

# Applause®

FEBRUARY/MARCH 2008

MK 30

MARY KAY®  
CANADA

Enriching Women's Lives  
[www.marykay.ca](http://www.marykay.ca)

complexion  
**perfection**

NEW MARY KAY®  
MINERAL POWDER FOUNDATION

**lipstick to love**

MEET ONE OF CANADA'S NEWEST  
INDEPENDENT NATIONAL SALES DIRECTORS

**Jane Kosti**

Share Your Dreams

AT CAREER CONFERENCE 2008!

"This can be the year of your dreams, the year of your greatest accomplishments, the year of merited recognition, the year of achieving long-sought mental, spiritual, social, physical and financial goals."

*Mary Kay*



January 2008 Ordering Bonus

# pearl jewelry set

Celebrate the start of a beautiful year ahead – and Mary Kay Canada's 30<sup>th</sup> anniversary – with this stunning Pearl Jewelry Set, featuring sparkling faux mother of pearl and "diamonelle" accents. You'll also receive the accompanying black jewelry box printed with our distinctive 30<sup>th</sup> anniversary logo to commemorate the occasion.

*Yours with a \$600 wholesale Section 1 order!*

*Chain length measures 16.5" with a 3" extension.*

## Pearl Jewelry Set

Section 1 Suggested Retail	Beginning Section 1 Wholesale	Number of Bonuses
\$1,200	\$ 600	1
\$2,400	\$1,200	2
\$3,600	\$1,800	3
\$4,800	\$2,400	4
\$6,000	\$3,000	5
\$7,200	\$3,600	6

*\*You can earn the Pearl Jewelry Set when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of January. The higher your order, the more bonuses you'll earn, to a maximum of six. Orders must be received between January 1<sup>st</sup> and 31<sup>st</sup>, 2008. Bonus will be applied to your first qualifying order in the month only and is available while supplies last.*



“You must **embrace your dream** with all your might and work at it every single day with **love-filled intensity**.  
*Mary Kay*”

# dates to remember



Find Applause® magazine articles online!

When you see this mouse pictured through Applause® magazine, know that you can also find more information on the MKOC!

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MARY KAY COSMETICS LTD. IS A MEMBER OF THE DIRECT SELLERS ASSOCIATION (DSA) AND THE CANADIAN COSMETIC, TOILETRY AND FRAGRANCE ASSOCIATION (CCTFA).

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## january

- 1: **Happy New Year!** Mississauga and Montréal offices closed.
- 2: **PREFERRED CUSTOMER PROGRAM:** Winter 2007/2008 issue of *The Look* begins mailing to customers and Independent Beauty Consultants.
- 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on January 1<sup>st</sup>.
- PREFERRED CUSTOMER PROGRAM:** Online and mail-in enrolment begins for the Spring 2008 Preferred Customer Program.
- 20: January Career Car qualifier paperwork due to Company.
- 28: **PREFERRED CUSTOMER PROGRAM:** *Winter Wonders* Optional Mailer begins mailing to customers.
- 31: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Standard Time to count toward January production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward January production.

## february

- 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on February 1<sup>st</sup>.
- PREFERRED CUSTOMER PROGRAM:** Mail-in enrolment deadline for the Spring 2008 Preferred Customer Program.
- 15: **PREFERRED CUSTOMER PROGRAM:** Online enrolment deadline for the Spring 2008 Preferred Customer Program.
- 18: **Family Day (ON).** Mississauga office closed.
- 20: February Career Car qualifier paperwork due to Company.
- 29: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Standard Time to count toward February production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward February production.
- Share The Dream!* Career Conference 2008 registration deadline.

### in this issue

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# flawless & fabulous

It's beauty made simple! A foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes lines, wrinkles and other imperfections seem to disappear. And it's transfer-resistant so it won't fade away midday. Perfect for a natural and flawless finish.

## powder perfection

With Mary Kay® Mineral Powder Foundation, you can offer customers a complete portfolio of foundation products, ensuring you're meeting everyone's needs. For a natural look, this long-wearing formula provides gorgeous medium-to-full coverage that's buildable yet lightweight. Packaged in a clear plastic sifter jar, it comes in six true-to-life shades.

\$20



## a brush with greatness

To get the look, you need the right brush. The Mary Kay® Mineral Foundation Brush was created to work exclusively with this foundation to deliver the results customers want.

The bristles are soft, natural hair that pick up a precise amount of powder that's evenly released as it's swept and swirled on the skin. The bristles are also shorter and flat across the top, making it easy to customize the level of coverage. The black wooden handle is the perfect size for comfort and maximum control – plus it coordinates beautifully with the Mary Kay® Brush Collection.

\$12



## colour news you need to know

More minerals are coming! You'll be excited to learn that beginning in March 2008, all powder formulas, including cheek and eye colours, will be revised with a higher concentration of minerals and carry "mineral" in the product name. With an ever-expanding consumer desire for mineral products, we're staying on-trend. Look for more information coming in the April 2008 issue of *Applause*® magazine!



To get the look,  
you need the  
right brush!

## dispelling mineral powder makeup myths

Mineral powder makeup was a niche category just a few years ago, but has become a mainstay in the foundation category, attracting many loyal users. Keep customers in-the-know about this must-have makeup category by dispelling common myths.

myth

Mineral makeup is “all natural”.

No ingredient used in mineral makeup is “all natural,” although it may be naturally sourced. All minerals found in nature undergo extensive purification and processing before they are incorporated into a cosmetic product. After all, even the water used in cosmetics is treated. There are many products on the market today advertising that they are “all natural”, so your customers may ask you why **Mary Kay® Mineral Powder Foundation** does not make this claim. The answer? Because it is not. The truth is that even if you use a lot of natural ingredients or botanicals – which are good and we do use them – it is not accurate to say “all natural” if the formula is not truly made of 100 percent natural ingredients.

myth

Mineral makeup provides sun protection.

Many leading dermatologists recognize and approve of the benefits of mineral makeup, such as its oil-absorbing properties, coverage, ease of application and adhesion to skin. However, dermatologists generally believe that mineral makeup is not a true treatment product for your skin, nor can a typical application provide adequate sun protection. While some brands of mineral powder foundation may tout the “natural” sun protection of certain minerals, it is widely accepted by industry experts that a powder product will not completely protect your skin from UV ray damage. Dermatologists recommend sun protection in a liquid form to protect skin from skin cancer and premature aging – and we agree.

## application basics

- Cleanse and moisturize your face. Allow your moisturizer and any other treatment products to become dry to the touch.
- Unscrew the jar lid; hold the sifter with one hand while gently lifting the clear sifter label at an angle with your other hand. Once the sifter label is removed, screw the lid back onto the jar and gently shake jar to dispense the foundation into the sifter.
- Remove the lid and lightly dip your **Mary Kay® Mineral Foundation Brush** into the powder, tapping against the rim of the jar to remove any excess product. You do not need to use all of the powder that's in the sifter – a little goes a long way.
- Swirl the **Mary Kay® Mineral Foundation Brush** inside the lid so that the powder is worked into the bristles.
- To apply, start in the center of the face and work your way out on either side toward the hairline and along the jawline, blending well.
- For light, natural coverage, a single light layer should suffice. For increased coverage, repeat the application process, applying the foundation in *light layers* until you reach your desired coverage level.



LIPSTICK TO

# Love



According to the latest beauty trends, lipstick is experiencing a revival. From sheer shades to ravishing reds, from the runway to everyday, lipstick is a must-have! And that's great news when introducing your customers to revamped Mary Kay® Creme Lipstick featuring our glamorous black packaging and 10 incredible new shades.

## LUSCIOUS LOOK, FANTASTIC FEEL

Now fragrance-free with an added hint of vanilla flavour, Mary Kay® Creme Lipstick is lip-smacking awesome! The long-wearing, stay-true colour glides on with a lightweight, creamy texture providing a veil of protection against moisture loss and delivering maximum colour impact that lasts. It's even enhanced with nourishing vitamin E and a vitamin C derivative to help protect against everyday environmental stress.

Plus, the luxurious new black tube makes a powerful fashion statement and features a unique "click" cap that keeps the lipstick case closed while on the go. Thirty-two stunning shades provide choices for a broad range of skin tones.

\$16.50

## SELLING TIPS FOR BEAUTIFUL LIPS

- You most likely have lip liner and lip gloss in platinum packaging in your inventory. That's OK! You can offer customers a combination of black and platinum packaging – in fact, they look quite stylish together.
- For customers who seem hesitant about the mix-and-match look, Independent National Sales Director Dalene Allen has a clever selling technique that keeps customers buying. "Other cosmetics companies may change their colours as often as once a month, so we're incredibly fortunate that so much of our product line is consistent," says Dalene. "But change is a good thing. And to help my customers transition, I always ask them if they still wear the same clothes they wore when they first started purchasing their product. Their answer is 'of course not.' It's a great way to suggest they update their look too."
- Think like a retailer! You can build excitement about what's coming and still sell-through existing inventory by offering customers a discount. Consider using this suggested dialogue when speaking to customers about product updates:  
  
*"Sue, Mary Kay is in the process of updating all of our colour cosmetic packaging to stay on-trend with current styles – and it starts with lipstick. Once the new black compacts launch, you'll be the first on my list to call. But in the meantime, I have everything you need for a great lip look now. In fact, I can offer you a discount on your favourite lipstick shades in the platinum case. Wouldn't you love to buy one lipstick and get one for half price?"*
- For a wonderful upselling opportunity, offer TimeWise® Age-Fighting Lip Primer (\$30) as the perfect complement to lipstick. It fights fine lines and helps prevent lipstick and lip gloss from feathering and bleeding.



## winter skin remedies

No one wants dry “alligator” skin. But if your customers don’t take special care, skin tends to dry out during chilly winter months – and that can mean a less-than-appealing look and feel. Here are some quick and easy remedies designed to keep your customers’ skin looking younger and smoother all over.

### smooth and moisturize

The Satin Lips® Set includes the Satin Lips® Lip Mask to buff away dull flakes and Satin Lips® Lip Balm to keep lips supersoft.

\$30



### buff and clean

Rough, dry hands are instantly cleansed, softened and moisturized with the three-step Satin Hands® Pampering Set.

\$51

### exfoliate and moisturize

The TimeWise® Microdermabrasion Set was developed for anyone with fine lines and visible pores or dry, flaky skin who wants to see healthier, more radiant-looking skin immediately.

Step 2: Replenish is a rich serum that contains vitamins, antioxidants and anti-irritants that nourish the soft, smooth skin revealed by Step 1: Refine.

\$60



## DRY SKIN 101

A change in season means a potential change in skin care needs! Dry, flaky winter skin can benefit from a regular exfoliation and moisturization program, but customers should listen to their skin’s needs and customize their skin care regimen accordingly.

### WHAT IS DRY SKIN?

Dry skin is characterized by small pores and a matte (dull) finish with little or no superficial oil or shine. Expression lines are quick to form on dry skin, especially around the eyes and mouth. Dry skin is more common in women over 50 and in those who live in low-humidity climates.

### WHAT MAKES THE SKIN DRY, ESPECIALLY DURING THE COLD OR WINTER MONTHS?

Oil that is naturally produced by the skin is the secret to keeping skin soft and moisturized. Frequent baths or showers in hot water can strip away the natural oils from the skin, which can cause the skin to feel dry and itchy. And seasonal and environmental factors such as a dry climate, low humidity, high winds or extreme temperatures can also deplete the amount of natural oil in the skin.

### TIPS FOR BEAUTIFUL, MOISTURIZED SKIN

- Use a humidifier to add moisture to the air inside your home in the winter.
- Wear gloves to protect your hands from the cold weather. After washing your hands, always apply a moisturizer – such as **Satin Hands® Hand Cream** – to lock in moisture.
- Use a moisturizer and lip balm with an SPF, such as **TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15** and **Mary Kay® Lip Protector Sunscreen SPF 15** year-round to protect your skin.



# dreams are for sharing

## CAREER CONFERENCE 2008

Mary Kay Ash embraced her dream and shared it with thousands of women around the world. At Career Conference 2008, you'll discover how you can share your way to success! This inspiring event offers the education you need to prepare for exciting changes to Mary Kay® colour cosmetics, as well as the motivation you need to pass on the Mary Kay dream to others while making your own dreams come true. All it takes is a commitment to attend!

Mary Kay Ash knew the importance of finding a way to get there. "Perhaps you're thinking, 'I can't afford to go.' From long experience," she said, "I believe you can't afford *NOT* to attend, for at Career Conference you will discover the big picture of what your Mary Kay business can be for you! Make your plans now."

Why not consider using the profit from a few extra skin care classes to help pay your way? And speaking of finding a way, have you considered enlisting your customers in your dream? Try sharing your goal to attend with them. When they understand how their purchases and hostess participation can help you become a more polished professional, their eager support may provide the boost you need!

*Discover the big picture of what your Mary Kay business can be for you!*

### coming to a city near you!

#### March 28<sup>th</sup> - 29<sup>th</sup>, 2008

CITY	CONVENTION CENTRE	HOST HOTEL
Calgary, AB	Telus Convention Centre	Marriott Calgary
Penticton, BC	Penticton Trade and Convention Centre	Ramada Inn and Suites
Winnipeg, MB	Winnipeg Convention Centre	Delta Winnipeg
Montréal, QC	Palais de Congrès	Delta Centre-Ville
Toronto, ON	Toronto Congress Centre	Radisson Hotel and Suites

#### April 4<sup>th</sup> - 5<sup>th</sup>, 2008

CITY	CONVENTION CENTRE	HOST HOTEL
Ottawa, ON	Ottawa Congress Centre	Novotel Ottawa
St. John's, NL	Fairmont St. John's	Fairmont St. John's
Halifax, NS	Casino Nova Scotia	Marriott Halifax Harbourfront
Saskatoon, SK	TCU Place	Hilton Garden Inn



## rewards are waiting for you

Career Conference history is rich in rewards – and you can be a part of it! After all, you work hard, so why not let everyone know? Here are just a few of the opportunities to earn recognition at *Share The Dream!* Career Conference 2008. For complete details on Career Conference 2008 recognition opportunities, be sure to visit *Contest & Rewards* on the MKOC!



### TREASURE YOUR SUCCESS

When you achieve and maintain a new step on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification from December 1<sup>st</sup>, 2007 to February 29<sup>th</sup>, 2008, you'll earn an invitation to a special luncheon at your Career Conference location – along with your Independent Sales Director. Plus, when you debut as a new Independent Sales Director by March 1<sup>st</sup>, 2008, you'll also earn an invitation to attend the luncheon, along with your Independent Senior Sales Director.

### BEE FOCUSED! ON THE QUEEN'S COURT OF SHARING

Add at least 14 qualified\* new personal team members from July 1<sup>st</sup>, 2007 through February 29<sup>th</sup>, 2008, and you'll receive a namebadge ribbon, onstage recognition *and* a *Bee Focused!* crystal bee necklace.

*\*A qualified new unit member or personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period.*



Treasure Your Success

Kissed By Success Sales Challenge

Class of 2008

### KISSED BY SUCCESS SALES CHALLENGE

Sell at least "Triple 21" (63 total) Mary Kay® Creme Lipsticks by March 15<sup>th</sup>, 2008, and you'll earn a namebadge ribbon *and* onstage recognition. Plus, when you're the top-selling Independent Beauty Consultant or Independent Sales Director in Canada, you'll receive a \$200 American Express lifestyle rewards card. Just remember to submit your challenge tracking sheets!

### CLASS OF 2008

When you debut as an Independent Sales Director from August 1<sup>st</sup>, 2007, through March 1<sup>st</sup>, 2008, you'll receive onstage recognition along with your Independent Senior Sales Director.

