

DECEMBER 2009

MARY KAY®
Enriching Women's Lives™

Applause®

GREAT SKIN CARE:

A Part of Total
Wellness

The Party That
Started It All:
**SEMINAR 2009
MEMORIES AND
MAKEOVERS**

SIX LITTLE WAYS
to Share Great Scents



free* for you Nov. 16 – Dec. 15, 2009

Among the free items you will receive when you order is the dazzling limited-edition Holiday Gift Bag Collection for easy gift-giving! Available starting with a \$400 wholesale order, these bags (pk./three, one each) include matching tissue paper. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site after Nov. 10 and type "BizBuilders" in the search bar.



wholesale order	receive for free*
\$ 400	\$ 10 in suggested retail products
\$ 600	\$ 40 in suggested retail products + Section 2 items
\$ 800	\$ 95 in suggested retail products + Section 2 items
\$1,200	\$150 in suggested retail products + Section 2 items
\$1,800	\$220 in suggested retail products + Section 2 items
Star Consultant	

december: dates to remember



Mary Kay said it best

"Sharing our talents, our dreams and secrets is one of the wonderful forces that abound in this Company. From the very beginning, we have shared and applauded our spirit of sharing. Not only would we encourage and applaud this spirit of sharing, we would reward that spirit."

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

Satellite Education Event.

8 Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time. New Independent Sales Director Education begins for Independent Sales Directors who debuted Oct. 1 and Nov. 1.

10 Early ordering of the new Winter 2009 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Winter 2009 through the Preferred Customer ProgramSM.

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

15 Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline to make Quarter 1 Star Consultant prize selections.

Postmark deadline for Fall/Holiday 2009 promotion and to earn the third monthly product bonus.

Early ordering of the new Winter 2009 promotional items available for all Independent Beauty Consultants.

Last day for customers to take advantage of the Fall/Holiday 2009 gift-with-purchase offer.

Last day to enroll online for the Winter 2009 Preferred Customer ProgramSM Month 2 mailer.

Quarter 3 Star Consultant quarterly contest begins.

Winter 2009 promotion and first monthly product bonus begin.

Winter 2009 Preferred Customer ProgramSM customer follow-up list and labels master begin mailing.

20 Online prize selection available for Quarter 2 Star Consultant quarterly contest. November Career Car qualifier paperwork due to Company.

Winter 2009 Preferred Customer ProgramSM customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

24 Company holiday. All Company and branch offices closed.

Christmas Day. All Company and branch offices closed. Postal holiday.

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

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

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

wrap up holiday sales

You're sure to have a holiday hit with the new limited-edition Mary Kay® Miniature Fragrance Collection for women available Nov. 1! At \$34 suggested retail, the value price that comes with this luxurious fragrance set is oh-so appealing as well! And as you wrap up this year and head into the next, be sure to focus on how skin care sales and parties can help you build a loyal customer base. Then take a moment to relive Seminar 2009 and begin planning your appearance on next year's Seminar stage. Happy holidays!

Fragrant Sales

The limited-edition Mary Kay® Miniature Fragrance Collection for women, available Nov. 1, makes the perfect last-minute holiday gift. It's a stocking stuffer bound to help your holiday sales soar! **See back cover.** >>



shine
on!

Focus on Skin Care

Skin care sales are key to building your customer base and creating the loyalty that leads to business success. Help your customers make skin care part of their total well-being agenda. >>

Page 2



Beauty Stars

Gorgeous Seminar makeover winners look fabulous and work smart by achieving Star Consultant status. Don't miss their insightful secrets for success! >>

Page 4





make great skin part of your total wellness plan

You have the know-how and the products to help your customers make skin care part of their total wellness routine.

As Mary Kay Ash said, *"Looking good makes you feel better."* When your customers achieve skin care results that make them look good, their sense of well-being is boosted. With 11 amazing benefits packed into four great products, the TimeWise® Miracle Set™ provides a starting point for women of every age. Then, depending on their specific needs, you can suggest targeted products to address lines, dark circles, age spots and more!

Miracle Set™

For a gift that gives back with 11 benefits in four easy steps, the full-sized TimeWise® Miracle Set™ for \$90 suggested retail is an age-fighting powerhouse.



Trial Size

The TimeWise® Trial Miracle Set™ can pique interest in those who've never experienced Mary Kay® skin care. Of course, you'll *first* want to share the benefits of purchasing the full-sized set that offers two-thirds more product, but you can promote the lower-priced TimeWise® Trial Miracle Set™ to those who seem reluctant to purchase more. **\$44**

Targeted Treatments Address specific skin care problems with these powerhouse Mary Kay® products.

Skin Booster

Give collagen a boost.* Help skin bounce back. TimeWise® Replenishing Serum+C offers an antioxidant-rich serum formulated with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down. The overall effect? Positively uplifting! **\$55**



Damage Control

Help restore skin's natural, even tone by helping to reduce visible dark spots and skin discoloration with TimeWise® Even Complexion Essence. **\$35**



Eye Rescue

TimeWise® Firming Eye Cream (\$30) and TimeWise® Age-Fighting Eye Cream (\$26; not shown) give the delicate skin around the eyes the ingredients it needs for looking younger and brighter. TimeWise® Targeted-Action® Eye Revitalizer (\$35) makes dark circles and under-eye puffiness appear less noticeable.



Wrinkle Busters

TimeWise® Targeted-Action® Line Reducer (\$40) and TimeWise® Age-Fighting Lip Primer (\$22) help reduce the appearance of fine lines and wrinkles where you need it.



EXPERT ADVICE From Dr. Beth Lange, Chief Scientific Officer



There is no question that Mary Kay Ash was a woman way ahead of her time. In 1983 she said, "Beauty now is both accessible and attainable, including such qualities as energy, health, vitality, radiance, confidence and personal style. Once you understand that this pertains to all aspects of your life – from skin care to diet to career – you'll be able to reach new heights."

I totally agree! When we look good, we feel better. We project confidence, and we tend to become more content overall. Today, the term "total wellness" defines the type of well-balanced life that Mary Kay describes.

A customized "beauty" routine tops my total wellness list, followed by other essential steps that also benefit the skin. Here are my **Six Most Important Tips for Total Wellness** that perhaps you can share at your skin care parties and classes as you continue to help women achieve total wellness and balance in their lives!

Skin care. One of the best ways to look better is by keeping your skin healthy and glowing. The TimeWise® Miracle Set™ provides a complete, yet simple, routine for addressing outer beauty, allowing your inner beauty to be at its best too. As an Independent Beauty Consultant, you can recommend additional skin care products to meet every woman's specific skin care needs.

Hydration and eating right. Drinking water helps keep the skin hydrated and supple, helping reduce the appearance of fine lines and wrinkles. In addition, maintain a well-balanced diet, including plenty of fresh fruits and vegetables. Eating fruits and vegetables containing natural antioxidants can benefit your skin as well as your overall health. Those of you who are particularly sunscreen savvy may need to check with your physician, also, to determine whether you need to take a vitamin D supplement. Remember, the only safe tan is a fake tan; you should never purposely expose your unprotected skin to UV light. Mary Kay® Subtle Tanning Lotion offers a great way to get a beautiful tan.

Exercise. Regular exercise enhances blood flow, giving your skin a healthy glow. Exercise also may reduce the production of stress-related hormones that may contribute to acne flare-ups. Indirect evidence shows that when you exercise, your level of stress diminishes. By reducing stress, it tends to quiet the adrenals. There is less hormone output which in turn helps control acne.

Girlfriend time. Every year I get together with my mom and girlfriends for a long spa and wellness weekend. We find a fabulous resort where we can immerse ourselves in exercise classes, healthy eating and, of course, spa pampering. We enjoy

spending time together, catching up on news from the past year and celebrating one another's accomplishments. As busy women, taking time out for ourselves is often a struggle, but it's so important. Whether you take a spa vacation, spend an evening with friends at a Mary Kay® party or have started your own Mary Kay business where your "girlfriends" support and guide you, the benefits to your overall health and well-being will make you glow inside and out!

Stress relief. A favorite part of our trip is spa treatments. I always sign up for deep tissue massages, reflexology and the more exotic items such as acupuncture. Regular massage helps to promote relaxation, increase blood circulation, exfoliate dead skin cells and encourages cell regeneration. The result is healthier, better-looking skin.

However, I refuse to pay spa prices for body scrubs and facials because I can save the money and do them at home with Mary Kay® products! Our Mary Kay® Eau de Toilette Sugar Scrubs are wonderful for full-body exfoliation, and the TimeWise® Microdermabrasion Set is a great at-home regimen. Mary Kay® products keep my skin healthy and save me money!

Adequate sleep. It seems like we can never get enough! Sleep is essential for maintaining your metabolism, but it is also important for skin health. For example, sleep relaxes the facial muscles and that helps to smooth wrinkles and lines on your face. In addition, lack of sleep may alter the regulation of blood vessel tone and thus contribute to puffiness or bags under the eyes. ■

S.E.E. and Learn More

Dr. Beth Lange will share exclusive product knowledge during the Dec. 5 Satellite Education Event. Be sure to register online by Nov. 27!

Party-Ready
The Love Your Skin Party Pack, available for \$19.99 from MKConnections®, contains effective tools for helping you hold skin care parties as we reach the 5-million-party goal. Look for details on the Mary Kay InTouch® Web site.

party with a purpose
go for 5 million

makeover winners

What does it take to deliver star-quality Golden Rule customer service and ultimately reach **Star Consultant** status? The 2009 makeover winners offer tips to help you reach your own star-studded goals!



shine
on!

seminar2009

Independent Beauty Consultant Sharla Mander of Gilbert, Iowa

Nominated by: **Independent Senior Sales Director
Cheri VanValkenburg** of Sioux City, Iowa

Sharla says: "When my husband died unexpectedly in January 2008, caring for our two young children suddenly became my life focus. To supplement my cake decorating business, I started selling Mary Kay® products. I quickly learned that being a Star Consultant would help me attain consistent sales and build a loyal customer base, which, in turn, would enable me to better provide for my family. Being a Star Consultant is exciting for the fabulous prizes and recognition, but even more importantly, the program helps us value our customers more and take our businesses and ourselves more seriously. We can become an example for others by holding parties, making calls and faithfully attending weekly success meetings. The key is finding what works for you, then be consistent at it!"

Independent National Sales Director **Janis Moon** Area



Sharla Mander



Cheri
VanValkenburg



Laureen
Stehle



Beatrice Thomas

Independent Beauty Consultant Beatrice Thomas of Pittsburgh, Pa.

Nominated by: **Independent Senior Sales
Director Laureen Stehle** of Pittsburgh, Pa.

Beatrice says: "Being a 'star' to me means learning to work efficiently so that we both achieve success and have more time for our personal lives. As a volunteer makeup consultant for the 'Flashes of Hope' program at the Children's Hospital of Pittsburgh, I'm passionate about helping cancer patients prepare for their keepsake photograph sessions. When working my Mary Kay business, I'm just as passionate about my Star Consultant goals. I keep them fixed in my mind while promptly filling orders, learning about all the new products we have to offer and creating opportunities to meet potential team members. It's all about living in the moment, and Mary Kay makes that possible."

Independent National Sales Director **Jana Cox** Area



**Melinda
McCall-Fleming**



**Independent Beauty Consultant
Melinda McCall-Fleming** of Novato, Calif.

Nominated by: **Independent Senior Sales
Director Sheri Henderson** of San Rafael, Calif.



Melinda says: "I came to Mary Kay as a divorced, welfare-receiving mom of five who had lost the ability to dream along with my job and my car. Having my own business taught me to reach up again. Now the Star Consultant program keeps me engaged in my business through recognition, prizes, luncheons and Company support. The rewards are endless, but the most valuable reward of all is intangible: The Star Consultant program strengthened my character. I learned to visualize, because what the mind can conceive can be achieved. Besides that, Mary Kay is fun! My oldest son saw me smiling after my first skin care class. He said, 'Mom, I don't know what happened, but go back and get some more!'"

Emerald Go Give Area



**Sheri
Henderson**



**Ofelia
Almanza**



Independent Beauty Consultant Lori Buswell of San Diego, Calif.

Nominated by: **Independent Future Executive Senior Sales Director Julie Hetherington** of San Diego, Calif.

