

SEPTEMBER 2007

Applause®

MARY KAY®
Enriching Women's Lives™

easy
lessons

on **Customized**
Skin Care

Simply
Wonderful
Gifts

Reaching Out
Country Style



get it free

WITH YOUR ORDER

AUG. 16 – SEPT. 15, 2007



Mary Kay® 2-In-1 Body Wash & Shave and Headbands

Suggested Use: Mary Kay® 2-In-1 Body Wash & Shave delivers the convenience of a cleanser and a shaving cream in one product. Customers will love the unique botanical gel formula that leaves skin feeling fresh, clean and smooth. Plus, they can use these headbands as part of their everyday beauty routine! One body wash and a package of six headbands is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Gift-With-Purchase Travel-Sized Satin Hands® Pampering Set

Suggested Use: Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the Satin Hands® Pampering Set. This super-portable set includes Extra Emollient Night Cream, Satin Hands® Satin Smoothie™ Hand Scrub and Satin Hands® Hand Cream to condition and moisturize for hours. All three come in a pretty peach-colored bag. It's your BizBuilders bonus starting with an \$800 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer whether they travel or not! It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders bonuses,
see Page 27.

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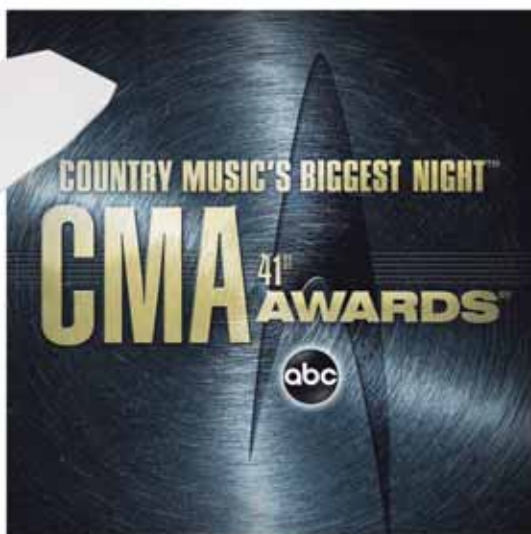
Giving With Ease

Fall/holiday shopping is about to start, and you can offer customers several great gift ideas perfect for upcoming fall events. It's so simple with these charming, easy-to-assemble gifts that are sure to please any recipient!



back to business

With a new school year comes new opportunities for learning and sharing. Learning more about regular-line products can improve customer service. Reaching out with incredible promotions and customer outreach opportunities can build relationships. You have what it takes to get back to business and shine like the star you are!



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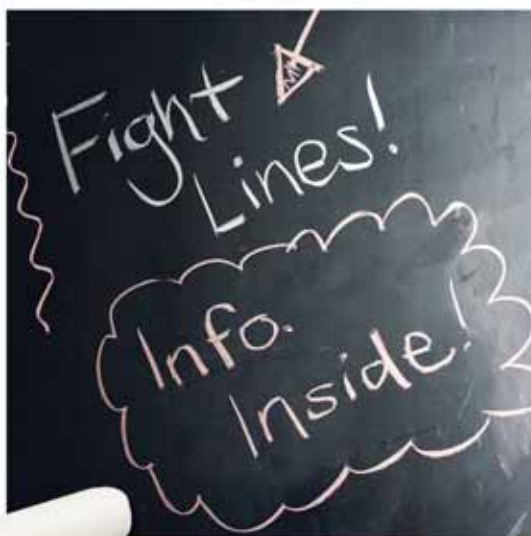
Customer Outreach That Counts

As *The Official Beauty Sponsor of the 2007 Country Music Association Awards*, the spotlight is shining on Mary Kay Inc.! You can use this exciting news to provide positive outreach to your customers. Plus, when you take advantage of the opportunities it affords, your business could be humming a new tune!

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A Supplement Primer

Customized skin care products offer customers specific solutions for specific problems. In one brief lesson, you can refresh your customized skin care knowledge and help customers find the right products for their special needs.



easy lessons on customized skin care

With school back in session, why not take this time to do some homework of your own by focusing on customized skin care? These products target specific needs to help skin look and feel its best. As supplements to the Miracle Set, they build upon a fundamental anti-aging program.

TimeWise® Even Complexion Essence

Using our patent-pending Lucentrix™ complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration as part of a comprehensive anti-aging program. **\$35**

TimeWise® Targeted-Action™ Line Reducer

Just 10 minutes after TimeWise® Targeted-Action™ Line Reducer was applied, a dermatologist in a clinical study conducted by an independent research facility saw that lines and wrinkles on the forehead and around the eyes appeared less noticeable.

Up to 33% fewer forehead lines and wrinkles

Up to 50% fewer crow's-feet area lines and wrinkles

With continued use, it delivers lasting benefits anywhere on the face where lines and wrinkles have a tendency to "settle." **\$40**



All prices are suggested retail.



TimeWise® Microdermabrasion Set

This set fights fine lines, refines pores and achieves beautifully smooth skin immediately. The super exfoliating cream in Step 1: Refine contains the same exfoliating crystals dermatologists use. And the triple tea complex in Step 2: Replenish provides the skin with a wonderful nourishing effect. **\$55**

TimeWise® Age-Fighting Lip Primer

Kiss lip lines goodbye! TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles while light-diffusing microspheres decrease their appearance. Use it to extend lipstick wear and prevent lipstick and lip gloss from feathering and bleeding. The convenient stick allows for easy application for use throughout the day. **\$22**

MK Signature® Eye Primer

Customers who simply want to extend the wear of eye color and prevent eye color from creasing or smudging are sure to love MK Signature® Eye Primer. All it takes is a small amount applied to the eyelid prior to applying eye color. Plus, it's fragrance-free and suitable for sensitive eye-area skin and for contact lens wearers. **\$12**

Avoid Overload!

It's important to remember that customized skin care is just that – targeted for very individual needs. Not every person needs every product. You'll build more trust and loyalty with your customers if you only offer what they need. This approach to customer service should help you build customers for life!

body care basics

When it comes to body care needs, customers can confidently turn to you. And once they experience your exceptional customer service and superior product knowledge, they're likely to return again and again. So whatever your customers' body care concerns, Mary Kay has you covered!

Botanicals That Benefit

Taking care of yourself means taking care of your skin. Customers can rest assured they'll be doing good things for their skin with the Mary Kay® Body Care line. With exotic botanical ingredients that keep skin healthy-looking and beautiful, each collection offers a nurturing, renewing experience. The cleanser provides light exfoliation, while the lotion helps dryness disappear. Finish with a light spray of body spritzer for all-day freshness. Whether

they choose Lotus & Bamboo or Red Tea & Fig (shown here), customers can transform their daily cleansing experiences into extraordinary ones!

Mary Kay® Loofah Body Cleanser, **\$16**,

In Lotus & Bamboo and Red Tea & Fig

Mary Kay® Nourishing Body Lotion,

\$16, In Lotus & Bamboo and Red Tea & Fig

Mary Kay® Deo Body Spritzer, **\$18**,

In Lotus & Bamboo and Red Tea & Fig

Skin That Glows

For customers who want to extend that glowing summer tan a little longer, you can suggest Mary Kay® Sunless Tanning Lotion. Clinically tested for skin irritancy and allergies, this oil-free product provides a natural-looking tan without the dangers of sun exposure!* **\$10**

*This product does not contain sunscreen and does not protect against sunburn.



Double Duty

Customers can enjoy both clean skin and smooth legs with Mary Kay® 2-In-1 Body Wash & Shave. Enriched with botanicals, it provides the convenience of a cleanser and a shaving product combined in a unique gel formula. Skin will feel fresh, clean and smooth! **\$14**

All-Day Moisture

Everyone can benefit when they treat their bodies to Mary Kay® Hydrating Lotion – it delivers hydration that lasts up to 10 hours. This fresh-scented lotion nourishes the skin to leave it feeling soft and smooth. And it's great for the whole family! **\$14**

Knock Out Cellulite

Customers can take a stand against cellulite and actually win! The TimeWise® Cellu-Shape™ Contouring System works around the clock to fight cellulite with an advanced, multitargeted approach. The powerful mix of ingredients, including botanicals, levels out lumps and bumps and leaves skin feeling hydrated all day. TimeWise® Cellu-Shape™ Daytime Body Moisturizer stimulates cellular activity and begins the firming and toning process. TimeWise® Cellu-Shape™ Nighttime Body Gel works at night to complete the process. **\$55**

All prices are suggested retail.



as easy as a-b-c

With summer coming to a close, customers are sure to get a jump-start on fall events such as back-to-school parties and end-of-summer celebrations. Why not offer customers some of these great gifts, perfect for teachers and students – or anyone who needs an encouraging pick-me-up? Plus, don't forget those fall brides and hostesses who make these special events happen! You can create beautiful gift sets that make you – and your products – memorable. Look for more great gift-giving and merchandising ideas on the Mary Kay InTouch® Web site. It's as easy as A-B-C!

a



a. Smart Girl Set

Velocity® Facial Cleanser
Velocity® Lightweight Moisturizer
Mary Kay® Lip Protector Sunscreen SPF 15*
\$29.50

b. Back to School Set

Acne Treatment Gel* (acne medication)
Beauty Blotters® Oil-Absorbing Tissues
Mary Kay® Facial Cleansing Cloths
Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*
MK Signature® NouriShine™ Lip Gloss in Berry Sparkle
\$58

*Over-the-counter drug product



c

c. Summer Break Set

Mary Kay® Loofah Body Cleanser
Mary Kay® Nourishing Body Lotion
Mary Kay® Deo Body Spritzer
In Red Tea & Fig, \$50

All prices are suggested retail.



e. Shaving Kit Set

MKMen™ Shave Foam
MKMen™ Cooling After-Shave Gel
Domain® Cologne
\$58

f. Pink Pout Set

MK Signature® Creme Lipstick
in Paradise Pink
MK Signature® NouriShine™
Lip Gloss in Starry
\$26



d


d. Ageless You Set

TimeWise® Targeted-Action™
Line Reducer
TimeWise® Age-Fighting Lip Primer
\$62

Gift sets include Mary Kay® products.
Other items are for merchandising ideas only.

e





Watch for Mary Kay at the 41st CMA Awards on ABC!

**We're
Going
Country!**

That's right! Mary Kay Inc. is *The Official Beauty Sponsor of the 2007 Country Music Association (CMA) Awards* that will be held in Nashville, Tenn., and televised live on ABC Wednesday, Nov. 7 at 8/7 p.m. Central time! This is an incredible opportunity for Mary Kay to be showcased in the spotlight on national television and at events surrounding the show.

Country music carries the largest radio audience in the U.S., and we know that includes many of you. After all, six of the top 20 best-selling recordings in 2006 were country albums! And last year, nearly 32 million people watched the CMA Awards on television, making it one of the most-viewed music awards shows on television.



During the CMA Awards broadcast on ABC, six 30-second Mary Kay® commercials will air nationally. You'll be thrilled to know that our Mary Kay staff is working fast and furiously with the Country Music Association and ABC to secure even more exciting promotional opportunities, but here are a few highlights you can share now:

- Additional "brought to you by Mary Kay" billboards will be aired during the broadcast.
- Mary Kay® TV commercials will be broadcast in Mary Kay's top 20 markets on various ABC programs leading up to the CMA Awards broadcast.
- Mary Kay® products will be available backstage at the actual CMA Awards for touching up the artists and presenters.

With awesome music, beautiful stars and a Mary Kay presence like you've never before experienced, this is certainly an event to sing about!

*The Mary Kay Beauty of Country*SM Consumer Sweepstakes Through Sept. 30, 2007

There's even more for you and your customers to get excited about! *The Mary Kay Beauty of Country*SM consumer sweepstakes could land one of your customers in Nashville for the actual CMA Awards show! Imagine them watching in person their favorite country music stars singing and celebrating at this prestigious event!

The grand prize winner will receive:

- A trip for two to the 2007 CMA Awards in Nashville.
- Invitation to a CMA insider event.
- A makeover by a professional makeup artist before the show.
- The official Mary Kay® makeup kit used by professional makeup artists backstage at the 2007 CMA Awards.

An additional 100 second-place winners will receive a set of Mary Kay® products valued at more than \$275 (suggested retail). How's that for a great way to reach your customers?

*The Mary Kay Beauty of Country*SM consumer sweepstakes will be advertised in the top 20 markets with on-air promotional mentions that will be shown Sept. 10–23 on various ABC programs.

To target your customers, you can send them *The Mary Kay Beauty of Country*SM consumer sweepstakes MkeCards® and sign them up to receive *Beaut-e-News*TM. To enter the sweepstakes, customers may simply go to your Mary Kay® Personal Web Site or www.marykay.com to link to *The Mary Kay Beauty of Country*SM sweepstakes. Now's the time to spread the word about *The Mary Kay Beauty of Country*SM consumer sweepstakes and promote this glamorous opportunity to attend the CMA Awards.

Stars in Red Challenge Just for You! June 16 – Sept. 15, 2007

As you learned at Seminar, from June 16 – Sept. 15, 2007, six members of the independent sales force will have an opportunity to win a trip to the CMA Awards in Nashville. Winners must be:

- The top two Independent National Sales Directors *nationwide* with the highest percentage area of Star Consultants who are also Star Recruiters, Team Leaders, Independent Future Sales Directors or Independent Sales Directors-in-Qualification.
- The top two Independent Sales Directors *nationwide* with the highest percentage of unit Star Consultants who are also Star Recruiters, Team Leaders, Independent Future Sales Directors or Independent Sales Directors-in-Qualification.



- The top two Independent Beauty Consultants *nationwide* with the highest total quarterly contest credits who are also Star Recruiters, Team Leaders, Independent Future Sales Directors or Independent Sales Directors-in-Qualification.

These six achievers will receive air and hotel accommodations for two with VIP passes to the awards event, a pre-telecast reception, a guided tour of the Awards rehearsal and post-CMA Awards Party*.

Runners-Up

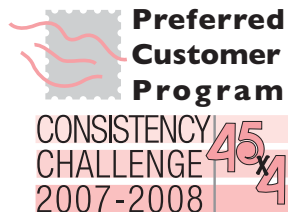
The third-place achiever in each of the three categories will receive a 50-inch HDTV and a CMA Awards Viewing Party Pack that includes T-shirts, cups, coasters, viewing tips and more! Plus, the top 15 in each of the three categories will receive a CMA Awards Viewing Party Pack!

What a great time to set your goals higher than ever and reach for the stars, with the opportunity to land yourself among your favorite country music stars! Look for more details on the Mary Kay InTouch® Web site.

Start Planning a Viewing Party

You may want to begin planning a CMA Awards viewing party for Nov. 7, inviting top hostesses and potential team members – especially those who love country music. It's never too early to start planning for an incredible night like this!

*No cash will be awarded in lieu of this trip. Must be an independent sales force member in good standing with Mary Kay Inc. at the end of the contest period and at the time the award is presented.



