

MARY KAY

applause[®]

DECEMBER 2013

NEW!
Skinvigate[™]
Cleansing
Brush



NEW!
Belara Midnight[™]
Let the Moment Unfold.[™]

Plus!
Mary Kay[®]
Gift
BUNDLES

MARY KAY
one woman can
50 YEARS



Inside:
Mary Kay Seminar Celebrates
50 Beautiful Years!



“During this time, Christmas carols and hymns are heard throughout the day. They fill our very souls with tenderness and love, and they make our hearts overflow with kindness. We’re more generous than at any other time of the year, and we’re kinder, more charitable toward others. By trying to live Christmas 12 months a year, we CAN make this world a better place to live for others and for ourselves.”

Helpful Numbers:
Mary Kay Consultant
Contact Center
800-272-9333

For questions regarding
 Mary Kay® product orders,
 Mary Kay InTouch®,
 special events, product
 information, etc.

Automated
Information Line
800-454-1130 (24 hours)

december **dates:** to remember

Online Independent Sales
 Director-in-Qualification
 Commitment Form available
 beginning 12:01 a.m.
 Central time.

1

2

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

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

3

15

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

Company holiday.
 All Company and branch
 offices closed.

- Quarter 3 Star Consultant quarterly
 contest begins.
- Spring 2014 Preferred Customer
 ProgramSM online enrollment for
The Look, including exclusive samplers
 (while supplies last), and Month 2
 mailer begins.

16

Online prize selection available
 for Quarter 2 Star Consultant
 quarterly contest.

20

24

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

30

31

- Last day of the month for Independent Beauty Consultants
 to place online orders (until 9 p.m. 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 midnight Central time.



Also available on *Mary Kay Mobile InTouch™* on your smartphone at m.marykayintouch.com.

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

25

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trending: @ Mary Kay



Lindsey Calla

Visit marykay.com/saucyglossie to see **style expert and blogger** Lindsey Calla share the HOTTEST HOLIDAY FASHIONS and **Beauty Tips**. Share the gorgeous videos on your *Mary Kay*® Facebook Fan page. Lindsey is also a guest pinner on Mary Kay's Pinterest page!



Official Beauty Sponsor

"let's talk" party!

"Let's Talk" about your plans for **Project Runway All Stars Season 3** watch parties. Tune in each week to see what great makeup combinations occur in the *Mary Kay*® Color Design Studio™.



Snap Away!

We want your pictures of **Creative Holiday Displays** and **Hot Holiday Makeovers**, so share them on Instagram.



Make the most of Black FRIDAY PINK MONDAY

in 140 characters or less.

Your customers will love tweets from you promoting *Mary Kay*® gift bundles.



Be sure you and your customers



Mary Kay on Facebook so you get up-to-the-minute news, such as tips from the Mary Kay Global Makeup Artist team.



inside THIS ISSUE



PAMPER HER PRETTY

2

With NEW *Mary Kay*® SkinVigorate™ Cleansing Brush, the most pampering day at the spa can be hers right at home.

12



ON-THE-SPOT ACTION

Diminish the look of dark spots without lightening the surrounding area. See how NEW *TimeWise*® Even Complexion Dark Spot Reducer can work for your customers.

QUEEN BEES

13

Meet the newest Independent National Sales Directors and read how they made it to the top!



Get Your **True Clean.**

Reveal the *Skinvigate*™ difference.

NEW!

Mary Kay®
Skinvigate™
Cleansing Brush

\$50

Set includes
cleansing brush,
2 brush heads,
2 AA batteries and
instruction booklet.

Removes makeup 85% better than
cleansing by hand†



GET YOUR TRUE CLEAN.

Suitable for daily use on
all skin types, even sensitive
and acne-prone skin

Now your customers can maximize the benefits of their skin care regimen with **Skinvigorate™ Cleansing Brush**. The lightweight, two-speed power brush **gently massages** as it removes dirt, residue and makeup. It also **helps boost absorption** of your next skin care product.

Your customers will notice a difference after the first use. And with continued usage, the rotating action helps **polish away the look of past skin damage** for a more even-looking complexion. The appearance of lines and wrinkles is softened and pores appear smaller. **Makeup even applies more easily** and evenly. Skin is invigorated, revealing its youthful vibrancy.

How It Works

Unique design. Nylon brush bristles feature polished tips with rounded ends so they feel super soft against skin.

Easy to use. It's waterproof so you can use it anywhere – sink, shower or bathtub (not recommended to submerge in water). Two brush heads included provide six months of skin pampering when used daily (changing brush head every three months is recommended). Suitable for all skin types.

Benefits At-a-Glance

- Removes makeup 85 percent better than cleansing by hand.*
- Boosts absorption of your next skin care product.
- Starts improving skin's appearance immediately.
- Helps polish away the look of past skin damage for a more even-looking complexion.
- Softens the appearance of fine lines and wrinkles.
- Feels like a spa facial treatment.

Who will love it?

- Your current skin care customers.
- New customers who will be attracted by the feel of an at-home spa facial.
- Your color customers can benefit from easier and more even makeup application.

Share the Benefits

Consider reaching out to your skin care customers to encourage them to host parties and be the first to try the *Skinvigorate™* Cleansing Brush. You could offer them *Skinvigorate™* Replacement Brush Heads or a cleanser of their choice for hosting a party or purchasing a brush.



\$15
pk./2

Skinvigorate™ Replacement Brush Heads

(It is recommended that your customers replace brush head every three months.)



Upsell Ops

Skinvigorate™ Cleansing Brush works with any cleanser, so be sure to upsell any of these products.

- TimeWise® 3-In-1 Cleanser
- TimeWise Repair® Volu-Firm™ Foaming Cleanser
- Botanical Effects® Cleanse
- Clear Proof™ Clarifying Cleansing Gel*

Sell to anyone who wants to ...

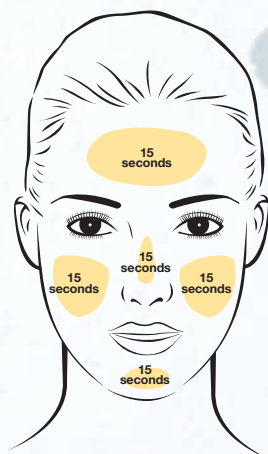
- Power up the benefits of their current skin care regimen.
- Help pores appear smaller.
- Help get more even-looking skin tone.
- Soften the appearance of fine lines.



FIVE

Steps to Beautiful Skin!

- 1 Remove eye makeup.
- 2 Wet face and brush head and apply favorite cleanser to face.
- 3 Select speed you prefer.
- 4 Use gentle motions on cheeks, nose, chin and forehead (approximately 15 seconds per area); avoid eye area.
- 5 Rinse face (and brush head after use). Suitable for use morning and night.



Nylon bristles feature polished tips with rounded ends so they feel super soft.



Speed Control Button

On/Off Button

Angled design hugs the contours of your face. Helps thoroughly clean.

Cleansing by hand? There's a lot you're missing!

In an independent clinical study, women applied florescent makeup. Using the same cleanser, they washed one side by hand and the other side using the *Skinvigorator*™ Cleansing Brush. Check out the results that were seen under an ultraviolet light!

Q: How often can I use the cleansing brush?

A: The *Skinvigorator*™ Cleansing Brush has been tested to be safely used for cleansing **twice daily, even on sensitive skin**. If you're a new user to cleansing brushes or have very sensitive skin, you may prefer to use it once daily.

Q: Will the *Skinvigorator*™ Cleansing Brush help my skin care products be more effective?

A: It allows your skin care products to be absorbed better and more quickly. It also helps **maximize the instant hydration benefits** of your moisturizer.

PINK = makeup residue remaining



Using *Skinvigorator*™
Cleansing Brush

Cleansing by hand



Mary Kay InTouch® has even more information and selling tips.

Let the MomentTM unfold.

Belara MidnightTM
Eau de Parfum, \$38

Midnight strikes. And in that moment, the peak of night and unfolding of day exist as one. Evoke a sense of mystery and anticipation with this effortlessly wearable fragrance.

Fragrance makes
a great holiday gift!

Who Will Love Belara MidnightTM?

- Those who want a **creamy oriental scent** with warm **vanilla** and **woody undertones**.
- Anyone looking for a distinctive, inspiring gift.
- Your existing customers looking to expand their fragrance wardrobe.



HANDY!
Sampler
Spray Vial*
Part No. 067242
(Sampler spray
vials available for
*Belara Midnight*TM,
Bella Belara[®]
and *Belara*[®].)

\$4
pk./6



BELARA MIDNIGHTTM
LET THE MOMENT UNFOLD.TM



\$18
each



\$38

Create a luxurious gift set!
NEW Limited-Edition[†]. *Belara Midnight*TM
*Simply Alluring*TM Shower Crème and *Belara*
*Midnight*TM *Simply Alluring*TM Body Crème

Gifts That Pamper!

No need for your customers to “shop till they drop” this year! **Mary Kay** makes it **easy** for you to spread holiday cheer to your customers and **add sales potential** for you! With **more than 20 holiday gift bundles**, your customers can order with just **one click** on your **Mary Kay® Personal Web Site!** Put the sets together using your own inventory or order the bundle with **one part number** – it’s easy!

Check out these **INDULGING** gifts and look for the complete gift bundle array in *The Look* and on the Holiday Gift site on *Mary Kay InTouch®*.

Idea! Forward the **Mary Kay® Holiday Gift Guide eCatalog** to your customers! It’s filled with lots of great gift ideas. You’ll find it on the eCatalog tab on your *Mary Kay®* Personal Web Site.



\$34

Holiday Duets— Cool & Crisp Gift Set

Part No. 072936

- Mary Kay® NouriShine Plus® Lip Gloss in Icicle
- Mary Kay® Eau de Toilette in Simply Cotton®



\$34

Limited-Edition† Sweet Touches

Part No. 072934

- Mary Kay® NouriShine Plus® Lip Gloss in Cream and Sugar
- Limited-Edition† Vanilla Sugar Satin Hands® Hand Cream
- Satin Lips® Lip Balm



\$79

Simple Beauty Set

Part No. 072938

- NEW! Skininvigorate™ Cleansing Brush
- Mary Kay® Oil-Free Eye Makeup Remover
- Botanical Effects® Cleanse 2 (Normal)

Holiday Duets— Warm & Wonderful Gift Set

Part No. 072935

\$34

- Mary Kay® Nourishine Plus® Lip Gloss in Café au Lait
- Mary Kay® Eau de Toilette in Warm Amber™

\$74

NEW! Limited-Edition† Belara Midnight™ Set

Part No. 072943

- Belara Midnight™ Eau de Parfum
- Limited-Edition† Belara Midnight™ Simply Alluring™ Shower Crème
- Limited-Edition† Belara Midnight™ Simply Alluring™ Body Crème

Pamper Plus Spa Set

Part No. 072939

- NEW! Skinvigorator™ Cleansing Brush
- TimeWise® 3-In-1 Cleanser (Normal/Dry)
- TimeWise® Moisture Renewing Gel Mask

\$92

Limited-Edition† Vanilla Sugar Satin Hands® Pampering Set

\$34

- Fragrance-Free Hand Softener
 - Satin Smoothie® Hand Scrub
 - Hand Cream
- All in a giftable bag

Radiant Luxury Spa Collection

Part No. 072940

\$169

- TimeWise® Even Complexion Mask
- TimeWise® 3-In-1 Cleanser (Normal/Dry)
- TimeWise® Even Complexion Essence
- NEW! TimeWise® Even Complexion Dark Spot Reducer (See Page 12 for product details.)
- NEW! Skinvigorator™ Cleansing Brush



MARY KAY MAKES IT EASY

CHECK OUT THE
Holiday Gift site
on Mary Kay InTouch®!

Welcome to
**Your Holiday
Headquarters**

**Holiday
Gift Bundles**

Bundle up for the holiday season!

**Holiday
Parties**

Create a wonderland of fun!

**Holiday
Customer Service**

Bring joy to their world!

**Holiday
Planning**

Keep the happy in your life!

You'll find:

- Holiday gift bundles
- Tips for hosting parties
- Info on enrolling your customers for the Black Friday/Pink Monday *Beaut-e-News®*
- Tools to help you provide great holiday customer service
- Holiday countdown calendar
- Festive clip art
- And much more!

PLUS,
Check Out
Mary Kay
in the December
issues of *Glamour*,
Allure and *Self*.
These pages
are great to
display at your
open houses.



\$14
each



PARTY PERFECT. Apply *Mary Kay®* *NouriShine Plus®* Lip Gloss in Berry Tart to the outer corners of the lips and Cream and Sugar to lips' center. (Model above is wearing this look.)

Mistletoe Madness!

'Tis the season to spice up your lip look.

RED AND SPARKLING.

Layer *Mary Kay® True Dimensions™* Lipstick in Sizzling Red with *Mary Kay® NouriShine Plus®* Lip Gloss in Icicle for dazzling lips. For added pop, use *Mary Kay®* Lip Liner in Clear to adjust staying power.



PINK POUT. Line lips with *Mary Kay®* Lip Liner in Neutral. Fill in with *Mary Kay® True Dimensions™* Lipstick in Pink Chérie or Wild About Pink.

\$18
each



great Stocking Stuffers!

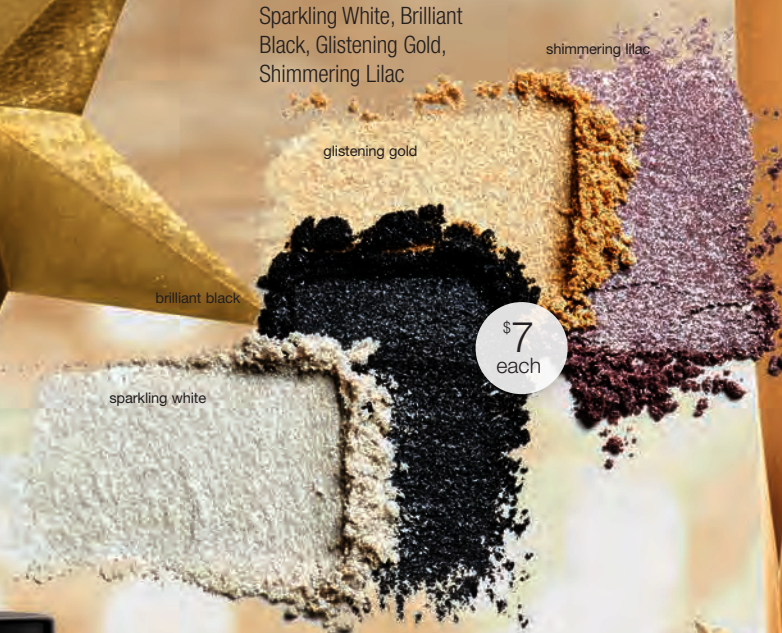
Last-minute shoppers are looking for some great ideas. Be a holiday hero! Don't forget to share *Mary Kay*® products perfect for stocking stuffers and last-minute gifts.

fun idea! Be on the lookout for great stocking stuffer ideas! You can share on your Mary Kay® Facebook Fan page. Facebook is a great way to reach your customers quickly. Remind them you have an assortment of last-minute treasures ready for them. They don't have to leave the house!

