

SUMMER 2010

MARY KAY
CANADA
Empowering Women's Lives
www.marykay.ca

applause®

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TO SEMINAR:**
WHAT YOU CAN'T
AFFORD TO MISS

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SNEAK PEEK!
QUARTER 1
STAR CONSULTANT
PRIZE PROGRAM

**MANAGING
YOUR
MARY KAY
MONEY**

find your
summer style

DAILY DEFENCE | TIPS TO GET GLOWING | BEACH-READY BEAUTY

sun smart skin care

BUILD

GROW

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LIVE



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make the connection

The “a ha!” moment. Seeing the big picture. Finding inspiration you didn’t know you needed.

Know the feeling? Chances are you’ve experienced Leadership Conference, Career Conference or – the crown jewel of all Mary Kay events – Seminar, and you and your business have changed for the better. (Just ask **Independent Sales Director Terry Burch** – don’t miss her *I Story* on page 42).

Don’t know the feeling? That’s okay too. Everyone’s experience is different. But no matter if it’s your first event or your hundredth, rest assured: sooner or later, you’ll find what connects you to the world of Mary Kay.

At Career Conference in Toronto this past March that connection found me.

Like so many girls, I tagged along with my Mom to skin care classes and lived for those (oh-so-’80s) frosted pink lipstick samples. I hadn’t seen **Brenda Harrison**, my mom’s Mary Kay Independent Beauty Consultant, in more than fifteen years, so when she appeared in the packet pick-up line at Career Conference in Toronto it was like a mirage.

Brenda looked just as I remembered her (it’s gotta be the TimeWise®!) and is now a Team Leader who’s excited about how her team’s growing. It was Brenda who sparked my interest in makeup all those shimmery pink lipstick samples ago; it was Brenda who I thought of when I first came across a job posting at Mary Kay; and it’s Brenda who comes to mind when I see the Mary Kay logo on the side of the building every morning as I arrive at the office.

People come and people go, but the connections we make with others help guide us on our journey. There are so many ways you can discover your Mary Kay® connection in the Seminar year ahead – starting at **Seminar 2010**. It’s not just an event, it’s an experience and a rite of pink passage. Check out page 22 for special details that can help you plan to make the most it.

Even if we won’t be seeing you this July, set yourself up for success in the year ahead by shaking up your business with something new.

Make the colour connection with your strictly skin care customers – **new shades and formulas** provide the perfect opportunity (see page 12!).

Looking for new ways to connect with customers and your sister independent sales force members around the world? Discover your inner digital diva (we know she’s in there!) and **explore the world of social media** – it only takes a few clicks via Facebook and Twitter.

Sure, summer may be a season for rest and relaxation, but Mary Kay didn’t believe in resting on her laurels – nor should you! Use the heat of the season to spark your spirit and use new found inspiration to ignite your business.

– Heather Watterworth

the 6 most important things this quarter

1 ENROL FOR THE FALL/HOLIDAY 2010 PREFERRED CUSTOMER PROGRAM

This quarter has a *scent*-sational gift with purchase and it’s your first chance to get on track for the 2010/2011 Preferred Customer Program Consistency Challenge.

2 START SAVING

Seminar 2011 (yes, 2011!) will be here before you know it. Start stashing your cash this summer so you can be there. Get budget savvy tips on page 20!

3 GET COLOUR CONFIDENT

Shake off those same ol’ shades and brush up on colour with new options for lips, eyes and cheeks.

4 BE THE STAR YOU ARE!

Build your customer base and stick to your selling strategies to earn exciting new rewards with the Star Consultant Prize Program.

5 SHARE THE SPIRIT

Our annual Go-Give™ Award winner won’t be revealed until Seminar 2010, but nominations for Quarter 1 of the 2010/2011 Seminar year begin on July 1st! Visit the MKOC™ for nomination forms.

6 LIKE MARY KAY?

Us too! You and your customers can connect with us on the Mary Kay Canada Facebook page at www.facebook.com/marykaycanada.

HOW ARE WE DOING?

We welcome story suggestions, inspiring ideas and other tips.

E-mail the **Applause**® magazine editorial team at: APPLAUSE-CANADA@MKCORP.COM

SHE SAID IT BEST

“Never turn down an opportunity to grow.”

Mary Kay



YOUR CANADIAN APPLAUSE® MAGAZINE TEAM

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in your words



Here's what got your attention in the Spring 2010 issue of *Applause*® magazine.

I took the Winter 2009/2010 edition of *Applause*® with me to Florida and Hawaii this winter so it looks well-worn. I really love the new sturdier cover – but I expect to have it looking well-read in no time!

Bonnie Eidse, Independent Sales Director (Morris, MB)

"You really outdid yourself with the Spring 2010 issue! Having several Mary Kay® products chosen as *FASHION* Magazine Reader's Choice Beauty Award winners is awesome. Being a 'visual' person I think we should have stickers to put on our products when we hold skin care classes."

Peggy George, Independent Beauty Consultant (Melfort, SK)

Ed. Note: You know what they say: if you've got it, flaunt it! Look for FASHION Magazine Reader's Choice Beauty Award Winner stickers on Mary Kay® Concealer, TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15 and the TimeWise® Microdermabrasion Set in your orders.



"The 'Tropical Trends for Spring' feature is a fantastic one-page reference for the full Spring/Summer 2010 Mary Kay® *Fashion and Beauty Trend Report*."

Joyce Gero, Independent Beauty Consultant (Truro, NS)

Ed. Note: If you loved our overview of the Spring/Summer 2010 Mary Kay® Fashion and Beauty Trend Report in the spring issue, don't miss our follow-up feature on page 41. We've interpreted our favourite look from the Trend Report with pieces from Canadian retailers.



"IT WAS SO GREAT TO READ ABOUT THE PREFERRED CUSTOMER PROGRAM IN DEPTH. I'LL BE **enrolling my customers for the first time** THIS QUARTER."

Sway Benoit, Independent Beauty Consultant (Hamilton, ON)

I love the magazine's money-saving beauty tips. I pass them on to my clients and they love it when they can buy a product and have multiple uses for it. It saves them money – which they can use to buy more Mary Kay® product in the future!

Angela Keats, Independent Sales Director (Port Blandford, NL)

Love it? Don't? Tell us why:
APPLAUSE-CANADA@MKCORP.COM

calendar

the dates you need to know this quarter

JUNE 2010

- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on June 1st.
- 15: Preferred Customer Program** – Last day for customers to take advantage of the Spring 2010 *Fast Lash Set* gift-with-purchase.
- 16: Preferred Customer Program** – Enrolment deadline for the *Spring Fling* Postcard.
- Summer 2010 product promotion begins today! Check out www.marykay.ca and your **Mary Kay® Personal Web Site** to see what's new!
- 18: Preferred Customer Program** – Summer 2010 issue of *The Look* begins mailing to customers and independent sales force members.
- 20:** June Career Car qualifier paperwork due to Company.
- 30:** Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward June production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward June production.

Last day to register for *Project SuperStar*SM Seminar 2010.

Last day to qualify for the *Sharing is Grand* Team-Building Challenge.

JULY 2010

- 1: Canada Day.** Mississauga and Montréal offices closed.
- New (Seminar) Year's Day!** Visit *Contests & Rewards* on the MKOCSM to help you plan and set your goals for the new Seminar year.
- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on July 1st.
- 15: Preferred Customer Program** – Enrolment for the Fall/Holiday 2010 Preferred Customer Program begins.
- 20:** July Career Car qualifier paperwork due to Company.
- 25: Project SuperStar**SM Seminar 2010 begins.
- 26: Preferred Customer Program** – *Summer Sensations* Postcard begins mailing.
- 28: Project SuperStar**SM Seminar 2010 ends.
- 30:** Last working day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward July production.
- 31:** Last day of the month. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward July production.

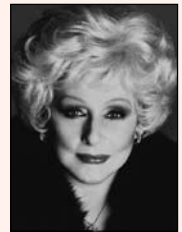
AUGUST 2010

- 3: Civic Holiday.** Mississauga office closed.
- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on August 1st.
- 15: Preferred Customer Program** – Enrolment deadline for the Fall/Holiday issue of *The Look*.
- 20:** August Career Car qualifier paperwork due to Company.
- 31:** Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward August production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward August production.

SHE SAID
IT BEST

Break down
your goal into
obtainable
yearly, monthly,
weekly and

finally, daily goals. Don't let
a single day go by that you
don't accomplish the goal
you've set for yourself.



Mary Kay

Here's what's heating up the MKOCSM in June, July and August. Be sure to visit regularly for the latest information and updates.



PROJECT SUPERSTARSM SEMINAR 2010

Get the scoop on the latest Seminar developments – including class schedules, special functions and more. The MKOCSM has everything you need to prep for a stellar Seminar experience!



IT'S A NEW (SEMINAR) YEAR!

Start planning for success now! Beginning July 1st, visit *Contests & Rewards* to help you plan and set your goals for the new Seminar year.



AVOID THE RUSH!

Enrolment begins for the Fall/Holiday 2010 Preferred Customer Program on July 15th! Avoid the last minute rush and get on-track for the *2010/2011 Preferred Customer Program Consistency Challenge!*

Don't miss these online features, launching during the Summer 2010 product promotion.



SHADES OF SUMMER

Help your customers find a hot new look for the hottest season. New shades make it easy!



BEAUTY BUZZ

You can use product editorial coverage to build confidence and respect among your customer base. Check out the latest mentions in the new *Beauty Buzz* section!



GET SOCIAL

It only takes a click for you and your customers to connect with us on Facebook and Twitter from www.marykay.ca.

“nothing happens
until somebody sells something”

Build BUILD boui



PAGE 12 | CAPTIVATING COLOUR
put a fresh spin
on summer with
**new shades for
eyes, cheeks & lips**

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skin care

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mary kay in the media



MULTI-TASKING MONESAVER
eyesicles® eye color

by Marijana Klapcic

Can you keep a secret? I'm having a love affair with **Mary Kay® Eyesicles® Eye Color!** Yes, I'm a long-time user of this product, but only recently did I discover that it can actually be worn three different ways – to create three different looks!

The simplest way to wear Mary Kay® Eyesicles® Eye Color? All on its own! Just squeeze a dab (a little goes a long way!) and use the fingertip to blend across the entire eyelid. Try it with Island Bronze and you're literally ready to walk out the door.

And did you know that you can create a bold, wet look if you apply your mineral eye colour immediately following the application of Mary Kay® Eyesicles® Eye Color in Vanilla – before it dries? You have to work fast, but talk about instantaneous intensity!

Want something in between? Then use Mary Kay® Eyesicles® Eye Color in Vanilla as your base – underneath other mineral eye colour shades – but wait for it to dry to a powder finish. You still get a boost of colour, but without the dramatic saturation of option two.

I also dab Mary Kay® Eyesicles® Eye Colour in Vanilla on the inner corner of my eyes to create a fresh, vibrant and overall awakened appearance. It's just the extra oomph you need to make a statement.

Now that my secret is out of the beauty bag, feel free to share it with your customers and spread the love for this makeup multitasker!

YOU TOLD US

What's your multi-tasking, moneysaving beauty tip?



Shirley Peterson, Independent Senior Sales Director (Midale, SK)

"I use Step 2: Replenish from the TimeWise® Microdermabrasion Set on my cuticles. I just rub it in and they soften right up!"

HOW TO

safely demonstrate with retail-size product

Women love to "try before they buy" and that's why we recommend they do so at skin care classes and parties! Section 2 samplers can help you demonstrate product safely, however – if done correctly – you can also demonstrate from retail-sized product. Keep these guidelines in mind so that your customers will always be impressed with the quality and safety of your procedures.

DO...

- **Use product in tubes, with pumps, in pressurized containers or in bottles** with small openings to place a small amount of product on the back of a customer's hand or in a disposable tray.
- **Use single-use applicators** – one per customer per use – for product placed on or near the eyes or mouth. You can purchase disposable sponge-tip applicators and mascara brushes from Section 2 to allow your customers to experience colour cosmetic products.

AVOID...

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



Stash samples in this sleek new merchandising bag, available as a Section 2 item on the Independent Beauty Consultant Order Form. **\$8 (pack of 5)**

REMEMBER...

These affordable samplers and supplies can help you effectively demonstrate core skin care and colour cosmetic product. You can purchase these Section 2 items – and many more – from the Online Order Form.

- Mary Kay® Mineral Eye Color Sampler \$2.00/sheet of 18
- Mary Kay® Mineral Cheek Color Sampler \$2.00/sheet of 18
- Mary Kay® Creme Lipstick Sampler \$2.00/sheet of 6
- Mary Kay® NouriShine® Lip Gloss Sampler \$2.00/sheet of 6
- Disposable Sponge-Tip Applicator \$1.50/pack of 15
- Disposable Mascara Brush \$3.00/pack of 15
- Disposable Spatula \$2.00/pack of 24
- Disposable Face Cloths \$4.00/pack of 30

sample anyone?

We've paired some of our top-selling product with a FREE* trial-sized product – because stretching your customers' beauty boundaries is a formula for boosting business! Try more, buy more!



BUY Fragrance-Free Satin Hands® Pampering Set

TRY Mary Kay® Travel-Sized Skin Refreshing Set



BUY TimeWise® Replenishing Serum+C

TRY Mary Kay® Mini Eye Color Quad



BUY TimeWise® Trial Miracle Set™
TRY Mary Kay® Beauty Fix Kit

THEN & NOW

body beautiful

1963: The first body care products were listed in a section of the Independent Consultant Order Sheet called “Beauty Boutique.” The 250 mL (8 oz.) Body Lotion and Bubbling Bath Oil retailed for \$2 each (US).

1982: The “Four Steps to Body Care” concept was introduced and so were corresponding products—including a Buffing Cream, Moisturizing Lotion and Sun Screening Lotion. Check out page 30 to learn how you can re-invigorate this concept with body care products from our current product line up.

Today: Breakthrough body care joins forces with the age-fighting benefits of TimeWise®. The result? TimeWise® Body™ Targeted-Action® Toning Lotion and TimeWise® Body™ Hand and Décolleté Cream Sunscreen SPF 15 – each created to sculpt, smooth, erase and soothe from head to toe.



MYTHBUSTER

krystle gonzalez

Supervisor, Regulatory Affairs & Quality Control

With access to information literally at our fingertips, it's easy to become caught up in a whirlwind of myths – especially in the complicated cosmetics marketplace. Our resident mythbuster, Krystle Gonzalez, helps dispel these beauty blunders with the facts you need to be able to stand behind your favourite Mary Kay® product with even more confidence.

I've heard that talc isn't safe. Is that true?

There are some internet reports regarding non-cosmetic uses of talc that involve less refined grades. Rest assured that the grade of talc used in cosmetics is perfectly safe for consumers. Talc used in cosmetics is a specially-refined grade and has a proven scientific record.

Talc is a terrific, multi-benefit ingredient because it has a soft texture, which allows colour cosmetics to blend and apply evenly. In addition, talc absorbs oil, thus helping your colour look stay fresh throughout the day.

Furthermore, you can tell your customers that Mary Kay Inc. stands behind the quality and safety of its entire product line. Our valued consumers can use Mary Kay® product with complete confidence.

Have a question for Krystle? E-mail us:
APPLAUSE-CANADA@MKCORP.COM

OUR COVER LOOK

apricot glow for summer

Beautifully bronzed skin and shimmery sun-kissed makeup – this summer's must-have look is effortless and easy.

The perfect pick for a hot summer day (or night)? An apricot glow. Mary Kay® Mineral Eye Color in Amber Blaze brings out the inner bronze goddess – with just the right hint of all-over shimmer. For cheeks, opt for a light cheek colour in a coral or peach shade. And on lips, go sheer to capture a natural beach-beautiful look.

How To Get It

- Apply Amber Blaze mineral eye colour to the entire eyelid.
- Apply a single coat of Mary Kay® Lash Lengthening Mascara in Black.
- Apply Pink Petals mineral cheek colour on the apples of the cheeks, then blend toward the temples.
- Apply Mary Kay® Tinted Lip Balm Sunscreen SPF 15 in Apricot.

Grow Your Glow

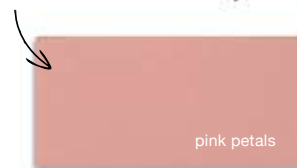
Want to kick that glow up a notch? Caribbean-kissed skin is easy with the new limited-edition Mary Kay® Cooling Bronzing Stick* (\$25). Swipe it along your décolleté and shoulders or blend along your cheek bones. Finish with a dab on the forehead, cheeks and nose – then just blend! You'll radiate like a ray of sunshine!

Day To Night

Warm summer nights call for sultry, smouldering makeup. Take this look from day to night with these easy additions:

- Line the eyes with Bronze eyeliner to create more pronounced eyes.
- Use Pink Porcelain mineral highlighting powder underneath Pink Petals mineral cheek colour to enhance the shade.
- Add some pow to the pout – but keep it neutral with natural shades. Fill in the lips with lip liner in Neutral before applying Apricot lip balm.

Get this shade while you can! It's been discontinued and is only available while supplies last.



have a beautiful summer

Get summer off to a glowing start with Mary Kay® product to help protect and enhance skin.

get glowing

Give skin a natural-looking glow with these bronzing sensations.

NEW! Mary Kay® Cooling Bronzing Stick*

Cool sensation. Cool look. Cool new way to wear a sun-kissed glow! This multi-benefit, creamy gel bronzer provides a cooling sensation and long-lasting colour with a refreshing touch of moisture. The retractable tube format is effortless to apply, offering buildable colour in a shade that works for all skin tones.



HOW TO

Apply It Like A Pro

- Apply to forehead, cheeks and nose for a sun-kissed glow.
- Apply directly to décolleté and shoulders, then blend quickly with fingertips or a sponge for a sparkling splash of sun.
- Wear it as a cheek colour: just apply to cheek bone then blend toward the hairline.



Mary Kay® Mineral Bronzing Powder

A must-have for glowing summer make-up, Mary Kay® Mineral Bronzing Powder warms up any look. Shimmer shades add natural highlights to the complexion, while matte shades add warmth.

Mary Kay® Subtle Tanning Lotion

For a sun-safe, all-over tan, this lightweight formula glides on evenly for a gradual bronze glow that's natural enough to look real. The lightweight, non-greasy formula absorbs quickly and is suitable for all skin tones and types. As a reminder, Mary Kay® Subtle Tanning Lotion does not contain sunscreen and does not protect against sunburn, so you'll want to remind your customers to partner it with additional skin care products with SPF – a great opportunity to upsell!

daily defense

These multi-tasking moneysavers pack a punch with UVA/UVB protection and other beautiful benefits.



TimeWise Body™ Hand and Décolleté Cream Sunscreen SPF 15

No matter how well a woman's face conceals her age, her hands and décolleté usually give it away. This age-defying wonder hydrates and supports the skin barrier* helping to reduce the appearance of fine lines and wrinkles, neutralize the damaging effects of UV rays and protect against future UV damage.

*Based on in vitro testing.

Mary Kay® Tinted Lip Balm Sunscreen SPF 15

A true multi-tasker, this botanical-enriched formula colours, protects and moisturizes for those times when lips need it all! Available in five shades.



Mary Kay® Tinted Moisturizer With Sunscreen SPF 20

Get three benefits in one: sheer colour, oil-free moisturization and UVA/UVB protection. Available in six shades.



TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15

This award-winning moisturizer firms, softens, reduces the appearance of fine lines and protects from UVA/UVB rays.



TimeWise® Day Solution Sunscreen SPF 25

Help prevent lines and discoloration before they occur by blocking damaging UVA/UVB rays with this skin care solution.



smart sun care

Do right by your customer's skin and recommend these Mary Kay® sun care products.





EXPERT ADVICE

keep burns at bay

With Dr. Beth Lange, Chief Scientific Officer

Summer is here and it's high season for sun damage. And any way you look at it, sun damage is just that: damaging. Here, Dr. Beth Lange shares tips to help you arm yourself – and your customers – with sunscreen know-how to keep burns at bay.

Sunscreen is a topic I'm particularly passionate about because my mother was diagnosed with squamous cell skin cancer years ago. Luckily, her form of cancer was easily treatable, but because the lesion was on her face, it could have been disfiguring if not treated quickly. Now I'm a committed user of sunscreen!

Skin cancer is the most common cancer, but fortunately, it is highly preventable. Scientific studies have determined that daily use of sunscreens can reduce your chances of developing some forms of skin cancer.

You should select a sunscreen that blocks damaging rays, carries an SPF 15 or greater and is easy to apply. Our Mary Kay® sunscreens do all three!

HOW SUNSCREENS WORK

Sunlight contains damaging ultraviolet B and A rays. Energetic UVB rays are typically associated with sunburn; UVA rays are less energetic but penetrate more deeply into the skin and can cause sunlight-induced premature skin aging, wrinkling and age spots. Both UVB and UVA rays damage skin and can lead to skin cancer – even on cloudy days!

Sunscreens absorb, reflect or scatter this UV light. Inorganic or “physical” sunscreens form a film that reflects or scatters UV light before it penetrates the skin. These sunscreens include zinc oxide or titanium dioxide. Organic or “chemical” sunscreens absorb UV rays before they can cause damage. Examples include avobenzone and oxybenzone, which protect against both UVB and UVA rays.

A good sunscreen product should be “broad spectrum” – containing ingredients that protect against both UVB and UVA rays. All Mary Kay® sunscreen products provide this broad-spectrum protection in either a physical or chemical form.

INSIDE SPF

Another sunscreen consideration is the SPF – or sun protection factor. This number is calculated by comparing the amount of time needed to produce sunburn on protected skin to the amount of time needed to cause sunburn on unprotected skin. The amount of time it takes you to sunburn depends on your skin type, while the SPF number you need depends on how much time you expect to be outdoors.

Interestingly, SPF protection does not actually increase proportionately with a designated SPF number. For example, SPF 4 blocks 75 percent of sunburn damage;

however, it may not provide broad-spectrum protection. An SPF 15 screens 93 percent of sunburn damage; and an SPF 30 screens 97 percent of sunburn damage. Most products with an SPF 15 or greater will provide broad-spectrum protection against both UVB and UVA damage, such as **Mary Kay® SPF 30 Sunscreen** (\$20).

So what's the benefit of very high SPF products (SPF 70+) that are now on the market? They're good for people with highly photosensitive skin but do not provide incrementally more protection. For example, an SPF 70 blocks 98.6 percent of sunburn damage, only slightly higher than an SPF 30 product.

You'll also want to know that, for daily use – particularly on the face – an SPF 15 to SPF 30 is recommended. And, of course, all Mary Kay® daily-use sunscreens meet this criteria!

USE AND APPLICATION

Be sure to apply sunscreen to all exposed areas and pay particular attention to the face, ears, hands and arms. Most people apply only 25 to 50 percent of the recommended amount of sunscreen, so be sure to coat the skin liberally! One ounce is considered the average amount needed to properly cover the exposed areas of an adult.

Don't forget that lips can sunburn, too, so apply a lip balm that contains sunscreen with an SPF 15 or higher, such as **Mary Kay® Lip Protector Sunscreen SPF 15** (\$10) or **Mary Kay® Tinted Lip Balm Sunscreen SPF 15** (\$15). Both products contain zinc oxide for broad-spectrum protection and antioxidant vitamins.

Sunscreens should be reapplied regularly – at least every two hours or after swimming, perspiring heavily or towel-drying. Water-resistant sunscreens may lose their effectiveness after 40 minutes in the water; very water-resistant sunscreens may lose their effectiveness after 80 minutes in the water. Mary Kay® SPF 30 Sunscreen is designed to be very water-resistant for up to 80 minutes of protection in the water and is specially formulated for use on the face and body.

SHELF LIFE

Sunscreen normally remains stable and at its original strength for up to three years. But if a 118 mL tube of Mary Kay® SPF 30 Sunscreen is used properly, it should last only four usages. Remember to discard sunscreen that is past the expiration date or is more than three years old.

To recap, the best sunscreen is the one you actually put on! Use a broad-spectrum SPF 15 or higher sunscreen daily on all exposed skin because every day is a sun day!

Mary Kay® Lip Protector Sunscreen SPF 15

Keep lips protected and guarded from the drying effects of sun and wind with this perfect poolside accessory.



Mary Kay® SPF 30 Sunscreen

A summer must-have, it provides UVA/UVB protection to help protect against sunburn, skin damage, freckling and uneven colouration. Plus, it's waterproof and sweat-resistant for up to 80 minutes.

*Limited quantities available while supplies last. Offer expires September 15th, 2010.

shades of summer

Want to kickstart the season *and* the new Seminar year? Brush up on colour with new options for lips, eyes and cheeks that can help you bring out the beautiful potential of your business.



NEW mary kay® liquid lip color

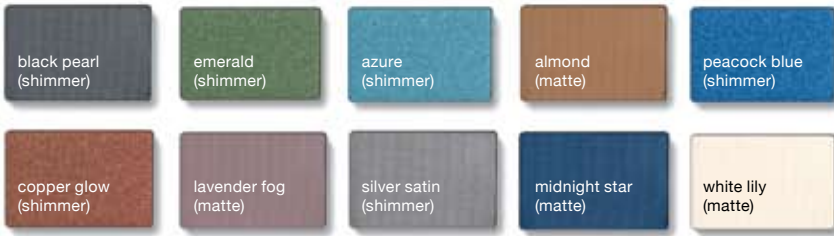
With **Mary Kay® Liquid Lip Color** (\$17.50), you can offer convenience, durability and customization all in one! This lightweight, conditioning lip colour is a two-in-one product that combines the coverage of a lipstick with the convenience of a gloss. It contains shea butter for smooth, silky conditioning and a mint flavour for a cooling, refreshing sensation. Apply it evenly for a full-coverage, dramatic lip statement or apply sparingly for a barely-there, natural look. Plus, it's fragrance-free and fits in both Mary Kay® compacts. Choose from six rich, juicy and vibrant shades.

