

SEPTEMBER 2008

Applause

CELEBRATING **30 YEARS** OF DREAMS COME TRUE

september 2008 ordering bonus

mary kay[®] tote bag

Free with a \$600 wholesale Section 1 order!

At Mary Kay, you're in the business of beauty – and now you can store and carry all of your business tools in one super-stylish spot: the Mary Kay[®] Tote Bag.

It has the look and feel of a “haute” handbag, yet is functional enough to use everyday.

With its black tone-on-tone Mary Kay[®] logo pattern, the Company branding is unmistakable and beautifully understated. And the PVC fabric is extremely durable – a necessity in today's hectic and fast-paced business world.

The Mary Kay[®] Tote Bag is the **final piece in the three-piece collectable set** – so you'll want to get your order in as soon as possible to complete your stylish look!



Collectable!
3rd of 3-piece set!

dates to remember september

- 1: Labour Day.** Mississauga and Montréal offices closed.
- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on September 1st.
- 8: Preferred Customer Program:** Fall/Holiday 2008 issue of *The Look* begins mailing.
- 13: Happy Anniversary!** Celebrate Mary Kay Canada's 30th anniversary and Mary Kay Inc.'s 45th anniversary today.
- 16:** *Shimmer 'n Shine* Fall/Holiday 2008 promotion begins. Check out www.marykay.ca and your **Mary Kay[®] Personal Web Site** to see what's new!
- 20:** September 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 Saving Time to count toward September production. Online and faxed orders must be received by midnight Eastern Daylight Saving Time to count toward September production.

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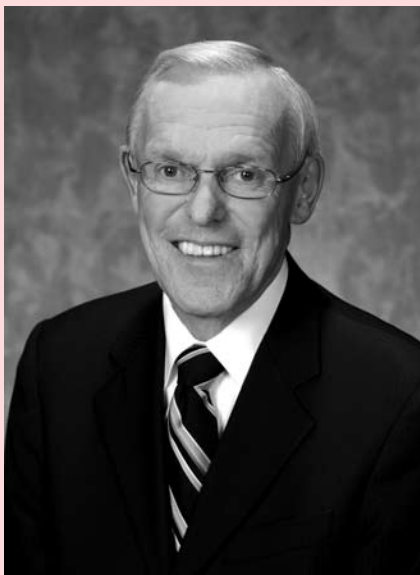
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MARY KAY [®] TOTE BAG*		
Section 1 Suggested Retail	Beginning Section 1 Wholesale	Number of Bonuses
\$1,200	\$ 600	2
\$3,600	\$1,800	3
\$6,000	\$3,000	4

* You can earn the Mary Kay[®] Tote Bag when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of September. The higher your order, the more bonuses you'll earn, to a maximum of four. Orders must be received between September 1st and 30th, 2008. Bonus will be applied to your first qualifying order in the month only and is available while supplies last. We reserve the right to provide a bonus substitute at equal or greater value.



from the president

Dear Mary Kay Family,

As our 30th year in Canada comes to a close and we embark on our fourth decade of sharing Mary Kay's dream, we have so many wonderful memories – and such a bright future to look forward to.

Our *Celebrate The Dream!* Seminar, held in July, provided an appropriate opportunity to recognize our Founder, our pioneers, our Mary Kay royalty from years gone by and our Mary Kay leaders of 2007/2008. Awards Night was truly the epitome of our celebration – an evening filled with glamour, glitz, fun, excitement and emotion.

Our history is rich with accomplishments. We have a past that we can all be proud of and we have a solid foundation and reputation to grow upon. In the past decade, sales grew by nearly 70 percent – and the number of independent sales force members has grown more than 120 percent.

But Mary Kay Ash would always say it's not all about the numbers. Instead, it's about the lives that have been touched by the passing on of her dream opportunity for women. Today, our mission hasn't changed – it's all about perpetuating our Founder's legacy.

I challenge each of you to talk about and share the opportunity with everyone you come into contact with. Be proud of yourself and be proud of what your Company represents for women. Think of all the lives that can be enriched by joining our Mary Kay family! Let's make it our mission during this new Seminar year – and the upcoming decade – to perpetuate Mary Kay's legacy by "passing it on" to the generations of independent sales force members to come. I am proud of you and I believe in you.

Warmest regards,

Ray Patrick, President
Mary Kay Cosmetics Ltd.



Find *Applause*® magazine articles online!

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



PAGE 4

scents of style

Four new mid-tier fragrances offer luxurious scents for everyday at a super value.



PAGE 12

terrific tools

Get ready for fall with brand new business tools.



PAGE 14

celebrating dreams come true

Buff up on your Mary Kay history with special 30th anniversary features.



scents of style

Go ahead and indulge in life's little luxuries with the new regular-line Mary Kay® Eau de Toilette Women's Fragrance Collection.

These four new mid-tier fragrances offer luxurious scents for everyday at a super value. With a scent for everyone, these eau de toilette clear-formula sprays offer casual alternatives to fine fragrances. Simple, yet sophisticated, your customers can choose a new scent every day to match their style du jour! Plus, each 50 mL bottle comes in its own unique, colourful packaging.

\$30 each



Sparkling Honeysuckle™
like strolling through a sunlit garden



Exotic Passionfruit™
juicy • lush • fresh





Warm Amber™

warm • cozy • rich

Simply Cotton™

clean • crisp • refreshing



eau de parfum or eau de toilette? you can have both!

You can't live without your eau de parfum, just like you can't live without your little black dress and classic string of pearls. Everyone should have a signature scent that defines their personality. But for everyday, sometimes you have to break away.

Eau de toilettes are everyday, wearable and simple scents that are not as complex as the fine fragrances of eau de parfums. So what does that mean? It means that everyone can have both in their fragrance collections, using one or the other based on the occasion, the outfit or the mood! For example, a casual day may call for Mary Kay® Eau de Toilette in Simply Cotton™, while a night out may require Affection® Eau de Parfum.

With an eau de toilette, consumers immediately have an idea of what to expect when they smell the fragrance just by hearing the name. In contrast, eau de parfum conveys a desired image and carries names that may or may not have any meaning themselves or to the scent – such as Belara® Eau de Parfum. Also, eau de parfum incorporates more complex fragrances.

Consumers often make selective purchases of eau de parfum because of the higher price point and image they support. Eau de toilettes offer a lower commitment level with less cost.

You can also offer body spray as another fragrance category. With Mary Kay® Deo Body Spritzer in Lotus & Bamboo and Red Tea & Fig, your customers can enjoy these even lighter fragrances for use any time, day or night.

That means more fragrance options for your customers than ever before. The choice is theirs!



sampling scents

With the new Women's Eau de Toilette Fragrance Sampler Card, you can encourage your customers to experience all four new Mary Kay® Eau de Toilette Fragrances on one convenient card. This elegantly designed card features rub-and-release trials of Warm Amber™, Sparkling Honeysuckle™, Simply Cotton™ and Exotic Passionfruit™. One card does it all! And because these fragrances are so spectacular, you'll want to offer samplers to everyone!

Women's Eau de Toilette Sampler Card
\$2 (pack of six)



all things glamorous

Sparkling gold complexions and “notice-me” lips define the look everyone will be wearing this fall – and not just on the red carpet. Lavish your customers in this luxurious trend with the limited-edition *All Things Glamorous* Colour Collection*. Glamourize any look instantly with limited-edition **Mary Kay® Mineral Shimmer Powder** in **Canary Diamond** and **Mary Kay® Lip Gloss** in **Gold Sequins**.

And add gorgeous jewel tones with limited-edition **Mary Kay® Creme Lipstick** in a choice of three gorgeous shades: **Couture Pink**, **Berry Luxe** or **Champagne**. Plus, when your customers purchase the *All Things Glamorous* Colour Collection, they'll receive a beautiful velvet bag custom made to hold the complete set – including the **Mary Kay® Compact** (\$22) and **Mary Kay® Compact Powder Brush** (\$5), each sold separately.

\$45 each

look-at-me lips

This custom lipstick formula – created by professional makeup artists – features a star design pressed into the sides of the lipstick bullet. Plus, a sparkling pearl coating on the outside of the bullet creates a super-dazzling effect.



berry/luxe

champagne

couture pink

gold and glamorous

Created to fit into the Mary Kay® Compact, this pearlized powder features an additional glimmery coating on the top, plus a pressed star design for a visually stunning effect! It can be used to highlight the face, shoulders and décolleté, or as an eye colour. Plus, it offers the same long-lasting, fade-resistant and vitamin-enriched benefits as other Mary Kay® mineral colour products.



easy upsell!

If your customers haven't already purchased the new **Mary Kay® Compact** (\$22), the *All Things Glamorous Colour Collection** provides a perfect opportunity to encourage them to do so. It's an added hit of glamour perfect for the season!



sparkle and shine

With an extraordinary iridescent and sparkling finish, this lip gloss complements all three lipstick shades and adds a beautiful glimmer to lips.



So glamorous!

share some shimmer!

The limited-edition *All Things Glamorous Colour Collection Tri-Fold Sampler Card* gives your customers a chance to try each lipstick shade[†] and the mineral shimmer powder before they buy!

\$3 (pack of five)

[†]Lipstick samplers do not feature pearlized finish.



When your customers purchase the *All Things Glamorous Colour Collection**, they'll receive a beautiful velvet bag custom made to hold the complete set, including the Mary Kay® Compact and Mary Kay® Compact Powder Brush (each sold separately).



feel-good gifts

Limited-edition body care gift sets for women and men have holiday gift-giving all wrapped up!



simplified shopping

Your customers are sure to love our hands-on Holiday Gift Guide, featured in the Fall/Holiday 2008 issue of *The Look*. It's packed with effortless ideas for everyone on their list – why not share it today?

for him

Guys like good things for their skin too! **MKMen™ Cooling After-Shave Gel**, **MKMen™ Body Spray** and **MKMen™ Shave Foam** compose a very masculine limited-edition **MKMen™ Gift Set*** that includes a coordinating silver mesh travel pouch. This manly set is sure to please any guy who loves to be at his very best.

MKMen™ Gift Set* \$50

give something extra

Offer your customers this matching toiletry bag FREE when they purchase the **MKMen™ Gift Set***!



easy upsell!

Encourage customers to add the **MKMen™ Facial Bar** (\$18) and **MKMen™ Moisturizer Sunscreen SPF 25** (\$30) to the **MKMen™ Gift Set** to create a complete skin care collection!

good to know

Light and refreshing limited-edition **MKMen™ Body Spray** imparts the masculine MKMen™ scent. The continuous spray format is designed for liberal use throughout the day.

for her

Enliven your spirits and warm your heart with two new lusciously-scented **Mary Kay® Body Care Gift Sets*** in **Glistening Winterberry** and **Creamy Frosted Vanilla**. Each limited-edition set features three tantalizing products: a **body wash**, a **body butter** and a **body mist** all beautifully presented in a zippered mesh fabric bag with a hanging gift tag. Gorgeous packaging reflects each scent, and the elegant travel-sized sets make the perfect holiday gift for any woman who loves to indulge. So go ahead and encourage customers to treat themselves!

Mary Kay® Body Care Gift Set* \$33 each



Creamy Frosted Vanilla



Stylish packaging and coordinated gift tags make these sets ready to give!

three tantalizing products

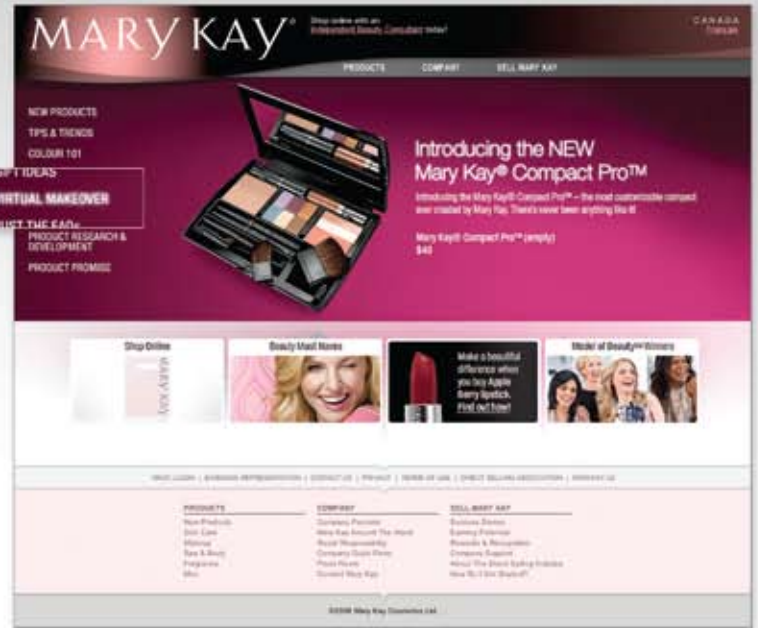
1. Clear Body Wash (88 mL) cleanses skin with soothing lather.
2. Body Butter (56 g) delivers indulgent moisture ideal for cooler temperatures.
3. Body Mist (59 mL) imparts a light fragrance.

*Limited-edition, while supplies last.

new **virtual makeover** doubles the fun factor

Have you seen the all-new *Virtual Makeover* now available to your customers through your Mary Kay® Personal Web Site and www.marykay.ca? ➔

Featuring the latest Mary Kay® mineral colours, the all-new *Virtual Makeover* is an interactive online colour cosmetic playground that lets your customer play makeup artist for the day! It also offers a unique “try-before-they-buy” experience that’s risk-free, realistic *and* gives your customer a reason to contact you to purchase what they see.



www.marykay.ca Home Page

what's new

More fun than ever before, the new *Virtual Makeover* allows a customer to upload a picture of her own face for a state-of-the-art, personalized makeover. Talk about innovative!

It's all about experimenting with colour and choosing what fits her style at the moment – from everyday colour looks to something a little more bold. She also can select various hairstyles and hair colours to change her look even more. How's that for creative – and outrageous – fun!

Check out these tips to help you and your customers navigate this new tool with ease.



Virtual Makeover Home Page

two steps to **get started!**

1. Your customers should follow the easy steps to register for *Virtual Makeover*. Entering an e-mail address and creating a password will enable them to upload their photo, save it – and up to 10 different makeup looks – for future visits, and e-mail their looks to a friend(s).
2. Your customers can upload their photo – or choose the model closest to their skin and hair colour – to begin playing with colour! Check out our tips at right to take a good photo for use with the *Virtual Makeover* online tool.



have fun playing with colour

Your customers will love interacting with Mary Kay's complete line of cosmetics and shades. In addition to creating their own personalized look, customers can choose from three makeup artist looks created exclusively for the *Virtual Makeover* tool and four additional looks updated each quarter – and shown in *The Look* – to reflect seasonal trends. With each makeover she tries, an onscreen Mary Kay® Compact will be filled with her selections – so buying her new look has never been easier.

Virtual Makeover Application

do more with the new virtual makeover

Once she's found a look she loves, your customer can show it, share it and, of course, buy it! These fab online options – as shown above – make it easy:

- ✗ If she's not over-the-moon with her makeover, she can clear it in a click – and get started on a brand new one!
- ♥ Customers can save up to 10 different looks – from everyday to red carpet ready.
- 🖱️ Who wouldn't want to show off their new look to friends? Customers can use this option to e-mail their look to friends – which is sure to attract potential new customers to *Virtual Makeover* to create their own looks!
- 📄 Customers can print their look – plus a complete list of products and shades.
- 💬 Just how dramatic was their makeover? Customers can compare their before and after photos.
- ➡️ If she has questions about a product or her look, getting connected with an Independent Beauty Consultant has never been easier! This option re-directs customers to the Independent Beauty Consultant Locator on www.marykay.ca.

✍️



how to... take a great photo for virtual makeovers

1. Start with a clean face. You can put on clear lip gloss to emphasize your lips and translucent powder to reduce shine, but no colour cosmetics.
2. Remove all accessories (scarves, hats, jewelry, eyewear, etc.).
3. Pull hair away from your face, keeping it neat and tight against your head. Wet hair and/or wear your hair in a ponytail or with a headband to keep hair in place.
4. The best place to take a photo to capture your true skin tone and colour is outdoors on a cloudy day. If you're taking photos indoors, be sure to use bright, even lighting. Avoid shadows on the face. If necessary, blot and dust your face with powder to minimize shine.
5. Stand against a light-coloured or white wall.
6. Ask a friend to take your photo standing directly in front of you and aim the camera at your face at eye level while you look straight ahead. It's best to use a digital camera that has a resolution of at least 2 megapixels. Avoid using your camera phone, as most do not take quality photos. Using a well lit, clear photo in which you are properly posed is the most important step to create a beautiful virtual makeover.
7. Once your photo has uploaded, use the cosmetics and tracing tools to outline your features and create a truly personalized virtual makeover.

tools

YOU CAN USE

Get ready for a fabulous fall with **brand new business-building tools that are sure to inspire you to new heights of success** in the season ahead!

customer tools cater to multicultural business growth

As you know, we're committed to helping you grow your business through the development of innovative new tools – and by putting a fresh spin on existing materials. We recognize that in a multicultural country such as Canada, it's essential to have product and tools that meet your customers needs.

That's why we're thrilled to announce that the *Customer Profile* is now available in Chinese and Spanish! And for the first time in Canada, Mary Kay's autobiography – *Miracles Happen* – is now available in Spanish. How fantastic is that!

Plus, your Mandarin- and Cantonese-speaking customers will love learning about Founder Mary Kay Ash through *The Miracles of Mary Kay Brochure*, an abbreviated version of *Miracles Happen* which also includes highlights from the Company's history. We can't wait to hear how these tools are helping you build your business!

- **Customer Profile**
(Chinese and Spanish)
\$3/pack of 50
- **Miracles Happen**
(Spanish version) \$5
- **The Miracles of Mary Kay Brochure** (Chinese only)
\$2.50/pack of 5



help hostesses plan the perfect party

Want to encourage your customers to throw a *ColourInsider Party* or *Skin Care Class* with confidence? Give them a copy of the new *How Inviting! Hostess Brochure*!