Sparkle and Drama

Mary Kay® Mineral Eye Colors
Four NEW Shades:

Sparkling White, Brilliant
Black, Glistening Gold,
Shimmering Lilac



Great Skin Every Day

MKMen® Skin Care Gifts



MKMen® Advanced
Eye Cream

\$26



MKMen®
Face Bar

\$12



MKMen®
Shave Foam

\$12



MKMen® Cooling
After-Shave Gel

\$14



MKMen® Advanced Facial Hydrator
Sunscreen Broad Spectrum SPF 30*

\$22



Get Organized

Travel Roll-Up Bag (unfilled)

\$35

Lash Bash

Mary Kay® Lash & Brow Building Serum®

\$38

Lip Service

Mary Kay® True Dimensions™ Lipstick
(Shade shown:
Wild About Pink)

\$18

Beauty Star

Mary Kay® Cream
Eye Color and Cream
Cheek Color

\$14
each

apricot twist

Love Your Style

Mary Kay At Play™ holiday
sets, including limited-
edition† Just for Eyes
Eye Shadow and
Just for Lips
Lip Gloss

\$10
each

sheer bliss



\$40

On-the-Spot Action

About the Exclusive Formula

The exclusive **MelaCEP™** Brightening Complex contains four key ingredients:



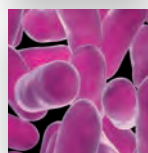
Kakadu plum extract – A rich fruit source of vitamin C.



Ferula foetida extract – Known to contain the antioxidant ferulic acid, used in skin-brightening formulas.



Helianthus annuus seed extract – A powerful antioxidant derived from sunflowers.



Lactobacillus ferment – A skin-conditioning ingredient.



Experience Visible Results

89%* Softens the visible intensity of dark spots

81%* Corrects the look of skin imperfections

84%* Helps fade the look of lingering acne spots

79%* Visibly reduces the appearance of age spots

one week

Look of dark spots begins to fade.†

three weeks

Reveals a more uniform-looking skin tone.†

six weeks

You'll see dramatic results.†



The Even Complexion Regimen

A multifaceted approach to achieving remarkably radiant skin



Directly targets dark spots to soften their visible intensity. Can use on face, décolleté and backs of hands.

NEW! TimeWise® Even Complexion Dark Spot Reducer, **\$40**



Begins the brightening process to even the look of skin's natural tone.

TimeWise® Even Complexion Essence, **\$37**



Delivers brightening benefits so that skin looks more radiant in one step.

TimeWise® Even Complexion Mask, **\$22**



SEE HOW TIMEWISE® EVEN COMPLEXION SPOT REDUCER WORKS!



The Queen Bees

See yourself as a leader by following these new Mary Kay Independent National Sales Directors. These women make sure Mary Kay Ash's mission to enrich women's lives continues for generations to come. And they're making room at the top for you. Take a peek into how they overcome obstacles, plan for success and enrich the lives of women daily!

Meet the NEWEST Independent National Sales Directors.
“Surround yourself with people who are achieving success and emulate them.” – Mary Kay Ash





INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Diane Mentiplay

The Climb

Independent National Sales Director Diane Mentiplay spent 20 years climbing the corporate ladder before signing her Independent Beauty Consultant Agreement in 2004. It was then that this overworked single mom decided to stop working to make someone else's dream come true and begin working toward her own goals and dreams. Diane debuted as an Independent National Sales Director Sept. 1, 2012.

Get to know DIANE

What were your biggest challenges as a new Independent Beauty Consultant, and how did you overcome them?



I don't like to ask for help, and I felt like every time I asked someone to hold a party or try the product I was asking them for help. I had to change my mindset and realize that we were helping one another and that it was win-win.

What has been your proudest moment as an Independent Sales Director?



I am most proud when a new Independent Sales Director debuts from my unit. I love showing her the right way to work her Mary Kay business, and I love when she begins to realize her own potential.

Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?



Don't focus on what you don't know because you can learn everything you need to know through your Independent Sales Director or Mary Kay mentor, at unit meetings and Mary Kay special events.

This level of success doesn't happen overnight. What do you do to remotivate yourself after a setback?



I try to get a quick win, even if it's a small one such as booking a facial or making a sale. I've learned that if I continue to work after a setback, then I will be guaranteed a win and my confidence will build. Building confidence through working and winning carries us through any setback.

Tell us about your family and how your Mary Kay business has affected them?



My husband, Ian, and I are blessed to have a beautiful blended family. My daughter, Rochelle, and his sons, Collin and Reese, have learned so much from being around positive people in the Mary Kay community. Through us, they've learned discipline and patience, and they've become servant-leaders themselves. They've learned it's not about what they receive, it's what they give.



SEE HIGHLIGHTS FROM DIANE MENTIPLY'S
NATIONAL DEBUT.



Get to know LEAH

What has been your proudest moment as an Independent Sales Director?



I was so proud of our unit for achieving Circle of Excellence and helping me earn the Top Sales Director Trip to Munich, Germany, our second year as a unit. It felt like an impossible goal, but we rallied as a unified team. I've always been an athlete and have a competitive spirit. When we accomplished this, I felt the same camaraderie as I did while playing college volleyball.

What were your biggest challenges as a new Independent Beauty Consultant and how did you overcome them?



I perceived every "no" as a personal rejection, and I had to overcome that. I learned that it's just that someone may not be interested at that moment, but there are plenty of women who are.

What was your motivation for dedicating yourself fully to your Mary Kay business?



My WHY is my family. Ian is 2 years old and Aria is 1. I am so happy to provide for them financially and help them become confident and reach their potential. My Mary Kay business has been a vehicle for me to reach my potential, and I can pass that to them.

What has your Mary Kay business helped you do that you otherwise might not have done?



I believe that my husband, Cliff, had the confidence to apply to law school because of my Mary Kay business. We also have the financial freedom and personal flexibility for him to do that now. Another exciting thing is that we're about to purchase land to build our dream home.

What are the most important lessons you've learned while building your Mary Kay business?



*I learned that life is short, so be intentional about what you want. My mentor, **Pamela Waldrop Shaw, Independent Senior National Sales Director**, leads by example. She lives a life of excellence through health and wellness. There's no hiding what she values, and I've learned to not leave anyone guessing what's important to me. I value my relationships with God and my husband and being a good steward of the body I've been given.*



SEE HIGHLIGHTS FROM LEAH LAUCLAN'S
NATIONAL DEBUT.



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR
Leah Lauchlan

On Her Game

Independent National Sales Director Leah Lauchlan

has a competitive spirit and compares her accomplishments in her Mary Kay business to her victories in sports. She also compares the teamwork and camaraderie she feels within the Mary Kay community to the team spirit she experienced as a college athlete. After teaching two years, she became an Independent Beauty Consultant. Six awesome years and two darling children later, Leah debuted as an Independent National Sales Director Nov. 1, 2012.



Get to know CECILIA

What were your biggest challenges as a new Independent Beauty Consultant?

This level of success doesn't happen overnight. What is your key to success?

Share a few words of wisdom for others who want to move up the Mary Kay career path.

What are the most important lessons you've learned while building your Mary Kay business?

What is your motivation for dedicating yourself fully to your Mary Kay business?



INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR Cecilia James

A Perfect Fit

At age 21, **Independent National Sales Director**

Cecilia James signed her Independent Beauty Consultant Agreement, and she left her full-time job in retail just eight weeks later. As a newlywed and full-time student, it didn't seem like the most logical choice; but she learned the true meaning of personal growth in those eight weeks and she knew it was her choice. She was a fashion-lover and a nurturer by nature, so her Mary Kay business was a perfect fit from the beginning. Cecilia gets to lead, enrich others' lives and help women feel more confident. Cecilia debuted as an Independent National Sales Director Dec. 1, 2012.

Time was a challenge because I had a lot of commitments and responsibility. I had to be disciplined and get creative. My Independent Sales Director and I sat down with a weekly plan sheet and found pockets of time where I could work my Mary Kay business. I would hold three parties on my day off and make calls during lunch breaks. I even attended meetings over my dinner hour.

My key to success is not quitting. I kept plugging along. Through my Mary Kay business, I have gained a bounce-back ability and become more mentally healthy and confident.

Ask people you know to hold a party. Even if they say no, they're still your friend, neighbor or sister. They may not knock on your door, you have to be the one to ask. Also, be a person you'd want to have a party with. Be positive and act confident!

My goal had been to become an Independent National Sales Director for years. I was working toward it, but I wasn't working on it. I was waiting for things to happen, and I needed to make them happen. Eventually my unit and I created massive momentum, and I went from being an Independent Executive Senior Sales Director to an Independent National Sales Director in five months.

I want to give my family everything they want. Jason, my husband, was a professional landscaper; but now we spend time together, and we are both so fulfilled. Our son, Luke's dream is to pursue a career in professional golf. He knows there will be setbacks, but he is confident and driven. Our daughter, Mallory, is 14, and she has big dreams and goals. She's young and is already such a leader with so much integrity.



SEE HIGHLIGHTS FROM CECILIA JAMES'
NATIONAL DEBUT.



Get to know LIA

What has been your proudest moment as an Independent Sales Director? What was it like to work toward that goal and achieve it?

What has your Mary Kay business helped you do that you otherwise might not have done?

What advice do you have for new Independent Beauty Consultants?

What do you believe is the most appealing incentive that attracts women to the Mary Kay business?

How did you celebrate becoming an Independent National Sales Director?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Lia Carta

Dream Catcher

She's a big dreamer, but debuting as an **Independent National Sales Director** at age 28 was not even in her wildest dreams. Lia Carta signed her Independent Beauty Consultant Agreement at age 20, but it was her mother's sudden death that motivated Lia to become an Independent Sales Director after she and her husband became the sole providers for her two young siblings. Today, she and Ian have their own one-year-old son, Lincoln. Lia debuted as an Independent National Sales Director Jan. 1, 2013.

Our unit was No. 3 in the Pearl Seminar for the Independent Sales Director Queen's Court of Sharing in 2012; and we sold more than \$900,000 in unit retail sales, which was twice as much as the previous year. We weren't even focused on production, instead we were working to build leaders. As a result, we ended up having this giant, awesome year. The Top Independent Sales Director Trip I earned was so amazing. It was my husband's first time outside the country.

I'd say it's helping others. We are pretty simple. We love to share with others. We're able to contribute to our church, mission trips and to individuals who need help.

Focus on the basics and listen to your Mary Kay mentor's suggestions. The secret to success is seeing more faces and doing the Power Start program. I didn't do anything different or unique, I just did more. Go out and work consistently. My husband, Cody, was supportive because he saw the rewards of my consistent work.

For me, there is much power and satisfaction in being in control of my income. Few professions give you this kind of open-ended sales potential while working with wonderful women who are enriching the lives of others. What a great blessing and opportunity!

*We debuted as a National Area on January 1, so we threw a giant New Year's Eve party! All the Area Independent Sales Directors came with their husbands, and we had a great game night with lots of food and celebrating. The next week was Leadership Conference. We were at **Independent Executive National Sales Director Jan Harris'** workshop when I got my new Independent National Sales Director suit. The first time I put it on was a crazy feeling. I felt official, but it was surreal!*



SEE HIGHLIGHTS FROM LIA CARTA'S
NATIONAL DEBUT.



Get to know SONIA

What convinced you to start your Mary Kay business?

What do you believe are some of the skills you've learned as you have grown your Mary Kay business?

In what ways do you believe your Mary Kay business has changed you?

Tell us about your expectations as an Independent National Sales Director.



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Sonia Arriola

Worth the Wait

Looking back on her incredible Mary Kay career path, **Independent National Sales Director Sonia Arriola** remembers falling in love with the Mary Kay® products immediately. But her shyness and belief that she couldn't focus on selling discouraged her from seizing the opportunity and starting her own Mary Kay business. Instead, she worked as a legal secretary for 14 years, until the day she decided to embrace the Mary Kay opportunity. Sonia debuted as an Independent National Sales Director Feb. 1, 2013.

The persistence of my recruiter. God knew what I was asking Him; and He was giving it to me, except I didn't see it. I was able to overcome the idea that I couldn't excel in sales. Once I focused on what I love – teaching – I saw that this business had everything I wanted: the possibility of realizing my dreams, of offering my three children a better future and being an example for self-improvement.

All that I learned from my previous jobs was helpful. I also kept myself open to learning. I consider my job at the law firm, my first "university of life," and my Mary Kay business as my second. Debuting as an NSD is my graduation!

I was shy and struggled to communicate with others. As you can imagine, my personal growth has been tremendous, and it continues. What I enjoy the most is my flexibility, the possibility of learning and teaching in a consistent manner. I really enjoy the sisterhood we have in our Mary Kay family. Making everyone feel important, just as Mary Kay Ash taught us, is vital no matter whom they are, their level or status. We all need an encouraging word. Knowing that something I said, did or taught caused a change of attitude in someone...that to me is priceless!

Being an NSD is the most privileged status in the Mary Kay career path. I have dedicated 24 years to my Mary Kay business. I want to instill in others the desire to follow my path. I want them to believe in their greatness and in their ability to achieve the same privileged status I now hold. The doors are wide open, and I am ready to support them fully in their path.



SEE HIGHLIGHTS FROM SONIA ARRIOLA'S
NATIONAL DEBUT.



Get to know HEATHER

What do you do to remotivate yourself after a setback?

My faith and my friends keep me going after a setback. I pray that God leads me and he does. I hang with winners and women of excellence who build me up.

Tell us about your family and how your Mary Kay business has affected them?

My husband, Larry, and I have been married 33 years and have three grown children. Vanessa married Matt, and they have two children, Molly and Jake. Our son, Jeff, is married to Kelly. And, our youngest daughter, Natalie, is an Independent Sales Director in our National area. They are all leaders and show integrity with everything they do. Larry and I have developed bonds in the Mary Kay community that have stood the test of time. We truly have friends for life because of this amazing Company.

Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?

It's simple, really. Be teachable, hold skin care parties every week, and attend weekly success meetings with a guest. When I started my business, I had two to three parties a week and brought guests to functions. Even though I didn't know what to call it then, I was working my business full circle.

As a child, what did you want to be as an adult?

I was going to be a classical singer. I have a vocal performance degree and a degree in teaching; but ultimately, I love singing for the Lord, so I sing in church now. Growing up, I practiced every day, and that has helped me in my Mary Kay business because I know the importance of self-discipline.

What are the most important lessons you've learned while building your Mary Kay business?

I have grown so much spiritually and learned the only way to have real success is to make God my business partner. He put the big dreams in my heart for a reason, so I go after them. I have also learned the importance of talking openly about faith and hanging with women who share the same values as I.



INTRODUCING

INDEPENDENT NATIONAL SALES DIRECTOR

Heather Carlson

Melody Maker

When her husband's job took their family from Pennsylvania to Ohio, **Independent National Sales Director Heather Carlson** had to leave her career as a music teacher behind. Having adult time appealed to this young mother, so when her husband suggested she investigate the Mary Kay opportunity, she didn't hesitate. She got her *Mary Kay*® Starter Kit not knowing much about the Company, but quickly fell in love with the philosophy of God first, family second and career third. Heather debuted as an Independent National Sales Director April 1, 2013.



