

AUGUST 2009

Applause[®]

MARY KAY[®]
Enriching Women's LivesSM

The Ultimate
Multitasker:
Mary Kay[®] Tinted Lip
Balm Sunscreen SPF 15*

Help Customers
Find a **Foundation**
Shade They'll Love

Plan Now for
Seminar 2010:
Success Awaits You!



Applause® August 2009

get it free[†]

WITH YOUR ORDER

July 16 – Aug. 15, 2009



Mary Kay® After-Sun Replenishing Gel

This ultralight, cool blue gel is a soothing sensation. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.

Color Cards/Women's Eau de Toilette Sampler Cards

Revised Color Cards feature color samplers and application instructions and are great for skin care classes and handing out on the go. The Women's Eau de Toilette Sampler Card introduces your customers to light fragrance options. One pack of five each of Color Cards in Reds, Metals and Pinks plus a pack of six Women's Eau de Toilette Sampler Cards are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Mary Kay® Brush Collection

This collection of five professional-quality brushes housed in a ready-to-travel, tri-fold organizer makes any woman feel like a makeup artist. It's your BizBuilders bonus starting with a \$1,200 wholesale Section 1 order.

For more details on BizBuilders bonuses, see Page 27.

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



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New Lip Balm Makes a Big Impact

Look out competition! New regular-line Mary Kay® Tinted Lip Balm Sunscreen SPF 15* offers moisture, protection and color in one outstanding formula. Combined with a Mary Kay® Mineral Bronzing Powder and a Mary Kay® mascara, you can create Two-Minute Looks at great values.

*Over-the-counter drug product

make a strong start.

The time is right! Mary Kay has products that women want and an opportunity with the flexibility they need. And you can turn that into your best Seminar year ever! By setting goals and putting plans to paper now, you can create the lifestyle you've always wanted with a business equal to your ambition. As Mary Kay Ash said, "Remember that all your goals and all your desires are of no value unless you put them into action. Don't put it off till tomorrow. Do it today!" This could be *your* year. **Make it happen!**

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Which Foundation Shade Is Right?

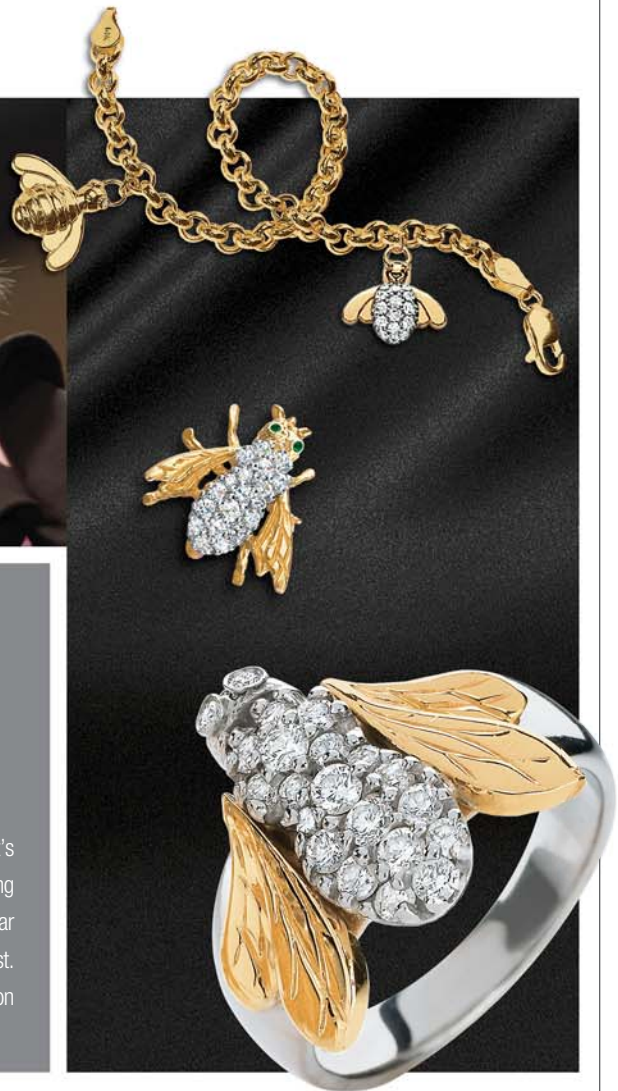
No makeup is more personal to a woman than her foundation. Help your customers find the perfect shade through sampling and other tools that can lend a helping hand.



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Start Planning for 2010

When was the last time you attended Seminar? If it's been a while, 2010 is a great year to go! Start planning now to attend the biggest function of the Mary Kay year and give your business – and your confidence – a boost. (Need motivation? Check out the dazzling jewelry on Page 10 that could be yours!)





Offer your customers **a lip product that does it all!**

Sheer Hydration Sensation

MaryKay® Tinted Lip Balm Sunscreen SPF 15* does it all: colors, protects and moisturizes at a super value. It's the ultimate multitasker for those times when your lips need more than color. The botanical-enriched formula is filled with the goodness of ingredients like jojoba oil and shea butter, soothing and moisturizing on contact as it delivers a sheer wash of color in five amazing shades.** Each shade was developed by a professional makeup artist to look great on all skin tones.

Providing broad-spectrum protection against harmful UVA/UVB rays, this silky balm also contains the antioxidant power of vitamins A and C to help neutralize damaging free radicals. You'll love the way it delivers a hint of shine without feeling sticky and how it helps keep lips from getting chapped or feeling dry.

The twist-up tube reveals the product for easy application and features a color button for quick shade identification. **\$13**

*Over-the-counter drug product

**Contains a hint of vanilla flavor that imparts a pleasant taste without an added fragrance

Product price is suggested retail.



Why lip balms? And why now?

To put it simply, lip balm products are hot, making this the prime time for the Company to offer Mary Kay® Tinted Lip Balm Sunscreen SPF 15*. Lip balm is the fastest-growing lip product category, and that trend is expected to continue. Now you can offer them too!

According to expert research, women ranked lip moisturizer as their “must-have” beauty product, placing it above eyeliner, perfume, concealer, lip gloss, blush and eye color. This all leads to strong sales potential and indicates a hungry appetite for Mary Kay® Tinted Lip Balm Sunscreen SPF 15* among your customers.

Who wants it?

Mary Kay® Tinted Lip Balm Sunscreen SPF 15* addresses an unmet lip color product need in the Mary Kay® lip category. Women are seeking multi-functional products like this one that provide color, sunscreen protection, moisturization and good-for-your-skin ingredients. Busy women who want to simplify their lives are going to love this product because it's quick, easy to apply and looks great. It's perfect for those who want an alternative to a lipstick or lip gloss product. And it appeals to younger women who don't need or want heavy color on the lips. The beauty of lip balm is that it's quick, functional and gorgeous by itself! (Remember, not all women are created equal, and not every woman wants full color on her lips.) This product gives your customers another option for beautiful, healthy-looking lips.

Plus, with jojoba oil, shea butter and vitamins A and C, your customers will find the botanical-enriched ingredients they're looking for. It provides excellent sunscreen protection for those who spend time outdoors, and it offers vitamin-enriched moisturization to keep your lips looking healthy. Mary Kay® Tinted Lip Balm Sunscreen SPF 15* is certainly what women want! ■



Posh and Portable

Slip the slim, sleek tube into your pocket, cosmetic bag or purse! Even without a mirror, Mary Kay® Tinted Lip Balm Sunscreen SPF 15* is simple and easy to apply.

Color button for quick shade identification. The button shows the shade as applied.



Other Products to Promote With Lip Balm

You can offer this summer's Two-Minute Looks featuring a Mary Kay® Tinted Lip Balm Sunscreen SPF 15*, a Mary Kay® Mineral Bronzing Powder, a Mary Kay® mascara and free bag while supplies last. See Page 9 of this *Applause*® magazine for details. Remember, bronzers can be used as eye and cheek colors and for contouring. These looks offer modern, fast makeup looks that help busy women get out of the door quickly – the “must-haves” for every day.

Quick Lip Tip

The lips are one of our most exposed skin areas and, as a result, can be very vulnerable. Because lips have a thinner protective barrier than other areas, they tend to dry out more quickly. Be sure to take extra precautions to keep lips soft and healthy, such as drinking plenty of water and keeping them protected.

Miracles Happen!

The basis for beautiful, glowing and healthy skin

Using the Miracle Set every day can help you achieve smoother, softer, firmer skin with fewer lines and wrinkles. It's never too early or late to start! A multistep approach to combat the signs of aging, the Miracle Set offers 11 benefits in one skin care regimen: cleanse, exfoliate, freshen, hydrate, smooth, firm, soften, protect, energize, rebuild and reduce fine lines and wrinkles. To get the best results from these enriched age-fighters, you should use Miracle Set products together on a daily basis.

“The Miracle Set has so many benefits packed into an easy-to-use system that is great for my skin.”
— Mary Z., Waukesha, Wis.
Preferred Customer

Benefits

Results seen by a dermatologist on panelists in a 12-week clinical study:

- 83% had a reduction in fine lines and wrinkles.
- Up to 25% improvement in skin elasticity.
- 100% had softer, more supple skin.
- 46% improvement in more even skin tone.



TimeWise® Miracle Set, \$90. Add a foundation of your choice starting at \$14.

TimeWise® 3-In-1 Cleanser combines age-fighting benefits plus three essential skin benefits in one product to cleanse, exfoliate and refresh. **\$18**

TimeWise® Age-Fighting Moisturizer helps guard against free radicals to help skin look and feel smooth and radiant. **\$22**

Together, TimeWise® Day Solution Sunscreen SPF 25* and TimeWise® Night Solution deliver our exclusive Pronewal® System with crucial protection during the day and boosted renewal at night. **\$30 each**

A Mary Kay® foundation helps to protect your skin from the environment as it evens skin tone and covers flaws for a healthy, glowing look. **Starting at \$14**

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

find the right shade.

did you know?

Mary Kay® Mineral Powder Foundation is becoming the foundation of choice for many of your customers.

did you know?

More than 276 million faces have been touched by Mary Kay® foundations!

Women want a makeup foundation that suits their lifestyles, their skin types and their skin tones! Is that too much to ask? Of course not! And you have just what they want. With multiple Mary Kay® foundations and formulas in an extensive range of natural-looking shades, you can give your customers the flawless finish they've been looking for. Here are some suggestions for helping them find the perfect foundation.

Product Central: Foundations

When it comes to recommending a foundation, the "Product Central" section of the Mary Kay InTouch® Web site is your one-stop learning tool for becoming a foundation expert – whether your customers need extra coverage or prefer a weightless powder.

Under "Products," select **Product Central > Comparison and Shade Conversion Charts**. This will link you directly to a newly updated Foundation Comparison Chart and new shade charts that can assist in recommending the right shade. Also, when you select a foundation product, you'll see links to information specifically about that product, such as:

Shades	Application	Want More Selling Tips?
Claims and Benefits	Ingredients	
Target Customer	Product Characteristics	

Under "Want More Selling Tips?" click on "Tips for Finding the Right Shade" to learn how to do "stripe tests" on the jawline and how to use the Mary Kay® Foundation Shade Selector that came with your Starter Kit.

Sampling

But don't leave it at that! If your customer prefers Mary Kay® Medium-Coverage or Full-Coverage Foundation, you can offer her several foundation shade samplers to try so she can experiment for herself and select the shade that works best for her.

For other foundations, do your best to help her select the shade that best matches her skin tone with the tools mentioned above. It's important to keep in mind that the shade-matching charts provided by the Company are designed to find the best match available, but they may not always be a perfect match for a discontinued shade that someone may have used in the past. That's why trial and error is sometimes necessary in helping a woman find her personal foundation shade preference.

Satisfaction Guarantee

If your customer is not fully satisfied by her foundation shade purchase, then remind her about the Mary Kay 100 percent satisfaction guarantee. Offer her a different shade to try or simply return her product. That's the best Golden Rule customer service you can provide, assuming she does not find a foundation that suits her needs.

But in all likelihood, your customers will appreciate the "above-and-beyond" service you've offered and will return to you again and again for their makeup and skin care needs. Just remember, foundation matching is a matter of "trying until you get it right," and that will help you cultivate customers for life!

help make the sale with these business boosters.

You can offer Golden Rule customer service and give your customers the best value around!

» **The Look Combines Fall and Holiday With a Twist**

And we mean literally! The front of the fall/holiday issue of *The Look* opens by sharing beautifully romantic fall makeup trends. Then, you can flip the book over (and upside down) to peruse a festive holiday-themed gift guide! This exciting "twist" to *The Look* gives your customers two distinct product sections to shop from during the quarter. And marketing research shows this type of flip catalog is very popular with consumers! Inside, Preferred Customers also will find:

- A dual BeautiSeal sampler featuring both Belara® and Bella Belara® Eau de Parfum fragrances.
- Limited-edition romantic makeup collections to match this season's fashion trends that explore soft, feminine patterns and textures – plus on-trend makeup artist looks.
- A new regular-line TimeWise® product that focuses on making skin appear lifted and firmed.
- The travel-sized Satin Hands® Pampering Set you can offer as the Fall/Holiday 2009 gift with purchase with a \$40 or more suggested retail purchase (excluding tax).
- Holiday gift ideas with products and prices for everyone.

» **Preferred Customer Enrollment:**

July 16 – Aug. 15

Begins mailing: Sept. 25*

Cost per customer: 65 cents

From July 16 to Sept. 15, you also can enroll your customers to receive the fall/holiday Ultimate Gift Guide Month 2 mailer for 40 cents per customer. It will begin mailing Nov. 2.*

*Allow seven to 10 days for delivery.

» **Buy a Set**

Get a Free Mini Hand Cream!

Passing on great values is a sure way to build customer loyalty! During the Summer 2009 quarter, every retail-sized Satin Hands® Pampering Set (\$30 suggested retail) you order will include a *free* mini Satin Hands® Hand Cream for keeping hands in tip-top shape this summer. Values like these can help you give your customers even more bang for their buck!



» Choose **Your Color!**

The Virtual Makeover lets your customers play makeup artist using any color combinations they prefer – and all for free! And new on-trend Makeup Artist Looks shown in *The Look* are available to view and “try on”! With hairstyle options and the new bridal section, your customers can experience hours of makeup fun. But the key to selling is follow-up! You can ask your customers if they’d like to sample looks they’ve tried. Don’t leave potential sales unturned!



» Skip the Plastic.

Now you can offer your customers and hostesses these environment-friendly, reusable shopping bags as special gifts or incentives anytime! Beginning June 16, Mary Kay® Pink Doing GreenSM bags will be available on Section 2 of the Consultant order form for \$1.50 each. The versatile and compact bags can be used for shopping at local stores or for toting Mary Kay® products on the go. Why not use them to show your green side?



\$1.50
each

» The **Eyes** Have It.

Customers are sure to love the Summer 2009 gift with purchase – the mirrored Mary Kay® Mini Mineral Eye Color Quad that includes .02 oz. fill weights of Honey Spice, Sienna, Blue Metal and Vintage Gold, plus an applicator. Application instructions along with eye diagrams for multiple natural and classic eye color looks are printed on an insert card. Available while supplies last on Section 2 of the June 16 Consultant order form, you can offer them free to customers who purchase \$40 suggested retail (excluding tax) or more. Pk./five, **\$20**



\$20
Pk./ five

» Seven New **Color Cards** to Share

A total of seven revised Mary Kay® Color Cards including color rubs are now available! With an improved tri-fold design, each card is named for the lipstick shade family with which it corresponds. Includes samplers of three eye shades, one cheek shade and one lipstick shade, plus application techniques. Available in Berries, Chocolates, Reds, Metals, Pinks, Neutrals and Tawnies. Pk./five, **\$1.50**



\$1.50
Pk./ five

» **Hostess Program** Enhanced

You'll soon have an exciting and updated hostess program to promote! You'll learn at Seminar how you'll have more rewards than ever to offer hostesses and a new look and feel to materials that will really grab their attention! Remember, marketing research shows that women today want free product, and they want to support a greater cause. So the goal is to give your hostesses what they want *and* you the materials to help book even more parties.

