

MARY KAY

OCTOBER 2018

applause



BE A *Gift Guru!*

New holiday products to delight your customers.
Plus, the *Great Start* Promotion rewards you and new
team members!



OCTOBER *Dates*

1

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

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

3

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

8

Columbus Day observed.
Postal holiday.

17

Last day to enroll online for the **Winter 2018 Preferred Customer Program™** mailing of *The Look*, including an exclusive sample (while supplies last).

22

Last day to register/cancel registration for Nov. 14 – 17 **New Independent Sales Director Education** in Dallas by 5 p.m. Central time.

30

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

31

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

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

Our belief in caring for people, however, does not conflict with our need as a corporation to generate a profit. Yes, we do keep an eye on the bottom line, but to me “P&L” doesn’t necessarily mean profit and loss. I think it means people and love, and we try to give as much attention to our people as we do to our bottom line. Our people are our most important asset.

”

Mary Kay

HELPFUL NUMBERS: Mary Kay Consultant Contact Center 800-272-9333

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

AUTOMATED INFORMATION LINE 800-454-1130 (24 hours)

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2018 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



Gift Guru

Be a holiday hero with irresistible gifts your customers want. See inside with ideas to help. Join the My Mary Kay Facebook® group exclusively for you with more holiday tips!



You're Off to a *Great Start*.

Freedom, flexibility and unlimited potential. That's the beauty behind a Mary Kay business. And now it just got more robust with new rewards and money-making incentives. Grab your girlfriends, and experience this wonderful opportunity together! See Page 4.

THIS MONTH IN MARY KAY HISTORY



1995

The Company moves its world headquarters to the current location in Addison, Texas. With 13 floors (Mary Kay Ash's favorite number), it is the perfect home to Mary Kay employees. It's also home to the award-winning *Mary Kay*® Museum, host to thousands of visitors each year.

Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: JUSTO MARTINEZ SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care classes or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations. DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOSTM, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

BE a Gift Guru!

Give your customers the gift of an **easy, stress-free holiday**. Be their one-stop shop for **hostess gifts, gorgeous gift sets** and **stocking stuffers**. You got this!

Regular
LINE



NEW! LIVE FEARLESSLY® EAU DE PARFUM, \$44

Bold, fearless and completely captivating!

- Top Notes: Italian Bergamot, Ginger, Lush Petals
- Middle Notes: Bold Rose, Lily of the Valley, Orchid
- Bottom Notes: Roasted Tonka Bean, Cedarwood, Australian Sandalwood, Vanilla Musk



LIMITED-EDITION† LASH LOVE® MASCARA, \$15

Mary Kay is committed to bringing an end to domestic violence. In the United States, from **Aug. 26 - Dec. 31, 2018**, when you purchase this limited-edition† mascara, Mary Kay Inc. will donate **\$1 from each sale** of the mascara to **The Mary Kay Foundation™**, which supports women's shelters and survivors of abuse.

LIMITED-EDITION† MARY KAY® EYELASH CURLER, \$12

Makes a great stocking stuffer!

NEW! LIMITED-EDITION† MARY KAY® MATTE LIPSTICK, \$18

Collaborating with influential trendsetters in Milan, this uniquely designed lipstick intensifies any look. Available in **four beautifully bold shades**.



ALSO AVAILABLE:

- Mary Kay® Gel Semi-Matte Lipstick in eight shades
- Mary Kay® Gel Semi-Shine Lipstick in 12 shades

Tip!
Bundle with a Mary Kay®
mascara and **Mary Kay®
Oil-Free Eye Makeup
Remover** for a
popular gift.



Gift box available.
See Page 3.

GET A HEAD START ON HOLIDAY SELLING!

Find a **Holiday Wish List** on Pages 23 – 24. Make copies to share with your customers to help make shopping with you fun and easy.

NEW! LIMITED- EDITION† BLISSFUL POMEGRANATE SATIN HANDS®

PAMPERING SET, \$36

Blended with a fruity medley of wild berries, apples, pears and passion fruit. Set includes Blissful Pomegranate *Satin Smoothie*® Refining Shea Scrub, Blissful Pomegranate Nourishing Shea Cream and Fragrance-Free Protecting Softener.

ALSO SOLD SEPARATELY! LIMITED- EDITION† BLISSFUL POMEGRANATE SATIN HANDS® NOURISHING

SHEA CREAM, \$12

Sets also available in
White Tea & Citrus and
Fragrance-Free.

LIMITED-EDITION† HOLIDAY GIFT BOXES, \$6 PK./3 ON SECTION 1

Make giving and receiving extra special! Three colorful boxes in small, medium and large.

† Available while supplies last



It's back
and in a new
formula!

YOU HOLD THE KEY



MARY KAY

SEPTEMBER 1 – 30, 2018

**SEPT. 1–30: SIX MOST
IMPORTANT THINGS LIST**

These earrings are yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in September.



Mary Kay Ash suggested making a list of your six most important things to do each day. Her idea behind it was to help you focus and stay on track to achieve your goals.

MARY KAY YOU HOLD THE KEY FALL CONSISTENCY CHALLENGE

JULY 1 – DEC. 31, 2018

AND THEN SOME!

Details on *Mary Kay InTouch*®



GREAT *Start*

JULY 1, 2018 – JUNE 30, 2019



You're out meeting new women, gaining confidence and sharing amazing skin care and color products. Chances are, you're also **meeting women** who would **love to share this Mary Kay experience with you**. Why not go on this journey together? Enjoy everything beautiful including **new rewards, money-making incentives** and **lots of smiles!**

HOW IT WORKS

For You

BONUSES

\$50 Team-Building CASH BONUS for ALL active* Independent Beauty Consultants through Sales Directors-in-Qualification with each *Great Start*-qualified new personal team member. Plus Independent Sales Directors get their own bonus. **No limits!**

A *Great Start*-qualified is one whose initial/cumulative order is \$600+ wholesale and is accepted in the same or following **THREE calendar months** as her Independent Beauty Consultant Agreement.



INDEPENDENT
NATIONAL SALES
DIRECTOR
LINDA TOUPIN

"A Mary Kay business is already a great opportunity for

women who want more, and now the *Great Start* Promotion makes it even more rich and robust! When you start a Mary Kay business, your excitement spills over to friends, co-workers and others.

"That enthusiasm helps you draw women into your space. They're not drawn in by the details of the Mary Kay opportunity; they're attracted to your excitement and potential. *Great Start* helps us all capitalize on that natural energy so we can run free with it."



See
Mary Kay
InTouch® for
details!

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.



For Her

FREE PRODUCTS

Great Start: Ready, Set, Sell! Ultimate Product Bonus Bundles With an initial \$600+ wholesale Section 1 order in her Agreement month or following month. These bundles are valued around \$150 suggested retail.** The number of bundles she earns ranges from one to six based on her initial order amount.

Great Start: Ready, Set, Keep Selling! Essential Product Bonus Bundles

Free products keep coming! During her first four months,† she continues to earn more bundles valued around \$100 suggested retail** with each cumulative Section 1 product order totaling \$600+ wholesale. Offer does not apply to orders that qualify for *Great Start: Ready, Set, Sell! Ultimate Product Bonus Bundles*.

Find *Great Start: Ready, Set, Sell!* and *Ready, Set, Keep Selling!* brochures on Section 2 of the Consultant order form. \$4, pk./20. Get all the *Great Start* details on *Mary Kay InTouch*®.



OPEN FOR BUSINESS BUNDLE

One of Five **Team-Building Product Bonus Bundles**

Plus! TEAM-BUILDING PRODUCT BONUS BUNDLE

When she adds a new personal team member her first four months,† she can earn two product bonus bundles valued at up to \$220 suggested retail** when her new personal team members become *Great Start*-qualified. **No limits!**

†Your first four months means the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three months.



SIX MOST IMPORTANT THINGS ABOUT THE *GREAT START* PROMOTION

- 1. Early Wins.** Rewards from the start.
- 2. Wins for All.** Everyone has an opportunity for success!
- 3. Full Circle.** Rewards for selling AND team-building. Helps you start conversations.
- 4. Consistent.** Aligns with Mary Kay *You Hold the Key* Challenge and Star Consultant programs that promote \$600+ wholesale Section 1 orders.
- 5. Inventory.** Mary Kay Ash said, "You can't sell from an empty wagon."
- 6. Fun.** It's more fun with a friend, right? You have someone to learn, grow and celebrate your successes with.

**Actual total value of product bonus bundles will depend on suggested retail value of bundles selected and is subject to any required tax obligations.

ALL IN *On You!*

There's a reason this magazine is called *Applause*® ... to celebrate YOU!

MONTHLY COMMISSIONS AND BONUSES



RUBY
Cindy Williams*



SAPPHIRE
Kathy Helou***



EMERALD
Gloria Mayfield Banks***



DIAMOND
Lisa Madson*

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 2018, NSD Area Leadership Development bonuses and NSD commissions earned on all foreign countries for May 2018 **plus** the following which do not count toward NSD ranking; Sales Director commissions, Personal Team Commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

RUBY
Cindy A. Williams*
\$51,478
Linda C. Toupin
38,633
Stacy I. James**
35,222
Jan L. Thetford
33,557
Sandy Valerio*
27,616
Kim L. McClure
26,929
Julie Krebsbach*
26,556
Lia Carta**
24,285
Crystal Trojanowski
23,993
Gloria Bàez*
23,580
Anabell Rocha*
23,137
Cindy Fox*
23,127
Mary C. Estupíñan*
22,168
María C. Flores
19,154
Deb Pike
17,853
Kate DeBlander
17,640
Bea Millslagle
17,350
Juanita Gudiño
16,788
Jo Anne Barnes
16,765

Brittany Wirt*
16,155
Patty J. Olson
15,715
Kathy Rodgers-Smith
14,886
Brenda Segal*
14,649
Tammy A. Vavala
14,487
Cecilia C. James
14,234
Lara F. McKeever
14,110
Virginia S. Rocha
13,562
Gena Rae Gass
13,186
Michelle Sudeth*
13,159
Nancy J. Osborn*
13,105
Annaka Krafka
12,056
Elizabeth Muna*
11,113
Amie N. Gamboian
11,012
Donna B. Meixsell
10,536

SAPPHIRE
Kathy Helou***
\$75,035
Lupita Magaña**
50,481
Debi R. Moore*
45,967
SuzAnne Brothers*
38,129

Sara Pedraza-Chacón*
31,945
Lorraine B. Newton
31,156
Morayma Rosas
30,882
Pamela A. Fortenberry-Slate*
30,132
Davanne D. Moul*
29,604
Valerie J. Bagnol*
27,439
Cyndee Gress*
26,962
Kristin Myers*
24,382
Somer Fortenberry
23,561
Kimberly R. Copeland
22,565
Alicia Lindley-Adkins*
21,853
Scarlett Simpson*
20,764
Glinda McGuire*
20,404
Diane L. Mentiply
19,685
Alejandra Zurita
18,519
Elizabeth Sánchez
17,148
Paola J. Ramírez
16,658
Mia Mason Porter
16,462
Debra M. Wehrer
16,281
Avelyn R. Smith
16,236

Janis Z. Trude
15,736
Maggie Nevárez*
14,819
Ruth L. Everhart
14,600
Angie S. Day*
14,406
LaRonda L. Daigle
14,325
Phyllis Pottinger*
14,295
Lupita Díaz
14,237
Evalina Chàvez
13,937
Alma Orrostita
13,708
Krista Warner
13,464
Dawn Otten-Sweeney
13,117
Heather A. Carlson
12,916
Cathy E. Littlejohn
12,438
Diana Heble
12,219
Sylvia Kalicak*
11,771
Maribel Barajas
11,719
Julie Weaver
11,510
Kelly McCarroll
11,464
Gladis Elizabeth Camargo*
11,435
Jeanie M. Tamborello
11,092

Elaine K. Williams
10,838
EMERALD
Gloria Mayfield Banks***
\$94,468
Patricia Turker**
62,782
Sonia E. Pàez**
44,066
Dayana Polanco*
37,751
Dacia Wiegandt*
36,900
Auri Hatheway
28,730
Julianne Nagle*
25,441
Anita Tripp Brewton*
25,129
Pamela E. Tull
23,868
Evelinda Díaz*
23,731
Ada Y. García-Herrera*
23,160
Tammy Crayk
22,997
Rosibel L. Shahín*
22,236
Pam I. Higgs
21,922
Mayuli Rolo*
21,891
Kerry Buskirk*
21,746
Gina Rodríguez
21,402
Sonia Bonilla
20,417

Monique Balboa
19,891
Yudith Pupo
19,277
Crisette M. Ellis
18,661
Kirk Gillespie
18,487
Sue Wallace
18,456
Joanne R. Bertalan*
17,618
Cathy Bill*
17,342
Pam Klickna Powell
17,202
Bianny Ramirez
16,718
Luzmila E. Abadia Carranza*
15,978
Kym A. Walker*
15,623
Noemi C. Jaimes
15,091
Marilyn A. Marte de Melo
15,078
Noelia Jaimes*
13,956
Jill D. Davis
13,081
Sabrina Goodwin Monday
12,524
Cindy Z. Leone
12,408
Caterina M. Harris Earl
11,920
Roya Mattis
11,815
Diane Bruns
11,813

continued on next page

RECOGNITION

EMERALD *cont.*

Mary Beissel
10,744
Cindy Z. Towne
10,386
Carol Lawler
10,260

DIAMOND

Lisa Madson*
\$66,540
Dawn A. Dunn*
33,896
Pamela Waldrop Shaw**
33,043

Julia Burnett*
26,713
Kay E. Elvrum
26,198
O'Nelly Encarnación
25,760
María I. Monarrez
23,792
Kristin Sharpe
23,454
Connie A. Kittson*
23,214
Lily Orellana
23,181
Sue Pankow
21,647

Heidi Goelzer
21,009
Yosaira Sánchez*
20,619
Shannon C. Andrews*
20,380
Vicki Jo Auth
18,097
Lisa Allison
17,387
Rebecca Evans*
16,891
Julia Mundy
16,793
Candy D. Lewis
16,024

Alia L. Head
15,563
Lynnea E. Tate
15,528
Susan M. Hohlman*
15,326
Yvonne S. Lemmon
15,104
Robin Rowland
15,077
Roxanne McInroe
14,932
Leah Lauchlan
14,891
Diana Sumpter
14,709

Karen B. Ford
13,196
Indhira Jimenez
12,763
Evitelia Valdez-Cruz
12,761
Pam Ross*
12,656
Gay Hope Super*
12,493
Lynne G. Holliday
12,479
Sharon L. Buck
12,204
Kaye Driggers
11,435

Terri Schafer
11,275
Holli Lowe
10,238
Rosa Bonilla*
10,046
Joy L. Breen
10,001

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

MARY KAY ANGELS

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in June 2018



TOP UNIT - ESTIMATED RETAIL PRODUCTION

RUBY

Candace Doverspike, *Go-Give Area* \$160,259

SAPPHIRE

Debbie A. Weld, *Davanne Moul Area* \$148,430

EMERALD

Bridgett L. Moore, *Go-Give Area* \$176,922

DIAMOND

Paula Kelsch, *Kay Elvrum Area* \$163,431

TOP SALES DIRECTOR - PERSONAL SALES

RUBY

Michelle E. Lecates, *Tammy Vavala Area* \$23,509

SAPPHIRE

Jessica Holzbach, *Jeanie Tamborello Area* \$24,668

EMERALD

Roseanne Bair, *Go-Give Area* \$27,817

DIAMOND

Paula Kelsch, *Kay Elvrum Area* \$18,720

TOP BEAUTY CONSULTANT - PERSONAL SALES

RUBY

Carmina Oliveros, E. Santos Unit, *Go-Give Area* \$28,843

SAPPHIRE

Nehama P. Freund, F. Klein Unit, *Go-Give Area* \$18,005

EMERALD

Denise Laine, M. Strauss Unit, *Go-Give Area* \$22,929

DIAMOND

Christine Rhoney, R. Hirneisen Unit, *Dawn Dunn Area* \$44,876

TOP TEAM BUILDER

RUBY

Sales Director Mary S. Sargent, *Patty Olson Area* 14 New Team Members

SAPPHIRE

Sales Director Marita W. Campbell, *Go-Give Area* 27 New Team Members

EMERALD

Sales Director Yuri Z. Membreno, *Sonia Páez Area* 20 New Team Members

DIAMOND

Sales Director Lizbeth Longoria, *María Monarrez Area* 15 New Team Members

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more New Unit Members for June 2018.

