

DECEMBER 2007

Applause®

MARY KAY®
Enriching Women's LivesSM

fragrance
on the go
Scents and Sensibility



Mary Kay® Give ThanksSM
Sweepstakes Arrives

Relive the
Magic of Seminar

get it free

WITH YOUR ORDER

NOV. 16 - DEC. 15, 2007



Mary Kay® Creme Lipstick

Suggested Use: Be among the first to experience the new Mary Kay® Creme Lipstick, debuting in new black packaging and featuring the same great formula customers love with an added hint of vanilla flavor. The long-wearing, stay-true color glides on with a lightweight, creamy texture, providing instant moisture and maximum color impact that lasts. Two new shades, Rich Cocoa and Berry Kiss, are your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Products not included.

Mary Kay® Lip Clutch Gift With Purchase

Suggested Use: Get a preview of the Winter 2007 gift with purchase — a trendy zippered clutch with pink lining perfect for storing a lipstick, lip gloss, lip liner and TimeWise® Age-Fighting Lip Primer. You can offer the Mary Kay® Lip Clutch free with a \$40 suggested retail purchase. Lip products are sold separately. It's your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Products not included.

Travel Roll-Up Bag

Suggested Use: Get yours first! This popular organizer has received a modernized update. The streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging. It makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

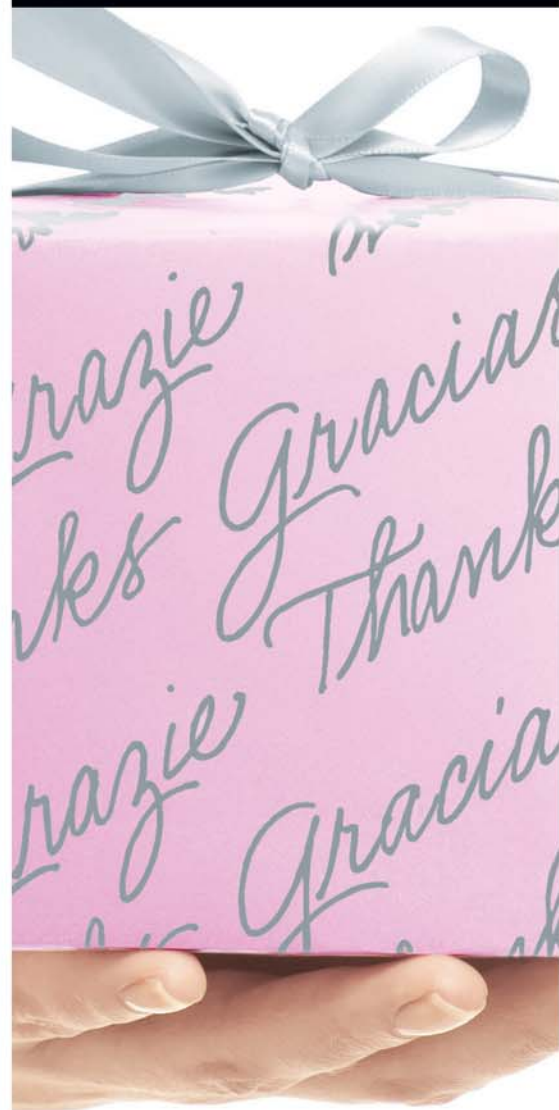
For more details on BizBuilders bonuses,
see Page 27.

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Show Your Appreciation and Give Customers a Chance to Win

You can show customers your appreciation by telling them how to enter the online Mary Kay® Give ThanksSM consumer sweepstakes, Nov. 22–28, with a chance to win a daily \$1,000 holiday cash prize!



a season for giving

This month, you can offer customers your gratitude by introducing them to the Mary Kay® *Give Thanks*™ Sweepstakes.

You can also give them another great holiday gift idea – trendy new eau de parfum wands! And, like the Seminar 2007 Awards Night makeover winners, you may consider presenting customers with the Mary Kay opportunity, lighting the way for dreams to come true during this most giving time of year.

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Fragrance Can Give a Boost to Holiday Sales

Quick, lightweight and trendy. Four new eau de parfum wands, available Nov. 1, deliver fragrance in an all-new way. Perfect stocking stuffers – and they count toward the *Scent-sational* Sales Challenge!

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Seminar Star Moments

Remember the shining, magical moments of *Be a Star!* Seminar 2007. And find out what the 10 winners of the Awards Night makeovers, all *Great With 48* unit-building achievers, see as their idea of true beauty.



a thousand thanks

Show Customer Appreciation
With the Mary Kay® *Give Thanks*SM Sweepstakes.

Nov. 22-28

One week only!

Your customers have daily chances to:

- Win **\$1,000** in holiday cash.
- **Win** holiday glam packs.
- Shop for **great gifts**.





Unwrap a customer service gift

Now's the time to give your customers your thanks by telling them about the Mary Kay® *Give Thanks*™ Sweepstakes – and take advantage of the biggest online shopping days of the year! Your customers can visit your Mary Kay® Personal Web Site or www.marykay.com each day for a chance to win:

- \$1,000 holiday cash grand prize (one winner daily, seven total)
- Mary Kay® holiday glam pack, a product prize valued at \$154 suggested retail (five winners daily, 35 total)

The Mary Kay® holiday glam pack includes the MK High Intensity™ gift set, Bella Belara™ gift set and products from the Mary Kay® Color Fusion Collection.

Your customers can also “give thanks” to family and friends and tell them about the sweepstakes by sending one of four available e-cards – helping you spread the word! And when your customers visit your Mary Kay® Personal Web Site, they'll discover a new Web site look plus all the great products you have to offer, terrific new color looks, application tips and gift ideas to help them shop with you this season.

Spread the Word: Tools at Your Fingertips!

Mary Kay® Personal Web Site

A Mary Kay® Personal Web Site allows your customers to enter the Mary Kay® *Give Thanks*™ Sweepstakes and to shop with you 24/7. To subscribe and meet the needs of your busy customers, simply go to the Mary Kay InTouch® Web site and go to “Business Tools.”



Holiday MKeCards®

Sending one of several holiday MKeCards® can direct your customers to your Mary Kay® Personal Web Site where they'll learn about the Mary Kay® *Give Thanks*™ Sweepstakes.



Mary Kay® *Give Thanks*™ Sweepstakes MKeCard®

Send the Mary Kay® *Give Thanks*™ Sweepstakes MKeCard®, designed to promote this exciting online event, as a reminder to participate. This MKeCard® includes an entry link that goes directly to your Mary Kay® Personal Web Site!

Business Cards

Hand out your MKConnections® business cards, complete with your Mary Kay® Personal Web Site address, at every available opportunity.

Beaut-e-News™

Send the November *Beaut-e-News*™ online e-newsletter that shares news about the Mary Kay® *Give Thanks*™ Sweepstakes and how to enter.

Send Your Love, Too Winter 2007 Month 2 Mailer



(Not actual cover.)

Enroll: Now through Dec. 15

Begins mailing: Jan. 25, 2008

Cost per customer: 40 cents

The Valentine greeting and gift guide brochure is sure to touch your customers' hearts! To send this beautiful guide with gift ideas for him and her, be sure to enroll your customers in the Preferred Customer Program by Dec. 15. The mailer also sends your customers to your Mary Kay® Personal Web Site where they can experience the Valentine's Day virtual event from Jan. 16 to Feb. 14.

NO PURCHASE NECESSARY TO ENTER OR WIN. A PRODUCT PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. INTERNET ACCESS IS REQUIRED TO ENTER. You have not yet won. Open only to legal residents of the 50 United States and the District of Columbia who are the legal age of majority in their state (age of majority is 18 in all states except Nebraska and Alabama where it is age 19 and Mississippi where it is age 21) and who currently reside in the United States at time of entry. Starts on or about 12:00:00 a.m. Central time on Nov. 22, 2007, and ends at 11:59:59 p.m. Central time on Nov. 28, 2007. One random Daily Drawing will be held for each Day of the Promotion; each Day constitutes a separate sweepstakes. Entries for each Daily Drawing must be received that Day between 12:00:00 a.m. Central time and 11:59:59 p.m. Central time. Limit one entry per Daily Drawing Grand Prize (7): \$1,000 (awarded as a check). First Prize (35): A Mary Kay® Holiday Glam Pack. ARV: \$154 each. Total ARV for each Daily Drawing: \$1,770. Odds of winning depend on the number of eligible entries received for each Daily Drawing. Limit one prize per person in the Promotion. Void where prohibited. To enter and for complete Official Rules, go to www.marykay.com or your Independent Beauty Consultant's Mary Kay® Personal Web Site. Sponsor: Mary Kay Inc., 16251 Dallas Parkway, Addison, Texas 75001. Independent Beauty Consultants are not eligible to participate.

wrap up holiday sales with **new** fragrance wands

Give holiday sales a boost with this must-have limited-edition fragrance form.

Women's Eau de Parfum Wands

Just in time for holiday sales comes a fantastic limited-edition fragrance product! Four new eau de parfum wands come in slim, portable glass bottles for an all-new way to apply fragrance throughout the day. The clear and thin, gel-like formula glides on easily with a steel rollerball applicator for touch-ups on the go. Available separately in Affection®, Belara®, Bella Belara™ and Journey® fragrances, the wands include an elegant quilted-velvet carrying pouch with a snap closure. Each wand holds .25 fl. oz. and is packaged to reflect each fragrance's individual brand identity. Limited edition, while supplies last. **\$22**



Available Nov. 1!

All four limited-edition wands are available for ordering beginning Nov. 1, 2007, through Online Ordering and as write-in items on the Sept. 16 Consultant order form:

- Affection® Eau de Parfum Wand, **\$22**, #015850
- Belara® Eau de Parfum Wand, **\$22**, #015852
- Bella Belara™ Eau de Parfum Wand, **\$22**, #015854
- Journey® Eau de Parfum Wand, **\$22**, #015856

Look for the wands to be listed on Section 1 of the Dec. 16 Consultant order form under "Limited-Edition Items."

Great Giftability!

Eau de parfum wands make perfect stocking stuffers and slip into small evening bags for easy portability to all holiday events – and for passing through stringent security requirements at airports! Here are more ways you might promote this great product to your customers:

- Terrific last-minute gift to wrap up holiday gift-giving. Don't forget teachers, hairstylists, bosses, baby sitters, housekeepers and more.
- A perfect thank-you for hostesses who plan all those great holiday parties you love to attend each year and those who make you feel special when visiting their homes for family gatherings.
- An additional gift that can show daughters, moms, sisters, grandmothers and wives that you really care.
- A personal, preholiday gift that says thanks to women who do so much to make the holidays special.

Wands Count Toward Sales Challenge!

Great news! All eau de parfum wand sales count toward the *Scent-sational* Sales Challenge from Sept. 16 – Dec. 15, 2007. For this challenge, Independent Beauty Consultants and Independent Sales Directors who sell at least 21 fragrances by Dec. 15 will receive the Totally Charmed charm bracelet along with a custom fragrance charm to celebrate their achievement.* Plus, the top Independent Beauty Consultant and Independent Sales Director in each Seminar affiliation will receive a \$200 SpaFinder gift card.

Independent Sales Directors who sell at least 21 fragrances by Dec. 15 also will receive a name badge ribbon and standing recognition at Leadership Conference 2008. All fragrances qualify for the challenge, including all women's eau de parfums, eau de parfum wands, men's colognes and Angelfire® Eau de Toilette. Look for complete challenge details on the Mary Kay InTouch® Web site.

*Recognition will be based on wholesale Section 1 Mary Kay® fragrance sales (excluding ancillaries) from Sept. 16 – Dec. 15, 2007, including early offers.

All prices are suggested retail.

fragrances can be your holiday hit

The fabulous new Bella Belara™ Eau de Parfum and MK High Intensity™ Cologne Spray can help you hit holiday sales goals – making a splash during this very fragrant time of year!



Bella Belara™ Eau de Parfum is more than a fragrance. It's a beautiful feeling. Consider pairing with the new Bella Belara™ Eau de Parfum Wand for a complete fragrance experience anytime, anywhere.

Bella Belara™ Eau de Parfum, **\$34**

Bella Belara™ Eau de Parfum Wand, **\$22**, #015854

Suggested sales dialogue: "Hi, Sue. I wanted to offer you a break during this busy time of year. I have a wonderful new fragrance to offer called Bella Belara™ for women just like you – who know how beautiful life can be. I'd love for you to experience a free sample. You may find that it's perfect for women on your holiday gift list as well. The Bella Belara™ fragrance also comes in an elegant, new portable wand that I'm sure you'll love. When would be a good time to deliver your free sample?"

All prices are suggested retail.



MK High Intensity™ Cologne Spray is an ambery oriental you'll find as irresistible as the man who wears it. Consider pairing it with the MKMen™ Skin Care Line, giving men everything they need to look and feel great.

MK High Intensity™ Cologne Spray, **\$38**

MKMen™ Face Bar, **\$14**

MKMen™ Shave Foam, **\$10**

MKMen™ Cooling After-Shave Gel, **\$14**

MKMen™ Moisturizer Sunscreen SPF 25*, **\$22**

Suggested sales dialogue: "Hi, Jane. I have an incredible new fragrance called MK High Intensity™ Cologne Spray just for men like Steve. I'd love to offer you both a free sample and give you some information about our products just for men. They're perfect for all the guys on your holiday shopping list! When would be a good time to drop by?"



You can use the Women's and Men's Fragrance Sampler Cards to promote the entire family of Mary Kay® fragrances all at once!

*Over-the-counter drug product

countdown to color: brush up on sales

You can help customers brush up on makeup application with the new, regular-line Mary Kay® Brush Collection. And while you're at it, why not use this great set to boost color sales?

The new Mary Kay® Brush Collection features five professional-quality brushes designed to help customers achieve a flawless finish and professional color look with ease. The fashionable, tri-fold Mary Kay® Cosmetic Organizer stores the brushes and leaves room for other Mary Kay® color products making it the perfect organizer and travel companion. **\$48**



"Brush Clinic" Event

To boost color sales, **Independent Executive Senior Sales Director Cindy Machado** of Riverdale, N.J., offers "Brush Clinics" to customers, teaching them how to use the Mary Kay® Brush Collection for a professional look. While vast experience has helped Cindy

become a brush-application expert, you can use the *Color Insider* educational tools to help you teach customers the correct way to apply makeup, using a basic look for your demonstration. (Your customers also can find great tips on your Mary Kay® Personal Web Site.)

Cindy simply explains each brush and its purpose, demonstrating on herself how to hold each brush for proper product application. "If participants seem hesitant about the brushes, I explain how to use the sponge-tip applicators instead," Cindy shares. "They almost always want the brushes once they see the difference in my explanation and what an improvement brushes make!"

Selling the brush collection naturally leads to color sales. "I sell tons of color products through 'Brush Clinics,'" Cindy shares. "Women love color and want to learn how to apply it themselves."



Brushes included.
Additional products not included.



Color News You Need to Know

With some Mary Kay® Creme Lipsticks beginning to phase in, you'll want to focus on selling current lipsticks now. You also can begin taking inventory of your foundation powders and bronzing powders to prepare for exciting changes to these products coming Spring 2008.

Keep in mind the following phase-out and discontinued information for the Dec. 16 Consultant order form:

- MK Signature® Creme Lipsticks and Samplers
- Mary Kay® Dual-Coverage Powder Foundations
- Some MK Signature® Eye Colors and Samplers
- Some MK Signature® Cheek Colors and Samplers
- MK Signature® Bronze Highlighting Powder
- Mary Kay® Creme-To-Powder Foundations (will return in March 2008 with updated packaging); Samplers will be discontinued.
- Day Radiance® Cream Foundations (Most shades will return in March 2008 with updated packaging.)
- MK Signature® Foundation Compacts, Color Compacts and Custom Compacts, including brushes and applicators (Please note these inventories should last into the March 2008 quarter.)