Lost when it comes to lip colour? Check out page 7 in the Summer 2010 issue of *The Look* for a handy chart that compares Mary Kay® lip colour products, their benefits and their finishes.

mary kay® creme lipstick in 11 NEW shades

Now there's even more to love about your favourite lipstick. **Mary Kay® Creme Lipstick** (\$16.50) is still the classic formula women have loved for years – now available in 36 beautiful shades. This long-wearing, stay-true colour glides on with a lightweight, creamy texture and delivers maximum colour impact that lasts.





alluring eyes

With these 10 new **Mary Kay® Mineral Eye Colors** (\$7.50 each), your customers can choose from a total of 31 shades.

beautiful cheeks

With new Citrus Bloom (\$12), customers have a total of 10 gorgeous **Mary Kay® Mineral Cheek Colors** to choose from. Perfect for all skin tones.



beauty brush up

How you apply your makeup is just as important as the colours you choose. And with the professional-quality, limited-edition **Mary Kay® Beauty Brush Set*** (\$40), you have all the tools to become a makeup master.



The set includes four compact-sized brushes that fit perfectly in the coordinating purple patent cosmetic bag – and there's even room to stash colour favourites. Just drop them in and dash!

**Limited quantities available while supplies last. Offer expires September 15th, 2010.*



All prices are suggested retail.

new shades to love

These Mary Kay® colour cosmetic shades began phasing out earlier this year. Help your customers discover something new with an appropriate replacement shade.

Mary Kay® Mineral Cheek Color

You can recommend Sunny Spice (matte) or Mineral Highlighting Powder in Pink Stardust (shimmer) as a replacement for Pink Petals.

Mary Kay® Mineral Eye Color

FORMER FAVE	NEW LOVE
Dusty Lilac	Lavender Fog
Golden Olive	Ivy Garden
Navy Blue	Midnight Star
Raisin	Cinnabar
Steel	Silver Satin
Sweet Pink	Spun Silk or Silky Caramel

Mary Kay® Creme Lipstick

FORMER FAVE	NEW LOVE
Garnet Frost	Frosted Rose or Pink Satin
Golden	Sunlit Sand
Paradise Pink	Pink Shimmer or Frosted Rose
Pink Melon	Pink Passion or Dusty Rose
Rich Cocoa	Downtown Brown or Nutmeg
Sunburst	Sunset or Sunny Citrus
Tanned	Whisper plus Melon Sorbet lip gloss

YOU TOLD US

How do you help customers transition their makeup look from winter to summer?



Yasmin Manamperi, Independent Senior Sales Director (Mississauga, ON)

"I always suggest to my customers to brighten the lips and the nails – add a punch of colour; and go subtle on the eyes. Depending on your skin tone, try Mary Kay® Creme Lipstick in Pink Melon or new Sunny Citrus. If you prefer NouriShine® Lip Gloss, go with Melon Sorbet. Opt for naturally neutral shades like Honey Spice for the eyes and Sparkling Cider for the cheeks."

What's your favourite summer look?



Joeline Jean-Claude, Independent Sales Director (Mirabel, QC)

"I can't live without Eyesicles® Eye Color in Island Bronze – and I also love pairing it with mineral eye colours in Cinnabar and Espresso. I use mineral cheek colour in Golden Copper, and my lip look consists of Capuccino Lip Liner and NouriShine® Lip Gloss in Gold Rush."

body beautiful

Discover the sweet scents of summer with fragranced **body care sets** and the pampering pleasures of **at-home indulgences**.



fragrance goes **floral**

A new dreamy scent joins the regular-line Mary Kay® Eau de Toilette Fragrance Collection: new **Forever Orchid™!**

Simple, yet sophisticated, this luscious floral fragrance features a unique blend of purple orchid and creamy vanilla.

Layer the scent with **eau de toilette fragrance** (\$30) and **body lotion** (\$23).

peach perfection

Now hands can have all the benefits of the **Fragrance-Free Satin Hands® Pampering Set**, with the addition of a perfect peach scent and new packaging!

Fragrance-Free Satin Hands® Hand Softener is the perfect starting point for pampering, while peach-scented Satin Hands® Satin Smoothie® Hand Scrub and Satin Hands® Hand Cream provide a fragrant option for softening hands.

New Scent-Sation!

Coming August 1st! Watch for an indulgent new limited-edition Satin Hands® Pampering Set and Hand Cream scent!



whisked away

It's here. The Canadian-exclusive **Mary Kay® Weekender Tote Set*** (\$55) is the answer to your packing woes!

The tote is large enough to accommodate all your travel necessities, yet remains practical in size for smooth, organized journeys.

The set includes the multi-functional **Mary Kay® 2-In-1 Body Wash & Shave** and all season **Mary Kay® Hydrating Lotion**.

Did we mention that the bag itself is red hot? Because who says you have to sacrifice space for style?



scent of summer

Bring the tropics home with the juicy scent of the limited-edition **Mary Kay® Coconut Lime Body Care Set*** (\$30).

Dive into the invigorating shower gel. Wrap yourself in the relaxing luxury of the body lotion. And top it off with body mist to keep your tropical dream alive throughout the day.

Get it all in a bag that's ready to travel for a price that will make you think you're in paradise.

pampering for pennies

Great news! You can continue offering your customers the convenience of an at-home spa because we're keeping the limited-edition **Mary Kay® Pedicure Set*** (\$25) on the product line-up until September 15th!

Cleanse, exfoliate and moisturize your soles in an invigorating rosemary mint scent for the ultimate in pampering – and at a price that's a soothing treat.



*Limited quantities available while supplies last. Offer expires September 15th, 2010.

love your customers?

Love rewards? Then now's the time to get in on the *2010/2011 Preferred Customer Program Consistency Challenge!*

When you enrol* in the Preferred Customer Program for four consecutive quarters beginning with the Fall/Holiday 2010 program (July 15th, 2010 – August 15th, 2010) and ending with the Summer 2011 program (April 15th, 2011 – May 15th, 2011), you'll earn the *Designer Desk Series II!*

Designed to complement the *2009/2010 Preferred Customer Program Consistency Challenge* prize, the *Designer Desk Series II** adds "wow" to your workspace and professional polish to your business – even when you're on-the-go!

Plus, enrolling in all four Preferred Customer Program quarters could earn you the ultimate Seminar 2011 Awards Night prize: one-on-one

time with professional hair and makeup artists as they work their magic on you during the coveted *Glam-Up!*[†]

For full challenge details – including additional recognition you can earn at Career Conference and Seminar 2011 – visit the *Preferred Customer Program* section on the MKOC^{SM!}



Find it online: [MKOC > Business Tools > Preferred Customer Program](#)

preferred
customer
programSM
consistency challenge
2010/2011



* An Independent Beauty Consultant is considered "active" in the month a minimum \$200 Section 1 wholesale product order is received by the Company and in the following two calendar months. Non-active Independent Beauty Consultants as of May 31st, 2011 do not qualify to receive the gift.

**The Designer Desk Series II includes: one Mary Kay[®] post-it note pad (3"x3", 150 sheets); one acrylic post-it pad holder; one coordinating purse-size business card holder; and one coordinating refillable pen (includes refill) all adorned with our trendy pink and black swirl pattern.

† Glam-Up! Winners are responsible for airfare, hotel, meal and transportation costs associated with Seminar 2011. All prizes are non-refundable, non-transferable and have no cash value.

new enhancements make online enrolment easy



A QUICKER WAY TO CONSISTENCY

We're working to make it easier than ever to participate in the Preferred Customer Program. And now there's a feature that makes it faster than ever to get on track to consistency!

When you log on to the MKOCSM to enrol customers, your most recent customer list will be pre-selected. This saves you a step by pre-filling your basket – making it a cinch to submit your order. And once you've placed your first order of the quarter, your customer list will clearly indicate who has been enrolled for *The Look* and the optional mailer.

You can still add or remove customers as you need to. Want to enrol all your customers at once or start your list from scratch? You can do so with one click of your mouse: just click *Select All* or *Deselect All* at the bottom of your customer list.

As a reminder, you can place more than one order per quarter, so avoid the last minute Preferred Customer Program rush by adding new customers as you meet them.

PRINTER FRIENDLY PAGES

You asked, we delivered! By request, we've improved the Preferred Customer Program printer friendly pages. Plus, you can now print a copy of your customer list from the *Review Order* page **before** submitting your order.

Check out the MKOCSM today for all the latest how-to information.

YOU TOLD US

We gave a few independent sales force members a sneak peek at this enrolment enhancement. Here's what one Preferred Customer Program aficionado thought.



Audrey Ehalt, Independent Senior Sales Director (Regina, SK)

"I love the fact that my previously enrolled customers are already selected for me and that I can bring up another view with only those customers who are not currently enrolled. This feature makes it much easier to review and select customers I may want to enrol now for the next program. These new features will save a ton of time when enrolling my customers each quarter!"

dates to remember

- **Enrolment begins:** July 15th, 2010.
- **Enrolment deadline for *The Look*:** August 15th, 2010.
- **Enrolment deadline for the *Fall Fantasies* postcard:** September 15th, 2010.
- **Gift with purchase and generic literature packs will be shipped by:** September 17th, 2010.
- **Customer and Independent Beauty Consultant versions of *The Look* mailed by:** September 17th, 2010.
- ***Fall Fantasies* postcard begins mailing:** October 25th, 2010.
- **Offer expires:** December 15th, 2010.

Remember, the Fall/Holiday 2010 Preferred Customer Program is your first chance to get on-track for the 2010/2011 Preferred Customer Program Consistency Challenge!

FALL/HOLIDAY 2010 GIFT WITH PURCHASE

mary kay® mini eau de toilette body lotion set

With one 22 mL tube of each **Mary Kay® Eau de Toilette Body Lotion** – including Warm Amber®, Simply Cotton®, Exotic Passionfruit® and new Forever Orchid™ – tucked inside a charming fabric pouch, this moisturizing, nourishing gift-with-purchase is sure to help your customers find their favourite fragrance.

And once they've done just that, be sure to follow up to share full-size versions of the coordinating eau de toilette fragrance and body lotion. Here's to *scent*-sational sales!



share the **mary kay** buzz!

Mary Kay has what's hot now! Exciting editorial mentions in magazines and online mean that editors and beauty bloggers recommend Mary Kay® product to their readers, generating millions of impressions.

And you can use this same product editorial coverage to build confidence and respect among your customer base.

Don't miss the new *Beauty Buzz* section on www.marykay.ca and on your Mary Kay® Personal Web Site – and be sure to share it with your customers! Here are just a few of the mentions we garnered this spring.



Mary Kay® Cheek Glaze

Loved this limited-edition spring product? So did MakeupJunkie.ca, BeautyGeeks.ca and *Marie Claire* magazine.



Fragrance-Free Satin Hands® Pampering Set

This new take on an old fave is a hands-down hit. The bloggers behind BeautyCrazed.ca say "it makes our hands happy!"



TimeWise® Day and Night Solutions

Better Homes and Gardens recommends TimeWise® Day Solution Sunscreen SPF 25 as the ultimate a.m. hydrator, while fashion blogger Lisa Wong of SoloLisa.com says TimeWise® Night Solution is one of her ten "splurge-worthy beauty buys". (Mary Kay® Eye Primer also makes her list!)



mary kay at the ELLE event

Can you think of a better way to spend a Saturday afternoon than enjoying a stylish, sophisticated day of fashion and beauty? Us either! That's why on April 24th, Mary Kay joined *ELLE Canada* magazine and other hot lifestyle brands in downtown Toronto for the ELLE Event.

The ELLE Event is Toronto's premier consumer fashion and beauty show, featuring runway shows, seminars and shopping. The ELLE Event is also the lead-in to the one of the fashion industry's most anticipated annual events – the Toronto Fashion Incubator New Labels Fashion Design Competition, showcasing the fashion stars of tomorrow.

At the Mary Kay booth in the Beauty Lounge, ELLE Event attendees had a chance to discover their kiss personality using the Kissologist guide, perfect their pout with Mary Kay® lip products and walk away with a full-size tube of **Mary Kay® Tinted Lip Balm Sunscreen SPF 15** and a copy of *The Look*.

With nearly 1,000 attendees – including fashion and beauty industry insiders – the event helped spread brand awareness, shared our competitive product line-up and encouraged consumers to think about pink for their beauty needs.

look for magazine ads

Don't miss the July issue of *ELLE Canada* and *ELLE Québec* magazines – on newstands now! They'll feature this sleek **Mary Kay® Tinted Lip Balm Sunscreen SPF 15** ad, which you can showcase at skin care classes, parties and while you're out and about.

Plus, keep your peepers peeled for the October and December issues this fall – they'll also include ads for Mary Kay product.

We've also partnered with online lifestyle guide **SweetSpot.ca** to help generate even more buzz for Mary Kay® product and the business opportunity. Watch for more details on this campaign in the Fall/Holiday issue of *Applause*® magazine.



“those who show up,
go up”

GROW



PAGE 24 | SNEAK PEEK!
ready to shine?
get a first look at
the 2010/2011
star consultant
prize program

**PLUS THE SIX MOST IMPORTANT
HABITS OF A STAR CONSULTANT**

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DOLLARS AND SENSE

60 here, 40 there: 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 – or 40 percent account – as possible. You might want to pay for additional business expenses, such as loan repayment, office supplies, special events registration and your eMarketing Suite subscription, before you take a profit.

Since we're on the cusp of a new Seminar year, plan to save the money you'll need to attend Mary Kay special events in the year ahead. Start by estimating 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 Seminar 2011, 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.

So 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.

Independent National Sales Director Heather Armstrong of Caledon, ON, breaks down the 60/40 money management principle for Independent Beauty Consultants.



"I teach all new Independent Beauty Consultants to open two personal chequing accounts specifically for their new Mary Kay business – but it's never too late to start using this system.

The first account is the Product Replacement account. All cash, cheques and credit card reimbursements are deposited into this account weekly. Here's a tip: link this account to ProPay to make it easy to transfer your funds.

Get in the habit of taking a weekly paycheque based on your Weekly Accomplishment Sheet. It would be based on: total sales (not including taxes) – less 60% (which covers the replacement cost of product, hostess credit, etc.). Therefore, 40% is your pay cheque.

\$300 IN RETAIL SALES PER WEEK

- 60% (\$180)

= \$120 PAY CHEQUE

This pay cheque amount is then transferred to a second account, which would be your Operating/Profit account. This is the account you could use to pay off your initial inventory loan, special event registration, inventory growth and your other business-related expenses. The remaining amount is your profit to spend as you please.

Once the 40% is transferred, then the balance in your Product Replacement account should be put into a product order – I recommend on a weekly basis – to replace what you've sold.

For tax purposes, all money must go through your account. Want more spending money? Have higher weekly sales!"

MORE MONEY MANAGEMENT

Want to learn even more money management tips? Check out the *Money Matters for Dream Achievers* podcasts on the *MK Media Library*. *Money Matters* includes ten audio tracks on such topics as "What's in Your Dream Account?", "Take Stock in Your Business" and "Turn Debt Into Dreams" – all in the words of our independent sales force leaders.

And, you can put your learnings into action when you use the *Money Matters for Dream Achievers* Listening Guides and Handouts, available on the MKOCSM. These guides and handouts will test your fiscal know-how and include practical business forms you can use everyday in your Mary Kay business.

Plus, you'll find a complete chapter in the updated *Consultant Guide* dedicated to managing your business – including such topics as Inventory, Managing Your Money and Business Forms – to help you achieve success.



Find it online: MKOC > Education > Toolbox > Money Management



LEARN AND EARN

hone your beauty know-how with *product central*

Are you looking to improve your product knowledge *and* your customer service skills? Well, we have the tools and information you need – and all in one place!

The new *Product Central* section on the MKOCSM includes dozens of product fact sheets – which feature detailed ingredient information, product power statements, key benefits and cross-selling suggestions. The best part? Product fact sheets are available as PDFs, so you can download them and start building your own beauty library.

Plus, newly available video Prodcasts give you the inside scoop on the latest Mary Kay[®] product.

Product Central also includes access to an electronic version of *The Look* plus talking points and tips on product presentation. Be sure to check *Product Central* each quarter for updates and additions.

COMING IN JUNE!

Look for new fact sheets on **Mary Kay[®] Liquid Lip Color** and **Mary Kay[®] Tinted Lip Balm Sunscreen SPF 15**, plus new Prodcasts – only available on *Product Central*.



Find it online: [MKOC > Product > Product Central](#)

MK MEDIA LIBRARY UPDATES

quarter one podcasts

Finish the Seminar year strong – and get a jumpstart on the one ahead – with new podcasts from independent sales force leaders.

JUNE 2010

- Customers, Care, Commitment* with **U.S. Independent National Sales Director Jan Thetford**
- The Value of Your I Story* with **Independent Senior Sales Director Shelley Haslett**
- The Critical Link* with **Independent Executive Senior Sales Director Donna Melnychyn**

JULY 2010

- 29 Lessons (In 29 Years)* with **Independent National Sales Director Elena Sarmago**
- *Faire équipe pour réussir*** with **Independent Sales Director France Légaré**
- Make It A Class Act* with **Independent Sales Director Rita Samms**

AUGUST 2010

- Moving Up To Red* with **U.S. Independent National Sales Director Dawn Dunn**
- Women Helping Women* with **Independent Sales Director Susan Bannister**
- *Faut faire la fête*** with **Independent Sales Director Guylaine Dufour**
- Find The Power Within* with **Independent National Sales Director Susanne Felker**

*Available in English only.

**Available in French only.

Find tips to help you download and listen on the go in the *MK Media Library* section of the MKOCSM.



Find it online: [MKOC > Education > MK Media Library](#)

THEN & NOW

name that tune

Then: “Mary Kay Enthusiasm” was created as a result of a song contest held in the early days of the Company. Mary Kay always felt that singing brought enthusiasm and *esprit de corps* to a meeting.

Now: This Mary Kay favourite can be heard right before the opening of each Company event – it’s the song that lets everyone know we’re ready to begin. Listen for it in July at Mary Kay’s biggest event of the year – Seminar! – and be sure to sing along.

Left: Mary Kay performs with the “show girls” at Seminar 1969.

I've got that Mary Kay enthusiasm up in my head,
Up in my head, up in my head
I've got that Mary Kay enthusiasm up in my head,
Up in my head to stay

I've got that Mary Kay enthusiasm down in my heart,
down in my heart, down in my heart
I've got that Mary Kay enthusiasm down in my heart,
down in my heart to stay

I've got that Mary Kay enthusiasm down in my feet,
down in my feet, down in my feet
I've got that Mary Kay enthusiasm down in my feet,
down in my feet to stay

I've got that Mary Kay enthusiasm all over me,
all over me, all over me
I've got that Mary Kay enthusiasm all over me,
all over me to stay

I've got that Mary Kay enthusiasm up in my head,
down in my heart, down in my feet
I've got that Mary Kay enthusiasm all over me,
all over me to stay! HEY!



countdown to seminar:

what you can't afford to miss



PROJECT
superStar

you've got class

Business-Building Classes are one of the pillars of the Seminar experience. It's during classes that you'll learn something new, find fresh inspiration and make connections that count. As Mary Kay Ash said "be sure you take advantage of what the experts have to offer. Whatever you need – information, encouragement, motivation, advice – don't hesitate to turn to those who have the knowledge and experience to guide you." Independent Beauty Consultant classes take place during the afternoon on Day 1 (2 sessions) and during the morning on Day 2 (4 sessions). Here are just a few of the Business-Building Classes you can look forward to at Seminar 2010. Find others on the MKOCSM!

INDEPENDENT BEAUTY CONSULTANT & INDEPENDENT SENIOR BEAUTY CONSULTANT

Booking Is The Lifeline Of Your Business

Mary Kay said, "Booking is the lifeline of your business! Literally, if you're out of bookings, you're out of business." In this class you'll hear booking techniques and booking dialogue to help you overcome objections.

Courage To Build A Team

Some of the most thrilling aspects of the Mary Kay opportunity await you through team-building. If you want to build your business while mentoring others and maximizing your financial potential, don't miss this class!

Unlock Your Sales Potential

Mary Kay said, "If there was a single term that could capture the element that sets top performers apart, it would be customer focus. She makes their needs her goals." Learn how to think from the customer's point of view and how best to handle their needs.

STAR TEAM BUILDER & TEAM LEADER

Move Past Red!

You're building a team and you have a vision of what's to come as an Independent Sales Director. Don't stop now! Listen as a top Independent Sales Director shares the skills she learned that helped transform her team into a strong unit.

Selling 201

Discover how to work smarter in today's economy. As the market place influences consumers to be more practical, learn how to personalize service to meet their needs. Hear tips and dialogue that can help you sell product value and benefits at your parties.

The Greater Purpose

Learn how to confidently share your excitement for the business and its incredible possibilities so that you can authentically offer it to others.

FUTURE INDEPENDENT SALES DIRECTOR & INDEPENDENT SALES DIRECTOR-IN- QUALIFICATION

Leadership Is Action Not Position

Mary Kay said, "The speed of the leader is the speed of the gang." In this class you will hear why being in there doing this business with them gains their respect and helps you become a trusted leader.

U-N-I-T = You And I Together

Your success could be limited if you try to accomplish everything alone. Learn how to build strength and stability as you transform your team into a unit. Being a success doesn't depend on you alone, but also on the achievements of your teammates.

Keep Your Eye On The Prize

You're nearing the finish line – your goals are within reach. Don't turn your focus away from what is truly important. In this class you will hear from those who know that "success is around the corner for the person who refuses to give up."

SEE DIANA ON DAY 2!

build your colour confidence

If colour application turns you white with fear, pink with uncertainty or green with envy of others who seem to have it mastered, then put your colour woes aside.

Professional makeup artist Diana Carreiro is our go-to girl for insider tips and tricks of the trade – and she's making a special Seminar appearance!

If you saw Diana's Colour Workshop video at Career Conference, then you'll love learning about the season's makeup trends, discovering new application techniques and improving your product prowess during a special 45-minute segment in the Afternoon Assembly on Day 2.



MK LEARNING CENTRE

learn it, love it!

The MK Learning Centre made a dazzling debut at Seminar 2009 – and this year it's back with all new sessions! These mini workshops are designed to give you instant insight on the topics that have independent sales force members talking.

Sessions run in the Expo only on Day 0, from 10:15 a.m. to 5:00 p.m. Seating is limited so be an early bird to score your seat!

- Professional Makeup Artist Diana Carreiro
- Career Car Program
- Preferred Customer Program
- Recognition Programs
- Social Media
- MK Media Library
- New e-initiatives

Topics subject to change.

GET THE FULL
MK LEARNING
CENTRE SCHEDULE
ON THE MKOCSM!

Pssst! Independent Sales Directors! Look for your class descriptions on the MKOCSM.

sharing is grand exclusive function

You've shared the opportunity, you've enriched a life and now it's time to celebrate how grand a Mary Kay business can be during the exclusive function on Day 0 at Seminar.

We can't reveal all the secrets, but we can tell you it's going to be an elegant celebration of your commitment to enriching lives. Get ready to be recognized for your dedication to sharing Mary Kay's dream with others and hear from Independent Sales Directors who have made their dreams of reaching the next step on the career path come true. Plus, you're sure to be inspired by one of our fabulous Independent National Sales Directors. And of course we'll have a few exciting draws to keep things fun.

So get ready to put on the ritz for an afternoon of glitz and glamour that celebrates your commitment to making your grand dreams come true.

SALES BOOTH PREVIEW

superstar™ souvenirs

Celebrate this SuperStar™ event for years to come with special souvenirs like these – available exclusively at Seminar! Visit the Sales Booth in the Expo to purchase yours.



GOAL-GETTER GYM BAG

Get goal-ing with this Mary Kay® branded gym bag. It features everything you need to go from a skin care class to the gym – and back again! With separate vented compartments for your gym shoes or clothes, a pocket for your smart phone and built-in shoulder straps, it has everything you need for success – whether at the gym or on the go.

MARY KAY® FESTIVE FIRESIDE SAMPLER CARD

They're back! You can purchase the limited-edition Mary Kay® Festive Fireside Sampler Card* (pack of 10) for an exclusive early purchase price available only to Seminar 2010 attendees! They're just \$6 (pack of 10) – saving you \$1.00 on the Section 2 price of \$7. The best part? \$1 from the purchase of each Mary Kay® Festive Fireside Sampler Card Pack will be donated to the MKACF.

MARY KAY® WRISTLET & KEY CHAIN

Cute, classy, and oh-so compact! With a rich brown, faux-croc exterior and vibrant blue lining, the wristlet's design comes straight from the fashion runway. Also included is a heart-shaped key chain adorned with crystal-like stones – and of course, it's engraved with the Mary Kay® logo for beautiful business branding! *Props not included.*



Visit the MKOC to take a peek at all the fabulous items available in the Seminar Sales Booth! Find it online: [MKOC > Events > Special Events > Project SuperStar™ Seminar](#)

YOU TOLD US

What's so great about Seminar?



Debbie Parsons, 2009 Queen of the Director Court of Personal Sales & Independent Senior Sales Director (Channel-Port-Aux-Basques, NL)

"Seminar is an opportunity to see dreams come true. It's an event that gives you the big picture, to experience first-hand the qualities this wonderful Company has, like making each and every woman feel important and special."



Susanne Felker, Independent National Sales Director (Ilderton, ON)

"The event changed my life. After attending Seminar, I went from holding one class a month to holding three a week – and within one year I debuted as an Independent Sales Director and earned the use of my first pink Cadillac! There's always the opportunity to learn from someone sitting beside you on a shuttle bus or next to you at lunch. Plus, the stories shared by our top achievers onstage are an inspiration. Their stories will make you laugh, make you cry and make you believe that you, too, can do it!"

*Limited quantities available while supplies last. Offer expires December 15th, 2010.

COUNTDOWN TO SEMINAR

what to do now

3-5 WEEKS BEFORE

- Pre-shop for souvenirs! Check out the MKOCSM to take a look at all the fabulous items available in the Sales Booth.
- Have allergies or special menu requirements? Be sure to let the Special Events team know now.
- Be sure to make arrangements for your child(ren) to stay with a caregiver.
- Get glam! Go shopping for your Awards Night gown, shoes and accessories.
- Do your homework. Visit the *Education* section of the MKOCSM to familiarize and prepare yourself for Seminar classes.

