

MARY KAY

# applause®

SEPTEMBER 2010

soft and sweet  
**holiday sales**  
in a new limited-edition scent



**Product** Unavailable

Tips for Selling Supplements and  
**Marketing Your Business Online**

# find it online: check out Mary Kay InTouch®

Log on today to see what's hot. You may find everything you need for your Mary Kay business and more!



## "Get It Free" BizBuilders Offers

Formerly in *Applause*®, monthly BizBuilders bonus information is now exclusively online so you can quickly access the complete list of quantities and values. To locate bonus information for Aug. 16 to Sept. 15, click on **Products > BizBuilders** beginning Aug. 10.



## New Products

Check out "Product Central" for details on new products that launch Aug. 1!



## Seminar Year Contests

Get details on contests for the new Seminar year, such as the Star Consultant program, Class of 2011, Queen's Court challenges and more. Set your goals now for Seminar 2011 success!



## Fall/Winter Fashion Trends

You can offer the Fall/Winter 2010 *Mary Kay® Fashion and Beauty Trend Report* as an exclusive perk for your hostesses. Give them the insider secrets to what's hot and hip this season. Available online beginning Aug. 1.

## september: dates to remember

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

**6** Labor Day. All Company and branch offices closed. Postal holiday.

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

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

Early ordering of the new Fall/Holiday 2010 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2010 through the Preferred Customer Program<sup>SM</sup>.

**13** Mary Kay Inc. 47th anniversary.

**15** Postmark deadline for Quarter 1 Star Consultant quarterly contest.

Postmark deadline for Summer 2010 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 2010 promotional items available for all Independent Beauty Consultants.

Last day for customers to take advantage of the Summer 2010 gift-with-purchase offer.

Last day to enroll online for the Fall/Holiday 2010 Preferred Customer Program<sup>SM</sup> Month 2 mailer.

**16** Quarter 2 Star Consultant quarterly contest begins.  
Fall/Holiday 2010 promotion and first monthly product bonus begin.

**20** August Career Car qualifier paperwork due to Company.

Fall/Holiday 2010 Preferred Customer Program<sup>SM</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.) Customer follow-up list and labels master begin mailing.

Online prize selection available for Quarter 1 Star Consultant quarterly contest.

**29** Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).  
Last day of the month for Independent Beauty Consultants to place online orders (until midnight Central time).

**30** 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 midnight Central time.



## Mary Kay said it best


*No greater opportunity for women exists than the one we have to offer. The Mary Kay family throughout the world is 'on a roll!' In any given minute throughout the day, somewhere around the world, a skin care class is being held where women find new self-esteem in learning how to make the most of their faces and, thus, to feel better about themselves. In many cases, they become so excited that they start a Mary Kay business, and their lives take on new meaning.*



# full steam ahead

Seminar is over, and you may be tempted to take a break, but as Mary Kay Ash always said, *"Nothing wilts faster than a laurel rested upon."* Why not get a jump start on the new Seminar year by holding parties to introduce the new limited-edition\* Vanilla Sugar Satin Hands® Pampering Set and the new limited-edition\* Mary Kay® Beauty Brush Set? And as kids head back to school, this could be a great time to share the Mary Kay opportunity with women who are looking for extra money, more flexibility and new friends. Keep pushing on to get the business results you want!

## Soft Hands for the Holidays

For a limited time starting Aug. 1, you can offer your customers the limited-edition\* Vanilla Sugar Satin Hands® Pampering Set – perfect for holiday gift-giving! 

**Page 2**



Compact and lipstick not included.

## A Brush With Greatness

Get the portable limited-edition\* Mary Kay® Beauty Brush Set starting Aug. 1! It features four must-have brushes for applying your cosmetics with precision.

**Page 3**



## Selling Supplements Makes Sense.

Discover great ways to introduce your customers to Mary Kay® supplements, expanding your selling opportunities.

**Page 5**





Available Aug. 1, while supplies last

# satin hands® for the holidays

Introducing the **new limited-edition\* Vanilla Sugar Satin Hands® Pampering Set** perfect for holiday gift-giving! Now your hands have an additional option for achieving softness during the dry winter months, and the vanilla sugar scent is reminiscent of yummy holiday sweets and treats. Get this limited-edition\* set before it's gone!

## Satin Hands® Hand Softener

This long-lasting, fragrance-free formula leaves your hands feeling smooth, silky and supple. Provides instant hydration by sealing in moisture and leaving hands protected. Hands will feel moisturized and conditioned for hours!

## Vanilla Sugar Satin Hands® Satin Smoothie® Hand Scrub

This *scented* creamy, exfoliating formula cleanses skin and leaves it feeling soft, smooth and looking healthier. Removes dead surface skin cells while instantly smoothing. It's an everyday treat for hands that leaves them feeling smooth and soft instantly.

## Vanilla Sugar Satin Hands® Hand Cream

Thanks to a new and improved formula, this *scented* nongreasy hand cream leaves hands soft and silky and moisturizes for 24 hours. It even lasts through several hand washings. Also available separately for **\$10.\***

**NEW!**  
**\$34** per set  
Limited quantities!

All product prices are suggested retail. \*Available while supplies last

## More Options for Soft Hands

**Peach Satin Hands® Pampering Set** offers a yummy peach scent for year-round appeal.

Peach Satin Hands® Hand Cream also is sold separately for **\$10.**

**\$34**  
per set

†All Satin Hands® Pampering Sets feature an improved formula over 2009.



A new twist on a best-seller.†

**Fragrance-Free Satin Hands® Pampering Set** in gender-neutral packaging is great for everyone.

Fragrance-Free Satin Hands® Hand Cream also is sold separately for **\$10.**

**\$34**  
per set



# eye care made easy

Keep your eye area looking youthful and fresh with these Mary Kay® eye care products designed to enhance your pretty peepers!



MARY KAY



## TimeWise® Targeted-Action® Eye Revitalizer

Undereye puffiness and dark circles make eyes look tired. Within seconds, you'll feel a cooling sensation as this power-packed serum begins to work. **\$35**



## TimeWise® Targeted-Action® Line Reducer

Helps lines and wrinkles on the forehead and around the eyes appear less noticeable within minutes. **\$40**



## Mary Kay® Concealer

This multipurpose product helps conceal age spots, dark circles and blemishes. Available in seven shades. **\$10**



## Mary Kay® Eye Creams

Choose your defense! TimeWise® Firming Eye Cream (**\$30**) firms, brightens, provides intense moisturization and minimizes fine lines and wrinkles. TimeWise® Age-Fighting Eye Cream (**\$26**) is formulated to dramatically minimize the appearance of fine lines and wrinkles.



*"In addition to the TimeWise® Miracle Set®, eye cream is one product a woman shouldn't be without."*

— Dr. Beth Lange, Chief Scientific Officer

## Mary Kay® Eye Primer

This waterproof formula extends the wear of eye color and prevents eye color from creasing and smudging. **\$12**



## Indulge® Soothing Eye Gel

Refresh a tired-looking appearance with this moisturizing and soothing gel. Contains botanical extracts reported to help reduce the appearance of puffiness. **\$15**

All product prices are suggested retail.

# how to sell supplements

You have a wealth of skin care supplements at your fingertips that can deliver incredible results. But just when do you introduce these products to your customers?



## Building Trust

**Independent Future Executive Senior Sales Director Ann Sherman** of Bethel Park, Pa., a 33-year veteran of the Mary Kay independent sales force, uses a tried-and-true strategy for introducing supplements to her customers that, she says, delivers customers for life.

Her philosophy is to introduce supplements gradually – after her customers have tried core skin care products and experience the results for themselves. It's an approach that requires time and patience, but the rewards can be great.

"I'm not interested in a one-time sale," Ann says, "and I tell my customers that. I want to build trust, and I do that in steps. If I can get my unit members to build that trust with 20 or more loyal customers, I know those customers will be with them for life."

Before broaching the subject of supplements with her new customers, Ann presents the "Ultimate Roll-Up," which consists of the Travel Roll-Up Bag filled with the TimeWise® Miracle Set®, Microdermabrasion Set and TimeWise® Firming Eye Cream. This lineup of products, she says, creates the foundation for an excellent skin care regimen and a beautiful canvas for color. Most importantly, because these core products deliver proven results, they build the foundation for customer loyalty by establishing trust. And once that trust is established, it's easier to introduce supplements as the next step – to help address your customers' specific skin care concerns and needs.

"It's hard to cover supplements at that first skin care class – it can be overwhelming," Ann says. "I want my customers to learn the fundamentals of skin care first." So she touches on supplements briefly. During her closing, when she shows her guests the Ultimate Roll-Up and explains the benefits of each product, she asks them to open their *Beauty Book* and look at the supplements page. At that point, she asks each of her guests to determine the "next two most important things" (lines around the eyes or visible dark spots, for example) which can usually be addressed with supplements, telling them she'll discuss those items with them at their next appointment, or "checkup class," as Ann refers to it. "Having the opportunity to sit face to face with her at the 'checkup' and determine the best supplements to take her skin care regimen a step further will gain me a customer for life."

If a customer wants to take home a supplement with her Ultimate Roll-Up immediately, Ann sells her the product, but advises her to use the products in her Ultimate Roll-Up for a week before she begins using the supplement. "Using too many products at once can be overwhelming. Don't sell your customers 'the ship' right away. Often, it's best to introduce additional products in sets, step by step, and build the trust with your customers gradually," Ann says, adding that she sends samplers with reorders or taped inside the new *Beauty Book* and offers travel-sized products when available.



## Targeting Younger Customers

"Supplements are truly one of my biggest sellers," says **Independent Future Executive Senior Sales Director Traci Smith**, who

credits her market, her audience and her "creative approach" for her success. Traci resides in College Station, Texas, home to Texas A&M University. The Satin Lips® Set, Indulge® Soothing Eye Gel and TimeWise® Firming Eye Cream are all top sellers among her customers, the vast majority of whom are A&M students.

"I teach my unit members to really look at this area and their audience," Traci says. "College students are busy, and sometimes it's hard to get them for second appointments, so it's best to show them a lot of products up front and speak in terms they can relate to. I'll often introduce the eye gel by asking, 'How many of you don't get enough sleep?' And they love TimeWise® Firming Eye Cream and the Satin Lips® Set because they deliver visible results. Gen Y women want instant gratification. It's the 'microwave mentality.' And they're very concerned about aging and the way they look."

Traci bundles those three supplements in the Travel Roll-Up Bag with a variety of other products. In fact, she's put together 15 different sets in the Travel Roll-Up Bag as options for her customers. "College students want a lot of choices," she adds.

Offering solutions for situations her clients relate to – busy schedules and lack of sleep being two of the most common – builds trust, making it easier to suggest additional products as their relationships continue.

So how does she maintain relationships with busy clients who can sometimes be difficult to pin down for a second appointment? "It's all about texting," Traci says. "I have to book and confirm appointments and accept reorders through text messages. These students are in class and can't pick up the phone. But even though they have to stretch their dollars, they buy the products. I've spent a lot of time building trust with them. Students want to know you're invested in them. I think I've been successful because I've adapted to their communication styles, and supplements have been one of my biggest sellers because of the way I present them to my audience."



# sell more to your best customers



## WHAT WOULD HAPPEN IF YOUR BEST CUSTOMERS BOUGHT MORE FROM YOU?

That's the question **Independent Executive Senior Sales Director Melinda Balling** of Santa Fe, N.M., began considering earlier this year. So she asked her unit members how many regular-line products their

customers were buying from them. It turned out several of Melinda's unit members said their customers were buying only a few regular-line products on an ongoing basis.

Melinda, who reached the Million-Dollar Circle of Excellence at Seminar 2009 and was the No. 9 Independent Sales Director nationwide, learned from her unit members that some of those customers had started out with the TimeWise® Miracle Set®, but now they were using only one or two products from the set. Some were reordering only a few items on occasion. Melinda realized that the potential for customers to purchase more than just a few regular-line products needed to be tapped into.

"I had to believe that those customers liked the Mary Kay® products they were using, but why weren't they buying more?" The answer was very simple. "I discovered many of my unit members were not regularly calling their customers to tell them about new products. They were happy to fill orders when products were requested; however, they were not necessarily telling them about some of the other great products in our line."

## Why not?

It took some digging to find out why. "Many of my unit members told me that they didn't want to bother their customers or seem pushy. I knew I had to convince them that follow-up is key to their business success," Melinda says.

Company research among independent sales force members verifies what Melinda heard from her unit members. "I don't want to bug my customers" is a common theme when the Company asks independent sales force members what stops them from following up with their customers. The solution requires rethinking your perception of yourself as an Independent Beauty Consultant.

"That perception must be one of personal service," Melinda says. "Instead of thinking of ourselves as bothering our customers, we must develop a Golden Rule customer service attitude that shows we are here to help our customers find the perfect beauty solutions in the midst of their frantic and busy lives. We do not want to fall into the trap of only being 'order takers.' We can position ourselves as professional beauty advisers when we become proactive and commit to regular follow up and to enthusiastically tell our customers about new Mary Kay® products that we think they will like and need."

"Follow-up is also a key factor in developing relationships and creating customer loyalty," Melinda shares. "That kind of personal service gives Mary Kay Independent Beauty Consultants a clear advantage in the marketplace."