For the latest information on the exciting color product transitions ahead,

be sure to check out the Mary Kay InTouch® Web site.

Also note that the Clear Plastic Lipstick Caps (pk./10) and the Lipstick Caddy have been moved to the "Discontinued Products" section to make room for exciting new versions of these items that correspond with the new Mary Kay® Creme Lipsticks.

Four new exciting Color 101 Collections will be introduced on the Dec. 16 Consultant order form: *Natural Glow*, *Rich Indulgence*, *Romantic Light* and *Wildflower*. See the Winter 2007 issue of *The Look* for all the details. Please note that while Color 101 Cards will not be available for these collections, exciting new card selections will make their debut this spring!

This fall, you'll notice new Mary Kay® packaging and graphics for the following: MK Signature® NouriShine™ Lip Glosses, MK Signature® Lip Liners and Samplers, Beauty Blotters® Oil-Absorbing Tissues, Cheek Color Brush, Cosmetic Sponges (pk./2), Dual-End Eye Applicator, Round Powder Brush, Mary Kay® Paper Shopping Bag (pk./5), Large Plastic Bag (pk./50), Small Plastic Bag (pk./100).

See Page 27 of this issue for additional product updates.



"I'm Gorgeous!"

Ah, "makeover." Just the word brings a shiver of excitement! At Seminar 2007, the *Great With 48* makeover winners stood in a halo of star shine onstage, coiffed and coutured in a manner befitting a princess. But first, a limo whisked them and their Independent Senior Sales Directors to a hotsie-totsie retailer where a personal stylist helped them choose a stunning gown, shoes and handbag. Then they were whisked away again – this time for a professional makeover and hair session. After posing for commemorative photos the next day and attending a Royalty Reception, they were ready to rest their beautifully clad feet in the limo for the ride back to their hotel.

All that attention to outward perfection reflected the women within, of course, so when *Applause*® magazine caught up with them, we wanted to know:

What's your idea of inner beauty?

Before



Independent Beauty Consultant Ashley Ward of Luling, Texas

Independent Senior National Sales Director **Kathy Helou** Area

"Inner beauty springs from our own intentions and attitudes, the love you pour out to other people. It's the joy of offering women a complimentary facial or this fabulous business opportunity and seeing the difference created in their lives as they become more beautiful people. Helping women feel better about themselves is beyond amazing!"

Emerald Seminar

Before



Independent Future Executive Senior Sales Director **Trisha Taylor** of San Marcos, Texas

Before



Independent Beauty Consultant
LaMeka Washington of Richmond, Texas
Independent Senior National Sales Director **Darlene Berggren** Area

"Through my Mary Kay business, I've learned to see myself as God sees me, having value and specific purpose. When we give the gift of beauty, we feel appreciated and humbled by the impact we make on people's lives. Beauty is an inward experience. It's not what's on the face but what's in the face, that counts. With Mary Kay, we have the chance to change both inner and outer beauty!"

Pearl Seminar



Independent Executive
Senior Sales Director
Lisa Allison of
Sugar Land, Texas



Before

**Independent Sales Director-in-Qualification
Randi Ruben of Grayslake, Ill.**

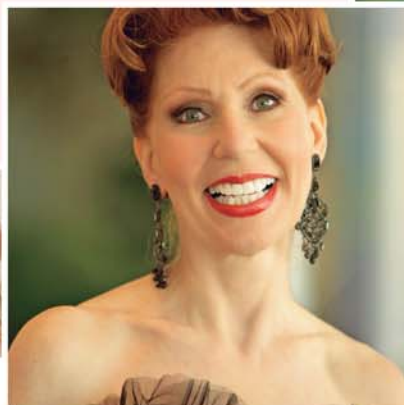
Independent Senior National Sales Director **Pam Ross** Area

"Outer beauty comes first from inner beauty. The Mary Kay opportunity inspires outer beauty, but more important, it enables all women to realize their God-given inner beauty. We learn to lead with our hearts and transmit a foundation for women to rise to their greatest potential. What a beautiful privilege it is to pass on Mary Kay's dream of enriching women's lives, one by one, the Mary Kay way!"

Ruby Seminar



Before



Before



**Independent Sales Director-in-Qualification
Kelli Mease of Salt Lake City, Utah**

Independent Senior National Sales Director

Julianne Nagle-Hackett Area

"True beauty is a light that shines from within, reflecting a positive attitude, a love for others and a state of gratitude and grace. The best part? Everyone has it, and it grows when you share it with others! Through the beauty of my Mary Kay business, I've forged the greatest relationships in my life with women who share the same values, goals and dreams that I do."

Diamond Seminar



Before



Independent Senior
Sales Director
Christine Burgstahler
of Duluth, Minn.



Before

Independent Executive
Senior Sales Director
Deborah Bailye of
Algonquin, Ill.



Before

Independent Beauty Consultant
Camelia Bell of Jamesville, N.C.

Independent National Sales Director **Ann Brown** Area
"I believe a woman's inner beauty enhances her outer beauty. Outer beauty is all about her personality, the color cosmetics and fragrance she wears, the pizzazz she projects. But it's the loving care a woman feels for people and her passion for helping others succeed that makes her glow from within. My customers are so busy listening to my heart for them that they don't see any flaws on the outside."

Sapphire Seminar

Independent Sales
Director **Brenda Leary**
of Windsor, N.C.



Before

**be
a star!**
seminar

recognition

Congratulations to the winners for August 2007.

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Inner/Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second- and third-line offspring units, Top 10 fourth-line and beyond; Elite Executive NSD Commissions; NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Aug. 31, 2007. (This includes NSD commissions earned on all foreign countries through July 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

Diamond



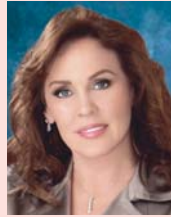
Barbara Sunden

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

On-Target for \$1,000,000 Inner Circle
Barbara Sunden.....\$175,621.88

On-Target for \$750,000 Inner Circle
Gayle Gaston.....\$144,064.34

On-Target for \$500,000 Inner Circle
Christine Peterson.....\$101,049.41
Nan Stroud.....100,590.76
Joanne Holman.....92,912.09
Carol Anton.....87,790.84
Gloria Mayfield Banks.....84,374.33

Karen Piro.....83,328.17

On-Target for \$325,000 Inner Circle
Lisa Madson.....\$78,679.91
Jan Harris.....72,043.56
Cheryl Warfield.....71,222.60
Rena Tarbet.....69,605.00
Kathy Helou.....67,680.53
Karlée Isenhardt.....66,288.26
Linda McBroom.....64,490.97
Lupita Ceballos.....64,070.28
Gloria Castaño.....62,730.48

Pat Danforth.....61,994.76
Anita Mallory Garrett-Roe.....60,145.77
Joan Chadbourne.....58,237.22
Cindy Williams.....58,137.47
Holly Zick.....57,408.43
Mary Diem.....56,515.42
Ronda Burnside.....55,513.39
Jana Cox.....54,905.44

On-Target for \$250,000 Diamond Circle
Patricia Rodriguez-Turker.....\$53,955.93

Johnnette Shealy.....53,640.83
Julianne Nagle-Hackett.....53,254.94
Darlène Berggren.....51,199.75
Sue Kirkpatrick.....50,405.94
Sherry Giancristoforo.....50,124.59
Stacy James.....49,107.54
Doris Jannke.....47,857.96
Rosa Jackson.....46,336.48
Sonia Páez.....44,992.10
Pamela Waldrop Shaw.....42,765.45
Judie McCoy.....42,527.69
Jeanne Rowland.....42,387.88

Linda Toupin.....42,185.15
SuzAnne Brothers.....41,989.26

On-Target for \$200,000 Diamond Circle
Nancy Bonner.....\$41,252.69
Dacia Wiegandt.....40,606.42
Kerry Buskirk.....39,849.99
Ronnie D'Esposito Klein.....39,840.74
Cindy Fox.....39,659.55
Sonya LaVay.....39,285.78
Pam Gruber.....38,348.86

Lily Orellana.....38,311.85
Debi Moore.....38,266.46
Shirley Oppenheimer.....38,256.83
Jackie Swank.....38,125.79
Kathy Z. Rasmussen.....38,098.55
Anita Tripp Brewton.....36,211.73
Joyce Z. Grady.....36,185.47
Wanda Dalby.....35,811.56
Gloria Baez.....35,504.65
Tammy Crayk.....35,071.34
Diane Underwood.....35,011.29

Monthly Commissions and Bonuses

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

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

Diamond

Barbara Sunden* \$82,477**
Lisa Madson.....47,390
Karen Piro**.....42,069
Gloria Castaño.....39,061
Anita Mallory Garrett-Roe*.....36,027
Patricia Rodriguez-Turker*.....30,356
Sonia Páez.....27,723
Mary Diem*.....26,802
SuzAnne Brothers*.....25,832
Linda C. Toupin.....25,571
Joyce Z. Grady.....25,278
Julianne Nagle-Hackett*.....24,083
Pam Gruber*.....23,836
Tammy Crayk.....22,795
Holly Zick**.....21,650
Diane Underwood.....20,816
Jo Anne Cunningham.....18,716
Dawn A. Dunn.....18,332
Sandy Valerio.....17,717
Kathy Z. Rasmussen**.....17,567
Dalene Hartshorn.....15,342
Sharon Kingrey.....13,940
Diana Sumpter.....13,576
Sharon Z. Stempson*.....13,219
Connie A. Kittson.....13,090
Charlotte G. Kosena.....12,540
Maria I. Monarrez.....11,664
Linda O. Scott.....11,545
Diana Heble.....11,365
Sandra Chamorro.....10,979
Betty Gilpatrick.....9,917
Jan Mazzotti.....9,764
Isabel Venegas.....7,341
Naomi Ruth Easley.....7,307
Andrea C. Newman.....7,071
Caterina M. Harris.....6,267
Carol Lawler.....6,179

Ruby

Carol Anton \$45,791**
Pat Danforth.....33,592
Karlée Isenhardt**.....30,391
Linda McBroom*.....30,241
Sue Kirkpatrick*.....29,603
Jeanne Rowland*.....28,161
Johnnette Shealy*.....24,539
Ronnie D'Esposito Klein.....24,447
Shirley Oppenheimer*.....22,626
Wanda Dalby**.....21,689
Judy Kawiecki.....18,705
Margaret Winner*.....16,782
Kirk Gillespie.....15,501
Lynne G. Holliday.....15,137
Pam Ross*.....14,898
Elizabeth Sapanero.....14,810
Toni A. McElroy.....14,610
Janis Z. Moon.....14,342
Bea Millsagle.....14,177
Rebecca Evans*.....13,974
Kate DeBlander.....13,963
Michelle L. Sudeth*.....13,405
Jessie Hughes Logan*.....13,320
Pamela A. Fortenberry-Slate*.....13,213
Scarlett S. Walker*.....12,860
Vicky L. Fuselier.....12,665
Phyllis Chang.....12,135
Nancy M. Ashley*.....12,002
Jean Santin*.....11,898
Amy Dunlap.....11,842
Kelly McCarroll.....11,694
Gena Rae Gass.....11,670
Cheryl J. Davidson.....11,625
Nancy West Junkin*.....11,613
Sue Z. McGray.....11,550
Maria Aceto Piro.....11,168
Patricia Lane.....10,927
Margaret M. Bartsch.....10,670
Vicki Jo Auth.....10,426
Terri Schafer.....9,963
Cindy Towne.....9,663
Gay Hope Super.....9,572
Kimberly Copeland.....9,359
Rhonda L. Fraczowski.....9,299
Cindy Z. Leone.....9,212
Katie Walley.....9,203
Sharilyn G. Phillips.....9,202
Donna B. Meixsell.....9,028
Cyndee Gress.....8,035
Thea Elvin.....7,720
Renee D. Hackleman.....5,439

Sapphire

Gayle Gaston* \$67,373**
Christine Peterson**.....58,709
Lupita Ceballos.....43,841
Rena Tarbet*.....42,547
Joanne Holman**.....35,512
Jana Cox*.....28,950
Judie McCoy*.....25,803
Sonya LaVay*.....22,433
Valerie J. Bagnol*.....21,912
Mattie Dozier.....19,618
Gloria Baez.....19,135
Maribel Barajas.....18,574
Martie Sibert*.....17,043
Pam Klickna-Powell.....16,436
Alia L. Head.....15,648
Shannon C. Andrews*.....15,602
Jan L. Thetford.....15,377
Pam I. Higgs.....15,222
Jo Anne Barnes.....14,743
Debra M. Wehrer.....14,588
Davanne D. Moul*.....14,071
Mary L. Cane.....14,067
Jeanne Curtis.....14,052
Ann Brown.....13,188
Kendra Crist Cross.....13,166
Vernella Benjamin.....12,504
Sharon L. Buck.....12,317
Sherri L. Steinman.....12,284
Nancy A. Moser.....12,246
Brigit L. Bridle.....11,172
Kendra Crist Cross.....10,710
Gillian H. Ortega.....10,439
Elizabeth Sanchez.....10,221
Carol L. Stoops.....10,182
Jill Moore.....10,179
Joy L. Breen.....9,958
Maria Aguirre.....9,257
Karen B. Ford.....8,575

Emerald

Gloria Mayfield Banks* \$51,162**
Ronda Burnside.....36,481
Kathy Helou*.....33,967
Doris Jannke*.....31,420
Sherry Giancristoforo**.....27,478
Dacia Wiegandt.....26,686
Debi R. Moore*.....25,167
Lily Orellana.....24,017
Consuelo R. Prieto.....22,083
Kerry Buskirk*.....18,824
Cindy Fox*.....17,519
Mona Butters.....16,861
Janet Tade*.....16,591
Natalie Privette-Jones.....16,136
Kay E. Elvrum.....15,854
Pamela Tull.....15,784
Jamie Cruse-Vrinos.....15,349
Miriam Gomez-Rivas.....15,206
Joanne R. Bertalan*.....13,568
Cathy Phillips.....13,546
Judy Harmon.....13,165
Sabrina Goodwin Monday.....12,599
Crisette M. Ellis.....12,337
Brenda Segal*.....12,184
Yvonne S. Lemmon.....12,134
Jo Reynal Rogers.....11,541
Shelly Gladstein.....11,391
Kym A. Walker*.....11,312
Barbara Whitaker.....11,198
Cristi Ann Millard.....10,685
Sherry A. Alexander.....10,306
Regina Hogue.....9,883
Dawn Otten-Sweeney.....9,446
Nora L. Shariff*.....9,371
Judy A. Rohde.....9,217
Kathy Rodgers-Smith.....9,192
Joanne Hollingsworth.....8,682
Francie McBeth.....8,320
Irene A. Shea.....8,020
Pamela Cheek.....7,943
Esther Whiteleather.....7,543
Carmen Rios.....6,345
Phyllis R. Sammons.....5,636

Pearl

Nan Stroud* \$62,443**
Jan Harris*.....34,516
Cheryl Warfield**.....32,366
Cindy A. Williams.....31,673
Darlène Berggren*.....30,791
Pamela Waldrop Shaw.....30,227
Stacy I. James*.....29,146
Joan B. Chadbourne*.....24,805
Jackie Swank*.....22,396
Rosa Jackson**.....20,491
Anita Tripp Brewton.....20,443
Maureen S. Ledda*.....17,975
Halina Rygiel.....17,226
Lise T. Clark*.....16,891
Nancy Bonner*.....16,704
Sandy Miller.....16,389
Sylvia Kalick.....16,385
Elizabeth Fitzpatrick*.....16,293
Wilda DeKerlegand*.....14,391
Anabell Rocha.....14,368
Jeb Krebsbach.....14,175
Maureen Myers.....13,667
Monique Todd Balboa.....13,491
Lynda Jackson*.....13,357
Pat Campbell.....13,206
Gilda McGuire.....13,001
Robin Rowland.....12,991
Jane Sudrawa.....12,921
Shirley M. Oshiro.....12,890
Bett Vernon.....12,659
Beatrice Powell.....12,459
Cathy E. Littlejohn.....11,875
Deb Pike.....11,853
Kathy C. Goff-Brummett.....11,806
Linda Kirkbride.....11,324
Ruth Theodocion.....10,978
Allison LaMarr.....10,830
Wadene Claxton-Prince.....9,819
Barbara Faber.....9,672
Barbara Stimach*.....9,448
Rosalie Ann Medjesky.....8,744
Mary Pat Raynor.....8,216
Sonja Hunter Mason.....8,118
Kathy Jones.....6,539
Bettye M. Bridges.....4,967

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

diamond/diamante

new debuts/debutes June/junio

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."