Lori says: "When I started my Mary Kay business, I was living paycheck to paycheck. I had very little belief in myself and was deeply in debt. But I decided to use my bonus to attend Seminar, and that's where I caught the vision! I started working my Mary Kay business consistently, and with consistent sales, I began to have faith in my dreams again. Being a consistent Star Consultant for an entire Seminar year showed me I could promote myself. Now with this makeover, I envision myself as a woman of influence, and becoming an Independent Sales Director – even an Independent National Sales Director – doesn't seem impossible anymore. With Mary Kay, we can all discover the 'star' within us."

Pearl Go Give Area



Julie Hetherington



Lori Buswell



Lisa Raupp

Independent Beauty Consultant Ofelia Almanza of Cary, Ill.

Nominated by: **Independent Senior Sales Director Lisa Raupp** of Cary, Ill.

Ofelia says: "One way we can be a 'star' is by using the gifts we've been given to make a difference in the world around us. My Mary Kay business provides the chance to help motivate and educate women from all backgrounds, and being bilingual has allowed me to be available for even more of these opportunities, both in the Spanish-speaking and English-speaking communities. I love going the extra mile to make everyone comfortable and to deliver Golden Rule customer service, including to my Mary Kay sisters. We're one family, and giving one another star treatment reflects the spirit of Mary Kay Ash herself. I try to live and lead by her example. If we do that, we can't help but be stars AND Star Consultants!"

Diamond Go Give Area



recognition

Congratulations to the winners for August 2009

On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for August 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for July 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through August 31, 2009.

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Darlene Berggren

Diamond



Barbara Sunden

Ruby



Carol Anton

On-Target for \$750,000 Inner Circle Barbara Sunden.....\$162,613.12 Gayle Gaston.....136,622.85 On-Target for \$325,000 Inner Circle Joanne Holman.....\$79,413.70 Karen Piro.....75,641.94 Carol Anton.....73,358.36 Gloria Mayfield Banks.....72,526.40	Gloria Castaño.....65,927.61 Lisa Madson.....65,187.55 Kathy Helou.....64,948.79 Darlene Berggren.....63,739.09 Anita Mallory Garrett-Roe.....61,982.00 Jan Harris.....61,169.32 Cheryl Warfield.....58,569.79 Karlee Isenhardt.....57,515.68 Lupita Ceballos.....55,970.09	Pat Danforth.....55,217.53 On-Target for \$250,000 Diamond Circle Jana Cox.....\$52,210.37 Johnnette Shealy.....46,786.15 Sherry Giancristoforo.....45,182.27 Sue Kirkpatrick.....44,988.85 Mary Diem.....44,504.83	Cindy Williams.....43,744.96 Rosa Jackson.....43,541.66 Julianne Nagle-Hackett.....43,471.95 Dacia Wiegandt.....43,205.73 Halina Rygiel.....42,609.90 Stacy James.....42,127.47 Kerry Buskirk.....41,994.93	On-Target for \$200,000 Diamond Circle Patricia Rodríguez-Turker...\$40,520.76 Linda Toupin.....39,397.17 SuzAnne Brothers.....39,326.69 Debi Moore.....39,168.39 Mary Estupian-Martel.....37,987.72 Jeanne Rowland.....37,975.34 Lisa Allison.....37,813.27	Sonia Pérez.....37,306.69 Jamie Cruse-Vrinos.....37,015.33 Judie McCoy.....36,931.50 Cindy Fox.....36,192.71 Shirley Oppenheimer.....34,955.67 Nancy Bonner.....34,276.81 Jackie Swank.....33,505.54
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Monthly Commissions and Bonuses

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

Sapphire	Emerald	Pearl	Diamond	Ruby
Gayle Gaston***\$58,911 Karen Piro*.....38,460 Lupita Ceballos**.....30,980 Jana Cox*.....28,140 Joanne Holman**.....27,475 Shannon C. Andrews*.....23,799 Judie McCoy*.....22,051 Julianne Nagle-Hackett*.....19,378 Dawn A. Dunn.....18,270 Mattie Dozier.....18,261 Valerie J. Bagnol*.....17,511 Tammy Gray*.....17,471 Sharon L. Buck.....14,610 Pam Klickna-Powell.....13,977 Davanne D. Moul*.....13,867 Jan L. Thetford.....13,745 Kimberly D. Starr.....13,662 Pam L. Higgs.....13,546 Alia L. Head.....13,527 Sandra Valerio.....13,392 Lorraine B. Newton.....12,202 Gillian H. Ortega.....11,476 Sherril L. Steinman.....11,242 María Aguirre.....11,200 Debra M. Wehrer.....10,764 María Guadalupe Díaz.....10,679 Gloria Báez*.....10,553 Diana Sumpter.....10,552 Joy L. Breen.....10,376 Nancy A. Moser.....10,281 Mirna Mejía de Sánchez.....10,256 Maribel Barajas.....10,192 Kendra Crist Cross.....10,116 Carol L. Stoops.....9,950 Brigit L. Bridle.....9,361 Charlotte G. Kosena.....9,059 Karen B. Ford.....9,014 Jill Moore.....8,809 Magdalena Nevárez*.....8,587 Paola J. Ramirez.....8,023 Ann Brown.....7,730 Gladis Elizabeth Camargo*.....6,229 Elizabeth Sánchez.....5,794	Gloria Mayfield Banks***\$52,755 Kathy S. Helou*.....35,141 Dacia Wiegandt.....31,576 SuzAnne Brothers*.....25,437 Sherry Giancristoforo**.....24,982 Debi R. Moore*.....23,965 Lily Orellana.....21,342 Jackie Swank*.....21,342 Kerry Buskirk*.....21,938 Lily Orellana.....21,342 Jamie Cruse-Vrinos.....19,396 Cindy Fox*.....16,620 Joanne R. Bertalan*.....15,985 Janet Tade*.....14,518 Kay E. Elvrum.....14,110 Yvonne S. Lemmon.....14,092 Mona Butters.....14,088 Pamela Tull.....13,495 Morayma Rosas.....12,940 Cathy Bill*.....12,548 Consuelo R. Prieto.....12,306 Sabrina Goodwin Monday.....12,233 Miriam Gómez-Rivas.....12,035 Cristi Ann Millard.....11,994 Brenda Segal*.....11,781 Kathy Rodgers-Smith.....11,615 Jackie LaPrade.....11,352 Cathy Phillips.....11,193 Sherry A. Alexander.....10,220 Dawn Otten-Sweeney.....9,685 Shelly Gladstein.....9,524 Crisette M. Ellis.....9,356 Judy Harmon.....9,289 Barbara Whitaker.....9,278 Kym A. Walker*.....8,959 Natalie Privette-Jones.....8,855 Esther Whiteleather.....8,492 Caterina M. Harris.....8,407 Regina Hogue.....8,313 Francie McBeth.....7,716 Sandra Chamorro.....6,769 Joanne Hollingsworth.....6,501 Nora L. Shariff*.....6,468 Carmen Rios.....5,105 Pamela Cheek.....4,083 Phyllis R. Sammons.....3,997	Cheryl Warfield**\$31,409 Darlene Berggren**.....29,685 Cindy A. Williams.....29,523 Jan Harris*.....29,241 Stacy I. James*.....25,900 Halina Rygiel*.....23,271 Pamela Waldrop Shaw.....22,473 Jackie Swank*.....22,461 Lisa Allison*.....22,410 Mary C. Estupian-Martel*.....20,822 Rosa Jackson**.....20,141 Sandy Miller.....16,064 Lise T. Clark*.....15,161 Nancy Bonner*.....15,068 Anita Tripp Brewton*.....15,030 Elizabeth Fitzpatrick*.....14,880 Glinda McGuire.....14,880 Maureen S. Ledda*.....14,738 Julie Krebsbach.....14,388 Judy Brack.....14,011 Wilda DeKerlegand*.....13,507 Lynda Jackson*.....12,999 Monique Todd Balboa.....12,811 Kathy Jones.....11,704 Anabel Rocha.....11,574 Ruth Theodocion.....11,545 Pat Campbell.....11,416 Maureen Myers.....11,387 Shirley M. Oshiro.....11,015 Robin Rowland.....10,526 Linda Kirkbride.....10,329 Sylvia Kalicak.....10,151 Kathy C. Goff-Brummett.....9,947 Cathy E. Littlejohn.....9,924 Allison LaMarr.....9,867 Jane Studrawa.....9,533 Bett Vernon.....9,440 Barbara Stimach*.....9,428 Rosalie Ann Medjesky.....9,205 Wadene Claxton-Prince.....8,583 Deb Pike.....8,460 Beatrice Powell.....8,430 Anita N. Conley.....7,933 Sonja Hunter Mason.....7,654 Vernella Benjamin.....7,484 Bettye M. Bridges.....5,394	Barbara Sunden***\$76,555 Lisa Madson.....39,965 Anita Mallory Garrett-Roe**.....38,504 Gloria Castaño**.....37,170 Linda C. Toupin.....26,392 Patricia Rodríguez-Turker**.....23,390 Mary Diem*.....21,435 Sonia Pérez.....21,390 Diane Underwood.....18,810 Pam Gruber*.....17,700 Sharon Kingrey.....16,872 Dalene Hartshorn.....16,151 Jo Anne Cunningham.....15,906 Joyce Z. Grady.....15,162 Rosa Carmen Fernández.....14,995 Ada García-Herrera.....14,422 María Monarrez.....13,744 Gina Rodríguez.....13,439 Connie A. Kittson.....12,855 Evelinda Díaz*.....12,751 Diana Heble.....9,814 Rosibel L. Shahin*.....8,751 Jan Mazzotti.....7,473 Gladys C. Reyes.....7,419 Carol Lawler.....7,400 Isabel Venegas.....7,083 Andrea C. Newman.....6,897 Betty Gilpatric.....6,693	Carol Anton**\$42,087 Pat Danforth*.....31,858 Sue Kirkpatrick*.....29,381 Karlee Isenhardt**.....27,220 Jeanne Rowland*.....25,100 Johnnette Shealy*.....21,071 Shirley Oppenheimer*.....19,888 Ronnie D'Esposito Klein*.....19,555 Wanda Dalby**.....18,724 Pamela A. Fortenberry-Slate*.....17,056 Rebecca Evans*.....16,336 Kimberly R. Copeland.....16,138 Pam Ross*.....14,400 Scarlett S. Walker*.....13,990 Jo Anne Barnes.....13,315 Janis Z. Moon.....12,862 Lynne G. Holliday.....12,711 Judy Kawiecki.....12,710 Cyndee Gress.....12,517 Bea Millslagle.....12,485 Kate DeBlender.....12,426 Kirk Gillespie.....12,203 Toni A. McElroy.....11,999 Maria Aceto Piro*.....11,872 Terri Schafer.....11,678 Michelle L. Sudeth*.....11,381 Gena Rae Gass.....11,318 Vicki Jo Auth.....11,196 Gay Hope Super.....10,937 Patricia Lane.....10,542 Phyllis Chang.....10,074 Nancy West Junkin*.....10,023 Amy Dunlap.....9,511 Cheryl J. Davidson.....8,981 Candy D. Lewis.....8,830 Vicki L. Fuseller.....8,718 Kelly McCarroll.....8,643 Cindy Towne.....7,613 Thea Elvin.....7,484 Cindy Z. Leone.....7,430 Margaret M. Bartsch.....7,269 Katie Walley.....7,207 Donna B. Meixsell.....6,726 Rhonda L. Fraczowski.....6,034 Sharilyn G. Phillips.....4,188 Renee D. Hackleman.....3,720

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

ruby/rubí

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".



Virgie Mae Cochran
Shawnee, Okla.
C. Majors Unit

Ruth E. Cooney
Houston
K. Walker Unit

Yesenia Gomez
Toms River, N.J.
V. Martini Unit

Pam J. McNicoll
Olathe, Kan.
K. Koziol Unit

Monica Beckley Nzegwu
Houston
T. Nwachukwu Unit

Darla Sue Padilla
Lubbock, Texas
L. Meisel Unit

Rebecca Seegert
Clinton, Mich.
J. Ripley Unit

Cinnamon Lee Vanputte
O Fallon, Ill.
S. Moeller Unit

Leigh Ann Wyco
Monroe, N.C.
P. White Unit

Teresa A. Levy*
Winston Salem, N.C.
S. Tripp-Black Unit



Gloria Maria Ramos*
Gaithersburg, Md.
S. Pena Unit

Irma Sosa*
Brooklyn, N.Y.
F. Lopez Unit

Congratulations to Sales Directors **Katie L. Antonioti**, Mauldin, S.C., K. DeBlander Brigham Unit; **Cathy J. Breslin**, Germantown, Md., P. Fortenberry-Slate Unit; **Rhodesia Butler**, Jacksonville, Fla., K. McKissick Unit; **Analisa L. Castro**, Upland, Calif., A. Chavez Unit; **Lisa L. Dabney**, Abilene, Texas, M. Cason Unit; **Kathy Mary DiGirolamo**, Montclair, Va., L. Morrow Unit; **Sylvia Wah Garrison**, Wilton, Calif., T. Stout Unit; **Rowena Sapunto Ignacio**, Irving, Texas, R. Schwartz Unit; **Lori Murphy**, Florence, Colo., C. Markowski Unit; **Sarah Elisabeth Otero**, Albuquerque, N.M., G. Super Unit; **Roxy Natalie Satterfield**, Springfield, Ore., S. Brazil Unit; **Cynthia Tarashuk**, Flemington, N.J., R. Wielenta Unit; **Rosalind Stephanie Terrell**, Hattiesburg, Miss., K. Savorgnan Unit; **Julie P. Torbert**, Frisco, Texas, K. Copeland Unit; **Linda Walker**, San Jose, Calif., E. Maston Unit; **Audra Leticia Whitley**, Baltimore, M. Stubbs-Hall Unit; **Jennifer JoAnn Wolfe**, Moody, Ala., L. Kattenbraker Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debuto con anterioridad.

