

MARY KAY

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DECEMBER 2015

Holiday Hits!

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Big Delights.



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**CITYSCAPE™
FRAGRANCE
SAMPLES ON
PAGE 2**

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August | recognition

Congratulations to the winners

TOP NSDs YEAR-TO-DATE



Anita Mallory



Gloria Mayfield Banks



Kathy Helou



Karen Piro



Gloria Castaño



Jan Harris



Carol Anton



Sonia Pérez



Lisa Madson



Pamela Waldrop Shaw

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 2015, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for July 2015.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through August 31, 2015.

On-Target for \$800,000 Inner Circle

Anita Mallory \$134,221

On-Target for \$550,000 Inner Circle

Gloria Mayfield Banks \$95,805

On-Target for \$500,000 Inner Circle

Kathy Helou \$88,657

Karen Piro 84,781

On-Target for \$450,000 Inner Circle

Gloria Castaño \$81,239

Jan Harris 77,494

On-Target for \$400,000 Inner Circle

Carol Anton \$71,717

Sonia Pérez 69,470

Lisa Madson 67,845

On-Target for \$350,000 Inner Circle

Pamela Waldrop Shaw \$64,815

Cheryl Warfield 61,831

On-Target for \$325,000 Inner Circle

Patricia Turker \$55,721

Cindy Williams 54,629

Halina Rygiel 54,241

On-Target for \$300,000 Diamond Circle

Mary Diem \$53,303

Stacy James 52,278

Karlee Isenhardt 51,169

On-Target for \$250,000 Diamond Circle

Anabell Rocha \$49,284

Lupita Ceballos 48,452

Dawn Dunn 46,386

Sherry Windsor 46,259

Debi Moore 45,898

Dayana Polanco 43,403

On-Target for \$200,000 Diamond Circle

Kristin Myers \$41,305

Anita Tripp Brewton 39,225

Sandy Valerio 38,584

Julianne Nagle \$38,581

Cindy Fox 38,476

Connie Kittson 38,326

Kerry Buskirk 38,286

Sara Pedraza-Chacón 37,976

SuzAnne Brothers 37,827

Judie McCoy 37,503

Cyndee Gress 35,568

Gay Hope Super 35,519

Ada Garcia-Herrera 35,204

Mary Estupiñan 34,817

Linda Toupin 33,372

On-Target for \$150,000 Gold Circle

Dacia Wiegandt \$31,999

Lara McKeever 31,620

Lia Carta 30,799

Jamie Cruse-Vrinos 30,695

Diane Underwood 30,523

Julia Burnett 29,800

Carmen Hernández 29,083

Alicia Lindley-Adkins 28,118

Morayma Rosas \$28,065

Gloria Báez 27,844

Monique Balboa 27,366

Maria Monarrez 27,344

Kay Elvrum 27,312

Davanne Moul 27,233

Elizabeth Muna 27,221

Shannon Andrews 27,042

Consuelo Prieto 26,691

Magdalena Nevárez 26,538

O'Nelly Encarnación 26,292

Noelia Jaimes 25,951

Vivian Díaz 25,713

Julie Krebsbach 25,228

Somer Fortenberry 25,213

Jan Thetford 25,180

Pamela Fortenberry-Slate 25,173

On-Target for \$125,000 Gold Circle

Lily Orellana \$24,497

Cathy Bill 24,458

Yvonne Lemmon 23,823

Evelinda Díaz \$23,821

Michelle Sudeth 23,181

Sue Wallace 23,020

Auri Hatheway 22,832

Candace Laurel Carlson 22,814

Maureen Ledda 22,504

Lisa Allison 22,387

Pam Ross 21,990

Alma Orrostieta 21,950

Valerie Bagnol 21,741

Pam Klickna-Powell 21,571

Mayuli Rolo 21,544

Sue Pankow 21,467

LaRonda Daigle 21,074

Dawn Otten-Sweeney 21,051

Leah Lauchlan 20,888

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.

Emerald

- Gloria Mayfield Banks*** \$70,812
- Patricia Turker** 32,888
- Sonia Pérez** 28,756
- Judie McCoy* 24,653
- Jamie Cruse-Vrinos 21,352
- Diane Underwood 21,200
- Monique Balboa 20,747
- Dacia Wiegandt* 20,585
- Dayana Polanco* 19,996
- Julianne Nagle* 19,283
- Kerry Buskirk* 18,710
- Auri Hatheway 17,369
- Anita Tripp Brewton* 16,647
- Tammy Cray 15,899
- Evelinda Díaz* 15,522
- Maureen S. Ledda* 15,329
- Pam I. Higgs 15,021
- Pam Klickna-Powell 14,228
- Kym A. Walker* 14,225
- Pamela Tull 13,946
- Ada Garcia-Herrera* 13,937
- Kirk Gillespie 12,902
- Sonia Bonilla 12,292
- Diane Bruns 11,896
- Mayuli Rolo* 11,849
- Kathy P. Oliveira 11,798
- Joanne R. Bertalan* 11,522
- Cristi Ann Millard 11,179
- Gillian H. Ortega 11,160
- Roya Mattis 11,088
- Sabrina Goodwin Monday 10,905
- Crisette M. Ellis 10,786

- Rosibel Shahin* 10,763
- Nancy A. Moser 10,493
- Noelia Jaimes* 10,481
- Luzmila Abadia Carranza* 10,470
- Mary Beissel 10,041

Diamond

- Anita Mallory*** \$72,801
- Lisa Madson 46,729
- Gloria Castaño*** 45,740
- Julianne Nagle* 40,337
- Karen Piro** 40,337
- Pamela Waldrop Shaw** 30,467
- Halina Rygiel* 27,574
- Dawn A. Dunn* 22,590
- O'Nelly Encarnación 22,550
- Mary Diem* 20,591
- Shannon C. Andrews* 19,994
- Maria Monarrez 19,904
- Julia Burnett* 19,241
- Kristin Sharpe 17,994
- Kay E. Elvrum 17,669
- Connie A. Kittson* 17,309
- Lily Orellana 17,225
- Yvonne S. Lemmon 17,002
- Kaye Driggers 16,337
- Lisa Allison 16,121
- Sue Pankow 15,302
- Pam Ross* 15,069
- Diana Sumpter 14,821
- Susan M. Hohlman* 13,796
- Yosaira Sánchez 13,748
- Jeanie Martin 13,466
- Leah Lauchlan 13,316

- Rebecca Evans* 13,136
- Rosa Carmen Fernández 12,775
- Julia Mundy 12,659
- Lynne G. Holliday 12,388
- Margaret M. Bartsch 12,375
- Alia L. Head 12,169
- Sharon L. Buck 12,167
- Roxanne McIntire 11,856
- Vicki Jo Auth 11,818
- Lynnea E. Tate 11,761
- Shelly Gladstein 11,370
- Terri Schafer 11,198
- Robin Rowland 10,342
- Heidi Goelzer 10,086

Ruby

- Carol Anton** \$42,296
- Jan Harris** 39,144
- Cindy A. Williams* 29,624
- Sherry Windsor* 28,766
- Karlee Isenhardt* 27,330
- Linda C. Toupin 26,848
- Stacy I. James** 24,904
- Lia Carta* 21,799
- Mary C. Estupiñan* 18,941
- Sandy Valerio* 18,709
- Gloria Báez* 18,430
- Cindy Fox* 18,012
- Anabell Rocha* 17,578
- Julie Krebsbach* 17,306
- Kim L. McClure 16,819
- Cathy Bill* 16,786
- Jan L. Thetford 16,586

- Crystal Trojanowski 15,699
- Candace Laurel Carlson* 14,980
- Carmen Hernández* 13,985
- Amie N. Gamboian 13,875
- Patty J. Olson 13,847
- Linda Spadlowski 13,735
- Kate DeBlander 13,602
- Lara F. McKeever 13,293
- Elizabeth Muna* 12,905
- Sherril L. Steinman 12,896
- Brenda Segal* 12,873
- Maria Flores 12,714
- Kathy Rodgers-Smith 11,753
- Michelle L. Sudeth* 11,630
- Juanita Gudiño 11,528
- Deb Pike 11,474
- Tammy A. Avala 11,320
- Tammy Romage 10,633
- Jo Anne Barnes 10,626
- Lily Gauthreaux 10,478
- Lynda Jackson* 10,405
- Cecilia C. James 10,389
- Gena Rae Gass 10,337
- Bea Millsagle 10,213

Sapphire

- Kathy Helou*** \$44,237
- Cheryl Warfield** 34,804
- Lupita Ceballos** 32,269
- Debi R. Moore* 29,415
- SuzAnne Brothers* 25,476
- Sara Pedraza-Chacón* 22,364
- Kristin Myers* 21,594

- Consuelo R. Prieto* 18,952
- Alma Orrostieta 18,074
- Morayma Rosas 17,752
- Davanne D. Moul* 16,864
- Cyndee Gress* 16,175
- Vivian Díaz* 16,110
- Valerie J. Bagnol* 14,795
- Tina Hulsman 14,788
- Alicia Lindley-Adkins* 14,771
- Pamela A. Fortenberry-Slate* 14,226
- Somer Fortenberry 13,921
- Phyllis Pottinger* 13,504
- Kimberly R. Copeland 13,318
- Janis Z. Trude 12,787
- Cathy E. Littlejohn 12,511
- Dawn Otten-Sweeney 12,498
- Ruth L. Everhart 12,401
- Diane L. Mentiply 11,890
- LaRonda L. Daigle 11,857
- Heather A. Carlson 11,649
- Scarlett S. Simpson* 11,564
- Diana Heble 11,502
- Sylvia Kalicak 11,178
- Glinda McGuire* 11,147
- Debra M. Wehrer 10,941
- Jeanie M. Tamborello 10,551
- Elaine Kimble Williams 10,426
- Magdalena Nevárez* 10,284
- Evalina Chávez 10,233
- Jane Studrawa 10,165

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

MARY KAY ANGELS/ ÁNGELES MARY KAY

august/agosto 2015

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 or unit members in their Seminar areas in August 2015./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 o integrantes de unidad en sus áreas de Seminario en agosto de 2015.