Monica J. Adams
Philadelphia
M. Farmer Unit

Carmen Alvarado
Liberal, Kan.
K. Rosas Unit

Maria S. Ayala
Fort Worth, Texas
T. Alcalá Unit

Rebecca Berrett
West Jordan, Utah
K. Cowdell Unit

Laura Ann Cernohous
Eau Claire, Wis.
D. Turner Unit

Kena I. Del Val
Liberal, Kan.
M. Monarrez Unit

Erika Flores
Oxnard, Calif.
A. Garcia Unit

Sara A. Gmitro
Naperville, Ill.
C. Ali Unit

Stacie Rae Gries
Menasha, Wis.
J. Paterson Unit

Margarita M. Hidalgo
Tarrytown, N.Y.
C. Gomez Unit



Janae K. Jantz
Oklahoma City
D. Haefner Unit

Kjerstina Vail Krum
Reno, Nev.
C. Richards Unit

Jennifer R. Lee
Buena Park, Calif.
N. Fuqua Unit

Maria D. Macias
Los Angeles
R. Flores Unit

Jennifer Mary Mackey
Cloquet, Minn.
N. Swanson Unit

Tricia Louise Meier
Columbus, Ind.
F. Hendricks Unit

Patricia Quinn
Bensalem, Pa.
P. Nuzzi Unit

Rebecca J. Renzi
Lancaster, Mass.
C. Tellier Unit

Theodora Shepherd
West Palm Beach, Fla.
C. Coulter Unit

Wendy Lynn Wright
Tigard, Ore.
S. Harter Unit

Congratulations to Sales Directors **Didier Arturo Almendares**, McKinney, Texas, J. Mitchell Unit; **Imelda Alvarez**, Fresno, Calif., O. Barreras Unit; **Graciela Banuelos**, Baldwin Park, Calif., G. Gavilanes Unit; **Jessie Lynn Bildings**, De Pere, Wis., T. McAllister Unit; **Mabel Bolufe**, West Palm Beach, Fla., C. Bossio Unit; **Sheron Braithwaite**, Arverne, N.Y., P. Pottinger Unit; **Maria D. Callejas**, Firebaugh, Calif., S. Reyes Unit; **Joanne Campbell**, Villa Rica, Ga., C. Lamp Unit; **Fanny Castillo**, Greenwood, S.C., E. Valdez-Cruz Unit; **Lucy Chavez**, Streamwood, Ill., J. Medina Unit; **Elvira Collazo**, Union City, N.J., F. Franco Unit; **Annica Jeanne Coombs**, Ogden, Utah, C. Anderson Unit; **Faith Brooks Evans**, Baltimore, B. Spriggs Unit; **Jennifer Lynn Fitzgerald**, Santa Clara, Calif., M. Shopshire Unit; **Michelle Foley**, Urbana, Iowa, P. Burnett Unit; **Morena Galtan**, Hempstead, N.Y., M. Martinez-Ardon Unit; **Ana Karina Garibay**, Aurora, Colo., L. Barajas Unit; **Elena Gorrostieta**, Immokalee, Fla., M. Amador Unit; **Ilda Guzman**, Chicago, M. Guadarrama Unit; **Victoria Hernandez**, Azusa, Calif., R. Santillan-Vargas Unit; **Lorna Renae Jaquess**, Glendale, Ariz., A. Stokes Unit; **Ena Margarita Lemus**, Long Beach, Calif., M. Mendoza Unit; **Dawn Marie Mangelsen**, Salt Lake City, C. Burgstahler Unit; **Maria Delaluz Martinez**, Denver, D. Ponce Unit; **Vickie Nichols**, Cleveland Heights, Ohio, M. Williams Unit; **Nohemi Perez**, Hampshire, Ill., A. Bustamante Unit; **Nancy Pilot**, Fresno, Calif., V. Ottermess Unit; **Tambra Farley Rasmussen**, Eagle Mountain, Utah, A. Walker Unit; **Jennifer Robertson**, Riverview, Fla., M. Robertson Unit; **Alfida Rodriguez**, Matthews, N.C., Y. Sanchez Unit; **Mayuli Maria Rolo**, Miami, S. Páez Unit; **Lori A. Samples**, Henderson, Ky., M. Lemon Unit; **Lori Lynn Smith**, Marshfield, Mo., M. Johnson Unit; **Maria Soto**, Chino Hills, Calif., A. Avila Unit; **Minnie E. Spaeth**, Kennewick, Wash., B. Doyle Unit; **Lorena Vicente**, Central Falls, R.I., E. Fernandez Unit; **Carol C. Whitehorn**, Huntington, N.Y., P. Pottinger Unit; **Blanca Zhungo**, Peekskill, N.Y., I. Venegas Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(August 2006 debuts/debutes de agosto 2006)

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



Sandra Lopez
Miami
D. Wiegandt Area
Emerald Seminar

Guadalupe C. Melendez
Woodbridge, Va.
P. Rodriguez-Turker Area
Diamond Seminar

Marlene Teran
Charlottesville, Va.
S. Páez Area
Diamond Seminar

Honors Society/Sociedad de Honor

(August 2006 debuts/debutes de agosto 2006)

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



Leonor Collin
Kenosha, Wis.
Diamond Go Give Area

Colleen J. Fisher-Oviatt
Riverton, Utah
T. Crayk Area

Adelaide McKeever
Union City, N.J.
B. Sundén Area

Deborah Nelson Michael
Vernal, Utah
A. Mallory Garrett-Roe Area

Katie Eloise Myler
Shakopee, Minn.
L. Scott Area

Mirna E. Rodriguez
Bronx, N.Y.
P. Rodriguez-Tucker Area

Guadalupe Trujillo
Parlier, Calif.
Diamond Go Give Area

diamond/diamante

Fabulous 50s/Los Fabulosos 50

(Feb. 2007 debuts/debutes de febrero 2007)

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.



Socorro Reyes
Soledad, Calif.
A. Mallory Garrett-Roe Area

Talisha G. Walker
Hueytown, Ala.
A. Mallory Garrett-Roe Area

Congratulations to Sales Director **Meg Booker Steward**, Sugar Hill, Ga., C. Kittson Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

On the Write Track/En buen camino (June 2007 debuts/debutes de junio 2007)

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

Monica J. Adams
Graciela Banuelos

Mabel Bolufe
Faith Brooks Evans

Michelle Foley
Ana Karina Garibay

Alfida Rodriguez

New Team Leaders/Nuevas Líderes de Equipo

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

Carmen Alvarado
Deborah E. Allen
Sara E. Alvarenga
Betina F. Antunez
Annuciata O. Anyanwu
Rosa Arellano
Maricel Ascuntar
Teresa Barrera
Denise Bills
Carrie S. Carlile
Crystal Y. Cox
Brenda F. Crosby
Qiana N. Davis
Cynthia DiBlasi
Pat Doering

Maria Dominguez-Pena
Ellen M. Epperson
Milena S. Fernandes
Lisa M. Fitzpatrick
Jea R. Gackowski
Monica Galindo
Maria C. Garay
Ana L. Garcia
Aracely Garcia
Chalana A. Gillihan
Martha E. Gomez
Josefina Gutierrez
Maria D. Gutierrez
Barbie A. Hall
Cindy W. Hennings

Missy J. Howe
Walsonba S. Ibim
Mya L. Jackson Brown
Lisa B. James
Irma E. Jasso
Brenda Jimenez
Jazmin Jimenez
Jessy M. John
Maria Juarez
Sandy Knorr
Suzy M. Kramer
Rosa P. Lajara
Sandra F. Lawton
Mirna Ledesma
Maria E. Leon

Epifania Lopez
Diane Lynsky
Veronica Maestre
Evelyn Marin
Maricela Marquez
Anaïs Mata
Amy S. McDowell
Josefina Melo
Lisa M. Montrose
Claudia Mora
Milvia Morales
Catrina S. Munoz
Evangeline Munoz
Maria Naula
Flor K. Nieto

Ngozi Onuoha
Chinyere M. Oruche
Eloina Palacios De Vazquez
Kelli H. Parker
Stephanie Pelaez
Julie M. Pelletier
Judith Piedra
Erika Pinon
Patricia L. Reams
Susan T. Riordan
Mirsya Y. Rodriguez
Kelly A. Rolwes
Laura M. Ruediger
Beatriz A. Saenz

Teodora Sanchez
Mari Carmen Santana
Kimberly M. Sessions
Barbara W. Silva
Deborah A. Smith
Maria I. Sorto
Luanne H. Storer
Nancy A. Strauss
Carrie G. Sundaram
Ana C. Terrazas
Darling L. Urbina
Victoria Valencia
MaryAnn VanLieshout
Nancy L. Vikemr
Rosalinda Villagomez

Katy Walker
Andrea M. Walters
SueZan Wight
Elizabeth S. Williams
Danelle A. Wilson
Laurie Winkler
Erin L. Wooden
Rita C. Wright
Ollie M. Young
Asucena Zaldivar
Santos M. Zepeda

13% Club/Club del 13%

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

Sales Director Valorie Jean White.....\$4,014.82
Christabel Oluchi Ndubuisi,
S. Ozurigo-Odom.....2,474.10
Sales Director Judy M. Suhonen1,993.52
Sales Director Ruth Ojibeka.....1,927.67
Sales Director Marilyn J. Suter.....1,836.19
Sales Director Lisa Rada.....1,806.74
Sales Director Morayma Rosas1,743.40
Monica Lynn Watson, R. Chesser Unit.....1,736.57

Sales Director Nancy Polish Dove1,726.99
Sales Director Maria Flores.....1,690.20
Sales Director Peggy Sperling.....1,577.40
Sales Director Heidi Goelzer1,552.69
Sales Director Martha Kay Raile.....1,502.51
Diana Duran, L. Pagoada Unit.....1,492.29
Sales Director Ann-Marie S. Leone1,492.12
Elizabeth Ire Olumese, R. Imoekor Unit1,434.06
Sales Director Joyce M. Conant1,433.79

Erin Leslie Wooden, M. Brooks Unit1,421.89
Sales Director Maria R. Martinez Perez.....1,410.05
Sales Director Debbie L. Frazer.....1,408.78
Sales Director Amy Lynn Allgood.....1,394.51
Sales Director Mery C. Ramirez Bravo.....1,376.80
Sales Director Rosibel L. Shahin1,373.06
Sales Director Macaria R. Ramirez-Santana.....1,364.64
Sales Director Chatney Gelfius1,363.72

Be sure to check out **Ovation®** on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under "Resources", click on "Publications" and then "Ovation®"./No olvides consultar **Ovación™** el primer día de cada mes para ver más reconocimiento. Visita el sitio electrónico **Mary Kay InTouch®** y en Recursos, haz clic en Publicaciones y luego en **Ovación™**.

diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

76 Gold Medals/Medallas de Oro	
Sales Director Ana Solis.....	5
55 Gold Medals/Medallas de Oro	
Sales Director Blanca Arroyo.....	5
51 Gold Medals/Medallas de Oro	
Sales Director Clara Fuentes.....	5
29 Gold Medals/Medallas de Oro	
Sales Director Yesenia Mendez.....	6
24 Gold Medals/Medallas de Oro	
Sales Director Luzmila Abadia Carranza.....	6
Sales Director Meyra Esparza.....	5
23 Gold Medals/Medallas de Oro	
Sales Director Ana Alvarez.....	7
22 Gold Medals/Medallas de Oro	
Sales Director Luciana Zook.....	7
21 Gold Medals/Medallas de Oro	
Sales Director Ruth Ojibeka.....	7
20 Gold Medals/Medallas de Oro	
Sales Director Mary Satterfield.....	5
18 Gold Medals/Medallas de Oro	
Sales Director Tanya Satcher.....	5
17 Gold Medals/Medallas de Oro	
Sales Director Rosa Fernandez.....	8
16 Gold Medals/Medallas de Oro	
Sales Director Teresa Lischwe.....	5
Sales Director Maria Ortiz.....	5
Sales Director Betty Symons.....	5
15 Gold Medals/Medallas de Oro	
Sales Director Felicia Nweze.....	5
Sales Director Morayma Rosas.....	5
Sales Director Rosibel Shahin.....	7
14 Gold Medals/Medallas de Oro	
Sales Director Elaine Reynolds.....	5
Sales Director Enedina Villarreal.....	5
13 Gold Medals/Medallas de Oro	
Sales Director R. Donna Brown.....	5
Sales Director Maria Koo.....	5
Sales Director Macaria Ramirez-Santana.....	5
Sales Director Daisy Del Ventura.....	5
12 Gold Medals/Medallas de Oro	
Sales Director Ana Castellon.....	5
11 Gold Medals/Medallas de Oro	
Sales Director Mery Ramirez Bravo.....	5
10 Gold Medals/Medallas de Oro	
Sales Director Susan Fischer.....	5
Sales Director Martha Hernandez.....	5
9 Gold Medals/Medallas de Oro	
Sales Director Morena Gaitan.....	5

Sales Director Geraldine Kum Ngum.....5

8 Gold Medals/Medallas de Oro

Sales Director Amparo Delgado.....5
Sales Director Rebeca Escobar.....5

7 Gold Medals/Medallas de Oro

Jennifer Floyd, B. Spriggs Unit.....6
Sales Director P. Joy Jackson.....6
Sales Director Sandra Molina.....6
Sales Director Tina Parkin.....6
Sales Director Juanita Saenz.....5
Sales Director Gladys Thompson.....5
Sales Director Graciela Valadez.....5

6 Gold Medals/Medallas de Oro

Sales Director Mercedes Estrada.....5
Sales Director Heather Julson.....5
Sales Director Monica Lueck.....5
Connie Moreno, J. Mull Unit.....11

5 Gold Medals/Medallas de Oro

Sales Director Elvira Bravo Cervantes.....5
Sales Director Amparo Guzman.....5
Sales Director Ileana Melgarejo.....7
Sales Director Ines Pioquinto.....5
Sales Director Tonya Primus.....5
Sales Director Mirna Rodriguez.....5
Sales Director Altia Wilcox.....5

4 Gold Medals/Medallas de Oro

Sales Director Maria Escobedo.....5
Sales Director Tina Lester.....5
Maria Rodriguez, G. Ambrossi Unit.....5
Sales Director Lisa Stengel.....5

