

APRIL 2007

Applause®

MARY KAY®
Enriching Women's Lives™

Help
Customers

Write Off Wrinkles

Now and Later

With **TimeWise®**

Targeted-Action™

Line Reducer

Customers Can Experience
Color in Bloom With the
**Mary Kay® Garden
Blossom Color Collection**

You Can Be Smart When
You Help Protect Skin
With the **Mary Kay®
Sun Care Collection**



Applause® April 2007

get it free

WITH YOUR ORDER

MARCH 16 – APRIL 15, 2007



TimeWise® Age-Fighting Lip Primer

Suggested Use: TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles while light-diffusing microspheres decrease their appearance. Customers should use it on lips, inside and outside the lip line, to extend lipstick wear and prevent lipstick and lip gloss from feathering and bleeding. Just think: anti-aging *and* priming benefits in one product! It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Special-Edition TimeWise® Targeted-Action™ Line Reducer Samplers With Card

Suggested Use: The immediate anti-aging benefits of TimeWise® Targeted-Action™ Line Reducer should appeal to any customer who desires a more youthful appearance. It firms and tightens lines and wrinkles. Your customers will see visible benefits within minutes *and* lasting results over time. Samplers for this brand-new product come complete with sampler cards, perfect for handing out while warm chattering potential customers or for slipping into orders. It's your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Your customers will love this organizer (no travel required). It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders
and new Independent Beauty Consultant
bonuses, see Page 27.



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Write Off Wrinkles

For the millions of women who want to get rid of lines and wrinkles in specific areas, here comes the TimeWise® Targeted-Action™ Line Reducer! While this highly effective product delivers immediate visible benefits, it offers more than quick results. With continued use, it delivers lasting benefits to the places where facial lines and wrinkles have a tendency to settle.

look as young as you feel

Beauty today is about making life more beautiful through your own vibrant, individual style. It's about being up to date and full of energy, youthful spirit and vitality. Attractiveness that says, "I feel great about being me." Mary Kay can help get you there with these great new products.



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Color in Bloom

The limited-edition Mary Kay® Garden Blossom Color Collection delivers on the trends of the Spring/Summer 2007 season, providing simple, easy-to-use pencils for lips and eyes. A beautiful range of colors captures the oh-so-now feeling of simplicity and minimalism. Even the shade names deliver on the trend, playing up bold, modern, Asian influences.



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Shore Things

The Mary Kay® Sun Care Collection protects and replenishes skin with three fabulous new regular-line products: the lightweight, oil-free Mary Kay® SPF 30 Sunscreen* (our only body care product providing UVA/UVB protection), moisturizing Mary Kay® Lip Protector Sunscreen SPF 15* and the hydrating Mary Kay® After-Sun Replenishing Gel formulated with rich and soothing botanical extracts.

*Over-the-counter drug product

New Regular-Line Product!

TimeWise® Targeted-Action™ Line Reducer



Target forehead lines and wrinkles

Target frown lines

Target crow's-feet

Target smile lines

Firms and tightens lines and wrinkles.

See results within minutes.

See lasting results over time.

The immediate visible benefits of TimeWise® Targeted-Action™ Line Reducer should appeal to any customer who desires a more youthful appearance. Yes, for the millions of women who want to get rid of lines and wrinkles in specific areas – also called “expression” lines – there are plenty of products that promise to “erase” them. Unfortunately, many of these products offer only temporary benefits that disappear the second you wash your face. Mary Kay wanted to go beyond temporary benefits to offer your customers more, and with TimeWise® Targeted-Action™ Line Reducer, we can! **\$40**

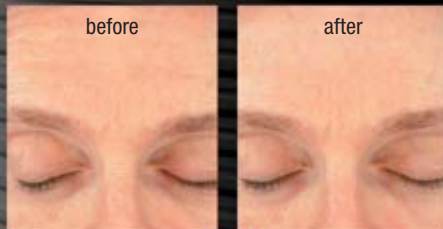


Visible Results in Just 10 Minutes!

Just 10 minutes after TimeWise® Targeted-Action™ Line Reducer was applied, a dermatologist saw that lines and wrinkles on the forehead and around the eyes appeared less noticeable:

Up to 33% fewer forehead
lines and wrinkles

Up to 50% fewer crow's-
feet area lines and wrinkles



These before-and-after results were seen by a leading dermatologist 10 minutes after TimeWise® Targeted-Action™ Line Reducer was applied.

TimeWise® Targeted-Action™ Line Reducer Offers More Than Quick Results.

This highly effective product *delivers immediate visible benefits* to the forehead and crow's-feet area, two places especially vulnerable to expression lines and wrinkles and often in need of extra help in fighting the signs of aging. But Targeted-Action™ Line Reducer doesn't stop there. With continued use, it delivers lasting benefits not only to the forehead and eye area, but also to the other places on your face where lines and wrinkles have a tendency to "settle."

New and Improved Samplers: A Two-in-One Value!

Special-edition TimeWise® Targeted-Action™ Line Reducer samplers come complete with a sampler card for \$1.50 for a



pack of six on Section 2 of the Consultant order form. These sampler cards also include a product/skin care survey on the back – perfect to use as a guide when following up with customers.

Selling Strategies

TimeWise® Targeted-Action™ Line Reducer complements other TimeWise® products because of its anti-aging benefits. Its unique, targeted application allows for the most effective use of the product.

- Applying after moisturizer ensures the smoothest surface for makeup application. As with all Mary Kay® skin care, the TimeWise® Targeted-Action™ Line Reducer was specifically formulated to work beautifully with Mary Kay® concealer and foundation to create a more flawless, youthful look.
- In addition, this product is a great partner to the TimeWise® Microdermabrasion Set since both products provide immediate results, yet very different benefits.

So why not contact all of your TimeWise® customers to let them know about this exciting new product?

Product price is suggested retail.

Q&A ask the experts



Q. What's the reasoning behind the launch of TimeWise® Targeted-Action™ Line Reducer?

A. This is an important launch for Mary Kay since skin care is the main category and focus of our business. This innovative product is needed in our product line to remain competitive as both prestigious department store brands and mass market drugstore brands have recently launched products that promise immediate anti-aging benefits. TimeWise® Targeted-Action™ Line Reducer does that and more by providing an instant sensation or signal that the product is working, as well as long-term improvements. When customers experience both immediate and long-term benefits, repeated use and frequent purchases often result.

Q. So what makes TimeWise® Targeted-Action™ Line Reducer so effective?

A. Because this is a *targeted* product, scientists at the Mary Kay Skin Care Laboratories looked for ingredients that would deliver visible benefits to very specific areas on the face:

- Light-reflecting microspheres act like thousands of tiny mirrors, deflecting light away from lines and wrinkles so they look softened and visibly less pronounced within minutes of application.
- Gliadin (glī-əd-ən), a rich source of amino acids, invisibly "fills in" lines and wrinkles, firming and tightening skin without inhibiting facial expression.
- Three extremely effective antioxidants – pomegranate extract and vitamin A and E derivatives – deliver benefits day after day by neutralizing the free radicals that can cause premature aging of the skin, helping to strengthen skin's natural defenses against negative environmental effects.



Terry Jacks,
Vice President of Research
and Development



Yvette Franco,
Vice President of Brand
Development

Q. In addition to the two clinical studies, was any consumer research conducted?

A. Yes. We also wanted to know what benefits women would see after using TimeWise® Targeted-Action™ Line Reducer. So we conducted an in-depth consumer study to find out, and here's what they said: *Within minutes* of application, 66 percent said that lines looked smoother and softer; 62 percent agreed that their skin felt tighter; 60 percent said that their skin looked firmer; and 61 percent said that their skin looked more youthful. This group of women also told us that the formula, which is suitable for all skin types and skin tones, was lightweight, felt silky to the touch and dried quickly so that they were able to apply their foundation effortlessly.

Q. *Lucky* magazine recently called skin care pens “the latest way to deliver high-tech treatments.” How should my customers use this click pen?

A. The TimeWise® Targeted-Action™ Line Reducer click pen plays an important role in delivering a precise amount of the lightweight cream to the areas that need it the most. Before the first use, the pen must be primed. The first time it's used, twist the base until a small amount of product is visible on the pen tip. (The next time, only a slight twist of the base is needed for the product to appear.) Place it directly on lines and wrinkles, then gently pat the product into place with a fingertip. Be careful not to “over pat,” which might lessen the effectiveness of the formula. If the treated areas develop a “powdery” finish, that's a sure sign too much product was applied. Some practice may be necessary to determine the right amount of product to use, but the results are worth the practice.

Q. Any special application tips?

A. TimeWise® Targeted-Action™ Line Reducer should be applied directly to **targeted** areas of the face on cleansed skin in the morning after moisturizers and eye creams but before concealer and foundation. Areas to target include crow's-feet, frown lines on forehead and smile lines.

Take the TimeWise® Targeted-Action™ Line Reducer Sales Challenge,

and you could earn Seminar recognition,
jewelry, even a designer handbag
or Gucci sunglasses! Reach the
goals you've been striving for
all year. See the back cover
for details.



10 beautiful solutions for beautiful skin



What customer can resist an easy and effective beauty solution? And aren't 10 of them even better? These products will be included for customers to see in the Spring 2007 issue of *The Look*. Now is the perfect chance to refresh your knowledge of each one's unique benefits and results!

Expression Lines?

Who needs them? Now you can target those areas and get results in minutes – and lasting results over time. Lines and wrinkles can look firmed and tightened with a quick click and point.

NEW! TimeWise® Targeted-Action™ Line Reducer, \$40

Could Your Eyes Use Some TLC?

Cooling and calming, Indulge™ Soothing Eye Gel contains botanicals reported to tone, firm and reduce the appearance of puffiness in the eye area.

Indulge™ Soothing Eye Gel, \$15



Want to Make a Lasting Impression? Proven to extend the wear of your eye color, MK Signature™ Eye Primer helps it glide on smoothly and stay in place without creasing or smudging. Plus, it's waterproof. MK Signature™ Eye Primer, \$12



Want to Stand Firm Against Time? TimeWise® Firming Eye Cream firms, brightens, provides intense moisturization, plus minimizes fine lines and wrinkles. In a clinical study,^{††} 96 percent of participants saw an improvement in the overall appearance of the skin around their eyes.

TimeWise® Firming Eye Cream, \$30

Are Younger-Looking Eyes Your Focus? That's why TimeWise® Age-Fighting Eye Cream is for those who like a lightweight eye cream. Nine out of 10 women saw less noticeable fine lines and wrinkles^{††} – and you can too!

TimeWise® Age-Fighting Eye Cream, \$26





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Need Extra Hydration?

Hydrate skin for up to 10 hours. Lavish your skin with Intense Moisturizing Cream for a radiant look and unbelievably soft feel. (It's great for dry skin.) For oily skin, there's Oil-Free Hydrating Gel, a cooling gel that transforms your skin by helping restore its moisture balance.

Intense Moisturizing Cream, **\$30**
Oil-Free Hydrating Gel, **\$30**



Want to Rediscover Radiance?