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



**Gloria Mayfield
Banks**
\$70,812
Emerald



Anita Mallory
\$72,801
Diamond



Carol Anton
\$42,296
Ruby



Kathy Helou
\$44,237
Sapphire

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

EMERALD/ESMERALDA — Missy Semien, S. Goodwin Monday Area	\$16,629
DIAMOND/DIAMANTE — Sherry Crider, A. Head Area	\$9,811
RUBY/RUBÍ — Perpetua Asu-Eze, Go Give Area	\$12,083
SAPPHIRE/ZAFIRO — Jim Cundiff, Go Give Area	\$17,526

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

EMERALD/ESMERALDA — Cindy Oconnell, T. Moretti Unit, K. Oliveira Area	\$14,707
DIAMOND/DIAMANTE — Kristian Adams, C. Kriner Unit, D. Dunn Area	\$11,750
RUBY/RUBÍ — Dadakpoye Johnson, R. Shokunbi Unit, Go Give Area	\$13,514
SAPPHIRE/ZAFIRO — Latoya Williams, I. Williams Unit, Go Give Area	\$15,580

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

EMERALD/ESMERALDA — Mariana Moreno, M. López Area	\$97,046
DIAMOND/DIAMANTE — Marissa Robinson, A. Mallory Area	\$80,667
RUBY/RUBÍ — Krystal Downey-Shada, Go Give Area	\$100,495
SAPPHIRE/ZAFIRO — Jim Cundiff, Go Give Area	\$98,349

Top Team Builder/Primera Impulsora de Equipo

	New Team Members/Nuevas integrantes de equipo
EMERALD/ESMERALDA — Suzanne Mynsberge, A. Jurek Unit, K. Starr Area	10
DIAMOND/DIAMANTE — Coty Maldonado, P. Shaw Unit, P. Shaw Area	11
RUBY/RUBÍ — Radell Peischler, N. Wethje Unit, Go Give Area	14
SAPPHIRE/ZAFIRO — Torrette Williams, B. Martin Unit, Go Give Area	14

TOP UNIT BUILDERS/IMPULSORAS DE UNIDAD MÁS DESTACADAS

august/agosto 2015

New Unit Members/Nuevas integrantes de unidad

EMERALD/ESMERALDA

Emily Sujey Vijil	29
Catherine Virginia Slezak	24
Leanne Parrino-Pheasant	22
Melissa K. Wade Bluemel	22
Carina Elizabeth Wright	21
Alison Jurek	21
Yeuk Chun Wu	21
Jennifer Elizabeth Damm	20

DIAMOND/DIAMANTE

Jenny Siemonsma	21
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RUBY/RUBÍ

M. Marleny Reyna Huerta	34
Brittany Marie Kaps	25
Heather Jean McKinney	23
Sheryl K. Goins	20
Naomi Wethje	20

SAPPHIRE/ZAFIRO

Belle L. Martin	24
Chelsea Cooley Altman	21
Katie D. Nichols	20

Independent Sales Directors with 20 or more new unit members for August 2015./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en agosto de 2015.

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?

diamond/diamante

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

june/junio 2015



Jennifer D. Bugner
Andale, Kan.
J. Kimple Unit

Marcie Diaz
Lakewood, Colo.
J. Moore Unit

Jorden Emmert
Tompkinsville, Ky.
K. Manship Unit

Anna Marie C. Johnson
Westminster, Colo.
S. Godec Unit

Donna Marie Batcheller*
New Market, Md.
C. Collett Unit

Rosa Maria Bernal*
Pembroke Pines, Fla.
L. Reyes Unit

Not pictured/Sin foto: **Lindsay Alexander**, Plain City, Ohio, M. Headings Unit; **Rachel Hannah Anibal**, Byron, Mich., T. Francis Unit; **Alicia Rochelle Battles**, Goshen, Ind., J. Tyler Unit; **Luz Iraida Bermudez**, Allentown, Pa., E. Fernandez Unit; **Xaviera Blythe**, Southfield, Mich., T. Lewis Unit; **Carolyn Jean Castillo**, Edinburg, Texas, M. Garcia Unit; **Sacarias Castillo-Velazquez**, Sanford, N.C., E. Valdez-Cruz Unit; **Jennifer Anne Cross**, Atlanta, E. Farquharson Unit; **Brittany Gayle Croyle**, Chelsea, Ala., R. Turner Unit; **Brittany Davis**, Starke, Fla., T. Pinkston Unit; **Kristen Danielle Davis**, Fort Walton Beach, Fla., J. Ellerbee Unit; **Rosa Dután**, Corona, N.Y., M. Siguenza Unit; **Lauren N. Ellis Russo**, Portland, Ore., J. Francis Unit; **Rocio Espinoza**, Paramount, Calif., E. Paz Unit; **Aura Fajardo**, Wilmington, Calif., C. Garcia Unit; **Olivia Flores-Vizcarra**, Lynnwood, Wash., F. Cervantes Unit; **Kelly Michelle Freeman**, Marietta, Ga., B. Blalock Unit; **Amanda Rae Frick**, Lincoln, Neb., N. Osborn Unit; **Lili Fuentes**, Roseville, Calif., V. Pesavento Unit; **Flor Angelica Garcia**, Rancho Cucamonga, Calif., E. Salazar Unit; **Lydia Gutierrez**, Colton, Calif., C. Contreras Unit; **Britney E. Harrington**, Charlotte, N.C., A. Irizarry Unit; **Valerie Jo Hayes**, Cedar Hill, Texas, B. Cooksey Unit; **Shalonda Michelle Jiles**, Merrillville, Ind., M. King Unit; **Becky A. Kelly**, El Cajon, Calif., S. Lewerth Unit; **Jessica Kuhns**, Syracuse, Ind., W. Roe Unit; **Paige Lollar**, Tokio, Texas, D. Russell Unit; **Sally D. McCutcheon**, Stevensville, Mich., R. Meyer Unit; **Yvonne Mills-Odoi**, Brockton, Mass., J. LaPrade Unit; **Janie Katharine Myers**, Southgate, Ky., J. Raley Unit; **Adetutu Ojomo-Joseph**, Staten Island, N.Y., O. Banjoko Unit; **Erica Osley**, Royston, Ga., O. Shockley Unit; **Debbie Ann Palmer**, West Columbia, Texas, C. Newby Unit; **Sarah Pearson**, Burlington, Kan., R. Blades-Belcher Unit; **Jennifer Mae Pitzer**, Lancaster, Ky., D. Combs Unit; **Crystal Pounds**, San Angelo, Texas, H. Goelzer Unit; **Martha Pulido**, Wichita, Kan., M. Monarrez Unit; **Aide Ramos**, Charlotte, N.C., D. Santos Unit; **Minerva Reyes**, Ontario, Calif., C. Garcia Unit; **Alejandra Rivera**, Wichita, Kan., B. Symons Unit; **Amanda Shook**, Colorado Springs, Colo., M. Moore Unit; **Tana Marie Tidd**, Avoca, Ind., D. Manning Unit; **Tanya G. Tylutki**, Tucson, Ariz., C. Morgan Unit; **Belen Valenzuela**, San Jose, Calif., C. Alvarez Unit; **Ana Luisa Vargas**, Livermore, Calif., M. Sandoval Unit; **Mariana Vega**, East Wenatchee, Wash., P. Garcia Unit; **Ashley Marie Voorhees**, Granville Summit, Pa., P. Morgan Unit; **Penny Hamilton Washington**, Houston, Y. Lemmon Unit; **Karen Ann Wright**, Monroe, Ga., B. Blalock Unit.

*Previously debuted./Debutó con anterioridad.

TRIPLE CROWN/ TRIPLE CORONA

august/agosto 2014



No qualifiers this month./No hubo quien calificara este mes.

DEAN'S LIST/ LISTA DEL DECANO

august/agosto 2014



Evelyn C. Benitez
Richardson, Texas
S. Saldana Area
Ruby Seminar

Kristen M. Christen
Fort Wayne, Ind.
C. Warfield Area
Sapphire Seminar

Erin Elise Benjamin
Ann Arbor, Mich.
Sapphire Go Give Area
Sapphire Seminar

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to **Mary Kay InTouch®**./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, 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 INVITADAS 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.