### 2007/2008 PREFERRED CUSTOMER PROGRAM CONSISTENCY CHALLENGE

If you're on track for the 2007/2008 Preferred Customer Program Consistency Challenge – by enrolling in the Fall/Holiday 2007 and Winter 2007/2008 programs – you'll earn a namebadge ribbon *and* standing recognition.

## why just dream of success?

Put your vision into motion and register in one of three easy ways from January 1<sup>st</sup> to February 29<sup>th</sup>, 2008:

- **ONLINE:** Click on the *Share The Dream!* Career Conference 2008 logo on the Mary Kay® Online Community home page, then select *Online Registration*.
- **MAIL/FAX:** Use the form enclosed with this issue of *Applause*® magazine, or visit the MKOC to download a printable version.

### REGISTRATION FEE

- \$85 (plus applicable taxes) if you register by February 29<sup>th</sup>, 2008.
- \$110 (plus applicable taxes), if you register on-site, space permitting.

### CANCELLATION FEES

- **Full Refund:** February 29<sup>th</sup>, 2008.
- **Less \$25:** March 1<sup>st</sup> to 28<sup>th</sup>, 2008.
- **No refunds:** After March 28<sup>th</sup>, 2008.

Need to know more?

Log on to the Mary Kay® Online Community for full event details including hotel information, daily schedules, frequently asked questions and much more! Just click on the *Share The Dream!* Career Conference 2008 logo on the MKOC home page!



# travel-sized timewise® microdermabrasion set

It's the Spring 2008  
Preferred Customer Program  
Gift With Purchase!




This spring's Preferred Customer Program gift with purchase is sure to have your customers putting their best face forward in the season ahead! And you can offer it to your customers when they purchase \$50 or more of Mary Kay® product during the upcoming Spring 2008 product promotion.

Complete with a stylish travel case, dual headband and set of three hair clips, this travel-sized version of one of Mary Kay's most popular skin care sets – the TimeWise® Microdermabrasion Set – includes everything your customer needs for a perfectly portable pampering session.

## dates to remember

- Enrolment begins: January 5<sup>th</sup>, 2008.
- Mail-in enrolment deadline: February 5<sup>th</sup>, 2008.
- Online enrolment deadline: February 15<sup>th</sup>, 2008.
- Gift With Purchase and Generic Literature Packs will be shipped by: March 14<sup>th</sup>, 2008.
- Customer and Independent Beauty Consultant versions of *The Look* begin mailing: March 10<sup>th</sup>, 2008.
- *Spring Fling* Optional Mailer begins mailing: April 25<sup>th</sup>, 2008.
- Gift With Purchase offer expires: June 15<sup>th</sup>, 2008.

## don't forget!

This is the third qualifying quarter for the *2007/2008 Preferred Customer Program Consistency Challenge*! Don't miss out on exciting recognition and fantastic rewards! Check out the MKOC for all the details. 



embracing the legacy  
partagez l'héritage

During our 30<sup>th</sup> anniversary year, we'll celebrate Mary Kay Ash's vision by bringing even greater focus to the positive values on which our Company was built and that fill the hearts of millions of Mary Kay independent sales force members around the world. Watch each issue of Applause® magazine in 2008 for a special feature highlighting the inspiring ways we enrich women's lives. You can embrace the legacy by living our core values in your business and in your life each and every day.

## the golden rule

*Do unto others as you would have them do unto you.*

Mary Kay Ash believed in conducting business with solid ethics and the highest integrity. Learning from the unfair treatment and unjust management she experienced early in her direct selling career, Mary Kay knew that the Golden Rule could have practical application in business.

The Golden Rule was Mary Kay's guiding philosophy – in her life and her business affairs – and remains one of the Company's prevailing principles, adopted by independent sales force members and employees alike, and distinguishing our Company from every other company in the world.

It was Mary Kay's dream that every independent sales force member would live according to the Golden Rule "on and off the job".

"If there ever is a question about how to deal with a situation, simply put yourself in the place of the other person and treat that person as you would want to be treated," Mary Kay often said. "I promise you that, in the long run, you will always gain much more than you may lose."



## mary kay india in full swing!

We're thrilled to share the burgeoning success of this exciting new market where Mary Kay is beginning to enrich women's lives!

- Mary Kay Cosmetics Private Limited ("Mary Kay India") recently completed six guest events, including a Grand Opening event in New Delhi on September 12<sup>th</sup>, 2007. These events were very successful, with each event hosting almost 200 attendees – and 35-65 people becoming Independent Beauty Consultants as a result of each event.
- Mary Kay India is pleased to report that the total number of Independent Beauty Consultants is already more than 1,000!
- The grand opening of Mary Kay India also has been positively received by the Indian media, with 26 beauty and 60 general publications/press representatives attending Mary Kay India's Company launch press conferences.
- The Company opened its first Beauty Center in New Delhi in beautiful Rectangle 1, a premier shopping district. As you may recall, Mary Kay's India headquarters is located in Gurgaon.

These early efforts have set the right tone and image for Mary Kay in India. The focus of the Mary Kay India corporate staff now will be on helping independent sales force members become successful through education and Golden Rule customer service. Here's to continued success in sharing Mary Kay's dream with women around the world!

# warm hearts this valentine's day!

Here's a truly adorable way to spread some love for Valentine's Day! Why not encourage your customers to purchase Harmony – the Mary Kay Ash Charitable Foundation Teddy Bear – for themselves or someone special? With her soft caramel-coloured fur and pink plaid dress, she's sure to warm hearts and help those who need it most.

She's just \$25 and proceeds aid the MKACF's mission to support women living and dealing with the appearance-related side effects of cancer treatment and to help end violence against women.

Order yours today!



# 60 here, 40 here: *reinvesting makes cents!*

When you reinvest your earnings into your business, you'll have more product on hand to provide "golden rule" service to your customers. Here's how to work Mary Kay Ash's 60/40 method of money management.

## 60/40 works

Mary Kay Ash taught the following money management method: reinvest 60 percent of your weekly earnings into your business and keep the remaining 40 percent as your profit. It's a great way to always make sure you replace the product you've sold. You might even consider having two accounts to help make "cents" of your dollars.

## pink accounts

The 60 percent account, or "pink" account, is used to purchase product inventory for your reorder business, limited-edition items for seasonal sales and to build your inventory as needed.

Once you have a few hundred dollars in this account, you're ready to purchase more inventory. You might also use your pink account to cover your quarterly Preferred Customer Program investment.



## green accounts

Your goal should be to keep as much of your "green" account as possible. You might want to pay for additional business expenses – such as loan repayment, office supplies, and special events registration and travel – before you take a profit.

If you want to save money to attend Mary Kay special events, you can estimate the cost of your accommodation, registration and transportation.

Then divide that figure by the number of months before the event to determine what you'll want to consider saving every month. And with your sights set on attending Career Conference 2008, you may want to hold a few extra skin care classes specifically for this purpose – setting aside

profits from these classes to cover your expenses.

But what happens if your green account needs are greater than 40 percent less expenses? That's the beauty of managing your own business! You can decide what you need to achieve in retail sales each week and keep track of your progress every day.



## pink account for new lipstick

With Mary Kay® Creme Lipstick arriving on the scene, you may want to consider using some of your 60 percent ("pink") account to build up your new lipstick inventory. That way, you'll be ready to purchase the exciting new facial powders and compacts in March 2008. With new colour products phasing in, it may be best to build your inventory one "bite" at a time so you don't have an entire "elephant" to invest in next spring!

*You can eat an elephant one bite at a time.  
- Mary Kay Ash*



# second to none

Sometimes, the Mary Kay opportunity knocks twice.

At least that's the case for new Independent National Sales Director Jane Kosti, of Burlington, ON.

Jane began her first Mary Kay® business in 1982, following 20 years as a teacher in the medical field. Although she says she loved what she did, it wasn't until she began her Mary Kay business that she realized her psychological needs weren't being met in her career. "The students would graduate and my patients either got better or passed away."

Jane set out to fulfill those needs despite having never worn make-up and her mother's doubt as to whether Jane's business could be successful.

"I knew she was just trying to protect me, but naturally, I set out to prove her wrong!" In less than nine months, Jane's commitment and business sensibility helped her to achieve Independent Sales Director status.

But in the meantime, other opportunities came knocking. Enticed by the fun and fabulous world of fashion, Jane partnered with her neighbour in a start-up high-end clothing store, with promises of exciting European buying trips and stylish success. Although the business didn't materialize as the pair had hoped, Jane's feet were planted in the fashion world where she worked in a number of upscale clothing stores – including one in Toronto's trendy Yorkville shopping district. But Jane still felt something was still lacking in her career.

"It was fun coordinating fashion shows and helping customers feel great about themselves, but that only lasted while they were in the store," remembers Jane.

After relocating to Creemore, ON, Jane continued to work in the fashion industry at smaller shops around southwestern Ontario, selecting merchandise, training staff and orchestrating fashion shows. And when one of her colleagues considered hosting in-store makeovers to boost business, Jane called a local Mary Kay Independent Sales Director to provide customer makeovers.

The smart Independent Sales Director involved Jane in the event planning and later invited Jane to attend Career Conference the following weekend. And she did – with five guests in tow, including staff and preferred customers from the store.

"When we arrived, 'Mary Kay Enthusiasm' was playing and independent sales force members were having a blast marching across stage," recalls Jane. At the end of the night, Jane had signed her Independent Beauty Consultant Agreement and placed a \$900 wholesale order. And each of her guests signed their Independent Beauty Consultant Agreements and placed a \$3,000 wholesale order.

"By the end of the night, I was a Team Leader and I had earned the first wheel of my first Career Car," says Jane. "I finally understood the opportunity I had put aside and was determined to make it the successful business I knew it could be and that I had deserved."

Seventeen years and ten Career Cars– including three pink Cadillacs – later, Jane's success is second to none. She's represented her unit in the Circle of Achievement an incredible eight times and, in 1994, she did get to visit Europe after all. But instead of buying merchandise for a store, she was enjoying the trip as a top ten Independent Sales Director.

And now that's she's embraced Mary Kay's legacy as an Independent National Sales Director, Jane's commitment to consistency and levelheaded leadership have become second nature. During her National Area's qualification period last year, daily conference calls with her unit members, special promotions and 'pizza and possibility' nights all contributed to achieving the goal.

"The Kosti National Area Independent Sales Directors are each amazing leaders who honour Mary Kay's philosophies," says Jane. "During our National-in-Qualification [NIQ] period, each of them committed to getting the job done. And in the process they became leaders."

Looking ahead, Jane's excited to continue teaching and leading women to become future Mary Kay leaders. "It's truly given my career another dimension!"

With her warm heart and passion for sharing the Mary Kay opportunity, Jane has helped countless women achieve their dreams – and we know she'll inspire many more in this next phase of her career.

## A Slice of Success

If you're looking for new ways to share the opportunity, why not give this clever idea a try!

During her National-in-Qualification period, Jane hosted 'pizza and possibility' sessions at her home two nights per week – and says they were the key to ensuring her National Area achieved their goal.

"I love the idea of 'Dinner-and-a-Makeover' guest nights, but we wanted an inexpensive, informal alternative that didn't require us to commit to a venue and could be adapted for large or small groups," says Jane.

'Pizza and possibility' nights were created to introduce the possibility of a Mary Kay career to customers and guests who have already attended a skin care class. Independent sales force members share their stories, challenges and successes – and guests get to learn how the opportunity could enrich their lives in a relaxed format.

## Fast Fun Facts

Family: Husband, Bob

People would be surprised that...

Computers and high-tech gadgets intimidate me.

To unwind, I... Take a bubble bath!

The best advice I'd give a 20-year-old...

Have a dream and be willing to do the work to make it a reality.

# recognition / reconnaissance

Congratulations to all **October 2007** achievers. / Félicitations à toutes les championnes d'octobre 2007.

**NSD Commissions/Commissions DNV** Listed below are Independent National Sales Director commissions earned in October by Independent National Sales Directors on monthly wholesale production on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through September. / Commissions touchées en octobre par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1<sup>re</sup>, 2<sup>e</sup> et 3<sup>e</sup> lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1<sup>re</sup> lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; prime des Directrices nationales des ventes indépendantes pour les Conseillères Étoiles; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1<sup>re</sup> lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en septembre.

## Renée Daras



\$31,880.00

## Angie Stoker



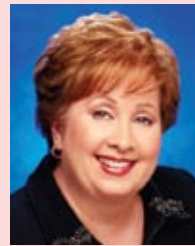
\$23,543.00

## Brenda Summach



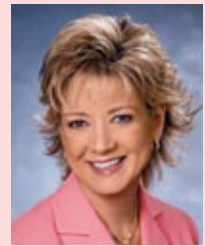
\$15,493.00

## Dalene Allen



\$14,420.00

## Sandy Campbell



\$14,184.00

Heather Armstrong	\$13,866.00	Donna Lowry	\$11,045.00	Anne Austin	\$8,147.00	Susanne Felker	\$6,294.00
Elena Sarmago	13,677.00	Gloria Boyne	10,990.00	Linda MacDonald	7,592.00	Janice Connell	5,212.00
Doreen Burggraf	13,419.00	Marcia Grobety	10,038.00	Olive Ratzlaff	7,481.00	Debbie Mattinson	4,085.00
Gail Adamson	12,129.00	Elaine O'Krafka	10,027.00	Darlene Ryan-Rieux	7,459.00	Donna Weir	3,657.00
Bernice Boe-Malin	11,384.00	Betty Elliott-Kichler	8,205.00	Phil Warren	7,027.00	Jane Kosti	3,568.00

**Diamond Circle/Cercle diamant** Independent National Sales Directors become members of the prestigious Diamond Circle when they motivate their unaffiliated area to increase retail sales by 5 percent (Level 1) or 10 percent (Level 2) over the previous Seminar year. Congratulations to the following Independent National Sales Directors who are on-track to achieve the Diamond Circle during the month of October. / Les Directrices nationales des ventes indépendantes accèdent au prestigieux Cercle Diamant en enregistrant dans leur famille non affiliée une hausse des ventes au détail de 5 % (niveau 1) ou 10 % (niveau 2) par rapport à la précédente année Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle Diamant en octobre.

## Betty Elliott-Kichler



Level 1/Niveau 1

## Brenda Summach



Level 1/Niveau 1

**Stars on the Ladder of Success/Étoiles sur l'échelle du succès** Congratulations to the following outstanding achievers for earning their Pearl (\$4,800) and Emerald (\$3,600) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$) et Émeraude (3 600 \$) en UN mois!