SEE HIGHLIGHTS FROM HEATHER CARLSON'S NATIONAL DEBUT.

August | recognition

Congratulations to the winners

TOP NSDs YEAR-TO-DATE



Anita Mallory
Garrett-Roe



Kathy Helou



Gloria Mayfield Banks



Gloria Castaño



Carol Anton



Karen Piro



Jan Harris



Sonia Pérez



Lisa Madson



Cheryl Warfield

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; 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 2013, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for July 2013.) 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 Aug. 31, 2013.

On-Target for \$800,000 Inner Circle

Anita Mallory Garrett-Roe \$139,818

On-Target for \$500,000 Inner Circle

Kathy Helou \$86,275

On-Target for \$450,000 Inner Circle

Gloria Mayfield Banks \$82,841
Gloria Castaño 82,712
Carol Anton 81,348
Karen Piro 78,627
Jan Harris 76,516

On-Target for \$400,000 Inner Circle

Sonia Pérez \$72,669
Lisa Madson 69,783
Cheryl Warfield 68,876

On-Target for \$350,000 Inner Circle

Karlee Isenhardt \$59,524
Patricia Turker 59,140

On-Target for \$325,000 Inner Circle

Cindy Williams \$57,797

Stacy James 57,453
Halina Rygiel 57,315
Lupita Ceballos 56,536
Dayana Polanco 54,455
Pat Danforth 54,428
Mary Diem 54,423

On-Target for \$300,000 Diamond Circle

Pamela Waldrop Shaw \$52,473

On-Target for \$250,000 Diamond Circle

Debi Moore \$49,767
Sherry Windsor 46,199
Anita Tripp Brewton 42,804
Julianne Nagle 41,769

On-Target for \$200,000 Diamond Circle

Sue Kirkpatrick \$40,903
SuzAnne Brothers 40,825
Dacia Wiegand 40,052
Kim McClure 39,674
Linda Toupin 39,439
Sandy Valerio 38,734
Mary Estupiñán 38,390

Nancy Bonner 37,867
Kerry Buskirk 37,575
Maria Monarrez 37,162
Judie McCoy 37,121
Pamela Fortenberry-Slate 37,099
Jeanne Rowland 36,982
Cindy Fox 36,490
Sandy Miller 36,453
Ronnie D'Esposito Klein 35,611
Cyndee Gress 34,699
Sara Pedraza-Chacón 34,328

On-Target for \$150,000 Gold Circle

Elizabeth Muna-Mudsi \$31,603
Diane Underwood 30,966
Julia Burnett 30,645
Candace Laurel Carlson 30,576
Kristin Myers 29,932
Kay Elvrum 28,312
Shannon Andrews 28,158
Anabell Rocha 28,046
Gay Hope Super 27,792
Jamie Cruse-Vrinos 27,491
Connie Kittson 27,477

Noelia Jaimes 27,457
Joanne Bertalan 27,146
Magdalena Nevarez 27,036
Dawn Dunn 27,014
Jo Anne Barnes 26,815
Julie Krebsbach 26,668
Lisa Allison 26,128
Janet Tade 25,709
Valerie Bagnol 25,595
Lily Orellana 25,536
Dalene Hartshorn 25,299
Davanne Moul 25,261
Sylvia Kalicak 25,103
Rebecca Evans 25,008

On-Target for \$125,000 Gold Circle

Vivian Diaz \$24,986
Kate DeBlander 24,487
Maureen Ledda 24,410
Monique Balboa 24,074
Pam Ross 24,037
Auri Hatheway 23,967
Yvonne Lemmon 23,798
Ada Garcia-Herrera 23,629

Mona Butters 23,507
Lia Carta 23,419
Mayuli Rolo 23,390
Gloria Báez 23,297
Rosibel Shahin 23,218
Judy Brack 23,076
Cathy Bill 23,044
Consuelo Prieto 22,949
Shirley Oshiro 22,897
Lise Clark 22,855
Tammy Crayk 22,828
Heidi Goelzer 22,805
Susan Hohlman 22,706
Jan Thetford 22,565
Somer Fortenberry 22,491
Sharon Buck 22,387
Juanita Gudíño 22,361
Alma Orrostieta 22,026
Bea Millsagle 21,338
Lara McKeever 20,937
Evelinda Díaz 20,836

MONTHLY COMMISSIONS AND BONUSES

Listed are NSD commissions above \$10,000 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.

Ruby

1. Carol Anton** \$47,111
2. Pat Danforth 31,544
3. Karlee Isenhardt 28,781
4. Maria Monarrez 27,985
5. Jeanne Rowland* 26,397
6. Sue Kirkpatrick* 23,982
7. Ronnie D'Esposito Klein* 19,682
8. Kate DeBlander 19,352
9. Candace Laurel Carlson* 16,746
10. Rebecca Evans* 16,665
11. Cyndee Gress* 16,539
12. Jo Anne Barnes 16,475
13. Michelle L. Sudeth* 14,337
14. Maria Flores 14,321
15. Bea Millsagle 14,042
16. Alicia Lindley-Adkins* 13,811
17. Juanita Gudíño 13,773
18. Janis Z. Moon 13,517
19. Pam Ross* 13,431
20. Pamela A. Fortenberry-Slate* 13,057
21. Kirk Gillespie 12,945
22. Vicki Jo Auth 12,944
23. Terri Schafer 12,449
24. Scarlett S. Walker-Simpson* 12,445
25. Somer Fortenberry 12,268
26. Gena Rae Gass 11,380
27. Gay Hope Super* 10,968
28. Kelly McCarroll 10,722
29. Lynne G. Holliday 10,643
30. Cheryl O. Fulcher 10,358
31. Kimberly R. Copeland 10,261

Sapphire

1. Karen Piro** \$42,209
2. Lupita Ceballos** 32,396
3. Judie McCoy* 25,128
4. Sara Pedraza-Chacón* 20,868
5. Julianne Nagle* 20,580
6. Shannon C. Andrews* 20,046
7. Dawn A. Dunn 19,490
8. Sandy Valerio* 18,162
9. Jan L. Thetford 17,167
10. Lara F. McKeever 16,743
11. Tammy Crayk 16,433
12. Pam Klickna-Powell 15,812
13. Davanne D. Moul* 15,436
14. Pam L. Higgs 15,359
15. Valerie J. Bagnol* 15,241
16. Gloria Báez* 15,190
17. Roxanne McInroe 15,029
18. Julia Mundy 14,152
19. Julie Weaver 13,954
20. Maribel Barajas 13,617
21. Sharon L. Buck 13,142
22. Tammy Romage 12,966
23. Sherill L. Steinman 12,656
24. Elizabeth Sánchez 12,641
25. Alia L. Head 12,154
26. Diane Bruns 12,121
27. Carol L. Stoops 11,632
28. Diana Sumpter 11,360
29. Gillian H. Ortega 11,199
30. Nancy A. Moser 11,142
31. Lorraine B. Newton 11,077
32. Paola Ramirez 10,775
33. Jill Moore 10,160
34. Debra M. Wehrer 10,012

Emerald

1. Gloria Mayfield Banks*** \$59,921
2. Kathy S. Helou** 42,921
3. Dacia Wiegand* 29,963
4. SuzAnne Brothers* 28,664
5. Debi R. Moore* 27,204
6. Sherry Windsor** 26,570
7. Auri Hatheway 19,686
8. Kerry Buskirk* 18,498
9. Joanne R. Bertalan* 18,463
10. Kay E. Elvrum 18,335
11. Jamie Cruse-Vrinos 17,768
12. Janet Tade* 16,783
13. Cindy Fox* 16,731
14. Evalina Chávez 16,380
15. Yvonne S. Lemmon 16,336
16. Consuelo R. Prieto* 15,809
17. Mona Butters 15,573
18. Lily Orellana 15,527
19. Cathy Bill* 15,524
20. Morayma Rosas 14,241
21. Sharon L. Segal* 14,130
22. Pamela Tull 13,224
23. Crisette M. Ellis 13,088
24. Shelly Gladstein 12,276
25. Kym A. Walker* 12,241
26. Heather A. Carlson 11,622
27. Dawn Otten-Sweeney 11,490
28. Sue Uibel 11,404
29. Carmen Hernández 11,194
30. Cristi Ann Millard 10,896
31. Phyllis Pottinger* 10,625

Pearl

1. Jan Harris** \$36,679
2. Cheryl Warfield** 36,389
3. Halina Rygiel* 32,275
4. Cindy A. Williams* 29,363
5. Stacy I. James** 27,150
6. Pamela Waldrop Shaw* 25,868
7. Kristin Myers 20,800
8. Kim L. McClure 20,515
9. Mary Estupiñán* 20,237
10. Anita Tripp Brewton* 17,732
11. Lia Carta 17,677
12. Sylvia Kalicak 17,646
13. Julia Burnett* 17,589
14. Anabell Rocha 17,481
15. Sandy Miller 16,630
16. Lisa Allison 16,411
17. Julie Krebsbach* 16,106
18. Maureen S. Ledda* 15,905
19. Nancy Bonner* 15,900
20. Alma Orrostieta 15,567
21. Jeanie Martin 15,242
22. Leah Lauchlan 14,286
23. Judy Brack 14,109
24. Lise T. Clark* 13,679
25. Isabel Venegas 12,970
26. Amie N. Gambolan 12,946
27. Monique Balboa 12,659
28. Shirley M. Oshiro 12,453
29. Lynda Jackson* 12,422
30. Kathy C. Goff-Brummett 11,687
31. Bett Vernon 11,622
32. Tammy A. Vavala 11,560
33. Linda Kirkbride 11,514
34. Dorothy D. Boyd 10,760
35. Deb Pike 10,695

36. Jane Studrawa 10,305
37. Glinda McGuire* 10,160
38. Hollis Lowe 10,128
39. Cathy E. Littlejohn 10,114

Diamond

1. Anita Mallory Garrett-Roe*** \$75,909
2. Lisa Madson 46,662
3. Gloria Castaño*** 42,394
4. Patricia Turker** 33,241
5. Linda C. Toupin 31,673
6. Sonia Pérez** 29,724
7. Dayana Polanco* 22,085
8. Diane Underwood 20,553
9. Mary Diem* 20,391
10. Connie A. Kittson 18,144
11. Vivian Diaz 16,668
12. Dalene Hartshorn 15,602
13. Elizabeth Muna-Mudsi* 14,846
14. Susan M. Hohlman* 14,541
15. Mayuli Rolo* 14,536
16. Diane L. Mentiply 14,478
17. Ada Garcia-Herrera 13,982
18. Rosibel Shahin* 13,709
19. Evelinda Díaz* 13,461
20. Cecilia C. James 13,124
21. Noelia Jaimes* 12,918
22. Heidi Goelzer 12,616
23. Diana Heble 12,051
24. Luzmila E. Abadia-Carranza* 11,688
25. Noemi C. Jaimes 11,184
26. Amy Allgood 10,183

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

MARY KAY ANGELS/ ÁNGELES MARY KAY

august/agosto 2013

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 2013./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo en sus áreas de Seminario en agosto de 2013.

Top National Sales Directors — Commissions and Bonuses/Primeras DNVs: Comisiones y gratificaciones



Carol Anton
\$47,111
Ruby/Rubí



Karen Piro
\$42,209
Sapphire/Zafiro



Gloria Mayfield Banks
\$59,921
Emerald/
Esmeralda



Jan Harris
\$36,679
Pearl/Perla



Anita Mallory Garrett-Roe
\$75,909
Diamond/
Diamante

Top Unit — Estimated Retail Production/ Primera Unidad — Producción estimada al menundo

RUBY/RUBÍ — Teka-Ann Haynes, <i>Go Give Area</i>	\$80,726
SAPPHIRE/ZAFIRO — Kristi Anderson, <i>Go Give Area</i>	\$78,751
EMERALD/ESMERALDA — Stacy Foust, <i>Go Give Area</i>	\$80,750
PEARL/PERLA — Sandy Gant, <i>K. Myers Area</i>	\$78,886
DIAMOND/DIAMANTE — Kim Messmer, <i>Go Give Area</i>	\$89,759

Top Sales Director — Personal Sales/ Primera Directora de Ventas: Ventas Personales

RUBY/RUBÍ — Margaret Allison Reiser, <i>Go Give Area</i>	\$13,053
SAPPHIRE/ZAFIRO — Cathy Welch, <i>Go Give Area</i>	\$13,704
EMERALD/ESMERALDA — Linda Klein, <i>Go Give Area</i>	\$10,431
PEARL/PERLA — Karen Gimblet, <i>G. McGuire Area</i>	\$15,754
DIAMOND/DIAMANTE — Toyin John, <i>E. Muna-Mudsi Area</i>	\$9,128

Top Beauty Consultant — Personal Sales/ Primera Consultora de Belleza: Ventas Personales

RUBY/RUBÍ — Sandra Turner, K. Cunningham Unit, <i>M. Sudeth Area</i>	\$43,999
SAPPHIRE/ZAFIRO — Hai Nguyen, E. Farquharson Unit, <i>S. Andrews Area</i>	\$16,248
EMERALD/ESMERALDA — William Van Osdol, L. Krewson Unit, <i>Go Give Area</i>	\$13,750
PEARL/PERLA — Roxie Hanna, S. Wells Unit, <i>S. Kalicak Area</i>	\$11,548
DIAMOND/DIAMANTE — Kathleen Neal, V. White Unit, <i>Go Give Area</i>	\$16,766

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

RUBY/RUBÍ — Joanlie Shiah, A. Catanzaro Unit, <i>T. Hulsman Area</i>	12
SAPPHIRE/ZAFIRO — Korto Lyons, M. Tafesse Unit, <i>S. Andrews Area</i>	11
EMERALD/ESMERALDA — Rachel Throckmorton, J. Damm Unit, <i>J. Cruse-Vrinios Area</i>	16
PEARL/PERLA — Sales Director Bibi Khan, <i>V. Benjamin Area</i>	21
DIAMOND/DIAMANTE — Sales Director Laura Villalpando, <i>A. M. Garrett-Roe Area</i>	17

TOP UNIT BUILDERS/ IMPULSORAS DE UNIDAD MÁS DESTACADAS

august/agosto 2013

Independent Sales Directors with 20 or more new unit members for August 2013./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en agosto de 2013:

New Unit Members/Nuevas integrantes de unidad

Ruby/Rubí

Eno Inoyo.....	31
Abosede Yetunde Oyediran.....	28
Paula M. Kirkpatrick.....	25
Teka-Ann Haynes.....	23
Thessy Nkechi Nwachukwu.....	22
Missy M. O'Neal.....	22
Pamela D. Cox.....	20

Sapphire/Zafiro

AnaMaria R. Cruz.....	24
Cheryl T. Anderson.....	22
Maisha A. Bankhead.....	20
Ryan Ashlee Rives.....	20
Debbie A. Weld.....	20
Joycelyn Bailey Westbrooks.....	20

Emerald/Esmeralda

Jennifer Elizabeth Damm.....	35
Linda Spadlowski.....	34
Leanne Parrino-Pheasant.....	31
Grace Elizabeth Snively.....	30
Pattie A. Robinson.....	28
Anastasia Dawn Alaimo.....	23
Denise M. Sowder.....	21
Carol M. Fulton.....	20
Eva M. Hall.....	20
Leslie M. McKinney-Smith.....	20
Vicki Powell.....	20

Pearl/Perla

Stephanie Lynn Coker.....	24
Barbara R. Johnson.....	24
Bibi Khan.....	21

Diamond/Diamante

Mary Beissel.....	30
Cynthia L. Frazier.....	30
Shirley Pressley.....	30
Heather Rachel Catchpole.....	27
Greta Leigh Carver.....	26

Mary Kathryn King.....	25
Maria D. Meraz Medina.....	25
Jessica Marie Anderson.....	24
Luz Arminda Reyes.....	24
Yaimet Rodriguez.....	24
Cindy W. Hennings.....	21
Delmi Cristina Santos.....	21

NEW NSD DEBUTS/ DEBUTES DE NUEVAS DNV

august/agosto 2013

New Independent National Sales Directors debut August 1, 2013./Debutes de nuevas Directoras Nacionales de Ventas Independientes del 1 de agosto de 2013.



