

MARY KAY

appliance[®]

AUGUST 2010

Seven Lessons on Supplements



TimeWise[®]
Miracle Set[®]



TimeWise[®] Even
Complexion Mask



TimeWise[®] Replenishing Serum+C



TimeWise[®]
Microdermabrasion Set

New Color for
Eyes and Cheeks

Limited-Edition
Summer Essentials

find it online: check out Mary Kay InTouch®

Log on today to see what's hot. You may find everything you need for your Mary Kay business and more!



"Get It Free"™ BizBuilders Offers.

Formerly in *Applause*®, monthly BizBuilders bonus information is now exclusively online so you can quickly access the complete list of quantities and values. To locate bonus information for July 16 to August 15, click on **Products > BizBuilders** beginning July 10.



Starter Kit.

Look for detailed information about the Starter Kit, along with information on how to demonstrate with Mary Kay® Mineral Powder Foundation, under "Business Tools."



Product Reorder Reminders. These reminder e-mails are automatically sent to your customers who use your Mary Kay® Personal Web Site to place reorders of 28 core Mary Kay® products. During the program's prelaunch phase with Independent Sales Directors, more than 15 percent of consumers visiting Mary Kay® Personal Web Sites from a Product Reorder Reminder e-mail placed orders with an average order size of \$67. If you choose not to send Product Reorder Reminders to your customers, you may "opt out" of this tool through the Personal Web Site Manager.



"Let's Talk" Party!™.

Don't miss out on *the* place to network with your fellow independent sales force members! Discover party tips, selling strategies and encouragement for your personal goals. And remember to keep logging your party count as we reach for our 5-million-party goal!

august: dates to remember



Mary Kay said it best

“Success begins with a dream, and the first step in making dreams come true is to know what you want. Have a mental picture of your goals. The mind's eye must see the things you want. When it has a strong mental picture, it will begin to change your dreams into realities.”

1 Diamond Seminar begins.
Class of 2010 Offspring Challenge begins.

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

Summer 2010 Preferred Customer ProgramSM mailing of the Month 2 mailer begins.
(Allow 7-10 business days for delivery.)

4 Ruby Seminar begins.

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

10 Last day to submit online Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.

Postmark deadline to earn the second monthly product bonus.

Last day to enroll online for the Fall/Holiday 2010 Preferred Customer ProgramSM mailing of *The Look*, including exclusive samplers, while supplies last.

Third monthly product bonus begins.

20 July Career Car qualifier paperwork due to Company.

Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

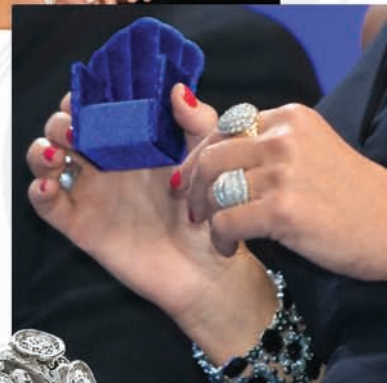
Last day of the month for Independent Beauty Consultants to place online orders (until midnight Central time).

31 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 midnight Central time.

off to a great start

While you're heading off to the biggest celebration of the 2010 year, remember that it's not too early to plan for Seminar 2011! **As Mary Kay Ash said, "Behind every achievement, large or small, lies a plan."** Check out the Seminar Awards prizes in this issue as motivation for your goal. What do you want to achieve? Remember, selling and team-building are the basics that will propel your business to new heights.



<< Putting on the Glitz

Seminar 2011 jewelry will have you setting your goals high enough to sit on the Queens' Courts of Personal Sales and Sharing. Put your plan to paper now!

Page 4

Sorting Out Supplements >>

Dr. Beth Lange and Yvette Franco offer seven lessons on supplements that can help you recommend the right products to your customers.

Page 6



Go-Give® Award Lives On >>

Mary Kay Ash initiated the Go-Give® Award as a way to honor Independent Sales Directors who share the adoptee spirit of helping others. Find out more about this prestigious award and the nomination process.

Page 16



summer-inspired beauty tips & trends

FROM CELEBRITY MAKEUP ARTIST **ASHUNTA SHERIFF**



Ultimate beauty insider Ashunta Sheriff, celebrity makeup artist and go-to gal for stars like Alicia Keys, Sharon Stone and Paula Patton, shares some cosmetic tips and tricks that will take makeup from now to “wow” this summer.

[Eyes]

- The eye color trend of the moment is shades of blues and greens that truly transport you to your favorite warm weather locale. Get the look by using Mary Kay® Mineral Eye Color in new shades Azure or Emerald.



- Tired eyes can ruin even the most extraordinary makeup applications. To fix the problem, use an eye treatment before applying makeup. Mary Kay solution: Mary Kay® TimeWise® Targeted-Action® Eye Revitalizer



- Don't be afraid of color extremes! In fact, extreme skin tones – whether really fair or really dark – can usually take the most color.



[Face]

- A healthy glow is a “must” this summer. The limited-edition* Mary Kay® Cooling Bronzing Stick can be applied to areas where the sun hits the face. For ivory/beige skin tones, this can provide a sun-kissed look; for bronze skin tones, a warm glow. But why stop the bronzing process at your jawline? For a look that shimmers below the neck, apply the new cooling bronzing stick to your shoulders as an accent.
- Picking the right foundation isn't hard with the right tricks! To match your skin tone with ultimate precision, apply three different swatches of color to your jawline and choose the hue that blends perfectly with your skin tone.
- Get inspired by the colors, foods and atmosphere around you when choosing the right shade this season. Nothing says summer like a punchy coral, such as Mary Kay® Mineral Cheek Color in new Citrus Bloom.
- For touch-ups on the go, always keep your Mary Kay® Beauty Blotters® in your purse. These beauty must-haves will help maintain an oil-free complexion, especially on those hot summer days.



[Lips]

- Get lasting lips by layering products. For amazing lips all night long, use Mary Kay® Lip Liner to outline the lips. Then apply Mary Kay® Creme Lipstick all over the lips and Mary Kay® NouriShine® Lip Gloss to the center of lips for added shine.
- Bold is beautiful! For a show-stopping summer look, go for muted eyes and a va-va-voom lip, like Mary Kay® Creme Lipstick in the new stunning Midnight Red shade.



New Color to Love

NEW! Mary Kay® Liquid Lip Color

With Mary Kay® Liquid Lip Color, you have convenience and customization all in one! This lightweight, conditioning lip color is a two-in-one product that combines the coverage and finish of a lipstick with the foolproof application of a lip gloss. It contains shea butter to prevent moisture loss and a mint flavor for an instant pick-me-up. **\$13 each**



Mary Kay® Creme Lipstick in 11 NEW Shades

Now there's even more to love about your favorite lipstick. Mary Kay® Creme Lipstick offers the classic formula women have loved for years, now in 36 beautiful shades. **\$13 each**



Mineral Color Updates

Discover new beauty with 10 **NEW** Mary Kay® Mineral Eye Colors (\$6.50 each) and one **NEW** Mary Kay® Mineral Cheek Color (\$10) that offer the skin-loving benefits of minerals at a budget-friendly price. The vibrant color and velvety feel of these products packed with vitamins make it *seem* like you are paying a whole lot more!

bath and shower power



Make cleansing your body an invigorating experience with Mary Kay® Eau de Toilette Fragrance Collections. Choose from everyday, refreshing scents at a super value!

Each Fragrance Features:

Eau de Toilette, **\$25**

Shower Gel, **\$15**

Body Lotion, **\$15**

Sugar Scrub, **\$15**

Buy them all or create your own combinations to meet your budget!

All product prices are suggested retail.



Simply Cotton®



Warm Amber™



Exotic Passionfruit®



Forever Orchid™
(floral)

Warm Amber™
(warm)

Simply Cotton®
(clean)

Exotic Passionfruit®
(juicy)

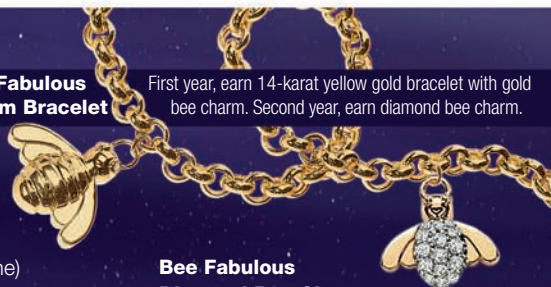
Fragrance Tip

Layering these fragrance products helps extend the wear of the Mary Kay® Eau de Toilette fragrance.

see yourself in diamonds: seminar awards 2011 jewelry

Bee Fabulous Charm Bracelet

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



Bee Fabulous Diamond Bee Charm

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

Bee Fabulous Diamond Bee Ring

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



Small Bee Fabulous Diamond Pin

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

Queens of the Courts



Diamond and Amethyst Ring

- 14-karat white gold
- Center prong-set emerald-cut amethyst approximately 25.00 carats
- 155 prong-set round brilliant diamonds weighing approximately 1.00 carats

Large Bee Fabulous Diamond Pin

- 14-karat yellow and white gold
- 21 round brilliant diamonds weighing approximately 1.75 carats



Queen's Court of Personal Sales

\$36,000 Personal Estimated Retail Production (Choice of One)



Hammered Saddle Ring

- 14-karat yellow gold
- 38 prong-set round brilliant diamonds weighing approximately .20 carats



Blue Topaz Ring

- 14-karat white gold
- 7.25 carats triangular-cut blue topaz
- 23 prong-set round brilliant diamonds weighing approximately .15 carats



Men's Ring

- 14-karat white gold
- Six prong-set round brilliant diamonds weighing approximately .25 carats

Brilliant Circles Ring

- 14-karat white gold
- 72 prong-set round brilliant diamonds weighing approximately .45 carats



Optional Pick a Prize

(View prizes at www.gopremco-prizes.com)

Runners-Up



Diamond and Onyx Ring

- 14-karat white gold setting
- 15 carats square antique-cushion faceted onyx
- 129 prong-set round brilliant diamonds weighing approximately .79 carats



Medium Bee Fabulous Diamond Pin

- 14-karat yellow and white gold
- 19 round brilliant diamonds weighing approximately 1.10 carats

Make Seminar 2011 your moment to shine onstage! What are your goals? What is your heart's desire? Chart your own success by putting your plan to paper, and make it your destiny to earn one of these prestigious awards. You've seen others make it happen; now see *yourself in diamonds of your own*.

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



Figure Eight Diamond Ring
– 18-karat white gold
– 131 round brilliant diamonds
weighing approximately 3.96 carats

Figure Eight Diamond Lariat Necklace

- 18-karat white gold
- 77 round brilliant diamonds weighing approximately 2.30 carats
- 18" wheat chain



Figure Eight Diamond Bracelet

- 18-karat white gold
- 100 prong-set round brilliant diamonds weighing approximately 2.85 carats



“ *It really is true
that whatever
the mind can
conceive and
believe, it can
achieve.* **”**

– Mary Kay Ash

Half-Million-Dollar Circle of Achievement and Above
(Choice of One)



Gold Mushroom Ring

- 18-karat yellow gold handmade ring
- 37 round full-cut diamonds weighing approximately 3.00 carats
- Special satin finish



Double Flower Ring

- 18-karat white gold
- .75 carats of channel-set baguette diamonds
- 2.75 carats of prong-set round full-cut diamonds



Diamond Marquise Ring

- 18-karat white gold
- 10 prong-set marquise brilliant diamonds accented with round brilliant-cut diamonds
- Total diamond weight approximately 2.50 carats



Diamond Stud Earrings With Halo

- 18-karat white gold
- Round center diamonds weighing approximately 1.5 carats
- Micro pavé-set round full-cut diamonds weighing approximately .35 carats



**Optional
Pick a Prize**
(View prizes at
www.gopremco-prizes.com)

EXPERT ADVICE

Dr. Beth Lange, Chief Scientific Officer
Yvette Franco, Vice President of U.S. Marketing

seven lessons on supplements



Supplements to the TimeWise® Miracle Set® are essential for addressing your customers' specific skin care needs.

Lesson 1: Age isn't always an indicator for when to recommend supplements.

While age can be an indicator, in the end, it is about your customers' needs, and these may not fit any timetable. You should listen to your customers' concerns and find solutions based on their problems, not their age.

Lesson 2: Both TimeWise® Day Solution Sunscreen SPF 25* and TimeWise® Night Solution are essential.



The products in the TimeWise® Miracle Set® should be used together to gain the maximum benefit for your skin.

The set is really the foundation of our brand. TimeWise® Day Solution Sunscreen SPF 25* is critical for sun protection; the TimeWise® Night Solution for repair. It's fine for your customers to add supplements on top of that, but we don't recommend leaving the house without using the complete TimeWise® Miracle Set®. As an example, the TimeWise® 3-In-1 Cleanser offers exfoliating and cleansing every day. This isn't the same as the exfoliating they can get from the TimeWise® Microdermabrasion Set. Different levels of exfoliation may be needed depending on their skin's needs.

The TimeWise® Miracle Set® provides the foundation for healthy skin; the supplements provide the customization for your customers' specific needs.

Lesson 3: TimeWise® Night Solution, TimeWise® Replenishing Serum+C and the TimeWise® Microdermabrasion Set have unique purposes.