1-2 WEEKS BEFORE

- Choose your favourite makeup artist look from the latest issue of *The Look* to get Awards Night glamorous.
- Pack!
- Show pride in your Mary Kay business by maintaining the Mary Kay image – have your career apparel dry-cleaned.
- Be sure to pack low- to mid-heeled dress shoes that complement your dress or suit.
- If driving, be sure to print out a map and directions from the online Confirmation Guide.

DAY BEFORE

- Stash some extra business cards so you can connect with new sister independent sales force members.
- Be sure to bring a pen and paper with you so you can take notes in assemblies and classes.
- Before leaving home, provide contact information to loved ones.

AT SEMINAR

- Pick up your registration packet to get all the information you need to get through three days of recognition, motivation and education!
- Nothing like a little retail therapy to celebrate a stellar year. Check out the Sales Booth for souvenirs!
- You earned 'em! Be sure to wear your namebadge ribbons for onstage recognition.
- Remember to take notes at assemblies and classes. As Mary Kay liked to say: "the faintest ink is better than the most retentive memory".
- Have FUN and celebrate your superstardom!

be the **star** you are!

Compiled by Andrea Querido

2010/2011 Star Consultant Program July 1st, 2010 – June 30th, 2011

Stars are within your reach! You can be a Star at Seminar 2011 by building your customer base and your selling power during each quarter of the year! Just take part in the Star Consultant program from July 1st, 2010 to June 30th, 2011, and you'll enjoy exclusive rewards and more!

Why not make this your year to increase your customer base, provide Golden Rule customer service and make your business work for you? It's in the stars!

All-Star Consistency Challenge Is Back

Being a Star Consultant has so many advantages – and the prizes aren't bad either! Perhaps the only thing better than being a Star Consultant is being a *consistent* Star Consultant.

Simply achieve Star Consultant status in all four contest quarters and meet the total year-end minimums and you can earn extra Star Consultant rewards – like exciting recognition and an invitation to a special luncheon at Seminar 2011!

Be sure to visit the *Contests & Rewards* section on the MKOCSM on July 1st for full details.

Tip! Be sure to visit the MK Media Library on the MKOCSM to listen to exclusive recordings that will help you discover all the amazing things being a Star Consultant can do for your business.

Exclusive Quarter One Prize Program Preview!



MARY KAY® HOODIE

Comfort and style is under wraps with this Mary Kay® branded hoodie. Available in sizes S – XL.



GORDON RAMSAY 10-PIECE COOKWARE SET

Conquer all stovetop cooking tasks with this comprehensive 10-piece cookware set. Created by master chef Gordon Ramsay, this set is oven and dishwasher-safe plus it comes with individual polishing bags for extra protection.

HOW TO Earn Points By Selling And Team-Building

You have two ways to earn points through the Star Consultant program each quarter: selling and team-building!

When you place a minimum of \$1,800 in wholesale Section 1 orders* in any contest quarter, you can achieve Sapphire Star Consultant status.

When you do, you get:

- To choose a prize from the 1,800 prize category.
- A *Ladder of Success* Pin with a Sapphire gemstone.

And it only gets better from there! With each higher contest category you achieve, the prizes are more enticing!

By adding qualified personal team members for 600 contest credit points each, you can move up the ladder even faster.

Look for all the details in the Quarter 1 Star Consultant Program brochure – coming to you in July!

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum \$600 wholesale Section 1 order is received and accepted within the contest quarter, or 60 days from receipt and acceptance of the Independent Beauty Agreement by the Company.

Star Dates

Keep these quarterly Star Consultant program dates in mind and plan accordingly.

- **Quarter 1** July 1st – September 30th, 2010
- **Quarter 2** October 1st – December 31st, 2010
- **Quarter 3** January 1st – March 31st, 2011
- **Quarter 4** April 1st – June 30th, 2011



6 most important habits of a star consultant

Embracing the Star Consultant program means you want to sell – and earn an income!

Exclusive quarterly prizes are part of the fun, but the true reward means you'll be operating your Mary Kay business by building a strong customer base and selling product. Check out these six habits to consistently reach Star Consultant status.



1 TALK. Talking is the most powerful way to transform potential customers into repeat customers. The more customers you have, the more sales you'll have and the more consistently you'll be a Star Consultant. Not sure what to say? Talking is how women make emotional connections, so consider talking about the benefits of the product or how great the opportunity has been for you. Talk about how you'd love to get together with her to pamper her or get her opinion on the products – and then exchange phone numbers to chat some more!

2 LISTEN. Your goal is not to tell and sell her everything in your inventory whether she wants it or not – leave that to department stores and beauty boutiques. Your goal is to listen to her, understand what she wants, then recommend the right products to meet that need. The title "Independent Beauty Consultant" gets right to the heart of it. That's how you build strong relationships based on trust.

3 STAY IN CONTACT WITH YOUR CUSTOMERS. Use the Preferred Customer Program. Follow up to see how they liked the product. Make personal phone calls. Sure, e-mail is convenient, but don't forget how to use the phone. Of course, don't become a nuisance, but do stay in contact – call it being "respectfully available." And you can use Mary Kay's 2+2+2 rule – follow up two days after they purchase new items from you, then two weeks after the initial appointment to check in and schedule a personal colour appointment. Then touch base every two months after that.

4 MAKE IT YOUR GOAL TO PROVIDE THE ULTIMATE IN CUSTOMER SERVICE. Help your customers see that what you do for them goes above and beyond typical customer service – whether it's delivering their order or offering 24/7 shopping through your Mary Kay® Personal Web Site. When you offer something extra, your customers would never even think about taking their business elsewhere! When they buy from you, they're also getting your Golden Rule service in the bargain. Consider the benefits of keeping their favourite products on hand. Remind your customers about the Mary Kay Satisfaction Guarantee and if they need to use it, honour it enthusiastically. Show them you're happy to deliver product whenever and wherever they need it. And of course, make it your goal to deliver each customer's product within 48 hours of her order.

5 WORK THE CHALLENGES TO STAY MOTIVATED. Break down the Star Consultant quarterly contest into bite-sized, achievable pieces. Nothing motivates like success – and if you're setting and achieving frequent and realistic goals, you start to feel like you can do anything. And you can!

6 GET OUT THERE AND SELL! The more you sell, the more your selling skills improve. And don't stop! When you're really pumped up because you just made a great sale, seize the moment and use that energy to get in touch with prospective new customers. They'll sense your excitement and become energized by your enthusiasm. They'll want to be part of whatever it is you're offering them!

YOU TOLD US

What keeps you shining as a Star Consultant?



Kay Carruthers, Independent Senior Sales Director (London, ON)

"From the moment I started my Mary Kay business, I made a commitment to stay consistent in retail sales and build my customer

base. It's important for me to always have product on my shelf because as Mary Kay always emphasized – women want to buy NOW. And if you're consistent, you'll be more confident in your business and more comfortable with your presentation at skin care and colour classes."



Alyce Parkes, Independent Sales Director (Stillwater, NS)

"The cornerstone of a Mary Kay business is providing the best service possible to our customers. Once they realize they can call me at any time and that I'll immediately take care of

their needs, they become very loyal customers and refer me to their friends!"



Diane Riddell, Independent Senior Sales Director (Victoria, BC)

"I set weekly sales goals to earn money. And when I sell the product on a regular basis, it means I can reorder on a regular basis – all while earning fabulous prizes and recognition!"

reach for the stars!

These independent sales force members achieved the Reach for the Stars! promotion by becoming a Star Consultant with a minimum order of \$1,800 in wholesale Section 1 purchases and completing a Jump Start by adding a minimum of 30 new customers from January 1st to March 31st, 2010.

quarter three achievers (2009/2010 seminar year)

Bobbie Ahluwalia
Marisa Alba
Preeti Anand
Alison Anderson
Elsie Apolinario
Sarah Appenheimer
Kelli Arsenault
Khadjia Atta
Stefania Austin
Patti Babyn
Ayda Bahrami
Pamela Baltussen
Joanne Barbour
Sarah Bardell
Deborah Bartlett

Brenda Beardsley
Lucie Beaugregard
Pam Behnke-VanHoof
Nicole Bellemare
Lynne Billings
Chantal Bisailon
Nathalie Bisailon
Julie Blais
Melany Blanchard
Veronique Boisvert
Nancy Bonenfant
Viv Bonin
Rosezetha Bossert
Marie-Josée Bourdages
Helena Bourgeois

Judy Buchanan
Kyla Buhler
Terry Burch
Diane Burness
Rhoda Burton
Sandra Cardona
Mylene Caron
Rachel Casimong
Maria Castillo
Avril Celestin
Emily Chambers
Miriam Chavarria
Sophie Chretien
Marianne Cochrane
Sherrilee Collins
Andrea Connacher
Georgine Cook
Maureen Corrigan
Jackie Cowderoy
Barbara Craig
Karen Cuano
Jacqueline Cullen
Jennifer Curlew
Samia Daou
Sandra Daoust
Charina DaSilva
Angela Dean
Julie Defehr
Sandra Dequier
Harpreet Dhaliwal
Kuljit Dhaliwal
Rechie Diaz
Katherine D Lorenzo
Beverley Dix
Lisa Dobson
Donna Dodds
Rosie Dorey
Tracey Douglas
Aislinn Dryden
Celine D'Souza
Carole Duguay
Brenda Eaton
Tammy Eliuk
Carmen Escobar
Isabelle Faucher
Kareena Felker
Shirley Fequet
Daniela Ferreira
Gloria Fitt
Jayme Fochler
Eugenie Fortin
Ania Frasca
Tricia Friesen
Leony Gamboa
Nathalie Gervais
Nancy Giatti
Prabjyot Gill
Lauretta Gorman
Tara Green
S. Greenwood-Plante
Kim Guerin-Girard
Paula Haddad
Lori Hand

Angela Hargreaves
Darlene Harper
Charron Hasfal
Cheryl Haskell
Dawn Henry
Reina Heras
Edna Hernandez
Lindsay Hetherington
Pam Hill
Hilda Hiscock
Diana Hiscock
Louisa Hoddinott
Raven Hogue
Linda Hood
Gina Hormann
Monica Hunt
Judy Huskins
Sharon Hyman
Kim Ironmonger
Sonia Janelle
Salima Janmohamed
Shelsey Jarvis-Cayer
Debi Kanerva
Hoda Karakach
Debbi Kay
Deborah Kenny
Fatema Khaku
MacKenzie Kielstra
Bev King
Jessica Kitto
April Klippenstein
Ginny Konechny
Eva Kopec
Sharon Korol
Glenda Laberge
Catherine Labonté
Freddeleyne Labossière
Brienne Laing
Jamie Lamping
Barb Lavin
Cassandra Lay
Patricia Legge
Gina Leung
Jennifer Levers
Jocelyne Levesque
Lindsay Lewis
Pamela Liebenberg
Sophia Lin
Heather Loshack
Alexandra Losson
Christina Luu
Elaine Maeland
Marlene Maier
Joelle Malet
Yasmin Manamperi
Rashpinder Mander
Marcy Marsh
Lisa Marshall
Lisa-Marie Massey
Elizabeth May
Kristen McBride
Lorraine McCabe
Louise McCann

Sue McElhanney
Barb McKellar
Patricia McLachlan
Renee McLeod
Shauna McMinis
Mandy Meisner
Donna Melnychyn
Ana Mendonca
Aquilina Mendoza
Doreen Mercer
Gina Milone
ChunHui Mo
Linda Moreau
Ishali Mulchandani
Constance Murdock
Amoreena Murray
Diane Murray
Nancy Murray
Rhonda Neulander
Véronique Nolin-Morin
Patricia Norris
Ellen O'Brien
Colleen O'Halloran
Glenna O'Quinn
Cheryl Page
Darci Palmer
Fay Parker-Toole
Debbie Parsons
Michelle Parsons
Jennifer Pascoa
Isabelle Perreault
Diane Pettit
Pascale Picard
Maribel Pilethiran
Melanie Plourde
Judith Poulin
Diane Poulin
Claudine Pouliot
Maria Dos Anjos Pragana
Lorraine Quintal
Evelyn Ramanauskas
Christine Ransom
Shelley Recoskie
Roxane Remillard
Carol Rennehan
Judith Richardson
Kathy Roberts
Deedee Roberts
Sharon Robertson
Amanda Rogers
Lourene Roode
Tannas Ross

Melanie Roy
Rhonda Russelburn
Rita Samms
Sharon Sansom
Jennifer Scott
Chisa Seniuk
LorenaB Siemens
Laura Sigurdson
Fernanda Silva
Randhir Singh
Sandra Skinner
Jennifer Slay
Emilia Slusarczyk
Nancy Small
Beverly Smith
Darcey Smith-Heath
Fran Sorobey
Victoria Spurrell
Gail St.Croix
Heather St. Denys
Debbie Struthers
Stefanie Swinnard
Christie Szymanski
Bhumika Talla
Urooj Tasadduq
Deb Thiessen
Sheila Thomas
Ming Tsang
Sherry Twynstra
Lygia Valcourt
Fiona Veening
Mariana Veiga
Shivonne Vienneau
Anne Vinson-Verrier
Melanie A. Wade
Amanda Wagar
Farrah Waheed
Kassandra Walker
Helen Wall
Wilma Waraich
Gurpreet Washir
Dawn Wesenbergh
Kristina White
Cora Whittingham
Rebekah Williams
Yvonne Wolowski
Sharon Wolthers
Alice Wong
Marie York
Shirley Yung
Fatima Zohra

QUARTER TWO

REACH FOR THE STARS! WINNER

Why did you choose the trip to the Bahamas?

"I was recently returning from a business trip and noticed an ad for a Bahamas vacation on the in-flight TV. It looked beautiful and I casually thought 'one day we'll go there'. Two days later I got the call from corporate to tell me I had won the second quarter *Reach for the Stars!* program. My husband Dave and I are celebrating our 25th wedding anniversary in June, so it couldn't have come at a more perfect time."

— Karen Hollingworth, Independent Sales Director (Sexsmith, AB)



We hope you enjoyed the *Reach for the Stars!* Program, which saw our lucky winners travel to such destinations as Walt Disney World, New York, the Bahamas and enjoy a Caribbean Cruise. Although the program will not be returning for the 2010/2011 Seminar year, we're hard at work creating exciting new programs to help you reach even greater heights of success. Watch for the Fall/Holiday issue of *Applause*® magazine for full details!



“a house is only as strong as
the foundation on which it was built”

ct REFLECT re

PAGE 28 | HISTORY LESSON

in the spirit of go-give™
+ meet your quarter four winner



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HISTORY LESSON

in the spirit of go-give™

Mary Kay Ash created the Go-Give™ Award to honour the Mary Kay adoptee spirit. Learn more about the heritage behind this historically rich and humbling award.

By Mary Kay Ash (from archives)

The Go-Give Award™ was born in the image of one of our greatest Independent National Sales Directors (NSD), Sue Z. Vickers. Sue started her Mary Kay business in 1965, debuted as an Independent Sales Director eight months later and became our sixth NSD in January 1974. Her good deeds and positive influence have become legacy in our Company.

At Seminar '71, Sue was honoured with the first award for unselfishly inspiring and motivating those who sought her help. Sue made every effort to include anyone in her unit who wanted to be there – pioneering the adoptive Independent Sales Director program and helping to propagate the Company's "no-territories" policy.

Two years later, the Go-Give™ Award program was officially organized to recognize one Independent Sales Director each month for her willingness to help any sister independent sales force member climb the ladder of success. The annual Go-Give™ Award has been presented at Seminars since 1978, the year Sue died.

The Go-Give™ Spirit is an important cornerstone in the foundation of our Company. When all independent sales force members strive to exemplify it in their business efforts, the highest professional standards of integrity, honesty and responsibility are upheld and the foundation of this Company remains strong.

The Go-Give™ Award is perhaps the greatest honour a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give™ Spirit are the heart of the Company and our shining hope for the future.



The annual Go-Give™ Award was first presented in Canada in 1980. Over the years, the Canadian Go-Give™ Program has undergone many changes, but the Go-Give™ Spirit has remained a vibrant and essential part of the Canadian independent sales force.



the go-give™ thing to do

Any independent sales force member can nominate an Independent Sales Director for this award. Each quarterly winner is featured in *Applause*® magazine and on the MKOCSM, and each is then eligible for the annual award at Seminar.

Why not take a moment to consider someone who is deserving of this award and submit a nomination? It's the go-give thing to do!

Find it online: [MKOC > Heritage > Go-Give™ Award](#)

what an honour

Here's what the quarterly Go-Give™ winners for the 2009/2010 Seminar year say about the experience.



"Mary Kay always asked us to work from the heart and I believe that's why I've enjoyed my wonderful Mary Kay career. It's been such a blessing to work with amazing Independent Beauty Consultants, wonderful sister Independent Sales Directors and the many Independent National Sales Directors, all of whom I consider friends."

– **Mignon Gartley, Independent Sales Director**
Quarter One Go-Give™ Award Winner



"I've made so many wonderful friends and met so many wonderful people since I started my Mary Kay business. It's a bond and camaraderie unlike anything I've ever experienced."

– **Sara Roberts, Independent Sales Director**
Quarter Two Go-Give™ Award Winner



"Mary Kay says we learn by example and I've had the best mentors and examples. When I first began my Mary Kay business, my **Independent Senior Sales Director Shelley Haslett** was nominated for the Go-Give™ Award – and I didn't know how big of an impact that would have on me. It's such an honour to be nominated and to be included with such an amazing group of women who are keeping Mary Kay's dreams and ways alive."

– **Michelle Currie, Independent Sales Director**
Quarter Three Go-Give™ Award Winner

You've read the History Lesson, now **take our history test!** Flip to page 37 for our 13-Question Quiz on the Go-Give™ Award.



QUARTER FOUR
GO-GIVE™ AWARD WINNER

susan bannister

Riverview, NB

STARTED MARY KAY: August 1992

DEBUTED AS AN INDEPENDENT SALES DIRECTOR:

September 1994

PERSONAL: "Married to my best supporter Mike! Our anniversary is June 30th, and since that date is also Mary Kay's year-end, we now celebrate our anniversary during the first week of July! We have 3 grown daughters and we'll soon be blessed with our 5th grandchild!"

UNIT NAME: "The Class Additions"

GOALS: "My general goal is to be a positive role model to others and to pass on the blessings that Mary Kay has blessed me with. I'm also striving to have my amazing unit recognized as the #1 Unit at Seminar 2010 and – long-term – to represent Mary Kay as one of Canada's Independent National Sales Directors!"

ENRICHING LIVES: "I believe that Susan is the most amazing Independent Sales Director! She gives her unit 110% every day. She is our guide, support, cheerleader, friend, inspiration and shows us how to live by the Golden Rule and live the Mary Kay way! Thank you Susan, you have helped me become more than I ever dreamed!"

– **Natasha MacQuarrie,**
Independent Senior Beauty Consultant

"My nomination for the Go-Give™ Award is Susan Bannister. No matter how busy she is ... she makes time for others and is always willing to share ideas. She is dependable and a real delight to have as an offspring Independent Sales Director. Susan exemplifies the true Go-Give™ spirit and Mary Kay would be very proud of her."

– **Anne Austin, Independent National Sales Director**

ON BEING NOMINATED:

"I was shocked, very surprised and humbled to receive the call from our President, Ray Patrick, to congratulate me for receiving this great honour! After all, Mary Kay always said that the Go-Give™ Award was the most prestigious award presented in the Company!

The philosophy of Go-Give™ is the caring and sharing foundation that has set Mary Kay apart from other companies and I'm humbled to be recognized as one who is helping to perpetuate this philosophy! Thank you to all who nominated me!"

ENCORE!

A Mary Kay business is truly timeless! Selling innovative product, sharing a wonderful business opportunity and helping to enrich women's lives has never gone out of style. That's why we're digging into the Applause® magazine archive: to give the super selling tips, inspired ideas and brilliant business-building strategies of the past an "Encore!" performance! **This article was originally published in the May 1983 issue of Encore! magazine.**

body care: a tale of beauty & the beast

We'll bet you have a number of customers who feel like both beauty and the beast at this time of year! Above the shoulders, they've dutifully followed the Mary Kay® five-step skin care system (cleanse, freshen, exfoliate, moisturize and protect) all winter long. But below the shoulders –remember the old saying “out of sight, out of mind”? They've been hiding their skin under layers of clothes for the past several months and it's likely been woefully neglected.

Now the weather is warming up and all of a sudden it's time to shed the heavy, bulky layers for the skin-revealing clothing of spring and summer. So why not help your customers feel as beautiful below the shoulders as they do above? Get them started on a proper body care program today!

BODY CARE BASICS

Body care, like proper facial care, ideally should be a year-round routine – not just seasonal. The skin on the body performs many vital functions. It protects internal organs, regulates body temperature and moisture loss and insulates against environmental factors such as excessive heat, cold and sun.

You need to teach your customers that caring for their skin doesn't stop at the shoulders. All-over skin care is essential to maintaining an all-over youthful appearance. And similar to facial skin care, in order to properly take care of the skin on the body, there are steps that need to be followed consistently. Let's take a closer look at each step.

**CLEANSE**

The objective of step one is to gently wash away surface dirt, oils and impurities without disturbing the skin's natural pH balance.

You can recommend:

- Mary Kay® Shower Gel (\$18) Available in Lotus & Bamboo and Red Tea & Fig
- Mary Kay® 2-in-1 Body Wash & Shave (\$20)

**EXFOLIATE**

Step two, which should be done at least twice per week, is to whisk away dead epidermal cells and help smooth calloused areas while minimizing excessive moisture loss.

You can recommend:

- Mary Kay® Loofah Body Cleanser (\$24) Available in Lotus & Bamboo and Red Tea & Fig
- Mary Kay® Fragrance-Free Satin Hands® Satin Smoothie® (\$21). Try it on rough elbows, dry knees and calloused feet!

MOISTURIZE

The purpose of step three is to effectively prevent the loss of precious moisture and maintain the natural moisture balance all over the body despite differences and variations in skin structure. There are plenty of body care options for this step so encourage your customers to choose a moisturizing product that can help them address their lifestyle and skin care needs.

**You can recommend:**

- TimeWise Body™ Targeted-Action Toning Lotion (\$38)
- TimeWise® Visibly Fit™ Body Lotion (\$38)
- Mary Kay® Hydrating Lotion (\$20)
- Mary Kay® Nourishing Body Lotion (\$26). Available in Lotus & Bamboo and Red Tea & Fig.
- Mary Kay® Eau de Toilette Body Lotion (\$23). Available in Warm Amber™, Simply Cotton™, Exotic Passionfruit™ and new Forever Orchid™.

PROTECT

The purpose of step four is to shield all skin types and tones from harmful UVA and UVB rays to help slow premature aging of the skin caused by overexposure to the sun. The skin on the body also needs special sun protection because a large percentage of UV-associated skin cancers develop in sun-exposed body skin areas such as the back of the hands, arms, shoulders and tops of the ears.

**You can recommend:**

- TimeWise Body™ Hand & Décolleté Cream Sunscreen SPF 15 (\$25)
- Mary Kay® SPF 30 Sunscreen (\$20)

If you haven't been placing much emphasis on body care in your skin care classes, now's the time to do so! In fact, you might even consider offering a body care class.

Not only do you want to spread the word about the long-term benefits of proper body care, but you also want to tell your customers about the other ways they can benefit using Mary Kay's body care products. Remember, the skin care you give yourself today rewards you now and for years to come!

PHOTO FLASHBACK**keys to success**

As shown on page 27, Mary Kay receives the keys to her 1974 pink Cadillac at a Dallas dealership. She's wearing the Independent Sales Director Suit for that year.



MY MARY KAY MOMENT

louise boulanger

Growing up, **Independent Senior Sales Director Louise Boulanger** of Québec City, QC, had asked her father to help her go to the moon. His response? “If I could Louise, I would.”

It wasn't until many years later, while listening to Mary Kay Ash tell the independent sales force to aim for the moon and shine among the stars, that Louise reconnected with her childhood inspiration.

And as for “shining”, Louise has burned brighter than ever during her 28 years with Mary Kay. She's earned the use of 16 career cars, five being the prestigious pink Cadillac; she's been a member of the Million Dollar Club (her unit was the first to achieve \$1 million in production in Québec); and she had the privilege of being the number two Independent Sales Director in Canada in 1996.

During her Mary Kay career, Louise has had the opportunity to meet Mary Kay Ash many times – even visiting Mary Kay's home, where Louise witnessed the infamous heart-shaped pink bathtub. But it was her first encounter with Mary Kay that Louise holds dear to her heart.

“It was at a Future Independent Sales Director Meeting in Dallas,” recalls Louise. “I was standing in the hotel's huge and overcrowded hall when I saw Mary Kay come in with two bodyguards. She stopped, said something to the two men, and walked to the middle of the hall. I was wondering who was important enough to have Mary Kay coming her way! Then I realized she was looking at me! Wow!

Suddenly, she was facing me, smiling wonderfully and asking for my name and the name of my **Independent National Sales Director, Anne Newbury**. As I hardly spoke English, I didn't understand everything she was telling me. At that moment, she said, ‘Be number one’ and repeated it until I answered ‘yes’. Before leaving, she said, ‘God bless you.’

Her genuine commitment and generosity continues to come back in my mind every time I feel a sense of doubt!”

– *Marijana Klapcic*

DID YOU KNOW... Mary Kay married Mel Ash on January 6th, 1966. They were married on a Thursday and every Thursday for the fourteen years of their marriage before Mel died in 1980, he brought Mary Kay a gift. The gifts would range from a flower to a chocolate bar to a diamond bumblebee.