Phyllis Pottinger
Senior National
Sales Director
Emerald Seminar



Beth Herrin Piland
National Sales Director
Pearl Seminar

Meet Your NSDs/Conoce a tus DNVs

Be sure to visit the *Mary Kay InTouch®* website 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?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch®* para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace "Conoce a tus DNVs" bajo el separador "El Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

ruby/rubí

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

june/junio 2013



Tabetha Hammond
Covington, Ga.
K. Rogers Unit

Kim J. Leiter
Westlake Village, Calif.
C. Gibbons Unit

Tracy L. Pace
Russellville, Ala.
J. Smith Unit

Bernadette L. Reisbeck
Meridian, Idaho
K. Downey-Shada Unit

Connie Marie Streubel
Bellingham, Wash.
L. Chovil Unit

Susie Carl*
San Antonio
T. Schafer Unit

Lauriss Ashley Enriquez*
Humble, Texas
K. Bronkema Unit

Jacqueline Anna Martinez*
Oxnard, Calif.
A. Weidenweber Unit



Diane Marie Brown*
Erlanger, Ky.
B. Conley Unit

Stephanie Rhodus Dawsey*
Hammond, La.
A. Harper Unit

Michelle JaNeen Jogopulos*
Brentwood, Calif.
T. Stout Unit

Traci Lynn Lee*
Gooding, Idaho
K. Downey-Shada Unit

Kathryn Virginia Weaver*
Greensboro, N.C.
C. Newsome Unit

Not pictured/Sin foto: *LaDona Arbuckle*, Houston, J. Craver Unit; *Christina Mae Ball*, Fountain, Colo., C. Chambers Unit; *Angela T. Bishop*, Gastonia, N.C., L. Harper Unit; *Tammie Brown*, Florence, Ala., S. Goins Unit; *Ashley S. Clark-Petchonka*, Smithtown, N.Y., D. Clark-Driscoll Unit; *Carol A. DeLessio*, Valley Center, Calif., V. Auth Unit; *Cindy Sue Detwiler*, Emporia, Kan., Y. Washburn Unit; *Shawna Smith Dyer*, Northport, Ala., D. Houston Unit; *Veronica Falcon*, Long Beach, Calif., M. Anguiano Unit; *Paloma Marimar Flores*, Visalia, Calif., M. Flores Unit; *Lucila Hernandez*, Sunnyvale, Calif., V. Pacheco Unit; *Maria R. Hernandez*, Norwalk, Calif., A. Hernandez Unit; *Shilo Marie Hicks*, New Market, Ala., C. Bromley Unit; *Janet Lynn Holloway*, Hahira, Ga., C. Colson Unit; *Carolyn G. Johnson*, Orangeburg, S.C., P. Cox Unit; *Jennifer Jones*, Burlington, N.C., A. Lindley-Adkins Unit; *Sarah Starr Locker*, Merkel, Texas, C. Harwell Unit; *Diane F. Mawby*, Kearney, Neb., A. Bivens-Jones Unit; *Ana Merino Dominguez*, Hooker, Okla., M. Perez Unit; *Angie Moll*, Carmel, Ind., K. DeBlander Brigham Unit; *Jean Patterson*, Jessup, Md., T. Gibbs Unit; *Sandra G. Pelfrey*, Houston, K. Williams Oeder Unit; *Claudia Perez*, Crane, Texas, M. Monarrez Unit; *Amy Gurganus Priest*, Edenton, N.C., S. Evans Unit; *Diana Lynn Redwine*, Pleasant Hill, Mo., B. Richwine Unit; *Torie Brook Rinehart*, Shelby, Ala., K. Holmes Unit; *Luz A. Salas-Olmos*, Merced, Calif., M. Velez Unit; *Annemarie Clare Sines*, Fort Valley, Va., T. Lemieux Unit; *Nicole Van Matre*, Grass Valley, Calif., J. Moon Unit; *Maria Luisa Walker*, Livingston, Calif., A. Mumford Unit; *Kim Wade Wilson*, Fort Myers, Fla., J. Adams Unit.

*Previously debuted./Debutó con anterioridad.

TRIPLE CROWN/ TRIPLE CORONA

august/agosto 2012



Jodi Bond
Cumming, Ga.
M. Bartsch Area

Trista Jo Engel
Columbus, Neb.
P. Danforth Area



Not pictured/Sin foto: *Remmy Fatokun Balogun*, Lawrenceville, Ga., K. Isenhardt Area; *Lindsey Lee Fretwell*, New Braunfels, Texas, S. Walker-Simpson Area.

DEAN'S LIST/ LISTA DEL DECANO

august/agosto 2012



Trista Jo Engel
Columbus, Neb.
P. Danforth Area
Ruby Seminar

Linda Juro
Elmont, N.Y.
R. Shahin Area
Diamond Seminar

Not pictured/Sin foto: *Salome Rangel*, Pixley, Calif., A. M. Garrett-Roe Area; *Diamond Seminar*.

HONORS SOCIETY/ SOCIEDAD DE HONOR

august/agosto 2012



Jodi Bond
Cumming, Ga.
M. Bartsch Area

Not pictured/Sin foto: *Remmy Fatokun Balogun*, Lawrenceville, Ga., K. Isenhardt Area; *Lindsey Lee Fretwell*, New Braunfels, Texas, S. Walker-Simpson Area.

FABULOUS 50S/ FABULOSOS 50

february/febrero 2013



Christina N. Newsome
Greensboro, N.C.
S. Fortenberry Area

ON THE MOVE/ EN ACCIÓN

june/junio 2013

Christina Mae Ball
Tammie Brown
Cindy Sue Detwiler

Shawna Smith Dyer
Veronica Falcon
Paloma Marimar Flores

Tabetha Hammond
Ana Merino Dominguez
Claudia Perez

Bernadette L. Reisbeck
Luz A. Salas-Olmos
Nicole Van Matre

Kim Wade Wilson

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

august/agosto 2013

Ashley L. Angle
Astrid Arboleda
Kathleen J. Barsetti
Sherry Blair
Araceli V. Bonilla
Erin C. Boudreaux
Allison Bulifant
Lourdes Castellanos
Renee D. Couron
Melissa K. Daniels
Barbara A. Davis
Maridel Denila
Khadijah Z. Dowdy
Megan M. Fogarty
Brooke C. Ford

Jennifer M. Gilbert
Brandi E. Gill
Katie L. Grantham
Sabina Gurung
Robyn R. Harris
Nadia Henry
Valerie K. Hewett
Heather M. Hey
Shantelle D. Hodges
Jessica L. Holloway
Katelin A. Houck
Jennifer N. Howard
Suzanne N. Hudson
Carroll N. Irving
Lisa A. Jeanguenin

Christine Jenkinson
Brandy R. Johnson
Delmarva M. Johnson
Bryanna M. Kath
Amanda Kincaid
Lee Ann Kooley
Kristen E. Korber
Mina Kvasnicka
Brenda J. Lab
Stacey L. Logsdon
Danielle Lopez
Aimee B. Lucero
Sarah Macedo
Terri E. Maverick
Bobbie J. McKnight

Katherine F. Meadows
Kathleen J. Moore
Tisha C. Moore
Nikita M. Notbohm
Ngozi Nwobi
Martha Y. Pelaez
Olga E. Perez Soriano
Lori A. Porter
Ashley E. Prasil
Tammy M. Razzano
Annette Redmon
Norma G. Reyes
Lauren B. Roberts
Tanya R. Robinson-Freeman

Rebeca Rodriguez
Lisa M. Semon
Julie M. Silva
Rebecca J. Sleeman
Michelle A. Spencer
Amy L. Statham
Ester Maria Tavaréz
Alma Torres
Julie A. Villarreal
Renee Whittaker
Carra L. Williams
Jennifer L. Zagorin

13% CLUB/ CLUB DEL 13%

august/agosto 2013

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 **Rubi** 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 Isabel Mejia 2,502
Sales Director Winifred Nonye Ogbunamiri 1,798
Sales Director Karime Rosas 1,686
Sales Director Abosede Yetunde Oyediran 1,674
Sales Director Kali DeBlander Brigham 1,450
Sales Director Suzanne P. Wallace 1,446
Sales Director Crystal Caldwell Hubbard 1,422
Sales Director Tonya Colbert 1,411
Sales Director Linda J. Masset-Rosenthal 1,401

Sales Director Kaye Driggers 1,380
Sales Director Liz Whitehouse 1,365
Sales Director Ekene S. Okafor 1,346
Sales Director Tiffany Brooke Stout 1,336
Sales Director Carol A. Kirkland 1,294
Sales Director Mary Lou Ardohain 1,258
Sales Director Cathy O. Calabro 1,245
Sales Director Mirna M. Garcia 1,238
Sales Director Margarita Velez 1,237

Sales Director Annette M. Hofmann 1,189
Sarah Lynnette Vella, G. Williams Unit 1,185
Sales Director Betty Symons 1,180
Sales Director Alexis Shaw 1,177
Sales Director Laurieann Barclay 1,174
Sales Director Teka-Ann Haynes 1,147
Sales Director Debbie Oertel 1,143

GRAND ACHIEVERS/GRAN GANADORAS

august qualifiers/calificadas
en agosto 2013

Consultants/Consultoras

April Michelle Bair
Maria Delia Briceno
Damiana Garcia
Amy Graham
Tina Louise Hackett
Regina Josefa Howe*
Shawn Lamb*
Monique Nicole McIntyre
Ana Merino Dominguez**

Alba Idalia Nagurney
Cenobio Nunez Felix**
Cordelia N. Nwuha
Abiodun Oladunni
Lynnette R. Ringis

Sales Directors/ Directoras de Ventas

Loretta Bible*
Judy A. Boston*

Lillian J. Buss*
Cheryl Q. Daniels*
Malinda Fields*
Anna M. Florence-Crawford
Genie Griffin*
Anna Hayward*
Amelia Hernandez
Enedelia Hernandez*
Karen King*
Catherine Krum*

Beth A. Leet*
Patricia Elizabeth McCandlish*
Valerie A. Mullin*
Patricia M. Robles*
Laura P. Santos*
Robin Scrivana*
Meire Helen Souza*

* Denotes June qualifier/Denota que calificó en junio
**Denotes July qualifier/Denota que calificó en julio

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

august/agosto 2013

Ranking of the top 100 Independent Sales Directors in the **Ruby** area based on their August 2013 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Rubi** según su producción de unidad estimada al menudeo de agosto de 2013.

Teka-Ann Haynes.....	\$80,726	Marnie R. Yunger.....	48,268	Tiffany Brooke Stout.....	40,840	Eleanor M. Reigel.....	36,387
Paula M. Kirkpatrick.....	80,060	K.T. Marie Martin.....	48,248	Judy Lund.....	40,782	Cristina Neves Carper.....	36,186
Abosede Yetunde Oyediran.....	67,792	Suzanne Moeller.....	47,911	Karen Paluga-Larson.....	40,305	Kimberly Michelle Perkins.....	36,180
Karen L. Cunningham.....	64,649	Gloria Dominguez.....	46,392	Jeanie Ripley.....	40,255	Sarah Driggers.....	36,166
Mary Alice Dell.....	62,799	Lisa Hansen.....	46,189	Rosanne Pluchino.....	40,137	Mary L. Morgan.....	36,034
Janelle A. Ferrell.....	60,730	Helen Amato.....	46,143	Stacey P. Nelson.....	40,135	Kimberly Cavarretta.....	35,841
Anne Weidenweber.....	57,520	Jenna Marie Larson.....	45,975	Revie Huffman.....	40,132	Carma J. Schmidtke.....	35,792
Isabel Mejia.....	56,102	Mary Sharon Howell.....	44,863	Jacqueline N. Alford.....	40,036	Griselda Gordillo-Botello.....	35,771
Thessy Nkechi Nwachukwu.....	55,965	Judie Roman.....	44,705	Hilda Acevedo.....	39,675	Julie S. Wojcik.....	35,718
Christy M. Cox.....	55,897	Debbie A. Elbrecht.....	44,543	Carol A. Kirkland.....	39,561	Regina M. Busca.....	35,702
Brenda Fenner.....	55,470	Gina Beekley.....	44,281	Deborah S. Bailye.....	39,418	Deborah J. O'Leary.....	35,667
Lisa Anne Harmon.....	55,220	Patti Maxwell.....	44,017	Lynette L. Meisel.....	39,331	Lisa N. Chovil.....	35,527
Suzanne P. Wallace.....	54,944	Candace Lyn Chambers.....	43,545	Linda J. Masset-Rosenthal.....	39,096	Elayne J. Watson.....	35,327
Susan C. Ehrnstrom.....	54,296	Karen E. Gardner.....	43,467	Margarita Velez.....	38,453	Peggy Young.....	35,193
Cleta Colson.....	53,119	Sonya F. Goins.....	43,268	Gloria Moreno Medrano.....	38,429	Christina Mae Ball.....	35,148
Graceanne S. Williams.....	53,070	Pamela D. Cox.....	43,170	Chick Stamschror.....	38,214	Julie Brindell Sapp.....	35,106
Kali DeBlander Brigham.....	52,595	Sylvia Thomas Barritt.....	43,086	M. Marleny Reyna Huerta.....	38,202	Maria Guadalupe Ramirez.....	35,061
Crystal Caldwell Hubbard.....	52,553	Mary Lou Ardohain.....	42,964	Corrin Cresci.....	38,131	Terry Thole.....	35,040
Diane Covington.....	51,210	Jacqueline Donna.....	42,493	Erin C. Lynch.....	37,820	Lisa V. Bauer.....	35,005
Breda M. Teal.....	50,411	Lisa A. DeLucia.....	41,531	Debbie P. Roberts.....	37,549	Kimberly Diane Holtzclaw.....	34,893
Kaye Driggers.....	49,636	Tina M. Moreau-Jones.....	41,360	Winifred Nonye Ogbunamiri.....	37,269	Dori M. Fennell.....	34,830
Ekene S. Okafor.....	49,132	Karime Rosas.....	41,321	Cissy E. Warren.....	37,189	Barb Alexander.....	34,812
Liz Whitehouse.....	48,989	Amber L. Towne.....	41,066	Stephanie Lynne Lenard.....	37,149	Nancy N. Danley.....	34,787
Laura A. Kattenbraker.....	48,883	Sandra Braun.....	41,043	Margaret H. Gormly.....	36,896	Lisa Blackmore.....	34,545
Jill E. Garrett.....	48,484	Megan Lacey Lyle.....	40,928	Timmi Davis.....	36,611	Diane K. Lundgren.....	34,381