With these exciting enhancements coming, the Pamper Me Set will be the last quarterly hostess gift offered for your purchase. It includes an eye mask, socks and a neck pillow with an adorable matching pink and black tote. It's perfect for those who host parties (with \$200 in total sales and one booking). Available on Section 2 of the Consultant order form. **\$15**, while supplies last



\$15
per set

more than ever, now is the time to step up.

Have you ever allowed yourself to wonder what it would be like to use all the gifts you've been given? Have you at some point imagined yourself leading a group of women toward their highest potential? Coaching, nurturing, helping them to develop their personal and professional skills, even as you become all that you, too, are meant to be? Have you dreamed of building your business and receiving the recognition you deserve – onstage at Seminar – in front of Mary Kay sisters who “knew you could do it”?

Then now is the time to shine as a Mary Kay Independent Sales Director, when you can receive special recognition for debuting under new criteria by Nov. 30. When you meet the new requirements by that date, you'll be a Class of 2010 Super Star and have the opportunity to celebrate with your sister Independent Sales Directors at an exclusive luncheon at Leadership Conference 2010. (You can still realize your leadership dream by debuting under the current requirements before Jan. 1, when the new requirements become mandatory.) Either way, you'll be enriching women's lives! Mary Kay Ash said, “I believe that there has never been a more satisfying or more rewarding career than that of a Mary Kay Independent Sales Director. Helping other women to achieve their hearts' desires while you make your own dreams come true is the kind of job every woman wants to have.”

Once you assume the title role of mentor and business development “expert,” you'll find doors opening to you that previously did not. Earning commissions is only one beautiful aspect of achieving Independent Sales Director. There's so much more! Do you have questions and concerns about whether you're up to the challenge? Just keep reminding yourself that you won't be walking alone. You'll be learning new ways to prosper in every area of your abundant life from Mary Kay independent sales force leaders with proven sales and human relations skills. Education and support are a significant part of your Independent Sales Director journey.

Don't wait to send in your Independent Sales Director Commitment Form. There's a whole wide world of opportunity waiting for those who want to experience more, learn more and make an impact on more lives than ever before. We believe in you. Is there any reason why you shouldn't believe in yourself? To start learning more now, talk to your Independent Sales Director and visit the Mary Kay InTouch® Web site.



achieving the next step: what's in it for you?

Are you up to the challenge? Independent Sales Directors who debut from Aug. 1, 2009, through Dec. 1, 2009, and who attend Leadership Conference 2010 will receive a special seat cover and early admittance to each general session along with their Independent Senior Sales Directors. Plus, new Sales Directors will receive the zebra-accented wrap awarded to Sales Directors at Seminar 2010. Sales Directors who debut from Aug. 1, 2009, through Dec. 1, 2009, using the new Sales Director-in-Qualification requirements will receive the above-mentioned prizes, an invitation to the Leadership Conference 2010 luncheon and be Class of 2010 Super Stars.

Arriving at this important milestone requires dedication and hard work as well as a vision for your future as you define it! Consider how making the extra effort can reward you now and in the years to come:

- You'll earn a commission on every sale your unit members make, plus you'll be eligible for “extras” such as Star Sales Director bonuses and Personal Recruiting bonuses.
- You'll be entitled to wear the exclusive Independent Sales Director suit.
- You'll attend Leadership Conference, an event open only to Independent Sales Directors.
- You'll learn how to coach others to greatness, even as you grow your own skills and abilities more than you ever dreamed possible.
- You'll receive unparalleled mentoring from women who have proven their leadership expertise and are just waiting to share it with you.
- You'll discover paychecks of the heart as you nurture and encourage women who look to you for information, inspiration and insight.
- You'll immediately have access to a world of educational tools the Company makes available only to Independent Sales Directors.
- You'll begin to envision a bold new horizon that has no limits – a journey that can take you all the way to Independent National Sales Director!

this summer's beauty survival kit

This summer is all about easygoing, natural-looking beauty! With Mary Kay® *Two-Minute Look* Collections, you get everything you need for a ready-to-go look. These collections feature what makeup artists say are three must-have beauty products for a quick but polished look – so you can spend less time getting ready and more time having fun!



Get this look by using Mary Kay® Tinted Lip Balm Sunscreen SPF 15* in Apricot on the lips and Mary Kay® Mineral Bronzing Powder in Desert Sun on the cheeks and eyes. Finish with mascara.

Free Cosmetic Bag

What a deal! You'll receive this stylish and convenient cosmetic bag with the purchase of a Mary Kay® Tinted Lip Balm Sunscreen SPF 15* and a Mary Kay® Mineral Bronzing Powder and a Mary Kay® mascara of your choice. The black bag features a pink lining and a zipper pull. Perfect for toting Two-Minute Looks. Grab it and go!



Mary Kay® Mineral Bronzing Powder

Your choice of Sandstone (matte), Desert Sun (shimmer), Bronze Diva (matte) or Canyon Gold (shimmer).



\$12 each

Mary Kay® Tinted Lip Balm Sunscreen SPF 15*

Your choice of Rose, Poppy, Natural, Apricot or Blush.



\$13 each

Mascara

Your choice of:

Mary Kay® Lash Lengthening Mascara™, \$10

Mary Kay® Waterproof Mascara, \$10

Mary Kay® Ultimate Mascara™, \$15

Choose from Black or Black Brown.



Suggested look for ivory/beige skin tones

Mary Kay® Mineral Bronzing Powder in either *Desert Sun (shimmer)* or *Sandstone (matte)*. For ivory/beige skin tones, bronzers provide a sun-kissed effect. Shimmer shades provide a golden glow to the face. Mary Kay® Tinted Lip Balm Sunscreen SPF 15* in *Blush*.

Suggested look for beige/bronze skin tones

Mary Kay® Mineral Bronzing Powder in either *Canyon Gold (shimmer)* or *Bronze Diva (matte)*. For darker skin tones, these bronzing powders add warmth to the complexion. The shimmer shades provide a golden veil of illumination. Mary Kay® Tinted Lip Balm Sunscreen SPF 15* in *Poppy*.

Try It On!

Help your customers choose the right Two-Minute Look for their skin tones with samplers. Keep in mind that Two-Minute Looks are perfect for customers who may prefer a simpler look during the day. When they need an enhanced color look, you can suggest one of the on-trend Makeup Artist Looks featured in the summer issue of *The Look!*

dazzle with the best of them ... seminar 2010 awards jewelry

Queen's Court of Sharing 24 Qualified New Team Members (Choice of One)



Bee Fabulous Diamond Bee Charm

- 14-karat yellow and white gold
- 17 round brilliant-cut diamonds
- Approximately .57 carats

First year earn 14-karat yellow gold bracelet with gold bee charm.

Second year, earn diamond bee charm.



Small Bee Fabulous Diamond Pin

- 14-karat yellow gold
- Diamond body .75 carats
- Emerald eyes

Bee Fabulous Charm Bracelet

- In your first year of earning the bracelet, you will receive a 14-karat yellow gold link bracelet, 7.5" long with a 14-karat yellow gold bee charm with diamond eyes
- In following years, you will add to your bracelet with a diamond bee charm.



Bee Fabulous Diamond Bee Ring

- 14-karat yellow and white gold
- Approximately .70 carats of diamonds



Queens of the Courts Green Quartz Ring

- Rectangular antique-cushion stone
- Approximately .50 carats of diamonds
- 14-karat yellow gold



Large Bee Fabulous Diamond Pin

- 14-karat yellow and white gold
- 21 round brilliant-cut diamonds
- Approximately 1.75 carats

Queen's Court of Personal Sales

\$36,000 Personal Estimated Retail Production (Choose one of the four shown here or an Inspiron Mini 9 Notebook by Dell.)



Lilac Amethyst Ring

- 14-karat yellow gold
- Bezel-set antique-cushion checkerboard amethyst
- Approximately .32 carats of diamonds

Zebra Ring

- 14-karat white gold
- 16 prong-set white diamonds
- 19 prong-set black diamonds
- Approximately .50 carats

Ladies' Watch

- Stainless steel with Swiss quartz movement
- White mother-of-pearl dial framed by a white sapphire bezel
- Approximately 2.20 carats of white sapphires
- Genuine leather strap



Men's Ring

- 14-karat yellow and white gold
- Nine round brilliant-cut diamonds
- Approximately .35 total carats

Runners-Up



Lemon Quartz Ring

- Square antique-cushion checkerboard quartz
- Approximately .50 carats of diamonds
- 18-karat yellow gold

Medium Bee Fabulous Diamond Pin

- 14-karat yellow and white gold
- 19 round brilliant-cut diamonds
- Approximately 1.10 carats



Your Mary Kay business is your galaxy of possibilities because you've made it that way. You've worked hard, and you know there's more effort to come if you want to reach your highest goals among the stars. But oh, the rewards are sweet on the way up, and it's time to start claiming yours today. This is your year to shine, no matter what else is going on in the world. You're your own boss charting your own success, and you see what's possible. The only brighter vision in your universe is the one you'll create on that Seminar stage next year. See yourself in all that glitters ...

Circle of Achievement



Diamond Bar Pins

Step onstage to represent your unit and receive a gorgeous diamond pin with your unit's estimated retail production for the 2009 – 2010 Seminar year. Pins are 14-karat yellow and white gold.

Prestige Collection

\$800,000 Circle of Excellence (Choice of One)



Figure Eight Diamond Lariat Necklace

- 77 round brilliant-cut diamonds
- Approximately 2.30 carats
- 18-karat white gold
- 18" wheat chain



Figure Eight Diamond Ring

- 131 round brilliant-cut diamonds
- Approximately 3.96 carats
- 18-karat white gold



Figure Eight Diamond Bracelet

- 100 round brilliant-cut diamonds
- Approximately 2.85 carats
- 18-karat white gold

Half-Million-Dollar Circle of Achievement and Above



Rhombus Ring

- Step-cut amethyst
- 135 round brilliant-cut diamonds
- Approximately 3 carats
- 18-karat white gold



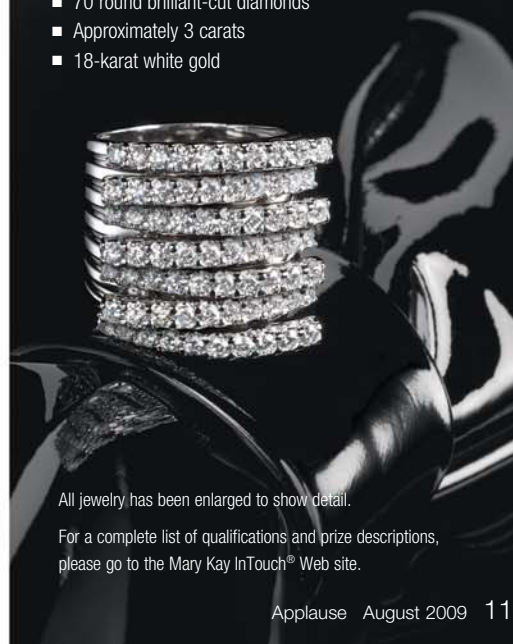
Flower Garden Ring

- 18-karat white gold
- 99 prong-set round brilliant-cut diamonds
- Approximately 3 carats

(Or you may choose a Home Office Package featuring an Apple iMac, Apple MacBook and an all-in-one printer/copier/fax.)

Diamond Ladder Ring

- 70 round brilliant-cut diamonds
- Approximately 3 carats
- 18-karat white gold



All jewelry has been enlarged to show detail.

For a complete list of qualifications and prize descriptions, please go to the Mary Kay InTouch® Web site.

recognition

Congratulations to the winners for April 2009

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 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; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for April 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for March 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2008, through April 30, 2009.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Jan Harris

Diamond



Barbara Sunden

On-Target for \$750,000 Inner Circle
Barbara Sunden.....\$774,531.52
Gayle Gaston.....686,755.50

On-Target for \$500,000 Inner Circle
Carol Anton.....\$509,049.49
Karen Piro.....418,648.29

On-Target for \$325,000 Inner Circle
Lisa Madson.....\$403,753.82
Jan Harris.....362,135.48

Gloria Mayfield Banks.....349,447.27
Joanne Holman.....346,112.08
Darlene Berggren.....336,917.59
Kathy Helou.....336,534.03
Patricia Rodríguez-Turker.....333,764.89
Pat Danforth.....327,702.29
Karlée Isenhardt.....316,435.71
Jana Cox.....312,009.31
Cheryl Warfield.....311,082.00
Anita Mallory Garrett-Roe.....298,024.81

On-Target for \$250,000 Diamond Circle
Sue Kirkpatrick.....\$266,126.19
Stacy James.....264,611.40
Sherry Giancristoforo.....261,051.41
Halina Rygiel.....255,487.30
Cindy Williams.....250,527.54
Judie McCoy.....243,243.56

Lupita Ceballos.....283,306.20
Sonia Páez.....271,301.91

SuzAnne Brothers.....239,487.53
Linda Toupin.....236,531.34
Julianne Nagle-Hackett.....231,061.59
Johnnette Shealy.....231,020.20
Debi Moore.....228,279.86
Rosa Jackson.....225,934.70
Pam Gruber.....224,665.10
Mary Diem.....218,545.17
Wanda Dalby.....217,340.45
Pamela Waldrup Shaw.....216,134.16
Shirley Oppenheimer.....215,670.85

Evelinda Diaz.....213,110.41

On-Target for \$200,000 Diamond Circle
Ronnie D'Esposito Klein.....\$206,294.67
Jackie Swank.....199,399.96
Valerie Bagnol.....197,285.78
Lily Orellana.....193,182.38
Diane Underwood.....192,395.47
Shannon Andrews.....187,801.00
Joyce Z. Grady.....186,469.94
Kerry Buskirk.....186,469.94

Anita Tripp Brewton.....180,396.27
Dacia Wiegandt.....179,388.09
Cindy Fox.....177,844.27
Tammy Crayk.....176,015.46
Valerie Bagnol.....173,240.80
Jamie Cruse-Virinos.....172,353.18
Jeanne Rowland.....167,480.12

Monthly Commissions and Bonuses Listed are NSD commissions earned in April by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Ruby