FROM MARY KAY'S KITCHEN

peach pie

Nothing captures summer quite like sweet, juicy, locally grown fruit, made even sweeter when baked in a pie. And with this summer's revamped peach-scented Satin Hands® Pampering Set, we thought this perfectly peachy recipe was just right for the season.

Mary Kay was always so proud when independent sales force members shared family recipes such as this one. And she enjoyed baking this recipe in particular (judging from the little smudges on her copy).

INGREDIENTS

Crust

- ¼ cup butter, melted
- 1 cup all purpose flour
- ½ cup chopped nuts (optional)

Cream Cheese Layer

- 1 package (8 oz.) cream cheese
- 1 cup powdered sugar
- 1 cup whipping cream

Filling

- 4 tablespoons cornstarch
- 1 cup sugar
- 4 tablespoons peach-flavoured gelatin
- 1 ¼ cups lemon-lime carbonated soft drink
- 3 peaches, sliced



DIRECTIONS

Crust

- Mix butter, flour and nuts together.
- Press into a 9-inch pie plate.
- Bake at 350° F for 15 minutes.
- Place in refrigerator to cool before adding next layer.

Cream Cheese Layer

- Mix cream cheese, powdered sugar and whipping cream.
- Spread over cooled crust.

Filling

- Heat cornstarch, sugar, gelatin and lemon-lime soft drink in a saucepan. Boil until thick, stirring constantly. After thickening, place saucepan in refrigerator and let chill.
- Slice peaches and coat in the chilled filling. Remove peaches from filling and lay on cream cheese layer. Pour remaining filling over peaches.
- Place in refrigerator for four hours before serving.



pink changing lives

True to Mary Kay's philosophy of giving back and helping women create the lives of their dreams, your support continues to enable the Company and the MKACF to make a difference.

by Andrea Querido

inside the dream helps students celebrate in style

The biggest night of the Mary Kay year is Awards Night. It's a time to celebrate your accomplishments with exhilarating pride and the ultimate in glamour. And for high school kids across the county, four years of hard work and determination to succeed culminates into the biggest night of their life: prom.

For those graduates who can't afford the luxuries and extra expenses that come with graduation and prom, a local program has come to their rescue.

"Inside The Dream" is a non-profit, charitable organization run by volunteers that aims to help underprivileged students, relying solely on the community for donations and fundraising. Local corporations, businesses and even residents donate gowns and suits, accessories and shoes, allowing the graduates to look – and feel – their best on that special night.

The program is the creation of Mississauga social worker Ruth Renwick, who co-founded the organization with Trisha Waechter.

"I had a girl come to my office and she left crying because she didn't have anything to wear for graduation. So I offered her a dress from my daughter's closet. Then I thought, if she feels like this there might be others in the same situation."

The students, often referred to the program by their social worker or guidance counselor, must register in advance for the event, which took place on April 12th this year.

For the past six years, the Mississauga Convention Centre has donated one of its event rooms to house the many racks of colourful chiffon, satin and taffeta prom creations, as well as table upon table of stylish shoes, marvelous makeup and fabulous fashion and hair accessories. And that's the just girls! Boys are also treated to a personal shopping experience with racks of suits, pants, ties and tables of shoes.

In addition to being paired with a volunteer personal shopper who helps put their prom look together, girls are also treated to a hair and makeup session, while on-site seamstresses make alterations to their ensemble.

To top off their afternoon of prom shopping, each graduate has their picture taken by a professional photographer to capture the experience.

According to Sabrina Rego, 13, of Brampton, Ont., who chose a pretty in pink knee-length party dress, her "Inside The Dream" experience was just what she needed to kick off her grade 8 graduation celebration.

"I tried on three or four dresses before I found this one. I really like it because it's pouffy so I can really dance around in it. I'm going to choose my shoes and have my hair and makeup done next. It's like a day of pampering – and I'm missing school!"

In years past, Mary Kay has supported "Inside The Dream" with a product donation and letter from President Ray Patrick. This year, however, corporate decided to go one step further and request donations from staff. And boy, did we deliver! Over a two week period, corporate staff donated over 50 dresses, numerous pairs of shoes, purses, accessories and even a few suits and ties.

For clothing drop-off volunteer and Mississauga real estate agent Bev McLean, donations like these hit close to home.

"I grew up in an orphanage so I know how it feels to be in this situation. I remember having to wear this ugly bridesmaid dress to my grad and I refused to have my picture taken the whole night," she says. "So when Ruth called me and asked for my help, I immediately said yes!"

With dedicated volunteers and corporations donating funds, clothing and other event essentials, Ruth is proud that "Inside The Dream" has become a beacon of hope for grads.

"It gives us great joy to be there for graduates at this special time in their lives, so they'll have fond memories of high school and have their time to shine and celebrate all their hard work and accomplishments. Every student deserves this one night in their lives," she says.

Thanks to the support of this wonderful program, the community and corporate staff at Mary Kay, over 300 kids have had their dream of celebrating their graduation in style come true.



we shot, we scored for the mkacf

Everyone knows that in Canada, Saturday night is spelled h-o-c-k-e-y. And we're pleased to announce that once again this year, Mary Kay partnered with the Toronto Marlies for the exciting Mary Kay **Pink at the Rink** event to benefit the Mary Kay Ash Charitable Foundation.

The action took place at centre ice on Saturday, February 6th at 7 p.m. at the Ricoh Coliseum, where the Toronto Marlies went head to head with their rival – the American Hockey League team affiliated with the Montréal Canadiens – the Hamilton Bulldogs.

The game started with **President of Mary Kay Cosmetics Ltd. Ray Patrick** and **Independent Executive Senior Sales Director Sharon Coburn** dropping the puck at centre ice.

Aside from the on ice action, this special event included a silent auction and spin-to-win prize wheel featuring Mary Kay® product and Marlies memorabilia. Special thanks go to **Independent Sales Director Jill Ashmore** and **Independent Senior Sales Director Donna Dodds** for their enthusiasm hosting these areas. Plus, Marlies Mascot Duke the Dog revved up the crowd with a t-shirt toss and a live interview on Rogers Cable Television with President Ray Patrick.

Thanks to the Marlies fantastic support – along with Mary Kay's independent sales force and corporate staff – this fun-filled event raised more than \$2,700 for the MKACF. These funds will help make a difference in the lives of women living with the appearance-related side effects of cancer and its treatment and those affected by domestic violence.

-AQ



building strong futures, one youth at a time

If there was one thing Mary Kay knew, it was "it's not so much what happens to us as how we react to what happens that makes the difference." It's this principle that is the guiding light for many programs offered by the YMCA.

The YMCA was established more than 155 years ago as a charity dedicated to the health of both individuals and communities. Today, YMCAs across Canada serve 1.8 million people in more than 250 communities offering programs and services tailored to the needs of each neighbourhood.

When most of us think of "the Y", we think about the gym and getting our bodies into shape. Yet the YMCA prides itself on being dedicated to the total health of a person in spirit, mind and body. The YMCA also urges people to have a sense of responsibility to each other and the global community.

This leading charity is renowned for a long-standing focus on family development, health and fitness, community development and children and youth. The Company is proud to support both the Teen Education and Motherhood Program and YMCA Peel Youth Village. These programs are provided in the Region of Peel, which is also home to the Mary Kay Cosmetics Ltd. corporate office.

As President Ray Patrick says, "You could say that while Mary Kay enriches the lives of women, the YMCA enriches the lives of young people to ensure they have a better life."

TEEN EDUCATION AND MOTHERHOOD PROGRAM

Created in 1997, the TEAM program is dedicated to assisting students between the ages of 14 and 20 who are pregnant or who have a child obtain the credits they need

to earn their high school diploma.

The purpose of the TEAM program, according to Mary Thomas, Senior Development Officer of Philanthropy & Corporate Partnerships, is to provide an alternative learning environment that promotes regular school attendance, improves social skills and supports young women developing parenting skills.

In addition to the education and opportunity the TEAM program provides, there are additional resources to ensure the participant's mental, emotional and physical well-being are supported.

As with most students finishing high school, the highlight of the year is graduation — and the TEAM program isn't any different. They host two graduation ceremonies to recognize the amazing accomplishments of the young women who have dedicated themselves to improving their life and making a brighter future for their children.

"I've been to a few graduation ceremonies and I've literally walked away in tears because you realize what a difference a program like this can make," notes Ray Patrick. "You see the transition from girls who are worried about the well-being of both themselves and their child to being excited about graduating high school and their future. During such a challenging time with often no family support, it's an amazing accomplishment."

By taking their education in their own hands, these teen moms have proven to themselves — and their children — that dreams really can come true.

YMCA PEEL YOUTH VILLAGE (PYV)

Home should be a safe haven that offers support, caring and unconditional love. But for many teens now living at the YMCA Peel Youth Village (PYV), their experience at home

is anything but.

PYV incorporates both a residential program and a community centre. The residential program offers safe, stable, transitional housing and support services for youth 16 to 30 years of age who are homeless or at risk of homelessness.

The residential program offers affordable semi-independent transitional housing with an emphasis on life skills programs. There are 48 private rooms with shared bathrooms, kitchens and lounge.

Youth staying at PYV work on budgeting skills, effective communication, time management, healthy relationships, cooking and nutrition, self-esteem and recreation. The objective is to assist the youth in obtaining life skills they can use to thrive independently in the community.

"The program does incredible things for people who have come from extreme life circumstances of violence in the home," says Ray. "I attended an awards ceremony where I was impressed by an incredible young woman who exceeded the event. She didn't think she had the talent and yet she was a natural speaker and captured everyone's attention. I sat beside a young man who had experienced extreme challenges in his life and had a wisdom and maturity well beyond his years. I was amazed at how positive and optimistic they both were about their futures."

Thanks to Peel Youth Village, teens are learning to break the cycle of violence and charting a new course to a healthy and happy future.

-AQ

PERPETUATING THE LEGACY

linda gingrich

31-year pioneer

Independent Sales Director Linda Gingrich, of Holland Landing, ON, is known for leading with integrity and following her heart. She embodies every aspect of the Go-Give™ Spirit in all facets of her life and has been a proud Company supporter since its inception.

Applause® magazine had the privilege of unlocking Linda's most treasured Mary Kay memories and now we're sharing them with you!

When did you start your Mary Kay business? "I signed my Independent Beauty Agreement on October 31st, 1979."

Why did you choose to start a Mary Kay business? "I wanted to earn some extra income and my Independent Beauty Consultant looked like she was having so much fun doing it! Once I learned to see myself as a teacher rather than a salesperson, I felt more confident to pursue the opportunity and ask my loved ones for support."

What was your first impression of Mary Kay as a company? "I thought, 'What's the catch?' and 'How do I get some of that enthusiasm my Independent Beauty Consultant has?'"

How has your Mary Kay business positively affected your life over the years? "I've earned an incredible income for what I do, plus the use of a career car every two years since 1986 and 20 years of diamond jewelry. However, what I value the most is the person I've become and the people I've had the opportunity to work with."

What do you think sets Mary Kay apart from other companies? "The philosophy of putting your faith and family first, then your career. This has created our unique Mary Kay culture and cannot be duplicated."

What is your favourite memory of Mary Kay Ash? "Meeting her backstage at Canadian Seminar with my team member Dawn Gordon. What a thrill that was. That encounter was a memorable time because, even though there was a lineup of people waiting to talk to her, she made both Dawn and I feel like we were the only people she wanted to speak to. What an amazing lady! She always taught us to make everyone feel important and she lived by those words!"

Based on your experience, what is the best advice you would give someone starting a Mary Kay business? "Remember that your attitude determines your altitude."

– Marijana Klapac



Right: Independent Sales Director Linda Gingrich.

Below left: Mary Kay with Linda and Dawn.

Below right: Mary Kay Cosmetics Ltd. employee Frank Vercillo receives recognition for a job well done.



Q&A

ray patrick

President

Mary Kay Ash believed that leadership began with the heart, not the head. She emphasized that you must love your people to succeed. And she sought leaders "who used their influence at the right times for the right reasons, who lead themselves successfully and continue to search for the best answers, not the easiest ones."

If there ever was a leader who embodied these principles, it's President of Mary Kay Cosmetics Ltd., Ray Patrick. We had the privilege of chatting with Ray about his 30-year journey through the halls of Mary Kay.



Did you and Mary Kay Ash have a favourite meeting spot?

"Her office. She didn't like to be alone, so she always welcomed visitors. I would go and sit with her sometimes for five minutes, sometimes for an hour. It was always an honour to be able to visit her.

After Mary Kay suffered a stroke, I would visit her at her home. Even though she wasn't able to speak, she had this incredible power within her to make you understand what she wanted to communicate just by the way she looked at you. Her love, warmth and understanding always shone through."

PERPETUATING THE CORPORATE CULTURE

frank vercillo

30-year pioneer

Mary Kay Cosmetics Ltd. Warehouse Inventory Controller – and recent addition to the Information Systems team – **Frank Vercillo** can be described as dependable, hard working and a true team player. But it's his genuine happiness at Mary Kay and loyalty to the Company and his team members that we believe deserves the spotlight!

Here's what he had to say about his 30 years with Mary Kay Cosmetics Ltd.

When did you start with Mary Kay? "July 9th, 1980."

What was your first impression of Mary Kay as a company? "Everyone was really friendly and the atmosphere was relaxed and casual."

How has working at Mary Kay Cosmetics positively affected your life? "I've adopted the Mary Kay core values as my own and implement them in my daily life."

How would you describe your experience at Mary Kay over the years? "Pleasant, fun and rewarding – both personally and financially. I've had a lot of great times over the years and love coming to work and being part of the team."

What do you think sets Mary Kay apart from other companies? "The commitment to the independent sales force and staff – the Company always takes both groups into consideration before making decisions."

What's your favourite Mary Kay memory? "For Mary Kay Cosmetics Ltd.'s 15th anniversary, the Company rented buses and took all of the employees to Horseshoe Valley Resort where we spent the day playing golf, hiking and participating in all sorts of fun and games. There was an amazing dinner and prizes."

What's the best advice you would give someone starting at Mary Kay? "Be a team player. Do the best that you can at everything you do – and follow your passion."

Did you ever have the opportunity to meet Mary Kay Ash? "I met Mary Kay on three different occasions, but the one that comes to mind is Mary Kay Canada's first Seminar in 1981. It was Awards Night – the longest day of Seminar – and I had been up since 7:00 a.m. Mary Kay was on stage giving a speech, so I took the opportunity to sit and rest in a dark corner backstage. Well, all of sudden, I saw Mary Kay walking off the stage and right toward me. She looked me in the eye and said, 'I know how hard it is. It's been a long day and I appreciate everything you do.' She was so sincere and genuine."

– MK

“you are ‘mary kay’
to every single person you meet.”

elive **LIVE** elive lin



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find your summer style!

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where has your
applause[®]
magazine been?

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rita samms
shares her
reason why

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success sets sail
at seminar

where has your **Applause**® magazine been?

We want Applause® magazine to be your go-to resource each and every quarter – and we want to see it where you're reading it!

Whether it's on the bus, on vacation or on top of a mountain, send your photo to:

APPLAUSE-CANADA@MKCORP.COM

Independent Sales Director Monica Noel ▶ of North Vancouver, BC, took her Applause® magazine to the Olympic Village in Vancouver, where she volunteered as a National Olympic Committee assistant for Italy during the winter games.



What could be more fun than a pajama party with your best gal pals? Here independent sales force members **Shirley Yung, Julie Wong, Juliana Liu, Mary Wong** and **Ching Way Tai** cozy up with the spring issue of Applause® magazine after Career Conference in Toronto. ▼



▶ **Independent Sales Director Debi Kanerva** of Sudbury, ON, was in the hair chair at her local salon when she came across the request for photos in the spring issue. "This isn't my best side," laughs Debi, "but the timing was perfect!"

◀ **Independent Sales Director Bonnie Eidse** of Morris, MB, made the most of her winter vacation by attending a January Jumpstart event in Cape Coral, Florida – hosted by eight local Independent Sales Directors – and Applause® magazine tagged along. "The sharing, caring, giving attitude of Mary Kay women is everywhere!" says Bonnie.





MY REASON WHY

rita samms

Independent Senior Sales Director (Kingston, ON)

Mary Kay Ash often said that, “we must have a theme, a goal, a purpose in our lives. If you don’t know where you’re aiming, you don’t have a goal.”

For **Independent Senior Sales Director Rita Samms**, who began her Mary Kay business in February 1986, that “purpose” was to: a) find a job; b) relieve boredom; and c) pay off student loans.

“At the time, I was living on a very small military base, which meant the jobs were few and far between. I had a Bachelor of Commerce degree, so when the Mary Kay opportunity was offered to me, I thought, ‘this little extra income would benefit us a lot – until I find a “real” job,’” remembers Rita.

It didn’t take long for Rita to realize everything Mary Kay could offer her, and soon after, it became her very “real” job.

Today, Rita’s purpose has changed, but is no less defined.

“The reason why I have a Mary Kay business today is about much more than income. It’s about my children, who I’ve been able to stay home and raise. I’ve had the opportunity to be a part of every aspect of their lives – like attending all their sports and extracurricular activities,” says Rita.

And after 24 years, Rita’s passion and enthusiasm for her business has never wavered and only continues to grow.

“My love for the Mary Kay independent sales force and corporate

staff, and the excitement I feel for my Mary Kay business everyday, keeps me going. It never gets boring!” she shares. “Because of this, setting goals just comes naturally. I know I want flexibility, fun and friendship and I’ve been able to run my business to achieve all this – and still earn a great income!”

The excitement I feel for my Mary Kay business keeps me going.

Achievement and personal accomplishment are most important to Rita when it comes to her Mary Kay business – and having a “reason why” helps her get there.

“When I’m happy with what I’ve done, I’m happy,” she explains. “In Mary Kay there are so many goals you can go for – ones that in turn build you, your sense of accomplishment and your self esteem. And from that, your business can only grow.”



13 QUESTION QUIZ

got go-give™?

Mary Kay Ash created the Go-Give™ Award to honour the Mary Kay adoptee spirit. And if you read the History Lesson on page 28, you have a sense of why this historically rich award is often referred to by recipients as the greatest Mary Kay honour you can receive. Now’s your chance to test your Go-Give™ IQ!

1. Who inspired Mary Kay Ash to start the Go-Give™ Award?
2. In what year was the first annual Go-Give™ Award given?
3. In what year did the Go-Give™ Award program begin in Canada?
4. Who was the first Canadian Independent Sales Director to receive the annual Go-Give™ Award?
5. *True or false:* Only Independent Sales Directors can be nominated for the Go-Give™ Award.
6. How do you nominate someone for the Go-Give™ Award?
7. How many Canadian Independent National Sales Directors have been Go-Give™ Award nominees?
8. What piece of jewelry do annual Go-Give™ Award winners receive?
9. Go-Give™ Award winners receive two additional prizes. What are they?
10. Who received the annual Go-Give™ Award at Seminar 2009?

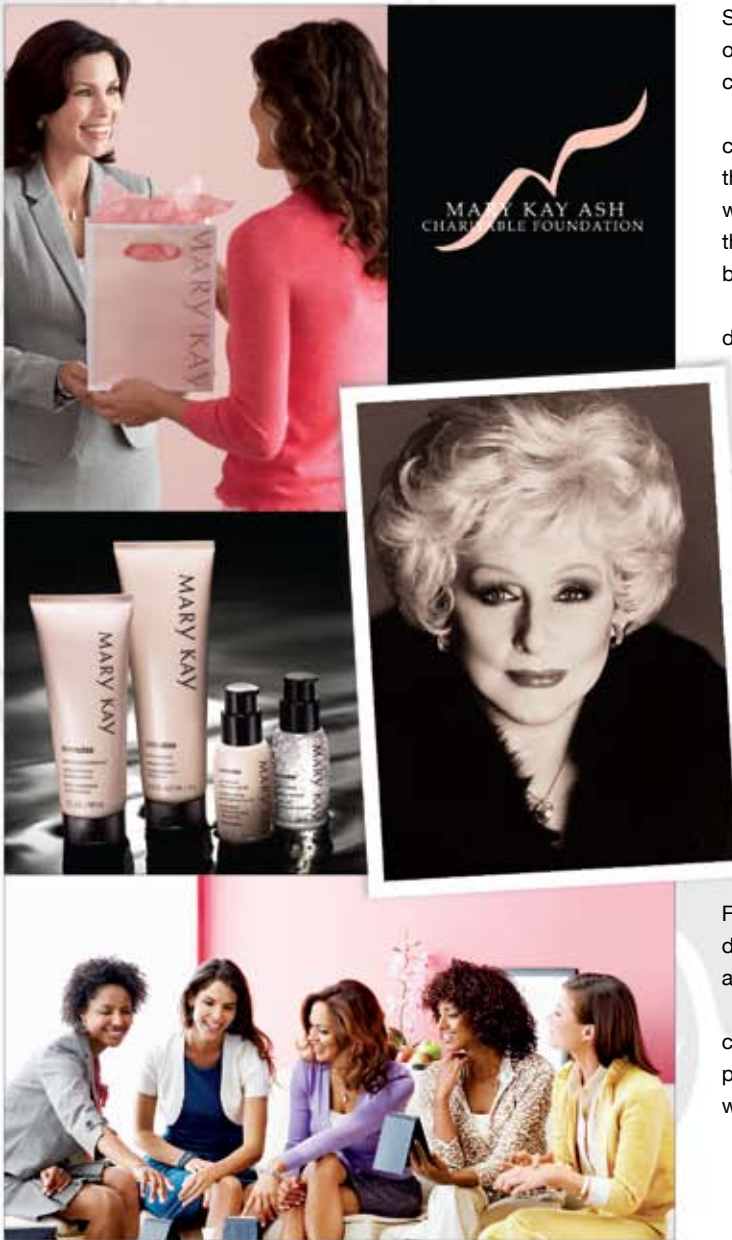
ANSWERS
ON
PAGE 39!

11. Who are the four annual Go-Give™ Award nominees for the 2009/2010 Seminar year?
12. Who is the only Canadian Independent Sales Director to be crowned the Queen of Unit Sales and the annual Go-Give™ Award winner at the same Seminar?
13. The first time two future Canadian NSDs were both nominated (as Independent Sales Directors) for the Go-Give™ Award in the same year was 1992. Who were they?

LIVING PINK

a whole world of worth

Mary Kay Ash often said that the business she created was about more than cosmetics. Mary Kay knew that her dream revolved around, and depended upon, the most important ingredient of all: **people**.



She reminded us that others deserve our best intentions, our best efforts, our best selves. Whatever the cost of ethical, follow-through service, your customers are worth it. But you already know that.

You already know that – like the proven formulas in our time-saving skin care and cosmetics product – our mission to enrich women’s lives through this unequalled opportunity has stood the test of time for a reason. Now, with even more to offer economy-minded, socially-conscious women, this might be a good time to remind “others” in your customer and team-building universe about all that Mary Kay stands for.

“Do we have a mission?” asked Mary Kay at Seminar 1995. “Yes, we do!” she chimed in with the cheering crowd. “There isn’t a woman alive who can’t benefit from our Mary Kay opportunity. We must tell the whole world that we can have it all. When you invest in someone else’s success, your own is guaranteed.”

What does that mean for you today? It means that you can proudly proclaim that the Golden Rule is the very foundation of this Company, the unique element that sets it apart.

But we don’t stop with a feel-good message. The top-quality education you receive at Mary Kay special events, retreats and success meetings thoroughly prepares you to deliver the kind of Golden Rule customer service your customers have a right to expect. No other company offers such extensive education on the topics most important to your success. From product knowledge to tips on human interaction and leadership examples that give you a track to run on.

Recognition? We don’t have to tell you that Mary Kay Ash “wrote the book,” as readers of her best-selling book, *The Mary Kay Way*, find out. Charitable giving? Around the world, in every Mary Kay market, Mary Kay is giving back. In Canada, the Mary Kay Ash Charitable Foundation has raised more than \$1,000,000, helping to make a dynamic difference in the fight against domestic violence and in the lives of women affected by with cancer.

When you talk to your customers and potential team members, you can be proud that you offer a total package of values – and value-driven products – that stand the test of time. Where else but Mary Kay could women find so much in such a beautiful package?

DID YOU KNOW... “When Mary Kay would go to the grocery store, what might take us ten minutes would take her 45 minutes. People stopped her and wanted her to sign a can of beans or talk to her. It was just amazing. She was so recognizable.” (Nancy Thomason, Employee, Mary Kay Inc.)

READER CONTEST

WIN fall/holiday 2010 product!

We can't wait to hear what you think of the Summer 2010 issue of *Applause*® magazine!

E-mail us your comments – what you love, what we can improve and/or what you'd like to see in upcoming issues – and you'll be entered in a draw to win the complete limited-edition **Mary Kay® Metro Chic Collection** from the Fall/Holiday 2010 product promotion.

Congratulations to Geneviève Rancourt, Independent Beauty Consultant (Sainte-Marie, QC) – winner of the Applause® Reader Contest in our Spring 2010 issue!

Love it? Don't? Tell us why!

APPLAUSE-CANADA@MKCORP.COM



13-QUESTION QUIZ

answers

1. Sue Z. Vickers.
2. 1978.
3. 1980.
4. Betty Wilkins.
5. True. Only Independent Sales Directors can be Go-Give™ Award nominees, however any independent sales force member can submit a nomination.
6. Visit the *Heritage* section on the MKOCSM for online and printable forms to submit your nomination. Be sure to check the deadlines for each quarter!
7. An amazing 18!
8. A coveted diamond Go-Give™ pin.
9. Winners also receive a crystal trophy and a beautiful bouquet of roses.
10. Independent Senior Sales Director Isabelle Meunier.
11. Independent Sales Director Mignon Gartley, Independent Sales Director Sara Roberts, Independent Senior Sales Director Michelle Currie and Independent Sales Director Susan Bannister.
12. Independent National Sales Director Sandy Campbell (2006).
13. Independent National Sales Directors Marcia Grobety and Brenda Summach.