3 Gold Medals/Medallas de Oro

Ana Archaga, L. Balcazar Unit.....12
Tracy Chubbs, S. Richter Unit.....10
Sales Director Rosa Corella.....5
Sales Director Josephine Edet.....6
Maira Espinoza, C. Ortiz Unit.....9
Elizabeth Fowler, G. Coffey Unit.....15
Jill Gernentz, M. Cruz Unit.....17
Susana Manriquez, L. Spadowski Unit.....11
Sales Director Carmen Molina.....5
Lisa Moon, D. Spillman Unit.....6
Alicia Morales, Y. Carrillo Unit.....7
Elizabeth Olumese, R. Imoekor Unit.....11
Dominga Orellana, M. Hernandez Romero Unit.....9
Alejandra Ornelas, P. Bibian Unit.....11
Janet Renteria, M. Lopez Unit.....12
Cecilia Rivas, A. Arroyo Unit.....5
Mari Carmen Santana, M. Pereyra Unit.....12
Arlene Wagstaff, K. Kimball Unit.....5
Monica Watson, R. Chesser Unit.....7

2 Gold Medals/Medallas de Oro

Charlene Ames, J. Deardorff Unit.....7
Maritza Canales, R. Umana Unit.....5
Jessica Dickerson, F. Gladding Unit.....6
Diana Duran, L. Pagoada Unit.....6
Nubia Duran, L. Pagoada Unit.....7
Sales Director Lucrecia Fragoso.....5
Maria De La Luz Gabriel Bautista, R. Bueno Unit.....12

Estella Galdamez, R. Davalos Unit.....10
Laura Garcia, G. Castaño Unit.....9
Minerva Garibay, S. Sanchez Unit.....13
Shawna Herd, S. Palen Unit.....7
Victoria Hueso, K. Colon Unit.....6
Antonia Jimenez, A. Quintana Unit.....10
Catalina Monroy, D. Moran Unit.....6
Elida Polanco, T. Alfaro Unit.....5
Sales Director Maria Nelly R. Donjuan.....5
Ana Terrazas, A. Laguna Unit.....6
Raquel Urrutia, A. Garcia-Herrera Unit.....12
Kellee Valerio, S. Valerio Unit.....10

1 Gold Medal/Medalla de Oro

Annuciata Anyanwu, I. Collins Unit.....7
Rocio Arroyo, G. Alers Unit.....5
Amy Beauregard, P. Nuzzi Unit.....6
Emperatriz Brisenio, G. Ramirez Unit.....6
Vicki Brown, C. Coffey Unit.....5
Sandra Clark, L. Escudero Unit.....5
Mary Jane Cooper, B. Howell Unit.....5
Valdeci Dona, V. Leal Unit.....5
Shineika Evans, F. Evans Unit.....5
Saida Flores, A. Rodriguez Unit.....5
Monica Galindo, S. Galvan Unit.....5
Maria Gonzalez, M. Esparza Unit.....9
Sandra Gonzalez, L. Chavez Unit.....6
Josefina Gutierrez, M. Gonzalez Unit.....8
Luz Maria Hernandez, M. Gonzalez Unit.....5
La Tonya Howard, N. Okeke Unit.....5
Missy Howe, J. Agema Unit.....6
Rosa Lajara, M. Melara Unit.....6
Mirna Ledesma, M. Humphrey Unit.....5
Epifania Lopez, E. Bermudez Vargas Unit.....6
Anais Mata, D. Minotta Unit.....5
Casie McNaughton, A. Watt Unit.....5
Claudia Mora, M. Gonzalez Unit.....5
Milvia Morales, R. Umana Unit.....5
Cheryl Mullen, T. Wenninger Unit.....5
Flor Nieto, M. Gonzalez Unit.....6
Josephine Ogbonna, R. Ojibeka Unit.....5
Eloina Palacios De Vazquez, J. Esparza Leal Unit.....5
Stephanie Pelaez, A. Pelaez Unit.....7
Michelle Pelletier, C. Milligan Unit.....9
Liliana Perez, J. Torres Unit.....5
Judith Piedra, M. Diaz De Leon Unit.....6
Ofelia Ramirez, M. Farias Unit.....6
Wendy Ramos, L. Balcazar Unit.....7
Mirsa Rodriguez, A. Garcia-Herrera Unit.....5
Mariah Rojas, K. Cowdell Unit.....5
Amy Samuels, M. Burnett Unit.....7
Eluteria Sandoval, M. Camacho Unit.....6
Michelle Shaw, L. Kendall Unit.....5
Barbara Silva, M. Schlehuber Unit.....7
Maria Sorto, A. Ortiz Unit.....5
Carrie Sundaram, C. Morrissey Unit.....7
MaryAnn VanLieshout, L. Hallock Unit.....5
Maria Villagrana, C. Rau Unit.....6
SueZan Wight, T. McRann Unit.....5
Erin Wooden, M. Brooks Unit.....5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

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

Diamond/Diamante

Pat A. Nuzzi.....	\$93,426
LaRonda L. Daigle.....	89,765
Ada Y. Garcia-Herrera.....	83,727
Evelinda Diaz.....	73,709
Lillian Y. Pagoda.....	72,403
Heidi Goelzer.....	71,887
Chatney Gelfius.....	71,596
Evitelia Valdez-Cruz.....	70,853
Mary P. Creech.....	68,656
Melissa R. Hennings.....	68,524
Valorie Jean White.....	67,546
Marti A. Dettmann.....	66,814
Maricarmen Gonzalez.....	66,628
Kim I. Cowdell.....	65,313
Virginia Rowell.....	63,888
Marsha Morrisette.....	63,407
Lisa Rada.....	63,094
Faith A. Gladding.....	62,615
Stella Ozuirigo-Odum.....	62,060
Ruth Ojibeka.....	61,306
Amy Lynn Allgood.....	60,919
Lisa Hackbarth.....	60,875
Judy Higgins.....	58,378
Arianne C. Morgan.....	58,350
Yvonne Tazem.....	58,169
Cindy S. Kriner.....	58,007
Kathy M. Viola.....	56,505
Stephanie A. Richter.....	54,793
Connie L. Russo.....	54,305
Cecilia C. James.....	53,752
Julie Schlundt.....	53,541
Sheryl Peterson.....	53,234
Brenda K. Howell.....	52,476
Meghan Cruz.....	51,954
Ana Carolina Alvarez.....	50,706
Mary Jacobson.....	50,371
Susan Hattam Weeks.....	49,990
Audrey K. MacDowall.....	49,923
Jan Deardoff.....	49,874
Shelly Palen.....	49,643
Maricela Gonzalez.....	49,625
Sandra Molina.....	49,550
Ana X. Solis.....	49,311
Kim A. Messmer.....	49,190
June Wylie-Longman.....	48,848
Nancy Polish Dove.....	48,490
Reina C. Umana.....	48,138
Yolanda Alvarez.....	48,074
Elizabeth K. Daniels.....	48,047
Maria K. Eades.....	48,045
Rianetta Alice Imoekor.....	47,723
Marge Ward.....	47,313
Tawnya Krempges.....	46,801
Martha Kay Raile.....	46,428
Melinda M. Balling.....	46,405
Karen M. Bonura.....	46,240
Blanca E. Arroyo.....	46,076
Andrea Shields.....	45,710
Jolinn Andriese.....	45,650
Mary Burnett.....	45,596
Priscilla McPheeters.....	45,517
Peggy Sperling.....	45,256
Elvi S. Lamping.....	44,959
Julie Garvey.....	44,943
Maranda Michelle Rains.....	44,858
Barbara E. Roehrig.....	44,811
Judy Flummerfelt-Gerstner.....	44,793
Vivian Diaz.....	44,480
Chris DeMeuse.....	44,175
Kris Kimball.....	44,014
Lisa A. Stengel.....	43,557
Terri J. Beckstead.....	43,550
Yosaira Sanchez.....	43,333
Stephanie Ann Showers.....	43,205
Ann-Marie S. Leone.....	43,198
Chris Krabbe-Landaker.....	43,155
Mery C. Ramirez Bravo.....	43,051
Susan K. Carlson.....	42,891
Maggie Butcher.....	42,778
Yoanni Espinal.....	42,549
Lesley A. Bodine.....	42,182
Patricia Carr.....	41,919
Julie A. Nielsen.....	41,832
Luz H. Balcazar.....	41,255
Gayle Lenarz Kolsrud.....	41,123

Mariaelena Boquin.....	40,941
Shelley Olson.....	40,881
Mary Kathryn King.....	40,549
Leticia Saavedra.....	40,532
Sharon B. Carney-Wright.....	40,465
Julie Danskin.....	40,437
Karen L. Kunzler.....	40,276
Lynnea E. Tate.....	40,229
Kristen P. Marks.....	40,005
Cruz L. Zaldivar.....	39,949
Linda T. Cartiglia.....	39,894
Karen Mitterling Johnson.....	39,834
Donna K. Smith.....	39,696
Anaizel Avila.....	39,671
Teresa A. Lischwe.....	39,392

Ruby/Rubi

Ekene S. Okafor.....	\$177,150
Olubunmi Ebiwonjumi.....	140,321
Thesay Nkechi Nwachukwu.....	121,168
Roli Akperi.....	113,338
Julie Brindell Sapp.....	94,564
Joyce Omene.....	88,352
Phina N. Onwuachi.....	88,150
Alicia Bivens-Jones.....	79,907
Christy M. Cox.....	79,335
Dorothy C. Ibe.....	78,220
Anne Obiageli Akanonu.....	76,463
Tina M. Butzbach.....	73,178
Oye A. Onuoha.....	71,860
Kemi E. Madunta.....	69,617
Stella Nwokoye-Plus.....	68,133
Lisa Anne Harmon.....	66,495
Stephanie Harvey Valure.....	65,353
Darby M. Velarde.....	64,522
Julie Smith.....	63,703
Connie A. Brinker.....	63,131
Donna F. Knotts.....	62,364
Krystal D. Downey-Shada.....	61,507
Donna Clark.....	60,639
Mary Sharon Howell.....	58,611
Nina Borislavov Shull.....	57,610
Melissa Kaye Kopec.....	57,103
Margi S. Eno.....	56,790
Kimberly Cavarretta.....	55,640
Debbie A. Elbrecht.....	55,544
Nina Jonah Ndukwe.....	55,007
Florence N. Ohen.....	54,646
Anne Weidenweber.....	54,243
Kali DeBlander Brigham.....	53,618
Jennifer I. Ehimika.....	53,493
Dori M. Fennell.....	53,415
Susan C. Ehnrstrom.....	52,934
Sherrie L. Clemons.....	52,829
Suzanne Moeller.....	52,745
Carmen Nunez.....	52,662
Brooke Amber Goff.....	52,579
Candy D. Lewis.....	51,073
Lee A. McCarthy.....	50,687
Julie Thomas.....	50,553
Julie Roman.....	49,926
Michelle L. Sweeder.....	49,635
Lisa V. Bauer.....	49,376
Esther C. Barto.....	48,978
K. T. Marie Martin.....	48,933
Apollonia Nnediogo.....	48,455
Onwuanaegbule.....	48,455
Laura A. Kattenbraker.....	47,430
Eusebia Bonilla.....	47,316
Lucinda Rudd.....	47,006
Maggie G. Shake.....	46,745
Marnie R. Yunger.....	46,707
Shelly Harpenau.....	46,680
Deborah K. Hack.....	46,670
Phuong L. White.....	46,311
Mary L. Holmes.....	45,605
Jill E. Garrett.....	44,822
Kaye Driggers.....	44,642
Kathleen C. Savorgnan.....	44,448
Ingrid Randall.....	44,433
Linda Omene.....	44,154
Deborah S. Baijle.....	44,136
Linda Leonard Thompson.....	43,680
Laura A. Schmidt.....	43,380
Rebecca W. Cox.....	43,366

Jacqueline N. Alford.....	43,258
Paola A. Curry.....	43,234
Michele Semper.....	43,102
Liz Whitehouse.....	43,014
Sonya F. Goinis.....	42,709
Patricia Onyise.....	42,584
Florence U. Alacar.....	42,485
Darla L. Issa.....	42,360
Olufunke Monisola Akinokun.....	41,989
Crystal Caldwell Hubbard.....	41,986
Sheila K. Valles.....	41,957
Linda Christenson.....	41,828
Eleanor M. Reigel.....	41,147
Tonghai Mason.....	41,036
Kathy Monahan.....	40,647
Vicki S. Lindsay.....	40,536
Helen Amato.....	40,376
Jann Fargnoli.....	40,230
Lorraine Noland.....	39,928
Sue Cox.....	39,901
Stacey Hoover.....	39,875
Sheryl Lynn Lonsbury.....	39,732
Mary-K Kirsch.....	39,719
Augusta C. Onyenemere.....	39,132
Amber L. Faulk.....	39,112
Dana M. Silecchio.....	38,769
Karen E. Gardner.....	38,685
Gloria Dominguez.....	38,664
Cathy G. Huhta.....	38,569
Cyndy Legowski.....	38,352
Margaret H. Gormly.....	38,321
Lupita G. Ramirez.....	37,559
Mary Jo Dallen.....	37,443

Sapphire/Zafiro

Tammy Romage.....	\$95,089
An W. Sherman.....	81,868
Paula J. Ramirez.....	74,148
Kristi M. Nielsen.....	72,574
Julie Weaver.....	72,037
Judy K. Johnson Englund.....	71,747
Jodi L. Feller.....	68,016
Julia Mundy.....	67,400
Nita Ann Godwin.....	64,215
Randi Stevens.....	63,182
Angela S. Day.....	62,904
Moleida G. Dailey.....	61,914
Debbie A. Weld.....	61,130
Cheri L. Taylor.....	60,668
Tracy Potter.....	60,143
Linda Klein.....	58,537
Delmy Ana Torrejon.....	58,476
Cheryl T. Anderson.....	57,845
Lynn A. Cervini.....	56,909
Jill Beckstedt.....	55,337
Linne' Lane.....	55,452
Lyriss Yee.....	54,979
Theresa Kusak-Smith.....	53,936
Joanna Helton.....	53,838
Phyllis I. Piskner.....	53,656
Rosa Elia Meza-Sanchez.....	53,175
Linda L. Quillin.....	51,876
Julie Neal.....	51,805
Heather L. Bohlinger.....	51,562
Jennifer L. Semelsberger.....	50,952
Ann Ferrell Smith.....	50,907
Miranda Katie Bandemer.....	50,797
Zasha Noel Lowe.....	50,767
Melva M. Slythe.....	50,348
Lynn Baer Roberts.....	49,998
Robyn S. Cartmill.....	49,609
Sylvia Boggs.....	49,526
Ruby Garner.....	49,231
Danice C. McEldowney.....	49,115
Elaine B. Lewis.....	48,997
Gena Prince.....	48,693
Pilar Najera.....	48,478
Alicia A. Ferrell.....	48,005
Jeannie Helm.....	47,259
Ronda Compton.....	47,119
Floja Palencia.....	46,178
Binta Touray Jagne.....	45,950
Brynn M. Blalock.....	45,767
Lady Ruth Brown.....	44,963
Marty Ulmer.....	44,686

