

# Seminar Year-to-Date NSD Gross Commissions as of January 2007

(Includes all NSD U.S. commissions on monthly wholesale production of first-, second-, and third-line offspring units; Senior NSD commissions; NSD commissions on personal units for January 2007 and all NSD commissions from all foreign countries for December 2006 and NSD bonuses for NSD offspring and offspring from personal units for January 2007.)



## PEARL POWER

### EXECUTIVE NATIONAL SALES DIRECTORS

Jan Harris.....	\$277,342.08
Nan Stroud.....	244,167.64
Cheryl Warfield.....	235,334.29
Rosa Jackson.....	154,666.39

### SENIOR NATIONAL SALES DIRECTORS

Stacy James.....	\$198,673.11
Darlene Berggren.....	197,825.09
Joan Chadbourn.....	181,360.13
Jackie Swank.....	162,234.23
Nancy Perry-Miles.....	136,344.31
Elizabeth Fitzpatrick.....	120,064.92
Nancy Bonner.....	117,840.73
Maureen Ledda.....	111,554.01
Lise Clark.....	101,616.11
Wilda DeKerlegand.....	99,146.03
Lynda Jackson.....	73,595.50
Barbara Stimach (debuted 10/06).....	36,940.19

### NATIONAL SALES DIRECTORS

Cindy Williams.....	\$169,414.94
Pamela Waldrop Shaw.....	145,837.70
Halina Rygiel.....	112,575.05
Anita Tripp Brewton.....	102,250.24
Sandy Miller.....	96,584.45
Julie Krebsbach.....	95,946.69
Shirley Oshiro.....	93,545.77
Monique Todd Balboa.....	80,323.20
Sylvia Kalicak.....	75,590.61
Anabell Rocha.....	73,841.52
Wadene Claxton-Prince.....	72,396.33
Linda Kirkbride.....	72,033.34
Ruth Theodocion.....	70,000.47
Beatrice Powell.....	69,794.87
Maureen Myers.....	68,282.22
Kathy Goff-Brummett.....	67,540.44
Jane Studrawa.....	65,959.30
Bett Vernon.....	65,352.83
Glinda McGuire.....	63,239.76
Robin Rowland.....	62,744.71
Barbara Faber.....	60,056.41
Pat Campbell.....	59,632.52
Rosalie Ann Medjesky.....	53,444.18
Kathy Jones.....	53,248.47
Cathy Littlejohn (debuted 9/06).....	53,044.59
Deb Pike.....	49,203.19
Allison LaMarr (debuted 10/06).....	47,086.98
Mary Pat Raynor.....	37,318.91
Sonja Hunter Mason.....	26,085.69
Betty Bridges.....	26,000.29



## DIAMONDS DOMINATE

### EXECUTIVE NATIONAL SALES DIRECTORS

Barbara Sunden.....	\$454,454.56
Karen Piro.....	299,676.44
Holly Zick.....	188,628.22
Gloria Castaño.....	180,866.97
Kathy Z. Rasmussen.....	159,117.88

### SENIOR NATIONAL SALES DIRECTORS

Julianne Nagle.....	\$197,239.49
Patricia Rodríguez-Turker.....	170,255.19
SuzAnne Brothers.....	163,196.90
Mary Diem.....	157,123.93
Anita Mallory Garrett-Roe.....	155,508.39
Pam Gruber.....	150,114.09
Sharon Z. Stempson.....	95,055.27

### NATIONAL SALES DIRECTORS

Lisa Madson.....	\$278,237.74
Linda Toupin.....	149,769.47
Tammy Crayk.....	135,391.95
Diane Underwood.....	130,616.00
Sonia Páez.....	130,508.77
Joyce Z. Grady.....	119,948.65
Dawn Dunn.....	114,540.70
Jo Anne Cunningham.....	104,484.72
Sandy Valerio.....	102,721.72
Sharon Kingrey.....	102,465.05
Dalene Hartshorn.....	91,198.60
Connie Kittson.....	79,218.42
Linda Scott.....	75,498.80
Diana Heble.....	72,890.34
Diana Sumpter.....	71,374.93
Charlotte Kosena.....	55,646.83
Isabel Venegas.....	53,892.69
Betty Gilpatric.....	47,181.58
Jan Mazziotti.....	46,070.07
Carol Lawler.....	45,637.76
Naomi Ruth Easley.....	37,958.32
Andrea Newman.....	32,884.85
Maria Monarrez (debuted 12/06).....	18,565.40