HONORS SOCIETY/ SOCIEDAD DE HONOR

august/agosto 2014



Cindi Marie Byrd
Jackson, Tenn.
Diamond Go Give Area

Lee Ann D. Commerford
Fortson, Ga.
A. Mallory Area

Not pictured:/Sin foto: Mandi Brooke Tanner, Monticello, Ga., K. Sharpe Area.

FABULOUS 50s/ FABULOSOS 50

february/febrero 2015



Wendy Lambright
Deer Park, Texas
J. Breen Area

Not pictured:/Sin foto: Aygul Azenova, Brooklyn, N.Y., H. Rygiel Area; Yolanda Gutierrez, El Paso, Texas, L. Orellana Area; Doris Rivas, Norcross, Ga., Y. Sánchez Area.

ON THE MOVE/ EN ACCIÓN

june/junio 2015

Rachel Hannah Anibal
Sacarias Castillo-Velazquez
Brittany Davis

Lauren N. Ellis Russo
Kelly Michelle Freeman
Becky A. Kelly

Erica Osley
Sarah Pearson

Jennifer Mae Pitzer
Aide Ramos

Ana Luisa Vargas

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

august/agosto 2015

Araceli Aguilar
Leticia Aguirre Tinajero
Julia M. Baidal
Debra A. Baker
Alejandra Balderas
Rhonda Berry
Kamila Blank
Kathi L. Boyd
Renee Breen
Astrid Calderon
Geraldine G. Campbell
Maribel Castellon
Heather A. Chisum
Katherine V. Cid
Terry L. Conyers
Teresa M. Corley

Tammy G. Daley
Erica J. Daniels
Miah L. Darris
Pamela Dickerson-Melton
Melody Funkhouser
Jacqueline C. Gama
Silvia Garcia
Gloria J. Gaynor
Bethany Geiman
Shanna S. Graham
Amparo Guzman
Brittany M. Helton
Monica Hernandez
Eloisa M. Jimenez
Rachael E. Johnson
Shahnoza Karimova

Tonya S. Kelley
Darlene Kong
Angela L. Kyle
Tara B. Lewis
Marilyn J. Lidberg
Martha Lopez
Savannah K. Lowe
Sehidy Madrigal
Coty Maldonado
Tavia Mays
Shaina McWilliams
Guadalupe H. Mendez
Amanda R. Mondeau
Tammie Moore
Rebecca L. Nevills
Turdikhol Nurmatova

Danielle T. O'Donnell
Danielle Olsen
Evelyn Omangi
Jacinda Pangburn
Jarumy Y. Parra
Karen Patterson
Arlet Perea
Leiselle S. Pilgrim
Angelica Plancarte
Kayla L. Pratt
Mariely O. Queiroz
Michelle N. Reed
Zoila A. Rios
Kristie Ritter
Yolanda Rodriguez
Robbie L. Rollins

Evelyn R. Roman
Toni Rowan
Lizbeth Saenz
Melissa M. Smits
Tiffany M. Stavinoha
Danielle D. Stewart
Leticia Suarez
Violette Tabor
Geraldine P. Tuck
Tonja M. Van-Es
LaShawnda M. Weatherspoon
Dawn M. Westpfahl
Phyllis A. Woodward

GRAND ACHIEVERS/GRAN GANADORAS

august qualifiers/
calificadas en agosto 2015

**Consultants/
Consultoras**
Cynthia M. Adams
Corey Akin
Karla M. Allen
Shannon Zoet Black

Amy Rachel Brines
Cherie Buijk
Karla Cabrera
Amanda Sue Dettmer
Shannon Downer
Lauren Garbe

Cindy Mariela Gutierrez
Ann Marie Hubbard
Jamie Leigh Jones
Elsy Lanza
Maria Raymunda Mata
Martha G. Mendez

Brittney Lyn Rose
Melissa Elaine Rudolph
Maria C. Terrazas Castaneda
Sherry Wright

**Sales Directors/
Directoras de Ventas**
Brittney Kovar
Connie Mabry

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

august/agosto 2015

New Team Members/Nuevas integrantes de equipo

Julia Baidal, M. Siguenza Unit 5
Alejandra Balderas, H. Sandoval Unit 7
Rhonda Berry, K. Rosetti Unit 7
Kathi Boyd, J. Siemonsma Unit 5
Raven Carter, R. Goldson Unit 5
Maribel Castellon, L. Cisneros Unit 5
Idalia Castro, E. Portillo Unit 5
Heather Chisum, A. Hunsaker Unit 7
Amanda Dettmer, A. Slickers Unit 6
Maday Diaz, J. Sadler Unit 5
Pamela Dickerson-Melton, K. Meyers Unit 5
Kenesha Dixon, A. Allgood Unit 6
Martha Dos Santos, I. Jimenez Unit 7
Kelsey Dozier, S. Perdue Unit 5

Melody Funkhouser, C. Goodykoontz Unit 6
Silvia Garcia, E. Flores Unit 6
Tereza Garza, V. Cantu Unit 7
Gloria Gaynor, T. Lewis Unit 7
Jennifer Grant-Dupuy, R. Rodriguez-Capone Unit 5
Ramyka Green, L. Blackmore Unit 5
Amparo Guzman, C. Garcia Unit 6
Karen Hardy, C. Higdon Unit 7
Monica Hernandez, C. Chavez Unit 8
Melissa Lamphere, R. Anibal Unit 5
Sehidy Madrigal, D. Santos Unit 10
Coty Maldonado, P. Shaw Unit 11
Natasha Manley, D. Conner Unit 6
Sales Director DeKeshia Melendez 6
Ewa Modzelewski, N. Zubareva Unit 5

Sylvia Phillips, K. Gonzalez Rivera Unit 5
Leiselle Pilgrim, A. Allgood Unit 5
Margo Quesnell, C. Geffen Unit 5
Enid Ramirez, O. Encarnación Unit 6
Zoila Rios, A. Gomez Unit 5
Kristie Ritter, S. Palen Unit 6
Daniel Rivera, E. Marcial Unit 5
Yolanda Rodriguez, I. Smith Unit 10
Toni Rowan, L. Holliday Unit 7
Kelly Sullivan, T. Richardson Unit 7
Christy Thompson, C. Mancía Unit 5
Geraldine Tuck, C. Harper Unit 5
De Ann Willis-Sharkey, S. Young Unit 5

diamond/diamante

13% CLUB/ CLUB DEL 13%

august/agosto 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Diamond** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during August./ Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Diamante** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 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 \$225 al mayoreo en agosto.

Sales Director Shukurat Soile	\$2,649	Sales Director Kori Lynn King	1,685	Sales Director Noemi Hernandez	1,544	Sales Director Maranda Michelle Rains	1,454
Sales Director Karime Rosas	2,474	Sales Director Lucrecia Aguirre	1,684	Sales Director Celeste Byrd	1,544	Sales Director Silvia I. Guillen	1,436
Sales Director Cristina Ann Hernandez	2,430	Dawn Marie Westpfahl, M. Robinson Unit	1,618	Sales Director Shelly Palen	1,494	Sales Director Alejandra Lopez	1,433
Sales Director Betty Symons	1,870	Sales Director Titilayo Felicia Otusajo	1,609	Sales Director Cheryl A. Owensby-Roberts	1,488	Sales Director Marina Sanchez Ramirez	1,426
Sales Director Amy Kemp	1,732	Sales Director Bisola Gbadamosi	1,609	Gina Duncan, K. Spiker Unit	1,472		
Sales Director Julie A. Griffin	1,702	Sales Director Nancy Polish Dove	1,585	Sales Director Sarah Sullivan Krycinski	1,469		
Karla M. Allen, L. Stengel Unit	1,697	Sales Director Sharon Elizabeth Adams	1,582	Sales Director Lacy Janel Nickelson	1,466		

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

august/agosto 2015

Ranking of the top 100 Independent Sales Directors in the **Diamond** area based on their August 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Diamante** según su producción de unidad estimada al menudeo de agosto de 2015.