**“The goal is to get customers excited about regular-line products that have reorder potential.”**

## Introducing Products

To motivate her unit members, Melinda presented this selling challenge: *Get each one of your current customers to use 10 regular-line products.* "For this challenge, limited-edition items don't count. *The goal is to get customers excited about regular-line products that have reorder potential,*" Melinda shares.

You can consider using **Melinda's plan for successful follow-up:**

1. **Set yourself up as a professional immediately.** As soon as you make the initial sale, let your new customer know that along with her purchase, she will be receiving special customer care from you. Explain that you will check back in a couple of days to see how she is enjoying her product. You'll also want to book a follow-up appointment within the next two weeks for her customized color makeover. Otherwise, let her know that you will check back in two weeks and, thereafter, every two months to let her know about specials, new products and to see if she needs to replenish her products.
2. During the follow-up call, say, "Susie, may I have another quick minute to tell you about an exciting offer I have for you? You are eligible to receive my special 'preferred customer introductory offer' of 25 percent off the following two products." **(Select two products she isn't using and give the highlights and benefits of these products.** Use the "Product Central" link on Mary Kay InTouch® to learn about products and what to say about them.)
3. Remember to **focus on three areas of interest** to your customers:
  - a. What does she need to replenish?
  - b. The "preferred customer introductory offer" of a 25 percent discount on two items she is not using
  - c. Schedule an appointment or party that would be beneficial to her (such as a follow-up facial, new color look, gift-giving party, spa party, invitations to a guest event, etc.).

Melinda also encourages her unit members to use a special customer service notebook to keep track of customers and the products they use, as well as when to make your next follow-up call.

## Focus on Customer Sales

Melinda finds that her unit members who use Mary Kay® products can talk about them with confidence. At unit meetings, they share their experiences, learn the key benefits of each product and role-play how best to quickly sell the sizzle. Because of that, Melinda says, "I can see confidence beginning to grow again."

And now, Melinda recognizes her unit members for the number of customers they are selling new products to – instead of only total dollars sold. "My unit members are getting excited about this challenge, and we are starting to see our customer service focus and unit production numbers grow," she shares. "Once a customer has been established as a 'Perfect 10,' we can move on to 'Fabulous 15.' Remember, Golden Rule customer service ties your customers to you, and that helps you build customers for life."



# go-give from the heart

When **Independent Senior National Sales Director Nora Shariff** debuted as an NSD in April 2004, she started a journey leading straight to the heart of Mary Kay. As a new NSD, she began receiving requests from Go Give Area Independent Sales Directors who wanted to learn from her. “It started with two Sales Directors and turned into 36,” Nora, a quiet woman of strong faith, shares. “I really felt called to work with these Sales Directors who needed close leadership from an adoptive NSD.”

In most business endeavors, it certainly doesn't seem feasible to support those who don't contribute directly to your income, but that's what makes a Mary Kay business so unique and special. “I truly believe what Mary Kay Ash always said – that all you send into the lives of others does come back into your own. I believe this is the right thing to do, because you never know when the blessings will come back. Maybe it won't come back immediately, but perhaps it will for my children or grandchildren,” Nora says. Her willingness to share her time and energy is truly the hallmark of the Mary Kay Go-Give® spirit.

Those Independent Sales Directors whom Nora mentors have stepped up to be accountable women of their words. These women partner with Nora to hold a fall retreat and several Star Consultant events throughout the year. Nora holds monthly conference calls with them as well. And to make the mentorship work, they are all dedicated to staying on-target and on task. “We work wisely, so as not to waste each other's time,” Nora says.

## Giving to Others

Nora and several Independent Sales Directors also gather weekly for devotional time as a group called “Sisters of Success.” The group's goal is to raise funds for charitable efforts. Together, they've supported a local boys' school and paid for a woman in the community to have a lifesaving surgery.

They've also led fundraising events within Nora's NSD area. Last year, Nora's area contributed \$3,000 to The Mary Kay Foundation. This year, they topped themselves by donating all profits from sales of the Satin Hands® Pampering Set to raise \$10,000 for the American Red Cross going to victims of Haiti's earthquake. Independent Senior Sales Director Patrice Smith of Tuscaloosa, Ala., championed this idea, and everyone gladly jumped on board. “We were so pleased with the contributions each independent sale force member made,” Nora shares, “because we really felt like Haiti was a cause that needed our attention.”

## Coming Back

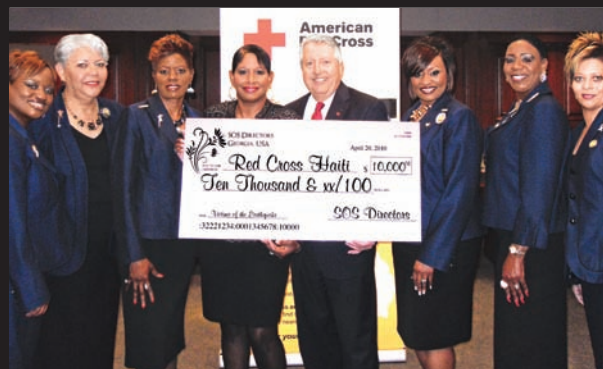
“Throughout this entire Go-Give® commitment, I've asked God to send me women who would love me as much as I love them, and that He has truly done,” Nora says. “And the Independent Sales Directors in my area have gained strength from the successes of those who are my adoptees.” As Nora exemplifies, Mary Kay business success can shine in so many ways. As she says, “To me, it's about caring for people from the heart.”



Independent Senior National Sales Director Nora Shariff

## Amazing Gift

Independent Senior National Sales Director Nora Shariff and “Sisters of Success” led an effort to raise \$10,000 for the American Red Cross through profits from the Satin Hands® Pampering Set. On April 20, 2010, they presented the check for Haitian relief efforts. From left to right: Independent Sales Director Sarita Anderson, Independent Sales Director Veula Rhodes, Independent Senior Sales Director Angela Perry-Hill, **Independent Senior National Sales Director Nora Shariff**, Red Cross Metropolitan Atlanta Chapter CEO Timothy English, Independent Senior Sales Director Patrice Smith, Independent Senior Sales Director Kesia Webb-Dailey and Independent Sales Director Lavonda Brannon.





# Recognition

## Congratulations to the winners for May 2010

### On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for May 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for April 2010.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2009, through May 31, 2010.

#### Sapphire



**Karen Piro**

**On-Target for \$950,000 Inner Circle**  
Barbara Sunden.....\$910,623.00

**On-Target for \$550,000 Inner Circle**  
Carol Anton.....\$522,571.30

**On-Target for \$500,000 Inner Circle**  
Karen Piro.....\$481,827.28  
Gloria Mayfield Banks.....473,778.44

**On-Target for \$450,000 Inner Circle**  
Lisa Madson.....\$429,284.37

#### Emerald



**Gloria Mayfield Banks**

**On-Target for \$400,000 Inner Circle**  
Jan Harris.....\$374,213.09  
Pat Danforth.....373,448.51

**On-Target for \$350,000 Inner Circle**  
Anita Mallory Garrett-Roe.....\$366,142.68  
Darlene Berggren.....364,890.87  
Kathy Helou.....362,053.46  
Jana Cox.....343,939.70  
Karlee Isenhardt.....340,017.12  
Cheryl Warfield.....338,533.74  
Gloria Castaño.....338,102.69

#### Pearl



**Jan Harris**

Sherry Giancristoforo.....325,209.88  
Lupita Ceballos.....323,233.40

**On-Target for \$325,000 Inner Circle**  
Stacy James.....\$303,751.37

**On-Target for \$300,000 Diamond Circle**  
Patricia Rodriguez-Turker.....\$294,812.72  
Sue Kirkpatrick.....291,897.14  
Cindy Williams.....286,946.52

#### Diamond



**Barbara Sunden**

**On-Target for \$250,000 Diamond Circle**  
Debi Moore.....\$270,688.00  
SuzAnne Brothers.....270,547.63  
Judie McCoy.....267,634.66  
Sonia Páez.....264,626.33  
Linda Toupin.....262,640.46  
Halina Rygiel.....258,478.14  
Dacia Wiegandt.....242,268.82  
Wanda Dalby.....236,333.33  
Shirley Oppenheimer.....235,646.74  
Mary Diem.....231,825.31  
Julianne Nagle.....231,418.49

#### Ruby



**Carol Anton**

**On-Target for \$200,000 Diamond Circle**  
Pamela Waldrop Shaw.....\$219,542.28  
Shannon Andrews.....217,742.67  
Kerry Buskirk.....211,876.35  
Jackie Swank.....211,244.56  
Ronnie D'Esposito Klein.....211,098.61  
Lily Orellana.....210,178.85  
Anita Tripp Brewton.....206,163.42  
Diane Underwood.....204,682.44  
Tammy Crayk.....195,218.62  
Sandy Miller.....185,702.15  
Cindy Fox.....184,923.64

### Monthly Commissions and Bonuses

Listed are NSD commissions earned in May by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

#### Sapphire

Lupita Ceballos\*\*.....\$48,378  
Karen Piro\*\*.....37,334  
Shannon C. Andrews\*.....29,352  
Jana Cox\*\*.....25,872  
Judie McCoy\*.....22,108  
Tammy Crayk.....21,768  
Dawn A. Dunn.....19,481  
Julianne Nagle\*.....19,332  
Valerie J. Bagnol\*.....18,857  
Sandy Valerio.....16,222  
Paola Ramirez.....15,772  
Pam Klickna-Powell.....14,810  
Jan L. Thetford.....14,789  
Gloria Báez\*.....14,325  
Kimberly D. Starr.....14,261  
Davanne D. Moul\*.....13,227  
Alia L. Head.....12,953  
Maribel Barajas.....12,915  
Pam L. Higgs.....12,130  
Debra M. Wehrer.....11,684  
Sharon L. Buck.....11,468  
Lorraine B. Newton.....11,346  
Nancy A. Moser.....11,165  
Brigit L. Briddle.....10,922  
Sherril L. Steinman.....10,553  
Diana Sumpter.....10,183  
Kendra Crist Cross.....10,097  
Jill Moore.....9,985  
Joy L. Breen.....9,514  
Gillian H. Ortega.....9,358  
Ann Brown.....9,105  
María Guadalupe Díaz.....8,876  
Charlotte G. Kosena.....8,841  
Magdalena Nevárez\*.....8,404  
Carol L. Stoops.....8,072  
Karen B. Ford.....8,011  
Gladis Elizabeth Camargo\*.....7,336  
Elizabeth Sánchez.....7,003  
Mirna Mejía de Sánchez.....6,190  
María Aguirre.....5,518

#### Emerald

Gloria Mayfield Banks\*\*\*.....\$44,110  
Sherry Giancristoforo\*\*.....42,988  
Kathy S. Helou\*.....35,717  
Debi R. Moore\*.....34,335  
Dacia Wiegandt\*.....31,801  
Cindy Fox\*.....22,776  
SuzAnne Brothers\*.....22,169  
Lily Orellana.....21,886  
Consuelo R. Prieto.....19,724  
Jamie Cruse-Vrinos.....18,080  
Kerry Buskirk\*.....17,896  
Pamela Tull.....16,826  
Kay E. Elvrum.....16,358  
Yvonne S. Lemmon.....15,630  
Cathy Bill\*.....14,473  
Mona Butters.....14,418  
Cathy Phillips.....13,872  
Janet Tade\*.....13,028  
Joanne R. Bertalan\*.....12,882  
Miriam Gómez-Rivas.....12,625  
Kym A. Walker\*.....12,204  
Morayma Rosas.....12,120  
Cristi Ann Millard.....12,058  
Shelly Gladstein.....11,902  
Kathy Rodgers-Smith.....11,702  
Dawn Otten-Sweeney.....11,192  
Sabrina Goodwin Monday.....11,005  
Crisette M. Ellis.....10,908  
Brenda Segal\*.....10,702  
Jackie LaPrade.....10,697  
Natalie Privette-Jones.....9,360  
Sherry A. Alexander.....9,006  
Judy Harmon.....8,998  
Nora L. Shariff\*.....8,160  
Esther Whiteleather.....7,775  
Barbara Whitaker.....7,304  
Regina Hogue.....6,269  
Sandra Chamorro.....6,172  
Phyllis R. Sammons.....5,627  
Carmen Rios.....5,590  
Caterina M. Harris.....5,471  
Pamela Cheek.....4,863