## RUBY RULES

### EXECUTIVE NATIONAL SALES DIRECTORS

Carol Anton.....	\$316,174.34
Karlee Isenhardt.....	206,913.04
Wanda Dalby.....	149,539.88



## RUBY *cont.*

### SENIOR NATIONAL SALES DIRECTORS

Pat Danforth	\$226,153.29
Sue Kirkpatrick	191,041.28
Linda McBroom	187,215.23
Johnnette Shealy	176,403.44
Jeanne Rowland	137,251.83
Margaret Winner	120,334.78
Pam Ross	108,982.97
Michelle Sudeth	96,579.16
Pamela Fortenberry-Slate	95,313.65
Jessie Hughes Logan	86,110.10
Scarlett Walker	81,379.72
Nancy West Junkin	76,229.64
Jean Santin	67,385.67
Nancy Ashley	59,417.27



### NATIONAL SALES DIRECTORS

Shirley Oppenheimer	\$147,631.19
Ronnie D'Esposito Klein	136,847.78
Toni McElroy	103,340.51
Rebecca Evans	97,945.34
Janis Z. Moon	92,187.15
Elizabeth Sapanero	87,495.05
Judy Kawiecki	82,275.42
Lynne Holliday	75,324.84
Patricia Lane	75,319.25
Cheryl Davidson	74,852.33
Vicky Fuselier	69,854.49
Sue Z. McGray	69,269.37
Kirk Gillespie	68,104.35
Maria Aceto Pirro	64,911.78
Bea Millsagle	63,425.57
Phyllis Chang	61,802.11
Kate DeBlander	61,792.91
Kimberly Walker	60,533.51
Cindy Towne	57,529.97
Cyndee Gress	57,105.64
Amy Dunlap	55,352.34
Rhonda Fraczkowski	53,455.11
Cindy Z. Leone	52,770.61
Sharilyn Phillips	48,253.11
Margaret Bartsch	45,825.87
Gay Hope Super	42,184.47
Katie Walley	42,037.27
Renee Hackleman	36,298.03
Kelly McCarroll	30,700.38
Gena Rae Gass <i>(debuted 12/06)</i>	17,512.07
Thea Elvin <i>(debuted 1/07)</i>	6,194.69



## SAPPHIRED UP

### EXECUTIVE NATIONAL SALES DIRECTORS

Gayle Gaston	\$394,865.79
Christine Peterson	373,964.27
Joanne Holman	249,634.68

### SENIOR NATIONAL SALES DIRECTORS

Rena Tarbet	\$252,837.22
Lupita Ceballos	226,483.33
Jana Cox	225,095.13
Judie McCoy	169,561.78
Sonya LaVay	138,814.97
Valerie Bagnol	122,603.48
Martie Sibert	106,269.17
Shannon Andrews	85,999.83



## SAPPHIRE *cont.*

### NATIONAL SALES DIRECTORS

Jo Anne Barnes	\$104,186.69
Pam Higgs	96,998.75
Gloria Baez	93,290.29
Mattie Dozier	92,794.89
Alia Head	92,257.87
Mary Cane	92,097.72
Jeanne Curtis	88,928.99
Pam Klickna-Powell	84,460.46
Nancy Moser	80,721.05
Davanne Moul	80,221.58
Karen Kratochvil	73,445.88
Karen Ford	71,989.46
Sherril Steinman	71,984.58
Jan Thetford	70,087.46
Vernella Benjamin	69,706.41
Sharon Buck	69,383.00
Carol Stoops	60,746.47
Maribel Barajas	60,005.66
Kendra Crist Cross	56,498.99
Gillian Ortega	51,632.15
Joy L. Breen	40,116.07
Jill Moore	40,071.74
Ann Brown	36,479.12
Brigit Briddle <i>(debuted 10/06)</i>	34,511.19
Maria Aguirre <i>(debuted 1/07)</i>	7,501.09

