

AUGUST 2007

MARY KAY®  
Enriching Women's Lives™

# Applause®

what a  
deal!

**Special Offer:** Miracle Set  
and TimeWise® Firming  
Eye Cream at a Great Price

MARY KAY  
TIMEWISE

3-IN-1 CLEANSER  
NETTOYANT 3-EN-1  
CREMA LIMPIADORA  
FACIAL 3 EN 1

MARY KAY  
TIMEWISE

DAY SOLUTION  
SUNSCREEN SPF 25  
SOLUTION DIURNE  
ÉCRAN SOLAIRE FPS25  
LOCIÓN FACIAL  
HUMECTANTE  
PARA EL DÍA FPS 25  
DIN 02269945  
1 FL. OZ. / 29 mL

MARY KAY  
TIMEWISE

AGE-RESISTANT  
MOISTURIZER  
HYDRATANT CONTRE  
LE VIEILLESSEMENT  
LOCIÓN HUMECTANTE  
FACIAL INTENSIVA

3.3 FL. OZ.  
100 mL

MARY KAY  
TIMEWISE  
NIGHT SOLUTION  
SOLUTION NOCTURNE  
GEL FACIAL  
RAAFIRMANTE  
NOCTURNO

1 FL. OZ. / 29 mL

MARY KAY  
TIMEWISE

FIRMING EYE CREAM  
CRÈME RAFFERMISSANTE  
POUR LES YEUX  
CREMA REAFIRMANTE  
PARA EL CONTORNO  
DE LOS OJOS

5 OZ. NET WT. / 14 g

**Seminar 2008 Awards Can Be Yours**



**Give Your Color Sales a Boost**

Applause® August 2007

# get it free

WITH YOUR ORDER

**JULY 16 – AUG. 15, 2007**

## Mary Kay® Facial Cleansing Cloths

**Suggested Use:** Customers can freshen their skin anywhere, anytime with Mary Kay® Facial Cleansing Cloths that cleanse, exfoliate and tone in one easy step. Formulated for all skin types, these cloths need just a little water to release a rich lather and then rinse. One pack of 30 cloths is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Color 101 Cards

**Suggested Use:** Slip these cards into orders or hand them out at skin care classes as a fun way for customers to try on-trend looks and MK Signature® color cosmetics. Remember, sampling is a proven, supersmart retail strategy! An assorted selection is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



## Travel Roll-Up Bag

**Suggested Use:** Customers will love this organizer whether they travel or not! 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 bonuses,  
see Page 27.



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## More Than a Miracle

From July 15 – Aug. 15 with any \$200 or more wholesale Section 1 order, you can take advantage of the Eye-Deal Miracle Set offer! This offer includes the TimeWise® Miracle Set plus TimeWise® Firming Eye Cream for just \$90, and there's no limit to how many you can order at this special price! Plus, you can earn double credit toward the Seminar 2008 Queen's Court of Personal Sales and Unit Circles.

# start fresh with new opportunities

You're fresh into a new Seminar year with new prizes and new goals to achieve! Exciting selling opportunities abound in both skin care and color cosmetics. And special incentives are yours to seize. All together, you have what it takes for soaring higher than ever before!

## page 6 ▶

### Colorful Beginnings

With the *Color Insider* educational tools and the Mary Kay® Model of Beauty™ Search consumer contest, you have every opportunity to get the new Seminar year off to a very colorful start. Watch your color sales soar!



## page 4 ▶

### Total Body Care

When customers turn to you for their body care needs, you can rest assured you've got them covered from head to toe. With our new Mary Kay® Body Care Collections, Mary Kay® Sun Care Collection and MKMen™ Skin Care line, every member of the family can find what they need.







more  
miracle  
same  
price

## What a Deal

If you're looking for a way to jump-start the new Seminar year, look no further! From **July 15 – Aug. 15** with any \$200 or more wholesale Section 1 order, you can purchase the special-offer **Eye-Deal Miracle Set** that includes TimeWise® 3-In-1 Cleanser, Age-Fighting Moisturizer, Day Solution Sunscreen SPF 25\*, Night Solution and TimeWise® Firming Eye Cream! All that at a special \$90 price, plus there's no limit on how many sets you can purchase!†

Eye-Deal Miracle Set (Normal/Dry)  
Part No. 10-015923

Eye-Deal Miracle Set (Combination/Oily)  
Part No. 10-016837

## Double Your Success

Here's even more great news! With any \$200 or more wholesale Section 1 order, you can earn double credit for each special-offer Eye-Deal Miracle Set you sell toward the Seminar 2008 Queens' Courts of Personal Sales and Unit Circles from July 15 – Aug. 15! That's right. You'll earn double credit on the \$120 total suggested retail value of this special offer, resulting in a total of \$240 retail credit on each set sold. Here's how it works:

**Court of Personal Sales:** For each special offer Miracle Set purchased from July 15 – Aug. 15, 2007, you can earn an additional \$120 in estimated personal retail production with up to a maximum of \$4,000 retail bonus credit toward the Seminar 2008 Sales Director and Consultant Queens' Courts of Personal Sales.

**Unit Circles:** For each special offer Miracle Set purchased from July 15 – Aug. 15, 2007, you can earn an additional \$120 in estimated personal retail production with up to a maximum of \$40,000 retail bonus credit toward the Seminar 2008 Circle of Achievement or Circle of Excellence.



Please note that Section 1 wholesale orders of less than \$200 will receive double credit on the \$90 suggested retail value of the Miracle Set.

### TimeWise® Miracle Set Sampler Promotion

From June 16 – Sept. 15, 2007, when you purchase one special pack of six TimeWise® Miracle Set Sampler Cards, six pairs of TimeWise® Cleanser Samplers, TimeWise® Moisturizer Samplers and six pairs of TimeWise® Day Solution Sunscreen

SPF 25\*/Night Solution Samplers, you'll pay only \$4 instead of \$5.50! Look for this special TimeWise® Miracle Set sampler pack on Section 2 of the June 16 Consultant order form. Now's the time to put on your best sales hat and sell a few miracles!

## Premium Products

Customers are sure to love the products in this special Eye-Deal Miracle Set offer!

- A premium collection of skin care products, the TimeWise® Miracle Set provides your customers with an innovative beginning to a Mary Kay age-fighting beauty regimen.
- TimeWise® Firming Eye Cream fights the signs of aging by increasing firmness, brightening and providing intense moisturization to the eye area while minimizing fine lines and wrinkles. In a 12-week clinical study, 96 percent of participants saw an improvement in the overall appearance of the skin around their eyes.

\*Over-the-counter drug product

†Sales tax is required on the retail value of Section 1 products.

## selling tips

Who doesn't want younger-looking skin? Here are a few suggestions for getting customers excited about the Eye-Deal Miracle Set:

- Send customers the Eye-Deal Miracle Set MKeCard® available through myCustomers®.
- Select the TimeWise® Miracle Set as your choice for the free sampler offer featured on your Mary Kay® Personal Web Site.
- Customers who start a TimeWise® regimen now should see ultimate results by the end of summer.
- Don't forget to recommend the appropriate foundation to complete the Miracle Set.



# one body, total care

From rejuvenating body care to soothing sun protection, all customers – women *and* men – can turn to you. And once they experience your exceptional customer service and superior product knowledge, they're likely to return again and again. So whatever your customers' body care concerns, Mary Kay has you covered!

## Whole Body



Enriched with natural antioxidants and our Rainforest Harvest blend, the Red Tea & Fig Collection surrounds you in its warmth. Or breathe in the clean, crisp scent of the Lotus & Bamboo Collection with ingredients that nurture and help keep skin healthy-looking and beautiful.

Mary Kay® Loofah Body Cleanser is infused with tiny bits of natural loofah fiber to remove surface impurities and restore skin to its natural radiance. Gentle enough to use every day. In Lotus & Bamboo and Red Tea & Fig, **\$16**

## Selling Tips and Reminders

- Mary Kay® Nourishing Body Lotion Samplers With Card include *both* Lotus & Bamboo and Red Tea & Fig for a double dose of renewal! A customer survey on the back of the card prompts follow-up opportunities. To capture new customer information at the sampler card exchange, consider using MKConnections® tent-card-style business cards. Pack of six Mary Kay® Nourishing Body Lotion Samplers With Card, **\$2.25**
- Buy all four of the new MKMen™ Skin Care products and get a free MKMen™ gift bag. Limited edition, while supplies last.
- Customers who visit your Mary Kay® Personal Web Site will learn about all of these products.
- You can send MKMen™ and Mary Kay® Body Care Collection MKeCards® to customers for even more targeted promotion.



Renewal

The Man's Share

Protect and Replenish



Mary Kay® Nourishing Body Lotion leaves skin feeling nourished and moisturized as emollient sunflower oil, rich in essential nutrients, conditions skin. The lightweight formula absorbs quickly and presents a subtle scent. In Lotus & Bamboo and Red Tea & Fig, **\$16**

Mary Kay® Deo Body Spritzer freshens and deodorizes skin to lift your spirits anytime, day or night. Light enough to use several times a day. In Lotus & Bamboo and Red Tea & Fig, **\$18**



Not only is male skin biologically different from that of a woman's, it's also exposed to a unique set of challenges, like being shaved every day. The MKMen™ Skin Care system is formulated to meet a man's special skin care needs. This collection of targeted products combats and helps prevent the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

MKMen™ Face Bar, **\$14**  
 MKMen™ Shave Foam, **\$10**  
 MKMen™ Cooling After-Shave Gel, **\$14**  
 MKMen™ Moisturizer Sunscreen SPF 25\*, **\$22**



Summer rays are burning brightly, so why not offer your customers some protection? The Mary Kay® Sun Care Collection protects and replenishes everyone's skin – men, women and children – for even more enjoyable outdoor days! You also can mention that this collection's SPF products carry the prestigious Skin Cancer Foundation Seal of Recommendation.

Mary Kay® SPF 30 Sunscreen\*, **\$14**  
 Mary Kay® Lip Protector  
     Sunscreen SPF 15\*, **\$7.50**  
 Mary Kay® After-Sun  
     Replenishing Gel, **\$12**



\*Over-the-counter drug product  
 Product prices are suggested retail.

# color opportunities abound

Smart, savvy Independent Beauty Consultants understand that the key to producing more sales comes from booking appointments. And that's exactly what *Color Insider* and the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest can help you do! With these exciting tools and booking opportunities, you might just see your color sales soar!

## *Color Insider* Tools

With the *Color Insider* book, the *Color Insider* DVD and the Create-a-Look online makeover, you have everything you need for perfecting color application and color consultation skills. The beautifully photographed book gives you more than 50 pages of perfect tips, while the DVD reveals step-by-step instructions straight from our makeup artists to the stars. Plus, the Create-a-Look online makeover helps you design a customized color look for customers complete with a detailed application diagram.



## application tips





## Booking With Color Confidence



"I believe a lack of color application knowledge is one of the biggest insecurities Independent Beauty Consultants have," **Independent Senior Sales Director Lesley Bodine** of Ft. Wayne, Ind., says. "The *Color Insider* tools will certainly build our color confidence so that we can offer another valuable service to customers."

**Independent Executive Senior Sales Director Jill Beckstedt** of Tampa, Fla., who

shares tips on the *Color Insider* DVD, agrees. "So many times, Independent Beauty Consultants encourage a customer or hostess to attend a guest event or unit meeting after the first facial — instead of booking another appointment first," Jill says. To make her business self-perpetuating, Jill's goals are as follows:



1. Offer a facial to a customer (she could be someone who is a guest at a skin care class or an individual appointment).
2. Ask that person to book a follow-up color consultation to receive a customized color look.
3. At the end of that color consultation, encourage her to invite guests over to see her new look and to receive a facial (turning this appointment into a skin care class).
4. Repeat the cycle with those guests.

What a great way to help keep your calendar full of bookings!

## A Model Opportunity

### Help Make Your Customer's Dream Come True

Who is your favorite "model of beauty"? While time-tested beauties like Sophia Loren or Christie Brinkley may come to mind, remember that true beauty lies on the inside, and that's what the Mary Kay® Model of Beauty™ Search consumer contest is all about! For instance, do you know a neighbor, a teacher or mom whose inner beauty shines through every day? By booking a color consultation with you and entering this contest, your customer could have an opportunity to receive:

- A professional photo session for the opportunity to appear in *The Look* as a "model of beauty."
- A makeover by a professional makeup artist.
- A trip for two to New York City for the photo shoot.
- A \$500 shopping spree.

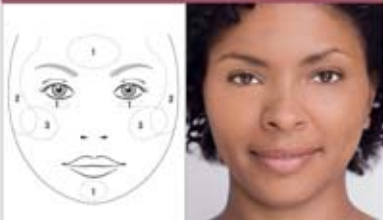
What's more, the Independent Beauty Consultants of the grand prize winners also will receive a \$500 shopping spree, and they'll have the opportunity to share their expert color appointment booking tips in upcoming issues of *Applause*® magazine. And in honor of Mary Kay Inc.'s 45th anniversary, 45 customer runners-up will receive products from the new Mary Kay® Body Care Collection.

Winners will be judged on the required beauty quotation as well as their before-and-after photos. Entries must be **received** no later than Sept. 21, 2007.\* To learn more and print off the entry form for your customers, visit the Mary Kay InTouch® Web site.

**Check out the inside back cover of this *Applause*® magazine for a page you can hand out or display to promote the contest.**



### how-tos



### complete makeovers



## special offer

You still have time to order the *Color Insider* book and DVD at a special combined introductory price of \$15! That's a \$10 savings off the normal price. Beginning Sept. 16, the book and DVD will sell separately for \$15 and \$10, respectively.

\*NO PURCHASE NECESSARY. Contest open to legal residents of the United States (including its territories, possessions and military bases) and Canada (including its provinces and territories) who are the legal age of majority. Starts June 16, 2007, and ends Sept. 15, 2007. Entries must be received by Sept. 21, 2007. Limit one entry per person. Grand Prize (4): Trip to New York City for winner and guest. ARV: \$2,850/CDN \$3,378. Opportunity to be featured in *The Look* catalog is in Sponsor's sole and absolute discretion. First Prize (45): Mary Kay® Body Care Set. ARV: U.S. \$50/CDN \$78 each. Limit one prize per person. Consumers can enter through their Independent Beauty Consultant or go to [www.marykay.com](http://www.marykay.com) or their Beauty Consultant's Mary Kay® Personal Web Site for complete Official Rules and details on how to enter. Void where prohibited. Subject to Official Rules.

# selling and service go hand in hand

Customer service is all about keeping customers informed and motivated to purchase from you. After all, don't you offer the most timely, personalized service around? During this busy back-to-school season, put your Mary Kay business at the head of the class with these customer service tools.

## The Preferred Customer Program

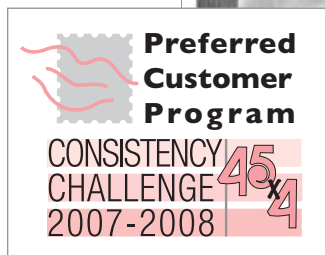
### Jump-Start Holiday Sales! Enroll: July 16 – Aug. 15

When you enroll your customers to receive *The Look* through the Preferred Customer Program, they can see exactly what you have to offer! This quarter, wow your customers with an extra-special fall/holiday issue featuring great gift-giving ideas to help them get a head start on the holidays. Customers who receive this issue will be the first to sample *two* new, prestigious Mary Kay® fragrances – Bella Belara™ Eau de Parfum for women (sampler towelette) and MK High Intensity™ Cologne Spray for men (rub-and-release sampler). Your customers will also learn about the Mini Satin Hands® Pampering Set that can be their gift with purchase. Plus, a handy holiday gift checklist is designed to make holiday shopping fun and easy for your customers!

It all starts July 16 when you enroll customers in the Preferred Customer Program. Once *The Look* arrives, follow-up calls create incredible opportunities for booking, selling and team building with both new and existing customers. Remember, follow-up is key if you want customers to shop with you and not somewhere else this holiday season! Don't miss out!

### Enrollment Made Easy

Beginning this quarter, enrolling customers in the Preferred Customer Program is even easier and more efficient! A new function allows you to group customers any way you like so that the next time you enroll, you can simply enroll the entire group at once. Look for details about customer groupings and how this tool can help you organize your Preferred Customer Program customer list starting July 16 when you enroll online.