#### Pearl

Darlene Berggren\*\*.....\$38,845  
Stacy L. James\*.....32,872  
Jan Harris\*\*.....30,024  
Lynda Jackson\*.....28,612  
Cheryl Warfield\*\*.....28,002  
Anita N. Conley\*.....20,278  
Julie Krebsbach.....19,534  
Pamela Waldrop Shaw.....24,198  
Anita Tripp Brewton\*.....23,382  
Elizabeth Fitzpatrick\*.....22,714  
Halina Rygiel\*.....21,502  
Mary C. Estupian-Martel\*.....19,534  
Sandy Miller.....17,938  
Lisa Allison\*.....16,814  
Maureen S. Ledda\*.....16,283  
Judy Brack.....16,150  
Julie Krebsbach.....15,874  
Shirley M. Oshiro.....15,811  
Anabell Rocha.....15,096  
Nancy Bonner\*.....14,860  
Robin Rowland.....14,451  
Wilda DeKerlegand\*.....13,744  
Glinda McGuire.....13,023  
Monique Todd Balboa.....12,699  
Jane Studrawa.....12,448  
Bett Vernon.....12,387  
Lise T. Clark\*.....12,339  
Linda Kirkbride.....12,053  
Vernella Benjamin.....10,775  
Pat Campbell.....10,591  
Maureen Myers.....10,497  
Allison LaMarr.....10,390  
Barbara Stimach\*.....10,347  
Sylvia Kalicak.....10,213  
Holly Lowe.....10,188  
Kathy C. Goff-Brummett.....9,744  
Cathy E. Littlejohn.....9,009  
Beatrice Powell.....8,813  
Rosalie Ann Medjesky.....8,673  
Deb Pike.....8,496  
Wadene Claxton-Prince.....8,332  
Sonja Hunter Mason.....6,966  
Bettye M. Bridges.....6,298  
Kathy Jones.....4,763

#### Diamond

Barbara Sunden\*\*\*.....\$87,863  
Gloria Castaño\*\*.....38,949  
Lisa Madson.....38,600  
Anita Mallory Garrett-Roe\*\*.....32,598  
Sonia Páez.....32,564  
Patricia Rodriguez-Turker\*\*.....27,160  
Linda C. Toupin.....26,315  
Joyce Z. Grady.....18,770  
Mary Diem\*.....18,024  
Diane Underwood.....17,153  
Maria Monarrez.....16,762  
Jo Anne Cunningham.....16,556  
Ada Garcia-Herrera.....16,015  
Connie A. Kittson.....15,886  
Evelinda Diaz\*.....14,298  
Dalene Hartshorn.....14,000  
Isabel Venegas.....12,548  
Diana Heble.....9,957  
Gina Rodriguez.....9,441  
Rosa Carmen Fernández.....9,139  
Rosibel Shahin\*.....7,608  
Carol Lawler.....6,594  
Betty Gilpatric.....6,579  
Andrea C. Newman.....6,274  
Gladys C. Reyes.....6,077  
Jan Mazzotti.....5,691

#### Ruby

Carol Anton\*\*.....\$42,668  
Pat Danforth\*.....31,454  
Wanda Dalby\*.....28,214  
Sue Kirkpatrick\*.....25,096  
Karlee Isenhardt\*\*.....24,250  
Pam Ross\*.....23,467  
Shirley Oppenheimer\*.....21,376  
Kimberly R. Copeland.....18,625  
Pamela A. Fortenberry-Slate\*.....17,774  
Ronnie D'Esposito Klein\*.....17,544  
Rebecca Evans\*.....16,633  
Lynne G. Holliday.....15,679  
Jeanne Rowland\*.....15,006  
Cyndee Gress.....14,611  
Scarlett S. Walker-Simpson\*.....13,682  
Judy Kawiecki.....13,373  
Janis Z. Moon.....13,358  
Cheryl J. Davidson.....12,646  
Patricia Lane.....12,463  
Kate DeBlander.....12,322  
Donna B. Meixsell.....12,143  
Michelle L. Sudeth\*.....11,791  
Bea Millsagle.....11,650  
Toni A. McElroy.....11,517  
Gena Rae Gass.....11,396  
Kelly McCarroll.....10,601  
Vicki Jo Auth.....10,387  
Jo Anne Barnes.....10,297  
Terri Schafer.....9,868  
Kirk Gillespie.....9,752  
Candy D. Lewis.....9,586  
Gay Hope Super.....9,307  
Vicky L. Fuselier.....8,898  
Cindy Towne.....8,496  
Margaret M. Bartsch.....7,379  
Rhonda L. Fraczowski.....7,356  
Thea Elvin.....7,288  
Katie Walley.....7,121  
Cindy Z. Leone.....6,528  
Amy Dunlap.....6,125  
Renee D. Hackleman.....3,764

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD

# Ruby/Rubí

## New Debuts/Debutes march 2010/marzo 2010

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources," click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



**Tricia Ann Davis**  
Puyallup, Wash.  
T. Hoffman Unit

**Donna M. DiCesare**  
Southington, Conn.  
T. Sierra Unit

**Deborah Gail Duncan**  
Midland, Texas  
K. Harner Unit

**Marci Dwyer**  
Fletcher, N.C.  
J. Wehrli Unit

**Jennifer Hardegree**  
Senola, Ga.  
B. Jarvie Unit

**Vickie Ann Howell**  
Olalla, Wash.  
J. Lee Unit

**Debbie Kinney**  
Tacoma, Wash.  
S. Eaton Unit

**Lillie A. Lawrence**  
Carrollton, Texas  
T. Wilkerson Brown Unit

**Mikkalisa Lefkowitz**  
Freehold, N.J.  
A. Ware Unit

**Dody Carroll Maki**  
Fairbanks, Alaska  
L. Packee Unit



**Kasey A. O'Neill**  
Wyomissing, Pa.  
T. Hackett Unit

**Kathy Schulfer**  
Seeley Lake, Mont.  
S. Huber Unit

**Heather Squire**  
West Bountiful, Utah  
J. Beecher Unit

**Valerie P. Stanton**  
Locust Grove, Ga.  
A. Peterson Unit

**Gina Marie Villani**  
Sacramento, Calif.  
K. Martin Unit

**Marilyn J. Walker**  
Anderson, S.C.  
B. Cherry Unit

Congratulations to Sales Directors **Debra C. Cardenas**, Virginia Beach, Va., R. Costales Unit; **Krista L. Dalton**, Bulverde, Texas, S. Evans Unit; **Sandra Ann Gustafson**, Blanco, Texas, M. Mock Unit; **Laci Danielle Hammond**, Lumberton, N.C., B. Oxendine Unit; **Dessie Hardee**, Jackson, Tenn., K. Savorgnan Unit; **Bianca Wilson Hartsell**, Charlotte, N.C., R. Hovis Unit; **Stephanie Hillenbrand**, Brentwood, Calif., K. Bryer Unit; **Lynne Marie Maisel**, Decatur, Ill., J. Davidson Seibert Unit; **Michele Mayfield**, Birmingham, Ala., J. Gammill Unit; **Jennifer McChesney**, Saint Charles, Mo., A. Bond Unit; **Christine Anne McHugh**, Feeding Hills, Mass., T. Digan Unit; **Bonnie Pfeiffer**, Covington, Wash., S. Wallace Unit; **Bonnie Lynn Rickert**, New Athens, Ill., H. McKinney Unit; **Marci Lee Viviano**, Holyoke, Mass., M. Joy Unit; **Angela Jenea Wilson**, North Richland Hills, Texas, R. Beckford Unit; photos unavailable at press time./Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

## Dean's List/Lista del Decano may 2009/mayo 2009

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



**Milissa Danielle Humphreys**  
Yucaipa, Calif.  
K. Helou Area  
Emerald Seminar

**Jenn Kirkham**  
Rigby, Idaho  
J. Harris Area  
Pearl Seminar

**Jennifer Pinto**  
West Chicago, Ill.  
K. Starr Area  
Sapphire Seminar

## Honors Society/Sociedad de Honor may 2009/mayo 2009

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



**Patience Lenata Baabel**  
Lawrenceville, Ga.  
K. Isenhart Area

**Sarah L. Koch**  
Canon City, Colo.  
T. McElroy Area

**Cordelia Ogbonnaya**  
Houston  
Ruby Go Give Area

**Mika Elaine Warren**  
Stillwater, Okla.  
S. Oppenheimer Area

Congratulations to Sales Director **Daisy Aniebonam**, Silver Spring, Md., Ruby Go Give Area; photo unavailable at press time./Felicitades a la Directora de Ventas mencionada cuya foto no estaba disponible al cierre de edición.



## Fabulous 50s/Fabulosos 50 november 2009/noviembre 2009

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



**Cynthia Arne**  
New Fairfield, Conn.  
C. Gress Area

**Karri Zeiler**  
The Colony, Texas  
K. Copeland Area

*Congratulations to Sales Director **Chioma Joy Nnadi**, Brooklyn Center, Minn., Ruby Go Give Area; photo unavailable at press time./Felicitaciones a la Directora de Ventas mencionada cuya foto no estaba disponible al cierre de edición.*

## On the Move/En acción march 2010/marzo 2010

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

Krista L. Dalton  
Donna M. DiCesare  
Laci Danielle Hammond

Dessie Hardee  
Stephanie Hillenbrand  
Debbie Kinney

Mikkalisa Lefkowitz  
Christine Anne McHugh

Bonnie Pfeiffer

## New Team Leaders/Nuevas Líderes de Equipo

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

Collins Alaribe  
Kimberly N. Barnett  
Debra P. Baucum  
Tanya L. Begley  
Frances L. Bennett  
Michelle Black  
Caryn M. Bowers  
Nicole Britton  
Judith Burkard  
Sylvia E. Burle  
Amanda J. Callahan  
Shannon D. Carter  
Allison M. Collins  
Cherlita P. Copeland  
Margarita Cruz-Molina  
Janerica E. Delice  
Kathryn I. Donnellan  
Vanessa Duran-Espinosa

Audrey L. Ferra-Alkema  
Katie Foster  
Melissa J. Frankenstein  
Lisa A. Furlong  
Crystall L. Goodall  
Sarah E. Grosh  
Guadalupe Guerrero  
Brittini L. Heiser  
Rita Holladay  
Kim Holmes  
Izchel C. Huerta  
Paula G. Hughes  
Lelanie Jackson  
Sasha Jackson  
Karin A. Jones  
Kelly R. Keiter  
Mary Ruth Love  
Lindsay E. Luton

Fernanda Machado  
Puscuala R. Martinez  
Paula J. McGee  
Lindsey E. McMillian  
Patrick J. McCurdy  
Alexandra Medina  
Mischlane A. Melton  
Judith A. Menchaca  
Ashley A. Morris  
Vernie M. Mothershead  
Stefanie A. Nance  
Onyi Okoronta  
Stephanie C. Paul  
Sally Peters  
Cynthia D. Ramirez  
Linda P. Ramirez  
Estelle R. Randolph  
Carey Reilly Leone

Bonnie J. Samson  
Kimberly D. Smith  
Hope A. Spano  
Terra R. Stone  
Kimberly E. Stroman  
Melissa L. Stull  
Carrie M. Thompson  
Queen E. Ubani  
Erica Vidalez-Rodriguez  
Kelly Wampler  
Neilson M. Warlen  
Brooke M. Witt  
Cristina Zuniga

## 13% Club/Club del 13%

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

Sales Director Juliet Okonkwo .....\$3,227.64  
Sales Director Winifred Nonye Ogbunamiri .....2,361.45  
Sales Director Lisa Anne Harmon.....1,978.24  
Sales Director Shelly Renae Black.....1,822.96  
Sales Director Juliet Igboanusi.....1,762.15  
Sales Director Augusta C. Onyenemere.....1,514.66  
Sales Director Deborah S. Bailye.....1,472.71  
Kerri Washington, J. McNulty Unit.....1,369.78  
Sales Director Carlotta Sandiford-Coleman.....1,268.51

Sales Director Chioma Joy Nnadi .....1,258.17  
Sales Director Jemma Holley Imwalle.....1,256.91  
Sales Director Ekene S. Okafor.....1,250.41  
Sales Director Vanessa R. Upkins .....1,243.94  
Sales Director Michele Semper.....1,240.40  
Sales Director Reyna Darlene Anderson .....1,207.54  
Sales Director Shelia D. Evans.....1,188.20  
Sales Director Diane Lynn Henry.....1,161.10  
Sales Director Krista L. Dalton .....1,152.84

Sales Director Christy Huber .....1,123.30  
Sales Director Rebecca Tilley.....1,117.97  
Sales Director Pam J. McNicoll.....1,113.78  
Sales Director Crystal Huskins Carper .....1,110.62  
Sales Director Kimry Dupree.....1,099.48  
Sales Director Eusebia Bonilla .....1,099.48  
Crystall Lynn Goodall, T. Huntley Unit.....1,095.97