Shelley Rescoskie	\$6,513.75	Glenda Funk	\$4,500.25	Christine Predovic	\$3,748.25	Colette Peach	\$3,609.75	Andrea Helm	\$3,600.50	Janet Boehmer	\$3,600.00
Tricia Clarke	5,456.75	Cassandra Lay	3,942.50	A. Rathgeber-Biglow	3,642.50	Helene Berger	3,609.25	Jennifer Neufeld	3,600.50	Emily Chambers	3,600.00
Johanne Coude	4,502.25	Deanna Blue	3,853.75	Lorena Siemens	3,616.25	Sylvie Turgeon	3,608.00	Tessa Griffith	3,600.25	Pamela Shpur	3,600.00
Isabelle Perreault	4,501.75	Claudia Ouellet	3,783.75	Karen Bright	3,616.00	Sonya Anthony	3,600.75	Densie Poirier	3,600.25		

*These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'Échelle du succès en UN mois seulement!*

Adrienne Jackson	\$3,469.25	Susan Carey	\$3,011.00	Sherry Oberlaender	\$3,004.75	Cecile Dagenais	\$3,001.75	Lisa Nomm	\$3,000.50	Heidi Richter	\$3,000.00
Agnes Loshusan	3,409.25	Donna Spada	3,009.75	Alex Quinn	3,004.00	Karen Lee	3,001.50	Carol Turner	3,000.50	Maureen Thompson	3,000.00
Annette Guerrette	3,314.25	Marie-Eve Gauthier	3,009.50	Rhoda Merin	3,003.25	Sheryl Brown	3,001.25	Diana Totten	3,000.50	Shivonne Vienneau	3,000.00
Jennifer Nicks	3,308.75	Nancy Nye	3,009.50	Dolores Scutchings	3,003.25	Shelly Brunelle	3,001.00	Lorna Hosker	3,000.25	Carol Wilson	2,999.25
Joanne Picavet	3,121.75	Maggie Brasil	3,008.75	Melanie Charron	3,003.00	Ada Cayetano	3,001.00	Kelly Lachance	3,000.25	Eugénette Fortin	2,992.50
Katie Bisailon	3,091.25	Krista Vryenhoek	3,006.50	Rachel Richard	3,002.75	Ann Boyle	3,000.75	Judi Ross	3,000.25	Sandra Klotz	2,986.50
Maureen Wiebe	3,039.50	Julie Simard	3,005.75	Sheila Buslepp	3,002.00	Jennifer Heidinga	3,000.75	Clemene Hornbrook	3,000.00	Edie Poole	2,983.50

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

## Stars on the Ladder of Success (continued)/Étoiles sur l'échelle du succès (suite)

Jennifer Johnson	\$2,979.00	Melissa Giesbrecht	\$2,400.25	Valencia Collins	\$2,004.50	Sherry Ogasawara	\$1,837.50	Arlene Hollister	\$1,806.75	Kathy Kenny	\$1,801.25
Jennifer Trenery	2,803.50	Samantha Roszell	2,400.25	Marie-Eve Benoit	2,003.00	Sue McCrea	1,833.25	Ann McCaw	1,806.75	Souheila Lebane	1,801.25
Cynthia Harris	2,802.50	Paula Shanks	2,400.00	Betty Lou Earl	1,998.00	Felyl McGonigal	1,832.75	Martina Smith	1,806.50	Karen Nation	1,801.25
Anne Scott	2,774.25	Marthe Harvey	2,399.75	Melissa Hamelin	1,996.00	Donna Melnychyn	1,832.50	Eva Szamoskozi	1,806.50	Amber Rieschl	1,801.25
Plas Van Der	2,732.25	Nikki Horton	2,381.25	Karen Gauthier	1,992.75	Phyllis Kelly	1,831.00	Johanne Dufour	1,806.25	Heather Short	1,801.25
Lenora Kriger	2,729.25	Lisa Wood	2,360.75	Carrie Smith	1,986.75	Rose-Marie Young	1,831.00	Stephanie Fratangelo	1,806.00	Laurie Taylor	1,801.25
Danielle Bourgault	2,715.00	Yvette Kohut	2,351.50	Mavis Strueby	1,982.75	Ana Kemper	1,830.75	Melissa Burke	1,805.75	Denise Baynton	1,801.00
Gail Hennig	2,699.50	Claudy Guillemette	2,335.25	Anita Wolfenden	1,970.75	Liz Hyland	1,828.00	Daniella Cisternas	1,805.75	Beth MacNeil	1,801.00
Lindsay Lewis	2,686.75	Katrina McKee	2,317.75	C. Toner-Desjardins	1,970.75	Valerie Couturier	1,824.00	Rosalind Babstock	1,805.00	Ramandeep Panesar	1,801.00
Sandra Neufeld	2,636.50	Nadia Plourde	2,313.50	Christiane Berube	1,962.00	Tina Drake	1,823.00	Nina-Claude Champoux	1,805.00	Yelena Shizhayeva	1,801.00
Bernice Donaldson	2,631.25	Brenda Hodge	2,312.75	Amey Warcop	1,959.75	Dora Polchies	1,823.00	Raj Gill	1,805.00	Shannon Boyle	1,800.75
J. Brimblecombe	2,605.25	Karen Piovesan	2,302.75	June Rumball	1,957.50	Rita White	1,822.50	Kelly Henderson	1,805.00	Venus Liu	1,800.75
Raymonde Cagelais	2,566.75	Jan Irwin	2,261.25	Julie Daigle	1,943.50	Elaine Dodge	1,821.50	Ofelia Foronda	1,804.75	Amanda Nilsson	1,800.75
T. MacFarlane-Kelly	2,551.25	Judy Coates	2,252.75	Kyla Buhler	1,935.00	Jenny-Lynn Sather	1,821.25	Jennifer Perryman	1,804.75	Kimberley Shankel	1,800.75
Kitty Choi	2,549.50	Claire Kennedy	2,235.50	Chantal Dufour	1,932.75	Marie Monte	1,821.00	Manjit Brar	1,804.50	Randeep Sidhu	1,800.75
Audrey Trach	2,547.50	Denise Young	2,192.00	Donna MacKey	1,912.00	Margaret Gibson	1,819.25	Nicole Pelletier	1,804.50	Genevieve Arturi	1,800.50
Liliane David	2,545.75	Paymaneh Varahram	2,179.25	Bev Harris	1,908.25	Sharon Webb	1,817.25	Sheila Barr	1,804.25	Katherine Bubar	1,800.50
Eileen Jessup	2,536.75	Martha Richardson	2,167.00	Joyce Gustafson	1,906.50	Nancy Saunders	1,815.50	Holly Martin	1,804.00	Ola Fedorkiw	1,800.50
Kathie McGann	2,534.50	Doreen Adair	2,155.00	Sarah Brun	1,893.00	Myriam Lecavalier	1,815.25	Mary Anne Whitford	1,804.00	Bernice Kameka	1,800.50
Alison Hogan	2,531.00	Alexis Glabus	2,142.75	Sylvie Rieux	1,891.00	Sonia Sabourin	1,814.75	Christine Cahill	1,803.75	Eunice Ng	1,800.50
Ellen Hatlevik	2,512.75	Julie Chan	2,127.00	Jennifer Bartelt	1,890.25	Donna Crawford	1,814.25	Krystle Eidse	1,803.75	Marie Sampaio	1,800.50
Christine Forget	2,464.25	Sherri-Ann Dang	2,124.00	Brenda White	1,888.00	Kathleena Ruel	1,814.25	Michelle Guthrie	1,803.75	Marcia Amor	1,800.25
Sheila Lefebvre	2,454.00	Brenda Betz	2,117.75	Carolyn McPherson	1,886.25	Sasha Bradshaw	1,814.00	Jacqueline Doucet	1,803.50	Esther Espinal	1,800.25
Sharon Klassen	2,444.50	Shari Fisher	2,103.50	Shannon Carter	1,885.50	Lucie Leveillee	1,813.00	Rejeanne Bernier	1,803.00	Carla Ferreira	1,800.25
Paula Purdon	2,437.00	Dana Binder	2,101.50	Sharon Korol	1,882.50	Kendra Dutchak	1,812.75	Connie Clarke	1,803.00	Christine Kelly	1,800.25
Mary Jessome	2,422.25	Annette Christy	2,100.75	Donatella Ciampi	1,877.25	Pamela Sittler	1,811.25	Maria Ljubicic	1,803.00	Melissa McNish	1,800.25
Janey Lumsden	2,412.75	Krista Comisky	2,100.50	Doreen Mercer	1,876.50	Brenda Blythe	1,811.00	Jancia Norman	1,803.00	Eileen O'Dea	1,800.25
Charlene Creuzot	2,411.00	Jeanne Montague	2,089.75	Ellen Whiting	1,872.50	Gail St Croix	1,811.00	Gloria Fernandes	1,802.50	Cherry Prashad	1,800.25
R. Silvera-Zetner	2,411.00	Sharon Augustine	2,082.75	Sharon Chafe	1,872.00	Judy Wilder	1,810.75	Jeannine Rouleau	1,802.50	Marie Simpson	1,800.25
Brenda Donoghue	2,407.25	Julie Sweeney	2,072.50	Marie MacKnight	1,866.50	Ria Goenaga	1,810.50	Suzanne Smid	1,802.50	Claudia Sanchez	1,800.25
Monika Hoehne	2,406.50	Hillie Feitsma	2,054.75	Patti Howell	1,865.00	Kayla Organ	1,810.50	Josephine Presto	1,802.25	Marilyn Clark	1,800.00
Ann Weeks	2,406.00	Sophie Lauzon	2,047.00	N. Bogdan-Savitska	1,863.25	Fay Kirbyson	1,810.25	Lynda Parisian	1,802.00	Anne Friesen	1,800.00
Fely Noga	2,404.50	Analyn Bustamante	2,041.50	Kristina Mitchell	1,856.75	Diane Burness	1,810.00	Katherine Gibson	1,801.75	Line Gagnon	1,800.00
Caitlynn Lavallee	2,404.25	Karen Colvin	2,033.25	Glenda Doody	1,855.00	Debra Moyes	1,809.00	Gail Myers	1,801.75	Kathryn Jewell	1,800.00
Laura Johnson	2,404.00	Linda Graham	2,032.00	Nadia Desroches	1,854.25	Danielle Petherbridge	1,808.75	Joelene MacKey	1,801.75	Sharron McKenzie	1,800.00
Chantel Toth	2,404.00	Stephanie Lepine	2,027.50	Kathrine Gosselin	1,851.50	Adella Ferdinand	1,808.25	Valerie Newsome	1,801.75	Radhika Nand	1,800.00
Joanne Schultz	2,403.75	Ginny Konechny	2,027.25	France Crete	1,844.00	Marjorie Hunt-Platt	1,807.50	Veronique Fournier	1,801.50	Loretta Paul	1,800.00
Sandra Dubois	2,402.75	Patricia Monforton	2,020.25	Emilie Kissler	1,842.25	Cynthia Hauck	1,807.50	Cheryl Gordon	1,801.50	Amanda Robertson	1,800.00
Maria-Claude Leblanc	2,401.75	Brigitte Raymond	2,014.75	April March	1,841.75	Amina Kumar	1,807.25	Jocelyne Letarte	1,801.50	Mariza Roos	1,800.00
Sarah Tanguay	2,401.75	Halina Galica	2,014.25	Sharmila Peterson	1,838.75	Janine Brisebois	1,807.00	Karen Richardson	1,801.50	Stacy Sorenson	1,800.00
Robella Folliet	2,400.25	Melody Gilmore	2,005.50	M-F Corriveau	1,838.25	Marjorie Davis	1,807.00	Jami Stokes	1,801.50		

## Independent Sales Directors in the Limelight/Directrices des ventes indépendantes sous les projecteurs

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in October. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en octobre, exception faite des commissions des Chefs d'équipe et des VIP.

Sharon Coburn	\$9,093.01	Louisa Hoddinott	\$4,248.58	Janine Brisebois	\$3,280.31	Salina Jacobsen	\$2,792.76	Rebecca Irving	\$2,448.75	Alice Wong	\$2,189.84
Shannon Shaffer	9,045.30	Susan Bannister	4,193.46	Yasmin Manamperi	3,274.95	Anik Seguin	2,784.21	Barbara Craig	2,446.34	Kitty Babcock	2,176.82
Josée D'Anjou	8,411.05	Shirley Fequet	4,131.01	Pam Hill	3,226.83	Victoria Wakulchyk	2,775.58	Deborah Pritchind	2,431.05	Cheryl Page	2,164.53
E. Ramanauskas	7,111.29	Sonia Janelle	4,107.19	Debbie Ryan King	3,203.03	Wilma Goit	2,762.05	Jacqueline Cullen	2,409.92	Ruby Chapman	2,164.15
Claribel Avery	6,571.03	Kyla Buhler	4,082.09	Carol Heath	3,144.95	Annie Gagnon	2,760.33	Patricia Monforton	2,385.07	Diane Riddell	2,163.79
Harpreet Dhalwal	6,477.96	Marni Logan	4,069.53	Fiona Corby	3,110.64	Pamela Kanderka	2,703.06	Louise Best	2,373.19	Sherry Ogasawara	2,163.01
Mireille Morin	6,250.29	Teresa Ho	4,002.69	Peggy Denomme	3,102.50	Mandeep Bambrah	2,701.40	Jane Arsenault	2,372.60	Norene Oughton	2,159.73
Donna Izen	6,044.20	Rita Samms	3,898.02	Becky Lawrence	3,085.61	Alex Quinn	2,684.46	Agnes Loshusan	2,352.85	Judi Todd	2,153.22
Guylaine Comeau	5,939.68	Liz Wodham	3,863.40	Frances Fletcher	3,052.10	Heather Cook	2,667.84	Lorena Siemens	2,347.19	Ioulia Khairova	2,146.28
Mary Davies	5,842.81	Fran Sorobey	3,805.53	Ron Simpson	3,044.99	Susie Leakvold	2,653.79	Maureen Corrigan	2,342.78	Maria Bennett	2,131.03
Donna Melnychyn	5,661.80	Shelley Haslett	3,793.84	Susan Brady	3,029.65	Sara Roberts	2,632.99	Elizabeth Farris	2,336.98	Jeri Pearce	2,124.37
Guylaine Dufour	5,657.90	Lorraine McCabe	3,764.82	Debbie McLaughlin	2,990.58	Heidi McGuigan	2,626.49	Anna Leblanc	2,324.77	Carolyn Noftall	2,118.07
Shelley Recoskie	5,515.21	Tamara Swatske	3,754.67	Angela Murphy	2,971.68	Christine Ransom	2,613.26	Joy Klassen	2,322.96	Sandra Klotz	2,111.15
Wanda Groenewegen	5,472.83	Luisa Rallo	3,750.85	Barbara Bond	2,965.21	Isabelle Meunier	2,602.92	Louiselle Duchesne	2,322.51	P. Behnke-Van Hoof	2,102.87
Joyce Goff	5,468.45	Harsimran Saini	3,732.45	Susan Richardson	2,959.09	Kimberly Licari	2,602.53	Jill Ashmore	2,322.16	Pamela Tucker	2,100.89
Jasbir Sandhu	5,434.52	Giselle Marmus	3,726.31	Laureen Miller	2,948.41	Barbara Berven	2,587.94	Danielle Theriault	2,309.78	Joyce Harnett	2,097.43
Angela Hargreaves	5,416.96	Ginette Desforges	3,722.00	Donella Sewell	2,946.41	Julie Ricard	2,565.55	Elaine Coderre	2,309.10	Diane Ghog	2,097.40
Louise Boulanger	5,357.37	Colleen Hendrickson	3,683.15	Judith Richardson	2,934.46	Jeanne Manol	2,540.06	Claudine Pouliot	2,301.56	Judy Bycock	2,093.11
Elaine Fry	5,207.72	Carol Hoyland	3,583.57	Paulette Nimco	2,931.39	Barbara Martin	2,539.15	Angela Fedorchuk	2,301.40	Dierdre McKay	2,091.28
Donna Matthews	5,142.36	Rhonda Unrau	3,563.06	Lisa-Marie Massey	2,917.13	Beryl Apelbaum	2,532.78	Lorrie Henke	2,300.98	Pauline Campbell	2,080.41
Nathalie Delisle	5,127.09	Audrey Ehalt	3,487.83	Rita White	2,886.52	Eve Raymond	2,530.23	Kathryn Milner	2,300.67	Donna Witt	2,079.89
Shirley Peterson	5,005.15	Joanne Ward	3,443.32	Deborah Brown	2,869.78	Joyce Bigelow	2,514.47	Marie York	2,271.30	Cheryl Neuman	2,064.71
Barb McKellar	4,935.54	Darlene Olsen	3,435.32	Louise Desy	2,851.02	Mary Ogunyemi	2,501.58	Janice Appleby	2,265.97	Svitlana Awogbami	2,034.38
Marilyn Bodie	4,816.85	Kimberley Shankel	3,417.78	Janet Quiring	2,841.86	July Toupin	2,494.40	Cicily Brewer	2,261.44	Ann Alexander	2,032.72
Jennifer Levers	4,737.69	Kathy Handzuik	3,396.82	Sheila Lefebvre	2,841.35	Heather Daymond	2,493.10	Catherine Chapman	2,246.83	Theresa Nielsen	2,018.54
Rajinder Rai	4,717.91	Vaun Gramatovich	3,391.75	Kathy Quilty	2,839.72	Shelley Mehling	2,490.05	Marlene Bridgman	2,246.63	Carole Snyder	2,006.58
Phyllis Hansford	4,562.90	Bev Harris	3,386.00	Michelle Currie	2,835.75	Jane Millar	2,477.17	Shannon Cameron	2,244.11	France Legare	2,003.69
Elaine Scotte	4,557.93	Gladys MacIntyre	3,384.08	Kathy Whitley	2,822.13	Bernice Hartwell	2,473.82	Teresa Alomar-Story	2,232.61		
Mychele Guimond	4,555.71	Lucie Beauregard	3,372.00	Randhir Singh	2,808.19	Johanna Tobin	2,473.23	Debbie Struthers	2,218.90		
R. Courneya-Roblin	4,551.24	Shirley Austin	3,302.75	Leanne Chamberlain	2,803.29	Ming Tsang	2,456.83	Louise McCann	2,208.52		
Gaylene Gillander	4,496.93	Johanne Girard	3,295.95	Wendy-Lynn Jones	2,795.48	Arleen Fritz	2,449.32	Beverly Dix	2,194.74		

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES, POUR AVOIR DROIT AUX COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LÉGITIMÉMENT 34 272 MEMBRES AU CANADA, DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, 62 % 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

## Scoreboard/Tableau des résultats

Listed below is the ranking of all Canadian units with \$20,000 or more in estimated retail sales in October based on wholesale purchases. / Groupes canadiens ayant totalisé en octobre des ventes au détail estimées de 20 000 \$ ou plus, d'après leurs commandes en gros.