### 2007-2008 Preferred Customer Program Consistency Challenge: Step Up to Success

Independent Beauty Consultants tell us that consistency increases sales, maintains loyalty and boosts productivity. That's why this year's Preferred Customer Program Consistency Challenge encourages you to take a step up to success as we kick off the celebration of the 45th anniversary of Mary Kay Inc. When you enroll 45 or more new or existing customers to receive *The Look* mailing each quarter from Fall/Holiday 2007 through Summer 2008, you can receive recognition at special events and this beautiful "I build customers for life" pin. To get started, simply enroll customers to receive the Fall/Holiday 2007 Preferred Customer Program mailing of *The Look* from July 16 through Aug. 15. For complete details, visit the Mary Kay InTouch® Web site.



## Mary Kay® Personal Web Site

### Promote the Mary Kay® Model of Beauty<sup>SM</sup> Search

Your Mary Kay® Personal Web Site tells customers all about the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest and how to enter! An exciting behind-the-scenes video showcases what it would be like to be a contest winner and a model for *The Look*. Plus, customers can download fun wallpapers, take a quiz and check out the hot Color 101 Looks for summer. Customers can help spread the news by forwarding an available e-card about the contest to friends – imagine the potential!

With your Mary Kay® Personal Web Site, promoting the Model of Beauty<sup>SM</sup> Search consumer contest is so easy! First, sign up customers to receive the August *Beaut-e-News*<sup>TM</sup> that promotes the video showcased on your Mary Kay® Personal Web Site. Next, send Model of Beauty<sup>SM</sup> Search MKeCards® to anyone you think is a shining “model of beauty.” Before you know it, these tools could help you book a calendar full of color consultations!



### Feature Your Color Expertise

Now that you've reviewed the new *Color Insider* educational tools, you can start promoting your color application skills! Customers who visit your Mary Kay® Personal Web Site will see and hear all-new interactive application tips that position you as their beauty expert, with exclusive tips on color makeup application for lips, eyes and getting the perfect brows. They'll also learn how to make the most of the MK Signature® Facial Highlighting Pen.



### Encourage a Hostess

Have you ever met a potential hostess who's reluctant to ask questions? Consider sending her directly to your Mary Kay® Personal Web Site to learn all about the hostess program! Under the “Have a Party” link, she'll discover what she can earn this quarter – the Oh-So-Soft Robe or the Hostess Magnifying Mirror.

Once you use the Beaute-vite<sup>TM</sup> online party planner to set up the party date and time with your hostess, she can send online invitations using the program. Then, you can log on to the Mary Kay InTouch® Web site to access the event and monitor the status. You also can help guide your hostess through the party-planning process with suggestions and tips available on the Mary Kay InTouch® Web site. This quarter, you'll find ideas for planning a spa party that features the new Mary Kay® Body Care Collection and other favorites like the Satin Hands® Pampering Set.



# it started as a dream

One woman with an extraordinary vision inspired millions. Mary Kay Ash believed in the power of women and their abilities to shine. In this 45th anniversary year, you can honor her by fulfilling your dream and achieving the success you so richly deserve. With this exquisite jewelry, embrace your destiny and celebrate the dream of Mary Kay.

## Queen's Court of Personal Sales

You can choose one of these four pieces when you set your goal to be the best.



**True Passion**  
Freshwater pearl,  
cognac citrine,  
blue topaz and  
diamond pendant



**Spectacular Thrills**  
Amethyst, pink  
tourmaline and  
diamond ring

**Passionate Spirit**  
Cognac citrine,  
blue topaz and  
diamond ring

**Infinite Possibilities**  
Marquise  
diamond ring

# seminar awards 2008



**Bee Inspiring**

**Bee Extraordinary**

## Queen's Court of Sharing

Choose one of these diamond and pink sapphire rings when you show the heart of Mary Kay and share the opportunity that can enrich lives.

## Queens of the Court

You can show that you are the brightest shining star with these rewards.

**Soaring Belief**  
Diamond and pink sapphire pin



**Pink Wishes**  
Pink sapphire, pink tourmaline and diamond ring



**Majestic Dream**  
Diamond and ruby brooch/pendant

**Bee-Dazzling**  
Diamond and pink sapphire pin



# recognition

## Congratulations to the winners for April 2007.

**On-Target Inner/Diamond Circle** Independent National Sales Directors become members of the prestigious Inner/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, 2006 through April 30, 2007. (This includes NSD commissions earned on all foreign countries through March 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### Pearl



Jan Harris

### Diamond



Barbara Sunden

### Ruby



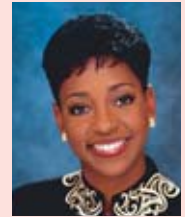
Carol Anton

### Sapphire



Gayle Gaston

### Emerald



Gloria Mayfield Banks

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

Barbara Sunden.....\$648,266.65

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

Gayle Gaston.....\$579,378.56  
Christine Peterson.....564,297.88  
Carol Anton.....485,263.16  
Karen Piro.....431,118.26

#### On-Target for \$300,000 Inner Circle

Lisa Madson.....\$406,681.57  
Gloria Mayfield Banks.....398,569.64

Jan Harris.....386,577.01  
Nan Stroud.....363,561.02  
Rena Tarbet.....361,805.49  
Kathy Helou.....359,110.31  
Joanne Holman.....350,045.80  
Lupita Ceballos.....331,150.03  
Pat Danforth.....329,005.83  
Cheryl Warfield.....327,952.42  
Jana Cox.....327,207.67  
Karlée Isenhardt.....311,269.81  
Julianne Nagle.....298,794.22  
Sherry Giancristoforo.....286,128.79

Stacy James.....284,041.89  
Darlene Berggren.....281,718.42  
Sue Kirkpatrick.....275,266.26  
Linda McBroom.....271,798.75  
Holly Zick.....271,752.54  
Gloria Castaño.....262,247.41  
Ronda Burnside.....257,063.79  
Patricia Rodríguez-Turker.....255,748.68  
Johnnette Shealy.....255,544.81  
Jodie McCoy.....254,152.81  
Joan Chadbourn.....253,350.45  
Cindy Williams.....252,922.88

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

#### Diamond Circle

Dacia Wiegandt.....\$243,346.73  
Debi Moore.....239,815.21  
Jackie Swank.....239,200.63  
SuzAnne Brothers.....238,618.00  
Shirley Oppenheimer.....229,799.56  
Pam Gruber.....227,602.38  
Mary Diem.....225,754.02  
Linda Toupin.....222,891.47  
Anita Mallory Garrett-Roe.....222,540.61  
Wanda Dalby.....222,005.63

Tammy Crayk.....217,600.13  
Kathy Z. Rasmussen.....215,777.58  
Pamela Waldrop Shaw.....214,206.30  
Rosa Jackson.....213,876.52  
Doris Jannke.....212,061.69  
Ronnie D'Esposito Klein.....209,971.42

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

#### Diamond Circle

Kerry Buskirk.....\$203,013.94  
Sonya LaVay.....199,343.02  
Jeanne Rowland.....193,715.79

Diane Underwood.....187,402.04  
Valerie Bagnol.....185,746.16  
Sonia Páez.....183,948.88  
Joyce Z. Grady.....183,620.83  
Margaret Winner.....171,504.58  
Elizabeth Fitzpatrick.....169,016.57  
Lily Orellana.....167,849.14

## Monthly Commissions and Bonuses

NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Listed are NSD commissions earned in April by Independent National Sales Directors as defined above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and

### Pearl

Cindy A. Williams.....\$38,290  
Cheryl Warfield.....36,737  
Jan Harris.....35,510  
Jackie Swank.....31,610  
Nan Stroud.....31,249  
Darlene Berggren.....31,180  
Pamela Waldrop Shaw.....29,421  
Stacy I. James.....28,914  
Joan B. Chadbourn.....27,114  
Bett Vernon.....22,223  
Anita Tripp Brewton.....20,934  
Halina Rygiel.....20,612  
Rosa Jackson.....19,820  
Lise T. Clark.....19,121  
Nancy Bonner.....18,194  
Allison LaMarr.....18,107  
Elizabeth Fitzpatrick.....17,857  
Sandy Miller.....17,833  
Monique Todd Balboa.....17,475  
Maureen S. Ledda.....16,333  
Cathy E. Littlejohn.....15,906  
Julie Krebsbach.....15,861  
Anabell Rocha.....15,483  
Pat Campbell.....14,484  
Shirley M. Oshiro.....14,480  
Lynda Jackson.....14,353  
Beatrice Powell.....13,995  
Wilda DeKerlegand.....13,700  
Kathy C. Goff-Brummett.....12,604  
Jane Studrawa.....12,543  
Ruth Theodocion.....11,782  
Bettye M. Bridges.....11,759  
Robin Rowland.....11,638  
Rosalie Ann Medjesky.....11,290  
Linda Kirkbride.....11,175  
Barbara Faber.....11,111  
Barbara Stimach.....10,880  
Wadene Claxton-Prince.....10,604  
Sylvia Kalicak.....10,461  
Maureen Myers.....10,304  
Glinda McGuire.....10,164  
Kathy Jones.....9,551  
Deb Pike.....8,845  
Sonja Hunter Mason.....5,970  
Mary Pat Raynor.....5,085

### Diamond

Barbara Sunden\*\*.....\$70,037  
Lisa Madson.....47,609  
Karen Piro.....44,301  
Patricia Rodríguez-Turker\*.....40,233  
Julianne Nagle\*.....36,122  
Tammy Crayk.....35,654  
Pam Gruber.....33,280  
Gloria Castaño\*\*.....32,743  
SuzAnne Brothers\*.....28,891  
Sonia Páez.....28,031  
Linda C. Toupin.....27,303  
Holly Zick\*\*.....26,884  
Anita Mallory Garrett-Roe\*.....26,193  
Joyce Z. Grady.....24,423  
Mary Diem\*.....23,766  
Kathy Z. Rasmussen\*\*.....22,251  
Diane Underwood.....21,877  
Dawn A. Dunn.....21,691  
Sandy Valerio.....17,594  
Maria I. Monarrez.....16,087  
Jo Anne Cunningham.....16,028  
Sharon Kingrey.....15,944  
Connie A. Kittson.....15,015  
Sharon Z. Stempson\*.....13,965  
Dalene Hartshorn.....13,529  
Lynda Chamorro.....11,911  
Diana Heble.....11,679  
Linda O. Scott.....11,223  
Diana Sumpter.....10,562  
Charlotte G. Kosena.....10,536  
Isabel Venegas.....9,988  
Jan Mazzioiti.....9,433  
Carol Lawler.....9,400  
Naomi Ruth Easley.....9,363  
Betty Gilpatrick.....8,792  
Andrea C. Newman.....8,498

### Ruby

Carol Anton\*\*.....\$60,524  
Pat Danforth\*.....33,426  
Shirley Oppenheimer\*.....33,250  
Wanda Dalby\*.....31,985  
Linda McBroom.....31,707  
Karlée Isenhardt\*.....29,439  
Sue Kirkpatrick\*.....29,208  
Johnnette Shealy\*.....29,186  
Ronnie D'Esposito Klein.....27,555  
Judy Kawiecki.....19,620  
Jeanne Rowland\*.....19,160  
Pam Ross\*.....17,035  
Margaret Winner\*.....16,798  
Pamela A. Fortenberry-Slate\*.....16,557  
Elizabeth Sapanero.....16,543  
Janis Z. Moon.....16,318  
Kate DeBlander.....16,138  
Vicki Jo Auth.....15,841  
Toni A. McElroy.....14,849  
Kirk Gillespie.....14,399  
Michelle L. Sudeth\*.....14,378  
Bea Millsagle.....14,320  
Jessie Hughes Logan\*.....13,751  
Gena Rae Gass.....13,369  
Jean Santini\*.....13,213  
Sue Z. McGray\*.....13,185  
Rebecca Evans\*.....12,803  
Vicky L. Fuseller.....12,726  
Scarlett S. Walker\*.....12,309  
Nancy M. Ashker\*.....12,305  
Cyndee Gress.....11,774  
Nancy West Junkin\*.....11,685  
Cheryl J. Davidson.....11,551  
Lynne G. Holliday.....11,457  
Patricia Lane.....11,065  
Cindy Z. Leone.....10,927  
Sharilyn G. Phillips.....10,905  
Kimberly Walker.....10,694  
Phyllis Chang.....10,609  
Terri Schafer.....10,565  
Maria Aceto Pirro.....10,413  
Gay Hope Super.....9,805  
Thea Elvin.....9,116  
Cindy Towne.....8,444  
Amy Dunlap.....8,422  
Rhonda L. Fraczkowski.....7,781  
Kelly McCarroll.....7,379  
Katie Walley.....7,157  
Margaret M. Bartsch.....6,980  
Renee D. Hackleman.....6,636

### Sapphire

Christine Peterson\*\*.....\$72,710  
Gayle Gaston\*.....63,311  
Lupita Ceballos\*.....44,560  
Rena Tarbet\*.....39,874  
Joanne Holman\*\*.....37,372  
Jana Cox\*.....33,187  
Valerie J. Bagnol\*.....29,117  
Jodie McCoy\*.....28,785  
Vernella Benjamin.....24,178  
Sonya LaVay\*.....23,218  
Pam L. Higgs\*.....20,794  
Gloria Baez\*.....19,142  
Jo Anne Barnes.....19,140  
Maribel Barajas.....18,406  
Shannon C. Andrews\*.....17,867  
Sharon L. Buck.....17,233  
Alia L. Head.....16,745  
Martie Sibert\*.....16,172  
Debra M. Wehrer.....15,418  
Mary L. Cane.....15,058  
Jan L. Thetford.....15,027  
Mattie Dozier.....14,744  
Pam Kickna-Powell.....14,614  
Sherril L. Steinman.....14,532  
Jeanne Curtis.....13,926  
Karen Kratochvil.....13,922  
Davanne D. Moul\*.....13,353  
Nancy A. Moser.....13,061  
Maria Aguirre.....12,958  
Carol L. Stoops.....12,506  
Gillian H. Ortega.....10,829  
Kendra Crist Cross.....10,716  
Brigit L. Bridle.....10,576  
Ann Brown.....8,899  
Karen B. Ford.....8,395  
Jill Moore.....8,222  
Joy L. Breen.....7,927

### Emerald

Gloria Mayfield Banks\*\*.....\$65,161  
Kathy S. Helou\*.....38,392  
Sherry Giancristoforo\*.....37,328  
Ronda Burnside\*.....29,558  
Debi R. Moore\*.....29,280  
Janet Tade\*.....25,715  
Dacia Wiegandt.....25,685  
Lily Orellana.....23,596  
Consuelo R. Prieto.....22,858  
Doris Jannke\*.....20,966  
Jamie Cruse-Vrinios.....20,041  
Natalie Privette-Jones.....18,748  
Kerry Buskirk\*.....18,618  
Cindy Fox\*.....17,955  
Joanne R. Bertalan\*.....17,738  
Pamela Tull.....17,465  
Kay E. Elvrum.....16,557  
Kym A. Walker\*.....16,326  
Cathy Phillips.....16,068  
Mona Butters.....15,760  
Miriam Gómez-Rivas.....15,470  
Cathy Bill\*.....14,776  
Jackie LaPrade.....14,574  
Judy Harmon.....12,890  
Nora L. Shariff\*.....12,270  
Shelly Gladstein.....12,138  
Irene A. Shea.....12,111  
Brenda Segal\*.....12,073  
Barbara Whitaker.....11,627  
Sherry A. Alexander.....11,539  
Jo Reynal Rogers.....11,500  
Yvonne S. Lemmon.....11,495  
Dawn Otten-Sweeney.....11,082  
Sabrina Goodwin Monday.....10,720  
Cristi Ann Millard.....10,333  
Kathy Rodgers-Smith.....9,308  
Judy A. Rohde.....8,773  
Crisette M. Ellis.....8,376  
Regina Hogue.....8,212  
Joanne Hollingsworth.....8,093  
Francie McBeth.....8,001  
Esther Whiteleather.....7,584  
Phyllis R. Sammons.....7,156  
Carmen Rios.....5,586  
Pamela Cheek.....4,299

\*Denotes Senior NSD

\*\*Denotes Executive NSD



# sapphire/zafiro

## new debuts/debutes February/febrero

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®*.