This wonderful four-page brochure includes information on hostess perks, party-planning tips and more! And it coordinates with the *Every Girl's Guide To Getting Gorgeous Brochure* to provide your customers with a consistent Mary Kay® brand image. Plus, each pack of five includes an instructional flyer for you with tips on how to share the brochure with customers.

\$5 (pack of 5/English or French)

online media library provides customized learning opportunities

Beginning September 16th, you'll have access to downloadable, recorded messages of heartfelt teachings from some of our Independent National Sales Directors, Independent Sales Directors and of course, our very own Mary Kay Ash.

You can choose from popular Mary Kay educational tools previously available only on CD, such as *Set The Pace For Success* and *Money Matters For Dream Achievers*. Plus, don't miss recordings of some of the remarkable teachers from the Career Development Classes at Seminar!

And the best part? Once you've downloaded these audio teachings, you can listen to them whenever – and wherever – you choose! Listen to them on your computer, save them on a CD to listen in your car or transfer them to a portable media player – such as an iPod or your cell phone!

The Media Library is available in the *Education* section, under *Career Development*, on the MKOC. We know you're going to love this modern, convenient way to learn and be inspired by Mary Kay leaders!

re-designed team-building brochure

Our fabulous *Team-Building Brochure* provides all the information you need to introduce the Mary Kay opportunity to potential team members, enabling you to continue your dedication to enriching women's lives.

It's been updated to reflect our modern brand image with new graphics – and is now available at a reduced price (**\$1.50/pack of 5; English or French**)!

Plus, the accompanying *Team-Building Appointment Guide* is now available under *Forms & Worksheets* in the *Resource & Reference* section on the MKOC.





holiday wishes can come true!

Not only can you help hostesses get a glam holiday look, you can help them make a fashion statement too!

They'll love this versatile 41" necklace in light-catching, genuine Lucite gold-foil beads that can be styled to complement any holiday ensemble. They can wear it opera-length, double the strand or layer it with other necklaces for a hip, trendsetting look. It even works as a bold, chunky bracelet. Gold-tone polished links and delicate neutral tones will add lustre to apparel now and later!

The finishing touch? It comes in a satiny soft, pink and black drawstring pouch – so it's easily stashed in a handbag to transition from a daytime look to a hot holiday party.

Holiday Wishes Necklace \$15

Limited-edition, while supplies last.

Limit of five (5) per Independent Beauty Consultant per order.

get ready to **reach for the stars!**

Have you heard about the exciting yearlong program that will have you earning amazing rewards and recognition? It's called *Reach For The Stars!* – and it's sure to motivate you to shine your brightest each and every quarter of the 2009 Seminar year!

Each quarter, strive to achieve Star Consultant status with a minimum order of \$1,800 in wholesale Section 1 purchases and complete a *Jump Start* during the same quarter by adding a minimum of 30* new customers. When you do you'll be recognized in *Applause*® magazine and at special events throughout the year.

Plus, independent sales force members who achieve the *Reach For The Stars!* promotion will be eligible to have their name entered in a quarterly draw for a fabulous vacation. Each quarter, a new and exciting vacation destination will be announced.

What's more, *Reach For The Stars!* quarterly achievers can earn multiple draw entries for every 600 points earned in the Star Consultant Program. For instance, Level 1,800 = 3 ballots; Level 2,400 = 4 ballots; and so on.

Independent sales force members who are consistent *Reach For The Stars!* achievers by being a Star Consultant all four quarters of the Seminar year and completing four complete quarters of *Jump Start* will be recognized in *Applause*® magazine and receive onstage recognition at Seminar 2009. They'll also have their name entered in a draw for an amazing family vacation of a lifetime!

It's time to shine – so reach for the stars! And remember to visit *Contests & Rewards* on the MKOC for complete promotion details.



* A new customer is one who has never purchased product from the independent sales force member prior to the promotion and purchases a minimum of \$65 suggested retail product. The customer's purchases can be cumulative over the quarter.



embracing the legacy
partagez l'héritage

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

attitude

Most Independent Beauty Consultants begin their business with at least one dream they're determined to achieve. Mary Kay Ash knew that a positive attitude was integral to success – and chances are you've heard countless stories of how she inspired people to believe in themselves and their dreams.

In her legendary motivational way, Mary Kay used each opportunity to help change people's self-perception. "When I ask someone on meeting them, 'How are you?', invariably they will say 'Fine.' And my answer to that is, 'No, you are great!'"

And when it came to goals, Mary Kay understood that planning steps to achieve a goal were useless without a positive attitude and belief in oneself.

"Your attitude will be the most significant factor in your success, for with the right attitude you can do everything wrong and still succeed. But with the wrong attitude you can do everything right and fail.

After all, "if you think you can, you can! But if you think you can't, you're right".





Warmth, love, giving and caring – these are the qualities that make up the Go-Give® spirit.

However, for **Independent Senior Sales Director Bernice Hartwell** of Hamilton, ON, – our Go-Give® Award recipient for the 2007/2008 Seminar year – these are more than just qualities. They're a way of life.

A woman of her word, Bernice is someone you can count on for anything – all you have to do is ask.

"I believe that when you give freely you get so much more in return," explains Bernice. "When independent sales force members come up to me and share how I have touched their lives, a warm fuzziness fills my spirit."

Bernice also believes that "whatever you give out comes back tenfold, so when you enrich someone else's life, yours is touched forever." She adds, "Go-give is so important in this go-get world. I think the principles that Mary Kay Ash and the Company encourage are what make us unique in the business world – the atmosphere of truly sharing, caring and giving to your fellow sisters."

how to go-give in a go-get world

DREAM IT AND YOU CAN ACHIEVE IT

These words of wisdom come from more than 30 years of Mary Kay experience. Bernice accepted the opportunity in January 1978 to make an extra \$10 or \$20 a week – with the goal to buy her husband, Dave, an anniversary gift with her own money.

Little did Bernice know that not only would she be able to buy her husband that anniversary gift – which happened to be their first brand new car – but that she would also debut as Canada's 13th Independent Sales Director just one year after she began her Mary Kay business.

"When I started my Mary Kay business, I was excited to have 12 classes booked. Then my first order got lost in the mail, my best friend said "no" to a class and I felt like quitting. I had no training, an Independent Beauty Consultant guide wasn't available

yet, and my recruiter and my Independent Sales Director lived in Florida."

Before she could say the words "What have I gotten myself into?", Bernice achieved diamond-level Star Consultant status just two months later. How? By holding three skin care classes per week and earning weekly sales of \$300 to \$500. And all this when the basic skin care line was only \$37!

To this day, Bernice still believes that the key to a successful Mary Kay business is consistency. "The 3 + 3 + 3 works! That's \$300 in new business, three classes per week and three interviews per week. When you follow this plan, you really can't dream big or fast enough."

PASS IT ON

Through it all, it's been Bernice's Go-Give® spirit that's helped her persevere

and strive to achieve higher dreams and bigger goals – and pass it on to other women so they too could climb Mary Kay's ladder of success.

"It's been said that when you sell a product you can change people's faces – and when you sell the opportunity you can change people's lives. Mary Kay's dream was about giving women the opportunity to be anything they wanted to be. The greatest joy you can ever experience when sharing the opportunity is watching what others can do and become because of Mary Kay," reflects Bernice.

So what does having a Go-Give® spirit mean to Bernice, and what advice does she have for others striving to embrace it?

Sending thanks, respecting others and understanding how important the values of the heart are to success – these little

things make up the bigger picture.

During a recent visit to one of Bernice's workshops, U.S. Independent National Sales Director Tammy Crayk suggested that everyone in Bernice's unit – "Hartwell's Headliners" – send a hand-written note of thanks to someone everyday, which is just what Bernice did. "That's 30 lives you can touch in one month!"

"When was the last time you wrote and thanked your recruiter or your Independent Sales Director for sharing the opportunity – or for their support?" asks Bernice. "It could be someone in your personal life – your mom, your friend. Can you imagine how they'll feel when they go to the mailbox and there's a letter saying 'thanks for always being there for me when I need you most'."

Bernice also advises to keep in mind what Mary Kay Ash would do in any given situation. When you do, you'll always make the right choice.

She adds, "It's so important that we respect each other's customers and

businesses, otherwise there's a risk we would become like every other company that strives for success at all costs. One customer, one recruit will not change your business – but how you handle a situation

Most people go to a job – we have the joy of doing something we **love**.

might change her life forever. Mary Kay Ash guided us by the values of the heart. She designed this Company for women so they didn't have to give up their values. People who are successful – but have given up their family, faith and everything else important to them – really aren't successful at all. With Mary Kay, *you can have it all*."

CONTINUE THE LEGACY

And that's exactly what Bernice has done from day one – and will continue to do in the future. As a Mary Kay pioneer, Bernice is not only an example of the

Go-Give® spirit in action, she's helped build and shape Mary Kay Canada into what it stands for today – something she believes is a lasting tribute to her own personal perseverance.

"Mary Kay has touched every aspect of my life. It is a way of life. The positive influence touches me every day in some way. Most people go to a job – we have the joy of doing something we love. As a wife and mother, a successful businesswoman and now a grandmother of five, Mary Kay has influenced how I think and how I react to situations every day. To be able to work for yourself and to choose what you do with this opportunity is always exciting and challenging."

5 Easy Ways To Share The Go-Give® Spirit

Check out Bernice's top tips to bring the Go-Give® spirit into your life – and the lives of others:

- **Smile** – it costs nothing and gives a lot!
- Be welcoming at guest events and unit meetings – especially to new people. **Make everyone feel important.**
- **Never be negative** – you might say something that adversely affects someone and not even realize it.
- **Be grateful** and appreciate the day-to-day little miracles in your life so that when you build to a big moment you'll experience a sense of fulfillment.
- **Be a team player.** When you help your sister independent sales force members achieve their goals, you're truly helping yourself.



Participating in the quarterly Go-Give® Award nomination process is a simple way to start sharing the Go-Give® spirit and honour our heritage. All independent sales force members are eligible to nominate a deserving Independent Sales Director each quarter of the Seminar year. Why not nominate an Independent Sales Director today? For Quarter 1 nomination forms – and to learn more about the history of this cherished award – check out the Go-Give® Award section on the MKOC.



celebrating 30 years

OF DREAMS COME TRUE

Did you know...

... wigs were part of the original Mary Kay® product line?

When the Company opened its doors on Friday, September 13th, 1963, not only were skin care and glamour products available, but wigs were also part of the original Mary Kay® product line. Wig prices ranged from \$100 to \$335 USD.

The “Beauty by Mary Kay” grand opening ceremony featured a famous wig stylist, Rene of Paris, and approximately



a dozen wigs were sold – with most returned on Monday morning! Since they were hard to manage and were frequently returned, wigs were dropped from the line completely in 1965.

Test your knowledge of Mary Kay Canada's history with this 30th anniversary quiz!

1. How many Canadian Independent National Sales Directors have received the annual Go-Give® Award at Seminar?
2. In what year did Mary Kay Canada honour a “King” of the Court of Sharing?
3. In what year did Mary Kay Ash receive the Horatio Alger Award?
4. What is the name of the paint shade used on our infamous pink Cadillac?
5. In what year did the Mary Kay Ash Charitable Foundation (MKACF) launch in Canada?
6. *Applause*® magazine was previously known by another name. What was it?

Find the answers on page 34!

In 1978...

MARY KAY'S DREAM ARRIVED IN CANADA. HERE'S WHAT ELSE WAS MAKING HEADLINES 30 YEARS AGO!

ANNIE HALL WON THE OSCAR FOR BEST PICTURE.

THE AVERAGE PRICE PER LITRE OF GASOLINE WAS APPROXIMATELY 55 CENTS.

MARY KAY PIONEERS

We're pleased to honour the independent sales force members who caught Mary Kay Ash's dream early. They're truly the pioneers of Mary Kay Canada and have been enriching lives for more than 25 years. Congratulations ladies – your dedication to continuing Mary Kay's legacy in Canada inspires us all!

31 YEARS

Sonia Heisler

30 YEARS

Carol Block

Joann Cobb

Renée Daras

Sharleen Davey

Beverley Dix

Susanne Felker

Bonnie-Jo Friess

Joan Livingstone

Bernice Hartwell

Donna Izen

Fay Kuzmar

Carol Krushnisky

Sherryl Gilbert

Doreen Langille

Donna Matthews

Adrienne Mattson

Margaret Parker

Shirley Peterson

Marie Thomas

Colleen Sankey

Merle Griffin

Elaine Coderre

Eileen Thompson

Gloria Boyne

29 YEARS

Monica Noel

Darlene Olsen

Edna Beeman

Marianne Bennett

Cicily Brewer

Maria De Marco

Audrey Brotherston

Millie Browne

Julia Berg

Delores Brendzy

Magdalena Bracer

Deb Cappos-Armitage

Mignon A. Gartley

Sharon Coburn

Marjorie Davis

Cynthia Dressell

Grace Eyre

Phyllis Fedchun

Sylvia Ferguson

Doreen Fenske

Elizabeth Farris

Marcia Grobety

Barbara Hogg

Linda Gingrich

Louise Desy

Elizabeth Herman

Jeannette Holland

Jude Hodgson

Hariotte Fox

Margaret Johnston

Frances Cliffe

Sharon Bailey

Isabell McMurray

Nancy McEwen

Elaine Mayert

Doreen Burggraf

June Millar

Marlene Miles

Claudia Perrotti

Elaine O'Kafka

Karen Penner

Marcia Paquette

Katie Pokrant

Elaine Pallister

Shelley Haslett

Catharine Riley

Fern Siurko

Fran Sorobey

Joan Swartman

Joan Harrison

Lila Tanner

Betty Veenendaal

Donna Witt

28 YEARS

Anne Austin

Marie Boothby

Heather Armstrong

Ena Arnot

Thelma Allen

Lenore Oughton

Diane Riddell

Shirley Barnett

Arlene Blackburn

Patricia Beaton

Rosemarie Proteau

Heather Bland

Angie Stoker

Pauline Campbell

Margaret Courneyea

Claudette Courage

Kay Carruthers

Janice Connell

Janice Caldwell

Lillian Cerenzie

Sharon Chambers

Wanda Coldwell

Janice Collins

Helen Cornett

Bernice Dick

Sharon Davis

Mary Davies

Martine Duchesne

Shirley Eisenkrein

Marilyn Forsythe-Jeffs

Alice Ferg

Beatrice Falk

Louiselle Duchesne

Helen Greenspan

Elenor Lebeau

Angie Herring

Erla Hancock

Catherine Hall

Zexia Hylton

Julie Johnson

Lorrene Johnson

Janice Jevne

Willene Jackson

Georgia Kilfoyle

Sharen Lipton

Camille Sasseeville

Nelda Lagrove

Joanne Manol

Christine Murchison

Darlene Martin

Debbie Mattinson

Michele Royal

Jean Mitsubata

Barbara McAvoy

Cheryl MacCalder

Myrna McQuarrie

Linda MacDonald

Evelyn Nunn

Donna Lowry

Sherrel Puleo

Pat Paul

Shirley Pilfold

Diana Dosch

Kathy T. Pelletier

Darlene Ryan-Rieux

Althea Stewart

Brenda Steele

Noell Smith



encore!

A Mary Kay business is truly timeless! Selling innovative products, 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! **Watch for this new feature in upcoming issues of Applause® magazine!**

We've celebrated our 30th anniversary all year long – and this month our party peaks! We're sure Mary Kay Ash would be as thrilled with our success at 30 as she was when we celebrated our 10th anniversary in 1988. Check out her reflections on that milestone, in a letter written and published on the cover of the September 1988 issue of *Encore* magazine.

The Year of the Dream!! Yours – and Mine!

"I must tell you that ten years ago when we crossed Canada in that blizzard trying to recruit, I wondered how we would ever get Canada started.

I will never forget that first evening when a 'guest night' had been set for 7 p.m. with about 70 people invited. In our hotel room about 5 p.m., I heard the TV announcer say "The weather is worsening and unless there is an emergency you must NOT leave your home". I thought 'thanks a lot!'.

Nevertheless at 7 p.m. we went down to the appointed room and to my absolute amazement about half or more of those who had received invitations were present!! They hadn't even let the

terrible weather stop them. Persistence and perseverance are half the battle where success is concerned so I knew that those hardy souls would be WINNERS! This same story continued as we went from city to city.

Now, ten wonderful years later, Canada is the MOST SUCCESSFUL of all Mary Kay subsidiaries with yearly production figures of 60 MILLION DOLLARS in retail sales, 10,000 Independent Beauty Consultants and 250 Independent Sales Directors. Soon I know there will be Independent National Sales Directors emerging as your phenomenal success continues.

We are SO PROUD of your sales force and your terrific caring staff. Thank you from the bottom of a very grateful heart."

THE BEEGEES *STAYIN' ALIVE* WAS THE YEAR'S #1 HIT SINGLE.

PIERRE ELLIOTT TRUDEAU WAS SERVING HIS FIRST TERM AS PRIME MINISTER OF CANADA.

IT COST 30 CENTS TO MAIL AN AVERAGE LETTER WITHIN CANADA.

THE TV SERIES *DALLAS* PREMIERED ON CBS.