PINK DOING GREEN™

thinking green

At Mary Kay, we don't have to tell you that the culmination of many small efforts really can change the world. Whether it's carpooling to a unit meeting or reusing shipping materials you receive with your order, you can make a difference and help us stay true to our Pink Doing Green™ initiative.

Here's how **Independent Beauty Consultant Paula Yanko** and her customers are doing their Pink Doing Green™ part with a small effort that adds up to big creativity for little hands.

"After a visit with my daughter at Thanksgiving, she told me that my granddaughter's kindergarten teacher had requested that the children collect small boxes for craft projects though out the school year," shared Paula.

"Knowing that a lot of my customers discard their product cartons, I now ask them if I can remove their product from the carton before they receive it. I gather these small boxes and when I visit with my daughter and her family, I bring a large container of them for my granddaughter's kindergarten class. They're thrilled to receive so many little boxes the children can work with and my customers and I are doing a small part to recycle."

Tell us how you're thinking green in your business:

APPLAUSE-CANADA@MKCORP.COM

INSIDE THE SPRING/SUMMER TREND REPORT

wearing the trends

In the Spring 2010 issue of *Applause*® magazine, we revealed the most tempting trends of the season: tropical tones, exotic patterns and designer details. Still struggling with what to shop for? We cruised Canadian retailers to re-create our favourite top-to-toe Trend Report look to help you put the pieces together.

Produced by Marijana Klapcic and Heather Watterworth. Photography by Claudia Seabra.



WHY IT WORKS

Since Diane von Furstenburg introduced it in the early '70s, the quintessential wrap dress has become a timeless fashion icon. Today, it continues to reign supreme in women's wardrobes for its flexibility and versatility. Dressed up or dressed down, it's one of the few styles that flatters all ages and body types, creating a slimming, easy and super sophisticated look.

Why do we love dresses? Forget about mixing and matching – this one-piece wonder looks pulled together and professional all on its own. And though minis may have made a comeback this season, we recommend sticking to knee-length for the most flattering (and professional) shape.

DID YOU KNOW...

Pantone, Inc., the world-renowned authority on colour, selected turquoise as the colour of the year for 2010. When it comes to fashion, turquoise is universally flattering because of its warm and cool undertones. According to Pantone, it "adds a splash of excitement to neutrals and browns, complements reds and pinks, creates a classic maritime look with deep blues, livens up all other greens and is especially trend-setting with yellow-greens." Is it any wonder we used turquoise as the key colour in our Trend Report look?

YOU TOLD US

What is your summer fashion must-have?



Nathalie Bisailon, Independent Sales Director (Chambly, QC)

"Beautiful shoes! They truly showcase the personality of a woman and make her – and any outfit – unique."



Cassandra Lay, Independent Sales Director (Hanmer, ON)

"Accessories! They can take an outfit from "you look good" to "you look fantastic." Playing with colour is fun. I love big, bold, bright accessories, whether they are necklaces, bracelets, earrings or rings. As a Mary Kay independent sales force member, I want to stand out and be noticed, which helps me strike up conversations with women."

turn heads in turquoise

This wonderfully wearable interpretation of one of the season's biggest trends – pulsating prints – is styled with a Mary Kay career in mind. Here, we've made this faux wrap dress fab by punching up a neutral, understated print with bright blue hues and textured accessories – at budget-friendly prices.

what to wear for...

DAY



Dress, at Suzy Shier (www.suzyshier.com), \$35, sizes XS-XL.

Shoes, at ALDO (www.aldoshoes.com), \$90.

Belt, at Suzy Shier \$10, sizes S-L.

Earrings, at Zellers, \$8.

Bracelet, at Zellers, \$12.

Necklaces, at Zellers, \$10 each.

Earn this bag during the Quarter 1 Star Consultant Prize Program!

Pair It With:

- a cute cardigan
- fashion-forward flats
- a purse with punch

Wear It Where?

- shopping and socializing
- family outings
- warm chattering

TREND SCORECARD

✓	playful print: dress
✓	energetic brights: dress, jewelry, clutch
✓	earth-toned neutrals: dress, belt, shoes
✓	comfort fashion: dress
✓	textured accessories: jewelry, belt, shoes
✓	designer details: belt, shoes

BUSINESS



Pair It With:

- a jacket (We think a 2010 Independent Sales Director Suit Jacket would be a perfect a fit!)
- professional pumps
- career path jewelry

Wear It Where?

- unit meetings
- skin care classes
- recruiting interviews

EVENING



Shoes, by XOXO, at The Shoe Company (www.theshoecompany.com), \$60.

Clutch, at Feet First (www.feetfirstshoes.com), \$30.

Pair It With:

- a classy clutch
- statement shoes
- sparkly jewelry

Wear It Where?

- date night
- dinner with your Mary Kay gal pals



Have you ever had that defining moment in life – when it feels like all the stars are aligned and your hopes and dreams have finally been revealed?

by Marijana Klapcic

SUCCESS

sets sail at seminar

For **Independent Sales Director Terry Burch** of Red Deer, Alta., that moment came on the third day of Seminar 2009.

“I’d been sitting in the Independent Beauty Consultant Class, yet again. I’d been dabbling in Mary Kay for seven-and-a-half years – mostly for personal use – and I didn’t know where I was going with my business,” explains Terry. “At the time, I felt I didn’t have a reason to ‘move up’ – at least, not one that I could focus on. After all, my husband owned a successful company and we were doing very well financially.”

What Terry didn’t realize was that her “reason to move up” had been there in the weeks leading up to Seminar – she just didn’t see it.

SHOULD I STAY OR SHOULD I GO?

Terry hadn’t planned on attending Seminar 2009. Her husband John had been diagnosed with an aggressive brain cancer and didn’t have a good prognosis. Then came the shocking discovery that John’s life insurance would only be paid out if he was injured on the job.

“I just couldn’t justify going to Seminar – and after hearing about his life insurance – I felt I couldn’t afford it,” recalls Terry.

But a close Mary Kay friend reminded her that she couldn’t afford not to go – that this was the exact reason she had to go.

“So I went. It was really hard to do, but my mindset had changed. I had to think about the future and what I would do if I lost John,” says Terry.

While at Seminar, Terry’s Mary Kay sisters rallied around her with support and encouragement. In particular, she remembers her friend Karlene saying, “You can do this. You can be in a Red Jacket by the end of September.”

THE LIGHTS CAME ON

On the second to last day of Seminar 2009, the light bulb went on and Terry found her purpose – her reason.

“It had always been put in front of me, I just wasn’t ready to see it,” she explains. “I felt that I didn’t have the confidence to run my Mary Kay business, that I didn’t look good enough, and so on – I had always focused on myself. It wasn’t until I decided to take the focus off myself that I realized I could do it. It was so simple. All I had to do was run my business the way that Mary Kay taught me to – the way it had been taught to me for over seven years. It was time for me to stop trying to reinvent the wheel and follow the basic principles of book, sell, recruit.”

It was time for me to **stop trying to reinvent the wheel** and follow the basic principles of book, sell, recruit.

So Terry came home from Seminar 2009 and, on September 1st, submitted her Independent Sales Director-in-Qualification Commitment Form. On December 1st, just three months later, she debuted as an Independent Sales Director.

Today, Terry has come a long way and has a long list of accomplishments to prove it, including achieving two New Independent Sales Director Programs: *Head of the Class* and *On the Move*. She also earned the use of her first career car! This year, Terry’s on track to achieve Queen’s Court of Sharing and the Queen’s Court of Sales for Seminar 2010. Pretty impressive for a woman who didn’t know where her



Mary Kay business was headed only one year ago. "I also want to be a part of helping to build my **Independent Elite Executive Senior Sales Director Donna Melnychyn's** future National Area," shares Terry. "Donna's always been in my corner and I'll do everything I can to help her."

SEARCH FOR SUCCESS AT SEMINAR

So what advice does Terry have for someone sitting on the fence about attending *Project SuperStar*SM Seminar 2010?

"Seminar is not just for a select group – it's for everyone. It's where we all come together to recognize each other and be recognized. It's a place where your dreams can be realized and where you can earn anything you put your mind to, if you just choose to work for it."

Most importantly, Terry advises to finding your purpose. Ask yourself, "What is my passion? What is my reason for having a Mary Kay business?" And then follow it with everything you've got.

Then, "get started and don't stop. Attend every Company-related event. Offer the opportunity to everyone you meet. I believe everyone should have the chance to hear about this amazing business opportunity and make an informed decision. Be enthusiastic and share your pride and passion for Mary Kay!"

1. The Burch Family: (back row, l. to r.) daughter Nicole, husband John, son Brandon, and daughter Jacquie; (front) daughter Tiffany and Terry. Absent from photo: son-in-law Marc. 2. Terry takes a moment to pose with her sister independent sales force members –including her **Independent Elite Executive Senior Sales Director Donna Melnychyn** – at the Royalty Reception at Seminar 2009. 3. At home with husband John.

where will you be on July 25th?

Now take the time to envision what your future with Mary Kay looks like. Perhaps you'd like to debut as an Independent Sales Director or walk across the stage at Seminar 2011. Maybe you want to earn dazzling prizes and jewelry – or how about a fabulous trip to an exotic destination? Whatever your dream, remember there is no such thing as dreaming too big.

As Mary Kay Ash said, "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. And what determines whether or not you make it such a year? It will be if you expect it to be; only if you live with positive expectancy."

So where will you be when *Project SuperStar*SM Seminar 2010 rolls around? Fifth row, centre stage looks pretty good from here.

january 2010 recognition reconnaisances de janvier 2010

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in January 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 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 December. / Commissions touchées en janvier par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{er}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} 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^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en décembre.

Angie Stoker



\$18,437.00

Elena Sarmago \$10,573.00
Heather Armstrong 10,436.00
Gloria Boyne 10,113.00
Doreen Burggraf 9,418.00

Renée Daras



\$14,666.00

Gail Adamson \$8,818.00
Donna Lowry 8,058.00
Darlene Ryan-Rieux 7,366.00
Bernice Boe-Malin 6,976.00

Anne Austin



\$13,432.00

Olive Ratzlaff \$6,403.00
Susanne Felker 6,070.00
Marcia Grobety 6,022.00
Debbie Mattinson 5,939.00

Brenda Summach



\$13,375.00

Philomena Warren \$5,882.00
Sandy Campbell 5,418.00
Linda MacDonald 5,049.00
Janice Connell 4,680.00

Dalene Allen



\$11,351.00

Donna Weir \$3,888.00
Jane Kosti 3,297.00

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 Director who achieved the Diamond Circle during the month of January. / 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 à la Directrice nationale des ventes indépendante suivante qui a accédé au Cercle Diamant en janvier.

Susanne Felker



Level 1/Niveau 1

Top 10 Independent National Sales Director Area Retail Production/Production de Famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of January 31st, 2010. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 31 janvier 2010. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$5,686,157.80	Brenda Summach	\$3,373,608.76	Elena Sarmago	\$2,033,535.40	Gloria Boyne	\$1,809,825.76	Anne Austin	\$1,728,685.60
Heather Armstrong	4,363,322.83	Doreen Burggraf	2,494,892.90	Dalene Allen	1,964,824.99	Gail Adamson	1,802,368.70	Donna Lowry	1,725,351.50

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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!

Karamjit Gill	\$14,411.25	Shivonne Vienneau	\$4,543.00	Fatima Raza	\$3,919.75	Susan Placsko	\$3,712.00	Alison Anderson	\$3,604.75
Esther Gallop	6,499.00	Lisa Marshall	4,216.50	Lorna Hosker	3,831.00	Diane Hall	3,636.75	Veronique Rajotte	3,604.00
Deanna Blue	5,163.75	Anne-Marie Evans	4,214.50	Amy Shang	3,791.00	Roma Zotzman	3,612.25	Sarah Van Gaalen	3,600.25
\$4,800		Jennifer Bagu	4,136.00	Tarra Keller	3,723.00	Keeaura Golding	3,605.75		

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!

Rebekah Williams	\$3,557.00	Julie Fiala	\$2,521.25	Shirley Fequet	\$2,362.50	Christine Smith	\$1,899.00	Lori Brindley	\$1,804.00	Anick Lambert	\$1,800.50
Avril Celestin	3,371.25	Darlene Harper	2,520.00	Michele Thomson	2,282.25	Gina Leung	1,886.50	Eleanor Fernandes	1,804.00	Kelly Stefanek	1,800.50
Cassandra Lay	3,340.00	Dorothea Wiebe	2,517.00	Juliet Creary	2,138.75	Betty Lister	1,883.00	Lavinia Madden	1,804.00	Fe Agullana	1,800.25
Donna L Fidler	3,246.75	Katrina McKee	2,457.00	Angela Walsh	2,133.75	Sharon Robertson	1,870.75	B. Lyons	1,803.75	Christiane Bouret	1,800.25
Louise Ann Brunet	3,139.75	Naomi Scott	2,446.50	Tania Cardenas	2,096.75	Abby Wytinck	1,839.25	Amelie Noreau	1,803.50	Eva Cheung	1,800.25
Agnes Born	3,111.25	Loretta Goodyear	2,445.75	Susan Dart	2,089.50	Christine Morin	1,833.25	Melissa White	1,803.50	Marie-Lise Lefebvre	1,800.25
Darcey Smith-Heath	3,109.00	Jackie Belsey	2,438.75	Jennifer Levers	2,087.75	Sheila Whalen	1,824.75	Georgine Cook	1,803.25	Karen Yorke	1,800.25
Lisa Gamble	3,104.75	Nellie From	2,431.50	Helena Bourgeois	2,049.50	Mei Zhou	1,824.25	Sandra Daoust	1,803.25	\$1,800	
Cristina Clementi	3,050.75	Maria Teresa Ciuffo	2,418.00	Gisele Roy	2,048.25	Anne Beauchamp	1,823.00	Gene Nillo	1,803.25	Juliah Jennings	1,800.00
Nancy Giatti	3,022.25	Marie-Helene Pilotte	2,417.75	Andrea King	2,018.75	Linda Gingrich	1,822.50	Parmjit Kaur	1,803.00	Malina Labbe	1,800.00
Eva Larocque	3,006.25	Claire Lowe	2,412.75	Lisa Ryan	2,012.75	Christine Jacques	1,818.00	Diane McGuirk	1,803.00	Sharlene O'tara	1,800.00
Lori Hand	3,003.50	Shelly Coones	2,409.25	Rita Samms	2,012.75	Dianna Savenye	1,817.50	Heather St Denys	1,803.00	Sandra Toomey	1,800.00
Roxanne Godin	3,001.50	Fran Morrison	2,405.50	Sue McElhannay	2,000.25	Colleen Sankey	1,816.00	Pam Alimanz	1,802.50		
Amy Payne	3,001.50	Ginette Rousse	2,402.75	Laureen Miller	1,988.00	Bonnie Eidse	1,815.00	Crystal Koleman	1,802.25		
Veronique Lessard	3,000.75	Amanda Bezaire	2,402.50	S. Jones-Luckovitch	1,986.00	Stacey Mills	1,812.00	Jun Fei Wu	1,802.25		
Stefanie Swinnard	3,000.50	Madelaine Pangan	2,402.50	Kimberly Rudolph	1,986.00	Jo Petrovski	1,809.00	Sumaya Bakbak	1,801.50		
\$3,000		Suzanne Lariviere	2,401.75	Jocelyne Levesque	1,925.00	Marie Normandin	1,808.00	Elaine Ellis	1,801.50		
Sherrilee Collins	3,000.00	Leora-Jayne Elliott	2,401.25	Joanne Sanders	1,923.50	Susan Chevalier	1,807.50	Julia Zarlenga	1,801.25		
Christine Leclair-Day	2,891.25	Anne Chiasson	2,400.25	Candice Loeppky	1,921.75	Shari Johnson	1,807.50	Hanan Al-Manasrah	\$1,800.75		
Linda Giesbrecht	2,732.75	Marie-Eve Gauthier	2,400.25	Deanna Taylor	1,918.00	Marie-France Rivard	1,807.50	Patricia McLachlan	1,800.75		
Lynette Pagkaiwang	2,710.00	Tiffany Leboeuf	2,400.25	Sara Chowdhery	1,917.50	Florence N'Da	1,805.25	Lori Brubacher	1,800.50		
Jennifer Akitt	2,606.25	\$2,400		Nancy McEwen	1,908.25	Terry Burch	1,805.00	Tracy Campbell	1,800.50		
Donna Terrill	2,531.50	Carolyn Parkes	2,400.00	Jessica Kitto	1,905.25	Masayo Kakihara	1,804.25	Mud Jayasooriya	1,800.50		

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 January. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en janvier, exception faite des commissions des Chefs d'équipe et des VIP.

Mireille Morin	\$6,574.33	Angela Hargreaves	\$3,497.96	R. Courneya-Roblin	\$2,870.41	Elaine Sicotte	\$2,527.13	Judi Todd	\$2,342.04	Bonnie Vigue	\$2,132.78
Angela Dean	6,500.14	Jennifer Levers	3,464.07	Elaine Fry	2,869.69	Gladys MacIntyre	2,521.52	Louisa Hoddinott	2,337.10	Frances Fletcher	2,131.56
Sharon Coburn	6,410.98	Liz Wodham	3,438.67	Marilyn Clark	2,866.89	Diane Riddell	2,501.86	Heidi McGuigan	2,309.04	Joyce Goff	2,129.09
Donna Melnychyn	6,316.81	Guylaine Dufour	3,388.99	Cheryl Page	2,866.67	Jacqueline Cullen	2,499.99	Danielle Theriault	2,300.75	Kim Shankel	2,122.65
Shelley Recoskie	5,550.57	Rhoda Burton	3,364.07	Louiselle Duchesne	2,856.25	Shirley Fequet	2,494.85	Allyson Beckel	2,300.07	France Légaré	2,122.14
Darcey Smith-Heath	5,256.44	Rajinder Rai	3,363.32	Myria Balicao	2,855.71	Genevieve Desforges	2,474.33	Barbara Bond	2,293.73	Beryl Apfelbaum	2,106.47
Shannon Shaffer	5,157.98	Harpreet Dhaliwal	3,359.12	Jill Ashmore	2,791.69	Susie Leakvold	2,447.71	Laureen Miller	2,291.92	Diane Burness	2,091.77
Guylaine Comeau	4,894.56	Carol Heath	3,311.19	Carol Hoyland-Olsen	2,779.19	France Grenier	2,440.03	Carol Adams	2,283.11	Theresa Nielsen	2,090.09
Susan Bannister	4,696.79	Isabelle Meunier	3,247.07	Yasmin Manamperi	2,771.56	Anik Seguin	2,432.32	Karen Hollingworth	2,276.97	Pat Monforton	2,082.90
Shirley Peterson	4,587.66	Claribel Avery	3,225.79	Jane Arsenaull	2,738.60	Cherry Cervito	2,419.43	Beverly Dix	2,270.97	Angie Fedorchuk	2,070.13
Paymaneh Varahram	4,437.20	Vaun Gramatovich	3,208.47	Susan Richardson	2,679.94	Karen Shapka	2,418.23	Sarah Robertson	2,256.71	Kay Carruthers	2,069.31
Josée D'Anjou	4,421.08	Wanda Groenewegen	3,135.11	Karen Taylor	2,648.65	Sheena Murphy	2,417.46	Ming Tsang	2,238.50	Joan Knight	2,068.27
Evelyn Ramanauskas	4,393.82	Rita Samms	3,126.36	Dierdre McKay	2,645.42	Eve Raymond	2,414.51	Shirley Austin	2,229.02	Chisa Seniuk	2,055.01
Teresa Alomar-Story	4,207.47	Heather Cook	3,114.31	Esther Gallop	2,602.77	Pat Paul	2,412.91	Debra Brown	2,228.77	Linda Feldman	2,038.67
Randhir Singh	4,193.35	Donna Izen	3,112.96	Marilyn Bodie	2,601.49	Pam Behnke-Van Hoof	2,404.46	Jasbir Sandhu	2,220.75	Sara Roberts	2,037.76
Nathalie Delisle	4,005.88	Lorrie Henke	2,990.59	Johanna Tobin	2,601.20	Gina Hormann	2,399.90	Hoda Karakach	2,215.29	Pauline Richardson	2,027.49
Mary Davies	3,786.53	Gaylene Gillander	2,937.00	Mychelle Guimond	2,592.73	Claudine Pouliot	2,387.13	Judy Buchanan	2,188.68	Kareena Felker	2,019.78
Shelley Haslett	3,756.27	Agnes Loshusau	2,927.78	Pam Hill	2,555.51	Peggy Denomme	2,375.75	Kathy Handzuik	2,172.47	Barbara Craig	2,009.69
Fiona Corby	3,724.71	Elizabeth Farris	2,922.82	Deb Prychidny	2,546.63	Mary O. Ogunyemi	2,365.78	Shannon Cameron	2,171.45	Ruby Chapman	2,006.62
Tamara Swatske	3,662.19	Luisa Rallo	2,896.46	Lorraine Upwards	2,531.37	Lorraine McCabe	2,361.92	Becky Lawrence	2,159.55	Betty Lister	2,001.71
Louise Boulanger	3,499.18	Donna Matthews	2,879.53	Teresa Ho	2,528.55	Pamela Kanderka	2,352.42	Phyllis Fedchun	2,151.64	Cathie Chapman	2,001.38

Scoreboard/Tableau des résultats

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

Mireille Morin	\$45,181.00	Donna Melnychyn	\$33,434.50	Jennifer Levers	\$26,987.50	Isabelle Meunier	\$24,541.00	Lorraine Upwards	\$22,021.00	Peggy Denomme	\$21,211.50
Angela Dean	44,375.00	Shannon Shaffer	30,813.00	Fiona Corby	26,570.50	Jill Ashmore	24,261.50	Gaylene Gillander	21,933.50	Rajinder Rai	20,939.50
Shelley Recoskie	41,591.00	Nathalie Delisle	30,493.00	Carol Heath	26,326.00	Angela Hargreaves	24,047.00	Sheena Murphy	21,807.00	Myria C Balicao	20,857.00
Susan Bannister	41,444.00	Teresa Alomar-Story	30,478.00	Lorrie Henke	25,844.00	Esther Gallop	23,119.50	Pat Paul	21,737.00	Harpreet Dhaliwal	20,484.00
Darcey Smith-Heath	36,630.50	Tamara Swatske	30,107.00	Rita Samms	25,762.00	Luisa Rallo	23,022.50	Jacqueline Cullen	21,734.00	Donna Izen	20,159.50
Shirley Peterson	36,446.50	Evelyn Ramanauskas	28,579.50	Marilyn Clark	25,644.50	R. Courneya-Roblin	22,798.00	France Grenier	21,448.50	Claribel Avery	20,072.00
Guylaine Comeau	35,996.50	Louise Boulanger	28,422.00	Rhoda Burton	25,601.00	Jane Arsenaull	22,614.00	Josée D'Anjou	21,350.00	Allyson Beckel	20,001.00
Sharon Coburn	35,560.50	Mary Davies	28,405.50	Cheryl Page	25,599.50	Vaun Gramatovich	22,571.50	Claudine Pouliot	21,340.50		
Randhir Singh	35,273.00	Liz Wodham	28,280.50	Wanda Groenewegen	25,395.00	Shelley Haslett	22,494.00	Diane Riddell	21,313.00		
Paymaneh Varahram	34,393.50	Guylaine Dufour	26,991.00	Heather Cook	24,835.50	Pam Hill	22,392.50	Elaine Fry	21,257.00		

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURITÉ PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVÉS ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVÉS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTICIENNES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Top Recruiting Units/Meilleurs groupes en recrutement

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

Québec – Paymaneh Varahram

Ontario – Shelley Recoskie

Ontario – Myria Balicao

New Brunswick/Nouveau-Brunswick – Isabelle Meunier

Alberta – Karen Shapka

British Columbia/Colombie-Britannique – Darcey Smith-Heath

Ontario – Fiona Corby

Québec – Luisa Rallo

British Columbia/Colombie-Britannique – Teresa Alomar-Story

Ontario – Michele Cutler

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Shivonne Vienneau

British Columbia/Colombie-Britannique – Lisa Marshall

Manitoba – Alison Anderson

New Brunswick/Nouveau-Brunswick – Esther Gallop

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Loretta Goodyear

Nova Scotia/Nouvelle-Écosse – Claire Lowe

Nunavut – Melina MacDonald

Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt

Ontario – Karamjit Gill

Prince Edward Island/Ile-du-Prince-Édouard – Diane McGuirk

Québec – Veronique Rajotte

Saskatchewan – Susan Placsko

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 January. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en janvier.

Liz Wodham	\$1,436.79	Carol Heath	\$802.14	Lorrie Henke	\$698.70	Monica Noel	\$594.87	Betty Lister	\$561.30	Florame Tanian	\$512.07
Shannon Cameron	1,164.78	Evelyn Ramanauskas	798.81	Pamela Kanderka	687.60	Mary Humber	593.58	Lucie Beauregard	557.37	Shelley Haslett	511.02
Angela Hargreaves	1,126.86	Chisa Seniuk	783.09	Sonya Martens	666.54	April Klippenstein	592.44	Heather Hewitt	549.51	Sarah Bardell	510.81
Chun Hui Mo	1,024.77	Pam Hill	769.74	Donna Melnychyn	662.01	Louisa Hoddinott	589.11	Carolyn Nofall	536.64	Harpreet Dhaliwal	509.91
Guyaine Dufour	992.28	Shirley Fequet	769.29	Denise Brideau	658.53	Yasmin Manamperi	584.25	Shannon Shaffer	532.14	Hilda Hiscock	506.70
Claudine Pouliot	894.48	Gina Hormann	762.66	Julie Fiala	656.01	Larisa Day	580.35	Tracey Douglas	531.78	Fran Sorobey	504.45
Fiona Corby	882.21	Donna L Fidler	755.76	Gladys MacIntyre	654.03	Josianne Boily	578.37	Amber-Dawn Reitmeier	528.72	Peggy Denomme	503.28
Guyaine Comeau	872.16	Sharon Coburn	717.27	Barbara Craig	649.23	Joy Zaporozan	577.59	Leanne Chamberlain	528.03		
Rajinder Rai	846.75	Rhoda Burton	716.16	Rita White	622.80	Teresa Ho	569.01	Kathy Whitley	524.49		
Carol Adams	844.44	Tamara Swatske	715.62	Carlene Kerr	615.72	Georgine Cook	567.27	Genevieve Laramée	523.20		
Angela Dean	843.45	Kimberley Fehlauer	703.50	Susan Bannister	609.90	France Grenier	566.85	Kyla Buhler	522.45		
Shelley Recoskie	805.05	Lynda Switzer	701.79	Vaun Gramatovich	600.78	Charlene Eiford	563.88	Cheryl Page	522.30		

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 January. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en janvier.