**Maggie Buerger**  
Bishop, Texas  
D. Yates-Hernandez Unit

**Martha P. De Arroyo**  
West Valley, Utah  
P. Ramirez Unit

**Mitzi Kristine Elrod**  
Escondido, Calif.  
S. Lee Unit

**Jennifer Leigh Enloe**  
Foristell, Mo.  
C. Soots Unit

**Joanna Glover Etter**  
Atlanta  
L. Ligon Unit

**Rocio Hernandez**  
West Jordan, Utah  
P. Ramirez Unit

**Amy Irene Maguinness**  
Diamond Bar, Calif.  
K. Pytel Unit

**Lisa Marie Moler**  
Charles Town, W.Va.  
T. Allen Unit

**Rosaura Olague**  
Corona, Calif.  
C. Fallas Unit

**Martha B. Plascencia Mora**  
Lynnwood, Wash.  
O. Flores Unit



**M. Delories Street**  
Columbia, S.C.  
P. Cox Unit

**Maxine D. Thompson**  
Oklahoma City  
M. Dozier Unit

**Jaclyn Lindsey Ulmer**  
Paron, Ark.  
M. Ulmer Unit

**Julie Lynn Watanabe**  
Palmdale, Calif.  
E. Knight Unit

Congratulations to Sales Directors **Doris C. Aguilar**, Los Angeles, Z. Rivera Unit; **Patricia Alvizo**, Laguna Hills, Calif., E. Sanchez Unit; **Leticia Brito**, Huntington Park, Calif., A. Mora Unit; **Carlette Yvette Curry**, Columbia, S.C., M. Gallman Unit; **Janet Fitz**, Chicago, B. Corral Unit; **Maria D. Gutierrez**, Chicago, Y. Hernandez Unit; **Gabriela Guzman**, Yuma, Ariz., S. Anaya Unit; **Maria Luisa Mateo**, Novato, Calif., D. Cuervo Unit; **Ashley E. Pasen**, Chicago, S. Lang Unit; **Deborah A. Plonke**, Buffalo Grove, Ill., S. Glatt Unit; **Dallia Plaza Lopez**, Van Nuys, Calif., L. Chavez Unit; **Mooniemah Mary Ramsaran**, South Richmond, N.Y., A. Smith Unit; **Vivian Rich**, Orlando, Fla., C. Vause Unit; **Yelmi Isabel Santacruz**, Gaithersburg, Md., B. Caceres Unit; **Guadalupe Villanueva**, Carol Stream, Ill., G. Arteaga 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

(April 2006 debuts/debutes de abril 2006)

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.



**Laurie Dyan Cantey**  
Mobile, Ala.  
Pearl Go Give Area  
Pearl Seminar

**Karen Mitterling Johnson**  
Riverton, Utah  
T. Crayk Area  
Diamond Seminar

Congratulations to Sales Director **Danielle Lois Deslante**, Odessa, Fla., C. Littlejohn Area, Pearl Seminar; photo not available at press time. /Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

## Honors Society/Sociedad de Honor

(April 2006 debuts/debutes de abril 2006)

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.



**Paula MacBean**  
Silverton, Ore.  
Sapphire Go Give Area

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## Fabulous 50s/Los Fabulosos 50 (Oct. 2006 debuts/debutes de octubre 2006)

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.



**Genevieve King**  
Camden, S.C.  
J. Barnes Area

**Nicole Rohrbough**  
East Berlin, Pa.  
J. Cox Area

**Wanda Farria Singleton**  
Mather, Calif.  
Sapphire Go Give Area

**Vivian Diane Wilson**  
Corinth, Texas  
C. Peterson Area

Congratulations to Sales Directors **Carlee Frances Curtin**, Atlanta, S. Andrews Area; **Chelsey L. Huelat**, Chicago, C. Peterson Area; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

## On the Write Track/En buen camino (Feb. 2007 debuts/debutes de febrero 2007)

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo fue de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos durante los tres meses después de la fecha de su debut.

Martha P. De Arroyo  
Rocio Hernandez

Lisa Marie Moler

Martha B. Plascencia Mora

Mooniemah Mary Ramsaran

Yeimi Isabel Santacruz

Julie Lynn Watanabe

## New Team Leaders/Nuevas Líderes 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.

Alicia Acosta  
Pilar Alvarez-Luna  
Rosa Amezcua  
Danielle L. Aragon  
Mabel K. Arango  
Norma Arbuckle  
Minda Arrieta  
Kimberly A. Baltzley  
Anita M. Barboza  
Jamie D. Becker  
Yolanda Blancarte  
Holly L. Boomer  
Becki Breed  
Deanna M. Brown  
Lucia Bucio  
Tina M. Burtick  
Michelle A. Byers  
Edith Cajavilca  
Julia Castaneda  
Diana V. Castillo  
Natalie M. Cento  
Lorena Cervantes  
Andrea Clairbush  
Kristy D. Clark  
Kathi Coates  
April Conley

Fatou Conteh  
Laura E. Cook  
Stacy H. Cordry  
Anita Corro  
Nereida E. Coti  
Christy R. Cox  
Shayla R. Crow  
Sharon M. Crump  
Alberta Cruz  
Natalie A. Cruz  
Karen M. Curtis  
Sandi C. Dabbs  
Ramona Davis  
Olga Diego-Ocampo  
Andrea D. Dumont  
Stephanie M. Eastwood  
Kathy Jo Ehrensberger  
Deborah L. Elliott  
Catina Ellis  
Dawn E. Emanuele  
Mary J. Embrey  
Martin V. Escobar  
Guadalupe Espinoza  
Danielle Fagundes  
Kimberly H. Farmer  
Alicia Finkral

Renee M. Fuehring  
Claudia Fuentes  
Lindsey N. Gaerte  
Elvia Gallegos  
Leticia Garcia  
Carlotta K. Gillespie  
Dorota Goch-Miller  
Jami K. Graham  
Salve C. Green  
Yesenia Guerrero  
Dorothy Harding  
Donna Heck  
Samantha E. Hefflin  
Tykeshia L. Henry  
Amy E. Houseman  
Maria A. Hurtado  
Kasandra Jacobs  
Joycelyn A. James  
Benedicte Johnson  
Sarah Kathryn Joseph  
Melissa B. Kasimatis  
Mallory N. Kauble  
Elizabeth D. Key  
Carla Killam  
Maureen B. Kruse  
Laura E. Landrum

Carmela Ledesma  
Melanie R. Linnear  
Tammy M. Lloyd  
Cathi B. Long  
Maria E. Lopez  
Tanya Lorde  
Leticia Malone  
Maria L. Mares  
Elva A. Martinez Chavira  
Imer Martinez  
Michelle McClelland  
Abigail S. McNamee  
Angela Means  
Lacey R. Meier  
Reyna Mercado  
Traci L. Meyer  
Stacy L. Milliron  
Lili Montijo  
Aurora Montoya  
Maria I. Montoya  
Rosie M. Morales  
Shirley Moreno  
Eden A. Morris  
Faith Moss  
Angelica Munos  
Maria Murveta

Jennifer L. Nicholson  
Sheila Nyandebvu  
Celcin Ortega  
Diana Osbrink  
Monica Padilla  
Esmeralda Palomares  
Alkaren Parris  
Maria A. Peguese  
Evelyn L. Penn  
Ena R. Pereira  
Rosalba Perezchica  
Myriam V. Plaza  
Magdalena Ramirez  
Margarita Ramirez  
Leticia Ramos  
Anahim Randolph  
Yuritza Rangel  
Susana Reyes  
Cristina Rivas  
Elyse R. Roberts  
Kelly M. Rosenbrock  
Edith Ruiz  
Juanita Russell  
Africa Sanchez  
Maggie Sanchez  
Bhomwattee L. Singh

Diana J. Singh  
Donna K. Smith  
Rosa M. Sosa  
Rosario Sosa  
Sue A. Sparkman  
Myrna C. Sterling  
Michele A. Stevenson  
Hope E. Stiles  
Pamela A. Swierczewski  
Rebecca S. Taylor  
Maria D. Teodoro  
Mitzi A. Todd  
Laura E. Valenzuela  
Rosa Vasquez  
Maria L. Villanueva  
Megan M. Ward  
Jenice M. Ware  
Lisa Wehrmeyer  
Melissa A. Wheeler  
Irma V. Williams  
Solange D. Williams  
Samantha Wilmet  
Melissa M. Wilson  
Patty J. Wilt  
Tavia D. Wooley

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## 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

#### 47 Gold Medals/Medallas de Oro

Sales Director Alma Arias.....6

#### 44 Gold Medals/Medallas de Oro

Sales Director Meisue Chou.....5

#### 37 Gold Medals/Medallas de Oro

Sales Director Barbara Price.....5

#### 30 Gold Medals/Medallas de Oro

Sales Director Lavar Campbell.....10

#### 29 Gold Medals/Medallas de Oro

Sales Director Maria Lopez.....5

#### 26 Gold Medals/Medallas de Oro

Sales Director Nadia Bailey.....5

#### 24 Gold Medals/Medallas de Oro

Sales Director Satarro Purnell.....5

#### 23 Gold Medals/Medallas de Oro

Sales Director Carmen Robles.....5

#### 21 Gold Medals/Medallas de Oro

Sales Director Sonia Lett.....6

Sales Director Regina Oliver.....6

#### 18 Gold Medals/Medallas de Oro

Sales Director Erika Genaro.....7

Sales Director Veronica Salgado.....5

#### 17 Gold Medals/Medallas de Oro

Sales Director Debbie McWilliams.....6

#### 15 Gold Medals/Medallas de Oro

Sales Director Lorena Merlos.....5

Sales Director Sonia Smith.....6

#### 14 Gold Medals/Medallas de Oro

Sales Director Esther Amador.....5

Sales Director Darlene Kalan.....5

#### 12 Gold Medals/Medallas de Oro

Sales Director Katie Nichols.....7

Sales Director Shaniece Wise.....5

#### 11 Gold Medals/Medallas de Oro

Sales Director Kathleen Bonadie.....7

Sales Director Maria Elena Coyote.....5

Sales Director Elda Ventura.....6

#### 10 Gold Medals/Medallas de Oro

Sales Director Teodora Ahumada.....5

Sales Director Norma Ferreira Lopez.....5

Sales Director Norma Viera.....5

#### 9 Gold Medals/Medallas de Oro

Sales Director Maria Barajas.....5

Sales Director Gloria Davis.....6

Sales Director Ime Nkanta.....5

Sales Director Maricela Noblecia.....5

Sales Director Ingrid Seals.....6

Sales Director Bertha Soto.....5

Sales Director Elvira Ware.....5

#### 8 Gold Medals/Medallas de Oro

Sales Director Kesia Dailey.....6

Sales Director Maureen Davis.....5

#### 6 Gold Medals/Medallas de Oro

Karen Bohorquez, G. Camargo Unit.....11

Sales Director Monica Garcia.....5

Sales Director Elizabeth Mendez.....5

Sales Director Silvia Padilla.....5

Sales Director Brenda Perez.....5

Sales Director Francisco Pimentel.....5

#### 5 Gold Medals/Medallas de Oro

Sales Director Martha Aragon.....5

Sales Director Frances Cervantes.....5

Sales Director Bonnie Dupre.....5

Lisa Lang, D. Quackenbush Unit.....5

Sales Director Latricia Raynor.....6

Sales Director Maggie Sitar.....5

#### 4 Gold Medals/Medallas de Oro

Liv Arnold, T. Bergman Unit.....5

Rosemarie Campos, P. Mitchell Unit.....18

Marlene Castro, P. Ramirez Unit.....11

Josephine East, S. Lett Unit.....11

Sales Director Andrea Evans.....6

Sales Director Carole Gantt.....5

Roxelia Lopez, A. Zurita Unit.....10

Sales Director Maria Martinez.....5

Michelle Moore, J. Sokowski Unit.....6

Obita Sabal, L. Campbell Unit.....9

Doreen Wallace, V. Benjamin Unit.....6

#### 3 Gold Medals/Medallas de Oro

Rosa Barba, R. Flores Unit.....5

Sales Director Alicia Chavez.....5

Sales Director Marilyn Chevis.....5

Olga Chirii, N. Venesile Unit.....10

Sales Director Ana Echavarría.....5

Tresa Green, S. Dean Unit.....12

Lindsay Howerton, G. Bonheur Unit.....8

Sales Director Maria Nunez-Martinez.....5

Claudia Panameno, L. Merlos Unit.....5

Lucila Romero, G. Baez Unit.....5

Mahasin Regina Saleem, A. Talbert Unit.....10

Justine Sampy, L. Newton Unit.....5

Rosalina Sosa, M. Arellano Unit.....13

Sales Director Julie Watanabe.....5

Zucchini Williams, L. Williams Unit.....7

#### 2 Gold Medals/Medallas de Oro

Maria Ayala De Hernandez, M. Barajas Unit.....8

Sheila Brooks, K. Dailey Unit.....9

Edith Cajavilca, G. Camargo Unit.....5

Maria Caudel, G. Camargo Unit.....5

Patrice Childs, J. Wiggins Unit.....5

Evelyn Chilton, K. Nichols Unit.....12

Chandalee Chrisman, L. Richardson Unit.....5

Sales Director Angie Claiborne.....5

Vilma Garza, A. Cantu Unit.....7

Beth Gonzales, C. Eschette Unit.....5

Maria Gonzalez, G. Camargo Unit.....5

Mimi Long, L. Quillin Unit.....5

Maria Lopez, B. Caceres Unit.....5

Maria Lopez, B. Gervase Unit.....6

Sales Director Aurea Yara Mora.....5

Maria Ochoa, M. Mejia Unit.....11

Esther Orozco, I. Ramos Unit.....6

Patricia Pylman, N. Reagor Unit.....11

Marileni Ramirez, R. Bjornnes Unit.....8

Maggie Sanchez, G. Camargo Unit.....10

Sales Director Felicia Scott.....5

Veronica Stewart, L. Wilson Unit.....6

Nubia Villegas, G. Baez Unit.....7

#### 1 Gold Medal/Medalla de Oro

Kim Adkins, D. Wehrer Unit.....5

Sales Director Elena Aguilar.....5

Araceli Alcantar, A. Cruz Unit.....5

Rosa Amezcua, G. Camargo Unit.....5

Norma Arbuckle, M. Mejia Unit.....5

Lucia Bucio, O. Garcia Unit.....5

Graciela Camacho-Garcia, H. Hernandez Unit.....8

Diana Castillo, B. O'Sullivan Unit.....7

Julie Clyde, T. Brown Unit.....6

Sandi Dabbs, K. Bullard Unit.....8

Jennifer Dowd, P. Norris Unit.....6

Catina Ellis, K. Nichols Unit.....8

Mary Embrey, J. Shields Unit.....6

Martin Escobar, N. Ferreira Lopez Unit.....6

Alicia Fleischmann, F. Baures Unit.....5

Aida Galvan, A. Herrera Unit.....5

Dorota Goch-Miller, E. Ezekiel Farquharson Unit.....5

Lourdes Gonzalez, M. Pinon Unit.....7

Salve Green, L. Cambia Unit.....6

Bertha Guillen, D. Nunez Unit.....5

Katie Halbig, N. Newton Unit.....5

Maria Hurtado, M. Mejia Unit.....7

Cynthia Johnston, B. Brown Unit.....9

Sarah Kathryn Joseph, M. McKinney Unit.....6

Lawanda Kyles, N. Pettaway Unit.....5

Laura Landrum, G. Curtis Unit.....7

Tammy Lloyd, M. Dailey Unit.....5

Cathi Long, S. Starks Unit.....5

Maria Lopez, Y. Palomares Unit.....5

Tanya Lorde, L. Campbell Unit.....9

Angela Means, T. Kage Unit.....5

Luz Medrano, I. Pascual Castillo Unit.....5

Terri Mertz, G. Kumbera Plutte Unit.....5

Stacy Milliron, T. Ramage Unit.....9

Shirley Moreno, P. Ramirez Unit.....5

Reyna Navarro, J. Arroyo Unit.....5

Jennifer Nicholson, N. Cannon Unit.....5

Celcin Ortega, L. Martinez Unit.....8

Maria Peguese, H. Herrington Unit.....6

Enid Ramirez, R. Barrera Unit.....5

Victoria Reading, L. DeBruine Unit.....6

Roberto Rios-Valle, R. Johnson Gray Unit.....5

Esther Rodela, O. Orellana Unit.....5

Martha Salas, F. Palencia Unit.....8

Bhomwattee Singh, M. Ramsaran Unit.....5

Diana Singh, M. Ramsaran Unit.....5

LaCresha Snow, S. Moses Unit.....5

Sales Director Graciela Soto.....6

Maria Villanueva, Y. Hernandez Unit.....5

Jenice Ware, C. Peterson Unit.....6

Solange Williams, K. Bonadie Unit.....5

Kimberly Wilson, C. Snowden Unit.....5

Yvette Wilson, D. Heid Unit.....5

## 13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Sapphire 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 April./ Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Zafiro 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 abril.