While it's possible that the current economy is one reason why so many of you ask us which one of these products is most important, here are a few distinctions you should know:



■ TimeWise® Day Solution Sunscreen SPF 25* and Night Solution are not supplements – they are part of the TimeWise® Miracle Set®. Customers will likely experience the results of the TimeWise® Miracle Set® and then, depending on their needs, may try the other supplemental products in the TimeWise® line.



■ The next product we would recommend is the TimeWise® Microdermabrasion Set. The higher level of exfoliation it provides is critical in keeping skin from looking dull.



■ Next, we suggest TimeWise® Replenishing Serum+C that truly is focused on making the skin appear lifted and firmed.

Lesson 4: The TimeWise® Microdermabrasion Set and the TimeWise® Even Complexion Mask are not comparable.

You can't really compare the two because they are completely different in the benefits they provide and the concerns they address. The TimeWise® Microdermabrasion Set provides exfoliation, whereas the TimeWise® Even Complexion Mask delivers instant brightening benefits. The mask is a gentle formula that leaves skin feeling soft and moisturized, while delivering instant brightening benefits so that skin immediately looks more radiant. Also, the TimeWise® Microdermabrasion Set should not be used on those with skin conditions like acne or sensitive skin, but the mask can be.

Lesson 5: In addition to the TimeWise® Miracle Set®, eye cream is one product a woman shouldn't be without.

The skin around the eye is thinner and can be more delicate, so we often notice the signs of aging there first. As we age, there is a need to add moisture to the skin in that area as well as help reduce the

appearance of fine lines and wrinkles. In addition to the TimeWise® Miracle Set®, your customers will want to add an eye cream to their regimens. TimeWise® Firming Eye Cream and TimeWise® Age-Fighting Eye Cream are formulated specifically for use around the eyes.



Lesson 6: Suggest eye cream based on needs.

Both Mary Kay® eye creams provide great moisture and are formulated with age-fighting peptides to help reduce the appearance of fine lines around the eyes. The more lightweight TimeWise® Age-Fighting Eye Cream is great for all ages. However, if you want a heavy-hitting product to help your customer moisturize, firm and brighten the skin around the eye, you'll want to recommend TimeWise® Firming Eye Cream.

Lesson 7: Order of application is very important.

The order we recommend helps in attaining all of the skin benefits from each product. After cleansing the face with TimeWise® 3-In-1 Cleanser (1), your customer can use an exfoliation product, such as the TimeWise® Microdermabrasion Set (2). Afterward, we recommend applying supplement products, such as TimeWise® Replenishing Serum+C and TimeWise® Even Complexion Essence (3), to maximize the benefits to the skin. Those products can be followed up during the day with TimeWise® Day Solution Sunscreen SPF 25* (4) to provide protection from the sun or TimeWise® Night Solution at night to help reduce daily environmental damage. Finally, we suggest applying a moisturizer, like TimeWise® Age-Fighting Moisturizer (5), to help lock in hydration for the skin.



who should you ask?

Do you want to build a team but aren't sure who to ask? These successful Mary Kay business leaders share why they started their Mary Kay businesses. Let their answers inspire you to start asking because you won't know the answer until *you* ask!

a customer?

Independent Sales Director
Leanne Hochstein of Norfolk, Neb.



Started her Mary Kay business in August 2002

■ For Leanne, it all started with needing a new look for her daughter's wedding. She tried the Mary Kay opportunity and found something that

changed her life — a business that was still people-focused, but allowed her to reduce her hours working as a nurse.

■ **A customer with a bad Mary Kay® product experience?** Leanne believes her very individualized

team-building appointments lead to her success. She picks out parts of her I-story that partner well with a potential team member's personality. Leanne used this technique to help turn her own customer (who had a negative Mary Kay® product experience) into someone who is now a thriving and happy unit Miss Go-Give® Award-winning team member — **Independent Beauty Consultant Lynette Mandl!**

■ Leanne says that her Mary Kay business has been an extension of her nursing career — only with more flexibility and no time clock. She loves her unit, her life and says, "Thank you, Mary Kay!" ■

a family member?

Independent Future Executive Senior Sales Director Maylin Garcia of Springfield, Va.



Started her Mary Kay business in September 2008

■ Maylin said "no" to her mother, who is **Independent National Sales Director Ada García-Herrera**, for

five years before accepting the Mary Kay business opportunity. When she finally said "yes," it was to support her mother. But Maylin stayed because she loves the flexibility and the potential to make the income she desires. Maylin never judges someone

by their appearance and shares the Mary Kay opportunity with anyone. "You just never know who might say yes," she shares. She was actually surprised that her sister, **Independent Sales Director Jeimy Martinez**, decided to accept the opportunity after she talked to her. But saying "yes" to the Mary Kay opportunity runs in this family. Maylin's aunt (Ada's sister) is **Independent Sales Director Rosa Salinas**.

■ The women in this family appreciate the money, prizes, trips and recognition, but all of that wouldn't matter if they couldn't do what they love to do — change lives. ■

a busy person with a job?

Independent Senior Sales Director
Brandie Hubbard of Mapleton, Utah



Started her Mary Kay business in September 1996

■ When Brandie first heard about the Mary Kay opportunity, she heard "money." Brandie was busy working a full-time job, taking a substantial

number of hours at school — plus she had just gotten engaged and was planning a wedding in six weeks! She told her recruiter, "I don't know if I'm going to have time; I don't know if I'm going to like it; I don't know if I'm going to make money." Her recruiter simply said, "You are never going to know any of

those things unless you try," and then she stopped speaking and let Brandie think it through. She also said, "Why don't you hop in and try it, then at least you'll be making an educated decision instead of a guess." The money from Brandie's Mary Kay business helped put both her and her husband through school!

■ Brandie also was incredibly impressed with Mary Kay® products that address oily skin and thought she could easily find customers for them. With such an open-ended opportunity and the Mary Kay® Satisfaction Guarantee, Brandie was confident in signing her Independent Beauty Consultant Agreement and starting her Mary Kay business. ■

a mother with young children?

Independent Sales Director
Nancy Hyatt of Glenshaw, Penn.



Started her Mary Kay business in April 1997

■ Nancy was a former teacher with two small sons at home when she keyed into the camaraderie of a Mary Kay business.

She says, "Sometimes you need time away from home and kids. You need other women who are positive and exciting to recharge your batteries. The fact that I could stay at home and work my business around my boys was the big deciding factor." Nancy thought it was fun to work with a friend (her recruiter who was also a schoolteacher), and because of the Mary Kay® Satisfaction Guarantee, she had everything to gain and nothing to lose!

■ **A busy executive with a family?** Nancy tells of a challenge initiated by **Independent Executive National Sales Director Karen Piro** to "earn a pair of earrings to match a necklace she had given me as a Christmas present" which resulted in tremendous success for Nancy. In one week, Nancy contacted 30 women. Nancy says, "One of the women was a top executive at a local corporation and was just listening to help me earn those earrings I so desperately wanted. At the end, she said, 'I think I would like to do this.' She loved the fact that she could earn extra money." Nancy had thought this top executive and mother wouldn't need extra money or have time. Nancy thinks this experience just goes to show that you never know which women might need "extra" in their lives. And the earrings? Nancy did earn those earrings and is grateful for the challenge because out of 22 team-building appointments, six women decided that the Mary Kay opportunity was one they would like to try. ■

Recognition

Congratulations to the winners for April 2010

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 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for March 2010.) 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, 2009 through April 30, 2010.

Sapphire



Karen Piro

On-Target for \$950,000 Inner Circle
Barbara Sunden.....\$826,876.21

On-Target for \$550,000 Inner Circle
Carol Anton\$482,351.67

On-Target for \$500,000 Inner Circle
Karen Piro\$446,404.16
Gloria Mayfield Banks.....\$442,028.27

On-Target for \$450,000 Inner Circle
Lisa Madson.....\$396,606.57

Emerald



Gloria Mayfield Banks

On-Target for \$400,000 Inner Circle
Jan Harris.....\$344,620.66
Pat Danforth.....343,124.10
Anita Mallory Garrett-Roe.....335,254.70

On-Target for \$350,000 Inner Circle
Kathy Helou.....\$332,828.78
Darlene Berggren.....326,496.21
Jana Cox.....318,079.02
Kearle Isenhardt.....315,808.65
Cheryl Warfield.....313,792.09
Gloria Castaño.....301,951.11

Pearl



Jan Harris

On-Target for \$325,000 Inner Circle
Sherry Giancristoforo.....\$282,274.25
Lupita Ceballos.....278,664.46
Stacy James.....272,309.22

On-Target for \$300,000 Diamond Circle
Patricia Rodriguez-Turker.....\$270,173.18
Sue Kirkpatrick.....269,718.16
Cindy Williams.....264,107.84
SuzAnne Brothers.....250,963.72

Diamond



Barbara Sunden

On-Target for \$250,000 Diamond Circle
Jodie McCoy.....\$248,297.16
Linda Toupin.....242,585.77
Sonia Páez.....240,791.07
Debi Moore.....239,030.57
Halina Rygiel.....238,537.86
Shirley Oppenheimer.....217,196.46
Dacia Wiegandt.....215,804.93
Mary Diem.....214,810.22
Julianne Nagle.....213,953.70
Wanda Dalby.....209,377.22

Ruby



Carol Anton

On-Target for \$200,000 Diamond Circle
Pamela Waldrop Shaw.....\$202,262.34
Kerry Buskirk.....196,745.92
Ronnie D'Esposito Klein.....195,834.26
Jackie Swank.....193,634.31
Lily Orellana.....192,964.12
Shannon Andrews.....192,148.40
Diane Underwood.....190,406.11
Anita Tripp Brewton.....184,359.10
Tammy Crayk.....176,116.50
Sandy Miller.....170,525.52

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.

Sapphire

Karen Piro**	\$42,974
Lupita Ceballos**	34,338
Jana Cox*	28,433
Valerie J. Bagnol*	25,000
Julianne Nagle*	23,293
Jodie McCoy*	22,881
Dawn A. Dunn	22,873
Tammy Crayk	22,700
Shannon C. Andrews*	21,376
Kimberly D. Starr	16,432
Maribel Barajas	15,519
Charlotte G. Kosen	15,218
Gloria Baez*	14,814
Sandy Valerio	14,630
Pam L. Higgs	14,432
Pam Klickna-Powell	14,348
Lorraine B. Newton	13,708
Maria Guadalupe Diaz	13,460
Davanne D. Moul*	13,367
Jan L. Thetford	13,137
Allia L. Head	13,108
Paola Ramirez	12,948
Debra M. Wehrer	12,361
Nancy A. Moser	11,726
Diana Sumpter	11,577
Magdalena Nevarez*	11,252
Sharon L. Buck	11,204
Sherill L. Steinman	11,172
Ann Brown	10,883
Gillian H. Ortega	10,645
Bright L. Bridle	10,467
Kendra Crist Cross	9,993
Joy L. Breen	9,725
Mirna Mejia de Sanchez	9,105
Elizabeth Sanchez	8,879
Carol L. Stoops	8,803
Gladis Elizabeth Camargo*	8,742
Karen B. Ford	8,046
Jill Moore	7,611
Maria Aguirre	5,131

Emerald

Gloria Mayfield Banks***	\$63,478
Kathy S. Helou*	37,959
Sherry Giancristoforo**	36,233
Dacia Wiegandt	28,727
Lily Orellana	26,849
SuzAnne Brothers*	25,880
Janet Tade*	24,949
Debi R. Moore*	24,616
Joanne R. Bertalan*	18,755
Cindy Fox*	18,644
Kerry Buskirk*	18,609
Consuelo R. Prieto	18,584
Mona Butters	18,116
Kay E. Elvrum	16,987
Jamie Cruse-Vrinos	14,829
Cathy Phillips	14,404
Cristi Ann Millard	14,164
Yvonne S. Lemmon	13,395
Pamela Tull	13,320
Natalie Privette-Jones	12,907
Morayma Rosas	12,882
Miriam Gomez-Rivas	12,874
Kym A. Walker*	12,806
Cathy Bill*	12,772
Brenda Segal*	12,036
Crisette M. Ellis	11,508
Shelly Gladstein	10,238
Kathy Rodgers-Smith	10,143
Dawn Otten-Sweeney	9,842
Jackie LaPrade	9,826
Nora L. Shariff*	9,539
Sandra Chamorro	9,471
Judy Harmon	9,194
Sabrina Goodwin Monday	9,167
Barbara Whitaker	8,072
Carmen Rios	7,989
Sherry A. Alexander	7,980
Esther Whiteleather	7,250
Caterina M. Harris	6,942
Regina Hogue	6,433
Pamela Cheek	5,419
Phyllis R. Sammons	5,309