Now TimeWise® age-fighting skin care goes beyond lines and wrinkles. Even-toned skin can be yours with TimeWise® Even Complexion Essence. Formulated with our patent-pending Lucentrix™ complex, it's clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration. In short, it takes your TimeWise® age-fighting program even further. This concentrated serum can help every woman – from ivory to beige to bronze skin tones – see a more even complexion.

TimeWise® Even Complexion Essence, **\$35**

Do You Want a Brighter Look?

Bathe your face in picture-perfect light with the MK Signature™ Facial Highlighting Pen. It lights up your look with sheer luminosity as special light-reflecting pigments optically "lift" the shadowy areas of your face. Instantly your skin looks brighter, your tone more even and your face more radiant. Reapply throughout the day for an instant lift that looks natural. Available in four shades for all skin tones.

MK Signature™ Facial Highlighting Pen, **\$18**

⁺⁺ Based on a 12-week clinical study

^{††} In a clinical study conducted by an independent laboratory, nine out of 10 women saw younger-looking skin with less noticeable wrinkles after eight weeks.

All prices are suggested retail.

Need to Cleanse and Go?

Revive your skin anywhere, anytime! Mary Kay® Facial Cleansing Cloths cleanse, exfoliate and tone in one easy step. Just add a little water, and the exclusive, botanical-enriched formula gently removes dirt, oil and makeup, leaving your skin feeling clean and soft. Mary Kay® Facial Cleansing Cloths are perfect for carrying in a bag, briefcase or tote. Plus, they're formulated for dry to oily skin types.

Mary Kay® Facial Cleansing Cloths (pack of 30), **\$15**

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Want a Refining Moment? It's yours when you fight fine lines, refine pores and achieve beautifully smooth skin – *immediately* – with the TimeWise® Microdermabrasion Set. After just one week, 85 percent of panelists saw an improvement in skin texture.**

TimeWise® Microdermabrasion Set, **\$55**

Step 1: Refine

The microfine crystals (the same crystals used by dermatologists) in this super exfoliating cream immediately go to work to polish and gently remove dull skin. This process energizes the skin and reveals a more radiant, healthy-looking you.

TimeWise® Microdermabrasion Step 1: Refine, **\$30**

Step 2: Replenish

This nourishing serum has a wonderful restorative effect. It contains a specialty blend exclusive to Mary Kay – the triple tea complex which provides optimal antioxidant and anti-irritant benefits. Skin is instantly smoothed, soothed and softened, preparing it for the next step in your skin care regimen.

TimeWise® Microdermabrasion Step 2: Replenish, **\$25**



**In a consumer study conducted by an independent research facility

shore things

**The Mary Kay® Sun Care Collection
protects and replenishes skin.**

Once reserved for Hawaiian vacations and poolside parties, the daily application of sun care products should now be a part of every family's routine. With sun damage leading the way to premature aging, why not encourage your customers to apply Mary Kay® SPF 30 Sunscreen* daily? Just think how often your customers are exposed to the sun each day — walking the kids to school or the bus stop, attending a baseball game, heading to a fair or festival, doing yard work, grilling outdoors or even visiting the neighborhood swimming pool. And with spring break and summer just around the corner, those vacations are coming!

*Over-the-counter drug product





Mary Kay® SPF 30 Sunscreen*: Why and How It Works

The Mary Kay® SPF 30 Sunscreen* is super-important to the new Mary Kay® sun care line because it's the only body care product providing UVA/UVB protection. It's lightweight, oil-free and absorbs quickly, leaving skin feeling soft and moisturized. Best of all, it protects from the harmful rays of the sun to help prevent sunburn, skin damage, freckling and uneven coloration. It retains its sun protection for up to 80 minutes in water. **\$14**

Application Tips

Apply generously and evenly at least 15 minutes before sun exposure. Reapply every one to three hours, especially after swimming, vigorous activity or towel drying.

Selling Strategy: What You Should Know

Mary Kay® SPF 30 Sunscreen* absorbs more quickly and feels more lightweight than Mary Kay® Sun Essentials® Ultimate Protection Sunblock SPF 30*. You can explain to customers that this new formula includes vitamins, antioxidants and free-radical scavengers to protect against UVA/UVB rays.



Lip Service: Mary Kay® Lip Protector Sunscreen SPF 15*

Exclusively formulated with beneficial moisturizers, Mary Kay® Lip Protector Sunscreen SPF 15* helps keep lips protected and guarded from the drying effects of sun and wind. The lightweight, water-resistant product glides on clear, with no shine and a comfortable feel that seals in moisture. Your customers can use it alone or under lipstick at least 15 minutes before sun exposure and should remember to reapply every one to three hours as needed. This is currently the only Mary Kay® lip product offering SPF protection. **\$7.50**

Skin Soother: Mary Kay® After-Sun Replenishing Gel

This ultralight, cool blue gel is formulated with soothing botanical extracts. The gel absorbs quickly, replenishing vital moisture to the body, leaving skin feeling hydrated, smooth and refreshed. It's for all your customers who want relief from dryness caused by exposure to the sun and wind after outdoor activities. **\$12**



What's Your Sun Care IQ?

Visit your very own Mary Kay® Personal Web Site to test your sun care knowledge. Why not encourage your customers to do the same?

Golden Opportunity: The Complete Mary Kay® Sun Care Gift Set

This limited-edition set includes one of each sun care product, plus a *free* sun care bag! Available while supplies last. **\$33.50**



color in bloom

The limited-edition Mary Kay® Garden Blossom Color Collection delivers on Spring/Summer 2007 trends, playing up bold, modern, Asian influences with all-in-one, easily portable and packable jumbo pencils for lips and eyes. Even the shade names and packaging, which coordinate with the Spring 2007 Mary Kay® Beauty Fix Kit gift with purchase, convey the trend. It's beauty made simple for women on the go!

eyes

Limited-Edition Mary Kay® Soft Luster Eye Color Stick

Just look at these lustrous shades for eyes that provide build-able color and sheen in a simple, easy-to-use product. The limited-edition Mary Kay® Soft Luster Eye Color Stick allows your customers to line or fill in their eyelids with one product. This all-in-one eye shadow and eyeliner pencil illuminates eyelids with creamy, water-resistant color that blends to a lustrous finish. All this in a wooden jumbo pencil, complete with a shade indicator at the bottom and a metal cap. **\$14**

Easy Application Instructions

Sweep pencil across lid and blend for perfectly lustrous color. Use the tip of the pencil to precisely line your eyes. Or, as professional makeup artist Luis Casco adds, for an everyday look, "start by applying the Mary Kay® Soft Luster Eye Color Stick directly on the lid, close to the base of the

lashes, and continue up to the crease area of the lid. Blend the eye color on the lid with fingertips upward to the brow bone." You also could suggest to customers that they complete their eye look with MK Signature™ Ultimate Mascara™.

Four On-Trend Shades

Violet Dawn
Taupe Shimmer
Jade Mint
Copper Glaze





Coordinating Gift With Purchase: Mary Kay® Beauty Fix Kit

Great news! The limited-edition Mary Kay® Garden Blossom Color Collection coordinates with the Spring 2007 gift with purchase, the super-portable and travel-ready Mary Kay® Beauty Fix Kit. What a great gift for any woman who travels or is often on the go (and who isn't?). The Asian-inspired bag, designed to capitalize on Spring/Summer 2007 trends, fits two of the Garden Blossom pencils, in addition to the professional tools that come with it (see list at right). What a great way to encourage customers to boost a sale to \$40! These are the kind of surprises and extra incentives that build long-lasting goodwill and loyalty with your customers. See the inside back cover for more information.

What's Included; How to Use It

- *Cheek Brush* is used to add cheek color to accentuate bone structure.
- *Eye Definer Brush* is used to apply eye color on the brow bone and lid and to blend eye color evenly.
- *Angled Eye Crease Brush* has an angled head to deposit color in the eye crease to give the eyes depth.
- *Eyebrow Brush/Lash Comb* is used to groom and brush eyebrows into place and separate lashes.
- *Tweezers* are ready to use to keep eyebrows neatly groomed.
- *Dual Pencil Sharpener* is perfect for sharpening both standard- and jumbo-sized makeup pencils.
- *Mirror* is portable and convenient to use.



Four On-Trend Shades

Blush Blossom
Berry Silk
Teak Garden
Tawny Twilight

lips

Limited-Edition Mary Kay® Matte Lip Color Stick

Create perfect matte lips in seconds with this all-in-one lip color pencil that lines and defines lips with water-resistant color that doesn't feather or bleed. Your customers can get a simple, polished look when they choose from a beautiful, soft range of matte shades with just a hint of luster. Achieve this season's look of simplicity and minimalism with these wooden jumbo pencils, complete with a shade indicator at the bottom and metal cap. **\$14**

Easy Application Instructions

Use the tip of the pencil to precisely define lips. Fill in lips with the pencil to create a beautifully matte lip look.

New!
Get your regular-line
Dual Pencil Sharpeners
on Section 2 of the
March 2007 Consultant
order form. \$1

recognition

Congratulations to the winners for December 2006.

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Dec. 31, 2006. (This includes NSD commissions earned on all foreign countries through November.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

Pearl



Jan Harris

Diamond



Barbara Sunden

Ruby



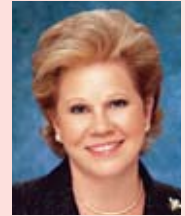
Pat Fortenberry

Sapphire



Gayle Gaston

Emerald



Anne Newbury

On-Target for Diamond/Inner Circle On-Target for \$1,000,000

Anne Newbury.....\$541,049.44

On-Target for \$750,000

Barbara Sunden.....\$394,512.48
Pat Fortenberry.....\$382,519.67

On-Target for \$500,000

Gayle Gaston.....\$346,652.80
Christine Peterson.....\$24,427.85
Carol Anton.....\$266,606.71
Karen Piro.....\$253,123.38

On-Target for \$325,000

Jan Harris.....\$243,701.12
Lisa Madson.....\$242,992.58
Gloria Mayfield Banks.....\$235,906.17
Kathy Helou.....\$223,747.41
Joanne Holman.....\$220,916.01
Nan Stroud.....\$215,614.25
Cheryl Warfield.....\$210,707.20
Rena Tarbet.....\$209,630.74
Jana Cox.....\$196,372.11
Pat Danforth.....\$195,926.41
Lupita Ceballos.....\$192,160.84
Karlée Isenhardt.....\$180,216.54
Rosa Enriquez.....\$178,027.54

Julianne Nagle.....\$174,980.07
Nydia Payán.....\$174,317.12
Darlene Berggren.....\$172,163.58
Stacy James.....\$171,684.29
Sue Kirkpatrick.....\$167,322.15
Holly Zick.....\$164,056.95
Dacia Wiegandt.....\$163,559.73
Linda McBroom.....\$163,434.74
Sherry Giancristoforo.....\$163,400.50

On-Target for Diamond Circle

On-Target for \$250,000

Gloria Castaño.....\$161,907.70
Joan Chadbourne.....\$160,639.68

Ronda Burnside.....\$158,992.95
Johnette Shealy.....\$155,303.04
Patricia Rodriguez-Turker.....\$151,381.52
Cindy Williams.....\$147,887.69
Judie McCoy.....\$147,883.61
Kathy Z. Rasmussen.....\$143,516.99
Donna Floberg.....\$143,378.35
Jackie Swank.....\$141,781.73
Debi Moore.....\$139,735.64
Helene Reiners.....\$138,114.11
Rosa Jackson.....\$138,037.65
Mary Diem.....\$137,890.65
Anita Mallory Garrett-Roe.....\$133,654.90
Pam Gruber.....\$131,940.91