## 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		
55 Gold Medals/Medallas de Oro		Sales Director Shay Pressley.....6	Kerri Washington, J. McNulty Unit.....9
Sales Director Lorenda Younger.....5			
52 Gold Medals/Medallas de Oro		12 Gold Medals/Medallas de Oro	3 Gold Medals/Medallas de Oro
Sales Director Gloria Dominguez.....8		Sales Director Grace Epuechi.....5	Patricia Allen, A. Caines Mitchell Unit.....5
35 Gold Medals/Medallas de Oro		Sales Director Tina Hulsman.....5	Wanda Cochran, M. Semper Unit.....5
Sales Director Carlotta Sandiford-Coleman.....10		Sales Director Ngozi Ogbuagu.....6	Sales Director Cynthia Dolan.....5
34 Gold Medals/Medallas de Oro		11 Gold Medals/Medallas de Oro	Sales Director Debbie Elbrecht.....8
Sales Director Inez Thayer.....7		Sales Director Eva Berber.....5	Sales Director Jill Garrett.....5
28 Gold Medals/Medallas de Oro		10 Gold Medals/Medallas de Oro	Jodi Johnson, A. Carter Unit.....5
Sales Director Lynnis Finney.....5		Sales Director Diane Covington.....5	Sales Director Mikalisa Lefkowitz.....5
27 Gold Medals/Medallas de Oro		9 Gold Medals/Medallas de Oro	2 Gold Medals/Medallas de Oro
Sales Director Augusta Onyenemere.....5		Sales Director Daisy Aniebonam.....5	Collins Alaribe, C. Okorji Unit.....6
Sales Director Ivonne Rodriguez.....7		8 Gold Medals/Medallas de Oro	Melodye Bradshaw, J. Ferrell Unit.....7
25 Gold Medals/Medallas de Oro		Sales Director Agatha Okocha.....5	Crystall Goodall, T. Huntley Unit.....11
Sales Director Maggie Shake.....5		7 Gold Medals/Medallas de Oro	Brittini Heiser, C. Huber Unit.....5
24 Gold Medals/Medallas de Oro		Sales Director Kimberly McKissick.....5	Amy Johnson, M. Ardohain Unit.....5
Sales Director Jacqueline Alford.....5		Sales Director Cordelia Ogbonnaya.....5	Sales Director Monica Mattson.....5
21 Gold Medals/Medallas de Oro		Sales Director Juliet Okonkwo.....5	Vickey Plant, S. Goins Unit.....5
Sales Director Juliet Igboanusi.....5		6 Gold Medals/Medallas de Oro	Sales Director Oralía Torres.....5
20 Gold Medals/Medallas de Oro		Sales Director Reyna Anderson.....5	1 Gold Medal/Medalla de Oro
Sales Director Stephanie Honeycutt.....11		Sales Director Silvana Anton.....7	Kim Brady, S. Moeller Unit.....6
18 Gold Medals/Medallas de Oro		Sales Director Florence Okocha.....6	Bolton Brown, S. Bernard Unit.....6
Sales Director Analilia Benitez.....6		Sales Director Colleen Thompson.....6	Catrina Cain, T. Hoffman Unit.....5
Sales Director Catherine Onyema.....5		5 Gold Medals/Medallas de Oro	Nkela Collins, L. Simmons Unit.....5
17 Gold Medals/Medallas de Oro		Sales Director Angela Awuzie.....6	Shelley Cook, A. Goepfert Unit.....7
Sales Director Maria Alvarez-Garcia.....5		Sales Director Krista Dalton.....5	Margarita Cruz-Molina, J. Donna Unit.....7
Sales Director Tammy Lacy.....8		Sales Director Heather McKinney.....7	Vanessa Duran-Espinosa, N. Paparella Unit.....5
16 Gold Medals/Medallas de Oro		Sales Director Karen Whitehead.....5	Maria Escobar, A. Romero Unit.....5
Sales Director Angela Ivey.....5		4 Gold Medals/Medallas de Oro	Guadalupe Guerrero, M. Ramirez Unit.....5
13 Gold Medals/Medallas de Oro		Sales Director Katie Antonioti.....5	Kim Holmes, J. Wolfe Unit.....6
Sales Director Leslie List.....5		Sales Director Jane Davidson Seibert.....5	Karin Jones, K. Lawhorn Unit.....5
		Sales Director Joleen Hallouer.....5	Paula McGee, D. Pugh Unit.....5
		Ivette Jefferson, N. Anderson Unit.....5	Ashley Morris, J. Sapp Unit.....7
		Sales Director Andrea Korb.....5	Stephanie Paul, D. Meixsell Unit.....8
		Sales Director Magdalena Leon.....5	Erika Perez, S. Luna Unit.....6
		Sales Director Olubukola Osunoyomi.....5	Bonnie Samson, D. Henry Unit.....5
		Sales Director Lesa Patterson.....5	Alexis Shaw, C. Gress Unit.....7
		Sales Director Gloria Ramos.....5	Beth Stump, K. McCarroll Unit.....5
		Sales Director Michelle Sweedar.....5	Corine Terrell, T. Nwachukwu Unit.....5
			Micah Vera-Luaces, N. Putnam Unit.....5
			Brooke Witt, L. Taylor Unit.....8
			Kelley Wolfe, R. Beckford Unit.....7
			Jill Zuckerman, K. Zeiler Unit.....5

## Grand Achievers/Gran Ganadoras may 2010 qualifiers/calificadas en mayo 2010

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period./Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Gran Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personal activas en un período de calificación de uno a cuatro meses.

### Consultants/Consultoras

Melodye Bradshaw  
Jennifer Brownfield  
Shelley Anne Cook  
April Givens

Virgilia C. Gross  
Rachelle Holloway  
Christina Jameson  
Jodi Johnson  
Marnee Jordan

Amber Alison Lamb  
Danielle McCracken  
Mindy Mitchell\*  
Megan Scholtz  
Brandi Valentin

Kerri Washington

Sales Directors/  
Directoras de Ventas  
Christie Don Burrows

Madelyn Gray Hansen

\* denotes requalified driver  
\* denota conductora recalificada



## Achievement Circle/Círculo de Logros

Ranking of the top 100 Independent Sales Directors in each Seminar area based on their May 2010 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de mayo de 2010.

## Sapphire/Zafiro

Tammy Romage	\$99,294
Julie Weaver	89,534
Angela D. LaFerry	79,919
Roxanne McInroe	78,823
Audrey K. MacDowall	71,334
Kim I. Sabourin	70,907
Lara F. McKeever	65,878
Christy Bigham	64,745
Debbie A. Weld	63,463
Julia Mundy	61,970
Kim Maynor	60,053
Linda Klein	56,494
Brenda Bennett	53,923
Phyllis I. Pinski	52,958
Joanna Helton	52,217
Cheryl T. Anderson	51,497
Maranda Michelle Rains	49,823
Kristi M. Montesana	49,293
Sylvia Boggs	48,673
Catalina T. Barahona	47,992
Lyneea E. Tate	47,935
Ryan Ashlee Rives	47,575
Dolores Keller	47,143
Randi Stevens	47,013
Miranda Katie Bandemer	46,873
Maria G. Leon	46,812
Faith A. Gladding	46,790
Ann W. Sherman	46,764
Hilda Marrufo	46,326
Ruby Garner	46,006
Lady Ruth Brown	45,703
Delmy Ana Torrejon	45,554
Angie S. Day	45,346
Brynne M. Blacklock	45,011
Heather L. Bohlinger	44,996
Sanjuana Sosa	44,771
Silvia Rodriguez	44,384
Jennifer L. Semelsberger	44,353
Jackie Dixon	44,335
Kathy R. Bullard	43,855
Kim B. Roberts	43,766
Jill Beckstead	43,702
Linda F. Merritt	43,255
Maria Elena Coyote	42,881
Laticia Raynor-Vango	42,516
Maria Montes	42,239
Moleida G. Daley	42,068
Cathy A. Jacobs	42,009
Jodi L. Feller	41,818
Launa Marie Benson	41,759
Juliet M. Goodwin	41,661
Krista Neal Warner	41,459
Jennifer G. Bouse	41,398
Patrice Moore Smith	41,381
Cindy S. Kriner	40,907
Marjorie S. Haun	40,362
Lynn Baer Roberts	40,086
Binta Touray Jagne	40,061
Maria K. Eades	39,850
Satarro Purnell	39,188
Nannette G. Short	39,107
Josefa Chacon	38,991
Maria Elvia Lopez	38,945
Tracey A. Fields-Hedrick	38,937
Diane Bruns	38,812
Brandy Lee Hudson	38,626
Julie Peacock	38,531
Danice C. McElDowney	38,229
Crystal Dawn McDaniel	38,155
Tabitha A. Hallums	38,123
Bea Heath	37,992
Peggy B. Sacco	37,851
Melody Missick	37,784
Lynn A. Cervini	37,416
Deborah Robina	36,986
Terry A. Hensley	36,849
Elaine Hipsher	36,644
Mary K. White	35,902
Martha Alicia Gonzalez	35,616
Isabella Cheree Ashley	35,554
Elsie Jackson	35,495
Avelyn R. Smith	35,464
Elizabeth A. Poole	35,337
Tracy Potter	35,000

Wendy Clausen	34,971
Shelley Townsley	34,832
Natalie Reed	34,616
Jennifer Pinto	34,534
Cindy Harness	34,528
Effie Parsons	34,471
Flory Palencia	34,397
Robyn S. Cartmill	34,313
Sherri Reindl	33,952
Maisha A. Bankhead	33,920
Nancy W. Pettaway	33,795
Lorraine S. Kigar	33,773
Krista A. Johnson	33,645
Elaine B. Lewis	33,617
Marty Ulmer	33,508
Joni D. Koontz	33,486

## Emerald/Esmeralda

Auri Hatheway	\$108,161
Pattie A. Robinson	77,605
Nancy A. Berlin	66,262
Tanya Olivia King	66,124
Rosy Garcia Acevedo	64,738
Pam Kelly	64,726
Renita Griswell Peele	64,298
Alyson R. Young-Guerra	61,266
Nancy Boucher	56,450
Jordan Helou Eicher	56,405
Jeanne R. DeVore Harris	54,949
Stacy D. Foust	53,047
Cecilia C. Colby	52,592
Anita Rodriguez	52,474
Connie Marie Ackroyd	51,874
Tammy K. Ayers	50,910
Hollie R. Sherrick	50,703
Jackie L. Root	50,614
Karen A. Jorgenson	49,917
Jeanette E. Beichle	46,892
Flavia A. Rivera	46,352
Jo M. Cotton	45,483
Kathy P. Oliveira	45,297
Paula Kelsch	45,157
Christie I. Ehiobu	44,593
Toyia M. Drew	44,381
Geri L. Gurreri	43,982
Linda Bradley	43,917
Sheri Farrar-Meyer	43,861
Ann Shears	43,472
Kimbi L. Bartik	43,435
Michelle M. Martinez	42,808
Maria Sanchez	42,492
Marta Barquet	41,717
Opheelia De La Torre	41,480
Lisa Snow	41,393
Hope S. Pratt	41,343
Michele Martella Armes	41,059
Evalina Chavez	40,984
Yolanda Lopez	40,941
Tammy West-Murrian	40,911
Judith Beede	40,766
Barbara Pleet	40,632
Cathy Apicello-Schneithorst	40,517
Annette D. Oxley	40,058
Penny R. Walker	39,736
Cheryl L. Foster	39,705
Maria Bertha Godinez	39,686
Candy Jackson	39,646
Ayobami Olanrewaju Olusa	39,400
Dana Dean Cornalino	38,877
Sonya C. D'Herde	38,371
Lorena Maria La Rosa	38,267
Arianne C. Morgan	38,056
Yuvic Rocio Alvarado	37,510
Rose Campbell	37,417
Cheri Pearce	37,303
Chelsi Adkins	37,165
Denise M. Sowder	37,149
Janice J. Baker	37,002
Lynn F. Huckels	36,993
Connie S. Miller	36,988
Susie J. Serio	36,595
Marcela Sierra	36,437
Kami Fredericks	36,041
Carolyn L. Lucas	35,741
Karen E. Riddle	35,674

Vicki Hunter	35,654
Julie B. Potts	35,505
Sheila J. McCune	35,356
Julie A. Griffin	35,242
Stacy S. Gilson	34,912
Sheila Anne Taylor	34,675
Brenda D. Elliott	34,604
Robin S. Moody	34,572
Leanne Parrino	34,568
Poliana De Freitas	34,342
Karen Saladrigas	34,108
Keiko M. Nakao	33,995
Evelyn Nail	33,951
Nancy Graham	33,946
Pat Forehand	33,826
Denise G. Kucharski	33,787
Gloria E. Sandoval	33,723
Hollie Lynnae Darrow	33,700
Traci L. Smith	33,671
Amanda Dida	33,470
Jennifer Spriggs	33,362
Antonia M. Nakao	33,314
Christy Harvey	32,943
Elaine K. Williams	32,920
Christine A. Denton	32,751
Doreen Stevens	32,741
Karen L. Spada	32,701
Trisha Taylor	32,560
Katie L. Ashby	32,520
Nancy L. DeFina	32,483
Cecilia Merport	32,184
Arvis D. Bridges-Epps	32,062
Andrea Steinmetz	31,902

## Pearl/Perla

Kristin Myers	\$104,698
Shanna H. Jones	104,598
Katherine Mirkes Ward	97,763
Kim L. McClure	79,898
Tina M. Wright	78,452
Holly L. Ennis	69,979
Patty Webster	67,638
Amie N. Gambolan	66,679
Susan M. Hohlmang	61,201
Cindy Machado-Flippen	60,922
Tammy Brown	59,596
Amy Kemp	58,968
Diane M. Detesco	57,814
Cheryl Marie Brown	57,040
Toni Louise Moore	55,338
Patti Cornell	54,942
Tara Lynn Mitchell	52,500
Janice Baxter Hill	52,499
Constance Nugent Miller	52,417
Jennifer C. Olais	52,239
Brenda Stafford	50,889
Shari M. Kirschner	50,696
Jeanie Martin	49,908
Kathryn L. Engstrom	49,565
R. Sue Miller	48,356
Leah Michelle Lauchlan	47,317
Tracey L. Chavez	47,232
Denise E. Crosby	46,383
Richelle V. Barnes	46,354
Michele Salisbury Rankin	46,157
Rebecca Milligan	46,042
Terri Lewis	45,260
Blythe Jolee Egbert	44,629
Lucia Fernandez	44,484
Stacey Craft	44,302
Betsy C. Richard	44,009
Ashley O. Brooker	43,970
Roya M. Mattis	43,945
Denise M. Roberts	43,848
Nedra Ruby White	43,815
Tamarie M. Bradford	43,801
Susan K. Janish	43,449
Pat Ringnald	42,894
Carrie V. Eddings-Foster	42,803
Alma Orrostieta	42,696
Jeanie K. Navkal	42,646
Kenna L. Envin	42,291
Nicole J. Canamare	41,974
Ruthie Bresette-Mount	40,936
Kollette Lowe Cleveland	40,595