Pearl

Jan Harris**	\$30,408
Cindy A. Williams	30,233
Darlene Berggren**	29,889
Stacy L. James*	28,437
Pamela Waldrop Shaw	26,619
Cheryl Warfield**	26,175
Jackie Swank*	22,048
Halina Rygiel*	21,208
Anabel Rocha	21,042
Sandy Miller	19,233
Anita Tripp Brewton*	18,813
Mary C. Estupian-Martel*	18,784
Lisa Allison*	18,390
Maureen S. Ledda*	18,009
Nancy Bonner*	16,851
Julie Krebsbach	15,570
Judy Brack	14,958
Vernella Benjamin	14,733
Wilda DeKerlegand*	14,112
Betty M. Bridges	14,014
Shirley M. Oshiro	13,566
Lynda Jackson*	13,193
Kathy C. Goff-Brummett	13,008
Lise T. Clark*	12,706
Bett Vernon	12,624
Linda Kirkbride	12,544
Jane Studrawa	12,515
Maureen Myers	12,282
Elizabeth Fitzpatrick*	12,202
Pat Campbell	11,737
Robin Rowland	11,662
Glinda McGuire	11,636
Monique Todd Balboa	11,465
Allison LaMarr	11,113
Sonja Hunter Mason	9,956
Cathy E. Littlejohn	9,909
Beatrice Powell	9,880
Anita N. Conley	9,801
Wadene Claxton-Prince	9,777
Barbara Stimach*	9,438
Sylvia Kalicak	8,499
Rosalie Ann Medjesky	8,344
Deb Pike	7,798
Kathy Jones	7,523

Diamond

Barbara Sunden***	\$87,296
Lisa Madson	42,874
Anita Mallory Garrett-Roe**	37,959
Sonia Páez	31,876
Gloria Castaño**	30,184
Patricia Rodriguez-Turker**	29,182
Linda C. Toupin	27,359
Mary Diem*	22,024
Diane Underwood	21,646
Ada Garcia-Herrera	19,406
Evelinda Diaz*	18,288
Maria Monarrez	18,059
Isabel Venegas	17,526
Jo Anne Cunningham	17,346
Joyce Z. Grady	17,146
Connie A. Kittson	16,137
Dalene Hartshorn	15,387
Rosa Carmen Fernandez	11,959
Diana Heble	11,259
Rosibel Shahin*	10,422
Gina Rodriguez	8,771
Gladys C. Reyes	7,534
Betty Gilpatric	7,360
Carol Lawler	7,065
Andrea C. Newman	6,903
Jan Mazzotti	6,186

Ruby

Carol Anton**	\$55,767
Pat Danforth*	32,444
Shirley Oppenheimer*	32,119
Kearle Isenhardt**	30,236
Wanda Dalby**	29,493
Sue Kirkpatrick*	25,183
Kimberly R. Copeland	21,860
Ronnie D'Esposito Klein*	19,657
Lynne G. Holliday	19,244
Pamela A. Fortenberry-Slate*	18,154
Candy D. Lewis	17,369
Rebecca Evans*	16,938
Cyndee Gress	15,879
Scarlett S. Walker-Simpson*	15,538
Jeanne Rowland*	15,166
Judy Kawiecki	14,793
Pam Ross*	14,154
Michelle Sudeth*	13,909
Toni A. McElroy	13,855
Bea Millsagle	13,551
Kirk Gillespie	13,186
Janis Z. Moon	12,823
Terri Schafer	12,449
Kelly McCarroll	12,304
Patricia Lane	11,947
Gena Rae Gass	11,854
Jo Anne Barnes	11,623
Kate DeBlander	11,389
Amy Dunlap	10,633
Vicki Jo Auth	10,605
Vicky L. Fuseller	9,463
Gay Hope Super	9,090
Thea Elvin	9,042
Donna B. Meixsell	8,971
Cheryl J. Davidson	8,741
Cindy Towne	8,382
Cindy Z. Leone	8,213
Margaret Ann Bartsch	7,595
Rhonda L. Fraczkowski	6,912
Katie Walley	6,631
Renee D. Hackleman	4,523

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

Ruby/Rubí

New Debuts/Debutes february 2010/febrero 2010

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".



Sarena Kathryn Bellovich
Yelm, Wash.
T. Hoffman Unit

Amanda Brown
Marysville, Wash.
T. Burink Unit

Brenda Castellano
El Monte, Calif.
M. Almanza Unit

Megan Emerson
Indian Trail, N.C.
P. White Unit

Lisa Grisolia
Commack, N.Y.
D. Ludewig Unit

Amber O'Neil Hui
Chico, Calif.
S. Arbaugh Unit

Lynda Kay Poblete
Lancaster, Calif.
H. Valdez Unit

Amy Lois Rossing
Dripping Spring, Texas
T. Danforth Unit

Deanne Schram
Iowa Park, Texas
L. Meisel Unit

Rose Mary Slagle
San Antonio
L. Bradley Unit



Deborah Lahoud*
Colonia, N.J.
T. Zaino Unit

Monica Ann Mattson*
Camano Island, Wash.
B. Lepo Unit

Cheryl Monfette*
Albuquerque, N.M.
R. Motyka Unit

Irmina Chaerani
Patentreger*
San Francisco
M. Vigo Unit

Michele H. Plumb*
Troy, Ohio
L. Peterson Unit

Elaine Shore*
Colorado Springs, Colo.
T. Colbert Unit

Congratulations to Sales Directors **Jacqueline Michele Arthur**, Tyler, Texas, M. Kopec Unit; **Alesha Ann Coleman**, Abilene, Texas, C. Harwell Unit; **Heather Archibald Dixon**, Wilmington, N.C., K. McCarroll Unit; **Tracy C. Greene**, Astoria, Ore., A. Faulk Unit; **Lauren Paige Helton**, Dallas, N.C., S. Carter Unit; **Wanda Lea Maness**, Liberty, N.C., D. Kinley Unit; **Marie Ann McDaniel**, Lacey, Wash., C. Salapka Unit; **April Lynn Medlen**, Harvest, Ala., E. Elder Unit; **Kristin Oakes Milner**, New Orleans, La., S. Goins Unit; **Viola Pomary-Wedey**, Lawrenceville, Ga., P. Baabel Unit; **Cheri Scott Schad**, New Holstein, Wis., M. Arellano Unit; **Jennifer Ranae Shuler**, Kings Mountain, N.C., D. Correll Unit; **Carol Toby**, Newton, N.J., K. Canzone Unit; photos unavailable at press time. /Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debutó con anterioridad.

Dean's List/Lista del Decano april 2009/abril 2009

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 más alta 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.



Jodi A. Clifton
Dayton, Ohio
Diamond Go Give Area
Diamond Seminar

April Christine Hutchinson
Cold Spring, Ky.
P. Shaw Area
Pearl Seminar

Jemma Holley
Imwalle
Teachey, N.C.
K. McCarroll Area
Ruby Seminar

Honors Society/Sociedad de Honor april 2009/abril 2009

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.



Joanne Marie Davidson
Bunker Hill, Ill.
P. Danforth Area

Kimry Dupree
Matthews, N.C.
L. Holliday Area

Francine Denise Reed
Montgomery, Ala.
P. Danforth Area

Congratulations to Sales Directors **Marisa Vigo**, Suisun City, Calif., C. Anton Area; **Renee Wielenta**, Ringoes, N.J., Ruby Go Give Area; **Connie Lynn Wooten**, Breckenridge, Texas, K. Copeland Area; **Lisa Marie Zimmerman**, Chelsea, Mich., P. Fortenberry-Slate Area; photos unavailable at press time. /Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

Fabulous 50s/Fabulosos 50 october 2009/octubre 2009

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



Christina Lynn Furtaw
Shrewsbury, Pa.
Ruby Go Give Area

On the Move/En acción february 2010/febrero 2010

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.

Michele Arthur
Amanda Brown

Brenda Castellano
Heather Archibald Dixon

Lauren Paige Helton
Kristin Oakes Milner

Amber O'Neil Hui

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.

Chinwengozi Ahimie
Sandra Alvarez
Susana Alvarez
April C. Ames-Chase
Tonya N. Amick
Michelle Baillargeon
Lauren M. Barragan
Carmen J. Barry
Jennifer M. Bearden
Juliet J. Bourgeois
Janet G. Burgin
Catrina B. Cain
Joanna Calderon
Edwina Caulker
Cindy L. Cayton
Carri J. Chuy
Tonia Cobetto
Cindy A. Cole
Linda M. Craig
Geneasa L. Dallons
Sally L. DeChenne
Kim M. Dunnebacke

Victoria Ebell
Danielle N. Epley
Dora A. Escudero
Ida M. Flores
Rose K. Gonzales
Nilsa I. Griffith
Lisa L. Guthmiller
Hillary B. Hester
Mary Hollis
Hilary D. Horn
Becky Howard
Pamela R. Hubbard
Stacy H. Huffman
Norma E. Hunter
Emem K. Iwatt
Michelle B. Jariz
Deidra L. Jenkins
Monique Kent
Rachel H. Kiros
Melissa Kitchner
Jennifer A. Knight
Stacey E. Koury

Vanessa Lindsey
Tyshana N. Mabry
Leticia Martinez
Ashley R. McGee
Heidi A. Milbury
Stacey M. Milner
Brittney A. Moser
Myra P. Mowrer
Kerry B. Muniz
Karla A. Nanne
Dora Nava
Joanna K. Nelson
Mary Jeanne O'Grady
Liza J. Paparella
Christina M. Parker
Brianne K. Phillips
Katrina M. Pickens
Allison Raposo
Breean E. Robinson
Morie Ruffin
Adriana Ruvalcaba
Savanna M. Sagvold

Mary Grace D. Salomon
Aminata Samba
Elizabeth A. Sandy
Alison M. Seltzner
Alexis Shaw
Faye Shaw
Gaby Soto
Lisa A. St. Gelais
Erica D. Stein
Elizabeth Stewart
Beth M. Stump
Rebecca T. Suchenski
Breena K. Sulz
Wendy J. Torrez
Carrie L. VanDerHorst
Linda Wagner
Sharon J. Watkins
Catalina Webberson
Cynthia J. Weese
Heather L. Whitworth
Jackie F. Wilson

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.

Juliet Ede, O. Onuoha Unit\$2,220.53
Sales Director Juliet Ebele Okonkwo2,161.19
Sales Director Ekene S. Okafor2,042.37
Sales Director Shelly Renae Black.....1,764.91
Sales Director Thessy Nkechi Nwachukwu1,667.67
Sales Director Augusta C. Onyenemere.....1,588.73
Sales Director Irene I. Ibekwe1,575.47
Sales Director Tiffany Brooke Stout.....1,511.22
Sales Director Juliet Igboanusi.....1,487.20

Sales Director Jacqueline N. Alford1,438.55
Sales Director Janelle A. Ferrell1,406.57
Sales Director Melissa Regina Almanza.....1,382.52
Rose K. Gonzales, D. Covington Unit.....1,261.72
Sales Director Lisa V. Bauer1,260.22
Sales Director Christy Huber.....1,197.24
Sales Director Haven R. O'Halloran1,174.14
Sales Director Jennifer Jean McNulty.....1,165.94
Sales Director Tammy S. Lacy1,158.20

Sales Director Nkechi Agim1,112.12
Brandi Valentin, L. Pereira Unit1,098.94
Sales Director Carlotta Sandiford-Coleman1,078.45
Sales Director Stella Smith-Plus.....1,071.17
Sales Director Patti Maxwell1,066.33
Sales Director Patty Rondinelli-Berg1,063.34
Sales Director Ann Kuehler.....1,050.06