Carol Anton**.....\$62,920
Pat Danforth.....33,549
Shirley Oppenheimer*.....33,013
Wanda Dalby**.....32,175
Karlée Isenhardt**.....30,412
Kimberly R. Copeland.....27,623
Sue Kirkpatrick*.....26,218
Johnnette Shealy*.....25,405
Ronnie D'Esposito Klein*.....20,661
Scarlett S. Walker*.....18,217
Gena Rae Gass.....17,606
Jeanne Rowland*.....17,594
Pam Ross*.....16,440
Lynne G. Holliday.....16,223
Janis Z. Moon.....16,162
Rebecca Evans*.....15,464
Pamela A. Fortenberry-Slate*.....15,374
Michelle L. Sudeth*.....14,499
Judy Kawiecki.....14,381
Kate DeBlander.....14,299
Cyndee Gress.....14,061
Kirk Gillespie.....13,911
Patricia Lane.....13,158
Toni A. McElroy.....12,723
Bea Millsale.....12,713
Cheryl J. Davidson.....12,101
Thea Elvin.....11,988
Nancy West Junkin*.....11,913
Terri Schafer.....11,912
Candy D. Lewis.....11,591
Phyllis Chang.....11,393
Gay Hope Super.....11,276
Maria Aceto Piro.....11,262
Vicki Jo Auth.....10,948
Vicky L. Fuseller.....10,589
Katie Walley.....10,173
Donna B. Meisell.....9,743
Kelly McCarroll.....9,007
Amy Dunlap.....8,694
Cindy Towne.....8,621
Cindy Z. Leone.....8,336
Margaret M. Bartsch.....7,706
Rhonda L. Fraczowski.....6,934
Sharilyn G. Phillips.....6,447
Renee D. Hackleman.....5,630

Sapphire

Gayle Gaston***.....\$64,803
Lupita Ceballos**.....37,524
Shannon C. Andrews*.....35,665
Jana Cox*.....34,482
Joanne Holman**.....32,462
Gloria Báez*.....26,264
Valerie J. Bagnol*.....21,899
Lorraine B. Newton.....19,991
Mattie Dozier.....19,987
Jo Anne Barnes.....19,562
Alla L. Head.....16,323
Sherril L. Steinman.....16,142
Gloria Báez*.....16,097
Davanne D. Moul*.....15,969
Jan L. Thetford.....15,243
Pam Klickna-Powell.....15,086
Pam I. Higgs.....15,079
Kimberly D. Starr.....15,021
Ann Brown.....14,775
Debra M. Wehrer.....14,362
Brigit L. Bridle.....14,116
Magdalena Navarez.....13,812
Sharon L. Buck.....13,804
Maribel Barajas.....13,707
Joy L. Breen.....13,068
Nancy A. Moser.....12,841
Elizabeth Sánchez.....12,787
Vernella Benjamin.....12,730
Gillian H. Ortega.....12,206
Carol L. Stoops.....11,520
Kendra Crist Cross.....10,575
Paola J. Ramirez.....9,957
Maria Aguirre.....9,700
Mima Mejia de Sanchez.....9,128
Karen B. Ford.....8,442
Gladis Elizabeth Camargo*.....7,438
Jill Moore.....6,297

Emerald

Gloria Mayfield Banks***.....\$53,075
Kathy S. Helou*.....41,759
Sherry Giancristoforo**.....35,559
Lily Orellana.....28,941
Janet Tade*.....25,786
Dacia Wiegandt.....25,363
Debi R. Moore*.....25,021
Jamie Cruse-Virinos.....24,556
Cindy Fox*.....22,605
Kathy Bill*.....19,958
Kerry Buskirk*.....19,692
Yvonne S. Lemmon.....19,381
Sherril R. Bertalan*.....18,395
Consuelo R. Prieto.....17,803
Kay E. Elvrum.....17,454
Mona Butters.....17,371
Miriam Phillips.....15,569
Miriam Gómez-Rivas.....13,774
Brenda Segal*.....13,444
Kathy Rodgers-Smith.....13,346
Natalie Privette-Jones.....13,269
Pamela Tull.....13,049
Sabrina Goodwin Monday.....12,895
Sherry A. Alexander.....12,491
Jackie LaPrade.....12,106
Nora L. Shariff*.....11,789
Crisette M. Ellis.....11,027
Kym A. Walker*.....10,766
Judy Harmon.....10,487
Dawn Otten-Sweeney.....10,416
Cristi Ann Millard.....10,303
Carmen Rios.....10,281
Francie McBeth.....9,912
Shelly Gladstein.....9,637
Barbara Whitaker.....9,491
Esther Whiteleather.....9,377
Regina Hogue.....8,357
Joanne Hollingsworth.....8,151
Phyllis R. Sammons.....5,940

Pearl

Darlene Berggren*.....\$36,140
Jan Harris**.....34,601
Cheryl Warfield**.....33,260
Cindy A. Williams.....33,101
Pamela Waldrup Shaw.....28,448
Stacy I. James*.....27,452
Halina Rygiel*.....25,224
Rosa Jackson**.....23,714
Jackie Swank*.....22,313
Mary C. Estupian-Martel*.....21,029
Linda C. Toupin.....20,385
Anabel Rocha.....19,893
Monique Todd Balboa.....18,898
Judy Brack.....17,523
Lise T. Clark*.....17,320
Maureen S. Ledda*.....17,023
Sandy Miller.....16,376
Nancy Bonner*.....15,598
Elizabeth Fitzpatrick*.....15,582
Julie Krebsbach.....15,369
Pat Campbell.....15,364
Lynda Jackson*.....14,859
Wilma DeKerlegand*.....14,635
Shirley M. Oshiro.....14,118
Jane Studrawa.....12,983
Robin Rowland.....12,877
Barbara Stimach*.....12,768
Cathy E. Littlejohn.....12,684
Beatrice Powell.....12,639
Anita N. Conley.....12,264
Glinda McGuire.....12,232
Bett Vernon.....11,925
Allison LaMarr.....11,792
Maureen Myers.....11,620
Wade Claxton-Prince.....11,213
Kathy C. Goff-Brummett.....10,842
Linda Kirkbride.....10,830
Rosalie Ann Medjesky.....10,632
Deb Pike.....10,367
Sylvia Kalicak.....10,149
Ruth Theodocion.....9,607
Kathy Jones.....8,277
Bettye M. Bridges.....6,473
Sonja Hunter Mason.....6,377

Diamond

Barbara Sunden***.....\$82,807
Lisa Madson.....52,851
Karen Piro**.....45,423
Sonia Páez.....40,254
Patricia Rodríguez-Turker**.....36,877
Gloria Castaño**.....36,634
Anita Mallory Garrett-Roe*.....31,787
Pam Gruber*.....31,344
Julianne Nagle-Hackett*.....30,671
SuzAnne Brothers*.....29,747
Linda C. Toupin.....28,798
Tammy Crayk.....26,770
Mary Diem*.....23,704
Ada Y. García-Herrera.....23,545
Evelinda Diaz*.....23,266
Joyce Z. Grady.....23,260
Diane Underwood.....22,667
Maria I. Monarrez.....20,516
Jo Anne Cunningham.....20,068
Sandy Valerio.....18,241
Dawn A. Dunn.....18,040
Dalene Hartshorn.....17,193
Sharon Kingrey.....16,785
Gina Rodríguez.....16,461
Morayma Rosas.....15,773
Connie A. Kittson.....15,534
Rosibel L. Shahin*.....14,264
Diana Heble.....13,012
Diana Sumpter.....12,781
Charlotte G. Kosena.....12,261
Isabel Venegas.....11,642
Sandra Chamorro.....11,305
Andrea C. Newman.....9,378
Jan Mazzotti.....9,076
Carol Lawler.....8,683
Gladys C. Reyes.....7,773
Caterina M. Harris.....7,623
Betty Gilpatric.....7,353

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD

ruby/rubí

new debuts/debutes February/febrero

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources", click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



Catherine Aniebonam
Grand Prairie, Texas
S. Krueger Unit

Bobbi J. Bonds
Cape Girardeau, Mo.
A. Geier Unit

Trina Marie Morales
Baltimore
K. Cole Unit

Natalie Marie Paparella
Little Elm, Texas
K. Walker Unit

Suzanne P. Wallace
Enumclaw, Wash.
S. Riggs Unit

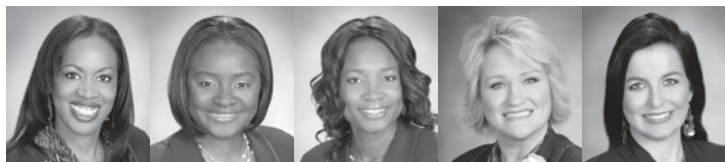
Thressa Michelle Waller
Frisco, Texas
K. Walker Unit

Deborah Watson
Downers Grove, Ill.
M. Bartsch Unit

Terrie Kay Wolverton
Belton, Texas
J. Garrett Unit

Rachel Ellen Bulris*
Magnolia, Del.
K. Pappas Unit

Paige Fleming*
Savannah, Ga.
L. McBroom Unit



Leslie Renee Hayes*
Visalia, Calif.
V. Auth Unit

Teka-Ann S. Haynes*
Mentone, Calif.
M. Howell Unit

Ngozi Olivia Izulu*
Houston
D. Ibe Unit

Alicia Josephine Kugler*
Marysville, Wash.
T. Davis Unit

Boo Menestrina*
Las Vegas
R. Evans Unit

*Congratulations to Sales Directors **Theresa Akoma**, Grand Prairie, Texas, J. Igboanusi Unit; **Catalina Leon**, National City, Calif., S. Castro Unit; **Rachel Elizabeth Miller**, Greensboro, N.C., T. Martin Unit; **Adrienne Nicole Myers**, Zeigler, Ill., C. Stacey Unit; **Linda S. Stuart**, Kingman, Ariz., S. Risan Unit; **Mary A. Womack**, Shelton, Wash., G. Beekley Unit; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

Dean's List/Lista del Decano

(April 2008 debuts/debutes de abril 2008)

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 integrantes de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad ajustada 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.



Marissa Dare Cox
Raleigh, N.C.
K. McCarroll Area
Ruby Seminar

Bisola Gbadamosi
Baltimore
J. Grady Area
Diamond Seminar

Temitope Odeyale
Old Bridge, N.J.
D. Berggren Area
Pearl Seminar

Honors Society/Sociedad de Honor

(April 2008 debuts/debutes de abril 2008)

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 ajustada al mayoreo 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.



Teresa Morgan Danforth
Dripping Spring, Texas
V. Auth Area

Ifeyinwa A. Okafor
Irvington, N.J.
Ruby Go Give Area

Nkechi Okafor
Phoenix
Ruby Go Give Area

Thien Nga T. Tran
Houston
C. Anton Area

ruby/rubí

Fabulous 50s/Los Fabulosos 50

(October 2008 debuts/debutes de octubre 2008)

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 cuenten con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



Catherine Okali
North Plainfield, N.J.
Ruby Go Give Area

Juliet Ebele Okonkwo
Foxboro, Mass.
Ruby Go Give Area

Arnerine Pierre
Howell, N.J.
C. Lewis Area

Obiageli Grace Udodi
West Orange, N.J.
Ruby Go Give Area

Congratulations to Sales Directors **Susan Acevedo**, El Paso, Texas, G. Super Area; **Winifred Nonye Ogbunamiri**, Middletown, Del., Ruby Go Give Area; photos unavailable at press time./Felicitaciones a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

On the Move/En acción

(February 2009 debuts/debutes de febrero 2009)

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 es 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.

Theresa Akoma

Catherine Aniebonam

Adrienne Nicole Myers

Natalie Marie Paparella

Suzanne P. Wallace

Thressa Michelle Waller

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 personal activas.

Betsy Abbott	Angela R. Chapman	Kathy S. French	Niki Houston	Maribel Martinez	Tomaza Portalatin	Esiaba K. Stanley
Eunice Agbor	Nina S. Clarke	Tracie L. Fulkerson	Betty K. Hyatt	Jennifer McChesney	Kristina L. Price	Margaret Stephens
Josefina Alcaraz	Magdalena Costa	Jeanett Gastelum	Susana Izquierdo	Tasha L. McGowan-Woods	Janet A. Rabon	Emma B. Stewart
Bonnie Allmon	Deborah Crump	Lupe Gaytan	Adeen A. Jamieson	Angela M. McLaughlin	Kim Ratliff	Linda M. Streckfuss
Levilyn Anderton	Levar E. Curry	Kristy J. Gilbert	Karen G. Jernigan	Mary Mesward	Karla K. Ray	Danielle N. Taylor
Diana P. Baracaldo	Tess M. Davis	Christina B. Glowac	Joyce B. Jones	Melissa J. Milstead	Angela Rios	Amy M. Tharp
Tami N. Barocio	Stacey L. DePasquale	Anisa Gronewald	Sarah A. Jones	Claudia J. Minier	Samantha W. Rivero	Dannielle Thomas
Diana Barragan	Iya Dennis	Gayle R. Guggisberg	Kimberly A. Kamber	Robin D. Mitchell	Marie Roberts	Melida Trujillo
M. Cristina Bezama	DaResa L. Diamond	Cecilia Guzman	Heather D. Keirn	Hillary A. Moffitt	Rocio Rojas	Inemesit Umoh
Dana M. Biersdorfer	Melissa Dills	Amy R. Hand	Tiffany D. Knowles	Amber O'Neil Hui	Julie G. Rotuno	Jennifer L. Van Doren
Angela T. Bishop	Terrilyn E. Dunn	Vickie L. Harper	Steffany B. Korte	Ifeoma Obidigbo	Mary Runco	Ruby Velez
Tammy C. Breedlove	Rhoda Duru	Bianca W. Hartsell	Vicki Le Mere	Rebecca U. Oji	Marietu Samba	Maria D. Villarreal
Natasha M. Brown	Eucharia O. Ekwugha	Betsy M. Hayes	Zakiya LeGrande	Augusta O. Okolie	Marisa R. Schleifer	Danielle L. Warren Esparza
Maria T. Cabriaes	Felicia Eldridge	Ana R. Hernandez	Shirley A. Lockett	Gloria E. Okoye	Ricardina O. Silva	Eva M. Williams
Diana Cameron	Maria D. Escalona	Araceli S. Hernandez	Meaghan A. Lockhart	Kimberly M. Perkins	Rose M. Slagle	Donna S. Young
Wendy S. Casalino	Ukamaka J. Ewoh	Sarah B. Hickner	Patricia C. Long	Megan R. Petty	Alisha D. Smith	
Teresa Castro	Lindsey M. Faulkner	Joanna M. Higgs	Gloria Martinez	Lynda K. Poblete	Amy C. Solomon	

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Ruby 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 Rubí que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo 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 Heather A. Verity.....	\$2,265.22	Sales Director Ekene S. Okafor.....	1,398.62	Sales Director Uzo Ogbutor.....	1,219.92
Sales Director Shelly Renae Black.....	2,237.66	Sales Director Thessy Nkechi Nwachukwu.....	1,372.92	Sales Director Carmen Nunez de Valencia.....	1,178.68
Sales Director Apollonia Nniedigo Onwuanaegbule.....	2,134.15	Sales Director Macy Lynn Cason.....	1,326.78	Sales Director Kate Onyekere.....	1,163.59
Sales Director Juliet Ebele Okonkwo.....	1,980.97	Sales Director Nkechi Agim.....	1,323.08	Sales Director Cheri J. VanValkingburg.....	1,159.05
Sales Director Adaora Eucharia Umeh.....	1,853.71	Sales Director Jamie Graves.....	1,317.91	Sales Director Maria Salazar Ibarra.....	1,154.16
Sales Director Dorothy C. Ibe.....	1,629.42	Sales Director Brandy E. Richwine.....	1,265.62	Sales Director Phuong L. White.....	1,139.45
Angelina Ogbuokiri, W. Ogbunamiri Unit.....	1,536.67	Sales Director Maribel Olivares.....	1,226.61	Sales Director Vanessa R. Upkins.....	1,138.46
Sales Director Jennifer I. Ehimika.....	1,480.06	Sales Director Christy Huber.....	1,225.35		
Sales Director Liz Whitehouse.....	1,425.55	Sales Director Mary Lou Ardohain.....	1,220.86		

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 2009 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 2009.