Marilyn Bodie	Caring Cayabyab	Pat Schafer	Ginette Desforges	Mary-Jo Merton	Trish Craig	Peggy Merritt
Carolyn Scott	Joan Dyer	Lorna Sitarz	Jean Dickson	Mavis Mazerall	Jocelyne Caron	Gladys MacIntyre
Marlene Sharpe	Doris Dungey	Lynne Sine	Lise Dussault	Lorraine McCabe	Jocelyne Dauphinais	Betty Northey
Betty Steg	Jacquelin D'Amur	Pat Smith	Trudy Chappellaz	Rose MacMillan	Mary-Jane Lightfoot	Betty Pinnell
Elena Sarmago	Sheila Edwards	Gail Stone	Jean Edwards	Paulette Nimco	Elaine Fry	Chris Piuni
Phyllis Smith	Betty Elliott-Kichler	Gaylene Sabine	Rita Essiembre	Greta Olsen	Brenda Graham	Blanche Pearson
Lila Mozdzen	Marilyn Butler	Kathy Siddall	Bernice Evans	Jean Ongurian	Pierrette Plante	Jeannette Perreault
Janet White	Jane Arsenaault	Annabelle Storfer	Brenda Feser	Jeannine Rouleau	Wilma Goit	Laurie Pals
Elsie Wade	Barbara McCallum	Cecile Stuart	Arleen Fritz	Renata Rosa	June Godfrey	Judith Richardson
Donna Weir	Connie Graham	Judi Todd	Diana Flesch	Veronica Spanton	Ange-Aimee Roy	Mary Raddon
Wendy Waswick	Shirley Hughes	Phung Tang	Jean Godfrey	Shirley Stevens	Elaine Groshong	Betty Saul
Barbara Gillespie	Lee Hanchett	Dale Tomlinson	Dorothy Hughes	Phyllis Huffman	Phyllis Hansford	Barb Smith
Victoria Wakulchyk	Maureen Vincent	Sheila Whalen	Glory Gudmundson	Kitty Keith	Lynn Halonen	Donna Soucoup
Dawna Watson	Leila Holzworth	Liz Wodham	Wendy Gullickson	Lynda Tilt	Grace Haman	Alice Storey
Clarene Williams	Brenda Jansen	26 YEARS	Cheryl Golby	Andrea Vanwezel	Mabel Fielding	Pat Stonehouse
Kathy Handzuik	Patricia Jackson	June Alarie	Jennifer Kroeker-Hall	Deligini Poulias	Lorraine Upwards	Monique Shinton
Ulla Yazdani	Betty Lister	Carol Rennehan	Brenda Hewlko	Jan Walton	Marilyn Hurst	Gladys Stewart
27 YEARS	Marthe Laliberte	Anne Brown	Louise Klimczak	Mae Watson	Kelly Mercer	Bernadette Thibault
Dalene Allen	Sylvie Leclerc	Bernice Boe-Malin	Lynne Kay	Helen Yerxa	Marie-Paule Jacques	Melanie Tan
Janet Crosby-Jackson	Marilyn Manson	Louise Boulanger	Sher Klail	25 YEARS	Aggi Krebber	Yvonne Wolowski
Aileen Alstad	Cathie Marston	Karen Bjorgi	Diane Ferrarin	Olga Alexander	Joanne Lampman	Sue Gravelle
Velma Barker	Betty Manago	Patricia Bailey	Barbara Martin	Glenny Anderson	Rowena List	Cathie Weary
Yvette Bercier	Anne Balvers	Louise Ann Brunet	Sharron Mailloux	Phyllis Ticco	Monique Lacroix	Marion Jackson
Marnee Bonchuk	Catharine Jameson	Jane Babe	Anita Mocibob	Ruth Brown	Becky Lawrence	Karen D. White
Barbara Bond	Alyce Parkes	Susan Guild	Carol Malcolm	Claribel Avery	Anne Marie Livingstone	
Dolores Brassard	Deborah Prychidny	Joyce Creary	Pam Kostynuik	Barbara Bonham	Marie MacKnight	
Ruby Cappos	Jacqueline Roberts	Joanne Ward	Ilda MacHado	Leona Bowles	Lois MacDonald	
Eileen Calzavara	Sue Rigby-Mallard	Mary Cusack	Marnie McQuire-Smith	Carol Bacig	Karen Steadman	
Gail Adamson	Lorna Randall	Margaret Cook	Terry Meikle	Bernice Cyr	Arlene McColl	
Jane Carruthers	Susan Richardson	Catherine Chebott	Mary-Elaine Morrison	Ann Cornish	Brenda Metzner	



new mkacf teddy bear!

If you attended *Celebrate The Dream!* Seminar 2008 in July, then you already know there's a new addition to the Mary Kay fuzzy family! Please welcome **ToBee** (pronounced toe-bee)! With his chocolate brown fur and cozy caramel-coloured sweater, he's sure to warm hearts and help those who need it most.

Independent Beauty Consultant Shannon Rochon of Ville St-Laurent, QC, won the "Name Our Teddy Bear" contest that ran this spring. Shannon, who received her own teddy bear at Seminar 2008, chose the name ToBee as a reminder to all of us that we can live the dream *and* be where and what we want to be. "We all have the ability to fly!" says Shannon. Shannon's entry was selected from the 641 names submitted for the contest.

You can purchase your own ToBee bear for just \$25 on the *Online Order Form*, with proceeds going to the MKACF.

2008 shelter grant program

Since 2004, the Mary Kay Ash Charitable Foundation (MKACF) has donated funds on an annual basis to deserving women's shelters and community outreach programs that aid the victims of domestic violence. Again this year, one grant will be awarded to a shelter or community outreach program in each of the provinces and territories in Canada.

Why not share information on the missions of the MKACF and the details of the Shelter Grant Program with a shelter or community outreach program in your area? Applications and further details of the selection process will be available online as of September 1st, in the *MKACF* section of www.marykay.ca.

The application deadline for the 2008 Shelter Grant Program is October 31st, with all grants awarded by December 31st, 2008.



Canadian independent sales force members are giving back to the Mary Kay Ash Charitable Foundation (MKACF) in some truly beautiful ways! Check out these creative fundraisers and clever ideas that helped share the mission of the MKACF. They're sure to inspire you as much as they've inspired us!

teaming up to enrich women's lives

It appears that for **Independent Senior Sales Director Darlene Olsen** of Arcola, SK, the third time really is a charm.

Once again this year, Darlene and several of her sister Independent Sales Directors – many of whom were already volunteers with the Look Good Feel Better program chapter in Regina, SK – took on the challenge to reach new heights of fundraising success.

At the 3rd annual "All About Women" Fashion Show, Darlene – along with the tremendous support of many volunteers and local businesses – raised a remarkable \$35,000!

The fashion show was held at the Conexus Arts Centre on March 30th, 2008, and featured the hottest trends and looks of the season – all put together by local independently-owned retail outlets and chain stores in the Regina area. CTV, Mary Kay Cosmetics Ltd. and the Mary Kay Ash Charitable Foundation were on board as corporate sponsors again this year. Breast Friends also signed on, and offered to donate all of the proceeds of their cookbook – which was sold at the event. Needless to say, all of the cookbooks sold out that day!

With 500 attendees, the fashion show was a sell-out success – and Darlene couldn't be more thrilled and thankful.

"The response is just overwhelming," she explains. "At the show, people were already asking me when the next one was going to be!"

Three years ago – when the idea to host a fashion show began – Darlene never dreamed it would be so well-received. "It's amazing to see all of the stores, women and volunteers who come forward to help. Their generosity is astounding."

Although Darlene is quick to thank others, her hard work has not gone unnoticed. A Look Good Feel Better program volunteer for the past 12 years, Darlene's efforts were recently recognized by the Canadian Cosmetic, Toiletry & Fragrance Association – the leading Canadian trade association for the personal care product industry.

Congratulations on another incredible fundraiser Darlene! You are a shining example of what it means to make a difference in your community.



giving for good

It was while watching the movie *G.I. Jane* one Sunday afternoon that **Independent Beauty Consultant Rebecca Langley** of Victoria, BC, was inspired to shave her head for a good a cause.

"Sitting their watching Demi Moore shave her head, I thought to myself 'that must be so liberating!' At the same time I was reading an article about the *Team Up For Women!* Fundraising Challenge in *Applause*® magazine – a fundraiser that I always participate in. I turned to my husband and told him that I would shave my head for charity," explains Rebecca.

Rebecca quickly went to her computer and sent out e-mails to friends, customers and family members, informing them of her plan.

There was no turning back.

"Of course I was scared," she says. "I didn't know what I would like without my hair! What if people stared at me? What if I had an ugly head? Or my hair grew back funny, or not at all? I just kept reminding myself that it was for a good cause."

"I know too many people that have fought cancer. It's a terrible disease that needs to disappear!" she exclaims. "I also have friends that have lived with domestic violence – so I've seen firsthand what it can do to someone's mental and physical well-being. No one deserves to be treated like that."

Rebecca went on to raise an amazing \$3,400 and she couldn't be happier about the support she received during her fundraising efforts – even from strangers.

"I had so many people tell me how strong and brave I was. I would respond 'I'm not brave. The women that are battling cancer or trying to get out of an abusive relationship are brave'."

Congratulations Rebecca on taking such a daring leap for a great cause!

from the heart

They say good things come in small packages – and 7-year-old Nathan Ursulak is a shining example of that.

This spring, Nathan decided he wanted to help out children suffering with cancer after hearing about a few girls in his class who donated their own hair to make wigs for children undergoing cancer treatments.

He approached his mom, **Independent Sales Director Rhonda Ursulak** of Milton, ON, and, after a bit of research, they discovered that it requires 10 to 12 inches (25 to 30 cm) of hair to donate toward a wig – a task that may have taken Nathan two years to grow.

After some brainstorming, Nathan and Rhonda came up with the brilliant idea to have Nathan cut his hair into a mohawk at the end of the school year. Students could buy tickets for 50 cents to guess how high they thought Nathan's mohawk would measure.

So on June 25th, 2008, Nathan showed off his go-give spirit by doing just that – while the entire Bruce Trail Public School looked on. Local hair stylist Michelle, owner of Sharkey's Cuts for Kids in Burlington, ON, was on hand to perform the cutting honour. In the end, Nathan's mohawk measured in at 16 cm tall.

With the help of his classmates, Nathan raised \$240 which he donated to the Mary Kay Ash Charitable Foundation – with the money designated to support women living with cancer.

When asked how he felt about the entire experience, Nathan replied: "I felt proud of what I did. I raised the money because I think people with cancer need money to buy medicine that will help make them feel better."

And Rhonda couldn't be more proud of her son.

"He has a Mary Kay heart in that he always looks out for others and what's in their best interest. Things like raising money for cancer never occurred to me at age 7. Nathan is already miles ahead of a lot of adults with his go-give spirit and caring for others."

Way to go Nathan! You've gone above and beyond to show your generosity towards others with this unique fundraiser!



may 2008 recognition reconnaissance de mai 2008

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

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in May 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 April. / Commissions touchées en mai 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 mai.

Angie Stoker  \$32,809.00		Renée Daras  \$18,706.00		Brenda Summach  \$16,706.00		Dalene Allen  \$14,970.00		Heather Armstrong  \$14,760.00	
Doreen Burggraf	\$14,380.00	Donna Lowry	\$9,709.00	Darlene Ryan-Rieux	\$9,202.00	Sandy Campbell	\$7,266.00	Janice Connell	\$5,420.00
Bernice Boe-Malin	10,285.00	Gloria Boyne	9,521.00	Betty Elliott-Kichler	9,029.00	Philomena Warren	6,934.00	Debbie Mattinson	4,932.00
Gail Adamson	10,203.00	Marcia Grobety	9,301.00	Susanne Felker	8,267.00	Donna Weir	5,922.00	Jane Kosti	4,279.00
Elena Sarmago	9,927.00	Olive Ratzlaff	9,281.00	Anne Austin	8,108.00	Linda MacDonald	5,711.00		

Diamond Circle/Cercle diamant

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

Betty Elliott-Kichler  Level 1/Niveau 1		Brenda Summach  Level 1/Niveau 1	
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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 May 31st, 2008. 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 mai 2008. 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	\$7,052,837.30	Brenda Summach	\$4,372,304.17	Donna Lowry	\$3,081,348.62	Marcia Grobety	\$2,992,054.34	Elena Sarmago	\$2,867,120.52
Heather Armstrong	6,110,027.58	Dalene Allen	3,107,159.42	Doreen Burggraf	3,039,303.70	Gloria Boyne	2,873,824.13	Gail Adamson	2,553,596.90

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% 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!

Sylvianne Greenwood	\$6,251.75	Clare Briton	\$4,563.50	Briget O'Byrne	\$4,500.25	Rupinder Sandhu	\$3,880.00	Cassandra Lay	\$3,739.15	Shawna Farrell	\$3,604.75
Shelley Recoskie	6,002.15	Sarah Laberge	4,509.25	Wilma Goit	4,479.40	Sandra Stassen	3,801.40	Jeannie Marcoux	3,675.00		
Parmjit Gill	5,000.00	Melissa Barbeau	4,501.50	Jacqueline Cullen	4,408.65	Hilda Hiscock	3,794.65	Darlene Olsen	3,641.90		
Clara Dreise	4,814.00	Barbara Booth	4,501.25	Rebecca Donahue	4,191.25	Sandra Skinner	3,779.75	Denise Lachapelle	3,605.25		