Shannon Shaffer	\$64,608.50	Phyllis Hansford	\$33,487.50	Luisa Rallo	\$30,013.00	Janine Brisebois	\$26,035.50	Ginette Desforges	\$23,451.00	June Millar	\$21,598.50
Sharon Coburn	50,222.50	Mireille Morin	33,422.50	Sonia Janelle	29,464.50	Rita White	25,946.50	Heidi McGuigan	23,449.50	Becky Lawrence	21,591.00
Joyce Goff	45,668.50	Susan Bannister	33,367.00	Fran Sorobey	29,464.50	Sheila Lefebvre	25,251.50	Lisa-Marie Massey	23,340.50	Mandeep Bambragh	21,505.00
Guyaine Comeau	44,820.00	Elaine Fry	33,093.50	Donna Matthews	28,866.00	Joanne Ward	25,213.50	Frances Fletcher	23,278.00	Louise Best	21,126.00
Josée D'Anjou	43,531.50	Shirley Fequet	32,490.00	Rhonda Unrau	28,662.50	Kimberley Shankel	24,875.50	Angela Murphy	22,887.00	Rebecca Irving	21,063.00
Donna Melnychyn	42,750.00	Claribel Avery	32,238.50	Harsimran Saini	28,191.50	Darlene Olsen	24,826.50	Shelley Haslett	22,783.00	Lorena Siemens	20,726.00
Shelley Recoskie	42,541.50	Jasbir Sandhu	32,060.00	Pam Hill	28,105.00	Fiona Corby	24,779.00	Deborah Brown	22,612.00	Judy Toupin	20,534.00
Louise Boulanger	42,421.00	Shirley Peterson	31,915.50	Giselle Marmus	28,069.50	Leanne Chamberlain	24,666.00	Paulette Nimco	22,589.50	Anna Leblanc	20,381.00
Mary Davies	42,092.50	Mychele Guimond	31,568.50	Teresa Ho	28,037.50	Janet Quiring	24,453.00	Janet Quiring	22,182.50	Kimberly Licari	20,239.00
W. Groenewegen	40,138.00	Lorraine McCabe	31,270.00	Kathy Handzuik	27,427.50	Debbie McLaughlin	24,176.00	Shirley Austin	22,174.00	Danielle Theriault	20,150.50
E. Ramanaukas	39,568.00	Donna Izen	31,266.00	Lucie Bearegard	27,261.50	Carol Heath	24,087.50	Susie Leakvold	22,149.50	Christine Ransom	20,145.50
Guyaine Dufour	39,469.50	Rita Samms	31,208.50	Tamara Swatske	27,223.50	Yasmin Manamperi	24,076.00	Kathy Quilty	22,129.50	Elaine Coderre	20,140.00
Barb McKellar	38,259.00	Jennifer Levers	30,948.50	Peggy Denomme	27,189.50	Bev Harris	24,047.50	Michelle Currie	22,071.50	Randhir Singh	20,126.00
Nathalie Delisle	38,205.50	Liz Wodham	30,768.00	Kyla Buhler	26,936.00	Wilma Goit	24,031.50	Eve Raymond	22,003.50	Rajinder Rai	20,048.00
Angela Hargreaves	38,072.00	Harpreet Dhaliwal	30,755.00	Susan Brady	26,610.00	Kathy Whitley	24,031.00	Wendy-Lynn Jones	22,000.50	Claudine Pouliot	20,024.00
Gaylene Gillander	34,584.50	Marni Logan	30,715.00	Colleen Hendrickson	26,449.50	Annie Gagnon	24,005.00	Barbara Martin	21,930.50	Lorrie Henke	20,015.00
Elaine Sicotte	34,469.50	R. Courneya-Roblin	30,617.00	Carol Hoyland	26,329.00	Donella Sewell	23,639.50	Jacqueline Cullen	21,691.00		
Marilyn Bodie	34,021.50	Louisa Hoddinott	30,154.50	Johanne Girard	26,091.50	Sara Roberts	23,584.50	Lauren Miller	21,645.00		

## Top Recruiting Units/Meilleurs groupes en recrutement

Listed below are the top recruiting units with signed Independent Beauty Consultant Agreements for October. / D'après les Accords de la Conseillère en soins beauté indépendante signés en octobre.

Ontario – Shelley Recoskie  
 Québec – Josée D'Anjou  
 Saskatchewan – Sandra Klotz  
 Ontario – Harsimran Saini

Alberta – Rhonda Unrau  
 Alberta – Donna Melnychyn  
 Québec – Sonia Janelle  
 Ontario – Jasbir Sandhu

Alberta – Vaun Gramatovich  
 Manitoba – Angela Hargreaves

## Provincial Sales Queens/Reines des ventes provinciales

Listed below are the top purchases of wholesale Section 1 product orders during the month of October. / D'après les commandes en gros les plus élevées de la Section 1 en octobre.

Alberta – Lorena Siemens  
 British Columbia/Colombie-Britannique – Tricia Clarke  
 Manitoba – Amanda Rathgeber-Biglow  
 New Brunswick/Nouveau-Brunswick – Rachel Richard  
 Newfoundland & Labrador/Terre-Neuve-et-Labrador – Denise Young

Nova Scotia/Nouvelle-Écosse – Denise Poirier  
 Nunavut – Ellen Hatlevik  
 Northwest Territories/Territoires du Nord-Ouest – Rosebud Black  
 Ontario – Shelley Recoskie  
 Prince Edward Island/Île-du-Prince-Édouard – Colette Peach

Québec – Johanne Coude  
 Saskatchewan – Emily Chambers  
 Yukon – Marni Bramadat

## 12% Club/Club 12 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose 12 percent cheque exceeded \$500 for the month of October. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en octobre.

Kyla Buhler	\$1,884.75	Joyce Goff	\$835.02	Fay Hoiness	\$706.92	Sharon Wolthers	\$613.38	Sharlene Bukurak	\$561.42	Deborah Brown	\$521.58
Guyaine Comeau	1,720.56	Angela Fedorchuk	834.63	Paulette Nimco	699.33	Lori Rempel	609.57	Ruby Chapman	561.24	Divona Summer	520.50
Sharon Coburn	1,307.01	Michelle Gilbert	832.92	Julie Fiala	693.78	Angela Murphy	604.71	Wanda Groenewegen	552.87	Shannon Shaffer	519.69
Fran Sorobey	1,295.76	Diane Lebrun	831.78	Lois Musselman	680.70	Alice Steffen	604.41	Kitty Babcock	551.28	Yasmin Manamperi	519.39
Guyaine Dufour	1,263.39	Claribel Avery	830.01	Louise Boulanger	676.86	Gwen Groves	603.60	Deborah Kenny	550.47	Katharine Wingert	518.94
Kathy Whitley	1,150.44	Susie Leakvold	827.64	Maria Bennett	671.04	Mary Vair	599.43	Susan Bannister	550.02	Sonia Janelle	518.73
Bonnie Eidse	1,104.12	Shelley Recoskie	827.46	Sam Young	666.36	Pamela Isaak	598.80	Randhir Singh	545.91	Diane Burness	518.16
Barbara Berven	1,074.45	Jennifer Levers	800.07	Ellen Hatlevik	662.94	Rita White	596.28	Martine Richard	545.46	Joyce Bigelow	517.08
Liz Wodham	1,057.89	Rajinder Rai	799.80	Maggie Brasil	661.17	Susan Richardson	595.38	Lorena Siemens	544.59	Tarra Keller	516.75
Lorraine McCabe	1,050.69	Michelle Currie	799.38	France Legare	652.62	Heather Witte	594.48	Jackie Cowderoy	542.28	Lauren Miller	513.30
Pam Behnke-Van Hoof	1,036.02	Sheila Lefebvre	792.69	Giselle Marmus	651.66	Bev Harris	592.35	Sandra Klotz	541.89	Sara Roberts	510.06
Wendy-Lynn Jones	992.25	Shelley Mehling	780.33	Charmaine Lacoursiere	650.61	Sherry Fisher	592.02	Teresa Lutterman	538.65	Gaylene Gillander	510.03
Manon Dubois	981.51	Mary Ogunyemi	779.10	Linda Vanderham	646.77	Kimberley Shankel	591.30	Shirley Wheaton	538.65	Sharon Carlson	509.19
Harpreet Dhaliwal	975.60	Mandeep Bambragh	774.03	Colleen Worth	646.02	Mychele Guimond	589.08	Kimberly Boettger	537.18	Martha Rempel	507.66
Claudine Pouliot	971.01	Eve Raymond	765.06	Georgine Cook	642.36	Cheryl Neuman	588.00	Beryl Apfelbaum	535.56	Puneet Sharma	506.22
Lorrie Henke	933.48	Debbie Struthers	759.60	Darlene Olsen	631.80	Kathy Quilty	587.76	Leslie Waldbauer	532.98	Lynn Brady	506.07
Louisa Hoddinott	897.03	Evelyn Ramanaukas	746.19	Trudy Klassen	629.01	Anna Leblanc	584.19	Sue McElhanney	532.38	Kelsie Dawson	504.54
Alexis Glabus	886.71	Audrey Ehalt	740.13	Karen Dalley Lockhart	627.69	Sara Chowdhery	580.68	Nancie Lachance	531.84	Ellen Green	504.27
Kathy Handzuik	862.68	Catherine Chapman	732.69	Sarah Kearney	624.00	Donella Sewell	578.76	Janet Quiring	530.52	Diana Hiscock	502.38
Krista Comisky	860.10	Marie York	730.62	Janine Brisebois	623.73	Annie Gagnon	574.08	Theresa Nielsen	527.64	Alyce Parkes	501.45
Vaun Gramatovich	849.96	Eileen Faubert	727.71	Meghan Yewell	623.43	Kathryn Milner	569.70	Chrissy Novak	527.52		
Julie Sweeney	840.27	Alice Wong	721.74	Sharon Keenan	623.13	Barb McKellar	567.60	Jasbir Sandhu	525.18		
Shannon Cameron	840.06	Donna Melnychyn	720.00	Christine Ransom	621.66	Patricia Snache	562.77	Mireille Morin	524.64		
Shelley Haslett	836.76	Fiona Corby	710.88	Tracy Hajdasz	614.28	Vonita Glenney	562.47	Teresa Ho	522.99		

## 8% Club/Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight percent cheque exceeded \$250 for the month of October. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en octobre.

Angela Hargreaves	\$699.00	Linda Moreau	\$442.38	Jayme Fochler	\$356.98	Denise Melanson	\$312.28	Christine Rossi	\$281.12	Patricia Leblanc	\$267.82
Wilma Goit	588.72	Pamela Kanderka	421.04	Debbie Graham	356.56	Janneta Outevsky	310.48	Valerie Pullishy	279.10	Leanne Koopman	264.12
Anik Seguin	575.52	Tamara Swatske	399.66	Carol Heath	355.72	Marta Sampaio	304.68	Julie Muir	277.58	Diane Riddell	263.06
Marlene Bridgman	562.62	Pam Hill	382.44	Simone Fuller	340.30	Sharon Stewart	303.42	Teresa Alomar-Story	277.10	Angella Maynard	261.44
Martine Caerdinael	544.72	Audrey Potvin	381.18	Karen Cornish	335.58	Louise Desy	294.24	Danielle Theriault	276.70	Diane Caron	258.44
Jacqueline Cullen	528.00	Isabelle Moison	380.64	Chris Crosato	327.18	Alison Hogan	289.06	Sharon Pashkoski	275.68	Rowena List	256.42
Bonnie Jagpal	494.44	Colleen Hendrickson	371.54	Michele Hatley	322.70	Dana Cole	288.34	Sylvana Oliver	273.12	Shirley Braithwaite	251.14
Deborah Prychidny	455.14	Mary Davies	366.08	Nelia Arruda	321.12	Karin Smith	288.04	Donna Fidler	272.22		
Karen Simpson	453.38	Marilyn Thiessen	361.96	Carol McDonald	319.80	Diane Ghog	287.98	Janet Taylor	268.02		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## 4% Club/Club 4 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose four percent cheque exceeded \$75 for the month of October. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en octobre.

Esther Olijnyk	\$228.45	Alison Smith	\$128.38	Denise Roller	\$112.96	Sophie Levesque	\$98.63	Joanne Brown	\$92.44	Melanie May	\$80.57
Dana Genge	194.68	Carole Savoie	123.65	Bonnie Davies	112.60	Yelena Zavalishina	96.32	Grace Illes	90.67	Chris Piuni	80.56
Annette MacKenzie	157.85	Rechie Diaz	120.13	Bobbie Ahluwalia	109.69	Sandra Wrathall	96.24	Carmen Proulx	90.49	Susan Smith	80.22
Marne Svennes	153.01	Francine Charron	120.12	Eddie Jarvis-Fast	107.15	Ge Qian	96.22	Jenny Da Costa	89.79	Catherine Martin	80.18
Sarah-Jane Saumure	149.93	Jacqueline Doucet	120.11	Kris Noel	104.87	Millie Lawson	96.15	Caroline Turcotte	89.41	Vicki Jones	80.07
Joanne Moss	147.32	Deanne Brunelle	120.04	Jill Cole	104.10	Maria Dos Anjos Pragana	96.12	Barb Revelle	88.06	Sandra Clements	75.86
Donna Schoonbaert	144.64	Heather Hewitt	120.03	Cynthia Dressell	103.48	Liana M. Scott	96.08	Isabelle Leblanc	87.43		
France Grenier	144.37	Carmen Drouin	120.01	Celine Dallaire	101.83	Ada Cayetano	96.01	Gloria Sanchez	84.95		
Johanne Coude	144.32	Buo Lim	115.84	MarÈie Savoie	100.75	Jodine Schmidt	96.00	Susan Haselhan	83.26		
Caroline Clingen	131.21	Veronique Leveillee	114.84	Wilma Summach	99.98	Renee Lavoie	92.54	Jocelyne Morissette	82.76		

## Gold Medal/Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of October. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en octobre.