SuzAnne Brothers.....\$131,348.96
Doris Jannke.....\$131,057.14
Wanda Dalby.....\$130,754.08
Pamela Waldrop Shaw.....\$128,029.56
Shirley Oppenheimer.....\$127,631.84
Linda Toupin.....\$127,345.30
Kerry Buskirk.....\$126,476.96
Judy Newton.....\$125,280.36

On-Target for \$200,000

Asenath Brock.....\$123,396.67
Sonya LaVay.....\$121,484.38
Jeanne Rowland.....\$119,993.26
Nancy Perry-Miles.....\$118,872.13

Ronnie D'Esposito Klein.....\$118,669.37
Tammy Crayk.....\$118,377.58
Sonia Páez.....\$117,631.28
Diane Underwood.....\$112,646.15
Valerie Bagnol.....\$108,051.84
Joyce Z. Grady.....\$104,636.16
Margaret Winner.....\$104,523.29
Nancy Bonner.....\$104,067.12

Monthly Commissions and Bonuses

Listed are NSD commissions earned in December by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions, Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Pearl

Jan Harris**.....\$47,215
Cheryl Warfield**.....42,576
Joan B. Chadbourne*.....35,833
Darlene Berggren*.....33,996
Nan Stroud**.....32,172
Cindy A. Williams.....31,909
Stacy I. James*.....29,582
Jackie Swank*.....27,374
Pamela Waldrop Shaw.....25,981
Nancy Perry-Miles*.....21,270
Halina Rygiel.....18,893
Rosa Jackson**.....18,219
Nancy Bonner*.....17,722
Lise T. Clark*.....17,140
Wilda DeKerlegand*.....16,183
Elizabeth Fitzpatrick*.....16,142
Maureen S. Ledda*.....16,056
Monique Todd Balboa.....15,350
Julie Krebsbach.....15,306
Sandy Miller.....15,179
Allison LaMarr.....15,125
Shirley M. Oshiro.....14,741
Anita Tripp Newton.....14,441
Kathy Jones.....14,087
Sylvia Kalick.....14,060
Bett Vernon.....13,864
Cathy E. Littlejohn.....13,642
Kathy C. Goff-Brummett.....13,438
Ruth Theodocion.....12,979
Linda Kirkbride.....12,718
Lynda Jackson*.....12,553
Anabelle Rocha-Pedraza.....12,132
Maureen Myers.....11,742
Jane Studrawa.....11,584
Robin Rowland.....11,011
Beatrice Powell.....10,917
Pat Campbell.....10,852
Barbara Stimach*.....10,294
Glinda McGuire.....9,980
Wadene Claxton-Prince.....9,683
Rosalee Ann Medjesky.....9,657
Gloryann Koester.....9,049
Barbara Faber.....8,510
Deb Pike.....8,498
Betty M. Bridges.....7,077
Mary Pat Raynor.....6,017
Connie Phillips.....5,104
Sonja Hunter Mason.....3,901

Diamond

Barbara Sunden**.....\$66,439
Lisa Madson.....45,864
Karen Piro**.....42,626
Kathy Z. Rasmussen**.....31,587
Anita Mallory Garrett-Roe*.....30,986
Judy Newton*.....28,461
Holly Zick*.....28,213
Patricia Rodriguez-Turker*.....27,095
Julianne Nagle*.....25,886
Linda C. Toupin.....25,873
SuzAnne Brothers*.....25,381
Mary Diem*.....23,852
Pam Gruber*.....22,802
Sonia Páez.....21,815
Gloria Castaño**.....21,245
Diane Underwood.....21,000
Tammy Crayk.....20,493
Dawn A. Dunn.....20,096
Joyce Z. Grady.....17,769
Sharon Valerio.....16,930
Sharon Kingrey.....16,069
Jo Anne Cunningham.....15,698
Sharon Z. Stempson*.....15,212
Dalene Hesthorn.....13,944
Connie A. Kittson.....13,382
Diana Heble.....13,075
Linda O. Scott.....12,708
Jo McKean.....12,133
Diana I. Monarrez.....11,270
Maria Sumpter.....11,197
Isabel Venegas.....10,720
Charlotte G. Kosen.....10,458
Kay Z. Hall.....9,666
Carol Lawler.....9,636
Naomi Ruth Easley.....8,746
Betty Gilpatrick.....8,352
Jan Mazzitelli.....7,713
Andrea C. Newman.....4,672

Ruby

Pat Fortenberry**.....\$64,237
Carol Anton*.....41,408
Rena Tarbet*.....33,127
Johnette Shealy*.....31,273
Sue Kirkpatrick*.....29,289
Karlée Isenhardt*.....28,900
Linda McBroom*.....27,850
Ronnie D'Esposito Klein.....25,430
Jessie Hughes Logan*.....25,022
Shirley Oppenheimer.....22,215
Michelle L. Sudeth*.....21,290
Wanda Dalby**.....21,277
Pam Ross*.....21,034
Rebecca Evans.....20,733
Toni A. McElroy.....19,187
Pamela A. Fortenberry-Slate*.....19,142
Judy Kawiecki*.....17,563
Jeanne Rowland*.....17,374
Alia L. Head.....16,604
Dianne Velde*.....15,527
Joan Watson.....15,109
Elizabeth Sapanero.....14,770
Janis Z. Moon.....13,618
Cyndee Gress.....13,253
Miriam Aceto Pirro.....12,983
Jean Santin*.....12,821
Vicky L. Fuseller.....12,580
Kirk Gillespie.....12,512
Bea Millsagie.....12,232
Nancy West Junkin*.....11,971
Nancy M. Ashley*.....11,499
Scarlett Walker.....11,311
Sue Z. McGary.....11,167
Kate DeBlanc.....11,089
Cheryl J. Davidson.....10,842
Lynne G. Holliday.....10,691
Patricia Lane.....10,652
Phyllis Chang.....9,858
Gena Rae Gass.....9,375
Cindy Z. Leone.....9,305
Rhonda L. Fraczkowski.....9,241
Kimberly Walker.....8,711
Sharilyn G. Phillips.....8,430
Amy Dunlap.....7,947
Gay Hope Super.....7,434
Margaret M. Bartsch.....6,833
Katie Walley.....6,824
Cindy Towne.....6,712
Kelly McCarroll.....6,557
Renee D. Hackleman.....5,633

Sapphire

Christine Peterson**.....\$61,083
Gayle Gaston**.....52,384
Rena Tarbet*.....38,919
Judie McCoy*.....36,762
Joanne Holman**.....36,025
Lupita Ceballos*.....35,090
Jana Cox*.....32,519
Rosa Enriquez*.....27,507
Donna Floberg*.....25,888
Helene Reiners*.....23,002
Valerie J. Bagnol*.....22,076
Sonya LaVay*.....21,770
Mattie Dozier*.....20,368
Asenath G. Brock*.....18,817
Shannon C. Andrews*.....18,129
Pam I. Higgs.....17,874
Martie Sibert*.....17,008
Vernella Benjamin.....15,758
Alia L. Head.....15,634
LaQueta McCollum.....15,459
Gloria Baez.....14,695
Pam Klickna-Powell.....13,934
Sherril L. Steinman.....13,905
Karen Kratochvil.....13,870
Nancy A. Moser.....13,612
Sharon L. Buck.....13,578
Davanne D. Moul.....13,156
Jeanne Curtis.....12,916
Mary L. Cane.....12,711
Brigit L. Biddle.....12,053
Jan L. Thetford.....12,053
Carol L. Stoops.....11,286
Jo Ann Blackmon.....11,209
Jill Moore.....10,537
Kendira Crist Cross.....10,103
Maribel Barajas.....10,056
Karen B. Ellis.....9,931
Gillian H. Ortega.....9,710
Ann Brown.....8,806
Joy L. Breen.....7,305

Emerald

Anne Newbury**.....\$91,476
Gloria H. Mayfield Banks**.....64,430
Kathy S. Helou*.....38,742
Dacia Wiegandt.....32,327
Nydia Payán*.....27,015
Sherry Giancristoforo**.....26,980
Ronda Burnside*.....26,744
Debi R. Moore*.....26,033
Kerry Buskirk*.....23,322
Doris Jannke*.....19,996
Janet Tade*.....18,064
Jamie Cruse-Vrinios.....17,993
Lily Orellana.....17,896
Pamela Tull.....17,076
Kay E. Elvrum.....16,910
Mona Butters.....16,481
Cathy Phillips.....15,460
Consuelo R. Prieto.....15,401
Jackie LaPrade.....14,543
Joanne R. Bertalan*.....14,459
Cindy Fox*.....14,025
Cathy Bill*.....13,775
Miriam Gómez-Rivas.....12,851
Sabrina Goodwin Monday.....12,842
Natalie Privette-Jones.....12,838
Jo Reynal Rogers.....12,475
Yvonne S. Lemmon.....12,144
Judy Harmon.....11,891
Kym A. Walker*.....11,730
Judy A. Rohde.....11,463
Irene A. Shea.....11,097
Barbara Whitaker.....10,762
Brenda Segal*.....10,716
Sherry A. Alexander.....10,557
Nora L. Shariff*.....10,435
Regina Hogue.....10,282
Cristi Ann Millard.....10,073
Crisette M. Ellis.....9,923
Kathy Rodgers-Smith.....9,660
Shelly Gladstein.....8,801
Francie McBeth.....8,155
Esther Whiteleather.....7,319
Pamela Cheek.....7,228
Dawn Otten-Sweeney.....7,059
Joanne Hollingsworth.....6,673
Phyllis R. Sammons.....6,158
Carmen Rios.....3,907

* Denotes Senior NSD/Denota DNV Senior
** Denotes Executive NSD/Denota DNV Ejecutiva

diamond/diamante

**Enhanced
Seminar Area
Recognition
Section!**

Achievement Circle/Círculo de Logros

Listed is the ranking of the top 100 Independent Sales Directors in the Diamond area based on their December 2006 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en el área Diamante según su producción de unidad estimada al menudeo de diciembre de 2006.