Ruby/Rubi

Krystal Downey-Shada	\$99,020
Donna Clark	95,075
Phuong L. White	87,213
K. T. Marie Martin	83,640
Sonya F. Goins	72,910
Vanessa R. Upkins	72,545
Krystal K. Walker	71,573
Kathleen C. Savorgnan	69,881
Somer Ballard Carter	69,214
Debbie A. Elbrecht	66,275
Laura A. Kattenbraker	65,804
Crystal Huskins Carper	65,664
Thessy Nkechi Nwachukwu	65,265
Suzanne Tripp-Black	64,982
Debra Moore Kinley	64,356
Suzanne Moeller	63,123
Diane Covington	63,035
Tina Hulman	62,990
Gloria Dominguez	60,783
Deborah J. O'Leary	58,624
Cindy P. Markowski	57,331
Melissa Kaye Kopec	56,773
Christy Huber	56,262
Jemma Holley Imwalle	56,040
Mary L. Morgan	55,704
Cheryl O. Fulcher	55,613
Candace Lynn Chambers	55,514
Lisa Anne Harmon	54,296
Carmen Nunez de Valencia	54,279
Lacy Janel Nickelson	54,181
Lynette L. Meisel	54,050
Maria Salazar Ibarra	53,416
Ekene S. Okafor	51,374
Becky M. Xepoleas	51,277
Dorothy C. Ibe	51,187
Rosalie Kuhen	50,991
Robin R. Tucker	50,990
Oye A. Onuoha	50,352
Cathy G. Huhta	50,002
Esther M. Maston	49,342
Judy Lund	48,577
Kali DeBlander Brigham	48,304
Heather A. Verity	47,443
Jeanie Ripley	47,098
Liz Whitehouse	46,613
Helen Naomi Godswill	46,092
Bridgette Rae Conley	46,059
Karen E. Gardner	46,058
Sandra Luna	46,035
Appolonia Nnediogo	
Onwuanaegbule	45,843
Nancy D. Marshall	45,344
Mary Jo Dallen	45,339
Sherri Ammons	45,075
Anne Weidenweber	44,895
Lisa V. Bauer	44,851
Linda Kieper	44,742
Julie Thomas	44,698
Maribel Olivares	44,294
Sherrie L. Clemons	44,195
Alma Machado	43,898
Molly A. Williamson	43,771
Mary Sharon Howell	43,748
Julie Kirmer	43,605
Sylvia J. Cook	43,603
Brandey E. Richwine	43,224
Reyna Darlene Anderson	43,144
Palia A. Curry	43,119
Brenda Fenner	43,113
Rose Mary Neel	43,104
Sheryl K. Goins	42,720
Trudy D. Nikolas	42,577
Linda Christenson	42,567
Ann Tinucci Anderson	42,408
Fabiola Lopez	42,283
Margaret H. Gornly	42,141
Maggie G. Shake	41,542
Donna F. Knotts	41,518
Cheri J. VanValkingburg	41,402
Winifred Nonye Ogbunamiri	41,044
Breda M. Teal	40,522
Jennifer E. Marinacci	40,346
Charlyn C. Eschette	40,248
Eva E. Holguin	40,132

Terry Thole	40,043
Ann Kuehler	39,967
Eleanor M. Reigel	39,923
Cissy E. Warren	39,647
Crystal Caldwell Hubbard	39,579
Macy Lynn Cason	39,188
Renee L. Motyka	39,159
Michelle T. Miller	38,985
Judie Roman	38,815
Jacqueline N. Alford	38,801
Maryann Clark-Durell	38,598
Sylvia Limon Martinez	38,577
Susan E. Goodson	38,542
Julie Rene Jennings	38,491
Erin Lynch	38,425
Mary Lou Ardohain	38,230
Natalie Marie Paparella	38,121

Sapphire/Zafiro

Tabitha Hallums	\$86,189
Julie Weaver	83,309
Sylvia Boggs	82,096
Jennifer G. Bouse	81,439
JoAnna P. Shippe	78,205
Kim Maynor	77,726
Roxanne McInroe	77,395
Tracy Potter	77,394
Kathy R. Bullard	74,844
Heather L. Bohlinger	73,610
Ann W. Sherman	71,291
Katie D. Nichols	68,442
Jennifer Sloan	68,315
Birita Touray Jagne	67,906
Maria G. Diaz	66,773
Randi Stevens	64,084
Lady Ruth Brown	63,627
Debbie A. Weld	63,495
Christy Bigham	62,094
Tammy Romage	61,574
Michelle Sara Moore	60,813
Beth S. Austin	60,747
Gracie P. Yarritu	60,422
Julia Mundy	60,331
Marie Pfarr	59,629
Susie Buse	57,875
Phyllis I. Pinsker	56,873
Diane Bruns	56,115
Moleda G. Dailey	54,918
Linda L. Quillin	54,610
Linda Klein	54,420
Lynn Baer Roberts	54,364
Kristi M. Anderson	54,016
Theresa Wilkerson Brown	54,007
Maria Elena Coyote	53,683
Kim B. Roberts	53,629
Lynise Yee	52,903
Bonnie Crumrin	52,744
Lorenda M. Younger	52,136
Flory Palencia	51,879
Joycelyn Bailey Westbrook	51,455
Pamela K. Nelson-Charlemagne	50,542
Sagrario M. Magana	50,300
Angie S. Day	49,285
Dena Smith	49,263
Tasha Bergman	49,147
Jennifer Bessey Salsbery	48,951
Peggy B. Sacco	48,905
Cheryl T. Anderson	48,619
Elaine B. Lewis	48,254
Joanna Helton	47,903
Ann Ferrell Smith	47,766
Ryan Ashlee Rives	47,519
Janelle A. Ferrell	47,291
Odilia Vasquez	47,139
Cheri L. Taylor	46,991
Ruby Garner	46,480
Sonya Cathey	46,330
Agnes Stewart	46,132
Jeannie Helm	46,122
Maria Montes	45,797
Miranda Katie Bandemer	45,549
Jill L. Glocker	45,528
Margaret Neil	45,352
Linné Lane	44,863
Krista Neal Warner	44,853

Mary K. White	44,834
Teresa K. Ceder	44,658
Angelique M. Talbert	43,970
Jennifer L. Semelsberger	43,957
Dolores Keller	43,608
Josefa Chacon	43,279
Dwauna Maura	43,135
Shelia Berry	42,981
Pam Garner Moore	42,793
Ceryl Banks	42,544
Kaye Yuen	42,194
Carlee Frances Curtin	42,184
Monica Garcia	42,157
Danita Sajous	41,788
Sandra A. Zavoda	41,677
Amy M. Cole-Cook	41,608
Danice C. McElDowney	41,607
Brynnie M. Blalock	41,473
Jerlene Vrana	41,113
Erika L. Lupp	41,092
Sharon Ann Wilson	40,987
Elaine Hipsher	40,793
Robyn S. Cartmill	40,585
Diana E. Fraustro	40,462
Lynette R. Bickley	40,343
Deanne Black	40,330
Terry A. Hensley	40,328
Kathleen Kirkwood	40,322
Betty H. Schuler	40,218
Lisa Mack	40,216
Ronnie Fitzpatrick	40,205
Ellen Farquharson	39,861
Beth Fitzgerald	39,730
Tracey A. Fields-Hedrick	39,701

Emerald/Esmeralda

Auri Hatheway	\$96,619
Nancy A. Berlin	86,448
Marianne L. Anderson	86,320
Christie I. Ehiobu	85,421
Nancy L. DeFina	70,758
Yolanda Lopez	69,793
Nancy Graham	69,553
Tammy K. Ayers	69,518
Karen E. Riddle	68,377
Hollie R. Sherrick	68,339
Hope S. Pratt	66,757
Ayobami O. Olusa	66,089
Patricia A. Robinson	64,482
Favia A. Rivera	64,118
Kathy P. Oliveira	63,999
Tanya Olivia King	63,146
Maria Sanchez	61,938
Stacy D. Foust	61,580
Kami Fredericks	60,535
Barbara Gizzo	59,565
Ann Shears	58,951
Trisha Taylor	58,750
Sheri L. Farrar-Meyer	57,383
Angel L. Hurley	57,049
Mirta Barquet	56,825
Holly Lynne Martin	55,167
Pam Kelly	54,504
Candy Jackson	54,377
Julie A. Griffin	53,352
Roxie Soto	53,002
Brenda D. Elliott	50,425
Evalina Chavez	50,267
Susan H. Campbell	49,322
Linda Bradley	49,134
Valerie Yorkie	48,506
Caroline Nesbitt Osmon	48,271
Gerrit L. Gurreri	47,769
Traci L. Smith	47,667
Marina Sanchez Ramirez	46,744
Kimberly Richardson Edwards	46,686
Annette D. Oxley	46,448
Anita Rodriguez	46,304
Breanne Bechard	46,274
Evelyn Nall	45,706
Karen A. Jorgenson	45,669
Nancy Boucher	45,131
Grace Hull	45,085
Eida Ramirez	45,020
Lindsey Harper	44,933

Pat Forehand	44,895
Yuvis Rocio Alvarado	44,762
Shanna M. Nowling-Brannon	44,620
Rose Campbell	44,488
Grace Y. Adeoye	44,154
Emily Stone	43,935
Vicki Powell	43,818
Maria Estela Mondragon	43,560
Alyson R. Young-Guerra	43,083
Elaine Oatmeyer	42,656
Jackie L. Root	42,343
Holly S. Neff	42,172
Michele Martella Armes	42,160
Maritza Lanuza	42,085
Roxanne K. Youngton	41,977
Stacy S. Gilson	41,767
Jeannie S. Meyer	41,688
Nancy S. North	41,617
Denise M. Sowder	41,499
Haniel Ortiz	41,275
Elaine K. Williams	41,240
Brittani Marie Stal	41,067
Renita Griswell Peele	40,786
Susie J. Serio	40,462
Sheila J. McCune	40,376
Linda Jackson	40,110
Paula Kelsch	39,716
Lynne Worcester	39,590
Kimbi L. Bartik	39,253
Amanda Thulin-Marrano	39,235
Sheri L. Henderson	39,197
Connie S. Miller	39,169
Laura DeBads	39,010
Anne Sullivan	38,668
Amie E. Kelly	38,548
Maria Grey Boza	38,523
Gilda Canales	37,998
Diana Pena	37,769
Susan Houser	37,768
Brittini Heil-Schuldt	37,610
Johanna D. Giese	37,276
Denise G. Kucharski	37,186
Gail Dickerson	36,782
Michelle S. Williams	35,990
Katrina Lynn Wheeler	35,962
Theodora W. Bradley	35,381
Denise W. Montgomery	35,366
Gale D. Hollis	35,307
Kimberly Hutchens Poulson	35,231
Yanick Olivier	35,211
Jordan Helou Eicher	35,048

Pearl/Perla

Kim McClure	\$132,475
Kristin Myers	124,711
Leah Michelle Lauchlan	102,540
Alma Orrosetti	83,276
Kathryn L. Engstrom	82,299
Joyce Recenello	80,114
Irene Korobov	80,085
Betsy C. Richard	78,808
Beth H. Piland	77,389
Tammy Brown	75,895
Cindy Machado-Flippen	73,673
Lisa Allison	72,748
Amy Kemp	72,023
Heather Marie Erbe	71,770
Anne Geertsen	68,314
Janice Baxter Hull	65,392
Stephani Prendes	64,451
Jeanie Martin	63,097
Nicole J. Canamare	62,676
Caroline Adedolapo Yussuff	62,187
Patti Cornell	62,186
Sara Ruth Pennella	61,258
Lindsay R. Stewart	60,500
Laura Poling	60,029
Tracey L. Chavez	59,984
Blythe Jolee Egbert	59,104
Jeanie K. Navikal	58,850
Patty Webster	58,546
Julia Sander Burnett	57,458
Virginia S. Rocha	56,749
Keita Powell	56,663
Terri Lewis	56,575

Sherry L. Fields	56,064
Tina M. Wright	55,685
Tara Lynn Mitchell	55,611
Ruthie Bresette-Mount	54,836
Sharon Smith Wisnoski	54,520
Alicia Borkowska-Sattler	54,149
Collette Parker	54,045
Ivrene K. Foster	53,920
Dorothy D. Boyd	53,897
Holli Thompson Lowe	53,447
Rebecca Milligan	51,523
Gail A. Clark	50,518
Holly L. Ennis	50,271
Amy Stokes	50,173
R. Sue Miller	49,791
Susan K. Janish	49,716
Susie Kopacz	49,624
Carmen J. Felix	49,283
Sandra M. Munguia	48,733
Amy M. Alber	48,493
Elizabeth B. Muna	48,254
Maureen Shipp	48,253
Kathy Eckhardt	48,202
Donna R. Doyle	48,130
Fern M. Gerdes	48,069
Laura Sheerin Allen	47,748
Peggy Matish	47,489
Holly J. Sawyers	47,466
Amy C. Schule	46,549
Nedra Ruby White	46,085
Mary Beth Pavuk	46,074
Angela G. Blount	46,067
Richelle V. Barnes	45,998
Laurie C. Cole	45,958
Sheryl Jean Arena	45,892
Tamarie M. Bradford	44,936
Diana Maria Bermudez	44,799
Tammy A. Vavala	44,667
Jaime Marie Bittner	44,431
Kay Rubin	44,402
Shanna H. Jones	44,335
Andrea D. Andrews	44,274
Amie N. Gambolan	44,162
Susan M. Hohlmam	43,766
Lia Rene Carta	43,744
Marilyn Schmucker	43,695
Vicki Piccirilli	43,533
Katherine Mirkes Ward	43,495
Menina M. Givens	43,302
Victoria A. Pierle	43,095
Crystal Dawn White	42,981
Cheryl Marie Brown	42,743
Donna L. Comstock	42,700
Sherry L. Belisle	42,626
Rita Schaefer	42,589
Judi Tapella	42,532
Donna Stephano	42,222
Rachael M. Bullock	41,986
Angel B. Toler	41,869
Ella M. Chick-Power	41,810
April Landrum-Johns	41,607
Sherry Moxley Moir	41,510
Kim Wiggins	41,389
Judy Gieson	41,131
Diane M. Detesco	40,987
Susan Moore	40,913
Sandra Giraldo Kirchhoff	40,606
Kyla Jean Dodson	40,337

Diamond/Diamante

Dayana Polanco	\$104,348
Delmi Cristina Santos	103,795
Mery C. Ramirez Bravo	103,670
Arianne C. Morgan	101,796
Lara F. McKeever	100,433
Kim I. Cowdell	97,583
Amy Allgood	95,791
Vonne Hernandez	95,019
Karime Rosas	89,989
Marsha Morrisette	89,593
Melinda M. Bailing	84,423
Sheryl Peterson	83,514
LaRonda L. Daigle	78,961
Pat A. Nuzzi	76,934
Mary Kathryn King	75,419