Gold Medals/Medallas de Oro

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

Name/Nombre	New Team Members/ Nuevas integrantes de equipo	10 Gold Medals/Medallas de Oro	9 Gold Medals/Medallas de Oro	8 Gold Medals/Medallas de Oro	7 Gold Medals/Medallas de Oro	6 Gold Medals/Medallas de Oro	5 Gold Medals/Medallas de Oro	4 Gold Medals/Medallas de Oro	3 Gold Medals/Medallas de Oro	2 Gold Medals/Medallas de Oro	1 Gold Medal/Medalla de Oro
Sales Director Gloria Dominguez.....	6	Sales Director Shelly Black.....5 Sales Director Ifeyinwa Okafor.....5	Sales Director Felicia Folarin.....5	Sales Director Nkechi Agim.....5 Sales Director Daisy Aniebonam.....5 Maggie Atherly, C. Lewis Unit.....5	Sales Director Kristen Willis.....5	Sales Director Patricia Anyachebelu.....5 Sales Director Cynthia Arne.....21 Sales Director Oluchi Elechi.....5 Sales Director Cordelia Ogbonnaya.....6 Sales Director Gloria Okoye.....5 Sales Director Mika Warren.....9	Sales Director Giselle Dominici.....6 Sales Director Laura Dyess.....5 Juliet Ede, O. Onuoha Unit.....8 Bolanle Lotsu, S. Smith-Pius Unit.....6 Sales Director Kimberly Perkins.....5	Madelyn Hansen, S. Arbaugh Unit.....5 Sales Director Jacqueline Jones-Steele.....5 Sales Director Catherine Ohanu.....5 Sales Director Valerie Stanton.....5	Rebecca Antonio, T. Davis Unit.....10 Sylvie Anyu, C. Ogbonnaya Unit.....10 Jennifer Atherton, K. Shepperd Unit.....6 Sales Director Patience Baabel.....5 Michele Grevich, B. Menestrina Unit.....5 Nedra Najeeullah, A. Foster Unit.....5 Sales Director Elizabeth Viola.....6 Kerri Washington, J. McNulty Unit.....5	Michelle Black, T. Roseberry Unit.....10 Trina Bowles, K. Downey-Shada Unit.....5 Edwina Caulker, S. Bernard Unit.....11 Sales Director Maria Hernandez.....5	Beatriz Konen, J. Craver Unit.....5 Amber Lamb, A. Vitorino Unit.....5 Dora Nava, C. Tinajero Unit.....11 Carrie VanDerHorst, K. Gardner Unit.....6 Tonya Warlick, S. Carter Unit.....6 Collins Alaribe, C. Okorji Unit.....5 Michelle Baillargeon, A. Rayder Unit.....9 Erin Barron, K. Gardner Unit.....5 JoMarie Bartlett, S. Goins Unit.....5 Marisol Bush, M. Howell Unit.....5 Sharon Cagle, L. Tyson-Cox Unit.....5 Judith Daley, K. Blosser Unit.....5 Andrea Danielson, M. Springer Unit.....5 Christina Dixon, K. Gardner Unit.....7 Rose Gonzales, D. Covington Unit.....7 Sarah Halstead, L. Zimmerman Unit.....5 Brittini Heiser, C. Huber Unit.....5 Elaine Henderson, C. Brinker Unit.....6 Sara Hinojosa, R. Beckford Unit.....5 Rachelle Holloway, S. Wallace Unit.....7 Pamela Hubbard, V. Upkins Unit.....6 Norma Hunter, C. Gaston Unit.....5 Sasha Jackson, J. Alford Unit.....8 Toni Jackson, C. Fulcher Unit.....5 Michelle Jariz, T. Waller Unit.....7 Deidra Jenkins, K. Dupree Unit.....5 Monique Kent, J. Thompson Unit.....6 Raahna Knight, L. Bolon Unit.....5 Dee Medlin, J. Ferrell Unit.....6 Judith Menchaca, L. Buss Unit.....8 Courtney Minter, S. Carter Unit.....8 Brittney Moser, S. Tripp-Black Unit.....5 Irma Moss, S. Babb Unit.....5 Brenda Mountain, R. Hovis Unit.....7 Karla Nanney, D. Hardee Unit.....6 Meg Norton, K. McCarroll Unit.....6 Crystal Oliver, C. Cox Unit.....7 Liza Paparella, N. Paparella Unit.....6 Estelle Randolph, D. Spells Unit.....5 Rebecca Richmond, M. Moore Unit.....5 Mary Rodriguez, M. Camacho Unit.....5 Adriana Ruvalcaba, A. Dunlap Unit.....7 Savanna Sagvold, C. Huber Unit.....5 Faye Shaw, F. Reed Unit.....7 Terra Stone, K. Gardner Unit.....7 Brandi Valentin, L. Pereira Unit.....5 Lea Valle, M. Stewart Unit.....5 Heather Whitworth, C. Brinker Unit.....6 Jackie Wilson, P. Hurd Unit.....6
51 Gold Medals/Medallas de Oro											
Sales Director Stella Smith-Pius.....	7										
47 Gold Medals/Medallas de Oro											
Sales Director Consuelo Tinajero.....	5										
Sales Director Vanessa Upkins.....	5										
45 Gold Medals/Medallas de Oro											
40 Gold Medals/Medallas de Oro											
Sales Director Thessy Nwachukwu.....	5										
35 Gold Medals/Medallas de Oro											
Sales Director Phuong White.....	6										
33 Gold Medals/Medallas de Oro											
Sales Director Inez Thayer.....	5										
32 Gold Medals/Medallas de Oro											
Sales Director Juanita Johnson.....	5										
26 Gold Medals/Medallas de Oro											
Sales Director Augusta Onyenemere.....	5										
20 Gold Medals/Medallas de Oro											
Sales Director Maria Frayre.....	5										
Sales Director Juliet Igboanusi.....	5										
18 Gold Medals/Medallas de Oro											
Sales Director Stephanie Honeycutt.....	11										
17 Gold Medals/Medallas de Oro											
Sales Director Ekene Okafor.....	6										
Sales Director Molly Williamson.....	5										
16 Gold Medals/Medallas de Oro											
Sales Director Tammy Lacy.....	8										
13 Gold Medals/Medallas de Oro											
Maria Nava, R. Rebollar Unit.....	5										
12 Gold Medals/Medallas de Oro											
Sales Director Esther Awe.....	5										
11 Gold Medals/Medallas de Oro											
Sales Director Grace Epuechi.....	5										

Grand Achievers/Gran Ganadoras abril 2010 qualifiers/calificadas en abril 2010

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period./Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Gran Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personal activas en un período de calificación de uno a cuatro meses.

Consultants/Consultoras
Amber Shae Barron
Susie Lawrence Cates
Bolanle Kafilat Lotsu
Deysi Yasmin Rodriguez

**Sales Directors/
Directoras de Ventas**
Annette M. Bond*
Cindea C. Booth*
Toni Davis Burink*
Theresa M. Cooper*

Joyce D. Eberhart*
Sue Farley*
Dessie Hardee
Maria M. Hayes*
Tamara Lynn Leppla*

Debra Layne Lewing*
Patricia M. Robles*
Russanne Rodstrom*
Roberta Sallustio*
LeAnn Stadt*

Karen Gayle Warzecha*

* denotes March qualifier

* denota que calificó en marzo

Achievement Circle/Círculo de Logros

Ranking of the top 100 Independent Sales Directors in each Seminar area based on their April 2010 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de abril de 2010.

Sapphire/Zafiro

Tammy Romage	\$84,283
Kim I. Sabourin	75,701
Julie Weaver	74,520
Roxanne McInroe	74,054
Audrey K. MacDowall	69,813
Julia Mundy	68,977
Brenda Bennett	65,083
Kristi M. Montesana	61,723
Randi Stevens	61,206
Patrice Moore Smith	60,214
Linda Klein	59,905
Nannette G. Short	58,436
Jennifer G. Bouse	58,124
Crystal Dawn McDaniel	57,949
Sylvia Boggs	56,586
Lara F. McKeever	56,343
Joanna Helton	56,333
Tabitha A. Hallums	55,813
Faith A. Gladding	55,386
Debbie A. Weld	55,147
Martha Alicia Gonzalez	55,020
Satarro Purnell	54,753
Diane Bruns	54,417
Angie S. Day	53,856
Lynnea E. Tate	53,290
Ann W. Sherman	52,695
Maranda Michelle Rains	52,661
Kim Maynor	52,422
Margaret Neill	51,406
Jill Beckstead	51,267
Cindy S. Kriner	51,257
Avelyn R. Smith	51,106
Hilda Marrufo	50,842
Catalina T. Barahona	50,049
Elaine B. Lewis	49,791
Cheryl T. Anderson	49,401
Maria Elvia Lopez	49,268
Christy Bigham	48,875
Angela D. LaFerry	48,666
Jennifer Salsbery	47,716
Ruby Garner	47,587
Maria G. Leon	46,956
Darnett Cohen-Spencer	46,563
Nancy W. Pettaway	46,130
Tracy Potter	45,443
Kathy R. Bullard	45,347
Kim B. Roberts	44,549
Shelia Berry	44,548
Dolores Keller	44,190
Ynocenta Hernandez	43,894
Brynne M. Blalock	43,221
Melody Missick	43,125
Maria Montes	42,687
Sanjuana Sosa	42,580
Lady Ruth Brown	42,549
Phyllis I. Pinksier	42,458
Danice C. McElowney	42,080
Tracey A. Fields-Hedrick	42,039
Silvia Rodriguez	41,946
Maria P. Loera	41,870
Peggy B. Sacco	41,819
Terry A. Hensley	41,532
Jodi L. Feller	41,517
Moleda G. Dailey	41,376
Terry M. Holcomb	41,363
Bonnie Crummin	41,352
Lorraine S. Kiggar	40,943
Tanya L. Satcher	40,908
Maria Elena Coyote	40,875
Kathleen Kirkwood	40,740
Lynn A. Cervini	40,670
Cecilia Boodhoo	40,319
Jennifer L. Semelsberger	39,980
Brandy Lee Hudson	39,722
Gayle J. Green	39,678
Anne Elizabeth Leanos	39,302
Josefa Chacon	39,239
Gena Prince	39,120
Crystal Dawn Lyon	38,271
Lyriss Yee	37,834
Sheri Reindl	37,723
Linda J. Bird	37,692
Patricia A. Woodworth	37,648
Linda F. Merritt	37,488

Maria Bocanegra	37,276
Lindsey K. Beauchamp	37,011
Julie Peacock	36,863
Odilia Vasquez	36,832
Cindy Harness	36,765
Angela Beltran Ayala	36,652
Chris Burnside	36,547
Krista A. Johnson	36,237
Aissa Hillebrand	35,943
Teodora Ahumada	35,918
Kenettia A. Adams	35,817
Maria K. Eades	35,779
Naomi M. State	35,673
Rayne D. Tubbs	35,648
Cynthia M. Cummings	35,599
Marty Ulmer	35,224

Emerald/Esmeralda

Auri Hatheway	\$75,576
Arianne C. Morgan	69,302
Renita Griswell Peele	69,250
Ann Shears	68,148
Pam Kelly	65,708
Kami Fredericks	63,325
Anita Rodriguez	63,237
Stacy D. Foust	61,519
Nancy A. Berlin	57,234
Linda Bradley	55,657
Maria Sanchez	55,363
Tammy West-Murrian	54,182
Denise G. Kucharski	54,055
Alyson R. Young-Guerra	51,746
Rosy Garcia Acevedo	51,507
Stacy S. Gilson	48,856
Tanya Olivia King	48,538
Penny R. Walker	47,851
Yolanda Lopez	47,836
Nancy Boucher	47,117
Annette D. Oxley	46,844
Paula Kelsch	46,361
Hope S. Pratt	44,988
Sheri Farrar-Meyer	44,623
Marina Sanchez Ramirez	44,564
Karen E. Ridle	43,623
Julie B. Potts	43,059
Cheri Pearce	42,911
Amanda Didia	42,804
Michele Martella Armes	42,235
Jeanne R. DeVore Harris	42,103
Vicki Hunter	41,890
Michelle Lyle	41,580
Kathy P. Oliveira	41,451
Kimbi L. Bartik	41,354
Brendaliz Cajigas	41,321
Rose Campbell	41,218
Barbara Pleet	41,217
Renee Duennkel	41,093
Teresa C. Colby	41,068
Jeanette E. Beichle	40,887
Julia A. Griffin	40,796
Elaine K. Williams	40,706
Jo M. Cotton	40,618
Anne Louise Goodman	40,344
Karen A. Jorgenson	40,289
Lynn F. Huckles	39,998
Megan S. Arapkiles	39,893
Roxanne K. Youngton	39,886
Geri L. Gurreri	39,741
Judith Beede	39,540
Maria Bertha Godinez	39,463
Amie E. Kelly	39,436
Candy Jackson	39,292
Christie I. Ehiobu	39,285
Cheryl L. Foster	39,160
Trisha Taylor	38,929
Connie Marie Ackroyd	38,870
Jackie L. Root	38,696
Karen Saladrigas	38,357
Keiko M. Nakao	38,067
Celsa Menjivar-Gutierrez	37,828
Shawna D. Schneider	37,794
Mirta Barquet	37,709
Melanie Starkey Basconi	37,703
Dana Ann Lamade	37,665
Ayobami Olanrewaju Olusa	37,278

Renee Ann Howard	37,233
Ana E. Segovia	37,205
Lisa E. Taylor	37,190
Brenda D. Elliott	37,185
Cecilia Merport	37,100
Katie L. Ashby	37,079
Carolyn L. Lucas	36,999
Stacey Deann Cole	36,852
Pat Forehand	36,660
Sonya C. D'Herde	36,629
Grace Hull	36,572
Tracy L. Moore-Fehring	36,569
Gwen Regan	36,114
Robin S. Moody	36,069
Melissa Elizabeth Milanak	35,930
Hollie R. Sherrick	35,835
Stephanie Forbes	35,515
Jean Mac Donald	35,345
Susie J. Serio	35,205
Carol M. Fulton	35,076
Christy Harvey	34,950
Christine A. Denton	34,927
Angel L. Hurley	34,849
Anthony Pack	34,777
Shara Mobley Gladden	34,680
Della Ponce	34,612
Jordan Helou Eicher	34,560
Maria Beddick	34,491
Maria J. Gonzalez	34,360
Sandra N. Weaver	34,185
Adia Ramallo de Escobedo	34,072
Flavia A. Rivera	33,865
Traci L. Smith	33,658