Elizabeth McCandless.....	44,137
Margaret Neill.....	44,122
Sherri Ammons.....	44,064
Alejandra Zurita.....	43,807
Elsie Jackson.....	43,787
Brandy Michelle Redden.....	43,764
Joni D. Koontz.....	43,563
Elizabeth A. Poole.....	43,442
Dena Smith.....	43,377
Kaye Yuen.....	43,318
Tasha Bergman.....	43,243
Tabitha S. Wesley.....	43,100
Terry A. Hensley.....	42,921
Barbara Olesen Randall.....	42,831
Kim B. Roberts.....	42,814
Jenny Suarez Zuckerman.....	42,159
Teodora Ahumada.....	42,002
Kathy R. Bullard.....	41,961
Betty H. Schuler.....	41,659
Beth S. Austin.....	41,453
Ana Maria Barba.....	41,264
Sheila Berry.....	41,114
Marie Plarr.....	41,028
Lyzette LeRoy Maroszek.....	40,778
Pam Garner Moore.....	40,326
Odilia Vasquez.....	40,309
Maria Eugenia Silva.....	40,096
Alison Renee Jurek.....	40,081
Linda F. Merritt.....	40,015
Maria G. Diaz.....	39,405
Lorraine S. Kigar.....	39,399
June V. Jarvis.....	39,355
Sara Bennett-Moore.....	38,743
Barbara J. Puckett.....	38,709
Jennifer G. Bouse.....	38,641
Mary Goss.....	38,464
Carmen R. Robles.....	38,234
Lorraine B. Newton.....	38,201
Peggy B. Sacco.....	38,195
Shelley Densmore.....	37,932
Elaine Hipsher.....	37,762
Maria Guadalupe Rodriguez.....	37,726
Deanne Black.....	37,539
Bonnie Crumrin.....	37,477
JoAnn Marie Calvin.....	37,426
Dolores Keller-Willis.....	36,989
Gloria Isela Cassidy.....	36,959
Sherrian Beagle.....	36,564
Kathleen Kirkwood.....	36,523
Cecilia Boodhoo.....	36,508

Emerald/Esmeralda

Auri Hatheway.....	\$97,523
Traci L. Smith.....	96,035
Pam Robbins Kelly.....	89,510
Maritza Lanuza.....	79,083
Nancy A. Berlin.....	76,028
Liz W. Kimeria.....	67,507
Helen Asare Jakpor.....	67,362
Gloria E. Sandoval.....	67,139
Denise G. Kucharski.....	67,020
Rose Campbell.....	62,283
Ayobami O. Olusa.....	57,526
Joyce Young.....	56,117
Mayra Smalley.....	54,026
Tandy L. Ludin.....	53,868
Kathy P. Oliveira.....	53,715
Laura A. Armstrong.....	53,682
Tara C. McLaughlin.....	53,301
Kimbi L. Bartik.....	52,506
Nora L. Clavijo.....	51,157
Barbara Pleet.....	50,869
Paula Vander Vorste.....	50,589
Karen A. Jorgenson.....	49,561
Isabel Arbelo.....	49,496
Sandy Malkin.....	48,967
Gail Patton Menefee.....	48,704
Carol M. Fulton.....	48,682
Sarah Katis.....	48,104
Hope S. Pratt.....	47,993
Aliuscia Entenza.....	47,954
Linda Jackson.....	46,917
Flavia A. Rivera.....	46,706
Kathleen L. Holmberg.....	46,570
Grace Y. Adeoye.....	46,550

Brenda D. Elliott.....	46,530
Trish Reuser.....	46,082
Nancy L. DeFina.....	45,876
Elaine K. Williams.....	45,814
Susan A. Smith.....	44,934
Sheila J. McCune.....	44,572
Yolanda Lopez.....	44,556
Antonia Miranda.....	44,025
Nancy Graham.....	43,701
Haydee Guzman.....	43,592
Hollie R. Sherrick.....	43,250
Nancy A. Coleman.....	42,854
Donna M. Sullivan.....	42,814
Jane Okundaye.....	42,797
Kelly S. Shannon.....	42,516
Janet Ravelo.....	41,828
Dupe Odebo.....	41,748
Annette D. Oxley.....	41,441
Pat Forehand.....	41,425
Marianne L. Anderson.....	41,038
Pattie A. Robinson.....	40,878
Denise M. Sowder.....	40,847
Paula Ladurantaye.....	40,782
Anna Joseph Peet.....	40,659
Maria R. Alcaine.....	40,625
Michele Martella Armes.....	40,220
Silvia Valencia.....	40,082
Elda Ramirez.....	39,843
Carolyn L. Lucas.....	39,633
Debbie E. Barnes.....	39,426
Wendy L. Blake-Cutler.....	39,060
Rosemary Carolan.....	38,624
Stacy D. Foust.....	38,286
Rosemary Mitchell.....	38,217
Barbara Gizzo.....	37,835
Karen J. Saphos.....	37,786
Heather A. Carlson.....	37,376
Cathy Kazzi.....	36,920
Margarita Guerra.....	36,817
Tammy Lorraine Martin.....	36,698
Maria Sanchez.....	36,661
Laura Lee Meigs.....	36,656
Trisha Taylor.....	36,486
Sheri L. Farrar-Meyer.....	36,443
Jo M. Cotton.....	36,439
Julie B. Potts.....	36,293
Marla Beddick.....	36,093
Susan Houser.....	36,075
Kami Fredericks.....	36,016
Vicki Powell.....	35,964
Anita Rodriguez.....	35,946
Kay Dickerson.....	35,935
Irma Ortiz.....	35,684
Robin S. Moody.....	35,680
Karen Hunter.....	35,593
Nancy Harder.....	35,478
Jackie L. Root.....	35,436
Jeannine R. DeVore Harris.....	35,409
Candy Jackson.....	35,387
Melissa Ann Beckett.....	35,349
Talvia W. Peterson.....	34,860
Martha J. Roman.....	34,809
Helen M. Harlow.....	34,526
Julie A. Griffin.....	34,350
Tami C. Stewart.....	34,312
Emily Stone.....	34,034
Lori Lowry.....	33,717

Pearl/Perla

Jeannie Martin.....	\$112,604
Roya M. Mattis.....	106,498
Kristin Myers.....	98,944
Kim L. McClure.....	96,056
Lisa Allison.....	95,742
Leah Michelle Lauchlan.....	84,601
Leah G. Nelson.....	83,614
Betsy C. Richard.....	81,771
Holly L. Ennis.....	78,937
Cathy A. Barnhart.....	72,449
Janice Baxter Hull.....	65,928
Laurie C. Cole.....	65,189
Amie N. Gamboja.....	64,750
Kathryn L. Engstrom.....	62,177
Julie Hetherington.....	61,938
Menina M. Givens.....	61,306

Barbie Cynthia Turner.....	61,129
Amy Kemp.....	60,870
Joyce Recenello.....	57,249
Dorothy D. Boyd.....	56,960
Stacey Craft.....	56,253
Holli Thompson Lowe.....	55,867
Patti Cornell.....	55,210
Anne Geertsen.....	54,949
Sandra M. Munguia.....	54,905
Shari M. Kirschner.....	54,484
Alma Orrosta.....	54,154
Harriett Sharpe.....	53,839
Keita Powell.....	52,949
Laura Poling.....	52,443
Andrea Lee Converse.....	52,199
Maria Dowling.....	52,052

recognition

Commission Circle

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

Diamond

Evelinda Diaz \$13,755.99
Heldi Goelzer 13,252.62
Ada Y. Garcia-Herrera 12,338.39
LaRonda L. Daigle 12,222.79
Pat A. Nuzzi 11,880.80
Valerie Jean White 11,780.67
Ruth Ojibeka 11,615.06
Evitelia Valdez-Cruz 11,049.81
Maricarmen Gonzalez 10,864.37
Martha Kay Ralle 10,564.08
Omosolape O. Akinyoyenu 10,497.51
Melissa R. Hennings 10,458.14
Kim L. Cowdell 10,318.48
Vivian Diaz 10,057.40
Mary P. Creech 9,930.14
Lisa Hackbarth 9,916.19
Faith A. Gladding 9,680.81
Priscilla McPheeters 9,430.02
Connie L. Russo 9,400.11
Brenda K. Howell 9,294.33
Marsha Morrisette 9,179.23
Virginia Rowell 9,027.35
Lisa Rada 8,915.21
Shelly Palen 8,856.47
Yosaira Sanchez 8,839.96
Peggy Sperling 8,781.21
Sheryl Peterson 8,674.40
Maria Flores 8,577.90
Nancy Polish Dove 8,574.81
Terri J. Beckstead 8,565.67
Chatney Geffius 8,563.79
Mary Jacobson 8,540.70
Melinda M. Balling 8,360.33
Bernadette Spriggs 8,159.96
Marti A. Dettmann 8,041.31
Julie Schlundt 7,989.98
Lillian Y. Pagoda 7,910.57
Judy Higgins 7,883.88
Ana Carolina Alvarez 7,849.75
Kathy M. Viola 7,828.07
Blanca E. Arroyo 7,825.18
Morayma Rosas 7,823.16
Stella Ozuigbo-Odom 7,807.81
Ana X. Solis 7,772.21
Julie Garvey 7,717.51
Stephanie A. Richter 7,686.76
Mayra Esparza 7,661.21
Rosa C. Fernandez 7,646.52
Lisa A. Stengel 7,597.22
Audrey K. MacDowall 7,594.03
Mary C. Ramirez Bravo 7,579.86
Yoanni Espinal 7,567.03
Yolanda Alvarez 7,530.49
Susan K. Carlson 7,510.57
Cecilia C. James 7,498.84
Amy Lynn Allgood 7,426.41
Yvonne Tazem 7,423.97
Rosibel L. Shahn 7,372.31
Juanita Gudino 7,308.79
Rose Rodriguez 7,277.94
Sandra Molina 7,175.31
Rosa Bonilla 7,166.13
Tawnya Krempges 7,159.13
Mary Beissel 7,157.62
Cindy S. Kriner 7,116.81
Mary Burnett 7,108.12
Emily Sims 7,063.10
Marlaelena Boquin 7,018.36
Teresa A. Lischwe 7,007.34
Andrea Shields 6,920.59
Audrey J. Dolier 6,904.85
Lesia Rae Franken 6,896.92
Susan J. Pankow 6,893.97
Arianne C. Morgan 6,865.37
Lou Cinda Utley 6,848.79
Julie Danskin 6,835.45
Kathleen Koclanes 6,830.36
Deanna L. Spillman 6,783.15
Maricela Gonzalez 6,735.03
Sandy K. Griffith 6,706.14
Nicki R. Hill 6,679.02
Maria Teresa Lozada 6,663.55
Luzmila E. Abadia Carranza 6,657.43
Meghan Cruz 6,654.03
Barbara E. Roehrig 6,577.72

Jan Deardorff 6,567.13
Donna K. Smith 6,529.89
Maritza Estela Gonzalez 6,485.91
Pat Joos 6,440.68
Nellie R. Anderson 6,422.30
Norma Lee Shaver 6,379.10
Kim A. Messmer 6,364.50
Linda T. Cartiglia 6,353.54
Elleen M. Huffman 6,350.28
Karen M. Bonura 6,317.30
Maggie Butcher 6,256.96
Blanca E. Sola 6,248.28
Pamela Stinnett 6,202.62
Carmen Ortiz 6,145.47
Susan Hartman Weeks 6,103.42

Ruby

Thessey Nkechi Nwachukwu \$30,047.34
Ekene S. Okafor 25,755.67
Olubunmi Ebiwonjumi 19,533.15
Joyce Omene 15,899.60
Oye A. Onuoha 15,389.61
Dorothy C. Ibe 14,821.00
Roli Akperi 13,126.52
Candy D. Lewis 12,962.49
Stella Nwokoye-Plus 12,409.14
Phina N. Onwuachi 12,353.57
Alicia Blavies-Jones 11,647.25
Anne Obiageli Akanonu 11,645.44
Julie Brindell Sapp 10,569.28
Julie Smith 10,078.70
Nina Jonah Nduke 9,299.87
Carmen Nunez 9,287.65
Susan C. Ehrstrom 9,045.56
Christy M. Cox 9,043.63

Apollonia Nnedigbo Onwunaegbule 8,964.01
Helen Naomi Godswill 8,886.15
Florence N. Ohen 8,853.32
Donna F. Knotts 8,647.67
Lisa Anne Harmon 8,590.18
Kemil E. Madunta 8,554.26
Donna Clark 8,497.84
Kimberly Cavarretta 8,428.59
Connie A. Brinker 8,392.39
Sherrile L. Clemons 8,136.12
Stephanie Harvey Valure 8,127.98
Dori M. Fennell 7,959.53
Mary Sharon Howell 7,930.71
Tina M. Butzbach 7,895.45
Phuong L. White 7,886.55
Jennifer I. Ehimika 7,752.30
Gloria Dominguez 7,742.82
Krystal D. Downey-Shada 7,711.51
Laura A. Kattenbraker 7,609.71
Eusebia Bonilla 7,601.15
Donna M. Velarde 7,601.12
Mamie R. Yunger 7,599.71
Bonnie Brannan 7,500.23
Kathy Monahan 7,475.92
Deborah K. Hack 7,340.97
Nina Borislov Shull 7,294.59
Suzanne Moeller 7,278.53
Mary Jo Dallen 7,272.87
Judie Roman 7,228.02
Lisa V. Bauer 7,198.62
Debbie A. Elbrecht 7,079.67
Kathleen C. Savorgnan 7,018.79
Margi S. Eno 6,979.32
Michelle M. Visco 6,949.81
Melissa Kaye Kopec 6,924.47
K. T. Marie Martin 6,850.22
Lee A. McCarthy 6,790.22
Kali DeBlender Brigham 6,747.84
Palla A. Curry 6,703.25
Liz Whitehouse 6,637.25
Helen Amato 6,613.16
Gina M. Gildone 6,599.64
Mary Alice Dell 6,595.90
Lucinda Rudd 6,538.65
Michele Semper 6,523.02
Mary L. Morgan 6,494.32
Pat Z. Allen 6,460.01
Anne Weidenweber 6,450.69
Deborah S. Baily 6,374.25

Sue Cox 6,311.62
Charlene N. Mason 6,284.09
Amber L. Faulk 6,272.00
Ingrid Randall 6,271.69
Maggie G. Shake 6,239.86
Mary Lou Ardohain 6,204.19
Augusta C. Onyenemere 6,201.45
Kaye Driggers 6,168.18
Lupita G. Ramirez 6,163.60
Candace Laurel Carlson 6,148.29
Diane Covington 6,112.73
Sheila K. Valles 6,109.84
Diana Gutierrez 6,103.26
Stacey P. Nelson 6,073.07
Laurie Hallock 5,993.48
Patti Maxwell 5,992.38
Janet S. Pavey 5,925.32
Colleen Robustelli 5,881.40
Nancy D. Marshall 5,863.61
Brooke Amber Goff 5,841.32
Karen E. Gardner 5,829.60
Debbie Deets 5,826.60
Linda Omene 5,825.90
Mary L. Holmes 5,819.37
Modupe M. Bajomo 5,808.71
Shelly Harpenau 5,800.80
Jacqueline N. Alford 5,793.77
Tonghai Mason 5,773.03
Debbie A. Hocott 5,767.27
Sandee Popadich 5,758.38
Rebecca W. Cox 5,753.17
Olufunke Monisola Akinokun 5,706.81
Breda M. Teal 5,680.21