RUBY

Candace L. Doverspike 59 New Unit Members
Stephanie L. Coker 40 New Unit Members
Lauren N. Bloomer 33 New Unit Members
Nancy Brewer 28 New Unit Members
Heather A. Daniel-Kent 26 New Unit Members
Sherry L. Martin 26 New Unit Members
Rachael M. Bullock 25 New Unit Members
Jacqueline N. Alford 24 New Unit Members
Caitlin M. Griffo 21 New Unit Members
Elvia Morales 20 New Unit Members
Luz A. Perez 20 New Unit Members

SAPPHIRE

Rheanonda R. Johnson Gray 46 New Unit Members
Nedra R. White 46 New Unit Members
Carmen B. Jones 32 New Unit Members
Charmayne Wilson-Mayowa 32 New Unit Members
Marita W. Campbell 31 New Unit Members
Devin Gole 29 New Unit Members
Sonia P. Lett 29 New Unit Members
Sydney N. Jackson 28 New Unit Members
Margaret A. Perry 28 New Unit Members
Herendira Garcia 27 New Unit Members
Autumn T. Hostetler 27 New Unit Members
Kimberly K. Murray 27 New Unit Members
Patrice M. Smith 27 New Unit Members

Steffi M. Rivera 26 New Unit Members
Tammy M. Shaw 26 New Unit Members
DyNETTA M. Minter 25 New Unit Members
Lunie Pierre 25 New Unit Members
Jeanette M. Thompson 25 New Unit Members
Paula M. Fernandez 24 New Unit Members
Tracey F. Hedrick Lassiter 24 New Unit Members
Keita Powell 24 New Unit Members
Leslie A. Hall 23 New Unit Members
Cynthia S. Sheppa 23 New Unit Members
Ashley Boudreaux 22 New Unit Members
Marcia DaCosta 22 New Unit Members
Julie H. Erikson 22 New Unit Members
Gloria J. Johnson 22 New Unit Members
Flor D. Maldonado 22 New Unit Members
Marcela Pasco 22 New Unit Members
Yvonne L. Capehart 21 New Unit Members
Eno Inoyo 21 New Unit Members
Karla R. Plantan 21 New Unit Members
Cassandra E. Scott 21 New Unit Members
Wendy L. Sorensen 21 New Unit Members
Carolyn Colter 20 New Unit Members
Casie Hembree 20 New Unit Members
Phyllis P. Mathis 20 New Unit Members
Beverly A. Stephens 20 New Unit Members

EMERALD

Katy Goldstein 32 New Unit Members

Brendaliz Cajigas 31 New Unit Members
Menina M. Givens 31 New Unit Members
Angel Guerra 31 New Unit Members
Diana M. Bermudez 28 New Unit Members
Arellys M. Dubront Pinto 28 New Unit Members
Vanessa P. Keeler 27 New Unit Members
Silvia Rodriguez 27 New Unit Members
Lisa J. Charity 26 New Unit Members
Wanda Y. Gonell 26 New Unit Members
Carrie Bloink 25 New Unit Members
Diana Figueroa 25 New Unit Members
Yucdelin Gonzalez 25 New Unit Members
Bridgett L. Moore 25 New Unit Members
Sahily Cruz 24 New Unit Members
Brittani M. Jenks 23 New Unit Members
Yuri Zelaya Membreno 23 New Unit Members
Clara Y. Argueta 22 New Unit Members
Lizi M. Gregory 22 New Unit Members
Allyson L. Jankowski 22 New Unit Members
Nicole L. McDaniel 22 New Unit Members
Abigail L. Quinn 22 New Unit Members
Keila M. Lopez Salinas 21 New Unit Members
Kijuan R. McKinnie 21 New Unit Members
Esther Sanchez 21 New Unit Members
Anna M. Sempelos 21 New Unit Members
Eugenia Zacarias 21 New Unit Members
Michelle A. Cunningham 20 New Unit Members
Rosmary A. Morel 20 New Unit Members
Ebon Osaze 20 New Unit Members

Isamar Quiroz Zelaya 20 New Unit Members
Yinaurys Tirado 20 New Unit Members

DIAMOND

Veronica Hyba* 40 New Unit Members
Tanya L. Satcher 33 New Unit Members
Ines Padilla-Hernandez 27 New Unit Members
Taylor A. McKnight 26 New Unit Members
Elizabeth Fernandez 25 New Unit Members
Ingrid E. Smith 25 New Unit Members
Kathy Fean 24 New Unit Members
Patricia Carr 23 New Unit Members
Lili Fuentes 23 New Unit Members
Nadine H. Huckabee-Stanley 23 New Unit Members
Shelly Palen 23 New Unit Members
Elsa F. Santos 23 New Unit Members
Virginia Gomez 22 New Unit Members
Eva Orrego 22 New Unit Members
Maria D. Zavala Alvarado 21 New Unit Members
Denise M. Cadenhead 20 New Unit Members
Nancy F. Castro 20 New Unit Members
Delmi C. Santos 20 New Unit Members
Megan N. Wilkes 20 New Unit Members

*Denotes earned in March

MEET YOUR NSDS

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?



13% CLUB

CLUB DEL 13%

June 2018

The top 25 independent sales force members in each Seminar area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during June.

RUBY

Sales Director Lauren N. Bloomer	\$4,007
Sales Director Angeles Sosa	3,917
Sales Director Heather A. Daniel-Kent	3,760
Sales Director Jordan Twilley	3,252
Sales Director Ryan A. Rives	3,016
Sales Director Rachael M. Bullock	2,964
Sales Director Patty L. Bojan	2,743
Sales Director Megan E. Kalbach	2,512
Sales Director Donna Clark-Driscoll	2,481
Sales Director Toni L. Moore	2,465
Sales Director Patti Cornell	2,397
Sales Director MinDee M. Sommerla	2,380
Sales Director Monique N. McIntyre	2,341
Sales Director Teri A. Walter	2,311
Sales Director Diana Gutierrez	2,250
Sales Director Amy Kitrell	2,207
Sales Director Candace L. Doverspike	2,203
Sales Director Maria Bautista	2,089
Sales Director Roxy H. Coursey	2,021
Sales Director Ginger J. Benedict	2,007
Sales Director Bridgette R. Conley	1,990
Sales Director Sandra Estudillo	1,986
Sales Director Caitlin M. Griffio	1,944
Sales Director Susan Moore	1,943
Sales Director Shara M. Gladden	1,885

SAPPHIRE

Sales Director Katie D. Nichols	\$6,935
Sales Director Angela P. LaFrance	3,726
Sales Director Reyna V. Alvarado Rivera	3,703
Sales Director Erika D. Hulm	3,526
Sales Director Fraida M. Klein	3,362
Sales Director Linda Meier	3,302
Sales Director Marie E. Vlamincik	3,203
Sales Director Kara Kirk	3,161
Sales Director Marita W. Campbell	3,135
Sales Director Linda A. Burns	3,041
Sales Director Cheryl Bower	2,911
Sales Director Kayla A. Shaw	2,881
Sales Director Maria G. Botello	2,743
Sales Director Vicki Piccirilli	2,656
Sales Director Sydney N. Jackson	2,633
Sales Director Darnett Cohen-Spencer	2,552
Sales Director Lunie Pierre	2,495
Sales Director Debbie A. Weld	2,465
Sales Director Carmen B. Jones	2,250
Sales Director Amy E. Houseman	2,246
Sales Director Karla M. Reno	2,243
Sales Director Cycelia D. Matthews	2,112
Sales Director Cynthia S. Sheppa	2,106
Sales Director Laurieann Barclay	2,085
Sales Director Amy R. Sigler	2,061

EMERALD

Sales Director Bridgett L. Moore	\$3,407
Sales Director Brittani M. Jenks	3,229
Sales Director Ebun Osaze	3,100
Sales Director Lindsay E. Freisthler	3,073
Sales Director Ashley N. Clinesmith	2,789
Sales Director Yuri Zelaya Membreno	2,700
Sales Director Michelle Lyle	2,507
Sales Director Keila M. Lopez Salinas	2,470
Sales Director Nikki H. Edgemon	2,453
Sales Director Stacey Craft	2,425
Sales Director Nicole L. McDaniel	2,351
Sales Director Angel Guerra	2,278
Sales Director Amy M. Alber	2,197
Sales Director Nicole Coselmon	2,124
Sales Director Tammy West-Murrian	2,120
Sales Director Michelle L. Calbert	2,119
Sales Director Angel M. Mueller	2,116
Sales Director Elva Jordan	2,116
Sales Director Rosmary A. Morel	2,113
Sales Director Diana M. Bermudez	2,104
Sales Director Anna M. Sempeles	2,066
Sales Director Luisa Urena Mora	2,028
Sales Director Audrey L. Detesco-Nickell	2,011
Sales Director Esther Sanchez	2,002
Sales Director Olayinka K. Adegbayi	1,989

DIAMOND

Sales Director Sherrie C. Purvis	\$4,532
Sales Director Funmi E. Otusajo	4,112
Sales Director Rebekah Hirnisen	3,549
Sales Director Titilayo F. Otusajo	3,540
Sales Director Amy Kemp	2,915
Sales Director Paula Kelsch	2,910
Sales Director Celeste Byrd	2,907
Sales Director Bisola Gbadamosi	2,813
Sales Director Faith A. Gladding	2,793
Sales Director Karime Rosas	2,536
Sales Director Dolly A. Metzger-Stearns	2,486
Sales Director Lizbeth Longoria	2,404
Sales Director Heather M. Julson	2,180
Sales Director Maria Salazar Ibarra	1,990
Sales Director Britt N. Burke	1,984
Sales Director Mary Hildebrandt	1,963
Sales Director Nicki R. Hill	1,925
Sales Director Nancy M. Polish	1,916
Sales Director Rebecca Manning	1,871
Sales Director Linda Kieper	1,871
Sales Director Natalia Travilina	1,859
Sales Director Mary Kathryn King	1,820
Sales Director Amanda N. Wright	1,820
Sales Director Sharon K. Reynolds	1,765
Sales Director Ingrid E. Smith	1,731

“

A leader is someone who knows where he or she is going and is able to take others with them.

”

Mary Kay



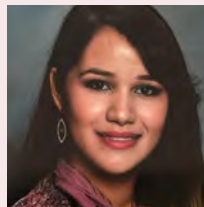
RUBY / RUBÍ

NEW DEBUTS

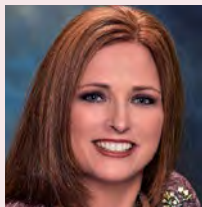
DEBUTES

April/Abril 2018

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



Pricila D. Martinez
Nebraska City, Neb.
J. Litherland Unit



Dawn R. Mayes
Beaumont, Texas
T. Smith Unit



Lonna Standridge Dillard*
Hayden, Ala.
S. Martin Unit



Betty A. Veliz
Union City, N.J.
M. Munoz Unit



Not pictured/Sin foto: *Nelson Acevedo*, Los Angeles, L. Villa Unit; *Amber R. Birkline*, Spring, Texas, T. Smith Unit; *Christy M. Fetzer*, Fargo, N.D., C. Huber Unit; *Daniella Francese*, Gillsville, Ga., M. James Unit; *Inocencia Garcia*, Lemon Grove, Calif., I. Camargo Unit; *Manda J. Garland*, Tucson, Ariz., C. Felix Unit; *Katherine Hamilton*, Howell, Mich., R. Reilly Unit; *Julia Hernandez*, Vancouver, Wash., D. Gutierrez Unit; *Jacquelynne M. Hess*, Lancaster, Pa., A. Jayne Unit; *Mayra L. Jerezanos*, Reading, Pa., K. Acosta Unit; *Maria E. Lopez*, Dover, N.J., L. Diaz Almeyda Unit; *Kyla A. McLaughlin*, Manteca, Calif., S. Burgess Unit; *Andrenette Moore*, Jacksonville, Fla., M. Campbell Unit; *Patricia A. Rozycki*, Jeannette, Pa., L. Bloomer Unit; *Belinda G. Segura*, Gorman, Texas, K. Holtzclaw Unit; *Brooke D. Smith*, Lake Charles, La., T. Ellender Unit; *Anabel Zapien*, Canal Winchester, Ohio, S. Estudillo Unit.

*Previously debuted/Debutó con anterioridad.

DEAN'S LIST

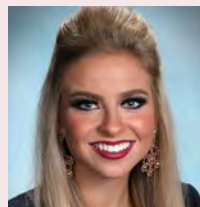
LISTA DEL DECANO

June/Junio 2017

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



Lila Rebecca Garro
Winterville, N.C.
Sapphire Go-Give Area
Sapphire Seminar



Megan E. MacDowall
Forest, Va.
Dawn A. Dunn Area
Diamond Seminar



Catalina Martinez
Caldwell, Idaho
Paola J. Ramirez Area
Sapphire Seminar

DEAN'S LIST

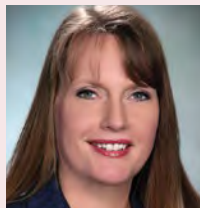


FABULOUS 50s

FABULOSOS 50

December/Diciembre 2017

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.



Nicole K. Savage
Huntington, W.Va.
J. Krebsbach Area



1 ON THE MOVE

2 FABULOUS 50s

3 HONORS SOCIETY

Rings are shown stacked. / Los anillos se muestran encimados.

For complete qualifications, rules and regulations regarding the awards and achievements on pages 6 – 16, go to *Mary Kay InTouch*®.

Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 6 – 16, ve a *Mary Kay InTouch*®.

ON THE MOVE EN ACCIÓN

April/Abril 2018

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

Amber R. Birkline
Christy M. Fetzer
Julia Hernandez
Jacquelynnne M. Hess
Pricila D. Martinez

Kyla A. McLaughlin
Patricia A. Rozycki
Daniella Stowe
Betty A. Veliz
Anabel Zapien

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

June/Junio 2018

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

Jennifer I. Aguilar
Yadira E. Aguilar
Teresita Alvarado
Daisy Alvarez
Jeovana Alvarez
Makayla Anderson
Lala Andrisse
Leslie E. Angle
Lisa Arnett
Gracie Arrazola
Noora Assad
Carol Bailly
Jennifer Barkley
Sandra L. Bear
Dori A. Bowman
Micki Bozeman
Deborah O. Brown
Victoria M. Brown-Marra
Dianna Burch
Lourdes Cabrera
Angela S. Ceballos
Shonda Chana
Brooke L. Clark
Janelle L. Colby
Sherri Coleman
Amy Conger
Tara M. Cooper
Maria E. Cortes
Silvia Cortez
Lydia Cummings
Nora N. Curry
Grace D'Amico
Emily Deleon
Angeli C. Delgado
Valarie L. Eckloff
Jamie M. Ellis
Javacia Epps
Dreana J. Fields
Kathie M. Finnell
Debra S. Fletcher
Elizabeth Flores
Paulina Flores
Lady Emmanuella S. Franck
Guadalupe Garcia
Martha Garza Cano
Amanda Gathright
Maria E. Gomez

Gualupe A. Gonzalez
Cindy L. Greer
Jesus N. Gutierrez
Gwendolyn R. Hailey
Tina L. Hansen
Delmy Hernandez
Veronica L. Herrin
Jessica D. Houlden
Claudia C. Ibarra
Esther U. Igboerika
Saharra S. Inman
Maria I. Irizarry
Tina Jones
Mary D. Juliano
Cindy S. Kerns
Randi Kinabrew
Victoria A. LeMans
Tammy Lee
Andrea L. Lepley
Yesenia Lopez Torres
Chantel Lyon
Katrina M. Lyons
Julie A. Mann
Martha E. Martinez
Olivia M. Martinez
Lisa K. Melbourne-Smith
Peggy O. Mendez
Blanca E. Mendoza
Callie M. Merritt
Marie L. Miles
Tania Molden
Virginia E. Monteagudo
Benita Mora
Erin F. Mueller
Lisa M. Murphy
Quarneeka Murry
Veronica L. Nuckols
Tanner R. O'Neill
Keila Ochoa
Evelin R. Oliva
Jashala D. Payne
Magdalena Peralta
Dorothy J. Plummer
Mariosaria C. Puno
Sonia Y. Renteria
Mandi D. Robertson
Brenda Rodriguez

Red Jackets, cont.