Pearl/Perla

Kristin Myers	\$104,467
Cheryl Marie Brown	86,847
Tina M. Wright	85,778
Cindy Machado-Flippen	78,874
Katherine Mirkes Ward	74,853
Kim L. McClure	73,792
Nedra Ruby White	73,586
Amie N. Gambolun	71,567
Kathryn L. Engstrom	69,225
Patty Webster	67,006
Leah Michelle Lauchlan	64,773
Holly L. Ennis	64,746
Tara Lynn Mitchell	63,756
Blythe Elgie Egbert	62,972
Ashley O. Brooker	60,110
Tammy Brown	58,534
Terry Lewis	57,984
Tracey L. Chavez	56,979
Diane M. Delesco	55,923
Toni Louise Moore	55,679
Josefina Barboza	54,664
Jeanie Martin	54,242
Alma Geertsen	54,227
Alma Orrosta	53,957
Debbie A. Thomas	53,423
Rebecca Milligan	53,371
Beverly M. Brown	53,182
Janice Baxter Hull	53,101
Victoria A. Plerle	52,919
Susan K. Janish	52,716
Virginia S. Rocha	52,678
Jeanie K. Narkval	52,617
Brenda Stafford	51,802
Maureen Shipp	51,157
R. Sue Miller	50,986
Gina Beck	50,676
Shelley Eldridge	50,085
Ruthie Bressette-Mount	49,808
Jo Shuler	49,443
Denise E. Crosby	49,342
Shanna H. Jones	48,490
Ivonne K. Foster	47,940
Susan M. Hohlman	46,978
Maribel Olivares	46,683
Michele Salisbury Rankin	46,148
Jennifer C. Olais	45,827
Diane M. Terwilliger	45,566
Kim Wiggins	45,240
Mia J. Mason Taylor	45,053
Betsy C. Richard	45,052

Amy Kemp	44,716
Elizabeth B. Muna	44,542
Patti Cornell	44,447
Lucia Fernandez	44,442
Shari M. Kirschner	43,949
Alicia Borkowska-Sattler	43,855
Stacey Craft	43,513
Sara Ruth Pennella	43,089
Pat Ringnald	42,311
Keita Powell	42,292
Carmen J. Felix	42,226
Hazel White	42,055
Delores E. Black	41,810
Beth H. Toler	41,651
Lindsay R. Stewart	41,558
Cindy S. Koenig	41,319
Stephanie Barnes	41,089
Nadine H. Huckabee-Stanley	41,062
Shari L. Dworkin-Smith	41,060
Constance Nugent Miller	40,977
Sandra Giraldo Kirchhoff	40,711
Adenike Morakinyo	40,698
Marilyn Schumucker	40,474
Mary Beth Pavuk	39,579
Shauna Lynn Abbotts	39,523
Vicki Piccirilli	39,428
Kathy Ahlwardt	39,339
Carrie J. LeCompte	39,165
Diana Maria Bermudez	38,767
Darlene Rutledge	38,699
Beth H. Piland	38,646
Leah G. Nelson	38,347
Lidia Gualano	38,226
Lia Rene Carta	38,141
Amy C. Schule	38,071
Luz J. Diaz Almeyda	37,770
Aide G. Martinez Charre	37,702
Rebecca A. Freeman	37,425
Stacy O. Ervin	37,386
Mary E. Feikes	37,361
John Holmberg	37,065
Susie Kopacz	36,843
Doreen J. Pavinski	36,835
Martha Martinez	36,743
Cathleen Woodbridge	36,253
Dorothy D. Boyd	36,084
Sherly L. Fields	36,014
Connie L. Young	35,858
Holli Thompson Lowe	35,738

Diamond/Diamante

LaRonda Daigle	\$99,556
Priscilla McPheeters	88,711
Evitelia Valdez-Cruz	87,758
Karime Rosas	83,884
Mary Strauss	79,362
Dayana Polanco	76,643
Marsha Morrisette	75,271
Sherly Peterson	72,566
Jenny Siemonsma	71,813
Amy Allgood	70,137
Melinda M. Balling	65,850
Sonia Suyapa Bonilla	63,191
Maricarmen Gonzalez	60,444
Nicki R. Hill	58,435
Ana X. Solis	58,173
Gerri Anne Morris	57,518
Leticia Barajas	57,482
Vivian Diaz	57,457
Lisa Peterson	56,439
Mariann Blase Mason	56,340
Andrea Shields	55,874
Tawnya Kremppes	55,611
Rosangel M. Ramon	54,574
Nancy Fox Castro	54,323
John Schlundt	54,209
Julia Medina	53,742
Marni McKenna Hendricks	53,530
Janet S. Chapman	53,386
Donna J. Saguto	52,611
Heidi Goetzel	52,286
Cecilia C. James	52,225
Petie L. Huffman	51,968
Noelia Jaimes	51,630

Stephanie A. Richter	51,386
Cindy Wallace	51,260
Barbara E. Roehrig	50,703
Gayle Lenarz Kolsrud	50,678
Kristin Jenae Rogers	50,615
Karla Beatriz Rivera	50,517
Celeste Pichardo	50,317
Heidi J. Norton	50,240
Lisa Rada	50,177
Pat A. Nuzzi	49,610
Delmi Cristina Santos	49,379
Julie Neal	49,234
Kristen C. Spiker	49,232
Rhonda Jean Taylor	49,116
Maria Hernandez	48,986
Donna K. Smith	48,598
Brenda K. Howell	48,547
Julie Danskin	47,987
Linda T. Cartiglia	47,892
Heather M. Julson	47,748
Meg Booker Steward	47,369
Shelly Palen	46,450
Lisa A. Stengel	46,400
Beth Brinkley	46,360
Norma Lee Shaver	46,177
Terri J. Beckstead	45,850
Denise M. Guthrie	45,807
Chatney Gelfius	45,474
Margarita Alicia Bolivar	45,332
Yolanda Carrillo	45,319
Marlene Davitt	45,237
Nancy J. Romshek	45,101
Martha Kay Raile	45,070
Mary Kathryn King	45,061
Milvia Morales	45,054
Betty McKendry	45,037
Betty Symons	44,696
Tammie M. Hanson	44,658
Robin L. Sailer	44,567
Bisola Gbadamosi	44,387
Diane L. Mentiply	44,360
Ruth L. Everhart	44,091
Suzanne T. Young	43,798
April Ann Townsend	43,272
Meyra Esparza	43,240
Sandy M. Harter	42,681
Jenny R. DeMell	42,557
Melissa Mays	42,348
Linda J. Wicks	42,192
Barbara H. Peterson	42,141
Carolyn Thompson	41,710
Tania Minelli Lazo	41,464
Carol Lee Johnson	41,425
Pat Joos	41,329
J. Susie Gleyze-Thomas	41,267
Mary P. Creech	41,107
Patricia Carr	40,814
Lisa A. Raupp	40,620
Lori M. Langan	40,378
Ruth Ojibeka	40,328
Joy H. Rentz	40,163
Maria Flores	39,979
Maria Aracelis Jauch	39,626
Linda A. Wiseman-Jones	39,474
Ramona Moreno	39,340
Nancy A. Fuqua	39,330
Yosaira Sanchez	39,158

Ruby/Rubí

Karen Gardner	\$95,173
Krystal D. Downey-Shada	80,120
Donna Clark-Driscoll	70,216
Janelle A. Ferrell	69,510
Cheryl O. Fulcher	66,773
Oye A. Onuoha	66,163
Ekene S. Okafor	65,134
Patti Maxwell	61,390
Somer Ballard Carter	60,638
Sonya F. Goins	59,865
Christy M. Cox	59,419
Christy Huber	58,428
Lisa V. Bauer	58,401
Thessy Nkechi Nwachukwu	58,083
Rosalie Kuhen	57,557
Lisa Anne Harmon	57,539

Mary Sharon Howell.....	57,054
Connie A. Brinker.....	55,902
Erin Lynch.....	55,623
Candace Lyn Chambers.....	55,443
Diane Covington.....	54,784
Nancy D. Marshall.....	54,014
Vanessa R. Upkins.....	54,001
Wanda Metzger.....	53,419
Sheryl K. Goins.....	52,748
Deborah J. O'Leary.....	51,974
Gloria Dominguez.....	51,734
Jacqueline N. Alford.....	50,908
Tiffany Brooke Stout.....	49,653
Heather A. Verity.....	49,461
Brenda Fenner.....	48,702
Jennifer Isenhardt.....	48,425
Juliet Ebele Okonkwo.....	48,143
Allison L. Carter.....	47,788
Sherrie L. Clemons.....	45,943
Becki Holsington.....	45,771
Terry Thole.....	45,547
Phuong L. White.....	45,249
Kali DeBlander Brigham.....	45,241
Debbie A. Elbrecht.....	45,093
Shelia D. Evans.....	44,787
Lacy Janel Nickelson.....	44,263
Crystal Huskins Carper.....	43,968
Marnie R. Yunger.....	43,575
Jeanette M. Thompson.....	43,416
Michele Arthur.....	43,386
Breda M. Teal.....	43,121
Consuelo Z. Tinajero.....	42,918
Lori Lynn Pereira.....	42,704
Karen M. Getty-Hopkins.....	42,554
Gina M. Gildone.....	42,549
Jemma Holley Imwalle.....	42,493
Sandra Braun.....	41,574
Cissy E. Warren.....	41,509
Suzanne Moeller.....	41,151
Liz Whitehouse.....	40,987
Laura A. Kattenbraker.....	40,878
Michele Semper.....	40,845
Robin R. Tucker.....	40,785
Carmen Nunez de Valencia.....	40,670
Mary Alice Dell.....	40,187
Casee Elaine Harnell.....	40,067
Rebecca E.M. Racine.....	39,901
Julie Brindell Sapp.....	39,780
Ingrid Elke Smith.....	39,568
Kelly Christine Shepperd.....	39,449
Macy Lynn Cason.....	39,339
Maria Camacho.....	39,317
Judy Lund.....	39,254
Julie Smith.....	39,253
Palia A. Curry.....	39,186
Crystal Caldwell Hubbard.....	38,760
Jennifer Jean McNulty.....	38,612
Eleanor M. Reigel.....	38,609
Peggy Young.....	38,169
K.T. Marie Martin.....	37,908
Mary L. Cahoon.....	37,869
Mary L. Morgan.....	37,697
Linda Leonard Thompson.....	37,689
Charlyn C. Eschette.....	37,117
Dessie Hardee.....	37,077
Stephanie Corrine Arbaugh.....	36,829
Lorna Walker.....	36,692
Suzanne Tripp-Black.....	36,685
Rose Mary Neel.....	36,371
Natalie Marie Paparella.....	36,317
Rebecca W. Cox.....	35,857
Kathleen C. Savorgnan.....	35,785
Helen Amato.....	35,583
Rachel L. Hall.....	35,432
Cindy P. Markowski.....	35,356
Judie Roman.....	35,191
Jan Stone.....	35,166
Karen M. Irwin.....	35,022
Michelle L. Sanders.....	35,009
Lisa A. DeLucia.....	34,942
April Lynn Rayer.....	34,701
Brandy E. Richwine.....	34,660
Kimberly Cavarretta.....	34,605
Lisa Baker.....	34,443

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2010. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Sapphire

Julia Mundy	\$12,506.75
Tammy Romage	12,473.10
Roxanne McInroe	12,205.53
Julie Weaver	11,326.71
Brenda Bennett	10,601.82
Angie S. Day	10,002.10
Diane Bruns	9,999.73
Crystal Dawn McDaniel	9,934.75
Kim I. Sabourin	9,693.97
Jill Beckstedt	9,415.60
Audrey K. MacDowall	9,382.99
Lara F. McKeever	9,239.69
Randi Stevens	9,076.37
Linda Klein	8,864.09
Sylvia Boggs	8,611.88
Faith A. Gladding	8,471.46
Kristi M. Montesana	8,463.65
Patrice Moore Smith	8,422.71
Maria G. Leon	8,377.92
Jennifer L. Semelsberger	8,356.66
Lynnea E. Tate	8,337.03
Joanna Helton	8,208.55
Avelyn R. Smith	8,187.83
Nicodonta Hernandez	8,027.80
Ylida Marrufo	7,995.59
Ruby Garner	7,939.75
Tracy Potter	7,925.41
Kathy R. Bullard	7,838.70
Lady Ruth Brown	7,749.16
Nannette G. Short	7,719.45
Alison Jurek	7,685.81
Maria Elena Coyote	7,684.61
Connie L. Russo	7,652.23
Tabitha A. Hallums	7,610.82
Dolores Keller	7,549.25
Darnett Cohen-Spencer	7,468.24
Debbie A. Weld	7,466.51
Jennifer G. Bouse	7,457.10
Martha Alicia Gonzalez	7,379.48
Maranda Michelle Rains	7,362.82
Julie Garvey	7,361.36
Teodora Ahumada	7,327.31
Josefa Chacon	7,325.54
Margaret Neill	7,296.38
Phyllis I. Pisker	7,289.68
Catalina T. Barahona	7,265.08
Melva M. Slythe	7,263.17
AnaMaria R. Cruz	7,227.81
Moleda G. Daley	7,212.16
Gena Prince	7,107.53
Sattaro Purnell	7,093.80
Ann W. Sherman	7,042.43
Delmy Ana Torrejon	7,037.04
Maria Elvia Lopez	7,012.40
Peggy B. Sacco	6,910.21
Kathleen Kirkwood	6,842.74
Pilar Najera	6,724.14
Deanna L. Spillman	6,681.15
Krista A. Johnson	6,676.24
Cheryl T. Anderson	6,673.59
Maria Montes	6,671.60
Maria Bocanegra	6,647.48
Christy Bigham	6,624.35
Lynn A. Cervini	6,569.70
Cindy S. Kriner	6,502.50
Heather L. Bohlinger	6,407.59
Jennifer Salsbery	6,400.76
Lindsey K. Beauchamp	6,393.17
Tirza Llanes	6,374.85
Nuria Yesenia Maldonado	6,353.76
Robyn S. Cartmill	6,337.37
Elaine B. Lewis	6,290.06
Sanjuana Sosa	6,277.20
Lynn Baer Roberts	6,255.91
Cynthia M. Cummings	6,233.06
Rita E. Siqueiros-Avila	6,199.23
Angeles Herrera	6,184.66
Angela D. LaFerry	6,089.08
Debra J. Witmer	6,088.88
Estela Saucedo	6,044.43
Gayle J. Green	6,040.26
Kim B. Roberts	6,026.74
Tracey A. Fields-Hedrick	6,005.39
Kim Maynor	5,918.53
Leann Elaine Zondag	5,888.59