Dean's List/Lista del Decano (August 2008 debuts/debutes de agosto 2008)

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



Casi Hill
Midlothian, Texas
L. Allison Area
Pearl Seminar

Lisa Tyson-Cox
Proctorville, N.C.
K. McCarroll Area
Ruby Seminar

Congratulations to Sales Director **Juliet Igboanusi**, Richmond, Texas, Ruby Go Give Area, Ruby Seminar; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

Honors Society/Sociedad de Honor (August 2008 debuts/debutes de agosto 2008)

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



Breanna M. Jensen
Gillette, Wyo.
P. Danforth Area

Congratulations to Sales Directors **Angie N. Akparanta**, Irvington, N.J., Ruby Go Give Area; **Jamie Campbell Beecher**, Farmington, Utah, J. Moon Area; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Fabulous 50s/Los Fabulosos 50

(February 2009 debuts/debutes de febrero 2009)

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



Adrienne Nicole Myers
Zeigler, Ill.
K. Isenhart Area

Natalie Marie Paparella
Frisco, Texas
K. Copeland Area

Suzanne P. Wallace
Enumclaw, Wash.
C. Davidson Area

Thressa Michelle Waller
Frisco, Texas
K. Copeland Area

On the Move/En acción

(June 2009 debuts/debutes de junio 2009)

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

Sylvia Wah Garrison

Pam J. McNICOLL

New Team Leaders/Nuevas Líderes de Equipo

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

Renee M. Balbino
Julie Barnett Davis
DeAnne Batchelor
Jo Ann Blackwood
Sandy R. Boudwin
Andrea L. Brock
Leslie L. Bryant
Greta Counts
Debra G. Cox
Krista W. Dilling
Victoria J. Dukes
Chinyere D. Enworor
Ashley Eudy

Chinwe Ezeukwu
Penny K. Gabriel
Beverlin D. Greene
Latoya Hall
Laci D. Hammond
Denise L. Hand
Gilvietta Hargrove
Kerri J. Harrelson
Sara E. Hart
Kris Heidecker
Jacqueline N. Hernandez
Julie E. Ismail
Cynthia D. Johnson

Kelly G. Langston
Angel M. LeCompte
Ramona I. Lee
Elisa M. Lenamond
Faith Liboma
Kathryn A. Lindsey
Jennifer H. Locklear
Lydoris Lowery
Maria B. Michell
Linda J. Murray
Chioma J. Nnadi
Rosemary Nwosu
Catherine C. Ohanu

Melissa A. Olsen
Lisa H. Orlosky
Stacey L. Padilla
Carmen Parks
Janna L. Ray
Yolanda E. Rivera
Judy Rocha
Patsy A. Rose
Elizabeth M. Sauer
Elaine Shore
Dawn Simpson
Vicki J. Simpson
Patricia D. Smith

Nanci L. Snyder
Susan M. Stam
Christine B. Story
Regina R. Thomas
Joni G. Thompson
Katie M. Thorn
Becky Thumma
Rosa E. Trevino
Melissa J. Trumble
Chidinma Umesiri
Sandra Vasquez
Adrienne M. Vaughn
Alma N. Velazquez

Clara J. Virgil
Michelle Walker
Pam C. White
Ashlie Wiemann
Marie E. Wilson
Kyle M. York
Karri Zeiler
Heather R. Zook

13% Club/Club del 13%

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

Sales Director Thessy Nwachukwu.....\$2,937.55
Sales Director Juliet Ebele Okonkwo.....2,729.32
Sales Director Adaora Eucharía Umeh.....2,029.56
Sales Director Jennifer Jean McNulty.....1,777.91
Sales Director Juliet Igboanusi.....1,743.20
Sales Director Uzo Ogbutor.....1,562.93
Sales Director Ekene S. Okafor.....1,378.39
Sales Director Sherri Ammons.....1,368.74
Sales Director Stephanie N. Sato.....1,335.13

Sales Director Ann Kuehler.....1,325.77
Karri Zeiler, K. Copeland Unit.....1,318.79
Sales Director Liz Whitehouse.....1,310.63
Sales Director Julie Smith.....1,303.02
Sales Director Phuong L. White.....1,291.03
Sales Director Eva E. Holguin.....1,259.73
Sales Director Stella Smith-Pius.....1,177.38
Sales Director Appolonia Nnediogo Onwunaegbule.....1,174.81
Sales Director Janelle A. Ferrell.....1,174.81

Sales Director Brandy E. Richwine.....1,173.71
Sales Director Deborah S. Bailie.....1,169.71
Sales Director Laurieann Barclay.....1,137.76
Sales Director Kali DeBlander Brigham.....1,120.93
Sales Director Gloria Dominguez.....1,106.72
Sales Director Vanessa R. Upkins.....1,081.76
Sales Director Sheryl K. Goins.....1,077.51

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

44 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Gloria Dominguez.....5

40 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Vanessa Upkins.....5

38 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Janelle Ferrell.....6
Sales Director Stella Smith-Pius.....5

37 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Consuelo Tinajero.....5

36 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Thessy Nwachukwu.....5

31 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Willie Cain.....5
Sales Director Carlotta Sandiford-Coleman.....5

24 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sha Ron Martin.....5

22 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Donna Knotts.....6

21 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Jackie Craver.....6

20 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sheila Valles.....5

18 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Cathy Calabro.....5

16 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Adriana Romero.....5

15 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sherri Ammons.....5
Sales Director Phina Onwuachi.....5

13 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Catherine Onyema.....5

12 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Analilia Benitez.....5
Sales Director Juliet Igboanusi.....6

11 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mery Dewane.....6

10 GOLD MEDALS/MEDALLAS DE ORO

Florence Adu, B. Smith Unit.....5
Sales Director Irma Morales.....5

9 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Rina Hafiz.....5
Sales Director Annette Hofmann.....6

8 GOLD MEDALS/MEDALLAS DE ORO

Dee Clark-Riley, G. Gass Unit.....8
Sales Director Gladys Hines.....5
Sales Director Stephanie Honeycutt.....5

7 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Vitalis Anyanwu.....7

6 GOLD MEDALS/MEDALLAS DE OROS

Sales Director Esther Awe.....5

4 GOLD MEDALS/MEDALLAS DE ORO

Victoria Cavarretta-Wolf, K. Cavarretta Unit.....5
Sales Director Heather McKinney.....7
Gloria Okoye, G. Eberé Unit.....5
Sales Director Francine Reed.....5

3 GOLD MEDALS/MEDALLAS DE ORO

Rebecca Oji, N. Agim Unit.....10
Beverly Weitzel Barra, C. Markowski Unit.....5

2 GOLD MEDALS/MEDALLAS DE ORO

Rosita Girona, R. Quinones-Girona Unit.....5
Christina Howard, L. Younger Unit.....6
Kristin Mara, K. Gardner Unit.....5
Carmen Parks, P. Curry Unit.....10
Elizabeth Prauner, C. Shaw Unit.....7
Elia Ramirez, M. Lara Unit.....5
Sales Director Mary Riley.....5

1 GOLD MEDAL/MEDALLA DE ORO

Cynthia Arne, T. Hulsman Unit.....5
Lluvia Avalos De Martinez, E. Hernandez Unit.....6
Renee Balbino, J. McNulty Unit.....8
Sandy Boudwin, R. Anderson Unit.....7
Greta Counts, J. Barnes Unit.....9
Ashley Eudy, C. Cresci Unit.....5
Penny Gabriel, H. Geddis Unit.....6
Julia Grandy, J. Alford Unit.....7
Beverlin Greene, W. Cain Unit.....8
Lauren Helton, S. Carter Unit.....5
Diane Hernandez, J. Kirmer Unit.....7
Jeannine Herrington, C. Wooten Unit.....5
Kelly Langston, L. Smith Unit.....7
Angel LeCompte, S. Corso Unit.....5
Elisa Lenamond, K. Walker Unit.....8
Faith Liboma, H. Godswill Unit.....5
Lydoris Lowery, R. Anderson Unit.....5
Elizabeth Nduhisi-Ukandu, C. Ogbonnaya Unit.....9
Linda Nelson, T. Burink Unit.....5
Grace Njoku, J. Okonkwo Unit.....5
Chioma Nnadi, H. Godswill Unit.....6
Rosemary Nwosu, F. Nwabor-Ohen Unit.....6
Catherine Ohanu, G. Eberé Unit.....8
Missy O'Neal, R. Tucker Unit.....5
Ruth Payton, J. Alford Unit.....5
Elena Ravnik, E. Stonebarger Unit.....6
Stephanie Robertson, V. Radway Unit.....5
Dawn Simpson, A. Dunlap Unit.....7
Dana Stone, M. Clark-Durell Unit.....5
Adrienne Vaughn, K. DeBlander Brigham Unit.....7
Pam White, S. Rucker Unit.....8
Ashlie Wiemann, B. Cook Unit.....8
Angela Wilson, R. Beckford Unit.....6
Marie Wilson, J. Sapp Unit.....6
Jennifer Yuhas, K. Fackler Unit.....5
Karri Zeiler, K. Copeland Unit.....7

Grand Achievers/Grandes Ganadoras

(August 2009 qualifier/califica para agosto 2009)

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period. (Effective Nov. 1, 2009, qualification requirements for Grand Achievers program have changed. See Mary Kay InTouch® for details.)/Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Grandes Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personales activas en un periodo de calificación de uno a cuatro meses. (Los requisitos de calificación del programa de Grandes Ganadoras cambiaron a partir del 1 de Nov. de 2009. Consulta los detalles en Mary Kay InTouch®.)

CONSULTANTS/CONSULTORAS

Chioma Blessing Agabenwere*
Rebecca Naomi Beckford**
Evon Banks Clark
Dee Clark-Riley
Linda B. Corwin

Rondeauseaus Jynail Cyprian

Rosita Girona
Kristin Howlett
Jean Leonhardt**
Wanda Lea Maness
Gennier Moreno

Sheila Doreen Nelson

Grace Chinyere Njoku
Kimberly Michelle Perkins
Donna Lynne Pugh
Maria Rivera
Debbie Williams

Melissa Caudill Zwiesler

**SALES DIRECTORS/
DIRECTORAS DE VENTAS**
Virgie Mae Cochran**
Cheryl L. Marion

*denotes requalified driver/
denota que calificó de nuevo
como conductora

**denotes June qualifier/
denota que calificó en junio

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 2009 estimated unit retail production /Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de agosto de 2009.