## EMERALD REIGNS

### EXECUTIVE NATIONAL SALES DIRECTORS

Gloria Mayfield Banks	\$269,125.05
Sherry Giancristoforo	188,046.59

### SENIOR NATIONAL SALES DIRECTORS

Kathy Helou	\$255,032.60
Ronda Burnside	180,504.13
Debi Moore	162,811.93
Doris Jannke	149,313.81
Kerry Buskirk	147,612.23
Joanne Bertalan	103,128.47
Cathy Bill	96,687.69
Cindy Fox	93,626.16
Janet Tade	92,638.22
Brenda Segal	71,969.46
Kym Walker	54,824.87
Nora Shariff	49,646.83



### NATIONAL SALES DIRECTORS

Dacia Wiegandt	\$182,046.20
Lily Orellana	109,395.41
Consuelo Prieto	107,710.49
Miriam Gómez-Rivas	103,266.59
Kay Elvrum	102,767.81
Jamie Cruse-Vrinios	101,911.96
Mona Butters	101,716.03
Cathy Phillips	94,737.27
Jackie LaPrade	86,537.77
Pamela Tull	82,234.00
Jo Reynal Rogers	77,978.27
Yvonne Lemmon	77,311.12
Irene Shea	68,316.05
Sherry Alexander	67,920.61
Judy Rohde	66,970.81
Judy Harmon	60,818.51
Regina Hogue	60,700.87
Cristi Ann Millard	57,534.86
Kathy Rodgers-Smith	55,524.10
Shelly Gladstein	51,890.63
Joanne Hollingsworth	48,039.33
Francie McBeth	46,258.39
Sabrina Goodwin Monday	45,760.81
Dawn Otten-Sweeney	42,221.78
Natalie Privette-Jones	40,367.22
Esther Whiteleather	39,671.43
Carmen Ríos	39,502.45
Crisette Ellis	37,477.98
Barbara Whitaker <i>(debuted 10/06)</i>	35,051.88
Pamela Cheek	33,491.85
Phyllis Sammons	26,277.23



# NSD DIAMOND CIRCLE RECOGNITION

## ON-TARGET INNER CIRCLE

### On-Target for \$750,000

Barbara Sunden

### On-Target for \$500,000

Gayle Gaston

Christine Peterson

Carol Anton

Karen Piro

### On-Target for \$325,000

Lisa Madson

Jan Harris

Gloria Mayfield Banks

Kathy Helou

Rena Tarbet

Joanne Holman

Nan Stroud

Cheryl Warfield

Lupita Ceballos

Pat Danforth

Jana Cox

Karlee Isenhardt

Stacy James

Darlene Berggren

Julianne Nagle

Sue Kirkpatrick

## ON-TARGET DIAMOND CIRCLE

### On-Target for \$250,000

Holly Zick

Sherry Giancristoforo

Linda McBroom

Dacia Wiegandt

Joan Chadbourn

Gloria Castaño

Ronda Burnside

Johnnette Shealy

Patricia Rodríguez-Turker

Judie McCoy

Cindy Williams

SuzAnne Brothers

Debi Moore

Jackie Swank

Kathy Z. Rasmussen

Mary Diem

Anita Mallory Garrett-Roe

Rosa Jackson

Pam Gruber

Linda Toupin

Wanda Dalby

Doris Jannke

Shirley Oppenheimer

Kerry Buskirk

Pamela Waldrop Shaw

### On-Target for \$200,000

Sonya LaVay

Jeanne Rowland

Ronnie D'Esposito Klein

Nancy Perry-Miles

Tammy Crayk

Diane Underwood

Sonia Páez

Valerie Bagnol

Margaret Winner

Elizabeth Fitzpatrick

Joyce Z. Grady

Nancy Bonner

# NSD COMMISSIONS AND BONUSES

Listed are NSD commissions/bonuses earned in January 2007 by Independent National Sales Directors on the monthly wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, NSD bonuses for first-line offspring from their personal unit and NSD offspring and NSD commissions earned on all foreign countries for December 2006. Also included are the following, which do not count toward NSD ranking; Sales Director commissions, Personal Team commissions, and NSD contest bonuses.