Blanca Celia A. Caceres	5,842.87
Martha Villarreal	5,841.88
Danice C. McEldowney	5,838.85
Nancy W. Pettaway	5,834.34
Frances Woodham	5,823.02
Flory Palencia	5,800.02
Sagrario M. Magana	5,774.81
Sandra A. Zavoda	5,754.68
Shelia Berry	5,747.58
Anne Q. Harris	5,734.53
Naomi M. State	5,724.65
Maria P. Loera	5,706.19
Linné Lane	5,683.72
JoAnna P. Shippe	5,676.08
Crystal Dawn Lyon	5,670.25

Emerald

Auri Hatheway	\$14,099.51
Maria Sanchez	10,877.92
Pam Kelly	9,875.89
Renita Griswell Peele	9,797.53
Ann Shears	9,767.61
Helen Jakpor	9,432.78
Paula Kelsch	9,327.09
Arianne C. Morgan	9,166.19
Linda Bradley	9,093.39
Nancy A. Berlin	9,057.91
Ayobami Olanrewaju	
Olusa	8,909.83
Yolanda Lopez	8,740.36
Evalina Chavez	8,486.01
Karen E. Ridle	8,138.04
Kami Fredericks	8,105.33
Kimbi L. Bartik	8,071.95
Stacy D. Foust	8,070.56
Candy Jackson	8,063.14
Michele Martella Armes	8,036.51
Anita Rodriguez	7,953.53
Sheri Farrar-Meyer	7,819.13
Angel L. Hurley	7,791.71
Denise G. Kucharski	7,593.97
Stacy S. Gilson	7,555.54
Jeanette E. Beichle	7,400.58
Christie I. Ehiobu	7,389.86
Elaine K. Williams	7,288.18
Julie A. Griffin	7,272.61
Maritza Lanuza	7,263.95
Tanya Olivia King	7,220.86
Connie Marie Ackroyd	7,111.18
Alyson R. Young-Guerra	7,071.44
Aida Ramallo de Escobedo	6,907.11
Jo M. Cotton	6,886.52
Annette D. Oxley	6,849.75
Rose Campbell	6,836.66
Roxie Soto	6,825.12
Rosy Garcia Acevedo	6,793.43
Trisha Taylor	6,719.34
Shawna D. Schneider	6,717.85
Heather A. Carlson	6,713.46
Marcela Sierra	6,686.37
Anne Louise Goodman	6,684.22
Julie B. Potts	6,641.51
Brendaliz Cajigas	6,588.40
Karen A. Jorgenson	6,554.81
Myrna I. Colon	6,549.07
Susie J. Serio	6,471.56
Tammy West-Murrian	6,464.62
Barbara Pleet	6,352.55
Claudia Maria Velez	6,342.30
Vicki Hunter	6,317.91
Marina Sanchez Ramirez	6,316.68
Amanda Didia	6,274.57
Penny R. Walker	6,240.03
Hope S. Pratt	6,235.68
Celsa Menjivar-Gutierrez	6,216.63
Michelle Lyle	6,178.34
Cheryl L. Foster	6,152.22
Traci L. Smith	6,143.81
Teresa C. Colby	6,132.07
Loures Monroy Rodriguez	6,099.11
Cecilia Merport	6,087.27
Brenda D. Elliott	6,076.93
Sonya C. D'Herde	6,050.96
Silvia Ramos	6,047.90
Arvis D. Bridges-Epps	5,996.87

Judith Beede	5,983.38
Jackie L. Root	5,934.98
Debbie L. Bower	5,931.76
Kathy P. Oliveira	5,916.19
Maria Beddick	5,822.22
Mercedes Maria Jimenez	5,770.33
Keiko M. Nakao	5,686.85
Nancy Boucher	5,634.41
Pat Forehand	5,620.47
Lorena M. La Rosa	5,619.01
Veronica Beltran	5,618.42
Ana E. Segovia	5,601.62
Amie E. Kelly	5,596.19
Laura A. Armstrong	5,588.42
Stacy M. Houy	5,576.30
Christine A. Denton	5,543.15
Dana M. Chamberlin	5,540.66
Cynthia Pack	5,525.59
Cheri Pearce	5,510.00
Roxanne K. Youngton	5,498.10
O'Neely Encarnacion	
Gomez	5,479.47
Margarita O. Dominguez	5,475.27
Renée Duencel	5,471.90
Shara Mobley Gladden	5,444.94
Carol M. Fulton	5,442.25
Melanie Starkey Basconi	5,439.18
Breanna Lynn Breidenbach	5,436.03
Christine J. Kurzawa	5,427.94
Lynn F. Huckles	5,420.94
Grace Hull	5,413.47
Amanda Thulin-Marrano	5,411.70
Erin Osaze	5,386.14
Gabri L. Gurreri	5,378.48

Pearl

Kristin Myers	\$14,644.50
Jeanie Martin	13,632.31
Kim L. McClure	12,668.67
Alma Orrosetti	12,508.71
Cindy Machado-Flippen	11,313.23
Cheryl Marie Brown	10,442.13
Susan M. Hohman	10,303.13
Jeanie K. Navrkal	10,290.74
Leah Michelle Lauchlan	10,274.57
Tina M. Wright	10,240.51
Blythe Jolee Egbert	10,129.84
Anne Geertsen	9,968.19
Holli Thompson Lowe	9,726.54
Nedra Ruby White	9,666.72
Patty Webster	9,601.72
Elizabeth B. Muna	9,567.83
Amie N. Gambaion	9,567.63
Katherine Mirkes Ward	9,485.03
Tara Lynn Mitchell	9,331.12
Virginia S. Rocha	9,187.63
Shelley Eldridge	8,993.85
Diane M. Detesco	8,989.51
Terri Lewis	8,963.47
Kathryn L. Engstrom	8,936.75
Michele Salisbury Rankin	8,930.97
Debbie A. Thomas	8,669.47
Nadine Bowers	8,585.32
Amy Kemp	8,331.78
Holly L. Ennis	8,264.15
Irene K. Foster	8,108.32
Julia Sander Burnett	8,011.43
Sandra Giraldo Kirchhoff	7,907.68
Beverley M. Brown	7,904.25
Janice Baxter Hull	7,871.41
Mia J. Mason Taylor	7,807.11
Toni Louise Moore	7,787.24
Tommy A. Vavala	7,641.61
Tracey L. Chavez	7,628.81
Lindsay R. Stewart	7,626.67
Carmen J. Felix	7,511.81
Lia Rene Carta	7,494.25
Mary Durrer	7,482.24
Dorothy D. Boyd	7,453.76
Darlene Rutledge	7,364.30
Alicia Borikowska-Sattler	7,326.35
Borbek Olivares	7,321.41
Rebecca Milligan	7,311.03
Victoria A. Pierle	7,310.03
Gina Beck	7,305.70
Brenda Stafford	7,286.79

Nicole J. Canamare	7,285.32
Lisa Olivares	7,279.76
Maureen Shipp	7,209.74
Ashley O. Brookier	7,193.89
Delores E. Black	7,172.51
Keita Powell	7,151.70
Sara Ruth Pennella	7,100.85
Hazel White	7,099.16
Vicki Piccirilli	7,014.85
Diane M. Terwilliger	7,005.52
Susan K. Janish	6,988.39
Jo Shuler	6,959.51
Kathy Eckhardt	6,873.58
Josefina Barboza	6,858.55
Tammy Brown	6,847.34
Stacey Craft	6,758.47
Pauline White	6,755.26
Shanna H. Jones	6,702.57
R. Sue Miller	6,695.83
Patti Cornell	6,678.52
Denise E. Crosby	6,661.36
Susie Kopacz	6,589.60
Betsy C. Richard	6,576.94
Sandra M. Munguia	6,488.86
Ruthie Bresette-Mount	6,454.41
Evelyn Pirhalla	6,427.49
Amelie B. Kemogne	6,417.70
Collette Parker	6,382.79
Fern M. Gerdies	6,231.41
Adenike Morakinyo	6,229.96
Amy Stokes	6,163.74
Cathleen Woodbridge	6,135.11
Jodie Gualano	6,126.92
Sherry L. Fields	6,107.54
Angel B. Toler	6,086.45
Gloria Ramos	6,068.85
Pat Ringnald	6,004.29
Cindy S. Koenig	5,978.74
Shauna Lynn Abbotts	5,972.17
Shari M. Kirschner	5,941.38
Judi Tapella	5,937.01
Leah G. Nelson	5,913.90
Gail A. Clark	5,824.22
Marilyn Schmucker	5,806.32
Wanda D. Elwell	5,798.63
Peggy Matish	5,796.02
Diane Heckathorne	5,746.99
Barbara R. Johnson	5,727.20
Mary E. Feikles	5,717.20
Sylvia Limon Martinez	5,706.35

Diamond

Ana Solis	\$14,125.55
LaRonda L. Daigle	14,057.29
Priscilla McPheeters	13,758.45
Evitelia Valdez-Cruz	13,294.45
Vivian Diaz	12,694.93
Sonia Suyapa Bonilla	12,177.77
Mary Strauss	11,949.17
Karime Rosas	11,715.98
Sheryl Peterson	11,580.44
Dayana Polanco	11,340.37
Marsha Morrisette	10,625.94
Heidi Goelzer	10,271.86
Maricarmen Gonzalez	10,133.54
Meyra Esparza	9,923.62
Melinda M. Balling	9,788.83
Maria Flores	9,553.25
Amy Allgood	9,366.36
Nicki R. Hill	9,283.12
Ruth L. Everhart	9,119.17
Julie Schlundt	9,012.21
Julie Neal	8,990.06
Delmi Cristina Santos	8,908.82
Jenny Siemonsma	8,903.91
Pat A. Nuzzi	8,778.98
Martha Kay Raile	8,634.19
Noelia Jaimes	8,613.46
Leticia Barajas	8,514.74
Sandy Griffith	8,487.05
Barbara E. Roehrig	8,447.91
Cecilia C. James	8,443.12
Lisa Rada	8,430.78
Terri J. Beckstead	8,234.59
Kristin Jenae Rogers	8,150.25
Nancy Fox Castro	8,085.09

Lisa Peterson	8,045.60
Luzmila E. Abadia Carranza	8,045.47
Yosaira Sanchez	7,926.89
Stephanie A. Richter	7,882.06
Andrea Shields	7,858.41
Maria Siguenza	7,826.47
Lesa Rae Franken	7,803.67
Brenda K. Howell	7,784.64
Gerri Anne Morris	7,759.50
Julie Danskin	7,587.83
Donna J. Saguto	7,431.04
Celeste Pichardo	7,399.29
Rose Rodriguez-Capone	7,388.93
Margarita Alicia Bolivar	7,372.92
Leonor Collin	7,322.27
Cindy Wallace	7,262.32
Julia Medina	7,257.25
Heather M. Julson	7,231.03
Janet S. Chapman	7,227.09
Betty Symons	7,220.04
Rosangel M. Ramon	7,205.50
Susan K. Carlson	7,203.84
Tammie M. Hanson	7,131.32
Tawnya Krempges	7,108.49
Teresa A. Lischwe	7,093.07
Meg Booker Steward	7,074.59
Joy H. Rentz	7,040.97
Donna K. Smith	7,035.21
Lisa A. Stengel	7,005.66
Omosolape O. Akinyoye	6,970.28
Nancy Polish Dove	6,923.87
Lila DeWeber	6,922.56
Bisola Gbadamosi	6,854.43
Susan J. Pankow	6,801.65
Suzanne T. Young	6,801.64
Janita Gudino	6,798.87
Carol Lee Johnson	6,793.45
Denise M. Guthrie	6,786.97
Yolanda Carrillo	6,783.18
Mary P. Creech	6,778.73
Milvia Morales	6,756.06
Marni McKenna Hendricks	6,748.38
Lou Cinda Utley	6,737.85
Norma Lee Shaver	6,716.82
Yonni Espinal	6,715.76
Betty McKendry	6,652.82
Petie L. Huffman	6,626.63
Deborah Dudas	6,592.73
Maria Hernandez	6,581.42
Linda J. Wicks	6,567.16
Heidi J. Norton	6,560.19
Rhonda Jean Taylor	6,558.37
Stephanie Audino	6,550.28
Amy N. Romshek	6,536.98
Ana Carolina Alvarez	6,509.93
Karla Beatriz Rivera	6,482.87
Sandy Lasso	6,459.43
Shelly Palen	6,459.02
Mariann Biase Mason	6,447.40
Silvia Sanchez	6,446.20
Blanca E. Arroyo	6,400.67
Alicia Kingrey-Lokai	6,344.00
Nellie R. Anderson	6,342.88
Diane L. Mentiply	6,341.65
Mary Jacobson	6,322.83
Josefa E. Rosario	6,322.69

Ruby

Thessy Nwachukwu	\$15,310.54
Ekene S. Okafor	12,895.54
Karen E. Gardner	12,482.67
Donna Clark-Driscoll	10,847.80
Janelle A. Ferrell	10,424.97
Krystal D. Downey-Shada	10,423.47
Mary Sharon Howell	10,004.88
Jacqueline N. Alford	9,864.51
Somer Ballard Carter	9,568.10
Phuong L. White	9,205.34
Patti Maxwell	9,116.10
Lisa V. Bauer	9,093.08
Sonya F. Goins	8,921.01
Cheryl O. Fulcher	8,829.44
Lisa Anne Harmon	8,677.19
Gloria Dominguez	8,636.11
Diane Covington	8,634.17
Kathy Monahan	8,603.03

Recognition

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in April 2010.