Sapphire/Zafiro

Julie Weaver.....	\$96,680
Kathy R. Bullard.....	86,436
Tammy Romage.....	83,237
Angela D. LaFerry.....	68,711
Faith A. Gladding.....	66,092
Kim Maynor.....	59,953
Ann W. Sherman.....	59,671
Brynne M. Blalock.....	59,660
Ruby Garner.....	59,138
Sylvia Boggs.....	58,825
Julia Mundy.....	58,198
Dena Smith.....	57,462
Diane Bruns.....	56,472
Linda Klein.....	56,432
Kristi M. Anderson.....	53,229
Lady Ruth Brown.....	51,290
Audrey K. MacDowall.....	50,975
Peggy B. Sacco.....	50,957
Linda L. Quillin.....	49,366
Kim I. Cowdell.....	49,057
Tracy Potter.....	48,080
Jennifer Sloan.....	47,756
Jennifer G. Bouse.....	47,480
Connie L. Russo.....	47,162
Marjorie S. Haun.....	46,389
Heather L. Bohlinger.....	45,993
Angie S. Day.....	45,842
Jill L. Glockner.....	45,814
Cecilia Boodhoo.....	45,765
Margaret Neill.....	45,380
Betty H. Schuler.....	45,044
Ann Ferrell Smith.....	44,972
Brenda Bennett.....	44,308
Binta Touray Jagne.....	43,759
Danice C. McEldowney.....	43,636
Roxanne McInroe.....	43,165
Crystal Dawn McDaniel.....	43,042
Genia Prince.....	42,836
Joanna Helton.....	42,675
Rayne D. Tubbs.....	42,583
Deborah Robina.....	42,407
Cindy S. Kriner.....	42,073
Jeannie Helm.....	41,198
Terry A. Hensley.....	40,972
Beth Fitzgerald.....	40,825
Dolores Keller.....	40,459
Cheri L. Taylor.....	40,240
Maranda Michelle Rains.....	40,151
JoAnna P. Shippe.....	40,141
Randi Stevens.....	39,927
Josefa Chacon.....	39,895
Shelia Berry.....	39,829
Lynn Baer Roberts.....	39,815
Lara F. McKeever.....	38,870
Linda F. Merritt.....	38,568
Jennifer Bessey Salsbery.....	38,224
Kim B. Roberts.....	38,155
Bea Heath.....	37,792
Christy Bigham.....	37,611
Odilia Vasquez.....	37,523
Michelle Sara Moore.....	37,340
Bonnie Crumrin.....	37,008
Elaine Hipsher.....	36,842
Debbie A. Weld.....	36,365
Karen L. Kunzler.....	36,331
June V. Jarvis.....	36,097
Nancy W. Pettaway.....	35,770
Krista A. Johnson.....	35,750
Beth S. Austin.....	35,526
Julie Garvey.....	35,390
Shayla Rae Curry.....	35,384
Virginia E. Croy.....	35,382
Launa Marie Benson.....	35,227
Patsy A. Glunt.....	35,081
Sue Ammons.....	34,734
Gayle J. Green.....	34,558
Janis Clemens.....	34,551
Donna J. Meshanko.....	34,486
Maria K. Eades.....	34,294
Alison Renee Jurek.....	34,180
Therese E. Simon.....	34,129
Ronda Compton.....	34,072
Sandi Fitzpatrick.....	33,865
Maria Veronica Salguero.....	33,615

Linda J. Bird.....	33,494
Jeri O'Dell.....	33,254
Phyllis I. Pinsker.....	32,812
Cindy Harness.....	32,657
Debi Christensen.....	32,460
Aissa Hillebrand.....	32,327
Cheryl T. Anderson.....	32,271
Mary K. White.....	32,035
Barbara J. Puckett.....	31,920
Effie Parsons.....	31,684
Sara Kinney Turco.....	31,462
Joni D. Koontz.....	31,294
Pam Garner Moore.....	30,795
Anne Elizabeth Leanos.....	30,773
Jerlene Vrana.....	30,763
Jennifer Pinto.....	30,711

Emerald/Esmeralda

Auri Hatheway.....	\$85,697
Traci L. Smith.....	77,387
Christie I. Ehibu.....	68,236
Hope S. Pratt.....	62,470
Linda Bradley.....	56,332
Nancy A. Berlin.....	53,964
Karen E. Ridle.....	53,596
Kathy P. Oliveira.....	50,818
Yolanda Lopez.....	50,560
Pam Kelly.....	49,606
Hollie R. Sherrick.....	49,262
Stacy D. Foust.....	48,493
Valerie Yokie.....	48,450
Emily Stone.....	47,976
Delia Ponce.....	47,658
J. M. Cotton.....	47,561
Nancy Boucher.....	45,913
Vicki Powell.....	45,511
Julie A. Griffin.....	45,481
Rose Campbell.....	44,317
Candy Jackson.....	43,325
Roxie Soto.....	42,903
Flavia A. Rivera.....	42,700
Geri L. Gurreri.....	42,586
Cheryl L. Foster.....	41,545
Brenda D. Elliott.....	40,852
Jeannine R. DeVore Harris.....	40,406
Gale D. Hollis.....	40,390
Angelita Clifton.....	40,190
Annette D. Oxley.....	39,813
Sheri Farrar-Meyer.....	39,671
Toyia M. Drew.....	39,575
Arianne C. Morgan.....	39,443
Susan Carpenter Shaffer.....	39,380
Charlotte Mantooth.....	39,207
Nancy L. DeFina.....	39,177
Barbara Pleet.....	39,019
Pat Forehand.....	39,002
Gail Patton Menefee.....	38,848
Denise G. Kucharski.....	37,721
Mary Brandenburgh.....	37,419
Elaine K. Williams.....	37,273
Renee Duencel.....	36,226
Connie S. Miller.....	36,154
Katie L. Ashby.....	36,095
Evalina Chavez.....	35,689
Heather Shea Catts.....	35,473
Armanda Dida.....	35,355
Jeanette E. Beichle.....	35,089
Sheila J. McCune.....	35,043
Nancy Graham.....	34,820
Susan Houser.....	34,774
Michelle Martella Armes.....	34,657
Vickie D. Durfee.....	34,649
Judith Beede.....	34,646
Megan S. Arapikles.....	34,178
Antonia Miranda.....	33,978
Anita Rodriguez.....	33,721
Carolyn L. Lucas.....	33,680
Heather A. Carlson.....	33,613
Debbie E. Barnes.....	33,502
Linda S. Robinson.....	33,449
Angel L. Hurley.....	33,380
Claudia Lempert.....	33,125
Karen A. Jorgenson.....	33,093
Debbie Lynn Crawford.....	32,986
Karen Hunter.....	32,962

Vickie R. Griffiths.....	32,738
Jennifer A. Enloe.....	32,734
Marianne L. Anderson.....	32,697
Leanne Parrino.....	32,502
Kimbi L. Bartik.....	32,427
Stacy S. Gilson.....	32,122
Rhonda Kambelitz.....	31,873
Brittini Heit-Schuldt.....	31,759
Ayobami O. Olusa.....	31,696
Amie E. Kelly.....	31,647
Anabelis Ramirez.....	31,584
Tami C. Stewart.....	31,582
Rebecca C. Allen.....	31,458
Kay Dickerson.....	31,278
Denise W. Montgomery.....	31,258
Julie B. Potts.....	30,926
Hollie Lynnae Darrow.....	30,925
Laura A. Armstrong.....	30,770
Kari Marie Andre.....	30,641
Paula Moore.....	30,629
Marla Beddick.....	30,560
Eva Reyes.....	30,516
Grace Hull.....	30,446
Bridget L. Shaw.....	30,356
Marina Sanchez Ramirez.....	30,306
Myrna I. Colon.....	30,241
Sonya C. D'Herde.....	30,159
Barbara Gizzo.....	30,048
Geri Lin Dennis.....	29,997
Evelyn Nail.....	29,850
Isabel Arbelo.....	29,795
Lynn F. Huckels.....	29,747
Casie Hembree.....	29,714

Pearl/Perla

Tracey Chavez.....	\$87,209
Kim L. McClure.....	86,832
Amie N. Gambaion.....	78,189
Kristin Myers.....	76,472
Laura Poling.....	68,389
Patty Webster.....	67,666
Betsy C. Richard.....	64,399
Jeanie K. Navikal.....	64,147
Kathryn L. Engstrom.....	61,644
Holly L. Ennis.....	60,618
Vicki Piccirilli.....	58,890
Shauna Lynn Abbotts.....	58,073
Tina M. Wright.....	57,598
Ruthie Bresette-Mount.....	55,967
Diane M. Detesco.....	54,376
Nicole J. Canamare.....	51,999
Gina Beck.....	51,819
Susan M. Hohlman.....	51,451
Janice Baxter Hull.....	51,230
Leah Michelle Lauchlan.....	49,475
Shanna H. Jones.....	48,543
Anne Geertsen.....	47,896
Irene K. Foster.....	47,810
Shari M. Kirschner.....	47,672
Alicia Borkowska-Sattler.....	47,053
Joyce Recenello.....	47,018
Carmen J. Felix.....	46,737
Patti Cornell.....	45,503
Laurie C. Cole.....	45,350
Blythe Jolee Egbert.....	44,332
Lisa Olivares.....	44,311
Lia Rene Carta.....	44,192
Cindy S. Koenig.....	43,979
Shelley Eldridge.....	43,807
Susan Moore.....	43,532
Lynn Shepley Richmond.....	43,487
Rita Schaefer.....	43,335
Rebecca Milligan.....	43,200
Jeanie Martin.....	41,947
Tara Lynn Mitchell.....	41,634
Cheryl Marie Brown.....	41,481
Amy Kemp.....	41,411
Richelle V. Barnes.....	41,293
Sheryle Frederic.....	40,485
Stephani Prendes.....	40,263
Tammy Brown.....	39,920
R. Sue Miller.....	39,825
Dorothy D. Boyd.....	39,717
Brenda Stafford.....	39,332
Holli Thompson Lowe.....	39,305
Evelyn Pirhalla.....	39,178

Cindy Machado-Flippen.....	38,712
Heather Marie Erbe.....	38,327
Mary Beth Pavuk.....	38,121
Janet S. Pavey.....	38,007
Terri Lewis.....	37,941
Angel B. Toler.....	37,817
Alice C. Mahone.....	37,674
Katherine Mirkes Ward.....	37,461
Beth H. Piland.....	36,903
Adenike Morakinyo.....	36,895
Lindsay R. Stewart.....	36,750
Andrea Lee Converse.....	36,565
Lucia Fernandez.....	36,483
Marilyn Schmucker.....	36,472
Halle Kathryn Simpson.....	36,461
Sherry S. Hanes.....	36,018
Denise E. Crosby.....	36,014
Stephanie Nicole Fran.....	35,845
Amber D. Campbell.....	35,526
Amy Kitrell.....	35,414
Connie L. Young.....	35,374
Tammy A. Vavala.....	35,327
Susan K. Janish.....	35,241
Sharon Smith Wisnoski.....	35,184
Melissa May Smith.....	35,105
Judi Tapella.....	34,978
Sara Ruth Pennella.....	34,894
Shelly D. Filkins.....	34,671
Susie Kopacz.....	34,219
Kathy Ahlwardt.....	33,823
Sandra Tatzert.....	33,570
Barbara R. Johnson.....	33,563
Francene M. Anderson.....	33,378
Melissa Nix Henderson.....	33,134
Maureen Shipp.....	33,055
Carly Janessa Platfoot.....	32,811
Shari Lynn Chapman.....	32,700
Sandra M. Munguia.....	32,580
Roya M. Mattis.....	32,414
Sherry L. Belisle.....	32,342
Tammarie M. Bradford.....	32,285
Betty B. Lucido.....	31,965
Patricia Fitzgerald.....	31,864
Joy D. Bailey-Gress.....	31,748
Polly L. Smith.....	31,703
Annette Rigney Timmons.....	31,673
Charlene Grubbs.....	31,636
John Holmberg.....	31,520
Kim Ann Barcomb.....	31,451

Diamond/Diamante

Amy Aligood.....	\$81,388
Marsha Morrisette.....	77,392
Melinda M. Bailing.....	77,098
Kiersten Vavrina.....	66,828
Cecilia C. James.....	66,405
Sheryl Peterson.....	66,205
Ana X. Solis.....	64,112
LaRonda L. Daigle.....	63,843
Pat A. Nuzzi.....	63,094
Mary Strauss.....	62,420
Heather M. Julson.....	59,615
Valerie Jean White.....	58,926
Shelly Palen.....	57,618
Dayana Polanco.....	57,459
Mariann Biase Mason.....	56,385
Sonia Suyapa Bonilla.....	55,496
Evitelia Valdez-Cruz.....	55,384
Priscilla McPheeters.....	54,104
Eileen M. Huffman.....	54,033
Tawnya Krempges.....	52,172
Orenda Raichell Hunniford.....	51,904
Petie L. Huffman.....	50,309
Andrea Shields.....	50,092
Susan M. McCoy.....	49,947
Karime Rosas.....	49,831
Nicki R. Hill.....	49,213
Donna K. Smith.....	49,007
Nancy Fox Castro.....	48,685
Kristen C. Spiker.....	48,641
Chris Landaker.....	48,599
Barbara E. Roehrig.....	48,583
Julie Neal.....	48,173
Elizabeth K. Daniels.....	47,832