Zulma Martinez	\$420.56	Nathalie Delisle	\$345.16	Cathy Wright-Mcarthur	\$323.36	Manuela Mihajlic	\$311.18	Sarah Robertson	\$295.04	Hoda Karakach	\$271.16
Kylie Martin	403.18	Sheena Murphy	333.82	Marélie Savoie	321.82	Rashpinder Mander	305.06	Ming Tsang	293.22	Kareena Felker	264.12
Eva Kopec	390.96	Katherine Dilorenzo	328.32	Claribel Avery	315.24	Nicole Pasacreata	304.80	Tammy Enns	290.28	Marie Thomas	257.24
Cherry Cervito	360.16	Jasbir Sandhu	328.20	Irma Vogt-Dyck	314.94	Claire Kennedy	303.34	Rajwinder Gill	281.92		
Erna Voth	351.46	Deb Prychidny	323.88	Fatima Zohra	313.58	Judi Todd	296.58	Judy Buchanan	278.46		

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 January. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en janvier.

Karamjit Brar	\$576.45	Nicole Carruthers	\$142.28	Amanda Corbett	\$120.06	Wendy Song	\$96.03	Anh Truong	\$79.44	Tanya Desjardins	\$75.88
Charlene Vachon	264.76	Véronique Nolin-Morin	128.05	Jenna Fortin	120.02	Fany Charbonneau	96.01	Marcia Ouellette	79.02	Janet Reid	75.46
Elisa Fantillo	166.47	Agnes Born	124.97	Wilma Summach	105.57	Annemarie Leung	94.84	Pierrette Hache	78.03		
Amanda Wagar	165.44	April Kelley	124.19	Danielle Hugh	104.31	Ginette Thibault	86.38	Teresa Da Silva-Avila	77.89		
Sara Eales	145.47	Leanne Marchenko	122.03	Stéphanie Grenier	103.97	Pam O'Heir	85.35	Aislinn Dryden	76.90		
Nora Gust	144.49	Carina Andal	120.37	Paula Yanko	97.98	Micheline Ruckle	83.87	Janelle Marmus-Smith	76.87		
Paula Haddad	144.09	H. Bouchard-Cassista	120.25	Julie Senecal	96.71	Sonya Barrett	80.75	Kalia Knight	75.96		

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 January. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en janvier.

JACQUELINE CULLEN

Director/Directrice

FIONA CORBY

Director/Directrice

KIMBERLEY ROBERTS

Darcey Smith-Heath

TERESITA ABAD

Myria Balicao

DENISE BRIDEAU

Gloria Boyne

CHUN HUI MO

Paymaneh Varahram

SONYA MARTENS

Karen Shapka

CAROLINE SIMARD

Isabelle Meunier

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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 January. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en janvier.

LOUISA HODDINOTT
Director/Directrice
EVA KOPEC
Director/Directrice

MARILYN CLARK
Director/Directrice
WANDA GROENEWEGEN
Director/Directrice

GUYLAINE DUFOUR
Director/Directrice
ASHLEY LANGEVIN
Director/Directrice

ASHLEY ROWBERRY
Kelly Olin
NANCY GIATTI
Shelley Recoskie

ANNEMARIE LEUNG
Sarah Robertson

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 January. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en janvier.

YASMIN MANAMPERI
Director/Directrice
ROBIN COURNEYA-ROBLIN
Director/Directrice
FERNANDA SILVA
Director/Directrice
HELEN LUPENA
Director/Directrice
HEATHER COOK
Director/Directrice
SUE FULTON
Director/Directrice

GUYLAINE COMEAU
Director/Directrice
HILDA HISCOCK
Director/Directrice
KATHRYN MILNER
Director/Directrice
DEANNA PEASE
Director/Directrice
DONNA DODDS
Director/Directrice
RAJWINDER GILL
Director/Directrice

CHISA SENIUK
Director/Directrice
ISABELLE FAUCHER
Luisa Rallo
ISABELLE PERREAULT
Director/Directrice
SANDLY SENAT
Gloria Mayfield-Banks
SYLVIA SMITH
Director/Directrice
CARINA ANDAL
Joy Nicavera

IVONNE AYALA
Eva Kopec
LISE CROWELL
Sonia Ryan
TAMMY ELIUK
Gina Hormann
PATRICIA ELLINGWOOD
Sharon Coburn
CHRISTINE FORGET
Kathy Quilty
VENETTE GERDEN
Sandra Neufeld

PAULA HADDAD
Hoda Karakach
HEATHER HEWITT
Janice Connell
ZULMA MARTINEZ
Teresa Alomar-Story
ELIZABETH MAY
Kelly Olin
KARRY NELSON
Kim Conaghan
AUDE TURGEON
Isabelle Meunier

CHARLENE VACHON
Angela Dean
FIONA VEENING
Shelley Recoskie
DEBORAH VELO
Jennifer Levers
SARAH WATTS
Sarah Robertson
GLANDINA ZAIDE
Myria Balicao
ANDREA ZARLENGA
Nanette Traill

New Team Leaders/Nouveaux chefs d'équipe

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

NANCY BELAND
Mireille Morin

KATHERINE DILORENZO
Shelley Recoskie

JOANNE HUGHAN
Michele Cutler

GINA LE
Diane Burness

NICOLE PASACRETA
Maura Lucente

AMBER-DAWN REITMEIER
Jennifer Scott

New Star Team Builders/Nouvelles Bâtisseuses d'équipe Étoile

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

DARLENE BASKY
Kathy Roberts
MARIE-NOELLE BINETTE
Isabelle Meunier
JANICE DANIELS
Angie Fedorchuk
ANGELA DE LAAT
Diane Riddell

QIU MIN DENG
Gina Ge Qian
JESSICA DOUGLAS
Chantal St-Denis
AISLINN DRYDEN
Angela Dean
STEPHANIE GRENIER
Nathalie Delisle

AMBER JACKMAN
Darcey Smith-Heath
JESSICA KITTO
Sheena Murphy
VALERIE LANGLOIS
Anik Seguin
ANNEMARIE LEUNG
Sarah Robertson

SOPHIE MARCHAND
Mireille Morin
ELIZABETH MAY
Kelly Olin
LINDSAY OLSON
Jayme Fochler
MELANIE ROBERGE
Ève Raymond

WENDY SONG
Fiona Corby
GINETTE THIBAUT
Linda Feldman
AUDE TURGEON
Isabelle Meunier
DEBORAH VELO
Jennifer Levers

KAESHA WENZEL
Ashley Wiebe
PAULA YANKO
Jacqueline Cullen

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

These Independent Beauty Consultants qualified during the month of January to earn the use of a Ford Focus SE or receive cash compensation. /
Conseillères en soins de beauté indépendantes qualifiées en janvier pour l'usage d'une Ford Focus SE ou une compensation en argent.

Kimberley Fehlauer

Heather Hewitt

April Klippenstein

Rashpinder Mander

Chun Hui Mo

Mary Seniuk

On The Move Achievers/Championnes En marche!

The following Independent Sales Directors achieved Mary Kay's On The Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date. /
Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Debra Brown

Cherry Cervito

Head Of The Class Achievers/Championnes En tête de classe

The following Independent Sales Directors achieved Mary Kay's Head Of The Class program by achieving at least \$5,000 in net adjusted wholesale production and adding two or more qualified personal team members within one month of their debut date. /
Les Directrices des ventes indépendantes suivante a réussi le programme En tête de classe Mary Kay en réalisant une production de groupe nette ajustée de 5 000 \$ en gros ou plus et en ajoutant au moins deux nouveaux membres d'équipe personnelle qualifiés dans le premier mois suivant la date de leurs débuts.

Chisa Seniuk

Dileeni Weerasinghe

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

february 2010 recognition reconnaisances de février 2010

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in February 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 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 January. / Commissions touchées en février par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{re}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} 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^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en janvier.

Angie Stoker



\$27,124.00

Heather Armstrong \$9,651.00
Brenda Summach 9,118.00
Doreen Burggraf 8,679.00
Anne Austin 8,151.00

Elena Sarmago



\$15,494.00

Bernice Boe-Malin \$7,653.00
Darlene Ryan-Rieux 7,474.00
Gail Adamson 7,103.00
Olive Ratzlaff 6,614.00

Gloria Boyne



\$12,737.00

Donna Lowry \$6,077.00
Sandy Campbell 5,582.00
Philomena Warren 5,317.00
Marcia Grobety 5,032.00

Renée Daras



\$11,688.00

Susanne Felker \$4,922.00
Janice Connell 4,600.00
Donna Weir 4,433.00
Linda MacDonald 4,136.00

Dalene Allen



\$11,283.00

Debbie Mattinson \$4,039.00
Jane Kostli 3,497.00

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 Director who achieved the Diamond Circle during the month of February. / 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 à la Directrice nationale des ventes indépendante suivante qui a accédé au Cercle Diamant en février.

Susanne Felker



Level 1/Niveau 1

Top 10 Independent National Sales Director Area Retail Production/Production de Famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of February 28th, 2010. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 28 février 2010. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker \$6,201,489.80	B. Summach \$3,675,824.66	Elena Sarmago \$2,254,238.76	Gail Adamson \$1,979,517.05	D. Ryan-Rieux \$1,911,388.05
H. Armstrong 4,738,476.44	Doreen Burggraf 2,733,269.51	Dalene Allen 2,187,878.85	Gloria Boyne 1,961,960.53	Anne Austin 1,897,302.45

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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!

Esther Gallop	\$6,499.98	Veronique Boisvert	\$4,227.25	Cassandra Campbell	\$4,200.00	Cassandra Lay	\$3,740.73	Jenny Larouche	\$3,625.50	Eden Jordan	\$3,600.50
Amoreena Murray	4,833.75	Kayla Giles	4,203.50	Gisele Roy	4,001.50	Roxanne Murray	3,734.75	Clara Johnston	3,614.25	Melissa McDonald	3,600.25
\$4,800		Robin Schmidt	4,201.00	Ellen Whiting	3,791.73	Agnes Loshusan	3,655.48	Atoosa Moini	3,604.00		

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!

Shivonne Vienneau	\$3,514.23	Nancy Murray	\$2,769.73	Kristina Van Eden	\$2,400.50	Leah Oldfield	\$1,986.75	Carol Heath	\$1,837.23	Farhat Ali	\$1,802.50
C. Randle-Clayton	3,323.73	Wilma Cruz	2,752.75	\$2,400		Harinder Mangat	1,983.00	Olga Putina	1,835.00	Annie Bruneau	1,802.25
Noemi Rivero	3,316.25	Tara Green	2,700.73	Betty Larocque	2,400.00	Melanie Eriksen	1,958.25	Marie-Pier Tardif	1,834.50	Donna Feeney	1,801.75
Catherine Labonté	3,308.25	Holly Schnell	2,667.73	Laura Russell	2,400.00	Line Prud'Homme	1,954.50	Gisele Boudreault	1,821.00	Natasha MacQuarrie	1,801.75
Karen Goldrick	3,240.98	Alisa Thomas	2,607.75	Natasha Newbury	2,398.25	Sumaya Bakbak	1,954.25	Amanda Tait	1,819.50	Lisa-Marie Massey	1,801.73
Carol Hinch Croteau	3,173.73	Amy Klassen	2,585.25	Salima Janmohamed	2,329.00	Ana Mendonca	1,952.73	Rani Doucoure	1,817.00	Jeanne Case	1,801.25
Debbie Parsons	3,145.98	Christine Grimm	2,528.25	Kathie McGann	2,316.48	Crystal Koleman	1,946.50	Robin Shea	1,816.50	Josianne Boily	1,801.23
Debbie Johnston	3,084.23	Jeri Pearce	2,513.50	Darlene Olsen	2,316.23	Marcy Marsh	1,943.50	Josée Gagnon	1,815.50	Grace Flynn	1,801.00
Jenny-Leanne Dorey	3,038.00	Manon Memegos	2,512.00	Diana Hiscock	2,278.50	Annette Guerrette	1,942.48	Kristi Hoos	1,815.50	Ritu Sohl	1,801.00
Paymaneh Vahram	3,035.00	Veronique Richer	2,438.00	Ginny Konechny	2,259.23	Michelle Ball	1,938.00	Teresita Llarinas	1,814.98	Wilma Waraich	1,801.00
Danielle Spence	3,032.75	Stefanie Gamache	2,419.50	Marthe Harvey	2,227.75	Maryam Garshabi	1,915.25	Ryanna Evans	1,814.75	Mary O. Ogunyemi	1,800.98
Stephanie Sharp	3,021.25	Julie Zelazny	2,417.75	Susan Bannister	2,201.73	Brigitte Raymond	1,913.48	Gurpreet Brar	1,813.50	Jessie Fortin	1,800.75
Aurelie Cote-Therault	3,008.75	Judy Krelove	2,413.25	Angela Hargreaves	2,201.48	Khadija Atta	1,910.25	Lucy Adea	1,811.00	Diane Fedato	1,800.75
Melanie Allaire	3,003.00	Tiffany Burch	2,410.00	Po Yee Tsang	2,197.50	Ann Alexander	1,909.25	Erjola Kosmacaj	1,810.50	Marlene Maier	1,800.75
Mylene Caron	3,001.50	Charina Da Silva	2,407.25	Céline Fréchette	2,142.25	Teresa Lutterman	1,903.23	Claudia Dufresne	1,810.25	Joanne Simonetta	1,800.75
Galdamez Veraliz	3,001.50	Brianne Laing	2,407.25	Jessica Kitto	2,126.25	Lynda Proulx	1,897.50	Wilma Galutira	1,808.25	Betina Bowman	1,800.73
Deborah Bartlett	3,001.00	Charlene Eford	2,404.73	Shunze Li	2,107.25	Heather Loshack	1,892.23	Jennifer Mongrain	1,807.75	Vania Da Silva	1,800.50
Laurie Borge	3,000.50	Patricia Coleridge	2,403.75	Rose Guillemaud	2,107.00	Candice Loepky	1,891.25	Rachel Casimong	1,807.50	Theresa Korganowski	1,800.50
Irina Kroeker	3,000.50	Cynthia Picard	2,403.00	Jenny-Lynn Sather	2,098.98	Amanda Savard	1,887.50	Salli Kraft	1,807.25	Brittney Laroche	1,800.50
Caroline Lizotte	3,000.25	Janice Ross	2,403.00	Geneviève Meunier	2,088.00	Sheila Edwards	1,882.23	Wei Ng	1,806.25	P. Bessant Kanderka	1,800.48
\$3,000		Sophie Fitzgibbon	2,401.75	Gladys MacIntyre	2,077.50	Kitty Babcock	1,852.48	Leony Gamboa	1,806.00	Joy Del Rosario	1,800.25
Jena Taghvaei	2,974.00	Roxane Remillard	2,401.50	Mandeep Bambrah	2,071.23	Rhonda Ney	1,846.50	L. Paglione Diciocco	1,805.75	Janina Heras	1,800.23
France Mimeault	2,957.73	Irena Sigur	2,401.25	Carole Manseau	2,041.25	Guyline Dufour	1,842.73	Annie Charbonneau	1,804.75	\$1,800	
Johanne Girard	2,880.48	Connie Barker	2,401.00	Joanne Sanders	2,033.73	Amanda Corbett	1,840.00	Solange Gauthier	1,804.75	Fatima Kashif	1,800.00
Lorna Randall	2,878.23	Marie Gilbert	2,400.73	Zorica Vujić	2,029.00	Amanda Meays	1,838.25	Sandra Neufeld	1,803.73	Katherine Muggridge	1,800.00
Jan Irwin	2,806.73	Harpreet Singh	2,400.50	Rechie Diaz	2,008.25	Shawna-Lee Graham	1,837.50	Stephanie Varvaro	1,803.50		
Deanna Blue	2,772.75	Beverly Silver	2,400.50	Monica Noel	1,989.73	Lorrie Henke	1,837.48	Anne Lelievre	1,802.75		

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 February. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en février, exception faite des commissions des Chefs d'équipe et des VIP.

Mireille Morin	\$7,592.88	Rajinder Rai	\$3,761.34	Chun Hui Mo	\$2,862.56	Liz Wodham	\$2,488.73	Judith Richardson	\$2,302.61	Maria Bennett	\$2,137.15
Donna Melnychyn	5,994.35	Shirley Peterson	3,565.63	Beverly Dix	2,825.28	Louise Boulanger	2,483.61	Beryl Apfelbaum	2,301.91	Lynn Brady	2,132.16
Susan Bannister	5,408.82	Donna Matthews	3,537.52	Judy Buchanan	2,780.60	Randhir Singh	2,483.39	Pam Behnke-VanHoof	2,288.56	Fran Sorobey	2,131.28
Guyline Comeau	5,237.39	Kim Shankel	3,519.38	Karen Hollingworth	2,777.88	France Légaré	2,481.10	Michele Cutler	2,281.72	Barbara Bond	2,129.10
Sharon Coburn	5,234.24	Evelyn Ramanauskas	3,506.12	Louise Fortin	2,776.60	Shelley Haslett	2,478.37	Deanna Pease	2,279.85	Jeri Pearce	2,125.82
Shelley Recoskie	4,929.24	Harpreet Dhaliwal	3,418.39	Danielle Theriault	2,758.89	Deb Prychidny	2,470.37	Joyce Bigelow	2,279.74	Teresa Alomar-Story	2,114.21
Ginette Desforges	4,823.82	Linda Feldman	3,402.75	Cassandra Lay	2,687.16	Louise Le Duchesne	2,469.98	Christine Ransom	2,264.26	Joan Knight	2,111.30
Shannon Shaffer	4,670.31	Yasmin Manamperi	3,320.51	Shirley Fequet	2,683.80	Tamara Swatske	2,469.15	Elaine Sicotte	2,262.41	Kathy Handzuik	2,090.18
Guyline Dufour	4,656.22	Gladys MacIntyre	3,293.57	Mary Davies	2,663.98	Kelly Thomas-Petroff	2,462.34	Gaylene Gillander	2,256.44	Mary-Lou Hill	2,089.24
France Grenier	4,646.85	Joy Nicavera	3,278.03	Vaun Gramatovich	2,652.27	Anik Seguin	2,422.46	Darcey Smith-Heath	2,248.19	Susie Leakvold	2,087.43
Nathalie Delisle	4,249.83	Teresa Ho	3,188.73	Elizabeth Farris	2,625.08	Jane Maria Arsenault	2,418.37	Shannon Cameron	2,236.85	Susan Richardson	2,080.88
Myria Balicao	4,068.63	Jennifer Levers	3,187.66	Carol Heath	2,611.25	Rhoda Burton	2,393.47	Ming Tsang	2,219.27	Cheryl Page	2,071.85
Josée D'Anjou	4,009.79	Angela Dean	3,080.63	Joy Zaporozan	2,607.30	Joyce Goff	2,367.74	Diane Riddell	2,207.00	Lucie Beauregard	2,062.31
Angela Hargreaves	3,993.09	Rita Samms	3,032.71	Audrey Ehalt	2,548.11	Lorraine McCabe	2,350.78	Louise Desy	2,196.63	Elaine Maeland	2,055.85
Marilyn Bodie	3,838.94	Claribel Avery	3,014.45	Karen Fletcher	2,546.80	Pat Paul	2,339.42	Sheena Murphy	2,167.17	Mychele Guimond	2,030.54
Fiona Corby	3,823.73	R. Courneya-Roblin	2,959.50	Frances Taylor	2,542.98	Theresa Nielsen	2,327.82	Carol Hoyland-Olsen	2,164.65	Mary O. Ogunyemi	2,016.15
Luisa Rallo	3,813.73	Wanda Groenewegen	2,955.40	Heather Cook	2,533.15	Ishali Mulchandani	2,325.41	Esther Gallop	2,163.30	Julie Ricard	2,008.63
Sarah Reece-Robertson	3,792.59	Donna Izen	2,945.21	C. Guzman-Vilchez	2,509.30	Elaine Fry	2,311.99	Dierdre McKay	2,161.60		

Scoreboard/Tableau des résultats

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

Mireille Morin	\$51,134.95	Kim Shankel	\$31,067.45	Rita Samms	\$26,498.95	Gladys MacIntyre	\$23,817.00	Karen Hollingworth	\$22,062.00	Yasmin Manamperi	\$20,760.45
Susan Bannister	47,827.95	Luisa Rallo	30,980.50	Ginette Desforges	26,190.95	Judy Buchanan	23,655.95	Heather Cook	22,023.45	Pat Paul	20,606.45
Guyline Comeau	40,088.50	Shannon Shaffer	30,121.45	Linda Feldman	26,002.45	Carol Heath	23,249.95	Wanda Groenewegen	21,570.95	Theresa Nielsen	20,427.95
Shelley Recoskie	37,591.95	Shirley Peterson	28,626.45	Rajinder Rai	25,138.45	Teresa Ho	23,128.95	Liz Wodham	21,555.45	Joyce Goff	20,410.45
France Grenier	36,005.45	Angela Hargreaves	28,245.45	Jennifer Levers	25,127.95	Donna Matthews	22,733.45	R. Courneya-Roblin	21,519.95	France Légaré	20,180.95
Guyline Dufour	35,113.45	Nathalie Delisle	27,612.95	S. Reece-Robertson	24,277.95	Joy Zaporozan	22,559.45	Rhoda Burton	21,437.95	Beryl Apfelbaum	20,029.45
Donna Melnychyn	32,407.45	Marilyn Bodie	27,474.95	Joy Nicavera	24,277.45	Angela Dean	22,536.00	Cassandra Lay	21,340.95	Jane Maria Arsenault	20,005.45
Myria Balicao	31,825.00	Fiona Corby	27,197.45	Louise Fortin	24,255.45	Harpreet Dhaliwal	22,362.95	Chun Hui Mo	20,962.45		
Sharon Coburn	31,279.00	Evelyn Ramanauskas	26,845.45	Danielle Theriault	23,966.45	Frances Fletcher	22,258.45	Louise Boulanger	20,913.45		

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVÉS ET AVOIR AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVÉS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTICIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMIS LES 3 996 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMIS LES 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMIS LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Top Recruiting Units/Meilleurs groupes en recrutement

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

Ontario – Shelley Recoskie
Québec – Julie Allard
Québec – France Grenier
Alberta – Donna Melnychyn

Ontario – Myria Balicao
Québec – Joeline Jean-Claude
Québec – Chun Hui Mo
Ontario – Fiona Corby

Ontario – Sheena Murphy
Québec – Dierdre McKay

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Amoreena Murray
British Columbia/Colombie-Britannique – Roxanne Murray
Manitoba – Angela Hargreaves
New Brunswick/Nouveau-Brunswick – Esther Gallop
Newfoundland & Labrador/Terre-Neuve-et-Labrador – Melissa McDonald

Nova Scotia/Nouvelle-Écosse – Eden Jordan
Nunavut – Ellen Hatlevik
Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt
Ontario – Cassandra Campbell
Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – Veronique Boisvert
Saskatchewan – Kayla Giles
Yukon – Santhy Vibe

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 February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en février.

Isabelle Faucher	\$1,502.97	Linda Feldman	\$824.58	Harpreet Dhaliwal	\$715.95	Lisa-Marie Massey	\$622.14	Leanne Chamberlain	\$554.70	Tannas Ross	\$519.00
Kim Shankel	1,295.58	Louise Fortin	802.41	Caroline Sarrouf	712.17	Ruby Chapman	613.53	Joyce Bigelow	547.38	Lynette Pagkaliwangan	514.53
Shirley Fequet	1,262.49	Fran Sorobey	795.69	Teresita Abad	711.33	Robin Courneya-Roblin	610.80	Anik Seguin	544.53	Genevieve Laramée	513.48
Guyline Dufour	1,115.04	Evelyn Ramanauskas	792.33	Florame Tanian	702.06	Judith Poulin	604.02	Louisa Hoddinott	538.65	Tracey Douglas	504.21
Angela Hargreaves	964.29	Kyla Buhler	786.00	France Grenier	697.95	Diane Burness	592.86	Mychele Guimond	538.53	Julia Moulard	503.55
Liz Wodham	957.27	Gladys MacIntyre	784.11	Joy Zaporozan	686.34	Shannon Shaffer	589.02	Kathy Roberts	536.19	Johanna Tobin	502.98
Chun Hui Mo	953.16	Susan Bannister	771.45	María Bennett	661.83	Luba King	580.41	Deb Wynn	535.74	Beryl Apelbaum	500.04
Guyline Comeau	926.70	Claudine Pouliot	743.22	Yasmin Manamperi	647.55	Catherine Laroche	576.99	Kareena Felker	532.35		
Rajinder Rai	879.00	Kathy Whitley	738.12	Jennifer Levers	631.65	Audrey Ehalt	568.71	Cheryl Page	529.20		
Shelley Recoskie	873.42	Ashley Wiebe	736.77	M. Summach-Goetz	625.65	Sue McElhanney	568.50	Lorrie Henke	526.83		

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 February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en février.

Ève Raymond	\$470.58	Isabelle Meunier	\$362.94	Marilyn Bodie	\$316.52	Tammy Pearson	\$307.20	Nicole Toma	\$262.66
Sharon Wolthers	438.78	Nathalie Delisle	347.90	Sonia Janelle	315.68	Audrey Taggart	291.16	Ming Tsang	260.46
Carolyn Nottall	415.36	Donna L Fidler	345.32	Rashpinder Mander	309.22	Kitty Babcock	286.06	Sheena Murphy	252.02
Agnes Born	405.10	Mariola Herbasz	318.36	Linda Moreau	307.92	Debbie Struthers	265.98		

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 February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en février.