Sharee Munger.....	75,246
Eileen M. Huffman.....	75,118
Teresa A. Lischwe.....	74,655
Amy Zanto.....	73,362
Ana X. Solis.....	73,289
Rhonda Jean Taylor.....	72,379
Susan M. McCoy.....	69,529
Julie Schlundt.....	67,418
Shelly Palen.....	66,912
Jeanette E. Beichle.....	65,812
Betty Symons.....	65,759
Maricarmen Gonzalez.....	65,379
Priscilla McPheeters.....	65,369
Terri J. Beckstead.....	62,836
Andrea Shields.....	62,669
Julie Danskin.....	61,680
Mariann Biase Mason.....	61,547
Barbara E. Roehrig.....	61,146
Ana Carolina Alvarez.....	60,440
Milvia Morales.....	59,794
Tawnyia Krempegas.....	59,758
Patricia Carr.....	59,584
Faith A. Gladding.....	59,345
Nancy Fox Castro.....	59,285
Meyra Esparza.....	58,000
Petie L. Huffman.....	57,766
Marni McKenna Hendricks.....	57,267
Donna J. Saguto.....	56,756
Yoanni Espinal.....	56,745
Chantay Gellius.....	56,716
Evelita Valdez-Cruz.....	56,558
Kiersten Vavrina.....	56,361
Lesley A. Bodine.....	55,752
Beth L. Gallagher.....	55,674
Veronica M. Rosas.....	55,388
Rebekah Hirseinen.....	54,383
Mariaelena Boquin.....	54,315
Morena Galtan.....	54,264
Carol Lee Johnson.....	54,003
Nicki R. Hill.....	53,571
Julie Neal.....	53,064
Mary Strauss.....	52,695
Kristen C. Spiker.....	52,692
Clara Fuentes.....	51,403
Deborah Dudas.....	51,311
Kristin Jenae Rogers.....	50,799
Heather M. Julson.....	50,621
Susan Hattem Weeks.....	50,587
Chris Landaker.....	50,436
Julie Peacock.....	50,356
Josefa E. Rosario.....	50,262
Celeste Cruz Pichardo.....	50,230
Barbara H. Peterson.....	50,022
Suzanne T. Young.....	49,836
Leonor Colin.....	49,806
Magdalena Diaz de Leon.....	49,788
Joy H. Rentz.....	49,712
Michelle Cape.....	49,513
Audrey J. Doller.....	49,139
Robbie L. Brannon.....	49,064
Missy Shopshire.....	49,030
Gayle Lenzr Kolrsud.....	49,005
Carroll Towle.....	48,844
Tammie M. Hanson.....	48,748
Yvonne Tazem.....	48,690
Brenda K. Howell.....	48,393
Judy Flummerfelt-Gerstner.....	48,246
Gerri Anne Morris.....	48,149
Audrey K. MacDowall.....	47,973
Meghan Cruz.....	47,797
Lynnree E. Tate.....	47,770
Lesa Rae Franken.....	47,670
Lisa A. Raupp.....	47,604
Robin L. Sailer.....	47,501
Ashley Cunagin.....	47,396
Maria K. Eades.....	47,288
Rosmary A. Baez.....	47,050
Heidi Goelzer.....	46,973
Maria D. Holguin.....	46,966
Patty Gutierrez.....	46,769
Kathy M. Viola.....	46,523
Maritza Estela Gonzalez.....	46,454
Cecilia C. James.....	46,453
Lisa Rada.....	46,415
Maria R. Hernandez Romero.....	46,213

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2009. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Ruby

Thessy Nwachukwu \$17,843.60
Donna Clark 12,751.24
Phuong L. White 12,629.22
Krystal K. Walker 12,542.05
Krystal D. Downey-Shada 12,339.25
Dorothy C. Ibe 11,875.55
Carmen Nunez de Valencia 11,518.53
Ekene S. Okafor 11,363.96
Laura A. Kattenbraker 10,244.07
Vanessa R. Upkins 10,194.70
K. T. Marie Martin 10,069.77
Appolonia Nnediogo
Onwuanaegbule 10,027.54
Kathleen C. Savorgnan 10,005.42
Kathy Monahan 9,762.25
Tina Hulsman 9,715.45
Diane Covington 9,599.93
Heather A. Verity 9,491.73
Gloria Dominguez 9,489.35
Somer Ballard Carter 9,475.45
Suzanne Tripp-Black 9,440.91
Debbie A. Elbrecht 9,253.14
Sonya F. Goins 9,095.69
Debra Moore Kinley 8,583.05
Mary L. Morgan 8,562.84
Cindy P. Markowski 8,497.97
Deborah J. O'Leary 8,475.91
Oye A. Onuoha 8,421.25
Suzanne Moeller 8,402.75
Lynette L. Meisel 8,207.25
Mary Sharon Howell 8,201.82
Crystal Huskins Carper 8,187.81
Nancy D. Marshall 7,992.14
Maria Salazar Ibarra 7,904.31
Melissa Kaye Kopec 7,902.16
Sheryl K. Goins 7,886.20
Adaora Eucharua Umeh 7,748.57
Julie Brindell Sapp 7,725.14
Esther M. Maston 7,693.30
Mary Lou Ardohain 7,690.65
Christy Huber 7,688.14
Candace Lyn Chambers 7,621.57
Maribel Olivares 7,609.33
Amy J. Spence 7,588.94
Cissy E. Warren 7,558.67
Candace Laurel Carlson 7,515.79
Lisa Anne Harmon 7,468.24
Lacy Janel Nickelson 7,460.84
Liz Whitehouse 7,458.06
Cathy G. Huhta 7,302.62
Jemma Holley Imwalle 7,244.47
Donna F. Knotts 7,234.92
Juliet Ebele Okonkwo 7,218.29
Kali DeBlander Brigham 7,178.97
Robin R. Tucker 7,129.11
Rosalie Kuhn 7,102.20
Mary Jo Dallen 7,027.35
Karen Pappas 7,025.77
Rose Mary Neel 6,972.33
Cheryl O. Fulcher 6,937.78
Brandy E. Richwine 6,934.93
Judy Lund 6,810.38
Lisa V. Bauer 6,800.38
Jennifer I. Ehimika 6,788.60
Pat Z. Allen 6,777.63
Sherrie L. Clemons 6,760.30
Karen E. Gardner 6,741.82
Eva E. Holguin 6,675.39
Sylvia J. Cook 6,670.41
Cheri J. VanValkingburg 6,664.60
Mary Alice Dell 6,650.71
Melanie S. Abernathy 6,613.94
Bridgette Rae Conley 6,602.44
Helen Naomi Godswill 6,560.74
Becky M. Xepoleas 6,533.29
Terry Thole 6,531.90
Sylvia Limon Martinez 6,519.97
Palia A. Curry 6,513.52
Jeanie Ripley 6,509.59
Jacqueline N. Alford 6,494.80
Judie Roman 6,438.84
Molly A. Williamson 6,426.13
Fabola Lopez 6,421.86
Macy Lynn Cason 6,375.85
Linda Kieper 6,340.19

Marnie R. Yunger 6,336.84
Corrin Cresci 6,275.58
Maggie G. Shake 6,228.88
Linda Christenson 6,185.70
Reyna Darlene Anderson 6,187.79
Elizabeth A. Elder 6,172.26
Kate Onyekere 6,157.70
Amber J. Schaffner 6,140.33
Anne Weidenweber 6,102.31
Nkechi Agim 6,079.60
Michele Semper 6,065.26
Jami Lynn Jablonski 6,055.20
Vicki S. Lindsay 6,041.54
Natalie Marie Paparella 6,022.87
Helen Amato 6,013.60
Eleanor M. Reigel 6,012.82

Sapphire

Maria Diaz \$15,048.19
Julie Weaver 14,597.76
Roxanne McInroe 13,986.74
Julia Mundy 12,567.57
Tracy Potter 11,904.57
Sylvia Boggs 11,877.63
Lady Ruth Brown 11,754.45
Katie D. Nichols 11,425.19
Tabitha A. Hallums 11,243.53
Kathy R. Bullard 11,015.65
Diane Bruns 10,741.84
JoAnna P. Shipe 10,636.66
Ellen Farquharson 10,153.17
Randi Stevens 10,088.36
Jennifer G. Bouse 10,083.68
Tammy Romage 10,024.14
Binta Touray Jagne 9,803.38
Ann W. Sherman 9,758.30
Heather L. Bohlinger 9,647.31
Marie Pfarr 9,642.70
Gracie P. Yarritu 9,623.71
Michelle Sara Moore 9,312.00
Debbie A. Weld 9,304.46
Linda Klein 9,208.15
Kim Maynor 9,157.15
Flory Palencia 9,131.09
Phyllis I. Pinksner 9,092.52
Angie S. Day 9,009.56
Lynn Baer Roberts 8,910.12
Beth S. Austin 8,878.20
Jennifer Sloan 8,856.22
Maria Elena Coyote 8,734.70
Josefa Chacon 8,565.30
Molesta G. Dailey 8,550.95
Sagrario M. Magana 8,486.80
Kim B. Roberts 8,363.08
Cheri L. Taylor 8,334.89
Michelle Martella Armes 9,122.08
Sandra A. Zavada 8,258.24
Diana E. Frausto 8,254.79
Ann Ferrell Smith 8,150.41
Jeannie Helm 8,102.35
Jennifer L. Semelsberger 8,068.92
Theresa Wilkerson Brown 8,003.60
Delmy Ana Torrejon 7,866.36
Christy Bigham 7,864.18
Mary K. White 7,860.79
Peggy B. Sacco 7,823.72
Ruby Garner 7,796.09
Joycelyn Bailey Westbrook 7,793.32
Tasha Bergman 7,767.73
Lilli Beckstedt 7,726.63
Lorenda M. Younger 7,653.81
Agnes Stewart 7,540.86
Gena Prince 7,509.40
Pam Garner Moore 7,503.63
Janelle A. Ferrell 7,485.48
Cheryl Banks 7,444.38
Dolores Keller 7,431.57
Joanna Helton 7,374.06
Angelique M. Talbert 7,348.04
Kristi M. Anderson 7,343.79
Ryan Ashlee Rives 7,215.33
Sara Pedraza-Chacon 7,089.14
Linda L. Quillin 7,043.56
Jennifer Bessey Sallsbery 7,022.47
Susie Buse 6,982.45
Martha Alicia Gonzalez 6,980.39

Odilia Vasquez 6,962.02
Lyriss Yee 6,945.08
Pamela K. Nelson-Charlemagne 6,936.36
Lynette R. Bickley 6,924.30
Maria Montes 6,920.54
Teodora Alumada 6,885.39
Cheryl T. Anderson 6,854.24
Bonnie Crumrin 6,796.96
Erika L. Lupp 6,785.35
Deanne Black 6,733.66
Maria G. Leon 6,695.58
Linn Lane 6,685.23
Elizabeth McCandliss 6,661.71
Pilar Najera 6,642.29
Dena Smith 6,600.40
Sonya Cathey 6,586.34
Beth Fitzgerald 6,584.65
Jill L. Glockner 6,565.27
Brenda L. Gill 6,539.89
Miranda Katie Bandemer 6,515.00
Kathleen Kirkwood 6,473.48
Theresa Kusak-Smith 6,451.94
Robyn S. Cartmill 6,451.57
Martina Roman 6,432.11
Hilda Marrufio 6,407.39
Pamela D. Cox 6,397.65
Nannette G. Short 6,362.38
Rosa Ella Meza-Sanchez 6,332.54
Dwauna Maura 6,298.34
Melva M. Slythe 6,283.84
Krista Neal Warner 6,260.93
Leann Elaine Zondag 6,257.83
Oralia Gil 6,251.03

Emerald

Auri Hatheway \$14,501.01
Christie I. Ehiobu 13,209.18
Nancy A. Berlin 12,291.74
Marianne L. Anderson 11,931.33
Hollen R. Sherrick 11,695.58
Helle Jakpor 11,436.24
Nancy Graham 10,658.04
Yolanda Lopez 10,562.68
Ayobami O. Olusa 10,399.77
Maria Sanchez 10,242.64
Nancy L. DeFina 10,127.63
Sheri L. Farrar-Meyer 10,076.09
Angel L. Hurley 9,940.38
Trisha Taylor 9,892.88
Kathy P. Oliveira 9,857.29
Patricia K. Ayers 9,599.10
Hope S. Pratt 9,509.94
Evalina Chavez 9,381.57
Paula Kelsch 9,363.00
Maritza Lanuza 9,122.08
Michele Martella Armes 9,122.08
Pattie A. Robinson 9,028.03
Tanya Olivia King 8,999.58
Karen E. Riddle 8,895.10
Grace Y. Adeoye 8,731.88
Flavia A. Rivera 8,719.98
Julie A. Griffin 8,653.82
Kimbi L. Bartik 8,639.68
Ann Shears 8,539.75
Candy Jackson 8,530.10
Barbara Gizzo 8,528.91
Pam Kelly 8,449.30
Mirta Barquet 8,415.71
Kimberly Richardson Edwards 8,384.82
Stacy D. Foust 8,348.26
Kamli Fredericks 8,296.36
Traci L. Smith 8,260.72
Silvia Ramos 8,205.15
Elaine K. Williams 8,112.77
Linda Bradley 7,995.43
Debbie L. Bower 7,789.65
Brenda D. Elliott 7,759.99
Susan H. Campbell 7,641.55
Marina Sanchez Ramirez 7,586.25
Elaine Oatmeyer 7,429.58
Rose Campbell 7,343.97
Gerri L. Gurreri 7,302.31
Grace Hull 7,292.25
Valerie Yokie 7,241.37

Lynne Worcester 7,161.84
Karen A. Jorgenson 7,150.12
Helen M. Harlow 7,148.33
Nancy A. Coleman 7,088.53
Pamela Rowe Krmzarick 7,026.75
Eida Ramirez 7,014.84
Julie B. Potts 6,957.66
Roxie Soto 6,923.70
Pat Forehand 6,908.87
Haydee Guzman 6,868.45
Aida Ramallo de Escibano 6,850.69
Shanna M. Nowling-Brannon 6,848.23
Haniel Ortiz 6,831.30
Emily Stone 6,819.01
Holly Lynne Martin 6,810.96
Susie J. Serio 6,803.94
Antonia Miranda 6,787.66
Barbara Pleet 6,739.60
Annette D. Oxley 6,709.15
Heather A. Carlson 6,668.51
Stacy S. Gilson 6,628.37
Carol M. Fulton 6,619.24
MaryAnn V. Knox 6,601.79
Anita Rodriguez 6,591.35
Evelyn Nail 6,559.55
Amanda Thulin-Marrano 6,494.85
Nancy S. North 6,481.39
Charlotte Mantooth 6,450.71
Tandy L. Ludin 6,432.24
Caroline Nesbitt Osmon 6,427.49
Alyssa Entenza 6,405.64
Lindsey Harper 6,392.00
Renita Griswell Peele 6,384.69
Shella J. McCune 6,324.31
Jo M. Cotton 6,295.88
Maria Estela Mondragon 6,264.40
Jackie L. Root 6,192.27
Breanne Bechard 6,190.36
Denise G. Kucharski 6,152.39
Alyson R. Young-Guerra 6,107.83
Margarita O. Dominguez 6,064.96
Misty Griswell Peele 6,062.84
Laura A. Armstrong 6,049.59
Denise M. Sowder 6,034.27
Connie S. Miller 5,964.73
Denise W. Montgomery 5,953.47
Jeannie S. Meyer 5,917.63
Diana Pena 5,911.27
Sonia E. Argueta 5,902.01
Linda Grey Boza 5,896.98
Linda Jackson 5,867.31