Customer Connections: Making the Grade

Exceptional customer service is within your reach! Learning how should be a no-brainer when you use the customer service tools available to you. From the Preferred Customer Program to a Mary Kay® Personal Web Site and everything in between, you've got what it takes to make customer service your best subject.

Send an End-of-the-Year Thank-You

Enroll Customers NOW for the *Give Thanks*™ Consumer Sweepstakes Month 2 Mailer!

Deadline to enroll: Sept. 15

Begins mailing: Oct. 30

Cost per customer: 40 cents

Designed to help you show customer appreciation while capitalizing on the biggest shopping days of the year, the *Give Thanks*™ sweepstakes Month 2 mailer is a beautiful end-of-the-year thank-you to customers that shares sweepstakes information and shows your gratitude. Be sure to enroll your customers in the Preferred Customer Program by Sept. 15 to receive the mailer. Plus, the mailer directs customers to your Mary Kay® Personal Web Site where they can enter the sweepstakes from Nov. 22–28. Every customer can enter once daily for a chance to win:

- \$1,000 grand prize (one winner daily)
- Mary Kay® Holiday Glam Pack valued at \$154 suggested retail (five winners daily)

That's a total of 42 winners overall! During the online entry process, customers can enter to win and explain what they are thankful for.

If you don't already have a Mary Kay® Personal Web Site, now is a great time to subscribe. After all, you'll want all your customers to enter the *Give Thanks*™ sweepstakes and discover all the great products you have to offer! While online, they'll find great new looks, application tips and gift ideas to help them shop with you. Plus, by sending this mailer, you'll be saving time and money. Now that's something to be thankful for! What better way for customers to reflect and think about the past year and for you to show your appreciation!



NO PURCHASE NECESSARY TO ENTER OR WIN. A PRODUCT PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. INTERNET ACCESS IS REQUIRED TO ENTER. You have not yet won. Open only to legal residents of the 50 United States and the District of Columbia who are the age of majority and who currently reside in the U.S. at time of entry. Starts on or about 12:00:00 a.m. Central time on Nov. 22, 2007, and ends 11:59:59 p.m. Central time on Nov. 28, 2007. One random Daily Drawing will be held for each day of the Promotion; each Day constitutes a separate sweepstakes. Entries for each Daily Drawing must be received that Day between 12:00:00 a.m. Central time and 11:59:59 p.m. Central time. Limit one entry per Daily Drawing. Grand Prize (7): \$1,000 (awarded as a check). First Prize (35): A Mary Kay® Holiday Glam Pack. ARV: \$154 each. Total ARV for each Daily Drawing: \$1,770. Odds of winning depend on the number of eligible entries received for each Daily Drawing. Limit one prize per person in the Promotion. Void where prohibited. To enter and for complete Official Rules, go to www.marykay.com or your Independent Beauty Consultant's Mary Kay® Personal Web Site. Sponsor: Mary Kay Inc., 16251 Dallas Parkway, Addison, Texas 75001.



Build Color Sales With the Mary Kay® Model of Beauty™ Search Through Sept. 15

You still have time to help your customers celebrate beauty from the inside out by helping them enter the Mary Kay® Model of Beauty™ Search consumer contest. Grand prize winners will receive:

- A professional makeover and model photo session with the opportunity to appear in *The Look* as a "model of beauty."
- A trip for two to New York City for the professional makeover and model photo shoot.
- A \$500 shopping spree.

Grand prize winners will be judged on their beauty statements as well as their before-and-after

photos. Please see the Official Rules for judging criteria. The contest starts June 16 and ends Sept. 15. Entries must be received no later than Sept. 21, 2007.* The Independent Beauty Consultants of the grand prize winners also will receive a \$500 shopping spree. And in honor of Mary Kay Inc.'s 45th anniversary, 45 first-prize winners will receive products from the new Mary Kay® Body Care Collection.



Online Tools Keep You Connected

Customers are sure to feel a connection with you when you keep them in the loop about special offers, sweepstakes and more. You have many ways to build that customer relationship. It's easy for them and easy for you!

- A Mary Kay® Personal Web Site provides convenient 24/7 shopping.
- MKeCards® give customers personalized information about everything from new products to special offers.
- *Beaut-e-News*™ monthly e-newsletter features the latest news, plus beauty tips, trends and more.
- *Beaute-vite*™ program offers you and hostesses easy party-planning tools and ideas.
- Free samples offered on your Mary Kay® Personal Web Site allow customers to place requests for the latest and greatest products.

*NO PURCHASE NECESSARY. Contest open to legal residents of the United States (including its territories, possessions and military bases) and Canada (including its provinces and territories) who are the legal age of majority. Starts June 16, 2007, and ends Sept. 15, 2007. Entries must be received by Sept. 21, 2007. Limit one entry per person.† Grand Prize (4): Trip to New York City for winner and guest. ARV: \$2,850/CDN \$3,378. Opportunity to be featured in *The Look* brochure is in Sponsor's sole and absolute discretion. First Prize (45): Mary Kay® Body Care Set. ARV: U.S. \$50/CDN \$78 each. Limit one prize per person. Consumers can enter through their Independent Beauty Consultant or go to www.marykay.com or their Independent Beauty Consultant's Mary Kay® Personal Web Site for complete Official Rules and details on how to enter. Void where prohibited. Subject to Official Rules.

†Three grand prize winners will be selected from the U.S. and one from Canada.

recognition

Congratulations to the winners for May 2007.

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Inner/Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second- and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2006, through May 31, 2007. (This includes NSD commissions earned on all foreign countries through April 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

Pearl



Jan Harris

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

On-Target for \$750,000 Inner Circle

Barbara Sunden\$727,669.31

On-Target for \$500,000 Inner Circle

Gayle Gaston\$639,886.12
Christine Peterson\$333,593.33
Carol Anton\$335,872.06
Karen Piro\$469,727.99

On-Target for \$300,000 Inner Circle

Lisa Madson\$444,514.05
Gloria Mayfield Banks\$435,227.79

Jan Harris418,479.04
Nan Stroud403,197.53
Rena Tarbet395,780.51
Kathy Helou387,963.13
Lupita Ceballos383,617.42
Joanne Holman380,344.22
Pat Danforth360,133.59
Cheryl Warfield359,715.28
Jana Cox357,639.55
Karlee Isenhardt339,311.80
Sherry Giancristoforo331,751.47
Julianne Nagle326,478.83

Stacy James320,344.73
Darlene Berggren319,415.84
Gloria Castaño301,166.80
Sue Kirkpatrick300,603.36
Linda McBroom299,501.35
Holly Zick294,393.03
Patricia Rodriguez-Turker289,746.50
Ronda Burnside285,322.95
Johnette Shealy280,200.69
Cindy Williams280,062.68
Joan Chadborn277,612.16
Judie McCoy276,091.52

On-Target for \$250,000 Diamond Circle

Debi Moore\$270,522.57
Dacia Wiegandt268,695.46
Jackie Swank261,488.36
Suzanne Brothers261,177.48
Shirley Oppenheimer250,405.07
Wanda Dalby250,207.85
Pam Gruber248,158.76
Tammy Crayk247,056.54
Mary Diem246,418.70
Linda Toupin244,715.39

Anita Mallory Garrett-Roe243,978.40
Pamela Waldrop Shaw238,148.47
Kathy Z. Rasmussen233,027.30
Ronnie D'Esposito Klein232,649.27
Rosa Jackson231,990.06
Doris Jannke230,772.14

On-Target for \$200,000 Diamond Circle

Kerry Buskirk\$218,404.45
Sonya LaVay217,355.54
Jeanne Rowland211,499.18

Sonia Páez206,479.10
Valerie Bagnol206,273.68
Joyce Z. Grady204,931.92
Diane Underwood203,168.67
Elizabeth Fitzpatrick193,587.21
Margaret Winner186,267.42
Lily Orellana185,741.95

Monthly Commissions and Bonuses

Listed are NSD commissions earned in May by Independent National Sales Directors as defined above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Pearl

Darlene Berggren*\$41,053
Nan Stroud**40,878
Stacy I. James*39,460
Cheryl Warfield**36,507
Cindy A. Williams34,219
Pamela Waldrop Shaw33,105
Jan Harris**32,052
Elizabeth Fitzpatrick*26,363
Joan B. Chadborn*26,238
Jackie Swank*25,499
Lynda Jackson*22,215
Halina Rygiel21,351
Anita Tripp Brewton19,475
Nancy Bonner*18,258
Rosa Jackson**18,187
Sandy Miller17,678
Allison LaMarr17,038
Shirley M. Oshiro16,413
Maureen S. Ledda*16,108
Anabell Rocha16,092
Lise T. Clark*15,474
Monique Todd Balboa14,067
Sylvia Kalicak13,941
Julie Krebsbach13,887
Robin Rowland13,535
Cathy E. Littlejohn13,028
Bett Vernon12,958
Wilda DeKerlegand*12,218
Glinda McGuire12,210
Ruth Theodocion12,047
Beatrice Powell11,258
Kathy C. Goff-Brummett11,225
Jane Sturawa11,154
Deb Pike10,678
Barbara Stimach*10,603
Pat Campbell10,541
Maureen Myers9,887
Barbara Faber9,244
Linda Kirkbride8,997
Rosalie Ann Medjesky8,974
Kathy Jones8,774
Wadene Claxton-Prince8,531
Bettye M. Bridges6,300
Mary Pat Raynor6,128
Sonja Hunter Mason5,252

Diamond

Barbara Sunden**\$80,913
Lisa Madson45,538
Gloria Castaño**42,093
Karen Piro**40,082
Patricia Rodriguez-Turker*38,217
Tammy Crayk34,373
Julianne Nagle*29,477
Sonia Páez29,073
Linda C. Toupin28,542
Suzanne Brothers*26,272
Holly Zick**24,075
Joyce Z. Grady23,937
Pam Gruber*23,474
Anita Mallory Garrett-Roe*23,333
Mary Diem*22,716
Kathy Z. Rasmussen**21,685
Dawn A. Dunn19,275
Diane Underwood18,199
Sandy Valerio16,837
Jo Anne Cunningham16,626
Maria I. Monarrez14,995
Sharon Kingrey14,083
Sandra Chamorro13,766
Isabel Venegas13,469
Connie A. Kittson12,866
Sharon Z. Stempson*12,790
Dalene Hartshorn11,889
Diana Heble11,013
Jan Mazzotti10,660
Dana Sumpter10,483
Linda O. Scott10,251
Charlotte G. Kosena10,055
Betty Gilpatrick9,487
Naomi Ruth Easley8,858
Carol Lawler6,455
Andrea C. Newman5,407

Ruby

Carol Anton**\$51,555
Pat Danforth*31,276
Linda McBroom*31,205
Wanda Dalby**30,916
Karlee Isenhardt*29,011
Sue Kirkpatrick*28,306
Johnette Shealy*26,867
Ronnie D'Esposito Klein26,842
Pam Ross*24,923
Shirley Oppenheimer*22,468
Kate DeBlander20,947
Jeanne Rowland*19,795
Janis Z. Moon18,909
Pamela A. Fortenberry-Slate*17,743
Judy Kwiecki17,156
Rebecca Evans*15,214
Margaret Winner15,161
Lynne G. Holliday14,988
Kirk Gillespie14,342
Bea Millsagle14,130
Elizabeth Sapanero13,939
Nancy M. Ashley*13,309
Gena Rae Gass12,770
Michelle L. Sudeth*12,559
Toni A. McElroy12,472
Cheryl J. Davidson12,134
Sue Z. McGray11,433
Jean Santin11,261
Scarlett S. Walker*11,252
Nancy West Junkin*11,231
Vicki Jo Auth11,170
Jessie Hughes Logan*11,059
Patricia Lane11,037
Phyllis Chang10,434
Vicky L. Fuseller10,253
Maria Aceto Piro10,118
Terri Schafer9,931
Amy Dunlap9,281
Cynthia Gress9,087
Donna B. Meixsell9,017
Cindy Towne8,970
Thea Elvin8,295
Cindy Z. Leone8,146
Sharilyn G. Phillips7,917
Rhonda L. Fraczowski7,805
Gay Hope Super7,525
Kimberly Walker7,462
Margaret M. Bartsch7,380
Kelly McCarroll7,052
Katie Walley6,263
Renee D. Hackleman5,640

Sapphire

Christine Peterson**\$74,172
Gayle Gaston**60,938
Lupita Ceballos*58,898
Rena Tarbet*38,515
Joanne Holman**32,535
Jana Cox*31,289
Shannon C. Andrews*27,266
Judie McCoy*25,559
Veronica Benjamin24,282
Jo Anne Barnes19,224
Maribel Barajas19,089
Gloria Baez19,047
Sonya LaVay*19,032
Pam L. Higgs17,659
Pam Klickna-Powell15,800
Mattie Dozier14,865
Alia L. Head14,693
Mary L. Cane14,380
Martie Sibert*14,092
Jan L. Thetford13,877
Jeanne Curtis13,500
Sherril L. Steinman13,154
Brigit L. Bridle12,771
Gillian H. Ortega11,843
Davanne D. Moul*11,556
Nancy A. Moser11,505
Debra M. Wehrer10,585
Carol L. Stoops10,380
Karen Kratochvil10,325
Elizabeth Sanchez10,278
Karen B. Ford9,105
Maria Aguirre8,971
Jill Moore8,754
Kendra Crist Cross8,549
Joy L. Breen8,485
Ann Brown7,992

Emerald

Gloria Mayfield Banks**\$46,280
Sherry Giancristoforo**46,144
Debi R. Moore*35,556
Kathy S. Helou*35,502
Ronda Burnside*31,052
Dacia Wiegandt29,637
Lily Orellana23,495
Miriam Gómez-Rivas22,147
Jamie Cruse-Vrinnios21,161
Pamela Tull20,428
Doris Jannke*19,269
Consuelo R. Prieto18,820
Kerry Buskirk*17,283
Joanne R. Bertalan*17,146
Cathy Bill*16,742
Kym A. Walker*15,300
Cathy Phillips15,293
Mona Butters15,252
Kay E. Elvrum14,704
Janet Tade*14,440
Jackie LaPrade14,437
Cindy Fox*14,317
Shelly Gladstein13,461
Yvonne S. Lemmon12,161
Irene A. Shea11,920
Brenda Segal*11,414
Barbara Whitaker10,898
Jo Reynal Rogers10,807
Judy Harmon10,476
Judy A. Rohde10,277
Sherry A. Alexander10,059
Nora L. Shariff*9,837
Kathy Rodgers-Smith9,775
Crisette M. Ellis8,983
Cristi Ann Millard8,793
Phyllis R. Sammons8,396
Dawn Otten-Sweeney8,319
Sabrina Goodwin Monday8,312
Joanne Hollingsworth8,004
Natalie Privette-Jones7,890
Regina Hogue7,631
Pamela Cheek6,701
Francie McBeth6,529
Esther Whiteleather6,396
Carmen Rios5,420

*Denotes Senior NSD

**Denotes Executive NSD

diamond/diamante

new debuts/debutes March/marzo

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site and go to LearnMK®, keyword, "Advance." Or click on "About DIQ Program" under LearnMK®. /Nuevas Directoras de Ventas Independientes. Para más información, ingresa al sitio electrónico *Mary Kay InTouch®* y visita *AprendeMK®*, palabra clave, *Avance*. O bien, haz clic en *Sobre el programa DIQ* bajo *AprendeMK®*.