Brenda K. Howell.....	47,819
Judy Flummerfelt-Gerstner.....	47,776
Lisa A. Stengel.....	45,625
Terri J. Beckstead.....	45,562
M. G. Jan Chesmore.....	45,293
Betty Symons.....	44,959
Lisa Rada.....	44,757
Cynthia L. Frazier.....	43,643
Martha Kay Raile.....	43,525
Beth L. Gallagher.....	43,518
Beth Brinkley.....	43,431
Lili Molina.....	43,430
Araceli Ponce.....	43,328
Suzanne T. Young.....	43,208
Julie Danskin.....	43,069
Kristin Jenae Rogers.....	42,346
Nikki Hall Edgemon.....	41,852
Janet S. Chapman.....	41,842
Jodi A. Clifton.....	41,799
Virginia Rowell.....	41,673
Kim A. Messmer.....	41,649
Wendy Hayum-Gross.....	41,529
Kathy M. Viola.....	41,315
Gerri Anne Morris.....	41,305
Lisa A. Raupp.....	41,274
Mary Kathryn King.....	41,247
Stephanie A. Richter.....	41,149
Carol Lee Johnson.....	41,087
Mileta K. Kinser.....	41,061
Julie Schlundt.....	41,061
Susan Hatten Weeks.....	40,883
Lesley A. Bodine.....	40,872
Joy H. Rentz.....	40,724
Mary Jacobson.....	40,690
Delmi Cristina Santos.....	40,400
Debra Allison.....	40,391
Patricia Carr.....	40,343
Aishat Bola Koya.....	40,339
Judy M. Suonen.....	39,990
Emily Sims.....	39,866
Debbie Larson.....	39,784
Indhira Fernandez.....	39,673
Melissa R. Hennings.....	39,499
Maritza Estela Gonzalez.....	39,339
Deborah Dudas.....	39,156
Wanda Neugebauer.....	39,054
Pamela K. Perkins.....	38,962
April Ann Townsend.....	38,822
Rhonda Jean Taylor.....	38,639
Jenny Siemonsma.....	38,508
Chantel Gellius.....	38,393
Leonor Collin.....	38,171
Lila DeWeber.....	37,393
Mary P. Creech.....	37,388
Mery C. Ramirez Bravo.....	37,373
Mary Lou Schlehuber.....	37,325
Nancy A. Fuqua.....	37,110
Mami McKenna Hendricks.....	36,904
Betty McKendry.....	36,649
Michelle Braham.....	36,406
Sandy Lasso.....	36,205
Colleen D. Satkowiak.....	36,125
Bisola Gbadamosi.....	35,822
Joye Z. Stephens.....	35,789
Linda A. Wiseman-Jones.....	35,495
Susan K. Carlson.....	35,403
Norma Lee Shaver.....	35,327

Ruby/Rubi

Somer Carter.....	\$76,887
Karen E. Gardner.....	65,813
Sonya F. Goins.....	63,236
Liz Whitehouse.....	61,361
Thesay Nkechi Nwachukwu.....	60,738
Cheryl O. Fulcher.....	58,746
Krystal D. Downey-Shada.....	54,947
Vicki S. Lindsay.....	54,798
Debbie A. Elbrecht.....	54,668
Helen Naomi Godswill.....	54,023
Natalie Rose Lee.....	53,584
Oye A. Onuoha.....	52,503
Crystal Caldwell Hubbard.....	51,463
Kathleen C. Savorgnan.....	51,150
Juliet Ebele Okonkwo.....	51,101
Julie Thomas.....	50,645

Patti Maxwell.....	49,769
Maryann Clark-Durell.....	49,339
Kimberly Cavarretta.....	49,313
Laura A. Kattenbraker.....	48,723
Brenda Fenner.....	48,404
Lisa Anne Harmon.....	48,274
Julie Smith.....	48,196
Jill E. Garrett.....	47,381
Ekene S. Okafor.....	46,624
Lee A. McCarthy.....	46,290
Sylvia J. Cook.....	45,970
Mary Lou Ardohain.....	45,903
Melissa Regina Almanza.....	45,266
Phuong L. White.....	45,141
Marnie R. Yunger.....	44,171
Julie Brindell Sapp.....	43,917
Mary Sharon Howell.....	43,893
Becki Hoisington.....	43,533
Sha Ron Martin.....	42,418
Gloria Hilda Ebere.....	42,200
Melissa Kaye Kopec.....	42,135
Mary Alice Dell.....	42,048
Deborah J. O'Leary.....	41,947
Sherri Ammons.....	41,852
Breda M. Teal.....	41,556
Anne Weidenweber.....	41,461
Kali DeBlander Brigham.....	41,321
Nancy D. Marshall.....	41,201
Jeanie Ripley.....	41,200
Jennifer Jean McNulty.....	41,011
Krystal C. Walker.....	41,007
Cindy P. Markowski.....	40,421
Eva E. Holguin.....	40,318
Jean Williamson.....	39,912
Lisa Baker.....	39,805
Lisa A. DeLucia.....	39,407
Judie Roman.....	39,245
Eleanor M. Reigel.....	39,023
Rose Mary Neel.....	38,739
Sherrie L. Clemons.....	38,516
Natalie Marie Paparella.....	38,072
Judy Lund.....	38,002
Connie A. Brinker.....	37,993
Trudy D. Nikolas.....	37,524
Ann Kuehler.....	37,461
Donna Clark.....	37,396
Rachael Mary Anderson.....	37,327
Jacqueline N. Alford.....	37,084
Palia A. Curry.....	36,992
Gaynell L. Kennedy.....	36,710
Donna F. Knotts.....	36,548
Rosalie Kuhen.....	36,448
Marissa Dare Cox.....	36,155
Florence Nawbor-Ohen.....	36,060
Laurieann Barclay.....	35,998
Karen M. Irwin.....	35,930
Candace Lyn Chambers.....	35,688
Timmi Davis.....	35,186
Gloria Dominguez.....	35,102
Carol Fehr.....	34,928
Diane Covington.....	34,914
Stella Smith-Plus.....	34,910
Hilda Acevedo.....	34,853
Mary Jo Dallen.....	34,830
Terry S. Smith.....	34,799
Jacqueline Donna.....	34,733
Peggy Yuong.....	34,560
Juliet N. Goertzen.....	34,521
Augusta C. Onyenemere.....	34,447
Karen King.....	34,357
Kaye Driggers.....	34,253
Renee L. Motyka.....	34,150
Tina Hulsman.....	33,656
Vanessa R. Upkins.....	33,560
Nancy N. Danley.....	33,560
Nkechi Agim.....	33,490
Lisa D. Prescott.....	33,188
Lorna Walker.....	33,022
K. T. Marie Martin.....	32,922
Janelle A. Ferrell.....	32,915
Winifred Nonye Ogbunamiri.....	32,851
Christy M. Cox.....	32,838
Karen M. Getty-Hopkins.....	32,836
Terry Thole.....	32,815

recognition

Commission Circle

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

Sapphire

Julie Weaver	\$14,590.45
Julia Mundy	11,882.68
Kathy R. Bullard	11,661.59
Tammy Romage	11,592.20
Diane Bruns	10,549.52
Lady Ruth Brown	9,877.82
Faith A. Gladding	9,560.94
Ruby Garner	9,316.49
Connie L. Russo	9,200.72
Ann W. Sherman	8,912.09
Angela D. LaFerry	8,794.68
Sylvia Boggs	8,559.98
Linda Klein	8,042.87
Roxanne McInroe	8,038.08
Peggy B. Sacco	7,837.08
Tracy Potter	7,791.10
JoAnna P. Shipe	7,758.95
Kristi M. Anderson	7,731.29
Alison Renee Jurek	7,704.13
Dena Smith	7,679.23
Brynne M. Blalock	7,658.84
Heather L. Bohlinger	7,605.25
Gena Prince	7,256.02
Cheri L. Taylor	7,143.89
Josefa Chacon	7,110.52
Jill Beckstedt	7,109.26
Barbara J. Puckett	7,069.75
Jennifer Sloan	6,968.82
Marjorie S. Haun	6,933.25
Audrey K. MacDowall	6,917.05
Sara Pedraza-Chacon	6,913.55
Sue Ammons	6,902.97
Angie S. Day	6,860.65
Ann Ferrell Smith	6,835.47
Kim Maynor	6,804.97
Jennifer L. Semelsberger	6,803.69
Jeannie Helm	6,803.29
Linda F. Merritt	6,750.79
Lynn Baer Roberts	6,736.51
Danice C. McElowney	6,712.82
Dolores Keller	6,697.75
Kim L. Cowdell	6,680.93
Cecilia Boodhoo	6,606.60
Jennifer G. Bouse	6,597.34
Joanna Helton	6,569.16
Lara F. McKeever	6,438.94
Romelia Bjornnes	6,390.00
Randi Stevens	6,372.60
Brenda Bennett	6,350.12
Julie Garvey	6,324.75
Deborah Robina	6,281.32
Rayne D. Tubbs	6,250.21
Beth S. Austin	6,236.84
Michelle Sara Moore	6,228.92
Betty H. Schuler	6,200.15
Linda L. Quillin	6,154.88
Beth Fitzgerald	6,137.99
Mary K. White	6,104.56
Jill L. Glockner	5,985.18
Crystal Dawn McDaniel	5,945.49
Margaret Neill	5,923.18
Patsy A. Glunt	5,896.92
Debi Christensen	5,875.08
Frances Woodham	5,855.92
Delmy Ana Torrejon	5,836.70
Melva M. Slythe	5,815.07
Krista A. Johnson	5,803.03
Kim B. Roberts	5,792.55
Nancy W. Pettaway	5,740.30
Binta Touray Jagne	5,722.06
Cindy S. Kriner	5,714.42
Shirley Stone	5,687.47
Debbie A. Weld	5,649.69
Sandi Fitzpatrick	5,598.38
Natalie Reed	5,590.44
Effie Parsons	5,557.76
Ann M. Jones	5,556.31
Maria K. Eades	5,495.70
Wendy Clausen	5,480.37
June V. Jarvis	5,453.83
Karen L. Kunz	5,448.37
Martha Alicia Gonzalez	5,447.51
Odilia Vasquez	5,398.75
Shayla Rae Crow	5,392.53
Sagrario M. Magana	5,370.98

Ellen Farquharson	5,370.57
Alejandra Zurita	5,369.62
Maria Elena Coyote	5,322.54
Sandra A. Zavoda	5,321.24
Maranda Michelle Rains	5,321.01
Helen W. Thomas	5,286.50
Therese E. Simon	5,281.55
Judy L. Staats	5,273.53
Teodora Ahumada	5,271.59
Flory Palencia	5,194.56
Bea Heath	5,189.93
Deb M. Miller	5,158.89
Phyllis I. Pinsker	5,087.94
Jennifer Bessey Salsbery	5,083.39
Cindy L. Hess	5,027.86

Emerald

Christie Ehiobu	\$12,371.14
Auri Hatheway	12,238.40
Traci L. Smith	11,331.77
Linda Bradley	10,914.88
Jo M. Cotton	8,758.71
Michele Martella Armes	8,757.85
Hope S. Pratt	8,309.49
Hollie R. Sherrick	8,028.34
Kathy P. Oliveira	7,881.40
Candy Jackson	7,869.04
Helen Jakpor	7,832.96
Pam Kelly	7,781.14
Nancy A. Berlin	7,683.87
Karen E. Riddle	7,610.62
Jeanette E. Beichle	7,590.40
Elaine K. Williams	7,373.58
Vicki Powell	7,302.93
Evalina Chavez	7,281.39
Sheri Farrar-Meyer	7,263.85
Heather A. Carlson	7,145.06
Emily Stone	7,039.29
Kimbi L. Bartik	7,006.63
Charlotte Mantooth	6,964.66
Julie A. Griffin	6,899.24
Stacy D. Foust	6,873.57
Misty McCain Pollard	6,861.66
Yolanda Lopez	6,759.83
Rose Campbell	6,688.83
Amanda Didia	6,448.87
Angel L. Hurley	6,436.42
Barbara Pleet	6,433.68
Annette D. Oxley	6,420.90
Delia Ponce	6,381.05
Pat Forehand	6,274.89
Sheila J. McCune	6,249.20
Brenda L. Elliott	6,236.27
Maria Sanchez	6,220.94
Valerie Yokie	6,220.10
Jeanine R. DeVore Harris	6,203.35
Angie Sidden	6,178.68
Tandy L. Ludin	6,168.47
Cheryl L. Foster	6,158.09
Kay Dickerson	6,130.75
Antonia Miranda	6,089.30
Laura A. Armstrong	6,087.60
Ayobami O. Olusa	6,033.86
Susie J. Serio	6,001.15
Gail Patton Menefee	5,990.10
Trisha Taylor	5,922.57
Mary Brandenburg	5,839.14
Nancy Harder	5,834.99
Gerry L. Gurreri	5,815.33
Toya M. Drew	5,785.61
Denise G. Kucharski	5,778.05
Vickie D. Duffee	5,727.13
Paula Moore	5,705.78
Flavia A. Rivera	5,699.16
Connie S. Miller	5,696.06
Marianne L. Anderson	5,674.16
Nancy Boucher	5,645.27
Paula Kelsch	5,631.86
Julie B. Potts	5,617.31
Debbie L. Bower	5,617.23
Rebecca C. Allen	5,549.94
Maria Grey Bozza	5,548.16
Karen A. Jorgenson	5,542.28
Brendaliz Cajigas	5,513.14
Arianne C. Morgan	5,500.49
Nancy Graham	5,473.78