Top National Sales Directors — Commissions and Bonuses



Karen Piro
\$42,974
Sapphire



Gloria Mayfield Banks
\$63,478
Emerald



Jan Harris
\$30,408
Pearl



Barbara Sunden
\$87,296
Diamond



Carol Anton
\$55,767
Ruby

Top Unit — Estimated Retail Production

SAPPHIRE — Tammy Romage, <i>Go Give Area</i>	\$84,283
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$75,576
PEARL — Kristin Myers, <i>G. McGuire Area</i>	\$104,467
DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$99,556
RUBY — Karen Gardner, <i>P. Danforth Area</i>	\$95,173

Top Sales Director — Personal Sales

SAPPHIRE — P.J. Baunach, <i>K. Piro Area</i>	\$9,945
EMERALD — Melissa Milanak, <i>J. Cruse-Vrinias Area</i>	\$13,019
PEARL — Kathy Schroeder, <i>Go Give Area</i>	\$10,329
DIAMOND — Ava Roberts, <i>Go Give Area</i>	\$15,883
RUBY — Juliet Goertzen, <i>P. Danforth Area</i>	\$23,141

Top Beauty Consultant — Personal Sales

SAPPHIRE — Jacqueline Chase, M. Silva Unit, <i>Go Give Area</i>	\$17,241
EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i>	\$18,069
PEARL — Sherry Moxley Myers, S. Moxley Moir Unit, <i>A. Tripp Brewton Area</i>	\$16,449
DIAMOND — Barbara Henney, J. Gleyze-Thomas Unit, <i>L. Toupin Area</i>	\$14,474
RUBY — Allison Alford, M. Cason Unit, <i>S. Wa ker-Simpson Area</i>	\$12,516

Top Team Builder

SAPPHIRE — Sales Director Sharon Swayzer, <i>J. Cox Area</i>	15 New Team Members
EMERALD — Sales Director Arvis Bridges-Epps, <i>N. Privette-Jones Area</i>	13 New Team Members
PEARL — Sales Director Sonia Lett, <i>V. Benjamin Area</i>	10 New Team Members
DIAMOND — Sales Director Piper Mullin, <i>D. Heble Area</i>	12 New Team Members
RUBY — Sales Director Cynthia Arne, <i>C. Gress Area</i>	21 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for April 2010.

Sapphire

Tabitha Hallums.....	33 New Unit Members
Brandy Lee Hudson.....	32 New Unit Members
Sharon K. Swayzer.....	26 New Unit Members
Tammy Romage.....	24 New Unit Members
Tracey A. Fields-Hedrick.....	22 New Unit Members

Emerald

Renita Peele.....	26 New Unit Members
Pam Kelly.....	23 New Unit Members

Leanne Parrino.....	23 New Unit Members
Tanya Olivia King.....	21 New Unit Members
Maria Sanchez.....	20 New Unit Members

Pearl

Kristin Myers.....	32 New Unit Members
Cheryl Marie Brown.....	30 New Unit Members
Tina M. Wright.....	29 New Unit Members
Katherine Mirkes Ward.....	25 New Unit Members
Debbie A. Thomas.....	22 New Unit Members
Keita Powell.....	21 New Unit Members

Virginia S. Rocha.....	20 New Unit Members
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Diamond

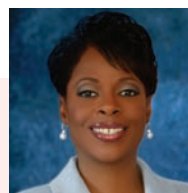
Leticia Barajas.....	26 New Unit Members
Celeste Pichardo.....	25 New Unit Members
Leonor Colin.....	24 New Unit Members
Evitelia Valdez-Cruz.....	23 New Unit Members
Meyra Esparza.....	21 New Unit Members
Karla Beatriz Rivera.....	20 New Unit Members

Ruby

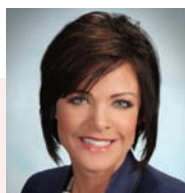
Karen Gardner.....	46 New Unit Members
Janelle A. Ferrell.....	27 New Unit Members
Cynthia Arne.....	24 New Unit Members
Vanessa R. Upkins.....	24 New Unit Members
Connie A. Brinker.....	22 New Unit Members
Somer Ballard Carter.....	22 New Unit Members
Candace Lyn Chambers.....	21 New Unit Members
Krystal D. Downey-Shada.....	20 New Unit Members
Kelly Christine Shepperd.....	20 New Unit Members
Ingrid Elke Smith.....	20 New Unit Members
Consuelo Z. Tinajero.....	20 New Unit Members

Sales Mentors

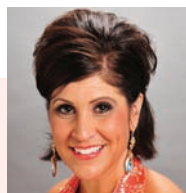
Special thanks to the sales mentors for the April 13, 2010, *New Independent Sales Director Education class*.



Natalie Privette-Jones
National Sales Director
Emerald Seminar



Krystal Downey-Shada
Future Executive Senior
Sales Director
Caldwell, Idaho
Ruby Seminar



Amie Gamboian
Senior Sales Director
Omaha, Neb.
Pearl Seminar

Meet Your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2010 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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now's the time to **get online!**



For most Independent Beauty Consultants, surfing the Internet has become second nature. They know firsthand the incredible benefits and advantages of using this valuable tool in their Mary Kay businesses and personal lives. Still, there are plenty of "late bloomers" out there who might find this medium a bit challenging and lose out in the many ways it makes running a Mary Kay business much easier.

And, yes, the first step means you must buy a personal computer. *Applause*® magazine spoke with these independent sales force members determined to let go of the idea that "everything paper" is better and to begin using computers and the Internet to access the Mary Kay InTouch® Web site so they can better manage their businesses.



Independent – a New Meaning

Independent Senior Sales Director

Claudia González of Garland, Texas, knows that she is an independent

businesswoman, but through becoming computer literate, she says the word "independent" acquires a new dimension. "I tell my unit members that by learning how to use the computer and really taking advantage of it, you truly can savor what independence is all about," Claudia says.

Claudia recalls how she stepped into this "new world:" "I started my Mary Kay business in 1992 and did everything manually. But in 2000, after just giving birth to Eunice, my youngest, I asked my husband to buy me a computer because I was going to stay home a bit longer, and I wanted to explore this technology. The first time I placed an order through Mary Kay InTouch®, it took me awhile. I remember that with my foot I would rock Eunice's rocker, and then when my order went through, I got so excited that even Carlitos, our puppy, not knowing how to react, started licking Eunice's cheek. I was so happy!"

Now, Claudia cannot imagine running her business without computer access to the Mary Kay InTouch® Web site. "It's like having my own secretary, guiding and reminding me along the way. No more having to go to or call the Company – and you don't need to constantly add your numbers or scramble at the very last minute to get things done because you forgot something. The system reminds you as you go. The time you save by using Mary Kay InTouch® is miraculous."

Claudia does not deny that, as with anything new, some Independent Beauty Consultants might feel overwhelmed. "But trust me," she says, "it's so worth it. You'll see your business flourish; you'll be faster, have more information, and your own Mary Kay® Personal Web Site can help you make money. Even when you're home, you know the Internet is keeping you busy. You don't have to rely or wait on anyone. That's when you know you're truly independent!"



Set Aside Time to Practice

Also from Garland, Texas, **Independent Sales Director Irene Coady**

says that through learning how to use the computer and to access the Mary Kay InTouch® Web site, "I am able to check on my business at any time and make decisions based on being informed by the minute. At the beginning, I would become impatient because I was so busy, and since I had no experience, I had a hard time getting where I wanted to go online. This was a source of frustration for me."

But Irene agrees with Claudia. Once you invest a bit of time on becoming familiar with the computer and how the Mary Kay InTouch® system works, Irene says, "You can have all the information you might need to operate your business more efficiently and save time. You can further invest in your team-building and sales efforts. My best advice for anyone learning to use the computer is to set time aside until you can go where you need to go online instantly. And, generally, I find that people around me are willing to help me take better advantage of this incredible tool so I can meet my goals and build my Mary Kay business!"

How Mary Kay InTouch® Can Help You:

- Allows you to place product orders so you won't need to pay the \$5 telephone ordering fee.
- Tracks your customers, your team members and their production with handy reports you can access online.
- Provides the latest product news and Company alerts that may affect your business, preventing you from being "left out" of Mary Kay happenings.
- Offers detailed product information, including ingredient lists and selling tips, meaning you have this information at your fingertips instead of looking through outdated files.
- Walks you through education modules that cover every topic relevant to your Mary Kay business, helping you learn instantly and at your own pace.
- Shows the latest Company videos that you can share at unit meetings and events.
- Allows you to send MKeCards® to your customers promoting products, team-building promotions, sweepstakes and more.
- Helps you track the orders your customers place on your Mary Kay® Personal Web Site.

MARY KAY® eMessenger

Instant News: When the Company has your e-mail address on file, you'll receive the *eMessenger* newsletter every few weeks that provides the latest Company news regarding products, contests and more. *e-Messenger* is a must-have way to receive current information!

in the spirit of go-give®



History in Her Words by Mary Kay Ash

The Go-Give® Award

was born in the image of one of our greatest Independent National Sales Directors, Sue Z. Vickers. Sue started her Mary Kay business in 1965, debuted as an Independent Sales Director eight months later and became our sixth NSD in January 1974. Her good deeds and positive influence have become legacy in our Company.

At Seminar '71, Sue was honored with the first award for unselfishly inspiring and motivating those who sought her help. Two years later, the Go-Give® Award program was officially organized to recognize one Independent Sales Director each month for her willingness to help any sister Sales Director or Beauty Consultant climb the ladder of success. The annual Go-Give® Award has been presented at Seminars since 1978 – the year Sue died.

The Go-Give® spirit is an important cornerstone in the foundation of our Company. When all Beauty Consultants and Sales Directors strive to exemplify it in their business efforts, the highest professional standards of integrity, honesty and responsibility are upheld, and the foundation of this Company remains strong.

The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give® spirit are the heart of the Company and our shining hope for the future.



Mary Kay presenting Sue Z. Vickers with the "Miss Mary Kay Image" Award in 1971; it was later renamed the Go-Give® Award.



Sue Z. Vickers



Mary Kay being presented with a special Go-Give® Award, 1988.

Kathy Z. Rasmussen



The Meaning of Go-Give®

Independent National Sales Director

Emeritus Kathy Z. Rasmussen personally witnessed Sue Z. Vickers in action and firmly advocates the Go-Give® Award. In 1970, Sue recruited Kathy, who taught Sue's daughter in first grade.

"I kept telling her 'no' until one day when I met with Sue to discuss her daughter's progress. Instead, she gave me a facial and lunch," Kathy recalls. "I went home and showed my husband the Mary Kay marketing information Sue gave me, and he decided that I should start my own Mary Kay business!" Sue took it upon herself to visit Kathy, helping her become an Independent Sales Director.

"Sue's favorite saying was, 'It's Christmas every day in Mary Kay!' She never worked her business for money or for new team members – it was simply about telling women about the Mary Kay opportunity," Kathy shares. "She gave unselfishly of her time – traveling all over the country – sharing her love of Mary Kay."

Adoptee Spirit

And that's why Sue made every effort to include anyone in her unit meeting who wanted to be there – pioneering the adoptee program and helping to promote the Company's "no territories" policy.

Because Independent Beauty Consultants can recruit team members anywhere in the United States, they must rely on others to educate their team members at unit meetings and events. Mary Kay Ash explains it like this in her book, *Miracles Happen*:

The critics say, 'Why should anybody work to develop an adoptee – and never get a cent of commission? ... You're crazy!' But our Sales Directors don't think that way. Some of them have 75 to 100 adoptees, and it can indeed represent a substantial drain on an individual's time and energy. But each Sales Director thinks, 'I'm helping her, but someone else is helping my team members in other cities.'

The system works.

As Kathy reminds us, "The system wouldn't work without Independent Sales Directors who have open unit meetings and open educational events for everyone in their

Mary Kay Ash created the Go-Give® Award to honor the Mary Kay adoptee spirit. Find out what it means to achieve this historically rich and humbling award.