Minerva Aguilar Long Beach, Calif. Z. Barajas Unit
Pamela Ruth Andersen Glendale, Ariz. A. Stokes Unit
Alexis Selby Carrico Bowie, Md. J. Moore Unit
Cathy Taylor Collins Lexington, Ky. T. McLean Unit
Michele M. Crocker Dayton, N.J. L. Dade Unit
Jeanna M. Davis Plano, Texas S. Daniels-Gibson Unit
Teresa Edwards Newark, N.J. L. Dade Unit
Ann Lester Franco Salem, Va. A. MacDowall Unit
Susan Marie Johnson Albion, Ind. J. Tyler Unit
Elizabeth Helen Jones Dover, Del. D. Scott Unit



Linda Rose Kennedy Overland Park, Kan. A. Shields Unit
Ana Lucero New Haven, Conn. Y. Lucero Unit
Leanabelle Melendez-Rivera Suwanee, Ga. W. Herren Unit
Deborah Anne Mendoza Salinas, Calif. M. Kinser Unit
Teresa Munguia Upland, Calif. O. Castillo Unit
Maria Lorenza Perez East Palo Alto, Calif. M. Yepez Unit
Angelica Maria Ruiz Moreno Valley, Calif. M. Flores Unit
Linda M. Tyler Fort Washington, Md. B. Spriggs Unit
Susan Vitolo Red Hook, N.Y. C. Kilgour Unit

Congratulations to Sales Directors **Amy L. Armbrust**, Victoria, Minn., K. Haugland Unit; **Priscilla Dawn Briggs**, Lehi, Utah, J. Nagle Unit; **Angela Gomez**, Centennial, Colo., M. Ortega Unit; **Ruth R. Gregg**, Little Rock, Ark., M. Creech Unit; **Natalia Estela Haas**, Mamaroneck, N.Y., M. Ramirez Bravo Unit; **Nancy Hernandez**, Sacramento, Calif., M. Reyna Huerta Unit; **Angela Moreno**, Las Vegas, J. Salas Unit; **Luz A. Reyes-Mogollon**, Miami, V. Vargas Unit; **Delmy Esmeralda Rivera**, Central Falls, R.I., M. Gonzalez Unit; **Rosa Rivera**, College Point, N.Y., V. Beronio Unit; **Marlene Romero**, Elmont, N.Y., A. Orellana Unit; **Lisa A. Taylor**, Jacksonville, N.C., B. Fitzgerald Unit; **Vilma Yadira Vazquez**, Montclair, Calif., G. Gavilanes Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(May 2006 debuts/debutes de mayo 2006)

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



Alluska Entenza Miami D. Wiegandt Area Emerald Seminar
Amy Walker Lehi, Utah J. Nagle Area Diamond Seminar

Congratulations to Sales Director **Chloma Ajaegbu**, West Orange, N.J., Ruby Go Give Area, Ruby Seminar; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.



Japhetia Fettle W. Blackwell Jacksonville, Fla. A. Newman Area

Honors Society/Sociedad de Honor

(May 2006 debuts/debutes de mayo 2006)

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

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diamond/diamante

Fabulous 50s/Los Fabulosos 50 (Nov. 2006 debuts/debutes de Nov. 2006)

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.



Melva L. Johnson
Marshfield, Mo.
D. Underwood Area

On the Write Track/En buen camino (March 2007 debuts/debutes de marzo 2007)

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

Alexis Selby Carrico

Ann Lester Franco

Susan Marie Johnson

Elizabeth Helen Jones

Delmy Esmeralda Rivera

Lisa A. Taylor

New Team Leaders/Nuevas Líderes de Equipo

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

Sandra Y. Acevedo
Yu-Chuan Aguilar
Filadelfia Alcaraz
Christine M. Alfaro
Angelica Alvarez
Sonia Avalos
Denise Bain
Jennifer L. Baiocchi
Norma A. Barriga
Grace A. Baugh
Amy M. Beauregard
Vanessa K. Bell
Judy A. Berget
Kelly A. Bergquist
Althea A. Bishop
April L. Bishop
Antoinette M. Bloomfield
Angela K. Bock
Nancy S. Borjas

Linda G. Brines
Kelly W. Brinson
Vicki D. Brown
Eva E. Burford
Patricia L. Cardinell
Patricia D. Carroll
Maria P. Castaneda
Dora A. Castillo
Sacarias Castillo-Velazquez
Carol W. Childress
Baudelia Cortez
Tere Covington
Jennifer M. Cradlebaugh
Herminia Cuevas
Olga M. Cuzco
Monica Delamora
Valdeci L. Dona
Marleny Duque

Immaculata N. Egwu
Carolyn N. Elliott
Martha Encarnacion
Philomene Etienne
Winnifred Evans-Jordan
Deanna Ezell
Chi-Chi Ezike
Jamie R. Findlay
Kelly Flores
Lisette Garcia
Yudelka Garcia
Maria G. Garro
Melba L. Giraldo
Adelaida Gonzalez
Marleny Gonzalez
Yanai Gonzalez
Jessica Goodgame
Mariavictoria Guasca
Nishmet D. Guerrero

Brendell Hankins
Fanny L. Hanlon
Jocelyn Harris
Luz Maria Hernandez
Angela Holman
Victoria Hueso
Linda Hutson
Alisa A. Jenkins
Elizabeth J. Jenkins
Erin E. Jensen
Ariel Leavitt
Beverly E. Lenhart
Maria C. Lento
Idalia Leon
Heather R. Madden
Gloria M. Mahan
Rosa G. Maldonado
Sandra P. Maraver
Jean Martin

Salvina Martins
Carlota M. Mateo
Nelly E. Meroth
Leah M. Meyers
Darlene M. Misciagno
Kimberly A. Mitchell
Kelly Moel
Ana M. Navarro
Carol M. Nelson
Jana L. Nordfelt
Pancy M. Nuckols
Susan P. Nutt
Yolanda Olivas
Gertrude M. Onwuemene
Edith Oropeza
Delia E. Pena
Maria F. Perez
Nicole M. Petroff
Julie A. Pinegar

Luz C. Polanco
Alma Ramirez
Tracey F. Reimann
Rosario Reiser
Lauren E. Richards
Cecila Robles
Miriam E. Rodas
Idalia Rodriguez
Ramona M. Rodriguez
Yolanda Rodriguez
Sandra P. Romero
Tammy M. Rosas
Rosa M. Saavedra
Olvin N. Sagastume
Nubia Y. Salazar
Daisy Sanchez
Petra Sanchez
Naomilyn L. Scheler
Wendy Scholten

Jade M. Siscel
Christina M. Smith
Nancy Soto
Rhiannon Stillinger
Jennifer L. Stone
Susan Stone
Stephanie L. Thompson
Sady S. Tingey
Alma Rosa Valladares
Sonia Villalpando
Sandra D. Walker
Kelli E. Young
Amparo R. Zavaleta
Deborah J. Ziesman

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diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

52 Gold Medals/Medallas de Oro		8 Gold Medals/Medallas de Oro		Mojisola Odulaja, T. Agunbiade Unit.....7		Anayanci Canales, E. Diaz Unit.....8	
Sales Director Blanca Arroyo.....5		Sales Director M. G. Jan Chesmore.....5		Nancy Pilot, V. Otterness Unit.....6		Patricia Carroll, N. Solomon Unit.....7	
38 Gold Medals/Medallas de Oro		Sales Director Maria DeLourdes Exiga.....8		Sales Director Paula Ramirez.....5		Lucy Chavez, J. Medina Unit.....5	
Sales Director Josefa Rosario.....5		Sales Director Gloria Manning.....12		Rebecca Renzi, C. Tellier Unit.....12		Dinorah Collazo, M. Melara Unit.....5	
35 Gold Medals/Medallas de Oro		Sales Director Georgina Ochoa.....5		Linda Venters, V. White Unit.....7		Tere Covington, L. Gutierrez-Barajas Unit.....5	
Sales Director Cindy Wallace.....6		7 Gold Medals/Medallas de Oro		Wendy Wright, S. Harter Unit.....10		Marleny Duque, O. Giraldo Unit.....5	
27 Gold Medals/Medallas de Oro		Virginia Alverson, S. Alverson Unit.....5		Blanca Zhungo, I. Venegas Unit.....12		Kabi Eaton, C. Fisher-Oviatt Unit.....5	
Sales Director Debbie Frazer.....6		Sales Director Terri Francis-Ahlfeld.....5		2 Gold Medals/Medallas de Oro		Philomene Etienne, G. Ambrossi Unit.....5	
Sales Director Juanita Gaddy.....5		Sales Director Pam Hilliard.....5		Carmen Alvarado, K. Rosas Unit.....11		Deanna Ezell, M. Rains Unit.....5	
Sales Director Joselin Torres.....6		Sales Director Veronica Landry Johnson.....5		Maria Amaya, M. Reyes Unit.....5		Chi-Chi Ezike, B. Peterson Unit.....5	
26 Gold Medals/Medallas de Oro		Sales Director Mireya Pace.....8		Graciela Banuelos, G. Gavilanes Unit.....5		Kelly Flores, R. Shahin Unit.....5	
Sales Director Yesenia Mendez.....6		6 Gold Medals/Medallas de Oro		Jessie Bildings, T. McAllister Unit.....13		Yudelka Garcia, C. Zaldivar Unit.....5	
25 Gold Medals/Medallas de Oro		Mercedes Cruz, M. Reyes Unit.....6		Maria Cabrera, L. Martinez Unit.....5		Ana Garibay, L. Barajas Unit.....5	
Sales Director Yvonne Tazem.....5		Sales Director Jodi Even.....6		Fanny Castillo, E. Valdez-Cruz Unit.....8		Marleny Gonzalez, O. Giraldo Unit.....5	
22 Gold Medals/Medallas de Oro		Morena Gaitan, M. Martinez-Ardon Unit.....8		Laura Cernohous, D. Turner Unit.....10		Nishmet Guerrero, I. Hernandez Unit.....6	
Sales Director Ana Alvarez.....7		Sales Director Karin Patrick.....5		Elvira Collazo, F. Franco Unit.....8		Fanny Hanlon, S. Leskosky Unit.....8	
21 Gold Medals/Medallas de Oro		Sales Director Chikodili Ugokwe-Udamba.....7		Kena Del Val, M. Monarez Unit.....10		Margarita Hernandez, G. Melendez Unit.....5	
Sales Director Margaret Easter.....7		5 Gold Medals/Medallas de Oro		Carolyn Evans, L. Dowell Unit.....7		Angela Holman, S. Calhoun Unit.....5	
Sales Director Chatney Gelfius.....8		Sales Director Maria Argueta.....5		Ruth Everhart, V. Diaz Unit.....6		Victoria Hueso, K. Colon Unit.....5	
19 Gold Medals/Medallas de Oro		Ana Ayon, J. Santos Unit.....5		Sara Gmitro, C. Ali Unit.....6		Alisa Jenkins, A. Niculescu Unit.....8	
Sales Director Luciana Zook.....5		Sales Director Ana Cardona.....6		Cecelia Hampton, C. Harris Unit.....5		Erin Jensen, S. Smith Unit.....8	
18 Gold Medals/Medallas de Oro		Sales Director Dee Dennison.....5		Victoria Hernandez, R. Santillan-Vargas Unit.....6		Patricia Jimenez, M. Morales-Linare Unit.....5	
Sales Director Ruth Ojibeka.....9		Sales Director Rosetta Hunt.....5		Lorna Jaquess, A. Stokes Unit.....8		LaToya Jones, C. James Unit.....5	
17 Gold Medals/Medallas de Oro		Sales Director Cecilia James.....5		Sales Director Aishat Koya.....5		Kjerstina Krum, C. Richards Unit.....9	
Sales Director Mary Satterfield.....5		Sales Director Anne Leanos.....7		Sales Director Misty Lakes.....5		Angela Lealaogata, A. Hayner Unit.....5	
16 Gold Medals/Medallas de Oro		Sales Director Josefa Ocampo.....5		Ena Lemus, M. Mendoza Unit.....10		Ariel Leavitt, A. Walker Unit.....6	
Sales Director Arlene Turner.....5		4 Gold Medals/Medallas de Oro		Maria Marquez, M. Lemus Unit.....5		Jennifer Lee, N. Fuqua Unit.....5	
15 Gold Medals/Medallas de Oro		Sales Director Brenda Bennett.....5		Maria Martinez, D. Ponce Unit.....10		Maria Lento, I. Venegas Unit.....5	
Sales Director Teresa Lischwe.....5		Sales Director Veronica Flores De Medina.....7		Lina Mazuera, M. Teran Unit.....7		Crystal Lyon, D. Christensen Unit.....5	
14 Gold Medals/Medallas de Oro		Sales Director Sara Galvan.....12		Christy McDaniel, J. Lopez Unit.....5		Rosa Maldonado, Y. Sanchez Unit.....5	
Sales Director Olga Giraldo.....5		Sales Director Zuleyn Ho Miranda.....7		Sales Director Carmen Molina.....9		Sandra Maraver, M. Pina Unit.....6	
Sales Director Felicia Nweze.....5		Sales Director Molly Maass.....5		Gabriela Navarro, M. Gonzalez Unit.....5		Elsa Medina, A. Tauscher Unit.....5	
13 Gold Medals/Medallas de Oro		Tricia Meier, F. Hendricks Unit.....16		Christabel Nduhuisi, S. Ozurigo-Odum Unit.....5		Maria Mendez, C. Perdomo Unit.....5	
Sales Director Edrenia Coleman.....7		Sales Director Jacqueline Moore.....5		Patricia Quinn, P. Nuzzi Unit.....11		Nelly Meroth, M. Castellanos Unit.....5	
Sales Director Morayma Rosas.....7		Sales Director Caira Nehring.....5		Mercedes Randolph-Coburn, B. Meniru-Hudson Unit.....5		Trudy Miller, A. Ruffin Unit.....5	
Sales Director Betty Symons.....5		Sales Director Margarita Orozco.....5		Tambra Rasmussen, A. Walker Unit.....6		Darlene Misciagno, J. Deardorff Unit.....9	
11 Gold Medals/Medallas de Oro		Sales Director Aristeida Rodriguez.....5		Lucila Salazar, M. Diaz De Leon Unit.....5		Diana Monje, D. Urbina Unit.....5	
Sales Director Jennifer Agema.....6		Theodora Shepherd, C. Coulter Unit.....12		Lori Samples, M. Lemon Unit.....14		Jennifer Robertson, M. Robertson Unit.....8	
10 Gold Medals/Medallas de Oro		Sales Director Graciela Valadez.....5		Sales Director Raysa Serpa.....5		Miriam Rodas, P. Ramirez Unit.....7	
Sales Director Gregoria Lopez.....5		Sales Director Viviancy Yepes.....6		Maria Soto, A. Avila Unit.....6		Maria Rodriguez, M. Gonzalez Unit.....6	
Sales Director Audrey MacDowall.....7		3 Gold Medals/Medallas de Oro		JoNeal White, E. Coleman Unit.....5		Yolanda Rodriguez, M. Figueroa Unit.....5	
		Queen Addison, M. Easter Unit.....5		Carol Whitehorn, P. Pottinger Unit.....10		Mayuli Rolo, S. Páez Unit.....7	
		Sharon Braithwaite, P. Pottinger Unit.....10		Sales Director Brenda Williams-Butts.....5		Sandra Romero, R. Shahin Unit.....5	
		Sales Director Elvira Bravo Cervantes.....5		1 Gold Medal/Medalla de Oro		Rosa Saavedra, R. Villarreal Unit.....5	
		Patricia Daley, S. Fields Unit.....6		Elvira Aboytes, A. Rivas Unit.....6		Olvin Sagastume, A. Garcia-Herrera Unit.....5	
		Sales Director Indhira Fernandez.....5		Jean Alexander, J. Higgins Unit.....5		Adelayda Sanchez, Y. Espinal Unit.....5	
		Jennifer Fitzgerald, M. Shopshire Unit.....13		Ana Archaga, L. Balcazar Unit.....5		Juana Sanchez, M. Casillas Unit.....7	
		Erika Flores, A. Garcia Unit.....10		Kunemofa Asu Ekiye, S. Ozurigo-Odum Unit.....5		Debra Sebastian, C. Lemper Unit.....5	
		Elena Gorrostieta, M. Amador Unit.....5		Maria Ayala, T. Alcalá Unit.....5		Kimberly Sickerson, S. Olson Unit.....6	
		Margarita Hidalgo, C. Gomez Unit.....11		Noemi Baez, J. Rosario Unit.....5		Jade Sisco, M. Lemon Unit.....5	
		Jennifer Mackey, N. Swanson Unit.....7		Berta Benitez, E. Diaz Unit.....5		Minnie Spaeth, B. Doyle Unit.....5	
		Dawn Mangelsen, C. Burgstahler Unit.....14		Rebecca Berrett, K. Cowdell Unit.....5		Lorena Vicente, E. Fernandez Unit.....7	
		Silva Mowrey, S. Leskosky Unit.....6		Sonia Bonilla, A. Garcia-Herrera Unit.....5		Rosalinda Villagomez, A. Bustamante Unit.....5	
		Vickie Nichols, M. Williams Unit.....8		Chandi Broadbent, C. Richards Unit.....5		Sandra Walker, M. Mays Unit.....6	
				Rosana Brum, S. Niell Unit.....5		Amparo Zavaleta, M. Gonzalez Unit.....5	
				Maria Callejas, S. Reyes Unit.....9			