Nancy L. DeFina	5,384.52
Susan Carpenter Shaffer	5,328.80
Olayinka K. Adegbayi	5,260.77
Gale D. Hollis	5,250.16
Maritza Lanuza	5,243.00
Maria Beddick	5,225.80
Roxie Soto	5,154.74
Silvia Ramos	5,122.92
Leanne Parrino	5,111.72
Jennifer A. Enloe	5,072.68
Anita Rodriguez	5,064.72
Judith Beede	5,054.55
Pamela Rowe Kzmarzick	5,045.41
Shawna D. Schneider	5,028.98
Stacy M. Houy	5,023.11
Helen M. Harlow	5,022.17
Stacy S. Gilson	5,016.40
Janet Lee Ellis	5,012.44
Deborah Metzger	5,003.69
Carol M. Fulton	4,991.36
Andrea Steinmetz	4,978.29
Debbie E. Barnes	4,967.55
Vickie R. Griffiths	4,949.07
Jackie L. Root	4,859.42
Grace Hall	4,852.38
Sonya C. D'Herde	4,851.26
Denise W. Montgomery	4,830.26
Jennifer Spriggs	4,822.74
Claudia Lemper	4,807.54
Heather Shea Catts	4,806.12
Susan Houser	4,801.81

Pearl

Kim McClure	\$14,744.33
Kristin Myers	13,046.50
Tracy L. Chavez	12,539.98
Amie N. Gamboian	12,465.37
Janie K. Navrkai	11,680.00
Janie Martin	10,692.08
Patty Webster	10,694.16
Susan M. Hohlman	9,346.65
Holli Thompson Lowe	9,245.56
Alicia Borkowska-Sattler	9,055.65
Betsy C. Richard	8,806.92
Leah Michelle Lauchlan	8,601.99
Alma Orrostea	8,497.94
Vicki Piccirilli	8,475.33
Carmen J. Felix	8,468.09
Laura Poling	8,257.35
Ane Geertsen	8,182.65
Dorothy D. Boyd	8,172.40
Irene K. Foster	8,057.97
Shanna Lynn Abbotts	8,003.34
Ruthie Bresette-Mount	7,979.59
Rita Schaefer	7,916.28
Kathryn L. Engstrom	7,890.18
Holly L. Ennis	7,738.99
Lisa Oliveras	7,676.14
Nicole J. Canamere	7,525.97
Diane M. Detesco	7,477.50
Julia Sander Burnett	7,393.84
Shelley Eldridge	7,378.85
Joyce Recenello	7,356.13
Tammy A. Valava	7,298.26
Evelyn Pirhalla	7,246.96
Nadine Bowers	7,199.82
Elizabeth B. Muna	7,096.99
Janice Baxter Hull	6,975.14
Sandra M. Munguia	6,803.80
Tina M. Wright	6,778.55
Shanna H. Jones	6,741.60
Susan Moore	6,711.28
Tara Lynn Mitchell	6,700.33
Cindy S. Koenig	6,625.73
Amey Kemp	6,557.68
Amey Kirtell	6,547.67
Patti Cornell	6,536.35
Bjoley Jolee Egbert	6,529.39
Marye Durrer	6,436.72
Gina Beck	6,356.81
Denise E. Crosby	6,343.23
Lia Rene Carter	6,336.58
Judi Tapella	6,322.65
Sandra Tatzler	6,307.29
Sheryle Frederic	6,096.75
Luanne Stewart	6,089.70

Brenda Stafford	5,989.03
Darlene Rutledge	5,908.15
Shari M. Kirschner	5,896.10
Cheryl Marie Brown	5,857.96
Lynn Shepley Richmond	5,855.14
Janet S. Pavay	5,821.06
Angel B. Toler	5,819.55
Susie Kopacz	5,727.01
Rebecca Milligan	5,724.98
Maribel Olivares	5,720.45
Regina I. McDermott	5,683.67
Kathy Eckhardt	5,676.16
Laurie C. Cole	5,644.78
Francene M. Anderson	5,605.26
Ella M. Chick-Power	5,597.61
Judy Gieson	5,596.79
Gloria Heylme	5,576.43
Michele Salisbury Rankin	5,555.05
Penny J. Jackson	5,417.66
Shelly D. Filkins	5,412.57
Heather Marie Erbe	5,412.44
Stephani Preades	5,408.02
Nyette Sorrentino	5,365.30
Betty L. Wilson	5,293.58
Susan K. Janish	5,272.77
Terri Lewis	5,237.98
Gail A. Clark	5,227.14
Diane Heckathorne	5,204.99
Tamarie M. Bradford	5,204.84
Lindsay R. Stewart	5,203.47
Sylvia Limon Martinez	5,201.56
Cindy Machado-Flippen	5,185.47
Charlene Grubbs	5,151.65
R. Sue Miller	5,140.71
Laura Ann Zipay	5,123.44
Peggy Matish	5,117.78
Lucia Fernandez	5,104.31
Roya M. Mattis	5,049.91
Harriet Sharpe	5,049.82
Richelle V. Barnes	5,045.46
Cindy Keske	5,040.89
Barbara R. Johnson	5,003.92
Mary Beth Pavuk	4,999.36
Halle Kathryn Simpson	4,992.92
Julie Hetherington	4,985.94
Maureen Shipp	4,982.46
Sara Ruth Pennella	4,977.14

Diamond

Marsha Morrisette	\$11,116.12
Melinda M. Balling	10,947.02
Valorie Jean White	10,886.58
Amy Allgood	10,583.47
Sheryl Peterson	10,408.53
Ana X. Solis	10,251.41
Priscilla McCheeters	10,079.23
Mary Strauss	9,481.33
LaRonda L. Daigle	9,324.36
Yosaira Sanchez	9,285.88
Dayana Polanco	9,231.16
Terri J. Beckstead	9,145.59
Cecilia C. James	8,992.74
Shelly Palen	8,946.73
Heather M. Julson	8,870.46
Pat A. Nuzzi	8,679.72
Brenda K. Howell	8,671.56
Evitella Valdez-Cruz	8,634.00
Martha Kay Ralle	8,610.66
Kiersten Vavrina	8,363.43
Donna K. Smith	8,353.14
Heidi Goelzer	8,166.98
Eileen M. Huffman	8,161.59
Maritza Estela Gonzalez	8,111.23
Julie Neal	7,985.77
Karime Rosas	7,945.90
Joy H. Rentz	7,849.04
Nicki R. Hill	7,587.52
Chris Landaker	7,574.26
Lisa Rada	7,533.33
Julie Danskin	7,508.63
Melissa R. Hennings	7,478.33
Emily Sims	7,295.44
Aishat Bola Koya	7,269.36
Barbara E. Roehrig	7,240.21
Nancy Polish Dove	7,234.98
Suzanne T. Young	7,218.96

Sandy Griffith	7,217.83
Vivian Diaz	7,166.86
Sonia Suyapa Bonilla	7,158.93
Delmi Cristina Santos	7,155.20
Meyra Esparza	7,153.26
Mary Jacobson	7,078.42
Carol Lee Johnson	7,068.16
Betty Symons	7,063.75
Mariann Biase Mason	7,044.80
Nancy Fox Castro	7,042.23
Petie L. Huffman	7,030.74
Tawnya Krempges	6,971.89
Julie Schlundt	6,900.33
Julie Hattabaugh	6,896.57
Andrea Shields	6,842.01
Susan K. Carlson	6,829.42
Orenda Raichel Hunniford	6,811.94
Omosolape O. Akinyoyenu	6,810.99
Lila DeWeber	6,767.67
Ivonne Hernandez	6,626.68
Yonni Espinal	6,535.19
Kathy M. Viola	6,533.89
Deborah Dudas	6,501.86
Ruth L. Everhart	6,398.89
Araceli Ponce	6,390.51
Beth L. Gallagher	6,380.96
Susan J. Pankow	6,373.93
Debbie Larson	6,368.73
Indhira Fernandez	6,365.43
Kristin Jenae Rogers	6,361.99
Cynthia L. Frazier	6,320.49
Sandy Lasso	6,314.30
Mami McKenna Hendricks	6,231.34
Mary Beissel	6,217.74
M. G. Jan Chesmore	6,216.16
Lisa A. Raupp	6,209.57
Mary P. Creech	6,201.49
Lisa A. Stengel	6,192.03
Beth Brinkley	6,175.88
Susan M. McCoy	6,165.48
Stephanie A. Richter	6,149.81
Fern Hendricks	6,089.87
Judy M. Suhonen	6,055.82
Martha Brown	6,045.25
Janet S. Chapman	6,029.87
Maria Flores	6,013.30
Rose Rodriguez-Capone	5,997.54
Mileta K. Kinsler	5,992.14
Anne Newcomb	5,956.17
Virginia Rowell	5,913.23
Lili Molina	5,894.13
Judy Flumnerfelt-Gerstner	5,888.86
Kim A. Messmer	5,886.06
Carol-Bea White	5,866.32
Nikki Hall Edgemon	5,858.01
Kristen C. Spiker	5,857.83
Susan Hatten Weeks	5,842.48
Audrey J. Doller	5,838.75
Leticia Gutierrez-Barajas	5,833.80
Betty McKendry	5,824.24
Mary Kathryn King	5,818.45
Lesa Rae Franken	5,774.85
Elizabeth K. Daniels	5,774.45

Ruby

Thessy Nwachukwu	\$18,384.24
Ekene S. Okafor	10,248.67
Somer Ballard Carter	9,867.72
Juliet Ebele Okonkwo	9,129.23
Liz Whitehouse	9,103.78
Karen E. Gardner	8,662.27
Phuong L. White	8,590.49
Laura A. Kattenbraker	8,415.15
Mary Lou Ardohain	8,254.94
Julie Smith	8,190.19
Julie Brindell Sapp	8,014.06
Jennifer Jean McNulty	8,011.43
Mary Alice Dell	7,986.67
Sonya F. Goins	7,957.14
Krystal K. Walker	7,929.21
Helen Naomi Godswill	7,874.97
Krystal D. Downey-Shada	7,673.25
Cheryl O. Fulcher	7,666.84
Debbie A. Elbrecht	7,600.28
Stella Smith-Pius	7,529.80
Vicki S. Lindsay	7,393.97

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 2009.

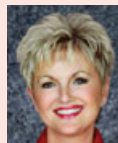
Top National Sales Directors — Commissions and Bonuses



Gayle Gaston
\$58,991
SAPPHIRE



Gloria Mayfield Banks
\$52,755
EMERALD



Cheryl Warfield
\$31,409
PEARL



Barbara Sunden
\$76,555
DIAMOND



Carol Anton
\$42,087
RUBY

Top Unit — Estimated Retail Production

SAPPHIRE — Julie Weaver, <i>G. Gaston Area</i>	\$96,680
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$85,697
PEARL — Tracey Chavez, <i>C. Williams Area</i>	\$87,209
DIAMOND — Amy Allgood, <i>M. Diem Area</i>	\$81,388
RUBY — Somer Carter, <i>Go Give Area</i>	\$76,887

Top Sales Director — Personal Sales

SAPPHIRE — Linda Klein, <i>Go Give Area</i>	\$9,476
EMERALD — Nicole Barlow, <i>Go Give Area</i>	\$10,719
PEARL — Sondra Nelson, <i>L. Allison Area</i>	\$8,075
DIAMOND — Ava Roberts, <i>Go Give Area</i>	\$10,624
RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$18,479

Top Beauty Consultant — Personal Sales

SAPPHIRE — Ninfa Antonia Silva, <i>J. Moore Unit, J. Moore Area</i>	\$12,589
EMERALD — Yuko Yasuma, <i>M. Brandenburg Unit, Go Give Area</i>	\$24,440
PEARL — Henderson Wright, <i>L. Jackson Unit, R. Jackson Area</i>	\$11,649
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$21,146
RUBY — Linda Black-Kurek, <i>L. Whitehouse Unit, S. Kirkpatrick Area</i>	\$13,454

Top Team Builder

SAPPHIRE — Marina Pittelkow, <i>M. Ramirez Unit, P. Klickna-Powell Area</i>	14 New Team Members
EMERALD — Tina Davern, <i>D. Montgomery Unit, S. Goodwin Monday Area</i>	11 New Team Members
PEARL — Sales Director Judy Gieson, <i>Go Give Area</i>	10 New Team Members
DIAMOND — Maria Ortega, <i>A. Amigon Bravo Unit, A. M. Garrett-Roe Area</i>	16 New Team Members
RUBY — Rebecca Oji, <i>N. Agim Unit, Go Give Area</i>	10 New Team Members

Top Unit Builders Independent Sales Directors with 20 or more new unit members for August 2009.