Marissa Robinson	\$80,667	Lacy Janel Nickelson	53,922	Blythe Jolee Egbert	47,508	Christina Lynn Frantz	43,624
Gerri Anne Morris	77,537	Nadine Bowers	52,483	Delmi Cristina Santos	47,301	Celeste Byrd	43,493
Christi G. Campbell	73,599	Christine Wittmann	52,414	Carol Lee Johnson	47,012	Anne Geertsen	43,473
Lisa A. Stengel	71,516	Kelly Willer-Johnson	52,337	Veronica Judith Hyba	46,952	Nancy Fox Castro	43,341
Karime Rosas	64,484	Maria Siguenza	52,324	Sarah Sullivan Krycinski	46,853	LaChelle M. Seleski	43,080
Donna K. Smith	64,273	Alicia Borkowska	52,288	Barbara E. Roehrig	46,806	Holly Lynn Ocker	42,736
Kristen C. Spiker	63,865	Julie Neal	52,083	Priscilla McPheeters	46,774	Lorna Walker	42,677
Nicki R. Hill	63,590	Rose Rodriguez-Capone	51,853	Mary Kathryn King	46,724	Carolyn Elaine Tillman	42,574
Cristina Ann Hernandez	61,892	Tawnya Krempges	51,707	Lori M. Langan	46,654	Jessie Vredevelt Schultz	42,540
Mary Strauss	60,254	Kathy R. Bullard	51,379	Mary P. Creech	46,403	Billie Gillespie	42,444
Susan M. McCoy	59,416	Pat Joos	51,022	Paula Grabau-Friedt	46,320	Allison Fuller	42,318
Sylvia Limon Martinez	59,364	Melissa R. Hennings	50,596	Candace Nicole Holte	46,263	Sandy Lasso	42,301
Kim A. Messmer	59,061	Amy Kemp	50,246	Emily Sims	46,226	Cristina Martins	42,081
Ellen Ezekiel Farquharson	59,028	Cindy Machado-Flippen	50,050	Beth Brinkley	46,092	Marni McKenna Hendricks	42,018
Maranda Michelle Rains	58,526	Sue M. Fischer	49,899	Evitelia Valdez-Cruz	45,815	Julie Danskin	41,705
Marsha Morrisette	58,084	Cindy S. Kriner	49,785	Kati Lee Mendyk	45,748	April Christine Hutchinson	41,386
Kori Lynn King	57,519	Shukurat Soile	49,498	Linda T. Cartiglia	45,711	Betsy C. Richard	40,963
Jenny Siemonsma	56,913	Marty Wynn	48,497	Sherralynn Arnold	44,449	Esperanza Marcial	40,893
Suzanne T. Young	56,772	Petie L. Huffman	48,160	Audrey K. MacDowall	44,401	Beth L. Gallagher	40,664
Paula Kelsch	56,520	Jill Finney	48,081	Jessica Francis	44,401	Carl Newby	40,564
Marina Sanchez Ramirez	56,028	Lucrecia Aguirre	48,057	Mariann Biase Mason	44,333	Karen M. Bonura	40,451
Shelly Palen	55,878	Kathy I. Rosetti	47,912	Jacquelyn Dykstra	44,199	Nancy Polish Dove	40,436
Stephanie Audino	54,966	Vicki Powell	47,883	Wendy Hayum-Gross	43,980	Mery Carina Ramirez Bravo	40,387
Nadine H. Huckabee-Stanley	54,609	Deborah Dudas	47,638	Sherrie Clark Purvis	43,807	Terri Lewis	40,289
Julie A. Griffin	54,418	Deborah S. Bailye	47,610	Crystal Dawn McDaniel	43,737	Tanya L. Satcher	40,135

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

august/agosto 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Diamond** area in August 2015. 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 **Diamante** en agosto de 2015. 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.

Karime Rosas	\$12,208	Julie Neal	8,605	Nadine H. Huckabee-Stanley	7,556	Deborah Dudas	7,008
Cristina Ann Hernandez	11,046	Susan M. McCoy	8,536	Kristen C. Spiker	7,456	Maria Sanchez	6,961
Marissa Marie Robinson	10,742	Lacy Janel Nickelson	8,478	Ellen Ezekiel Farquharson	7,441	Kathy R. Bullard	6,913
Shelly Palen	10,565	Rose Rodriguez-Capone	8,426	Yolanda Lopez	7,438	Kathy I. Rosetti	6,896
Nadine Bowers	10,281	Annaka Krafka	8,386	Barbara E. Roehrig	7,437	Mary P. Creech	6,836
Gerri Anne Morris	10,206	Lori M. Langan	8,361	LaChelle M. Seleski	7,432	Jamie Venning Taylor	6,833
Delmi Cristina Santos	10,072	Tawnya Krempges	8,358	Kelly Willer-Johnson	7,430	Pat Joos	6,754
Christi G. Campbell	10,049	Stephanie Brooke Heusman	8,323	Sylvia Limon Martinez	7,427	Bisola Gbadamosi	6,749
Lisa A. Stengel	9,792	Marsha Morrisette	8,310	Alicia Borkowska	7,326	Beth Brinkley	6,739
Nicki R. Hill	9,726	Audrey K. MacDowall	8,285	Emily Sims	7,320	Lisa Rada	6,733
Sarah Sullivan Krycinski	9,666	Mery Carina Ramirez Bravo	8,274	Cindy Machado-Flippen	7,294	Stephanie A. Richter	6,724
Kori Lynn King	9,658	Enma Patricia Bermeo	8,205	Stephanie Audino	7,282	Sandy Lasso	6,701
Maria Siguenza	9,391	Suzanne T. Young	8,093	Nancy Fox Castro	7,265	Wendy Hayum-Gross	6,699
Paula Kelsch	9,208	Nancy O'Hara	7,990	Cheryl A. Owensby-Roberts	7,234	Carol Lee Johnson	6,670
Amy Kemp	9,165	Sandy Griffith	7,951	Melissa R. Hennings	7,204	Sherralynn Arnold	6,662
Maranda Michelle Rains	9,139	Lou Cinda Utley	7,940	Cindy S. Kriner	7,188	Veronica Judith Hyba	6,644
Kim A. Messmer	9,126	Celeste Byrd	7,936	Crystal Dawn McDaniel	7,165	Christina Lynn Frantz	6,624
Evitelia Valdez-Cruz	9,108	Lucrecia Aguirre	7,904	Mary Kathryn King	7,133	Leann Elaine Zondag	6,601
Julie A. Griffin	9,035	Vicki Powell	7,811	Jessica Francis	7,126	Sheryl Peterson	6,591
Shukurat Soile	8,988	Christine Wittmann	7,807	Sue M. Fischer	7,122	Sherrie Clark Purvis	6,471
Deborah S. Bailye	8,903	Priscilla McPheeters	7,720	Jessie Vredevelt Schultz	7,069	Connie L. Russo	6,460
Blythe Jolee Egbert	8,839	Martha Kay Raile	7,704	Anne Geertsen	7,063	Laura L. Waters	6,447
Donna K. Smith	8,782	Mary Strauss	7,664	Indhira Jimenez	7,039	Terri Lewis	6,445
Marina Sanchez Ramirez	8,772	Jenny Siemonsma	7,645	Betty Symons	7,021	Esperanza Marcial	6,442
Nancy Polish Dove	8,641	Jill Finney	7,569	Paula Grabau-Friedt	7,018	Faith A. Gladding	6,437



GO-GIVE® AWARD

Congratulations to our December 2015 *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 easy – look for the **online nomination form** on *Mary Kay InTouch®* under the Contests/Promotions tab.



Mary Baron

Emerald

Independent Sales Director

Began Mary Kay Business

May 2005

Sales Director Debut

June 2013

National Sales Director

Go Give Area

Honors Star Consultant; four-times Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement

Personal Lives in San Antonio
Husband, Andrew; son, Jacob

"I am motivated to help others because I feel called to build level 10 confidence in women so they can pursue their dreams with passion."

Independent Beauty Consultant Margaret Solis of San Antonio, says, "Mary is patient, makes time for everyone and answers all our questions. She is by our side smoothing the way, and her faith in me makes me push harder toward achieving my goals."



Mary Hanson

Diamond

Independent Senior Sales Director

Began Mary Kay Business

April 1988

Sales Director Debut

March 1990

Offspring two first-line; three second-line

National Sales Director

Go Give Area

Honors Circle of Honor; eight-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; Double Star Achievement

Personal Lives in Mundelein, Ill.
Husband, Harold; sons: Todd, Scott; daughters: Sarah, Martha; four grandchildren

"I am motivated to help others because I love seeing the joy in my adoptees' faces when they are welcomed as part of our unit. Mary Kay Ash was so wise!"

Independent Beauty Consultant Kathleen Wood of Round Lake, Ill., says, "Without leaving her ill husband's side, Mary's duties for her church, the Safe House for Women, her unit and adoptees continued without fail. Her endless support keeps us on track."



Christy Huber

Ruby

Independent Senior Sales Director

Began Mary Kay Business

October 2007

Sales Director Debut

March 2008

Offspring one first-line

National Sales Director

Thea Elvin

Honors Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; two-times Circle of Achievement; two-times Double Star Achievement

Personal Lives in Fargo, N.D.
Husband, Steve; son, Brooks; daughters: Hadley, Collins, Laney

"I am motivated to help others because I love helping women uncover their God-given greatness! I'm so grateful to all my mentors who paved the way with love and unwavering belief in me."

Independent Sales Director Gayle Guggisberg of Fargo, N.D., says, "Christy always puts much time and thought into educating each new team member coming into our unit. She gets to know each unit member's strengths and helps them discover their potential."



Orenda Hunniford

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay Business

July 2007

Sales Director Debut

November 2008

Offspring three first-line

National Sales Director

Ruth Everhart

Honors Star Consultant; six-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; six-times Double Star Achievement

Personal Lives in Myakka City, Fla.
Husband, Ron; sons: Ian, Noah; daughter, Ava

"I am motivated to help others because I want them to awaken their sleeping giant and live their best life. The Lord has blessed me tremendously, and it makes my heart sing to pass it on!"