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during May./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 al mayoreo de la sección 1 y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en mayo.

Sales Director Valorie Jean White.....\$4,284.67	Sales Director Audrey K. MacDowall.....1,552.41	Sales Director Cindy Wallace.....1,460.52
Patricia Quinn, P. Nuzzi Unit.....2,331.29	Sales Director Martha Kay Raile.....1,540.08	Sales Director Ana X. Solis.....1,452.83
Sales Director Heather M. Julson.....1,809.47	Sales Director Ada Y. Garcia-Herrera.....1,539.85	Sales Director Karen M. Bonura.....1,443.07
Sales Director Chatney Gelfius.....1,784.80	Sales Director Debbi Banker.....1,535.92	Sales Director Anne Elizabeth Leanos.....1,430.65
Sales Director Maria Flores.....1,778.51	Sales Director Morayma Rosas.....1,518.82	Berta Benitez, E. Diaz Unit.....1,388.76
Sales Director Rosibel L. Shahin.....1,687.84	Sales Director Luciana Zook.....1,491.38	Sales Director Andrea L. Peters.....1,348.46
Sales Director Elvi S. Lamping.....1,685.91	Sales Director Ruth Ojibeka.....1,487.38	Sales Director Kathy M. Viola.....1,336.14
Sales Director Brenda Bennett.....1,605.55	Margarita M. Hidalgo, C. Gomez Unit.....1,480.75	
Sales Director Omosolape O. Akinyoyenu.....1,587.59	Sales Director Peggy Sperling.....1,474.95	

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their May 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de mayo de 2007.

Pearl/Perla

Jeanie Martin.....	\$133,656
Kathryn L. Engstrom.....	102,073
Kim L. McClure.....	97,139
Kristin Myers.....	91,528
Leah G. Nelson.....	80,713
Cindy Machado.....	77,293
Amy Kirell.....	75,238
Holly L. Ennis.....	74,648
Roya M. Mattis.....	70,651
Amy Kemp.....	66,271
Maria Dowling.....	66,033
Laurie C. Cole.....	65,559
Lisa Olivares.....	62,419
Denise E. Crosby.....	62,376
Gwen L. Gihring.....	61,598
Kylie Ann Sanches.....	61,494
Sandra M. Munguia.....	60,766
Alma Orrostieta.....	60,517
Ikpenwosa Aho.....	60,467
Victoria Rachel Piccirilli.....	57,709
Lisa Allison.....	57,596
Rachael M. Bullock.....	57,268
Stacey Craft.....	56,771
Jo Shuler.....	56,574
Holli Thompson Lowe.....	56,553
Renee Brooks.....	55,330
Barbara R. Johnson.....	55,379
Menina M. Givens.....	53,521
Regina Lockwood.....	53,332
Joyce Recenello.....	53,078
Penny J. Jackson.....	52,464
Kathy Eckhardt.....	52,086
Janice Baxter Hull.....	51,616
Susan M. Hohlman.....	50,964
Pamela Anne Lanning.....	50,501
Terri Lewis.....	49,968
Charlene Grubbs.....	49,832
Tina M. Wright.....	49,262
Laura Poling.....	49,121
Heather Marie Erbe.....	48,126
Shari M. Kirschner.....	48,089
Maria E. Valverde.....	47,518
Pat Ringnalda.....	47,487
Jody Kregar.....	46,600
Evelyn Hill.....	46,087
Maria Bolling.....	45,950
Maria A. Sosa-Palomares.....	45,717
Nicole Rene Garfield.....	45,643
Dorothy D. Boyd.....	44,733
Linda F. Owens-Hale.....	44,901
Laura Ann Zipay.....	44,480
Jatashia A. Bennett Manson.....	44,123
Nadine H. Huckabee-Stanley.....	44,073
Susan K. Janish.....	44,007
Richelle V. Barnes.....	43,649
Dana Julyn Pizzo.....	43,601
Yvette Alexander.....	43,414
Sherry L. Fields.....	43,095
Julia Sander Burnett.....	43,031
Amie N. Gamboian.....	42,987
Carmen J. Felix.....	42,622
Betty B. Lucido.....	42,547
R. Sue Miller.....	42,224
Alicia Borkowska.....	42,211
Alma A. Munoz.....	42,122
Rita Schaefer.....	41,961
Patti Cornell.....	41,824
Patricia Fitzgerald.....	41,437
Deirdre L. Eschauzier.....	41,305
Rose A. Harvell.....	40,783
Tara Storm.....	40,866
Tracey L. Chavez.....	40,530
Julie A. Ashby.....	40,498
Patty Webster.....	40,462
Iva Kurz.....	40,358
Danielle Lois Desiante.....	40,212
Harriett Sharpe.....	39,865
Nedra White.....	39,499
Michelle Annese Bleichert.....	39,472
Lori L. Kreh.....	39,244
Annette Hazuka.....	39,241
Debbie Jacobs.....	39,219
Maria S. Campbell.....	39,167
Teresa N. Miller.....	38,827
Sheryle Frederic.....	38,782

Darlene A. Juliana.....	38,721
Marilyn Schmucker.....	38,629
Anne Geertsen.....	38,375
Elizabeth B. Muna.....	38,358
Linda G. Livingston.....	38,038
Stephanie Nicole Tran.....	37,792
Moji Mojtabaie.....	37,679
Lindsay R. Stewart.....	37,658
Keita Powell.....	37,548
Tammy Bone.....	37,533
Gail Boorum.....	37,318
Susy Villagomez.....	37,030
Laurie Michelle Lauchlan.....	37,029
Amber D. Campbell.....	36,980
Judi Tapella.....	36,925

Diamond/Diamante

Pat A. Nuzzi.....	\$135,243
Kim I. Cowdell.....	129,163
Evelinda Diaz.....	102,005
Vivian Diaz.....	95,284
Chatney Gelfius.....	92,906
Audrey K. MacDowall.....	86,565
LaRonda L. Daigle.....	86,527
Debi Christensen.....	86,251
Evelilia Valdez-Cruz.....	84,200
Valorie Jean White.....	84,061
Ada Y. Garcia-Herrera.....	75,565
Cecilia C. James.....	74,082
Ana X. Solis.....	73,442
Michelle L. Farmer.....	69,240
Patricia Schneider.....	69,117
Elvi S. Lamping.....	68,898
Yosaira Sanchez.....	68,169
Kelly Miller-Johnson.....	67,510
Olga Cecilia Giraldo.....	67,325
Andrea Shields.....	65,832
Anaitzel Avila.....	65,307
Maricarmen Gonzalez.....	63,765
Patricia Carr.....	63,674
Brenda Bennett.....	63,265
Kerry J. DeVilbiss.....	63,256
Arianne C. Morgan.....	62,893
Maria M. Amador.....	61,924
Kristen P. Marks.....	61,719
Heidi Goelzer.....	60,226
Rosibel L. Shahin.....	59,909
Connie L. Russo.....	58,922
Teresa A. Lischwe.....	57,261
Consuelo A. Gomez.....	57,095
Christine Burgstahler.....	57,031
Karime Rosas.....	56,751
Rosa C. Fernandez.....	56,706
Julie Schlundt.....	56,000
Blanca E. Arroyo.....	55,765
Vicki O'Bannon.....	55,580
Karen L. Kunzler.....	55,572
Caterina M. Harris.....	55,478
Cruz L. Zaldivar.....	55,193
Faith A. Gladding.....	54,953
Suzanne T. Young.....	54,907
Tina Dianne Ward.....	54,574
Nancy Fox Castro.....	53,782
Yoanni Espinal.....	53,593
Eileen M. Huffman.....	53,221
Melissa Mays.....	52,660
Lara F. McKeever.....	52,621
Martha Kay Raile.....	52,552
Judy Higgins.....	52,054
Cindy S. Kriner.....	51,989
Marsha Morrisette.....	51,155
Meyra Esparza.....	50,883
Stephanie A. Richter.....	50,741
Omosolape O. Akinyoyenu.....	50,056
Digna Urbina.....	49,993
Deborah Dudas.....	49,924
Melinda M. Balling.....	49,767
Martha Reyes.....	49,373
Kari M. Medina.....	49,275
Julie Danskin.....	49,074
Melissa R. Hennings.....	48,961
Susan K. Carlson.....	48,858
Maritza Estela Gonzalez.....	48,712
Krista A. Johnson.....	48,666
Donna J. Saguto.....	48,587

Lisa A. Stengel.....	48,301
Gerri Anne Morris.....	47,898
Viviana Vargas.....	47,895
Missy Shopshire.....	47,426
Sharon B. Carney-Wright.....	47,104
Jan Deardorff.....	46,997
Tania Alcala.....	46,823
Virginia Rowell.....	46,709
Deb L. Turner.....	46,652
Monica J. Hartle.....	46,441
Heather M. Julson.....	46,401
Kim A. Messmer.....	46,372
Susan Hattlem Weeks.....	45,829
Lisa Rada.....	45,757
Priscilla McPheeters.....	45,303
Jeanette E. Beichle.....	45,274
Jill Tyler.....	45,132
Pamela J. Simonson.....	45,025
Maria Elena Guadarrama.....	44,979
Cheryl B. Gainsford.....	44,967
Nikki Hall Edgemon.....	44,908
Susan M. McCoy.....	44,594
Kathe Cunningham.....	44,428
Bernadette Spriggs.....	44,391
Tricia Ann Ramer.....	44,367
Shelly Palen.....	44,187
Gina M. Viola.....	43,854
Kathy I. Ambrossi.....	43,617
Sheryl Peterson.....	43,574
Katie Eloise Myler.....	43,562
Luz H. Balcazar.....	43,358
Peggy Sperling.....	43,015

Ruby/Rubi

Roli Akperi.....	\$170,888
Ekene S. Okafor.....	157,186
Thessy Nkechi Nwachukwu.....	117,155
Phuong L. White.....	115,782
Dorothy C. Ibe.....	103,139
Maribel Fedri.....	98,114
Krystal D. Downey-Shada.....	85,873
Stella Nwokoye-Pius.....	80,470
Anne Obiageli Akanonu.....	74,918
Phina N. Onwuachui.....	74,311
Oye A. Onuoha.....	70,106
Myr Sharon Howell.....	70,031
Kimberly Cavarretta.....	68,417
Lisa Anne Harmon.....	68,001
Donna Clark.....	67,319
Sherrile L. Clemons.....	65,876
Barbara A. Haley.....	64,668
Olufunke Monisola Akinokun.....	61,550
Kali DeBlander Brigham.....	60,583
Jackeline N. Alford.....	58,307
Christy M. Cox.....	57,884
Candy D. Lewis.....	57,636
Joyce Omene.....	57,595
Alicia Bivens-Jones.....	57,548
Carmen Nunez.....	57,359
Lisa V. Bauer.....	56,101
Diane Covington.....	55,598
Julie Smith.....	55,551
Kemi E. Madunta.....	55,210
Julie Thomas.....	54,424
Olubunmi Ebiwonjumi.....	54,397
Kathy Monahan.....	54,359
Sheila K. Valles.....	54,171
Mary Jo Dallen.....	53,478
Marnie R. Yunger.....	51,475
Jane Beekley.....	51,450
Margi S. Eno.....	51,294
Suzanne Moeller.....	50,877
Ingrid Randall.....	50,386
Connie A. Brinker.....	50,101
Liz Whitehouse.....	50,023
Linda Christensen.....	49,807
Lupita G. Ramirez.....	49,783
Sonya F. Goins.....	49,444
Corrin Cresci.....	48,876
Becky M. Xepoleas.....	48,840
Charlene N. Mason.....	47,948
Melissa Regina Almanza.....	47,340
Michelle L. Mathews.....	47,235
Gloria Dominguez.....	46,623