Audrey K. MacDowall.....	\$91,657	Rhonda Jean Taylor.....	43,780
Kim I. Cowdell.....	86,408	Cheryl B. Gainsford.....	43,671
LaRonda L. Daigle.....	86,152	Pat Joos.....	43,602
Shelly Palen.....	70,867	Terri J. Beckstead.....	43,593
Marsha Morrisette.....	70,351	Karen M. Bonura.....	43,189
Andrea Shields.....	69,734	Donna K. Smith.....	43,185
Pat A. Nuzzi.....	68,588	Cindy S. Kriner.....	43,182
Melinda M. Balling.....	64,849	Joyce A. Newell.....	43,078
Karen L. Kunzler.....	64,574	Patricia Schneider.....	43,014
Mary P. Creech.....	64,070	Regina E. Meyer.....	42,731
Julie Schlundt.....	61,214	Brenda Bennett.....	42,487
Connie L. Russo.....	60,014	Aimee Niculescu.....	42,325
Maria M. Martinez-Ardon.....	59,276	Elvi S. Lamping.....	42,268
Evelinda Diaz.....	58,979	Emily Sims.....	41,710
Chatney Gelfius.....	57,331	Maria Janet Koo.....	41,473
Caterina M. Harris.....	55,645	Nancy Fox Castro.....	41,436
Evitelia Valdez-Cruz.....	55,631	Trudy J. Poor.....	41,423
Barbara E. Roehrig.....	55,390	Rebekah Hirneisen.....	41,114
Vivian Diaz.....	55,012	Maria Flores.....	40,912
Vicki O'Bannon.....	53,589	Karime Rosas.....	40,892
Eileen M. Huffman.....	53,378	Michelle L. Farmer.....	40,547
Suzanne T. Young.....	52,630	Susan J. Pankow.....	40,514
Judy Higgins.....	52,231	Mileta K. Kinser.....	40,449
Julie J. Fox.....	52,220	Cruz L. Zaldivar.....	40,349
Brenda K. Howell.....	51,295	Darlene Uitermarkt.....	40,013
Chris DeMeuse.....	50,833	Kristen C. Spiker.....	39,790
Alice Rothbauer.....	50,760	Peggy Sperling.....	39,772
Patricia Carr.....	50,683	Sandy K. Griffith.....	39,633
Sharon B. Carney-Wright.....	50,216	Ada Y. Garcia-Herrera.....	39,467
Carol Lee Johnson.....	49,871	Donna J. Saguto.....	39,378
Ana X. Solis.....	49,814	Kathy M. Viola.....	39,374
Jill D. Davis.....	49,777	Kathy I. Rosetti.....	39,232
Sheri L. Krumm.....	49,165	Nellie R. Anderson.....	39,200
Kim A. Messmer.....	48,740	Wendy E. Herren.....	39,187
LaNissir W. James.....	48,442	M. G. Jan Chesmore.....	38,983
Connie J. Lamp.....	48,302	Amanda Blair Stokes.....	38,802
Sheryl Peterson.....	47,919	Valorie Jean White.....	38,799
Gerri Anne Morris.....	47,900	Lori M. Langan.....	38,663
Faith A. Gladding.....	47,652	Magdalena Diaz De Leon.....	38,418
Nancy Ashton.....	47,611	Julie Danskin.....	38,391
Debbie Larson.....	47,384	Virginia Rowell.....	38,070
Martha Kay Raile.....	47,063	Elvia Cordova.....	37,977
Deb A. Hegland.....	46,942	Betty McKendry.....	37,904
Maricarmen Gonzalez.....	46,920	Lesley A. Bodine.....	37,781
Melissa Mays.....	46,823	Amy Lynn Allgood.....	37,688
Lisa Rada.....	46,453	Joyce M. Conant.....	37,687
Jeanette E. Beichle.....	45,656		
Char Griffin.....	45,563		
Stephanie A. Richter.....	45,227		
Lisa A. Stengel.....	45,146		
Jennifer V. Agema.....	45,123		
Kelly Willer-Johnson.....	44,574		
Heather M. Julson.....	44,546		
Jenny R. DeMell.....	43,864		

Commission Circle/Círculo de Comisiones

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in December in the Diamond area. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Lista de las Directoras de Ventas Independientes que ganaron las 100 comisiones y retribuciones más altas en diciembre en el área Diamante. Los nombres en negrilla son de las que ganaron la comisión máxima del 13% de Directora de Ventas más la comisión máxima del 13% por reclutamiento personal.

Maria M. Martinez-Ardon	\$12,899.52	Chatney Gelfius	7,618.18
Marsha Morrisette.....	12,141.26	Julie Danskin	7,616.17
LaRonda L. Daigle.....	12,076.87	Lisa Hackbarth	7,606.99
Kim I. Cowdell	11,583.55	Rosibel L. Shahin	7,598.68
Audrey K. MacDowall	11,420.69	Sheri L. Krumm	7,590.82
Connie L. Russo	11,014.01	Rose Rodriguez	7,583.53
Caterina M. Harris	10,933.79	Julie Garvey	7,581.12
Martha Kay Raile	10,910.57	Jill D. Davis.....	7,566.63
Melinda M. Balling	10,761.10	Nancy Polish Dove	7,508.39
Maricarmen Gonzalez	10,727.63	Sandy K. Griffith	7,481.80
Evitelia Valdez-Cruz	10,543.87	Vicki O'Bannon	7,454.05
Shelly Palen.....	10,485.76	Julie J. Fox	7,433.53
Maria Flores	10,023.48	Judy Higgins	7,397.08
Evelinda Diaz	9,839.21	Debbie Larson	7,391.13
Nancy Ashton	9,787.82	LaNissir W. James.....	7,384.70
Pat A. Nuzzi	9,620.89	Faith A. Gladding	7,378.66
Mary P. Creech	9,484.82	Morayma Rosas	7,353.83
Maria Janet Koo	9,284.63	Nellie R. Anderson.....	7,228.49
Pat Joos.....	9,257.65	Patricia Schneider	7,204.57
Priscilla McPheeters	9,226.48	Melissa Mays	7,157.17
Julie Schlundt	9,056.74	Elyse Romano	7,138.01
Ana X. Solis	8,807.57	Ana Carolina Alvarez.....	7,131.01
Jeanette E. Beichle	8,704.18	Michelle L. Farmer	7,094.61
Andrea Shields.....	8,691.10	Heidi Goelzer	7,090.79
Vivian Diaz	8,683.50	Lisa Rada	7,073.93
Alice Rothbauer	8,594.25	Kim A. Messmer	7,007.96
Suzanne T. Young	8,487.68	Connie J. Lamp.....	6,989.31
Barbara E. Roehrig	8,444.61	Betty McKendry	6,974.92
M. G. Jan Chesmore.....	8,401.43	Emily Sims	6,966.68
Juanita Gudino	8,315.16	Trudy Miller	6,939.40
Terri J. Beckstead	8,306.85	Deanna L. Spillman.....	6,883.12
Ada Y. Garcia-Herrera	8,305.02	Linda C. Weniger	6,820.85
Sharon B. Carney-Wright	8,235.82	Lesla Rae Franken	6,773.83
Carol Lee Johnson	8,226.14	Lisa Smith-Prater.....	6,763.42
Brenda K. Howell	8,219.62	Stephanie A. Richter	6,747.33
Sheryl Peterson	8,091.41	Lou Cinda Utley.....	6,741.53
Lisa A. Stengel	8,083.79	Kelly Willer-Johnson	6,719.36
Elvi S. Lamping	7,998.18	Donna K. Smith.....	6,688.37
Heather M. Julson	7,984.93	Char Griffin.....	6,687.47
Peggy Sperling	7,965.28	Leanne Sexton	6,672.72
Martha Brown.....	7,948.47	Beatriz Perez	6,637.54
Elvia Cordova	7,929.66	Mileta K. Kinser	6,605.03
Eileen M. Huffman	7,912.37	Patricia Carr.....	6,597.26
Valorie Jean White	7,893.27	Rosmary A. Baez	6,592.55
Karen L. Kunzler.....	7,840.59	Deb A. Hegland	6,571.81
Regina E. Meyer	7,837.02	Jennifer V. Agema.....	6,552.05
Deborah Dudas	7,819.12	Norma Lee Shaver	6,508.87
Susan K. Carlson	7,797.09	Gerri Anne Morris.....	6,503.68
Lila DeWeber	7,702.62	Stephanie Audino	6,501.30
Susan J. Pankow.....	7,667.58	Amanda Blair Stokes	6,493.52

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diamond/diamante

new debuts/debutes October/Octubre

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site and go to LearnMK®, keyword, "Advance." Or click on "About DIQ Program" under LearnMK®. /Nuevas Directoras de Ventas Independientes. Para más información, ingresa al sitio electrónico *Mary Kay InTouch®* y visita *AprendeMK®*, palabra clave, *Avance*. O bien, haz clic en *Sobre el programa DIQ* bajo *AprendeMK®*.



Jennifer Jean Barton Medford, Ore. S. Schmidt Unit
Chastina Y. Bussell New Tazewell, Tenn. S. Durham Unit
Norma Carcamo Copiague, N.Y. R. Umana Unit
Ofeilia Cruz Southgate, Mich. B. Salgado Unit
Kelly Maxine DeFee Yulee, Fla. J. Sandvig Unit
Gloria Meyra Esparza Houston M. Esparza Unit
Carol B. Gates Palm Bay, Fla. L. Shively Unit
Patricia Ann Giese Killeen, Texas S. James Unit
Patti L. Hughes Hutchinson, Kan. P. McPheeters Unit
Liriam Veronica Machuca Kissimmee, Fla. A. Alvarez Unit

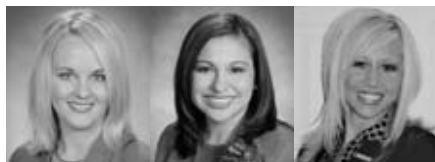


Cynthia J. Neal South Otselic, N.Y. L. Seary Unit
Leona M. Palmieri Deland, Fla. C. McCarthy Unit
Amy Perry Conroe, Texas J. Siemonsma Unit
Santa Maria Pimentel West Palm Beach, Fla. M. Koo Unit
Kristin Jenae Rogers Sugar Hill, Ga. C. Kittson Unit
Donita M. Turk Baldwin City, Kan. K. Cunningham Unit
Brenda Williams-Butts Union, N.J. L. Dade Unit

Congratulations to the following Directors **Alberta Aldana**, Chelsea, Mass., M. Gonzalez Unit; **Delma Elizabeth Chacon**, Everett, Mass., R. Bonilla Unit; **Lisa Jordan Clark**, New Albany, Ind., L. Kamer Unit; **Rosina Diaz**, Bronx, N.Y., L. Martinez Unit; **Indhira Fernandez**, Charlotte, N.C., Y. Sanchez Unit; **Emily Nicole Foster**, Provo, Utah, L. Taylor Unit; **Maria Gee**, Indianapolis, L. Pena-Price Unit; **Carolyn E. Harris**, Baltimore, B. Spriggs Unit; **Nancy Jakubowski**, Davenport, Iowa, D. Dudas Unit; **Jacinta Juan**, Lake Worth, Fla., S. Mejia Unit; **Luda S. Levko**, Rancho Cordova, Calif., M. Strauss Unit; **Maria D. Loaiza**, Tamarac, Fla., G. Ibanez Unit; **Evelyn Nunez**, Methuen, Mass., M. De Leon Unit; **Stephanie Denise Ransom**, San Leandro, Calif., A. Davenport Unit; **Renee E. Rieth**, Vermillion, Ohio, C. Lutz Unit; **Luz D. Rios**, Fairfax, Va., A. Garcia-Herrera Unit; **Guillermina Reynoso Sanchez**, Fontana, Calif., J. Luna Unit; **Luz M. Tolamati**, Freedom, Calif., C. Fontes Unit; **Kamilah S. Turner-Jenkins**, Antioch, Calif., E. Dodds Unit; **Karla D. Tuttle**, Bountiful, Utah, D. Spillman Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