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	\$3,595.15	Joan Knight	\$2,600.40	Steph McDonald	\$2,265.25	Marlene Quinton	\$1,910.40	Maureen Wadsworth	\$1,810.50	Kim Penner	\$1,801.50
Deanna Blue	3,375.25	Erica Bordenave	2,578.50	S. Nicholls-Smith	2,265.00	Melanie Brown	1,906.00	Kulvinder Atwal	1,809.75	Heather Savage	1,801.50
Pamela Ellis	3,335.00	Shirley Fequet	2,570.65	M. Forster - Lo Turco	2,251.15	Sonya Rondinelli	1,905.50	Muriel Pryce	1,809.50	Lisa Borse	1,801.25
Shivonne Vienneau	3,221.25	Monica Noel	2,549.15	Ann Ateah	2,242.90	Judith Liggins	1,902.00	Magalie Roy	1,809.00	Judy Cogswell	1,801.25
Carol Krushnisky	3,201.65	Karen Goldrick	2,548.65	Mirasol Cameron	2,236.50	Hannah Kielly	1,898.25	Miriam Nixon	1,808.75	Ledde Ledesma	1,801.25
Shannon Otley	3,201.00	Cynthia Harris	2,546.15	Vaun Gramatovich	2,190.15	Joyce Harnett	1,897.15	Rajwant Brar	1,808.25	Melissa Coady	1,801.25
Lorna Randall	3,179.65	Teresa Siddall	2,526.25	W. Groenewegen	2,187.90	Jessica Krellove	1,894.00	Carol Dutchik	1,807.75	Shagufa Marikar	1,801.25
Jennifer Levers	3,169.15	Tannas Ross	2,503.00	Jackie Juan	2,174.75	Rae Naka	1,884.40	Delia Rodas	1,807.25	Julie Tremblay	1,801.25
Heather Loshack	3,167.90	Karen Pinsent	2,500.90	Melanie Wiens	2,169.90	Andrea Fairweather	1,881.25	Marilou Brummund	1,807.00	Emily Kranenburg	1,801.00
Joyce Bigelow	3,161.65	Linda Jones	2,477.75	Darlene Parker	2,166.75	Carolyn Noftall	1,879.65	Roxanne Boisvert	1,806.25	Stephanie Lunn	1,800.75
Dawn Mehling	3,135.50	Samantha Scibak	2,477.50	Nadia Plourde	2,159.25	Joyce Blandford	1,877.00	Nancy Hadady	1,806.25	Ana Maier	1,800.75
Lyne Villeneuve	3,072.00	Bonnie Eidse	2,475.00	Pascale Sabourin	2,158.00	Nancy McEwen	1,869.15	Cathy Xie	1,806.25	Purita Magistrado	1,800.75
Kimberly Logel	3,069.25	Isabelle Perreault	2,470.50	Lorrie Henke	2,142.65	Paula Hoare	1,864.75	Allison Crawford	1,806.00	Barbara Nichols	1,800.75
Janice Simon	3,046.00	Jesusa Badilla	2,451.50	Martine Brault	2,125.00	Cecile Mbaya	1,864.50	Nicola Maldeniya	1,805.75	Nathalie Proulx	1,800.75
Sylvie Dubois	3,032.75	Sherry Gilbert	2,445.65	Lorraine Shelton	2,123.75	Doreen Adair	1,863.65	Sharon Bouma	1,805.00	Julie Poitras	1,800.75
Shawn Ypes	3,023.50	Ellen Hatlevik	2,429.65	Janice Higa	2,110.75	Melissa Hodder	1,851.75	Sarah Czirak	1,805.00	Adriana Rivera	1,800.75
Gail Hennig	3,022.00	Carmelle Saindon	2,424.50	Helene Pleau	2,097.00	Roxy Chamberland	1,846.25	Carol Cotter	1,805.00	Sanna Braity-Eid	1,800.50
Rachel Lambert	3,011.75	Lesley Glavine	2,424.00	Barbara Lefort	2,076.00	Diane Gionet	1,844.50	Marites Baisas	1,804.75	Candace Quader	1,800.50
Marcia Difazio	3,011.25	Marilyn Sinclair	2,423.50	Tammy Potter	2,074.25	Isabelle Lavigne	1,844.50	Diane Lafond	1,804.75	Lisa Koetsler	1,800.50
Nancy Doucet	3,006.75	Melanie Berthelette	2,419.00	Carrie Patrick	2,070.50	Danielle Gobeil-Plante	1,842.90	Michelle Corneau	1,804.50	Rhoda McWilliam	1,800.50
Jennifer Dingman	3,003.75	Connie Barber	2,410.50	Gina Hormann	2,066.00	Brenda Forbes	1,842.25	Suzanne Chamberlain	1,804.40	Jenny Nanini	1,800.50
Nathalie Quirion	3,001.75	Sylvia Shang	2,408.00	Tanya Kellahan	2,047.50	Karen Mostowy	1,842.25	C. Beaulieu-Bouchard	1,804.25	Lacey Schafer	1,800.50
Bonnie Downie	3,001.50	Charlene Martin	2,406.75	Barbara Berven	2,046.40	Claude Lapointe	1,841.25	Julie Hickling	1,804.25	Tajinder Sidhu	1,800.50
Sarah Mailloux	3,001.50	Stephanie Kelly	2,405.25	Betina Bowman	2,043.40	Mary Porter	1,840.25	Nancy Manning	1,804.25	Leslie Spada	1,800.50
Shannon Snache	3,001.50	Diana Binks	2,404.50	Stephanie Lastuka	2,038.50	Selina Ho	1,837.75	Saharnaz Safari	1,804.25	Melanie Achtenberg	1,800.25
Jessy Theriault	3,001.25	Brandi Hembruff	2,404.25	Antje Cavanagh	2,031.15	Grace Vandenheuvel	1,837.25	Amanda Wayne	1,804.25	Natasha Carey	1,800.25
Thaiba Ahmad	3,001.00	Johanne Boon	2,404.00	Nancy Hann	2,029.50	Nicole Balcom	1,837.00	Shari Fisher	1,804.00	Rosette Cadet	1,800.25
Margie Batkin	3,001.00	Susan Carey	2,403.40	Sharmila Peterson	2,027.25	Jennifer Petras	1,834.75	Amanda Gaudin	1,804.00	Michelle Croteau	1,800.25
K. Hashemimotei	3,001.00	Julie Roy	2,403.00	Danielle Gueertin	2,027.00	Pamela Degerness	1,828.25	Vilma Patane	1,803.90	Isabelle Dore	1,800.25
Rana Huynh	3,000.50	Nancy Lapointe	2,401.75	Jenna Fischer	2,023.25	Louise Pelletier	1,825.75	Andrea Beaulieu	1,803.75	Phyllis Keats	1,800.25
Jill Davis	3,000.25	Maria Niekamp	2,401.00	Audrey Trach	2,020.40	Marilou Mitchell	1,825.25	Ashlee Knauer	1,803.75	Sarah Meade	1,800.25
Diane Francoeur	3,000.25	Twila Elliott	2,400.75	Linda Anderson	2,010.25	Alaina Pecore	1,823.50	Sonia Morneau	1,803.75	Colleen Palmer	1,800.25
Kyla Gagnon	3,000.25	Cynthia Fraser	2,400.75	Paulette Fleming	2,008.65	Michelle De Sousa	1,823.25	Lynn Hubley	1,803.65	Khara Tait	1,800.25
Donatella Ciampi	3,000.15	Megan Gordon	2,400.75	Judith-Danielle Masse	2,005.25	Edete Morton	1,822.65	Erica Ramey	1,803.50	Georgine Cook	1,800.15
June Rumball	3,000.15	Sonia Palardy	2,400.75	Wendy-Lynn Jones	2,000.40	Myriam Boulanger	1,821.00	K. Baronet-Dubuc	1,803.25	Amreen Arif	1,800.00
Sylvie Barrette	3,000.00	Laurie-Pier Thounin	2,400.50	Diane Riddell	2,000.15	Melissa Harvey	1,820.50	Maryse Leveille	1,803.25	Britta Baader	1,800.00
Faizea Ghazal	3,000.00	Isabelle Prive	2,400.25	Colleen Hendrickson	1,983.65	Donna Bezanson	1,816.50	Lu-Ann Lukes	1,802.75	Tina Belore	1,800.00
Ann Picard	3,000.00	Megan Smith	2,400.25	Chantelle Gauld	1,978.50	Karen George	1,816.25	Darla Gagyi	1,802.65	Andree Bastien	1,800.00
Juliette Pemberton	3,000.00	Marilyn Beliveau	2,400.00	Katie Pokrant	1,971.15	Johanna Tobin	1,815.65	Isabelle Cayford	1,802.50	Leonida Dulnuan	1,800.00
Samantha Randell	2,894.50	Rachel Beaupre	2,400.00	Sophie Rabouin	1,970.00	Roni-Leigh Brown	1,814.75	Valerie Hollinger	1,802.25	Bonnie Deschaine	1,800.00
Karen Shapka	2,872.15	Manon Tremblay	2,400.00	Jennifer Lane	1,965.25	Amoreena Murray	1,814.75	Charlotte Kilfoil	1,802.25	Julietta Deleon	1,800.00
Denise Mohr	2,868.25	Tanya Ziprick	2,400.00	Donna Didler	1,963.90	Amy Cherian	1,814.50	Laura Prodanyk	1,802.25	Lynda Grant	1,800.00
Karen Perry	2,857.50	M. Robinson-Faller	2,381.15	Sondra Van Dolder	1,963.00	Sofia Kaddour	1,813.75	Tonica Wright	1,802.25	Samantha Hamm	1,800.00
Kellie Berrigan	2,852.75	Sara Klassen	2,373.50	Ingrid Roehm	1,962.75	Sukhmander Dhaliwal	1,812.75	Ruba Jeorgy	1,802.00	Anna Krahn	1,800.00
Cheryl Docksey	2,777.15	Kitty Babcock	2,348.90	Jenny Fordan	1,953.40	Christina Dinardo	1,811.75	Nicole Robillard	1,802.00	Darlene Pottinger	1,800.00
Kim Conaghan	2,727.00	Jody Zehr	2,333.90	Katie Henderson	1,953.25	Hillie Feitsma	1,811.65	Alison Coady	1,801.75	Sonia Garcha	1,800.00
France Charlebois	2,720.75	Rachel Jones	2,317.40	Tanja Milosevic	1,930.75	Holly Martin	1,811.25	Nicole Farrell	1,801.75	Maria Spoleitini	1,800.00
Glenda Funk	2,704.25	Sheila Edwards	2,312.90	Marie-Lou Nantel	1,928.25	Lisa Moleksy	1,811.00	Paul Schmidt	1,801.75	Bonnie Wan	1,800.00
Linda Feldman	2,679.15	Martine Caerdinael	2,300.00	Pamela Rowberry	1,920.25	Maria Hemeyer	1,810.75	Chantal Talbot	1,801.75		
Carol Heath	2,640.90	Roxanne Rivera	2,295.00	Christine Ransom	1,914.40	Barbara Fisher	1,810.50	Rosalinda Landayan	1,801.50		
Billie Seneviratne	2,608.00	Alice Parisien	2,281.50	Ginger Woeppel	1,912.50	Marthe Harvey	1,810.50	Gladys Mora	1,801.50		

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

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

Josée D'Anjou	\$12,177.10	Mary Davies	\$6,061.96	Ishali Mulchandani	\$4,870.31	Tamara Swatske	\$4,561.05	Eve Raymond	\$4,083.85	Donna Izen	\$3,811.35
Shannon Shaffer	10,995.21	Jennifer Levers	6,030.72	Kimberly Shankel	4,865.13	Heidi McGuigan	4,524.94	Gwen Groves	4,082.78	Yasmin Manamperi	3,808.64
Sharon Coburn	9,318.83	Mireille Morin	6,015.93	Susie Leakvold	4,824.54	Susan Richardson	4,523.48	June Rumball	4,072.42	Johanna Tobin	3,749.53
Shelley Recoskie	9,267.34	Shirsimran Saini	5,979.64	Claribel Avery	4,785.60	Rajinder Rai	4,481.28	Alex Quinn	4,054.56	Joline Jean-Claude	3,623.27
Donna Melnychyn	8,619.17	Harpreet Dhaliwal	5,680.56	Linda Feldman	4,719.55	Shirley Peterson	4,475.99	M. Summach-Goetz	4,015.62	H. Lupena-Sabourin	3,618.86
Jacqueline Cullen	8,154.50	Donna Matthews	5,636.75	Susan Bannister	4,685.47	Joyce Goff	4,435.70	Elaine Fry	4,014.25	Shannon Cameron	3,607.98
Rita Samms	7,524.69	Isabelle Meunier	5,613.80	Evelyn Ramanauskas	4,681.11	Marilyn Bodie	4,336.72	Gaylene Gillander	4,012.36	Mandy Meisner	3,599.48
Guyaine Comeau	6,911.87	Alexis Giabus	5,562.98	Teresa Ho	4,672.75	Barb McKellar	4,304.66	Lorraine McCabe	3,999.18	Michelle Currie	3,596.07
Angela Hargreaves	6,878.83	Kathy Quilty	5,424.79	Elaine Sciotte	4,672.58	Cheryl Neuman	4,220.36	Audrey Ehalt	3,988.08	Phyllis Hansford	3,564.95
Nathalie Delisle	6,650.59	Vaun Gramatovich	5,366.54	Louise Boulanger	4,606.29	Mandeep Bamrah	4,206.73	Carol Adams	3,951.18	Victoria Wakulchuk	3,553.93
Guyaine Dufour	6,241.56	Ginette Desforges	5,234.61	Jasbir Sandhu	4,583.74	Cheryl Page	4,116.72	Carol Heath	3,845.98	Annie Gagnon	3,548.42

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 RECROUTE 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 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTIVÉE A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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

Wanda Groenewegen	\$3,533.21	Pam Behnke-Van Hoof	\$3,034.47	Pamela Tucker	\$2,773.88	Becky Lawrence	\$2,494.29	Salina Jacobsen	\$2,338.89	Janice Appleby	\$2,129.88
Lucie Beaugregard	3,523.76	Louise Desy	3,015.61	Darlene Olsen	2,739.67	Barbara Martin	2,484.69	Trudy Klassen	2,321.38	Joanne Lam	2,129.05
Diane Burness	3,518.83	Shirley Austin	3,002.97	Randhir Singh	2,688.97	Darla Lutwick	2,476.81	Mary-Lou Hill	2,317.60	Patti Jeske	2,116.65
Betty Lister	3,508.74	Kathy Handzuik	2,996.99	Anik Seguin	2,662.32	Shelley Mehling	2,468.38	Lois Musselman	2,311.30	Patricia Monforton	2,114.43
Debbie Ryan King	3,502.33	Joanne Manol	2,989.26	Heather Cook	2,645.39	Leanne Chamberlain	2,454.87	Bonnie Vigue	2,301.88	Anna Leblanc	2,112.46
Rebecca Irving	3,476.05	Beverley Dix	2,969.11	Darla Gagy	2,638.34	M. Pangan-Dutkoski	2,443.63	Monica Noel	2,298.30	Lenore Oughton	2,111.11
Louisa Hoddinott	3,431.26	Barbara Craig	2,943.68	Barbara Bond	2,637.47	Gladys MacIntyre	2,399.30	Angela Murphy	2,259.05	Fiona Corby	2,086.04
Paulette Nimco	3,401.15	Colleen Hendrickson	2,942.86	Janine Brisebois	2,633.51	Pamela Kanderka	2,392.16	Eva Kopec	2,257.03	Frances Fletcher	2,065.30
Judith Richardson	3,380.32	Elizabeth Farris	2,938.81	Alyce Parkes	2,610.71	Kavita Seth	2,391.22	Ana Mendonca	2,254.53	Lois Hirtz	2,062.06
Sophie Audet	3,317.84	Sonia Janelle	2,927.12	France Legare	2,602.17	Sharlene Bukurak	2,389.10	Joanne Ward	2,243.86	Cicily Brewer	2,061.53
France Grenier	3,302.73	Fran Sorobey	2,906.94	Lisa Craig	2,600.34	Mary Ogunyemi	2,378.76	Wendy-Lynn Jones	2,203.10	Gloria Fitt	2,046.19
Shirley Fequet	3,290.19	Ruby Chapman	2,869.99	Deanna Pease	2,598.61	Malinda Byrne	2,378.34	Deborah Brown	2,200.19	Jill Ashmore	2,040.24
Julie Ricard	3,250.36	Peggy Denomme	2,842.36	Debbie Struthers	2,593.89	Maria Bennett	2,377.29	Heather Daymond	2,199.77	Sue McElhanney	2,014.08
Kyla Buhler	3,235.35	Chrissy Novak	2,833.37	Marlene Bridgman	2,586.11	Louise Duchesne	2,376.36	Odette Dobbin	2,192.29	Georgie Anderson	2,005.85
Liz Wodham	3,120.61	Dierdre McKay	2,832.43	Valerie Pullishy	2,578.64	Larisa Day	2,374.03	Kathryn Milner	2,192.22	Fernanda Silva	2,004.35
Joyce Bigelow	3,107.94	Jody Zehr	2,830.41	Darcey Smith-Heath	2,566.87	Judi Todd	2,371.59	Judy Toupin	2,178.91	Teresa Alomar-Story	2,000.00
Susan Brady	3,094.70	Diane Riddell	2,806.76	Sara Roberts	2,558.54	Marie York	2,365.75	Kay Carruthers	2,178.78		
Tracey Douglas	3,089.75	Mychele Guimond	2,798.78	Louise McCann	2,541.46	Brenda Cuppage	2,363.61	Jeri Pearce	2,178.32		
R. Courmeya-Roblin	3,066.46	Wilma Goit	2,787.45	Beryl Apelbaum	2,539.35	Jane Arsenault	2,349.36	Carol Hoyland	2,172.78		
Lynn Brady	3,052.00	June Millar	2,779.80	Giselle Marmus	2,535.38	Christine Ransom	2,344.16	Johanne Girard	2,147.68		
Pat Paul	3,038.56	Kathy Whitley	2,776.04	Maureen Corrigan	2,523.82	Shelley Haslett	2,340.47	Prabjot Gill	2,143.70		

Scoreboard/Tableau des résultats

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

Josée D'Anjou	\$83,473.30	Susie Leakvold	\$38,832.80	Cheryl Neuman	\$31,130.80	Shannon Cameron	\$26,368.80	France Legare	\$23,110.30	Malinda Byrne	\$21,205.30
Shannon Shaffer	81,085.80	Linda Feldman	38,636.30	Cheryl Page	30,507.30	Shirley Fequet	26,339.80	Jasbir Sandhu	23,100.50	Marlene Bridgman	21,037.80
Shelley Recoskie	71,448.30	Ishali Mulchandani	38,004.80	Ginette Desforges	30,495.50	Diane Burness	26,317.80	Tracey Douglas	22,919.30	Rajinder Rai	20,902.80
Jacqueline Cullen	66,992.30	Heidi McGuigan	37,306.80	Rebecca Irving	30,368.80	Paulette Nimco	26,158.80	Joyce Bigelow	22,885.80	Sara Roberts	20,897.30
Donna Melnychyn	64,106.80	Susan Bannister	37,034.30	Elaine Scotte	30,124.80	Phyllis Hanford	26,147.30	Kathy Handzuik	22,814.30	Pat Paul	20,764.80
Rita Samms	58,543.30	Kimberley Shankel	35,998.30	Carol Adams	30,017.80	Wanda Groenewegen	26,137.30	Ruby Chapman	22,615.30	Diane Riddell	20,700.30
Nathalie Delisle	50,335.30	Teresa Ho	35,203.30	Susan Richardson	29,840.30	Audrey Ehalt	26,017.80	Kyla Buhler	22,398.30	Salina Jacobsen	20,598.30
Guylaine Comeau	50,017.80	Donna Matthews	34,202.80	Joeline Jean-Claude	29,588.80	Harpreet Dhaliwal	26,009.30	June Millar	22,395.30	Louise Desy	20,537.00
Jennifer Levers	49,313.80	Gwen Groves	33,581.30	Marilyn Bodie	29,521.80	Eve Raymond	25,415.80	Yasmin Manamperi	22,285.30	Debbie Ryan King	20,449.30
Sharon Coburn	49,038.30	June Rumball	33,421.80	France Grenier	29,272.80	Claribel Avery	24,705.30	Beryl Apelbaum	22,143.80	H. Lupena-Sabourin	20,408.30
Mary Davies	46,833.30	Barb McKellar	32,800.80	Mandy Meisner	29,222.80	Peggy Denomme	24,575.80	Louise McCann	22,141.30	Colleen Hendrickson	20,399.80
Kathy Quilty	44,996.80	M. Summach-Goetz	32,548.00	Evelyn Ramanauskas	28,599.80	Wilma Goit	24,422.30	Giselle Marmus	22,082.80	Heather Cook	20,380.30
Alexis Glabus	44,045.80	Mandeep Bamrah	32,411.30	Annie Gagnon	28,437.30	Kathy Whitley	24,246.80	Lynn Brady	22,066.30	Barbara Martin	20,376.30
Angela Hargreaves	43,098.80	Lorraine McCabe	32,137.30	Lucie Beaugregard	28,057.80	Betty Lister	24,073.30	Chrissy Novak	22,051.80	Pamela Tucker	20,301.30
Harsimran Saini	41,979.30	Tamara Swatske	32,109.30	Michelle Currie	27,631.80	Liz Wodham	24,058.80	Fran Sorobey	22,036.30	Mary-Lou Hill	20,270.80
Isabelle Meunier	41,846.00	Vaun Gramatovich	32,079.30	Elaine Fry	27,493.80	R. Courmeya-Roblin	23,740.80	Louisa Hoddinott	22,006.30	Lois Musselman	20,173.80
Guylaine Dufour	41,400.30	Mireille Morin	32,014.30	Susan Brady	27,436.30	Sonia Janelle	23,706.80	Jody Zehr	22,006.30	Alyce Parkes	20,164.80
Louise Boulanger	40,096.80	Shirley Peterson	31,901.30	Carol Heath	27,194.80	Darla Gagy	23,666.80	Anik Seguin	21,450.50	Valerie Pullishy	20,061.30
Joyce Goff	39,010.80	Gaylene Gillander	31,664.00	Sophie Audet	26,428.30	Alex Quinn	23,510.80	Sharlene Bukurak	21,370.80	Lisa Craig	20,005.30

Top Recruiting Units/Meilleurs groupes en recrutement

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

Ontario – Harsimran Saini
Alberta – Evelyn Ramanauskas

British Columbia/Colombie-Britannique – Angela Murphy
New Brunswick/Nouveau-Brunswick – Barbara Lockerbie

Ontario – Shelley Recoskie
Québec – Sophie Audet

Ontario – Jasbir Sandhu
British Columbia/Colombie-Britannique – Mandeep Bamrah

Ontario – Judy Toupin
Manitoba – Heather Daymond

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Sylvianne Greenwood
British Columbia/Colombie-Britannique – Parmjit Gill
Manitoba – Jacqueline Cullen
New Brunswick/Nouveau-Brunswick – Nathalie Quirion
Newfoundland & Labrador/Terre-Neuve-et-Labrador – Hilda Hiscok