Sapphire

Paola J. Ramirez \$16,042.48
Tammy Romage 12,557.01
Julia Mundy 11,623.16
Delmy Ana Torrejon 11,296.23
Ann W. Sherman 11,144.16
Julie Weaver 10,937.58
Gladis Elizabeth Camargo 10,301.02
Melva M. Slythe 10,180.94
Kristi M. Nielsen 9,928.37
Judy K. Johnson Englund 9,805.62
Cheryl T. Anderson 9,736.58
Jill Beckstedt 9,696.39
Julie Neal 9,609.09
Moleida G. Dailey 9,385.27
Pilar Najera 9,239.62
Randi Stevens 9,001.56
Linda Klein 8,891.63
Tracy Potter 8,715.68
Angie S. Day 8,668.40
Linne' Lane 8,619.36
Janelle A. Farrell 8,444.96
Phyllis I. Pinksier 8,403.49
Lady Ruth Brown 8,350.23
Mima Mejia 8,346.95
Cheri L. Taylor 8,338.52
Jodi L. Feller 8,324.43
Lyndi Baer Roberts 8,258.98
Lorraine B. Newton 8,164.61
Ruby Garner 8,142.28
Gena Prince 8,139.33
Nita Ann Godwin 8,108.45
Debbie A. Weld 8,076.08
Jennifer L. Semelsberger 8,072.18
Joanna Helton 8,057.39
Heather Barba 7,984.16
Ana Maria L. Bohlinger 7,930.03
Kimberly D. Starr 7,780.05
Theresa Kusk-Smith 7,777.90
Betty Wilson 7,742.72
Sylvia Boggs 7,704.30
Elizabeth McCandless 7,674.52
Maria G. Diaz 7,602.86
Natalie Reed 7,457.91
Ann Ferrell Smith 7,424.49
Floir Palencia 7,402.11
Diane Bruns 7,328.49
Danice C. McElowney 7,284.70
Rosario Dagenais 7,266.28
Jeannie Heim 7,260.02
Zasha Noel Lowe 7,168.45

Robyn S. Cartmill 7,143.48
Lynn A. Cervini 7,045.30
Dolores Keller-Wills 6,950.83
Peggy B. Sacco 6,919.75
Lyris Yee 6,879.08
Alejandra Zurita 6,863.15
Candy L. Johnston 6,765.19
Blanca Celia Caceres 6,728.11
Frances Woodham 6,703.09
Elizabeth A. Poole 6,656.83
Barbara J. Puckett 6,650.76
Romelia Bjornnes 6,618.02
Marie Pfarr 6,586.64
Rosa Elia Meza-Sanchez 6,495.30
Marty Ulmer 6,445.93
Ellen Ezekiel Farquharson 6,438.28
Binta Touray Jagne 6,383.98
Teodora Ahumada 6,367.51
Alicia M. Nix 6,358.66
Jennifer Bessey 6,308.01
Miranda Katie Bandemer 6,272.00
Wendy Clausen 6,245.61
Linda L. Quillin 6,203.35
Kim B. Roberts 6,186.09
Margaret Neill 6,075.72
Barbara Olesen Randall 6,054.02
Carmen R. Robles 6,020.22
Tabitha S. Wesley 6,017.16
Petie L. Huffman 6,007.16
Jill L. Gluckman 5,998.18
Lyzette LeRoy Maroszek 5,996.80
Cecilia Boodhoo 5,980.65
Julie M. Moreland 5,966.50
Joanne V. Price 5,913.84
Irma Isolina Mendoza 5,876.78
Kathleen Kirkwood 5,838.39
Elaine B. Lewis 5,806.11
Janet L. Wolfe 5,785.37
Heather A. Plascencia 5,776.91
JoAnn Marie Calvin 5,735.67
Pam Garner Moore 5,732.48
Sandra A. Zavoda 5,723.69
Tasha Bergman 5,688.15
Magdalena Rodriguez 5,686.82
Betty H. Schuler 5,639.28
Linda F. Merritt 5,636.07
Byrnie M. Blalock 5,626.41
Rhonda G. Delnes 5,615.81
Martina Roman 5,606.37
Kathy R. Bullard 5,593.76

Emerald

Auri Hatheway \$15,575.68
Helen Asare Jakpor 14,095.39
Pam Robbins Kelly 12,485.85
Traci L. Smith 12,248.86
Martiza Lanuza 11,357.39
Ayobami O. Olusa 10,197.58
Denise G. Kucharski 9,502.23
Kimbi L. Bartk 9,488.14
Rose Campbell 9,329.63
Aluska Entenza 9,161.41
Michele Martella Armes 8,940.06
Paula Vander Vorste 8,862.97
Mayra Smalley 8,646.02
Gloria E. Sandoval 8,545.36
Tandy L. Ludin 8,501.69
Haydee Guzman 8,484.56
Kathy P. Oliveira 8,282.75
Hollie R. Sherrick 8,115.38
Barbara Pleet 8,105.59
Liz W. Kimeria 8,103.61
Grace Y. Adeoye 8,020.52
Gail Patton Menlove 7,931.34
Helen M. Harlow 7,906.13
Nancy A. Coleman 7,900.88
Carol M. Fulton 7,782.50
Laura A. Armstrong 7,352.49
Karen A. Jorgenson 7,333.90
Nora L. Clavijo 7,287.82
Evalina Chavez 7,188.73
Annette D. Oxley 7,169.58
Heather A. Carlson 7,112.14
Jo M. Cotton 7,111.89
Antonia Miranda 7,109.96

Melissa Ann Beckett 7,088.76
Elaine K. Williams 7,039.22
Yolanda Lopez 6,994.91
Pat Forehand 6,977.35
Joyce Young 6,950.71
Jane Okundaye 6,745.47
Nancy Harder 6,604.62
Maria Sanchez 6,603.96
Pamela Rowe Krzmarzick 6,601.03
Sheri L. Farrar-Meyer 6,542.59
Janet Ravelo 6,511.63
Martha J. Roman 6,493.52
Brenda D. Elliott 6,472.96
Denise W. Montgomery 6,348.85
Charlotte Mantooth 6,348.51
Hope S. Pratt 6,341.45
Linda Jackson 6,315.42
Nancy Graham 6,288.75
Tara C. McLaughlin 6,234.64
Denise M. Sowder 6,196.34
Julie B. Potts 6,119.96
Susan A. Smith 6,096.14
Angel L. Hurley 6,076.98
Trish Reuser 6,064.84
Margarita Guerra 6,031.17
Stacy S. Gilson 6,021.15
Kay Dickerson 6,006.15
Amanda Thulin-Marrano 5,993.57
Elda Ramirez 5,973.21
Stacy D. Foust 5,954.64
Sheila J. McCune 5,936.18
Anna Joseph Peet 5,933.57
Flavia A. Rivera 5,911.18
Marianne L. Anderson 5,906.25
Kelly S. Shannon 5,898.01
Maria R. Alcaine 5,875.89
Maria Bertha Godinez 5,847.96
Donna M. Sullivan 5,844.29
Trisha Taylor 5,809.70
Sandy Malkin 5,797.34
Maria Victoria Sura 5,694.64
Kathleen L. Holmberg 5,688.93
Dana M. Chamberlin 5,677.19
Julie A. Griffin 5,676.77
Debbie E. Barnes 5,664.60
Isabel Arbelo 5,657.76
Nancy L. DeFina 5,652.62
Cathy Kazzi 5,595.99
Ann Shears 5,553.32
Shawna D. Schneider 5,526.43
Jeannine R. DeVore Harris 5,524.77
Karen Hunter 5,524.50
Carolyn L. Lucas 5,511.13
Dupe Odebo 5,461.06
Barbara Gizzo 5,442.29
Silvia Valencia 5,431.47
Susan Houser 5,397.66
Sarah Katis 5,395.56
Elaine Jegi 5,370.89
Elsa Velarde 5,367.63
Christine J. Kurzawa 5,364.20
Debbie L. Bower 5,301.30
Abigail Madrid 5,290.00
Valerie Cashin 5,286.04
Talvia W. Peterson 5,281.11
Frankie Clapp 5,257.15

Pearl

Jeanie Martin \$15,680.48
Lisa Allison 13,532.91
Kim L. McClure 13,505.44
Roya M. Mattis 11,939.40
Kristin Myers 11,865.25
Mary C. Estupinan-Martel 10,777.52
Alma Orrostita 10,312.02
Susan M. Hohman 10,269.95
Betsy C. Richard 10,238.41
Tammy A. Vavala 9,934.39
Leah G. Nelson 9,932.37
Merina M. Givens 9,876.95
Amie N. Gambolan 9,856.34
Leah Michelle Lauchlan 9,667.56
Anita N. Conley 9,495.00
Judy Brack 9,122.65
Cathy A. Barnhart 9,083.16
Nadine Bowers 8,974.79

Holly L. Ennis 8,884.49
Holli Thompson Lowe 8,881.01
Anne Geertsen 8,854.90
Joyce Recenello 8,830.62
Keita Powell 8,754.24
Janice Baxter Hull 8,734.34
Dorothy D. Boyd 8,707.44
Julie Hetherington 8,666.58
Jeanie K. Navrakal 8,407.86
Sandra M. Munguia 8,378.57
Kathy Eckhardt 8,228.77
Harriett Sharpe 8,225.09
Kathryn L. Engstrom 8,119.25
Maria Dowling 8,109.47
Amy Kemp 8,045.69
Patty Webster 8,026.90
Linda Sander Burnett 7,868.56
Lisa Olivares 7,716.85
Patti Cornell 7,704.47
Penny J. Jackson 7,674.55
Alicia Borkowska 7,630.79
Ruthie Bressette-Mount 7,458.41
Stacey Craft 7,415.12
Sandra Giraldo Kirchhoff 7,399.85
Jo Shuler 7,392.89
Barbie Cynthia Turner 7,390.36
Irene K. Foster 7,243.72
Carmen J. Felix 7,218.01
Sally Moreno 7,198.42
Tracey L. Chavez 7,089.99
Laurie C. Cole 7,064.81
Maria De Jesus Rames 7,017.34
Marie Durrer 6,874.78
Shari M. Kirschner 6,839.50
Nadine H. Huckabee-Stanley 6,794.53
Renee Brooks 6,746.63
Betty B. Lucido 6,689.73
Cindy Machado 6,545.36
Judi Tapella 6,506.39
R. Sue Miller 6,465.32
Amelie B. Kemogne 6,464.94
Sherrae E. Koehler 6,334.41
Pat Ringnald 6,324.28
Susie Kopacz 6,263.44
Lindsay R. Stewart 6,255.38
Debbie Jacobs 6,238.25
Misty D. Guyre 6,216.56
Amy Kirtrell 6,128.84
Mara C. Lane 6,108.33
Rebecca Milligan 6,098.24
Angel B. Toler 6,019.06
Maria E. Valverde 5,991.86
Debbie A. Thomas 5,952.38
Maria Bolling 5,935.28
Laura Poling 5,908.02
Andrea Lee Converse 5,906.71
Tracy Foltz 5,887.54
Luz J. Diaz Almeyda 5,876.57
Hazel White 5,822.95
Rita Schaefer 5,809.16
Vicki Piccirilli 5,736.01
Sharon Smith Wisnoski 5,731.54
Susan K. Janish 5,727.10
Kathy Lee 5,725.32
Patricia Fitzgerald 5,714.23
Joyce Bruder 5,685.34
Iva Kurz 5,678.27
Barb S. Yopst 5,672.95
Melissa Hamby 5,666.87
Marlynn A. Ricker 5,664.53
Vicki B. Crank 5,618.72
Jeraline B. Long 5,607.91
Laura Ann Zipay 5,602.50
Gloria Heyamele 5,601.41
Tammy Bone 5,568.51
Denise E. Crosby 5,485.38
Patty J. Olson 5,446.04
Richelle V. Barnes 5,443.22
Espie J. Elmer 5,432.86
Jatashia A. Bennett Manson 5,374.61
Heather Marie Erbe 5,325.70
Gloria Griffin 5,316.78

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

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in August 2007.

Top National Sales Directors — Commissions and Bonuses



Barbara Sunden
\$82,477
DIAMOND



Carol Anton
\$45,791
RUBY



Gayle Gaston
\$67,373
SAPPHIRE



Gloria Mayfield Banks
\$51,162
EMERALD



Nan Stroud
\$62,443
PEARL

Top Unit — Estimated Retail Production

DIAMOND — Pat A. Nuzzi, <i>L. Madson Area</i>	\$93,426
RUBY — Ekene S. Okafor, <i>Go Give Area</i>	\$177,150
SAPPHIRE — Tammy Romage, <i>Go Give Area</i>	\$95,089
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$97,523
PEARL — Jeanie Martin, <i>S. Miller Area</i>	\$112,604

Top Sales Director—Personal Sales

DIAMOND — Marsha Jons, <i>A. Mallory Garrett-Roe Area</i>	\$23,899
RUBY — Sheila K. Valles, <i>R. Evans Area</i>	\$13,063
SAPPHIRE — Laura Cornidez, <i>G. Baez Area</i>	\$17,449
EMERALD — Carol R. Kramer, <i>Go Give Area</i>	\$14,703
PEARL — Maria Villegas, <i>A. Rocha Area</i>	\$12,431

Top Beauty Consultant—Personal Sales

DIAMOND — Okeke P. Chinedu, <i>S. Ozurigo-Odum Unit, J. Grady Area</i>	\$24,920
RUBY — Daphne Lewis, <i>R. Rodstrom Unit, Go Give Area</i>	\$14,354
SAPPHIRE — Tracy Michal Gray, <i>L. Rucker Unit, M. Dozier Area</i>	\$13,875
EMERALD — Dot Adams, <i>S. Katis Unit, Go Give Area</i>	\$23,075
PEARL — Katheryn Crane Smith, <i>J. Hetherington Unit, N. Stroud Area</i>	\$13,527

Top Team Builder

DIAMOND — Jill M. Gernentz, <i>M. Cruz Unit, J. Cunningham Area</i>	17 New Team Members
RUBY — Sue Carleton, <i>K. Holbrook Unit, K. McCarroll Area</i>	13 New Team Members
SAPPHIRE — Michele Brackett, <i>B. Huelat Unit, C. Peterson Area</i>	14 New Team Members
EMERALD — Carmen Macedonio, <i>G. Sandoval Unit, Go Give Area</i>	19 New Team Members
PEARL — Shelley J. Foley, <i>C. Worrell Unit, Go Give Area</i>	15 New Team Members

Sales Mentors Special thanks to the sales mentors for the August 21, 2007, *New Independent Sales Director Education* class.



Marcia Grobety
National Sales Director
Emerald Seminar



Jeanette Beichle
Executive Senior
Sales Director
Greeley, Colo.
Diamond Seminar



Diane Covington
Executive Senior
Sales Director
Concord, Calif.
Ruby Seminar



Julie Danskin
Executive Senior
Sales Director
Woodbury, Minn.
Diamond Seminar



Joanna Helton
Executive Senior
Sales Director
Reno, Nev.
Sapphire 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?

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

Diamond

Lillian Y. Pagoda.....	29 New Unit Members
Maricela Gonzalez.....	28 New Unit Members
Ada Y. Garcia-Herrera.....	27 New Unit Members
Maricarmen Gonzalez.....	24 New Unit Members
Luz H. Balcazar.....	23 New Unit Members
Meghan Cruz.....	21 New Unit Members
Reina C. Umana.....	20 New Unit Members

Ruby

Alicia Bivens-Jones.....	44 New Unit Members
Annette L. Beasley.....	24 New Unit Members
Jennifer I. Ehimika.....	24 New Unit Members

Julie Brindell Sapp.....	24 New Unit Members
Nina Borislavov Shull.....	24 New Unit Members
Florence N. Ohen.....	22 New Unit Members
Phuong L. White.....	22 New Unit Members
Tina M. Butzbach.....	21 New Unit Members
Nina Jonah Ndukwe.....	21 New Unit Members
Augusta C. Onyenemere.....	20 New Unit Members
Darby M. Velarde.....	20 New Unit Members

Sapphire

Patrice Moore Smith.....	31 New Unit Members
Tabitha S. Wesley.....	30 New Unit Members
Dwauna Maura.....	25 New Unit Members

Danice C. McEldowney.....	24 New Unit Members
Lorraine B. Newton.....	24 New Unit Members
Moleda G. Dailey.....	21 New Unit Members
Paola J. Ramirez.....	21 New Unit Members
Ana S. Chicas Marquez.....	20 New Unit Members
Katie D. Nichols.....	20 New Unit Members
Tammy Romage.....	20 New Unit Members
Cheri L. Taylor.....	20 New Unit Members

Emerald

Gloria E. Sandoval.....	24 New Unit Members
Aliuska Entenza.....	22 New Unit Members
Grace Y. Adeoye.....	21 New Unit Members

Auri Hatheway.....	20 New Unit Members
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Pearl

Renee Brooks.....	42 New Unit Members
Lisa Allison.....	26 New Unit Members
Roya M. Mattis.....	23 New Unit Members
Menina M. Givens.....	21 New Unit Members
Tamara Kanchavelli-Andrews.....	21 New Unit Members
Pauline White.....	21 New Unit Members
Cynda Leigh Worrell.....	21 New Unit Members
Sharon Smith Wisnoski.....	20 New Unit 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 ©2007 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toliery and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKeCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, Mint Bliss, MK High Intensity, Pink Link, Pronewal, Satin Smoothie, Smart Wiper and Ultimate Mascara* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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Starstruck

shining moments from Seminar 2007

The stars came out at Seminar 2007, and the glow keeps spreading! From the Company's vision of success for the future to the launch of exciting new products for holiday selling, those who attended received a business boost like no other. Company employees and independent sales force members interacted one-on-one, exchanging answers and insight, encouragement and education. There are almost no words to describe it ... you just had to be there!



crowning achievements
topped beautiful
dreams.