Sales Director Jodi L. Feller.....\$1,955.69  
Sales Director Therese E. Simon.....1,952.50  
Sales Director Jennifer L. Semelsberger.....1,834.59  
Sales Director Pamela A. Rawlins Glover.....1,706.90  
Bhupattie Persaud, M. Ramsaran Unit.....1,687.01  
Mahasin Regina Saleem, A. Talbert Unit.....1,645.51  
Sales Director Lavar Campbell.....1,602.71  
Sales Director Ana Maria Barba.....1,552.98  
Sales Director Pilar Najera.....1,507.03

Sales Director Diane Bruns.....1,446.61  
Stacy L. Milliron, T. Ramage Unit.....1,373.81  
Sales Director Theresa Kusak-Smith.....1,325.19  
Roxelia Lopez, A. Zurita Unit.....1,319.24  
Sales Director Heather L. Bohlinger.....1,315.18  
Lili Montijo, K. Kelley Unit.....1,281.51  
Sales Director Elizabeth A. Poole.....1,270.72  
Sales Director Michele T. Gallman.....1,269.32  
Sales Director Cheryl T. Anderson.....1,263.05

Sales Director Maria Elvia Lopez.....1,262.01  
Sales Director Elizabeth Sanchez.....1,257.49  
Sales Director Kathleen Bonadie.....1,257.10  
Rosemarie Yvonne Campos, P. Mitchell Unit.....1,251.87  
Sales Director Cindy L. Hess.....1,232.63  
Sales Director Debra J. Witmer.....1,230.39  
Sales Director Marie E. Vlamincck.....1,230.26



# recognition/reconocimiento

## Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their April 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de abril de 2007.

### Pearl/Perla

Kim L. McClure.....	\$123,862
Roya M. Mattis.....	112,774
Jeanie Martin.....	105,712
Leah G. Nelson.....	105,251
Kristin Myers.....	101,515
Lisa Allison.....	85,184
Alma Orrostieta.....	80,960
Terri Lewis.....	76,697
Kathryn L. Engstrom.....	75,604
Victoria Rachel Piccirilli.....	71,136
Laurie C. Cole.....	70,664
Laura Poling.....	68,876
Janice Baxter Hull.....	68,539
Susan M. Hohlman.....	66,859
Maria Bolling.....	66,076
Holli Thompson Lowe.....	64,498
Socorro M. Infante.....	64,206
Pat Ringnalda.....	63,651
Patti Cornell.....	62,039
Stacey Craft.....	60,372
Holly L. Ennis.....	60,242
Linda F. Owens-Hale.....	59,562
Jamie Leigh Techtentin.....	59,315
Alma A. Munoz.....	58,975
Kathy Eckhardt.....	57,667
Rose A. Harvell.....	57,635
Charlene Grubbs.....	57,531
Lisa Olivares.....	56,762
Susan K. Janish.....	56,718
Jean A. Wilson.....	56,433
Betsy C. Richard.....	56,074
Judi Tapella.....	56,073
Veronica Ruth Wright.....	55,745
Dana Julyn Pizzo.....	55,345
Menina M. Givens.....	54,848
Rebecca Milligan.....	53,866
Jo Shuler.....	53,853
Regina Lockwood.....	53,633
Michelle Annese Bleichert.....	53,426
Heather Marie Erbe.....	53,017
Patricia Fitzgerald.....	51,193
Barbara L. Bayer-Coulter.....	51,187
Dorothy D. Boyd.....	51,094
Shari M. Kirschner.....	50,974
Joyce Recenello.....	50,939
Amy Stokes.....	50,929
Denise E. Crosby.....	50,660
Kylie Ann Sanches.....	50,637
Sandra M. Munguia.....	50,633
Angel B. Toler.....	50,487
Shelley Eldridge.....	49,988
Alicia Borkowska.....	49,638
Tracey J. Chavez.....	49,536
Barbara R. Johnson.....	49,240
Elizabeth B. Muna.....	48,943
Laurie Dyan Cantey.....	48,918
Harriett Sharpe.....	48,466
Jane Cagle.....	48,271
Judy Brack.....	48,211
Lori L. Kreh.....	47,749
Renee Conn-Enos.....	47,605
Amy Kemp.....	47,563
Iva Kurz.....	47,345
Cindy Machado.....	47,322
Misty D. Guyre.....	47,299
Cathy A. Barnhart.....	47,072
Cheryl Marie Brown.....	46,953
Collette Parker.....	46,732
Christi L. Richards.....	46,730
Tuesday M. May.....	46,149
Patty Webster.....	45,188
Carmen J. Felix.....	45,094
Penny J. Jackson.....	44,705
Connie L. Young.....	44,583
Tammarie M. Bradford.....	44,323
Maria A. Sosa-Palomares.....	43,891
Maria S. Campbell.....	43,757
Betty B. Lucido.....	43,732
Amie N. Gamboian.....	43,713
Ginger J. Benedict.....	43,164
Linda G. Livingston.....	43,132
Joy D. Bailey-Gress.....	43,132
Amy Kitzrell.....	43,069
Teresa N. Miller.....	43,058

Alice L. Murphy.....	42,921
Danielle Lois Desiante.....	42,905
Evelyn Hill.....	42,873
Keita Powell.....	42,649
Maria E. Valverde.....	42,484
Tina M. Wright.....	42,144
Barbara B. Dobbs.....	42,124
Anne Geertsen.....	42,064
Gwen L. Gihring.....	41,912
Halle Kathryn Simpson.....	41,478
R. Sue Miller.....	41,426
Kimberly R. Visser.....	41,186
Krystal A. Perkins.....	41,185
Rita Schaefer.....	41,097
Halle White.....	41,046
Beth A. Mullins.....	40,795

### Diamond/Diamante

Kim L. Cowdell.....	\$137,902
Pat A. Nuzzi.....	105,566
LaRonda L. Daigle.....	104,136
Ada Y. Garcia-Herrera.....	91,920
Evelinda Diaz.....	90,146
Arianne C. Morgan.....	89,356
Evelita Valdez-Cruz.....	88,305
Valorie Jean White.....	87,760
Eileen M. Huffman.....	78,718
Debi Christensen.....	77,884
Ana X. Solis.....	77,588
Julie Schlundt.....	76,843
Martha Reyes.....	74,248
Chatney Gelfius.....	73,721
Andrea Shields.....	73,173
Karen L. Kunzler.....	73,030
Audrey K. MacDowall.....	72,494
Michelle L. Farmer.....	72,260
Vivian Diaz.....	68,342
Bianca E. Arroyo.....	67,774
Maria M. Amador.....	67,474
Lesley A. Bodine.....	67,191
Mariann Biase Mason.....	66,152
Melissa Mays.....	66,086
Brenda Bennett.....	64,221
Maricarmen Gonzalez.....	63,977
Marsha Morrisette.....	63,542
Maria Teresa Lozada.....	62,721
Jolinn Andriese.....	61,062
Jeanette E. Beichle.....	60,426
Terri J. Beckstead.....	60,236
Virginia Rowell.....	59,971
Patricia Carr.....	59,679
Socorro Reyes.....	58,924
Betty McKendry.....	58,069
Susan Hattam Weeks.....	58,031
Melinda M. Balling.....	57,901
Julie Danskin.....	57,455
Cynthia L. Frazier.....	57,241
Rosa C. Fernandez.....	57,116
Karime Rosas.....	56,853
Melody P. Lemon.....	56,222
Heather Miriam Ritz.....	55,730
Deborah Dudas.....	55,596
Holly A. Brown.....	54,587
Peggy Sperling.....	54,527
Jill D. White.....	53,823
Cindy S. Kriner.....	53,765
Lara F. McKeever.....	53,729
Faith A. Gladding.....	53,727
Connie L. Russo.....	53,529
Christi L. Richards.....	53,410
Maria Siguenza.....	53,212
Phyllis Pottinger.....	53,142
Caterina M. Harris.....	52,789
Salvia Sanchez.....	52,507
Tracy Ann Maurer.....	52,412
Sharon B. Carney-Wright.....	52,398
Judy Higgins.....	52,309
Yoanni Espinal.....	51,933
Rhonda Jean Taylor.....	51,767
Suzanne T. Young.....	51,498
Magdalena Diaz De Leon.....	51,257
Heather M. Julson.....	50,996
Stephanie A. Richter.....	50,872
Tomilayo O. Agunbiade.....	50,764
Mary Lou Schiehuber.....	50,438

Kristen Dravage-Smith.....	50,076
Jodi Van Leeuwen.....	49,962
Cruz L. Zaldivar.....	49,930
Maria Elena Guadarrama.....	49,703
Susan M. McCoy.....	49,633
Maria Flores.....	49,599
Lisa A. Stengel.....	49,550
Lori M. Langan.....	49,283
Mariaelena Boquin.....	49,184
Heidi Goelzer.....	49,177
Meyra Esparza.....	49,059
Maria S. Edgington.....	49,038
Karen Mitterling Johnson.....	48,703
Tina Velvet Parkin.....	48,586
Cecilia C. James.....	48,424
Geri Anne Morris.....	48,282
Lisa Rada.....	48,199
Kristyn Anne Humphreys.....	48,156
Marlene Teran.....	47,488
Elvi S. Lamping.....	47,346
Consuelo A. Gomez.....	47,292
Martha Kay Ralle.....	47,002
Pat Joos.....	46,945
Yosaira Sanchez.....	46,901
Anaizel Avila.....	46,735
Krista A. Johnson.....	46,652
Jalene Simpson Weston.....	46,376
Maria K. Eades.....	46,236
Kelly Willer-Johnson.....	46,108
Bernadette Spriggs.....	45,981
Lila DeWeber.....	45,899
Barbara E. Roehrig.....	45,694
Beth Brinkley.....	45,587

### Ruby/Rubi

Ekene S. Okafor.....	\$195,684
Roli Akperi.....	137,591
Thessy Nkechi Nwachukwu.....	137,328
Debbie A. Elbrecht.....	100,821
Dorothy C. Ibe.....	97,808
Cindy L. Yates.....	82,367
Deborah K. Hack.....	78,687
Candace Lyn Chambers.....	76,841
Carmen Nunez.....	75,019
Julie Smith.....	72,589
Chioma Ajaegbu.....	71,325
Stella Nwokoye-Pius.....	70,865
Kathy Monahan.....	70,173
Sherrie L. Clemons.....	68,227
Donna F. Knotts.....	67,458
Krystal D. Downey-Shada.....	66,770
Candy D. Lewis.....	66,609
Kimberly Carveretta.....	66,099
Diane Covington.....	65,632
Marief Fidal.....	64,341
Gloria Dominguez.....	64,037
Jacqueline N. Alford.....	60,963
Phuong L. White.....	60,622
Elizabeth Medernach.....	60,048
Lisa Anne Harmon.....	59,369
Margi S. Eno.....	58,103
Robin A. Albert.....	56,590
Alicia Bivens-Jones.....	56,289
Donna B. Meiksell.....	55,057
Liz Whitehouse.....	54,657
Sheryl K. Goins.....	54,420
Becky M. Xepoleas.....	53,460
Lisa V. Bauer.....	53,136
Oye A. Onuoha.....	52,568
Melissa Regina Almanza.....	52,477
Ingrid Randall.....	52,126
Kali DeBlender Brigham.....	52,125
Julie Roman.....	52,108
Julie Thomas.....	51,733
Laura A. Kattenbraker.....	51,716
Marnie R. Yunger.....	51,706
Joyce Omene.....	51,688
Robert R. Tucker.....	51,665
Deborah S. Barker.....	51,392
Gale Elliott.....	50,768
Molly A. Williamson.....	50,461
Phily N. Onwuachi.....	50,420
Connie A. Brinker.....	50,259
Corrin Cresci.....	49,147
Sheila K. Valles.....	49,102

Mary Sharon Howell.....	48,737
Shirley J. Lovegren.....	48,416
Carol Neat.....	47,179
Michelle Semper.....	47,168
Nina Jonah Ndukwue.....	46,822
Tammy Krueger.....	46,659
Lupita G. Ramirez.....	46,531
Jennifer I. Ehimika.....	46,333
Maria Salazar Ibarra.....	46,248
Laurie Hallock.....	45,677
Anne Obiageli Akanonu.....	45,234
Debra A. McDivitt.....	44,778
Deborah J. O'Leary.....	44,518
Rebecca W. Cox.....	44,330
Judi L. Heacock.....	44,215
Somer Ballard Carter.....	44,155
Nancy D. Marshall.....	43,969
Cheryl O. Fulcher.....	43,748
Deborah S. Bailly.....	43,616
Dori M. Fennell.....	43,600
Jan Martino.....	43,460
Ann Tinucci Anderson.....	43,321
Cissy E. Warren.....	43,194
Staci Lynn Venable.....	43,044
Nia Putnam.....	42,907
Laura L. Loghry.....	42,883
Laura Sainz Rivera.....	42,831
Vicki S. Lindsay.....	42,827
Carol Fehr.....	42,235
Lee A. McCarthy.....	42,079
Pauline J. Lieber.....	41,812
Rose Mary Neal.....	41,735
Michelle Lee Paul.....	41,688
Gina Beekley.....	41,598
Cindy K. Bermea.....	41,554
Sonya F. Goins.....	41,553
Daria L. Issa.....	41,365
Mary Jo Dallen.....	41,213
Anne Weidenweber.....	41,158
Patricia Onyise.....	41,083
Cindy P. Markowski.....	40,960
Toni Nipp.....	40,831
Pam Oswald.....	40,719
Olubunmi Ebiwonjumi.....	40,614
Polly L. Smith.....	40,539
Sandra Braun.....	40,530
Olufunke Monisola Akinokun.....	40,460
Amber L. Faulk.....	40,372
Julie Ren Jennings.....	40,277
Eleanor M. Reigel.....	40,256

### Sapphire/Zafiro

Tracy Potter.....	\$118,378
Jennifer L. Semelsberger.....	114,471
Melva M. Slythe.....	110,370
Gladis Elizabeth Camargo.....	99,548
Paula J. Ramirez.....	98,321
Moonimiah Mary Ramsaran.....	91,076
Katie D. Nichols.....	88,640
Ana Maria Barba.....	79,144
Janelle A. Ferrell.....	78,553
Kristi M. Nielsen.....	78,182
Jodi L. Feller.....	77,318
Tammy Romage.....	77,278
Lorraine B. Newton.....	73,021
Kathy R. Bullard.....	70,685
Jill Beckstedt.....	69,886
Ann W. Sherman.....	69,186
Lisa Mundy.....	68,309
Moleda G. Dailey.....	68,214
Ana Maria R. Cruz.....	67,915
Beverly M. Brown.....	67,446
Linda L. Quillin.....	65,936
Angelique M. Talbert.....	65,368
Randi Stevens.....	63,515
Lavarn Campbell.....	60,928
Rosa Elia Meza-Sanchez.....	60,846
Alejandra Zurita.....	60,803
Julie Neal.....	60,643
Cheri L. Taylor.....	59,033
Pilar Najera.....	57,839
Silisia Evans Moses.....	57,135
Maggie Sitar.....	55,694
Avelyn R. Smith.....	55,064
Tasha Bergman.....	54,810