Nova Scotia/Nouvelle-Écosse – Lorna Randall
Nunavut – Ellen Hatlevik
Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt
Ontario – Shelley Recoskie
Prince Edward Island/Île-du-Prince-Édouard – Charlene Martin

Québec – Melissa Barbeau
Saskatchewan – Rebecca Barbeau
Yukon – Nicole Gagne

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

Donna Melnychyn	\$2,606.25	Cheryl Neuman	\$1,266.75	Mychele Guimond	\$1,060.70	Sharon Coburn	\$972.32	Harpreet Dhaliwal	\$916.40	Diane Burness	\$856.62
Guylaine Comeau	1,908.99	Angela Hargreaves	1,245.89	Barbara Craig	1,057.01	Kimberley Shankel	962.45	Pat Paul	894.23	Isabelle Meunier	839.13
Shannon Cameron	1,424.66	Liz Wodham	1,179.25	Guylaine Dufour	1,010.78	Kyla Buhler	930.32	Ishali Mulchandani	883.23	Alyce Parkes	824.97
Cheryl Page	1,286.15	Mandeep Bamrah	1,177.29	Susie Leakvold	999.77	Kathy Whitley	925.80	C. Randle-Clayton	880.80	Marie York	821.84
Pam Behnke-Van Hoof	1,280.51	Alex Quinn	1,117.10	Lucie Leveille	985.71	Audrey Ehalt	924.74	Malinda Byrne	868.65	Marina Mason	816.15
Jacqueline Cullen	1,269.84	Shelley Recoskie	1,099.36	Vaun Gramatovich	975.97	Claudine Pouliot	924.12	Susan Bannister	859.65	Sophie Audet	812.10

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

Claudia Flores	\$807.09	Sue McElhanney	\$699.63	Louise Boulanger	\$631.02	Michelle Currie	\$596.61	Charlene Blackstar	\$558.78	Kim Conaghan	\$530.91
Victoria Wakulchuk	792.32	Leanne Chamberlain	688.91	Tammy Pearson	627.77	Kathy Handzuik	589.73	Ruth Breitner	555.87	Mary Clare Roldan	528.93
Melissa Bongalis	775.29	Rachel Lutz	688.02	Sara Roberts	627.11	Maureen Vincent	588.69	Nelia Arruda	554.76	Rita Samms	520.62
Fran Sorobey	770.80	Linda Gobeil	685.95	Darcey Smith-Heath	626.97	Marie-Josée Bourdages	588.11	Julie Sweeney	554.37	Yasmin Manamperi	520.23
Pauline Richardson	757.95	Tracey Douglas	681.90	Georgine Cook	623.13	Rajpreet Sadioura	577.14	Maria Dos Anjos Pragana	553.95	Louisa Hoddinott	517.70
Tarra Keller	751.29	Mary-Lou Hill	680.28	Ellen Green	619.74	Monica Hunt	576.03	Lindsay Lewis	553.17	Maria Bennett	516.68
Harsimran Saini	747.79	Randhir Singh	676.70	Sharon Carlson	618.23	Debbie Ryan King	573.82	Larisa Day	550.89	Donna Witt	515.65
Sandra Thornton	745.53	Claribel Avery	668.83	Judy Krelve	617.31	Gladys MacIntyre	572.81	Maureen Corrigan	549.54	Joy Zaporozan	515.28
Tamara Swatske	719.58	France Grenier	665.28	Sheena Murphy	615.66	Esther Gallop	572.24	Mary Ogunyemi	546.02	Aradella MacDonald	515.25
Shelley Mehling	718.88	Claudy Guillemette	661.05	Carol Heath	615.00	Kim Johnson	571.41	Sonia Janelle	543.76	Monica Noel	512.82
Paymaneh Varahram	716.76	Alexis Glabus	656.58	Jennifer Levers	612.53	Shirley Austin	570.80	Evelyn Ramanauskas	543.39	Diane Riddell	510.89
Lois Musselman	713.76	Betty Lister	656.22	Giselle Marmus	611.79	Patricia Snache	570.21	Gwen Groves	542.10	Sheila Lefebvre	510.66
Chrissy Novak	712.86	Johanne Girard	642.18	Deanna Pease	610.46	Gloria Fitt	562.92	Catherine Chapman	541.16	Audrey Taggart	507.54
June Rumball	709.08	Deborah Stomphorst	639.75	Dolores Whitefield	607.02	Shannon Shaffer	562.92	Wanda Cheshire	540.93	Tina O'Brien	505.02
Susan Richardson	706.39	Wendy-Lynn Jones	632.60	Paulette Nimco	604.52	Renee Lavoie	562.59	Vonita Glenney	538.86	Manjit Sahsi	504.81
Elaine Scotte	706.00	Lorraine McCabe	632.11	Sharon Wolthers	602.54	Carol Adams	562.16	Janelle Desjardins	537.27	Glenna O'Quinn	500.49
France Mimeault	705.03	Eugénie Fortin	631.65	Jasbir Sandhu	598.25	Fernanda Silva	560.82	Donna Fidler	531.30	Lorena Siemens	500.19
Christina Doracin	701.45	Fay Hoiness	631.54	Becky Lawrence	597.29	Jody Zehr	558.81	Mary Davies	531.15		

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

Donna Spada	\$483.96	Louise Desy	\$391.44	Patti Jeske	\$326.45	April Migneault	\$304.38	Alicia Plosz	\$285.20	Toby Asante	\$262.52
Debi Kanerva	464.80	Ginette Desforges	379.26	Heather Daymond	325.23	Lisa Craig	299.54	Marie-Claude Leblanc	284.44	Sharon Keenan	258.03
Sheila Vadil	452.06	Sharmila Peterson	376.20	Marie-Sophie Roy	322.60	Judy Kairetz	294.02	Michelle Gurdebeke	284.34	Lorie Groth	257.18
Lorraine Delangis	446.76	Karen Piovesan	370.44	Sylvia Smith	321.76	Judy Byck	293.92	Helen Lupena-Sabourin	283.85	Kim Nguyen	255.06
Belinda Dunlop	433.46	Debbie Struthers	364.63	Shawna Mallette	321.26	Hoda Karakach	292.68	Lori Cherney	282.78	Lenore Oughton	253.29
Mary Humber	430.95	Deanna Penney	363.52	Liz Smith	314.37	Elizabeth Farris	290.85	Janet Taylor	274.90	Barbara Bond	252.10
Michelle Gilbert	419.34	Amy Shang	355.58	Laurie Schuster-Sydr	313.68	Linda Giesbrecht	288.40	Luisa Rallo	274.60		
Terry Thrun	399.48	Lori Rennich	340.61	Manvinder Dutta	310.16	Suzanne Rumball	287.21	Nathalie Robichaud	273.70		
Angela Murphy	398.87	Joeline Jean-Claude	330.46	Alison Hogan	304.49	Colleen Hendrickson	286.79	Tana Letkeman	268.38		

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

Paula Skinner	\$246.26	Erica Downie	\$120.06	Bonnie Newton	\$103.14	Lisette Samson	\$96.12	Elain Tung	\$85.11	Nadia Djebli	\$79.17
Clara Dreise	192.05	Ambreen Arif	120.04	Gurdeep Pahal	102.56	Karin Smith	96.05	Patrice Montens	84.21	Sonya Rondinelli	79.14
Martine Caerdinael	179.49	Julie Enajo	120.04	Debbie Richards	100.88	Joan Stolle	96.03	Ginette Garneau	83.79	Trudy Walsh	78.14
Christie Poruchnek	149.57	Elizabeth Naeth	120.01	Martha Perry	99.37	Rodier Gendron	96.02	Shelleen Stringfellow	83.62	Janet Crosby-Jackson	76.58
Mariana Radosavlevici	145.42	Natalie Picard	120.00	Sharon Stewart	99.16	Melissa Huston	96.00	Kathy Tremblay	83.15	Rosanne Daly	76.48
Christine Forget	144.19	Debbie Hollett	115.99	Shirley Jalbert	98.35	Mary Reid	93.47	Lorrie Roshier	82.64	Crystal McCracken	76.24
Elaine Mann	143.85	Marie-Eve Flamand	113.53	Jeanne Vidar	98.06	Sharon Cymerys	92.36	Stephanie Mager	81.77	Doris Hammett	76.08
Leslie Vanderhaegen	132.06	Leanne Koopman	111.88	Annick Desfosses	96.76	Natalie Robbins	90.86	Kelly Lippert	81.57		
Christine Bowman	131.43	Leslie Roberts	107.56	Shumsul Nauffer	96.69	Aline Boutet	89.72	Sylvie Bissonnette	81.08		
Betty Burke	124.15	Christine Miller	107.14	Amanda Lewin	96.42	Susan Hau	89.46	Marcia Ouellette	80.82		
Joanne Black	121.84	Guyline Ouellet	104.40	Cheryl Stephanow	96.21	Rupinder Sandhu	88.03	Ravinder Kaur	80.11		
Jennifer Petras	121.31	Maria Bermudez	104.14	Sonia Hayes	96.17	Fatima Zohra	86.96	Elaine Wilson	79.42		

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

CHERYL NEUMAN Director/Directrice	DEANNA PEASE Director/Directrice	ANGELA MURPHY Director/Directrice	DONNA SPADA Alexis Glabus	MEENU BHASIN Harsimran Saini
RAJINDER RAI Director/Directrice	RANDHIR SINGH Director/Directrice	MARY CLARE ROLDAN Maggie Brasil	SHEILA VADIL My Cialfoni	CLAUDIA FLORES Shelley Recoskie
WANDA CHESHIRE Director/Directrice	SHAWNA MALLETTE Rita Samms	RAJPREET SADIOURA Harsimran Saini	NELIA ARRUDA Mandy Meisner	SHELLEY RECOSKIE KIM NGUYEN Bethany Ha

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

SHELLEY RECOSKIE Director/Directrice	ELAINE MAELAND Director/Directrice	SOPHIE AUDET Director/Directrice	KAREENA FELKER Susanne Felker	KAREN PIOVESAN Director/Directrice	LINDA MURPHY Doreen Burggraf
JACQUELINE CULLEN Director/Directrice	TRACEY DOUGLAS Director/Directrice	FRANCE MIMÉAULT Isabelle Meunier	KAREN PERRY Darla Gagyi	GLENDIA FUNK Julie Sweeney	

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

DONNA MELNYCHYN Director/Directrice	NOREEN KROETSCH Director/Directrice	JASBIR SANDHU Director/Directrice	BARBARA ACHEAMPONG Director/Directrice	LEANNE CHAMBERLAIN Director/Directrice	IOULIA KHAIROVA Director/Directrice
ALEX QUINN Director/Directrice	YASMIN MANAMPERI Director/Directrice	GUYLAINE COMEAU Director/Directrice	DIANE BURNESSE Director/Directrice	NANCIE LACHANCE Director/Directrice	MARIE-SOPHIE ROY Nathalie Delisle

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 RECRUTE 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 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LITÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTITÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Bronze Medal (continued)/Médailles de bronze (suite)

KAVITA SETH
Director/Directrice
MELISSA BONGALIS
Alexis Glabus

JULIE HUNEULT
Alison Hogan
MARINA MASON
Michelle Summach-Goetz

MARIA DOS ANJOS PRAGANA
Ana Mendonca
CHARLENE RANDLE-CLAYTON
Betty Elliott-Kichler

PARWINDER SIDHU
Harsimran Saini
LYNN STEPHEN
Jacqueline Cullen

New Team Leaders/Nouveaux chefs d'équipe

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

IVONNE AYALA
Eva Kopec
HEIDI BARRIOS
Lisa Craig
PAULETTE BARRY
Alexis Glabus
MEENU BHASIN
Harsimran Saini
KIMBERLY BOYKO
Debbie Struthers
JANET BROWN
Joan Elliott

MELANIE BUITENDYK
Marilyn Forster-Lo Turco
MIRIAM CHAVARRIA
Giovanna Russo-Nardelli
KIM CONAGHAN
Shelley Recoskie
ELAINE CRAWFORD
Larisa Day
ROSELINE DUMOUCHEL
Elaine Sicotte
BELINDA DUNLOP
Jacqueline Cullen

MANVINDER DUTTA
Mandy Meisner
CLAUDIA FLORES
Shelley Recoskie
DEBBY GOLDRICK
Patti Jeske
DANITA HICKSON
Joyce Goff
ADRIENNE JACKSON
Phyllis Hansford
JODIE JEWELL
Vaun Gramatovich

HODA KARAKACH
Odette Dobbin
ANN KOSKI
Kristine Sivertson
SHEENA LABOSSIERE
Angela Murphy
LESLEY-KIM MCFARLANE
Bev Harris
KIM NGUYEN
Bethany Ha
TINA O'BRIEN
Louisa Hoddinott

KAREN PARKER-NEVILLE
Rebecca Irving
WENDY ROBINSON
Patricia Monforton
TANNAS ROSS
Shannon Shaffer
MOHINDER SANDHU
Jasbir Sandhu
PARWINDER SIDHU
Harsimran Saini
EMILIA SLUSARCZYK
Marcia Grobety

MARNE SVENNES
Carol Heath
IDA SWARTZ
Susan Brady
LYNE VINCENT
Linda Moreau
CAROL WOOD
Evelyn Ramanauskas

New Star Recruiters/Nouvelles recruteuses étoiles

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

JENNY ALVARADO
Gladys MacIntyre
SARAH BARDELL
Anna Leblanc
ALBERTINE BEAR
Deanna Pease
ERIN BLOM
Carol Heath
DENISE BOND
Lila Tanner
BRIGITTE BOUCHER
Eve Raymond
MAVIS BRIAND
Paulette Nimco
KRISTY BUGO
Louise McCann
BETTY BURKE
Debbie Mattinson
LAURIE COVENEY-ARNOLD
Robin Courneya-Roblin

MARIE-JOSEE DERY
Josée D'Anjou
MARNIE ERICKSON
Joyce Goff
PATRICIA FAWCETT-SHAW
Kelsie Dawson
MARIE-EVE FLAMAND
Guylaine Dufour
GEORGETTE FLEURY
Kathy Handzuik
CHRISTINE FORGET
Kathy Quilty
ROSE FRAIN
Joyce Gustafson
MADELEINE GAGNE
Gloria Boyne
RANI GILL
Michelle Erho
KAREN HANDY
Brenda Graham

MEGAN HURST
Anna Leblanc
LYNE JONCAS
Isabelle Meunier
GINA LE
Diane Burness
VANESSA LEWIS
Monica Noel
JEANETTE LINDSKOG
Michele Gustafson
KELLY LIPPERT
Tina Drake
BETTY LY
Bethany Ha
STEPHANIE MAGER
Carol Hinch Croteau
DEBRA MASTROMATTEI
Linda Feldman
SHELLEY MESSIER
Jeannine Rouleau

CHRISTINE MILLER
Chrissy Novak
BRENDA PEARSON
Karen Cornish
CHERI PETERS
Bev Strebchuk
SUZANNE PLOURDE
Guylaine Dufour
HEATHER PROCTOR
Lenore Oughton
LORRAINE QUINTAL
Deanna Pease
AMY REECE
Susan Brady
CAROLYN RHODES
Audrey Noronha-Teixeira
DEBBIE RICHARDS
Betty Lister
RUPINDER SANDHU
Jasbir Sandhu

JILL SHAW
Susan Bannister
OLGA SHMYRKO
Ioulia Khairova
SATPREET SIDHU
Kavita Seth
SADIAN SMITH
Odette Dobbin
MICHELLE STAFFORD
Bonnie Vigue
VALERIA STOLZEMBACH
Mireille Morin
PAT SUCHLANDT
Wanda Groenewegen
CHERYL TESSARI
Helen Zucchelli
SUSAN TON
Lynn Brady
KATHY TREMBLAY
Annie Gagnon

CYNDI VAN ARRAGON
Elaine Erhart
SONDRA VAN DOLDER
Donna Matthews
DOLINA WALKER
Darla Lutwick
RACHELLE WIEBE
Amy Easterbrook
AMY WIGNEY
Judy Toupin
BARBARA WILSON
Janice Appleby
MADDIE WILSON
Claudette Shorts
RENEE ZEMLUK
Emily Chambers
IVY ZHOU
Joanne Lam

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

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

Malinda Byrne
Christina Doracin

Julie Fiala
Vonita Glenney

Betty Lister
Pat Paul

Karen Piovesan

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

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

Charlene Blackstar
Melissa Bongalis

Sonia Dumas
Sherry Dabydeen

Mona Hood
Monica Hunt

Renee Lavoie
Lucie Léveillé

France Mimeault
Sheena Murphy

Deborah Stormphorst
Sheila Vadil

Dean's List Achiever/Liste des meilleures performances

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



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

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

june 2008 recognition reconnaissance de juin 2008

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

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in June 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 May. / Commissions touchées en juin 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 mai.

Angie Stoker	Doreen Burggraf	Renée Daras	Brenda Summach	Gail Adamson
				
\$28,622.00	\$27,271.00	\$26,249.00	\$24,282.00	\$21,550.00

Gloria Boyne	\$19,895.00	Anne Austin	\$14,451.00	Darlene Ryan-Rieux	\$11,538.00	Philomena Warren	\$10,279.00	Debbie Mattinson	\$6,916.00
Dalene Allen	19,595.00	Olive Ratzlaff	14,397.00	Susanne Felker	11,439.00	Sandy Campbell	9,543.00	Donna Weir	6,603.00
Elena Sarmago	18,631.00	Marcia Grobety	13,438.00	Bernice Boe-Malin	11,089.00	Betty Elliott-Kichler	8,951.00	Jane Kosti	5,059.00
Heather Armstrong	18,114.00	Donna Lowry	12,569.00	Linda MacDonald	10,724.00	Janice Connell	8,943.00		

Diamond Circle/Cercle diamant

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

Doreen Burggraf	Betty Elliott-Kichler	Brenda Summach
		
Level 2/Niveau 2	Level 1/Niveau 1	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 June 30th, 2008. 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 30 juin 2008. 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	\$7,676,448.30	Brenda Summach	\$4,866,188.67	Dalene Allen	\$3,478,475.92	Marcia Grobety	\$3,225,737.85	Elena Sarmago	\$3,110,338.94
Heather Armstrong	6,895,221.41	Doreen Burggraf	3,495,949.20	Donna Lowry	3,387,267.67	Gloria Boyne	3,218,958.17	Gail Adamson	2,894,556.90

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 RECROUTE 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 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTIVÉE A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % 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!