Marcia Ouellette	\$193.35	Sarah Watts	\$133.46	Genevieve Gauthier	\$120.23	Jeannick O'Brien	\$96.71	Candice Mayo	\$95.93	Shirley Yung	\$80.36
Anne-Marie Evans	180.34	Stéphanie Grenier	132.65	Stephanie Coulter	110.11	Jovelyn Baltazar	96.45	Carmen Curtis	89.00	Bev Crabb	79.16
Fatima Raza	169.46	Rose-Aimee Chartrand	125.10	Scarlet Abric	108.03	Heather Johnstone	96.15	Joy Hoskin	88.07	Chery Ann Hoffmeyer	78.33
Sandra Foucher	169.09	Ginette Thibault	125.05	Linde Yancie	104.31	Gwyneth Jones	96.04	Stephanie Wingy Chan	87.90	Zahida Memon	76.41
Kathleen Spalek	149.39	Jane Coleman	121.31	Diane Garneau	97.52	Dawn Rife	96.03	Sylvia Irvine	84.28	Jennifer Curlew	76.25
Line Gagnon	145.02	Amanda Meays	120.80	Nancy Thibeault	97.03	Ritu Bhandari	96.02	Anna Bochenska	81.62	Janelle Marmus-Smith	75.65
Angela De Laat	144.57	Amanda Corbett	120.47	Nancy Normandin	96.78	Karen Pearce	96.00	Paula Haddad	81.45		

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 February. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en février.

SHELLEY RECOSKIE
Director/Directrice
CHERYL NEUMAN
Director/Directrice
JACQUELINE CULLEN
Director/Directrice
WENDY-LYNN JONES
Director/Directrice

JULIE ALLARD
Director/Directrice
CHUN HUI MO
Director/Directrice
LYNETTE PAGKALIWANGAN
Director/Directrice
ISABELLE FAUCHER
 Luisa Rallo

MARIOLA HERBASZ
 Dierdre McKay
APRIL KLIPPENSTEIN
 Theresa Nielsen
AMY BANTILLO
 Myria Balicao
JUDY BOLDUC
 Kim Conaghan

JEANNE CASE
 Donna Melnychyn
JINNY COTE
 MarÉlie Savoie
KULJIT DHALIWAL
 Rajinder Rai
CARMEN ESCOBAR
 Claudia Guzman-Vilchez

ADRIENNE MASON
 Ashley Wiebe
AMANDA MEAYS
 Audrey Ehalt
AMOREENA MURRAY
 Karen Hollingworth
TANNAS ROSS
 Sheena Murphy

JOHANNE THEROUX
 Julie Allard
JULIE THEROUX
 Julie Allard
TAMAR VAILLANT
 Joeline Jean-Claude

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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 February. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en février.

EVA KOPEC <i>Director/Directrice</i>	SHELLEY MEHLING <i>Director/Directrice</i>	ELIZABETH SLY <i>Director/Directrice</i>	KATHERINE DILORENZO Shelley Recoskie RAVEN HOGUE Sherry Ogasawara	JULIE LACASSE Ginette Desforges CANDICE LOEPPKY Giselle Marmus	JULIA MOULAND Elaine Maeland NICOLE TOMA Chrissy Novak
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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 February. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en février.

CAROL RENNEHAN <i>Director/Directrice</i>	MARILYN BODIE <i>Director/Directrice</i>	DEB WYNN <i>Director/Directrice</i>	CLAUDIA PERROTTI <i>Director/Directrice</i>	AGNES BORN Erna Voth	FATIMA RAZA Ishali Mulchandani
YASMIN MANAMPERI <i>Director/Directrice</i>	SUE MCELHANNY <i>Director/Directrice</i>	PAM ALIMANZI Donna Melnychyn	DIANE POULIN <i>Director/Directrice</i>	DIANE BOULANGER France Grenier	KATHLEEN SPALEK Sarah Bardell
ELAINE MAELAND <i>Director/Directrice</i>	KIM SHANKEL <i>Director/Directrice</i>	LAURETTA GORMAN <i>Director/Directrice</i>	MARCELYN QUERINO <i>Director/Directrice</i>	JENNIFER CURLEW Maureen Corrigan	FLORAME TANIAN Kelly Thomas-Petroff
KYLA BUHLER <i>Director/Directrice</i>	LOUISE ANN BRUNET <i>Director/Directrice</i>	ALISON HOGAN <i>Director/Directrice</i>	LORRAINE QUINTAL Deanna Pease	ANNE-MARIE EVANS Shannon Cameron	MONICA TURNER Emily Chambers
JOYCE BIGELOW <i>Director/Directrice</i>	SARA CHOWDHERY <i>Director/Directrice</i>	JUDY KRELOVE Donna Matthews	SANDLY SENAT Gloria Mayfield-Banks	SANDRA FAVROT Nicole Bellemare	
MARILYN MACKENZIE-CUSACK <i>Director/Directrice</i>	DONNA DODDS <i>Director/Directrice</i>	SHANNAN SMITH <i>Director/Directrice</i>	LUISA ALDORASI Alison Hogan	BONNIE HOYLE Joy Barber	
MANDEEP BAMBRAH <i>Director/Directrice</i>	BONNIE EIDSE Vaun Gramatovich	FATMA BOUSSAHA Joeline Jean-Claude	CRISTINA ALVAREZ Teresa Alomar-Story	SYLVIE LAROSE Martine Richard	
CELSA PASMO <i>Director/Directrice</i>	GINA GE QIAN <i>Director/Directrice</i>	CAROLYN NOFTALL <i>Director/Directrice</i>	JOVELYN BALTAZAR Joy Nicavera	LISA MARSHALL Angela Dean	

New Team Leaders/Nouveaux chefs d'équipe

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

AMY BANTILLO Myria Balicao	AISLINN DRYDEN Angela Dean	NANCY GIATTI Shelley Recoskie	ANNEMARIE LEUNG Sarah Reece-Robertson	AMOREENA MURRAY Karen Hollingworth
AGNES BORN Erna Voth	CARMEN ESCOBAR Claudia Guzman-Vilchez	JULIE LACASSE Ginette Desforges	ADRIENNE MASON Ashley Wiebe	

New Star Team Builders/Nouvelles Bâtisseuses d'équipe Étoile

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

STEFANIE AUSTIN Anne Austin	ROSE-AIMEE CHARTRAND Cassandra Lay	SANDRA FAVROT Nicole Bellemare	AMANDA MEAYS Audrey Ehalt	PATRICIA RETTIS-MARTINEZ Claudia Guzman-Vilchez
JOVELYN BALTAZAR Joy Nicavera	JIA YI (CLAIRE) CUI Chun Hui Mo	M. E. GUTIERREZ-CAMPOS Teresa Alomar-Story	VÉRONIQUE NOLIN-MORIN Guyline Comeau	RENU SHARMA Randhir Singh
ANNA BOCHENSKA Yasmin Manamperi	JENNIFER CURLEW Maureen Corrigan	ROSE HEATHERS Sharon Coburn	HOLLY PROULX Marilyn Bodie	SARAH WATTS Sarah Reece-Robertson
DEBBIE CARROLL Maureen Vincent	CAROLINE DEBOER Larisa Day	THAY KEOMEUANGKHOUN Gloria Mayfield-Banks	FATIMA RAZA Ishali Mulchandani	SARAH WATTS Sarah Reece-Robertson
				YING ZHAO Chun Hui Mo

Head Of The Class Achievers/Championnes En tête de classe

The following Independent Sales Directors achieved Mary Kay's Head Of The Class program by achieving at least \$5,000 in net adjusted wholesale production and adding two or more qualified personal team members within one month of their debut date. /
Les Directrices des ventes indépendantes suivantes ont réussi le programme En tête de classe Mary Kay en réalisant une production de groupe nette ajustée de 5 000 \$ en gros ou plus et en ajoutant au moins deux nouveaux membres d'équipe personnelle qualifiés dans le premier mois suivant la date de leurs débuts.

Chun Hui Mo Lynette Pagkaliwangnan

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Fabulous 50s Achiever/Championne Fabuleux 50

The following Independent Sales Director achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of her debut date./La Directrice des ventes indépendante suivante a atteint la programme de championne Fabuleux 50 Mary Kay 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 ses débuts.



Julie Allard (Drummondville, QC)
National Area/Famille nationale: Angie Stoker
Debut/Débuts: September/Septembre 2009

On The Move Achievers/Championnes En marche!

The following Independent Sales Directors achieved Mary Kay's On The Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date./Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Terry Burch

Maura Lucente

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march 2010 recognition

reconnaisances de mars 2010

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in March 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 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 February. / Commissions touchées en mars par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{re}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} 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^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en février.

Angie Stoker



\$30,818.00

Renée Daras



\$20,552.00

Brenda Summach



\$18,600.00

Elena Sarmago



\$16,012.00

Doreen Burggraf



\$15,513.00

Dalene Allen \$14,035.00
Heather Armstrong 13,812.00
Gloria Boyne 13,075.00
Bernice Boe-Malin 12,957.00

Marcia Grobety \$12,422.00
Gail Adamson 10,909.00
Linda MacDonald 10,457.00
Anne Austin 10,245.00

Darlene Ryan-Rieux \$9,330.00
Susanne Felker 9,247.00
Olive Ratzlaff 8,897.00
Donna Lowry 8,410.00

Philomena Warren \$6,415.00
Debbie Mattinson 6,179.00
Sandy Campbell 5,797.00
Janice Connell 5,763.00

Donna Weir \$5,040.00
Jane Kostli 3,678.00

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 Director who achieved the Diamond Circle during the month of March. / 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 à la Directrice nationale des ventes indépendante suivante qui a accédé au Cercle Diamant en mars.

Susanne Felker



Level 1/Niveau 1

Top 10 Independent National Sales Director Area Retail Production/Production de Famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of March 31st, 2010. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 31 mars 2010. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker \$6,876,489.25	B. Summach \$4,144,083.26	Elena Sarmago \$2,517,499.99	Gloria Boyne \$2,224,400.83	Gail Adamson \$2,182,537.20
H. Armstrong 5,231,831.08	Doreen Burggraf 2,827,939.86	Dalene Allen 2,457,047.74	D. Ryan-Rieux 2,187,376.80	Anne Austin 2,112,872.10

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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!

Angela Hargreaves	\$7,354.00	Marylee Dawson	\$4,833.25	Lisa Dawn Cull	\$4,500.50	Lori Denis	\$4,200.00	Lucie LaFrance	\$3,603.00	Donna Hine	\$3,601.00
Esther Gallop	6,503.50	Cassandra Lay	4,726.50	Shauna McMinis	4,226.00	Deanna Blue	4,129.00	Kirsten Sharp	3,603.00	Kristina White	3,600.75
Sheri Gray	5,445.50	Robyn Mitchell	4,524.25	Kelli Arsenaout	4,201.50	Sonia Dumas	4,106.50	Kathleen Yarn	3,602.25	Laura Sigurdson	3,600.50
Shivonne Vienneau	5,422.25	Carol Miller	4,507.25		\$4,200	Tania Woodfield	3,604.25	Debbie Furlong	3,601.25		

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!

Lorna Hosker	\$3,412.25	Nancy Murray	\$2,490.50	Allyson Beckel	\$2,243.25	Lori McManus	\$1,876.50	Kayla Giles	\$1,813.25	Teresita Cabreza	\$1,801.75
Marilyn Thiessen	3,409.25	Salma Jiha	2,480.75	Cindy Orrett	2,230.50	Roxanne Scott	1,866.75	Sukhjit Mann	1,813.25	Ioana Medesan	1,801.75
Sharon Korol	3,359.75	Linda Anderson	2,470.00	Darlene Olsen	2,227.75	Danielle Bourgault	1,866.00	Rachelle McCready	1,812.75	Genevieve Beaudoin	1,801.50
Louise Ann Brunet	3,331.50	Heather Tempest	2,466.00	Sherry Hanuse	2,223.00	Bonita Cheddie	1,865.25	Audrey Meintjes	1,812.00	S. Greenwood-Plante	1,801.50
Ania Frasca	3,330.50	Cheryl Fiander	2,448.75	Charlene Gagne	2,221.25	Jessica Kitto	1,861.00	Christina Walters	1,811.00	Mishel George	1,801.50
Atosa Moini	3,157.25	Neilena Stephenson	2,444.00	Abby Wytinck	2,220.50	Teresa Da Silva-Avila	1,858.50	Isabelle Jean	1,810.25	Patricia Norris	1,801.50
Alison Silcoff	3,124.00	Joanne Sanders	2,443.00	Rita White	2,206.25	Gladys Neumann	1,857.00	Julie Theroux	1,810.00	Keri Evers	1,801.25
Chelsea Grove	3,103.75	Sharon Leyne	2,422.25	Helena Bourgeois	2,189.75	Janeen Robertson	1,855.25	Jackie Kimmitt	1,809.25	Harjit Anand	1,801.00
Maria Bernal	3,042.75	Carroll Jackson	2,420.25	Kristen McBride	2,144.25	Josée Canuel	1,853.00	Mora Soussia	1,809.00	Erin Goffin	1,801.00
Cindy Chartier	3,023.50	Kathie McGann	2,418.75	Anick Girard	2,120.00	Mila Alampay	1,851.50	Agusthina Hoosier	1,808.50	Lisa Smith	1,801.00
Amanda Squires	3,014.75	Lisa Pekari	2,418.75	Nancy McEwen	2,116.50	Kristen Coatsworth	1,850.00	Kristine Gretzinger	1,808.25	Lisa Olson	1,801.00
Paula Blain	3,005.50	Kathleen Cyr	2,417.75	Shannon Wogenstahl	2,102.75	Karen Hollingworth	1,849.25	Leora-Jayne Elliott	1,808.00	Heidi Degenhardt	1,800.75
Erin Nathanielsen	3,004.00	Kristen Avery	2,413.75	Charlene Phillips	2,093.50	M. Ramsay-Checkosis	1,846.75	Isabelle Tremblay	1,808.00	Lisa Smith	1,800.75
Karen Pellatt	3,004.00	Shauna McNarland	2,413.75	Michele Thomson	2,090.50	Joyce Harnett	1,845.25	C. Banting-Wrobel	1,807.75	Mary Anne Whitford	1,800.75
Jenna Topola	3,003.25	Aline Guerard	2,407.75	Isabelle Faucher	2,080.75	Elizabeth Sly	1,845.25	Tenille Enns	1,807.50	Tricia Clarke	1,800.50
Patricia Desormeaux	3,001.00	Marie-Claire Allard	2,406.50	Lyne Bouthiette	2,076.25	Charmaine Stinson	1,844.50	Wanda Caldwell	1,807.25	Andrea Fox	1,800.50
Lisa Mallory	3,000.50	Pearl Wiebe	2,406.25	Carrie Gunter	2,059.75	Donna L Fidler	1,842.50	Nadeen Rashed	1,807.00	Michelle Richer	1,800.50
Amanda Sikora	3,000.50	Lyne Dube	2,405.50	Vilma Cruz	2,054.75	Marianne Cochrane	1,842.25	Adriana Toogood	1,806.75	Lesley Smith	1,800.50
Lisa Pereira	3,000.25	Kayla Green	2,405.50	Diane Murray	2,036.25	Marilyn Moynour	1,840.75	Sonia Cardin	1,806.50	Karen Cuano	1,800.50
	\$3,000	Jamie Bockus	2,404.50	Janelle Desjardins	2,022.25	Marlene Cornelis	1,839.25	Shelley Barrett	1,806.00	M.C. Desnoyers	1,800.25
Shannon Bodnar	3,000.00	Kim Graffi	2,403.25	Veronique Lalonde	2,019.75	Claire Mercier	1,838.00	France Chaput	1,805.50	Zeina El-Zahaby	1,800.25
Susan Dart	2,912.75	Yvonne Lo	2,402.50	Lyne Bouthiette	2,008.75	Maryann McBryan	1,836.00	Jillian Stevens	1,805.50	T. Greig-Coatsworth	1,800.25
Lorrie Henke	2,900.00	Lisanne Plante	2,401.25	Lorena B Siemens	1,981.00	Jennifer Carrasquillo	1,834.50	Angela Street	1,805.50	Ariel Huang	1,800.25
Hilda Hiscock	2,810.75	Jackie Singh	2,401.25	Eileen Lefebvre	1,980.00	Holly Kay	1,834.50	Christina Escobar	1,804.50	Mary Ingraham	1,800.25
Tricia Friesen	2,809.25	Veneta Dimitrova	2,401.00	Joyce Goff	1,967.50	Evelyn McGillis	1,832.00	Cheryl Kelly	1,804.50	Ursula Marshall	1,800.25
Connie Graham	2,806.75	Dale McDonald	2,400.75	Lynda Drysdale	1,960.25	Christine Rossi	1,828.75	Angela Kimmie	1,804.25	Chinedu Mba	1,800.25
Holly Donley	2,800.00	Kylie Wall	2,400.50	Carinne Michaud	1,960.00	Rebecca Gillis	1,827.00	Adrienne Rempel	1,803.75	Barbara Marcinczak	1,800.25
Kassandra Walker	2,696.75	Sandee Izzard	2,400.25	Li Zhuang	1,958.75	Dawn Henry	1,824.25	Barbara Webster	1,803.50	Ivana Musinova	1,800.25
Hélène Dallaire	2,692.25	Jolene Lammers	2,400.25	Sherry Gilbert	1,957.50	Sika Mosso	1,824.25	Karamjit Kandhola	1,803.25		\$1,800
Rae Naka	2,654.75		\$2,400	Jayne Fochler	1,952.00	Anita Erasmus	1,821.75	Annie Lomanog	1,803.25	Kimiko Carlson	1,800.00
Heather Bottomley	2,622.25	Esterina Ciappa	2,400.00	Lorraine Quintal	1,950.00	Rima Moubarak	1,820.00	Infante Erika	1,803.00	Julie Casaubon	1,800.00
Maria Castillo	2,609.00	Angela Field	2,400.00	Jacquelyn Valley	1,944.50	Sarah Nugent	1,819.25	Ghislain Houle	1,803.00	Irene Calagui	1,800.00
Linda Giesbrecht	2,601.25	Christina Kuzyk	2,400.00	Natalie Demers	1,924.00	Laura Sanborg	1,819.25	Katrina Keough	1,803.00	Kuljit Gill	1,800.00
Candice Loepky	2,597.25	Ayda Bahrami	2,391.25	Céline Fréchette	1,917.00	Lisa Alloway	1,818.00	Tanya Joss	1,802.50	Temmy Hsu	1,800.00
Fahima Awde	2,578.50	Veronique Boisvert	2,387.00	Marilyn Massieclarke	1,916.75	Erika Vargas	1,816.25	Cheryl Price	1,802.50	Meagan Korell	1,800.00
Harpreet Singh	2,567.50	Ellen Hatlevik	2,349.00	Christi McNair	1,908.75	Paramjit Sandhu	1,815.50	Fatima Raza	1,802.50	Melanie May	1,800.00
Debbie Parsons	2,538.50	Deanne Bonilla	2,339.50	Feithline Stuart	1,887.00	Christy Silvestri	1,814.75	Victoria Spurrell	1,802.50	Holly McDiarmid	1,800.00
Tracy Grant	2,536.75	Brenda Ewasjuk	2,313.75	Jonathan Meyer	1,882.25	Maria Salenga	1,814.75	Iris Flores	1,802.25	Suzane Mesheau	1,800.00
Meagan Decksheimer	2,521.50	Siobhain O'Connor	2,293.00	Ysabelle Duchesne	1,879.50	Cathy Smockum	1,814.50	Courtney Friesen	1,802.25	Arlene Patko	1,800.00
Sharon Todd	2,507.25	Helen Greenspan	2,288.00	Susan Bannister	1,877.00	Pascale Picard	1,814.25	Sandra Skinner	1,802.25	Sheila Spurr	1,800.00
Lourene Roode	2,492.50	Nicole Pascretta	2,279.00	Nancy Morin	1,876.75	Lucie Teixeira	1,814.25	Maryle Lenda	1,802.00	Betty Tam-Chong	1,800.00

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 March. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en mars, exception faite des commissions des Chefs d'équipe et des VIP.

Angela Hargreaves	\$10,354.87	Elizabeth Farris	\$5,125.68	Martine Richard	\$4,223.16	Anna Leblanc	\$3,567.67	Jacqueline Cullen	\$3,284.22	Judith Richardson	\$2,969.31
Josée D'Anjou	8,440.73	Evelyn Ramanauskas	4,979.22	Angela Dean	4,104.25	Frances Fletcher	3,549.09	Shirley Austin	3,267.13	Vaun Gramatovich	2,967.80
Mireille Morin	8,389.35	Carol Heath	4,922.91	Guyline Comeau	4,065.17	Josianne Boily	3,498.58	Monica Noel	3,260.81	Gina Hormann	2,955.71
Shannon Shaffer	6,789.24	Mary Davies	4,878.58	Eve Raymond	4,034.74	Maura Lucente	3,498.42	Judi Todd	3,231.36	Ishali Mulchandani	2,954.83
Tamara Swatske	6,717.60	Marilyn Bodie	4,838.14	Georgie Anderson	4,011.62	Beverley Dix	3,476.41	Kathy Whitley	3,223.64	Audrey Ehalt	2,950.17
France Grenier	6,713.84	Wanda Groenewegen	4,784.53	Pat Paul	3,985.47	Louisa Hoddinott	3,468.26	Marilyn Clark	3,219.90	Sharon Wolthers	2,920.64
Susan Bannister	6,574.22	Lorrie Henke	4,766.53	Cathie Chapman	3,982.02	Maureen Corrigan	3,415.09	Shelley Haslett	3,203.83	Sheena Murphy	2,901.14
Fiona Corby	6,506.04	Rajinder Rai	4,759.42	Guyline Dufour	3,905.29	Linda Feldman	3,409.88	Judy Buchanan	3,152.04	Connie Turner	2,891.20
Shelley Recoskie	6,220.85	Karen Taylor	4,703.33	Elaine Maeland	3,813.67	Jane Maria Arsenaout	3,390.69	Becky Lawrence	3,129.77	Carol Hoyland-Olsen	2,880.27
Claribel Avery	5,985.39	Beryl Apelbaum	4,673.54	Louise Boulanger	3,793.66	Debbi Kay	3,358.28	Liz Wodham	3,119.55	Susie Leakvold	2,856.85
Sarah Reece-Robertson	5,848.83	Harpreet Dhaliwal	4,660.99	Jill Ashmore	3,780.62	Teresita Abad	3,340.15	Mary O. Ogunyemi	3,098.27	Lynn Brady	2,855.92
Shirley Peterson	5,787.18	Elaine Sicotte	4,649.12	Joy Nicavera	3,748.08	Gaylene Gillander	3,340.15	Teresa Ho	3,095.40	Helen Lupena	2,851.02
Allyson Beckel	5,599.24	Lorraine McCabe	4,551.38	Sheila Lefebvre	3,733.59	Jennifer Levers	3,336.71	Kim Shankel	3,078.66	Kyla Buhler	2,850.26
Nathalie Delisle	5,534.70	Donna Matthews	4,519.67	Randhir Singh	3,688.76	Darlene Olsen	3,327.59	Kathy Handzuik	3,074.86	Karen Hollingworth	2,835.45
Sharon Coburn	5,413.09	Genette Desforges	4,396.08	Gladys MacIntyre	3,658.02	Angie Fedorchuk	3,323.09	Louiselle Duchesne	3,043.99	Patti Babyn	2,827.63
Sharon Izen	5,329.30	Heather Cook	4,335.45	Rhoda Burton	3,586.40	Barb McKellar	3,301.45	Giselle Marmus	3,008.10	Pam Hill	2,791.56
Teresa Alomar-Story	5,327.69	Elaine Fry	4,298.30	P. Bessant Kanderka	3,579.68	Michelle Currie	3,299.76	Cheryl Page	3,003.91	Fernanda Silva	2,770.21
Donna Melnychyn	5,296.43	Joeline Jean-Claude	4,279.81	Ming Tsang	3,571.91	Cheryl Neuman	3,299.62	Yasmin Manamperi	2,993.01	Agnes Loshusan	2,764.66
Darcey Smith-Heath	5,183.42	Robin Courneya-Roblin	4,230.57	Sarah Bardell	3,570.86	Deanna Pease	3,294.02	Paulette Nimco	2,970.48	Shannon Cameron	2,763.45

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 563 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% 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)