Joyce Recenello	40,287
Beth H. Piland	39,990
Sally Moreno	39,758
Sylvia Limon Martinez	39,356
Diane M. Terwilliger	39,200
Anne Geertsen	39,189
Carmen J. Felix	39,062
Alicia Borkowska-Sattler	38,970
Maryle Durrer	38,719
Sherly Jean Arena	38,290
Lisa Olivares	38,238
Amy C. Schule	37,815
Lia Rene Carta	37,613
Virginia S. Rocha	37,567
Julie Holmberg	37,467
Linda H. Rowsey	37,421
Aide G. Martinez Charre	37,098
Julia Sander Burnett	37,079
Diana Maria Bernudez	37,017
Moji Mojtabae	36,925
Donna Stephano	36,889
Charlene Grubbs	36,744
Joyce A. Bruggeman	36,721
Elizabeth B. Muna	36,607
Andrea Lee Converse	36,531
Jo Shuler	36,300
Maribel Olivares	36,307
Darlene Rutledge	35,693
Dorothy D. Boyd	35,666
Jennifer B. Hucks	35,664
Evelyn Pirhalla	35,414
Shauna Lynn Abbotts	35,280
Kathy Ahlwardt	35,207
Evelyn Hill	35,110
Rhona C. George	35,053
Mary E. Feikles	34,808
Amy Stokes	34,703
Irene K. Foster	34,630
Susie Kopacz	34,553
Regina I. McDermott	34,514
Carolyn A. Smith	34,431
Beverly M. Brown	34,314
Marilyn Schmucker	34,128
Victoria A. Pierle	33,776
Laura Poling	33,750
Hazel White	33,409
Jenn Kirkham	33,378
Delores E. Black	33,358
Angel B. Toler	33,232
Cindy S. Koenig	33,198

## Diamond/Diamante

Dayana Polanco	\$109,610
LaRonda L. Daigle	103,931
Amy Allgood	90,324
Kristin Jenae Rogers	78,679
Evelita Valdez-Cruz	77,261
Andrea Shields	76,518
Karime Rosas	74,651
Mary Strauss	68,826
Priscilla McPheeters	67,790
Marsha Morrisette	67,192
Melinda M. Balling	66,877
Barbara E. Roehrig	63,599
Heidi Goelzer	62,581
Mariann Biase Mason	59,816
Sheryl Peterson	59,077
Leticia Barajas	58,972
Heather M. Julson	57,756
Rhonda Jean Taylor	57,704
Cecilia C. James	55,454
Julie Neal	55,058
Terri J. Beckstead	54,544
Patti L. Huffman	54,508
Mette McKenna Hendricks	53,987
Tawnya Kremppes	53,005
Jane S. Chapman	52,871
Gayle Lenarz Kolsrud	52,615
Ruth Ojibeka	52,032
Buffy McKendry	50,672
Gerri Anne Morris	50,482
Meg Booker Steward	50,461
Maricarmen Gonzalez	50,385
Ana X. Solis	50,224
Annaka Krafka	50,066

Guadalupe Garcia	49,876
Vivian Diaz	49,636
Jenny Siemonsma	49,481
Julie Schlundt	48,720
Kristen C. Spiker	48,689
Diane L. Mentiply	47,636
Shelly Palen	46,970
Pat A. Nuzzi	46,752
Joy H. Rentz	46,274
Cindy Wallace	45,985
Betty Symons	45,550
Sherralynn Arnold	45,546
Noelia Jaimes	45,447
Meyra Esparza	45,172
Noemi C. Jaimes	44,953
Ana Carolina Alvarez	44,854
Mary Kathryn King	44,691
Donna K. Smith	44,259
Brenda K. Howell	44,149
Lesley A. Bodine	44,128
Chatney Gelfius	43,850
Donna J. Saguto	43,487
Patty Gutierrez	43,282
Carolyn Thompson	43,036
Deborah Dudas	43,029
Robin L. Sailer	42,925
Sonia Suyapa Bonilla	42,621
Julia Medina	42,282
Altinay Prado	41,908
Stephanie A. Richter	41,869
Barbara H. Peterson	41,838
Audrey J. Doller	41,462
Susan M. McCoy	41,461
Karla Beatriz Rivera	41,457
Heriberto Castro Orozco	41,419
Norma Lee Shaver	41,325
Deb E. Cerenzia	41,293
Kiersten Vavrina	41,282
Patricia Carr	41,246
Suzanne T. Young	41,241
Denise M. Guthrie	41,086
Holly Cristina Santos	40,950
Debra Allison	40,645
Nancy Fox Castro	40,613
Lisa Rada	40,468
Maureen Yantzer	40,313
Melissa R. Hennings	40,286
Rosangel M. Ramon	40,225
Carol Lee Johnson	40,052
Jacqueline Prendes	39,722
J. Susie Gleyze-Thomas	39,604
Nancy Rodriguez	39,328
Virginia Rowell	39,268
Lisa Peterson	38,575
Lisa A. Stengel	38,364
Wendy Hayum-Gross	38,185
Kim A. Messmer	37,848
Nicki R. Hill	37,788
Pamela K. Perkins	37,403
April Ann Townsend	37,298
Lila DeWeber	36,997
Mary Beissel	36,902
Rose Rodriguez-Capone	36,757
Mary P. Creech	36,663
Mary Goss	36,558
Teresa A. Lischwe	36,289
Mischell Alene Byers	35,963

## Ruby/Rubí

Krystal Downey-Shada	\$97,486
Donna Clark-Driscoll	79,502
Karen E. Gardner	71,965
Lisa Anne Harmon	68,328
Sonya F. Goins	66,446
Patti Maxwell	66,288
Juliet Ebele Okonkwo	63,822
Diane Covington	63,239
Deborah J. O'Leary	63,228
Natalie Marie Paparella	61,318
Ekene S. Okafor	60,527
Mary Sharon Howell	58,537
Phuong L. White	57,868
Jeanette M. Thompson	57,481
Thessy Nkechi Nwachukwu	57,056
Somer Ballard Carter	56,450

Carlotta Sandiford-Coleman	56,323
Winifred Nonye Ogunnamiri	54,486
Shelia D. Evans	53,463
Vicki S. Lindsay	51,872
Sheryl K. Goins	51,311
Alisa Marie Vitorino	51,236
Christy Huber	49,265
Deborah S. Bailey	48,956
Wanda Metzger	48,334
Cheryl O. Fulcher	46,741
Candace Lyn Chambers	46,705
Vanessa R. Upkins	46,497
Rosalie Kuhen	46,326
Lisa Baker	46,166
Crystal Huskins Carper	46,105
Erin Lynch	45,739
Marnie R. Yunger	45,427
Michele Semper	45,192
Brenda Dominguez	45,070
Suzanne Moeller	44,909
Janelle A. Ferrell	44,880
Lisa V. Bauer	44,865
Crenda Fenner	44,786
Carmen Nunez de Valencia	44,710
Allison L. Carter	44,289
Kathleen C. Savorgnan	44,078
Nancy D. Marshall	43,473
Heather A. Verity	43,309
Jacqueline N. Alford	43,210
Terry Thole	43,185
Judy Lund	43,075
Liz Whitehouse	42,861
Breda M. Teal	42,675
Jennifer Jean McNulty	42,192
Tiffany Brooke Stout	41,518
Laura A. Kattenbraker	40,917
Michelle L. Sanders	40,479
Sherri Ammons	40,282
Rachel L. Hall	40,280
Tina Hulsman	40,223
Christy M. Cox	40,072
Oye A. Onuoha	39,803
Arri Zeller	39,743
Linda Leonard Thompson	39,689
Eleanor M. Reigel	39,211
Amber L. Faulk	39,188
Ingrid Elke Smith	38,768
Sherrie L. Clemons	38,069
May Lou Ardohain	37,742
Helen Naomi Godswill	37,187
Janet M. Gammill	37,105
Debbie A. Elbrecht	37,046
Carol Fehr	37,014
Peggy Young	36,882
Eva E. Berber	36,826
Chick Stamschror	36,499
Judie Roman	36,389
Gina Beekley	35,910
Christina A. Rolfs	35,881
Lisa Bird	35,527
Reyna Darlene Anderson	35,514
Theresa Ann Huntley	35,058
Charlyn C. Eschette	35,050
Suzanne P. Wallace	34,994
Connie A. Brinker	34,879
Linda Christenson	34,775
Julie Smith	34,358
K.T. Marie Martin	34,082
Johnnie M. Robertson	34,064
Rose Mary Neal	33,959
May L. Morgan	33,807
Melissa Kaye Kopec	33,804
Kali DeBlander Brigham	33,666
Patty L. Bojan	33,475
Laurianne Barclay	33,336
Juliet N. Goertzen	33,333
Deborah K. Hack	33,215
Corrin Cresci	33,121
Laura Sainz Rivera	33,002
Cristina Neves Carper	32,825
Gab Bauer	32,819
Chioma Joy Nnadi	32,727
Jacqueline Donna	32,688
Cissy E. Warren	32,674

# Recognition

## Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2010. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Sapphire

Tammy Ramage	\$14,216.46
Julie Weaver	13,679.94
Roxanne McInroe	12,902.86
Julia Mundy	12,157.62
Lara F. McKeever	10,555.85
Angela D. LaFerry	9,855.46
Audrey K. MacDowall	9,373.80
Maria Elena Coyote	9,367.37
Christy Bigham	9,026.88
Debbie A. Weld	9,000.58
Phyllis I. Pinski	8,889.90
Delmy Ana Torrejon	8,723.53
Linda Klein	8,716.02
Kim I. Sabourin	8,712.53
Lady Ruth Brown	8,695.46
Angie S. Day	8,194.23
Heather L. Bohlinger	8,185.41
Sylvia Boggs	8,102.76
Diane Bruns	8,027.72
Josefa Chacon	8,026.09
Brenda Bennett	7,934.10
Maria G. Leon	7,880.46
Miranda Katie Bandemer	7,877.01
Faith A. Gladding	7,745.52
Dolores Klerder	7,681.58
Alison Jurek	7,583.77
Moleida G. Dailey	7,575.48
Joanna Helton	7,572.11
Jennifer L. Semelsberger	7,552.12
Ruby Garner	7,546.46
Maria Montes	7,464.83
Lynn Baer Roberts	7,370.38
Connie L. Russo	7,276.53
Jill Beckstedt	7,263.85
Maranda Michelle Rains	7,225.01
Kathy R. Bullard	7,190.05
Ryan Ashlee Rives	7,131.53
Elizabeth A. Poole	7,102.82
Cheryl T. Anderson	7,052.07
Melva M. Sylthe	6,947.47
Catalina T. Barahona	6,929.53
Randi Stevens	6,915.71
Lynnea E. Tate	6,860.53
Kim Maynor	6,841.07
Krista Neal Warner	6,725.38
Hilda Marrufo	6,691.84
Ann W. Sherman	6,578.98
Sanjuana Sosa	6,446.57
Teodora Ahumada	6,413.21
Kristi M. Montesana	6,407.89
Krista A. Johnson	6,313.77
Peggy B. Sacco	6,299.23
Tracey A. Fields-Hedrick	6,269.35
Jackie Dixon	6,249.07
Robyn S. Cartmill	6,206.65
Marjorie S. Haun	6,205.20
Tracy Potter	6,138.06
Kim B. Roberts	6,093.66
Bryenne M. Blalock	6,062.65
Maria K. Eades	6,027.42
Natalie Reed	6,014.82
Cathy A. Jacobs	6,001.68
Cynthia M. Cummings	5,988.42
Crystal Dawn McDaniel	5,969.47
Gena Prince	5,951.15
JoAnna P. Shipe	5,890.51
Patrice Moore Smith	5,831.67
Mary K. White	5,823.05
Blanca Celia A. Caceres	5,803.15
Juliet M. Goodwin	5,758.06
Jill L. Glockner	5,751.31
Flor De Maria Maldonado	5,738.48
Avelyn R. Smith	5,723.69
Binta Touray Jagne	5,709.39
Maria Elvia Lopez	5,708.11
Linda F. Merritt	5,704.04
Terza Llanes	5,678.42
Silvia Rodriguez	5,650.28
Lynn A. Cervini	5,626.03
Nannette G. Short	5,583.80
Danice C. McElDowney	5,582.93
Marty Ulmer	5,580.74
Jennifer G. Bouse	5,553.22
Jodi L. Feller	5,540.29
Gloria Stake Miller	5,526.47