Independent Sales Director Meredith Taylor of Baton Rouge, La., says, "After I moved back to Louisiana, Orenda graciously cared for my unit. She motivates them and has provided a place for them to thrive. Orenda has a passion for God and gives back to her church, unit and community."

Holiday Check



In the Bag

Keep Mary Kay® products and [holiday bags](#) (available on [MKConnections®](#)) handy for your customers with last-minute gift needs.



Independent Sales Director
Sherrie Purvis, Lexington, S.C.

"The holiday season can be an exciting time to **increase sales and bookings**. Meet your customers' needs during this busy time and build trust, which only enhances customer loyalty through the year."

December



Sherrie's To-Dos: Looks to Love

Offer a NEW COLOR LOOK. Your customers will appreciate looking great for holiday parties. Find new looks on *Mary Kay InTouch®*.



Christmas Wish List. Ask your customers to make a wish list with products they'd love to see under the tree! You can contact their spouse or significant other to help make that happen!



Independent Senior Sales Director
Jo Ann M. Shell, Phoenix, Ariz.

"The holiday season can be the **catalyst for amazing growth** in your Mary Kay business. When sharing the products, be confident, be brave and be excellent!"

FOCUS!

Jo Ann's

Top Three Tips for Holiday Parties

1. **Make it fun!** 
Sell the sizzle of hosting a party.
2. **Be specific!** 
Have dates ready when talking to a potential hostess.
3. **Follow up!** 
Have your date book handy at checkout to book follow-up appointments.

January CHECKLIST!

Keep the Party Going!

Sherrie and Jo Ann share their **BEST PARTY IDEAS** for January!

💫 **Love Yourself.** Enjoy much-needed pampering time with your girlfriends and recharge after a busy holiday season.

💫 **Beauty Brunch.** Good food, great friends and fantastic facials!

💫 **Party for a Cause.** Designate a worthwhile charity to receive donations from your parties this month.

12 Days of **Holiday Tips!**

Special-Edition Holiday Power Class, Nov. 1-12

Join **12 top Independent Sales Directors** each day as they share powerful tips to make the most of your [holiday sales](#). Topics include how to conduct an open house, building your customer base and your team, using your **Mary Kay® Personal Web Site** to maximize sales, plus much more! Visit **Mary Kay InTouch® / Education / Consultant Education / Power Class.**



NEW! Deluxe Mini

Create your own holiday gift with purchase! **Nourishine Plus® Lip Gloss Set.** (Section 2, pk./6, is \$5 introductory price.)

Six shades packaged together make an ideal gift. Shades: Rock 'n' Red, Sparkle Berry, Fancy Nancy, Pink Luster, Silver Moon and Café au Lait. This deluxe mini joins an array of other regular-line minis: **Mary Kay® Oil-Free Eye Makeup Remover**, **Lash Love® I ♥ black Mascara** and **TimeWise® Microdermabrasion Plus Set.**

gifts

YULE LOVE

MARY KAY



NEW!
Limited-Edition†
Sheer
Dimensions™
Powder

\$34
each



Limited-Edition†
Mary Kay®
Mineral Eye Color
Quad

\$20
each



\$16

NEW! MKMen®
Daily Facial Wash

Contact me, _____,
your Mary Kay Independent Beauty Consultant.

All prices are suggested retail. †Available while supplies last.



MARY KAY
SEMINAR
2015

Hall of Dreams

Over-the-top
entertainment,
motivating speakers
who left us
breathless, insightful
presentations,
powerful education –
and that was just the
first day!

Seminar 2015 was fun, informative, emotional and inspiring all wrapped into four fabulous days. You discovered what you love about Mary Kay, and now it's time to pass it on – to team members ready to take the next step to greatness, to your loyal customers who may be ready to turn their brand love into a Mary Kay business and to new customers whose lives you can change by making them feel special. Enjoy these photo memories, and we'll see you in Dallas next year!





“Here at Mary Kay Inc. we are dedicated to keeping the Christmas spirit alive throughout the year. For I firmly believe that all we send into the lives of others does come back into your own. And by trying to live Christmas 12 months a year, we can make this world a better place in which to live. Yes, the world needs Christmas.”

december dates: to remember

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)

1

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

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.

- Quarter 3 Star Consultant quarterly contest begins.
- Spring 2016 *Preferred Customer Program*™ online enrollment for *The Look*, including exclusive samplers (while supplies last), begins.

16

20

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

24

Company holiday.
 All Company offices closed.

Christmas Day.
 All Company offices closed.
 Postal holiday.

25

30

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

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 must be received today 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.

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2014-2015

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.

\$950,000
(4% bonus +
2 diamonds)



Anita Mallory
Diamond – \$38,000

\$650,000
(3% bonus +
2 diamonds)



Carol Anton
Ruby – \$19,511

\$600,000 (3% bonus + 2 diamonds)



Jan Harris
Pearl – \$18,332



Gloria Mayfield Banks
Emerald – \$18,196

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



Lisa Madson
Diamond – \$17,094



Karen Piro
Sapphire – \$16,821



Kathy Helou
Emerald – \$16,697

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



Gloria Castaño
Diamond – \$15,842

\$400,000 (2% bonus + 2 diamonds)