Sapphire

Kathy Bullard.....	23 New Unit Members
Marilene Marleny Ramirez.....	22 New Unit Members
Tabitha A. Hallums.....	21 New Unit Members

Emerald

Patricia Bennett.....	31 New Unit Members
Auri Hatheway.....	28 New Unit Members
Delia Ponce.....	21 New Unit Members
Roxie Soto.....	20 New Unit Members

Pearl

Tracey Chavez.....	24 New Unit Members
Lia Rene Carta.....	23 New Unit Members

Diamond

Amy Allgood.....	22 New Unit Members
Leonor Colin.....	22 New Unit Members
Ana X. Solis.....	21 New Unit Members
Patricia Sandoval.....	20 New Unit Members
Kiersten Vavrina.....	20 New Unit Members

Ruby

Karen Gardner.....	29 New Unit Members
Somer Ballard Carter.....	21 New Unit Members
Krystal K. Walker.....	21 New Unit Members
Jacqueline N. Alford.....	20 New Unit Members

Meet your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2009 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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the best party ever!

shine
on!

seminar2009



Independent Elite Executive
National Sales Director
Barbara Sunden captured
the No. 1 position and once
again earned more than
\$1 million in total earnings for
the 2008-2009 Seminar year!



From the lavish stage recognition to dynamic career development classes and resounding cheers for **"5 million parties with a purpose"** and **"5/50,"** Seminar 2009 was one of the most memorable events in Mary Kay history – a perfectly balanced mix of new experiences and beloved traditions. Everywhere there was party talk – before, during and after Independent Beauty Consultants immersed themselves in business-building sessions with the experts, learning ways to realize their dreams as never before. The *Stars in Red, White & Blue* Reception and Luncheon were just two of the exciting celebrations of hard-earned achievements. There was a wand-waving fairy godmother to "grant wishes." And the entertainment? Contemporary acts such as Joshua Allen and Jasmine Murray had people on their feet.

By the time the closing ceremony drew the curtain on Seminar 2009, Mary Kay sisters were linking arms with an undeniable sense of even more beautiful things to come in the months and years ahead. Eyes shone brightly as the sparkling light of new beginnings filled every heart ...

starstruck moments

The stars came out to shine at Seminar 2009, and nothing in the Mary Kay world has ever glowed more brightly. We shared loads of information about the many tools and products available to help you build your customer base, which in turn can help you achieve Star Consultant status AND help us reach the goal of at least 50,000 Star Consultants per quarter in the United States by Seminar 2010. New hostess perks brought rave reviews!



All eyes on the surprise! Thunderous applause and cheers rocked the arena when Independent Beauty Consultants opened their TimeWise® Replenishing Serum+C sample on Day 1. You had to be "present to win" this preview peek!



2008-2009 NSD Inner Circle

Congratulations to the members of the Diamond/Inner Circle! Each Independent National Sales Director who earned commissions of \$325,000 or above was recognized as a member of the elite Inner Circle. Those who earned commissions of \$200,000 and above achieved the Diamond Circle and received a bonus in the amount of a percentage of their gross commissions, as shown, and received diamonds for their NSD bracelets, as shown. These recognition amounts only reflect official NSD commissions earned and do not include total earnings.

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



Barbara Sunden
Diamond
\$39,474.23



Gayle Gaston
Sapphire
\$33,671.14



Carol Anton
Ruby
\$18,515.91



Karen Piro
Diamond
\$15,567.30



Lisa Madson
Diamond
\$15,227.81



Jan Harris
Pearl
\$8,593.68



Gloria Mayfield Banks
Emerald
\$8,429.85

\$325,000 (2% bonus + 2 diamonds)



Gloria Castaño
Diamond
\$8,392.53



Darlene Berggren
Pearl
\$8,372.77



Joanne Holman
Sapphire
\$8,287.92



Kathy Helou
Emerald
\$8,106.49



Pat Danforth
Ruby
\$8,038.75



Patricia Rodriguez-Turker
Diamond
\$8,002.89



Jana Cox
Sapphire
\$7,753.58



**Anita Mallory
Garrett-Roe**
Diamond
\$7,614.85



Cheryl Warfield
Pearl
\$7,590.09



Karlee Isenhardt
Ruby
\$7,574.78



Lupita Ceballos
Sapphire
\$7,541.96



Sonia Páez
Diamond
\$6,805.76



Sherry Giancristoforo
Emerald
\$6,791.04



Stacy James
Pearl
\$6,726.21



Awards Night entertainment, with a new, more contemporary flavor this year, was the talk of Seminar town. Joshua Allen, Jasmine Murray, the Friends of Tyme – and everyone – got into the Party With a Purpose dance steps! “Can you feel it in the air?”



Mary Kay leaders kindled the fires of ambition and legacy for thousands of Independent Beauty Consultants. Energizing stories of overcoming obstacles imparted strength to those facing challenges, while tales of Mary Kay sisterhood took belief to a whole new level ... “only in Mary Kay.”



2008-2009 NSD Diamond Circle

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

Sue Kirkpatrick
Ruby

Cindy Williams
Pearl

Halina Rygiel
Pearl

Judie McCoy
Sapphire

Linda Toupin
Diamond

SuzAnne Brothers
Diamond

Debi Moore
Emerald

Rosa Jackson
Pearl

Julianne Nagle-Hackett
Diamond

Johnnette Shealy
Ruby

Pam Gruber
Diamond

Wanda Dalby
Ruby

Pamela Waldrop Shaw
Pearl

Evelinda Díaz
Diamond

Mary Diem
Diamond

Shirley Oppenheimer
Ruby

Ronnie D'Esposito Klein
Ruby

**\$200,000 (1% bonus
+ 1 diamond)**

Shannon Andrews
Sapphire

Jackie Swank
Pearl

Lily Orellana
Emerald

Dacia Wiegandt
Emerald

Diane Underwood
Diamond

Joyce Z. Grady
Diamond

Kerry Buskirk
Emerald

Anita Tripp Brewton
Pearl

Cindy Fox
Emerald

Tammy Crayk
Diamond

Jamie Cruse-Vrinios
Emerald

Valerie Bagnol
Sapphire

Maureen Ledda
Pearl

Jeanne Rowland
Ruby

Maria Monarrez
Diamond

Jo Anne Cunningham
Diamond

NSD Millionaires*

\$12 Million

Barbara Sunden, Diamond

\$9 Million

Karen Piro, Diamond

\$8 Million

Carol Anton, Ruby

Joanne Holman, Sapphire

\$7 Million

Jan Harris, Pearl

Sue Kirkpatrick, Ruby

Lisa Madson, Diamond

\$6 Million

Gloria Mayfield Banks,
Emerald

Pat Danforth, Ruby

\$5 Million

Gloria Castaño, Diamond

Anita Mallory Garrett-Roe,
Diamond

Stacy James, Pearl

\$4 Million

Nancy Bonner, Pearl

Jana Cox, Sapphire

Rosa Jackson, Pearl

Ronnie D'Esposito Klein,
Ruby

\$3 Million

Monique Todd Balboa, Pearl

Dawn Dunn, Diamond

Lynda Jackson, Pearl

Maria Aceto Pirro, Ruby

Patricia Rodríguez-Turker,
Diamond

\$2 Million

Sherry Alexander, Emerald

Shannon Andrews, Sapphire

Gloria Báez, Sapphire

Judy Brack, Pearl

Kendra Crist Cross, Sapphire

Betty Gilpatric, Diamond

Dalene Hartshorn, Diamond

Pam Higgs, Sapphire

Pam Klickna-Powell,
Sapphire

Charlotte Kosena, Diamond

Jan Mazziotti, Diamond

Francie McBeth, Emerald

Glanda McGuire, Pearl

Dawn Otten-Sweeney,
Emerald

Carmen Ríos, Emerald

Halina Rygiel, Pearl

\$1 Million

Lisa Allison, Pearl

Kimberly Copeland, Ruby

Rosa Carmen Fernández,
Diamond

Yvonne Lemmon, Emerald

Mirna Mejía de Sánchez,
Sapphire

Magdalena Nevárez,
Sapphire

Natalie Privette-Jones,
Emerald

Gladys Reyes, Diamond

Kimberly Starr, Sapphire

*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.

2008-2009 NSD Debuts**



Sapphire
Maria Guadalupe Diaz
July 1, 2009



Pearl
Judy Brack
September 1, 2008



Pearl
Lisa Allison
July 1, 2009



Diamond
Gladys Reyes
October 1, 2008



Diamond
Gina Rodriguez
December 1, 2008



Diamond
Ada García-Herrera
March 1, 2009



Diamond
Rosa Carmen Fernández
July 1, 2009

**Independent National Sales Directors who debuted onstage at Seminar 2009



Seminar education enriches everyone on each step of the career path. This year for the first time, Independent Sales Directors enjoyed selecting classes from five diverse topics that enabled them to personalize their education to best fit their business needs. On Day 2, Independent Sales Directors shared their work strategies and tips that other Sales Directors could incorporate in the upcoming year. Their insights formed the basis for an action plan for personal goals while helping the Company's goal of "5 million parties" and "5/50"!

party with a purpose
go for 5 million

Top Three Queens' Courts of Sales and Sharing*

RUBY

Sales Director Queen's Court of Personal Sales



Queen
Juliet Goertzen
Bakersfield, Calif.

1st Runner-Up

Ekene Okafor

2nd Runner-Up

Chantelle Gonzalez
Novato, Calif.

Consultant Queen's Court of Personal Sales



Queen
Daphne Lewis
Spokane, Wash.

1st Runner-Up

Deborah Lahoud

Colonial, N.J.

2nd Runner-Up

Chizorom Anyanwu
Dover, Del.

Queen's Court of Sharing



Queen
Obiageli Udodi
West Orange, N.J.

1st Runner-Up

Juliet Okonkwo

Foxboro, Mass.

2nd Runner-Up

Adaora Umeh
Murphy, Texas

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen
Debbie Tweedie White
Roanoke, Texas

1st Runner-Up

Regina Oliver

Dallas

2nd Runner-Up

Peggy Nichols
Cross Lanes, W.V.

Consultant Queen's Court of Personal Sales

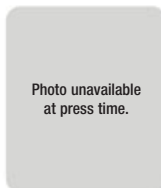


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at press time.

Queen
Lynn Shives
Lehigh Acres, Fla.

1st Runner-Up

Judy Gaston

Reseda, Calif.

2nd Runner-Up

Robbie Walters
Spring Hill, Fla.

Queen's Court of Sharing



Queen
Martha Gonzalez
Austin, Minn.

1st Runner-Up

Janelle Ferrell

League City, Texas

2nd Runner-Up

Michele Wetteland
Bartonville, Texas

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Vickie Durfee
Henrietta, N.Y.

1st Runner-Up

Loretta Jarvis

Moundridge, Kan.

2nd Runner-Up

Kimberly Edwards
Creedmoor, N.C.

Consultant Queen's Court of Personal Sales



Queen
Yuko Yasuma
Portland, Ore.

1st Runner-Up

Nicole Barlow

Portland, Ore.

2nd Runner-Up

Margaret Meggison
Winthrop, Mass.

Queen's Court of Sharing



Queen
Janet Ellis
Barrington, R.I.

1st Runner-Up

Olayinka Adegbayi

Fair Lawn, N.J.

2nd Runner-Up

Roxie Soto
Miami

PEARL

Sales Director Queen's Court of Personal Sales



Queen
Jocelyn Knox
Columbia, S.C.