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

august/agosto 2013

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Ruby** area in August 2013. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Rubi** en agosto de 2013. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

Thessy Nwachukwu.....	\$12,057	Liz Whitehouse.....	7,771	Stephanie Lynne Lenard.....	6,429	Sonia Cecilia Pena.....	5,777
Teka-Ann Haynes.....	11,004	Deborah S. Bailye.....	7,713	Sylvia Thomas Barritt.....	6,406	Lisa A. DeLucia.....	5,776
Suzanne P. Wallace.....	10,442	Graceanne S. Williams.....	7,694	Patti Maxwell.....	6,366	L. Isela Ramos.....	5,751
Abosede Yetunde Oyediran.....	10,395	Lynette L. Meisel.....	7,481	Breda M. Teal.....	6,299	Jenna Marie Larson.....	5,737
Paula M. Kirkpatrick.....	9,823	Marnie R. Yunger.....	7,326	Helen Amato.....	6,230	Elvia Cordova.....	5,705
Kaye Driggers.....	9,710	Judy Lund.....	7,308	Corrin Cresci.....	6,118	Tina M. Moreau-Jones.....	5,690
Donna Clark-Driscoll.....	9,423	Maricarmen Gonzalez.....	7,289	Irlene Zapalac.....	6,112	Lisa Blackmore.....	5,644
Mary Alice Dell.....	9,263	Susan C. Ehrnstrom.....	7,155	Karen D. Johnson.....	6,094	Terry Thole.....	5,620
Mary Sharon Howell.....	9,230	Jill E. Garrett.....	7,154	Sonya F. Goins.....	6,094	Nancy N. Danley.....	5,609
Ekene S. Okafor.....	9,026	Krystal D. Downey-Shada.....	7,122	Linda J. Masset-Rosenthal.....	6,073	Gloria Moreno Medrano.....	5,594
Margarita Velez.....	9,020	Jacqueline N. Alford.....	7,101	Lisa Hansen.....	6,062	Eleanor M. Reigel.....	5,580
Laura A. Kattenbraker.....	8,879	Christy M. Cox.....	7,023	Karen E. Gardner.....	6,058	Kimberly Michelle Perkins.....	5,530
Kali DeBlander Brigham.....	8,808	Brenda Fenner.....	7,011	Brandy D. Herring.....	6,006	Tonya Colbert.....	5,527
Isabel Mejia.....	8,666	Tiffany Brooke Stout.....	6,977	Sarah Driggers.....	5,986	Barb Alexander.....	5,521
Karime Rosas.....	8,545	Judie Roman.....	6,972	Sheryl K. Goins.....	5,978	Christina Mae Ball.....	5,498
Mary Lou Ardohain.....	8,428	Diana Gutierrez.....	6,952	Debbie A. Elbrecht.....	5,961	Carmen Nunez de Valencia.....	5,490
Diane Covington.....	8,411	Cissy E. Warren.....	6,735	Gina Beekley.....	5,927	Erika M. Solis.....	5,489
Candace Lyn Chambers.....	8,359	Debbie A. Hocott.....	6,655	Jacqueline Donna.....	5,921	Sandra Braun.....	5,486
Lisa Anne Harmon.....	8,347	Karen Paluga-Larson.....	6,624	Barbara L. Harrison.....	5,854	Annette M. Hofmann.....	5,478
Janelle A. Ferrell.....	8,324	Winifred Nonye Ogbunamiri.....	6,623	Lisa N. Chovil.....	5,849	Jeanette M. Thompson.....	5,469
Gloria Dominguez.....	7,958	Pamela D. Cox.....	6,615	Suzanne Moeller.....	5,846	Debbie Oertel.....	5,455
Crystal Caldwell Hubbard.....	7,925	K.T. Marie Martin.....	6,609	M. Marleny Reyna Huerta.....	5,824	Amber L. Towne.....	5,455
Karen L. Cunningham.....	7,900	Julie Brindell Sapp.....	6,593	Carol A. Kirkland.....	5,789	Peggy Young.....	5,441
Cleta Colson.....	7,808	Patty Yambay Rovano.....	6,539	Karen M. Getty-Hopkins.....	5,785	Jeanie Ripley.....	5,406
Anne Weidenweber.....	7,797	Rosanne Pluchino.....	6,429	Nancy D. Marshall.....	5,781	Dori M. Fennell.....	5,361

For complete qualifications, rules and regulations regarding the awards and achievements on pages 20 – 24, go to **Mary Kay InTouch®**./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 20 – 24, ve a **Mary Kay InTouch®**.

"WITHIN APPLAUSE" MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE **MARY KAY INTOUCH®** WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITACIONES POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO **DO-NOT-CALL LAWS** Y **SPAM LAWS**. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO **MARY KAY INTOUCH®** Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.



GO-GIVE® AWARD

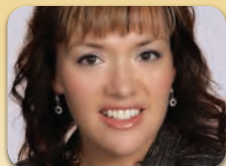
Congratulations to our December 2013 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give® spirit for this prestigious honor today! We've made it easier – look for the **online nomination form** on *Mary Kay InTouch®* under the Contests/Promotions tab.



Mindy Mitchell

Ruby
Independent Sales Director
Began Mary Kay Business
October 2007
Sales Director Debut
August 2010
National Sales Director
Renee Walter
Honors Star Consultant; two-times Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; two-times Double Star Achievement
Personal Lives in Bolivar, Mo. Husband, Chad; daughters: Jady, Alexandra
"I am motivated to help others because the Lord has blessed me with people who have helped and mentored me. Now helping others find their joy and passion brings me fulfillment."
Independent Beauty Consultant Lindsay Sellers of Ozark, Mo., says, "Every year Mindy puts together a Relay for Life team, educating the community in safe skin care practices and informing them about The Mary Kay FoundationSM and its mission."



Crystal Gallagher

Sapphire
Independent Senior Sales Director
Began Mary Kay Business
August 2002
Sales Director Debut
May 2006
Offspring one first-line
National Sales Director
Go Give Area
Honors Star Consultant; two-times Sales Director Queen's Court of Personal Sales
Personal Lives in Remington, Va. Husband, Chris; sons: Declan, Brady
"I am motivated to help others because it is a true privilege to witness how each act of kindness shines light into peoples' lives and makes them feel important."
Independent Beauty Consultant Heather Johnson of Baldwin, Md., says, "Crystal believes 'the speed of the leader is the speed of the gang' and commits to meeting her goals and helping others meet theirs. She often volunteers at her son's school, her church and at charity events."



Loretta Ramsey

Emerald
Independent Senior Sales Director
Began Mary Kay Business
July 2000
Sales Director Debut
June 2004
Offspring one first-line
National Sales Director
Go Give Area
Honors Star Consultant; two-times Consultant Queen's Court of Personal Sales; eight-times Sales Director Queen's Court of Personal Sales
Personal Lives in La Habra, Calif. Companion, John; daughters: Desha, Taylor
"I am motivated to help others because I appreciate how much the Mary Kay opportunity changed my life for the better and hope to help other women share the same experience."
Independent Beauty Consultant Olivia Shultz of Lakewood, Calif., says, "Even while busy assisting her unit and adoptees, Loretta serves in our community by conducting skin care classes at womens' shelters and providing gifts for the participants."



Charlotte Warmbir

Pearl
Independent Senior Sales Director
Began Mary Kay Business
April 2002
Sales Director Debut
May 2006
Offspring one first-line
National Sales Director
Sandy Miller
Honors Star Consultant; Consultant Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales
Personal Lives in Bloomington, Ill., Husband, Jamie; sons: Ethan, Zachary; daughter, Lindsey
"I am motivated to help others because I've been blessed to have amazing people in my life who model the Go-Give® spirit, and the desire to help others has simply become part of who I am."
Independent Beauty Consultant Valerie Jackman of Aurora, Ill., says, "Charlotte partnered with the local domestic violence shelter and coordinated an event with our two units. We surpassed our goal of donating 40 Travel Roll-Up Bags, including *Mary Kay®* products, for the women!"



JoEllen Bare

Diamond
Independent Senior Sales Director
Began Mary Kay Business
September 2006
Sales Director Debut
October 2007
Offspring one first-line
National Sales Director
Go Give Area
Honors Star Consultant; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Circle of Achievement; Double Star Achievement
Personal Lives in Pensacola, Fla. Husband, Charles; sons: Jackson, Conner, Davis
"I am motivated to help others because sharing in a team member's or adoptee's journey is truly a privilege. For me, giving is my small way of thanking God for the many blessings in my life."
Independent Senior Sales Director Nicole Gumble of Macon, Ga., says, "JoEllen has taken my entire unit as her own and invested countless hours in coaching sessions with all of us! She goes beyond what it means to be an adoptive Independent Sales Director."



Get to know LUZMILA

How did you hear about the Mary Kay opportunity?

What was the deciding factor that made you embrace the Mary Kay opportunity?

What did you do to get started?

What have you learned about yourself through your Mary Kay business?

What do you enjoy the most about your Mary Kay business?



INTRODUCING INDEPENDENT SENIOR NATIONAL SALES DIRECTOR Luzmila Abadía Carranza

Sparkle and Sizzle

Independent Senior National Sales Director Luzmila Abadía Carranza is married to Marco Antonio and has three grown children: Lewinson, Anihe and Cesar. They also have eight grandchildren. Originally a teacher in her native Colombia, Luzmila cleaned houses upon her arrival to the United States. When she noticed the beauty and glamour of some Mary Kay independent sales force members, she thought, "I'm in!" Luzmila debuted as an Independent National Sales Director July 1, 2013.

*My friend, **Independent Sales Director Luz Elena Balcazar** invited me to a meeting. I had a chance to hear **Independent Executive National Sales Director Sonia Páez**, who captivated me with her enthusiasm.*

I realized I could use my teaching skills again. For me, it was very easy to teach myself and other members on my team. I immediately set out to memorize Mary Kay's marketing plan and learn about the products. The Golden Rule motivated me to bring a positive message to other women.

My strategy was to specialize in skin care. I helped my team members become knowledgeable in this area and to work in accordance with the Golden Rule. Today, I teach my team members to get to know their customers, as well as the Mary Kay® products.

I improved my ability to listen. If you listen carefully, you find yourself learning more. I discovered I had the strength to be persistent. I made calls two hours every day.

I've learned to value people beyond their appearances. I approach women from all backgrounds and offer them a complimentary facial and the Mary Kay opportunity. I have recruited women who started with very little and today are successful Independent Beauty Consultants and Independent Sales Directors.



SEE HIGHLIGHTS FROM LUZMILA ABADÍA CARRANZA'S
NATIONAL DEBUT.



Get to know ALICIA

Tell us about your family and how your Mary Kay business has affected them?

What are the most important lessons you've learned while building your Mary Kay business?

What do you think a new Independent Beauty Consultant's focus should be?

What do you do to remotivate yourself after a setback?

What was your motivation for dedicating yourself to your Mary Kay business?



INTRODUCING INDEPENDENT SENIOR NATIONAL SALES DIRECTOR Alicia Lindley-Adkins

Saddle Up

Raised on a horse ranch in San Antonio, Texas, **Independent Senior National Sales Director Alicia Lindley-Adkins** literally knows what it means to fall off her horse and get back in the saddle. Her belief that practice makes perfect and her can-do attitude have made her the leader she is today.

Alicia lived on a dairy farm in North Carolina and when a friend passing through town introduced her to the Mary Kay opportunity, she was excited about her opportunity. Alicia debuted as an Independent Senior National Sales Director July 1, 2013.

I was married to Sammy Lindley for 26 years before he passed away. We were blessed with four amazing children: Samantha, Amanda, JB and Ricky. The support our family received while Sammy was ill was amazing, and my kids saw that support. That is a way of life in Mary Kay. I was blessed again when a Mary Kay friend introduced me to Phillip Adkins. He's amazing, and we've been married for five years. We live in a log house on a hill, and we love to garden, travel and be outdoors.

I've learned that a setback is really a setup for a comeback. I know God has a plan, and there's always a rainbow after every storm. Helping others builds confidence. I struggled with low self-esteem when I started, but now I'm confident. I know I can do anything I set my mind to.

A new Independent Beauty Consultant should practice her scripts, attend meetings and Company-sponsored events and, above all, don't give up. If she is open to learning, then one day she can realize her own dreams coming true.

I hold more parties and bring my business back to basics. I also put myself in the space of people who are where I want to be, and I never miss a special event. Going to Seminar, Career Conference and other workshops always helps me recapture the dream and light that fire.

I didn't want to milk cows forever, and I didn't want to do dental hygiene either because it kept me away from my kids all day. The more work I put into my Mary Kay business, the more growth I saw. I then realized I could have a full time Mary Kay business.



SEE HIGHLIGHTS FROM ALICIA LINDLEY-ADKINS' NATIONAL DEBUT.



Get to know AMY

What made you decide to sign your Mary Kay Independent Beauty Consultant Agreement?

What do you enjoy most about your Mary Kay business?

How has your Mary Kay journey affected your family's life?

What advice or words of encouragement would you offer a new Independent Beauty Consultant?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Amy Allgood

Royal Flush

Prior to starting her Mary Kay business, **Independent National Sales Director Amy Allgood** worked 60-70 hours a week for a builder in residential sales selling toilets. It was typical corporate America. The seed to Amy's successful Mary Kay journey was planted at her best friend's engagement party, where one bridesmaid spoke enthusiastically about her Mary Kay business and how it could change lives. So Amy, liking what she heard and willing to take a leap of faith, figured "Why not give it a try?" Amy debuted as an Independent National Sales Director July 1, 2013.

I always saw the "bigger picture." At my first meeting, I met the Independent Sales Director and knew I wanted her status. I focused on figuring what I needed to do to get there. Flexibility was another important factor, knowing that working in "corporate America" with kids was hard for women. I was 23 years old when I signed my Independent Beauty Consultant Agreement, and I was already thinking down the road about my future when I might have a family.

Seeing others discover the greatness within them! I know I've planted a seed of greatness that they will carry forever. Having that impact – having a strong faith and trusting that the right women will come in, and that I was destined to be their mentor! We all have a purpose and a mission. I love helping women figure that out and dream again!

My husband, Will, and I just celebrated seven years of marriage. In fact, I debuted as an Independent Sales Director just one month before my wedding! I also am creating a legacy for my family. I've learned to have a grateful attitude and include God in every aspect of my life.