Maria G. Diaz.....	54,638
Elizabeth McCandliss.....	54,450
Marie Pfarr.....	52,654
Bonnie Crumrin.....	52,533
Julie Weaver.....	52,141
Candy I. Johnston.....	51,941
Kathleen Bonadie.....	51,434
Sylvia Boggs.....	51,366
Sandra A. Zavoda.....	51,344
Alison Renee Jurek.....	51,237
Zasha Noel Lowe.....	50,612
Lisa Mack.....	50,315
Miranda Katie Bandemer.....	50,154
Cheryl T. Anderson.....	49,756
Anabel S. Cantu.....	49,552
Junanne B. Mosley.....	49,205
Lady Ruth Brown.....	49,185
Lyris Yee.....	49,085
Kim B. Roberts.....	48,998
Ellen Ezekiel Farquharson.....	48,501
Heather L. Bohlinger.....	48,303
Theresa Kusak-Smith.....	48,253
Jill L. Glocker.....	48,241
Kathleen Kirkwood.....	48,071
Nancy W. Pettaway.....	47,881
Bea Heath.....	47,448
Terry A. Hensley.....	47,303
Doris M. Quackenbush.....	47,228
Jennifer G. Bouse.....	47,067
Kerin Miller.....	46,996
Linda Klein.....	46,967
Jami B. Hovey.....	46,406
Ronda Compton.....	46,374
Ynocenta Hernandez.....	46,213
Ruby Garner.....	46,090
Jenny Suarez Zuckerman.....	45,858
Sara Elizabeth Foster.....	45,673
Charlyn C. Eschette.....	45,632
Gena Prince.....	45,267
Ann Ferrell Smith.....	45,180
Phyllis I. Pinski.....	45,059
Elizabeth A. Poole.....	45,038
Pam J. Rhode.....	44,796
Sherry Y. Pipes.....	44,785
Joanna Helton.....	44,419
Sherri Reindl.....	44,277
Debbie Clifton.....	44,247
Marisol Miller.....	43,962
Maria G. Leon.....	43,924
Josefa Chacon.....	43,847
Mirna Mejia.....	43,838
Sherrian Beagle.....	43,773
Ana Ruth Gomez.....	43,586
Kim Williams.....	43,499
Marilyn Jackson.....	43,382
Lorraine S. Kigar.....	43,354
Lorraine A. Collette.....	42,942
Patsy A. Glunt.....	42,686
Maria Montes.....	42,680
Angelee R. Murray.....	42,436
Jennifer Bessey.....	42,315
Linne' Lane.....	41,890
Angeles Castaneda.....	41,856
Debbie A. Weld.....	41,509
Estela Saucedo.....	41,470
Elaine B. Lewis.....	41,461
Kathleen E. Pytel.....	41,166

### Emerald/Esmeralda

Marianne L. Anderson.....	\$133,112
Hollie R. Sherrick.....	97,160
Mayra Smalley.....	89,543
Cory L. Kinchloe.....	81,258
Celsa Menjivar.....	78,647
Maritza Lanuza.....	74,564
Ann Shears.....	67,973
Helen Asare Jakpor.....	67,096
Auri Hatheway.....	66,856
Janet Ravelo.....	66,526
Pam Robbins Kelly.....	65,773
Ayobami O. Olusa.....	65,739
Silvia Ramos.....	62,144
Pattie A. Robinson.....	61,715
Rosemary Carolan.....	61,302
Karen A. Jorgenson.....	61,261

Michele Martella Armes.....	60,377
Denise G. Kucharski.....	58,606
Flavia A. Rivera.....	56,138
Carolyn L. DeGroat.....	54,826
Nancy A. Berlin.....	53,916
Traci L. Smith.....	53,757
Yanick Olivier.....	52,963
Martha J. Roman.....	51,576
Karen L. Spada.....	50,880
Maria Cristina Cuenca.....	50,567
Jeanine R. DeVore Harris.....	50,424
Lisa A. Hawkins.....	50,233
Stacy M. Houy.....	50,154
Tara C. Geraghty-McLaughlin.....	49,858
Elaine Oatmeyer.....	49,638
Rachelle Lea Brinker.....	49,086
Yolanda Lopez.....	48,407
Stacy D. Foust.....	47,965
Barbara Gizzo.....	47,952
Laurie Ann Johnson.....	47,821
Paula Vander Vorste.....	47,821
Evalina Chavez.....	47,769
Kathy P. Oliveira.....	47,306
Sheila J. McCune.....	47,039
Linda Jackson.....	46,774
Sheri L. Farrar-Meyer.....	46,544
Grace Y. Adeoye.....	46,454
Debbie L. Bower.....	46,395
Haydee Guzman.....	45,435
Melody June Oertle.....	45,297
Heather Shea Catts.....	45,047
Trisha Taylor.....	44,699
Toya M. Drew.....	44,428
Kimberly Richardson Edwards.....	44,360
Jean MacDonald.....	44,124
Chelsea Gardner.....	44,088
Nancy Graham.....	44,062
Sandra Lopez.....	43,897
Liz W. Kimeria.....	43,648
Emily Stone.....	43,633
Kay Kackerson.....	43,380
Barbara Pleet.....	43,233
Sandy McKee-Rini.....	42,970
Catherine Virginia Slezak.....	42,910
Anita Rodriguez.....	42,825
Maria Bertha Godinez.....	42,758
Mark McMillen.....	42,644
Erin Kristin Fisher.....	42,414
Hope S. Pratt.....	42,169
Julie A. Griffin.....	42,021
Roxanne K. Youngton.....	42,017
Alicia Jane Ouellette.....	41,807
Maria Sanches.....	41,758
Silvia Valencia.....	41,704
Joyce Young.....	41,488
Kim N. Alexander.....	41,231
Renae Harris-Hill.....	41,116
Marina Sanchez Ramirez.....	40,656
Linda Bradley.....	40,573
Marcia Neyra.....	40,312
Veronica Beltran.....	40,066
Stacy S. Gilon.....	39,822
Heather M. Fitch.....	39,807
Nancy Harder.....	39,763
Lyn Said.....	39,692
Eisa Velarde.....	39,663
Denise M. Sowder.....	39,655
Rosemary Mitchell.....	39,612
Dana Dean Cornalino.....	39,511
Laura Maria Tapia.....	39,498
Vicki Hunter.....	39,202
Diane White.....	39,186
Aluska Entenza.....	39,043
Grace Hull.....	38,960
Keiko M. Nakao.....	38,498
Abigail Madrid.....	38,474
Michelle McLaughlin.....	38,443
Gwen Regan.....	38,277
Elaine K. Williams.....	38,220
Rosalinda Zrinsky.....	38,174
Denise W. Montgomery.....	37,955
Laura A. Armstrong.....	37,653
Susan H. Bailey.....	37,601
Emilia B. Valles.....	37,471

# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

<b>Pearl</b>		Mary Ellen D'Amico.....6,701.01	Cynthia L. Frazier.....8,246.06	Connie A. Brinker.....7,206.74	Sandra A. Zavoda.....8,578.01	Ayobami O. Olusa.....9,099.39
Kim L. McClure.....\$16,841.40	Barbara R. Johnson.....6,633.13	Maria M. Amador.....8,193.74	Julia Garvey.....8,188.04	Nina Jonah Ndukwu.....7,151.18	Tasha Bergman.....8,552.00	Debbie L. Bower.....8,914.19
Jeanie Martin.....16,422.91	Denise E. Crosby.....6,628.95	Julie Garvey.....8,188.04	Bernadette Spriggs.....8,100.95	Gale Elliott.....7,107.35	Beverly M. Brown.....8,549.17	Elaine Oatmeyer.....8,796.17
Roya M. Mattis.....14,428.08	Rose A. Harvell.....6,619.27	Lisa Hackbarth.....8,084.99	Sharon B. Carney-Wright.....8,076.79	Pat Z. Allen.....7,058.75	Elizabeth Sanchez.....8,546.89	Paula Vander Vorste.....8,648.22
Alma Orrostieta.....13,681.42	Misty D. Guyre.....6,591.36	Sharon B. Carney-Wright.....8,076.79	Jolinn Andriese.....8,013.95	Dori M. Fennell.....7,022.63	Silvia Evans Moses.....8,510.65	Karen A. Jorgenson.....8,586.36
Leah G. Nelson.....13,145.38	Halle Kathryn Simpson.....6,505.12	Mary Jacobson.....8,012.24	Faith A. Gladding.....8,002.26	Linne' Lane.....8,386.19	Carolyn L. DeGroat.....8,585.81	Denise G. Kucharski.....8,464.55
Lisa Allison.....12,789.65	Ruthie Brette-Mount.....6,491.85	Patricia Carr.....7,930.86	Pat Joos.....7,884.22	Kathleen Kirkwood.....8,321.21	Martha J. Roman.....8,280.71	Traci L. Smith.....7,756.99
Susan M. Hohlman.....12,140.15	Julia Sander Burnett.....6,478.79	Pat Joos.....7,884.22	Mileta K. Kinser.....7,765.53	Mirna Mejia.....8,274.39	Kathy P. Oliveira.....8,132.43	Janet Revelo.....8,121.57
Kristin Myers.....11,873.92	Irene K. Foster.....6,437.22	Trudy Miller.....7,764.31	Yosaira Sanchez.....7,750.58	Kim Williams.....8,252.78	Kay Dickerson.....8,101.02	Trisha Taylor.....7,917.67
Menina M. Glvens.....10,975.95	Sally Moreno.....6,414.14	Yosaira Sanchez.....7,750.58	Anahtzel Avila.....7,696.95	Debra A. McDivitt.....6,710.20	Lisa A. Hawkins.....7,720.52	Julie A. Griffin.....7,917.67
Victoria Rachel Piccirilli.....10,891.43	Tammy M. Bradford.....6,405.99	Nadine H. Huckabee-Stanley.....6,343.89	Norma Lee Hennings.....7,619.12	Deborah J. O'Leary.....6,693.41	Jeanne R. DeVore Harris.....7,598.60	Stacy D. Foust.....7,522.37
Tammy A. Vavala.....10,748.94	Luz J. Diaz Almeyda.....6,395.58	Gail A. Clark.....6,342.09	Nellie R. Anderson.....7,423.86	Jennifer I. Ehimika.....6,684.11	Pamela Rowe Krzmarick.....7,596.45	Laurie Ann Johnson.....7,313.86
Terri Lewis.....10,259.75	Nadine H. Huckabee-Stanley.....6,343.89	Patricia Fitzgerald.....6,327.65	Tina Velvet Parkin.....7,372.46	Jacqueline Donna.....6,674.30	Rosemary Carolan.....7,591.37	Stacy S. Gilson.....7,302.88
Judy Brack.....10,091.40	Pat A. Nuzzi.....13,852.99	Terrie Guillou.....7,558.68	Carol Lee Johnson.....7,369.48	Heleen Naomi Godswill.....6,663.21	Barbara Pleet.....7,569.59	Linda Bradley.....7,282.56
Kathryn L. Engstrom.....10,075.71	Evitella Valdez-Cruz.....12,667.01	Kristyn Anne Humphreys.....7,549.51	Madagdalena Diaz De Leon.....7,351.08	Margi S. Eno.....6,631.84	Flavia A. Rivera.....7,558.17	Grace Y. Adeoye.....7,258.68
Penny J. Jackson.....9,964.21	Terri J. Beckstead.....11,827.65	Sandy K. Griffith.....7,495.85	Kathe Cunningham.....7,348.33	Deborah S. Barker.....6,598.41	Denise W. Montgomery.....7,223.09	Denise W. Montgomery.....7,223.09
Holli Thompson Lowe.....9,876.42	Maricarmen Gonzalez.....11,649.77	Susan Hattum Weeks.....7,472.85	Lisa Rada.....7,310.95	Cheryl O. Fulcher.....6,552.24	Maria Victoria Sura.....7,206.34	Linda L. Quillin.....7,506.41
Janice Baxter Hull.....9,831.28	Julie Schlundt.....11,408.50	Stephanie A. Richter.....7,463.43	Holly A. Brown.....7,282.68	Nia Putnam.....6,521.71	Aluska Entenza.....7,204.35	Zasha Noel Lowe.....7,445.79
Kathy Eckhardt.....9,600.97	Ana X. Solis.....11,361.98	Maria S. Edgington.....7,457.43		Donna Clark.....6,465.65	Eva M. Hall.....7,171.46	Theresa Kusak-Smith.....7,418.20
Maria Bolling.....9,511.15	Mariann Blase Mason.....11,320.00	Denise Nygard.....7,439.84		Laura L. Loghry.....6,443.51	Rose Campbell.....7,154.49	Debra J. Witmer.....7,373.69
Pat Ringnald.....9,332.13	Caterina M. Harris.....11,034.13	Lisa A. Stengel.....7,438.84		Marilyn Coleman White.....6,409.97	Barbara Gizzo.....7,114.81	Angie S. Day.....7,342.14
Judi Tapella.....9,052.31	Audrey K. MacDowall.....11,029.57	Nellie R. Anderson.....7,423.86		Gail Bauer.....6,405.76	Nancy Harder.....7,039.93	Magdalena Nevarez.....7,321.39
Laurie C. Cole.....8,913.88	Eileen M. Huffman.....10,970.14	Tina Velvet Parkin.....7,372.46		Natalie A. Rivas.....6,399.39	Nancy A. Berlin.....7,038.71	Maggie Sitar.....7,312.88
Jo Shuler.....8,902.52	Michelle L. Farmer.....10,968.59	Carol Lee Johnson.....7,369.48		Edith Ngozi Nwachukwu.....6,320.16	Maria Sanches.....7,037.82	Jennifer Bessey.....7,297.12
Jeanie K. Navkal.....8,895.70	Vivian Diaz.....10,935.38	Madagdalena Diaz De Leon.....7,351.08		Maria Salazar Ibarra.....6,275.55	Stacy M. Houy.....6,978.32	Maria G. Leon.....7,230.48
Socorro M. Infante.....8,857.00	Martha Kay Raile.....10,846.96	Kathy Monahan.....11,437.40		Brenda Fenner.....6,249.77	Kym D. Holman-Kirk.....6,895.16	Elizabeth A. Poole.....7,209.31
Lisa Olivares.....8,721.29	Blanca E. Arroyo.....10,750.56	Stella Nwokoye-Plus.....10,864.28		Karen E. Gardner.....6,204.58	Kimbi L. Bartik.....6,894.84	Joanna Helton.....7,161.04
Keita Powell.....8,696.42	Melinda M. Bailing.....10,613.84	Cindy L. Lewis.....14,207.42		Melissa Regina Almanza.....6,204.08	Nancy A. Coleman.....6,865.54	Ellynn Smith.....7,144.23
Carmen J. Felix.....8,692.70	Maria Teresa Lozada.....10,479.61	Carmen Nunez.....12,464.49		Corrin Cresci.....6,190.36	Maria Bertha Godinez.....6,757.42	Roxanne McInroe.....7,143.32
Stacey Craft.....8,658.24	Marsha Morrisette.....10,323.41	Sherrie L. Clemons.....11,802.52		Barbara L. Harrison.....6,149.73	Heather A. Carlson.....6,725.02	Ana Ruth Gomez.....7,003.61
Patti Cornell.....8,414.64	Arianne C. Morgan.....10,185.57	Debbie A. Elbrecht.....11,670.70		Karen Pappas.....6,095.28	Heather Shea Catts.....6,711.81	Theresa E. Simon.....6,948.19
Rebecca Milligan.....8,408.24	Priscilla McPheeters.....10,155.66	Donna B. Meltsell.....11,656.10		Vicki S. Lindsay.....6,071.89	Tara C. Garaghy-McLaughlin.....6,651.13	Lynn Baer Roberts.....6,944.33
Alma A. Munoz.....8,273.13	Karen L. Kunzler.....10,051.87	Deborah K. Hack.....11,500.89		Rebecca W. Cox.....6,063.63	Pattie A. Robinson.....6,629.56	Angela Castaneda.....6,899.55
Betsy C. Richard.....8,259.85	Betty McKendry.....9,984.34	Kathy Monahan.....11,437.40		Judy Lund.....6,052.59	Kimberly Richardson Edwards.....6,624.70	Heather L. Bohlinger.....6,875.98
Regina Lockwood.....8,236.72	Morayma Rosas.....9,983.33	Stella Nwokoye-Plus.....10,864.28		Deborah S. Bailly.....6,043.93	Linda Jackson.....6,577.95	Nancy W. Pettaway.....6,858.46
Charlene Grubbs.....8,195.66	Rosibel L. Shahin.....9,932.75	Cindy L. Lewis.....14,207.42			Jo M. Cotton.....6,577.22	Danice C. McElowney.....6,841.86
Shelley Eldridge.....8,146.89	Peggy Sperling.....9,860.49	Carmen Nunez.....12,464.49			Alicia Jane Ouellette.....6,573.90	Allen Renee Jurek.....6,839.63
Dorothy D. Boyd.....8,143.99	Connie L. Russo.....9,849.19	Sherrie L. Clemons.....11,802.52			Veronica Beltran.....6,564.69	Ellen Ezekiel Farquharson.....6,833.15
Mary C. Estupinan-Martel.....8,129.67	Jeanette E. Beiche.....9,784.46	Debbie A. Elbrecht.....11,670.70			Sheila J. McCune.....6,555.14	Linda Klein.....6,831.51
Patty Webster.....8,112.85	Heather M. Julson.....9,746.26	Donna B. Meltsell.....11,656.10			Rachelle Lea Brinker.....6,509.84	Peggy B. Sacco.....6,818.94
Sandra M. Mungula.....8,075.12	Debi Christensen.....9,700.04	Deborah K. Hack.....11,500.89			Maria Cecilia Neira.....6,491.49	Miranda Katie Bandemer.....6,770.41
Joyce Bruder.....8,045.49	Chatney Gelfuss.....9,630.00	Kathy Monahan.....11,437.40			Marika McMillen.....6,465.58	Sarah C. Bowering-Miller.....6,711.71
Amy Stokes.....8,023.95	Lesley A. Bodine.....9,523.10	Stella Nwokoye-Plus.....10,864.28			Marina Sanchez Ramirez.....6,443.14	Jill L. Glockner.....6,696.87
Cindy Machado.....7,970.80	Krista A. Johnson.....9,516.73	Cindy L. Lewis.....14,207.42			Yanick Olivier.....6,434.98	Glora Stakemiller.....6,689.96
Michelle Anness Bleichert.....7,966.23	Brenda Bennett.....9,421.59	Sherry L. Yates.....10,780.34			Sherry L. Crews.....6,413.61	Marjorie S. Haun.....6,680.55
Ginger J. Benedict.....7,946.14	Juanita Gudino.....9,370.61	Julie Smith.....10,609.43			Toya M. Drew.....6,406.36	Graciela Arteaga.....6,549.94
Heather Marie Erbe.....7,936.40	Andrea Shields.....9,369.01	Donna F. Krotts.....10,357.24			Catherine Virginia Slezak.....6,401.97	Jami B. Hovey.....6,544.53
Holly L. Ennis.....7,849.60	Julie Danskin.....9,343.40	Chloia Ajaebu.....9,919.56			Erin Kristin Fisher.....6,397.59	Romella Bjornnes.....6,507.80
Nadine Bowers.....7,773.59	Yoanni Espinal.....9,067.32	Chloia Ajaebu.....9,919.56			Natalie Audra Torres.....6,385.61	Bonnie Crumrin.....6,500.30
Linda F. Owens-Hale.....7,763.13	Virginia Rowell.....9,029.00	Chloia Ajaebu.....9,919.56			Margarita Guerra.....6,363.77	Charlyn C. Eschette.....6,482.76
Joyce Recenello.....7,762.06	Suzanne T. Young.....9,013.19	Chloia Ajaebu.....9,919.56			Shawn D. Schneider.....6,314.59	Maria Elvia Lopez.....6,471.69
Maria Dowling.....7,705.78	Rosa C. Fernandez.....8,995.04	Chloia Ajaebu.....9,919.56			Karen L. Spada.....6,296.85	Maria Montes.....6,471.29
Jean A. Wilson.....7,701.64	Melissa Mays.....8,989.02	Chloia Ajaebu.....9,919.56			Laura A. Armstrong.....6,296.50	Patsy A. Glunt.....6,460.54
Tracey L. Chavez.....7,548.54	Gina Rodriguez.....8,943.54	Chloia Ajaebu.....9,919.56			Elaine K. Williams.....6,254.71	Kerin Miller.....6,436.85
Maye Durrer.....7,546.72	Omosolape O. Akinyoyenu.....8,898.72	Chloia Ajaebu.....9,919.56			Grace Hull.....6,204.61	Sherrin Beagle.....6,413.16
Jamie Leigh Techentin.....7,541.83	Deanna L. Spillman.....8,853.78	Chloia Ajaebu.....9,919.56			Mercedes Maria Cruz.....6,198.18	Jennifer G. Bouse.....6,404.75
Renee Brooks.....7,492.82	Socorro Reyes.....8,826.21	Chloia Ajaebu.....9,919.56			Jean MacDonell.....6,196.79	Wendy Clausen.....6,381.09
Iva Kurz.....7,470.05	Deborah Dudas.....8,763.27	Chloia Ajaebu.....9,919.56			Christine J. Kurzawa.....6,195.24	
Lori L. Kreh.....7,384.45	Jill D. Davis.....8,711.54	Chloia Ajaebu.....9,919.56			Sandy McKee-Rini.....6,175.02	
Anita N. Conley.....7,349.95	Meyra Esparza.....8,701.04	Chloia Ajaebu.....9,919.56			Karin Schwab.....6,166.76	
Alicia Borkowska.....7,321.34	Lara F. McKeever.....8,590.13	Chloia Ajaebu.....9,919.56			Nancy Cristina Cuenca.....6,159.54	
Shari M. Kirschner.....7,307.40	Phyllis Pottinger.....8,566.68	Chloia Ajaebu.....9,919.56			Maria Graham.....6,088.30	
Barbara L. Bayer-Coulter.....7,296.43	Lou Cinda Utley.....8,556.66	Chloia Ajaebu.....9,919.56			Melissa Ann Beckett.....6,056.99	
Collette Parker.....7,240.31	Heidi Goelzer.....8,554.78	Chloia Ajaebu.....9,919.56			Hope S. Pratt.....6,015.65	
Danielle Lois Desiante.....7,216.20	Karime Rosas.....8,517.83	Chloia Ajaebu.....9,919.56			Melody June Oertle.....5,996.36	
Amy Kirell.....7,193.25	Rose Rodriguez.....8,450.10	Chloia Ajaebu.....9,919.56			Joyce Young.....5,989.02	
Susan K. Janish.....7,174.30	Audrey J. Doller.....8,427.96	Chloia Ajaebu.....9,919.56			Tandy L. Ludin.....5,981.78	
Kylie Ann Sanches.....7,040.62	Marielaena Boguin.....8,410.25	Chloia Ajaebu.....9,919.56			Kelko M. Nakao.....5,968.84	
Betty B. Lucido.....7,018.79	Rhonda Jean Taylor.....8,374.30	Chloia Ajaebu.....9,919.56			Alana Thulin-Marrano.....5,956.51	
Laura Poling.....6,997.91	Lila DeWeber.....8,372.37	Chloia Ajaebu.....9,919.56			Jackie Krieger.....5,954.60	
Elizabeth B. Muna.....6,995.17	Barbara E. Roehrig.....8,333.95	Chloia Ajaebu.....9,919.56			Silvia Valencia.....5,898.90	
Maria S. Campbell.....6,954.20	Martha Reyes.....8,308.37	Chloia Ajaebu.....9,919.56			Rosemary Mitchell.....5,889.19	
Susie Kopacz.....6,925.07	Ana Carolina Alvarez.....8,267.32	Chloia Ajaebu.....9,919.56			Rhonda L. Feisley.....5,874.32	
Rita Schaefer.....6,828.19	Silvia Sanchez.....8,253.41	Chloia Ajaebu.....9,919.56				
Marlyn A. Ricker.....6,827.76		Chloia Ajaebu.....9,919.56				
Anne Geertsens.....6,809.35		Chloia Ajaebu.....9,919.56				
Harriett Sharpe.....6,806.30		Chloia Ajaebu.....9,919.56				
Angel B. Toler.....6,775.08		Chloia Ajaebu.....9,919.56				
Belle L. Martin.....6,757.34		Chloia Ajaebu.....9,919.56				
Dana Julyn Pizzo.....6,756.68		Chloia Ajaebu.....9,919.56				
Epsie J. Elmer.....6,745.73		Chloia Ajaebu.....9,919.56				
Jane Cagle.....6,728.56		Chloia Ajaebu.....9,919.56				
Renee Conn-Enos.....6,727.99		Chloia Ajaebu.....9,919.56				
Vicki B. Crank.....6,719.24		Chloia Ajaebu.....9,919.56				
Veronica Ruth Wright.....6,715.59		Chloia Ajaebu.....9,919.56				