Patricia Turker
Diamond – \$8,451



Lupita Ceballos
Sapphire – \$8,001



Sherry Windsor
Emerald – \$8,000

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



Debi Moore
Emerald – \$7,885



Halina Rygiel
Pearl – \$7,656



Stacy James
Pearl – \$7,553



Cheryl Warfield
Pearl – \$7,461



Sonia Páez
Diamond – \$7,100

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



Cindy Williams
Pearl – \$6,889



Karlee Isenhardt
Ruby – \$6,886



Pamela Waldrop Shaw
Pearl – \$6,667

2014-2015

NSD DIAMOND CIRCLE

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

Mary Diem
Diamond

SuzAnne Brothers
Emerald

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

Judie McCoy
Sapphire

Sara Pedraza-Chacón
Sapphire

Linda Toupin
Diamond

Lia Carta
Pearl

Dayana Polanco
Diamond

Mary Estupiñan
Pearl

Dacia Wiegandt
Emerald

Julianne Nagle
Sapphire

Anita Tripp Brewton
Pearl

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

Connie Kittson
Diamond

Julia Burnett
Pearl

Sandy Valerio
Sapphire

Diane Underwood
Diamond

Kristin Myers
Pearl

Anabell Rocha
Pearl

Dawn Dunn
Sapphire

Kay Elvrum
Emerald

Jamie Cruse-Vrinios
Emerald

Shannon Andrews
Sapphire

Cindy Fox
Emerald

Davanne Moul
Sapphire

Julie Krebsbach
Pearl

Cyndee Gress
Ruby

Vivian Díaz
Diamond

Gloria Báez
Sapphire

Kerry Buskirk
Emerald

Maureen Ledda
Pearl

Maria Monarrez
Ruby

2014-2015

NSD GOLD CIRCLE

\$150,000

Lily Orellana
Emerald

Consuelo Prieto
Emerald

Alicia Lindley-Adkins
Ruby

Pamela Fortenberry-Slate
Ruby

Lisa Allison
Pearl

Cathy Bill
Emerald

Valerie Bagnol
Sapphire

Sue Pankow
Diamond

Evelinda Díaz
Diamond

Susan Hohlman
Diamond

Pam Ross
Ruby

Yvonne Lemmon
Emerald

Auri Hatheway
Emerald

Mayuli Rolo
Diamond

Candace Laurel Carlson
Ruby

Tammy Crayk
Sapphire

Rebecca Evans
Ruby

Scarlett Simpson
Ruby

Jan Thetford
Sapphire

Elizabeth Muna
Diamond

Glinda McGuire
Pearl

Joanne Bertalan
Emerald

Pam Klickna-Powell
Sapphire

Pam Higgs
Sapphire

Somer Fortenberry
Ruby

Kristin Sharpe
Diamond

Morayma Rosas
Emerald

Leah Lauchlan
Pearl

Jeanie Martin
Pearl

Monique Balboa
Pearl

Juanita Gudiño
Ruby

\$125,000

Kate DeBlander
Ruby

Kimberly Copeland
Ruby

Phyllis Pottinger
Emerald

Ada García-Herrera
Diamond

Alia Head
Sapphire

Lynne Holliday
Ruby

Janis Z. Trude
Ruby

Deb Pike
Pearl

Shelly Gladstein
Emerald

Michelle Sudeth
Ruby

Tammy Vavala
Pearl

Gay Hope Super
Ruby

Amie Gamboian
Pearl

Carmen Hernández
Emerald

Kirk Gillespie
Ruby

Cristi Ann Millard
Emerald

Alma Orrostieta
Pearl

Luzmila Abadia Carranza
Diamond

Kym Walker
Emerald

Roxanne McInroe
Sapphire

Kim McClure
Pearl

Lara McKeever
Sapphire

Rosibel Shahin
Diamond

Debra Wehrer
Sapphire

Lorraine Newton
Sapphire

Roya Mattis
Pearl

Pamela Tull
Emerald

Maria Flores
Ruby

Brenda Segal
Emerald

Noelia Jaimes
Diamond

2014-2015

NSD MILLIONAIRES**

\$13 Million

Karen Piro, Sapphire

\$12 Million

Carol Anton, Ruby

\$11 Million

Kathy Helou, Emerald

Lisa Madson, Diamond

\$10 Million

Gloria Mayfield Banks, Emerald

Anita Mallory, Diamond

\$9 Million

Cheryl Warfield, Pearl

\$8 Million

Gloria Castaño, Diamond

\$7 Million

SuzAnne Brothers, Emerald

Lupita Ceballos, Sapphire

Debi Moore, Emerald

Pamela Waldrop Shaw, Pearl

Linda Toupin, Diamond

Cindy Williams, Pearl

\$5 Million

Sonia Páez, Diamond

\$4 Million

Monique Balboa, Pearl

Tammy Crayk, Sapphire

Kay Elvrum, Emerald

Cindy Fox, Emerald

Lynda Jackson, Pearl

Pam Ross, Ruby

Jan Thetford, Sapphire

Sandy Valerio, Sapphire

\$3 Million

Candace Laurel Carlson, Ruby

Cyndee Gress, Ruby

Pam Higgs, Sapphire

Kim McClure, Pearl

Glinda McGuire, Pearl

Davanne Moul, Sapphire

Maureen Myers, Pearl

Deb Pike, Pearl

Anabell Rocha, Pearl

\$2 Million

Mary Beissel, Diamond

Joy L. Breen, Sapphire

Sandra Chamorro, Emerald

Kimberly Copeland, Ruby

LaRonda Daigle, Diamond

Angie Day, Sapphire

Maria Flores, Ruby

Amie Gamboian, Pearl

Auri Hatheway, Emerald

Carol Lawler, Diamond

Donna Meixsell, Ruby

Jill Moore, Sapphire

Sue Pankow, Diamond

Rosibel Shahin, Diamond

Tammy Vavala, Pearl

\$1 Million

Amy Allgood, Diamond

Sonia Arriola, Diamond

Rosa Bonilla, Diamond

Kaye Driggers, Ruby

Diane Mentipty, Diamond

Patty Olson, Pearl

Mayuli Rolo, Diamond

Yosaira Sánchez, Diamond

Kristin Sharpe, Diamond

Avelyn Smith, Sapphire

Linda Spadlowski, Emerald

Jeanie Tamborello, Emerald

Krista Neal Warner, Sapphire

Elaine Kimble Williams, Emerald

**Independent National Sales Directors who are new members of the Mary Kay Millionaires Club or who stepped up to new million-dollar categories.

The Mary Kay Millionaires Club honors NSDs who've earned at least \$1 million in commissions since starting their Mary Kay businesses.



TOP THREE QUEENS' COURTS OF SALES AND SHARING*

SAPPHIRE

Sales Director Queen's Court of Personal Sales



King
Jim Cundiff
1st Runner-Up
P.J. Baunach
Alexandria, Va.
2nd Runner-Up
Jodi Feller
Preston, Iowa

Consultant Queen's Court of Personal Sales



Queen
Gwendolyn Diggs
Cabot, Ark.
1st Runner-Up
Bettaney O'Neal
Tracy City, Tenn.
2nd Runner-Up
Cynthia Adams
Chambersburg, Pa.

Queen's Court of Sharing



Queen
Brenda Gill
Bristol, Va.
1st Runner-Up
Julie Bickle
The Woodlands, Texas
2nd Runner-Up
Esther Amador
Pico Rivera, Calif.

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Marilyn Harris
Jamaica Plain, Mass.
1st Runner-Up
Rebecca Allen
Madison, Ala.
2nd Runner-Up
Larelle Bryson
Hyde Park, Mass.

Consultant Queen's Court of Personal Sales



Queen
Debbie Baker
Millsboro, Del.
1st Runner-Up
Cynthia Chandler
Brooklyn, N.Y.
2nd Runner-Up
Melissa DeGroft
Windsor, Va.

Queen's Court of Sharing



Queen
Grace Snively
University City, Mo.
1st Runner-Up
Kathy Robinson
Hoover, Ala.
2nd Runner-Up
Michelle Cunningham
Westlake, Ohio

PEARL

Sales Director Queen's Court of Personal Sales



Queen
Angela LaFrance
Miramar, Fla.
1st Runner-Up
Connie Diest
Saint Petersburg, Fla.
2nd Runner-Up
Pat Schlottfeldt
Winston Salem, N.C.

Consultant Queen's Court of Personal Sales



Queen
Alicia Traver
Marana, Ariz.
1st Runner-Up
Lisa Bland
Orange, Texas
2nd Runner-Up
Bridget Nicholson
Shreveport, La.

Queen's Court of Sharing



Queen
Cristina Hernandez
Dallas
1st Runner-Up
Rhona George
Framingham, Mass.
2nd Runner-Up
Michael Diaz
Woodland, Calif.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
Heide Grant
San Pedro, Calif.
1st Runner-Up
Linda Yeager
Hooper, Neb.
2nd Runner-Up
Suzanne Andre
Bridgeport, W.Va.

Consultant Queen's Court of Personal Sales



Queen
Tiffany Dozier
Anaheim, Calif.
1st Runner-Up
Kathy Currier
Hudson, Mass.
2nd Runner-Up
Cynthea Herreid
Keene, N.H.

Queen's Court of Sharing



Queen
Elva Jordan
Riverhead, N.Y.
1st Runner-Up
Amanda Hudgins
Decatur, Ga.
2nd Runner-Up
Jamee Wright
Tallahassee, Fla.

RUBY

Sales Director Queen's Court of Personal Sales



Queen
Heather Feiring
Epping, N.D.
1st Runner-Up
Debra Fisher
Newport, N.C.
2nd Runner-Up
April Abney
Dallas

Consultant Queen's Court of Personal Sales



Queen
Marie Van Scyoc
Norwalk, Calif.
1st Runner-Up
Linda Wagner
Cary, Ill.
2nd Runner-Up
Irene Robar
Alta Loma, Calif.

Queen's Court of Sharing



Queen
Laurieann Barclay
Dumont, N.J.
1st Runner-Up
K.T. Martin
Washington, Utah
2nd Runner-Up
Rachelle Holloway
Port Orchard, Wash.

TOP 10 SALES UNITS NATIONWIDE[†]



1. Kristi Anderson
Raymore, Mo.
Sapphire



2. Stacey Craft
Spiceland, Ind.
Pearl



3. Laura Middleton
Belle Isle, Fla.
Pearl



4. Kali DeBlander Brigham
Pensacola Beach, Fla.
Ruby



5. Nancy Boucher
Cape Neddick, Maine
Emerald



6. Brenda Fenner
Flower Mound, Texas
Ruby



7. Marsha Morrisette
Eden Prairie, Minn.
Diamond



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



9. Cindy Machado-Flippen
Secaucus, N.J.
Pearl



10. Stacy Foust
Casa Grande, Ariz.
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 2014-2015 contest period



2015 CIRCLE OF EXCELLENCE**

SAPPHIRE



Queen
Kristi Anderson*
\$1,750,000 Circle

1st Runner-Up
Randi Stevens
\$750,000 Circle

2nd Runner-Up
Celeste Byrd*
\$750,000 Circle

\$700,000 Circle
Jennifer Besecker
Ann Sherman
Ellen Farquharson

\$650,000 Circle
Debbie Weld
Angela LaFerry
Cheryl Anderson
Alison Jurek*
Shari Kendall*
Faith Gladding
Bonnie Crumrin
Zasha Levee
Jamie Taylor*

EMERALD



Queen
Nancy Boucher*
\$1,000,000 Circle

1st Runner-Up
Melinda Balling
\$950,000 Circle

2nd Runner-Up
Stacy Foust
\$850,000 Circle

\$800,000 Circle
Paula Kelsch*
Chris Teague*

\$750,000 Circle
Linda Meier

\$700,000 Circle
Michelle Cunningham*
Melissa Bright*

\$650,000 Circle
Ann Smith
Terrah Cromer*
Michele Armes
Jordan Helou Eicher
Barbara Pleet
Karen Ridle
Joanna Helton
Pam Kelly
Maggie Rader*

PEARL



Queen
Stacy Craft*
\$1,000,000 Circle

1st Runner-Up
Laura Middleton*
\$1,000,000 Circle

2nd Runner-Up
Cindy Machado-Flippen
\$850,000 Circle

\$800,000 Circle
Patti Cornell
Sylvia Martinez*
Nedra White*
Jordan Twilley*
Shauna Abbotts
Susan Moore*

\$750,000 Circle
Christi Campbell

\$700,000 Circle
Tina Dees
Stephanie Coker*

\$650,000 Circle
Maria Claxton-Taylor*
Keita Powell
Laurie Plyler*
Amy Kemp
Reina Murcia*
Sara Pennella
Nadine Huckabee-Stanley
Angie Locke
Vicki Piccirilli
Richelle Barnes
Katherine Ward*