## PEARL

Jan Harris**	\$33,962
Stacy I. James*	30,121
Nan Stroud**	28,839
Cheryl Warfield**	28,368
Darlene Berggren*	27,831
Elizabeth Fitzpatrick*	27,067
Cindy A. Williams	25,279
Jackie Swank*	23,320
Pamela Waldrop Shaw	23,222
Joan B. Chadbourn*	21,478
Nancy Perry-Miles*	19,028
Halina Rygiel	17,531
Rosa Jackson**	17,109
Nancy Bonner*	16,456
Maureen S. Ledda*	16,072
Lynda Jackson*	15,390
Lise T. Clark*	15,195
Sandy Miller	14,796
Anita Tripp Brewton	14,707
Bett Vernon	14,696
Wilda DeKerlegand*	14,666
Julie Krebsbach	14,641
Sylvia Kalicak	14,187
Monique Todd Balboa	13,767
Beatrice Powell	12,465
Allison LaMarr	12,142
Robin Rowland	11,784
Kathy C. Goff-Brummett	11,686
Jane Studrawa	11,588
Maureen Myers	11,381
Pat Campbell	10,907
Anabell Rocha	10,715
Linda Kirkbride	10,670
Wadene Claxton-Prince	10,662
Shirley M. Oshiro	10,608
Barbara Stimach*	10,473
Ruth Theodocion	10,425
Cathy E. Littlejohn	10,269
Barbara Faber	9,856
Rosalie Ann Medjesky	9,437
Glinda McGuire	8,755
Deb Pike	7,816
Kathy Jones	6,918
Mary Pat Raynor	6,327
Sonja Hunter Mason	5,501
Bettye M. Bridges	5,378

## DIAMOND

Barbara Sunden**	\$62,556
Karen Piro**	49,313
Lisa Madson	41,216
SuzAnne Brothers*	34,807
Linda C. Toupin	29,577
Anita Mallory Garrett-Roe*	25,998
Julianne Nagle*	24,959
Holly Zick**	24,826
Tammy Crayk	22,722
Diane Underwood	22,038
Patricia Rodriguez-Turker*	21,407
Mary Diem*	20,863
Gloria Castaño**	20,286
Pam Gruber*	20,031
Kathy Z. Rasmussen**	18,919
Dawn A. Dunn	18,585
Sonia Pérez	17,734
Joyce Z. Grady	17,454
Jo Anne Cunningham	15,936
Sharon Kingrey	15,006
Sandy Valerio	14,737
Diana Sumpter	14,512
Sharon Z. Stempson*	13,561
Dalene Hartshorn	13,291
Connie A. Kittson	12,628
Diana Heble	12,459
Maria I. Monarrez	12,301
Linda O. Scott	10,345
Charlotte G. Kosena	9,550
Betty Gilpatric	9,309

Jan Mazziotti	8,878
Carol Lawler	8,394
Isabel Venegas	7,624
Naomi Ruth Easley	6,993
Andrea C. Newman	4,138

## RUBY

Carol Anton**	\$50,640
Pat Danforth*	31,350
Karlee Isenhardt**	28,648
Sue Kirkpatrick*	25,964
Linda McBroom*	25,780
Johnnette Shealy*	23,672
Wanda Dalby**	21,943
Shirley Oppenheimer	21,709
Ronnie D'Esposito Klein	19,613
Jeanne Rowland*	18,494
Cyndee Gress	17,153
Toni A. McElroy	16,479
Pam Ross*	16,334
Margaret Winner*	15,894
Janis Z. Moon	14,699
Judy Kawiecki	14,511
Rebecca Evans	14,384
Jessie Hughes Logan*	14,347
Lynne G. Holliday	13,845
Michelle L. Sudeth*	13,776
Sharilyn G. Phillips	13,750
Bea Millslage	13,335
Pamela A. Fortenberry-Slate*	13,093
Vicky L. Fuselier	12,394
Cheryl J. Davidson	12,366
Elizabeth Sapanero	12,284
Jean Santin*	11,963
Kate DeBlander	11,893
Gena Rae Gass	11,731
Maria Aceto Pirro	11,474
Scarlett Walker*	11,434
Sue Z. McGray	11,270
Nancy West Junkin*	11,220
Kirk Gillespie	11,214
Nancy M. Ashley*	11,040
Patricia Lane	10,892
Amy Dunlap	9,556
Cindy Z. Leone	9,078
Kimberly Walker	8,820
Gay Hope Super	8,581
Cindy Towne	8,032
Rhonda L. Fraczkowski	7,741
Phyllis Chang	7,727
Thea Elvin	7,318
Margaret M. Bartsch	6,958
Kelly McCarroll	6,757
Katie Walley	6,489
Renee D. Hackleman	5,728