Chioma Ajaegbu.....	45,922
Dori M. Fennell.....	45,860
Debbie A. Elbrecht.....	45,858
K. T. Marie Martin.....	45,420
Patricia Onyise.....	44,934
Nina Jonah Ndukwe.....	44,867
Natalie A. Rivas.....	44,810
Anne Weidenweber.....	44,652
Janet M. Gammill.....	44,616
Deborah S. Bailly.....	44,583
Aimee Elizabeth Power.....	44,568
Elizabeth Medernach.....	44,559
Eleanor M. Reigel.....	44,458
Judi L. Heacock.....	43,736
Judie Roman.....	43,262
Nina Borislov Shull.....	43,178
Laurie Hallock.....	43,076
Mary Lou Ardohain.....	43,023
Jill E. Garrett.....	42,980
Deborah K. Hack.....	42,832
Cathy G. Huhta.....	42,575
Rebecca W. Cox.....	42,133
Donna F. Knotts.....	41,595
Maggie G. Shake.....	41,208
Nia Putnam.....	41,102
Sheryl K. Goins.....	40,977
Maria Salazar Ibarra.....	40,883
Elsa Aracely Gannon.....	40,712
Cindy L. Yates.....	40,647
Cindy K. Bermea.....	40,537
Amber L. Faulk.....	40,321
Laura A. Kattenbraker.....	39,897
Eva E. Holguin.....	39,672
Lisa Baker.....	39,561
Lucinda Rudd.....	39,449
Debra J. Sims.....	39,369
Somer Ballard Carter.....	39,355
Mary L. Morgan.....	39,257
JoAndrea Proia.....	39,036
Courtney Leanne Armstrong.....	38,478
Suzanne Tripp-Black.....	38,183
Beth A. Leet.....	37,881
Anita D. Chavez.....	37,406
Karen Pappas.....	37,362
Cathie Stevens.....	37,214
Breda M. Teal.....	37,106
Jan Martino.....	37,075
Modupe M. Bajomo.....	37,005
Daria L. Issa.....	36,960

Sapphire/Zafiro

Melva M. Slythe.....	\$125,981
Tracy Potter.....	117,852
Paola J. Ramirez.....	110,119
Jennifer L. Semelsberger.....	93,106
Julie Weaver.....	82,816
Ann W. Sherman.....	80,274
Jodi L. Feller.....	77,413
Jill Beckstedt.....	74,408
Beverly M. Brown.....	67,949
Kathy R. Bullard.....	67,043
Lorraine B. Newton.....	66,878
Janelle A. Ferrell.....	64,567
Kristi M. Nielsen.....	63,638
Cheryl T. Anderson.....	63,110
Linda L. Quillin.....	63,106
Delmy Ana Torrejon.....	62,427
Barbara Olesen Randall.....	59,822
Ann Ferrell Smith.....	59,785
Ana Maria Barba.....	59,005
Binta Touray Jagne.....	57,945
Katie D. Nichols.....	57,767
Lyns Yee.....	57,359
Sylvia Boggs.....	56,891
Angie S. Day.....	56,792
Nancy W. Pettaway.....	55,418
Julia Mundy.....	54,730
Tammy Ramage.....	54,591
Debbie A. Weld.....	54,059
Judy K. Johnson England.....	53,601
Deborah Sue Davis.....	53,548
Linda F. Merritt.....	52,640
Elizabeth A. Poole.....	52,569
Charlyn C. Eschette.....	51,000
Elizabeth McCandliss.....	50,853

Elaine B. Lewis.....	50,398
Lady Ruth Brown.....	50,374
Jennifer Bessey.....	49,799
Peggy B. Sacco.....	49,658
Avelyn R. Smith.....	49,635
Brynnie M. Blalock.....	48,343
Bonnie Crumrin.....	48,074
Ronda Compton.....	48,040
Pilar Najera.....	47,950
Randi Stevens.....	47,794
Moonimah Mary Ramsaran.....	47,501
AnaMaria R. Cruz.....	47,125
Kimberly D. Starr.....	46,790
Gladis Elizabeth Camargo.....	46,607
Lynn A. Cervini.....	46,540
Jami B. Hovey.....	46,529
Lavarn Campbell.....	46,392
Anabel S. Cantu.....	46,173
Terry A. Hensley.....	46,045
Christy Bigham.....	45,883
Theresa Kusak-Smith.....	45,456
Nita Ann Godwin.....	44,996
Bea Heath.....	44,770
Zasha Noel Lowe.....	44,700
Ruby Garner.....	44,671
Angelee R. Murray.....	44,524
Ana Ruth Gomez.....	44,496
Giana Marelli Bonheur.....	44,486
Linne' Lane.....	44,243
Maria G. Leon.....	44,119
JoAnna P. Shippe.....	43,686
Eileen Fricke.....	43,536
Linda Klein.....	43,427
Sonia P. Lett.....	43,090
Julie Neal.....	42,941
Nyenne Applegate.....	42,824
Moleda G. Dailey.....	42,464
Kimberly M. Kelley.....	42,413
Joanna Helton.....	42,176
Jerlene Vrana.....	41,938
Flory Palencia.....	41,933
Jennifer G. Bouse.....	41,778
Pam J. Rhode.....	41,480
LaVerne Byrd Goodloe.....	41,394
Alma M. Arias.....	41,046
Danice C. McEldowney.....	40,811
Julie M. Moreland.....	40,765
Danita Sajous.....	40,587
Brandy Michelle Redden.....	40,535
Candy I. Johnston.....	40,222
Heather L. Bohlenger.....	40,143
Phyllis I. Pinksner.....	39,960
Joni D. Koontz.....	39,939
Cindy L. Hess.....	39,925
Kim B. Roberts.....	39,783
Rebecca S. Bowlin.....	39,771
Judy Pennington.....	39,710
Maria Guadalupe Rodriguez.....	39,653
Jill L. Glockner.....	39,521
Sandra A. Zavoda.....	39,433
Ynocenta Hernandez.....	39,293
Alison Renee Jurek.....	39,259
Lorraine A. Collette.....	39,158
Rosa Elia Meza-Sanchez.....	39,142
Lisa D. Jilge.....	39,043
Jeannie Helm.....	38,864

Emerald/Esmeralda

Mayra Smalley.....	\$141,167
Hollie R. Sherrick.....	117,127
Marianne L. Anderson.....	94,426
Maritza Lanuza.....	84,803
Anna Joseph Peet.....	76,872
Sandra Lopez.....	71,471
Helen Asare Jakpor.....	70,419
Ann Shears.....	68,609
Toya M. Drew.....	67,554
Vicki Powell.....	61,491
Denise G. Kucharski.....	60,302
Martha J. Roman.....	57,970
Maria Cristina Cuenca.....	57,351
Pattie A. Robinson.....	56,062
Lisa A. Hawkins.....	55,551
Silvia Ramos.....	55,029
Melody June Oertle.....	54,499

Pam Robbins Kelly.....	53,831
Silvia Valencia.....	53,309
Aliuska Entenza.....	52,900
Gwen Regan.....	52,492
Cynthia Ann Pack.....	52,403
Evalina Chavez.....	52,277
Ayobami O. Olusa.....	52,103
Nancy Harder.....	52,016
Cory L. Kinchloe.....	51,911
Barbara Gizzo.....	51,841
Celsa Menjivar.....	51,433
Rosemary Mitchell.....	51,188
Jeanie M. Tamborello.....	51,027
Barbara Pleet.....	50,905
Tracy Bryce.....	50,619
Heather A. Carlson.....	49,635
Sheri L. Farrar-Meyer.....	4

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 100 percent personal recruit commission.

Pearl

Jeanie Martin	\$19,828.54
Kim L. McClure	13,262.34
Kathryn L. Engstrom	12,739.05
Alma Orrosetti	11,690.74
Cindy Machado	10,885.60
Rachael M. Bullock	10,628.81
Kristin Myers	10,607.28
Penny J. Jackson	10,599.23
Leah G. Nelson	10,454.63
Amy Kitzell	10,182.92
Holli Thompson Lowe	10,157.38
Sandra M. Mungula	10,108.55
Menina M. Ghens	10,107.02
Holly L. Ennis	9,951.88
Jeanie K. Navkal	9,815.4
Renee Brooks	9,778.12
Susan M. Hohlman	9,745.73
Lisa Allison	9,707.20
Lisa Olivares	9,289.28
Tammy A. Vavala	9,269.87
Maria Dowling	9,083.23
Nadine Bowers	9,077.33
Joyce Recenello	9,062.90
Jo Shuler	8,996.56
Judy Brack	8,828.91
Kathy Eckhardt	8,668.91
Janice Baxter Hull	8,650.81
Ikipenwosa Alho	8,635.40
Victoria Rachel Piccirilli	8,467.79
Dorothy D. Boyd	8,357.70
Julia Sander Burnett	8,320.78
Nadine H. Huckabee	
Stanley	8,318.17
Roya M. Mattis	8,281.04
Barbara R. Johnson	8,151.84
Carmen J. Felix	8,138.31
Gwen L. Gihring	8,044.75
Denise E. Crosby	8,018.18
Linda F. Owens-Hale	7,906.43
Patty Webster	7,877.20
Anita N. Conley	7,818.82
Stacey Craft	7,817.38
Jatashia A. Bennett-Manson	7,740.50
Laurie G. Cole	7,664.52
Sally Moreno	7,644.45
Terri Lewis	7,628.71
Alicia Borkowska	7,520.95
Joyce Bruder	7,478.86
Kylie Ann Sanches	7,442.57
Amy Kemp	7,311.61
Keita Powell	7,271.47
Tracey L. Chavez	7,217.90
Ann N. Gambolan	7,188.44
Marita W. Campbell	7,174.11
Sandra Giraldo Kirchhoff	7,117.74
Anna Maslakova	7,112.24
Patti Cornell	7,056.85
Heather Marie Erbe	7,032.37
Shari M. Kirschner	7,028.29
Charlene Grubbs	6,993.34
Betty B. Lucido	6,987.98
Rita Schaefer	6,895.38
Francene M. Anderson	6,778.35
Anne Geertsen	6,740.33
Maria A. Sosa-Palomares	6,716.49
Mojl Mojtabale	6,710.58
Regina Lockwood	6,694.08
Vicki B. Crank	6,626.80
Mary C. Estupinan-Martel	6,565.16
Nicole Rene Garfield	6,543.43
Marlye Durrer	6,542.66
Lynette Sorrentino	6,542.63
Irene K. Foster	6,537.54
Pat Ringnalda	6,516.04
Evelyn Hill	6,479.50
Susie Kopacz	6,463.42
Maria S. Campbell	6,428.38
Pamela Anne Lanning	6,423.98
Gail Boorum	6,422.78
Alma A. Munoz	6,367.26
Harriett Sharpe	6,364.21
Shelley Eldridge	6,319.30
Tina M. Wright	6,293.21
Maria Bolling	6,292.79

Julie A. Ashby	6,245.25
Laura Ann Zipay	6,236.94
Sherree E. Koehler	6,234.02
R. Sue Miller	6,206.34
Iva Kurz	6,148.89
Debbie Jacobs	6,114.71
Sandra Tatzar	6,103.65
Jody Kregar	6,079.87
Mara C. Lane	6,057.10
Judi Tapella	6,055.79
Mary Beth Slattum	6,044.68
Snowe Miller Saxman	6,040.63
Danielle Lois Deslante	6,024.16
Yvette Alexander	5,981.44
Maria E. Valverde	5,968.66
Diane Heckathorne	5,919.80
Lori L. Kreh	5,856.02

Diamond

Evelinda Diaz	\$16,835.90
Pat A. Nuzzi	16,627.21
Kim L. Cowdell	15,815.13
Vivian Diaz	14,739.18
Valorie Jean White	14,548.01
Rosibel L. Shahn	14,286.46
Audrey K. MacDowall	13,559.78
Ada Y. Garcia-Herrera	13,433.42
Evitelia Valdez-Cruz	12,423.49
LaRonda L. Dalgle	12,353.73
Omosolape O. Akinyoyenu	12,039.77
Chattney Geilfus	11,877.44
Maricarmen Gonzalez	11,745.35
Ana X. Solis	11,241.74
Heldi Goetzer	11,204.01
Martha Kay Ralle	10,990.51
Cecilia C. James	10,910.66
Priscilla McPheeters	10,652.50
Yosaira Sanchez	10,599.47
Eini S. Lamping	10,483.72
Caterina M. Harris	10,323.29
Debi Christensen	10,226.52
Connie L. Russo	10,037.16
Morayma Rosas	10,023.99
Kelly Miller-Johnson	9,830.36
Brenda Bennett	9,798.94
Bianca E. Arroyo	9,609.93
Andrea Shields	9,568.68
Gina Rodriguez	9,404.26
Maria Flores	9,252.31
Anaizel Avila	9,201.09
Rosa C. Fernandez	9,177.40
Marsha Morrisette	9,174.14
Susan K. Carlson	9,170.06
Olga Cecilia Giraldo	9,162.24
Mayra Esparza	9,067.77
Yooni Espinal	8,979.35
Krista A. Johnson	8,904.01
Faith A. Gladding	8,884.88
Michelle L. Farmer	8,856.04
Melissa R. Hennings	8,828.86
Maria Teresa Lozada	8,808.21
Gladys C. Reyes	8,769.87
Terri J. Beckstead	8,727.63
Melinda M. Balling	8,724.75
Heather M. Julson	8,722.85
Deanna L. Spillman	8,629.75
Maria S. Schlundt	8,622.42
Juanita Gudino	8,544.33
Patricia Carr	8,466.85
Vicki O'Bannon	8,391.45
Kerry J. DeVillibus	8,348.36
Maritza Estela Gonzalez	8,286.40
Deborah Dudas	8,258.00
Teresa A. Lischwe	8,248.80
Suzanne T. Young	8,222.80
Anna Carolina Alvarez	8,215.80
Karime Rosas	8,200.61
Lisa A. Stengel	8,192.42
Ruth Ojibeka	8,172.11
Maria M. Amador	8,153.44
Julie Garvey	8,048.31
Patricia Schneider	7,998.55
Lara F. McKeever	7,992.39
Emily Sims	7,970.10
Anne Newcomb	7,866.77
Rose Rodriguez	7,802.21

Eileen M. Huffman	7,779.78
Nancy Fox Castro	7,753.63
Tina Dianne Ward	7,752.01
Christine Burgstahler	7,681.43
Jeanette E. Beichle	7,653.46
Julie Danskin	7,651.29
Stephanie A. Richter	7,632.35
Nancy Ashton	7,608.73
Missy Shopshire	7,560.96
Judy Higgins	7,543.09
Melissa Mays	7,513.43
Consuelo A. Gomez	7,478.43
Mary Beissel	7,421.57
Peggy Sperling	7,399.43
Bernadette Spriggs	7,380.46
Donna J. Saguto	7,369.54
Karen L. Kunzler	7,351.99
Arianne C. Morgan	7,329.78
Norma Lee Shaver	7,317.26
Shelly Palen	7,264.60
Mariaelena Boquin	7,231.21
Sheryl Peterson	7,220.33
Karen M. Bonura	7,216.79
Jill Tyler	7,201.69
Mary Jacobson	7,098.06
Kathy M. Viola	7,054.16
Susan J. Pankow	7,005.55
Audrey J. Doller	6,982.00
Kim A. Messmer	6,968.01
Nicki R. Hill	6,965.82
Tania Alcalá	6,938.80
Kath B. Carney-Wright	6,935.67
Sharon Cunningham	6,914.56