Shannon Ottley	\$7,159.50	Bonny Schmidt	\$5,205.75	Wilma Goit	\$4,521.50	Shirley Fequet	\$4,155.25	Carla Sweeney	\$3,782.75	Diana Robstad	\$3,610.00
Vicki Stinchcombe	7,001.25	Alicia Plosz	4,949.25	Shelley Mehling	4,501.25	Amanda Charlton	4,150.25	Sandra Skinner	3,763.25	Humaira Chaudhry	3,608.00
Gurdeep Pahal	6,673.75	Rita Marchesan	4,941.50	Debbra Bigelow	4,500.00	Lenore Oughton	4,100.25	Lucie Bourgeois	3,708.00	Stephanie Mager	3,602.75
Natasha Recoskie	6,502.25	Cathy Smockum	4,935.00	Cassandra Lay	4,432.75	Alice Wong	4,033.00	Claire Kennedy	3,674.50	Marilyn Clark	3,602.25
Sylvianne Greenwood	6,397.50	Kuljeet Gaudu	4,826.75	Tassy Lyras	4,404.50	Ambrose Recoskie	4,002.00	Leatrice Ralph	3,645.75	L. Havell-Charlebois	3,602.25
Michelle Gilbert	6,089.50	Angela Hollett	4,800.50	Aline Boutet	4,399.50	Jennifer Trenerry	4,001.25	Marlene Commins	3,636.75	Nathalie Dubois	3,602.00
Maggie Brasil	5,920.00	Sherry Anania	4,766.00	Joanne Ward	4,379.00	Donna Spada	4,000.50	Cheryl Avery	3,634.75	Claudia Bernier	3,600.50
Carol Adams	5,918.25	Angela Hargreaves	4,729.50	Susan Bannister	4,318.75	Danielle Bourgault	3,964.00	Vanessa Enns	3,626.00	Joyce Harnett	3,600.00
Sonia Dumas	5,870.25	Joyce Goff	4,725.25	Marilyn Bodie	4,221.25	Suhad Al-Saati	3,899.00	Alice Melnychyn	3,626.00	Kirsten Lindquist	3,600.00
Linda Anderson	5,839.50	Sarmite Surgeoner	4,643.25	Tannas Ross	4,207.00	Lisa Molesky	3,864.25	So Wong	3,626.00		
Lesley-Kim McFarlane	5,830.50	Beverly MacDonald	4,610.50	Roslyn Garofalo	4,201.75	Lorraine Upwards	3,836.25	Meredith McEwen	3,613.00		
Gail Hennig	5,520.75	Sarah Laberge	4,564.25	Martine Caerdinael	4,193.50	France Mimeault	3,834.75	Angela De Laat	3,612.25		
Susan Prosser	5,322.50	Claudine Pouliot	4,535.50	Ami Bour	4,182.00	Vonita Glenney	3,832.75	Cynthia Letourneau	3,611.25		

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!

M. Summach-Goetz	\$3,598.50	Louise Ann Brunet	\$2,808.75	Mary Anne Whitford	\$2,408.25	Debbie Madsen	\$2,111.75	Ana Mendonca	\$1,848.75	Leslie Gerdis	\$1,802.50
Darlene Olsen	3,596.75	Kathy Whitley	2,801.00	Shelley Recoskie	2,408.00	Karen Pinsent	2,108.25	Georgine Cook	1,848.00	Amie Banks	1,802.25
Ena Annot	3,591.75	Brenda Hartley	2,798.00	Sharon Coghill	2,407.50	Marcia Difazio	2,098.75	Lore Nitto	1,847.00	Erin-Marie McCord	1,802.25
Marthe Harvey	3,567.50	Kathryn Jewell	2,788.50	Leah Kish	2,405.00	Tonya Mugford	2,096.75	Jennifer Chin	1,845.50	Santosh Banga	1,802.00
Kyla Buhler	3,480.00	Marjolaine Dupuis	2,776.00	Remi Boulanger	2,404.50	Georgie Anderson	2,096.50	Jessica Powers	1,840.75	Loraine Fernando	1,802.00
Rita Samms	3,367.00	Danielle Gobeil-Plante	2,769.50	Jamie Brown	2,403.75	Gina Hormann	2,096.50	Karen Campbell	1,840.50	Bisola Ajibade	1,801.75
Parmjit Gill	3,364.25	Wanda Cheshire	2,752.75	Sara Rolston	2,403.50	Christine Forget	2,088.75	Theresa Decarie	1,840.50	Gloria De Chicas	1,801.75
Patricia Lavoie	3,355.00	Donatella Ciampi	2,750.00	Audrey Watson	2,403.00	Annie Mpiana	2,088.00	Rhonda McDonald	1,840.50	Hayley Wilcock	1,801.75
Karen Goldrick	3,282.00	Marlene Quinton	2,745.50	Karen MacAulay	2,402.25	Melanie Ndjandji	2,073.25	Lois Hirtz	1,836.50	Sue Harper	1,801.50
Terina Stenger	3,270.25	Dorothy Osadzuk	2,691.00	Meighen Pollard	2,401.75	Judith-Danielle Masse	2,072.50	Sarah Kwan	1,829.50	Bonnie MacDonald	1,801.50
Brenda Cooper	3,201.25	Bonnie Downie	2,688.75	I. Bourgeois-Maille	2,401.50	Marie Smith	2,060.75	Sharen Lipton	1,825.00	Claire Pitre	1,801.50
Ellen Whiting	3,193.50	Margaret Armstrong	2,681.50	Margaret Perrier	2,401.50	Kim Conaghan	2,059.00	Evavivian Sheth	1,820.50	R Silvera-Zetner	1,801.50
Rose-Marie Young	3,168.00	Terri Komarniski	2,679.75	Jana Wilson	2,401.25	Ellen Green	2,059.00	Pat Suchlandt	1,820.25	Caroline Gregoire	1,801.25
Kimberley MacBride	3,167.25	Kelly Hause	2,670.50	Jackie Watkins	2,401.25	Colleen Worth	2,059.00	Rosalene Phillips	1,819.50	Barb Molengraaf	1,801.25
Natasha Poirier	3,132.75	Monica Hunt	2,651.00	Melania Martin	2,401.00	Jeri Pearce	2,038.50	Gertrude Mascary	1,818.75	Janet Newell	1,801.25
Sarah Samms	3,105.75	Rita White	2,648.00	Jennifer Curlew	2,400.75	Lynda Hiebert	2,029.75	Krista Dunham	1,818.50	Chrissi Tsourouttis	1,801.25
Joan Knight	3,100.75	Tana Letkeman	2,643.75	April Drury-Johnson	2,400.75	Gail Prodeus	2,014.50	Lorna Barr	1,817.50	April Williams	1,801.00
Frankie Hammond	3,100.50	Pascale Sabourin	2,643.00	Nicole Jorge	2,400.75	Debbie Parsons	2,009.00	Karen McKenna	1,815.25	Cecilia Wong	1,801.00
Teresa Lutterman	3,090.25	Alex Quinn	2,618.00	Melissa Tizard	2,400.75	Edete Morton	2,005.25	Sophie Boucher	1,814.50	Michelle Fischer	1,800.75
Jennifer Levers	3,088.50	Sandra Thornton	2,590.50	Dorothy Young	2,400.25	Sharon Taphorn-Boyd	2,001.50	Jackie Hartman	1,813.50	Rachel Gonzalez	1,800.75
Leighan Walls	3,068.75	Barb McKellar	2,576.50	Elaine Maeland	2,386.00	Sue McElhanney	2,001.25	Michelle Currie	1,812.00	Omara Janmohamed	1,800.75
Marion Taylor	3,063.25	Lynne Champagne	2,571.25	Adriana Toogood	2,385.75	Bonny McComb	1,999.50	Karen Archer	1,810.25	Johanne Marleau	1,800.75
Sharon Robertson	3,048.00	Nancy Murray	2,567.25	Lillie Johnson	2,358.25	Mavis Keith-Gerber	1,997.00	Candice McCann	1,810.25	Sonia Ferrante	1,800.50
Debra Nesbitt	3,036.50	Trinidi Soulard	2,547.00	Linda Hookenson	2,353.00	Winnifred Barnett	1,993.25	Carol Taun	1,810.00	Jan Irwin	1,800.50
Sondus Khan	3,029.50	Catherine Chapman	2,530.00	Lisa Gallant	2,350.75	Anita Wolfenden	1,990.75	Rowena List	1,809.25	Parul Lad	1,800.50
Catherine Gerin-Lajoie	3,028.25	Darlene Bakker	2,528.00	Nancy McEwen	2,341.00	Cindy Fung	1,988.50	Francoise Leduc	1,809.00	Michelle McFarland	1,800.50
Lindsay Lewis	3,018.25	Lisa Naismith	2,522.00	Jennifer French	2,322.75	Joyce Chambers	1,981.75	Michelle Waterston	1,809.00	Geneva Martens	1,800.50
Beverly Pickard	3,010.50	Rebecca Irving	2,515.75	Marcia Alaric	2,317.75	Mylene Kilgour	1,976.50	Kristine Schumacher	1,808.75	Janice Munroe	1,800.50
Isabelle Godin	3,006.00	Amy Shang	2,512.75	Joyce Bigelow	2,310.00	Sharmila Peterson	1,976.50	Nathalie Langlois	1,808.25	Tania Pugliese	1,800.50
Kerry O'Brien	3,001.50	Lorraine Scott	2,506.75	Kelly Gervais	2,300.75	Janet Boehmer	1,974.25	Carol Dutchik	1,808.00	Denise Stone	1,800.50
Sheila Lefebvre	3,001.25	Sara Chowdhery	2,495.25	Rachel Lutz	2,290.75	Elizabeth Sly	1,973.75	Laura Gale	1,807.50	M. De Carutel-Tougas	1,800.25
Anita Dreise	3,001.00	Sandra Neufeld	2,492.25	Nadia Plourde	2,279.00	Pauline Richardson	1,972.50	Betty Lister	1,807.00	Hedeliza Gano	1,800.25
Kelly-Anne Appleton	3,000.75	Elizabeth Bailey	2,487.00	Carole Duguay	2,260.50	Lise Crowell	1,963.50	Randi Mulder	1,806.25	Melissa Gullage	1,800.25
Audrey Fourre	3,000.75	Ellen Hatlevik	2,485.50	Jane Giesbrecht	2,249.75	Gina Le	1,963.25	Amber Petersen	1,806.00	Cynthia Hauck	1,800.25
Rose-Marie Tremblay	3,000.75	Louise Fortin	2,483.50	Danielle Guertin	2,220.75	Tonielle Fedler	1,959.75	Erin Seigmiller	1,806.00	Teresa Pascual	1,800.25
Shannon Boutillier	3,000.50	Kristina Zlatanovski	2,482.00	Carla White	2,208.50	Cara Calderbank	1,957.25	Marie-France Guertin	1,805.75	Robin Reid	1,800.25
Tina Gaudreault	3,000.50	Shelley Hewitt-Russell	2,478.25	Sophia Yap	2,205.25	Denise Melanson	1,946.25	Sherry Gilbert	1,805.50	Tanya Read	1,800.25
Heather Shaw	3,000.50	Jessie Cyr	2,475.50	Mary Clare Roldan	2,204.50	Wendy-Lynn Jones	1,929.25	Carline Belanger	1,805.25	Neelam Zaka	1,800.25
Sheena Bolt	3,000.25	Bonnie Eidse	2,475.00	Erin Foster	2,194.75	Peggy Malval	1,927.50	Crystal Gauvin	1,805.00	Amy Francis	1,800.00
Sandrine Gagne	3,000.25	Julie Lee	2,475.00	Debi Kanerva	2,188.00	Trina Nelson	1,926.25	Lakhvir Kaur	1,805.00	Carolyn Hueston	1,800.00
Sandra Lannin	3,000.25	Paymaneh Varahram	2,455.00	Catherine Roberts	2,182.25	Marcia Amor	1,912.50	Kat Rosene	1,805.00	Sandy Liu	1,800.00
Tammy Thompson	3,000.25	Donna McKinley	2,448.00	M. Pangan-Dutkoski	2,175.50	Allyson Beckel	1,902.50	Audrey Gillingham	1,804.75	Shannon Morton	1,800.00
Julie Burke	3,000.00	Kathie McGann	2,445.00	Connie Graham	2,165.75	Denise Roller	1,902.00	Tanya Evans	1,804.50	Jessica Munchrath	1,800.00
Hanh Ly	3,000.00	Deanna Tuplin	2,436.25	Antje Cavanagh	2,156.75	Anjali Jensen	1,899.75	Elizabeth Hastie	1,804.25	Chantal Malaysia	1,800.00
Bernice Wong	3,000.00	Penny Davis	2,433.50	Julie Tringue	2,154.75	Sharon Lee Carlson	1,899.25	Savannah Ryane	1,804.25	Anna Novello	1,800.00
Deanna Blue	2,986.00	Barbara Berven	2,433.00	Prabjyot Gill	2,154.25	April Klippenstein	1,898.50	Leah Trudeau	1,804.25	Nina Pye	1,800.00
Janice Ropp	2,985.00	Marcelyn Querino	2,431.25	Carol Hinch Croteau	2,150.75	Paulette Pomerleau	1,889.25	Gurpreet Bhullar	1,804.00	Gashanti Prashad	1,800.00
Joyce Thornton	2,909.00	Alison Kromm	2,422.75	Sarah Perry	2,145.75	Teri-Lynn McNeil	1,883.75	Phyllis Ticco	1,803.75	Hazel Posadas	1,800.00
Kathy Quilty	2,907.50	Alisha Rumbolt	2,420.75	Helena Bourgeois	2,140.75	Ginger Woepfel	1,881.75	Elvira Boldt	1,803.75	Tanya Rosner	1,800.00
Carol Heath	2,892.25	Jessica Goudreau	2,418.75	Brenda Hewlow	2,140.25	Thecia Kelly	1,865.25	Afroza Samji	1,803.50	Murielle Rioux	1,800.00
Paula Hoare	2,867.50	Kay Carruthers	2,417.75	Cynthia Martel	2,136.50	Martine Alaïre	1,864.75	Nancy Lapointe	1,803.25	Caroline Simard	1,800.00
Janine Brisebois	2,867.00	Kathy Christensen	2,417.25	Mireille Morin	2,135.25	Debra Huffman	1,864.00	Carol Petrich	1,803.25	Kulwinder Toor	1,800.00
Donelda Hunter	2,847.00	Renee Moffat	2,412.75	Jenna Moffat	2,134.00	Renee Johnson	1,852.50	Patricia Okoh	1,803.00	Kathy Wyrwas	1,800.00
Cheri Stefanucci	2,844.50	Julie Filiatrault	2,412.00	Rosalind Babstock	2,130.25	Sandra Korte	1,850.25	Mary Chan	1,802.75		
Mychele Guimond	2,830.50	Jasdeep Saggu	2,408.75	June Rumball	2,120.75	Azra Hamzic	1,849.00	Lynn Palmer	1,802.75		

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA, OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