Truacy A. Rodriguez
Oyuky Romero
Amanda B. Ruckman
Alessandra Russo
Ave Sala
Berenice Sanchez
Socorro Sanchez
Ninfa S. Santoyo
Cindy L. Satcher-Stollenwerck
Macy Scott
Amber Scrivo
Yoldi L. Simpson
Melony S. Smith
Rhonda A. Sohler
Lacy M. Stephens
Tanika Talbert
Claudia Tapia
Shelly M. Taylor
Lisa L. Tesina
Emily Tillis

Hilda Tinoco
Fidencia Tirso
Ana Torres
Angela Totman
Martha Velazquez
Maria Villalon
Nicole Villarreal
Fannethia Vitolo
Lauren E. Walker
Rebekah Watkins
Kassandra J. Wray
Alicia Wright
Telen Young
Tara Zimmer



GRAND ACHIEVERS GRAN GANADORAS

June qualifiers/Calificadas en junio 2018

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Gina E. Abbey*
Fany Aguilar Ornelas*
Ngozi F. Ajoku
Shay Alkin
Maria Alvarez*
Jennifer A. Babb
Ann C. Baldwin*
Christy Barnett*
Marcia A. Basinger
Donna Bayes Scott
Lourdes O. Berber
Juanita Berumen
Bambi D. Boysen*
Renee C. Burdette*
Cathy Caffey**
Pia Cano-Marcks
Ramona Carbajal*
Mary L. Casada
Magaly Chapa*
Sherrie L. Clemons*
Chan Cosans
Ashlyn B. Couch
Audrey K. Cross
Beatriz Cruz
Sandra P. Cruz de Melendez*
Veola Davis
Jillaine M. DeGraw
Melinda A. Delahoz*
Dorothy J. Drake
Ann-Marie K. Edelmann*
Christy M. Fetzer
Linda K. Flagler
Franchon D. Foster
Pat Foster
Charlotte Y. Garth
Cindy Gobrecht*
Karolyn Gott*
Monica T. Green
Susan L. Grover
Jeanine Guccione
Joan M. Gullett
Corbie Haas*

Lorena Hankins
Keeta Hastings
Stephany J. Hernandez*
Suann D. Hibbs
Anne Hill
Sarah M. Hoyt
Jan Hubbard
Amber J. Jennings
Lisa M. Jones
Sarah Journey
Lisa R. Keller
Linda Kelly
Suzanne Kliever*
Maria Norma Lara*
Michelle E. Lecates*
Cindy M. Levitt-Amador
Sharon S. Liebe
Petriz Lopez
Donna Ludewig
Jeanenne Lumpkin
Lindsay E. Luton
Paige Lutz
Pamela M. Mann
Pricila D. Martinez
Maria A. Mayorga
Pam J. McDougal*
Leonor Montanez*
Irma E. Morales*
Crystal Moudy
Kimberly B. Muir*
Melissa Nelson*
Anastasia E. Nsa*
Sherry L. Nugent*
Meleah R. Oglesby
Sarah D. Oliver
Arcelia T. Patino
Luz A. Perez
Muriel J. Perez
Jennifer Phippin
Zarahi Pioquinto
Nia Putnam
Celia Quintero
A. Irene Ramirez*
Isabel Ramirez
Miriam Ramirez

Grand Achievers, cont.

Robin L. Reese*
Bettye T. Riddle*
Marilyn Robertson
Andrea N. Roddy
Patricia A. Rozycki
Sharon Rucker
Mary S. Sargent
Susan Short
Elaine M. Skibitski*
Sara Starkey
Serah J. Stephenson
Daniella Stowe
Armandina Tamez
Stacey B. Taylor*
Ana R. Tellez
Cheri A. Thomas*
Sonia E. Torres*
Eugenia Valle*
Irma Vazquez
Maria Villegas*
Andrye L. Walker

Ruth Whiteleather-Orrell*
Susan Zavala Rangel*
Susan Zeiler*
Mary Zuniga

CONSULTANTS/ CONSULTORAS

Jessica N. Allen
Jessica L. Burditt
Martha Cano
Andrea P. Childers
Mary Ellen Jenkins*
Emily C. Nonnemacher
Neilma Maria Mo Odagiri
Ana L. Sendir
Bellaluci Umeda
Courtney Walston

* Denotes requalified driver.
* Denota conductora recalificada.

GOLD MEDALS MEDALLAS DE ORO

June/Junio 2018

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

New Team Members/Nuevas integrantes de equipo

212 GOLD MEDALS Sales Director Silvia Sanchez	5	40 GOLD MEDALS Sales Director Heather Daniel-Kent	11
109 GOLD MEDALS Sales Director Esther Amador	13	Sales Director Candace Doverspike	9
92 GOLD MEDALS Sales Director Beatrice Alghali	5	Sales Director Evelyn Hernandez	6
83 GOLD MEDALS Sales Director Catherine Ohanu	8	39 GOLD MEDALS Sales Director Julie Smith	7
64 GOLD MEDALS Sales Director Pamela Cox	5	38 GOLD MEDALS Sales Director Lenore Gilbert	5
63 GOLD MEDALS Sales Director Francine Reed	8	Sales Director Cecilia Solorio	6
58 GOLD MEDALS Sales Director Michael Diaz	6	Sales Director Shay Wood	5
57 GOLD MEDALS Sales Director Cenobio Nunez Felix	5	37 GOLD MEDALS Sales Director Angela Brannon	9
56 GOLD MEDALS Sales Director Adriana Romero	6	Sales Director Faye Shaw Jenkins	5
53 GOLD MEDALS Sales Director Eusebia Bonilla	6	Sales Director Maria Villegas	8
51 GOLD MEDALS Sales Director Rosemary Obeki	5	36 GOLD MEDALS Sales Director Silvia Farias	5
48 GOLD MEDALS Sales Director Chatney Gelfius	5	Sales Director Enedelia Hernandez	5
45 GOLD MEDALS Mery Dewane, L. Ramos Unit	8	35 GOLD MEDALS Sales Director Maria Bautista	7
43 GOLD MEDALS Sales Director Amber O'Neil Hui	10	Sales Director Toni Moore	9
42 GOLD MEDALS Sales Director Maria Hayes	7	33 GOLD MEDALS Sales Director Sherry Martin	6
41 GOLD MEDALS Sales Director Armandina Tamez	6	32 GOLD MEDALS Sales Director Silisia Moses	5
		31 GOLD MEDALS Sales Director Tonya Colbert	8
		30 GOLD MEDALS Sales Director Jan Dearnorff	5
		29 GOLD MEDALS Sales Director Rachael Bullock	9
		Sales Director L. Isela Ramos	5
		26 GOLD MEDALS Sales Director Stephanie Arbaugh	5
		Sales Director Debbie Reyes	6
		Sales Director Teriegh Wilson	5

25 GOLD MEDALS Sales Director Elena Santos 10	Sales Director Luz Maria Puga 9	5 GOLD MEDALS Sales Director Erendira Cerda Ortiz 5	Margarita Cruz Molina, M. Lara Unit 5	April Loveland, S. Lauritzen Unit 5	Ninna Jenkins, L. Bloomer Unit 5
24 GOLD MEDALS Sales Director Shara Gladden 9 Sales Director Maria Hernandez 5 Sales Director Rebeca Rodriguez 5	12 GOLD MEDALS Sales Director Patty Bojan 8 Sales Director Debra Gross 6 Sales Director Flora Hernandez 6 Sales Director Sarah Oliver 7	Sales Director Abundia Galvan 5 Sales Director Margaret Kramer 10 Sales Director Luciana Mendez 6 Marcella Moore, A. Gadbury Unit 6 Sales Director Maria Oliva 9 Trudy Toche, M. Sanders Unit 5 Sales Director Susan Tompkins 5	Madison Davis, M. Love Unit 10 Sales Director Lonna Dillard 5 Armida Funes, M. Mejia Unit 7 Danielle Hellwig, L. Olivares Unit 11 Mary Hendrix, J. Davidson Seibert Unit 12 Sales Director Julia Hernandez 6 Sales Director Rossy Jimenez 6 Sales Director Megan Kalbach 7 Jeannette Marte, S. Estudillo Unit 7 Viviana Montes De Oca, I. Ramirez Unit 8 Nneka Ndefo, R. Mega Unit 9 Sales Director Nicole Obisesan 7 Sales Director Marisol Rodriguez 5 Griselda Rosales, M. Flores Unit 10 Maria Sanchez, E. Giner Unit 6 Sales Director Haley Thomas 6 Sales Director Jennifer Tito 5 Belinda Valdes, L. Perez Unit 11 Marissa Vallesteros, R. Kellogg Unit 7 Sales Director Irma Vazquez 6 Starla Waite, P. Cornell Unit 5 Emily Zimmer, L. Turner Unit 6	Olivia Martinez, N. Brewer Unit 13 Sales Director Pricila Martinez 5 Amy McCann, D. Nelson Unit 10 Anastacia Mercado, M. Simone Unit 6 Maritza Navarrete, E. Aguilar Unit 6 Josephine Nosegbe, G. Ebere Unit 8 Janet Pavkovich, C. Moody Unit 5 Jenny Perkins, C. Hubbard Unit 9 Deana Ratliffe, C. Doverspike Unit 5 Korrin Salas, P. Harris Unit 5 Ana Sendir, G. Popp Unit 9 Kristin Sheetz, B. Penberthy Unit 7 Kellie Tongson, S. Coker Unit 8 Allyson Walker-Cramer, L. Plyler Unit 5 Rita Wharton, J. Alford Unit 12 Lindsay Zimmerman, S. Martin Unit 6	Esther Kamau, M. Stewart Unit 5 Madeline King, N. Obisesan Unit 8 Marcia King, R. Payton Unit 9 Victoria LeMans, C. Trojanowski Unit 5 Sales Director Michelle Lecates 5 Faye Livingston, M. Durrer Unit 8 Nichole Mariakis, T. Williams Unit 5 Haley Mayer, K. Anderson Unit 8 Mayra Medellin Sanchez, J. Rodriguez Unit 9 Quinn Mills, H. Hastings Unit 5 BriAnne Moates, S. Coker Unit 5 Benita Mora, M. Diaz de Leon Unit 6 Erika Murillo, Y. Garcia Ramirez Unit 9 Chrissy Nalley, J. Roman Unit 5 Cynthia O'Keefe, M. Dominick Sudeth Unit 5 Tiffany Padilla, S. Coker Unit 6 Sarah Elizabeth Pilato, T. Lemieux Unit 6 Dorothy Plummer, L. Harmon Unit 8 Sonia Renteria, R. Gallegos Unit 7 Mayra Reyes, J. Abarca Unit 7 Truacy Rodriguez, M. Diaz Unit 6 Theresa Roldan, M. Bonillas Unit 9 Meghan Rupiper, J. Meng-Milligan Unit 6 Reina Salazar Zetino, E. Morales Unit 6 Ninfa Santoyo, M. Mayorga Unit 6 Valentina Saucedo, C. Doverspike Unit 5 Sales Director Angela Springer 5 Claudia Tapia, M. Hernandez Unit 5 Lisa Tesina, M. Pfeifer Unit 5 Angela Totman, C. Doverspike Unit 5 Sales Director Meredith Vasquez 5 Maria Vergara Garcia, A. Martin Unit 6 Sales Director Maria Villela 5 Kassandra Wray, N. Brewer Unit 6 Pamela Zeiler, S. Zeiler Unit 5
22 GOLD MEDALS Sales Director Tassyanne Assis 14 Sales Director Kim DeCovich 6 Sales Director Irina Ghitescu Cocea 5	11 GOLD MEDALS Sales Director Lauren Bloomer 13 Sales Director Brandy Herring 6 Sales Director Valerie Lucio-Polk 5 Sales Director Isabel Maldonado 6 Sales Director Denia Rubio Gasga 5	4 GOLD MEDALS Sales Director Ashlyn Couch 5 Sales Director Kristina De La Torre 5 Ranita Dement, G. Benedict Unit 5 Sales Director Elizabeth Elder 5 Sales Director Maria Hernandez 7 Dede Jackson, C. Felix Unit 10 Montana Jennings, D. Hocott Unit 8 Sales Director Maria Martinez Pascual 5 Sales Director Adrienne Perez 5 Sales Director Luz Perez 6 Sales Director Evila Ramirez 5 Sales Director Miriam Ramirez 5 Sales Director Jodie Reed 5 Sales Director Mary Sargent 14 Sales Director Michele White 13 Sales Director Ana Zacahua 5 Sales Director Susan Zavala Rangel 7	Sales Director Viviana Montes De Oca, I. Ramirez Unit 8 Nneka Ndefo, R. Mega Unit 9 Sales Director Nicole Obisesan 7 Sales Director Marisol Rodriguez 5 Griselda Rosales, M. Flores Unit 10 Maria Sanchez, E. Giner Unit 6 Sales Director Haley Thomas 6 Sales Director Jennifer Tito 5 Belinda Valdes, L. Perez Unit 11 Marissa Vallesteros, R. Kellogg Unit 7 Sales Director Irma Vazquez 6 Starla Waite, P. Cornell Unit 5 Emily Zimmer, L. Turner Unit 6	1 GOLD MEDAL Maricruz Abad, S. Saldana Unit 5 Jennifer Aguilar, D. Stowe Unit 5 Angela Brennan, S. Journey Unit 5 Victoria Brown-Marra, A. Sandoval Unit 7 Stephanie Cerce, T. Koch Unit 6 Melissa Chambers, C. Tovar Unit 5 Silvia Cortez, A. Carrasco Unit 5 Kimminee Costello, R. Bullock Unit 8 Diana DeLashaw, M. Harbord Unit 9 Julieta Fitz, M. Gonzalez Unit 6 Cindy Fitzgerald, H. Lloyd Unit 6 Lady Emmanuella Franck, J. Grandy Unit 8 Kristina Franz, M. Evans Unit 7 Leticia Hansen, J. Lopez Unit 6 Tina Hansen, M. Williamson Unit 5 Sales Director Jennifer Heath 5 Elia Hernandez, M. Ramirez Unit 7 Cynthia Horton, S. Eaton Unit 5 Saharra Inman, J. Albertini Unit 5 Maria Irizarry, M. Reyes Iñáez Unit 5	
21 GOLD MEDALS Sales Director Carolyn G. Johnson 5 Sales Director Jessica Williams 6	10 GOLD MEDALS Sales Director Lisa Fox 9 Sales Director Jacqueline Jones-Steele 5 Sales Director Susana Patzan 5 Sales Director Melissa Raymondi 10 Sales Director Isabel Trujillo Moreno 5	3 GOLD MEDALS Sales Director Maria Andrade 7 Sales Director Ebere Anyanwu 5 Brittne Ash, K. DeCovich Unit 8 Natia Bailey, S. Rucker Unit 6 Sales Director Nancy Brewer 5 Sales Director Angela Burrows 6 Martha Cano, C. Arguello Unit 5 Sales Director Joedi Carmichael 7 Sales Director Rebekah Carsley 7 Mayra Chavez, R. Palomera Urena Unit 9 Olukoyinsola Coleman, G. Bello Unit 9 Stephanie Conner, B. Austin Unit 5 Martina Cruz, P. Lopez Unit 10	Ashley Aziz, S. Coker Unit 5 Alie Berry, K. Cavarretta Unit 6 Maria Cantoran, L. Escamilla Unit 10 Sales Director Rebecca Carson 6 Sales Director Joenna Castilla 5 Blanca Castillo, R. Murcia Unit 5 Sales Director Audrey Cross 6 Amanda Davidson, M. Lecates Unit 7 Jamie Eaton, C. Trojanowski Unit 11 Jessica Eckhout, L. Jones Unit 9 Soledad Flores, R. Jimenez Unit 6 Bethany Garnett, J. Reed Unit 6 Mayra Gonzalez, M. Alfaro Unit 8 Cristina Hernandez, E. Morales Unit 11 Sales Director Mallory James 6 Wendy Lathion, A. Robles Unit 8 Danny Lopez, A. Marte Unit 7 Yessenia Lopez Torres, K. Muniz Unit 11		
20 GOLD MEDALS Sales Director Diana Gutierrez 10 Sales Director Ofelia Martinez 6 Sales Director Teresa Stewart 7	9 GOLD MEDALS Sales Director Monica Green 6 Sales Director Kelly Mardis 8 Sales Director Angeles Sosa 8 8 GOLD MEDALS Sales Director Angela Concannon 6 Sales Director Pat Foster 6 Sales Director Stacy Gilson 5 Sales Director Patti Harris 5 Sales Director Mya Hull 5 Sales Director Angie Ludwig 7 Sales Director Michelle Revers 5 Karen White-Chiles, B. Millsagle Unit 11				
17 GOLD MEDALS Virginia Gamez, G. Baez Unit 7 Sales Director Mariella Ramirez 5	7 GOLD MEDALS Sales Director Blanca Alonso 7 Sales Director Aimee-Ann Benson 7 Sales Director Rachel Bond 5 Sales Director Roxy Coursey 9 Sales Director Maria De Vega 5 Sales Director Caitlin Griffo 7 Sales Director Lisa Keller 5 Sales Director Anastasia Nsa 5 Sales Director Jordan Twilley 5				
16 GOLD MEDALS Sales Director Kenia Acosta 5 Sales Director Elvia Cordova 10 Sales Director Rocio Rodriguez 7 Sales Director Alba Vega 5	6 GOLD MEDALS Sales Director Ngozi Ajoku 11 Sales Director Carolina Knapp 6 Sales Director Yolanda Ramos 5 Sales Director Maria Tapia 7 Sales Director Reyna Velasco 5				
15 GOLD MEDALS Sales Director Franchon Foster 8 Sales Director Maria Nunez 5 Sales Director MinDee Sommerla 11					
14 GOLD MEDALS Sales Director Fargia Cruz 5 Sales Director Tina Jhin 5 Sales Director Mercedes Mendoza de Pineda 6 Sales Director Maria Romo 5 Sales Director Teri Walter 5					
13 GOLD MEDALS Sales Director Deborah Barker 6 Sales Director Dedra Clinker 6 Sales Director Bridgette Conley 5 Sales Director Kately Delgado 5 Sales Director Kim Holmes 8 Sales Director Leonor Montanez 7 Sales Director Karen Pappas 6					