Left to right: Independent Sales Director Kristi Mentasana; Independent Sales Director Cindy Harness receiving the 2009 Go-Give® Award at the Sapphire Seminar; and Independent National Sales Director Gillian Ortega



Applause® magazine page of monthly winners

geographical areas. That's why it's so important for us to nominate those who do just that for the prestigious monthly Go-Give® Award. That's truly what the Go-Give® Award is all about."

Kathy always chose to include adoptees at her NSD retreats and award them for their achievements. "It took a lot of extra time for me to obtain their sales information and place them in ranking order within my own area, but I did it."

As an Independent Sales Director, Kathy would have dozens of adoptees in attendance at her unit meetings. "When you show others how to do what you do, you increase the integrity of those around you. For example, when I helped an adoptee become an Independent Sales Director, she spurred on my personal unit, raising the bar for them. As I like to say: A rising tide floats the boat!"

Nominating an Independent Sales Director

Kathy herself earned the Company's monthly Go-Give® Award in April 1976. Here's what a sister

Independent Sales Director said about her at the time: "[Kathy] makes the Independent Beauty Consultants who are her adoptees feel welcome and helps them in every way to be top Beauty Consultants. It is so heart-warming to know they have someone nearby who cares for them as I care for them from afar."

"Receiving the Go-Give® Award is considered the highest honor by the independent sales force, and it's designed to recognize this type of character," shares Vice President of Sales Development Greg Franklin. "We continue to award Independent Sales Directors who exhibit the adoptee spirit and follow the Golden Rule."

Any Independent Beauty Consultant can nominate an Independent Sales Director for this award. Nomination forms are located on the Mary Kay InTouch® Web site under Recognition/Contests> Go-Give® Award. All monthly winners are featured in Applause® magazine, and each one is then eligible for the annual award for their Seminar division.

Why not take a moment every month to consider someone who is deserving of this award and submit a nomination? It's the Go-Give® thing to do!

What an Honor

Here is what a few recent annual Go-Give® Award winners say about the experience:



Independent Senior Sales Director **Terri Lewis**, Canton, Mich. Seminar 2008, Pearl

"To know that this award is Mary Kay's most coveted

award has been humbling, surprising and has made me even more grateful. While coming offstage, I was reminded of an old classic song which says, 'If I could teach someone along my journey, then my living shall not be in vain.'"



Independent Sales Director **Shelley Olson**, Helena, Mont. Seminar 2009, Diamond

"I want to demonstrate giving unconditionally in all my

interactions with people and say one thing that makes them feel valued. I believe when you have a generous heart, your business will grow with no limitations."



Independent Senior Sales Director **Kathy Horbus**, Marietta, Ga. Seminar 2009, Ruby

"Being named the annual Go-Give® Award winner was

an over-the-top, surreal moment. I believe in the Mary Kay principles with all my heart, and I am honored to receive this award. Thanks to being a part of Mary Kay, I have been transformed from the inside out."

Go-Give® Award Facts

- The award was created in honor of former Independent National Sales Director Sue Z. Vickers.
- 108 Independent Sales Directors have received the annual Go-Give® Award.
- Mary Kay Ash presented the Go-Give® Award personally at every Seminar.
- Independent Sales Director Luci Reifschneider was the first annual Go-Give® Award recipient.



Left to right: Independent Senior Sales Directors Rose Marie Shipley, Jennifer Farley and Roseanne Jacobs (Rose Marie's mother)



Only the facade of Jennifer's house remained.



Jennifer's house being bulldozed.



Rose Marie's house under repair.

When terrifying winds threatened to destroy everything, these women stood strong as best friends and Mary Kay sisters.

Good Friday, April 10, 2009. That's the day Murfreesboro, Tenn., was hit with an F4 tornado. The monster of a storm left a 36-mile path of destruction, killing two people, destroying more than 100 homes and damaging 700 more in the county.

It's also the day that solidified even further the faith and friendship of two Mary Kay sisters — **Independent Senior Sales Directors Jennifer Farley and Rose Marie Shipley.** These best friends and neighbors were both at home at 12:30 p.m. when a black cloud of debris ripped through their neighborhood. Jennifer, slightly annoyed over a cancelled facial, thought this storm was just another false alarm — until windows began shattering and she screamed for sons Brett and James to get in the closet. When they emerged, what they saw was a sock in the gut. "Where our den should have been was a gaping hole. We ran up the stairs to find the roof completely gone," Jennifer recalls. "If James hadn't run from the garage into the house, he would have been killed." Everyone was safe, including her youngest son, Seth, and husband, Don, who were not home at the time.

One street over, Rose Marie also had taken cover. Afterward, she opened her front door, screaming over her cell phone to daughter Jessi, who was — thankfully — out of town. A 50-year-old maple tree had fallen through Jessi's bedroom, crushing the bed. "Then I saw Jennifer walking toward me and knew right then how lucky I was to have people in my life who love me so much," Rose Marie says. Rose Marie's husband, Jeff, and other two daughters were safe as well.

Friends for Life

Best friends Jennifer and Rose Marie met in junior high, marched in high school band together, were college roommates and served as bridesmaids in each other's weddings. Bonded like sisters, they eventually purchased homes in the very same neighborhood. When Jennifer started her Mary Kay business in 1990, not long after getting married, she found a dream opportunity that would allow her

to be a "stay-at-home mom" when she had kids. Of course, she asked Rose Marie to join her team, but Rose Marie was content as a teacher and Jennifer's Mary Kay customer.

It wasn't long before Jennifer decided to ask Rose Marie's mother, **Roseanne Jacobs**, to try a Mary Kay business. "Roseanne was like my second mother. I was afraid to ask this Ph.D.-educated woman, but I knew she would see this as an incredible opportunity," Jennifer recalls. As Roseanne's Mary Kay success blossomed, she convinced her daughter, Rose Marie, to join her team. Soon all three women were celebrating Mary Kay business success as Independent Senior Sales Directors, driving Mary Kay® Career Cars, conducting combined unit meetings and traveling together to every Mary Kay event.

Big Payoff

Jennifer never realized that the 19 years of hard work she put into building her Mary Kay business would pay off in such an incredible way after the tornado. Her home was bulldozed, and the family spent months dealing with insurance claims and the recovery process after losing 75 percent of their belongings. "I didn't work my personal Mary Kay business for an entire month afterward — yet my unit production and income increased in 2009 over the previous year," Jennifer says. Her personal unit of 125 rallied behind her, continuing to operate their businesses as normal even without Jennifer's daily interactions and support.

Rose Marie's home needed extensive repair, and she, too, spent months recovering. "Neither one of us could believe that our Mary Kay businesses would carry on despite this tornado. One of my unit members took it upon herself to coach a new Independent Beauty Consultant without a second thought," says Rose Marie, whose unit production remained steady. "If we worked for someone else, we would have been let go for missing so much work." Yet, she and Jennifer never missed a single unit meeting.

Unit members sent notes to all of Jennifer's and Rose Marie's customers, letting them know that the

women were still in business. "Not too long ago, I pulled out sales tickets from last summer and couldn't believe that I was actually selling product during that time," Rose Marie shares. "I don't even remember how I continued to make those sales."

Mary Kay sisters provided food for weeks afterward, and Jennifer and Rose Marie received cards and gift certificates from independent sales force members throughout the region. "Somehow the word spread, and gifts and encouragement began pouring in — from amazing women we had never even met," Jennifer says.

It was as if the tornado had, in a way, created blessings. "God really was working in all of this," says Roseanne, who supported Rose Marie and Jennifer in many ways and witnessed miracles of hope and love throughout the ordeal. "It's so true that if you work your Mary Kay business during the good times, it will sustain itself when the hard times come. Jennifer and Rose Marie kept their faith and positive attitudes, always staying true to what they learned in their Mary Kay businesses."

More Miracles

After the tornado, both Jennifer's and Rose Marie's families needed to locate rental housing. "James had a classmate whose family owned an unoccupied, furnished home. We moved into this 4,000-square-foot home with a pool and a spacious office for my business," Jennifer says. Rose Marie had a similar experience, moving into a large home on a two-acre horse farm that was offered to her family by a brother of Jeff's friend.

In November 2009, Rose Marie was able to move back into her remodeled, repaired home, while Jennifer continued to rent. "We didn't build back on our same lot," Jennifer says, "but we did find an existing home in the same neighborhood that wasn't damaged — again only one street away from Rose Marie." Jennifer and her family moved back to their original neighborhood in February 2010.

"The best thing is," Jennifer says, "I'm still right around the corner from my very best friend."

go-give® award

Congratulations to the winners for August 2010

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® Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



Dedra Cliner

Emerald

Independent Sales Director

Began Mary Kay

September 1997

Sales Director Debut

July 1998

National Sales Director

Kathy Rodgers-Smith

Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$35,719

Personal Lives in Centreville, Ala. Husband, Keith; sons: Kelton, Lesland

Favorite Quote "We are, each of us, angels with only one wing, and we can only fly by embracing one another."
— Luciano de Crescenzo

Independent National Sales Director Kathy Rodgers-Smith, says, "Even while caring for ailing family members, Dedra always reaches out to new Independent Sales Directors in my area, sharing ideas and offering solutions with positive outcomes."



Lu Laird

Pearl

Independent Sales Director

Began Mary Kay

February 1985

Sales Director Debut

June 1991

National Sales Director

Go Give Area

Honors Premier Club qualifier; Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$40,888

Personal Lives in Columbus, Miss. Husband, Tom; son, Jackie; daughters: Renee, Sherry, Courtney; six grandchildren

Favorite Quote "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up."
— Galatians 6:9

Independent Beauty Consultant Sylvia Jinkerson of Starkville, Miss., says, "Lu and her unit members love and treat all her adoptees as if we are the most important people in their lives."



Darlene Kinna Portner

Diamond

Independent Senior Sales Director

Began Mary Kay

March 1989

Sales Director Debut

June 1997

Offspring one first-line

National Sales Director
Go Give Area

Honors Premier Club qualifier; Circle of Honor; 11-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; four-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$55,831

Personal Lives in Morgantown, W.Va. Husband, Bob; daughters: Sarah, Hallina

Favorite Quote "In all things it is better to hope than to despair."
— Johann Wolfgang von Goethe

Independent Beauty Consultant Angelika Line of Yorktown, Va., says, "Darlene was unable to attend Seminar due to foot surgery, so she held a Seminar celebration at a nearby resort complete with awards and recognition for achieved goals."



Roseann Biason

Ruby

Independent Sales Director

Began Mary Kay

October 1995

Sales Director Debut

November 2002

National Sales Director

Gena Rae Gass

Honors Premier Club qualifier; Star Consultant; Queen's Court of Sharing; gold medal winner; estimated highest monthly unit retail: \$25,647

Personal Lives in Collinsville, Ill. Son, Scott; daughter, Angela; five grandchildren

Favorite Quote "What happened yesterday is history. What happens tomorrow is a mystery. What we do today makes a difference – the precious present moment."

Independent Beauty Consultant Rebecca Bettis-Gorrell of Cahokia, Ill., says, "I once had a 'Grand Opening' and became ill. Roseann heard about it 30 minutes before it started, cheerfully volunteered and helped hold it for me."



Peggy Sacco

Sapphire

Independent Executive Senior Sales Director

Began Mary Kay

September 1981

Sales Director Debut

December 1982

Offspring seven first-line; four second-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Star Consultant; 19-times Circle of Achievement; four-times Circle of Excellence; estimated highest monthly unit retail: \$86,466

Personal Lives in Austin, Texas
Favorite Quote "God grant me the serenity to accept the things I cannot change; courage to change the things I can; and wisdom to know the difference."
— The Serenity Prayer

Independent Beauty Consultant Amy Nelson of Stanchfield, Minn., says, "When our Independent Sales Director, Paula, was out of the country during Seminar, Peggy made sure we were with others in her own unit. It made my first Seminar an unforgettable experience!"

Be the Star you are!

2010-2011 Star Consultant Program

June 16, 2010 – June 15, 2011

Stars are within your reach! You can be a star at Seminar 2011 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, 2010 – June 15, 2011, and you also can enjoy exclusive rewards and a fabulous luncheon at Seminar 2011 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 qualified† new 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.**



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.

†A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

**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!



Star Dates

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

- Quarter 1: June 16 – Sept. 15, 2010
- Quarter 2: Sept. 16 – Dec. 15, 2010
- Quarter 3: Dec. 16, 2010 – March 15, 2011
- Quarter 4: March 16 – June 15, 2011

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Take Your Place as a Leader of Women.

When you step up during this
Seminar year, the rewards will be yours!

Suit Up in Style

Not only are the sapphire blue and black Independent Sales Director suit pieces gorgeous, they show how much you care about your Mary Kay business. And now you have multiple jackets and skirts to choose from, keeping your suit fresh and updated through the 2011 Seminar year. Plus, the beautiful matching class ring will be yours when you debut as an Independent Sales Director from Aug. 1, 2010, to July 1, 2011.

Leadership Conference Rewards

If you go "above and beyond" and debut as a new Independent Sales Director from Aug. 1, 2010, to Jan. 1, 2011, you and your Independent Senior Sales Director who attend Leadership Conference 2011 will receive:

- A special seat cover
- Early admittance to each general session
- A necklace to match the class ring that will be awarded at a special reception in your honor



STEP UP IN STYLE
with fashion that
represents your success.

Make them yours in 2011!