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



Erin Lynch Olathe, Kan. R. Hackleman Area Ruby Seminar
Maria E. Jesus Placencia Dalton, Ga. Pearl Go Give Area Pearl Seminar
Suzanne Tripp-Black Graham, N.C. Ruby Go Give Area Ruby Seminar

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diamond/diamante

Honors Society/Sociedad de Honor

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



Nuvia D. C. Ascencio
Charlestown, W.Va.
P. Rodríguez-
Turker Area

Enma Patricia Bermeo
Woodside, N.Y.
I. Venegas Area

Maira Lopez
Gainesville, Ga.
S. Páez Area

Ruth E. Martinez
Las Vegas
D. Sumpter Area

Criceida Mendez
Santa Fe, N.M.
Diamond Go Give Area

Patricia Belle Somerville
Elkins, W.Va.
S. Stempson Area

Fabulous 50s/Los Fabulosos 50

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



Erica Levine Falcon
The Woodlands, Texas
M. Diem Area

Roberta Rodriguez Walsh
Saint Petersburg, Fla.
Diamond Go Give Area

Tina Dianne Ward
Pensacola, Fla.
Diamond Go Give Area

*Congratulations to Director **Christina L. Lutz**, Bucyrus, Ohio, Diamond Go Give Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*

New Team Leaders/Nuevas Lideres de Equipo

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

Marcy L. Anderson
Stacey Anderson
Jacqueline Arias
Adela Ascencio
Diana E. Avina Guerrero
Lora E. Bell
Joyce L. Benoist
Amy E. Biebel
Emily A. Blodgett
Suzette Brignola
Carmen A. Camacho
Ana M. Casares

Jazmin Chavez
Tracy A. Chubbs
Ann M. Cognetti
Laura Contreras
Laura Corral
Laura Diaz
Mirna A. Diaz
Estela Duarte
Patty M. Eades
Rachel M. Fazio
Raymond Fonmboh
Laura Freeland

Doriden S. Gilchrist
Minerva Gomez
Mary F. Graber
Catalina Gutierrez
Amanda J. Hanson
Veronica Johnson
Darcie A. Kistner
Trisha Mack
Marisa Mares
Jami L. Marsoun
Maria D. Martinez
Heather L. McClain-Ness

Amy L. McIntyre
Tricia L. Meier
Maria E. Mendez
Maria A. Molina
Federica Montes
Diana L. Morsey
Denise A. Pagan
Maria E. Perez
Gloria Reid
Connie Reynolds
Patty A. Richardson
Dina M. Rivas

Olga Rodriguez
Mayuli M. Rolo
Jennifer M. Rothert
Karen J. Rumer
Melisa A. Sexton
Annette V. Sherrell
Minnie E. Spaeth
Lois M. Tamayo
Maria D. Tapia
Deanna L. Tessman
Gianelda Then
Lynnetta Thompson

Olga I. Tortoledo
Brenda E. Turner
Kiomara D. Urena
Alvaro S. Vasquez
Shonda L. Vettel
Monica L. Watson
Carol C. Whitehorn
Brenda J. Woods
Stephanie A. Zabala

13% Club/Club del 13%

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

Sales Director Valerie Jean White\$3,016.72
Sales Director Silvia Sanchez.....1,799.33
Sales Director Peggy Sperling.....1,786.82
Sales Director Heather M. Julson.....1,709.66
Sales Director Ada Y. Garcia-Herrera.....1,687.92
Sales Director Maria Janet Koo.....1,575.15
Sales Director Nien-Wei Hsiao.....1,428.47
Sales Director Rosibel L. Shahin.....1,362.82
Sales Director Caterina M. Harris.....1,342.19

Maria L. Ticas, S. Páez Unit.....1,332.27
Sales Director Maria Flores.....1,324.05
Sales Director Ana X. Solis.....1,294.38
Sales Director Connie L. Russo.....1,288.85
Sales Director Lisa Rada.....1,285.60
Sales Director Laura L. Waters.....1,269.06
Sales Director Deborah Dudas.....1,255.57
Sales Director Karime Rosas.....1,240.36
Sales Director Maria L. Lemus.....1,238.12

Sales Director Maria M. Martinez-Ardon.....1,226.29
Sales Director Elvia Cordova.....1,225.87
Sales Director Judy Higgins.....1,225.71
Sales Director Sharon K. Alverson.....1,223.46
Sales Director Evitelia Valdez-Cruz.....1,211.34
Sales Director Martha Kay Raile.....1,204.29
Sales Director Nma Roz Okeke.....1,178.84

diamond/diamante

Gold Medals/Medallas de Oro

Independent Beauty Consultants and Independent Sales Directors who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

75 Gold Medals/Medallas de Oro
Sales Director Silvia Sanchez.....5

34 Gold Medals/Medallas de Oro
Sales Director Sharon Alverson.....5

26 Gold Medals/Medallas de Oro
Sales Director Maria Flores.....5
Sales Director Imelda Hernandez.....5

24 Gold Medals/Medallas de Oro
Sales Director Rita Obrochta.....5

21 Gold Medals/Medallas de Oro
Sales Director Nicole Solomon.....10

20 Gold Medals/Medallas de Oro
Sales Director Rosa Rivera.....6

19 Gold Medals/Medallas de Oro
Sales Director Ana Alvarez.....5

14 Gold Medals/Medallas de Oro
Sales Director Luciana Zook.....5

12 Gold Medals/Medallas de Oro
Sales Director Maria Lemus.....5
Sales Director Debbie Merrick.....5
Sales Director Ruth Ojibeka.....5
Sales Director Mary Satterfield.....5

11 Gold Medals/Medallas de Oro
Sales Director Maria Koo.....10

10 Gold Medals/Medallas de Oro
Sales Director Juana Chihuahua.....5

9 Gold Medals/Medallas de Oro
Sales Director Maricela Gonzalez.....8

8 Gold Medals/Medallas de Oro
Sales Director Vellia Rubio.....5
Ana Torres, M. Malagon Unit.....15

7 Gold Medals/Medallas de Oro
Sales Director M. G. Jan Chesmore.....10

Sales Director Claudia Lemper.....5
Sales Director Bonita Meniru-Hudson.....5
Sales Director Hilaria Morales.....5

6 Gold Medals/Medallas de Oro
Sales Director Kathy Graf.....5
Sales Director Maria Martinez-Ardon.....12

5 Gold Medals/Medallas de Oro
Sonni Anderson, T. Watson Unit.....7
Sales Director Ruth Cortes.....5
Sales Director Karen Harry.....5
Wanda Mock, J. Weekley Unit.....16
Sales Director Julie Sharla.....5
Sales Director Lisa Smith-Prater.....7

4 Gold Medals/Medallas de Oro
Sales Director Michele Bates.....5
Sales Director Duana Boudreaux.....6
Sales Director Rafaela Bueno.....12
Sales Director Laura Casas.....5
Sales Director Pilar Chaves.....5
Sales Director Carol Goss.....5
Anne Leanos, G. Tubolino Unit.....5
Sales Director Vilma Mally.....5
Glenis Mejil, Y. Espinal Unit.....5
Sales Director Veva Ramsey.....7

3 Gold Medals/Medallas de Oro
Julie Chambers, J. Schumacher Unit.....5
Jamie Charboneau, S. Palen Unit.....6
Sales Director Elvia Cordova.....9
Lisette Defoe, B. Torres Unit.....6
Martha Echeverria, S. Werner Unit.....12
Britton Elliott, S. Pace Unit.....14
Sales Director JaRene Evertsén.....5
Sales Director Patricia Jones.....6
Maria Krieser, K. Kunzler Unit.....9
Sales Director Aristeida Rodriguez.....5
Sales Director Carolyn Sheppard.....5
Alicia Smith, C. Harris Unit.....11
Lisa Teeuwissen, L. Smith-Prater Unit.....7
Amanda Toth, C. Patel Unit.....5

2 Gold Medals/Medallas de Oro
Alicia Adams, K. Kunzler Unit.....9

Rubi Amateco-Nava Vazquez, M. Rosas Unit.....9
Diana Avina Guerrero, B. Hernandez Unit.....10
Beverly Bartlett, C. Flater Unit.....7
Sales Director Joey Brown.....5
Sheila Brown, E. Sims Unit.....13
Sales Director Patrece Dace.....6
Tammie Denson, C. Cobbs Unit.....13
Courtney Dobry, H. Brocklebank Unit.....13
Alicia Garcia, C. Hernandez Unit.....5
Karlene Glemaud, W. Herren Unit.....10
Donna Haas, V. O'Bannon Unit.....7
Maria Hernandez, F. Rojas Unit.....7
Theanny Lopez, M. Germosen Unit.....8
Mary Luchuk, B. Sunden Unit.....11
Rosa Prieto, M. Rosas Unit.....10
Niki Rains, M. Rains Unit.....9
Lori Steiger, J. Conant Unit.....10
Sales Director Juanita Troutman.....6
Sales Director Amber Watt.....5
Jacqueline Zinn, R. Hirneisen Unit.....6

1 Gold Medal/Medalla de Oro
Yohana Acuna, M. Diaz De Romero Unit.....9
DaVonne Ashe, C. Jackson Unit.....9
Elena Brito, N. Jaimes Unit.....9
Jana Calvert, B. Howell Unit.....6
Ramona Chavez, M. Diaz De Leon Unit.....5
Rhonda Chesser, T. Menzies Unit.....8
Jennifer Davis, T. McLean Unit.....6
Laura Diaz, V. Scott Unit.....6
Mirna Diaz, M. Martinez-Ardon Unit.....6
ChrisDean Epling, J. Partridge Unit.....5
Raymond Fonmboh, Y. Tazem Unit.....5
Marisa Mares, A. Alvarez Unit.....9
Maria Del Martinez, R. Alfaro Unit.....5
Maria Mendoza, M. Reyna Huerta Unit.....7
Shelly Munos, S. Engel Unit.....6
Lorena Romero-Cabra, D. Ferguson-Mentiply Unit.....5
Gianelda Then, R. Baez Unit.....7
Adelina Toscano, E. Cordova Unit.....8
Brenda Turner, B. Byrd Unit.....6
Dawn White, M. Creech Unit.....6

Be sure to check out **Ovation®** on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site. Click on the "Applause® online" link. Then click on the "Ovation® online" link./Para más información sobre reconocimientos, busca **Ovación™** el primer día de cada mes. Visita el sitio electrónico **Mary Kay InTouch®** y selecciona el enlace "Aplausos™ en línea." Luego haz clic en el enlace "Ovación™ en línea."



recognition

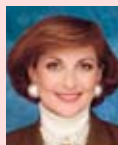
Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in December 2006.