I always say that these three things will help a new Independent Beauty Consultant succeed:

- 1. A great attitude! Attitude determines altitude.*
- 2. Being teachable and coachable! Following that blueprint of success.*
- 3. If you show up, you go up! Attend every Company-sponsored special event.*



SEE HIGHLIGHTS FROM AMY ALLGOOD'S
NATIONAL DEBUT.



Get to know DIANE

What advice or words of encouragement do you share with a new Independent Beauty Consultant?

What was your biggest challenge as a new Independent Beauty Consultant, and how did you overcome it?

As an Independent National Sales Director, what are you most excited about?

How did your childhood affect your career?

What do you believe to be the strongest incentives for a woman to start a Mary Kay business?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Diane Bruns

Survivor

Life hasn't always been easy for **Independent National Sales Director Diane Bruns**, but it has always been worth it. As a two-time breast cancer survivor, she counts her blessings and tries to make a difference every day.

Diane says she initially signed her Mary Kay Independent Beauty Consultant Agreement to help her sister, **Independent National Sales Director Emeritus Karen Kratochvil**, but the opportunity changed the course of her family's life. She debuted as an Independent National Sales Director July 1, 2013.

Remember, everyone starts right where you are with a Starter Kit and a dream. Mary Kay is like cleaning your house. If you never do it, it's always a chore. But if you do it daily or weekly, you will be amazed at what you can achieve.

I took out a loan to start my business. I had no choice but to do it quickly because back then, loans came with a 22 percent interest rate. I needed to prove to my husband that this was a viable business, so I got brave and booked as many parties as I could. By the third party, I was hooked. I quickly realized that if you don't control your finances, they will control you. So I learned how to manage the money that was coming in. It was a true blessing to our family.

I'm so excited to have more time to spend with my National area. I know there are a lot of women who want more, and I want to help them realize their potential.

I am the middle child in a family of seven. My father was a continual optimist who believed in hard work. He told me that God never promised it would be easy, but that bad times will always pass. My mom filled our family with faith and love. She actually wrote me a letter a couple of years ago and told me how proud she was of me. I believe in the power of a handwritten note.

A Mary Kay business can provide more choices. We were able to raise our sons in a Mary Kay house. From this, they have learned the true meaning of integrity and dedication.



SEE HIGHLIGHTS FROM DIANE BRUNS'
NATIONAL DEBUT.



Get to know JILL

What made you decide to pursue your Mary Kay business?

What specific tools, strategies or business philosophies have you employed to help make your Mary Kay business successful?

What advice would you give to a new Independent Beauty Consultant?

How has your Mary Kay business influenced you and your family?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Jill Davis

Dollars and Sense

Prior to starting her Mary Kay business, **Independent National Sales Director Jill Davis** enjoyed a successful career as a bank manager, but still felt something was missing. One day at a business meeting, she met the woman who would become her Independent Sales Director. Her excitement and enthusiasm for her Mary Kay business was music to Jill's ears. Today, Jill is living her dream – empowering and encouraging women to fulfill their own potential. Jill debuted as an Independent National Sales Director July 1, 2013.

What opened my mind was the Company's philosophy of God first, family second and career third, which aligned with my own! I've always wanted to have my cake and eat it too, and we can have that in our Mary Kay businesses. We can be wives, moms and business women with the opportunity to earn a great income and STILL keep our priorities in line. That's a dream come true! I love the flexibility that allows me the option to do what I want, when I want!

*I love Mary Kay's "Six Most Important Things" list. It's timeless. Also, **always have fun with your Mary Kay business!** Women have enough on their plates and don't want to add to their load, especially if it's not fun! You can get so focused on a goal and lose that aspect of fun. **Laughter is so important** - bring it into every situation! Even if I were to mess up during a skin care party, if my guests are laughing and having fun, they'll be customers for life and possibly even potential team members! We have incredible products and service, but it's the personal connection and spirit of fun that I try to bring that can make the difference!*

I'd first ask her what she wants to do with her Mary Kay business. Then I'd listen intently. I'd take whatever goal she mentioned and let her know that we can work together to make it happen! Whatever is important to her: income, earning the use of a Mary Kay Career Car, etc. I would encourage and brainstorm with her on how to make it happen even faster!

You can live a harmonious life and still have the things that feed you. I walk closer with the Lord. My husband, Corey, our two sons and I enjoy family time such as movie or game nights in front of the fireplace.



SEE HIGHLIGHTS FROM JILL DAVIS'
NATIONAL DEBUT.



Get to know O'NELLY

Tell us about your family.



I live in Houston but was born in Guaynabo, Puerto Rico. My mom is from the Dominican Republic, and my dad is from Cuba, so I'm 100 percent Caribbean. My supportive husband, Benjamin, came into my life shortly after the passing of my first husband and he is a blessing in my life. My daughter, Claudia, 15, is perfect and healthy. Benjamin has a son, Benjamin Jr., who works as a Broadway dancer in New York.

How did you come into your Mary Kay business?



I went to college to study business management. My dad taught me to work hard to reach my dreams. I took care of my mom's bank deposits from her Mary Kay business, and I asked her to teach me how to do what she did. She explained that I would need to dedicate myself to the Mary Kay business. I told my mother, "Here I am; teach me how to be successful with a Mary Kay business."

What was the first obstacle you faced?



Well, as you might imagine, because of my mother, all my family members and friends were already Mary Kay® customers. So that meant that I started from scratch. I made calls, until I made my first connection. I would spend two to three hours a day on the phone, except the day of our unit meeting and my education time to prepare to become an Independent Sales Director.

How do you define yourself through building a Mary Kay business?



My mission is to help transform women, to love and serve them as they are. I believe that if I maintain this attitude, I will not err. As long as my purpose is clear, I will succeed. I've gone through hard times, when I felt everything was lost. But I can say I also felt supported and lifted by God. You learn in the valley, not on the mountaintop.



SEE HIGHLIGHTS FROM O'NELLY ENCARNACIÓN'S NATIONAL DEBUT.



INTRODUCING

INDEPENDENT NATIONAL SALES DIRECTOR

O'Nelly Encarnación

Great Expectations

She's the daughter of **Independent National Sales Director Emeritus Miriam Gómez-Rivas**, and **O'Nelly** says she's always had a legacy of excellence to follow. When she decided to work toward becoming an Independent Sales Director, her mother taught her how to dedicate herself to her Mary Kay business. O'Nelly believes God chooses us to help great women realize their dreams. O'Nelly debuted as an Independent National Sales Director July 1, 2013.



Get to know CHERYL

What did you learn growing up that prepared you for your Mary Kay business?

How did you hear about the Mary Kay opportunity, and what made you decide to pursue it?

Did you encounter any challenges as a new Independent Beauty Consultant? If so, how did you overcome them?

What advice would you give to a new Independent Beauty Consultant?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Cheryl Fulcher

Multitasker

Independent National Sales Director Cheryl Fulcher was an industrious 19-year-old full-time college student who worked as a cardiac ultrasound technician while planning her wedding. That's when she decided to add a Mary Kay business to her already busy life. Today, with the loving support of her husband, Larry, and her family, Cheryl is thrilled to have the opportunity of helping other women become great leaders and strong businesswomen while helping them craft new, higher visions for their lives. Cheryl debuted as an Independent National Sales Director July 1, 2013.

My sister and I were raised by entrepreneurs. (Cheryl's father owns the only gas station in town.) I worked for my dad; and growing up in the country, I also worked the land, tending to the family's crops. I've learned not to "settle" in life. We get used to mediocrity, but I know that's not what God intended.

I learned about the Mary Kay opportunity through a friend who invited me to a party. The Independent Beauty Consultant invited me to her unit meeting as her guest, where I then signed my Independent Beauty Consultant Agreement. I was looking to earn \$400 a month to pay for the red Toyota Celica sports car I had just bought.

On one of my very first appointments, I drove to a party an hour away. The hostess peeked through the blinds, but never opened the door! I was so young and in an unfamiliar area (before GPS), so I went home, crying all the way. It was a defining moment. I thought, "This is too hard, and it won't work for me." I almost quit. But then I made the decision that someone else's lack of integrity would NOT define my destiny! I went home and immediately booked five more parties!

Years later, during the top Independent Sales Director trip to Greece, from the top of Santorini, I said to my husband, "Thank God for the woman who peeked through the blinds. I didn't let her control our future!"

1. Always set a family plan on what you want to do with your Mary Kay earnings. Then put those reminders all over your home. 2. Establish a work plan – decide on a goal of how many faces for the week – 15 faces, 30 faces or more! A Power Start from the very beginning is important to a successful Mary Kay business. 3. Listen to your Independent Sales Director's suggestions!



SEE HIGHLIGHTS FROM CHERYL FULCHER'S
NATIONAL DEBUT.



INTRODUCING

INDEPENDENT NATIONAL SALES DIRECTOR

Carmen Hernández

Language of Love

Native Chicagoan and English-speaking **Independent National Sales Director Carmen Hernández** made a decision to work with Spanish-speaking independent sales force members. She felt inspired by these women seeking the American dream. Her decision required her to improve her Spanish-language skills. Carmen has never looked back! She debuted as an Independent National Sales Director July 1, 2013.

Get to know CARMEN

How did you hear about the Mary Kay opportunity?



I attended a skin care party as a favor to a friend. I fell in love with the Mary Kay® products immediately. Flexibility and being my own boss were extremely important to me. In the work world, I did not have the nicest experiences with supervisors, so the idea of being my own boss appealed to me.

What was your main strategy to have a successful Mary Kay business?



The key is in the skin care party! I put a strong focus on the Power Start. My focus is on those 30 facials. It's about building the business from there.

What have you learned about yourself?



You always need to be aware that you are being watched and that people will want to be like you. Be in a position to answer this question: How am I being perceived? I am more understanding. I naturally tend to be an impatient person; I want everything fast. Now I listen better, I understand better. I finally learned patience. Patience has given me a lot.

What are the most valuable lessons that you learned?



Don't let success separate you from people. Everyone has to feel important. Always be humble, no matter how much money or status you achieve. I've also learned to establish better relationships, not only in my National area, but in my family and personal life as well. My Mary Kay business has taught me to be more loving, more affectionate. In Mary Kay, everybody hugs, so I have learned to hug.

Can you tell us of a specific experience that was significant to you?



*The first Spanish-language unit meeting I attended was with **Independent Senior National Sales Director Magdalena Nevárez**. I saw all these Spanish-speaking women earning the use of cars. I asked myself, "What are you going to do?" I did not need a car, but I sure needed the challenge.*



SEE HIGHLIGHTS FROM CARMEN HERNÁNDEZ'S NATIONAL DEBUT.



Get to know TINA

How did you learn about the Mary Kay opportunity?



I've been using the products since I was 16 years old. My mother used Mary Kay® products and her "Mary Kay lady" even helped me with the makeup for my wedding. But I was never offered the Mary Kay opportunity until I was 32. My husband, Chris, and I had moved into a new home and were putting our son in school when I met a Mary Kay Independent Sales Director in her pink Cadillac. She invited me for a makeover and offered me the opportunity. I accepted!

What made you decide to pursue a Mary Kay business?



I attended a unit meeting, and the women I met were so happy and nice. I didn't come from that environment. The insurance business is very stressful with lots of pressure. I was taken aback by their kindness – but I fit right in! It was like I was back in high school with my old friends. Plus, the values of God first, family second and career third are right up my alley!

What challenges did you overcome once you began your Mary Kay business?



*I've had so many, but through each challenge, I've learned so much! **Independent Senior National Sales Director Cyndee Gress** has been my mentor and has helped me maneuver through the challenges. She was focused, but always gave me an out. She'd say, "Tina, if you can't continue your Mary Kay business, then don't. I'll understand." OR, "You can choose to be on a podium someday helping someone else with your story." I've learned that life goes on, so you've got to get up, dust yourself off and move your best self forward!*

What advice would you offer to a new Independent Beauty Consultant?



The sky is the limit! The Mary Kay opportunity is like a buffet. You take what you want and leave what you don't! Consider making this about your family and the priorities of God first, family second and career third. Remember that wherever you want to go, someone is already there. Learn by example, be consistent and work hard!



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Tina Hulsman

The Bottom Line

Independent National Sales Director Tina Hulsman worked for more than 20 years in a high-pressure accounting job for an insurance company. It was there that she learned to build rapport and develop relationships, which laid the groundwork for her Mary Kay business. Tina's dream is to mentor other women to help them debut as Independent National Sales Directors. "Mary Kay Ash laid out a beautiful plan. I want to make sure her dream lasts forever," Tina shares. Tina debuted as an Independent National Sales Director July 1, 2013.



SEE HIGHLIGHTS FROM TINA HULSMAN'S
NATIONAL DEBUT.



Get to know ROYA

What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

What has been your proudest moment as an Independent Sales Director?

What advice would you use with a new Independent Beauty Consultant?

Tell us about your family.

What experiences from your childhood have shaped who you are as a businesswoman?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Roya Mattis

Room Service

Roya majored in hotel management and was excited to land a job at a hotel in Myrtle Beach, S.C, until she started working 80 hours a week. One day a group of independent sales force members were meeting at her hotel. She says she tried to avoid the group of happy Mary Kay ladies, but her Mary Kay recruiter was brave enough to ask for her at the front desk. Roya laughs as she remembers that because there was no back door at that hotel, she is now an Independent National Sales Director. Roya debuted July 1, 2013.

I had a light bulb moment at my first Leadership Conference. I realized I didn't have to wait to be great. I could do it immediately! I knew I wanted to become an Independent National Sales Director and that I didn't have to have a certain number of years of experience as long as I had a commitment and a vision to lead with.

*I'm very proud that I've been in the Queen's Court of Sharing four times, but my proudest moment came on the Seminar stage in 2011. I was in the Top 20 for the Queen's Court of Sharing with two offspring: **Future Executive Senior Sales Director Breanne Bechard Sufrin** and **Senior Sales Director Keara Murphy**. It was then that I knew I had done my job of passing the opportunity on.*

Play big or play small, but play to win. I encourage her to throw her heart over the line and give herself a chance to be her best self. The career path is clear and solid. The closer you stay to the basics of the business, the easier your journey will be. The best leaders are the best followers. Attend unit meetings every week.

My husband, Noah, is my biggest cheerleader. When my belief begins to waiver, he is there to remind me that I am the only Mary Kay many women will ever know. His belief in me has helped me every step of the way. We have been blessed with our 4-year-old daughter, Aryah, and our baby boy, Zayden.

My mom is American and my dad is Iranian. My dad was sent here to finish his doctorate, and then our family was supposed to return to Iran. But the war broke out, and we lost everything. We stayed here, and my parents started from scratch. They taught me perseverance and work ethics.



SEE HIGHLIGHTS FROM ROYA MATTIS'
NATIONAL DEBUT.



Get to know JULIA

As an Independent National Sales Director, what will you do to make a difference in the lives of others?

Who inspired you along your Mary Kay journey, and what impact has that inspiration had on your life?

What special advice would you give a new Independent Beauty Consultant starting her business today?

Describe the impact that Mary Kay's business philosophy and personal values has had on you.

