This girl's mother was part of the Mary Kay family."



**Robbie  
Brannon**

**Diamond**  
Independent Senior Sales Director  
**Began Mary Kay** May 1995  
**Sales Director Debut** September 1996  
**Offspring** two first-line  
**National Sales Director** Lisa Madson  
**Honors** Cadillac qualifier; Star Consultant; two-times Consultant Queen's Court of Personal Sales; nine-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; five-times Circle of Achievement; four-times Double Star Achievement; Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$64,016  
**Personal** Lives in Nokomis, Fla.  
Husband, Dewey  
**Favorite Quote** "Success is not measured by what a man accomplishes, but by the opposition he has encountered and the courage with which he has maintained the struggle against overwhelming odds." — Charles Lindbergh  
**Independent Beauty Consultant Kristen York of Bradenton, Fla.,** says, "After experiencing my first Success Meeting, Robbie contacted and thanked me for attending as a guest. I felt so important and welcomed! A big part of my decision to become an Independent Beauty Consultant was the huge appreciation and welcome from Robbie."



# great gifts for friends, family and you!

Ask me, your Independent Beauty Consultant, about any of these terrific new Mary Kay® products available just in time for the holiday season. Or simply mark what you'd like, and I'll deliver them to you with caring, personalized service.

## Mary Kay® Eau de Toilette Women's Collection



\$25 each

Go ahead and indulge in life's little luxuries with four new eau de toilette fragrances that offer everyday, wearable scents at a super value.

- Mary Kay® Eau de Toilette in Warm Amber™
- Mary Kay® Eau de Toilette in Sparkling Honeysuckle™
- Mary Kay® Eau de Toilette in Simply Cotton™
- Mary Kay® Eau de Toilette in Exotic Passionfruit™

## Mary Kay® Body Care Gift Sets



\$26 each

Enliven your spirits and warm your heart with two new lusciously scented body care gift sets in *Creamy Frosted Vanilla* and *Glistening Winterberry*. Each set features three tantalizing products: a body mist, a body wash and a body butter in a beautiful bag.

## MKMen™ Gift Set



\$38

MKMen™ Cooling After-Shave Gel, the new MKMen™ Body Spray and MKMen™ Shave Foam come in a matching bag sure to please any guy who likes to look his best.

## All Things Glamorous Color Collection Set



\$40 each set

Add a touch of glam to holiday looks with one of three new runway-inspired color collections including a limited-edition Mary Kay® Creme Lipstick, Mary Kay® Lip Gloss and Mary Kay® Mineral Shimmer Powder, plus a velvet bag. Available while supplies last.

Name: \_\_\_\_\_



# 2009 is your year.

You have the potential to lead a team of women that is committed to carrying on the Mary Kay dream. You desire to be among the sisterhood of Mary Kay Independent Sales Directors who take success to heart. When you take a step up in 2009, the rewards will be yours!

## **Class of 2009 Challenge**

The beautiful Class of 2009 ring is yours when you debut as an Independent Sales Director Aug. 1, 2008, through July 1, 2009, OR when you debut at least one off-spring Independent Sales Director during the contest period. Those who debut from Aug. 1, 2008, through March 1, 2009, will be recognized at Career Conference 2009. Those who debut from April 1 through July 1, 2009, will be recognized at Seminar 2009.

CLASS OF  
**2009**

## **Leadership Conference 2009**

When you join the Class of 2009 by Dec. 1, 2008, you, too, can be part of the sisterhood heading to Leadership Conference 2009 in beautiful Phoenix, Ariz., also known as the Valley of the Sun. You won't believe the motivation, education and inspiration you'll receive – all geared toward leaders like you! Plus, you can experience even more excitement by earning your way to the *Kick It Up!* party and the Star Sales Director banquet.

## **The Suit**

Step out in style and wear your new leadership role with pride in the new "haute" chocolate 2008-2009 Independent Sales Director suit. When you order your suit by the 15th of the month following your debut, you can receive a 20 percent discount.

## **New Sales Director Rewards and Bonuses**

Once you become an Independent Sales Director, you can earn even more rewards for achieving sales and unit-building success. On the Write Track, the Fabulous 50s Club and the Mary Kay Honors Society are programs that offer \$1,000 bonuses for new Independent Sales Directors who step up to success during their first year. That's a total of \$3,000 when you achieve all three programs. For details on these programs, see Pages 13 and 14 of this *Applause*® magazine.



**Be a leader. All it takes is your commitment. You can do it!**

**MARY KAY®**

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