SHELLEY RECOSKIE Director/Directrice	YASMIN MANAMPERI Director/Directrice	DIANE BURNES Director/Directrice	RENEE JOHNSON Joyce Goff	KRISTA COMISKY Barb McKellar	DEBORAH STOMPHORST Gwen Groves
CHERYL NEUMAN Director/Directrice	MYRIA BALICAO Director/Directrice	TAMMY COGSWELL Director/Directrice	PATRICIA SNACHE Kimberly Licari	EILEEN FAUBERT Director/Directrice	NATALIE ZITTING Donna Melnychyn
SHELLEY MEHLING Director/Directrice	SONIA JANELLE Director/Directrice	GUYLAINE COMEAU Director/Directrice	MAGGIE BRASIL Shelley Recoskie	OLIVE KANG Sandra Klotz	
RUSMIRA ZIVKOVIC Director/Directrice	DEBBIE STRUTHERS Director/Directrice	BONNIE EIDSE Rhonda Unrau	TRICIA CLARKE Bonnie Jagpal	LISA MCINNES Vaun Gramatovich	

## Silver Medal/Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of October. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en octobre.

CHRISTINE RANSOM Director/Directrice	BERNICE HARTWELL Director/Directrice	JOSÉE D'ANJOU Director/Directrice	NICOLE LABELLE Chantal Miron	KIM PENZHORN Lynda Hiebert	FRANCE GRENIER Eve Raymond
ALEX QUINN Director/Directrice	JOYCE BIGELOW Director/Directrice	TINA DRAKE Director/Directrice	DEBBIE HALL Director/Directrice	KAREN DALLEY LOCKHART Ann Alexander	DONNA SCHOONBAERT Joy Klassen
MARY OGUNYEMI Director/Directrice	TAMMY PEARSON Director/Directrice	GUYLAINE DUFOUR Director/Directrice	PAMELA ISAAK Director/Directrice	LENORE EIDSE Rhonda Unrau	PUNEET SHARMA Jasbir Sandhu
BARBARA BERVEN Director/Directrice	MICHELLE CURRIE Director/Directrice	COLLEEN HENDRICKSON Director/Directrice	DIERDRE MCKAY Director/Directrice	ELLEN GREEN Shannon Shaffer	ANITA SHINH Harsimran Saini

## Bronze Medal/Médailles de bronze

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of three new team members during the month of October. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en octobre.

LOUISA HODDINOTT Director/Directrice	BARBARA CRAIG Director/Directrice	TARA GREEN Director/Directrice	WALEWSKA VANDER MEULEN Lorraine Scott	ALICE WONG Director/Directrice	MARINA MASON Michelle Summach
EVA KOPEC Director/Directrice	MIREILLE MORIN Director/Directrice	MARY-LOU HILL Director/Directrice	LINDA VANDERHAM Director/Directrice	SHEBY CHAN Joanne Lam	SUE MCCREA Esther Gallop
RAJINDER RAI Director/Directrice	KIMBERLEY SHANKEL Director/Directrice	KATHY LONG Director/Directrice	MEGHAN YEWELL Director/Directrice	MICHELLE CLARK Elaine O'Kraika	LESLEY-KIM MCFARLANE Bev Harris
VAUN GRAMATOVICH Director/Directrice	MARIE-JOSÉE BOURDAGES Director/Directrice	CLARICE NELSON Director/Directrice	MARIA CAMACHO ZAPATA Director/Directrice	ANNIE COUTURE France Legare	TIFFANY MCLELLAN Vaun Gramatovich
GISELLE MARMUS Director/Directrice	SHANNON CAMERON Director/Directrice	PAULETTE NIMCO Director/Directrice	MARILYN BODIE Director/Directrice	JUDITH ESPINAL Luisa Rallo	JOE-ANNE NEADOW-FORD Rita Samms
ALYCE PARKES Director/Directrice	DEIDRE GUY Director/Directrice	TERESA ALOMAR-STORY Director/Directrice	ANALYN BUSTAMANTE Susan Tu	JANE GIESBRECHT Evelyn Ramanauskas	KRISTA PETERSON Shirley Peterson
ELAINE ERHART Christine Ransom	COLLEEN WORTH Director/Directrice	JAYME FOCHLER Director/Directrice	BRENDA GRAHAM Director/Directrice	DEBBIE GRAHAM Director/Directrice	CHANTAL RIVARD Johanne Girard
ROBIN COURNEYA-ROBLIN Director/Directrice	CLARIBEL AVERY Director/Directrice	YOLENE GAY Director/Directrice	STEPHANIE HARDY Louise Boulanger	BRENDA HARTLEY Robin Courneya-Roblin	KAVITA SETH Harsimran Saini
LISA CRAIG Director/Directrice	DIANA BEZANSON Director/Directrice	TRACY HAJDASZ Director/Directrice	ELLEN HATLEVIK Director/Directrice	MONA HOOD Joan Elliott	BALBIR SINGH Harsimran Saini
SALMA BOCKSCH Doreen Burggraf	Janice Appleby SARA CHOWDHERY Director/Directrice	KATHY HANDZUIK Director/Directrice	LORRIE HENKE Director/Directrice	CHANTAL ISSEL Brenda Summach	HARSIMRAN SAINI CAROLINE TURCOTTE
ANITA WOLFENDEN Director/Directrice	KELSIE DAWSON Director/Directrice	ANGELA HARGREAVES Director/Directrice	DIANA HISCOCK Director/Directrice	CHARLENE JENKINS Maliinda Byrne	ANNIE GAGNON
MANDEEP BAMBRAH Director/Directrice	HILLIE FEITSMA Director/Directrice	ISHALI MULCHANDANI Director/Directrice	MAVIS KEITH-GERBER Director/Directrice	CHARMAINE LACOURSIERE Donna Melnychyn	
JACKIE COWDEROY Director/Directrice	MICHELLE GILBERT Director/Directrice	KATHY QUILTY Director/Directrice	DEBORAH KENNY Director/Directrice	PATRICIA LAVOIE Guyline Dufour	

## New Team Leaders/Nouveaux chefs d'équipe

These Independent Beauty Consultants added their fifth or more active team member during the month of October. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 5<sup>e</sup> membre actif ou plus en octobre.

NELIA ARRUDA Mandy Meisner	MANON DUBOIS Josée D'Anjou	ALEXIS GLABUS Marni Logan	KIM PENZHORN Lynda Hiebert	ANITA SHINH Harsimran Saini
MAGGIE BRASIL Shelley Recoskie	GRACE ELGERSMA Susie Leakvold	ELLEN GREEN Shannon Shaffer	CHANTAL RIVARD Johanne Girard	PATRICIA STONEHOUSE Shirley Fequet
KAREN DALLEY LOCKHART Ann Alexander	DEBBIE EWING Brenda Cooper	KELLY MAYDINIUK Joy Zaporozan	MARTA SAMPAIO Yasmin Manamperi	CLAUDIA GUZMAN-VILCHEZ Teresa Alomar-Story
DELORES DREBET Shelley Haslett	JENNY FORAN Barbara Lockerbie	LISA MCINNES Vaun Gramatovich		

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES, POUR AVOIR DROIT AUX COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LÉGÈRE COMPTAIT 34 272 MEMBRES AU CANADA. DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

## New Star Recruiters/Nouvelles recruteuses étoiles

These Independent Beauty Consultants added their third or more active team member during the month of October. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 3<sup>e</sup> membre actif ou plus en octobre.

AFUA AGYEIWA-BOATENG  
Dierdre McKay  
IVONNE AYALA  
Eva Kopec  
DIANE BOEHM  
Sandra Klotz  
BEVERLEY BOWMAN  
Kimberly Licari  
CHRISTINE BYRNE  
Sonia Janelle  
JOANNE CIRILLO-JANUSZ  
Teresa Slack

ANNE COX  
Mary Squire  
DONNA DOMBROSKY  
Renee Daras  
LENORE EIDSE  
Rhonda Unrau  
DEBRA ELLIOTT  
Fay Hoiness  
JENNIFER BYRNE  
Sara Roberts  
SUZANNE FUS  
Stephanie King

ROSLYN GAROFALO  
Pat Paul  
CINDY GENTILE  
Chris Miller  
CONNIE HOAR  
Connie Graham  
MONICA HUNT  
Shirley Fequet  
MARGARET JACKSON  
Shelley Recoskie  
EDIE JARVIS-FAST  
Patricia Turnbull

CHRISTINA LEVERIDGE  
Bibi Ali  
ANNA LOVEMAN  
Sara Roberts  
ANNETTE MACKENZIE  
Shirley Fequet  
MARINA MASON  
Michelle Summach  
AMANDA MEAN  
Susan Bannister  
JULIE MILLETTE  
Nathalie Delisle

PATRICE MONTENS  
Penny MacDonald  
SYLVIE PELLERIN  
Nathalie Delisle  
MARIA DOS ANJOS PRAGANA  
Ana Mendonca  
KRISTEN RANEY  
Michelle Summach  
HARBINDER SEKHON  
Randhir Singh  
TERRIE ST. LOUIS  
Carol Hinch Croteau

DANIELLE VIENS  
Josée D'Anjou  
NATALIE ZITTING  
Donna Melnychyn

## Independent Sales Director Grand Achievers/Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of September to receive cash compensation. / Directrices des ventes indépendantes qualifiées en septembre pour une compensation en argent.

Deborah Brown

Sara Chowdhry

Patricia Monforton

## Independent Beauty Consultant Grand Achievers/Conseillères en soins de beauté indépendantes Grandes Gagnantes

These Independent Beauty Consultants qualified during the month of September to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en septembre pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.

Bonnie Eidse

Diana Hiscock

Diane Lebrun

## Fabulous 50s Achievers/Championnes Fabuleux 50

The following Independent Sales Directors achieved Fabulous 50s status by achieving at least \$30,000 in net adjusted wholesale production and growing their unit size to 50 or more within six months of their debut date. / Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Fabuleux 50 pour avoir réalisé une production de groupe nette ajustée de 30 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les six mois suivant la date de leurs débuts.

Photo unavailable. /  
Photo disponible.

### WANDA CHESHIRE

National Area/Famille nationale : Irene Shea  
Debut Date/Débuts : May/Mai 2007



### SANDRA KLOTZ

National Area/Famille nationale : Brenda Summach  
Debut Date/Débuts : May/Mai 2007

## Honor Society Achievers/Championnes Société d'honneur

The following Independent Sales Directors achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date. / Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date de leurs débuts.



### ISHALI MULCHANDANI

National Area/Famille nationale : Heather Armstrong  
Debut Date/Débuts : November/Novembre 2006



### RHONDA UNRAU

National Area/Famille nationale : Renée Daras  
Debut Date/Débuts : November/Novembre 2006

Work will **win** where wishing wont.

Mary Kay

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

# recognition/reconnaissance

Congratulations to all **November 2007** achievers. / Félicitations à toutes les championnes de **novembre 2007**.

**NSD Commissions/Commissions DNV** Listed below are Independent National Sales Director commissions earned in November by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through October. / Commissions touchées en novembre par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1<sup>re</sup>, 2<sup>e</sup> et 3<sup>e</sup> lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1<sup>re</sup> lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1<sup>re</sup> lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en octobre.

## Renée Daras



\$30,499.00

## Angie Stoker



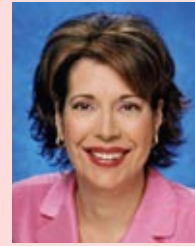
\$22,881.00

## Dalene Allen



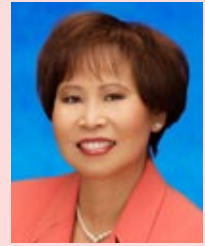
\$19,457.00

## Brenda Summach



\$16,109.00

## Elena Sarmago

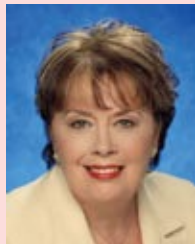


\$14,384.00

Doreen Burggraf	\$14,370.00	Gail Adamson	\$11,439.00	Anne Austin	\$10,338.00	Betty Elliott-Kichler	\$8,671.00	Debbie Mattinson	\$6,057.00
Gloria Boyne	13,191.00	Elaine O'Krafka	11,316.00	Olive Ratzlaff	10,261.00	Linda MacDonald	8,239.00	Janice Connell	5,665.00
Heather Armstrong	12,725.00	Bernice Boe-Malin	10,980.00	Sandy Campbell	9,611.00	Susanne Felker	7,197.00	Donna Weir	5,094.00
Donna Lowry	12,480.00	Marcia Grobety	10,794.00	Darlene Ryan-Rieux	8,802.00	Phil Warren	7,047.00	Jane Kostj	4,018.00

**Diamond Circle/Cercle diamant** Independent National Sales Directors become members of the prestigious Diamond Circle when they motivate their unaffiliated area to increase retail sales by 5 percent (Level 1) or 10 percent (Level 2) over the previous Seminar year. Congratulations to the following Independent National Sales Directors who have achieved the Diamond Circle during the month of November. / Les Directrices nationales des ventes indépendantes accèdent au prestigieux Cercle Diamant en enregistrant dans leur famille non affiliée une hausse des ventes au détail de 5% (niveau 1) ou 10% (niveau 2) par rapport à la précédente année Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle Diamant en novembre.

## Betty Elliott-Kichler



Level 2/Niveau 2

## Brenda Summach



Level 1/Niveau 1

**Stars on the Ladder of Success/Étoiles sur l'échelle du succès** Congratulations to the following outstanding achievers for earning their Pearl (\$4,800) and Emerald (\$3,600) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$) et Émeraude (3 600 \$) en UN mois!

Deanna Blue	\$6,472.25	Edie Poole	\$4,250.15	Caring Cayabyab	\$3,896.50	June Fowler	\$3,641.25	Elsie Vallo	\$3,608.00
Alexis Glabus	5,189.00	Pamela Tucker	4,246.15	Gaby Morin	3,799.50	Marie-Claude Labbe	3,637.25	Carol Krushnisky	3,604.15
Alison Doyle	4,509.25	Celine Tremblay	4,223.25	Shannon Brathwaite	3,778.25	Julie Bisson	3,624.50	Shivonne Vienneau	3,600.00
Marguerite Farnell	4,500.00	Lorna Hosker	3,941.15	Karen Colvin	3,657.40	Kathy Pouliot	3,623.50		
Odette Routhier	4,280.25	Janice Beckett	3,915.25	Carol Heath	3,654.90	Shelley Recoskie	3,613.65		

These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'Échelle du succès en UN mois seulement!