\*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.



# 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 April 2007.

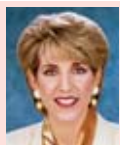
## Top National Sales Directors — Commissions and Bonuses



**Cindy Williams**  
\$38,290  
PEARL



**Barbara Sunden**  
\$70,037  
DIAMOND



**Carol Anton**  
\$60,524  
RUBY



**Christine Peterson**  
\$72,710  
SAPPHIRE



**Gloria Mayfield Banks**  
\$65,161  
EMERALD

## Top Sales Director—Personal Sales

<b>PEARL</b> — Nancy M. Sutherland, <i>N. Stroud Area</i> .....	\$13,409
<b>DIAMOND</b> — Ava Lynn Roberts, <i>Go Give Area</i> .....	\$14,312
<b>RUBY</b> — Trina Smithe, <i>K. Isenhardt Area</i> .....	\$15,430
<b>SAPPHIRE</b> — Juanita Berumen, <i>G. Baez Area</i> .....	\$16,284
<b>EMERALD</b> — Pattie A. Robinson, <i>Go Give Area</i> .....	\$14,389

## Top Beauty Consultant—Personal Sales

<b>PEARL</b> — Deborah M. Carlisle, <i>R. Lockwood Unit, C. Williams Area</i> .....	\$20,557
<b>DIAMOND</b> — Cindy Spike, <i>D. Banker Unit, C. Kittson Area</i> .....	\$13,696
<b>RUBY</b> — Lisa Marie Lehman, <i>S. Zartman Unit, R. Hackleman Area</i> .....	\$16,544
<b>SAPPHIRE</b> — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i> .....	\$15,111
<b>EMERALD</b> — Yuko Yasuma, <i>M. Brandenburg Unit, Go Give Area</i> .....	\$16,612

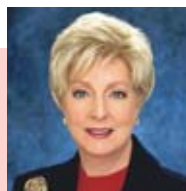
## Top Unit — Estimated Retail Production

<b>PEARL</b> — Kim L. McClure, <i>Go Give Area</i> .....	\$123,862
<b>DIAMOND</b> — Kim I. Cowdell, <i>T. Crayk Area</i> .....	\$137,902
<b>RUBY</b> — Ekene S. Okafor, <i>Go Give Area</i> .....	\$195,684
<b>SAPPHIRE</b> — Tracy Potter, <i>Go Give Area</i> .....	\$118,378
<b>EMERALD</b> — Marianne L. Anderson, <i>J. Bertalan Area</i> .....	\$133,112

## Top Team Builder

<b>PEARL</b> — Kim Deel, <i>L. Owens-Hale Unit, Go Give Area</i> .....	14 New Team Members
<b>DIAMOND</b> — Ingrid S. Naumann, <i>L. Shively Unit, D. Dunn Area</i> .....	18 New Team Members
<b>RUBY</b> — Antelma Martinez, <i>G. Grajeda Unit, Go Give Area</i> .....	14 New Team Members
<b>SAPPHIRE</b> — Rosemarie Y. Campos, <i>P. Mitchell Unit, V. Benjamin Area</i> .....	18 New Team Members
<b>EMERALD</b> — Christie Ehiobu, <i>H. Asare Jakpor Unit, S. Goodwin Monday Area</i> .....	17 New Team Members

**Sales Mentors** Special thanks to the sales mentors for the April 17, 2007, *New Independent Sales Director Education* class.



**Linda Scott**  
Executive Senior  
National Sales Director  
Diamond Seminar



**Cheryl Anderson**  
Future Executive  
Senior Sales Director  
Gainesville, Fla.  
Sapphire Seminar



**Dana Berry**  
Future Executive  
Senior Sales  
Director  
Shreveport, La.  
Emerald Seminar



**Kali DeBlender Brigham**  
Senior Sales  
Director  
Cordova, Tenn.  
Ruby Seminar



**Shari Kirschner**  
Senior Sales  
Director  
Chesterton, Ind.  
Pearl Seminar

**Top Unit Builders** Independent Sales Directors with 20 or more new unit members for April 2007.

### Pearl

Lisa Allison.....	39 New Unit Members
Terri Lewis.....	30 New Unit Members
Kristin Myers.....	30 New Unit Members
Alma Orrostieta.....	29 New Unit Members
Laurie Dyan Cantey.....	27 New Unit Members
Victoria Rachel Piccirilli.....	27 New Unit Members
Cheryl Marie Brown.....	23 New Unit Members
Socorro M. Infante.....	23 New Unit Members
Renee Brooks.....	22 New Unit Members
Linda F. Owens-Hale.....	22 New Unit Members
Menina M. Givens.....	21 New Unit Members
Penny J. Jackson.....	21 New Unit Members
Kim L. McClure.....	21 New Unit Members
Lourdes Clement.....	20 New Unit Members

### Diamond

Kim I. Cowdell.....	41 New Unit Members
Audrey K. MacDowall.....	34 New Unit Members
Maria Teresa Lozada.....	26 New Unit Members

Ana X. Solis.....	25 New Unit Members
Keysi Y. Colon.....	24 New Unit Members
Cruz L. Zaldivar.....	24 New Unit Members
Meyra Esparza.....	23 New Unit Members
Laurie Shively.....	23 New Unit Members
Anaitzel Avila.....	21 New Unit Members
Socorro Reyes.....	21 New Unit Members
Elyse Romano.....	21 New Unit Members
Bernadette Spriggs.....	21 New Unit Members
Evelinda Diaz.....	20 New Unit Members
Melissa Mays.....	20 New Unit Members
Yvonne Tazem.....	20 New Unit Members

### Ruby

Roli Akperi.....	38 New Unit Members
Cindy L. Yates.....	28 New Unit Members
Thessy Nkechi Nwachukwu.....	27 New Unit Members
Michelle Lee Paul.....	27 New Unit Members
Mariel Fedri.....	26 New Unit Members
Sherrie L. Clemons.....	25 New Unit Members

Kimberly Cavarretta.....	24 New Unit Members
Dorothy C. Ibe.....	23 New Unit Members
Candace Lyn Chambers.....	22 New Unit Members
Phuong L. White.....	22 New Unit Members
Dawn M. Montgomery.....	21 New Unit Members
Robin R. Tucker.....	21 New Unit Members
Chioma Ajaegbu.....	20 New Unit Members
Ekene S. Okafor.....	20 New Unit Members

### Sapphire

Gladis Elizabeth Camargo.....	57 New Unit Members
Katie D. Nichols.....	42 New Unit Members
Melva M. Slythe.....	36 New Unit Members
Mirna Mejia.....	35 New Unit Members
Lavarn Campbell.....	33 New Unit Members
Lorraine B. Newton.....	32 New Unit Members
Angelique M. Talbert.....	30 New Unit Members
Paola J. Ramirez.....	29 New Unit Members
Moleda G. Dailey.....	26 New Unit Members
Ana Maria Barba.....	24 New Unit Members

Jennifer L. Semelsberger.....	23 New Unit Members
Maria G. Diaz.....	21 New Unit Members
Patricia W. Mitchell.....	21 New Unit Members
Mooniemah Mary Ramsaran.....	21 New Unit Members
AnaMaria R. Cruz.....	20 New Unit Members

### Emerald

Maria Cristina Cuenca.....	43 New Unit Members
Marianne L. Anderson.....	35 New Unit Members
Helen Asare Jakpor.....	32 New Unit Members
Cory L. Kinchloe.....	26 New Unit Members
Sandra Lopez.....	25 New Unit Members
Mayra Smalley.....	25 New Unit Members
Amanda Norris Dixon.....	24 New Unit Members
Ann Shears.....	22 New Unit Members
Tanya Olivia King.....	21 New Unit Members
Julie B. Potts.....	21 New Unit Members
Janet Ravelo.....	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?



# Silver Wings and Heartstrings

Many of us have someone to thank for where we are today. Often more than one person has sown love and belief into our lives. They give wings to our dreams. They lift us to a higher purpose. Like angels on Earth, they put music in our souls that in turn brings a joyous song to other people's lives ...

The year was 1983, and as always, money was a hot topic. President Ronald Reagan proposed a \$165 billion rescue for the Social Security system, and corporate CEOs were drawing mega-million-dollar bonuses.

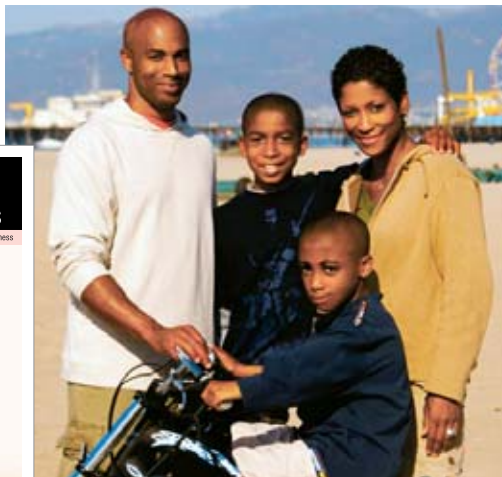
In an ordinary household in Los Angeles, one single mom wasn't thinking in numbers quite that big. But even though Marvel Aguabella had just started supporting her four children with her Mary Kay business, she was optimistic about their financial future. As Marvel went off to skin care classes and facial appointments, she made an impression on her 13-year-old daughter. "Every time she came home, she was wearing a big smile and carrying a gold bag with money in it," recalls Independent Executive Senior Sales Director Menina Givens.

