



MARY KAY

applause

DECEMBER 2017

UNWRAP RADIANCE.

NEW! *TimeWise Repair*® Lifting
Bio-Cellulose Mask

Inside: Stocking Stuffers Your Customers Will LOVE.



August Reco

Congratulations to the winners

Top NSDs Year-To-Date



Gloria Mayfield Banks



Kathy Helou



Gloria Castaño



Sonia Páez



Lisa Madson



Carol Anton



Patricia Turker



Lupita Magaña



Pamela Waldrop Shaw



Cindy Williams

On-Target Inner/Diamond/Gold Circle

\$550,000 Inner Circle

Gloria Mayfield Banks..... \$99,156

\$500,000 Inner Circle

Kathy Helou..... \$88,390

\$400,000 Inner Circle

Gloria Castaño..... \$73,887
Sonia Páez..... 71,316
Lisa Madson..... 70,361

\$350,000 Inner Circle

Carol Anton..... \$64,315
Patricia Turker..... 60,382

\$325,000 Inner Circle

Lupita Magaña..... \$55,831

Pamela Waldrop Shaw..... 55,168

\$300,000 Diamond Circle

Cindy Williams..... \$52,209
Stacy James..... 50,136

\$250,000 Diamond Circle

Debi Moore..... \$46,457
Anabell Rocha..... 44,441
Pamela Fortenberry-Slate..... 43,859

\$200,000 Diamond Circle

Dawn Dunn..... \$38,807
Dayana Polanco..... 38,630
Cyndee Gress..... 38,546
Sandy Valerio..... 38,260
Anita Tripp Brewton..... 37,841

Julianne Nagle..... 37,655
Ada García-Herrera..... 36,638
Kerry Buskirk..... 35,925
Linda Toupin..... 34,821
Connie Kittson..... 34,815
Gay Hope Super..... 34,340
SuzAnne Brothers..... 34,007
Cindy Fox..... 33,702
Kristin Myers..... 33,500

\$150,000 Gold Circle

Julia Burnett..... \$30,610
Kay Elvrum..... 29,521
Sara Pedraza-Chacón..... 28,849
Julie Krebsbach..... 28,829
Mary Estupiñán..... 28,019
Elizabeth Muna..... 27,496

Dacia Wiegandt..... 27,322
María Monarrez..... 26,981
Carmen Hernández..... 25,922
Lily Orellana..... 25,699
Evelinda Díaz..... 25,286
Noelia Jaimes..... 25,259
Davanne Moul..... 25,210

\$125,000 Gold Circle

Jamie Cruse-Vrinios..... \$24,781
Lia Carta..... 24,641
Phyllis Sammons..... 23,204
Sue Pankow..... 22,699
Yosaira Sánchez..... 22,632
Sonia Bonilla..... 22,267
Morayma Rosas..... 22,236
Shannon Andrews..... 21,942

Evitelia Valdez-Cruz..... 21,896
Jan Thetford..... 21,804
Gloria Báez..... 21,598
Kristin Sharpe..... 21,462
Candace Laurel Carlson..... 21,357
Maureen Ledda..... 21,119
Enma Bermeo..... 20,969
Scarlett Simpson..... 20,845

WE'RE
ALL IN!
#teamMK

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**..... \$35,850
2. Cindy A. Williams*..... 25,866
3. Linda C. Toupin..... 25,108
4. Stacy I. James**..... 24,293
5. Donna B. Meixsell..... 18,791
6. Julie Krebsbach*..... 18,413
7. Sandy Valerio*..... 18,092
8. Kim L. McClure..... 16,305
9. Anabell Rocha*..... 15,451
10. Lia Carta**..... 15,408
11. Mary Estupiñán*..... 15,200
12. Cindy Fox*..... 14,196
13. Jan L. Thetford..... 14,137
14. Gloria Báez*..... 13,247
15. Cathy Bill*..... 13,036
16. Carmen Hernández*..... 12,827
17. Sherril L. Steinman..... 12,604
18. Candace Laurel Carlson*..... 12,463
19. Kate DeBlander..... 12,421
20. Brenda Segal*..... 12,299
21. María Flores..... 11,125
22. Crystal Trojanowski..... 11,106
23. Amie N. Gamboian..... 11,014
24. Annaka Krafka..... 10,960
25. Lara F. McKeever..... 10,736
26. Deb Pike..... 10,495

27. Elizabeth Muna*..... 10,453
28. Juanita Gudiño..... 10,400
29. Tammy Romage..... 10,351
30. Kathy Rodgers-Smith..... 10,220
31. Bea Millsagle..... 10,110

Sapphire

1. Kathy Helou***..... \$42,142
2. Lupita Magaña**..... 33,809
3. Debi R. Moore*..... 26,849
4. Pamela A. Fortenberry-Slate*..... 23,188
5. SuzAnne Brothers*..... 22,030
6. Cyndee Gress*..... 16,995
7. Sara Pedraza-Chacón*..... 16,830
8. Davanne D. Moul*..... 16,190
9. Alma Orrostieta..... 16,013
10. Kimberly R. Copeland..... 15,897
11. Kristin Myers*..... 14,633
12. Morayma Rosas..... 14,497
13. Lupita Díaz..... 13,903
14. LaRonda L. Daigle..... 13,059
15. Diane L. Mentipty..... 13,020
16. Consuelo R. Prieto*..... 12,630
17. Alicia Lindley-Adkins*..... 12,547
18. Janis Z. Trude..... 12,487
19. Valerie J. Bagnol*..... 11,874
20. Scarlett Simpson*..... 11,767