## SAPPHIRE

Christine Peterson**	\$53,503
Gayle Gaston**	50,232
Rena Tarber*	48,159
Lupita Ceballos*	41,049
Joanne Holman**	31,879
Jana Cox*	29,629
Judie McCoy*	24,649
Mattie Dozier	22,271
Sonya LaVay*	19,816
Valerie J. Bagnol*	17,857
Vernella Benjamin	15,993
Jo Anne Barnes	15,307
Shannon C. Andrews*	15,257
Pam I. Higgs	15,217
Martie Sibert*	14,465
Alia L. Head	13,850
Gloria Baez	13,105
Davanne D. Moul	13,033
Sharon L. Buck	12,979
Mary L. Cane	12,545
Pam Klickna-Powell	12,492

Nancy A. Moser	12,414
Sherril L. Steinman	12,261
Jan L. Thetford	12,210
Jeanne Curtis	11,807
Karen B. Ford	11,740
Carol L. Stoops	11,327
Karen Kratochvil	11,249
Maribel Barajas	11,011
Brigit L. Briddle	10,700
Maria Aguirre	10,413
Kendra Crist Cross	9,880
Gillian H. Ortega	8,887
Joy L. Breen	7,844
Jill Moore	7,249
Ann Brown	6,155

## EMERALD

Gloria H. Mayfield Banks**	\$45,103
Kathy S. Helou*	37,203
Debi R. Moore*	27,220
Sherry Giancristoforo**	24,817
Kerry Buskirk*	23,655
Ronda Burnside*	23,522
Dacia Wiegandt	21,107
Consuelo R. Prieto	20,002
Yvonne S. Lemmon	18,911
Doris Jannke*	18,816
Jamie Cruse-Vrinios	17,135
Lily Orellana	16,724
Miriam Gómez-Rivas	16,676
Kay E. Elvrum	16,550
Mona Butters	15,975
Cathy Bill*	15,844
Janet Tade*	15,144
Cristi Ann Millard	15,029
Cindy Fox*	14,959
Cathy Phillips	14,448
Natalie Privette-Jones	13,872
Jo Reynal Rogers	13,646
Pamela Tull	13,173
Joanne R. Bertalan*	13,091
Jackie LaPrade	11,477
Sherry A. Alexander	10,445
Brenda Segal*	10,385
Pamela Cheek	9,729
Judy A. Rohde	9,703
Kym A. Walker*	9,686
Kathy Rodgers-Smith	9,536
Nora L. Shariff*	9,455
Dawn Otten-Sweeney	9,406
Shelly Gladstein	9,313
Regina Hogue	9,253
Barbara Whitaker	9,052
Judy Harmon	9,030
Irene A. Shea	8,473
Sabrina Goodwin Monday	8,452
Crisette M. Ellis	8,091
Joanne Hollingsworth	8,012
Francie McBeth	7,652
Phyllis R. Sammons	7,345
Esther Whiteleather	5,514
Carmen Rios	5,419

\* Denotes Senior NSD

\*\* Denotes Executive NSD

# MARY KAY ANGELS

The following Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants became Mary Kay Angels by achieving the highest commissions/bonuses or estimated unit retail production or by adding the most new team members in their Seminar areas in January 2007. CONGRATULATIONS!