Ruby

Thessy Nkechi	
Nwachukwu	\$27,333.83
Ekene S. Okafor	24,844.31
Roli Akper	19,645.60
Dorothy C. Ibe	18,839.69
Phuong L. White	14,851.06
Chandy D. Lewis	13,772.00
Anne Obiageli Akanonu	13,067.71
Oye A. Onuoha	12,094.19
Joyce Omene	12,051.27
Marcel Fedri	11,697.41
Stella Wokoye-Plus	11,644.31
Krystal D. Downey-Shada	10,582.16
Sherrie L. Clemons	10,453.81
Shella K. Valls	10,321.39
Donna Clark	10,228.25
Kimberly Cavarretta	9,773.58
Mary Sharon Howell	9,492.82
Phina N. Onwuachi	9,337.92
Jacqueline N. Alford	9,325.43
Lisa Anne Harmon	9,136.33
Mary Lou Andohain	9,070.55
Carmen Nunez	9,027.37
Diane Covington	8,855.19
Olubunmi Ebiwonjumi	8,852.03
Mary Jo Dallen	8,816.70
Lisa V. Bauer	8,751.33
Gloria Dominguez	8,715.44
Julie Smith	8,563.12
Olufunke Monisola Akinokun	8,553.08
Kathy Monahan	8,509.08
Sheryl K. Goins	8,496.21
Nancy D. Marshall	8,477.93
Alicia Bivens-Jones	8,427.96
Debra Naomi Godeswill	8,387.33
Deborah K. Hack	7,980.20
Marnie R. Yunger	7,958.53
Laure Hallock	7,816.59
Gina Beekley	7,716.08
Barbara A. Haley	7,713.56
Kali DeBlander Brigham	7,662.16
Connie A. Brinker	7,579.16
Ingrid Randall	7,545.74
Liz Whitehouse	7,470.61
Charlene N. Mason	7,332.67
Karen Pappas	7,330.41
Judith Roman	7,314.28
Michele M. Visco	7,310.27
Linda Christensen	7,270.77
Janet M. Gammill	7,247.65
Dori M. Fennell	7,226.83

Kemi E. Madunta	7,206.63
K. T. Marie Martin	7,174.86
Christy M. Cox	7,157.78
Nina Jonah Ndokwe	7,155.52
Amber L. Faulk	7,130.40
Corrin Cresci	7,112.75
Amy J. Spence	7,088.25
Judi L. Heacock	7,088.14
Lupita G. Ramirez	7,079.78
Sonya F. Goins	7,074.68
Natalie A. Rivas	7,026.08
Laura A. Kattenbraker	6,941.61
Debbie Deets	6,894.46
Michelle L. Mathews	6,810.67
Suzanne Moeller	6,759.60
Cindy L. Yates	6,753.28
Gaynell L. Kennedy	6,688.81
Elizabeth Medernach	6,658.84
Marilynn Coleman White	6,617.61
Catherine Marie Peavy	6,588.59
Anna M. Sempeles	6,583.24
Mary Alice Dell	6,558.00
Modupe M. Bajomo	6,504.22
Mary L. Morgan	6,499.89
Somer Ballard Carter	6,487.29
Deborah S. Bailly	6,472.02
Donna F. Krotts	6,334.11
Titilayo Onasanya	6,305.88
Julie Thomas	6,278.24
Mary A. Mack	6,274.42
Nia Putnam	6,254.29
Eleanor M. Reigel	6,250.44
Sonia Cecilia Pena	6,194.37
Aimee Elizabeth Power	6,186.21
Bonnie Brannan	6,170.09
Palia A. Curry	6,163.77
Breda M. Teal	6,153.71
Melissa Regina Almanza	6,149.52
Chioma Ajaegbu	6,129.80
Teri A. Nichols	6,117.49
Lucinda Rudd	6,117.15
Lisa Baker	6,110.72
Jan Martino	6,089.95
Anne Weidenber	6,058.28
Michele Semper	6,002.79
Debbie A. Elbrecht	5,995.77
Margi S. Eno	5,993.02
Maria Salazar Ibarra	5,990.53
Mirna M. Garcia	5,986.73
Rose Mary Neel	5,975.16

Sapphire

Paola J. Ramirez	\$20,046.47
Melva M. Sythe	17,382.05
Tracy Potter	14,244.02
Jennifer L. Semelsberger	13,017.73
Gladis Elizabeth Camargo	12,210.01
Ann W. Sherman	12,141.10
Kimberly D. Starr	12,059.26
Julie Weaver	11,760.28
Lorraine B. Newton	11,564.09
Julia Mundy	11,507.68
Delmy Ana Torrejon	11,226.61
Jill Beckstedt	10,764.70
Pilar Najera	10,640.12
Ana Maria Barba	10,463.11
Jodi L. Feller	10,332.40
Cheryl T. Anderson	10,016.65
Beverley M. Brown	9,909.81
Janelle A. Ferrell	9,498.13
Kathy R. Bullard	9,186.70
Avelyn R. Smith	9,050.94
Sylvia Boggs	9,017.10
Angie S. Day	8,903.64
Peggy B. Sacco	8,684.62
Kristi M. Nielsen	8,623.91
Elizabeth McCandless	8,617.58
Lady Ruth Brown	8,599.94
Barbara Olesen Randall	8,554.78
Lynne Yee	8,538.51
Linne Lane	8,283.57
Jennifer Bessey	8,168.48
Randi Stevens	8,008.48
Phyllis I. Pinks	8,004.66
Diana E. Frausto	7,960.36
Danice C. McEldowney	7,937.74

Dolores Keller-Wills	7,894.12
Tammy Romage	7,870.74
Katie D. Nichols	7,836.00
Nancy W. Pettaway	7,806.19
Elizabeth A. Poole	7,747.25
Binta Touray Jagne	7,745.34
Ann Ferrell Smith	7,673.15
Linda L. Quillin	7,622.37
Debbie A. Weld	7,486.49
Sonia P. Lett	7,459.65
Ruby Garner	7,452.54
Maria G. Diaz	7,417.87
Kimberly M. Kelley	7,410.33
Julie Neal	7,376.66
Zasha Noel Lowe	7,365.27
Judy K. Johnson Englund	7,342.94
Ynocenta Hernandez	7,315.05
Charlyn C. Eschette	7,216.39
Flory Palencia	7,139.58
Jami B. Hovey	7,116.10
Theresa Kusak-Smith	7,111.00
Joanna Helton	7,087.90
Danita Sajous	7,058.29
JoAnna P. Shippe	6,956.62
Lynn Baer Roberts	6,907.17
AnaMaria R. Cruz	6,854.23
Wendy Clausen	6,824.43
Maria G. Leon	6,798.53
Deborah Sue Davis	6,795.43
Gena Prince	6,698.65
Ana Ruth Gomez	6,676.70
Bea Heath	6,671.38
Lavarn Campbell	6,663.11
Roxanne McInroe	6,659.17
Lynn A. Cervini	6,643.29
Natalie Reed	6,585.97
Linda F. Merritt	6,576.10
Diane Bruns	6,523.44
Susan Lackey Best	6,505.06
Angelique M. Talbert	6,458.38
Marty Ulmer	6,443.62
Mary K. White	6,435.49
Magdalena Nevarez	6,419.46
Blanca Celia Caceres	6,390.57
Rita E. Siqueiros-Avila	6,266.83
Sandra A. Zavoda	6,262.61
Betty Wilson	6,251.15
Nita Ann Godwin	6,239.91
Mirna Mejia	6,236.49
Marie Pfarr	6,236.43
Ana Echavarria	6,231.79
Cindy L. Hess	6,226.54
Linda Klein	6,217.35
Catalina T. Barahona	6,214.96
Jennifer G. Bouse	6,213.55
Darlene Kalan	6,206.49
Bonnie Crumrin	6,205.24
Anabel S. Cantu	6,198.78
Jill L. Glocker	6,194.29
Julie M. Moreland	6,178.13
Jerlene Vrana	6,077.33
Christy Bigham	6,062.40
Frances Woodham	6,033.45
Agnes Stewart	6,031.21
Martha Villarreal	6,024.94
Brynnie M. Blalock	6,022.61

Emerald

Mayra Smalley	\$18,106.35
Hollie R. Sherrick	16,078.84
Marianne L. Anderson	14,835.80
Maritza Lanuza	13,406.06
Helen Asare Jakpor	11,809.92
Haydee Guzman	11,661.61
Evalina Chavez	11,141.81
Michele Martella Armes	10,891.56
Ann Shears	10,861.24
Auri Hatheway	10,099.31
Martha J. Roman	10,035.97
Elaine Oatmeyer	10,014.36
Anna Joseph Peet	9,470.23
Heather A. Carlson	9,266.86
Paula Vander Vorste	9,236.66
Silvia Ramos	9,160.50
Denise G. Kucharski	8,923.23
Barbara Pleet	8,836

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in May 2007.

Top National Sales Directors — Commissions and Bonuses



Darlene Berggren
\$41,053
PEARL



Barbara Sunden
\$80,913
DIAMOND



Carol Anton
\$51,555
RUBY



Christine Peterson
\$74,172
SAPPHIRE



Gloria Mayfield Banks
\$46,280
EMERALD

Top Sales Director—Personal Sales

PEARL — Rachel Hope Day, <i>G. McGuire Area</i>	\$18,234
DIAMOND — Linda Z. DiRosa, <i>K. Rasmussen Area</i>	\$15,523
RUBY — Renee M. Casey, <i>D. Meixsell Area</i>	\$13,530
SAPPHIRE — Juanita Berumen, <i>G. Baez Area</i>	\$17,925
EMERALD — Jane Becker, <i>Go Give Area</i>	\$10,504

Top Beauty Consultant—Personal Sales

PEARL — Deborah Kathryn Webb, <i>J. Ashby Unit, C. Williams Area</i>	\$19,736
DIAMOND — Kathleen Jean Neal, <i>V. White Unit, Go Give Area</i>	\$13,441
RUBY — Jeanne Carol Anderson, <i>D. Bailly Unit, P. Ross Area</i>	\$13,811
SAPPHIRE — Mohideen Abdul Kader, <i>L. Campbell Unit, V. Benjamin Area</i>	\$20,004
EMERALD — Adamar Garcia, <i>S. Moretto Unit, R. Burnside Area</i>	\$25,081

Top Unit — Estimated Retail Production

PEARL — Jeanie Martin, <i>S. Miller Area</i>	\$133,656
DIAMOND — Pat A. Nuzzi, <i>L. Madson Area</i>	\$135,243
RUBY — Roli Akperi, <i>Go Give Area</i>	\$170,888
SAPPHIRE — Melva M. Slythe, <i>V. Bagnol Area</i>	\$125,981
EMERALD — Mayra Smalley, <i>D. Wiegandt Area</i>	\$141,167

Top Team Builder

PEARL — Dale M. Woods, <i>P. Lanning Unit, S. James Area</i>	14 New Team Members
DIAMOND — Tricia L. Meier, <i>F. Hendricks Unit, A. Mallory Garrett-Roe Area</i>	16 New Team Members
RUBY — Sue A. Howard, <i>M. Terino Unit, J. Shealy Area</i>	17 New Team Members
SAPPHIRE — Shollie R. Wood, <i>R. McInroe Unit, Go Give Area</i>	14 New Team Members
EMERALD — Sales Director Christine S. Lewis, <i>G. Mayfield Banks Area</i>	16 New Team Members

Sales Mentors Special thanks to the sales mentors for the May 15, 2007, *New Independent Sales Director Education* class.



Nancy Bonner
Senior National
Sales Director
Pearl Seminar



Melinda Balling
Elite
Executive Senior
Sales Director
Santa Fe, N.M.
Diamond Seminar



Tracey Chavez
Executive Senior
Sales Director
Tucson, Ariz.
Pearl Seminar



Barbara Gizzo
Future
Executive Senior
Sales Director
Westerville, Ohio
Emerald Seminar



Rosemary Mitchell
Senior
Sales Director
West Greenwich, R.I.
Emerald Seminar

Top Unit Builders Independent Sales Directors with 20 or more new unit members for May 2007.

Pearl

Holly L. Ennis.....	43 New Unit Members
Kylie Ann Sanches.....	31 New Unit Members
Evelyn C. Benitez.....	26 New Unit Members
Menina M. Givens.....	26 New Unit Members
Kristin Myers.....	24 New Unit Members
Maria E. Valverde.....	23 New Unit Members
Alma A. Munoz.....	22 New Unit Members
Thea P. Cheeseborough.....	21 New Unit Members
Amy Kitrell.....	21 New Unit Members
Terri Lewis.....	21 New Unit Members
Pamela Anne Lanning.....	20 New Unit Members
Bertha Pearl Lindsay.....	20 New Unit Members

Diamond

Evelinda Diaz.....	30 New Unit Members
Maricarmen Gonzalez.....	28 New Unit Members
Phyllis Pottinger.....	28 New Unit Members
Ana X. Solis.....	27 New Unit Members
Melodye P. Lemon.....	25 New Unit Members
Christine Burgstahler.....	24 New Unit Members

Kim I. Cowdell.....	23 New Unit Members
Vivian Diaz.....	23 New Unit Members
Pat A. Nuzzi.....	23 New Unit Members
Karime Rosas.....	23 New Unit Members
Evitelia Valdez-Cruz.....	23 New Unit Members
Anaitzel Avila.....	22 New Unit Members
Ana Gloria Garcia.....	22 New Unit Members
Ada Y. Garcia-Herrera.....	22 New Unit Members
Cecilia C. James.....	22 New Unit Members
Olga Cecilia Giraldo.....	21 New Unit Members
Consuelo A. Gomez.....	21 New Unit Members
Christi L. Richards.....	21 New Unit Members
Heidi Goelzer.....	20 New Unit Members
Rosibel L. Shahin.....	20 New Unit Members

Ruby

Roli Akperi.....	34 New Unit Members
Barbara A. Haley.....	34 New Unit Members
Lupita G. Ramirez.....	33 New Unit Members
Stella Nwokoye-Pius.....	32 New Unit Members
Kimberly Cavarretta.....	31 New Unit Members

Dorothy C. Ibe.....	27 New Unit Members
Michelle P. Terino.....	27 New Unit Members
Mariel Fedri.....	24 New Unit Members
Candy D. Lewis.....	24 New Unit Members
Laura Sainz Rivera.....	24 New Unit Members
Sheryl K. Goins.....	22 New Unit Members
Somer Ballard Carter.....	21 New Unit Members
Mary A. Mack.....	21 New Unit Members
Phuong L. White.....	21 New Unit Members

Sapphire

Lorraine B. Newton.....	61 New Unit Members
Melva M. Slythe.....	51 New Unit Members
Andrea Denise Evans.....	30 New Unit Members
Paola J. Ramirez.....	30 New Unit Members
Charlyn C. Eschette.....	29 New Unit Members
Ceryl T. Anderson.....	28 New Unit Members
Kimberly D. Starr.....	28 New Unit Members
Gladis Elizabeth Camargo.....	25 New Unit Members
Beverly M. Brown.....	24 New Unit Members
Ellen Ezekiel Farquharson.....	24 New Unit Members

LaVerne Byrd Goodloe.....	22 New Unit Members
Roxanne McInroe.....	22 New Unit Members
Katie D. Nichols.....	21 New Unit Members
Janelle A. Ferrell.....	20 New Unit Members
Rosa Elia Meza-Sanchez.....	20 New Unit Members
Jennifer L. Semelsberger.....	20 New Unit Members

Emerald

Mayra Smalley.....	48 New Unit Members
Maria Cristina Cuenca.....	45 New Unit Members
Helen Asare Jakpor.....	31 New Unit Members
Karen Wilson-Davis.....	31 New Unit Members
Hollie R. Sherrick.....	30 New Unit Members
Ayobami O. Olusa.....	29 New Unit Members
Marianne L. Anderson.....	27 New Unit Members
Yolanda Lopez.....	22 New Unit Members
Ann Shears.....	22 New Unit Members
Elsa Velarde.....	22 New Unit Members
Melody June Oertle.....	21 New Unit Members

New Independent National Sales Directors Debut May 1, 2007



Donna Meixsell
National Sales Director
Ruby Seminar
May 1, 2007




Elizabeth Sanchez
National Sales Director
Sapphire Seminar
May 1, 2007

Meet your NSDs

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

Get ready for a mood swing – the holidays are coming!