TOP 10 ALL-STARS PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STARS)

June/June 2018

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in All-Star Star Consultant consistency during the first three quarters June to September and September to December 2017 and December 2017 to March 2018. / Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 montos de crédito de concurso más altos en el concurso de la constancia Siempre Estrella (All-Star) de Consultoras Estrella durante los tres primeros trimestres de junio a septiembre, de septiembre a diciembre de 2017 y de diciembre 2017 a marzo de 2018.

1. Sales Director
Kelly M. Freeman
Atlanta, Ga.
Diamond Seminar
128,429

2. Sales Director
Maria Cuevas De Sanchez
Boonville, Calif.
Sapphire Seminar
88,141

3. Sales Director
Terrah Cromer
De Soto, Ga.
Emerald Seminar
86,487

4. Sales Director
Angela P. LaFrance
Miramar, Fla.
Sapphire Seminar
80,612

5. Sales Director
P. J. Baunach
Alexandria, Va.
Diamond Seminar
74,098

6. Sales Director
Esther Amador
Pico Rivera, Calif.
Ruby Seminar
72,478

7. Yuko Yasuma
D. Stevens Unit
Anaheim, Calif.
Emerald Seminar
72,153

8. Christine Rhoney
R. Hirneisen Unit
Stafford, Va.
Diamond Seminar
70,993

9. Sales Director
Janet L. Guimet
West Valley City, Utah
Sapphire Seminar
70,242

10. Sales Director
Heather C. Feiring
Epping, N.D.
Ruby Seminar
68,773

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

June/Junio 2018

The top 100 Independent Sales Directors in each Seminar area based on their June 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de junio de 2018.

RUBY/RUBÍ

Candace L. Doverspike	\$160,259
Stephanie L. Coker	146,655
Krystal D. Downey-Shada	135,913
Heather A. Daniel-Kent	124,723
Lauren N. Bloomer	120,972
Patti Cornell	118,358
Rachael M. Bullock	117,778
Susan Moore	107,817
Ryan A. Rives	107,688
Ginger J. Benedict	105,839
Diane K. Lundgren	105,629
Donna Clark-Driscoll	91,576
Maureen Shipp	90,565
Caitlin M. Griffo	90,164
Patty L. Bojan	88,631
Carmen J. Felix	85,880
Kali DeBlander Brigham	84,015
Ana P. Farrell	83,149
Laura V. Middleton	79,298
Kimberly Cavarretta	77,145
Valerie A. Lucio-Polk	76,948
Terry S. Smith	76,146
Kaela L. Steinman	75,448
Ruthie Bresette	75,296
Elena Santos	75,106
Crystal C. Hubbard	75,039
Lisa Anne Harmon	71,849
Amy C. Schule	71,017
Thessy N. Nwachukwu	70,131
Lisa Hansen	69,119
Elizabeth A. Viola	68,786
Elizabeth A. Kramer	68,733
Mary A. Dell	67,505
Lisa D. Prescott	67,109
Angeles Sosa	66,979
MinDee M. Sommerla	66,656
Kellee L. Valerio	66,043
Brenda Fenner	64,068
Roxy H. Coursey	63,470
Cleta Colson-Eyre	63,250
Stacey P. Nelson	63,144
Toni L. Moore	62,724
Tamarie M. Bradford	62,429
Patti A. Harris	61,839
Lisa Olivares	61,114
Megan E. Kalbach	60,954
Natalyn R. Slaughter	60,261
Rachel P. Kellogg	60,160
Judie Roman	59,200
Jordan Twilley	58,872
Stephanie Audino	58,134
Monique N. McIntyre	57,607
Sheryl J. Arena	57,507
Brandy D. Herring	57,370
Teri A. Walter	56,106
Linda Sigle	56,076
Julia Grandy	55,779
Susan C. Ehrnstrom	55,575
Laura A. Kattenbraker	55,185
Karen Pappas	54,985
Kay Rubin	54,844
Karen E. Gardner	54,684
Christy M. Cox	53,923
September A. James	53,784
Lisa V. Bauer	53,671
Gloria Moreno Medrano	53,601
Jennifer Isenhardt	53,500
Milbella Sosa	53,236
Laurie C. Cole	52,601
Tonya J. Blackburn	52,264
Marnie R. Yunger	51,996
Taryn J. Sneed	51,964
Melinda E. Nash-Bell	51,439
Jaime M. Bittner	51,308
Laura L. Waters	51,272
Angela I. Dingman	50,777
Jacqueline N. Alford	50,525
Theresa J. LaCesa	50,307
Susie J. Serio	50,126
Connie A. Brinker	50,030
Elizabeth A. Elder	49,975
Jenna M. Larson	49,964
Paula M. Kirkpatrick	49,928
Mary Ruth Love	49,687
Mya Hull	49,602
Courtney L. Armstrong	49,537
Jeanie K. Navrkal	49,533
Shari M. Kirschner	48,927
Bridgette R. Conley	48,924
Marye Durrer	48,888
Margarita Velez	48,718
L. Isela Ramos	48,643
Jeanette Curren-Cochran	48,510
Amy Kitrell	48,211
Sherri Ammons	47,935
Alice R. George	47,855
Rose Campbell	47,645
Mayra L. Owen	47,569
Jennifer L. Albertini	47,218
Mary Beth Pfeifer	47,140

SAPPHIRE/ZAFIRO

Debbie A. Weld	\$148,430
Linda Meier	144,838
Marie E. Vlamincik	142,811
Keita Powell	138,312
Katie D. Nichols	135,425
Nedra R. White	122,551
Cynthia S. Sheppa	120,911
Vicki Piccirilli	115,993
Rheanonda R. Johnson Gray	106,124
Jeanette M. Thompson	105,484
Jessica Holzbach	99,295
Casie Hembree	96,660
Linda A. Burns	92,396
Julie Neal	86,886
Kara Kirk	85,719
Randi Stevens	85,650
Angela P. LaFrance	80,228
Dynetta M. Minter	79,693
Karla M. Reno	73,284
Jamie L. Lawrence	72,485
Jenan W. Wood	70,831
Sydney N. Jackson	70,624
Patrice M. Smith	70,500
Penny J. Jackson	69,427
Lunie Pierre	69,387
Tracy Grodsky-Dunn	68,892
Carmen B. Jones	68,461
Petie L. Huffman	67,827
Fraida M. Klein	67,289
Autumn T. Hostetler	67,250
Jerlene Vrana	66,498
Christine M. Jessee	65,695
Diane Covington	65,500
Erika D. Hulm	64,677
Nannette G. Short	64,484
Michele M. Armes	64,253
Jeni Tjelle	63,943
Katherine L. Longley	62,433
Donna D. Parker	61,972
Mary K. White	61,603
Dolores Keller	61,409
Lady Ruth Brown	60,808

Krystal K. Hunsucker	60,434
Tirza Llanes	59,582
Cheryl Bower	59,361
Kerri L. Ross	58,726
Herendira Garcia	58,708
Donna Stephano	58,554
Reyna V. Alvarado Rivera	57,942
Carol Lee Johnson	57,833
Ann W. Sherman	57,662
Maria Claxton-Taylor	57,523
Nancy W. Pettaway	56,971
Gail S. Scott	56,615
Tiffany E. Hoelzel	56,218
Gloria J. Johnson	56,131
Maria G. Botello	55,586
Marita W. Campbell	55,505
Devin Gole	55,497
Karla R. Plantan	55,080
Katia F. Henderson	54,652
Mary Stuart Smith	54,408
Neisha Torres	53,772
Antonella A. Miccarelli	53,578
Kayla A. Shaw	53,301
Marcela Sierra	53,300
Amanda Gustafson	53,088
Julie A. Griffin	52,877
Linne' Lane	52,858
Binta T. Jagne	52,517
Wendy G. Presley	52,123
Amy R. Sigler	51,419
Linda H. Rowsey	51,334
Kathleen Bonadie	51,047
Pauline White	50,828
Robin S. Moody	50,403
Kayla T. Cornish	49,816
Laurieann Barclay	49,765
Amy J. Bowman	49,713
Kollette L. Cleveland	49,576
Hannah M. Brunner	49,486
Jennifer R. Shuler	49,365
Victoria J. Hazen	48,820
Anne Q. Harris	48,797
Amy E. Houseman	48,546
Marcia DaCosta	48,502
Lisa G. Wendland	48,422
Margarita Samano	48,262
Melva M. Slythe	48,102
Tina L. Hackett	47,918
Karen S. Bernard	47,742
Chris Burnside	47,675
Robyn S. Cartmill	47,432
Maria Cuevas De Sanchez	47,100
Shelia Berry	47,071
Leah P. Cade	46,985
Bonnie Crumrin	46,875
Lafreda D. Williams	46,814
Tracey F. Hedrick Lassiter	46,431
Stephanie L. Lenard	46,381

EMERALD/ESMERALDA

Bridgett L. Moore	\$176,922
Nicole L. McDaniel	164,111
Stacey Craft	134,080
Angel Guerra	130,937
Hilda L. Moreno	128,550
Menina M. Givens	114,873
Nancy Boucher	110,275
Tammy West-Murrian	102,075
Nikki H. Edgemon	101,368
Kijuana R. McKinnie	99,900
Cynthia Pack	96,679
Brittani M. Jenks	91,186

Hollie R. Sherrick	90,991
Michele S. Rankin	89,867
Melinda M. Balling	89,644
Mary Strauss	86,445
Katy Goldstein	85,808
Ebun Osaze	85,439
Deirdre L. Eschauzier	85,111
Tina M. Dees	85,106
Amber L. Towne-Geehan	84,656
Keila M. Lopez Salinas	83,122
Diana M. Bermudez	80,652
Allyson L. Jankowski	79,922
Deanna L. Spillman	79,831
Shauna L. Abbotts	79,765
Emily Stone	79,258
Lindsay E. Freisthler	78,863
Breanne Sufrin	78,448
Carrie Bloink	77,756
Stacy D. Foust	76,077
Jennifer L. Besecker	75,816
Anna M. Semples	74,686
Denise G. Kucharski	73,341
Karen E. Riddle	71,772
Kim I. Bessey	70,508
Ashley N. Clinesmith	69,593
Chris H. Teague	69,261
Michelle L. Calbert	68,915
Roseanne Bair	68,762
Sahily Cruz	68,275
Olayinka K. Adegbayi	67,915
Lisa C. Mack	67,133
Kathleen L. Holmberg-Botelho	66,765
Tina V. Parkin	65,742
Esther Sanchez	65,132
Linda Klein	64,905
Helen Amato	62,201
Sally Moreno	62,173
Diana Figueroa	62,144
Yuri Yelaya Membreno	61,746
Abigail L. Quinn	60,942
Nicole Coselmon	60,768
Phyllis I. Pinski	60,543
Pamela Burcill	59,551
Brenda L. Wilbur	59,249
Jennifer C. Babineau Olais	58,908
Maria J. Koo	58,868
Angel M. Mueller	58,844
Maggie Rader	58,814
Audrey L. Detesco-Nickell	58,619
Sheri Farrar-Meyer	58,374
Tandy Fischer	58,281
Amy M. Alber	58,122
Rachelle Holloway	57,631
Dawn Wilson	57,166
Pam Kelly	57,163
Rosanna M. Briceno Sanchez	56,961
Delores E. Black	56,725
Silvia Rodriguez	56,671
Jo M. Cotton	55,403
Rosmary A. Morel	55,254
Jill Beckstedt	55,101
Brenda Stafford	54,962
Karen D. Holland	54,907
Brendaliz Cajigas	54,576
Michele Lyle	54,469
Ann Shears	54,357
Shelley Money-Eldridge	54,075
Luisa Urena Mora	53,807
Christine D. Barrueco	53,665
Tammy Steele	53,609

Leanne Parrino-Pheasant	52,777
Yinauris Tirado	52,638
Jennifer Steiger	52,545
Lizi M. Gregory	52,425
Lisa J. Charity	51,911
Clara Y. Argueta	51,463
Ashley C. Butler	51,377
Doreen Stevens	51,259
Cindy Anderson	51,243
Carolyn Thompson	51,202
Melissa M. Wilson	51,060
Janice B. Hull	50,878
Michelle Williams	50,718
Jill A. McCoy	50,477
Haley F. Hill-Brannen	50,386
Ginger D. Rockett	49,899
Jennifer A. Enloe	49,708
Terri J. Beckstead	64,428
Deborah Dudas	64,274
Julie Schlundt	64,132
Ashley S. Orr	63,773
Taylor A. McKnight	63,250
Lindsay R. Stewart	62,829
Rita M. Krause	62,411
Kathy R. Bullard	61,043
Tawnya Krempges	60,667
Maria Salazar Ibarra	60,431
Dana Davis-Armstead	60,054
Paula Grabau-Friedt	59,745
Lizbeth Longoria	59,556
Tanya L. Satcher	59,448
Laura E. Knight	57,960
Mary P. Crech	57,839
Jenny Siemonsma	57,714
Lachele M. Seleski	57,271
Lacey L. Bradford	57,208
Donna K. Smith	56,520
Jessye R. Nichols	56,021
Lena M. Hall	54,941
Constance Nugent Miller	54,583
Mariann Biase Mason	53,943
Bonita A. Meniru-Hudson	53,320
Kathy M. Viola	53,251
Stephanie A. Richter	52,997
Ines Padilla-Hernandez	52,932
Sylvia L. Martinez	52,868
Crystal D. Gardner	52,214
Cindy S. Kriner	51,578
Linda T. Cartiglia	51,569
Neressa Orr	51,375
Emily E. Schuette	50,819
Denise Nygard	50,364
April C. Hutchinson	50,248
Susie Moore	50,133
Joan M. Farrell	50,061
Laura Salazar	49,966
Angela J. Fry	49,825
London A. Arbuckle	49,510
Amanda B. Kirkwood	49,202
Elizabeth Fernandez	49,117
Patty Y. Rovano	49,077
Susie Kopacz	48,856
Janet S. Chapman	48,675
Lisa Rada	48,519
Jami L. Jablonski	48,484
Jill Johnson	48,336
Billie Gillespie	48,182
Kylie Brown	48,170
Nadine Bowers	47,398
Shelley Olson	47,057
Amy Zanto	46,620
Anne Geertsen	46,588
Joy H. Rentz	46,558
Glori A. Gillespie	45,907
Linda K. Hallock	45,819
Cheryl A. Riead	45,811
Savanna N. Zelinka	45,730

WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTES A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

June/Junio 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in June 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en junio de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

RUBY/RUBÍ

Candace Doverspike \$23,289
Heather A. Daniel-Kent 22,870
Lauren N. Bloomer 21,339
Patti Cornell 20,296
Stephanie L. Coker 19,989
Rachael M. Bullock 19,961
Ginger J. Benedict 18,986
Angeles Sosa 18,706
Krystal D. Downey-Shada 18,537
Donna Clark-Driscoll 17,823
Ryan A. Rives 16,861
Carmen J. Felix 16,041
Susan Moore 15,756
Patty L. Bojan 15,430
Roxy H. Coursey 14,578
Caitlin M. Griffo 14,068
Diane K. Lundgren 13,992
Jordan Twilley 13,732
Elena Santos 13,611
Maureen Shipp 13,372
Jacqueline N. Alford 13,218
Kali DeBlander Brigham 13,217
Terry S. Smith 13,064
Diana Gutierrez 13,010
MinDee M. Sommerla 12,912
Kimberly Cavarretta 12,779
Ana P. Farrell 12,766
Kellee L. Valerio 12,171
Rachel P. Kellogg 11,919
Monique N. McIntyre 11,833
Elizabeth A. Elder 11,785
Sandra Estudillo 11,754
Elizabeth A. Viola 11,544
Megan E. Kalbach 11,487
Valerie A. Lucio-Polk 11,420
Tamarie M. Bradford 11,323
Patti A. Harris 11,278
Toni L. Moore 11,253
Marye Durrer 11,241
Ruthie Bresette 11,201
Teri A. Walter 11,061
Jeanie K. Navrkal 11,039
Karen Pappas 11,015
Lisa Olivares 10,789
Laura V. Middleton 10,685
Sheryl J. Arena 10,579
Milbella Sosa 10,543
Crystal C. Hubbard 10,355
Lisa Anne Harmon 10,322
Elvia Cordova 10,275
Amy Kitzrell 10,261
Lisa Hansen 10,155
Bridgette R. Conley 10,147
Elizabeth A. Kramer 10,138
Brandy D. Herring 10,091
Thessy N. Nwachukwu 10,010
Cleta Colson-Eyre 10,005
Kay Rubin 9,816
Stacey P. Nelson 9,674
Amy C. Schule 9,633
Natalyn R. Slaughter 9,588
Kaela L. Steinman 9,586
Mary A. Dell 9,586
Melinda E. Nash-Bell 9,540
Julia Grandy 9,495
Jan Deardorff 9,449
L. Isela Ramos 9,362
Shara M. Gladden 9,320

Chatney Gelfius 9,288
Lisa D. Prescott 9,276
Judie Roman 9,275
Margarita Velez 9,269
Laurie T. Plyler 9,255
Alice R. George 9,228
Stacy S. Gilson 9,157
Maricruz Flores 9,134
Christy M. Cox 9,130
Marie A. Harbord 9,031
Susan K. Janish 9,026
Taryn J. Sneed 8,988
Laurie T. Serio 8,958
Gloria Moreno Medrano 8,935
Esther Amador 8,905
Marnie R. Yunger 8,886
Brenda Fenner 8,854
Jenn Kirkham 8,848
Reyna N. Lepe 8,837
Tonya Colbert 8,821
Jaime M. Bittner 8,806
Laura A. Kattenbraker 8,795
Jeannette Curren-Cochran 8,795
Theresa J. LaCesa 8,778
September A. James 8,753
Karen E. Gardner 8,749
Maria Bautista 8,708
Lisa V. Bauer 8,595
Courtney L. Armstrong 8,555
Angela I. Dingman 8,479
Gina Beck 8,339
Mary Beth Pfeifer 8,331

SAPPHIRE/ZAFIRO

Linda Meier \$26,187
Katie D. Nichols 24,437
Keita Powell 21,848
Debbie A. Weld 20,973
Marie E. Vlaminc 20,758
Vicki Piccirilli 18,023
Cynthia S. Sheppa 17,602
Nedra R. White 17,565
Marita W. Campbell 16,888
Angela P. LaFrance 16,598
Jeanette M. Thompson 15,600
Kara Kirk 15,571
Erika D. Hulm 15,280
Rheanonda R. Johnson Gray 15,172
Linda A. Burns 15,034
Patrice M. Smith 14,982
Casie Hembree 14,835
Sydney N. Jackson 14,742
Reyna V. Alvarado Rivera 14,187
Carmen B. Jones 14,023
Tirza Llanes 13,889
Jessica Holzbach 13,885
Karla M. Reno 13,654
Bridget L. Shaw 13,608
Julie Neal 13,284
Maria G. Botello 12,665
Kerri L. Ross 12,553
Fraida M. Klein 12,323
Cheryl Bower 12,320
Lunie Pierre 12,114
Gloria J. Johnson 12,072
Autumn T. Hostetler 12,020
Diane Covington 11,992
Darnett Cohen-Spencer 11,360

Lady Ruth Brown 11,308
Amy R. Sigler 11,251
Dynetta M. Minter 11,053
Kayla A. Shaw 11,049
Maria Bocanegra Aguilera 10,986
Michele M. Armes 10,985
Donna Stephano 10,970
Pauline White 10,891
Randi Stevens 10,854
Tracey F. Hedrick Lassiter 10,781
Robin S. Moody 10,780
Marcela Sierra 10,635
Anne Q. Harris 10,608
Jamie L. Lawrence 10,509
Leah P. Cade 10,462
Jeni Tjelle 10,447
Julie B. Sapp 10,345
Tracy Grodsky-Dunn 10,311
Penny J. Jackson 10,289
Laurieann Barclay 10,198
Nannette G. Short 10,183
Jennifer K. Guidry 10,156
Kimberly M. Perkins 10,135
Marni M. Hendricks 10,119
Wendy G. Presley 10,117
Maria Claxton-Taylor 10,044
Jennifer J. McNulty 10,021
Lafreda D. Williams 9,908
Amy E. Houseman 9,872
Mary Stuart Smith 9,727
Jennifer R. Shuler 9,707
Kollette L. Cleveland 9,695
Karla R. Plantan 9,674
Melva M. Slythe 9,666
Dolores Keller 9,648
Flor D. Maldonado 9,585
Katherine L. Longley 9,509
Jerlene Vrana 9,366
Amanda Gustafson 9,308
Lana M. Hartzog 9,246
Donna D. Parker 9,234
Tina L. Hackett 9,233
Linne' Lane 9,211
Sarah L. Neal 9,192
Julie A. Griffin 9,192
Jeanette E. Beichle 9,154
Amy J. Burris 9,131
Petie L. Huffman 9,126
Tess D. Caldwell 9,082
Gail S. Scott 9,046
Margarita Samano 9,041
Kelly I. Brock 8,998
Nancy W. Pettaway 8,976
Mary K. White 8,968
Ileana P. Castro 8,947
Victoria J. Hazen 8,891
Janice F. Williams 8,872
Cycelia D. Matthews 8,851
Jenan W. Wood 8,824
Chris Burnside 8,805
Katia F. Henderson 8,771
Christine M. Jessee 8,741
Suzanne Tripp-Black 8,727
Patricia W. Henderson 8,687
Jennifer Levitt 8,681
Beverly A. Stephens 8,667

EMERALD/ESMERALDA

Bridgett Moore \$24,919
Nicole L. McDaniel 23,313
Angel Guerra 20,239
Stacey Craft 19,486
Hilda L. Moreno 19,236
Brittani M. Jenks 18,659
Eburn Osaze 17,841
Menina M. Givens 17,514
Tammy West-Murrian 17,452
Nikki H. Edgemon 16,730
Katy Goldstein 15,709
Keila M. Lopez Salinas 15,311
Diana M. Bermudez 15,060
Shauna L. Abbotts 15,013
Kijuan R. McKinnie 14,086
Lindsay E. Freistler 13,955
Nancy Boucher 13,788
Yuri Zelaya Membreno 13,751
Jennifer L. Besecker 13,703
Michele S. Rankin 13,674
Anna M. Sempeles 13,630
Amber L. Towne-Geehan 13,515
Emily Stone 13,154
Allyson L. Jankowski 13,137
Cynthia Pack 13,107
Diana Figueroa 13,002
Esther Sanchez 13,000
Deirdre L. Eschauzier 12,845
Breanne Sufrin 12,831
Olayinka K. Adegbayi 12,692
Melinda M. Balling 12,592
Sally Moreno 12,477
Mary Strauss 12,360
Rosanna M. Briceno Sanchez 12,282
Carrie Bloink 12,190
Denise G. Kucharski 11,980
Shelley Money-Eldridge 11,979
Ashley N. Clinesmith 11,938
Hollie R. Sherrick 11,928
Nicole Coselmon 11,868
Michelle L. Calbert 11,856
Audrey L. Detesco-Nickell 11,643
Michelle Lyle 11,636
Roseanne Bair 11,569
Rosmary A. Morel 11,550
Tina V. Parkin 11,299
Deanna L. Spillman 11,228
Luia Urena Mora 11,226
Tina M. Dees 11,179
Christine D. Barrueco 11,174
Janice B. Hull 11,140
Sahily Cruz 11,102
Lisa C. Mack 11,047
Kim I. Bessey 10,905
Amy M. Alber 10,903
Stacy D. Foust 10,903
Sheri Farrar-Meyer 10,725
Rachelle Holloway 10,669
Carrie L. Richards 10,470
Karen E. Ridle 10,401
Lizi M. Gregory 10,361
Lisa J. Charity 10,345
Silvia Rodriguez 10,321
Emily S. Viji 10,234
Melissa M. Wilson 10,193
Helen Amato 10,148
Abigail L. Quinn 9,993

Audrey J. Doller 9,988
Phyllis I. Pinsker 9,927
Tracy A. Clymer 9,884
Maria J. Koo 9,871
Angel M. Mueller 9,696
Brenda L. Wilbur 9,692
Ann F. Smith 9,502
Linda Klein 9,473
Tandy Fischer 9,259
Shawna D. Schneider 9,243
Debbie A. Thomas 9,235
Leah L. Bilancione 9,172
Jennifer M. Clapsaddle 9,165
Jessica Mendoza 9,143
Leanne Parrino-Pheasant 9,141
Pam Kelly 9,086
Jennifer C. Babineau Olaiz 9,076
Liz Voran 9,074
Elsi Coto 9,007
Lisa J. Mahoney 9,006
Kathleen L. Holmberg-Botelho 9,006
Teresa Bolden 8,973
Lucia Fernandez 8,925
Maggie Rader 8,911
Jill Beckstedt 8,818
Elizabeth Williams 8,807
Ann Shears 8,792
Brendaliz Cajigas 8,722
Chris H. Teague 8,686
Delores E. Black 8,679
Karen D. Holland 8,626
Elva Jordan 8,562

DIAMOND/DIAMANTE

Paula Kelsch \$24,215
Amy Kemp 21,255
Celeste Byrd 21,091
Mary Kathryn King 18,962
Karime Rosas 18,651
Sherrie C. Purvis 18,643
Faith A. Gladding 17,258
Nicki R. Hill 16,430
Patricia Carr 15,527
Cindy Machado-Flippen 15,431
Marsha Morrisette 14,294
Dolly A. Metzger-Stearns 14,178
Mileta K. Kinser 14,154
Britt N. Burke 13,877
Alicia Borkowska 13,481
Amanda N. Wright 13,473
Titilayo F. Otusajo 13,460
Lizbeth Longoria 12,938
Rebekah Hirneisen 12,802
Christi G. Campbell 12,631
Terri J. Beckstead 12,601
Kim A. Messmer 12,562
Lindsey D. Christenson 12,527
Kristen C. Spiker 12,440
Funmi E. Otusajo 12,003
Lacey L. Bradford 11,990
Danielle H. Lunsford 11,980
Tanya L. Satcher 11,972
Ingrid E. Smith 11,663
Alicia Kingrey-Lokai 11,478
Nancy F. Castro 11,370
Sharon K. Reynolds 11,330
Priscilla McPheeters 11,325

Maria Salazar Ibarra 11,294
Terri Lewis 11,149
Tawnya Krempges 11,122
LaChelle M. Seleski 11,080
Ines Padilla-Hernandez 10,993
Stephanie A. Richter 10,991
Kelly Willer-Johnson 10,957
Lindsay R. Stewart 10,900
Susan M. McCoy 10,836
Nadine H. Huckabee-Stanley 10,830
Kathleen Koclanes 10,806
Heather M. Julson 10,761
Patty Y. Rovano 10,755
Bisola Gbadamosi 10,722
Shelly Palen 10,676
Nadine Bowers 10,547
Deborah Dudas 10,536
Julia R. Orser 10,503
Taylor A. McKnight 10,491
Suzanne T. Young 10,460
Rita M. Krause 10,214
Julie Schlundt 10,176
Sharon B. Carney-Wright 10,004
Dana Davis-Armstead 9,940
April C. Hutchinson 9,848
Joan M. Farrell 9,755
Elizabeth Fernandez 9,616
Ashley S. Orr 9,583
Mary P. Creech 9,574
Kathy R. Bullard 9,547
Audrey K. MacDowall 9,528
Ellyn Johnson 9,448
Virgen V. Ortiz 9,434
Cindy S. Kriner 9,372
Kathy M. Viola 9,371
Sheryl Peterson 9,209
Denise Nygard 9,162
Jan Geig 9,154
Lisa Rada 9,139
Delmi C. Santos 9,011
Julie Danskin 9,000
Paula Grabau-Friedt 8,973
Janet S. Chapman 8,933
JoAnn M. Fazekas 8,853
Constance Nugent Miller 8,788
Marty T. Wynn 8,786
Gerri Anne Morris 8,751
Laura Salazar 8,663
Neressa Orr 8,652
Sylvia L. Martinez 8,592
Emily E. Schuette 8,552
Cindy Rogers 8,503
Darcy Grulkowski 8,455
Bonita A. Meniru-Hudson 8,443
Linda Johnson Thomas 8,440
Crystal D. Gardner 8,417
Sandra M. Munguia 8,389
Blythe J. Egbert 8,384
Donna F. Knotts 8,337
Lena M. Hail 8,259
Angela J. Fry 8,249
Patricia Chairez 8,236
Leanne Sexton 8,162
London A. Arbuckle 8,160
Jamie V. Taylor 8,129
Stephanie A. Mottaz 8,125
Christina L. Frantz 8,098

PEARL STARS

ESTRELLAS PERLA

June/Junio 2018

Independent Sales Directors and Independent Beauty Consultants who had a minimum of 4,800 in Star Consultant contest credit during the second quarter. /Directoras de Ventas y Consultoras de Belleza Independientes que lograron un crédito de concurso mínimo de 4,800 de Consultora Estrella durante el segundo trimestre.