DIAMOND



Queen
Marsha Morrisette
\$950,000 Circle

1st Runner-Up
Nicki Hill*
\$850,000 Circle

2nd Runner-Up
Tawnya Krempges
\$800,000 Circle

\$800,000 Circle
Gerri Anne Morris
Mary Kathryn King*

\$750,000 Circle
Mary Strauss
Susan McCoy*
Menina Givens*

\$700,000 Circle
Donna Smith
Deborah Dudas
Petie Huffman
Stephanie Audino
Delmi Santos

\$650,000 Circle
Priscilla McPheeters
Mariann Biase Mason
Mariana Moreno*
Lori Langan*
Kim Messmer
Sharon Carney-Wright
Mileta Kinser*

RUBY



Queen
Kali DeBlander Brigham*
\$1,000,000 Circle

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

2nd Runner-Up
Lisa Anne Harmon
\$800,000 Circle

\$700,000 Circle
Karime Rosas
Krystal Downey-Shada
K.T. Martin
Lisa Hansen

\$650,000 Circle
Mary Dell
Susan Ehrnstrom
Pansy Pierce*
Thessy Nwachukwu
Paula Kirkpatrick
Cleta Colson-Eyre
Candace Doverspike
Suzanne Moeller
Sherri Ammons*



*Received diamond bar pin for exceeding all previous years.

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

MARY KAY SEMINAR 2015

These five annual *Go-Give*® Award winners were honored at the Awards Show at Seminar 2015.

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 annual *Go-Give*® Award is a legacy that sets this Company apart.

Annual *Go-Give*® AWARD WINNERS

SAPPHIRE

Independent Sales Director
Jea Summers-
Gackowski
McDonough, Ga.

"This confirms that escaping from corporate America was the right move and that Mary Kay is the right place for women who want to make a difference.

"It is wonderful to be mentored by Independent National Sales Director Diana Sumpter and Independent Executive Senior Sales Director Faith Gladding. As a product of the adoptee system, it is a privilege to be with those of you who, with open arms, carry on Mary Kay's traditions."



EMERALD Independent
Senior Sales Director
Amy Sigler – Northwood, Ohio

"Receiving this award was an amazing experience not only for me, but for my husband Craig, my three daughters Abbie, Evie and Maddie, my wonderful family and friends.

"I strive to do my best and daily live out the *Go-Give* spirit. I pray and hope God allows me to continue to share His love through the Mary Kay opportunity and help other women learn just how amazing they are. Thank you for this huge and humbling experience."

PEARL Independent
Senior Sales Director
Angie Jorgensen
Omaha, Neb.

"The positive, empowering growth from being a part of this great Company helped me to rise above crazy health challenges – heart attack, stroke, a coma, organ failure plus more, all caused by a tumor. With great doctors, a strong family, outstanding girlfriends, prayer and nothing short of a miracle, I'm thriving today!

"Each day is a chance to pay it forward and make a difference. Focus on the positive and build on that. Psalm 108:1 says, 'My heart is strong, I will give praise and thanks!'"



DIAMOND Independent Sales Director
Wendy Coffey – Sarasota, Fla.

"I am so honored to be chosen as the annual *Go-Give*® Award winner. This prestigious award is all about the heart and about blessing others through this amazing opportunity. Mary Kay Ash made every person she came in contact with feel important, and it is our responsibility to carry on her legacy.

"Find something that touches your heart and give back to your community. Breast cancer awareness and eliminating the exploitation of women are two areas that I personally give back to. Lead with your heart and do all things for His glory! Praise God from whom all blessings flow!"



RUBY Independent Future Executive Senior Sales Director
K.T. Martin – Washington, Utah

"This Company has given me and my family a renewed life, and I feel it is only fair to pass along the timeless principles and philosophies to others. We are called to be excellent servants and, therefore, my prayer each day is that I change a life by just letting God's light shine through me. I am absolutely honored to receive the annual *Go-Give*® Award. Thank you to all who have poured into my life and helped me grow into the woman I am today!"

MARY KAY®

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

PRSR STD
U.S. POSTAGE PAID
MARY KAY INC.

Glow and GIVE BACK.

New limited-edition† discover what you **LOVE** Travel Roll-Up Bag

Purchase any *Mary Kay*® skin care set* and **get the bag for only \$10**. In the U.S. from Oct. 26 to Dec. 31, 2015, Mary Kay will donate **\$5 from each sale of the bag** to **The Mary Kay Foundation**™. Your purchase supports the Foundation's grant program for women's shelters, helping domestic violence survivors begin a life free from abuse.

*TimeWise® Miracle Set®
TimeWise Repair® Volu-Firm® Set
TimeWise® Microdermabrasion Plus Set
Botanical Effects® Skin Care Regimen
Clear Proof® Acne System

†While supplies last



\$10 with the purchase of
a *Mary Kay*® skin care set*

(Products
not included)



\$10
each

THE MARY KAY
FOUNDATION™

Trending:

@ Mary Kay

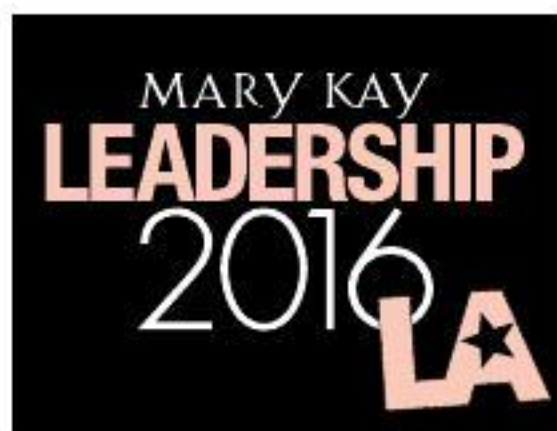
Holiday

From a printable invite and wish list to open house tips and merchandising how-tos, *Mary Kay InTouch®* has what you need to help you spread Mary Kay **Cheer!**



Sunshine and Inspiration

Independent Sales Directors will converge in Los Angeles **Jan. 13-16** to discover their full potential as leaders. Expect the atmosphere to buzz with infectious energy that comes from uniting women from all four Seminar divisions under one roof. PLUS, the first **1,000 Independent Sales Directors-in-Qualification** who register can attend! *Mary Kay InTouch®* has the details.



Fall Into Red.

If you haven't earned your red jacket, what's stopping you? Doing so can help you increase your income, earn more rewards and build confidence! Check



out **Vice President of Sales Force Motivation**

Sean Key's [video](#) under Contests / Race for Red on *Mary Kay InTouch®* for motivation and inspiration.



Let It Glow.

Give your customers the gift of glow – offer them the 21-day **#GlowAndTell** challenge. Share on social media.



#GlowAndTell

insideTHIS ISSUE

The Gift of Fragrance

U.S. fragrance sales peak in December, so now's your chance to introduce your customers to Mary Kay's array of fragrances. They'll find a beautiful scent for everyone on their list.

pages 2-3

Holiday 911

Take the "hectic" out of the holidays for your customers with perfect last-minute gifts and stocking stuffers!

pages 4-5

Social Selling

Too many parties? Not enough time? Let your business work for you through social media, online and your *Mary Kay®* Personal Web Site.

pages 6-7

Holiday Bookings

Invite your customers to fun and festive holiday parties and open houses, and you can build your sales and your team!

pages 14-15

Gifts Yule Love

Your customers will love *Mary Kay®* holiday gifts! Use this flier to share these delectable treats!

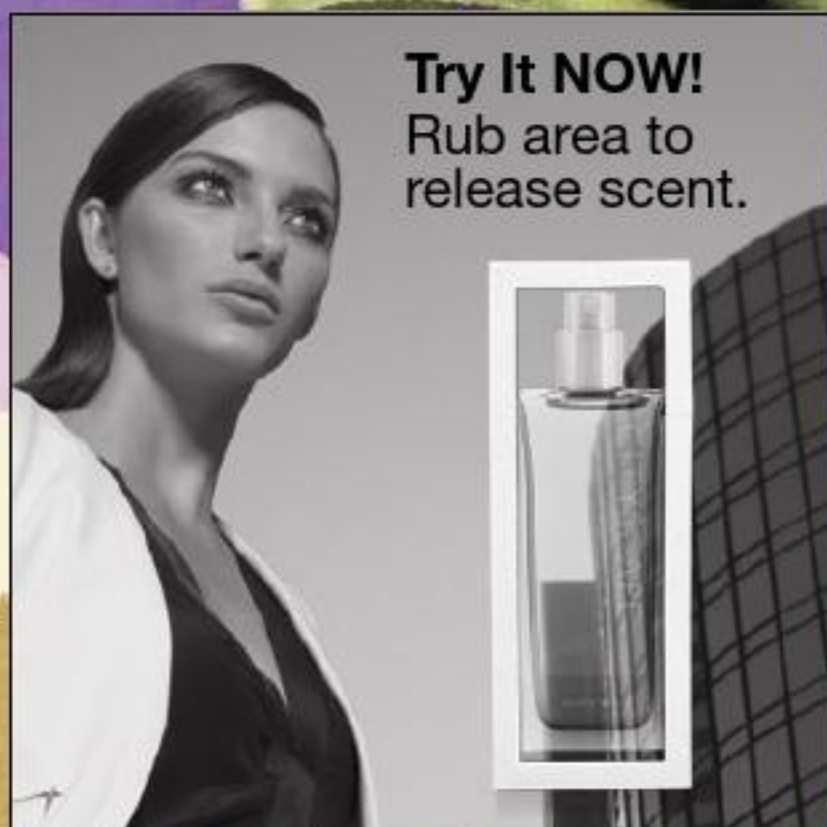
page 16

Seminar Stars

Seminar 2015 was certainly one to remember! Whether you were there or heard stories at home, we hope you enjoy this fun and inspiring recap and celebrate with us next year!

pages 17-21

'Tis the Season FOR



Try It NOW!
Rub area to
release scent.