Cindy Rice	\$3,583.25	Rita White	\$3,084.15	Christa Viljoen	\$3,026.25	Michelle Cook	\$3,001.75	Lalara Chick	\$3,000.75	Tammy Charbonneau	\$2,922.40
Kyla Buhler	3,477.15	Melanie Wiens	3,066.15	Nicola Lawson	3,024.00	Erika Hookenson	3,001.25	Martha Beggs	3,000.25	Janice Ropp	2,905.65
Kathy Whitley	3,420.15	Sara Newman	3,041.25	Autumn Timmerman	3,016.50	Sandra Bedard	3,001.00	Melissa Bongalis	3,000.25	Shannon Smith	2,905.25
Michele Thomson	3,400.15	Cassandra Lay	3,035.65	Josee Laliberte	3,005.00	Darlene Comba	3,001.00	Paula Sheppard	3,000.25	Maureen Corrigan	2,903.15
Nora Davis	3,174.65	Elise Gamache	3,033.75	Kathy Handzuik	3,004.90	Tricia Leuschen	3,001.00	Rachelle Boucher	3,000.00	Joan Rivett	2,898.90
Stephani Guillemot	3,169.50	Angela Carnelos	3,029.00	Andreane Ouellet	3,003.00	Andrea Rimland	3,001.00	Allyson Beckel	2,950.15	Adriana Toogood	2,887.90

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE COMPTAIT 34 272 MEMBRES AU CANADA, DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

## Stars on the Ladder of Success (continued)/Étoiles sur l'échelle du succès (suite)

Debra De Graeve	\$2,871.00	Margaret Prijatelj	\$2,406.00	Anna Brezden	\$2,110.00	M. Dos Anjos Pragna	\$1,942.00	Michele Plourde	\$1,829.75	Rachel Jones	\$1,801.40
Chantal Dufour	2,863.50	Melanie Reeve	2,405.25	Alisha Thomas	2,109.50	Carolyn Clarke	1,938.50	Karen Antoine	1,829.50	Melanie Boyle	1,801.25
Kim Nguyen	2,859.50	Judy Bagshaw	2,404.50	Cheryl Neuman	2,106.65	Rita Samms	1,937.40	Ashley McKay	1,828.75	Lisa Paull	1,801.25
Sheila Lefebvre	2,833.15	Danielle Cote	2,403.00	Alice Parisien	2,103.25	Ana Mendonca	1,933.65	Vernice Manley	1,823.75	Charlene Schindel	1,801.25
Brenda Cooper	2,827.40	Reina Mendoza	2,402.00	Marye York	2,100.15	Ursula Habegger	1,933.00	Diane Lehner	1,823.50	Naomi Vancallie	1,801.25
Paulette Nimco	2,807.90	Caroline Hamel	2,401.00	Sandra Neufeld	2,099.65	Donna Spada	1,929.50	B. Demyen-Michaelchuk	1,822.75	Kim McClelland	1,801.00
Margaret Gushue	2,805.00	Chantal Norman	2,400.75	Debbie Parsons	2,096.65	Lorena Siemens	1,926.90	Glenda Wright	1,821.75	Christine Murchison	1,801.00
Carol Rennehan	2,786.65	Katy Groleau	2,400.00	Trina Nelson	2,096.50	Tamara Zak	1,918.50	Katharine Wingert	1,821.15	Parul Patel	1,801.00
Patricia Boivin	2,786.25	Jordan Negash	2,400.00	Nancy Hann	2,088.75	Irene Colcord	1,918.25	Wanda Cheshire	1,819.90	Roberta Eklund	1,800.75
Cheryl Page	2,782.15	Patricia Poirier	2,400.00	Kathy Quilty	2,084.90	Susie Leakvold	1,917.40	Leslie Waldbauer	1,819.15	Kim Fielder	1,800.75
Amy Shang	2,758.75	Carine Therrien	2,400.00	Krista Komisky	2,080.75	Zaineb Abdulkarin	1,916.25	Lisa Dobson	1,818.90	Terrri-Anne Leblanc	1,800.75
Tassy Lyras	2,738.15	Nadia Plourde	2,377.00	Carla White	2,079.50	Rowena List	1,913.65	Lynne Juneau	1,817.50	Dianna Reinson	1,800.75
Marilyne Simard	2,726.25	Sherry Ogasawara	2,366.90	Julie Mills	2,078.25	Catherine Schiller	1,910.40	Chona Lopez	1,817.25	Kristina Torres-Saini	1,800.75
Nicole Leroux	2,706.25	Aline Boutet	2,358.25	Pam Hill	2,077.15	Diana Penner	1,907.00	Sara Tanner	1,817.25	Marjorie Kruschel	1,800.50
Paymaneh Varahram	2,664.40	Rebecca Irving	2,357.40	Wau Nonali	2,071.50	Melinda Hiebert	1,905.65	Susan Bannister	1,816.65	Barbara Lefort	1,800.50
Jacqueline Cullen	2,659.65	Angela Hauck	2,356.25	Katrina McKee	2,071.25	Debbi Levy Kay	1,900.65	Diane Burness	1,815.15	Helen Weller	1,800.50
Elaine Mann	2,653.00	Debby Goldrick	2,356.00	Janet Crosby-Jackson	2,067.00	Christine Rossi	1,900.65	Ivonne Ayala	1,815.00	Shelly Adams	1,800.25
Eileen Faubert	2,652.90	Diane Peel	2,350.65	Marie-Claude Simard	2,060.75	Mary Anne Whitford	1,899.75	Maria Pall	1,814.75	Dollette Beckford	1,800.25
Lynn Hubley	2,615.90	Yvette Kohut	2,341.65	Noreen Kroetsch	2,057.90	Doreen Mercer	1,899.00	Michele Gustafson	1,814.15	Sherry Dabydeen	1,800.25
Sharon McDonnell	2,603.25	Harparveen Aujla	2,333.65	Carole Atkins	2,050.90	Tara Peters	1,892.50	Chantal Brault	1,812.75	Wendy Gallant	1,800.25
Linda Giesbrecht	2,587.15	Sharon Robertson	2,319.90	Lila Tanner	2,038.75	Sheila Edwards	1,886.15	Grietiena Kupers	1,812.75	Janet Gamiz	1,800.25
Danielle Bourgault	2,579.75	Eva Coelho	2,304.65	Viv Bonin	2,037.15	Cindy Brouwer	1,885.75	Darcy-Lee Smith	1,812.50	Tanja Horiguchi	1,800.25
Marjo Belknap	2,567.65	Audrey Trach	2,299.40	M. Ramos-Cudmore	2,030.75	May McFarland	1,881.50	Manjit Saini	1,811.75	Lise Jolicoeur	1,800.25
Cynthia Harris	2,549.65	Marilyn Hibberd	2,285.15	Annie Sauvageau	2,030.50	Heidi Swanby	1,877.50	Natalie Corneau	1,811.00	Wendy Porter	1,800.25
Dianne Cooper	2,544.90	Linda Feldman	2,282.90	Tina Drake	2,021.90	Chantale Desgagnes	1,874.50	Michelle Lachance	1,811.00	Christine Richards	1,800.25
Jennifer Hancock	2,540.50	Claire Pitre	2,281.90	Ena Arnot	2,016.50	Nikki Pointon	1,873.40	Maglielyn Guiling	1,809.25	Donna Melnychyn	1,800.15
Sherryl Gilbert	2,518.40	Joy Zaporozan	2,266.90	Marilyn Rogers	2,014.75	Donna Spence	1,872.75	Marcella Dillman	1,808.75	Sonya Anthony	1,800.00
Bonnie Troughton	2,488.75	Belinda Dunlop	2,266.00	Bev Harris	2,014.15	Sarah Morin	1,872.50	Alma J. Ortiz	1,808.75	Martine Brault	1,800.00
Nathalie Bouer	2,487.50	Melody Gilmore	2,244.15	Rae Naka	2,012.40	Marlene Commins	1,870.65	Marilyn Maxwell	1,808.50	Kate Brock	1,800.00
Sarah Price	2,484.00	Darlene Olsen	2,243.40	Winnifred Barnett	2,009.65	Julia L. Liu	1,870.25	Italia whiteside	1,807.00	Genevieve Boyle	1,800.00
Manjit Sahsi	2,482.75	Renee Johnson	2,240.50	Michelle Gurdebeke	2,005.75	Holly Pii	1,869.75	Krista Ellsworth	1,806.75	Maria Cole	1,800.00
Candi Lucas	2,474.50	Marjorie Hunt-Platt	2,225.25	Yulia Fedotova	2,002.25	Anita Mang	1,869.25	Margaret Van De	1,806.50	Susan Fisher	1,800.00
Debbie Oostindie	2,472.50	Monica Noel	2,216.65	Denise Roller	2,000.25	Nancy Murray	1,868.65	Colleen Worth	1,806.15	Helena Ferreira	1,800.00
Soledad Leclerc	2,457.75	Edie F. Rice	2,213.75	Lisa Molesky	2,000.00	Connie Makela	1,867.00	Kim Johnson	1,805.25	Stephanie Jarema	1,800.00
Katy Lebel	2,446.25	Sharon Korol	2,204.15	Melissa Whiteside	1,998.75	S. Jarvis-Dumoulin	1,860.50	Marva Roberts	1,805.25	Catherine Mackinnon	1,800.00
Pat Paul	2,445.90	Johannie Blais	2,200.50	Sadian Smith	1,996.00	Oana Craciun	1,859.75	Janice Higa	1,804.75	Liette Roy	1,800.00
Marie Dauphin	2,440.25	Laureen Miller	2,195.40	Margaret Cunningham	1,993.00	Iris Moewen	1,858.00	Meghan Briggs	1,804.50	Susan Rai	1,800.00
Jiane Ghog	2,436.40	Linda Gingrich	2,193.90	Nancy McEwen	1,991.65	Karen Buchanan	1,852.75	Melanie Brisson	1,804.50	Lindsay Roach	1,800.00
Jocelyne Levesque	2,435.40	Ingrid Roehm	2,181.50	Dorothy Osadczuk	1,988.65	Diane Riddell	1,851.90	Genevieve Meunier	1,804.40	Lisette Samson	1,800.00
Donna McKinley	2,426.40	Frankie Hammond	2,176.40	Julia Dietz	1,987.75	Glen Albrecht	1,851.00	Josie Dunn	1,804.25	Cathy Shumate	1,800.00
Anatolia Chinoputsa	2,426.00	Stephanie Fratangelo	2,173.50	Heather Loshack	1,984.40	Alice Kuhl	1,848.25	Carole Blackburn	1,803.75	Magee Taylor	1,800.00
Diane McCabe	2,425.25	Jessica Hext	2,173.50	Andrea La Prairie	1,980.50	Louisa Hoddinott	1,842.65	Nancy Herrera	1,803.75	Crystal Winter	1,800.00
Maria Aubin	2,420.00	Kristine Schuman	2,168.75	Josee Boudreault	1,977.75	Sheybie Mendoza	1,841.50	Tammie Szabo	1,803.25		
Kelly Lippert	2,417.50	Eileen Rogers	2,168.00	Joanne Anderson	1,976.40	Carrie Hilton	1,840.00	Julie Huneault	1,802.25		
Fozia Sheikh	2,414.50	Audrey Watson	2,160.40	Sarah Perry	1,973.50	Therese Brideau	1,838.25	Sharanjit Tiwana	1,802.25		
Kimberley Lougas	2,413.90	Diane Mitrovic	2,153.25	Sheralee Wallace	1,970.50	Karine Huot	1,838.00	Veronique Jourdain	1,802.00		
Jennifer Bird	2,413.25	Ellen Hatlevik	2,149.90	Patrice Montens	1,965.75	Penny Bouchard	1,837.75	Shirley Goble	1,801.75		
Kellyne Kochie	2,413.00	Susan Saretzky	2,148.25	Brenda Hartley	1,962.75	Michelle Larson	1,837.25	Virginia Maiato	1,801.75		
Judith-Danielle Masse	2,409.00	Betty Lister	2,128.15	Claudia Gravel	1,958.50	Florence Pascual	1,834.50	Angela Colicchio	1,801.50		
Ida Chung	2,408.00	Harpreet Dhaliwal	2,127.40	Robin Peltier	1,953.25	Rehana Saultat	1,832.75	Caroline Cordingley	1,801.50		
Freddelyne Labossiere	2,407.25	Deanna Pease	2,120.65	Martine Richard	1,950.90	Adeola Adefuye	1,832.50	Laura Kelland-May	1,801.50		
Emilie Kissler	2,406.50	Cheryl Johnson	2,115.50	Helen Zucchelli	1,949.40	Marie-Josée Blanchet	1,832.25	Becky Nagy	1,801.50		
Audrey Tardif	2,406.50	Edete Morton	2,113.15	Cheryl Alexander	1,947.50	Carla Armstrong	1,830.00	Jennifer Repol	1,801.50		

## Independent Sales Directors in the Limelight/Directrices des ventes indépendantes sous les projecteurs

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in November. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en novembre, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$11,082.36	Rajinder Rai	\$5,398.88	Louisa Hoddinott	\$4,185.27	Susie Leakvold	\$3,582.21	Debbie Ryan King	\$3,202.14	Barbara Bond	\$2,817.44
Shannon Shaffer	9,127.75	Barb McKellar	5,298.92	Isabelle Meunier	4,138.36	Johanna Tobin	3,562.86	Kimberly Licari	3,197.63	Debbie McLaughlin	2,817.39
Sharon Coburn	9,028.33	Kylla Buhler	5,272.76	Vaun Gramatovich	4,104.21	Jill Ashmore	3,549.05	Becky Lawrence	3,159.95	Linda Feldman	2,815.59
Harpreet Dhalwal	7,346.94	Lorraine McCabe	5,138.17	Rita Samms	4,095.12	Eve Raymond	3,526.78	Karen Simpson	3,142.20	Ishali Mulchandani	2,808.86
Mireille Morin	7,304.37	Susan Richardson	5,124.04	Cheryl Neuman	4,070.52	Colleen Hendrickson	3,526.50	Mychele Guimond	3,126.15	Georgie Anderson	2,808.81
Susan Bannister	7,214.71	Liz Wodham	5,109.57	Audrey Ehalt	4,047.43	Annie Gagnon	3,524.60	Lois Sutherland	3,123.51	Rita White	2,785.50
Claribel Avery	7,168.40	Heather Cook	5,034.80	Fran Sorobey	4,025.23	Shirley Fequet	3,521.23	Maureen Corrigan	3,092.36	Cheryl Page	2,776.71
Donna Matthews	7,068.34	Harsimran Saini	4,972.10	Giselle Marmus	4,009.14	Rebecca Irving	3,511.80	Joyce Bigelow	3,052.70	Gwen Groves	2,761.51
Donna Izen	6,982.04	Phyllis Hansford	4,960.08	Shirley Austin	3,986.99	Shelley Haslett	3,499.87	Kimberly Shankel	3,044.81	Jane Arsenault	2,730.51
Evelyn Ramanauskas	6,946.36	Kathy Whitley	4,914.94	Angela Hargreaves	3,967.56	Louise Desy	3,497.71	Barbara Martin	3,024.17	Donella Sewell	2,713.63
Guyline Dufour	6,886.56	Gaylene Gillander	4,908.69	Elizabeth Farris	3,959.70	Beryl Apelbaum	3,482.82	Janine Brisebois	3,010.86	Louise McCann	2,704.24
Shirley Peterson	6,466.20	Susan Brady	4,892.19	Joanne Ward	3,913.81	Judy Buchanan	3,402.87	Mary-Lou Hill	2,989.24	Tina Drake	2,696.02
Louise Boulanger	6,291.62	Carol Heath	4,870.56	Donna Melnychyn	3,908.94	Guyline Comeau	3,385.66	Jacqueline Cullen	2,988.49	Johnanne Girard	2,654.55
Jasbir Sandhu	6,159.09	Joyce Goff	4,835.06	Paulette Nimco	3,846.08	Diane Burness	3,373.19	Arleen Fritz	2,974.43	Claudia Perrotti	2,652.96
Mary Davies	6,017.44	Ginette Desforges	4,707.53	Darlene Olsen	3,843.95	Wanda Groenewegen	3,337.98	Judi Todd	2,964.58	Patricia Monforton	2,650.51
Elaine Fry	5,995.38	Sonia Janelle	4,537.71	Heidi McGuigan	3,836.50	Christine Ransom	3,330.42	Pauline Campbell	2,890.95	Liane Riddell	2,631.99
Marilyn Bodie	5,922.96	Anik Seguin	4,528.95	Yasmin Manamperi	3,816.96	Pamela Kanderka	3,318.10	Carol Hoyland	2,864.11	Pat Paul	2,600.59
Nathalie Delisle	5,790.31	Tamara Swatske	4,482.27	Kathy Handzouk	3,814.21	Victoria Wakulchuk	3,301.74	Salina Jacobsen	2,850.17	Anita Wolfenden	2,583.94
Gladys MacIntyre	5,739.29	Heather Daymond	4,421.83	Monica Noel	3,784.01	Cicily Brewer	3,300.28	Pam Hill	2,849.75	Barbara Craig	2,578.12
Elaine Sicotte	5,735.96	Peggy Denomme	4,416.20	Sara Roberts	3,757.17	Lenore Oughton	3,293.01	Bev Harris	2,843.47	Teresa Alomar-Story	2,565.18
Robin Courneya-Roblin	5,578.15	Jennifer Levers	4,257.32	Joanne Manol	3,744.40	Julie Ricard	3,270.77	Marie York	2,832.10	Junie Millar	2,548.51
Shelley Recoskie	5,535.57	Marni Logan	4,228.15	Pamela Tucker	3,739.16	Ruby Chapman	3,226.78	Michelle Currie	2,829.76	Luce Beauregard	2,534.93
France Legare	5,426.48	Judith Richardson	4,201.11	Frances Fletcher	3,655.41	Beverly Dix	3,225.77	Brenda Cooper	2,818.65	Carolyn Noftall	2,530.41