Top National Sales Directors — Commissions and Bonuses



Jan Harris
\$47,215
PEARL



Barbara Sunden
\$66,439
DIAMOND



Pat Fortenberry
\$64,237
RUBY



Christine Peterson
\$61,083
SAPPHIRE



Anne Newbury
\$91,476
EMERALD

Top Unit — Estimated Retail Production

PEARL — Kim McClure, <i>Go Give Area</i>	\$100,815
DIAMOND — Audrey MacDowall, <i>D. Dunn Area</i>	\$91,657
RUBY — Roli Akperi, <i>Go Give Area</i>	\$88,068
SAPPHIRE — Paola J. Ramirez, <i>L. Ceballos Area</i>	\$149,547
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$72,285

Top Sales Director—Personal Sales

PEARL — Irvine K. Foster, <i>M. Myers Area</i>	\$15,175
DIAMOND — Ava Lynn Roberts, <i>Go Give Area</i>	\$13,193
RUBY — Sherlene A. Weise-Jones, <i>Go Give Area</i>	\$30,778
SAPPHIRE — Jenny Robles, <i>J. Moore Area</i>	\$19,904
EMERALD — Linda S. McDaniel, <i>A. Newbury Area</i>	\$13,523

Top Beauty Consultant—Personal Sales

PEARL — Elissa Lynn Jacobson, <i>M. Whitworth Unit, S. James Area</i>	\$11,038
DIAMOND — Terri Lynn Kunzler, <i>C. Gainsford Unit, M. Diem Area</i>	\$13,910
RUBY — Daphne Lewis, <i>R. Mishler Unit, Go Give Area</i>	\$14,067
SAPPHIRE — Keya M. Fallen, <i>L. Barras Unit, M. Dozier Area</i>	\$20,137
EMERALD — Yuko Yasuma, <i>M. Brandenburgh Unit, Go Give Area</i>	\$24,112

Top Team Builder

PEARL — Tracy L. Kerlin, <i>A. Vinson Unit, C. Williams Area</i>	18 New Team Members
DIAMOND — Wanda Mock, <i>J. Weekley Unit, Go Give Area</i>	16 New Team Members
RUBY — Immaculata C. Rubadiri, <i>W. Cain Unit, Go Give Area</i>	16 New Team Members
SAPPHIRE — Glendia Fields, <i>S. Lafferty Unit, C. Peterson Area</i>	18 New Team Members
EMERALD — La Tonya C. Kirk, <i>N. Privette-Jones Unit, N. Privette-Jones Area</i>	21 New Team Members

Sales Mentors

Special thanks to the sales mentors for the December 12, 2006, *New Independent Sales Director Education* class.



Tammy Crayk
National Sales Director
Salt Lake City
Diamond Seminar



Pat Nuzzi
Future Executive
Senior Sales Director
Bensalem, Pa.
Diamond Seminar



Judie Roman
Executive Senior
Sales Director
Lakewood, Colo.
Ruby Seminar



Randi Stevens
Executive Senior
Sales Director
Decatur, Ind.
Sapphire Seminar



Patty Webster
Executive Senior
Sales Director
Weston, Fla.
Pearl Seminar

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for December 2006.

Pearl

Annette Garnett Vinson.....	28 New Unit Members
Belinda Carver-Taylor.....	23 New Unit Members
Sandra Kay Forsyth.....	21 New Unit Members
Sandra M. Munguia.....	20 New Unit Members
Patti Cornell.....	20 New Unit Members
Colleen D. Kolb.....	20 New Unit Members

Diamond

Maria M. Martinez-Ardon.....	28 New Unit Members
Morayma Rosas.....	25 New Unit Members
Emily Sims.....	22 New Unit Members
Rosmary A. Baez.....	22 New Unit Members
Karen L. Kunzler.....	21 New Unit Members

Elvia Cordova.....	20 New Unit Members
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Ruby

Donna B. Meixsell.....	27 New Unit Members
Isidora Camargo.....	24 New Unit Members
Ann Alexis-Hamilton.....	21 New Unit Members
Monica Lynn Hayes.....	21 New Unit Members
Willie Jean Cain.....	20 New Unit Members

Sapphire

Paola J. Ramirez.....	32 New Unit Members
Pamela D. Cox.....	30 New Unit Members
Jennifer L. Semelsberger.....	25 New Unit Members

Silisia Evans Moses.....	25 New Unit Members
Delmy Ana Torrejon.....	21 New Unit Members
Pamela Buffington-Johnson.....	21 New Unit Members
Sara M. Perez.....	21 New Unit Members
Lavarn Campbell.....	21 New Unit Members
Alma M. Arias.....	21 New Unit Members

Emerald

Renae Harris-Hill.....	31 New Unit Members
Angie Sidden.....	25 New Unit Members
Vicki Powell.....	24 New Unit Members
Hilda K. Appiah-Danquah.....	20 New Unit Members
Mayra Smalley.....	20 New Unit Members

Meet your NSDs

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

make your mary kay[®] personal web site work for you

When it comes to your Mary Kay[®] Personal Web Site, if you “set it and forget it,” you’re missing out on a vital opportunity to reach out and service both potential and existing customers — and give your business a boost! Here’s what you can do to maximize this incredibly important business tool.

1 Get the Word Out

Promote this vital part of your business through MKeCards[®] and *Beaut-e-News*[™], the monthly e-newsletter. To do so, just enter your customers’ e-mail addresses in myCustomers[®]. Be sure you’re a *Beaut-e-News*[™] publisher on the MKeCards[®] site. Plus there’s always the simple handing out of business cards including your Mary Kay[®] Personal Web Site address.

2 Customize Your Free Sampler Offer.

Looking for a way to expand your customer base or introduce customers to your hottest products? Beginning March 16, you can select your choice of free sampler offers to feature on the home page of your Mary Kay[®] Personal Web Site. Choose from a variety of color and skin care options – all seven samplers that come complete with sampler cards and Color 101 Cards are available choices. Simply opt-in through your Mary Kay[®] Personal Web Site Manager on the Mary Kay InTouch[®] Web site.

4 Share the Best Online Application Tips.

You *and* your customers can find tools such as audiovisual application tips for lips and eyes (including MK Signature[™] Facial Highlighting Pen tips beginning March 16), plus virtual makeovers that rival the best in the beauty business.



There’s never been a better time to have a Mary Kay[®] Personal Web Site. First-time subscribers can sign up for just \$25 plus applicable tax for the first year.

3 Take Advantage of Online Party Events.

Did you know that hostesses can hold events online? When your hostess holds a Web event, she invites her friends to shop with you on a certain date and time. She can then receive hostess credit for those purchases. It’s as simple as it sounds!

5 Offer Shopping Convenience 24/7.

Make life easier for your customers and let your business work for you around the clock.

6 Follow Up With Customers.

Remember, one very important aspect of building a wonderful, long-term customer relationship is being prompt to respond, dependable and responsible. Watch for e-mails and Action Items in myCustomers[®] letting you know when a customer requests a free sampler. Then you can fulfill her product orders and other requests in a timely manner.

Book With the Hostess Program



Overcome Objections With a New Incentive: the Everything Tote

What potential hostess could resist earning this fabulous and functional Everything Tote? Just in time for warm weekend getaways (or even a trip to the office) comes this black- and pink-trimmed carryall in the exclusive Mary Kay® Delicate Bloom silhouette hostess pattern.

What a great incentive for every woman on

the go! All your customer needs to do to earn this free gift is host a class with \$200 in sales and one booking. It's that simple. **\$10**

Also keep in mind that the Hostess Magnifying Mirror is back by popular demand – regular line – for just **\$13**.



Tell Her About It! Stock Up on the Hostess Brochure and Fliers

For only \$1, you can get a pack of 10 fliers promoting the Everything Tote to slip into the hostess brochure (pack of 10, \$2.50), which features other fabulous incentive options.

Get the Party Started

Need ideas? Check out the hostess event on the Mary Kay InTouch® Web site for party tips and to plan and manage your party.

Encourage Guests to Arrive

Using the Beaute-vite™ Online Party Planner on the Mary Kay InTouch® Web site (available to all Independent Beauty Consultants who have a Mary Kay® Personal Web Site), you can schedule a party with your hostess, manage party details and monitor the guest list. Go to "Promotions," then simply click on "Hostess Event." For how-to details, visit the video demonstration on myCustomers®. Of course, if your hostess is more comfortable with more traditional invitations, you can always use the invitation/reminder postcards (pack of 20) available on Section 2 of the March 16 Consultant order form for only \$1. And remember, the hostess brochure has easy dialogues your hostess can use when she calls her friends.

Let One Party Lead to Another, and Another, and Another ...

When a class holds, book more hostesses using these hostess program tools. And why wait until the end of the class? The sooner the better!

I perfect springpairs

You can combine these new and familiar regular-line products for increased sales potential! Here we've suggested some pairs we think you and your customers will love!



Help Erase Fine Lines

TimeWise® skin care is powerful – and even more so when products are paired. Once customers become Miracle Set customers, you may want to suggest this combination of supplements – the TimeWise® Age-Fighting Lip Primer and the new TimeWise® Targeted-Action™ Line Reducer – to address two of the most common signs of aging.

TimeWise® Age-Fighting Lip Primer, **\$22**

TimeWise® Targeted-Action™ Line Reducer, **\$40**

Springtime Eye Color

When talking to customers about the limited-edition Mary Kay® Soft Luster Eye Color Sticks, you'll want to let them know about all three wonderful MK Signature™ mascaras: Ultimate, Waterproof and Lash Lengthening.

MK Signature™ Ultimate Mascara™, **\$15**

MK Signature™ Waterproof Mascara, **\$10**

MK Signature™ Lash Lengthening Mascara™, **\$10**

Limited-Edition Mary Kay® Soft Luster Eye Color Stick, **\$14**



Get Ready

The benefits of the TimeWise® Cellu-Shape™ Contouring System could be the first step in helping customers get healthy looks. Then once they are ready to go outdoors, they can protect their skin from the sun with Mary Kay® SPF 30 Sunscreen* and Mary Kay® Lip Protector Sunscreen SPF 15* included in the Mary Kay® Sun Care gift set.

TimeWise® Cellu-Shape™ Contouring System, **\$55**

Mary Kay® Sun Care Gift Set, limited edition,

while supplies last, **\$33.50**

*Over-the-counter drug product

All prices are suggested retail.



be a star! 07 seminar

Rules to Remember

The last day of the Seminar 2007 contest period is June 30, 2007. Please keep in mind the following rules as you persist toward your personal best!

Queen's Court of Sharing

- Court members must achieve 24 or more qualified* new personal team members during the contest period, July 1, 2006, through June 30, 2007.
- A maximum of 13 new actual team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.
- If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.
- Ranking of the Top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified* new personal team members.
- A qualified* new personal team member who returns product to the Company for repurchase during the contest period resulting in net wholesale Section 1 production below \$600 during the contest period, will not count toward the Queen's Court of Sharing.

Queens' Courts of Personal Sales

- Court members must have a total of \$36,000 or more in personal estimated retail production** received during the contest period July 1, 2006, through June 30, 2007.
- Although the suggested retail value of the orders placed in a calendar month may be higher, only \$13,000 personal estimated retail production** per month will count toward your total contest credit.
- Ranking of the Top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production.**
- Ties will be broken by the amount of wholesale Section 1 orders placed during the Seminar contest period.

Why Not Make Seminar 2007 a Priority?

Our Founder had her priorities straight, and you'll want to follow her example for success! Quarter 3 Star Consultants can qualify for Priority Awards Seminar Registration when they achieve Diamond Star Consultant Status Dec. 16, 2006, through March 15, 2007. You also can qualify for Priority Awards Seminar Registration when you're an Independent Sales Director, including debuts through March 1, 2007, or when you are on-target for the Queens' Courts of Personal Sales or the Queen's Court of Sharing by Feb. 28, 2007. Independent Sales Directors who debut in April, May, June or July 2007 are qualified to attend Awards Seminar on a first-come, first-served basis.