1st Runner-Up

Laurie Cochran

Lone Tree, Colo.

2nd Runner-Up

Melissa Nix Henderson
Tyler, Texas

Consultant Queen's Court of Personal Sales



Queen
Stefanie McEveen
Florence, S.C.

1st Runner-Up

Mary Famiglietti

Cranston, R.I.

2nd Runner-Up

Wendy Landes
Frederick, Okla.

Queen's Court of Sharing



Queen
Tara Mitchell
Covington, Ga.

1st Runner-Up

Sharon Wisnoski

Darlington, S.C.

2nd Runner-Up

Vicki Piccirilli
Tampa, Fla.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
Marie Lee
Delray Beach, Fla.

1st Runner-Up

Nancy Dove

Evergreen, Ala.

2nd Runner-Up

Lisa Rada
Waunakee, Wis.

Consultant Queen's Court of Personal Sales



Queen
Kathleen Neal
Crossville, Tenn.

1st Runner-Up

Chrissy Rindfleisch

Jacksonville, Fla.

2nd Runner-Up

Cynthia Herreid
Keene, N.H.

Queen's Court of Sharing



Queen
Ngozi Onuoha
Stroudsburg, Pa.

1st Runner-Up

Dayana Polanco

Miami

2nd Runner-Up

Indhira Fernandez
Charlotte, N.C.

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

Top 10 Sales Units Nationwide*



1. Kim McClure
Cranberry Township, Pa.
Pearl



2. Ekene Okafor
Ruby



3. Krystal Downey-Shada
Caldwell, Idaho
Ruby



4. Oye Onuoha
Sugar Land, Texas
Ruby



5. LaRonda Daigle
Baton Rouge, La.
Diamond

2009 Circle of Excellence**

RUBY



Queen
Ekene Okafor
\$1,100,000 Circle

1st Runner-Up
Krystal Downey-Shada*
\$1,050,000 Circle

2nd Runner-Up
Oye Onuoha
\$1,050,000 Circle

\$1,000,000 Circle
Thesly Nwachukwu

\$800,000 Circle
Phuong White

\$750,000 Circle
Donna Clark*
Melissa Kopec*

\$700,000 Circle
Sonya Goins

\$650,000 Circle
Debbie Elbrecht
Kathleen Savorgnan
Somer Carter
Krystal Walker*
Dorothy Ibe
Cheryl Fulcher*
Vanessa Upkins*
Laura Kattenbraker

SAPPHIRE



Queen
Sylvia Boggs*
\$1,000,000 Circle

1st Runner-Up
Julia Mundy
\$850,000 Circle

2nd Runner-Up
Tracy Potter
\$800,000 Circle

\$700,000 Circle
Jennifer Bouse*
Ann Sherman
Julie Weaver

\$650,000 Circle
Beth Austin*
Randi Stevens
Kathy Bullard
Lady Ruth Brown
Binta Jagne
Christy Bigham*
Angie Day
Roxanne McInroe*
Angela LaFerry*
Jennifer Sloan*
Debbie Weld*

EMERALD



Queen
Grace Adeoye*
\$800,000 Circle

1st Runner-Up
Nancy Berlin*
\$750,000 Circle

2nd Runner-Up
Candy Jackson
\$700,000 Circle

\$650,000 Circle
Karen Ridle*
Hope Pratt
Traci Smith
Helen Jakpor
Auri Hatheway
Stacy Foust
Pam Kelly
Trisha Taylor
Linda Bradley

PEARL



Queen
Kim McClure*
\$1,250,000 Circle

1st Runner-Up
Kristin Myers
\$1,000,000 Circle

2nd Runner-Up
Betsy Richard*
\$1,000,000 Circle

\$1,000,000 Circle
Lisa Allison

\$750,000 Circle
Cindy Machado-Flippen
Amie Gamboian

\$700,000 Circle
Laura Poling*
Janice Hull
Jeanie Martin
Leah Lauchlan*
Alma Orrostieta

\$650,000 Circle
Anne Geertsen
Kathryn Engstrom
Patti Cornell
Alicia Borkowska-Sattler
Amy Kemp
Tracey Chavez
Julia Burnett*

DIAMOND



Queen
LaRonda Daigle
\$1,050,000 Circle

1st Runner-Up
Melinda Balling
\$1,000,000 Circle

2nd Runner-Up
Andrea Shields
\$850,000 Circle

\$850,000 Circle
Pat Nuzzi
Kim Cowdell

\$800,000 Circle
Lara McKeever*
Marsha Morrisette

\$750,000 Circle
Mary Strauss*
Julie Schlundt
Amy Allgood

\$700,000 Circle
Delmi Santos*
Audrey MacDowall
Karime Rosas*
Eileen Huffman
Ivonne Hernandez

\$650,000 Circle
Mariann Biase Mason
Barbara Roehrig
Mery Ramirez Bravo*
Yvonne Tazem
Susan McCoy*
Nancy Castro
Emily Sims*
Priscilla McPheeters
Shelly Palen
Cecilia James



As friends, new and old, prepared to leave, they were vowing not to miss a moment of Seminar 2010 and the inspiration and education that belong to the Mary Kay world alone. Start making plans now to be there too. We'll see you there!

*Received diamond bar pin for exceeding all previous years

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



6. **Kristin Myers**
Cana, Va.
Pearl



7. **Betsy Richard**
Lafayette, La.
Pearl



8. **Lisa Allison**
Sugar Land, Texas
Pearl



9. **Melinda Balling**
Santa Fe, N.M.
Diamond



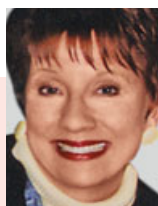
10. **Thesly Nwachukwu**
Houston
Ruby

Go-Give® Award

Congratulations to the winners for December 2009.

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

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



Nancy Jo Baratti

Sapphire
Independent Future Executive Senior Sales Director
May 1979
Sales Director Debut
June 1980
Offspring three first-line; nine second-line
National Sales Director
Judie McCoy
Honors Premier Club qualifier; Circle of Honor; monthly Go-Give® Award winner, April 1992; 18-times Sales Director Queen's Court of Personal Sales; 13-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$61,505
Personal Lives in Brookfield, Wis. Husband, John
Favorite Quote "Being confident of this, that he who began a good work in you will carry it on to completion until the day of Christ Jesus." Philippians 1:6
Independent Beauty Consultant
Barbara Behling of Milwaukee says, "When part of my inventory was destroyed during a flood, Nancy Jo was an inspiration and mentor to me. Although I'm not in her unit, she helped me get back on my feet."



Aliuska Entenza

Emerald
Independent Executive Senior Sales Director
Began Mary Kay
January 2006
Sales Director Debut
May 2006
Offspring seven first-line; eight second-line
National Sales Director
Dacia Wiegandt
Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Circle of Achievement; Circle of Excellence; Double Star Achievement; Triple Star Achievement; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$165,840
Personal Lives in Miami. Husband, Samuel; son, Jonathan; daughter, Alyssa Marie
Favorite Quote "Whatever you do, work at it with all your heart, as working for the Lord, not for men." Colossians 3:23
Independent National Sales Director
Miriam Gómez-Rivas says, "Aliuska has three adoptee Independent Sales Directors from my area and treats them as her own. She supports and educates them while serving as a great example on a personal and professional level, inspiring them through her work."



Tracy Foltz

Pearl
Independent Senior Sales Director
Began Mary Kay
July 1996
Sales Director Debut
June 1998
Offspring two first-line; one second-line
National Sales Director
Jane Studrawa
Honors Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; eight-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$64,656
Personal Lives in Grandville, Mich. Husband, Douglas; daughters: Audrey, Grace, Ellie
Favorite Quote "Those who stay will be champions."
— Bo Schembechler
Independent Sales Director
Susie Moore of Charlotte, Mich., says "When Tracy shared the joys and challenges of caring for a daughter requiring 24-hour care, her words of empathy and encouragement made a powerful impact on one of my Independent Beauty Consultants who also cares for a child requiring similar care."



Lara McKeever

Diamond
Independent Executive Senior Sales Director
Began Mary Kay
November 1993
Sales Director Debut
July 1996
Offspring six first-line; three second-line
National Sales Director
Sandy Valerio
Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, April 2002; 10-times Circle of Achievement; two-times Circle of Excellence; Fabulous 50s; estimated highest monthly unit retail: \$106,728
Personal Lives in Dillsburg, Pa. Husband, Ken; sons: Kenny, Owen
Favorite Quote "God will sign you up for the same course until you've mastered the lesson."
Independent National Sales Director
Sandy Valerio says, "It is a true gift to have an offspring Independent Sales Director like Lara. Her adoptees feel so blessed to be in her unit and to have such an honest, loyal, compassionate friend and leader to guide them on their journey."



Billie Childers

Ruby
Independent Senior Sales Director
Began Mary Kay
August 1998
Sales Director Debut
August 2001
Offspring one first-line
National Sales Director
Go Give Area
Honors Premier Club qualifier; Star Consultant; three-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; two-times Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$46,857
Personal Lives in Corpus Christi, Texas. Husband, Jim
Favorite Quote "But they that wait upon the Lord shall renew their strength; they shall mount up with wings as eagles; they shall run, and not be weary; and they shall walk, and not faint." Isaiah 40:31
Independent Beauty Consultant
Patty Harris of Corpus Christi, Texas, says, "Although Billie's husband is ill, she gives generously of her time to assist new Independent Beauty Consultants and adoptees in achieving our dreams."

Annual Go-Give® Award Winners

Congratulations to these five annual Go-Give® Award winners who were honored on Awards Night at Seminar 2009. As Mary Kay Ash said, *"The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give® spirit are the heart of this Company and our shining hope for the future."* Thanks to the giving spirits of these women and those like them, the Go-Give® legacy that sets this Company apart will continue.

shine
on!

seminar2009



RUBY

Independent Senior Sales Director Kathy Horbus – Marietta, Ga.

"Being named a monthly Go-Give® Award winner was an absolute surprise and totally amazing. Being named the annual Go-Give® Award winner was an over-the-top surreal moment. When I realized it was real, it was a warm, loving and humble emotion. I believe in the Mary Kay principles with all my heart, and I am honored to represent such a Company. Thanks to being a part of Mary Kay, I have been transformed from the inside out. I have always said that if a person should ever be stripped of all their belongings, even their health, the one thing that will always remain is their character."

SAPPHIRE

Independent Sales Director Cindy Harness – Harrison, Ariz.

"I am so thankful every day to be a part of this blessed Company and thankful that this Company places such importance on giving and in loving others. I felt so honored to be October's monthly Go-Give® Award winner, and when my name was called onstage, I was shocked. Every woman on that stage deserved this award. When the choir was singing to me, I was filled with complete joy and gratitude. It is my desire to be a light to others. As for honors and awards in my life, this tops them all. I still cry when I think about it or attempt to share the joy with others."



EMERALD

Independent Senior Sales Director Tammy Steele – University Place, Wash.

"This was truly the most humbling, emotional, unbelievable moment of my life. It was the highlight of my career, and nothing else will compare to that moment. This award is about having a servant's heart. Mary Kay taught us that one person can make a difference as she so eloquently did. It is about giving of yourself and using your gifts to make a difference. She taught us that using our business as a vehicle to help others is a gift. It is about helping women believe just how great they are, no matter who they are. Having the Company and peers recognize your efforts and validate you are carrying on what was so important to Mary Kay means more to me than I can ever truly convey. I am more honored than words can express."



PEARL

Independent Senior Sales Director Kathleen Deal – Altoona, Iowa

"The highlight of my Mary Kay business represents not only the beliefs and philosophy that I believe in but what my mom and dad taught – that giving and thinking of others is what life is all about. Mary Kay's desire to help others, when coupled with belief and work, does bring success. The \$5,000 donation made to The Mary Kay Foundation in my honor has special significance as well because I, too, experienced cancer and prosecuted domestic violence cases. I am thankful beyond words not only for this honor but also for the opportunity to serve in this business."



DIAMOND

Independent Sales Director Shelley Olson – Helena, Mont.

"I have one of Mary Kay's prayers taped to my bathroom mirror that says 'Lord, grant that each one who has to deal with me today will be happier for it.' I want to be an example of living a life based on values and principles, rather than a life run by emotions and circumstances. I want to demonstrate giving unconditionally in all my interactions with people and say one thing that makes them feel valued. I believe that when you have a generous heart, your business will grow with no limitations. In giving, I'm the one who receives the most. I am so grateful for this award."



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