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

## Independent Sales Directors in the Limelight (continued)/Directrices des ventes indépendantes sous les projecteurs (suite)

Shelley Mehling	\$2,506.55	Donna Witt	\$2,421.92	Lauren Miller	\$2,373.41	Linda Gingrich	\$2,242.43	Dierdre McKay	\$2,132.82	Karen Hollingworth	\$2,050.55
Teresa Ho	2,499.61	Joan Elliott	2,414.32	Louise Best	2,372.51	Ming Tsang	2,191.00	Alyce Parkes	2,127.15	Trudy Klassen	2,039.10
Debbie Struthers	2,483.76	Kathryn Milner	2,409.93	Michelle Summach	2,342.80	Veronique Gallien	2,190.99	Sharon Robertson	2,112.88	Liz Smith	2,030.50
Deborah Pritchidy	2,460.22	Randhir Singh	2,407.20	Lori Rennich	2,339.96	M. Pangan-Dutkoski	2,190.12	Kitty Babcock	2,112.53	Susie Sinotte	2,014.52
Elisabeth Pomeroy	2,457.09	Luisa Rallo	2,406.46	Leanne Chamberlain	2,330.37	P. Behnke-Van Hoof	2,174.46	Angela Fedorchuk	2,112.01	Rae Naka	2,012.11
Ioulia Khairova	2,448.42	Lisa Craig	2,393.78	Martine Duchesne	2,307.03	Lois Musselman	2,161.93	Joyce Harnett	2,110.94	Marlene Bridgman	2,008.24
Malinda Byrne	2,442.31	Claudine Pouliot	2,392.87	Laurine Richard	2,298.43	Joy Nicavera	2,158.43	Lorrie Henke	2,094.91		
Bernice Hartwell	2,440.37	Janice Appleby	2,392.45	Wendy-Lynn Jones	2,281.29	Dorothy Osadzczuk	2,157.70	Colleen Sankey	2,089.57		
Fiona Corby	2,435.86	Clarice Nelson	2,382.27	Catherine Chapman	2,274.37	Wilma Goit	2,150.29	Joy Zaporozan	2,075.90		
Mary Ogunyemi	2,429.43	Kathy Quilty	2,378.57	Judy Toupin	2,265.45	Glenda Leroux	2,143.92	Eileen Faubert	2,069.36		
Lynn Brady	2,429.10	Brenda Cuppage	2,373.75	Jean Edwards	2,253.55	Alex Quinn	2,134.93	Betty Lister	2,068.76		

## Scoreboard/Tableau des résultats

Listed below is the ranking of all Canadian units with \$20,000 or more in estimated retail sales in November based on wholesale purchases. / Groupes canadiens ayant totalisé en novembre des ventes au détail estimées de 20 000 \$ ou plus, d'après leurs commandes en gros.

Josée D'Anjou	\$70,847.80	Claribel Avery	\$38,406.30	Monica Noel	\$30,523.30	D. Melnychyn	\$26,273.80	Louise Desy	\$23,661.00	Claudine Pouliot	\$21,428.80
Shannon Shaffer	62,198.80	Gaylene Gillander	38,396.00	Louisa Hoddinott	30,015.30	W. Groenewegen	26,107.30	Arleen Fritz	23,465.80	Vaun Gramatovich	21,411.80
Susan Bannister	56,218.80	Harpreet Dhaliwal	37,981.30	Rebecca Irving	29,945.80	Maureen Corrigan	26,069.80	Diane Burness	23,387.80	Kune Millar	21,343.50
Louise Boulanger	52,178.80	Phyllis Hansford	37,807.30	Joanne Ward	29,746.80	Mary-Lou Hill	25,988.30	Carol Hoyland	23,041.30	Kathy Quilty	21,208.80
Guyaine Dufour	49,210.80	Kyla Buhler	37,056.30	Jill Ashmore	29,665.80	Jacqueline Cullen	25,843.30	Judi Todd	22,891.80	Louise Best	21,115.50
Sharon Coburn	46,206.80	Jasbir Sandhu	35,768.80	Christine Ransom	29,644.80	Salina Jacobsen	25,387.30	Pauline Campbell	22,862.30	Donella Sewell	21,095.80
Shirley Peterson	43,827.30	Marni Logan	35,022.30	Angela Hargreaves	29,432.80	Pam Hill	25,380.80	Rajinder Rai	22,762.30	Johanne Girard	20,839.30
France Legare	43,484.30	Tamara Swatske	34,818.80	Gladys MacIntyre	29,412.80	Cicity Brewer	25,255.50	Anita Wolfenden	22,699.30	Kathryn Milner	20,573.80
Donna Matthews	43,450.50	Donna Izen	34,783.00	Jennifer Levers	28,956.30	Michelle Currie	25,073.30	Janine Brisebois	22,695.80	Michelle Summach	20,513.50
E. Ramanauskas	43,282.00	Mireille Morin	34,531.80	Isabelle Meunier	28,872.50	Barbara Martin	24,937.30	Marie York	22,663.80	L. Chamberlain	20,467.30
Mary Davies	43,002.80	Sonia Janelle	34,465.80	Shirley Fequet	28,636.80	Brenda Cooper	24,902.30	Beverly Dix	22,561.80	Pat Paul	20,277.30
Susan Brady	42,956.80	Ginette Desforges	34,356.50	Sara Roberts	28,571.80	Joanne Manol	24,869.80	Teresa Alomar-Story	22,541.30	Shelley Haslett	20,142.80
Elaine Sicotte	42,211.80	Heather Daymond	34,001.30	Shirley Austin	28,390.80	Linda Feldman	24,825.30	Joyce Bigelow	22,526.80	Ishali Mulchandani	20,136.30
Shelley Recoskie	42,064.80	Peggy Denomme	33,965.80	Cheryl Neuman	28,205.80	Yasmin Manamperi	24,823.80	Becky Lawrence	22,497.30	Pamela Kanderka	20,110.30
Joyce Goff	41,976.30	Elaine Fry	33,956.80	Ruby Chapman	28,104.30	Bev Harris	24,687.30	Cheryl Page	22,466.30	Diane Riddell	20,079.30
Kathy Whitley	40,985.30	Susan Richardson	33,333.80	Annie Gagnon	28,070.80	Audrey Ehalt	24,422.80	Louise McCann	22,156.30	Janice Appleby	20,062.80
Lorraine McCabe	40,045.30	Giselle Marmus	32,428.30	Pamela Tucker	27,687.80	Rita White	24,392.30	Jane Arsenault	22,089.80	Lori Rennich	20,010.80
Liz Wodham	39,796.30	Heather Cook	32,316.80	Kimberly Licari	27,521.50	Judith Richardson	24,320.80	Lucie Beauregard	22,075.80		
Harsimran Saini	39,570.80	Anik Seguin	32,123.00	C. Hendrickson	27,451.30	Beryl Apfelbaum	24,261.80	Carolyn Nottall	22,006.30		
Carol Heath	39,546.30	Paulette Nimco	31,550.30	Lenore Oughton	27,396.30	Lois Sutherland	24,175.30	Joan Elliott	21,758.80		
Barb McKellar	39,415.30	Heidi McGuigan	31,330.80	Darlene Olsen	27,362.80	Guyaine Comeau	24,132.30	Kimberly Shankel	21,719.30		
Marilyn Bodie	39,044.30	Rita Samms	30,932.30	Susie Leakvold	27,230.80	Gwen Groves	24,023.30	Malinda Byrne	21,700.80		
R. Courneya-Roblin	38,609.80	Fran Sorobey	30,929.30	Judy Buchanan	26,732.80	Frances Fletcher	24,007.80	Luisa Rallo	21,637.80		
Nathalie Delisle	38,510.80	Kathy Handzuik	30,799.30	Eve Raymond	26,565.80	Debbie McLaughlin	23,771.00	Tina Drake	21,477.30		

## Top Recruiting Units/Meilleurs groupes en recrutement

Listed below are the top recruiting units with signed Independent Beauty Consultant Agreements for November. / D'après les Accords de la Conseillère en soins beauté indépendante signés en novembre.

Ontario – Jasbir Sandhu  
Ontario – Sara Roberts  
Québec – Sonia Janelle  
Ontario – Shelley Recoskie

New Brunswick/Nouveau-Brunswick – Tammy Cogswell  
Québec – Elaine Sicotte  
Ontario – Harsimran Saini  
Ontario – Shannon Shaffer

Québec – Nathalie Delisle  
Ontario – Linda Feldman

## Provincial Sales Queens/Reines des ventes provinciales

Listed below are the top purchases of wholesale Section 1 product orders during the month of November. / D'après les commandes en gros les plus élevées de la Section 1 en novembre.

Alberta – Odette Routhier  
British Columbia/Colombie-Britannique – Alexis Glabus  
Manitoba – Alison Doyle  
New Brunswick/Nouveau-Brunswick – Marguerite Farnell  
Newfoundland & Labrador/Terre-Neuve-et-Labrador – June Fowler

Nova Scotia/Nouvelle-Écosse – Marjo Belknap  
Nunavut – Ellen Hatlevik  
Northwest Territories/Territoires du Nord-Ouest – Penny Bouchard  
Ontario – Deanna Blue  
Prince Edward Island/Île-du-Prince-Édouard – Krista Ellsworth

Québec – Pamela Tucker  
Saskatchewan – Kathy Whitley  
Yukon – Sarah Charlie

## 12% Club/Club 12 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose 12 percent cheque exceeded \$500 for the month of November. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en novembre.

Kathy Whitley	\$1,739.36	Louise Boulanger	\$1,014.84	Gladys MacIntyre	\$817.75	Tina Drake	\$755.91	Beryl Apfelbaum	\$714.21	Donna Witt	\$656.02
Liz Wodham	1,681.90	Eve Raymond	988.98	Cheryl Page	815.54	Brenda Cooper	755.55	Jill Ashmore	713.46	Lorena Siemens	652.71
Harpreet Dhaliwal	1,353.85	Anita Wolfenden	988.92	Ishali Mulchandani	807.57	Sara Roberts	755.19	Jasbir Sandhu	713.21	Sylvie Rieux	652.58
Sharon Coburn	1,314.17	Heather Daymond	966.00	Georgine Cook	802.92	Katherine Martin	753.99	Mary-Lou Hill	711.36	Darlene Olsen	650.00
Guyaine Dufour	1,238.66	Paulette Nimco	964.79	Claribel Avery	802.75	Gwen Groves	750.81	Liz Smith	706.97	Georgeie Anderson	641.85
Vaun Gramatovich	1,216.34	Fran Sorobey	943.24	Johanna Tobin	802.45	Pamela Kanderka	750.08	Martine Richard	706.62	Diane Riddell	640.62
Kyla Buhler	1,204.34	Susan Bannister	943.17	Joyce Goff	800.58	Angela Hargreaves	741.38	Sam Young	704.89	Linda Gingrich	636.72
Lorraine McCabe	1,202.59	Rajinder Rai	908.33	Pam Behnke-Van Hoof	796.10	Kimberly Shankel	739.52	Kim Penzhorn	701.40	Colleen Worth	636.09
Louisa Hoddinott	1,171.25	Malinda Byrne	905.34	Christine Ransom	793.20	Susie Leakvold	737.57	Joyce Bigelow	700.70	Shirley Fequet	625.01
Diane Burness	1,116.87	Audrey Ehalt	905.00	Barbara Craig	793.13	Peggy Denomme	736.08	Isabelle Meunier	697.98	Shelley Haslett	623.26
Cheryl Neuman	1,107.51	Susan Richardson	900.44	Fay Hoiness	792.97	Sharon Carlson	734.51	Brenda Graham	693.51	Brenda Cuppage	620.81
Alexis Glabus	1,087.62	Lois Musselman	885.00	Shirley Austin	791.21	N. Bogdan-Savitska	732.30	Elizabeth Farris	685.61	Barbara Martin	619.64
Victoria Wakulchuk	1,067.42	Giselle Marmus	884.16	Carol Heath	788.19	Lisa Craig	731.16	Alyce Parkes	683.88	Evelyn Ramanauskas	617.82
Marie York	1,067.33	Shannon Shaffer	880.32	Patricia Monforton	785.31	Eva Kopec	729.09	Michelle Gilbert	678.46	R. Courneya-Roblin	617.36
Pauline Campbell	1,060.41	Lorrie Henke	843.00	Monica Noel	784.05	Jacqueline Cullen	727.95	Deb Wynn	674.61	Krista Comisky	613.23
Jennifer Levers	1,048.03	Joan Elliott	829.74	Randhir Singh	784.05	Bev Harris	726.62	Dale Kathryn Grove	671.89	Charmaine Stinson	612.03
Claudine Pouliot	1,036.95	Shelley Mehling	829.66	Shannon Cameron	777.17	Kathy Handzuik	724.07	Maria Bennett	665.62	Diane Harvey	606.60
Sonia Janelle	1,018.94	Shelley Recoskie	823.07	Tracy Zulfka	769.32	Theresa Nielsen	718.61	Christina Doracin	660.50	Rita Samms	605.33

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES, POUR AVOIR DROIT AUX COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉTAT COMPTAIT 34 272 MEMBRES AU CANADA, DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

## 12% Club (continued)/Club 12 % (suite)

Sylvie Beaucage	\$601.26	Kavita Seth	\$578.73	Patti Jeske	\$561.71	Divona Summer	\$546.29	Manjit Saini	\$529.59	Veronica Spanton	\$511.52
Wilma Patane	601.05	Frances Fletcher	578.27	Catherine Chapman	560.33	Jeri Pearce	541.35	Rusmira Zivkovic	528.18	Bethany Ha	509.04
Karen Cornish	600.96	Marcelyn Querino	575.51	Wanda Cheshire	559.44	Linda Moreau	541.26	Lenore Oughton	526.58	Pat Paul	508.85
Rebecca Watton	599.52	Alicia Plosz	573.45	Leanne Chamberlain	555.24	Barbara Sinden	538.77	Rae Naka	523.14	Jody Zehr	507.87
Irma Vogt-Dyck	593.33	Donna Melnychyn	567.33	Lisa Dobson	551.61	Marlene Bridgman	537.02	Valerie Pullishy	517.13	Janet Stenseth	505.26
Ellen Hatlevik	587.10	Hilda Hiscock	567.24	Donna Fidler	550.29	Rebecca Irving	536.13	Becky Lawrence	516.89	Elaine Maeland	505.02
Michelle Currie	584.70	Sara Chowdhery	564.18	Tammy Pearson	550.25	Harsimran Saini	534.42	Katie Pokrant	513.51	Elaine Erhart	502.86
Mary Ogunyemi	584.54	Kitty Babcock	563.77	Louise McCann	550.20	Carol Adams	534.35	Lynda Switzer	512.74	Bonny McComb	502.56
France Legare	579.78	Sue Rigby-Mallard	563.72	Wendy-Lynn Jones	547.61	Karen McNulty	534.22	Janet Reid	512.49	Carol Hoyland	500.07

## 8% Club/Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight percent cheque exceeded \$250 for the month of November. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en novembre.