Independent National Sales Director Debuts (above) celebrated hard work with a spotlight on performance. **With more educational classes than ever before** (top right), Independent Sales Directors were equipped to tackle new horizons to go beyond even their personal best! **Fantastic and celebratory moments in the Arena** (far and top left) made the experience complete.



Independent Senior Sales Director Lorenda Younger

The upcoming 45th anniversary of Mary Kay Inc. was just one milestone attendees embraced at Seminar. New product announcements, new Career Car additions and instruction on “Golden Rule service” also lit the vision of the future more brightly than ever. And with more education sessions than ever before, it is clear that nowhere else can you find the kind of one-on-one interaction with those who have found success.



the goals
born here can
carry you there.



Teams, units and National areas toasted deserving efforts (above and below right). Many took a first look at thrilling additions to the Career Car lineup (right.)



The sweet smell of success was in the air, and girlfriend time was the sweetest yet. Speeches by CEO David Holl, President of Mary Kay U.S. Darrell Overcash and Vice President of Strategic Initiatives Ryan Rogers (left) captivated audiences when they spoke on “Golden Rule service.” At the Expo, holiday products were available to sample (immediate above left), and at the Mary Kay InTouch® booth (lower left), sales force members learned about the Web site redesign.



Independent Elite Executive Sales Director Paola Ramirez was the No. 1 Sales Director nationwide.



be
a star!
07
seminar

Independent Elite Executive National Sales Director Barbara Sunden was this year's top-earning Independent National Sales Director.



Awards Night is a time for friends and family to join together in a celebration of success.

There also were many exciting prize giveaways on all three days.

Independent Sales Director Dory Smodic (below) shows her excitement at winning a Star Consultant Grand Prize — a trip to Hawaii!

unforgettable
images
forever
engraved.

Relive the whole experience! You can capture all these moments and more — from the inspiring speeches to the closing ceremony — from Seminar 2007. Order the DVD today! Available on the Dec. 16 Consultant order form. \$10



Diamond: Independent Sales Director Jennifer Beisel



Ruby Go-Give: Independent Beauty Consultant Cheryl Ann Sheedy



achievers
stepped up,
stepped out
and stepped into
new lives.



Sapphire: Independent Beauty Consultant Megan Bushell



Pearl Go-Give: Independent Sales Director Jessica Hageman

At each Seminar's Awards Night, *Be a Star!* contest winners were part of an exciting production number with the Friends of Tyme, showing off all their tremendous talents and beauty.



Emerald: Independent Beauty Consultant Alison Gist Williams

2006-2007 NSD Inner Circle

Congratulations to the members of the **Diamond/Inner Circle**! Each Independent National Sales Director who earned commissions of \$300,000 or above was recognized as a member of the elite Inner Circle. Those who earned commissions of \$250,000 and above achieved the Diamond Circle and received a bonus in the amount of a percentage of their gross commissions, as shown. In addition, each Independent National Sales Director who earned commissions of \$200,000 and above received diamonds for their NSD bracelets, as shown.

\$750,000 (4% bonus + 2 diamonds)



Barbara Sunden
Diamond
\$33,221.08

\$500,000 (3% bonus + 2 diamonds)



Christine Peterson
Sapphire
\$21,090.19



Gayle Gaston
Sapphire
\$21,040.70



Carol Anton
Ruby
\$17,809.49



Karen Piro
Diamond
\$15,876.60

\$300,000 (2% bonus + 2 diamonds)



Lisa Madson
Diamond
\$9,886.55



Gloria Mayfield Banks
Emerald
\$9,596.42



Jan Harris
Pearl
\$9,162.13



Rena Tarbet
Sapphire
\$8,865.67



Nan Stroud
Pearl
\$8,791.18



Lupita Ceballos
Sapphire
\$8,472.66



Joanne Holman
Sapphire
\$8,403.29



Kathy Helou
Emerald
\$8,393.47



Pat Danforth
Ruby
\$7,992.61



Cheryl Warfield
Pearl
\$7,867.52



Jana Cox
Sapphire
\$7,846.77



Karlee Isenhardt
Ruby
\$7,476.99



Sherry Giancristoforo
Emerald
\$7,288.51



Julianne Nagle-Hackett
Diamond
\$7,208.95



Stacy James
Pearl
\$7,056.36



Darlene Berggren
Pearl
\$7,039.85



Linda McBroom
Ruby
\$6,701.19



Gloria Castaño
Diamond
\$6,657.12



Sue Kirkpatrick
Ruby
\$6,623.04



Holly Zick
Diamond
\$6,602.56



Patricia Rodríguez-Turker
Diamond
\$6,523.49



Ronda Burnside
Emerald
\$6,271.70



Cindy Williams
Pearl
\$6,228.33



Johnnette Shealy
Ruby
\$6,225.85



Judie McCoy
Sapphire
\$6,179.13



Dacia Wiegandt
Emerald
\$6,154.26



Joan Chadbourne
Pearl
\$6,118.72



Debi Moore
Emerald
\$6,051.09



2006-2007 NSD Diamond Circle

\$250,000 (1% bonus + 1 diamond)

Jackie Swank
Pearl
\$2,897.72

SuzAnne Brothers
Diamond
\$2,876.25

Tammy Crayk
Diamond
\$2,790.09

Anita Mallory Garrett-Roe
Diamond
\$2,786.95

Wanda Dalby
Ruby
\$2,774.49

Linda Toupin
Diamond
\$2,774.16

Shirley Oppenheimer
Ruby
\$2,765.85

Mary Diem
Diamond
\$2,738.18

Pam Gruber
Diamond
\$2,720.82

Pamela Waldrop Shaw
Pearl
\$2,664.00

Ronnie D'Esposito Klein
Ruby
\$2,607.38

Rosa Jackson
Pearl
\$2,565.85

Doris Jannke
Emerald
\$2,551.76

Kathy Z. Rasmussen
Diamond
\$2,551.41

\$200,000 (1 diamond)

Sonya LaVay
Sapphire

Kerry Buskirk
Emerald

Jeanne Rowland
Ruby

Sonia Pérez
Diamond

Valerie Bagnol
Sapphire

Joyce Z. Grady
Diamond

Diane Underwood
Diamond

Elizabeth Fitzpatrick
Pearl

Lily Orellana
Emerald

Margaret Winner
Ruby

Maureen Ledda
Pearl

Anita Tripp Brewton
Pearl

Halina Rygiel
Pearl

Pam Ross
Ruby

2006-2007 NSD Debuts*



Pearl
Cathy Littlejohn
September 1, 2006



Pearl
Allison LaMarr
October 1, 2006



Pearl
Barbara Stimach
October 1, 2006



Diamond
Maria Monarrez
December 1, 2006



Diamond
Sandra Chamorro
March 1, 2007



Ruby
Gena Rae Gass
December 1, 2006



Ruby
Thea Elvin
January 1, 2007



Ruby
Vicki Jo Auth
February 1, 2007



Ruby
Terri Shafer
April 1, 2007



Ruby
Donna Meixsell
May 1, 2007



Sapphire
Brigit Briddle
October 1, 2006



Sapphire
Maria Aguirre
January 1, 2007



Sapphire
Debra Wehrer
March 1, 2007



Sapphire
Elizabeth Sanchez
May 1, 2007



Emerald
Barbara Whitaker
October 1, 2006

*Independent National Sales Directors who debuted onstage at Seminar 2007.

NSD Millionaires*

\$12 Million
Gayle Gaston, Sapphire

\$10 Million
Barbara Sunden, Diamond

\$8 Million
Christine Peterson,
Sapphire
Karen Piro, Diamond

\$7 Million
Joanne Holman, Sapphire

\$6 Million
Judie McCoy, Sapphire
Cheryl Warfield, Pearl

\$5 Million
Ronda Burnside, Emerald
Pat Danforth, Ruby
Kathy Z. Rasmussen,
Diamond

\$4 Million
Darlene Berggren, Pearl
Suzanne Brothers,
Diamond
Gloria Castaño, Diamond
Mary Diem, Diamond
Doris Jannke, Emerald
Debi Moore, Emerald
Pamela Waldrop Shaw,
Pearl
Linda Toupin, Diamond
Diane Underwood,
Diamond
Cindy Williams, Pearl

\$3 Million
Cathy Bill, Emerald
Kerry Buskirk, Emerald
Joyce Z. Grady, Diamond
Sharon Kingrey, Diamond
Maureen Ledda, Pearl
Sandy Miller, Pearl
Julianne Nagle-Hackett,
Diamond
Jeanne Rowland, Ruby
Elizabeth Sapanero, Ruby
Janet Tade, Emerald

*Independent National Sales Directors who are new members of the Mary Kay Millionaires Club or who stepped up to new million-dollar categories. The Mary Kay Millionaires Club honors NSDs who've earned at least \$1 million in commissions since starting their Mary Kay businesses.

\$2 Million
Vicki Jo Auth, Ruby
Anita Tripp Brewton, Pearl
Tammy Cray, Diamond
Rebecca Evans, Ruby
Barbara Faber, Pearl
Karen Ford, Sapphire
Cindy Fox, Emerald
Vicky Fuselier, Ruby
Kirk Gillespie, Ruby
Maureen Myers, Pearl
Sonia Pérez, Diamond
Deb Pike, Pearl
Consuelo Prieto, Emerald
Judy Rohde, Emerald
Jean Santin, Ruby
Linda Scott, Diamond
Michelle Sudeth, Ruby
Sandy Valerio, Diamond
Barbara Whitaker, Emerald

\$1 Million
Margaret M. Bartsch, Ruby
Brigit Briddle, Sapphire
Sandra Chamorro,
Diamond
Thea Elvin, Ruby
Rhonda Fraczowski, Ruby
Gena Rae Gass, Ruby
Cathy Littlejohn, Pearl
Donna Meixsell, Ruby
Phyllis Sammons, Emerald
Elizabeth Sanchez,
Sapphire
Barbara Stimach, Pearl
Scarlett Walker, Ruby
Debra Wehrer, Sapphire
Dacia Wiegandt, Emerald

Top Three Queens' Courts of Sales and Sharing**

PEARL

*Sales Director Queen's
Court of Personal Sales*



Queen
Herta Furbacher
Westland, Mich.

1st Runner-Up
Nancy Sutherland
Downington, Pa.

2nd Runner-Up
Jill Adair
Newton, N.C.

*Consultant Queen's
Court of Personal Sales*



Queen
Pat Schlottfeldt
Winston-Salem, N.C.

1st Runner-Up
Ellen Saporito
Springfield, Ore.

2nd Runner-Up
Melinda Painter
Bremen, Ga.

Queen's Court of Sharing



Queen
Ella Chick-Power
Ormond Beach, Fla.

1st Runner-Up
Linda Owens-Hale
Honaker, Va.

2nd Runner-Up
Beatrice Alghali
Detroit

DIAMOND

*Sales Director Queen's
Court of Personal Sales*



Queen
Ava Roberts
Nashville, Tenn.

1st Runner-Up
Marie Lee
Delray Beach, Fla.

2nd Runner-Up
Linda DiRosa
Gilmanton, N.H.

*Consultant Queen's
Court of Personal Sales*



Queen
Terri Kunzler
Las Vegas

1st Runner-Up
Kathleen Neal
Crossville, Tenn.

2nd Runner-Up
Cindy Spike
Echo, Ore.

Queen's Court of Sharing



Queen
Valorie White
Wilmington, N.C.

1st Runner-Up
Brenda Bennett
Elko, Nev.

2nd Runner-Up
Nicole Solomon
Lanham, Md.

RUBY

*Sales Director Queen's
Court of Personal Sales*



Queen
Sherlene Weise-Jones
Alpharetta, Ga.

1st Runner-Up
Anne Akanonu
Union, N.J.

2nd Runner-Up
Patricia Allen
Willingboro, N.J.

*Consultant Queen's
Court of Personal Sales*



Queen
Daphne Lewis
Spokane, Wash.

1st Runner-Up
Jeanne Anderson
Elgin, Ill.

2nd Runner-Up
Kamla Seecharan
Orlando, Fla.

Queen's Court of Sharing



Queen
Lorenda Younger
Indian Trail, N.C.

1st Runner-Up
Stella Nwokoye-Pius
Newark, N.J.

2nd Runner-Up
Ekene Okafor
Bordentown, N.J.

SAPPHIRE

*Sales Director Queen's
Court of Personal Sales*

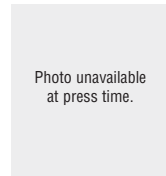


Queen
Linda Klein
Woodland Hills, Calif.

1st Runner-Up
Juanita Berumen
Phoenix

2nd Runner-Up
Kerin Miller
Kendallville, Ind.

*Consultant Queen's
Court of Personal Sales*



Queen
Lynn Shives
Lafayette, La.

1st Runner-Up
Willie Murphy
Independence, Mo.

2nd Runner-Up
Pat Daniels
Shelby Township, Mich.

Queen's Court of Sharing



Queen
Dawn Coby
Columbia, S.C.

1st Runner-Up
Stella Nwokoye-Pius
Owings, Md.

2nd Runner-Up
Roberto Castillo
Culver City, Calif.

EMERALD

*Sales Director Queen's
Court of Personal Sales*



Queen
Sondra Price
Dallas

1st Runner-Up
Margie Gettel
Fergus Falls, Minn.

2nd Runner-Up
Peggy Sweet
Knoxville, Iowa

*Consultant Queen's
Court of Personal Sales*



Queen
Yuko Yasuma
Anaheim, Calif.

1st Runner-Up
Nancy Peterson
Denver

2nd Runner-Up
Fabrice Fave
New Port Richey, Fla.

Queen's Court of Sharing



Queen
Helen Asare Jakpor
Woburn, Mass.

1st Runner-Up
Marianne Anderson
Ocala, Fla.

2nd Runner-Up
Erin Fisher
Charlotte, N.C.

**Top three Independent Beauty Consultants and Independent Sales Directors in personal sales and team building.

2006 Annual Go-Give® Award Winners



PEARL
Constance Nugent
Miller
Kissimmee, Fla.



DIAMOND
Corrin Burnett
Mount Vernon, Iowa



RUBY
Corrin Cresci
Modesto, Calif.



SAPPHIRE
Mary C. Bernhardt
Kalamazoo, Mich.



EMERALD
Terri Pittman
Fayetteville, Ark.