“As I sat by her hospital bed, she made me promise that I would take this incredible opportunity all the way.”



Menina's mom, Independent Sales Director Marvel Aguabella, passed away in 1992.





Don't miss the Givens' inspiring story on the *Imagine the Possibilities* DVD, as they tell how the Mary Kay opportunity has transformed their lives. To obtain this fantastic team-building tool, go to LearnMK® on the Mary Kay InTouch® Web site.



Martica stood by Menina's side through the death of their mother and the birth of Menina's Mary Kay business. The two are more than mere sisters. They share the same fervent beliefs their mother breathed into their lives years ago.

When Menina turned 18, her mom tried to share the opportunity with her. "Of course, I said 'no,'" she laughs. "'Mary Kay' was for *her*. I had to be my own person. I thought she was the Mary Kay 'type' – outgoing, the life of the party, a people lover. That wasn't who I was."

One day two years later, when Menina asked for help with college expenses, she got a surprise. "Menina, I'll teach you *how* to make money," Marvel told her, "but I'm no longer going to *give* you money." Instead, Marvel took her daughter to a Mary Kay team-building breakfast, where Menina walked in with her arms folded. Afterward, though, she had to admit she was impressed. "Long story short," she confesses, "I signed my Independent Beauty Consultant Agreement that day and wrote my check for my Starter Kit."

## Nowhere to Go But Up

Menina's first two years were "awesome." After she started consistently holding skin care classes, she consistently had money. Her mother progressed too, and at Seminar 1992, Marvel thrilled her children when she walked across the stage as a Career Car driver and Independent Sales Director-in-Qualification. "Things were going great," shares Menina. She had no way of knowing that life was about to change.

Just after Seminar, Marvel told her daughter she was dying. "She had been sick for two years and didn't have the heart to tell us," says Menina. "Despite terminal illness, she debuted as an Independent Sales Director that November. She passed away less than two months later."

Devastated, Menina cried every day for six months. At Mary Kay success meetings, she cried again as she imagined her mother introducing herself as "that Money Makin' Mountain Movin' Marvel Aguabella!" Menina returned to her original life plan. She graduated from U.C.L.A. and landed a job as a sales rep with a top pharmaceutical firm. At 23, she had a company car and a generous starting salary of \$40,000. "I thought I had arrived," she says.

But life held still more surprises. Menina and her husband, Quentin, had a 5-month-old baby, \$20,000 in credit card debt and another \$15,000 in student loans. "We were living paycheck to paycheck, making minimum payments on all our cards," she says. "We needed a way out."

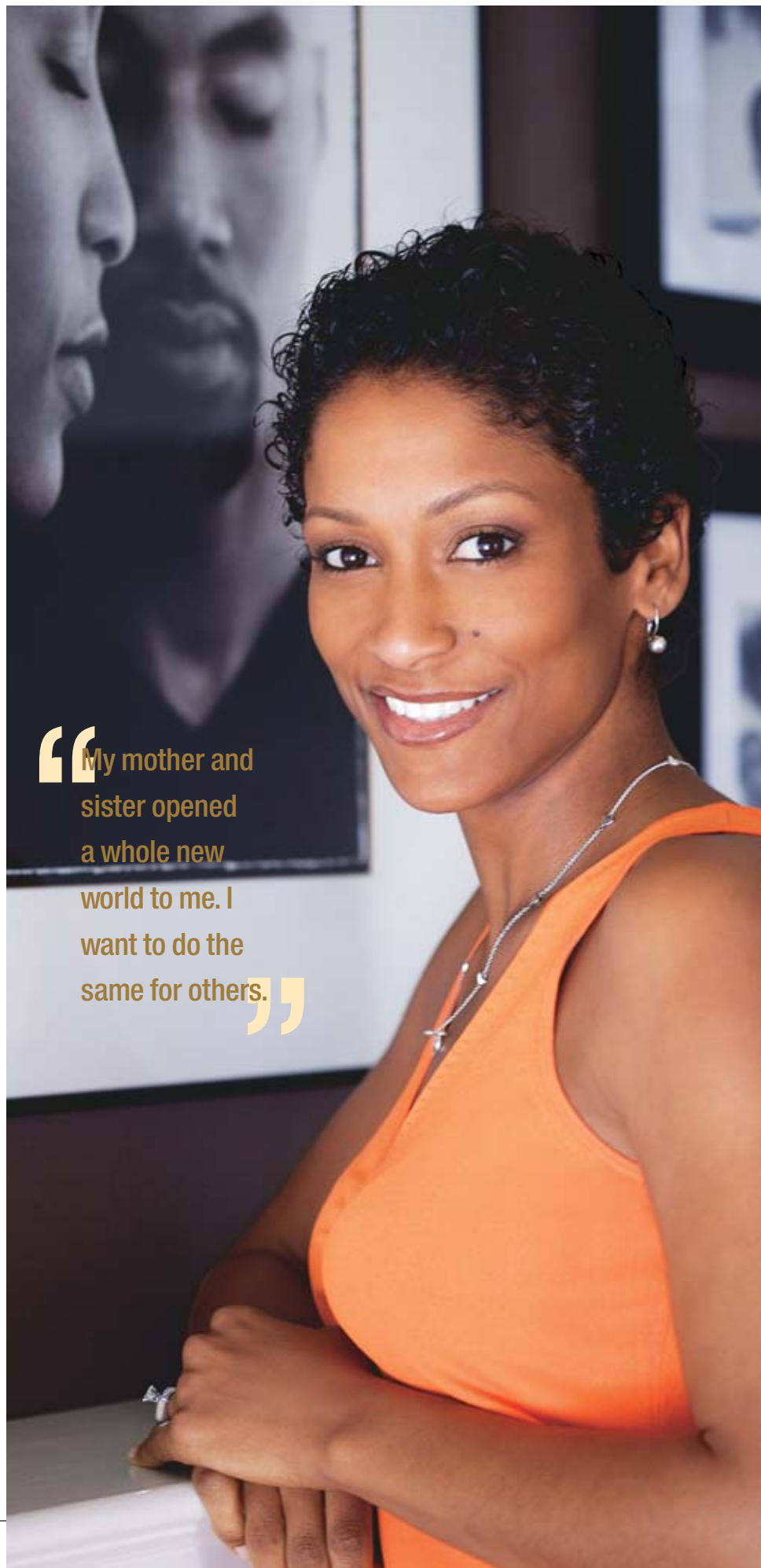
## Tears Gave Way to Triumph

As though their mother were orchestrating from above, Menina's big sister, Independent Senior Sales Director Martica Jenkins, had continued her Mary Kay business after Menina dissolved hers. Martica was going on-target for her Career Car while Quentin and Menina were struggling with bills. "Tica needed two more people, so guess who she called?" laughs Menina. In August 1994, Menina agreed to give Mary Kay another try – "but only part-time" – just to erase her debt.

Then came one of those moments that changes a life forever.

At her Independent Sales Director debut, Martica presented Menina with their mother's Grand Achiever scarf. She challenged her baby sister to earn the use of a Career Car and become an Independent Sales Director. Tears still





“My mother and sister opened a whole new world to me. I want to do the same for others.”

well in Menina's eyes as she thinks about that turning point. "I took her challenge to heart," she says quietly, adding that she finished DIQ requirements and was driving her first Career Car a short time later. At 25, she finally understood what she calls God's plan for her life.

Working her business one sale at a time, Menina steadily arrived where she is today. "My mom's legacy of perseverance and persistence continues through Tica and me. As I sat by her hospital bed, she made me promise that I would take this incredible opportunity all the way. Throughout her sickness, she stood as a point of faith for us. After all those years of instilling Mary Kay Ash's values into us, saying nothing was impossible; that 'what you think about, you bring about'; and 'if you believe it, you can achieve it'; she could not and would not quit until she got the job done!"

After an abandoned start and an emotional roller coaster that plunged her into the valley of grief, Menina has ascended to exciting new heights. So what's different this time?

"This time my purpose is crystal clear," she says confidently. "There are women out there who need me and this opportunity." Women like one of Menina's offspring Independent Sales Directors who called from her daughter's field trip crying happy tears. "She thanked me for sharing the opportunity so she could be a stay-at-home mom. Because of the difference this opportunity makes, I'll never give up my Mary Kay business again. My mission can take me all the way to Independent National Sales Director. So many lives have been affected in positive ways because I made the right decision years ago."

## More Than She Could Have Imagined

Today Menina and Quentin are out of debt, and she says "debt-free" is a fabulous place to be. Looking back, she sees that her life has grown rich in ways she never imagined. She is a stay-at-home mom to Tyler, 13, and Dylan, 10. "I enjoy being my own boss, and I can attend every school function without answering to anyone. I'm so blessed to be surrounded by 'abundance thinkers' like me," she reflects, "women who know the sky is the limit. My mother and sister opened a whole new world to me. I want to do the same for others."



# Log On and Be Wowed!

## Mary Kay InTouch® Web Site Redesigned

We're thrilled to announce a newly redesigned, easy-to-use Mary Kay InTouch® Web site! Beginning July 16 when you log on, you'll experience a fresh, new site built with you in mind. The redesigned site is simple and gives you what you need, when you need it. Here are some highlights:

### 1 Home Pages Tailored to Career Path Status

Now your Mary Kay InTouch® Web site contains home pages tailored to fit your career path status. Whether you're a new Independent Beauty Consultant, seasoned Independent Beauty Consultant, Independent Sales Director-in-Qualification, new Independent Sales Director, Independent Sales Director or Independent National Sales Director, the Web site will recognize you by *your* career path status and display the information you need to succeed in *your* business.

### 2 Global Navigation

One exciting change is the new global navigation. Now the great information that you have come to expect on the Mary Kay InTouch® Web site can be found easily by using the always available, top-level categories in the global navigation: **Ordering, Business Tools, Products, Education, Heritage, Special Events, Recognition and Resources.** Simply roll over the headings to find what topics are in each category. You'll be able to stay on track because those headings will stay with you so you can easily find your way back or go to your next topic quickly.

### 3 News Desk

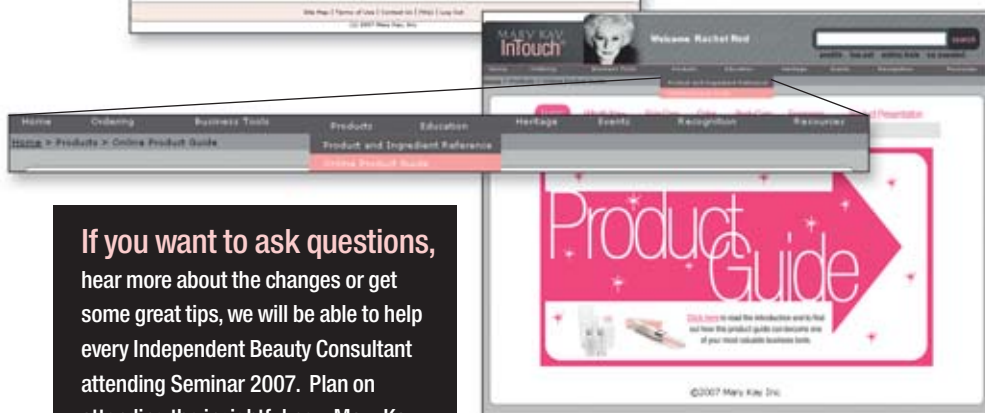
The News Desk is now on the left side of every home page. The newest, hottest, must-see news is just a click away.

**Preferred Customer Program**

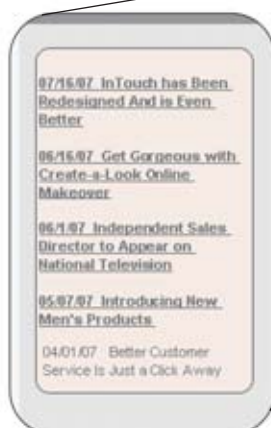
**Personal Web Site Manager**

**Star Recruiter**

**MKConnections**



If you want to ask questions, hear more about the changes or get some great tips, we will be able to help every Independent Beauty Consultant attending Seminar 2007. Plan on attending the insightful new Mary Kay InTouch® Web site classes on Day 0, and come by the booth at the Seminar Expo. You can also contact the Mary Kay InTouch® Help Desk by phone or e-mail.



# Selling Equals Success

## Lessons Learned From a 10-Show Week



Before she could convince the Independent Beauty Consultants in her unit that selling equals success, **Independent National Sales Director Dalene Hartshorn** had to prove it. She did it by holding 10 shows in one week earlier

this year as a way to honor Mary Kay Ash, who was the originator of this very challenge.

"What I discovered is that Independent Beauty Consultants can still make a living in this business by selling the product," shares Dalene, who first held a 10-show week in 1975, just one year after starting her Mary Kay business.

This time, Dalene opted to hold all 10 appointments in her own home. In one week, she sold \$3,000 in suggested retail product. The 10-show week reminded Dalene how fun it is to hold classes and sell the product.

"The results amazed me," Dalene says. "It reconfirmed why I started my Mary Kay business and why I stayed in business. You *will* earn money by selling."

But the key is actually doing it! As Mary Kay Ash always said, "Work will win where wishing won't." As you begin a new Seminar year, why not consider taking on Dalene's challenge or at least setting a goal to hold three skin care classes a week? As you plan, here are a few reminders to help you get back to the basics of selling:

### Classes Count

Skin care classes. Shows. Parties. Product previews. Whatever you call them, it's been proven time and again that skin care classes bring in more business than any other source. Holding classes can help you reach more people at once, and nothing can substitute for the face-to-face connections that build trusting relationships. Skin care classes are where you begin to develop the relationships that lead to a "deep and wide" customer base – one that includes many customers who turn to you for all their skin care and cosmetics needs. To optimize her selling opportunities, Dalene made sure at least three women attended the shows she held.

### Booking Is Key

Booking a skin care class or color consultation is the first step to selling success. Dalene booked 10 shows in one week by telling hostesses about her goal to honor Mary Kay Ash and asking them to share in the experience. Hostess program gifts and credit, as well as other specials you may offer, can entice hostesses. And with each quarterly promotion, you'll find exciting seasonal party ideas on the Mary Kay InTouch® Web site to share with potential hostesses.

### Customer Service Essentials

Once you begin holding classes, following up with customers who purchase is crucial. Mary Kay Ash herself said, "The best salespeople work with their customers as facilitators and create a partnership that enhances the selling relationship."

Successful independent sales force members call customers to review customers' likes and dislikes. It's the first step in showing that you care and understand a customer's needs.

Once a customer knows you care, she'll be more likely to turn to you again and again for all her beauty needs!

The LearnMK®

Media Source features more information on selling, including the *Set the Pace for Success, Vol. II: Leading the Way* (4-CD set), available for \$10.



### Getting Back to Our Roots

If a 10-show week seems overwhelming, then why not focus on three or five? **Independent Senior Sales Director Peg Janssen** of Manhattan, Kan., a member of Dalene's NSD area, simply started working more. At five classes alone, she sold a total of \$2,400. "It feels so good to be out in the field once again working full circle," Peg says. "This past month has been my best in years just because I went back to working my business."

# Celebrate ... Being a Star

**T**his quarter marks the beginning of our 45th anniversary year-long celebration, and we're looking forward to celebrating 45 years of enriching women's lives<sup>SM</sup> with you at Seminar 2008! Make sure you're a part of the festivities by taking part in the Star Consultant program and the *All-Star* Star Consultant Consistency Challenge. Exclusive rewards, a fabulous luncheon, onstage recognition – these can all be yours in 2008.



## Celebrate ... Our 45th Anniversary

When you achieve Star Consultant status in any given quarter from June 16, 2007 – June 15, 2008, you'll receive the commemorative 45th anniversary pin. It's a beautiful reminder that one woman's dream is being lived every day by women like you.