Pearl

Kim McClure \$18,083.22
Kristin Myers 17,923.57
Alma Orrostieta 16,943.51
Jeanie Martin 15,378.66
Lisa Allison 14,738.45
Leah Michelle Lauchlan 14,293.20
Julia Sander Burnett 14,289.40
Kathryn L. Engstrom 12,012.01
Joyce Recenello 11,604.90
Jeanie K. Navrkal 10,951.21
Anne Geertsen 10,848.85
Betsy C. Richard 10,796.24
Holly Thompson Lowe 10,675.65
Irene Korobov 10,664.99
Dorothy D. Boyd 10,602.74
Tammy A. Vavala 10,372.65
Lindsay R. Stewart 10,370.12
Sandra M. Munguia 10,017.15
Cindy Machado-Flippen 9,940.25
Keita Powell 9,771.91
Amy Kemp 9,671.03
Heather Marie Erbe 9,609.62
Alicia Borkowska-Sattler 9,486.73
Susan M. Hohliman 9,447.23
Patti Corneli 9,356.22
Tammy Brown 9,300.16
Elizabeth B. Muna 9,230.51
Kathy Eckhardt 9,146.14
Patty Webster 9,135.06
Beth H. Pland 9,106.65
Tracey L. Chavez 9,075.86
Stephani Prendes 9,039.39

Virginia S. Rocha 9,004.34
Sharon Smith Wisnoski 8,961.28
Janice Baxter Hull 8,897.75
Collette Parker 8,800.74
Tara Lynn Mitchell 8,770.58
Sherry L. Fields 8,564.50
Carmen J. Felix 8,557.51
Nicole J. Canamare 8,513.81
Gail A. Clark 8,510.83
Susie Kopacz 8,453.50
Caroline Adedolapo Yussuf 8,446.10
Barbara R. Johnson 8,429.92
Evelyn Pirhalla 8,297.05
Penny J. Jackson 8,068.70
Irene K. Foster 8,050.33
Rita Schaefer 7,972.23
Judi Tapella 7,858.37
Judy Gieson 7,834.98
Laura Poling 7,703.12
Peggy Matish 7,670.08
Amy Stokes 7,609.64
Rachael M. Bullock 7,603.88
Sandra Giraldo Kirchhoff 7,596.20
Terri Lewis 7,568.70
Sara Ruth Pennella 7,545.09
Nadine Bowers 7,526.87
Luanne Stewart 7,488.98
Maria Dowling 7,430.00
Ruthie Bresette-Mount 7,374.33
Joyce Bruder 7,304.55
Blythe Jolee Egbert 7,235.02
Vicki Piccirilli 7,233.68
Tamarie M. Bradford 7,206.37
Sherry Moxley Moir 7,099.00
Angela P. LaFrance 7,081.30
Susan K. Janish 7,066.97
Amie N. Gamboian 7,051.07
Barbara Ashworth 7,048.83
Menina M. Givens 7,042.85
Belle L. Martin 7,036.91
Amy M. Alber 7,026.04
Tina M. Wright 6,997.70
Rebecca Milligan 6,803.54
Donna R. Doyle 6,802.90
Fern M. Gerdes 6,798.13
Donna Stephano 6,790.03
Lisa Olivares 6,753.11
Angela G. Blount 6,739.05
R. Sue Miller 6,712.48
Delores E. Black 6,706.57
Katherine Mirkes Ward 6,658.47
Angel B. Toler 6,576.85
Ella M. Chick-Power 6,505.44
Jaime Marie Bittner 6,496.70
Darlene Rutledge 6,486.22
Roya M. Mattis 6,466.65
Holly L. Ennis 6,465.45
Victoria A. Pierle 6,455.64
Stacey Craft 6,353.72
Charlene Grubbs 6,327.35
Amy C. Schule 6,312.25
Angela Wood 6,295.36
Susan Moore 6,280.63
Cathy A. Barnhart 6,252.49
Maureen Shipp 6,250.56
Becki Hackett 6,248.72
Nedra Ruby White 6,240.60
Sheryl Jean Arena 6,227.98

Diamond

Ana Solis \$13,882.90
Sheryl Peterson 13,856.60
Dayana Polanco 13,723.16
Mery C. Ramirez Bravo 13,545.60
Priscilla McPheeters 13,443.58
Lara F. McKeever 13,413.01
Amy Allgood 13,329.75
Marsha Morrisette 13,191.22
Karime Rosas 13,185.23
Kim I. Cowdell 13,152.42
Delmi Cristina Santos 13,031.71
Melinda M. Balling 12,877.67
Arianne C. Morgan 12,308.36
Terri J. Beckstead 12,301.09
Omosolape O. Akinoyemu 12,114.55
Connie L. Russo 12,093.20

Heidi Goelzer 12,027.60
Ivonne Hernandez 12,022.47
Teresa A. Lischwe 11,912.42
Eileen M. Huffman 11,748.52
Pat A. Nuzzi 11,743.73
Ana Carolina Alvarez 11,581.78
LaRonda L. Daigle 11,415.16
Amy Zanto 11,284.02
Maricarmen Gonzalez 11,282.22
Meyra Esparza 11,033.43
Jeanette E. Beichle 10,890.46
Julie Schlundt 10,483.54
Betty Symons 10,415.68
Josefa E. Rosario 10,151.40
Evelita Valdez-Cruz 10,119.88
Mary Kathryn King 9,965.10
Rosa C. Fernandez 9,830.69
Maria Teresa Lozada 9,724.19
Rhonda Jean Taylor 9,647.99
Sharee Munger 9,632.67
Yosaira Sanchez 9,546.86
Nicki R. Hill 9,504.57
Yoanni Espinal 9,489.16
Barbara E. Roehrig 9,438.45
Maria Flores 9,383.09
Faith A. Gladding 9,356.13
Julie Neal 9,345.47
Vivian Diaz 9,336.12
Julie Danskin 9,313.80
Lesa Rae Franken 9,284.86
Shelly Palen 9,070.85
Rosmary A. Baez 9,035.37
Carol Lee Johnson 9,018.66
Susan M. McCoy 8,831.83
Noelia Jaimes 8,823.50
Sandy Griffith 8,812.07
Mary Strauss 8,767.03
Deborah Dudas 8,568.58
Kiersten Vavrina 8,492.29
Melissa R. Hennings 8,421.93
Suzanne T. Young 8,416.07
Reina C. Umana 8,412.87
Olga Cecilia Giraldo 8,340.24
Lisa Rada 8,332.57
Marialena Boquin 8,326.13
Nancy Fox Castro 8,322.82
Tammya Kremppes 8,310.24
Milvia Morales 8,306.81
Donna J. Saguto 8,303.85
Kristin Jenae Rogers 8,270.60
Martha Kay Raile 8,217.92
Krista A. Johnson 8,175.16
Terrie Guillou 8,107.11
Missy Shophire 8,037.42
Joy H. Rentz 7,979.18
Rebekah Hirnisen 7,961.70
Patricia Carr 7,960.11
Juanita Gudino 7,941.84
Audrey J. Doller 7,941.84
Rose Rodriguez-Capone 7,938.06
Andrea Shields 7,902.28
Chantney Gelfius 7,855.79
Marni McKenna Hendricks 7,855.13
Mariann Biase Mason 7,850.83
Heather M. Julson 7,850.53
Trudy Miller 7,826.92
Maritza Estela Gonzalez 7,819.13
Lesley A. Bodine 7,803.66
Brenda K. Howell 7,801.86
Fern Hendricks 7,779.44
Deanna L. Spillman 7,743.50
Ruth L. Everhart 7,689.71
Leticia Gutierrez-Barajas 7,647.11
Pettie L. Huffman 7,640.42
Tammie M. Hanson 7,633.17
Silvia Sanchez 7,600.68
Beth L. Gallagher 7,596.77
Rosa Bonilla 7,588.30
Lila DeWeber 7,580.91
Mary P. Creech 7,576.29
Beatriz Perez 7,540.38
Candace McCarthy 7,517.62
Gladis Maldonado 7,512.01
Robbie L. Brannon 7,496.88

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When times call for a change, **Change the way you think.**

When it comes to economic cycles, **Independent Executive Senior Sales Director Sylvia Boggs** has seen it all, from abundance to recession and just about every condition in between. Not only is she certain that it's possible to succeed regardless of what's going on around her, but she practices what she teaches. She started her Mary Kay business in 1969, so she learned her best practices, she says, from the best teacher ever, Mary Kay Ash. But wasn't it easier to succeed back then? How can anyone stay enthusiastic within earshot of the doomsayers' predictions of failure? Aren't those negative vibes enough to set back the most seasoned sales pro? No, says Sylvia. Success starts with a checkup from the neck up. And if it's "all in your mind," you have the power to reverse any trend in your world!



Been There, Done This.

She welcomes us into her living area, where Mary Kay memorabilia accumulated over 40 years “customizes” the lovely surroundings, and offers us a tour. Pointing out an especially treasured picture of her with her beloved mentor at an early Seminar gathering, Sylvia says, “You know, Mary Kay was the ultimate teacher. She showed us how to be long-distance runners, not sprinters. She built her Company on lasting values such as integrity, character and hard work. She taught us how to order our personal priorities — God first, family second, career third — and urged us to build solid values into our businesses, as well. Her brand of business practices will never go out of style.”

As she begins to review highlights from the past four decades, Sylvia credits Mary Kay’s wisdom with helping her through some tough times, both personally and in the nation’s economy. “I left IBM and a full-time salary and started my Mary Kay business. I became an Independent Sales Director, earned the use of my first pink Cadillac Career Car, earned my first Top Sales Director Trip and purchased a home four times more expensive than the one we were living in. I was diagnosed with breast cancer, underwent surgery, radical radiation and mega chemo, and paid ‘Mary Kay cash’ for our son’s college education — ALL in years of economic downturns and stock market crashes! Recessions, depressions, gas lines, extremely high taxes, inflation. We lived through it all. And through it all, I did my greatest work! Mary Kay used to talk about how the bumblebee wasn’t supposed to fly — aerodynamically it can’t — but it flies anyway. That’s me. I never knew what was happening ‘out there.’ I only knew I loved what I was doing. I had to bring home the bacon, and my Mary Kay business rewarded me in beautiful ways.”

But how can someone who’s just starting out — someone who’s not a seasoned pro like Sylvia — know how to survive in a downward spiral much less remember everything to do all the time? “It’s not hard when you boil it all down,” she says with a reassuring smile. “You really only have to keep in mind that *we bring about what we think and talk about*. Each one of us creates her own world to a large extent. If you stay in belief — and think, act and

speak accordingly — you *will* achieve positive results. When doubt and discouragement start to cloud your view, and they will for everyone at some point, don’t let those thoughts take hold. Say out loud, and keep saying, ‘Yes, I can! I can do it!’”

What Do You Believe?

Sylvia puts her own positive spin on negative headlines, rather than accepting them at face value. For example, if 8 percent of people are unemployed, then 92 percent are working. As evidence, she points to everyday American life. “Just look around, and you can see that the malls are open, the banks are doing business and the mail is being delivered. People are simply making wiser purchases. They’re thinking ‘value’ these days. That kind of thinking makes this time *our* time. Our customers need us. We’re a necessity. Tissue paper, floor cleaner, toothpaste, milk, butter and eggs; cleansing cream, moisturizer, foundation, lipstick, hand cream. Right time, right place, right products, right people! You and I hold the key. We have the greatest opportunity anywhere to show the world how to overcome hardship, how to carry on, how to excel, how to reprioritize, how to put into action the strong values — like those Mary Kay founded her Company upon — that made this country great.”

In fact, Sylvia says, now is the ideal time for Mary Kay independent sales force members to help bring the economy back to robust health. She raises her hands with a victorious whoop in celebration. “It’s true!” she exults, “and we need to be so *convinced* in our own minds and spirits of that truth that nothing and no one can make us turn loose of what we believe. Mary Kay said nothing happens until someone makes a sale. And what happens after? When you’re selling, children are eating and the big brown delivery trucks are running and prizes are being purchased and presented and car manufacturers are on line making our cars and kids are going to the dentist and colleges are attracting our best and on and on — the rhythm, the life blood of commerce, keeps flowing through the country in every arena!” She pauses to take a breath. “And just think: We’re part of that magnificent process! All because you, my wonderful Mary Kay sisters, made a sale and another woman felt better about herself and was



happy with her purchase! We all just need to know our worth, decide that we are, in fact, providing a service women need, and then get out there and do it!”

Now, with 40 years of Golden Rule customer service under her belt, after earning the use of 17 pink Cadillac Career Cars, traveling the world on numerous Top Sales Director Trips and achieving her place multiple times in the National Courts of Sharing and Sales, the Circle of Achievement, the Half-Million-Dollar-Circle and the Circle of Excellence, Sylvia says she’s learned possibly the most important truth of all about success. “It isn’t the economy or any outside factor that affects us. It’s our attitude, how we think and our daily habits that are the greatest predictors of our outcomes. What are you feeding your mind? Who are you listening to and taking advice from? The media? Or, are you creating your own reality?”

Now Get Going.

Once you understand your purpose and self-worth, says Sylvia, the next step is to put it all to work. Some may brush off the advice as “old hat,” but she says what’s old is really new again. “Start out each day reminding yourself that this is the first day of the rest of your life, and it’s up to you to make the most of it. You are a self-employed businesswoman, even if you have a job in addition to your Mary Kay business. Your Mary Kay business is like no other. Where else can you select your own clientele? You don’t have to wait for customers to seek you out and enter your store. Your market is at the end of your own two arms. It’s as close as your next footstep out your door. It’s the next phone call you make!



Start your day being positive and courageous. Have a servant's heart. Remember that you're part of an independent sales force that's getting the job done, making a difference through a Company that's dedicated to enriching women's lives. Ask yourself on Monday morning, 'What is my "why" for the week?' Do you want to help the unit you're in be onstage at Seminar or reach a certain achievement in your Seminar? Are you working to pay for insurance, for your child's piano lessons, to place an order toward your Ladder of Success this quarter or put your personal team on-target for a Mary Kay Career Car? Whatever your goal is for that week, keep it clearly defined in your mind. See yourself as already having achieved it."

A longtime fan of motivational audio CDs, such as those available from Sales Education on the Mary Kay InTouch® Web site, Sylvia recommends attending every Company event. In addition, she believes aspiring women should read. "Read great books about great people," she encourages. "Read about Mary Kay, who, when everyone said it couldn't be done, went out and did it anyway. And then she taught tens of thousands of other women how to go out and do it too. You have that amazing legacy behind you, and it will work for you if you work it. Cancel the paper and turn off the television. Go hold a party or a skin care class!" She discourages pretending that women will call if they need something or waiting for them to express an interest in having a makeover. If waiting for the world to come to you doesn't work, what does work? "Just the opposite," says Sylvia. "Be proactive. Call current customers and have an upbeat, happy, energized conversation. Call prospective customers — acquaintances,

co-workers, wives of men you know, daughters of customers — and openly share the good news about Mary Kay® products. Show them *The Look* catalogs. Carry a fabulous 'WOW!' basket of products and show them to everyone who will take a look. Like someone said, 'The eye buys more than the ear any day of the year.' Inform women about the results they can expect to receive from using what you have to sell. Mary Kay isn't just another cosmetic!"

As one who's marketed her business through good times and through times that required a bit of searching for the silver lining, Sylvia says this is the time to get creative. There's no room today for complacency, she believes; no time for status quo or "what will be will be." She sees the current economic climate as an opportunity waiting to be seized and one that calls for keeping a sense of humor. "It's time to lighten people's hearts, maybe try some things from the past. Back in the early years, everyone booked a party to treat friends to a girls' night out," she recalls. "We awarded door prizes and played games. Everybody won a little something: earliest arrival, highest purchase, first one to book her facial appointment, first one to finish her color application, and so forth. *We had fun!* Even when life was 'happening,' we relied on faith and sisterhood to get us through."