Independent Sales Directors chosen from each Seminar area who best exemplify the Golden Rule, helping others unselfishly and supporting their adoptees as much as their own unit members.

Top 10 Sales Directors Nationwide[†]



1. Paola Ramirez
West Jordan, Utah
Sapphire Seminar



2. Ekene Okafor
Bordentown, N.J.
Ruby Seminar



3. Roli Akperi
Waldorf, Md.
Ruby Seminar



4. Kim Cowdell
South Jordan, Utah
Diamond Seminar



5. Thessy Nkechi Nwachukwu
Houston
Ruby Seminar



6. Kim McClure
Cranberry Township, Pa.
Pearl Seminar



7. Jeanie Martin
Sandwich, Ill.
Pearl Seminar



8. Tracy Potter
Layton, Utah
Sapphire Seminar



9. Pat Nuzzi
Bensalem, Pa.
Diamond Seminar



10. LaRonda Daigle
Baton Rouge, La.
Diamond Seminar

[†]Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2006-2007 contest period.

2007 Circle of Excellence^{**}

PEARL



Queen
Kim McClure*
\$1,200,000

1st Runner-Up
Jeanie Martin*
\$1,150,000

2nd Runner-Up
Leah Nelson
\$950,000

\$850,000 Circle
Lisa Allison
Kristin Myers*
Cindy Machado

\$800,000 Circle
Alma Orrostieta

\$750,000 Circle
Laurie Cole
Janice Hull
Kathryn Engstrom
Roya Mattis*

\$700,000 Circle
Betsy Richard
Patricia Fitzgerald*
Dorothy Boyd
Amy Kitrell*
Shari Kirschner

\$650,000 Circle
Laura Poling
Sandra Munguia
Patty Webster
Holly Ennis
Susan Hohlman
Angel Toler*
Patti Cornell
Keita Powell
Lisa Olivares
Marla Bolling
Kathy Eckhardt
Charlene Grubbs
Pat Ringnald
Rachael Bullock*
Denise Crosby

DIAMOND



Queen
Kim Cowdell*
\$1,300,000

1st Runner-Up
Pat Nuzzi
\$1,100,000

2nd Runner-Up
LaRonda Daigle
\$1,000,000

\$1,000,000 Circle
Audrey MacDowall*
Evelinda Diaz*

\$850,000 Circle
Vivian Diaz
Evelina Valdez-Cruz*
Marsha Morrisette*
Karen Kunzler*

\$800,000 Circle
Melinda Balling

\$750,000 Circle
Julie Schlundt
Chatney Gelfius*
Shelly Palen*
Kelly Willer-Johnson
Andrea Shields
Connie Russo

\$700,000 Circle
Patricia Carr*
Brenda Bennett*
Maricarmen Gonzalez
Stephanie Richter
Arianne Morgan*
Ana Solis
Valorie Jean White*
Faith Gladding*
Heather Julson*

\$650,000 Circle
Heidi Goelzer
Judy Higgins
Ada Garcia-Herrera
Lisa Rada
Nancy Castro
Jeanette Beichle
Brenda Howell
Cecilia James*
Eileen Huffman
Kim Messmer
Blanca Arroyo*
Caterina Harris
Cindy Kriner*
Gerri Anne Morris
Lisa Stengel*
Magdalena Diaz De Leon*
Terri Beckstead*
Lara McKeever*
Priscilla McPheeters
Sheryl Peterson

RUBY



Queen
Ekene Okafor*
\$1,500,000

1st Runner-Up
Roli Akperi*
\$1,450,000

2nd Runner-Up
Thessy Nwachukwu*
\$1,250,000

\$1,000,000 Circle
Krystal Downey-Shada*

\$850,000 Circle
Lisa Anne Harmon

\$800,000 Circle
Carmen Nuñez
Kimberly Cavarretta
Phuong White*
Diane Covington*
Candy Lewis

\$750,000 Circle
Judie Roman
Dorothy Ibe*
\$700,000 Circle
Stella Nwokoye-Pius*
Debbie Elbrecht
Laura Kattenbraker
Julie Smith
Phina Onwuachi*

\$650,000 Circle
Margi Eno
Sherrie Clemons
Mary Sharon Howell
Mariel Fedri*
Julie Thomas*
Alicia Bivens-Jones
Lisa Bauer*
Gloria Dominguez

SAPPHIRE



Queen
Paola Ramirez*
\$1,600,000

1st Runner-Up
Tracy Potter*
\$1,150,000

2nd Runner-Up
Melva Slythe
\$1,000,000

\$1,000,000 Circle
Jennifer Semelsberger*
Julie Weaver

\$900,000 Circle
Kristi Nielsen

\$850,000 Circle
Linda Quillin*

\$800,000 Circle
Ann Sherman
Ana Maria Barba*
\$750,000 Circle
Tammy Romage*
Kathy Bullard

\$700,000 Circle
Jill Beckstedt
Randi Stevens
Janelle Ferrell
Jodi Feller*

\$650,000 Circle
Linne' Lane
Gladis Camargo
Lady Ruth Brown
Julie Neal
Lyriss Yee*
Phyllis Pinski
Angie Day
Sylvia Boggs
Cheryl Anderson
Lorraine Newton
Bea Heath*
Julia Mundy

EMERALD



Queen
Auri Hatheway
\$1,000,000

1st Runner-Up
Hollie Sherrick
\$850,000

2nd Runner-Up
Marianne Anderson*
\$850,000

\$800,000 Circle
Mayra Smalley*
Denise Kucharski
\$750,000 Circle
Pam Robbins Kelly

\$700,000 Circle
Karen Jorgenson*
Ann Shears

\$650,000 Circle
Barbara Pleet
Helen Asare Jakpor*
Pat Forehand
Maritza Lanuza*
Hope Pratt
Michele Armes
Celsa Menjivar*
Silvia Ramos
Sheila McCune*
Lisa Hawkins*
Aliuska Entenza*
Nancy Berlin*
Joyce Young*
Jeannine DeVore Harris*

*Received diamond bar pin for exceeding all previous years.

**Independent Sales Directors who achieved estimated unit retail production of \$650,000 or more.

Reflections From Mary Kay



“Most successful people will tell you, ‘If it weren’t for the help of other people, I wouldn’t be where I am today.’ I believe that everybody who accomplishes something great had help from someone. Somebody, somewhere, provided a spark of inspiration, offered a challenge or held out a hand along the way. I know it’s not always possible to help these people in return, but you can do for others what was done for you.”

– Mary Kay Ash

Dates to Remember

NOVEMBER 2007

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

DECEMBER 2007

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

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

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

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

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

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

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

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

This Month:

Nov. 5: Last day to receive Winter 2007 Preferred Customer Program quarterly enrollment mail orders.

Nov. 15: Postmark deadline to earn the second monthly product bonus. Last day to enroll online for the Winter 2007 Preferred Customer Program mailing of *The Look*, including **exclusive** samplers of the new Mary Kay® Creme Lipstick in Rich Cocoa and Berry Kiss while supplies last.

Nov. 16: Third monthly product bonus begins.

Nov. 19: *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Nov. 20: October Career Car qualifier paperwork due to Company.

Nov. 22: Thanksgiving Day. All Company and branch offices closed. Postal holiday. Mary Kay® *Give Thanks*™ Sweepstakes begins.

Nov. 23: Company holiday. All Company and branch offices closed.

Nov. 28: Mary Kay® *Give Thanks*™ Sweepstakes ends at midnight Central time.

Next Month:

Dec. 1: Virtual gift of the week available on Mary Kay® Personal Web Sites.

Dec. 10: Early ordering of the new Winter 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Winter 2007 through the Preferred Customer Program.

Dec. 11: New Independent Sales Director Education begins for Independent Sales Directors who debuted Oct. 1 and Nov. 1.

Dec. 15: Early ordering of the new Winter 2007 promotional items available for all Independent Beauty Consultants. Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline for Quarter 1 Star Consultant prize selections. Postmark deadline for Fall/Holiday 2007 promotion and to earn the third monthly product bonus. Last day for customers to take advantage of the Fall/Holiday 2007 travel-sized Satin Hands® Pampering Set. Last day to enroll online for the Winter 2007 Preferred Customer Program Month 2 customer Valentine greeting and gift guide brochure. *Scent-sational*/Sales Challenge and *Hold a Class, Help a Cause* MKACF promotion end.

Dec. 16: Quarter 3 Star Consultant quarterly contest begins. *Kissed by Success* Lipstick Sales Challenge begins. Winter 2007 promotion and monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company. Winter 2007 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 2 Star Consultant contest available.

Dec. 24: Company holiday. All Company and branch offices closed.

Dec. 25: Christmas Day. All Company and branch offices closed. Postal holiday.

Dec. 27: Winter 2007 Preferred Customer Program customer mailing of *The Look* begins, including **exclusive** samplers of the new Mary Kay® Creme Lipstick in Rich Cocoa and Berry Kiss while supplies last. (Allow 7-10 business days for delivery.)

Dec. 31: *Bee Focused* Queen’s Court of Sharing Challenge 1, State Highest/Most Improved Sales Director Contest and Virtual Gift of the Week event end.

Get Product Updates Here!

The following will move to the Discontinued Products area of Section 1 on the Dec. 16 Consultant order form:

- Angelfire® Eau de Toilette
- Mary Kay Tribute® Eau de Parfum
- Mary Kay Tribute® Eau de Parfum Fragrance Towelette Samplers
- Domain® After-Shave Balm and Domain® Body and Hair Shampoo
- Velocity® for Him Total Body Wash

Also during this time frame, you'll notice new Mary Kay® graphics and packaging for:

- MK Signature® NouriShine™ Lip Gloss and MK Signature® Lip Liner (including samplers)
- MK Signature® Eye Primer
- Beauty Blotters® Oil-Absorbing Tissues (pack of 75)
- Cheek Color Brush
- Cosmetic Sponges (pack of two)
- Dual-End Eye Applicator
- Round Powder Brush
- Paper Shopping Bags and Large and Small Plastic Bags

Remember, you can check Page 7 of this issue of *Applause*® magazine or the Mary Kay InTouch® Web site for the latest news regarding products and packaging that were part of our exciting color products launch!

BizBuilders Bonuses!

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

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Mary Kay® Creme Lipstick each/Berry Kiss and Rich Cocoa	\$26
\$1,200 sugg. retail/ \$600 wholesale	2 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch	\$52
\$1,600 sugg. retail/ \$800 wholesale	3 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch	\$78
\$2,400 sugg. retail/ \$1,200 wholesale	4 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch	\$104
\$3,600 sugg. retail/ \$1,800 wholesale	5 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch 1 Travel Roll-Up Bag	\$130
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch 2 Travel Roll-Up Bags	\$130
\$6,000 sugg. retail/ \$3,000 wholesale	5 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch 3 Travel Roll-Up Bags	\$130
\$7,200 sugg. retail/ \$3,600 wholesale	5 Mary Kay® Creme Lipsticks each/Berry Kiss and Rich Cocoa 1 Mary Kay® Lip Clutch 4 Travel Roll-Up Bags	\$130

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

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

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

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

Stay On Track for Seminar

Seminar 2008 will be here before you know it! Are you making steady progress toward your goals? Are you close to reaching new achievements? Make sure you stay on track for success by reviewing the rules for the Seminar 2008 courts and all other contests and challenges. You'll find all this and more on the Mary Kay InTouch® Web site!



Go-Give® Award

Congratulations to the winners for December 2007.

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

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



Nancy Romshek

Diamond
Independent Future Executive Senior Sales Director

Began Mary Kay
November 1998
Sales Director Debut
March 2000

Offspring four first-line; three second-line

National Sales Director
Anita Mallory Garrett-Roe
Honors Cadillac qualifier; Star Consultant; Queen's Court of Sharing; five-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$59,362

Personal Lives in Omaha, Neb. Husband, Steve; daughters: Annaka, Alayna, Alyssa; one granddaughter

Favorite Quote "Put JOY in your heart ... a BOUNCE in your step and paint your corner of the world PINK!"

Independent Beauty Consultant
Paula Felber of Council Bluffs, Iowa, says, "Nancy welcomed me into her unit with open arms and treated me as her own. In Mary Kay fashion, Nancy truly cares about others."



Kathy Snowden

Ruby
Independent Senior Sales Director

Began Mary Kay
May 1981
Sales Director Debut
July 1991

Offspring one first-line
National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; 12-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$55,770

Personal Lives in Huntington, Ind. Husband, Kim; son, Kraig; daughter, Kristina

Favorite Quote "If you really believe you can do something, obstacles can never make you give up. But if you believe you cannot do it, you will give up at the first sign of trouble. Dare to believe that you can achieve God's best and highest in your life."

— Mary Kay Ash

Independent Sales Director
Trudy Menke of La Porte, Ind., says, "When Kathy's top Independent Beauty Consultant became ill, Kathy spent countless hours with the family and did all she could to support and sustain her Beauty Consultant's business."



Tirza Llanes

Sapphire
Independent Future Executive Senior Sales Director

Began Mary Kay
January 1998
Sales Director Debut
July 2002

Offspring three first-line; three second-line

National Sales Director
Martie Sibert
Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; four-times Circle of Achievement; Double Star Achievement; Triple Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$61,121

Personal Lives in Silver Spring, Md. Sons: Daniel, David

Favorite Quote "If you can believe, all things are possible to him who believes." Mark 9:23

Independent Executive Senior Sales Director
Rosario Dagenais of Silver Spring, Md., says, "Tirza is always willing to offer advice and educate our independent sales force members. She's always there to drive new Independent Sales Directors to the airport for New Sales Director Education Week in Dallas, and she is considered an "angel" by all. For me, she is the Sales Director with the "golden heart!"



Yvonne Bridges

Emerald
Independent Senior Sales Director

Began Mary Kay
December 2001
Sales Director Debut
September 2002

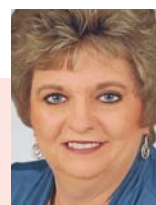
Offspring one first-line
National Sales Director
Go Give Area

Honors Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$44,762

Personal Lives in Marshfield, Mass. Husband, Paul; daughters: Halina, Gwen

Favorite Quote "I can do all things through Christ who strengthens me." Philippians 4:13

Independent Sales Director
Michelle Newcomb of East Bridgewater, Mass., says, "Yvonne treats us as one of her own, taking a personal interest in our lives and our businesses. During my Independent Sales Director-in-Qualification, Yvonne cheered me on, lifted me up when I was discouraged and motivated my team."



Nancy Sidoti

Pearl
Independent Senior Sales Director

Began Mary Kay
July 1983
Sales Director Debut
August 1986

Offspring one first-line
National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle of Honor; six-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; 19-times Circle of Achievement; three-times Double Star Achievement; two-times Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$58,361

Personal Lives in Waterbury, Conn. Husband, Frederick; sons: Kevin, Scott; daughter, Tracy; two grandsons

Favorite Quote "Everything is possible when you believe and do your best! Miracles happen!"

Independent Sales Director
Kimberlee Simko of Naugatuck, Conn., says, "Nancy never turns away adoptees. She embraces them as her own, educates and motivates them to success. Her adoptees love her."

you did it again!

Mary Kay was once again the best-selling brand in the combined categories of facial skin care and color cosmetics in the U.S. in 2006.*

This fantastic result is truly a testament to Mary Kay® product excellence, consumer loyalty and the efforts of the independent sales force to build customers for life!

Congratulations!



*Based on the most recent industry sales data according to Kline & Company, Inc.'s "Cosmetics & Toiletries USA 2006" study.

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“This is a season to reflect.

We must never lose sight of the purpose . . . Always remember,
you can make a difference! Thank you for lighting up the lives of so many.

— Mary Kay Ash

”

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