Judith Abarca	Lisa V. Bauer	Maria Caputi	Linda F. Cruz	Charlene M. Elliott	Narvetta Michelle Gipson	Mary Hendrix
Gina E. Abbey	Maria Bautista	Ramona Carbajal	Magdalena Rosalba Cruz	Nancy J. Emans	Shara Mobley Gladden	Aurelia Hernandez
Melanie S. Abernathy	Regina Bautista	Tracie L. Carley	Martina Cruz	Amy Renea England	Julia Hernandez	Julia Hernandez
Rafaela Abrego	Wendy Elise Baxter	Katherine Joan Carlin	Margarita Cruz Molina	Michelle Lee Erickson	Elaine Goco	Maria Hernandez
Farrah Cristina Abrishami	Marty P. Beach	Joedi Carmichael	Melanie Wimberley	Marisela Escamilla-Martinez	Sara Goetz	Marina Hernandez
Aileen Acker	Sandra Lee Bear	Julisa Carmona-Medrano	Culbreath	Baudelia Esparza	Sandy K. Gogel	Brandy D. Herring
Kenia Karina Acosta	Kathleen Ann Becker	Alicia Nicole Carrizales	Susan K. Cummings	Blanca Esther Esparza Ortiz	Claudia Gonzaga	Linda Herskowitz
Maria Acosta	Nola Beckley	Rebecca Carson	Palia A. Curry	Shaunah LeaAnn Esteves	Angelica Gonzalez	Jacquelynn Marie Hess
Jan Adams	Vicki C. Beckman	Allison L. Carter	Irene M. Dalton	Sandra Estudillo	Gloria Gonzalez	Deborah R. Hettinger
Sheryl Sue Adams	Flory Maria Beita	Laura L. Carter	Teresa Damian Hernandez	Shelia D. Evans	Mayra Yesenia Gonzalez	Robin Elaine Hettinger
Adetoun Afusat Adeleke	Gloria Bello	Ursula Carter	Heather Ann Daniel-Kent	Miriam Coleman Everett	Rosa Elhia Gonzalez	Stephanie Brooke Heusman
Dolores Agres	Ginger J. Benedict	Mary Lou Casada	Nancy N. Danley	Felix Chukwuma Ezeokafor	Bridget Gooding	Eddie T. Hicks
Elena Aguilar	Tara L. Benkovic	Maria Angeles Castillo	Jackie Daughtrey-White	Ronda Faber	Pamela S. Goodrich	Anne Hill
Evelyn Yesenia Aguilar	Eva E. Berber	Alma L. Castro Magana	Jane Davidson Seibert	Amanda Armwood Faison	Breanna Nicole Goodwin	Onie R. Hill-Anthony
Fany Aguilar Ornelas	Lourdes O. Berber	Tammy S. Caswell	Dawn M. Davis	Ana P. Farrell	Christy Goodwin	Diann K. Hines
Flor De Maria Aguilar	Emily Endresen Bergsagel	Kimberly Cavarretta	Madison Nicole Davis	Pauline Farrell	Griselda Gordillo-Sanchez	Debbie A. Hocott
Quintero	Amy Angeline Bergstrom	Janice Cavolaski	Veola Davis	Heather Christine Feiring	Becky Goshorn	Sandra Hoeft
Eulalia Aguirre Urquiza	Maria Magdalena Bernardino Vasquez	Erendira Del Rocio Cerdas Ortiz	Stephanie Rhodus Dawsey	Silvia Felix	Janice Govin	Megan Hoffman
Solomon Aina	Kristen Bertolini	Magaly Chapa	Amy V. Dayton	Amy Colleen Ferguson	Melanie Leeann Gray	Paula Hoffman
Ngozi Favour Ajoku	Janita Berumen	Wendy Chapman	Alma Delia De Dios	Paulina Fernandez	Amanda S. Greaves	Jodi Kathryn Hoffmann
Florence U. Alacar	Anna C. Beucler	Carina Chica	Jerrilee de Geus	Christy Marie Fetzter	Lorissa Renae Green	Lona Kae Holdridge
Ana Alicia Alba	Samantha Bevis	Andrea Paige Childers	Blanca Estela De Gregoris	Dreama JoAnne Fields	Monica T. Green	Jennifer Lynn Holdt
Jennifer Lee Albertini	Donna Binn	Nikole Marie Childress	Fabiola Yoise De La Cruz	Monique Sherida Fields	Caitlin Michelle Griffo	Maggie P. Holley
Maria R. Alcaine	Amber Roy Bircline	Esther Cisneros	Karrie De Torres	Katie A. Grill	Debra J. Gross	Jennifer Lyn Hollingsworth
Diane F. Aleem	Jaime Maria Bittner	Angela R. Clark	Shirley Deal-Hodges	Joyce Anne Filatreau	Bertha A. Guillen	Kimberly Diane Holtzclaw
Jacqueline N. Alford	Tonya J. Blackburn	Kimberly Ann Clark	Cheryl Ann Dechenne-Sheedy	Paula Ann Fistic	Karen Gummo Kirst	ReNee C. Hooker
Kathy Allasina	Susie Blackshear	Michelle Lynn Clark	Kim DeCovich	Cindy Lou Fitzgerald	Celia Guncay	Dawn R. Hooley
Jessica Nicole Allen	Katie Frye Blackwell	Maryann Clark-Durell	Donna J. Deever	Linda Kay Flagler	Jean E. Gunter	Monica R. Hoover
Kimberly Allen	Lauren Nicole Bloomer	Casey Nicole Clifford	Amy M. Deitemeyer	Maricruz Flores	Doreen Ann Gurrola Auger	April Dawn Horlick
Rebecca S. Allen	Kristilee Blosser	Dedra W. Clinner	Ofelia Del Rio	Paulina Flores	Kristi Gustafson	Cynthia Horton
Margaret Allison Reiser	Marie Blosser	Lee Clouse	Tracey Emswiler Del Rosario	Soledad Flores	Mayra Leticia Guzman	JoAnn Hoskin
Gina Almaraz	Lynn A. Boatwright	Carla Nicole Bober	Diana Louise DeLashaw	Carolina Flores Hernandez	Helen Bao Ha	Stephanie Corbett House
Deb R. Althouse	Carla Nicole Bober	Elena Bodilovskaya	Guadalupe Delgado	Virginia Florez	Christina Howard	Christina Howard
Maria Alvarez	Patty L. Bojan	Laurie C. Cole	Kately Delgado	Rita Flynn	Helen Bao Ha	Stacie Howe
Esther Amador	Rachel Annette Bond	Jennifer Coleman	Emelia Delgado Garcia	Katherine E. Ford	Grace E. Hackett	Mary Sharon Howell
Pat Amerman	Terriann P. Bonfiri	Paola Elizabeth Coleza	Carmen Judith Demar	Kristina Ann Foreman	Jennifer Margaret Hagen	Vickie Ann Howell
Elise Anders	Angela S. Boschen	Irma Colima	Stephanie Demar	Franchon D. Foster	Sarah Anne Elisabeth Haines	Rosalva Maribel Huaman
Makayla Anderson	Bambi D. Boysen	Cleta Colson-Eyre	Elizabeth Jill DeMatteo	Lisa Fox	Candy Richner Halbig	Yanqing Huang
Jessica Anderson-Jordan	Lisa L. Bradley	Senora Colvin	Jinni N. Dempsey	Evangelina Frausto	Debra K. Hall	Shelly Marie Hubbard
Carmen Antigua	Magda S. Brady	Angela Concannon	Susana Deniz	Maria Guadalupe Frayre	Marti A. Hall	Christy Huber
Stephanie Corrine Arbaugh	Angela Price Brannon	Frida Concepcion	Gale H. Dennison	Kim I. Frazer	Amel Khaled Hamed	Cathy G. Huhta
Maria Angeles Ardon Carranza	Ashley Austin Braswell	Jennifer Lynne Conger	Donna L. Denton	Nadine Ann Fredrickson	Christen Hamilton	Mya Hull
Michelle M. Arellano	Grace M. Braun	Barbara Leah Conklin	Laynee M. DePietro	Toni L. Frere	Katherine Hamilton	Becky D. Hunnicutt
Maria Arias	Angela Brennan	Bridgette Rae Conley	Mery Dewane	Mary Fulkrud	Kathy A. Hamilton	Carrie Irene Hutchinson
Julie Armijo	Nicole Brewer	Annetta R. Constant	Becky A. Dewese	Janevelyn Kem Gabriel	Emily Kay Hammes	Criquette R. Hyde
Krista Arnold	Amanda Briley	Maria Mabel Contreras	Milagro Ventura Diaz	Becky Gahagan	Lillie Hanks	Esther Uloma Igboenika
Lissette Arroyo-Ortiz	Michelle Brown	Viodelda Contreras	Donna M. DiCesare	Cathy Gainey	Cindy Hanrahan-Lewis	Maria Inez Irizarry
Laura Christine Asseff	Missy Brown	Kimberly C. Cook	Lonna Standridge Dillard	Alma Yanira Galdamez	Leticia T. Hansen	Karen M. Irwin
Tassyane Assis	Robert B. Brown	Elvia Cordova	Angela Irene Dingman	Jessica Linn Gallagher	Marie A. Harbord	Dede E. Jackson
Courtney Lee Atwood	Tammy Brown	Laura Cornidez	Amy D. Dopps	Ruth Gallegos Gallegos	Debbie G. Harden	Laurie Jackson
MaryClare Audier	Tari R. Brownlee	Abigail Cortez	Ivanilda Rodrigues Dos Santos	Abundia Galvan	Candi Hardin	Yaneth Alicia Jaco
Brenda D. Austin	Teresa T. Bui	Silvia Cortez	Candace Lyn Doverspike	Alicia Galvan	Lisa Anne Harmon	Brenda James
Fidelia Avila	Rachael M. Bullock	Edna Liz Liz Cosme	Tara J. Drain	Virginia C. Gamez	Donna L. Harms	Mallory Brooke James
Nicole Elizabeth Avila	Barbara G. Bunner	Ana M. Costa	Dorothy Jeanne Drake	Linda Marie Gantt	Megan Marie Harris	September Anne James
Maria Avilez Gomez	Diana M. Buntin	Gail Louise Costello	Sherry Drysdale-Schruth	Amy Nicole Garcia	Patti A. Harris	Christina Marie Jaramillo
Esther Omolola Awe	Jessica Lynn Burditt	Kimminee Maevetta Costello	Cledy Del carmen Duarte Barrantes	Denise Marie Garcia	Shelby Lea Harris	Patricia Jaramillo S
Georgia Awig	Jenae Burrell	Tammy Cottingham	Elaine H. Dunham	Georgina Garcia	Rebecca Ann Hawley	Lainey L. Jarvis
Jennifer Ann Babb	Joann Burton	Ashlyn Brooke Couch	Wilma Z. Dunias	Mirna M. Garcia	Betsy Medak Hayes	Margaret F. Jay
Naoma Babbitt	Connie J. Bush	Melina Countryman	Marye Durrer	Reyna Berenice Garcia	Maria M. Hayes	Mary Ellen Jenkins
Tasha M. Bach	Marisol Riquelme Bush	Roxy H. Coursey	Shawna Smith Dyer	Veronica Garcia	Teka Ann Haynes	Ninna Marie Jenkins
Annette Backhuus	Leah Bushland	Neri Coutino	Patty McKeen Eades	Elina Garcia Lavandier	Leila Hays	Montana Jennings
Maria Margarita Bailey	Bertha A. Caballero	Sarah Covell	Jamie Autumn Eaton	Karen E. Gardner	Judi L. Heacock	Sabrina Danielle Jeremiah
Patty Bailey	Willie Jean Cain	Christy M. Cox	Gloria Hilda Ebere	Maria E. Garfias	Kimberly Dawn Heard	Tina A. Jhin
Laurie L. Bailly	Heleodora Calixto	Rebecca W. Cox	Lauren Ashley Edmiston	Minerva Adriana Garibay	Nataliya Y. Hearst	Elena Jimenez
Annette M. Baker	Brenda Y. Camacho	Jackie M. Craver	Kathy Rhone Ehlinger	Manda J. Garland	Alice A. Heatwole	Juanita Aguirre Jimenez
Lisa Baker	Josefina Camargo	Cathy L. Crook	Jordan Marie Ehly	Chatney Gelfius	Tamara K. Heckendorn	Rossy Jimenez
Ann C. Baldwin	Amy Camerlynck	Julie Crouse	Elizabeth A. Elder	Chris A. Gentry	Manett Hector	Rosa Jimenez-Contreras
Karen Banks	Elizabeth M. Caminero	Julia Lee Crowley	Sonia Maribel Elias	Alice R. George	Brandi Hedges	Carolyn G. Johnson
Salvador Barajas	Martha Cano	Karen L. Crownover	Brittany Daniell Elkins	Valerie Margaret Gildone	Shelby Kay Heldt	Elaine Michele Jones
Brittany Nicole Barlog	Maria Cantoran	Heather Cruse	Tina Marie Ellender	Gina Dixon Gilliland	Danielle Rose Hellwig	Tracy Williams Jones
Sue Graf Barosh	Kimberly Diane Cantrell			Ginette Monique Gilmore	Cassandra Leigh Helterbride	Jacqueline Faith Jones-Steele
Judy K. Barr				Stacy S. Gilson	Shirley Ann Hendricks	Marsha Jons
Cindy Marie Barrow						

Pearl Stars, cont.

Carly Skarphol Jordan
Angie M. Jorgensen
Emma L. Joubert
Megan Eileen Kalbach
Debbie Kalil
Esther W. Kamau
Leslie S. Kane
Brittany Keesecker
Ashley Kidd-Olson
Mary Kilgore
Jenn Kirkham
Mary-K Kirsch
Tammy L. Kirsch
Shari M. Kirschner
Koh Leigh Kleinhans
Shanna Michelle Kocher
Kristen Elizabeth Korber
Elizabeth A. Kramer
Julie M. Kraschinsky
Tammy Krueger
Ann Kuehler
Linda Kuzdas
Theresa J. LaCesa
Mary Leone Laffey
Debby LaMendola
Monica Alana Land
Lezlie Lang
Lori M. Langan
Guadalupe Lara
Reba Kathleen Lasater
Ruth Anne Laslie
Stacy Marie Lauritzen
Teresa Lautrup
Resa Lavicky Lavicky
Karen M. Lavorata
Shanda Walker Layman
Michelle Elizabeth Lecates
Jill M. Lee
Dixie Leikach
Margaret Marie Leonelli
Jean Leonhardi
Reyna Nereyda Lepe
Linda M. Leu
Cindy M. Levitt-Amador
Daphne Lewis
Carla K. Lewis-Peter
Angel Lichy
Ann E. Lindsey
K.D. Lindsey
Faye L. Livingston
Maggie Price Lizarraga
Monica Lizarraga
Sheryl Lynn Lonsbury
Sara Ellen Loomer
Iris Lopez
Luz Amanda Lopez
Maria E. Lopez
Maria Elena Lopez
Beatriz Lopez Bermajo
Mary Ruth Love
April Gaylene Loveland
Valerie A. Lucio-Polk
Angie M. Ludwig
Sandra Luna
Diane K. Lundgren
Karlene Andrea Lyn
Porscha Shalana Lyons
Carmela Macedo
Kally Ann Macias
Tara Macomber
Sarah Vivien Madsen
Michelle A. Maki
Isabel Maldonado
Jan Maloney
Tiffany Marie Malt
Sara Mangiaracina
Kathy J. Manning
Betty Jo Manz
Lou Ann Marangone
Larra Margerum

Maria Marin
Silvia Marinero
Melissa Markewitz
Erin Marie Maroon
Jeannette Marte
Andrea Beth Martin
Caroline E. Martin
Elissa Lucy Martin
Justin Martin
K.T. Marie Martin
Shayla Dianne Martin
Sonia Martinez
Lilia Martinez Barajas
Aide Guadalupe
Martinez Charre
Edeivis Martinez Ordonez
Maria Del Carmen
Martinez Pascual
Linda F. Marvin
Amy Marx
Lisa Maschino
Terri Matthews
Monica Ann Mattson
Patti Maxwell
Haley Alyssa Mayer
Dawn R. Mayes
Maria A. Mayorga
Farida Mays
Cecelia McClelland
Kathy Austell McDonald
Christina McDonough
Myka Lynn McGehee
Monique Nicole McIntyre
Lara Jane McKell
Heather Jean McKinney
Pam J. McNicoll
Deborah A. Meals
Mayra Medellin Sanchez
Sarah Michelle Medin
Silvia Medrano
Rachel Mega
Lisa Kerisha
Melbourne-Smith
Maria Luisa Menchaca-
Villalobos
Luciana Mendez
Ana Luisa Mendivil
Blanca Estela Mendoza
Mercedes Mendoza
de Pineda
Joan M. Merten
Monica Nicole Michaels
Kathy A. Michels
Amanda P. Michie
Judy Miller
Lizze RuthJeschk Miller
R. Sue Miller
Paula-Mary Mirville
Kay Ann Mittelstadt
Jennifer Wolfe Mize
Shannon Moegling
Paula Christina
Mohamed-Cornwall
Tiffany Dawn Mohs
Leonor Montanez
Viviana Montes De Oca
Piedad Montiel Perez
Katrina Rose Moore
Robyn Dawn Moore
Susan Moore
Toni Louise Moore
Toni W. Moore
Irma E. Morales
Bonnie G. Moravec
Tina Marie Moreau-Jones
Gloria Moreno Medrano
Kathy Morris
Olga Morrow
Mysti Lynne Motz
Crystal Moudy
Sue Ann Moulds
Julia Maria Mowrey
Erin Fraker Mueller
Cathie Mullins