Donna Melnychyn	\$16,019.72	Mireille Morin	\$5,144.93	Beverley Dix	\$3,805.78	Shirley Austin	\$3,163.24	Leanne Chamberlain	\$2,744.45	Salina Jacobsen	\$2,304.71
Josée D'Anjou	15,129.65	Kimberley Shankel	5,107.76	Elaine Sciotte	3,773.94	Sara Roberts	3,136.58	Debbie Ryan King	2,731.34	Mary Ogunyemi	2,299.31
Shannon Shaffer	13,453.35	Angela Murphy	5,071.82	Elizabeth Farris	3,764.14	Alex Quinn	3,106.69	Maggie Brasil	2,721.39	Gwen Groves	2,297.95
Rita Samms	11,787.75	Claribel Avery	5,024.72	France Grenier	3,757.90	Alyce Parkes	3,098.42	Ming Tsang	2,714.53	Valerie Pullishy	2,289.74
Jennifer Levers	10,686.43	Shirley Peterson	5,024.61	Rebecca Irving	3,740.94	Joanne Ward	3,081.22	Liz Wodham	2,685.35	Linda Feldman	2,287.30
Shelley Recoskie	9,747.79	Johanna Tobin	5,018.43	Michelle Currie	3,736.84	Fiona Corby	3,078.37	Pamela Tucker	2,675.29	Angella Maynard	2,249.04
Nathalie Delisle	9,660.06	Vaun Gramatovich	4,944.75	Randhir Singh	3,725.99	Shelley Haslett	3,075.02	Lorraine McCabe	2,672.14	Mary-Lou Hill	2,191.69
Shirley Fequet	9,520.98	Frances Fletcher	4,890.10	Sophie Audet	3,711.85	Jody Zehr	3,062.08	Jane Arsenaault	2,671.17	Shelley Mehling	2,190.25
Sharon Coburn	9,136.35	Mary Davies	4,754.69	Gladys MacIntyre	3,710.49	Arleen Fritz	3,055.51	Maria Bennett	2,667.55	M-J Bourdages	2,188.77
Jacqueline Cullen	8,906.62	Elaine Fry	4,749.67	Barbara Craig	3,645.82	Audrey Ehalt	3,054.76	Lois Hirtz	2,666.64	Kavita Seth	2,160.09
Joyce Goff	8,555.21	Ishali Mulchandani	4,733.67	June Rumball	3,611.13	Carol Hoyland-Olsen	3,043.23	Deanna Pease	2,654.14	Joyce Bigelow	2,158.05
Harpreet Dhalwal	8,468.98	Wanda Groenewegen	4,660.67	Darlene Olsen	3,605.97	Barbara Bond	3,032.39	Maureen Vincent	2,653.27	Karen Simpson	2,156.19
Isabelle Meunier	8,446.01	Janice Appleby	4,528.43	Pat Paul	3,568.15	Darcey Smith-Heath	3,020.60	Rose-Marie Young	2,647.19	Alison Hogan	2,142.51
Susan Bannister	8,259.40	Teresa Ho	4,490.97	Diane Riddell	3,558.05	Kathy Handzuik	3,019.43	Alicia Plosz	2,632.83	Teresa Alomar-Story	2,141.27
Evelyn Ramanauskas	7,661.61	Lucie Beauregard	4,445.49	Pam Behnke-Van Hoof	3,549.83	Kathryn Milner	3,017.07	Catherine Chapman	2,626.79	Divona Summer	2,132.24
R. Courneya-Roblin	7,410.36	Carol Adams	4,431.31	Heidi McGuigan	3,539.83	Gloria Fitt	3,003.46	Louiselle Duchesne	2,622.72	Maureen Corrigan	2,128.10
Guyline Dufour	7,331.39	Colleen Hendrickson	4,380.58	Bonnie Vigue	3,519.03	Betty Lister	2,973.59	Lori Rennich	2,619.47	Becky Lawrence	2,121.74
Louise Boulanger	6,926.59	Janine Brisebois	4,368.65	Sheila Lefebvre	3,503.20	Christine Ransom	2,966.80	France Legare	2,608.72	Kitty Babcock	2,119.60
Alexis Glabus	6,851.48	Susan Richardson	4,330.55	Tracey Douglas	3,491.20	Judi Todd	2,932.34	M. Pangan-Dutkoski	2,604.23	Mary-Lou Hill	2,117.65
Tamara Swatske	6,753.29	Heather Cook	4,315.47	Marie York	3,481.87	Joanne Manol	2,877.39	Victoria Wakulchuk	2,592.90	Ruby Chapman	2,106.53
Donna Izen	6,640.43	Barb McKellar	4,290.35	Wilma Goyt	3,478.73	Wendy-Lynn Jones	2,864.64	Rita White	2,573.91	Sharon Robertson	2,105.75
Angela Hargreaves	6,639.47	Yasmin Manamperi	4,272.96	Susan Brady	3,453.45	Nicole Bellemare	2,856.59	Dierdre McKay	2,557.64	Maureen Adamkewicz	2,098.67
Donna Matthews	6,572.54	Ginette Desforges	4,263.22	Cheryl Neuman	3,432.74	Donna Witt	2,850.65	Lorena Siemens	2,549.40	Cassandra Lay	2,088.07
Kyla Buhler	6,548.36	Lynn Brady	4,261.27	Deborah Prychidny	3,424.07	Brenda Cooper	2,850.29	Georgie Anderson	2,544.67	Bonnie Eidse	2,075.40
Rajinder Rai	6,480.14	Gaylene Gillerander	4,160.95	Joeline Jean-Claude	3,366.80	Annie Gagnon	2,838.10	Prabjyot Gill	2,497.27	Donna McKinley	2,070.33
Eve Raymond	5,960.23	Fran Sorobey	4,138.30	Julie Ricard	3,352.86	Beryl Appelbaum	2,820.00	Kay Carruthers	2,484.31	Odette Dobbin	2,070.07
Guyline Comeau	5,942.64	Sonia Janelle	4,034.25	Lisa Craig	3,325.42	June Millar	2,804.01	Debbie Struthers	2,462.41	Laureen Miller	2,052.52
Harsimran Saini	5,873.28	Malinda Byrne	4,000.48	Jill Ashmore	3,295.10	Pam Hill	2,794.58	Louise Desy	2,432.90	Karen Hollingworth	2,047.18
Mandeep Bambrab	5,799.86	Bev Harris	3,994.55	Phyllis Hansford	3,271.99	Giselle Marmus	2,789.84	Eva Kopec	2,429.07	Cicily Brewer	2,031.65
Carol Heath	5,750.80	Michelle Gilbert	3,988.54	Janet Taylor	3,269.46	Peggy Denomme	2,789.54	Fernanda Silva	2,352.29	Glynis MacDavid	2,025.96
Marilyn Bodie	5,600.19	Lenore Oughton	3,964.29	Louise McCann	3,263.55	Claudia Perrotti	2,788.77	Sherry Anania	2,346.54	Joyce Harnett	2,006.94
Kathy Whitley	5,524.03	M. Summach-Goetz	3,959.08	Pamela Kanderka	3,259.99	Jeri Pearce	2,788.24	Marlene Bridgman	2,328.49		
Susie Leakvold	5,434.36	Cheryl Page	3,954.29	Claudine Pouliot	3,255.82	Paulette Nimco	2,760.37	Theresa Nielsen	2,319.59		
Diane Burness	5,226.61	Sharlene Bukurak	3,861.51	Linda Gingrich	3,242.20						
Shannon Cameron	5,154.89	Jasbir Sandhu	3,856.72	Judith Richardson	3,235.24						

Scoreboard/Tableau des résultats

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

Donna Melnychyn	\$131,858.00	Harsimran Saini	\$41,485.00	Michelle Gilbert	\$32,884.00	Jill Ashmore	\$27,544.00	Peggy Denomme	\$24,454.50	Ming Tsang	\$21,777.50
Shannon Shaffer	101,865.50	Susie Leakvold	41,090.50	Michelle Currie	32,874.50	Fiona Corby	27,359.50	Jeri Pearce	24,434.50	Shirley Austin	21,566.00
Josée D'Anjou	101,243.00	Diane Burness	40,926.50	Kathy Quilty	32,707.50	Joeline Jean-Claude	27,181.50	Elaine Sciotte	24,379.00	Pamela Kanderka	21,535.50
Rita Samms	95,159.00	Harpreet Dhalwal	40,014.50	Sophie Audet	32,490.00	Sara Roberts	27,160.50	Arleen Fritz	24,205.50	Joanne Manol	21,343.00
Jennifer Levers	88,770.00	Donna Matthews	39,767.50	Cheryl Page	32,370.00	Yasmin Manamperi	26,722.00	Christine Ransom	24,089.50	Georgie Anderson	21,302.00
Nathalie Delisle	76,329.50	Frances Fletcher	39,678.00	Malinda Byrne	32,295.00	Vaun Gramatovich	26,531.50	Janet Taylor	24,070.50	Catherine Chapman	21,270.50
Shirley Fequet	76,031.00	Marilyn Bodie	39,084.50	Fran Sorobey	32,118.50	Kathryn Milner	26,416.50	Jody Zehr	24,032.00	Anna Leblanc	21,236.50
Joyce Goff	74,695.50	Angela Hargreaves	38,072.50	Donna Izen	31,962.50	Gloria Fitt	26,207.00	Alicia Plosz	23,565.00	Darcey Smith-Heath	21,136.50
Jacqueline Cullen	73,888.00	Kimberley Shankel	37,534.00	Sharlene Bukurak	31,715.50	Ginette Desforges	26,135.50	Bonnie Vigue	23,548.00	Randhir Singh	20,995.00
Shelley Recoskie	73,548.00	Ishali Mulchandani	37,441.00	Lenore Oughton	31,528.50	Diane Riddell	26,100.50	France Legare	23,211.00	Judi Todd	20,955.50
Susan Bannister	67,620.50	Rajinder Rai	37,142.00	Heidi McGuigan	31,382.00	Susan Richardson	26,066.00	Jane Arsenaault	23,183.50	Maureen Vincent	20,819.50
Isabelle Meunier	62,980.00	Shirley Peterson	36,906.00	Gaylene Gillerander	31,121.00	Tracey Douglas	26,018.50	M. Pangan-Dutkoski	23,142.00	Fernanda Silva	20,787.00
Louise Boulanger	60,409.00	Carol Adams	36,534.00	Sheila Lefebvre	30,818.50	Pat Paul	26,002.50	Wendy-Lynn Jones	23,117.50	Maria Bennett	20,756.00
Alexis Glabus	57,715.00	Lucie Beauregard	36,084.50	Wilma Goyt	30,442.00	Cheryl Neuman	25,854.50	Joanne Ward	22,995.50	Rose-Marie Young	20,726.00
Sharon Coburn	54,567.50	Wanda Groenewegen	36,053.50	Elaine Fry	30,321.00	Marie York	25,755.00	Lori Rennich	22,897.50	Sherry Anania	20,716.00
R. Courneya-Roblin	54,328.50	Janice Appleby	35,139.50	France Grenier	30,121.50	Brenda Cooper	25,389.00	June Millar	22,693.50	Donna Witt	20,678.00
Guyline Dufour	53,500.00	Angela Murphy	34,944.50	Sonia Janelle	30,092.50	Annie Gagnon	25,201.50	Rita White	22,675.50	Carol Hoyland-Olsen	20,655.00
Tamara Swatske	50,881.50	Lynn Brady	34,786.00	Mireille Morin	29,462.00	Lisa Craig	25,006.50	Barbara Craig	22,630.50	Prabjyot Gill	20,561.00
Mandeep Bambrab	50,767.00	M. Summach-Goetz	34,755.00	June Rumball	29,402.00	Julie Sweeney	25,005.50	Gladys MacIntyre	22,627.00	Kay Carruthers	20,311.50
Kathy Whitley	48,062.00	Barb McKellar	34,407.50	Clare Rumball	29,406.50	Beryl Appelbaum	24,923.00	Lorraine McCabe	22,425.50	Jasbir Sandhu	20,109.50
Evelyn Ramanauskas	47,292.50	Bev Harris	34,274.50	Louise McCann	28,670.00	Kathy Handzuik	24,907.50	Nicole Bellemare	22,409.00	Theresa Nielsen	20,092.00
Kyla Buhler	44,420.50	Colleen Hendrickson	34,248.50	Claudine Pouliot	28,551.00	Phyllis Hansford	24,737.50	Lorena Siemens	22,298.50	Salina Jacobsen	20,072.50
Shannon Cameron	44,261.50	Heather Cook	33,411.00	Linda Gingrich	28,341.50	Darlene Olsen	24,680.50	Paulette Nimco	22,002.00		
Eve Raymond	43,187.50	Mary Davies	33,403.50	Teresa Ho	28,328.50	Pam Hill	24,532.00	Maggie Brasil	21,867.50		
Carol Heath	42,650.00	Janine Brisebois	32,940.50	Beverley Dix	27,911.50	Alyce Parkes	24,514.50	Donna Fidler	21,861.00		
Guyline Comeau	42,006.00	Rebecca Irving	32,920.00			Giselle Marmus	24,459.00				

Top Recruiting Units/Meilleurs groupes en recrutement

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

British Columbia/Colombie-Britannique – Alexis Glabus
 Ontario – Shelley Recoskie
 Saskatchewan – Sharlene Bukurak
 Ontario – Shannon Shaffer

Manitoba – Jacqueline Cullen
 Québec – Eve Raymond
 Québec – Nathalie Delisle
 Alberta – Susie Leakvold

British Columbia/Colombie-Britannique – Harpreet Dhalwal
 Saskatchewan – Michelle Summach-Goetz

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 RECROUTE 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 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTIVÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Vicki Stinchcombe
British Columbia/Colombie-Britannique – Shannon Ottley
Manitoba – Michelle Gilbert
New Brunswick/Nouveau-Brunswick – Susan Prosser
Newfoundland & Labrador/Terre-Neuve-et-Labrador – Shirley Fequet

Nova Scotia/Nouvelle-Écosse – Beverly MacDonald
Nunavut – Claire Kennedy
Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt
Ontario – Natasha Recoskie
Prince Edward Island/Île-du-Prince-Édouard – Lynn Palmer

Québec – Sonia Dumas
Saskatchewan – Diana Robstad
Yukon – Nicole Gagne

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

Donna Melnychyn	\$6,523.71	Marie-Sophie Roy	\$1,101.57	Vaun Gramatovich	\$841.41	Monica Noel	\$716.10	Sharon Lee Carlson	\$636.06	Lori Wiebe	\$552.36
Shelley Recoskie	3,246.63	Carol Heath	1,100.10	Julie Sweeney	840.09	Valerie Pullishy	711.60	Mary-Lou Hill	629.79	Sylvie Pellerin	552.15
Mandeep Bambrah	2,873.94	Claudine Pouliot	1,081.74	Karen Piovesan	830.46	Alison Hogan	711.06	Melody Gilmore	627.78	Shelley Haslett	552.12
Kyla Buhler	2,244.33	Colleen Hendrickson	1,077.06	Brenda Cooper	828.21	Peggy Denomme	709.08	Lynda Switzer	624.15	Renee Legrand	550.32
Shannon Cameron	2,232.42	Yasmin Manamperi	1,076.91	Christine Ransom	819.90	Wendy-Lynn Jones	702.78	Tina Drake	622.50	Bonny McComb	546.27
Susan Bannister	1,873.62	Connie Jordan	1,060.47	Johanna Tobin	815.97	Sylvie Rieux	688.26	Rose Hayden	619.41	Louise Duchesne	545.37
Guyaine Comeau	1,810.47	Linda Gingrich	1,059.21	Rachel Lutz	814.62	Lynn Brady	686.76	Deb Wynn	618.69	Nadia Desroches	544.65
Angela Murphy	1,792.86	R. Courneya-Roblin	1,043.55	Catherine Chapman	811.44	Sukhvinder Rai	685.17	Donna Spada	609.99	Janice Appleby	541.26
Kathy Whitley	1,785.21	Lorena Siemens	1,037.73	Jasbir Sandhu	809.22	Darcey Smith-Heath	681.24	Amy Shang	608.91	Rebecca Walton	535.95
Susie Leavold	1,759.11	Sara Roberts	1,019.82	Pam Behnke-Van Hoof	793.14	Karen McNulty	677.79	Rita Marchesan	604.65	Paulette Nimco	532.11
Alexis Glabus	1,724.52	Tamara Swatske	1,006.59	Sharon Coburn	790.71	Leanne Chamberlain	676.77	Carlene Kerr	601.38	manjit sahi	530.61
Isabelle Meunier	1,715.88	Donna Witt	998.61	Kathryn Milner	788.88	Eugénie Fortin	669.75	Martine Richard	600.03	Isabelle Dore	530.55
Shirley Fequet	1,711.89	Eve Raymond	964.47	Maureen Adamkewicz	786.42	Belinda Dunlop	666.57	Sherry Anania	598.92	Velma Barker	529.17
Jennifer Levers	1,565.49	Fran Sorobey	943.20	Pamela Kanderka	778.17	Alex Quinn	665.82	Terry Thrun	598.17	Sara Palmater	529.08
Rajinder Rai	1,550.16	Maureen Vincent	936.66	Sophie Audet	773.88	Betty Lister	664.77	Linda Feldman	598.14	Sandeep Nijjar	526.65
Rita Samms	1,544.88	Tracey Douglas	918.72	Lenore Oughton	772.11	Fay Hoiness	661.17	Carole Atkins	597.33	Debbi Levy Kay	523.98
Guyaine Dufour	1,522.92	Geraldine Burke	914.28	Mary York	769.80	Kimberly Havekes	660.27	Sylvana Oliver	597.33	Aradella MacDonald	523.26
Harpreet Dhalwal	1,458.24	Evelyn Ramanauskas	903.12	Lisa Dobson	767.07	Susan Richardson	660.21	Marina Mason	596.58	Darlene Olsen	522.24
Rita White	1,420.98	Kimberly Shankel	899.40	Deanna Pease	763.11	Sasha Bradshaw	657.66	Michelle Currie	596.34	Frances Fletcher	520.32
Diane Burness	1,335.87	Sharmila Peterson	895.92	Ishali Mulchandani	761.82	Tammy Pearson	654.09	Elaine Scotte	596.31	Audrey Taggart	518.88
Jacqueline Cullen	1,331.79	Nicole Bellemare	893.70	Fernanda Silva	758.13	Sarah Perry	651.87	Marie-Josée Bourdages	594.48	Yvonne Wolowski	518.67
Louise Boulanger	1,325.22	Liz Wodham	889.53	Kitty Babcock	758.10	Christiane Berube	651.30	Ruby Chapman	591.57	Paulette Fleming	516.24
Malinda Byrne	1,308.21	Claribel Avery	876.36	June Rumball	754.32	Tracy Gulka	649.35	Shannon Shaffer	591.09	Louise Best	514.92
Pat Paul	1,252.71	Barbara Craig	871.05	Lorrie Henke	748.50	Carol Adams	648.12	Sarah Waters	586.74	Ruth MacDonald	514.71
Harsimran Saini	1,239.57	Gloria Fitt	864.72	Gladys MacIntyre	745.80	Debbie Struthers	647.10	Ellen Hatlevik	584.22	Annie Gagnon	510.57
Cheryl Page	1,232.73	Wilma Golt	862.95	Audrey Ehalt	741.84	Veronica Spanton	647.01	Wanda Cheshire	577.98	Michele Gustafson	505.38
Ellen Green	1,218.36	Michelle Gilbert	860.73	Sharon Keenan	737.88	Bev Krueger	645.84	Emily Cornelis	573.81	Lindsay Lewis	503.82
Sheila Lefebvre	1,216.59	Renee Lavoie	859.11	Angela Hargreaves	734.22	Melissa Bongalis	645.09	Kathy Quilty	572.70	Barb Revelle	501.60
Cheryl Neuman	1,192.83	Alyce Parkes	852.45	France Mimeault	727.26	Jeri Pearce	644.13	Sharlene Bukurak	568.95		
France Grenier	1,166.22	Jill Ashmore	851.52	Clara Dreise	727.17	Becky Lawrence	644.10	Elizabeth Farris	566.19		
Sheena Murphy	1,141.29	Victoria Wakulchuk	847.89	Julie Fiala	725.61	Maria Bennett	642.09	Donna Fidler	560.10		
Louise Fortin	1,129.74	Mary Ogunyemi	845.46	Bev Harris	724.62	Giselle Marmus	641.55	Kim Johnson	555.84		
Joyce Goff	1,110.57	Randhir Singh	843.24	Sonia Janelle	724.44	Stephanie Grant	637.56	Shivonne Vienneau	553.92		