## Celebrate ... Your Business

As a Star Consultant, you deserve rewards and recognition for the hard work you do! This year's exclusive prizes run the gamut from business to simple pleasures. You can select from the all-new Business by Design Collection, elegant jewelry and even American Express gift cards you can earn each quarter and save for your own unique celebration. Be sure to take a look at the new *Star Consultant* brochure for Quarter 1, included in this issue of *Applause*<sup>®</sup> magazine, to view the prizes and make *your* wish among the stars. You also can go online to the Mary Kay InTouch<sup>®</sup> Web site for all the details.

## Celebrate ... Consistency With the All-Star Consistency Challenge

From June 16, 2007 – June 15, 2008, meet the total year-end minimums, and you can earn even more Star Consultant rewards! And when you achieve three consecutive quarters of Star Consultant status from June 16, 2007 – March 15, 2008, you can qualify for Priority Awards Seminar 2008 registration!

## Celebrate ... Today!

Yesterday was wonderful, but today is fabulous! We can't wait to watch *you* shine as a Star Consultant during this very special 45th anniversary year!

### All-Star Star Consultant Consistency Challenge Charms



#### \$7,200 Sapphire Year\*

- ◆ Sapphire Crystal 45th Anniversary Charm



#### 9,600 Ruby Year\*

- ◆ Ruby Crystal 45th Anniversary Charm



#### 12,000 Diamond Year\*

- ◆ Diamond Crystal 45th Anniversary Charm



#### 14,400 Emerald Year\*

- ◆ Emerald Crystal 45th Anniversary Charm
- ◆ Invitation to the Seminar 2008 *All-Star* Luncheon



#### 19,200 Pearl Year\*

- ◆ Faux Pearl 45th Anniversary Charm
- ◆ Invitation to the Seminar 2008 *All-Star* Luncheon
- ◆ Onstage Recognition at Seminar 2008

\*An Independent Beauty Consultant must be a Star Consultant every quarter and meet at least \$7,200 in year-end wholesale production. Higher categories may be achieved by wholesale production and/or qualified new personal team members. A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company within the same contest quarter.



# Reflections From Mary Kay

“When we have nothing in our futures to anticipate, a void exists. Think about it. Don't our biggest thrills in life come from realizing goals? Having a purpose is so important to life that you must cherish your goal and give it priority. Of course, this means sharing it with your husband and children.”

– Mary Kay Ash



## Dates to Remember

### JULY 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				

### AUGUST 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	

- 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. Commitment Form available until midnight Central time.
- 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:

- July 1:** Seminar 2008 contest period begins. *Class of 2007* Offspring Challenge ends.
- July 4:** Independence Day. All Company and branch offices closed. Postal holiday.
- July 15:** Postmark deadline to earn the Month 1 product bonus.
- July 16:** Month 2 product bonus begins. Fall/Holiday 2007 Preferred Customer Program online enrollment and mail enrollment begins. 2007-2008 Preferred Customer Program Consistency Challenge begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.
- July 18:** Pearl Seminar begins. Cancellation deadline for Pearl Seminar.
- July 20:** June Career Car qualifier paperwork due to Company.
- July 21:** Summer 2007 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.)
- July 22:** Diamond Seminar begins. Cancellation deadline for Diamond Seminar.
- July 25:** Ruby Seminar begins. Cancellation deadline for Ruby Seminar.
- July 29:** Sapphire Seminar begins. Cancellation deadline for Sapphire Seminar.

#### Next Month:

- Aug. 1:** *Class of 2008* Offspring Challenge begins; Emerald Seminar begins. Cancellation deadline for Emerald Seminar.
- Aug. 5:** Last day to receive Fall/Holiday 2007 Preferred Customer Program quarterly enrollment mail orders.
- Aug. 15:** Postmark deadline to earn the second monthly product bonus.
- Last day to enroll online for the Fall/Holiday 2007 Preferred Customer Program mailing of *The Look*, including an exclusive sampler of the new Bella Belara™ Eau de Parfum.
- Aug. 16:** Third monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.
- Aug. 20:** July Career Car qualifier paperwork due to Company.
- Aug. 21:** New Independent Sales Director Education begins for Independent Sales Directors who debuted June 1 and July 1.

# Staying True to What We Know

When Mary Kay Ash founded her Company, she began with the highest ideals. The Company would operate on the premise of the Golden Rule, with honesty and integrity as its cornerstones.

Today, more than 1.7 million Independent Beauty Consultants around the world enrich the lives of women by sharing Mary Kay® products and the Mary Kay business opportunity. As Mary Kay said so many times, “No greater opportunity for women exists than the one we have to offer.”

While we know your belief in Mary Kay and her Company is unshakable, there are others who may approach you, your unit members or your customers with negative information about Mary Kay® products or the opportunity in an attempt to advertise their own products or opportunity. You may want to keep the following responses in mind:

- **Stay true to what we know.** With products of the highest quality and an unparalleled business opportunity, it's easy to see why more than 1.7 million women throughout the world sell Mary Kay® products. And our recent research shows that women who use Mary Kay® products *love* them! In fact, the Company achieved another year of record results in 2006, with nearly **\$2.25 billion** in wholesale sales.
- **Confidence comes with knowledge and experience.** If you're approached with a product or product ingredient untruth or misconception, you might say something like, “It's interesting that you should say that. With more than 40 years of experience in the industry, Mary Kay continues to meet customer demands in an ever-changing environment. I know our laboratories carefully evaluate and select our product ingredients from around the world. Through significant knowledge and experience, Mary Kay confidently delivers high-performing, clinically-tested — and the safest — products to our valued customers.” You also can direct customers to **The Science Behind the Beauty** Web site from your own Mary Kay® Personal Web Site or at [www.marykay.com](http://www.marykay.com).

- **Take the high road.** Mary Kay never “knocked” the competition. She felt that the most valuable assets we carry with us are our integrity, our reputation and the good, honest name upon which we can build our future. Why not consider what it says about someone else if she has to tear others down to make herself look good? You might want to share something like, “Are you interested in pursuing an opportunity with a positive company that only speaks of its own products or a company that uses scare tactics and negativity to sell its products?” With responses like these, you may just cause someone to step back and think about her *own* opportunity!
- **Follow the Golden Rule.** When approached by others who may choose to use the above-described tactics relating to Mary Kay® products, commission program and/or other incentive programs, you may be tempted to create your own version of a comparison between Mary Kay and another company and share it with potential team members and/or your sister Independent Beauty Consultants via e-mail or in fliers or other written materials. Creating these types of materials on your own can be risky because you may be inadvertently misstating facts about another company. Disseminating such information can not only cause legal scrutiny for both you and Mary Kay, it also contradicts the Golden Rule philosophy upon which the Mary Kay opportunity was built. You certainly don't want other companies disseminating incorrect facts about Mary Kay, so it is wise to avoid putting yourself in a situation where you may inadvertently do the same thing to another company!

## Tune Up With Stars in Red

Great news, Independent Beauty

Consultants! Achieve Star Consultant

status from June 16 – Sept. 15, 2007,

and be a Star Recruiter or above with

the highest number of total contest

credits in Quarter 1, and you could have

a chance to attend the Country Music

Association Awards in November. You'll

want to attend Seminar 2007 to hear

all the details!

## You Can Pick Up the Pace!

Have you discovered the spanking new lessons on LearnMK®? These success sessions complement *Set the Pace for Success, Vol. 1* and *Set the Pace for Success, Vol. II: Leading the Way* CD series and further your opportunity to reach your full potential. You can get connected by logging on to the Mary Kay InTouch® Web site. Don't delay, LearnMK® today!

# Never Ship Products Out of the Country

As an Independent Beauty Consultant in the United States, you should never ship or deliver Mary Kay® products outside the United States and its territories for the purpose of selling to consumers. This includes shipping products to other Independent Beauty Consultants who have been reassigned to a U.S. military base abroad. Here's why:

- The products you receive are labeled for distribution only in the United States and its territories. They may not be properly labeled according to the regulations of other countries, some of which are very stringent.
- Some countries require the seller or shipper to pay certain taxes. If the taxes are not paid by the seller or shipper, a country may demand the Company pay the required taxes and possibly a penalty. If this happens, it could affect the operation of a Mary Kay subsidiary in that country until the penalty has been paid. Even then, the Company might have to cease operating (or never be allowed to begin operating) in that country. As a result, if you export to or sell Mary Kay® products in other countries, you may place yourself and the Company in a serious legal position. Not only could this seriously hamper the Company's foreign expansion, it also could jeopardize your status as an Independent Beauty Consultant.
- Mary Kay® products manufactured in the United States and then shipped to or transported to other countries without the duty being paid may be priced to the consumer much lower than Mary Kay® products manufactured and taxed in those countries. What's more, even though products manufactured by our foreign subsidiaries are of equal quality, Mary Kay® products manufactured in the United States may be perceived as more attractive or of better quality by foreign consumers.

You also should be aware of unscrupulous individuals who may attempt to have products shipped to a country where there is no Mary Kay presence. These typically are not

end users of our products but individuals who may be attempting to sell these products in other ways such as at retail outlets, flea markets and

online auction sites.

If you have questions, please contact Legal Resources at (972) 687-5777.

## BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order July 16 – Aug. 15, 2007.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Mary Kay® Facial Cleansing Cloths	\$15
\$1,200 sugg. retail/ \$600 wholesale	2 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards	\$30
\$1,600 sugg. retail/ \$800 wholesale	3 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards	\$45
\$2,400 sugg. retail/ \$1,200 wholesale	4 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards	\$60
\$3,600 sugg. retail/ \$1,800 wholesale	5 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards 1 Travel Roll-Up Bag	\$75
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards 2 Travel Roll-Up Bags	\$75
\$6,000 sugg. retail/ \$3,000 wholesale	5 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards 3 Travel Roll-Up Bags	\$75
\$7,200 sugg. retail/ \$3,600 wholesale	5 Mary Kay® Facial Cleansing Cloths 1 Color 101 Cards 4 Travel Roll-Up Bags	\$75

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

See the July issue of *Applause*® magazine for the current *Ready, Set, Sell!* bonus values and the *Ready, Set, Sell!* brochure for additional details.

\*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 August 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 under "Recognition."



**Emily Sims**

## **Diamond**

Independent Executive Senior Sales Director

**Began Mary Kay**  
June 2000

**Sales Director Debut**  
June 2001

**Offspring** seven first-line;  
one second-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; two-times Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$80,577

**Personal** Lives in Gulf Breeze, Fla. Husband, Steve; daughter, Addie

**Favorite Quote** "Are you four times as likely to describe the strength of God as you are the demands of your day?"

**Independent Beauty Consultant JoEllen Bare of Gulf Breeze, Fla.,** says, "Shortly after becoming part of Emily's unit, I had a family crisis, and Emily continually reassured and supported me when I truly needed it most. The combination of Emily's energy and excitement is so contagious that you just want to be a part of it. She makes everyone in her unit feel very special."



**Virgilia Gross**

## **Ruby**

Independent Future Executive Senior Sales Director

**Began Mary Kay**  
January 1997

**Sales Director Debut**  
December 1999

**Offspring** three first-line  
**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$29,051

**Personal** Lives in Mastic Beach, N.Y. Husband, Thomas; sons: Ian, Jesse, Tommy, Patrick; daughter, Danica

**Favorite Quote** "The Lord is my shepherd; I shall not want." Psalm 23:1

**Independent Beauty Consultant Avette Ware of Patchogue, N.Y.,** says, "During my hospital stay after a car accident, Jill's frequent visits and encouragement inspired me to stay focused and optimistic. She nurtured my desire to help others as she readily delivered products and samplers to the hospital staff and patients who became my Mary Kay customers."



**Jenny Robles**

## **Sapphire**

Independent Sales Director

**Began Mary Kay**  
July 1996

**Sales Director Debut**  
December 2002

**National Sales Director**  
Jill Moore

**Honors** Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Double Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$58,958

**Personal** Lives in Springfield, Va. Husband, Bryan

**Favorite Quote** "We demolish arguments and every pretension that sets itself up against the knowledge of God, and we take captive every thought to make it obedient to Christ." 2 Corinthians 10:5

**Independent Beauty Consultant Michelle Martinez of Falls Church, Va.,** says, "Jenny leads her unit by example. She always celebrates our successes, large and small. Jenny actively volunteers at her church and taught herself Spanish in order to reach the Hispanic community."



**Talvia Peterson**

## **Emerald**

Independent Executive Senior Sales Director

**Began Mary Kay**  
December 1999

**Sales Director Debut**  
May 2001

**Offspring** six first-line;  
six second-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; two-times Queen's Court of Sharing; two-times Circle of Achievement; Double Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$85,970

**Personal** Lives in Fairburn, Ga. Husband, Ivey; daughter, Sania  
**Favorite Quote** "Success lies not in how well-known you are, but how well respected ... not in your power to take, but your willingness to give. It is measured by the height of your aspirations, the breadth of your vision, the depth of your convictions."

**Independent Beauty Consultant Joan Trezevant of Stockbridge, Ga.,** says, "Talvia has opened her heart and teaching center to many, and I appreciate what she has done for me and my team members. She has the most enthusiastic spirit. She encourages, motivates and always includes her 'A-Team.'"



**Mary Stuart Smith**

## **Pearl**

Independent Future Executive Senior Sales Director

**Began Mary Kay**  
April 1991

**Sales Director Debut**  
July 1997

**Offspring** three first-line;  
one second-line


**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; six-times Circle of Achievement; Triple Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$65,389

**Personal** Lives in Jacksonville, Fla. Husband, Allen; son, Austin

**Favorite Quote** "Therefore encourage one another and build each other up, just as in fact you are doing." 1 Thessalonians 5:11

**Independent Sales Director Laurie James of Lafayette, La.,** says, "Mary Stuart consistently adopts unit members in the area without hesitation. She teaches the Go-Give® spirit and often travels to other parts of Florida or the United States to help other Independent Sales Directors and Independent Beauty Consultants achieve their goals!"



Mary Kay believes every woman is a “model of beauty” — and that deserves to be celebrated. So enter the Mary Kay® Model of Beauty™ Search for your opportunity to be featured in *The Look!* A total of four grand prize winners will get:

- A professional makeover and photo session for the opportunity to appear as a “model of beauty” in *The Look*.
- A trip for two to New York City for the photo shoot.
- A \$500 shopping spree.

Plus, in honor of our 45th anniversary, 45 runners-up will receive products from the new Mary Kay® Body Care Collection.

## Enter to WIN the Model of Beauty™ Search!

Enter yourself or refer this information to a girlfriend who is a “model of beauty” for women — beautiful from the inside out. Then you, or the girlfriend you refer, can get a free personalized makeover with your Independent Beauty Consultant and the opportunity to be one of the grand prize winners!

### It's fun and easy to enter the Mary Kay® Model of Beauty™ Search!

1. Get together with your Independent Beauty Consultant now through Sept. 15, 2007, for a free personalized makeover.
2. Have your Independent Beauty Consultant take before-and-after photos of you.
3. Complete the entry form from your Independent Beauty Consultant. Be sure to tell us what makes you feel like a “model of beauty.” Attach your photos to the entry form and mail it to be received no later than Sept. 21, 2007.

Get ready to pack your bags! You could be off to New York City to be a Mary Kay® Model of Beauty™!

**The search is on! So call me,  
your Independent Beauty Consultant, today!**

Visit my Mary Kay® Personal Web Site or  
[www.marykay.com](http://www.marykay.com) for more details and the  
complete Official Rules and how to enter.

MARY KAY®



# Share With Others, and the **Rewards** Will Be Yours!

## Queen's Court of Sharing Bee Focused in 2008!

You can go on-target for the prestigious Queen's Court of Sharing at Seminar 2008 when you achieve the *Bee Focused!* Challenge. This challenge helps you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces. By achieving each piece, you'll be steps closer to the ultimate prize!

Independent Beauty Consultants and Independent Sales Directors who:

Add at least **12** qualified\* new personal team members from July 1 – Dec. 31, 2007, will receive a pair of crystal bee earrings.

Add at least **16** qualified\* new personal team members from July 1, 2007 – Feb. 29, 2008, will be recognized at Career Conference 2008 and will receive a crystal bee necklace.

Add at least **24** qualified\* new personal team members from July 1, 2007 – June 30, 2008, will be recognized\*\* onstage in the Queen's Court of Sharing at Seminar 2008. Qualifiers will receive their choice of a special 45th anniversary-edition dazzling diamond ring or diamond and pink sapphire bee pin.

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. The same rules for the maximum number of new team members in a month as for the Queen's Court of Sharing apply.

\*\*A maximum of 13 new actual team members in any calendar month may count toward the 24 required. 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.



## MARY KAY®

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