Reina Murcia
Stacey Lynn Murdock
Erika Alejandra Murillo
Willia Dean Murphy
Karla Murray
Quameeka Murry
Chrissy M. Nalley
Melissa Ann Napoli
Claudia Naranjo
Maritza Navarrete
Leticia Navarro
Jeanie K. Navrkal
Nneka Ndefo
Carol Neat
Shannon Lee Nece
Melissa Nelson
Lisa Nesbit
Vinh Nguyen
Toni Nipp
Melissa Nix Henderson
Chioma Joy Nnadi
Suzan Nocella
Crystal P. Noles
Emily Christine
Nonnemacher
Josephine Tamarapriy
Nosegbe
Djodji Nousseassi
Anastasia Eyo Nsa
Veronica Leticia Nuckols
Maureen O'Brien Hooker
Amber O'Neil Hui
Austen Leigh Oakes
Lara Jane Obeke
Gina M. Ochoa
Natalia Ochoa
Rebecca Ann Ochsner
Neilma Maria Mo Odagiri
Meleah Ray Oglesby
Catherine Chibuzor
Ohanu
Ashu Ojong
Chinyelu Frances Okeke
Maria Oliva
Anita Olivares
Lisa Olivares
Ruby Marie Olivares
Sarah Danielle Oliver
Carminda Oliveros
Oye A. Onuoha
Vilma Ordonez
Anaceli Ornelas
Sara Ortega
Denise M. Osborn
Pat L. Osbourn
Bettyann Ostertag
Cammy L. Otten
Kimberly Otto
Jeannette A. Overman
Polly A. Pace
Victoria Pacheco
Misty Lee Pack
Emma Padro
Blanca Paguay Maurizaca
Karen Paluga-Larson
Cynthia Ann Paniagua
Sue Papajcik
Erika Pardo
Denise Nelson Parmely
Amy E. Parra
Arcelia Torres Patino
Tha Dah Paw
Ruth D. Payton
Blandin Pechu
Bridget Stanton
Penberthy
Maria Penuelas
Adrienne Marie Perez
Elsa R. Perez
Luz Adriana Perez
Muriel Jean Perez
Jessie Waite Perkins
Zoe Peterson

Kimberly Petrunic
Eivor Pfannkuch
Autumn Phillips
Jennifer Phippin
Marisela Medina
Pickering
Nancy W. Pierce
Patricia Pina
Sara Pina
Katherine E. Pineiros
Angela Mary Pischke
Laurie Travis Plyler
Amy Pollner
Jesslyn Ponce-Dick
Tiffany Anne Ponson
Tammy L. Pope
Debora Ann Porath-
Ashman
Julie B. Potts
Kathy Boone Pratt
Lisa D. Prescott
Virginia A. Pritchard
Luz Maria Puga
Rocio Puga
Beverly B. Purvis
A. Irene Ramirez
Isabel Ramirez
Maria Del rocio Ramirez
Maria Guadalupe Ramirez
Mariella J. Ramirez
Miriam Ramirez
Gloria Ramos
L. Isela Ramos
Yolanda Ramos
Veronica Ramos
Hernandez
Denice Pauline Rankin
Connie Patricia Ray
Frances L. Ray
Amanda Reed
Francine Denise Reed
Jodie Ann Reed
Maria Regalado
Pam Reilly
Mary L. Reina
Claudia Margarita
Rendon
Kylee Jean Renfrew
Dana Jo Ann Rethwisch
Debie M. Reyes
Rosa Evelin Reyes
Ma Bertha Reyes-Tapia
Leslie Anne Reynolds
Shawna Marie Rhoades
K.B. Beth Ribelin
Michelle Richmond
Bonnie L. Ricketts
Leigh Rickman
Maria Rocio Rico
De Jacinto
Robin Elaine Riley Walsh
Sandra Martina Rios
Stephani Risinger
Jesica Rivera
Rosalinda Rivera
Ryan Ashlee Rives
Araceli Robles
Pat Rock-Starling
Graciela Rodriguez
Leticia Rodriguez
Marisol Rodriguez
Rebeca Rodriguez
Rocio Rodriguez
SanJuana Rodriguez
Julie Roebbing
Theresa Marie Roldan
Pamela J. Rolf
Christina V. Rolfs
Christina Angela Roliz
Angel Rollyson
Robin Goad Rolon
Adriana Romero
Maria Elena
Romero Montes

Alma Romo
Rosa E. Romo
Gloria L. Rosado
Griselda Diaz Rosales
Carol Milburn Ross
Denia Rubio Gasga
Araceli Hernandez Ruiz
Brittany Marie Rush
Connie Ryder
Paula Sabo
Caryn Salapka
Korrin Lee Salas
Shaylyn Sampson
Clara Sanchez
Silvia Sanchez
Michelle L. Sanders
Jessica Marie Sandoval
Alicia Marie Sansone
Elena Santos
Laura P. Santos
Mary Suzanne Sargent
Debora Frasor Sasin
Sheila Lea Saucedo
Cathi M. Saveri
Lauren Elizabeth Schifer
Gerry Schmidt
Dana Schnebelt
Jacque Schumacher
Nike A. Schwarz
Robin Scrivana
Chantel Seaton
Judy Seliga-Punyko
Joann Lynn Sellner
Ana Leonor Sendir
Susie J. Serio
Nona Shaw
Faye Shaw Jenkins
Cathy Lynn Shears
Barbara Ellen Shepherd
Maureen Shipp
Traci Nicole Shoemaker
Tina Sierra
Angela Silguero
Debra J. Sims
Maribeth Hunter Singer
Whitney Morgan Singhas
Elaine M. Skibitski
Stephanie M. Skidmore
Allyson Slater
Lyndsie LeeAnn Slavin
Joan H. Smalley
Cherie L. Smith
Julie Smith
Kristy A. Smith
Patricia L. Smith
Susan B. Smith
Violin N. Smith
Taryn Janet Sneed
Mandy Snowden
Casey Lynn Snyder
Renee Ann Sobol
Erica Solis
Erika M. Solis
Cecilia Solorio
MinDee M. Sommerla
Li Fang Song
Angeles Sosa
Milbella Sosa
Pamela J. Sparks
Amy J. Spence
Angela S. Springer
Colleen Spurgeon
Chick Stamschror
Lydia C. Stang
Tammy R. Steed
Maria A. Steinman
Cindy L. Stevens
Catherine P. Stewart
Marcella B. Stewart
Teresa F. Stewart
Susie Stojanovski
Amy Stokes

Cynthia Ann Stokes
Cindi L. Stover
Daniella Stowe
Sherry Straczuk
Marcia J. Strasburg
Jane Estenson Strauman
Julie D. Street
Connie Marie Streubel
Hannah Alyssa Strouse
Linda S. Stuart
Amanda Jo Stubbendick
Amy K. Stute
Leticia Suarez
Kimberly Suggs
Shirley Sheree Suggs
Michelle L.L. Sullivan
Brittany Sumrall
Ruth Swank
Melissa Tackett
Maria Tapia
Alexa Tarby
Britany Naomi Tavera
Saneyra Elizabeth
Taveras
Joan A. Taylor
Pat Taylor
Cindy Templeton
Joyce Dee TenEyck
Patricia A. Terrell
Amy Tharp
Cheri A. Thomas
Julie Thomas
Sandra L. Thompson
Calli Jo Thorne
Julie K. Tiemeyer
Tabitha Jean Tillman
Norma Tinoco
Shelley Rae Tollefson
Kellie Kristine Tongson
Maria G. Torres
Sonia Eliana Torres
Angelica Torrez
Sandra Tovar Cortes
Norma A. Tovar-
Hernandez
Shelley Townsley
Emily M. Tran
Thanh Tran
Linda Tribble
Teresa Tripp
Terri Troyer
Aimee Trujillo
Isabel Tatiana Trujillo
Moreno
Gina Felicia Tucker
Jeannette Turner
Shannon Marie
Tychnowitz
Zina Beth Ulicnik
Rosa E. Ulloa
Adaora Umeh
Debora A. Urbach
Belinda Valdes
Soraida Valdez
Kellee L. Valerio
Marissa Monique
Vallesteros
Florence Valvero
Jill E. VanderMeer
Cadie Rae VanTongeren
Rosa E. Vaquerano
Hilda Vargas
Ivon C. Vargas
Alberta Vargas-Rodriguez
Aurora Vasquez
Meredith McManus
Vasquez
Veronica Vasquez
Olga B. Vaughan
Tammy A. Vavala
Carolina Vazquez
Alba Vega
Reyna Guadalupe
Velasco

Leticia Velasquez Ha
Christina Velazquez
Margarita Velez
Lorena Vicario
Rosalba Villaseñor
Maria Elva Villela
Elizabeth Anne Viola
Natalie Vogler
Patricia G. Vogt
Abigail Jayne Voorhees
Nanette Wagner
Rachel Kristin Wahle
Dawn Waldmann
Andrye'Louise Walker
Gloria C. Walker
Allyson Marie
Walker-Cramer
Lucille Wallace
Courtney Walston
Cathleen Walter
Teri A. Walter
Laura L. Waters
Elayne J. Watson
Shell Watson
Ann C. Wells
Amanda Lee West
Michelle West
Nicole West
Naomi Wethje
MaryBeth White
Karen Chapman
Whitehead
Liz Whitehouse
Ruth Whiteleather-Orrell
Eileen Whitlock
Margi Whitworth
Jessica J. Wilburn
Cindy A. Williams
Jessica Leah Williams
Katherine Ruth Williams
Renee Bianucci Williams
Kathy Williams Oeder
Alyssa Nicole Williamson
Molly A. Williamson
Ellen Sue Willis
Courtney Wilson
Janelle Wiltbank
Kristen M. Wimer
Linda Louise Wingate
Kimberly Winston
Lorri E. Woehrl
Julie S. Wojcik
Dawn M. Woods
Sarah H. Wuertz
Jane Wyatt
Becky M. Xepoleas
Maria Yezpez-Montes
de Oca
Joanne C. York
Lawrance Young
Peggy Young
Virginia Young
Jessica Youngker
Rachel Yuan
Marnie R. Yunger
Jolita Zabarauskaite
Ana Laura Zacahua
Jamides Zamora
Maria Ines Zamora
Anabel Zapien
Emaneli Zavala
Patricia B. Zeiler
Susan Zeiler
Brandi Zenzel
Emily Zimmer
Lindsay Zimmerman
Christine M. Zinnecker
Bertha Zubia de Franco



CADILLAC QUALIFIERS

CALIFICADAS DEL CADILLAC

June/Junio 2018

Independent Sales Directors earning the use of a pink Cadillac during the second quarter. Find Cadillac qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure". / Directoras de Ventas Independientes que se ganaron el uso del Cadillac rosado durante el segundo trimestre. Los requisitos de calificación para el Cadillac los encuentras en *Mary Kay InTouch*®, bajo "Recursos", "Publicaciones" y el "Folleto Avance".



Jacqueline N. Alford
Westbury, N.Y.



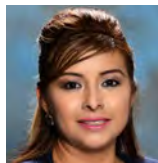
Sheryl J. Arena
Clarence Center, N.Y.



Courtney L. Armstrong
Longview, Texas



Lisa V. Bauer
Chesapeake, Va.



Maria Bautista*
Hyattsville, Md.



Ginger J. Benedict
Dallas, Texas



Jaime M. Bittner
Uniontown, Pa.



Sandra Braun
Lancaster, N.Y.



Tammy Brown
Rexburg, Idaho



Kimberly Cavarretta
Wildwood, Mo.



Bridgette R. Conley
Verona, Ky.



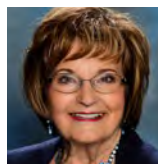
Elvia Cordova
Fresno, Calif.



Patti Cornell
Omaha, Neb.



Heather A. Daniel-Kent
Blue Springs, Mo.



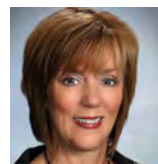
Nancy N. Danley
Granbury, Texas



Jan Deardorff
Clermont, Fla.



Krystal D.
Downey-Shada
Caldwell, Idaho



Elizabeth A. Elder
Madison, Ala.



Sandra Estudillo
Columbus, Ohio



Ana P. Farrell
Ballwin, Mo.



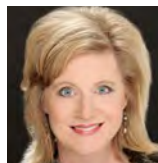
Carmen J. Felix
Tucson, Ariz.



Chatney Gelfius
Hartsville, Ind.



Stacy S. Gilson
Wheeling, W.Va.



Shara M. Gladden
Helena, Ala.



Marie A. Harbord
Highland Villag, Texas



Patti A. Harris
Fairfield, Calif.



Jennifer Isenhart
Wilmington, N.C.



Susan K. Janish
Colorado Spgs, Colo.



Rachel P. Kellogg
Lincoln, Calif.



Jenn Kirkham
Rigby, Idaho



Shari M. Kirschner
Chesterton, Ind.



Diane K. Lundgren
Prescott, Ariz.



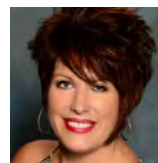
K.T.M. Martin
Monroe, N.C.



Patti Maxwell
San Jose, Calif.



Monique N. McIntyre
Palm Coast, Fla.



Heather J. McKinney
Belleville, Ill.



Karen Pappas
New Braunfels, Texas



L. Isela Ramos
El Paso, Texas



MinDee M. Sommerla
Malvern, Iowa



Milbella Sosa
Las Vegas, Nev.



Breda M. Teal
Hanover, Md.



Kellee L. Valerio
Blue Bell, Pa.



Margarita Velez
Visalia, Calif.



Elizabeth A. Viola
Pensacola, Fla.



Teri A. Walter
Pittsburgh, Pa.



Elayne J. Watson
New Braunfels, Texas



Laurie M. Woods
Layton, Utah



Marnie R. Yunger
Perkasie, Pa.



Not pictured/Sin foto: *Esther Amador*, Pico Rivera, Calif.; *Rebecca W. Cox*, Staunton, Va.; *Jeannette Curren-Cochran*, Swansea, Ill.; *Alice R. George*, Ardmore, Ala.; *Diana Gutierrez*, Tualatin, Ore.; *Melinda E. Nash-Bell*, Gainesville, Ga.; *Stacey P. Nelson*, Owings Mills, Md.; *Kay Rubin*, Box Elder, S.D.; *Natalyn R. Slaughter*, Saint Augustine, Fla.; *Angeles Sosa*, Avondale, Ariz.

*Denotes March qualifier.

*Denota que calificó en marzo.



Go-Give® Award



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



SAPPHIRE

Bryunah Gossett

Independent Senior Sales Director

Began Mary Kay Business May 2001

Sales Director Debut February 2004

Offspring two first-line

National Sales Director

Debra Wehrer

Honors Star Consultant;
Circle of Achievement

Personal Lives in Stevenson Ranch,
Calif. Husband, Eion; sons: Andy,
Zahn, Sol; daughter, Elle

**"I am motivated to help others
because** as a servant of Jehovah
God, I try to imitate his loving
qualities and his son Jesus Christ. I
love our *Go-Give*® program and the
opportunity to pay it forward."

**Independent Sales Director
Victoria Hazen of Pueblo, Colo.,
says**, "Bry is the perfect example
of Miss *Go-Give*®". She treats her
adoptees as her own and breathes
belief into everyone she comes in
contact with. She is the real deal,
and it's a privilege to be a sister Sales
Director with her!"



EMERALD

Auburnee Stanley

Independent Senior
Sales Director

Began Mary Kay Business
December 2012

Sales Director Debut July 2014

Offspring one first-line

National Sales Director
Go-Give Area

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

Personal Lives in Riceville, Tenn.
Husband, Aaron; son, Bentley;
daughter, Zoey

**"I am motivated to help others
because** I want EVERYONE to
see the kind of difference this
company can truly make in your
life. The CHANGE you'll see in your
attitude and love for others. The
relationships and CONFIDENCE
you'll gain. I want to see every single
person touched by this business to
feel the love of Jesus."