Don't Forget to Preorder Seminar Sales Booth Items!

While you're working toward your goals, don't forget that when you qualify for Priority Awards Seminar Registration – *and* you register for Awards Seminar by **April 30** – you can preorder Seminar Sales Booth items on the Mary Kay InTouch® Web site and receive a 10 percent discount on your entire order through April 30. Your order will be shipped directly to your home in late June. And there's no limit to the number of items you can order!

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 order(s) are received and accepted by the Company from July 1, 2006, through June 30, 2007. To receive an award, a Beauty Consultant must be in good standing with the Company at the time the award is presented.

**"Estimated retail production" equals estimated retail sales, calculated based on wholesale purchases of Section 1 product and the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost.

on the threshold of a new life



As hurricane season 2005 approached, weather forecasters warned of possibly challenging months ahead. But few coastal residents could have predicted the physical, monetary and emotional misery many would suffer. Before the winds and waves subsided, repair estimates had reached double-digit billions, and thousands of people had been uprooted from their homes.

The Company reached out to those in need with long-term support that included construction of Habitat for Humanity® homes in affected areas. Here are two stories of loss and recovery, and of those those who loaned healing hands to hurting hearts.



The Parfaits

Amy Parfait of Gray, La., couldn't believe Tropical Storm Cindy wasn't a hurricane when the furious bluster barreled into south Louisiana. "She wasn't very publicized, but she came and went like nothing we had ever seen," Amy recalls. "Our home shook unbelievably, and I gathered my four children into one room, where we tried to sleep huddled together." An 80-foot tree nearly crushed the structure that surrounded them.

But the true test was yet to come.

Within days, Katrina swept toward the Gulf of Mexico, reminding residents what a real hurricane looks like, and Amy and her extended family joined a caravan of others fleeing the oncoming wrath. Before they stopped miles inland, they had left behind one broken-down vehicle and were nearly frantic from hearing ominous predictions on the radio. "We put our homes and our lives in God's hands," says Amy. "There was nothing else we could do."

At the time, Amy had become friends with Independent Beauty Consultant Ozema Parfait,

When, days later, she returned to her home, she found fallen trees; a maze of live, downed electrical wires; and a partially destroyed fence. "My children and I could hardly get around the dangerous mess," she says. "I had no food to offer them in the stifling heat and nowhere to buy any. My house wasn't completely destroyed, but things were pretty awful."

As soon as they could, Amy and Ozema reunited after Katrina and traded stories from their ordeals. One day Amy went to Ozema's apartment to help unpack and organize a large shipment of Mary Kay® products. As they worked together, she realized the fondness she had felt for months had grown even stronger. Eventually they married, blending their eight children into one family, their love forming a safe harbor from life's storms.

As this issue of *Applause*® magazine went to press, building had begun and the Parfaits were looking forward to the dedication ceremony of their Mary Kay Habitat home, when they'll

receive the keys to their front door and a new life. "Our prayers have been answered in so many ways," says Amy. "We're on the right road."

The Southammavongs

Along the Eastern seaboard, as in Louisiana and elsewhere, residents took shelter where they could as Katrina ripped and rolled her way through towns and lives. Many of those who suffered most had the least to lose.

In Bayou La Batre, outside Mobile, Ala., the storm's severity took one family by surprise. Thoughan Southammavong, a master boat builder, and his wife Manthong, a seafood shop worker, didn't evacuate in time from their small rent house. When the terrifying waters began to rise, they fled to a shelter with their four children, then to a friend's home when the shelter quickly became overcrowded.

Over the coming weeks, the family waited for a FEMA (Federal Emergency Management Agency) trailer as they bounced back and forth between temporary shelters. Once the trailer arrived, they lived in the cramped quarters with little but donated food and clothing. They had lost everything but their lives – including their livelihood – but felt grateful to be together and whole. They clung to hope for better times.

While the Southammavongs were making do, Independent Senior Sales Director Laurie Cantey agreed to spearhead the Mary Kay Habitat house project in Mobile. Laurie rallied her unit (called the Life Changers), sister Independent Sales Directors and local unit members. The group had their hands on nearly every aspect of the two-week construction of the Southammavong home. Looking back on her experience, Laurie was amazed at what she received in return. "Being part of this project has been my most meaningful Mary Kay experience so far," she says. "I'll never forget

the smiles and tears on the Southammavongs' faces at the dedication ceremony when I handed them their huge Mary Kay housewarming basket. I've achieved a lot in my Mary Kay life of two years, but this experience reminded me what we're really all about."

Today, Thoughan and Manthong are employed again in the seafood industry. They've started rebuilding their lives in a safe, clean, comparatively spacious Mary Kay Habitat home

whom she had met at a skin care class. The two were separated by the storm's intrusion, and Amy could check in with Ozema only sporadically by telephone to be sure he was still safe. She worried about what might be happening to him and his children.



Rebuilding for a Brighter Tomorrow

Mary Kay Ash was fond of saying that everything we give comes back to us many times over, and she practiced what she preached. “This is the spirit on which our Company was built,” she said, “with each of us joining hands, sharing our ideas and helping each other to succeed.”

In the spirit of sharing and helping, the Company committed more than \$1 million to ongoing hurricane relief and rebuilding, sponsoring construction of a total of four Habitat homes in Dallas; Gray and New Orleans, La.; and Mobile, Ala. In Dallas, Mary Kay employees built a home in one week last May as part of Habitat’s “Blitz Build” project, benefiting hurricane survivors Corey and Pamela Davis and their two children. In New Orleans, construction of a “home-in-a-box” – a design in which framing and pieces of the house will be constructed in Dallas, then shipped to New Orleans for assembly – awaits selection of a site and family there.

In addition to Habitat homes, the Company’s hurricane relief contributions include donations to organizations such as the American Red Cross, the Salvation Army and the YWCA; preparation of care kits for evacuees; an employee blood drive; and a chartered plane that took a group of Dallas-area doctors to Louisiana, where they treated hundreds of injured survivors and hospital patients evacuated from Katrina-devastated areas.

Note: All new home recipients were selected by Habitat for Humanity®.



15 miles from the Gulf Coast, in a neighborhood of other Katrina survivors who also received Habitat homes. “We are excited to have a home that is safe and away from the water,” says Thoughan. “Our children will be able to concentrate more on their schoolwork and will have their own space. We are sincerely thankful for this outpouring of love and support.”

On dedication day, the Southammavongs’ beaming faces spoke volumes as they received the keys to their new home and gifts from independent sales force members and others. Independent Senior National Sales Director Cindy Fox and Independent National Sales Director Kathy Rodgers-Smith each drove several hours to participate in the dedication. And what about the family’s contribution? Besides the sweat equity – time and effort required of every Habitat family – on the day of dedication, “Grandmother Southammavong” prepared egg rolls and fried rice for all to enjoy.

Reflections From Mary Kay

“Long ago someone said to me, ‘It is as honorable to sell as it is to buy.’ You and I have the responsibility of keeping the honor in selling, remembering that our nation’s economy depends on the fact that nothing happens until somebody sells something. Our business, more than any other, is people-driven and people-dependent, and that gives us, at once, a great opportunity as well as a great responsibility.”



– Mary Kay Ash

Dates to Remember

MARCH 2007

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

APRIL 2007

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

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

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

Last day to submit online Sales Director-in-Qualification Commitment Form.

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).

Last day of the month for Beauty Consultants to place online orders (until midnight Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month’s production.

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

March 10: Early ordering of the new Spring 2007 promotional items begins for Independent Beauty Consultants who enrolled customers to receive *The Look* for Spring 2007 through the Preferred Customer Program.

March 15: Postmark deadline for the Quarter 3 Star Consultant Quarterly contest, the Winter 2006 promotion, the third monthly product bonus, the *TimeWise® Cellu-Shape™* Sales Challenge and the Buy Two, Get One Free Extra Hydration offer. Early ordering of the new Spring 2007 promotional items available for all Independent Beauty Consultants. Last day to enroll online for the Spring 2007 Preferred Customer Program mailing of the MKMen™ Month 2 mailer. Last day for customers to take advantage of the Winter 2006 MK Signature® Just Glossy™ Set gift with purchase.

March 16: Quarter 4 Star Consultant quarterly contest begins. Spring 2007 promotion and Month 1 product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

March 20: February Career Car qualifier paperwork due to Company.

March 25: Spring Preferred Customer Program version of *The Look* (with sampler) begins mailing to customers. (Allow 7-10 business days for delivery)

Next Month:

April 4: *Be a Star!* Seminar 2007 Priority Awards Seminar Registration and online sales booth ordering opportunity begin.

April 6: Good Friday. Company holiday. All Company and branch offices closed.

April 15: Postmark deadline to earn the *TimeWise®* Age-Fighting Lip Primer monthly product bonus.

April 16: Month 2 product bonus begins. Summer 2007 Preferred Customer Program online enrollment (monthly and quarterly) and mail enrollment (quarterly) begin.

Beaut-e-News™ e-newsletter begins e-mailing to customers.

April 20: March Career Car qualifier paperwork due to Company.

April 30: *Be a Star!* Seminar 2007 Priority Awards Seminar Registration and online sales booth ordering at the 10 percent discount end.

Heart & Heritage

No Secret to Her Success

Independent Senior National Sales Director

Emeritus Ree Foster had just moved her family from Nebraska to Iowa when she started her Mary Kay business in 1970. Without anyone there to teach her, Ree began to read the *Consultants Guide* from cover to cover and did exactly what it suggested.



The next year she met Mary Kay at Seminar. It's no exaggeration to say the encounter changed her life forever. "She took my hand and held it in her own, looked me in the eye, and asked, 'Ree, will you be my first Independent Sales Director in Iowa?'" she recalls. "I knew at that moment there was no

question about it. She also told me to go home and get a maid, and I did!"

Once she returned home, Ree was so galvanized by Mary Kay's influence that she held an incredible 69 team-building appointments in five weeks – adding 14 of those women to her team – and debuted as an Independent Sales Director five months later. So what was the ultimate result of listening to her mentor? Ree earned commissions topping more than \$2 million before she debuted as an NSD Emeritus, and even more meaningful for her, she enjoyed the life of her dreams. "I believed what Mary Kay said, I did what she said, and it worked."

Looking back, Ree sees that Mary Kay gave her more than great advice. She gave Ree a better sense of who she wanted to be. "When I met Mary Kay, I felt proud to be a woman for the first time. She had an amazing gift for making people feel worthwhile." In 1996, Ree debuted at Seminar as an Independent National Sales Director and received the annual Go-Give® Award – her proudest business success. She has some thoughts for those embarking on their own dream life. "What you do today is the most important thing you can do for your Mary Kay business. Forget yesterday, think about only today and go forward. You can't rest on your laurels." Words of wisdom from a woman who simply followed the advice of those who came before her and reached the pinnacle of success.

working smarter TOOLS FOR GREATER EFFICIENCY

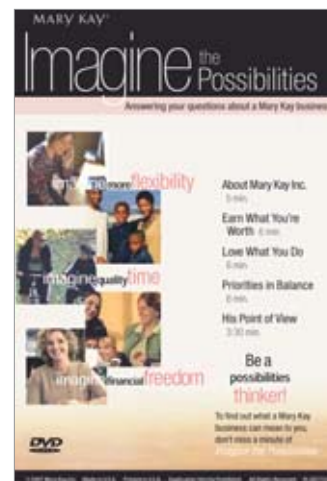
Imagine the Possibilities DVD Team-Building Answers for Anyone

Imagine meeting with a sharp woman whom you can just see driving a Career Car and leading other women like herself.