It's a New Day.

Sylvia is proud that she is associated with a company with a noble mission, one that is known for its enthusiasm and positivity. "We will always be the leaders in abundance mentality. Abundance and opportunity characterize how we see the world. We will always see the glass as half-full, not half-empty.

Actually," she says with a laugh, "we see the glass as overflowing! We will always set outrageous goals, and we will bring them to pass. It's all in how we think. It's all in what we believe. Mary Kay taught us that hard work always wins when wishing won't. That speaks to you, the women of Mary Kay. Up to now, we've just been practicing! Priorities are shifting, and it's time to re-examine how we do things, when we do things and whether the things we're doing are effective and efficient in today's new business landscape. Mary Kay taught us to dream and put wings on our dreams. She taught us to go and to give — to share and to care — more than others thought necessary. She taught us to be 'good-finders,' to find the good in others and in all situations. Mary Kay gave us a clear path to follow. She taught us to set goals, to excel, to be values-driven. She designed the marketing plan to reward being accomplishment-oriented and drawn to achievement. She knew that working only for money would not be rewarding, but accomplishments would be life-lasting and character-building."

Reflecting for a moment on the heritage that has enriched her life, Sylvia admires the way Mary Kay Ash provided superb products that get results and taught Independent Beauty Consultants to showcase those results at parties, joining with a hostess who earns her own reward. "We're all about customizing products to meet individual needs, following up and following through, building strong relationships and trust," she says. "We've been doing that for 45 years, and now is the perfect time to be No. 1 in the world. We've just been preparing for the best years of our lives!"



any stage, any age

No matter what a woman's season of life, the Mary Kay opportunity offers the freedom and flexibility to create a business that fits her needs. Do you know someone who's recently become unemployed, or is working in a temporary job, and needs money? Maybe your neighbor took a few years off to have a family, and now she's looking for a fun way to get back into the swing of things – and still have time for her husband and children. When you're talking to potential team members, you can remind them that having a full-time Mary Kay business doesn't have to be the goal they start out with. But it just might become more than they originally envisioned, turning out to be the perfect solution for their business and personal needs!

Independent Sales Director Amanda Prenger of Jefferson City, Mo., in the **Independent Senior National Sales**

Director Janet Tade Area, has a fond memory that still comes back to her in living color. "My mom always used Mary Kay® products from the time I was this big," Amanda demonstrates with her hand waist high, "and the thing I loved most was her pink compact and her green masks." She mimics how her mother used to apply green Revitalizing Mask, still available in the Classic Basic Skin Care line, all over her face and throat. "I thought those masks were so cool," she recalls. "So when I got old enough to start wearing makeup, I naturally wore Mary Kay® products." Then one day Amanda's dad, a construction engineer, came home and was talking about a job he had just started. He was remodeling **Independent Senior Sales Director Annette Oxley's** house, and Annette had sent him home with a gift basket for "his girls" – Amanda, her mom and Amanda's sister. "Daddy told us all about how well Annette had done with her Mary Kay business, how she was making 'great money,' wearing diamonds, 'driving pink' and going on trips around the world. We were thrilled to receive that basket, and because our Independent Beauty Consultant was no longer available, we would have someone to fill our next orders. It was a win-win!"

At the time, Amanda was finishing up her freshman year of college. She had spent the whole year working 40 hours per week and going to school full time, applying for and receiving student loans for whatever her job didn't cover. "And believe me, that was a LOT!" she laughs. "With summer rolling around, I decided I needed a second job to help put away money for my sophomore fall semester. Annette's name popped up in conversation again, and I told my parents, 'I think I could do Mary Kay. I have friends who I believe would buy from me, and Mom, you and I already use the products. Maybe I could make

some extra money.” Amanda’s dad thought it was a great idea and offered to call Annette to see if she would share some information. The next evening, Amanda and her mom and dad went to Annette’s house and spent nearly three hours talking about her business, how she worked it and where she was taking it. “I was amazed!” Amanda says. “I made up my mind fast that this was something I was going to do. At least I could try it.”

Looking back, Amanda says what she appreciated most about her mentor was that Annette didn’t in any way make her business seem like a “get-rich-quick scheme.” “She showed me how she had built her business from the start with a skin care class or two each week and how that modest beginning, coupled with steady effort, grew into a profitable, consistent business with a loyal customer base, lifelong friends and success stories of team members and unit members who were thankful for the chance to make the extra money they needed or earn the use of a Mary Kay Career Car. Based on her I-story, I was inspired and excited about this opportunity more than anything I had ever heard of.” So Amanda started her own Mary Kay adventure, becoming an Independent Beauty Consultant and then an Independent Sales Director while still in college. Her mom and sister became team members in her personal unit. “They’re my strongest supporters,” she says proudly, “along with my dad, who got this whole ball rolling from the beginning.” And those student loans she incurred? Her eyes twinkle, and she smiles triumphantly. “After my freshman year, I paid them off from my Mary Kay® product sales each semester as I went. What a blessing!”

So Good, It’s Habit-Forming

It’s not hard to figure out why Amanda took her college sales experiment and ran with it, turning it into a post-graduate life full of promise and rewards. The perfect fit came naturally. Talk to her for just a few moments, and you can tell that happy sparkle in her eyes is genuine. “I admit it, I’m a people person. Ever since I was little, I’ve been addicted to people. I just love talking to them and finding out all about them. I earned my bachelor’s degree in sociology and intended to be a social worker because I wanted to help people. What I quickly realized about that role is that, while I would be helping people, there wouldn’t be much room to completely fix their problems due

to rules and regulations. That’s what I LOVE, LOVE, LOVE about Mary Kay! I can truly help women, in my own style, at my own pace. My customers can come to me with any number of cosmetics and skin care – even life – situations, and I have solutions. When they say ‘I need to lighten the dark circles around my eyes,’ or ‘I’d love to get rid of the age spots on my forehead,’ or ‘Give me a dramatic color look for my wedding,’ or ‘Show me how to make extra money,’ I can offer options. Some say they would love to earn the use of a Mary Kay Career Car and sell their own car, or they want to meet some spiritually similar women and make new friends. It feels so good to know I can solve all those problems, wants and desires! I can meet a woman at a party who isn’t feeling that great about herself and give her a sincere compliment and a new color look, and when we’re finished, she’s looking and feeling great about herself and making plans about where she’s going now that she has her makeup in tip-top shape! That’s the most rewarding feeling in this business. I leave every appointment feeling like I did everything I could to make that woman feel great about herself and brighten her day. Talk about addictive!”

Amanda was especially drawn to the Mary Kay opportunity because it sounded flexible and fun, not just financially rewarding. “After working long hours and going to class, I needed something that would keep my interest and make me want to get out there and do it,” she admits. “It also needed to be worth my time. I could have worked a second job at the mall, for instance, but working three-and-a-half extra hours in the evenings at a second job not only would have taken time away from my homework, it probably wouldn’t have provided even an extra \$100 per week, and that was discouraging. I felt just the opposite about Mary Kay. If I had a big presentation or exam, if it was finals week, I didn’t have to hold any appointments, and I wasn’t penalized for it. Instead, I worked, had fun and made money on my own schedule. I couldn’t wait to gather with the girls in the dorm or wherever for our next Mary Kay® party and meet possible new customers and potential team members.” Amanda describes how she worked her shift at the nursing home, where she was an intern for her degree plan, then left and held skin care parties. “People would ask how I did that without being exhausted. I answered honestly that, yes, I felt tired at first, but after being in the hostess’s home for five

minutes – setting up products and talking about who was coming and what free products she was going to earn from me – I was always energized, enthusiastic and excited. When I left knowing that I had helped women pick out the right products for their needs and also made substantial money, I couldn’t wait to go do another one!”

Although after college Amanda thought her Mary Kay business would be just a sideline to her full-time career, she realized she had something more to work with when her “Mary Kay money” began to surpass the income from her full-time job at the nursing home. “That’s when I saw that this could be a legitimate, moneymaking venture,” she explains. “When I quit my job to pursue Mary Kay full time, I remember feeling both nervous and excited, but it was the feeling of nervousness that pushed me to work and achieve. It was the best decision I could have made. I thank God I decided to take a chance on myself and give my business my full-time attention. People tell me the first thing they notice about me is that I’m always happy and in a great mood. I tell them that’s because with the opportunity Mary Kay has given me, I don’t have to participate in ANYTHING, including a J-O-B, that doesn’t make me happy!”

A Life Path to Grow On

She may have begun her Mary Kay business reaching out to other college students, but today Amanda markets to all age groups and backgrounds. “We all know women have very different needs at every point of life, and the amazing thing about Mary Kay is that no matter where you are, you can make success happen with this opportunity. I’ve experienced tremendous personal growth, tangible rewards, thrilling recognition and a deeper bond with my mom and sister, not to mention heartwarming, lasting friendships with my Mary Kay sisters, customers and unit members. Annette and my Independent Senior National Sales Director, Janet Tade, have inspired me every step of the way, and I can’t imagine my life without their example and that of other Mary Kay women. I feel so blessed to have found this opportunity so early in life. But I also know that it’s never too late to take advantage of this incredible opportunity. It’s never too late to find happiness through the work you do and the lives you touch. Where else can women go, at any age or stage, and settle into such a perfect fit? We have it all!”

the road to seminar 2010: a little planning can take you all the way!

Seminar 2009 isn't yet a shimmering memory, and already there are countless women who are setting goals and planning their strategies for shining brightly on-stage next year. Wouldn't you love to join them at the premier Mary Kay event, where hard work, Golden Rule customer service and legendary sisterhood are rewarded like nowhere else? You wouldn't want to miss the biggest investment you can make in your business, the education, ideas and "insider info" that will pay off for years to come. Not sure you can pull it off? Not so fast, say those who know the planning drill, the ones who start building their special-event nest egg six, eight, even 12 months before they'll need it.

One advance planning advocate is Independent Sales Director Jane Davidson Seibert of Forsyth, Ill., who practices what she teaches to those in her unit.

Step 1: Count Your Costs

"I've simply fine-tuned the process I heard about from others years ago, and I've worked it every year with great success," says Jane, a former Wall Street banking professional. "The secret is consistency, as in everything we do. A great side effect is that this plan develops strong Star Consultants and provides funds for events, advances and annual workshops year-round." Among the forms and worksheets she's created, Jane uses a "Wheel of the Fortunate" – a pie chart that illustrates ways for Independent Beauty Consultants to "earn" a portion or all of their registration costs and other expenses. "**Independent Executive National Sales Director Karlee Isenhardt** uses the wheel concept, and the **Independent Elite Executive National Sales Director Emeritus Pat Fortenberry** Area used it for years," says Jane. "Mine has a fill-in-the-blank column for Registration, Airfare, Hotel, Clothing, Meals, Spending Money, Taxi and other categories that I tally to get the total sum I'll need to work toward. It's important to get concrete amounts fixed in your mind so you can hold skin care classes that produce the profits that in turn you can apply toward your special events fund."

Step 2: Multiply and Divide

Jane starts her Seminar budget planning a full year in advance. One of her worksheets has a reminder about how many wholesale orders are needed each month to reach Star Consultant status, noting how many Miracle Sets or other popular skin care treatments it would take to get there. She divides her savings year into bite-sized chunks such as "Seminar Registration," which is funded in her system in April, "when you've earned Priority Arena Seating as an on-target Quarter 4 Star Consultant, or you're tracking a Court for Sales or Sharing," she explains. "Approximately four '\$100 days,' and you're there!" Jane emphasizes the importance for everyone, and especially new Independent Beauty Consultants, to attend all Company events. "Every single one is life- and career-changing. Each one of us deserves to see what rewards the future can hold if we are willing to do the work. I know without a doubt I would not have a life of abundance with Mary Kay if my dear friend and then Independent Senior Sales Director – **Independent Future Executive Senior Sales Director Karen Cunningham** – hadn't begged me to go to my first event. I haven't missed one since!"

As you work your plan and envision yourself as a Star Consultant, sitting in the arena with the "live action" going on all around you, just remember that each party you hold, each facial appointment, skin care class and open house helps get you there. Open house? Oops, check that calendar. It's not too early to start planning holiday parties that move you that much closer to your Seminar 2010 goals. Why not start today?



Seeking Success? Make Special Events a Way of Life!

As Jane says, if you want to experience all that Mary Kay has to offer, you won't want to miss a single Company event in the Seminar year. Check out next year's dates and themes, so you can start planning now to attend:

Leadership Conference 2010: *Project Starmaker!*

San Diego, Calif.

Jan. 10–13

Sapphire, Emerald and
Pearl Seminars

San Diego, Calif.

Jan. 13–16

Diamond and Ruby Seminars

Career Conference 2010: *Project Starpower!*

March 19–29 (A complete list of cities and dates will be posted on the Mary Kay InTouch® Web site, so you'll want to keep checking back.)

Seminar: *Project Superstar!*

Dallas, Texas

Sapphire – July 21–24

Emerald – July 25–28

Pearl – July 28–31

Diamond – Aug. 1–4

Ruby – Aug. 4–7

six most important habits of a star consultant

Embracing the Star Consultant program means you want to sell – and earn – an income! Exclusive quarterly prizes are part of the fun, but the true reward means you'll be operating your Mary Kay business by building a strong customer base and selling products. Here, **Independent Executive Senior Sales Director Kim McClure** of Cranberry Township, Pa., shares her "Six Habits to Reach Star Consultant Status."



1 **Talk.** Talking is the most powerful way to transform potential customers into actual customers. The more customers you have, the more sales you have and the more consistently you'll be a Star Consultant. Talk about the benefits of the product; talk about how great the opportunity has been for you. Talk about how you'd love to get together with your potential customer to pamper her or get her opinion of the products and then exchange phone numbers. Talking is how women make emotional connections.



Stay in contact with your customers.

Use the Preferred Customer Program. Follow up to see how they liked the products. Make personal phone calls. Sure, e-mail is convenient, but don't forget how to use the



phone. Of course, don't become a nuisance, but do stay in contact – let's call it being "respectfully available." And you can use Mary Kay's 2+2+2 rule – follow up two days

after they purchase new items from you, then two weeks after the initial appointment to check in and schedule a personal color appointment. Then touch base every two months after that.



3 **Make it your goal to offer unbelievable customer service.** Help your customers see that what you do for them goes so far above and beyond that they would never even think about taking their business elsewhere. When they buy from you, they're also getting your Golden Rule customer service in the bargain. Consider the benefits of keeping their favorite products on hand. Utilize the gift-with-purchase program; offer it to everyone. Remind your customers about the Mary Kay® satisfaction guarantee, and if they need to use it, honor it enthusiastically. Show them you're happy to deliver product to their homes. And, of course, make it your goal to deliver each customer's products within 48 hours of her order.

4 **Work the challenges to stay motivated.** Many Company challenges break down the Star Consultant quarterly contest into bite-sized pieces. That will help you stay motivated. Nothing motivates like success, and if you're setting and achieving frequent and realistic goals, you start to feel like you can do anything. And you can! Use those challenges to stay focused and on track.

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

6 **Get out there and sell!** The more you sell, the more your selling skills improve. And don't stop! When you're really pumped up because you just made a great sale, seize the moment, use that energy, call some new prospective customers. They'll sense your excitement and become energized by your enthusiasm. They'll want to be part of whatever it is you're offering them!