**Independent Sales Director Lacey
Watkins of Westminster, S.C., says**,
"Auburnee has been the epitome
of *Go-Give*! She always shares her
graphics, promos, advice, but most
importantly, her HEART, her ADVICE
and her WISDOM – no matter the
Seminar affiliation."



DIAMOND

Laura Knight

Independent Sales Director

Began Mary Kay Business
October 2010

Sales Director Debut
January 2012

National Sales Director
Karen Ford

Honors Star Consultant; five-times
Sales Director Queen's Court of
Personal Sales; four-times Circle
of Achievement; four-times
Double Star Achievement; Triple
Star Achievement

Personal Lives in Winchester,
Tenn. Husband, Nick; sons:
Cooper, Jackson

**"I am motivated to help others
because** Mary Kay has helped me
design the life I love. I want more
women to be able to afford the
choices and options to design a life
that they truly love."

**Independent Beauty Consultant
Nikki Harbottle of Fayetteville,
Tenn., says**, "Laura exemplifies
the true *Go-Give* spirit daily by her
actions as an Independent Sales
Director. She puts her heart into
everything she does. She empowers
and uplifts every woman in our unit. I
am honored to be a part of her unit,
and I wholeheartedly believe she is
deserving of this award."



RUBY

Candace Doverspike

Independent Executive Senior
Sales Director

Began Mary Kay Business
March 2004

Sales Director Debut February 2005

Offspring five first-line

National Sales Director
Go-Give Area

Honors Star Consultant; Sales
Director Queen's Court of Personal
Sales; two-times Queen's Court of
Sharing; 12-times Unit Circles; five-
times Circle of Excellence; three-
times Double Star Achievement;
two-times Million-Dollar Director

Personal Lives in Colorado Springs,
Colo. Husband, Aaron

**"I am motivated to help others
because** I LOVE seeing others
become the BEST version of
themselves and be who God created
them to be! I love helping women face
their fears, build their confidence and
believe in themselves!"

**Independent Beauty Consultant
Cheyenne Perkins of Englewood,
Colo., says**, "Candace goes above
and beyond and pushes her own
limits for every one of her team
members and especially her
customers! She is incredibly selfless
and really embodies the Mary Kay
way of life."



OH-MY-GOSH *Gifts!*

Surprise and delight with irresistible gift ideas.

For Her

AROUND \$25



BROWS THAT WOW

Mary Kay® Precision Brow Liner, \$14

Mary Kay® Volumizing Brow Tint, \$14



SEMI-SHINE & SATIN LIPS

Mary Kay® Satin Lips® Set, \$22

Mary Kay® Semi-Shine Lipstick, \$18



AROUND \$50

MIX AND MASK

TimeWise® Moisture Renewing Gel Mask, \$22 &
Clear Proof® Deep-Cleansing Charcoal Mask, \$24



AROUND \$75

PARTY PREP

TimeWise Repair® Lifting
Bio-Cellulose Mask, \$70, pk./4

HEADS UP! LIMITED- EDITION* MARY KAY® HEADBAND

FREE with the purchase of any one of
these products: *TimeWise Repair® Revealing Radiance®
Facial Peel*, *TimeWise® Moisture Renewing Gel
Mask*, *Clear Proof® Deep-Cleansing Charcoal Mask*,
TimeWise Repair® Lifting Bio-Cellulose Mask, *Mix and
Mask Bundle* or *TimeWise Repair® Ultimate Set*.



For Him

MKMEN®
PRODUCTS,
\$16 TO \$26



MEN'S FRAGRANCES, \$34 TO \$50



*Available through participating Independent Beauty Consultants and while supplies last.

All prices are suggested retail.

HERE COMES *Katie Claus!*



KATIE COLSON, INDEPENDENT SENIOR SALES DIRECTOR, GREENDALE, IND.

At first, Katie was hesitant to add anything extra during the holidays to her normal Mary Kay business. “We use my Mary Kay earnings to pay bills, so I didn’t want to rock the boat. “A few years ago, I added three holiday gift sets under \$30 that I presented at my party close. They were a hit! Each year, I gain confidence and grow my sales.”

KATIE’S FAVORITES AROUND \$30!

All I Need Is Coffee & Mascara. She fills a coffee mug with crinkle paper, a small ornament, hard candy, an instant coffee packet and a *Mary Kay*® mascara.

FabuLASH. She bundles a *Mary Kay*® Oil-Free Eye Makeup Remover with a *Mary Kay*® mascara, then prints gift tags that say, “You are FabuLASH!” She also customizes, “Thank you for being a FabuLASH _____!” and fills in with teacher, sitter, sister, neighbor, etc.

Lump of Coal. Katie finds inexpensive stockings, makes a cute gift tag and places a *Clear Proof*® Deep-Cleansing Charcoal Mask inside.

Tip! Katie includes a card inside each for a special gift with a facial and is sure to include her contact information so her customers can reorder.



CORPORATE GIFTING

One of Katie’s unit members had success last year selling gift sets to a relative for his employees. “Think of an employer, relative or neighbor who owns a business. You can approach them now with gift ideas for their employees. My former employer owns five country clubs. I will contact him this year with gift ideas for his employees.”



SHARE THE *Joy!*



**INDEPENDENT SALES DIRECTOR SHERRY LONSBURY,
ST. PETERSBURG, FLA.**

Sherry makes shopping easy! She showers her customers with Golden Rule service and gains sales and new team members along the way. Her activities typically add around \$4,000 in retail sales a month, more parties and new team members!

Here's what she does:

1 SANTA, BABY!

At every party close, I create a second sales ticket that's a wish list of products she wants. I ask her to add a "Santa" contact (husband, friend, mother, etc.).

In November, I send her wish list in a text to her Santa and say, "This is Sherry Lonsbury with Mary Kay. You may have heard (customer) mention me. I have a wish list with gifts she would love. I even offer free gift wrap and delivery! May I make holiday shopping easier? Please text me with your price range, and we'll set up a delivery date!"

2 HOLIDAYS TO-GO

I spray painted a large basket gold and arranged with wrapped boxes. I take it to parties starting now as a conversation starter. It's a fabulous booking and selling tool. I use it throughout the year, changing the colors and theme. This is my biggest income and lead generator regularly.

3 CUSTOMER APPRECIATION SHOPPING EVENT

I invite my customers over and showcase holiday gifts they can purchase. This year, a friend's 11-year-old son will be dressed in a tuxedo and playing soft holiday music in the background. We have a small home, so it gets busy, but there is so much camaraderie that no one minds, and many new friendships are forged.

Tip! The week between Christmas and New Years, I fill my holiday basket with unsold gift bundles and get back out there! You'd be surprised how many people haven't finished their shopping – even AFTER Christmas!



HOLIDAY TO-DOS

Countdown to holiday is now. **Independent Executive Senior Sales Director Jeanette Thompson**, Duluth, Ga., shares her To-Do list for the next two months.

September

1. Set holiday sales/team-building goals. One idea? Determine my holiday spending, and make enough to be debt-free in January!
2. Set myself up for success. Plan my inventory needs. That includes any limited-edition holiday products available starting this month.
3. Slot in when I can work over the next four months in my date book.
4. Make a list of local businesses I frequent. Handy for next month!
5. If time allows, participate in low- or no-cost area vendor events. One idea is to sample *Satin Hands*® Pampering Set. Offer a drawing for a free facial to find new faces and to help generate leads.
6. Do a Power Start! Facial 30 faces in 30 days gets me the momentum I need for early wins. Have my customers complete their Holiday Wish Lists that I can share later with husbands/significant others (be sure to get their contact info). Tag my customers using the *myCustomers+*™ App to locate quickly (I use "husbands"). You can also tag other groups such as "teens" if your customers have kids who need last-minute stocking stuffers.

Turn
the page
for more.

HOLIDAY TO-DOS

October

1. Contact the businesses I identified in September for my corporate gift service.
2. Promote a Holiday Glam party that features a color look from *The Look*. This is a great booking tool. *"I'm scheduling Holiday Glam sessions and would love to get your opinion! Would day or evening work best?"*
3. Check in with my customers enrolled to receive *The Look* via the *Preferred Customer Program*SM.
4. Remember to ask for referrals at my appointments, and share the Mary Kay opportunity. Many are looking for flexibility and extra income this time of year, and a Mary Kay business could be the answer!
5. Schedule my holiday coffees, pop-up parties and sip-and-shop for November.
6. Start planning for my Black Friday/Pink Monday event.

Holiday Wish List

From soothing skin care to the trendiest tools, let me, your Mary Kay Independent Beauty Consultant, help you get the perfect gift for everyone on your list – including you!

LIMITED-EDITION[†] MARY KAY[®] MATTE LIPSTICK, \$18

Four beautifully bold shades

- Grazie, Violet ☐
- Orange Mio ☐
- Puro Mirtillo ☐
- Red Roma ☐

QTY.



LIVE FEARLESSLY[®] EAU DE PARFUM, \$44

Bold, fearless and completely captivating, this new fragrance is sure to be a favorite!



QTY.

LIMITED-EDITION[†] MARY KAY[®] EYELASH CURLER, \$12

Helps her create an eye-opening effect when she uses it before applying her mascara.



QTY.

LIMITED-EDITION[†] BLISSFUL POMEGRANATE SATIN HANDS[®] PAMPERING SET, \$36 ☐ QTY.

Includes Blissful Pomegranate Satin

Smoothie[®] Refining Shea Scrub, Blissful Pomegranate Nourishing Shea Cream and Fragrance-Free Protecting Softener. Also available: White Tea & Citrus and Fragrance-Free.



Also Sold Separately LIMITED-EDITION[†] SATIN HANDS[®] NOURISHING SHEA CREAM, \$12

QTY.



A Gift That Gives

LIMITED-EDITION[†] MARY KAY[®] LASH LOVE[®] MASCARA, \$15

Mary Kay is committed to bringing an end to domestic violence. In the United States, from **Aug. 26 - Dec. 31, 2018**, when you purchase this limited-edition[†] mascara, Mary Kay Inc. will donate **\$1 from each sale** of the mascara to **The Mary Kay Foundation[™]**, which supports women's shelters and survivors of abuse.

[†]Available while supplies last All prices are suggested retail.

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Holiday Wish List

From soothing skin care to the trendiest tools, let me, your Mary Kay Independent Beauty Consultant, help you get the perfect gift for everyone on your list – including you!

<i>Brows That Wow</i> MARY KAY® PRECISION BROW LINER, \$14 	MARY KAY® VOLUMIZING BROW TINT, \$14  QTY. ☐ Blonde ☐ Dark Blonde ☐ Brunette ☐ Dark Brunette	 MARY KAY® ESSENTIAL BRUSH COLLECTION, \$55 Five high-quality, precisely shaped brushes in a stylish, portable clutch	☐ QTY.  TIMEWISE® MIRACLE SET 3D™, \$110 For early-to-moderate signs of aging ☐ N/D QTY. ☐ C/O QTY.	<i>The Gift of Glow</i>  TIMEWISE REPAIR® VOLU-FIRM® SET, \$205 For advanced signs of aging ☐ QTY.	 CLEAR PROOF® ACNE SYSTEM, \$45 For acne-prone skin ☐ QTY.	 MARY KAY® SKINVIGORATE™ CLEANSING BRUSH, \$50 Includes two brush heads** and two AA batteries **Additional brush heads are sold separately. ☐ QTY.	 LIMITED-EDITION* MARY KAY® HEADBAND Get a FREE Mary Kay® terry cloth headband with any purchase of <i>TimeWise Repair®</i> Revealing Radiance® Facial Peel, <i>TimeWise®</i> Moisture Renewing Gel Mask, <i>Clear Proof®</i> Deep-Cleansing Charcoal Mask, <i>TimeWise Repair®</i> Lifting Bio-Cellulose Mask, Mix and Mask Bundle or <i>TimeWise Repair®</i> Ultimate Set. TIMEWISE®	 VITAMIN C ACTIVATING SQUARES™, \$24 Beauty industry first using breakthrough technology to deliver pure vitamin C in a tiny, dissolvable square ☐ QTY.
<i>Unmask Beauty</i>  TIMEWISE® MOISTURE RENEWING GEL MASK, \$22 ☐ QTY.	 CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK, \$24 ☐ QTY.	 TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65 ☐ QTY.	 TIMEWISE REPAIR® LIFTING BIO-CELLULOSE MASK, \$70, PK/4 ☐ QTY.	 MINT BLISS™ ENERGIZING LOTION FOR FEET & LEGS, \$11 ☐ QTY.	 VITAMIN C ACTIVATING SQUARES™, \$24 Beauty industry first using breakthrough technology to deliver pure vitamin C in a tiny, dissolvable square ☐ QTY.	 MINT BLISS™ ENERGIZING LOTION FOR FEET & LEGS, \$11 ☐ QTY.	 INDULGE® SOOTHING EYE GEL, \$16 ☐ QTY.	 HELLO, CLEAN, \$32 Mary Kay® 2-In-1 Body Wash & Shave and Mary Kay® Hydrating Lotion ☐ QTY.
 DISCOVER WHAT YOU LOVE® TRAVEL ROLL-UP BAG (UNFILLED), \$35 All-in-one organizer for cosmetics, skin care and beauty tools. ☐ QTY.	 CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK, \$24 ☐ QTY.	 TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65 ☐ QTY.	 TIMEWISE REPAIR® LIFTING BIO-CELLULOSE MASK, \$70, PK/4 ☐ QTY.	 MINT BLISS™ ENERGIZING LOTION FOR FEET & LEGS, \$11 ☐ QTY.	 VITAMIN C ACTIVATING SQUARES™, \$24 Beauty industry first using breakthrough technology to deliver pure vitamin C in a tiny, dissolvable square ☐ QTY.	 MINT BLISS™ ENERGIZING LOTION FOR FEET & LEGS, \$11 ☐ QTY.	 INDULGE® SOOTHING EYE GEL, \$16 ☐ QTY.	 HELLO, CLEAN, \$32 Mary Kay® 2-In-1 Body Wash & Shave and Mary Kay® Hydrating Lotion ☐ QTY.

Make Your List, Check It Twice. Let me know what you can't live without!

NOTES	Name	Email
	Phone	

*Available while supplies last All prices are suggested retail.

The Gift of GIVING BACK



1 IN 4 U.S. WOMEN WILL EXPERIENCE DOMESTIC VIOLENCE IN HER LIFETIME.

Since 1996, *The Mary Kay Foundation*SM has awarded more than \$47 million to domestic violence shelters. Grants help support prevention and education, shelter, counseling and outreach.



OCTOBER IS BREAST CANCER AWARENESS MONTH.

*The Mary Kay Foundation*SM funds groundbreaking research for cancers affecting women each year. More than 50 studies with top U.S. institutions and scientists focused specifically on breast cancer.

- breast cancer cells in bone marrow study
- genetic factors that can decrease side effects and enhance radiation efficacy
- targeted therapy
- breast cancer dormancy and recurrence

LEARN MORE AT
MARYKAYFOUNDATION.ORG

SHARE WITH YOUR CUSTOMERS, PROSPECTIVE TEAM MEMBERS AND FRIENDS.



MARY KAY[®]

[DON'T LOOK AWAY[®] TOOL KIT](#)

Created to educate you on Mary Kay's work to help women affected by domestic violence. It offers resources to share with your customers or someone who may need help. Available on Section 2. To learn more, visit marykay.com/dontlookaway.



LOBBYING FOR GOOD. Each year, Mary Kay independent sales force members lend their voices in partnership with state coalitions against domestic violence. They are on the front lines with legislators to discuss implementing laws to safeguard survivors from abuse.

MAKEOVERS FOR GOOD.

So many independent sales force members use their Mary Kay businesses to give back. Do you pamper women in need? That's a makeover for good! Show the great work you do. Send your story and photos to pinkchanginglives@mkcorp.com.



MARY KAY®

Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

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MARY KAY INC.



ALL-STAR STAR CONSULTANT CONSISTENCY CHALLENGE

Achieve Star Consultant status all four quarters and earn one of these pieces from the kate spade new york® *All-Star* Collection. Your prize is determined by your combined points.

Still
Time!

QUARTER 1 ENDS SEPT. 15!

Achieve Star Consultant status (sell enough to support a minimum \$1,800 wholesale Section 1 order) each quarter to stay in the running for this challenge!

Get all the details on *Mary Kay InTouch*® > Contests/Promotions.