Deb Prychidny	\$2,711.45	Louise Desy	\$2,517.47	Esther Gallop	\$2,421.03	Sherry Ogasawara	\$2,312.45	Judy Toupin	\$2,199.36	Donna Witt	\$2,047.72
Kim Conaghan	2,709.46	France Légaré	2,511.57	Joyce Bigelow	2,419.09	Cassandra Lay	2,309.78	Deb Wynn	2,180.02	M. Summach-Goetz	2,039.18
Barbara Bond	2,658.70	Maria Bennett	2,509.74	Joy Zaporozan	2,408.36	Betty Lister	2,306.86	Paymaneh Varahram	2,172.39	Alison Hogan	2,022.86
Louise Fortin	2,638.52	Bonnie Vigue	2,496.67	Cicily Brewer	2,400.72	Phyllis Hansford	2,305.41	Arleen Fritz	2,163.59	Lenore Oughton	2,019.53
Charlene Blackstar	2,605.72	Chrissy Novak	2,496.62	Jasbir Sandhu	2,398.52	Sophie Audet	2,291.18	Danielle Theriault	2,138.84	Diane Riddell	2,019.11
Mychele Guimond	2,604.86	Giovanna Russo	2,467.31	Chun Hui Mo	2,386.32	Pam Behnke-Van Hoof	2,276.64	Sara Roberts	2,130.87	Lucie Beauregard	2,018.05
Kathryn Milner	2,598.09	Shirley Fequet	2,465.15	Isabelle Meunier	2,379.93	Carol Adams	2,257.73	Sandra Neufeld	2,123.79	Victoria Wakulchuk	2,013.64
Debbie McLaughlin	2,592.37	Anik Seguin	2,451.22	Pat Monforton	2,373.11	Julie Ricard	2,255.98	Angella Maynard	2,110.27	Alex Quinn	2,013.00
Sharlene Bukurak	2,577.52	Fran Sorobey	2,436.86	Mary-Lou Hill	2,359.64	Connie Graham	2,238.12	Carlene Kerr	2,096.42	Amy Shang	2,010.00
Susan Richardson	2,574.48	Eva Kopec	2,431.28	Rita Samms	2,344.17	Heidi McGuigan	2,228.54	Barbara Berven	2,091.19	Claudia Perrotti	2,003.55
Janice Appleby	2,568.03	Nancie Lachance	2,424.78	Shivonne Vienneau	2,328.96	Sonia Janelle	2,226.53	Erna Voth	2,083.19		
Joyce Goff	2,561.13	Dierdre McKay	2,422.47	Peggy Denomme	2,325.68	Harsimran Saini	2,217.43	Mandeep Bambrab	2,080.96		
Kitty Babcock	2,523.84	Marie York	2,421.55	Diane Burness	2,312.77	Debbie Struthers	2,207.47	Donella Sewell	2,073.68		

Scoreboard/Tableau des résultats

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

Angela Hargreaves	\$77,409.00	Evelyn Ramanauskas	\$34,757.00	Guyline Comeau	\$29,139.00	Donna Matthews	\$26,252.50	Louisa Hoddinott	\$24,021.00	Cicily Brewer	\$21,549.50
Susan Bannister	54,895.50	Donna Izen	34,481.50	Rhoda Burton	29,021.50	Cheryl Page	26,214.00	Monica Noel	24,012.50	Debbie McLaughlin	21,547.50
France Grenier	54,039.00	Mary Davies	34,278.50	Jacqueline Cullen	28,988.00	Josianne Boily	26,132.00	Gina Hormann	23,934.00	Audrey Ehalt	21,543.50
Mireille Morin	52,583.00	Jill Ashmore	33,548.00	Sarah Bardell	28,782.50	Maura Lucente	26,129.50	Ishali Mulchandani	23,920.50	Yasmin Manamperi	21,461.50
Tamara Swatske	51,537.50	Joeline Jean-Claude	33,535.50	Ginette Desforges	28,435.50	Harpreet Dhalwal	26,011.00	Judy Buchanan	23,720.00	Joyce Goff	21,395.50
Allyson Beckel	49,141.50	R. Courneya-Roblin	33,187.00	Joy Nicavera	28,432.00	Randhir Singh	25,975.00	Louise Fortin	23,669.50	Connie Turner	21,386.00
Fiona Corby	48,824.00	Claribel Avery	32,829.50	Angela Dean	28,430.00	Liz Wodham	25,616.50	Karen Hollingworth	23,581.50	Mary-Lou Hill	20,917.50
Shelley Recoskie	47,659.50	Sheila Lefebvre	32,824.50	Sharon Coburn	28,202.00	Debbi Kay	25,512.00	Shannon Cameron	23,551.50	Shelley Haslett	20,729.50
Shirley Peterson	46,498.00	Cathie Chapman	32,799.50	Kathy Whitley	28,056.00	Gladys MacIntyre	25,507.50	Sharon Wolthers	23,131.00	Pat Monforton	20,551.00
Shannon Shaffer	44,738.50	Martine Richard	32,664.00	Michelle Currie	28,012.50	Anna Leblanc	25,355.50	Kathryn Milner	23,047.50	Peggy Denomme	20,395.00
S. Reece-Robertson	43,009.00	Louise Boulanger	32,171.00	Marilyn Clark	27,998.50	Teresita Abad	25,233.00	Mary O. Ogunyemi	22,892.50	Anik Seguin	20,382.00
Carol Heath	40,352.50	Lorraine McCabe	31,858.50	Elaine Fry	27,981.50	Patti Babyn	25,040.50	Lynn Brady	22,706.50	Shivonne Vienneau	20,349.50
Lorrie Henke	39,485.00	Frances Fletcher	31,524.50	Maureen Corrigan	27,924.50	Jennifer Levers	24,949.00	Sheena Murphy	22,631.50	Sherry Ogasawara	20,191.50
Teresa Alomar-Story	38,750.50	Donna Melnychyn	31,459.50	Jane Maria Arsenaull	27,673.50	Gaylene Gillander	24,794.00	Janice Appleby	22,585.00	Carol Hoyland-Olsen	20,179.50
Nathalie Delisle	38,374.50	Guyline Dufour	31,071.00	Kim Shankel	27,311.00	Beverly Dix	24,613.00	Darcey Smith-Heath	22,252.00	Diane Burness	20,179.00
Beryl Apfelbaum	38,054.50	Elaine Sicotte	30,983.50	Kathy Handzuik	27,305.50	Cheryl Neuman	24,520.50	Karen Taylor	22,184.00	Cassandra Lay	20,120.50
Josée D'Anjou	37,922.95	Elaine Maeland	30,979.50	Ming Tsang	27,100.00	Deanna Pease	24,489.50	P. Bessant Kanderka	22,042.50	Charlene Blackstar	20,088.00
Marilyn Bodie	37,673.00	Georgie Anderson	30,948.00	Linda Feldman	27,008.00	Pam Hill	24,415.50	Chrissy Novak	21,871.00	France Légaré	20,083.00
Wanda Groenewegen	36,306.50	Elizabeth Farris	29,997.00	Judi Todd	26,518.50	Paulette Nimco	24,380.00	Esther Gallop	21,862.00	Rita Samms	20,049.50
Heather Cook	35,781.00	Barb McKellar	29,253.00	Angie Fedorchuk	26,509.00	Fernanda Silva	24,157.00	Sharlene Bukurak	21,761.50	Maria Bennett	20,023.50
Pat Paul	35,161.00	Rajinder Rai	29,233.50	Giselle Marmus	26,278.50	Darlene Olsen	24,024.50	Joy Zaporozan	21,667.00		

Top Recruiting Units/Meilleurs groupes en recrutement

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

Ontario – Shelley Recoskie

British Columbia/Colombie-Britannique – Teresa Alomar-Story

British Columbia/Colombie-Britannique – Sarah Reece-Robertson

Ontario – Fiona Corby

Québec – France Grenier

British Columbia/Colombie-Britannique – Angela Dean

Ontario – Rajinder Rai

Québec – Mireille Morin

Alberta – Donna Melnychyn

Ontario – Teresita Abad

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Shivonne Vienneau

British Columbia/Colombie-Britannique – Kirsten Sharp

Manitoba – Angela Hargreaves

New Brunswick/Nouveau-Brunswick – Esther Gallop

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Lisa Dawn Cull

Nova Scotia/Nouvelle-Écosse – Connie Graham

Nunavut – Ellen Hallevik

Northwest Territories/Territoires du Nord-Ouest – Holly Donley

Ontario – Sheri Gray

Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – Sonia Dumas

Saskatchewan – Robyn Mitchell

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 March. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en mars.

Angela Hargreaves	\$1,899.48	Guyline Dufour	\$1,193.31	Shannon Shaffer	\$1,035.45	Agnes Loshusan	\$972.87	Evelyn Ramanauskas	\$958.62	Kathy Whitley	\$853.80
Tamara Swatske	1,424.07	Shirley Austin	1,179.75	Luba King	1,022.28	Liz Wodham	966.18	R. Courneya-Roblin	921.09	Louisa Hoddinott	851.37
Shelley Recoskie	1,270.44	Monica Noel	1,164.24	Jacqueline Cullen	1,018.53	Shirley Fequet	965.94	Rhoda Burton	912.15	Lorraine McCabe	847.26
Sheila Lefebvre	1,251.57	Susan Bannister	1,108.86	Deb Wynn	997.98	Rajinder Rai	962.04	Donna L Fidler	909.57	Randhir Singh	843.87
Lorrie Henke	1,212.48	Connie Turner	1,044.39	Kyla Buhler	985.08	Angela Dean	961.53	Kathleen Spalek	877.98	Michelle Currie	835.05
Elaine Maeland	1,196.79	Shannon Cameron	1,039.50	Angie Fedorchuk	978.42	Josianne Boily	958.83	P. Bessant Kanderka	867.78	Carol Heath	826.02

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVÉS ET AVOIR AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVÉS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉTÉ AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMIS LES 3 996 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMIS LES 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMIS LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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

Sharon Wolthers	\$797.52	Marie York	\$715.29	Susie Leakvold	\$653.10	Susan Richardson	\$585.21	Lynne Pocock	\$554.55	Joyce Bigelow	\$525.72
Paymaneh Varahram	782.79	Sophie Audet	711.93	April Williams	651.66	Barbara Berven	584.16	Genevieve Laramée	553.89	Louise Boulanger	524.19
Sylvie Larose	771.81	Sarah Bardell	711.63	Alison Hogan	645.96	Florame Tanian	581.07	Michelle Gurdebeke	551.61	Mary O. Ogunyemi	523.50
Sheena Murphy	767.07	Chun Hui Mo	707.31	Nicole Pasacreta	643.14	Claudia Rodriguez	579.84	Veronica Spanton	550.35	Michele Gustafson	515.91
Linda Feldman	766.41	Diane Burness	694.20	Fran Sorobey	639.30	Tamar Vaillant	579.42	Sara Roberts	549.93	Allyson Beckel	512.55
Karen Taylor	765.27	Guyline Comeau	690.15	Teresita Abad	636.90	Johanna Tobin	579.09	M. E. Gutierrez-Campos	539.16	Jackie Cowderoy	510.06
Judy Bolduc	763.32	Donna Melnychyn	683.73	Becky Lawrence	625.29	Kimberley Lougas	578.19	Cheryl Page	536.34	Diane Riddell	509.85
Cheryl Neuman	762.96	Claudine Pouliot	683.28	Kim Shankel	620.82	Susan Placsko	577.68	Rita White	536.25	Wendy-Lynn Jones	504.93
Kathy Quilty	743.19	Ruby Chapman	681.36	Christine Ransom	618.57	Anna Leblanc	574.29	Martine Richard	534.33	Mariola Herbasz	504.54
Harpreet Dhaliwal	740.34	Gina Hormann	673.29	Heather Hewitt	617.85	Jovelyn Baltazar	565.38	Jovelyn Baltazar	533.88	Darcey Smith-Heath	504.54
Elaine Sicotte	732.75	France Grenier	672.90	Joyce Harnett	617.82	Karen Goldrick	564.69	Darlene Olsen	532.65	Kathryn Milner	502.80
Fernanda Silva	730.98	Mary-Lou Hill	665.58	Charlene Bukurak	614.49	Marilyn Bodie	564.63	Fatima Zohra	532.41	Eugénette Fortin	500.22
Charlene Blackstar	729.54	Pat Paul	665.04	Carol Rennehan	602.79	Lynda Switzer	562.83	Jeanne Case	530.40		
Fiona Corby	724.92	Chrissy Novak	664.71	Kathy Roberts	593.13	Fatema Khaku	561.00	Ada Cheng	529.53		
Shelley Haslett	723.12	Eva Kopec	661.62	Patti Baby	586.50	Tracey Douglas	558.69	Agnes Born	528.42		
Georgie Anderson	721.71	Louise Fortin	660.21	Gladys MacIntyre	585.75	Jennifer Levers	557.64	Debbie Struthers	528.12		
Joy Zaporozan	720.42	Deanna Pease	656.88	Raven Hogue	585.45	Jill Ashmore	556.20	Marlene Commins	525.93		

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 March. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en mars.

Debbie McLaughlin	\$623.44	Joan Elliott	\$392.26	Carol Hinch Croteau	\$343.82	Ginette Desforges	\$307.92	Harsimran Saini	\$295.32	Debbie Graham	\$258.54
Helen Lupena	560.68	Venette Gerden	357.14	Sarah Reece-Robertson	326.48	Nancie Lachance	306.68	Diane Harvey	291.56	Julie Bisson	258.20
Amy Shang	530.42	Maureen Wiebe	350.88	Nadia Desroches	324.70	Barbara Craig	296.50	Anik Seguin	282.58	Victoria Wakulchuk	255.66
Claribel Avery	430.76	Julie Allard	347.46	Rose Guillemaud	313.44	Myria Balicao	296.26	Johanne Girard	269.04	Dale Kathryn Grove	254.20
Nathalie Delisle	409.86	April Toth	347.30	Diana Hiscock	308.34	Louise Desy	296.20	Karen Piovesan	266.30		

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 March. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en mars.

Kristen McBride	\$168.62	Sara MacDonald	\$120.16	Olga Putina	\$99.23	Shirley Eisenkrein	\$92.82	Sophie Legault	\$84.19	Jessie Jia	\$78.35
Carolyn Hamelin	167.95	Heidi Degenhardt	120.13	Marie-Josée Bedard	98.17	Joan Crepin	91.77	Leanne Taylor	84.11	Ella Cometa	76.80
Nancy Normandin	153.76	Cheryl Kelly	120.02	Kristel Harder Nelson	98.04	Tanya Desjardins	89.33	Joy Hoskin	83.53	Nancy Thibeault	76.63
Juanita Green	152.32	Robyn Mitchell	120.02	Deb Thiessen	96.55	Joanne Cooper	89.22	Stephanie Coulter	82.19	Jennifer Heidinga	76.18
Sylvie Arsenault	144.12	Karen Yorke	110.70	Cherylle Tardif	96.25	Elaine Bennett	88.83	Amanda Corbett	81.78	Ashleigh Wallace	75.68
Samantha Scobey	143.44	Melanie Dionne	109.66	Christina Prikyrl	96.13	Julie Lavioie	88.04	Pearl Berube-Little	81.01	Tania Kuhlman	75.48
Madeleine Gagne	142.55	Connie Charles	107.87	Deborah Anne Peachey	96.05	Kimiko Carlson	87.28	Christine Jacques	80.91	Diane Petit	75.18
Jinny Cote	130.55	Jessica Kitto	104.75	Marilyn Hicken	96.00	Amanda Meays	86.91	Reyvelyn Crispin	80.86		
Abby Wytinck	129.69	Michelle Boscott	104.12	Sandra Foucher	95.48	Tara Marty	85.77	Jennifer James	80.81		
Christy Silvestri	124.75	Claudia Cardoso	103.42	Melany Blanchard	95.27	Wendy Banister	85.66	Martha Trujillo	80.46		
Pat Suchlandt	124.33	Ritu Bhandari	102.70	Gail Jones	93.47	Delphine Laramée	84.80	Josée Bélanger	80.35		
Nancy Lapointe	123.83	Rosie Dorey	99.54	Meera Nair	93.47	Stéphanie Grenier	84.29	Martine Duchesne	78.41		

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 March. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en mars.

CHERYL NEUMAN <i>Director/Directrice</i>	FIONA CORBY <i>Director/Directrice</i>	SOPHIA LIN Maura Lucente	NICOLE PASACRETA ISABELLE PERREAULT <i>Director/Directrice</i>	CRISTINA ALVAREZ Teresa Alomar-Story	NANCY GIATTI Shelley Recoskie
MYCHELE GUIMOND <i>Director/Directrice</i>	ANGELA DEAN <i>Director/Directrice</i>	JUDY BOLDUC Kim Conaghan	SANDRA SKINNER	AGNES BORN Erna Voth	ANNEMARIE LEUNG Sarah Reece-Robertson
LORRAINE UPWARDS <i>Director/Directrice</i>	GEORGIE ANDERSON <i>Director/Directrice</i>	TAMMY ENNS Donna Melnychyn	Jennifer Levers CONNIE TURNER <i>Director/Directrice</i>	TERESA DA SILVA-AVILA Shelley Recoskie	KRISTEN MCBRIDE Sarah Reece-Robertson
MANDEEP BAMBRAH <i>Director/Directrice</i>	MARLOLA HERBASZ Dierdre McKay	CATHERINE LABONTÉ Mireille Morin		TAMMY ELIUK Gina Hormann	CLAUDIA RODRIGUEZ Teresa Alomar-Story

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 March. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en mars.

SHELLEY RECOSKIE <i>Director/Directrice</i>	NANCIE LACHANCE <i>Director/Directrice</i>	JACKIE COWDEROY <i>Director/Directrice</i>	RAJWINDER GILL <i>Director/Directrice</i>	RECHIE DIAZ Joy Nicavera	SHEENA MURPHY <i>Director/Directrice</i>
MONICA NOEL <i>Director/Directrice</i>	RANDHIR SINGH <i>Director/Directrice</i>	ASHLEY LANGEVIN <i>Director/Directrice</i>	SONYA MARTENS <i>Director/Directrice</i>	AISLINN DRYDEN Angela Dean	ALISA THOMAS Terri Kurtzweg
JACQUELINE CULLEN <i>Director/Directrice</i>	GUYLAINE COMEAU <i>Director/Directrice</i>	RHODA BURTON <i>Director/Directrice</i>	SHERRILYNN POULTON <i>Director/Directrice</i>	MARCY GRYWACHESKI Marina Mason	
CAROL HEATH <i>Director/Directrice</i>	ANGIE FEDORCHUK <i>Director/Directrice</i>	ADA CHENG <i>Director/Directrice</i>	CLAUDIA CARDOSO Rajinder Rai	AQUILINA MENDOZA Mireille Morin	

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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 March. / *Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en mars.*

EVELYN RAMANAUSKAS

Director/Directrice

LOUISA HODDINOTT

Director/Directrice

RAJINDER RAI

Director/Directrice

MARY O. OGUNYEMI

Director/Directrice

YASMIN MANAMPERI

Director/Directrice

BARBARA BERVEN

Director/Directrice

DOROTHY OSADCZUK

Director/Directrice

SUSAN BANNISTER

Director/Directrice

ALYCE PARKES

Director/Directrice

ROBIN COURNEYA-ROBLIN

Director/Directrice

LOUISE BOULANGER

Director/Directrice

JENNIFER LEVERS

Director/Directrice

DIANE BURNES

Director/Directrice

MARILYN BODIE

Director/Directrice

JANICE APPELBY

Director/Directrice

MAUREEN CORRIGAN

Director/Directrice

PAMELA BESSANT KANDERKA

Director/Directrice

TARRA KELLER

Director/Directrice

MARIE YORK

Director/Directrice

JOSEE D'ANJOU

Director/Directrice

SHEILA LEFEBVRE

Director/Directrice

DONNA MCLEAN

Director/Directrice

JOY ZAPOROZAN

Director/Directrice

CHARLENE BLACKSTAR

Director/Directrice

NADIA DESROCHES

Director/Directrice

CHARLENE EFFORD

Director/Directrice

LINDA MOREAU

Director/Directrice

CHARMAINE STINSON

Director/Directrice

PATTI BABYN

Director/Directrice

JOSIANNE BOILY

Director/Directrice

CAROL HINCH CROTEAU

Director/Directrice

ALISON HOGAN

Director/Directrice

RAE NAKA

Director/Directrice

KAREN TAYLOR

Director/Directrice

FATMA BOUSSAHA

Director/Directrice

Joeline Jean-Claude

Director/Directrice

TRICIA CLARKE

Director/Directrice

Shirley Peterson

Director/Directrice

JULIE DEFEHR

Director/Directrice

Joy Zaporozan

Director/Directrice

KULJIT DHALIWAL

Director/Directrice

Rajinder Rai

KATHERINE DILORENZO

Director/Directrice

Shelley Recoskie

Director/Directrice

LORRIE HENKE

Director/Directrice

DIANA HISCOCK

Director/Directrice

Darcey Smith-Heath

Director/Directrice

LINDSAY LEWIS

Director/Directrice

ADRIENNE MASON

Director/Directrice

Ashley Wiebe

Director/Directrice

AMOREENA MURRAY

Director/Directrice

Karen Hollingworth

Director/Directrice

MARCELYN QUERINO

Director/Directrice

LORRAINE QUINTAL

Director/Directrice

Deanna Pease

Director/Directrice

BARBARA WEBSTER

Director/Directrice

Dana C Welch

Director/Directrice

YAYA-MARIE AISSI

Director/Directrice

Linda MacDonald

Director/Directrice

JOSEPHINE AZNAR

Director/Directrice

Teresita Abad

Director/Directrice

MARIA BERMUDEZ

Director/Directrice

Teresa Alomar-Story

Director/Directrice

VERONIQUE BOISVERT

Director/Directrice

Nancie Lachance

RAELENE BRUMMUND

Director/Directrice

Marilou Brummund

Director/Directrice

VIVIAN CHAN

Director/Directrice

Diane Peel

Director/Directrice

ANNE CHIASSON

Director/Directrice

Kimberley Boudreau

Director/Directrice

ANDREA CONNACHER

Director/Directrice

Angela Dean

Director/Directrice

VERONICA DUNCAN

Director/Directrice

Kyla Buhler

Director/Directrice

TRICIA FRIESEN

Director/Directrice

Anna Leblanc

Director/Directrice

KAMALJIT GILL

Director/Directrice

Jasbir Sandhu

Director/Directrice

JENNIFER HUZIAK

Director/Directrice

Giselle Marmus

Director/Directrice

HODA KARAKACH

Director/Directrice

RENEE LAVOIE

Director/Directrice

SHARON LEYNE

Director/Directrice

Angie Fedorchuk

Director/Directrice

CANDICE LOEPPKY

Director/Directrice

Giselle Marmus

Director/Directrice

NANCY NICHOLAS

Director/Directrice

Elena Sarmago

EMILIE PATOINE

Director/Directrice

Danielle Theriault

Director/Directrice

KAREN PEARCE

Director/Directrice

Fiona Corby

Director/Directrice

AIDE M. PENA ROJAS

Director/Directrice

Gladys MacIntyre

Director/Directrice

JUDITH POULIN

Director/Directrice

Guyline Comeau

Director/Directrice

NINA PYE

Director/Directrice

Monica Hunt

Director/Directrice

NICOLETA SANPETREANU

Director/Directrice

France Légaré

Director/Directrice

MELISSA SEGURA

Director/Directrice

Lorrie Henke

Director/Directrice

WENDY SONG

Director/Directrice

Fiona Corby

Director/Directrice

ASHLEIGH WALLACE

Director/Directrice

Maura Lucente

Director/Directrice

ANNE WILLIAMSON

Director/Directrice

Sherrilynn Poulton

New Team Leaders/Nouveaux chefs d'équipe

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

CRISTINA ALVAREZ

Director/Directrice

Teresa Alomar-Story

Director/Directrice

JOVELYN BALTAZAR

Director/Directrice

Joy Nicavera

Director/Directrice

NANCY BONENFANT

Director/Directrice

Danielle Theriault

LAURA BURKE

Director/Directrice

Beryl Apelbaum

Director/Directrice

JANICE DANIELS

Director/Directrice

Angie Fedorchuk

Director/Directrice

TAMMY ELJUK

Director/Directrice

Gina Hormann

SANDRA FAVROT

Director/Directrice

Nicole Bellemare

Director/Directrice

VENETTE GERDEN

Director/Directrice

Sandra Neufeld

Director/Directrice

M.E. GUTIERREZ-CAMPOS

Director/Directrice

Teresa Alomar-Story

BONNIE HOYLE

Director/Directrice

Joy Barber

Director/Directrice

CANDICE LOEPPKY

Director/Directrice

Giselle Marmus

Director/Directrice

GLENDA NELSON

Director/Directrice

Sonya Martens

FATIMA RAZA

Director/Directrice

Ishali Mulchandani

Director/Directrice

WENDY SONG

Director/Directrice

Fiona Corby

Director/Directrice

KATHLEEN SPALEK

Director/Directrice

Sarah Bardell

GINETTE THIBAUT

Director/Directrice

Linda Feldman

Director/Directrice

TAMAR VAILLANT

Director/Directrice

Joeline Jean-Claude

New Star Team Builders/Nouvelles Bâtisseuses d'équipe Étoile

Independent Sales Director Grand Achievers Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of March to earn the use of a Ford Fusion SE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en mars pour l'usage d'une Ford Fusion SE ou une compensation en argent.

Patricia Babyn
Barbara Berven
Charlene Blackstar

Connie Graham
Debbi Kay
Joan Knight

Nancie Lachance
Becky Lawrence
Betty Lister

Deborah Prychidny
Anik Sequin
Liz Smith

Connie Turner
Sharon Wolthers

Independent Beauty Consultant Grand Achiever Conseillère en soins de beauté indépendante Grandes Gagnante

The following Independent Beauty Consultants qualified during the month of March to earn the use of a Ford Focus SE or receive cash compensation. / Conseillère en soins de beauté indépendante qualifiée en mars pour l'usage d'une Ford Focus SE ou une compensation en argent.

Teresita Abad

Head Of The Class Achiever/Championne En tête de classe

The following Independent Sales Director achieved Mary Kay's Head Of The Class program by achieving at least \$5,000 in net adjusted wholesale production and adding two or more qualified personal team members within one month of their debut date./La Directrice des ventes indépendante suivante a réussi le programme En tête de classe Mary Kay en réalisant une production de groupe nette ajustée de 5 000 \$ en gros ou plus et en ajoutant au moins deux nouveaux membres d'équipe personnelle qualifiés dans le premier mois suivant la date de leurs débuts.

Teresita Abad

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UP NEXT FALL/HOLIDAY 2010

Ready to fall for our next issue?
Here's what you can look forward to:



BEAUTY BUZZ

Help make a beautiful difference with
Beauty That Counts™.



PLAN A HOLIDAY OPEN HOUSE

Are the weeks leading up to the holidays
more like a *holidaze*? Learn how to make
the most of this lucrative selling season.

+ more profiles
MORE TIPS

AND EVERYTHING WE'RE FALLING FOR IN THE SEASON AHEAD

Love it? Don't? Tell us why:
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sizzling sales.
red-hot rewards.
 discover how to get both
 inside the hottest handbook to
SUMMER 2010



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