Reflections From Mary Kay

“Your attitude will be the most significant factor in your success, for with the right attitude you can do everything wrong and still succeed. But with the wrong attitude you can do everything right and fail. So if you think you can, you can! But if you think you can't, you're right. The greatest undeveloped territory in the whole world is right under your hat.”



– Mary Kay Ash

Dates to Remember

JULY 2009

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 2009

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 2010 contest period begins. *Class of 2009* Offspring Challenge ends. *Customers Count* Challenge for 2009-2010 begins.

July 3: Company holiday. All Company and branch offices closed.

July 4: Independence Day. Postal holiday.

July 15: Postmark deadline to earn the first monthly product bonus. Ruby Seminar begins. *Beaut-e-News*® e-mail newsletter begins e-mailing midmonth to customers.

July 16: Fall/Holiday 2009 Preferred Customer Program online enrollment (monthly and quarterly) begins.

July 19: Sapphire Seminar begins.

July 20: June Career Car qualifier paperwork due to Company.

July 22: Emerald Seminar begins.

July 26: Pearl Seminar begins.

July 29: Diamond Seminar begins.

July 31: Summer 2009 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.)

Next Month:

Aug. 1: *Class of 2010* Offspring Challenge begins.

Aug. 10: Mary Kay InTouch® Go launches to all sales force members.

Aug. 15: Postmark deadline to earn second monthly product bonus. Last day to enroll online for the Fall/Holiday 2009 Preferred Customer Program mailing of *The Look*. *Beaut-e-News*® e-mail newsletter begins e-mailing midmonth to customers.

Aug. 16: Third monthly product bonus begins.

Aug. 20: July Career Car qualifier paperwork due to Company.

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

Don't forget, the Ready, Set, Sell! product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available through Sept. 15, 2009. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

INITIAL WHOLESALE SECTION 1 ORDER:

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

NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:

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

Remember, sales tax is required on the suggested retail value of the bonus. If you qualify for the free customized color look, please add the \$113.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Note on Bonus Information

This will be the last month that the Ready, Set, Sell! product bonus chart and detailed BizBuilders bonus chart shown here are published in *Applause*® magazine. From now on, please check the Mary Kay InTouch® Web site on a monthly basis for this information.

Product Updates

- During the Sept. 16 quarter, TimeWise® Firming Eye Cream and Samplers, TimeWise® Targeted-Action® Line Reducer and Samplers, TimeWise® 3-In-1 Cleansing Bar and Extra Emollient Night Cream and Samplers will begin phasing into the rebranded pink and black packaging.
- Rebranded Paper and Plastic Shopping Bags will begin phasing in within the next few months.

Find It Online – What's on Mary Kay InTouch®

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

- Recognition/Contests.** Find details on new contests and challenges that start with the new Seminar year.
- Beauty Consultant Enrichment With Pacesetters.** Participate in this month's exciting *Pacesetters* Challenge to help you get your month off to a great start! And when you complete at least nine challenges from January through December 2009, continuing to work your business consistently, there will be something special in store for you! Go to Education > Beauty Consultant Enrichment Program to learn more and download the featured CD.

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.

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® After-Sun Replenishing Gel	\$12
\$1,200 sugg. retail/ \$600 wholesale	1 Mary Kay® After-Sun Replenishing Gel 1 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 1 (pk./6) Women's Eau de Toilette Sampler Cards	\$12
\$1,600 sugg. retail/ \$800 wholesale	2 Mary Kay® After-Sun Replenishing Gels 1 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 2 (pk./6) Women's Eau de Toilette Sampler Cards	\$24
\$2,400 sugg. retail/ \$1,200 wholesale	3 Mary Kay® After-Sun Replenishing Gels 1 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 3 (pk./6) Women's Eau de Toilette Sampler Cards 1 Mary Kay® Brush Collection	\$84
\$3,600 sugg. retail/ \$1,800 wholesale	4 Mary Kay® After-Sun Replenishing Gels 2 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 4 (pk./6) Women's Eau de Toilette Sampler Cards 2 Mary Kay® Brush Collections	\$144
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® After-Sun Replenishing Gels 2 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 5 (pk./6) Women's Eau de Toilette Sampler Cards 3 Mary Kay® Brush Collections	\$204
\$6,000 sugg. retail/ \$3,000 wholesale	6 Mary Kay® After-Sun Replenishing Gels 2 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 6 (pk./6) Women's Eau de Toilette Sampler Cards 4 Mary Kay® Brush Collections	\$264
\$7,200 sugg. retail/ \$3,600 wholesale	7 Mary Kay® After-Sun Replenishing Gels 2 (pk./5 ea.) Color Cards in Reds, Metals and Pinks 7 (pk./6) Women's Eau de Toilette Sampler Cards 5 Mary Kay® Brush Collections	\$324

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See this issue of *Applause*® magazine for the 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 2009.

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."



Judy Vallin

Ruby
Independent Senior Sales Director
Began Mary Kay October 1980
Sales Director Debut January 1986
Offspring two first-line; two second line
National Sales Director Go Give Area
Honors Premier Club qualifier; Circle of Honor; seven-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$57,056
Personal Lives in Lansing, Mich. Husband, Carlos; son, Ben; daughter, Beth; three grandchildren
Favorite Quote "Obstacles are what you see (or focus on) when you take your eyes off your goal!"
Independent Beauty Consultant Judy Wisniewski of Montague, Mich., says, "Every year at January Jubilee, Judy makes sure we have great teachers and speakers. We always have a good time and learn so much."



Brenda Gibson

Sapphire
Independent Future Executive Senior Sales Director
Began Mary Kay November 1979
Sales Director Debut December 1981
Offspring three first-line; two second-line
National Sales Director Jana Cox
Honors Premier Club qualifier; Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$42,190
Personal Lives in Hot Springs, Ark. Husband, Mike; son, Brandon; daughter, Crystal
Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13
Independent Sales Director Christy Cox of Rogers, Ark., says, "Brenda has driven many four-hour trips to educate me and my team. One trip was a surprise visit at our Northwest Arkansas awards meeting."



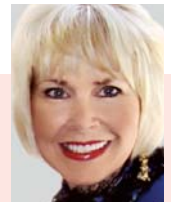
Candy Jackson

Emerald
Independent Executive Senior Sales Director
Began Mary Kay January 1995
Sales Director Debut November 1997
Offspring seven first-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, May 2002; six-times Circle of Achievement; three-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$99,629
Personal Lives in Folsom, Calif. Husband, Chuck; sons: Michael, Chad; daughter, April; one grand-son
Favorite Quote "If just one more woman finds out how truly great she is, it will be a great day!"
Independent Beauty Consultant BriAnne Wilberg Eaton of Sacramento, Calif., says, "Candy loves her unit, offspring and adoptees to success by making sure they are properly educated and that her adoptees always feel they are a part of her unit."



Amy Schule

Pearl
Independent Future Executive Senior Sales Director
Began Mary Kay July 1992
Sales Director Debut November 1993
Offspring three first-line
National Sales Director Barbara Stimach
Honors Cadillac qualifier; Star Consultant; four-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$52,263
Personal Lives in East Amherst, N.Y. Husband, Ned; sons: Andrew, Matthew, Patrick; daughters: Abby, Emily
Favorite Quote "'For I know the plans I have for you,' declares the Lord, 'plans to prosper you and not to harm you, plans to give you hope and a future.'" Jeremiah 29:11
Independent Beauty Consultant Sandra Burns of Lockport, N.Y., says, "Amy was a great support during my mom's illness and after her passing. She knows how to balance her home, her husband, her five children and her Mary Kay business."



Priscilla McPheeters

Diamond
Independent Executive Senior Sales Director
Began Mary Kay July 1988
Sales Director Debut July 1989
Offspring six first-line; seven second-line
National Sales Director Dalene Hartshorn
Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, July 1999; 14-times Circle of Achievement; four-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$118,381
Personal Lives in Lawrence, Kan. Husband, Jeff; sons: Isaac, Paul, Benjamin
Favorite Quote "Enlarge the place of your tent, and let the curtains of your habitations be stretched out; spare not; lengthen your cords and strengthen your stakes, for you will spread abroad to the right hand and to the left; and your offspring will possess the nations and make the desolate cities to be inhabited." Isaiah 54: 2-3
Independent Sales Director Andrea Shields of Olathe, Kan., says, "Priscilla has given the Independent Sales Directors in the entire Kansas City area the amazing Cadillac class and track to run on. I am a successful Sales Director because of Priscilla and the Cadillac class."

Be the Star you are!

2009-2010 Star Consultant Program
June 16, 2009 – June 15, 2010

Stars are within your reach! You can be a Star at Seminar 2010 by building your customer base and your selling power during each quarter of the year! Just take part in the Star Consultant program from June 16, 2009 – June 15, 2010, and you also can enjoy exclusive rewards and a fabulous luncheon at Seminar 2010 when you qualify! Why not make this your year to increase your customer base, provide Golden Rule customer service and make your business work for you? It's in the stars!

Earn Points by Selling and Team-Building

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

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

When you do, you get:

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

It only gets better from there! With each higher contest category you achieve, the prizes are more enticing! By adding personal team members for 600 contest credit points each, you can move up even faster. You'll find all the details in the enclosed Quarter 1 *Star Consultant Program* brochure.**

Star Dates

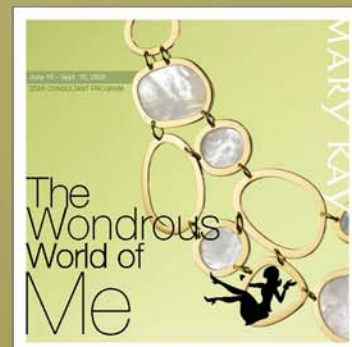
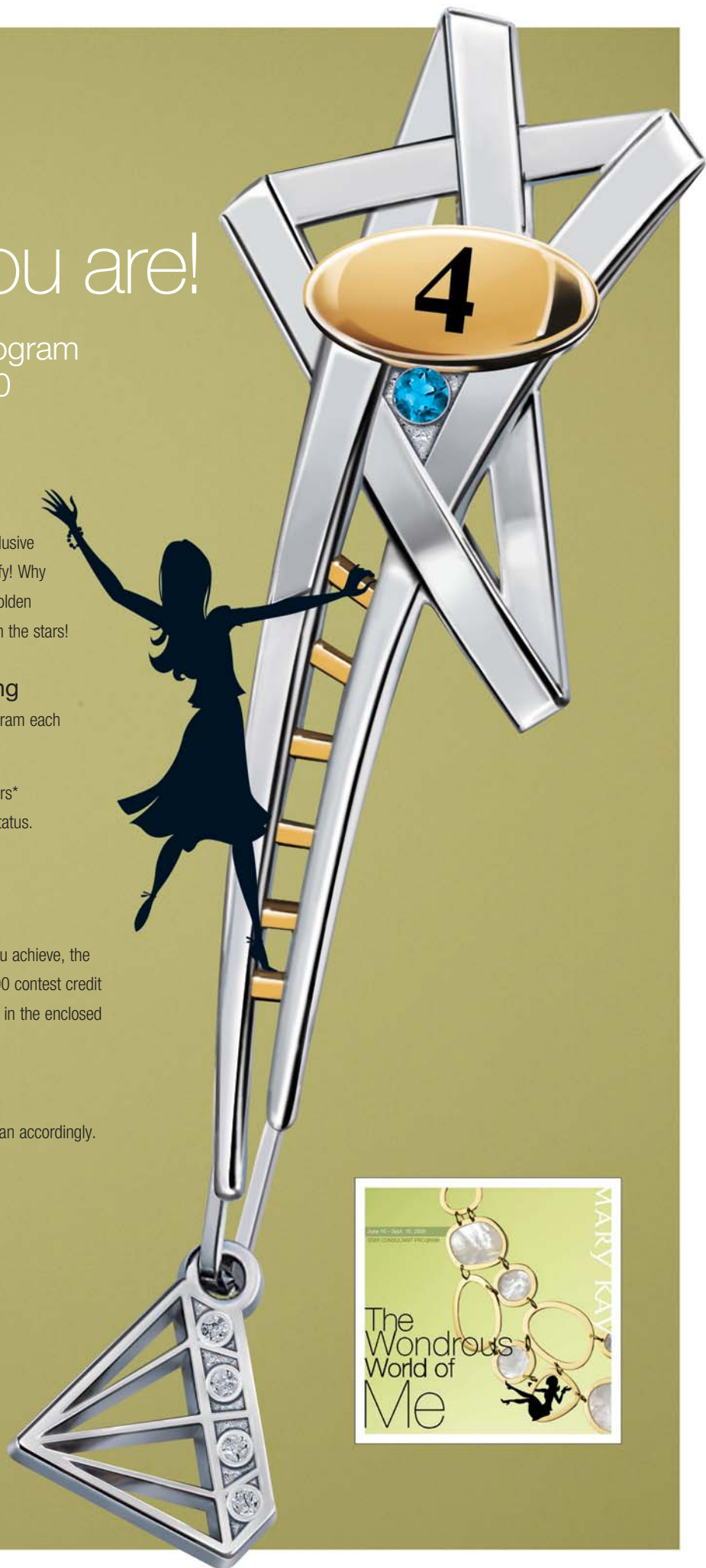
Keep these quarterly Star Consultant program dates in mind and plan accordingly.

- Quarter 1 June 16 – Sept. 15, 2009
- Quarter 2 Sept. 16 – Dec. 15, 2009
- Quarter 3 Dec. 16, 2009 – March 15, 2010
- Quarter 4 March 16 – June 15, 2010

And remember, when you sell,
you earn. It's that simple!

*A minimum of \$1,800 in wholesale Section 1 orders postmarked within the contest quarter is required to qualify as a Star Consultant.

**Quarterly *Star Consultant Program* brochures are included in the August, November, February and May issues of *Applause®* magazine to help you plan and aim for your ultimate prizes!



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bee strong. bee determined. *bee focused.*

Queen's Court of Sharing 2010 *Bee Focused!* Challenge

Small wings don't keep bees from flying! That's why Mary Kay Ash loved this symbol of success. You, too, can reach the pinnacle of team-building success by going on-target for the prestigious Queen's Court of Sharing at Seminar 2010. Each phase of the *Bee Focused!* Challenge is designed to help you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces, offering stepping stones to success.

Independent Beauty Consultants and Independent Sales Directors can:

- Add at least 10 qualified* new personal team members from July 1 – Nov. 30, 2009, and receive a stunning pair of gold and crystal bee earrings. Independent Sales Directors also will receive a name badge ribbon and an invitation to the Leadership Conference 2010 party.
- Add at least 16 qualified* new personal team members from July 1, 2009 – Feb. 28, 2010, and be recognized at Career Conference 2010 and receive a beautiful gold and crystal bee necklace.
- Add at least 24 qualified* new personal team members from July 1, 2009 – June 30, 2010, and be recognized** onstage in the Queen's Court of Sharing at Seminar 2010. Qualifiers will receive their choice of a dazzling diamond bee pin, a diamond bee ring or a diamond bee charm bracelet shown on Page 10 of this *Applause*® magazine.

Don't let small wings hold YOU back. Begin sharing the opportunity that has given you flexibility and control. *And give other women what they want.* Get excited. Start buzzing. Discover what it really means to share the dream.

Bee
Earrings

Bee
Necklace

* 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 apply for the maximum number of new team members in a month as for the Queen's Court of Sharing.

** 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.