Amy C. Hayes	5,502.24
Norma Hood	5,497.33
Pam Garner Moore	5,482.19
Ann Ferrell Smith	5,475.39
Deborah Robina	5,471.35
Bea Heath	5,457.90
Wendy Clausen	5,449.72
Effie Parsons	5,432.35
Tabitha A. Hallums	5,398.47
Barbara Randall	5,398.35
Cindy S. Kriner	5,372.98
Cheri L. Taylor	5,345.38
Angeles Sosa	5,343.08
Flory Palencia	5,339.40
Norma Ferreira Lopez	5,331.58

### Emerald

Auri Hatheway	\$19,782.35
Nancy A. Berlin	10,761.09
Pattie A. Robinson	10,593.40
Pam Kelly	10,081.87
Tanya Olivia King	10,046.47
Tammy K. Ayers	10,008.05
Kimbi L. Bartik	9,754.75
Renita Grisswell Peele	9,186.29
Evalina Chavez	9,141.63
Hollie R. Sherrick	8,874.77
Maria Sanchez	8,850.70
Carolyn Jackson	8,797.09
Christie I. Ehiobu	8,743.00
Paula Kelsch	8,509.34
Rosy Garcia Acevedo	8,454.56
Michele Martella Armes	8,386.21
Michelle M. Martinez	8,187.94
Jeanette E. Beichle	8,123.16
Alyson R. Young-Guerra	8,080.85
Teresa C. Colby	7,998.82
Jackie L. Root	7,816.35
Jo M. Cotton	7,787.21
Stacy D. Foust	7,702.46
Sheri Farrar-Meyer	7,698.37
Ayobami Olanrewaju Olusa	7,690.17
Karen A. Jorgenson	7,681.04
Jordan Helou Eicher	7,551.98
Arvis D. Bridges-Epps	7,496.72
Connie Marie Ackroyd	7,489.17
Lorena Maria La Rosa	7,419.77
Linda Bradley	7,353.59
Jeanne R. DeVore Harris	6,967.44
Yolanda Lopez	6,917.42
Nancy Boucher	6,856.31
Julie B. Potts	6,824.54
Geri L. Gurreri	6,780.65
Laura A. Armstrong	6,728.43
Marcela Sierra	6,689.31
Toya M. Drew	6,630.76
Anita Rodriguez	6,597.98
Ann Shears	6,591.42
Kathy P. Oliveira	6,503.35
Susie J. Serio	6,475.43
Maritza Lanuza	6,459.39
Barbara Pleet	6,454.30
Flavia A. Rivera	6,393.87
Antonia Miranda	6,377.77
Lisa Snow	6,332.63
Traci L. Smith	6,278.03
Sonya C. D'Herde	6,237.85
Judith Beede	6,190.64
Vicki Powell	6,175.71
Elaine K. Williams	6,163.32
Rose Campbell	6,093.19
Cheryl L. Foster	6,079.81
Julie A. Griffin	6,054.23
Heather A. Carlson	6,013.50
Angel L. Hurley	5,986.57
Opheila De La Torre	5,962.17
Sue Uibel	5,948.54
Annette D. Oxley	5,927.89
Helen Jakpor	5,905.67
Hope S. Pratt	5,902.10
Leanne Parrino	5,882.58
Nancy Jean Leroy	5,860.09
Chelsi Adams	5,856.73
Maria Beddick	5,848.77
Karen E. Riddle	5,839.39

Trisha Taylor	5,768.27
Arianne C. Morgan	5,733.06
Debbie L. Bower	5,705.59
Connie S. Miller	5,701.55
Haydee Guzman	5,633.94
Cecilia Merport	5,615.47
Gail Patton Menefee	5,605.37
Sheila J. McCune	5,590.48
Evelyn Nail	5,582.53
Brenda D. Elliott	5,475.48
Maria Bertha Godinez	5,452.83
Penny R. Walker	5,412.98
Cathy Apicello-Schneithorst	5,395.40
Denise G. Kucharski	5,392.85
Stacy S. Gilson	5,341.70
Brendaliz Cajigas	5,312.39
Kamli Fredericks	5,300.15
Pat Forehand	5,268.17
Ana E. Segovia	5,231.58
Nancy Graham	5,231.07
Leticia Velasco	5,225.12
Jennifer Spriggs	5,205.13
Caroline Nesbitt Osmon	5,173.51
Lynn F. Huckels	5,170.95
Denise M. Sowder	5,168.49
Sheila Anne Taylor	5,144.63
Maria Estela Mondragon	5,132.41
Marta Barquet	5,126.82
Carolyn L. Lucas	5,093.63
Grace Hull	5,046.33
Eida Ramirez	5,042.26
Vicki Hunter	5,036.82

### Pearl

Kristin Myers	\$16,596.55
Shanna H. Jones	14,412.58
Kim L. McClure	13,898.24
Jeanie Martin	12,963.45
Katherine Mirkes Ward	12,390.41
Susan M. Hohlman	11,037.71
Alma Orrostieta	10,733.38
Amy Kemp	10,728.47
Patty Webster	10,634.25
Tina M. Wright	9,429.87
Holly L. Ennis	9,178.74
Amy E. Gamboian	9,107.35
Diane M. Detesco	9,102.28
Janice Baxter Hull	8,666.86
Jeanie K. Navrak	8,635.94
Toni Louise Moore	8,428.92
Nicole J. Canamere	8,422.31
Leah Michelle Lauchlan	8,375.02
Julia Sander Burnett	8,157.56
Cindy Machado-Flippen	7,849.37
Dorothy D. Boyd	7,826.33
Mary Durrer	7,739.08
Patti Cornell	7,720.27
Ann Geertsen	7,718.96
Elizabeth B. Buna	7,691.19
Sheryl Jean Arena	7,672.33
Tara Lynn Mitchell	7,627.96
Michelle Salisbury Rankin	7,596.11
Lisa Olivares	7,464.28
Carrie V. Eddings-Foster	7,287.63
Tammy A. Avala	7,273.58
Lia Rene Carta	7,225.07
Nadine Bowers	7,175.87
Sally Moreno	7,166.69
Darlene Rutledge	7,162.14
Tammy Brown	7,144.75
Evelyn Pirhalla	7,081.56
Alicia Borkowska-Sattler	7,010.69
Betsy C. Richard	6,983.45
Shari M. Kirschner	6,955.57
Brenda Stafford	6,934.04
Brittany Marie Self	6,923.66
Tammarie M. Bradford	6,921.39
Tracey L. Chavez	6,881.18
Roya M. Mattis	6,825.48
Constance Nugent Miller	6,780.41
Virginia S. Rocha	6,753.94
Pat Ringnalda	6,753.06
Irene K. Foster	6,749.21
Stacey Craft	6,705.89

Cheryl Marie Brown	6,680.89
Carmen J. Felix	6,592.41
Denise E. Crosby	6,524.47
Susie Kopacz	6,510.05
Jennifer C. Olaz	6,506.95
Sylvia Limon Martinez	6,396.21
Nedra Ruby White	6,380.37
Kathryn L. Engstrom	6,370.18
Kathy Eckhardt	6,356.41
Blythe Jolee Egbert	6,256.84
Sandra M. Munguia	6,245.62
Joyce Recenello	6,213.94
Rebecca Milligan	6,194.71
Rita Schaefer	6,187.69
Maribel Olivares	6,174.25
R. Sue Miller	6,174.03
Richelle V. Barnes	6,147.37
Denise M. Roberts	6,098.35
Terri Lewis	6,076.50
Sandra Giraldo Kirchhoff	6,054.05
Shelley Eldridge	6,025.18
Regina I. McDermott	5,973.86
Barbara R. Johnson	5,949.19
Shauna Lynn Abbots	5,903.91
Lucia Fernandez	5,878.07
Delores E. Black	5,871.81
Ginger J. Benedict	5,850.79
Diane M. Terwilliger	5,821.24
Mia J. Mason Taylor	5,821.20
Kollette Lowe Cleveland	5,760.43
Susan K. Janish	5,743.47
Diane Heckathorne	5,737.16
Ashley O. Brooker	5,730.67
Ruthie Brette-Mount	5,710.42
Ella M. Chick-Power	5,661.80
Judi Tapella	5,655.63
Beth H. Piland	5,637.81
Susan T. West	5,605.87
Beverly M. Brown	5,589.36
Mojito Mojtabaie	5,587.87
Penny J. Jackson	5,573.88
Hazel White	5,570.18
Amy Stokes	5,564.64
Amelie B. Kemogne	5,496.15
Amy C. Schule	5,429.18
Diana Maria Bermudez	5,429.17
Glycia Heyaime	5,428.49
Vicki Piccirilli	5,409.39
Sandra Tatzler	5,392.21

### Diamond

Dayana Polanco	\$19,206.61
LaRonda L. Daigle	14,290.21
Amy Allgood	12,253.29
Ana X. Solis	11,965.76
Karime Rosas	11,732.17
Evitelia Valdez-Cruz	11,660.47
Kristin Jenae Rogers	11,634.56
Heidi Goelzer	11,238.55
Vivian Diaz	10,795.23
Priscilla McPheeters	10,703.97
Andrea Shields	10,690.76
Mayra Esparza	10,360.62
Mary Strauss	10,329.31
Melinda M. Balling	10,091.74
Terri J. Beckstead	9,949.55
Marsha Morrisette	9,926.54
Sheryl Peterson	9,644.98
Barbara E. Roehrig	9,582.49
Maricarmen Gonzalez	9,193.53
Julie Neal	9,123.76
Sonia Suyapa Bonilla	9,007.76
Omosolape O. Akinyoyenu	9,004.69
Heather M. Julson	8,959.22
Cecilia C. James	8,422.31
Neomi C. Jaimes	8,203.87
Meg Booker Steward	8,105.13
Blanca E. Arroyo	8,086.99
Leticia Barajas	8,015.20
Rose Rodriguez-Capone	8,011.73
Pat A. Nuzzi	7,931.19
Melissa R. Hennings	7,921.65
Janet S. Chapman	7,849.46
Julie Schlundt	7,735.03
Ana Carolina Alvarez	7,721.33

Noelia Jaimes	7,678.06
Yosaira Sanchez	7,669.54
Maria Flores	7,602.20
Brenda K. Howell	7,574.77
Betty Symons	7,547.34
Rhonda Jean Taylor	7,546.85
Delmi Cristina Santos	7,486.71
Maritza Estela Gonzalez	7,342.54
Susan K. Carlson	7,330.76
Joy H. Rentz	7,309.89
Sandy Griffith	7,288.71
Martha Kay Raile	7,286.77
Betty McKendry	7,228.47
Audrey J. Doller	7,154.22
Mary Beissel	7,027.22
Donna J. Saguto	6,938.25
Deborah Dudas	6,930.61
Shelly Palen	6,900.07
Susan J. Pankow	6,886.02
Mariann Blase Mason	6,881.82
Marni McKenna Hendricks	6,879.67
Lila DeWeber	6,876.75
Petie L. Huffman	6,839.54
Tawnya Krimppes	6,775.00
Carol Lee Johnson	6,769.54
Annaka Kraftka	6,716.53
Ruth L. Everhart	6,714.35
Silvia Sanchez	6,685.02
Gerri Anne Morris	6,635.53
Donna K. Smith	6,620.81
Ruth Ojibeka	6,601.40
Cindy Wallace	6,587.10
Teresa A. Lischwe	6,459.63
Denise M. Guthrie	6,442.25
Lisa Rada	6,397.42
Jenny Siemonsma	6,389.41
Diane L. Mentiply	6,387.78
Elvia Cordova	6,366.56
Chatney Geluzius	6,343.38
Deb E. Cerenzia	6,325.09
Lisa Peterson	6,284.86
Stephanie A. Richter	6,275.56
Altinay Prado	6,273.36
Maria Consuelo Piqueras	6,201.70
Kiersten Vavrina	6,191.42
Sandy Lasso	6,169.65
Carolyn Thompson	6,168.71
Konie Slipy-Justus	6,120.33
Karla Beatriz Rivera	6,118.43
Guadalupe Garcia	6,109.42
Juanita Gudino	6,088.39
Nancy Polish Dove	6,079.33
Gayle Lenarz Kolsrud	6,037.18
Alicia Kingrey-Lokal	5,959.46
Suzanne T. Young	5,956.51
Mary Jacobson	5,930.40
Julia Medina	5,922.57
Lesley A. Bodine	5,895.25
Luzmila E. Abadia Carranza	5,887.07
Norma Lee Shaver	5,865.77
Mary Kathryn King	5,864.53
Heriberto Castro Orozco	5,860.28
Susan M. McCoy	5,852.75
Mary P. Creech	5,839.84
Nancy Fox Castro	5,823.09
Patty Gutierrez	5,818.07

### Ruby

Thessy Nwachukwu	\$14,640.64
Krystal D. Downey-Shada	12,676.25
Juliet Ebele Okonkwo	11,659.18
Donna Clark-Driscoll	11,637.87
Ekene S. Okafor	10,759.61
Lisa Anne Harmon	10,641.98
Diane Covington	10,309.36
Mary Sharon Howell	10,294.57
Patti Maxwell	9,687.83
Phuong L. White	9,509.26
Karen E. Gardner	9,278.47
Sheryl K. Goins	9,018.49
Michele Semper	8,990.72
Sonya F. Goins	8,939.02
Deborah S. Bailly	8,902.60
Laura A. Kattenbraker	8,877.76
Jacqueline N. Alford	8,726.46
Carlotta Sandiford-Coleman	8,712.85