What are you known for by the women in your National area, and what do all of you hope to accomplish?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Julia Mundy

Face Time

It was **Independent National Sales Director Julia Mundy's** dermatologist who introduced her to *Mary Kay*® products. Julia was a devoted *Mary Kay*® skin care customer for more than two years before asking her Independent Beauty Consultant about the Mary Kay opportunity, and she signed her Independent Beauty Consultant Agreement the next day. That was 1992. Today, Julia is thankful for her Mary Kay business, for the women who have inspired her along the way, the dreams she's realized and the lives she's helped soar to new heights. Julia and her husband, Chip, have a son, Clark, 16, and a daughter, Clara Grace, 12. Julia debuted as an Independent National Sales Director July 1, 2013.

I will try to pass along Mary Kay Ash's legacy by motivating others. Just like Mary Kay Ash, I hope to stretch women until they discover their greatness. This new platform gives me the opportunity to have influence and help women grow and succeed. Life is short, and we should seize the moment!

The late Independent Senior National Sales Director Emeritus Rena Tarbet taught me to live well, laugh often and love much. She gave me permission to be me and trust myself. She always built me up. She also taught me to push past what I thought I could do, to stretch in order to soar among the stars. Her strong work ethic influences me today.

If at first you don't succeed, try, try again! My first skin care party was a fiasco. I remember feeling deflated afterward, but I had already booked another party the next night. Since I am a woman of my word, I went. Plus, I thought the only way I could go was up! That second party went much smoother. Of course, I've had peaks and valleys ever since, but I never give up! Tomorrow is another day.

I've held steadfast to the Golden Rule, and I think my success has come from helping others find their victories. Mary Kay Ash wanted everyone to succeed. She also was a woman with strong determination and desire. I've learned to take risks, rely on myself and put things in perspective. It's also made me more focused on others. But more than anything, it's helped me grow in my faith and taught me to include God in every aspect of my life. It's taught me to have a grateful attitude.

I'm known for my work ethic and my belief in this business and how it can work for all of us. As a group, we want to expand! We all believe and have the confidence and influence to carry forward and reach more women who have dreams of their own! We are better together than separate. I'm so proud of each member of our National area and consider it a joy to lead this great group.



SEE HIGHLIGHTS FROM JULIA MUNDY'S
NATIONAL DEBUT.



Get to know TEMI

Based on your experience, what do you think a new Independent Beauty Consultant should focus on?

What challenges have you encountered in your Mary Kay journey, and how did you overcome them?

What is an important lesson you've learned while building your Mary Kay business?

What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Temí Odeyale

Higher Calling

Independent National Sales Director Temi Odeyale, a devoted wife, mother and pastor was born and raised in Kano, Nigeria, and moved to New York at age 23. She and her husband, Ayo, have been married 14 years and have two children. Her son, Tobi, and daughter, Tosin, are natural leaders. She and her family love to travel, eat out and watch movies together. They have a strong faith in God and believe all things are possible through Him. Temi debuted as an Independent National Sales Director July 1, 2013.

▶ *Get to work right away by booking five to eight parties in the first two weeks. Observe at least three of your Independent Sales Director's parties. Ask a lot of questions.*

▶ *When I was a new Independent Sales Director, I had several offspring Independent Sales Directors debut from my unit. When they debuted, my unit was small, and I had to rebuild. I had a vision to rebuild my unit so I decided to book 25 parties. It's all about personal business and holding parties!*

▶ *I always knew how to talk to people, but I learned how to listen. It is all about the person standing in front of me and letting them know they are important.*

▶ *When I began my Mary Kay business, I wasn't even excited about the money: I was excited about the flexibility because I was burned out on my corporate job. I was a branch manager for a rental car company. The money was great, but I didn't get to spend time with my husband or children. Once I learned that I can make money and have a balanced life, I knew I wanted to make it my business.*



**SEE HIGHLIGHTS FROM TEMI ODEYALE'S
NATIONAL DEBUT.**



Get to know SUE

As Mary Kay celebrates 50 years, what inspirations from the past do you hope will live on?



Mary Kay's autobiography is inspiring because she was so bold and so brave. To think that she was in her 40s when she started her business! It's amazing how relevant her story is even today, and I hope every person who begins a Mary Kay journey reads this book.

What is the most important lesson you've learned while building your Mary Kay business?



I heard Mary Kay Ash say, "People may not always keep their word or be dependable, but love them anyway. Treat them with respect. Be honest and have integrity." These words rang true for me, and I try to take time to think before I act. I ask myself what is the right thing to do, and that is what I choose.

What special advice or words of encouragement would you use with a new Independent Beauty Consultant?



Never compare yourself with anyone else. Run your own race and don't worry about the scoreboard. There will be seasons when you feel stalled and seasons when everything is going as you planned, but the dedication always will pay off.

What was your biggest challenge as a new Independent Beauty Consultant, and how did you overcome it?



I was new to the Toledo area and didn't really know anyone when I started my Mary Kay business. I knew I had to be teachable and be willing to step outside my comfort zone. Kathy Helou taught me what to say and helped me get leads with facial boxes.



SEE HIGHLIGHTS FROM SUE UIBEL'S
NATIONAL DEBUT.



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Sue Uibel

Be My Guest

Independent National Sales Director Sue Uibel was a stay-at-home mom searching for a part-time job when **Independent Executive National Sales Director Kathy Helou** invited her to a guest night. When she learned that Mary Kay's founding principle is based on God first, family second and career third, she was sold. Sue hopes to grow internationally and let women across the globe know that if they put in the effort and believe, they can make their dreams reality — not only in their business, but in their life. Sue debuted as an Independent National Sales Director July 1, 2013.



Get to know TAMMY

What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?

This level of success doesn't happen overnight. What do you do to re-motivate yourself after a setback?

What about being a leader makes you feel the most pride?

What specific skills, tools, strategies or business philosophies have you employed to make your Mary Kay business successful?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Tammy Vavala

A Chance Meeting

It was 1996 and **Tammy** was living in Colorado with her husband, Francis, when she came home to Tucson, Ariz., for a visit. She and her good friend, **Independent Senior Sales Director Tracey Chavez**, were trying to get together, but the only night their schedules matched was the same night as Tracey's Mary Kay unit meeting. Reluctantly, Tammy accompanied her. Little did she know that night would change her life forever. She loved the recognition and positive energy so much that she signed her Independent Beauty Consultant Agreement that night. Tammy debuted as an Independent National Sales Director July 1, 2013.

I actually had a slow start. I'm an introvert, and this was way outside my comfort zone. But I love outgoing people. It wasn't until we moved to Delaware and I evaluated my priorities that I realized a Mary Kay business might be a viable choice. So I found a unit meeting to attend. To be really successful, you must have fellowship of support. You simply can't do it alone.

Remember that when you create a habit, it becomes you. Learn how to conduct a solid opening and closing for your parties, memorize booking scripts and focus on sharing the opportunity. Every goal can be reached by sharing the opportunity.

God has blessed me with a bounce-back ability that has helped me get through setbacks in my business. I've learned to give my best even when I'm going through a personal problem. When you're helping someone else, you can let go of your own problems for a while and concentrate on them.

It is especially rewarding to see women with low self-esteem grow in their confidence. Even if they do not have a Mary Kay business for life, they are forever changed and become more successful in life. I treat everyone the same and love them where they are.

I live by Mary Kay Ash's "The Six Most Important Things" list. I use a yellow pad and keep a check list to track what needs to be done. Although we do work with numbers, working with people is the only way to get real results. Faith and fear cannot reside together, so I choose faith.



SEE HIGHLIGHTS FROM TAMMY VAVALA'S
NATIONAL DEBUT.



Get to know JULIE

What did you learn growing up in a Mary Kay family that prepared you for your Mary Kay business?

Certainly you've encountered challenges and setbacks along your Mary Kay journey. How did you overcome them?

What specific skills have you employed to make your Mary Kay business successful?

What advice would you give an Independent Beauty Consultant just getting started in her Mary Kay business?

What has your Mary Kay business taught you about yourself?



INTRODUCING
INDEPENDENT NATIONAL SALES DIRECTOR

Julie Weaver

Daddy's Girl

Although **Independent National Sales Director Julie Weaver** grew up watching her mom **Independent Senior National Sales Director Emeritus Wanda Janes** work her Mary Kay business, it was Julie's dad who convinced Julie to start her own. He knew it was a great opportunity for her and had faith that she could be successful at it. Her parents purchased her *Mary Kay® Starter Kit* as a gift for her 18th birthday. Julie debuted as an Independent National Sales Director July 1, 2013.

I watched my mom use her Mary Kay business as her voice for helping women find their dreams. Throughout her life, I never saw her compromise. Her mission is to love people and help them realize all they can be. I always appreciated the boldness of her faith. She was successful, and she was humble. She told me God created us to do extraordinary things and that we fulfill our purpose when we live our dreams.

Yes, I'm human! I've learned there's some pain involved in reaching any dream, and nothing comes without hard work. But I believe humbleness makes you a better leader and a role model for others. I consider my Mary Kay business a calling that never ends.

My approach to coaching is to model skills using stories. Stories are powerful because they can paint a picture in your mind. I've experienced the greatest success using this principal. Stories can inspire, entertain and motivate others.

I would challenge her to be the best possible version of herself. Sometimes that means getting out of her own way. In other words, not to let insecurities or fear of failure deter her from stretching herself and changing the world. I'm always asking women, "What are you doing to change the world?" I hope every woman finds the vehicle (like a Mary Kay business) in which to do that.

It's taught me that I'm stronger than I knew. I've learned you can make an impact on others without realizing you're doing so, which shows that people can learn from your actions as well as your words. It's made me more compassionate. I've learned that wisdom is not having all the answers. Instead it's walking together to figure things out as we go.



SEE HIGHLIGHTS FROM JULIE WEAVER'S
NATIONAL DEBUT.

Seminar 2013 50 and Fabulous!

A record 50,000 Mary Kay independent sales force members made the pilgrimage to Dallas to celebrate the Company's 50th Anniversary. This year's theme, *One Woman Can™*, paid tribute to the enormous impact Mary Kay has had on the lives of women around the world. The entire city got behind the celebrations as landmarks sparkled with pink lights. Certainly this Seminar is one we will never forget!





2012-2013

NSD INNER CIRCLE

Congratulations to the members of the Gold/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. Both Inner Circle and Diamond Circle members received a bonus in the amount of a percentage of their NSD commissions, as shown, and received diamonds for their NSD bracelets or necklaces, as shown. Those who earned commissions of \$125,000 and above achieved the Gold Circle. These recognition amounts only reflect official NSD commissions earned and do not include total earnings.

\$550,000 (3% bonus + 2 diamonds)



Kathy Helou
Emerald – \$17,962



Jan Harris
Pearl – \$17,563



Karen Piro
Sapphire – \$17,314



Lisa Madson
Diamond – \$16,973



Gloria Castaño
Diamond – \$15,329



Patricia Turker
Diamond – \$9,239



Pat Danforth
Ruby – \$9,170



Sherry Windsor
Emerald – \$8,239



Lupita Ceballos
Sapphire – \$8,000

\$350,000 (2% bonus + 2 diamonds)



Cheryl Warfield
Pearl – \$7,929



Debi Moore
Emerald – \$7,782



Stacy James
Pearl – \$7,651



Halina Rygiel
Pearl – \$7,479



Karlee Isenhardt
Ruby – \$7,401



Sonia Páez
Diamond – \$7,250



Cindy Williams
Pearl – \$7,190



Sue Kirkpatrick
Ruby – \$6,701

2012-2013

NSD DIAMOND CIRCLE

\$300,000 (1% bonus + 1 diamond)