Ginette Desforges	\$585.90	Diana Espenhain	\$440.08	Martine Caerdinael	\$338.24	Susie Sinotte	\$299.28	Sophie Audet	\$276.16	Bev Krueger	\$255.32
Anik Seguin	562.35	Susan Brady	434.36	Krista Peterson	332.18	Claudia Perrotti	297.62	Patricia Stonehouse	274.06	Michelle Porter	254.96
Annie Couture	561.48	Marni Logan	431.92	Deborah Prychidny	331.44	Mary Hussey	296.89	Sylvia Smith	268.40	Henriette Girouard	251.56
Ruby Chapman	529.08	Patricia Snache	408.26	Louise Best	324.50	Ami Bour	292.24	Ruth Bretnier	267.96		
Guyline Comeau	479.34	Cathy Webster	392.50	Kimberly Cena	322.59	Christine Bromfield	291.10	Mandy Meisner	267.56		
Louise Desy	479.04	Andrea Thorrougood	390.63	Helen Lupena-Sabourin	313.80	Bonnie Davies	291.07	Louise Fortin	265.30		
Bertha Kovach	473.09	Alison Hogan	376.29	Ellen Green	313.22	Cynthia Steffen	288.53	Sharon Durst	265.02		
Colleen Hendrickson	465.21	Chantal Rivard	372.18	Catherine Laroche	312.36	Nicole Bellemare	287.70	Barbara Bond	262.28		
Manon Dubois	463.76	Sharon Wolthers	370.54	Anna Leblanc	309.26	Debbie Ewing	286.16	Paulette Fleming	259.18		
Denise Baynton	458.31	Sonia Dumas	358.34	Judi Todd	308.19	Claudia Guzman-Vilchez	285.34	Sylvie Pellerin	258.82		
Luisa Rallo	446.90	Caroline Matheson	351.17	Karen Gauthier	304.60	Frankie Hammond	277.71	Inderjit Sekhon	257.84		
Glynis MacDavid	442.25	Glenda Leroux	344.97	Nancy Murray	302.28	Debi Kanerva	277.68	Carol Jones	257.12		

## 4% Club/Club 4 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose four percent cheque exceeded \$75 for the month of November. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en novembre.

Nicole Beaulieu	\$180.00	Cheryl Hutchcroft	\$121.12	C-F Trudel Montigny	\$109.05	Trina Nelson	\$96.70	Heather Bunting	\$88.46	Martine Duchesne	\$79.46
Caroline Turcotte	178.33	Marie-Claude Leblanc	120.20	Deborah Stomphorst	108.33	Evelyn Gouin	96.53	Virginie Brochu	88.02	Barbara Nichols	78.76
Claudette Desmarais	170.98	Dana Brooks	120.07	Linda Sangster	107.93	Lill Scott	96.26	Nathalie Parent	85.94	Janet Cassidy	78.14
Esther Cardin	168.93	Linda Hookenson	120.05	Teresa Turner	107.57	Huguette Lefrancois	96.12	Vanessa Knowles	85.31	Lee-Ann Lainchbury	78.07
Patricia Giricz	151.13	Chris Paramchuk	120.04	Rosalyn Cockerill	106.12	Sharnjit Nara	96.08	Linde Yancie	84.38	Danita Hickson	77.77
Aimee Kamminga	150.79	Janis Nottle	120.01	Kimiko Carlson	105.00	Stephanie Cote	96.04	Laurie Brooks	84.01	Linda Keddy	76.84
Louise Dionne	146.51	Nicole Hache	120.00	Elain Tung	104.72	Shamsher Kang	96.00	Theresa Lake	83.93	Oxana Kiselman	76.74
Rechie Diaz	145.75	Monique Bard	119.31	Renee Lavoie	103.93	Karin Smith	93.20	Sandra Schuetzle	83.18	Linda Weatherbee	76.42
Claire Bisson	144.98	Marie-Anne Chretien	117.94	Grace Illes	102.26	Sharon Cymerys	92.88	Denise Roller	82.38	Louise Grim	75.43
Sandra Barrette	144.94	Manon Leclair	116.65	Minh-Thu Nguyen	100.98	Vicki Jones	92.51	Elaine Collison	81.78	Melanie Ka Yan Lam	75.15
Carla Ferreira	144.07	Leanne Koopman	116.03	Patricia Paradis	98.31	Nathalie Robichaud	92.30	Joy Hoskin	81.53		
Elisa Fantillo	130.01	Barbara Pollock	114.30	Shirley Block	97.12	Jennifer Gilmer	91.63	Joyce Holmes	80.13		
Nathalie Laurin	129.95	Kim Schiavon	112.90	Prisca Madzvamuse	97.04	Marlene Sales	91.17	Thelma Dowdall	80.10		
Susan Saretsky	129.47	Bertha Friesen	112.06	Wilma Summach	97.04	Joyce Bryant	91.03	Kathy Bourgeois	79.86		
France Grenier	126.83	Paula Holland	109.32	Tricia Clarke	96.80	Susan Smith	89.77	Hoda Karakach	79.84		

## Gold Medal/Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of November. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en novembre.

SHELLEY RECOSKIE Director/Directrice	NOREEN KROETSCH Director/Directrice	ISHALI MULCHANDANI Director/Directrice	KATHERINE MARTIN Sara Roberts LISA MCINNES Vaun Gramatovich	NICOLE BELLEMARE Sonia Janelle MANJIT SAINI Jasbir Sandhu
CHERYL NEUMAN Director/Directrice	TAMMY COGSWELL Director/Directrice	ALEXIS GLABUS Marni Logan		

## Silver Medal/Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of November. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en novembre.

GISELLE MARMUS Director/Directrice	SARA ROBERTS Director/Directrice	JENNY FORAN Barbara Lockertie	SHELLY LALL Jasbir Sandhu	SYLVIE PELLERIN Nathalie Delisle
SUSIE LEAKVOLD Director/Directrice	LUISA RALLO Director/Directrice	JANE GIESBRECHT Evelyn Ramanaukas	SHARNJIT NARA Sukhjit Sohi	SIMONE PIPER Terri Kurtzweg
RHONDA UNRAU Director/Directrice	TINA BROMLEY Director/Directrice	NANDI GUMA Debbie Struthers	LISA O'MALLEY Fiona Corby	ESTER PORTUGAL Linda Feldman

## Bronze Medal/Médailles de bronze

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of three new team members during the month of November. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en novembre.

LOUISA HODDINOTT Director/Directrice	ALYCE PARKES Director/Directrice	GUYLAINE DUFOUR Director/Directrice	SYLVIE BEAUCAGE Elaine Sicotte	WILMA GAUTHIER Angela Fedorchuk	MELANIE WADE Sharon Wolthers
DONNA MELNYCHYN Director/Directrice	LISA CRAIG Director/Directrice	SUE MCELHANNEY Director/Directrice	KRISTA COMISKY Barb McKellar	KIMBERLY HAVEKES Rebecca Irving	
EVA KOPEC Director/Directrice	HEATHER COOK Director/Directrice	RANDHIR SINGH Director/Directrice	ANNIE GAGNON Director/Directrice	DANIELLE PETHERBRIDGE Patti Babyn	
PAULINE CAMPBELL Director/Directrice	SONIA JANELLE Director/Directrice	LAURETTA GORMAN Director/Directrice	CATHERINE LAROCHE Guyline Comeau	KAVITA SETH Harsimran Saini	
GLADYS MACINTYRE Director/Directrice	AUDREY EHALT Director/Directrice	TERESA LUTTERMAN Director/Directrice	EVE RAYMOND Director/Directrice	SYLVIA SMITH Judy Toupin	
SHELLEY MEHLING Director/Directrice	GEORGIE ANDERSON Director/Directrice	BONNY MCCOMB Director/Directrice	BRENDA BETZ Sherry Fisher	DARCEY SMITH-HEATH Director/Directrice	
SUSAN BANNISTER Director/Directrice	TAMARA DE MONTE Director/Directrice	PATRICIA SNACHE Kimberly Licari	CARLA ELLERT Sherry Fisher	ZINLYNN SOMERVILLE Judy Tjomsaas	

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

**New Team Leaders/Nouveaux chefs d'équipe** *These Independent Beauty Consultants added their fifth or more active team member during the month of November. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 5<sup>e</sup> membre actif ou plus en novembre.*

**BEVERLEY BOWMAN**  
Kimberly Licari  
**ANNIE COUTURE**  
France Legare  
**IRENE DA ROSA**  
Margaret Courneyea

**JENNIFER GILFILLAN**  
Debra Kerswell  
**NANDI GUMA**  
Debbie Struthers  
**GAIL HENNIG**  
Alicia Plosz

**MONICA HUNT**  
Shirley Fequet  
**CHARLENE JENKINS**  
Malinda Byrne  
**PATRICIA LAVOIE**  
Gyulaine Dufour

**MARINA MASON**  
Michelle Summach  
**SANDRA MOORE**  
Robin Courneya-Roblin  
**SYLVIE PELLERIN**  
Nathalie Delisle

**MARIA DOS ANJOS PRAGANA**  
Ana Mendonca  
**MANJIT SAINI**  
Jasbir Sandhu  
**MARÉLIE SAVOIE**  
Josée D'Anjou

**New Star Recruiters/Nouvelles recruteuses étoiles** *These Independent Beauty Consultants added their third or more active team member during the month of November. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 3<sup>e</sup> membre actif ou plus en novembre.*

**ROSALYN ABRAMS**  
Doreen Burggraf  
**KATHLEEN ALLEN**  
Susan Brady  
**BRENDA BETZ**  
Sherry Fisher  
**FATMA BOUSSAHA**  
Joeline Jean-Claude  
**SHEBY CHAN**  
Joanne Lam  
**JANNA LYNN CRESSMAN**  
Jody Zehr  
**LILIANE DAVID**  
Elaine Sicotte

**JANET DEVLIN**  
Tara Green  
**RECHIE DIAZ**  
Joy Nicavera  
**ROSELINE DUMOUCHEL**  
Elaine Sicotte  
**CAROLINE DUPUIS**  
Elaine Sicotte  
**JENNIFER GARRISON**  
Michelle N Lambert  
**ALLISON GOLD**  
Michelle N Lambert  
**FRANCE GRENIER**  
Eve Raymond

**ESTHER LANGILLE**  
Debbie McLaughlin  
**ISABELLE LEBLANC**  
Mychele Guimond  
**DONNA MACKEY**  
Robin Courneya-Roblin  
**PUJA MALHOTRA**  
Ishali Mulchandani  
**ELAINE MANN**  
Jacqueline Cullen  
**SUE MCCREA**  
Esther Gallop  
**ROCHELLE MCFARLANE**  
Carol Heath

**JO-ANNE MERRELL**  
Jane Arseneault  
**SHARNJIT NARA**  
Sukhjit Sohi  
**JAN NERADA**  
Arleen Fritz  
**MINH-THU NGUYEN**  
Anik Seguin  
**OLGA NISHCHUK**  
Nataliya Bogdan-Savvitska  
**SHAUNA PARKER**  
Audrey Taggart  
**KELLY PRIEBE**  
Heather Witte

**ZINLYNN SOMERVILLE**  
Judy Tjomsaas  
**TETYANA SPESIVTSEVA**  
Karen McNulty  
**CAITLIN STEVENS-KELLY**  
Carolyn Nofall  
**KATHLEEN STIPDONK**  
Rebecca Irving  
**DEBORAH STOMPHORST**  
Gwen Groves  
**ELAIN TUNG**  
Joyce Khaiyanun  
**CAROLINE TURCOTTE**  
Annie Gagnon

**DORIS VAN BARNEVELD**  
Margaret Courneyea  
**NATALIYA YAKOVENKO**  
Erna Voth

**Independent Sales Director Grand Achievers/Directrices des ventes indépendantes Grandes Gagnantes**

*These Independent Sales Directors qualified during the month of November to receive cash compensation. Directrices des ventes indépendantes qualifiées en novembre pour une compensation en argent.*

Denise Baynton  
Pauline Campbell  
Joan Elliott  
Gwen Groves

Ellen Hatlevik  
Debbie King Ryan  
Nancie Lachance  
Gladys MacIntyre

Sara Roberts  
Heather Witte  
Anita Wolfenden  
Sharon Wolthers

**Independent Beauty Consultant Grand Achievers/Conseillères en soins de beauté indépendantes Grandes Gagnantes**

*These Independent Beauty Consultants qualified during the month of November to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en novembre pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.*

Krista Comisky

Alexis Glabus

Tracy Zulka

**Honor Society Achievers/Championnes Société d'honneur**

*The following Independent Director achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing her unit size to 50 or more within one year of her debut date. / La Directrice des ventes indépendante suivante a atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivante la date de ses débuts.*



**TAMMY COGSWELL**  
National Area/Famille nationale : Anne Austin  
Debut Date/Débuts : December/Décembre 2006

**Dean's List Achiever/La liste des meilleures performances**

*The following Independent Sales Director made the Mary Kay Dean's List by achieving the Mary Kay Honor Society as the top unit with the highest adjusted unit wholesale production of her debut class and have a unit size of at least 50 during her debut quarter. / La Directrice des ventes indépendante suivante a accédé à la Liste des meilleures performances Mary Kay en réalisant la plus haute production de groupe nette ajustée de la Société d'honneur Mary Kay dans la classe de ses débuts et en ayant une taille de groupe de 50 ou plus le trimestre de ses débuts.*



**JACQUELINE CULLEN**  
National Area/Famille nationale : Go-Give/Dame Entraide  
Debut Date/Débuts : October/Octobre 2006

notes about...

- You'll want to note that the Spring 2008 product promotion will launch *two* fresh new *Colour 101* Cards, not four, as incorrectly stated in the January 2008 issue of *Applause*® magazine. Watch for both a natural and a dramatic look that are sure to help put your best face forward in the spring season!

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE COMPTAIT 34 272 MEMBRES AU CANADA. DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

# kissed by success

## SALES CHALLENGE

DECEMBER 1<sup>ST</sup>, 2007 - MARCH 15<sup>TH</sup>, 2008


Want a way to beat the winter blahs and be kissed by successful sales all season long? Then take the *Kissed By Success* Lipstick Sales Challenge and celebrate 32 shades of glorious colour!

When you sell at least "Triple 21" (63 total) Mary Kay® Creme Lipsticks by March 15<sup>th</sup>, 2008, you'll receive a custom lipstick charm to add to the "Totally Charmed" charm bracelet you earned during the Fall/Holiday *Scen*-sational Sales Challenge\* and earn recognition at *Share The Dream* Career Conference 2008!

Plus, when you're the top-selling Independent Beauty Consultant or Independent Sales Director in Canada, you'll receive a \$200 American Express Lifestyle Rewards card to celebrate your success!

*\*First-time sales challenge achievers will receive the custom lipstick charm and the "Totally Charmed" charm bracelet.*

*\*\*Tracking sheets submitted to the company will be cross-referenced against lipsticks purchased during the promotion period. Ties will be determined by number of lipsticks purchased.*

THIS IS THE SECOND OF THREE SALES CHALLENGES DURING THE 2008 SEMINAR YEAR – AND CONSISTENCY COUNTS! ACHIEVE ALL THREE SALES CHALLENGES AND YOU'LL EARN A BEAUTIFUL MK HEART CHARM TO ADD TO YOUR BRACELET. VISIT *CONTESTS & REWARDS* TO DOWNLOAD THE CHALLENGE TRACKING SHEET\*\* AND REMEMBER TO SUBMIT IT BY THE DEADLINE OF MARCH 17<sup>TH</sup>, 2008! 



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