Carmen Nunez de Valencia	8,711.66
Shelia D. Evans	



# 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 2010.

### Top National Sales Directors — Commissions and Bonuses



**Lupita Ceballos**  
\$48,378  
Sapphire



**Gloria Mayfield Banks**  
\$44,110  
Emerald



**Darlene Berggren**  
\$38,845  
Pearl



**Barbara Sunden**  
\$87,863  
Diamond



**Carol Anton**  
\$42,668  
Ruby

### Top Unit — Estimated Retail Production

SAPPHIRE — Tammy Romage, <i>Go Give Area</i> .....	\$99,294
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i> .....	\$108,161
PEARL — Kristin Myers, <i>G. McGuire Area</i> .....	\$104,698
DIAMOND — Dayana Polanco, <i>S. Páez Area</i> .....	\$109,610
RUBY — Krystal Downey-Shada, <i>Go Give Area</i> .....	\$97,486

### Top Sales Director — Personal Sales

SAPPHIRE — Jim Cundiff, <i>Go Give Area</i> .....	\$14,640
EMERALD — Connie Ackroyd, <i>Go Give Area</i> .....	\$14,183
PEARL — Carol Newlin, <i>Go Give Area</i> .....	\$9,803
DIAMOND — Ava Roberts, <i>Go Give Area</i> .....	\$15,412
RUBY — Okene Okafor, <i>Go Give Area</i> .....	\$25,801

### Top Beauty Consultant — Personal Sales

SAPPHIRE — Adrienne Cunningham, L. Raynor-Vango Unit, <i>B. Bridle Area</i> .....	\$29,800
EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i> .....	\$12,814
PEARL — Cassi Bourke, K. Frank Unit, <i>Go Give Area</i> .....	\$11,877
DIAMOND — Kathleen Neal, V. White Unit, <i>Go Give Area</i> .....	\$15,687
RUBY — Sarah Aarsen, A. Vitorino Unit, <i>K. Copeland Area</i> .....	\$11,532

### Top Team Builder

SAPPHIRE — Sales Director Maria Elena Coyote, <i>Go Give Area</i> .....	14 New Team Members
EMERALD — Sales Director Arvis Bridges-Epps, <i>N. Privette-Jones Area</i> .....	19 New Team Members
PEARL — Jeanelle Carrier, M. Mason Taylor Unit, <i>S. Mason Area</i> .....	10 New Team Members
DIAMOND — Sales Director Linda Bergerson, <i>A. Garrett-Roe Area</i> .....	9 New Team Members
RUBY — Sales Director Stephanie Honeycutt, <i>Go Give Area</i> .....	11 New Team Members

## Top Unit Builders

Independent Sales Directors with 20 or more new unit members for May 2010.

### Sapphire

Brandy Hudson .....	24 New Unit Members
Tabitha A. Hallums.....	22 New Unit Members
Angeles Herrera.....	21 New Unit Members
Norma Ferreira Lopez.....	20 New Unit Members

### Emerald

Tanya King.....	25 New Unit Members
Renita Griswell Peele .....	25 New Unit Members
Auri Hatheway.....	24 New Unit Members
Flavia A. Rivera.....	24 New Unit Members

Rosy Garcia Acevedo .....	23 New Unit Members
Teresa C. Colby.....	21 New Unit Members
Candy Jackson.....	21 New Unit Members
Christine A. Denton.....	20 New Unit Members

### Pearl

Katherine Ward.....	24 New Unit Members
Esmeralda Diaz.....	20 New Unit Members
Mia J. Mason Taylor .....	20 New Unit Members

### Diamond

Kristin Rogers.....	41 New Unit Members
Dayana Polanco.....	31 New Unit Members
Celeste Pichardo.....	29 New Unit Members
Leticia Barajas.....	28 New Unit Members
Nancy Rodriguez.....	21 New Unit Members
Noemi C. James.....	20 New Unit Members

### Ruby

Janelle Ferrell.....	22 New Unit Members
Carlotta Sandiford-Coleman.....	21 New Unit Members
Jeanette M. Thompson .....	20 New Unit Members

## New NSD Debuts

New Independent National Sales Director Debuts May 1, 2010



**Holli Lowe**  
National Sales Director  
Pearl Seminar

## Meet Your NSDs

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

**APPLAUSE®** magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2010 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Proneal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle* and *Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# demonstrating with retail-sized products

Women love to **“try before they buy,”** and that’s why we recommend they do so at skin care classes and parties! Keep in mind that there are ways to demonstrate safely and using Section 2 samplers and disposable applicators can help you do just that.

However, if done correctly, you can also demonstrate from the retail-sized products found in the Starter Kit. Keep these guidelines in mind so that your customers will always be impressed with the quality and safety of your procedures.

## Do

- Use products in tubes, with pumps, in pressurized containers or in bottles with small openings to place a small amount of product on the back of a customer’s hand or in a disposable tray.
- Use single-use applicators, one for each customer, with products placed on or near the eye or mouth.

## Don’t

- Dip fingers into a wide-mouth jar in order to apply product. Use a disposable spatula instead.
- Dip a single-use applicator or disposable spatula back into a container after it has been used, or you will have contaminated the product.

## “No Touching Policy”

The Company strongly recommends that you adopt a “no touching” policy at all appointments. Although we use the term “give a facial,” this actually means that you instruct and guide customers in applying Mary Kay® products themselves. From a practical standpoint, it is important that customers learn how to use the products themselves so that they feel confident about repeating the process on their own at home.

There also are legal and hygienic reasons why you should not touch your customers during the application of cosmetics. The practice of cosmetology usually requires a license, and hygienically, touching is high risk for transferring microorganisms (and possibly infection) from person to person in the skin care class.

We strongly recommend that even those Independent Sales Directors and Independent Beauty Consultants who are licensed cosmetologists avoid touching the customers or applying cosmetics at skin care classes or other such meetings, because this practice can lead to misunderstanding in the minds of customers, other Beauty Consultants and licensing authorities about the usual practices of Mary Kay Independent Beauty Consultants in their normal businesses.

## Shelf Life

Most Mary Kay® products are produced to have a shelf life of three years from the date of manufacture. This is the standard for the cosmetic industry, not a regulation. Some Mary Kay® products, such as over-the-counter drugs, may have an expiration date because they have a shelf life of less than three years. For these products, it is particularly important to check the expiration date before using them to demonstrate.

You can find detailed product coding information online on “Product Central” and in your *Consultants Guide*, but as I like to remind everyone: *When in doubt, throw it out!* ■



## Questions?

The only acceptable guidelines to follow are the ones recommended by the Company. Keep in mind that once a product has been contaminated, attempts to “clean” it will only further degrade the product’s integrity. You also can refer to the “Product Central” section of the Mary Kay InTouch® website for information on how to sanitize Mary Kay® Mineral Foundation Brushes for demonstration purposes.





# digital tools at your service

Even in a business that's all about personalized service, technology can take your customer relationships a step further. These digital tools can make an immediate and professional impact – and offer other ways to engage your customers.

## Mary Kay® Personal Web Site

Named by *Women's Wear Daily* magazine as "one of the top 10 most visited beauty websites," your Mary Kay® Personal Web Site helps build your business 24/7. Customers can create stunning new looks with the Mary Kay® Virtual Makeover, find out what's new and hot, and best of all, they can shop with you day or night.



## Beaut-e-News®

With more than 3 million copies e-mailed monthly, *Beaut-e-News*® e-newsletter gives your customers the latest information about Mary Kay® products, gift ideas and beauty trends. It also can direct them to your Mary Kay® Personal Web Site.

## MKeCards®

Avoid "snail mail" clutter! MKeCards® are an easy and free-of-charge way to excite customers about the latest Mary Kay® products, drive them to your Mary Kay® Personal Web Site or even thank them for an order.

## Facebook Page

Did you know that four out of five online Americans are active in either creating, participating in or reading some form of social content at least once a month? A Facebook presence gives us one more way to help warm the market and keep Mary Kay top of mind with consumers. As of May 2010, more than 145,000 people "liked" Mary Kay. Log on and join the conversation about the latest products, photos, videos and makeup tips.

## YouTube

You can share the great video content available on the Mary Kay® YouTube Channel, including trend videos, application tips and segments from news and TV programs. As of May 2010, we posted more than 50 videos that received more than 800,000 views! You can subscribe to the Mary Kay® YouTube Channel to stay plugged in to the latest video updates and send video links to your customers, friends and family through e-mail; or post them to your Facebook, Twitter or MySpace pages.

## The Look Online

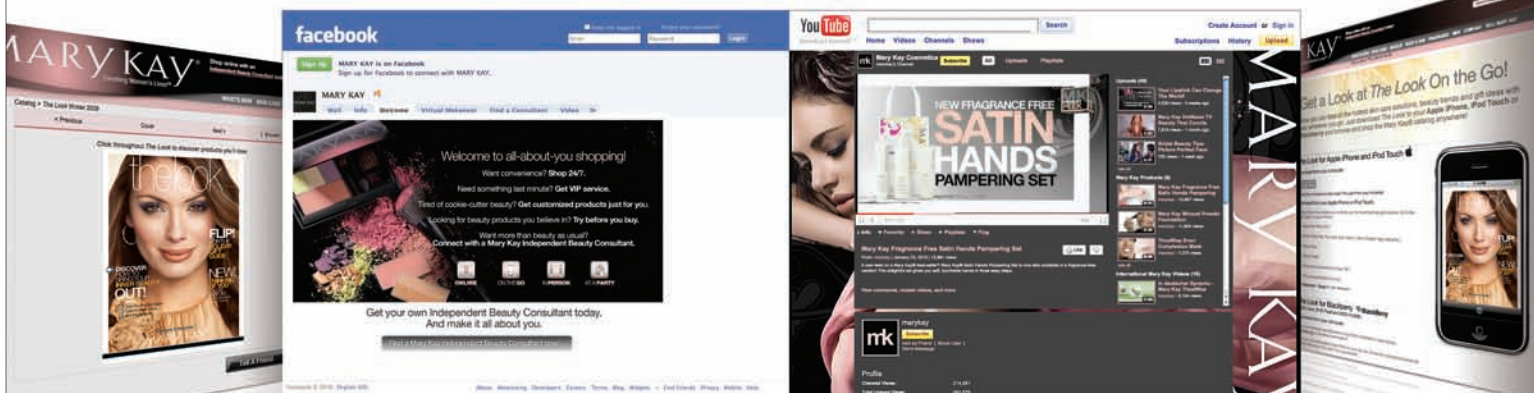
Take all the hottest Mary Kay® skin care and color products, beauty trends and gift ideas with you wherever you go. Just download to your Apple iPhone®, iPod touch® or select BlackBerry® device (8900 Curve, 8110 Pearl and 8820 models) to browse through the pages of *The Look*. As of May 2010, more than 34,000 users downloaded *The Look*.



Also, have you checked out the enhancements to *The Look* eCatalog at marykay.com? Now it's easier to share product favorites and recommendations with your customers and for them to share *The Look* with their friends!

## MKITGO

This mobile version of the Mary Kay InTouch® website allows you to access the Mary Kay InTouch® Community using your cell phone/mobile device. It scales down several key sections of Mary Kay InTouch® and is designed specifically for mobile devices so that it can load quickly and fit easily on a small screen. You must have a mobile phone that can access the Internet with a data plan in order to use MKITGO.



## Your Guide to Digital Media

The "Digital Zone" on the Mary Kay InTouch® website can help you understand and maximize all of our digital tools and follow Company guidelines as you use technology to showcase and spread the word about your Mary Kay business. Check back often for the latest images and messages you can share with your customers – keeping them instantly updated about your business!

# let's talk... your place to be social

It's been a year since you first started logging in and talking on the Mary Kay® "Let's Talk" Party!™ social website! And from all indications, it's definitely a fun place to visit! The site's membership is more than 60,000 and continues to grow quickly. Developed in support of the Party With a Purpose 5-million-party goal, the site has become a popular place for Independent Beauty Consultants, units and even male Independent Beauty Consultants to connect with one another and share ideas, success stories and the excitement of Mary Kay!



**Independent Beauty Consultant Patti Gilgaren** of Wauwatosa, Wis., loves to share fun ideas and get to know people in the unit. She says, "Because people

are in different parts of the country, 'Let's Talk' Party!™ is a way to get in touch and stay connected. At first, I thought – oh, it's something else targeted to the young people, but as I used it, I found out that it's not. It's a very good thing for everyone. And it's fun!" As a result, Patti spends time in her unit circle group to catch up on some of the latest news.



**Independent Sales Director Jody Grizzel** of St. Louis, recognizes her unit members in her unit circle on "Let's Talk" Party!™. "It's a great

place to post kudos and to welcome new Independent Beauty Consultants. I enjoy having it out there, and I talk it up to my unit members as much as possible. I'm even thinking about doing a challenge to my unit members to post their weekly accomplishments and receive kudos from other unit members!"