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

Deanna Penney	\$630.90	Alicia Plosz	\$469.02	Paula Skinner	\$366.98	Isabelle Perreault	\$321.58	C. Randle-Clayton	\$296.54	Ginette Desforges	\$269.56
Paulette Sirois	617.16	Caroline Matheson	402.78	Josée D'Anjou	362.30	Kathy Long	318.16	Deanne Bonilla	294.86	Kareena Felker	259.24
Lisa Craig	558.62	Sharon Wolthers	396.14	Danielle Theriault	340.26	Sharon McDonnell	315.24	Elaine Wilson	292.22	Carol Wood	259.14
Janet Taylor	544.50	Mary Humber	385.78	Joan Burke	339.54	Shawna Mallette	312.92	Martine Brault	288.30	Joan Elliott	251.96
Diane Riddell	524.82	Luisa Rallo	380.36	Louise Desy	336.08	Clarita Barilla	312.56	Anita Shinh	281.54		
Shirley Austin	512.38	Wendy Heeg	377.56	S. Haberman-Melville	331.00	Myria Balicao	309.86	Jenny Foran	280.78		
Lee-Ann Lainchbury	493.62	Dale Kathryn Grove	374.28	Debbie Graham	327.44	Glenda Leroux	308.50	Lucie Leveille	278.40		
Marilyn Denis	475.38	Barbara Bond	370.54	Judy Byock	323.80	Marlene Bridgman	305.26	Kimberly Cena	276.90		

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

Christie Poruchnek	\$282.69	Kulvinder Atwal	\$168.10	Connie Charles	\$117.54	Gina Le	\$104.62	Barbara Wilson	\$96.08	Susan Haselhan	\$80.59
Tamara Krahn	243.58	Stephanie Wingy Chan	145.18	April Williams	117.08	Debbie Hollett	103.64	Judith Johnson	96.01	Darlene Parker	80.01
Dianne Cooper	239.64	Thaiba Ahmad	144.32	Fatma Boussaha	116.22	Marie-Josée Vincent	102.85	Debbie Richards	93.60	Kathy Potter	79.92
Lisandre Lapointe	216.19	Vicki Jones	143.72	Julie Bisson	115.32	Serena Godmaire	99.48	Sylvie Bissonnette	88.83	Nancy Katchaluba	79.60
Bonnie Van Geene	210.06	Winnie Humby	133.79	Janet Cassidy	114.70	Brigitte Boucher	99.43	Brenda Hartley	88.71	Bonnie Newton	78.05
Josee Levesque	200.22	Elaine Doris House	127.23	Michele Hatley	110.94	Nicole Bacon	99.02	Sandra Schuetzle	88.34	Patrice Montens	77.73
Hazel Tate	184.42	Julie Huneault	122.75	Christine Bromfield	110.78	Irene Fung	98.41	Tania Malmgren	86.43	Karen Dalley Lockhart	77.62
Pierrette Hache	181.42	Bonnie Monias	120.03	Laura Prodanik	109.00	Jen Book	98.21	Laurie Stevenson	84.32	Darlene Demko	75.99
Erica Downie	179.96	Tracey Cronk	120.00	Elisa Fantillo	108.55	Liz Strong	97.34	Doreen Mercer	83.87	Sonya Wagenaar	75.94
Kelly Hause	176.58	Debbie Ervine	120.00	Jane Agnew	107.78	Nina Pye	96.83	Lorrie Roshier	83.86	Maria Mallette	75.75
Melanie Ka Yan Lam	173.79	Ginette Garneau	118.89	Lucia Hunt	107.19	Melissa Badcock	96.31	Sheila Stephen	80.61		

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

CHERYL NEUMAN
Director/Directrice
SHELLEY RECOSKIE
Director/Directrice
DONNA MELNYCHYN
Director/Directrice
RAJINDER RAI
Director/Directrice
HARPREET DHALIWAL
Director/Directrice
ROBIN COURNEYA-ROBLIN
Director/Directrice

LISA CRAIG
Director/Directrice
SUSIE LEAKVOLD
Director/Directrice
KYLA BUHLER
Director/Directrice
DIANE BURNES
Director/Directrice
ISHALI MULCHANDANI
Director/Directrice
RANDHIR SINGH
Director/Directrice

ANGELA MURPHY
Director/Directrice
BONNIE EIDSE
Director/Directrice
DONNA SPADA
Alexis Glabus
DEBORAH STOMPHORST
Gwen Groves
SHEILA VADIL
My Ciatlani
SASHA BRADSHAW
Joyce Goff

KAREENA FELKER
Susanne Felker
MICHELLE GORDON
Angela Hargreaves
SHARMILA PETERSON
Kym Holman
DARCEY SMITH-HEATH
Director/Directrice
CHANTAL BISAILLON
Louise Boulanger
COLLEEN FORRESTER
Trish Courchaine

LOUISE FORTIN
Lucie Beauregard
MICHELLE GURDEBEKE
Marlene Bridgman
RITA MARCHESAN
Janet Taylor
MARINA MASON
Michelle Summach-Goetz
DONNA MCLEAN
Alexis Glabus
SANDEEP NIJJAR
Harpreet Dhallwal

SARAH PERRY
Doreen Burggraf
SUKHVINDER RAI
Kavita Seth
BRIGITTE RAYMOND
Eve Raymond
CAROLINE SARROUF
Nicole Bellemare
AMY SHANG
Lynn Brady

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

CAROL HEATH
Director/Directrice
ALYCE PARKES
Director/Directrice
DEBORAH BROWN
Director/Directrice

TRACEY DOUGLAS
Director/Directrice
HARSIMRAN SAINI
Director/Directrice
WENDY-LYNN JONES
Director/Directrice

SUSAN HENDERSON
Director/Directrice
MARY CLARE ROLDAN
Maggie Brasil
RAJWINDER GILL
Director/Directrice

KIM JOHNSON
Sharlene Bukurak
CONNIE JORDAN
Shirley Fequet
RACHEL LUTZ
Kimberley Shankel

SHEENA MURPHY
Shannon Shaffer
ISABELLE PERREAULT
Nathalie Delisle
MEIGHEN POLLARD
Darcey Smith-Heath

RUPINDER SANDHU
Kym Holman
LORI WIEBE
Marilyn Thiessen

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

EVA KOPEC
Director/Directrice
MYRIA BALICAO
Director/Directrice
JACQUELINE CULLEN
Director/Directrice
REBECCA WATTON
Director/Directrice
JASBIR SANDHU
Director/Directrice
DEBBIE STRUTHERS
Director/Directrice
BARBARA CRAIG
Director/Directrice

CAROLE ATKINS
Director/Directrice
LEANNE CHAMBERLAIN
Director/Directrice
NANCIE LACHANCE
Director/Directrice
DEANNA PEASE
Director/Directrice
MAUREEN VINCENT
Director/Directrice
MARIE YORK
Director/Directrice
NADIA DESROCHES
Director/Directrice

ALEXIS GLABUS
Director/Directrice
SHAWNA MALLETTE
Rita Samms
RITA WHITE
Director/Directrice
JOHANNE GIRARD
Director/Directrice
JUDY KRELOVE
Donna Matthews
SHIRLEY FEQUET
Director/Directrice
WENDY HEEG
Jody Zehr

MARIE-CLAUDE LEBLANC
Nathalie Delisle
GE QIAN
Teresa Ho
SYLVIA SMITH
Director/Directrice
MELISSA BADCOCK
Gwen Groves
MELISSA BONGALIS
Alexis Glabus
CONNIE BURKE
Rose-Marie Young
CLARA DREISE
Shannon Shaffer

GLENDA FUNK
Julie Sweeney
FRANCE GRENIER
Director/Directrice
KELLY HAUSE
Jacqueline Cullen
TRACEY KILLINGBECK
Jody Zehr
LISANDRE LAPOINTE
Josée D'Anjou
RENEE LAVOIE
Sophie Audet
TANNAS ROSS
Shannon Shaffer

JENNIFER SCOTT
Debbie Struthers
LOPEZ TAVERA
Shelley Recoskie

New Team Leaders/Nouveaux chefs d'équipe

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

CLARA DREISE
Shannon Shaffer
COLLEEN FORRESTER
Trish Courchaine
MADELEINE GAGNE
Gloria Boyne
WINNIE GEORGE
Diane Harvey
MICHELLE GORDON
Angela Hargreaves

VICTORIA GREER
Sharon Coburn
ANGELA GYAMFI
Anne Austin
CONNIE JORDAN
Shirley Fequet
TRACEY KILLINGBECK
Jody Zehr
SANDRA KORTE
Susan Placsko

STEPHANIE MAGER
Carol Hinch Croteau
RITA MARCHESAN
Janet Taylor
M MARCHESAULT
Eve Raymond
DONNA MCLEAN
Alexis Glabus
LINDA MURPHY
Doreen Burggraf

SANDEEP NIJJAR
Harpreet Dhallwal
HINA NISAR
Harsimran Saini
CARMEN PROULX
Susie Sinotte
KAREN RUPCHAN
Joyce Harnett
MARGARET SALIBA
Betty Elliott-Kichler

CAROLINE SARROUF
Nicole Bellemare
JENNIFER SCHINDELKA
Julie Fiala
FRANCOISE SEDOR
Joyce Goff
PAULA SKINNER
Shannon Shaffer
JUDI SMITH
Giselle Marmus

LESLIE VANDERHAEGEN
Tracey Douglas
JANE ZIELKE
Michelle Gilbert

New Star Recruiters/Nouvelles recruteuses étoiles

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

COREY ALLISON
Debbie Maw
MELISSA BADCOCK
Gwen Groves
SUSANNE BECK
Elaine Erhart
JEN BOOK
Lisa Gallant
CAROLINE CHAN
Diane Peel
S. WINGY CHAN
Ming Tsang

MARIE-REINE CHARLES
Joeline Jean-Claude
MARTINE COUTU
Eve Raymond
STELLA DALY
Heidi McGuigan
CHERIE DAUBERT
Brenda Cooper
SUSHMA DHIR
Randhir Singh
DEBBIE DOWHAY
Lisa Fraser

VERNELLE DUNTIN
Marie York
DONNA EDWARDS
Elena Sarmago
CLARA EKWUEME
Kimberly Boettger
OLA FEDORKIW
Chrissy Novak
JACQOLLYNE FITZNOR
Debbie Struthers
IRENE FUNG
Teresa Ho

ANGIE GINGERICH
Jody Zehr
NELIA GOUVEIA
Ana Mendonca
KATHRYN HARNDEN
Sharlene Bukurak
KELLY HAUSE
Jacqueline Cullen
ELIZABETH HENSTOCK
Jane Kost
MARIE HUGGARD
Wendy-Lynn Jones

DANIELLE HUGH
Patricia Monforton
WINNIE HUMBY
Janice Appleby
KIMBERLEY IRONMONGER
Heather Witte
SHIRLEY JALBERT
Anik Seguin
VICTORIA JOHNSON
Elizabeth Farris
NANCY KATCHALUBA
Fiona Corby

SYLVIE LAROCHE
Shelley Recoskie
LISA MACDONALD
Jackie Cowderoy
DONNALYN MARANCE
Lauretta Gorman
SHERRI MCCABE
Emily Chambers
SHIRLEY MCGEE
Diane Riddell
PATTI MOLONEY
Heather Cook

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 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTITÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

New Star Recruiters (continued)/Nouvelles recruteuses étoiles (suite)

SHUMSUL NAUFFER
Yasmin Manamperi
BONNIE NEWTON
Michelle Summach-Goetz
NADIA PLOURDE
Sophie Audet

LYNDSAY PORTER
Mona Hood
CHRISTINA PRACHNAU
Lynda Hiebert
NICOLE RENE
Joeline Jean-Claude

LISETTE SAMSON
Lucie Beauregard
RUPINDER SANDHU
Kym Holman
SHARON SCHMIDT
Carol Adams

DAWNA SHIRLEY
Gail Linaker
LOPEZ TAVERA
Shelley Recoskie
SHARON TODD
Vicki Nikiel

FATHIMA TOPRAWALLA
Pamela Kanderka
MARTHA TRUJILLO
Teresa Alomar-Story
SUSANNE WALKER-STEWART
Joanne Manol

JESSICA WEAVER
Ruth MacDonald
DILEENI WEERASINGHE
Yasmin Manamperi

Cadillac Achievers/Championnes Cadillac

These Independent Sales Directors qualified during the month of June to earn the use of a pink Cadillac or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Cadillac rose ou une compensation en argent.

Jacqueline Cullen
Mary Davies

Guylaine Dufour
Shirley Fequet

Alexis Glabus
Jennifer Levers

Donna Melnychyn
Isabelle Meunier

Evelyn Ramanauskas
Eve Raymond

Rita Samms

Premier Club Achievers/Championnes Club Première

These Independent Sales Directors qualified during the month of June to earn the use of a Saturn Aura XE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Saturn Aura XE ou une compensation en argent.

Carol Adams
Sophie Audet
Maria Bennett
Janine Brisebois
Sharlene Bukurak

Shannon Cameron
Lisa Craig
Linda Feldman
Gloria Fitt
Frances Fletcher

Linda Gingrich
Wilma Goit
France Grenier
Mary-Lou Hill
Joeline Jean-Claude

Sheila Lefebvre
Lorraine McCabe
Louise McCann
Angela Murphy
Marietta Pangan-Dutkoski

Deanna Pease
Alex Quinn
Christine Ransom
June Rumball
Kimberley Shankel

Jody Zehr

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

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

Carol Atkins
Sherry Anania

Marie-Jose Bourdages
Alison Hogan

Carlene Kerr
Becky Lawrence

Debbie Parsons
Nikki Pointon

Valerie Pullishy

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

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

Chantal Bisailon
Stephanie Grant
Ellen Green

Tracy Gulka
Kimberly Havekes
Kim Johnson

Rachel Lutz
Marina Mason
Isabelle Perreault

Sharmila Peterson
Brigitte Raymond
Pauline Richardson

Marie-Sophie Roy
Amy Shang
Donna Spada

Honor Society Achievers/Championnes Société d'honneur

The following Independent Sales Directors achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date (July 2007). / Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date de leurs débuts (juillet 2007).

Bonny McComb



National Area/Famille nationale:
Barbara Whittaker

Fiona Corby



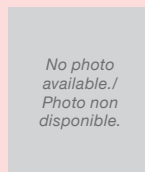
National Area/Famille nationale:
Doreen Burggraf

Annie Gagnon



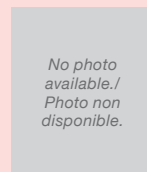
National Area/Famille nationale:
Go-Give

Sue McElhanney



National Area/Famille nationale:
Gail Adamson

Harsimran Saini



National Area/Famille nationale:
Heather Armstrong

Jody Zehr



National Area/Famille nationale:
Marcia Grobety

30th Anniversary Quiz Answers: **1)** 10: Susanne Felker (1985); Marie Boothby (1986); Gail Adamson (1989); Darlene Ryan-Rieux (1991); Linda MacDonald (1997); Bernice Boe-Malin (1999); Elaine O'Kafka (2001); Betty Elliott-Kichler (2002); Philomena Warren (2003); and Sandy Campbell (2006). **2)** 1981. Rob Peden was our first – and, to date, only – Seminar King. **3)** Dr. Norman Vincent Peale presented Mary Kay Ash the prestigious Horatio Alger Award in 1978. **4)** Mary Kay Ash had her local GM dealership create a custom shade – Mountain Laurel – to match her original pink compact. Today, pink Cadillacs are undercoated with a metallic silver paint to give the cars shimmer and shine. **5)** The MKACF launched in Canada in 2001, however the U.S. counterpart was established in 1996. **6)** Encore magazine become Applause® magazine in March 1998.

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 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

pink changing livesSM



Making a beautiful difference, together.

When you buy Mary Kay® Creme Lipstick in **Apple Berry** through December 31st, 2008, you'll be changing lives. With each purchase, Mary Kay will donate 100 percent of its profits from the sale to change the lives of women and children around the world. In Canada, Mary Kay Cosmetics Ltd. is proud to support the Mary Kay Ash Charitable Foundation in its efforts to help women living with cancer and stop domestic violence. The global Beauty That Counts™ campaign is just one way Mary Kay is changing lives and helping women share their true beauty with the world.

Learn more about Beauty That Counts™ and other Mary Kay social responsibility programs by visiting www.marykay.ca or calling me.

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MARY KAY®

2009 is your year.



You have the potential to **lead a team of women committed to carrying on the Mary Kay dream**. You desire to be among the sisterhood of Mary Kay Independent Sales Directors who take success to heart. When you **take a step up in 2009**, the rewards will be yours!

class of 2009 challenge

The beautiful *Class of 2009* ring* is yours when you debut as an Independent Sales Director from August 1st, 2008, through July 1st, 2009, OR when you debut at least one offspring Independent Sales Director during the contest period. Those who debut from August 1st, 2008, through March 1st, 2009, will be recognized at Career Conference 2009. Those who debut from April 1st through July 1st, 2009, will be recognized at Seminar 2009.



the suit

Step out in style and wear your new leadership role with pride in the new "haute" chocolate 2008/2009 Independent Sales Director Suit. And to make that suit even sweeter, you'll receive a 50% reimbursement toward Independent Sales Director apparel.

Be a leader.
All it takes is your commitment.
You can do it!

leadership conference 2009

When you join the *Class of 2009* by December 1st, 2008, you, too, can be part of the sisterhood heading to Think Big!™ Leadership Conference 2009 in beautiful Phoenix, AZ. You won't believe the motivation, education and inspiration you'll receive – all geared toward leaders like you! Plus, you can experience even more excitement by earning your way to the Kick It Up! Party and the Star Sales Director Banquet.

*Please note these rings are considered fashion jewelry.

MARY KAY®

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