You present the Mary Kay opportunity in your most compelling way, but she's still not convinced it's for her. Chances are her concerns are similar to those you've heard before: She feels she's really too young to be selling Mary Kay® products; she wonders if direct sales might be multilevel marketing in disguise; she's not the sales type; she's a little concerned about

what her co-workers, friends or family – or even her husband – might think.

Now imagine you could hand her a DVD to watch in the privacy of her own home that would ease her concerns with real-life examples. You can! The *Imagine the Possibilities* DVD covers topics such as finding a fulfilling business opportunity, balancing priorities and financial freedom. Five diverse Independent Sales Directors share



their stories about how their lives and families were positively changed because they stepped out, and stepped into, the Mary Kay experience. Their husbands share their own perspectives. In addition, Company executives discuss important Company history, product information, Mary Kay's philanthropic efforts and much more.

Don't delay, get yours today – and prepare yourself with all the team-building answers! Available on the March 16 Consultant order form. **\$5.**

Just a Reminder: Freight Increase

Due to the rise in diesel fuel prices and other freight costs, shipping and handling charges for mainland U.S. orders increased, effective March 16, 2007, from \$8.35 to \$8.75. Don't forget to use the most recent version of the Independent Beauty Consultant Agreement, which you may order from the March 16 Consultant order form. The latest version is labeled "3/07" in the lower right-hand corner on the back of the pink copy of the Agreement and will reflect the freight change. Should you have to use the previous version of the Agreement after March 15 (i.e., version 9/06) for mainland Starter Kits, be sure to mark through the \$8.35 freight charge, write in \$8.75 and have your new team member initial the change.

Prepare for Success With the *Ready, Set, Sell!* Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2006, through June 15, 2007. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. Beginning with this issue, you can find the *Ready, Set, Sell!* bonus values for the quarter printed in the first issue of *Applause*® each quarter – January, April, July and October!

INITIAL WHOLESALE SECTION 1 ORDER:

\$600
\$1,200
\$1,800
\$2,400
\$3,000
\$3,600

NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:

\$114
\$217
\$362
\$447
\$561
\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

MKConnections®

Wear With Pride



Put yourself at skin care classes and facial appointments in the three-quarter-length black beauty coat and discover the professional look that goes with everything. Made from great, easy-care fabric, it also features convertible split-cuff sleeves and slant

pockets perfect for holding "whatever." All this for \$38! To order yours now, go to the Mary Kay InTouch® Web site and click on "MKConnections®" under "Services and Products."

New Look for MKConnections®

Don't miss compelling offerings and information at the smartly updated MKConnections® Web site! You'll be treated to a fabulous new look when you go to the Mary Kay InTouch® Web site and click on the "Business Gear" link under "MKConnections®." For the first time, you can shop for business cards, checks, apparel and gear in one place with one easy checkout. Even preview your personalized items before you finish your order. All designed with your rising star in mind!

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order March 16 – April 15.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Age-Fighting Lip Primer	\$22
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six	\$44
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six	\$66
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six	\$88
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six 1 Travel Roll-Up Bag	\$110
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six 2 Travel Roll-Up Bags	\$110
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six 3 Travel Roll-Up Bags	\$110
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 TimeWise® Targeted-Action™ Line Reducer Sampler With Card, Pack of Six 4 Travel Roll-Up Bags	\$110

Although these BizBuilders Bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the *Ready, Set, Sell!* product bonuses. See the *Ready, Set, Sell!* bonus chart above.

*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for April 2007.

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others unselfishly and supporting adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site. Select "More Resources" located under "LearnMK.™" Select "Recognition," then click on "Sales Director Go-Give® Award Nomination Form."



Jeanie Martin

Pearl
Future Executive Senior Sales Director
Began Mary Kay August 1988
Sales Director Debut September 1990
Offspring four first-line; one second-line
National Sales Director Sandy Miller
Honors Cadillac qualifier; Circle of Honor; eight-times Double Star Achievement; Consultant Queen's Court of Personal Sales; 11-times Sales Director Queen's Court of Personal Sales; nine-times Circle of Achievement; four-times Circle of Excellence; estimated highest monthly unit retail: \$118,198
Personal Lives in Sandwich, Ill. Husband, Reed; daughters: Amy, Nicki; four grandchildren
Favorite Quote "Dance as though no one is watching you, love as though you have never been hurt before, sing as though no one can hear you, live as though heaven is on earth." — Souza
Independent Beauty Consultant Yukari Hamann of Rolling Meadows, Ill., says, "Most of my team members live far from Jeanie. She sees and teaches them on Sunday, driving about 70 miles one way, so that all of my team members receive education from her. Even if some of them do not understand English well, Jeanie knows how to make them feel comfortable."



Melinda Balling

Diamond
Elite Executive Senior Sales Director
Began Mary Kay April 1981
Sales Director Debut May 1983
Offspring 10 first-line; four second-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Circle of Honor; gold medal winner; monthly Go-Give® Award winner, August, 1991; seven-times Circle of Achievement; 13-times Circle of Excellence; estimated highest monthly unit retail: \$144,586
Personal Lives in Santa Fe, N.M. Husband, John
Favorite Quote "Remember that happiness and success are contingent upon helping others. Your career will blossom in proportion to the measure of care and love you send into the lives of others."
Independent Sales Director Sylvia Tapia of Albuquerque, N.M., says, "Melinda always encourages and inspires others to their success. She leads by example and is always ready to help out and support other units and Independent Beauty Consultants in any way she can."



Laura Kattenbraker

Ruby
Executive Senior Sales Director
Began Mary Kay June 1992
Sales Director Debut November 1993
Offspring five first-line; two second-line
National Sales Director Gena Rae Gass
Honors Cadillac qualifier; Star Consultant; gold medal winner; seven-times Circle of Achievement; five-times Circle of Excellence; estimated highest monthly unit retail: \$147,626
Personal Lives in Grover, Mo. Husband, Jim; son, Michael; daughter, Angela
Favorite Quote God makes good out of every situation.
Independent Sales Director-in-Qualification Cheryl Gennaro of Noblesville, Ind., says, "Laura has been an outstanding example of giving. She has driven 10 hours round-trip twice a month to encourage and build her Indiana team and spends several days a month away from her family for us."



Kathy Bullard

Sapphire
Executive Senior Sales Director
Began Mary Kay May 1995
Sales Director Debut June 1996
Offspring six first-line
National Sales Director Shannon Andrews
Honors Cadillac qualifier; Star Consultant; gold medal winner; Fabulous 50s; two-times Double Star Achievement; Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; four-times Circle of Achievement; six-times Circle of Excellence; estimated highest monthly unit retail: \$159,721
Personal Lives in Cypress, Texas Husband, Steve; sons: Trevor, Brandon
Favorite Quote "I have a premonition that soars on silver wings. It is a dream of your accomplishments of many wondrous things. I do not know beneath which sky or where you'll challenge fate. I only know it will be high! I only know it will be great!" Anonymous
Independent Beauty Consultant Melissa Broad of Cypress, Texas, says, "Kathy exemplifies the qualities that Mary Kay expects of Independent Sales Directors as we interact with other Sales Directors and Independent Beauty Consultants. She not only strictly adheres to these qualities herself, but she teaches others by the Mary Kay way."



Pamela Borghesani

Emerald
Future Executive Senior Sales Director
Began Mary Kay October 1998
Sales Director Debut May 2002
Offspring four first-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Star Consultant; gold medal winner; Honors Society; four-times Double Star Achievement; four-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; two-times Circle of Achievement; estimated highest monthly unit retail: \$68,894
Personal Lives in Westfield, Mass. Husband, Dave; sons: Craig, Nicholas
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Beauty Consultant Kathleen Boutiette of Granby, Conn., says, "I have been adopted into Pam's unit meetings, and she is such an inspiration that I always look forward to our next unit meeting."

brush up on sales

The Mary Kay® Beauty Fix Kit March 2007 Gift With Purchase

You Can Offer This Incentive – The super-portable and travel-ready Mary Kay® Beauty Fix Kit coordinates perfectly with the limited-edition Mary Kay® Garden Blossom Color Collection. The on-trend, Asian-inspired bag comes complete with everything you see here, plus it can hold two Garden Blossom pencils. Perfect for women on the go!



Make This Gift With Purchase Work for You!

Your customers can get this travel-sized Mary Kay® Beauty Fix Kit free when they purchase \$40 or more of Mary Kay® products. Why not share that news with them as an incentive to boost their purchases to that level? It's a great offer they'll want to know about!

Now All Versions of *The Look* Will Help You Boost Sales

Great promotional news! All March 2007 versions of *The Look*, whether you order them through the Preferred Customer Program or on the Consultant order form, will showcase the gift with purchase – a special gift worth pointing out to customers when you follow up on *The Look* mailing!

Get the Word Out on Your Mary Kay® Personal Web Site

Want to feature the free gift with purchase on your Mary Kay® Personal Web Site? To do so, simply go to your Mary Kay® Personal Web Site Manager and click on "Gift With Purchase and Sample Options." Then select "Yes, I would like to display the current gift on my Mary Kay® Personal Web Site." It's that easy!

TimeWise® Targeted-Action™ Line Reducer Sales Challenge!

March 16 – June 15, 2007



Be Bold Challenge yourself to become one of the top sellers in the *TimeWise® Targeted-Action™ Line Reducer* Sales Challenge! To meet the challenge, just sell at least 30 TimeWise® Targeted-Action™ Line Reducers by June 15, 2007. All orders placed through June 15 will count toward recognition.

Be Proud Imagine how proud you'll feel when you earn name badge recognition and standing recognition at Seminar 2007. Not only that, but if you're the top Independent Beauty Consultant or the top Independent Sales Director in each Seminar affiliation, you'll also walk away with a stylish, multicolored designer handbag!

Plus all challenge achievers will receive a beautiful charm engraved with the inspirational phrase: "Be Bold!" Those who did not achieve the *TimeWise® Cellu-Shape™ Contouring System* Sales Challenge will also receive a necklace.

Be Consistent Keep the momentum going! If you achieve both the *TimeWise® Cellu-Shape™ Contouring System* and the *TimeWise® Targeted-Action™ Line Reducer* Sales Challenges, you'll receive an exclusive invitation to a special Day 0 Reception at Seminar 2007. Plus the top Independent Beauty Consultant and top Independent Sales Director in the combined challenges will also take home a cool pair of Gucci sunglasses.

But that's not all. If you achieve both sales challenges, you'll not only receive the "Be Bold!" and

"Be Great!" charms, you'll also receive the "Be a Star!" charm. Because that's exactly what you'll be – a star!



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