## Pearl

### Top National Sales Director:

Jan Harris \$33,962

### Top Unit:

Jeanie Martin, *S. Miller Area* \$89,397

### Top Sales Director-Personal Sales:

Marge Marker, *N. Stroud Area* \$9,907

### Top Beauty Consultant-Personal Sales:

Melinda I. Painter, M. Joyce Unit,  
*N. Bonner Area* \$17,270

### Top Team Builder:

MiShaun J. Stinnett, G. Richardson Unit,  
*B. Powell Area* 15 New Team Members

## Diamond

### Top National Sales Director:

Barbara Sunden \$62,556

### Top Unit:

Kim I. Cowdell, *T. Crayk Area* \$88,042

### Top Sales Director-Personal Sales:

Marie Lee, *P. Gruber Area* \$23,018

### Top Beauty Consultant-Personal Sales:

Stacey Robin Kieffer, L. Seleski Unit,  
*L. Madson Area* \$15,324

### Top Team Builder:

Maria D. Escobedo, D. Minotta Unit,  
*S. Páez Area* 16 New Team Members

## Ruby

### Top National Sales Director:

Carol Anton \$50,640

### Top Unit:

Ekene S. Okafor, *Go Give Area* \$110,324

### Top Sales Director-Personal Sales:

Sherlene A. Weise-Jones, *Go Give Area* \$13,444

### Top Beauty Consultant-Personal Sales:

Denisha Setzer Correll, S. Carter Unit,  
*Go Give Area* \$18,551

### Top Team Builder:

Janette E. Copeland, J. Ripley Unit,  
*Go Give Area* 14 New Team Members

## Sapphire

### Top National Sales Director:

Christine Peterson \$53,503

### Top Unit:

Paola J. Ramirez, *L. Ceballos Area* \$118,102

### Top Sales Director-Personal Sales:

Kerin Miller, *G. Gaston Area* \$12,877

### Top Beauty Consultant-Personal Sales:

Lynn Marguerite Shives, C. Miller Unit,  
*S. Steinman Area* \$23,082

### Top Team Builder:

Carlette Y. Curry, M. Gallman Unit,  
*J. Barnes Area* 17 New Team Members

## Emerald

### Top National Sales Director:

Gloria Mayfield Banks \$45,103

### Top Unit:

Elaine Oatmeyer, *D. Wiegandt Area* \$68,370

### Top Sales Director-Personal Sales:

Robin R. Vafiadis, *R. Burnside Area* \$8,332

### Top Beauty Consultant-Personal Sales:

Kathryn Michelle Haddox, M. Beckett Unit,  
*Y. Lemmon Area* \$10,376

### Top Team Builder:

Jennifer M. Blakeman, T. Maynard Unit,  
*B. Segal Area* 14 New Team Members

## New first-line Independent Sales Directors

*Congratulations to the following Independent National Sales Directors who debuted new first-line Sales Directors.*

The following Independent National Sales Directors debuted new first-line Independent Sales Directors from their personal units in January 2007. These Independent National Sales Directors received the \$5,000 bonus upon the debut and will enjoy an annual \$1,000 bonus on the anniversary date of the debut when the units have a minimum wholesale production of \$60,000 during the previous 12 months.

### With one debut:

Gloria Mayfield Banks  
Kerry Buskirk  
Lupita Caballos  
Pamela Cheek  
Mattie Dozier  
Cyndee Gress  
Sylvia Kalicak  
Yvonne Lemmon  
Toni McElroy  
Cristi Ann Millard  
Sharilyn Phillips  
Natalie Privette-Jones  
Diana Sumpter  
Barbara Sunden

The following Independent National Sales Directors earned the annual \$1,000 bonus on their first-line Independent Sales Directors who debuted under the current Independent National Sales Director Compensation plan and who met the minimum \$60,000 in wholesale production for the previous 12 months.

### \$1,000 Bonus achievers:

Lupita Ceballos  
Karen Ford  
Joanne Holman  
Debi Moore  
Shirley Oppenheimer  
Natalie Privette-Jones  
Jo Reynal Rogers  
Jackie Swank