"The Circles Forum is a great place for instant recognition," says **Independent Senior National Sales Director Judie McCoy**. "I've promoted 'Let's Talk' Party!™ and given small

thank-you gifts during the first month to those Beauty Consultants who posted. It really helped me get it going. My next challenge will be to encourage everyone to complete their personal story!

One of the most important things for a unit is to have a sense of spirit, and this is a great way to build it. Independent Beauty Consultants who live in different parts of the country can meet on 'Let's Talk' Party!™ and get to know one another. It gets them excited to meet personally at Seminar. It is also helping them stay focused on encouraging one another when rallying around our team goals. When you have a unit of women working together with team spirit, you can accomplish anything!"

Judie also loves that it's a private site, only open to Mary Kay independent sales force members! "It's like a private club!" she says.

The site has definitely been a hit and an extremely popular tool for gathering information, providing recognition and giving a shout-out to your sister independent sales force members. What could make it better? Read on ...

## Exciting Enhancements

You'll see these exciting new enhancements to the site!

### Additional Circles

Imagine being able to connect with people who have exactly the same goals as you? We're creating additional circles for specific groups such as new Independent Sales Directors and Directors-in-Qualification. Now you can share tips and encouragement for your specific goals!

### MKITGO "Let's Talk" Party!™

"Let's Talk" Party!™ on the go. You'll be able to log on to MKITGO.com through your mobile phone (you must have an internet connection/data plan) and once logged on to Mary Kay InTouch®, you can click on the Let's Talk button to access the site and view or post a message on your circle.

### Company Message

Let us know what you think by providing feedback when a Company Message is posted! You'll be able to immediately post your comments on the blogs!

### Start Your Own Thread (coming soon)

We know you have ideas you want to share or specific topics that you'd like to discuss. You'll be able to create and submit your own thread and topics in the Discuss Forum.

### "Send a Message" Feature (coming soon)

Want to send a private message to another Beauty Consultant? You'll soon be able to send a message through the "Send a Message" feature so you will be able to have personal interaction!

With all these new features, there's sure to be a lot of buzz about the site that you'll want to share! Just imagine what our beloved Mary Kay might say today ... telephone, telegraph and tell a woman about "Let's Talk" Party!™.



# the american dream – the mary kay way!

**Independent Executive  
Senior Sales Director Yolanda  
López** of Greenfield, Calif.,  
once worked in the California  
fields picking produce. Having  
lived in the United States for  
more than 42 years, she never  
imagined she would trade  
in her tractor for a luxurious  
pink Cadillac and what she  
describes as her “ugly” field-  
worker garb for a beautiful  
Mary Kay Independent Sales  
Director suit. This is her story ...



**“S**ome dates are indelible in my mind: When Carlos and I got married on Jan. 10, 1976; the birth dates of our four children; and then, there is Oct. 23, 1992. That day I heard about Mary Kay for the first time. These are the dates when the greatest things in my life happened.”

So speaks Yolanda. “I was a field-worker for 27 years. I picked broccoli, cauliflower, strawberries, tomatoes and even drove a tractor in the grape harvest. I was a sad, bitter, shy and fearful woman with no hope for myself.”

In spite of herself, Yolanda began her Mary Kay business. She had to ask for a loan that she was able to repay soon after. That first year, she dedicated two hours of her busy field-worker schedule each day to her Mary Kay business. “I taught five classes a week. By the end of 1993, fieldwork was a thing of the past.”

In 1994, from the income earned through her Mary Kay business, Yolanda also was able to afford the down payment for the family's first home. “It seemed as if I had placed a special order for a Mary Kay house; this home had very pretty pink carpet and pink blinds. I remember that when we moved in, I felt for the first time in my life that we would finally be able to live the American dream ... the Mary Kay way!”

Contrary to her and Carlos' personal experiences, the couple has been able to provide a college education for their four children. “At the beginning, Carlos and I would worry about how we were going to do it. Thanks to my Mary Kay business earnings, I'm happy to see our children thriving in occupations of their choice.”

## A Business of Personal Growth

Yolanda has grown into herself, and she attributes this to what she has learned and achieved in her Mary Kay business and from her supportive family. “Today I feel like I am a useful woman – a woman able to give of herself to others,” she says. “I want to define myself as a woman who radiates joy everywhere I go. My doctor says that I don't look or act as a woman going through ‘the change.’ I really think that it's because I love what I do. Thanks to my

husband, Carlos, I know how to read and write; my sons, César and Alejandro, taught me how to use the computer; Gabriela showed me how to use the calculator; and Mireya is my sounding board – the one who tells me I'm going to be an exceptional NSD.” And that's a dream that Yolanda soon plans to realize.

“Also, **Independent National Sales Director Lily Orellana** is a great mentor. I love how she says that it's time to not just listen and save information, but that it's time to be listeners and doers. That's what I will be focusing on.”

## A Victorian Beauty

Thanks to her tenacity and hard work, the first López home has given way to a Victorian, three-car-garage gem. “It's the house of my dreams; it has a beautiful studio apartment in the back that would have been a privilege for us to call home in the beginning,” Yolanda says.

## Seeds of Inspiration

Another source of inspiration for Yolanda was **Independent Senior Sales Director Celeste Solares** of Rowland Heights, Calif. “Celeste is the most beautiful woman I had seen. I was impressed by her image and her impeccable makeup. She told me that everything she brought into her new home had been brand-new. She planted in me that seed – that perhaps one day I would do the same and not have to feel heartbroken every time my blender broke. Well, with my Victorian home, it has come to pass! Everything in it came directly from a store. I'm so grateful to Mary Kay for all that I've been able to do for myself and my family!”

## A Little Bit Like Mary Kay

Among the many hardships Yolanda has suffered, she remembers when her mother died and the tremendous pain she felt. She knew she needed to find strength from her own innermost core in a way that has some similarities to the manner in which Mary Kay Ash faced her husband Mel's passing. “It was a few days before a Leadership Conference in Atlanta. I felt my world had collapsed. But then I

remembered my dream, my children, my husband and my unit members. That's all I needed to drop the suitcase after my return trip from burying my mother and immediately pack for Atlanta to attend the event with Carlos.”



## Yolanda's Lessons Learned and Shared

- I learned discipline from my own recruiter. You need to do what you must, even if you don't feel like it.
- Never miss your unit meetings. This is where you connect to your “Mary Kay channel” and where you learn ways to help you achieve success.
- Never forget to dream about what you want in your life.
- You must commit to your dreams. Your inconveniences do not matter. Remember your family and the people who count on you.
- Work your business on a daily basis; do it with excitement and enthusiasm.
- Overcome rejection by not thinking of the “nos” you receive, but by thinking about the “yeses” that await you.

# go-give® award

Congratulations to the winners for September 2010

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® Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



## **Margaret Baros**

### **Emerald**

Independent Senior Sales Director

**Began Mary Kay** May 1983

**Sales Director Debut**  
June 1987

**Offspring** one first-line

**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; 10-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$37,320

**Personal** Lives in Yoakum, Texas. Husband, Bennie; sons: Kyle, Cory; two grandsons

**Favorite Quote** "Be a happy booker!" – NSD Emeritus Charlene Bourne

**Independent Sales Director Mary Taylor of Katy, Texas,** says, "After I moved, Margaret graciously adopted my unit and travels 50 miles one way once or twice a week for meetings and parties. She provides food, fun and education and truly accepts her adoptees as her own."



## **Kristi O'Rourke**

### **Pearl**

Independent Senior Sales Director

**Began Mary Kay** June 2007

**Sales Director Debut**  
September 2008

**Offspring** one first-line

**National Sales Director**  
Deb Pike

**Honors** Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$75,693

**Personal** Lives in Kissimmee, Fla. Husband, Sean

**Favorite Quote** "Love the LORD your God with all your heart and with all your soul and with all your strength." Deuteronomy 6:5

**Independent Beauty Consultant Teresa Chesnek of Orlando, Fla.,** says, "As a new adoptee in Kristi's unit, I was impressed with how welcoming, uplifting and encouraging Kristi is with all the women that attend her meetings and call her hotline. She is a great leader and mentor and sets a wonderful example."



## **Vivian Neeley**

### **Diamond**

Independent Sales Director

**Began Mary Kay** August 1984

**Sales Director Debut**  
October 1988

**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Circle of Honor; three-times Consultant Queen's Court of Personal Sales; 13-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$35,879

**Personal** Lives in Beavercreek, Ohio. Husband, Jim; stepsons: Jim, Chris; one granddaughter

**Favorite Quote** "Make believe you are brave. The trick will take you far. For you may be just as brave as you make believe you are!"

**Independent Future Executive Senior Sales Director Joy Rentz of Springboro, Ohio,** says, "Vivian always puts others first. She drives our Independent National Sales Director Emeritus Sharon Kingrey to any and all functions and to her appointments."



## **Patty Bojan**

### **Ruby**

Independent Sales Director

**Began Mary Kay** June 1989

**Sales Director Debut**  
July 1992

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$62,089

**Personal** Lives in Island Lake, Ill. Husband, Tom; sons: Jon, Greg, Doug; two grandsons

**Favorite Quote** "It is not fair to ask of others what you are not willing to do yourself."  
– Eleanor Roosevelt

**Independent Beauty Consultant Amanda Duffy of Wheaton, Ill.,** says, "Patty drives more than an hour one way every other week to motivate, inspire, support and educate her adoptees. She is also a shining star in our community who delivers donated product to local women's shelters and nursing homes."



## **Jane Beatty**

### **Sapphire**

Independent Senior Sales Director

**Began Mary Kay** May 1987

**Sales Director Debut**  
June 1990

**Offspring** one first-line

**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; 19-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$42,174

**Personal** Lives in Yukon, Okla. Son, Jerod, daughters: Shay, Sher

**Favorite Quote** "Leaders are like eagles – they don't flock; you find them one at a time."  
– Author Unknown

**Independent Senior Sales Director Janis Clemens of Oklahoma City,** says, "Hardworking and Golden Rule thinking, Jane leads by example, supporting her sister Sales Directors during good times and tough times with hope and kindness."



# stars have it all!



MARY KAY

Give your business the success it deserves! When you reach Star Consultant status each quarter during the Seminar year, you're building a business foundation based on selling products to a growing customer base. And that translates to more income for you!

## Star Consultant Benefits

- You are more likely to offer immediate delivery of products to your customers, providing Golden Rule customer service.
- Customers who experience your ultimate service are more likely to become customers for life.
- Earn the stunning Ladder of Success jewelry to wear proudly on your lapel.
- Choose from exclusive Star Consultant prizes.
- Opt to use the Customer Delivery Service program.
- Increase your incentive to set goals, keeping you motivated throughout the year.
- You can earn income that results from consistent retail sales.
- Reach toward fulfilling your goal of becoming an Independent Sales Director-in-Qualification.

## Aim High

It all starts with selling! When you conduct parties and appointments, you "open your doors" to customers who will place orders, refer you to friends and return to you again and again for their skin care and cosmetics needs.

You'll achieve Star Consultant status when you place combined orders of at least \$1,800 wholesale in Section 1 products during each quarterly contest. It only gets better from there! With each higher contest category you achieve, the prizes are more enticing. By adding qualified\* new personal team members, you can earn 600 contest credit points each and move up even faster.

See the *Star Consultant Program* brochure or go to Mary Kay InTouch® for complete quarterly contest details.\*



## Motivation for Your Goal

*"I love giving my clients the best possible service. They know they can count on me to have whatever they need, when they need it. I take pride in being a Star Consultant. And the prizes are fantastic – prizes for our home, my family and for myself!"*

– Independent Senior National Sales Director  
**Lisa Allison**  
(Star Consultant since 1997)

*"I heard Mary Kay Ash speak so many times of her personal involvement in the Star Consultant program and how every prize had to meet her high standards. It was dear to her heart to challenge and reward independent sales force members."*

– Independent Senior Sales Director  
**Denise Kucharski**  
(Star Consultant since 1980)

**Build customers as a Star Consultant and be part of helping the Company enrich even more lives and reach our "5 by 50" goal – \$5 billion in revenue by our 50th anniversary!**

\*Quarterly *Star Consultant Program* brochures are included in the August, November, February and May issues of *Applause*® magazine to help you plan and aim toward your ultimate prizes!

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

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MARY KAY®

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MARY KAY INC.

# Take Your Place as a Leader of Women.

When you step up during this  
Seminar year, the rewards will be yours!

## Suit Up in Style.

Not only are the sapphire blue and black Independent Sales Director suit pieces gorgeous, they show how much you care about your Mary Kay business. And now you have multiple jackets and skirts to choose from, keeping your suit fresh and updated through the 2011 Seminar year. Plus, the beautiful matching class ring will be yours when you debut as an Independent Sales Director from Aug. 1, 2010, to July 1, 2011.

## Leadership Conference Rewards

If you go "above and beyond" and debut as a new Independent Sales Director from Aug. 1, 2010, to Jan. 1, 2011, you and your Independent Senior Sales Director who attend Leadership Conference 2011 will receive:

- A special seat cover.
- Early admittance to each general session.
- A necklace to match the class ring that will be awarded at a special reception in your honor.



**STEP UP IN STYLE**  
with fashion that  
represents your success.

**Make them yours in 2011!**