Dacia Wiegandt
Emerald

Pamela Waldrop Shaw
Pearl

Judie McCoy
Sapphire

SuzAnne Brothers
Emerald

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

Mary Diem
Diamond

Linda Toupin
Diamond

Mary Estupiñan
Pearl

Anita Tripp Brewton
Pearl

Julianne Nagle
Sapphire

Diane Underwood
Diamond

Sara Pedraza-Chacón
Sapphire

Shannon Andrews
Sapphire

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

Dayana Polanco
Diamond

Julia Burnett
Pearl

Connie Kittson
Diamond

Julie Krebsbach
Pearl

Sandy Miller
Pearl

Sandy Valerio
Sapphire

Pamela Fortenberry-Slate
Ruby

Kerry Buskirk
Emerald

Cindy Fox
Emerald

Dawn Dunn
Sapphire

Jeanne Rowland
Ruby

Auri Hatheway
Emerald

Jamie Cruse-Vrinios
Emerald

Janet Tade
Emerald

Maureen Ledda
Pearl

Ronnie D'Esposito
Klein

Ruby

Lily Orellana
Emerald

Anabell Rocha
Pearl

Lisa Allison
Pearl

Nancy Bonner
Pearl

Dalene Hartshorn
Diamond

Rebecca Evans
Ruby

Kristin Myers
Pearl

Kay Elvrum
Emerald

2012-2013

NSD GOLD CIRCLE

\$150,000

Davanne Moul
Sapphire

Susan Hohlman
Diamond

Maria Monarrez
Ruby

Cyndee Gress
Ruby

Tammy Crayk
Sapphire

Valerie Bagnol
Sapphire

Yvonne Lemmon
Emerald

Vivian Díaz
Diamond

Lise Clark
Pearl

Kim McClure
Pearl

Consuelo Prieto
Emerald

Judy Brack
Pearl

Gloria Báez
Sapphire

Candace Laurel
Carlson

Ruby

Jan Thetford
Sapphire

Joanne Bertalan
Diamond

Mona Butters
Emerald

Cathy Bill
Emerald

Jeanie Martin
Pearl

Evelinda Diaz
Diamond

Pam Ross
Ruby

Mayuli Rolo
Diamond

Shirley Oshiro
Pearl

Elizabeth
Muna-Mudsi

Diamond

Alia Head
Sapphire

Juanita Gudiño
Ruby

Pam Klickna-
Powell

Sapphire

Scarlett Walker-
Simpson

Ruby

Monique Balboa
Pearl

Janis Z. Moon
Ruby

Rosibel Shahin
Diamond

Michelle Sudeth
Ruby

Glinda McGuire
Pearl

\$125,000

Kym Walker
Emerald

Pam Higgs
Sapphire

Noelia Jaimes
Diamond

Kate DeBlander
Ruby

Paola Ramirez
Sapphire

Vicki Jo Auth
Ruby

Roxanne McInroe
Sapphire

Brenda Segal
Emerald

Sharon Buck
Sapphire

Bea Millsagle
Ruby

Maria Flores
Ruby

Lorraine Newton
Sapphire

Somer Fortenberry
Ruby

Shelly Gladstein
Emerald

Maribel Barajas
Sapphire

Ada Garcia-
Herrera

Diamond

Kimberly Copeland
Ruby

Alma Orrostieta
Pearl

Kirk Gillespie
Ruby

Gena Rae Gass
Ruby

Heidi Goelzer
Diamond

Morayma Rosas
Emerald

Kathy Rodgers-
Smith

Emerald

Dawn Otten-
Sweeney

Emerald

Linda Kirkbride
Pearl

Lynne Holliday
Ruby

Judy Kawiecki
Ruby

Gay Hope Super
Ruby

Kathy Goff-
Brummett

Pearl

2012-2013

NSD MILLIONAIRES**

\$10 Million

Carol Anton, Ruby

Kathy Helou, Emerald

\$9 Million

Jan Harris, Pearl

Lisa Madson, Diamond

\$8 Million

Judie McCoy, Sapphire

\$7 Million

Anita Mallory Garrett-Roe,

Diamond

Karlee Isenhardt, Ruby

\$6 Million

Lupita Ceballos, Sapphire

Mary Diem, Diamond

Linda Toupin, Diamond

Cindy Williams, Pearl

\$5 Million

Valerie Bagnol, Sapphire

Nancy Bonner, Pearl

Julianne Nagle, Sapphire

\$4 Million

Cathy Bill, Emerald

Dawn Dunn, Sapphire

Alia Head, Sapphire

Janis Z. Moon, Ruby

\$3 Million

Shannon Andrews, Sapphire

Vicki Jo Auth, Ruby

Judy Brack, Pearl

Jamie Cruse-Vrinios, Emerald

Kirk Gillespie, Ruby

Dalene Hartshorn, Diamond

Shirley Oshiro, Pearl

Jane Studrawa, Pearl

Michelle Sudeth, Ruby

\$2 Million

Lisa Allison, Pearl

Heather Carlson, Emerald

Crisette Ellis, Emerald

Juanita Gudiño, Ruby

Yvonne Lemmon, Emerald

Maria Monarrez, Ruby

Sabrina Goodwin Monday,

Emerald

Julia Mundy, Sapphire

Lorraine Newton, Sapphire

Scarlett Walker-Simpson,

Ruby

Julie Weaver, Sapphire

Debra Wehrer, Sapphire

\$1 Million

Diane Bruns, Sapphire

Julia Burnett, Pearl

Maria Guadalupe Diaz,

Sapphire

O'Nelly Encarnacion, Diamond

Somer Fortenberry, Ruby

Cheryl Fulcher, Ruby

Carmen Hernández, Diamond

Cecilia James, Diamond

Alicia Lindley-Adkins, Ruby

Roya Mattis, Pearl

Elizabeth Muna-Mudsi,

Diamond

Dayana Polanco, Diamond

Mia Mason Taylor, Pearl

Sue Uibel, Emerald

Tammy Vavala, Pearl

**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.



TOP THREE QUEENS' COURTS OF **SALES AND SHARING***

DIAMOND

*Sales Director Queen's
Court of Personal Sales*



Queen
Jacque Schumacher
Mitchell, S.D.

1st Runner-Up
Linda Yeager
Fremont, Neb.

2nd Runner-Up
Wendy Haas
Grand Marsh, Wis.

*Consultant Queen's
Court of Personal Sales*



Queen
Cynthia Herreid
Keene, N.H.

1st Runner-Up
Kathleen Neal
Crossville, Tenn.

2nd Runner-Up
Marilyn Ball
Crossville, Tenn.

Queen's Court of Sharing



Queen
Fraidel Klein
Lakewood, N.J.

1st Runner-Up
Maria Acosta
East Meadow, N.Y.

2nd Runner-Up
Janet Espino
Miami

RUBY

*Sales Director Queen's
Court of Personal Sales*



Queen
Carolyn Simon
Enid, Okla.

1st Runner-Up
Ekene Okafor
Kendallville, Ind.

2nd Runner-Up
Heather Feiring
Epping, N.D.

*Consultant Queen's
Court of Personal Sales*



Queen
Daphne Lewis
Spokane, Wash.

1st Runner-Up
Sherry Lusk
San Diego

2nd Runner-Up
Linda Wagner
Cary, Ill.

Queen's Court of Sharing



Queen
Abosede Oyediran
Medford, N.Y.

1st Runner-Up
Alexis Shaw
Essex Fells, N.J.

2nd Runner-Up
Reke Shokunbi
Houston

SAPPHIRE

*Sales Director Queen's
Court of Personal Sales*



King
Jim Cundiff
Garden City, Mich.

1st Runner-Up
Kerin Miller
Kendallville, Ind.

2nd Runner-Up
P.J. Baunach
Alexandria, Va.

*Consultant Queen's
Court of Personal Sales*



Queen
Kelly Freeman
Marietta, Ga.

1st Runner-Up
Patricia Shallenberger
Morrisville, Pa.

2nd Runner-Up
Denise Plitt
Oak Harbor, Wash.

Queen's Court of Sharing



Queen
Brenda Gill
Bristol, Va.

1st Runner-Up
Ruth LaClair
Peru, N.Y.

2nd Runner-Up
Tiffani Foster
Riverdale, Utah

EMERALD

*Sales Director Queen's
Court of Personal Sales*



Queen
Linda Klein
Woodland Hills, Calif.

1st Runner-Up
Amie Kelly
Waco, Texas

2nd Runner-Up
Kim Manire
Mount Washington, Ky.

*Consultant Queen's
Court of Personal Sales*



Queen
Josiepha Caughlin
Fredericksburg, Texas

1st Runner-Up
Debbie Baker
Millsboro, Del.

2nd Runner-Up
Marilyn Harris
Jamaica Plain, Mass.

Queen's Court of Sharing



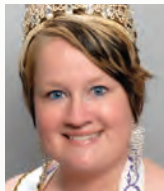
Queen
Kathy Robinson
Hoover, Ala.

1st Runner-Up
Silvia Sanchez
Homer Glen, Ill.

2nd Runner-Up
Nycole Jackson
East Peoria, Ill.

PEARL

*Sales Director Queen's
Court of Personal Sales*



Queen
Whitney Gaines
Jamestown, Ind.

1st Runner-Up
Linda Pilolli
Columbiana, Ohio

2nd Runner-Up
Sondra Nelson
Houston

*Consultant Queen's
Court of Personal Sales*



Queen
Grace Maier
Burien, Wash.

1st Runner-Up
Patricia Besermin
Dallas, Pa.

2nd Runner-Up
Marilyn Hemsath
Hemet, Calif.

Queen's Court of Sharing



Queen
Crystal Trojanowski
Lincoln, Calif.

1st Runner-Up
Blythe Egbert
Anna, Ohio

2nd Runner-Up
Regina Ati
Lawrenceville, Ga.

TOP 10 SALES UNITS NATIONWIDE[†]



1. Julie Weaver
Louisville, Ky.
Sapphire



2. Kristin Rogers
Sugar Hill, Ga.
Diamond



3. Melinda Balling
Santa Fe, N.M.
Emerald



4. Marsha Morrisette
Eden Prairie, Minn.
Diamond



5. Amy Kemp
Bourbonnais, Ill.
Pearl



6. LaRonda Daigle
Baton Rouge, La.
Diamond



7. Melissa Hennings
Flower Mound, Texas
Diamond



8. Patti Cornell
Omaha, Neb.
Pearl



9. Kristi Anderson
Lees Summit, Mo.
Sapphire



10. Jordan Helou Eicher
Huntersville, N.C.
Emerald

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

[†]Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2012-2013 contest period.



2013 CIRCLE OF EXCELLENCE**

DIAMOND



Queen
Kristin Rogers*
\$1,100,000 Circle

1st Runner-Up
Marsha Morrisette*
\$1,050,000 Circle

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

\$1,000,000 Circle
Melissa Hennings*

\$850,000 Circle
Deborah Dudas
Priscilla McPheeters

\$800,000 Circle
Kim Messmer
Mariann Biase Mason
Amy Allgood
Shelly Palen
Tawnya Krempges
Mary Strauss

\$750,000 Circle
Stephanie Audino*

\$700,000 Circle
Gerri Anne Morris
Amelie Kemogne*

\$650,000 Circle
Stephanie Richter
Mary Kathryn King
Menina Givens*
Sharon Carney-Wright
Petie Huffman
Lisa Stengel
Sonia Bonilla
Carol Lee Johnson
Kristen Spiker
Jenny Siemonsma

RUBY



Queen
Cheryl Fulcher*
\$850,000 Circle

1st Runner-Up
Brenda Fenner*
\$850,000 Circle

2nd Runner-Up
Lisa Hansen*
\$800,000 Circle

\$700,000 Circle
Breda Teal

\$700,000 Circle
Mary Dell*
Suzanne Wallace*
Cleeta Colson*

\$650,000 Circle
Lisa Anne Harmon
Sonya Goins
Teka-Ann Haynes*
Kali DeBlender Brigham
Krystal Downey-Shada
Thessey Nwachukwu
Kaye Driggers*
Debbie Elbrecht

SAPPHIRE



Queen
Julie Weaver*
\$1,200,000 Circle

1st Runner-Up
Kristi Anderson
\$900,000 Circle

2nd Runner-Up
Jennifer Besecker
\$850,000 Circle

\$800,000 Circle
Debbie Weld*
Julia Mundy

\$700,000 Circle
Binta Jagne*
Ellen Farquharson*

\$700,000 Circle
Cheryl Anderson
Ann Sherman
Crystal McDaniel
Randi Stevens
Lady Ruth Brown

\$650,000 Circle
Kim Sabourin
Tabitha Hallums
Kim West
Faith Gladding
Jim Cundiff*
Ruby Garner

EMERALD



Queen
Melinda Balling
\$1,050,000 Circle

1st Runner-Up
Jordan Helou Eicher
\$900,000 Circle

2nd Runner-Up
Connie Ackroyd
\$800,000 Circle

\$800,000 Circle
Stacy Foust

\$750,000 Circle
Karen Ridle
Nancy Boucher
Grace Snively*

\$700,000 Circle
Paula Kelsch
Kathy Oliveira

\$650,000 Circle
Barbara Pleet
Sue Uibel
Sheri Farrar-Meyer
Jo Cotton
Christine Barrueco
Margaret Neill
Linda Klein
Joanna Helton
Pam Kelly
Jeanie Tamborello
Chris Teague*
Jeannine DeVore Harris
Cheryl Foster*
O'Nelly Encarnacion*

PEARL



Queen
Amy Kemp*
\$1,000,000 Circle

1st Runner-Up
Patti Cornell*
\$950,000 Circle

2nd Runner-Up
Sandy Gant*
\$800,000 Circle

\$800,000 Circle
Christi Campbell
Crystal Trojanowski*

\$750,000 Circle
Keita Powell*
Christina Frantz*
Cindy Machado-Flippen
Lily Gauthreaux*

\$700,000 Circle
Janice Hull
Lisa Olivares
Patty Olson*

\$650,000 Circle
Tamarie Bradford*
Brenda Stafford
Anne Geertsens
Jeanie Navrkal
Irvyne Foster
Tammy Vavala
Tina Dees
Amy Schule*
Susan Moore
Shauna Abbotts*
Michele Rankin
Stacey Craft



*Received diamond bar pin for exceeding all previous years

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

These five annual
Go-Give® Award winners
were honored on Awards
Night at Seminar 2013.

Annual Go-Give® AWARD WINNERS

Congratulations



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 these women and
those like them, the Go-Give®
legacy that sets this Company
apart will continue.

PEARL Independent Future Executive Senior Sales Director Shelley Money-Eldridge – Rochester, N.Y.

"It is quite an honor to be nominated
by my peers to receive the most
prestigious Mary Kay award. I have
truly been the one blessed by the
adoptee program and believe being
'an Adorable' since my first day in my
Mary Kay business helped me to be a
stronger, more confident Independent
Beauty Consultant. I was taught by
the very best how to give and to be
of service. From the bottom of a
very grateful heart, I thank all of you
who poured love and energy into my
success events and my life through
the adoptee program."

SAPPHIRE

Independent Executive
Senior Sales Director
Heather Bohlinger –
Windsor, Colo.

"Receiving the annual Go-Give®
Award at the Company's 50th
Anniversary Seminar was a moment
I will never forget and the greatest
honor of my Mary Kay business.
God blessed me with an opportunity
to utilize my gifts and talents to
provide for my family and to give to
others with my time and resources
by aligning my Mary Kay business
with my Christian beliefs and
values. As I stood on that stage, I
was humbled to receive an award
thousands of women are worthy to
receive. They serve not only their
clients and their team members;
they serve within their churches and
their communities."



DIAMOND Independent Senior Sales Director Frances Jackson – Columbia, Md.

"I am humbled that God chose me
to share His principles and Mary Kay
Ash's philosophy of giving and
serving. I will continue my journey,
as The Mary Kay FoundationSM
has, of helping women threatened
by domestic violence. Love to my
mom and dad for motivating and
encouraging me to serve others. I
miss you, Dad! Love to my husband,
Ernest, Sr. You are the wind beneath
my wings! Love also and much
gratitude for my Independent
National Sales Director Emeritus,
Joyce Z. Grady."



RUBY Independent Executive Senior Sales Director Nia Putnam – Fairfield, Calif.

"For Independent Beauty Consultants, Independent
Sales Directors and Independent National Sales
Directors, the Golden Rule and the Go-Give® spirit
aren't simply a philosophy; they are our 'North Star'!
It's what Mary Kay Ash modeled to everyone she met,
the foundation upon which she built this beautiful
Company and what she asked us to emulate. To
receive this award is more precious to me than any
car I've earned or any money I've made. I am honored,
humbled and forever grateful. Thank you!"



EMERALD Independent Senior Sales Director Stacy Foust – Clive, Iowa

"Earning the coveted Go-Give® Award was overwhelming,
exciting and quite an honor. Mary Kay would be so proud to
know that the Go-Give® spirit lives on through hundreds of
thousands of Independent Sales Directors and Independent
Beauty Consultants. I've been blessed by Independent
Sales Directors who have been there for me with words of
wisdom and encouragement and who have adopted the
Independent Beauty Consultants in my unit as their own."

MARY KAY®

Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

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MARY KAY INC.

MARY KAY LEADERSHIP 2014

New Orleans



Jan. 12–15
(Diamond, Emerald and Pearl)

Jan. 15–18
(Ruby and Sapphire)



SEE YOU IN NEW ORLEANS!

Who's Invited:
All Independent
Sales Directors,
Future Independent
Sales Directors
and Independent
Sales Directors-in-
Qualification.

You'll Find:

- Fabulous Parties
- Over-the-Top Entertainment
- Inspiring Speakers
- Valuable Education
- Incredible Networking
- Awesome Recognition
- Memory-Making Girlfriend Time
- **Plus, All the Fun New Orleans Offers!**

Register NOW!

[Mary Kay InTouch® > Events > Leadership Conference 2014](#) OR by mail:
Leadership 2014
Special Events Registration
Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045



Photos courtesy of New Orleans Visitors Bureau



Roll Call! CLASS OF 2014

Independent Sales Directors who debut
Aug. 1, 2013 – July 1, 2014, get a:

- Beautiful **Class of 2014** ring.
- Fabulous Badgley Mischka handbag.
- Free Leadership Conference 2014 Registration (free Seminar registration if you debut Feb. 1 – July 1, 2014).

Plus!

- Debut an offspring and receive a coordinating Badgley Mischka wallet.
- Debut two or more offspring and receive a \$100 bonus for each additional offspring.



Badgley Mischka handbag



Class of 2014 ring

See you there!