Back in the olden days, we were all still months away from holiday thoughts at this time of year. Now it's no surprise that many of your customers are looking for holiday gift-giving ideas even before school is in full swing. This "shopping sooner" trend gives you more opportunities to show strong customer care, trend savvy and product knowledge, *and* gain customer referrals from all those dazzled by your timely services! Here are some thoughts on smart merrymaking:

Plan an open house to showcase fabulous Mary Kay® products for holiday gift-giving. Many Independent Sales Directors say holiday open houses are one of the best ways they've found to meet their customers' early shopping needs. Consider making the day after Halloween the beginning of your open house season, focusing on November for the majority of your events. And more timely help: On Sept. 16, a brand-new open house *Beaute-vite™* debuts on the Mary Kay InTouch® Web site to help you promote your open houses (don't forget to check out the gift ideas that debut then too)!

Boost open house attendance by telephoning first, then following up with a paper or e-mail invitation. Consider starting with your Preferred Customer Program list and keep it handy for those free moments between other tasks. Schedule specific arrival times and determine each customer's shopping needs in advance.

Gift yourself by working toward Star Consultant status with a focus on skin care, the heart of your business any time of year. Skin care products make impressive holiday presentations for customers and their invited guests. And don't forget the power of color cosmetics in your open house table arrangements. Visit the Mary Kay InTouch® Web site to view suggested open house table arrangements from Seminar 2007 Expo.

Accelerate Sales With Online Shopping The holidays are prime online time! Customers are looking for ways to simplify gifting, and with ideas for everyone on your list, your Mary Kay® Personal Web Site can project your professionalism 24/7, as early and as often as your customers care to browse and purchase. This is a great time to promote your Mary Kay® Personal Web Site to all your customers through *Beaut-e-News™* and *MKeCards®*. Why let your customers wait another minute to find the most convenient path to your Mary Kay doorway?

***Beaut-e-News™* Wraps It All Up** If you haven't already, you'll want to enroll your customers in this powerful tool. *Beaut-e-News™* promotes new products, offers great gift ideas and delivers insight into all the hot fall trends – perfect for streamlining holiday decision-making! To sign up customers today or subscribe to a Mary Kay® Personal Web Site, just log on to the Mary Kay InTouch® Web site.

Turning Point

“The day I read Mary Kay’s quote in *Applause*®, my life changed forever. That day, my whole family’s lives changed forever. Now I want to help other women realize the beautiful future that’s waiting for them.”



A woman's heart was made for birthing and sustaining dreams until they come to pass. We nurture naturally, willingly sharing our vision and strength when our family's dreams begin to falter. But sometimes even *we* need encouragement to continue on, a little reminder that our own dreams eventually will unfold. Sometimes that reminder shines like a compass in the night, focusing a sure light on our path ahead.

The doctor's diagnosis had been blunt, and after numerous consultations, he was about to give the worried mother even more to think about. Her precious daughter had been through so much in her young life. Jennifer had dealt with kidney disease and now was afflicted with acute asthma, a condition so severe that her coughing kept her family awake at night. "Will she ever improve?" asked the mother anxiously. "Yes," replied the doctor with a grave expression, "if and when you move her into a house free of moisture and lead. Only then."

Her cheeks burning with frustration, **Independent Elite Executive Senior Sales Director Alma Orrostieta** of Tyler, Texas, in the Pearl Go Give Area, fought anger and feelings of helplessness as she left the clinic that day. "I was offended," admits Alma. "What were we supposed to do? Even with my supplemental Mary Kay business, we couldn't just up and move, and my daughter would continue to suffer as a result. I felt guilty, but I also knew the doctor was right."

At home, Alma complained to her husband, Martin. "When are we going back to Mexico?" she pressed. "This isn't working out. This is not the American dream we came in search of!" She told him in no uncertain terms, again, how much she disliked their house. For a moment they stood looking at each other, each knowing they were desperate, each having no answers.

Alma turned and walked away.

When the mail arrived later that afternoon bearing her *Applause*® magazine, she was flipping through the pages when her gaze fell on a quote by Mary Kay Ash. Alma read it and reread it. "It talked about three types of people," she recalls. "Those who make things happen, those who watch things happen, and those who ask themselves, 'What happened?' I laid that magazine down and literally ran outside. I stood in the yard looking around as though seeing clearly for the first time. I knew in my spirit that Mary Kay's words were what I needed at that moment. I went back inside with deep resolve in my heart, picked up the telephone and called the Company. I got the detailed answers that put me on the road to success."

Through conversations with Mary Kay employees in Customer Service and Sales Development, Alma set her goal to become an Independent Sales Director by charting specific steps to take. Soon she achieved that goal. She became disciplined about making consistent sales. She carefully

cultivated her customer base. She shared the Mary Kay opportunity as opportunities arose. Her family's lifestyle, which previously had disappointed her, steadily improved. They moved into a nicer home and Jennifer's asthma disappeared. Alma realized one of her childhood dreams with a visit to Disneyland, the first trip in the first Career Car Cadillac of which she earned the use. She and Martin were able to pay cash for daughter Yaziri's first car. Alma bought a new dining room set. "We had never owned a table with matching chairs," she says. "To this day that dining room furniture means the world to me."

In 2005, after battling diabetes for years, Alma was diagnosed with multiple sclerosis. "Those were dark days," she acknowledges. But with the support of her mother, her husband and children, other Independent Beauty Consultants and the women in her unit, Alma fought back. At one point it looked like she wouldn't earn the Top Sales Director Trip to the Mediterranean, but 15-year-old Martin Jr. sketched pictures of the Greek Isles and Yaziri colored them with oil paints. Their faith urged her on to victory.

Today Alma remembers times in the past 12 years when she could have made excuses and resigned herself to mediocrity. To women looking for their own turning point, she shares the light of her experience. "Mary Kay is a universal business open to all races, religions and cultures, a business made up of women who put their dreams in God's hands and struggle to make them happen for the good of their families. We can grow our businesses while developing our confidence and courage, our belief in our own ability to impact others. Most of all, we have the freedom to receive the incredible opportunities that come our way each day."

Alma speaks of the joy she felt when she became an Independent Sales Director. So much has happened since then. All four kids – Yaziri, Anny, Martin Jr. and Jennifer – beam with pride in their mother's accomplishments. Her road to success began with a few words – just a simple reminder from Mary Kay Ash when she needed them most. She smiles just thinking about her mentor. "The day I read Mary Kay's quote in *Applause*®, my life changed forever," she says with conviction. "That day, my whole family's lives changed forever. Now I want to help other women realize the beautiful future that's waiting for them."

building a solid customer base

Can you ever have too many customers? Not possible, say some of our top independent sales force members.

The more customers you have, the more opportunities you have for increasing your sales. But it's also important to remember that while a large customer base is vital for success, you must do the legwork it takes to keep those customers interested in trying new Mary Kay® products. That's the "deep and wide" concept you've probably heard about — a "wide" number of customers who buy "deep" into the product line.

So how do you first add customers and then keep them interested in what you have to offer? It all boils down to building relationships and exceptional customer service.

Making Connections

"Growing your customer base is all about making new connections with people," **Independent Future Executive Senior Sales Director Mary Lou Ardohain** of Santa Barbara, Calif., says. "But you must remember that they aren't going to call *you*."

That means it's up to you to make the first move. Mary Lou views this process as simply making new friends. "When I first started my business, I only had three contacts," she recalls. "I realized that I needed more 'friends.'" Mary Lou picked the women she liked and continuously made connections with them until they connected with her.

Those connections helped Mary Lou develop a customer base of more than 300. As an Independent Sales Director, she's had several customers become team members, but she still maintains approximately 170 customers.

Mary Lou suggests always carrying your MKConnections® business cards, a copy of *The Look* and a product sampler with you to give to those special women you want to meet. "It's much easier to make a connection when you have something to give," Mary Lou, who prefers to offer Satin Hands® Hand Cream Samplers or mascara samplers on these occasions, says. She makes sure to ask for the potential customer's name and phone number for a follow-up call.



Follow-Up Is a Must

"When we are first developing our customer base, it's all about follow-up, follow-up and more follow-up," **Independent Senior Sales Director Pat Ringnald** of Kentwood, Mich., says. "I see this initial step as a one-way street — I'm doing all of the contacting."



If that sounds discouraging to you, then an attitude adjustment may be in order! Pat and Mary Lou agree that you simply can't expect people to call you until the relationship you are trying to create is solidified.

Once a customer makes an initial purchase, a great guideline for follow-up is the 2+2+2 plan of Mary Kay Ash: call two days after a customer purchases a product to inquire about how it's working for her; two weeks later to schedule a follow-up facial or color consultation; and then every two months after that.

“There is no shortcut
to building customer
relationships.”

– Pat Ringnalda



Selling Deep

While you're adding new customers, you'll also want to develop the ones you have. That means continuing to build their trust and loyalty in several ways. Pat shares these great tips for cultivating excellent customer service:

Keep product on hand. “I will never forget the first year I achieved the Queen's Court of Personal Sales,” Pat, who has reached this goal 12 times, shares. “That year, I doubled my customer base by asking for referrals.” Once your customer base becomes established, keeping an appropriate inventory may become easier in servicing your customers. You'll have product on hand when your customers need it, and you'll feel confident in knowing that your large customer base should keep it moving!

Use samplers to sell. “I always treat my reorder customers to samples of products they don't currently use,” Pat explains. “I've found that nine out of 10 customers will buy what they sample.”

Build a personal profile on each customer. As you develop relationships with your customers, begin recording birthdays, anniversaries, family information and family events. “Get personal to show you care,” Pat says. The myCustomers® program available on the Mary Kay InTouch® Web site is a great place to record this information, as well as each customer's skin care and color profile.

Take advantage of the Preferred Customer Program. Did you know that the average monthly sales of those who participate in the Preferred Customer Program are 62 percent higher than those who do not participate? * “Consistently sending *The Look* and follow-up mailings is a great way to maintain your customer relationships,” Pat shares. What's more, you can receive Seminar recognition and prizes for participating in the *Preferred Customer Program* Consistency Challenge – *but the biggest reward is building your customer base.*

Have a Mary Kay® Personal Web Site. Available 24/7, a Mary Kay® Personal Web Site gives customers more options for shopping with you. “Each month I gain more shoppers and referrals!” Pat shares.

Know your product. Of course, excellent customer service means knowing your products. You can use your *Applause*® magazine and the Online Product Guide available on the Mary Kay InTouch® Web site to find out about product benefits, application tips, ingredients and more.

*Brierley & Partners, Inc.

how many customers are enough?

While you can never have too many, Mary Lou believes that once you have 100 solid customers, your business can move in new directions.

“My experience shows that once you have 100 customers, you'll likely have a unit,” Mary Lou says. But you must start with what you have.

“If you have five customers, then treat them like gold,” Mary Lou suggests. She advises calling each one, offering the best customer service you can. Next, she suggests genuinely explaining that you want to build your business and ask them to help you hold a class.

Mary Lou helps her team members set “bite-sized” goals. For example, if you have 10 customers, make your goal 20. If you have 25, make your goal 50, and so on. “If you build two customers each week, you will have 100 in a year,” Mary Lou explains, “and that's really not a long time in the course of building your business.”

13

Sept. 13 marks
a milestone

happy anniversary!

With each passing anniversary, the Company that began in a small storefront grows more valuable to the lives of women around the world. Sept. 13 marks the beginning of our 45th anniversary year and a time to celebrate how our Company enriches the lives of women. This year, you have the opportunity to reach higher goals, achieve outstanding awards and celebrate being a star.



Strive for Star Consultant

There's never been a better time to reach for this prestigious goal! When you achieve Star Consultant status in any given quarter from June 16, 2007 – June 15, 2008, you'll receive the commemorative 45th anniversary pin. It's a beautiful reminder that one woman's dream is being lived every day by women like you.

Each quarter you can choose from exclusive prizes including the all-new Business by Design Collection, elegant jewelry and American Express gift cards.

Consistency Counts

Achieve Star Consultant status all four quarters from June 16, 2007 – June 15, 2008, meet the total year-end minimums and you can earn even more Star Consultant rewards! And, when you achieve three consecutive quarters of Star Consultant status from June 16, 2007 – March 15, 2008, you can qualify for Priority Awards Seminar 2008 registration.



did you know?

The number 13 has a long history with our Company. Mary Kay Ash founded her Company on Sept. 13, and many significant events also have occurred on that date.

- On Sept. 13, 1964, the Company held its first Seminar at its new headquarters at 1220 Majesty in Dallas.
- Several of our subsidiaries opened on Sept. 13: Canada in 1978; Russia in 1993; the Czech Republic in 1997; and Poland in 2003.
- The "On Silver Wings" sculpture by Norman Boyles was unveiled for the Company's silver anniversary on Sept. 13, 1988.
- On Jan. 13, 1993, the Company's flag was unfurled in front of the headquarters at 8787 Stemmons Freeway.
- Our headquarters on Dallas Parkway has 13 stories and 13 elevators.
- Mary Kay Ash was inducted into the Direct Selling Association's Hall of Fame in 1976. She was the 13th inductee and the first woman to receive the Entrepreneur of the Year Award from SMU's Cox School of Business (1983).
- When our Protective Services staff members communicated on their radios, they called Mary Kay Ash "Unit 13"!