**Also
Available!**
Limited-Edition
Cityscape™ Silkening
Dry Oil Mist, \$20



Help your customers
experience the height
of effortless elegance
with these impeccable
NEW *Cityscape™*
scents. *Where will
life take you next.™*

◀ ***Cityscape™* for Her**
Layer on the distinct beauty of the phantoma
orchid with this luxurious fragrance.

\$50



\$50

◀ ***Cityscape™* for Him**
A combination of wood accents and Italian bergamot
make this scent intoxicatingly masculine.



Try It NOW!
Rub area to
release scent.



FRAGRANCE.

More GREAT FRAGRANCES

FOR HER

Thinking of Love® Eau de Parfum, \$32

Belara® Eau de Parfum, \$38

Bella Belara® Eau de Parfum, \$38

Journey® Eau de Parfum, \$40

Belara Midnight® Eau de Parfum, \$38

Thinking of You® Eau de Parfum, \$32

FOR HIM

MK High Intensity™
Cologne Spray, \$40

MK High Intensity™
Sport Cologne Spray, \$40

Domain® Cologne Spray, \$38

Tribute® for Men Spray
Cologne, \$28

True Original® Cologne Spray,
\$36

Bundle UP!

Bundle products to create add-on sales.

Some Ideas:

She loves *Thinking of You*® Eau de Parfum.
Add **limited-edition†** *Thinking of You*®
Body Lotion, \$20

He loves *True Original*® Cologne Spray.
Add **limited-edition†** *True Original*®
Hair and Body Wash, \$20



Smell Success!

New to selling fragrance? *Mary Kay InTouch*® has what you need including the special **Holiday edition of *The Look***, **Fragrance eCatalog**, a fun **What's Your Fragrance Personality?** game and much more!

TIP ▶ Share & Sell. Add fragrance samples to your customers' product orders or hand them out with your *Mary Kay*® business card at parties and when you're on the go! Once they try, they'll want to buy. Find fragrance samples order info on **Section 2** of your **Consultant order form**.

I believe we're never fully dressed until we spritz on our fragrance – it sets our mood!



Independent Sales Director
Marilyn Harris
Jamaica Plain, Mass.

I share fragrance at holiday parties and open houses. My best-sellers are *Belara*® and *Journey*® for women, and *Tribute*® and *MK High Intensity*™ Sport for men. If they come with lotion or body wash, display them together. Sets are easy sellers.

Marilyn's Easy Fragrance Wins:

- Always wear a *Mary Kay*® fragrance. When they ask what you're wearing, that's your invitation to share! Your passion for *Mary Kay*® products is contagious.
- Market yourself as a year-round gift service provider.
- Display fragrance at parties and consultations all year.
- Hand out lightly spritzed business cards.
- Share through social media for Valentine's Day, Mother's/Father's Day, bridal, birthdays, etc.

Merry and Bright

Deliver holiday cheer with these new and favorite gift ideas for everyone on your customers' lists!



New!

\$34
each

Limited-Edition[†] Sheer Dimensions™ Powder

The ultimate finishing touch for a camera-ready complexion, day or night

- ▶ Provides a flawless, high-definition finish.
- ▶ Features sheer, all-over luminosity.
- ▶ Shades work on everyone.

Two luminous shades make any skin tone "come alive" with a sheer veil of buildable color:

Lace – A sunny coral creates intriguing, glowing warmth all over skin.

Pearls – A pearlescent tone for a finish that looks bathed in candlelight.

How to Wear

Sheer Dimensions™ Powder

- ▶ Swirl a clean powder brush in your shade choice, tapping off excess.
- ▶ With a light, circular motion, dust in center of face and diffuse outward.
- ▶ Layer on extra highlights: apples of cheeks, cheekbones, temples, nose and chin.
- ▶ If desired, finish shoulders and décolleté with additional radiance.

To learn more about this fabulous new product, watch the how-to video in the **Video Lounge** on *Mary Kay InTouch*®.



Luis Casco

MARY KAY GLOBAL
MAKEUP ARTIST

Any woman could own both shades and get a different effect from each one. The powder imparts a beautiful radiance as a great finishing product to give skin subtle, modern allover luminosity.



pearls



lace



chai latte

Eye Color

Limited-Edition[†] Mary Kay[®] Mineral Eye Color Quad

They're back by popular demand.

Autumn Leaves – a new take on a smoky eye.

Chai Latte – creates a classic look.

Sandstorm – for subtle radiance.

Black Ice – a modern metallic look.

Find a great how-to video on the **Video Lounge** on *Mary Kay InTouch*[®].



Sebastian Correa

MARY KAY GLOBAL
MAKEUP ARTIST

These eye quads are perfect for building a gradation of color from dark to light. Always place the darkest shade at the outer corners of the eyelids and blend inward to create a perfect effect.

\$20
each

sandstorm

New!

MKMen[®] Daily Facial Wash

Tough on dirt and oil while being gentle on skin. Bundle with these favorite MKMen[®] products:

- Shave Foam
- Cooling After-Shave Gel
- Advanced Facial Hydrator
- Sunscreen Broad Spectrum SPF 30*
- Advanced Eye Cream

Learn more on **Product Central** / **Products of the Month**.

\$16



black ice

Warm and Fuzzy

Your customers can get this comfy pair of fuzzy socks FREE** with a purchase of *Mint Bliss*[™] Energizing Lotion for Feet & Legs. No limit. While supplies last.



\$11

More Stocking Stuffer Ideas!

Lip service. Offer a favorite lip product like *NouriShine Plus*[®] Lip Gloss in festive Sparkle Berry, \$15, or the soothing *Satin Lips*[®] Set, \$18.

Joy to the girl. Take a *Mary Kay At Play*[®] Shadow & Liner, \$13, and Lip & Cheek Stick, \$10, then bundle it with a pair of fun earbuds or colorful hair ties.

Pamper me. Everyone loves the *Satin Hands*[®] Pampering Set, \$35.

Swept away. The *Mary Kay*[®] Brush Collection makes a perfect gift, \$55.



DECK

the

Make holiday sales come to life with social media and your MaryKay® Personal Web Site.

Holiday open houses and parties aren't the only way to be social this holiday. Why not feature your Mary Kay gift-giving favorites on Facebook® or online? Now's the time to remind your customers that you have what they want, and they can shop at the push of a button! Here are some ideas to get you started!



Mary Kay® Personal Web Site.

Offer your customers 24/7 shopping. Sign up today in time for Black Friday

(Nov. 27) through the Personal Web Site Manager on *Mary Kay InTouch®*. If you like, you can offer specials and discounts on your [website](#) as well. And make sure you are opted in to send *Beaute News*™ to your customers, so they receive timely emails with gorgeous product images – great reminders to shop with you!



Walls!



Facebook®. Hold a *Mary Kay®* party on Facebook®. Just create a new event from your *Mary Kay®* Facebook® Fan page. You can chat via Facebook® Messenger throughout the party to answer questions. Be sure to include your *Mary Kay®* Personal Web Site link so your guests can take advantage of any offers you have. Follow up with Facebook® posts after the party. You can even email any of the *Mary Kay®* eCatalogs to keep gift ideas flowing.

Email. Engage your customers in a "12 Days of Gifting" email campaign. Use *MKeCards®* to highlight products anyone would love to receive!

Mary Kay® Social Publisher

You can promote Black Friday and Pink Monday on Facebook® and help drive traffic back to your *Mary Kay®* Personal Web Site (PWS). **It's free with a PWS subscription.** Details on *Mary Kay InTouch®* / Business Tools / Personal Web Site Manager.



Customer Delivery Service

Good tidings you bring to your customers' front doors! Use *Mary Kay®* [Customer Delivery Service](#) and send products to your out-of-town customers without packing and shipping yourself!



Independent Senior Sales Director
Mary Cho
Indianapolis, Ind.

Black Friday/ **Pink Monday**

“ I like to keep it simple, and my customers appreciate that. They're already hit with every sale imaginable, so instead of having separate sales for Black Friday and Pink Monday, I combine those events into one big shopping weekend. ”