Reflections From Mary Kay



“The most important part of listening is to give undivided attention to the other party. When someone enters my office to speak with me, I don't allow anything to distract my attention. If I'm talking to someone in a crowded room, I try to make that person feel as though we're the only ones present. I look directly at that person. I shut out everything else.”

– Mary Kay Ash

Dates to Remember

AUGUST 2007

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

SEPTEMBER 2007

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

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

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

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

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

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

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

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

This Month:

Aug. 1: *Class of 2008* Offspring Challenge begins; Emerald Seminar begins. Cancellation deadline for Emerald Seminar.

Aug. 5: Last day to receive Fall/Holiday 2007 Preferred Customer Program quarterly enrollment mail orders.

Aug. 15: Postmark deadline to earn the second monthly product bonus. Last day to enroll online for the Fall/Holiday 2007 Preferred Customer Program mailing of *The Look*, including an exclusive sampler of the new Bella Belara™ Eau de Parfum.

Aug. 16: Third monthly product bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Aug. 20: July Career Car qualifier paperwork due to Company.

Aug. 21: New Independent Sales Director Education begins for Independent Sales Directors who debuted June 1 and July 1.

Next Month:

Sept. 3: Labor Day. All Company and branch offices closed. Postal holiday.

Sept. 8: MK5K™ Fun Run and Walk at the Mary Kay World Headquarters in Addison, Texas.

Sept. 10: Early ordering of the new Fall/Holiday 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2007 through the Preferred Customer Program.

Sept. 13: Mary Kay Inc. 44th anniversary.

Sept. 15: Postmark deadline for Quarter 1 Star Consultant quarterly contest. Postmark deadline for Summer 2007 promotion and to earn the third monthly product bonus. Deadline to make Quarter 4 Star Consultant prize selections. Early ordering of the new Fall/Holiday 2007 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Summer 2007 travel-sized TimeWise® Cellu-Shape™ Contouring System gift with purchase. Last day to enroll online for the Fall/Holiday 2007 Preferred Customer Program Month 2 *Give Thanks*™ sweepstakes brochure. Mary Kay® Model of Beauty™ Search ends.

Sept. 16: Quarter 2 Star Consultant quarterly contest begins. Fall/Holiday 2007 promotion and monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. *Host a Class, Help a Cause* Mary Kay Ash Charitable Foundation promotion begins.

Sept. 20: August Career Car qualifier paperwork due to Company. Fall/Holiday 2007 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 1 Star Consultant quarterly contest available.

Sept. 25: Fall/Holiday 2007 Preferred Customer Program customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Rules to Remember

The last day of the Seminar 2008 contest period is June 30, 2008. Please keep in mind the following rules as you persist toward your personal best!

Queen's Court of Sharing

- Court members must achieve 24 or more qualified* new personal team members during the contest period, July 1, 2007, through June 30, 2008.
- A maximum of 13 actual qualified new personal team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.
- If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.
- Ranking of the Top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified* new personal team members.
- A qualified* new personal team member who returns product to the Company for repurchase during the contest period resulting in net wholesale Section 1 production below \$600 on June 30, 2008, will not count toward the Queen's Court of Sharing.

Queens' Courts of Personal Sales

- Court members must have a total of \$36,000 or more in personal estimated retail production** during the contest period July 1, 2007, through June 30, 2008.
- Although the suggested retail value of the orders placed in a calendar month may be higher, only \$13,000 personal estimated retail production** per month will count toward your total contest credit.
- Ranking of the Top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production.**
- Ties will be broken by the amount of wholesale Section 1 orders placed during the Seminar contest period.

For more information about contests, challenges and rules, please go to the Mary Kay InTouch® Web site.

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 order(s) are received and accepted by the Company from July 1, 2007, through June 30, 2008.

***Estimated retail production** equals estimated retail sales, calculated based on wholesale purchases of Section 1 product and the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost.

Heart & Heritage

Ethical Team Building: What Would Mary Kay Do?



Independent Senior National Sales Director Kerry Buskirk has been a member of the Mary Kay independent sales force since 1972. By the time she debuted as a National Sales Director in 1995, Kerry had accumulated an impressive wealth of experience in all facets of booking, coaching, sales and team building. Here, she shares thoughts on how to "pass on the pink."

It's a privilege to work our businesses each day by the ethics our own Mary Kay Ash held dear. "Doing unto others as we would have them do unto us" keeps our reputations spotless and our businesses strong.

But temptations are out there.

One time, a woman wanted to join my team, but I knew her sister was an Independent Beauty Consultant in Alabama. I told her she needed to call her sister. After some time passed, she did finally become her sister's new team member. When I announced my NSD debut, I received a note from the Beauty Consultant in Alabama. "Twenty years ago," it began, "you did the right thing. I've watched you grow through the years, and I knew you'd go to the top. Thank you."

I'm so glad I held to my convictions and followed what Mary Kay would have done. There's a difference between what's right and what's legal. There may be times when you feel discouraged about missing an opportunity. But if you've done the right thing, you eventually will reap the fruit of the Go-Give® philosophy.

Get Your Product Updates Here!

In order to make way for another fabulous product, please note that the following will move to the Section 1 Discontinued Items area of the Sept. 16 Consultant order form, while supplies last:

- MK Signature® Brush Set (includes one each Powder Brush, Cheek Brush, Eye Crease Brush, Eye Definer Brush and Dual-End Eyeliner/Eyebrow Brush in a black case)

Beginning with the Sept. 16 Consultant order form, the price of Affection® Eau de Parfum Sampler Cards (pack of six) will be reduced from \$1.50 to \$1.

You'll also want to keep in mind these changes to the Hostess Program: The Hostess Gift Flier will move to the Section 2 Discontinued Items area of the Sept. 16 Consultant order form, while supplies last. Beginning with the June 16 Consultant order form (including Early Order Offers), a maximum of 10 Hostess Gifts may be purchased with a minimum wholesale Section 1 order of \$200 or more. Independent Beauty Consultants who place subsequent minimum wholesale Section 1 orders of \$200 or more within the promotional quarter may order 10 Hostess Gifts with each wholesale Section 1 order of \$200 or more.



Step Ahead With MKConnections®

Whatever strides you've already taken in your Mary Kay business, you can give your professional presence a kick-start with MKConnections® stationery. You saw the striking new designs at Seminar 2007 – and they're still a must-see! Check out the business kits with values of \$64, and with prices starting at just \$39.99, that's a lot of kick for your start. Don't forget, from sales counter to teller window and points in between, potential customers and team members are handling your checks nearly every day. Personalized Mary Kay checks, available only from MKConnections®, can spark interest and bring business. To order checks and more online, just log on to the Mary Kay InTouch® Web site.

Put Holiday Power in Your Hour

You won't want to miss next quarter's *Power Hour*® CD learning session, available on the Sept. 16 Consultant order form for just \$1! Tour the hot new holiday products, hear compelling selling strategies and discover how to work smarter this holiday season with Company tools such as myBusiness® and the Preferred Customer Program mailings. Empower yourself today!

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Aug. 16 – Sept. 15, 2007.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Mary Kay® 2-In-1 Body Wash & Shave and 1 Pack of 6 Headbands	\$14
\$1,200 sugg. retail/ \$600 wholesale	2 Mary Kay® 2-In-1 Body Wash & Shaves and 1 Pack of 6 Headbands	\$28
\$1,600 sugg. retail/ \$800 wholesale	3 Mary Kay® 2-In-1 Body Wash & Shaves and 1 Pack of 6 Headbands 1 Mini Satin Hands® Pampering Set	\$42
\$2,400 sugg. retail/ \$1,200 wholesale	4 Mary Kay® 2-In-1 Body Wash & Shaves and 2 Packs of 6 Headbands 1 Mini Satin Hands® Pampering Set	\$56
\$3,600 sugg. retail/ \$1,800 wholesale	5 Mary Kay® 2-In-1 Body Wash & Shaves and 2 Packs of 6 Headbands 1 Mini Satin Hands® Pampering Set 1 Travel Roll-Up Bag	\$70
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® 2-In-1 Body Wash & Shaves and 2 Packs of 6 Headbands 1 Mini Satin Hands® Pampering Set 2 Travel Roll-Up Bags	\$70
\$6,000 sugg. retail/ \$3,000 wholesale	5 Mary Kay® 2-In-1 Body Wash & Shaves and 2 Packs of 6 Headbands 1 Mini Satin Hands® Pampering Set 3 Travel Roll-Up Bags	\$70
\$7,200 sugg. retail/ \$3,600 wholesale	5 Mary Kay® 2-In-1 Body Wash & Shaves and 2 Packs of 6 Headbands 1 Mini Satin Hands® Pampering Set 4 Travel Roll-Up Bags	\$70

Although these BizBuilders Bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for the *Ready, Set, Sell!* product bonuses.

See the July issue of *Applause*® magazine for the current *Ready, Set, Sell!* bonus values and the *Ready, Set, Sell!* brochure for additional details.

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

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

Go-Give® Award

Congratulations to the winners for September 2007.

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

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



Jacquie Schumacher

Diamond

Independent Senior Sales Director

Began Mary Kay September 1983

Sales Director Debut June 1989

Offspring one first-line

National Sales Director

Anita Mallory Garrett-Roe

Honors Premier Club qualifier; Circle of Honor; two-times Consultant Queen's Court of Personal Sales; 16-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$40,882

Personal Lives in Mitchell, S.D. Husband, Tom

Favorite Quote "Nothing happens until somebody sells something." – Mary Kay Ash

Independent Beauty Consultant Nancy Peterson of Denver, Colo., says, "Jacque volunteered to mentor me for queen at Seminar. She is making my dream of becoming queen feel alive and real by sending me her own crown and sash so I can better visualize my dream."



Brittany Mitchell

Ruby

Independent Sales Director

Began Mary Kay May 2002

Sales Director Debut June 2003

National Sales Director Go Give Area

Honors Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$59,474

Personal Lives in Virginia Beach, Va. Husband, Jon; sons: Caleb, Grayson

Favorite Quote "Life is about turning the things you really want to do into the things you've done."

Independent Sales Director Cindy McGill of Virginia Beach, Va., says, "Brittany's desire is to help others be successful. She gives her heart and time to adoptees in this area, and she organized our citywide 'Girlfriend's Night Out' and our 'First Friday' Sales Director event."



Ann Sherman

Sapphire

Independent Executive Senior Sales Director

Began Mary Kay February 1977

Sales Director Debut June 1979

Offspring five first-line; two second-line

National Sales Director Gayle Gaston

Honors Cadillac qualifier; Circle of Honor; annual Go-Give® Award winner, July 1998; two-times monthly Go-Give® Award winner: Dec. 1997, March 1990; Sales Director Queen's Court of Personal Sales; 13-times Circle of Achievement; 10-times Circle of Excellence; estimated highest monthly unit retail: \$179,182

Personal Lives in Bethel Park, Pa. Husband, Jim; sons: Jim, Doug, Geoff; three grandchildren

Favorite Quote "Be a dreamer. Have a sense of greatness. If you can dream it, you can do it!" – Mary Kay Ash

Independent Beauty Consultant Concetta Hillman of Turtle Creek, Pa., says, "When my Independent Sales Director was undergoing medical treatment, Ann supported her by adopting our entire unit of 80-plus members, allowing her time to recover and maintain a strong unit."



Sally Mercer

Emerald

Independent Sales Director

Began Mary Kay April 1987

Sales Director Debut July 1993

National Sales Director Francie McBeth

Honors Grand Achiever; Circle of Honor; Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$24,511

Personal Lives in Conway Springs, Kan. Husband, Bob; sons: Rex, Robert; daughters: Roberta, Robin; 18 grandchildren

Favorite Quote "Here I am Lord; I come to do your will."

Independent Sales Director Tammy Fee of Olathe, Kan., says, "Sally has an incredible work ethic and does everything with a cheerful attitude. What I love most about Sally is her giving spirit. She doesn't even realize how incredibly giving she is every day."



Joline Knotek

Pearl

Independent Senior Sales Director

Began Mary Kay December 1991

Sales Director Debut December 1992

Offspring two first-line

National Sales Director Monique Todd Balboa

Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; eight-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$83,636

Personal Lives in Colorado Springs, Colo. Husband, Mike; sons: Matthew, Joshua

Favorite Quote "When the pain of remaining the same becomes stronger than the pain of change, then we'll change."

Independent Beauty Consultant Jeana Kama of Colorado Springs, Colo., says, "Joline is my adoptive Independent Sales Director and sets the bar of excellence by leading by example. She is genuine and possesses a tremendous caring personality."



reach for your dreams

The beautiful ring • The fabulous new suit
• The sisterhood

Your Opportunity

There's a special place just for you in the sisterhood of Independent Sales Directors! Become a member of the Class of 2008 by building your team and debuting as an Independent Sales Director Aug. 1 2007, through July 1, 2008, **OR** debut at least one offspring Independent Sales Director during the contest period.

Your Rewards

Each new Independent Sales Director and her Independent Senior Sales Director will receive an exclusive Class of 2008 ring to wear with pride, plus a Class of 2008 name badge ribbon for each of the new offspring Sales Director's unit members to wear at Career Conference 2008 or Seminar 2008.

Your Recognition

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Career Conference 2008 when they debut from Aug. 1, 2007, through March 1, 2008, or at Seminar 2008 when they debut from April 1 to July 1, 2008.

Then Set Your Sights on Leadership Conference!

When you join the Class of 2008 by Dec. 1, 2007, you, too, can be part of the sisterhood heading to bustling Houston, Texas, for Leadership Conference 2008. You can do it!



Class of 2008 Challenge • Aug. 1, 2007 – July 1, 2008

CLASS OF
2008

Share With Others and the **Rewards** Will Be Yours!

Queen's Court of Sharing Bee Focused in 2008!

You can go on-target for the prestigious Queen's Court of Sharing at Seminar 2008 when you achieve the *Bee Focused!* Challenge. This challenge helps you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces. By achieving each piece, you'll be steps closer to the ultimate prize!

Independent Beauty Consultants and Independent Sales Directors who:

Add at least 12 qualified* new personal team members from July 1 – Dec. 31, 2007, will receive a pair of crystal bee earrings.

Add at least 16 qualified* new personal team members from July 1, 2007 – Feb. 29, 2008, will be recognized at Career Conference 2008 and will receive a crystal bee necklace.

Add at least 24 qualified* new personal team members from July 1, 2007 – June 30, 2008, will be recognized** onstage in the Queen's Court of Sharing at Seminar 2008. Qualifiers will receive their choice of a special 45th anniversary-edition dazzling diamond and pink sapphire bee pin or ring.

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

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



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