21. Debra M. Wehrer..... 11,687
22. Josefa Chacón-Alonzo..... 11,131
23. Somer Fortenberry..... 10,676
24. Dawn Otten-Sweeney..... 10,423
25. Bertilia Corral..... 10,147
26. Angie S. Day*..... 10,089
27. Paola Ramírez..... 10,033

Emerald

1. Gloria Mayfield Banks***..... \$63,943
2. Patricia Turker**..... 36,225
3. Sonia Páez**..... 32,275
4. Kerry Buskirk*..... 19,734
5. Dayana Polanco*..... 19,381
6. Ada García-Herrera*..... 18,985
7. Dacia Wiegandt*..... 18,565
8. Julianne Nagle*..... 17,163
9. Evelinda Díaz*..... 17,049
10. Anita Tripp Brewton*..... 16,126
11. Jamie Cruse-Vrinios..... 15,443
12. Sonia Bonilla..... 15,423
13. Monique Balboa..... 14,285
14. Maureen S. Ledda*..... 13,807
15. Joanne R. Bertalan*..... 13,497
16. Pam I. Higgs..... 13,093
17. Tammy Crayk..... 12,769
18. Pamela Tull..... 12,320

19. Mayuli Rolo*..... 12,270
20. Kirk Gillespie..... 12,197
21. Crisette M. Ellis..... 12,127
22. Pam Klickna-Powell..... 11,802
23. Kym A. Walker*..... 11,796
24. Auri Hatheway..... 11,682
25. Marilyn Marte de Melo..... 11,675
26. Rosibel Shahin*..... 11,446
27. Noelia Jaimes*..... 10,817
28. Noemi C. Jaimes..... 10,779
29. Cindy Z. Leone..... 10,253
30. Cristi Ann Millard..... 10,117
31. Gillian H. Ortega..... 10,024

Diamond

1. Lisa Madson*..... \$48,651
2. Gloria Castaño***..... 40,036
3. Pamela Waldrop Shaw**..... 26,423
4. Dawn A. Dunn*..... 21,479
5. Kristin Sharpe..... 20,299
6. Julia Burnett*..... 19,023
7. Lily Orellana..... 17,689
8. Kay E. Elvrum..... 17,572
9. Yosaira Sánchez..... 15,120
10. Shannon C. Andrews*..... 14,890
11. Connie A. Kittson*..... 14,673
12. María Monarrez..... 14,654

13. Diana Sumpter..... 14,541
14. Marixa González..... 14,514
15. Sue Pankow..... 13,991
16. Lisa Allison..... 13,490
17. Lynnea E. Tate..... 13,010
18. Susan M. Hohman*..... 12,994
19. Yvonne S. Lemmon..... 12,979
20. Evitelia Valdez-Cruz..... 12,923
21. Leah Lauchlan..... 12,758
22. Jeanie Martin..... 12,653
23. Rebecca Evans*..... 12,302
24. Julia Mundy..... 11,811
25. Alia L. Head..... 11,540
26. Robin Rowland..... 11,065
27. Sharon L. Buck..... 10,818
28. Heidi Goelzer..... 10,709
29. Vicki Jo Auth..... 10,414
30. Pam Ross*..... 10,359
31. Terri Schafer..... 10,115

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

Mary Kay Angels/Ángeles Mary Kay

August/Agosto 2017

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 2017./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 o integrantes de unidad en sus áreas de Seminario en agosto de 2017.

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



Carol Anton
\$35,850
Ruby



Kathy Helou
\$42,142
Sapphire



Gloria Mayfield Banks
\$63,943
Emerald



Lisa Madson
\$48,651
Diamond

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

RUBY/RUBÍ — Candace Doverspike, <i>Go-Give Area</i>	\$98,228
SAPPHIRE/ZAFIRO — Hilda Marrufo, <i>L. Magaña Area</i>	\$87,596
EMERALD/ESMERALDA — Nicole McDaniel, <i>Go-Give Area</i>	\$90,392
DIAMOND/DIAMANTE — Amy Kemp, <i>J. Martin Area</i>	\$80,725

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

RUBY/RUBÍ — Joyce Filatreau, <i>C. Anton Area</i>	\$10,135
SAPPHIRE/ZAFIRO — Maria Cuevas Lopez, <i>E. Chávez Area</i>	\$13,690
EMERALD/ESMERALDA — Nykole Jackson, <i>J. Cruse-Vrinios Area</i>	\$21,439
DIAMOND/DIAMANTE — Kelly Freeman, <i>K. Ford Area</i>	\$17,828

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

RUBY/RUBÍ — Lynn Roberts, <i>C. Franz Unit, Go-Give Area</i>	\$23,553
SAPPHIRE/ZAFIRO — Stacey Simins, <i>D. Yost Unit, Go-Give Area</i>	\$19,976
EMERALD/ESMERALDA — Ekarat Beyer, <i>T. Mitchell Unit, A. Tripp Brewton Area</i>	\$38,817
DIAMOND/DIAMANTE — Brenda Jones, <i>R. Padfield Unit, Y. Lemmon Area</i> ...	\$11,404

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

RUBY/RUBÍ — Sales Director Esther Amador, <i>Go-Give Area</i>	10
SAPPHIRE/ZAFIRO — Sales Director Jona Harris, <i>D. Wehrer Area</i>	18
EMERALD/ESMERALDA — Eusebia Zamudio, <i>P. Turker Unit, P. Turker Area</i>	14
DIAMOND/DIAMANTE — Sales Director Edith Sanchez, <i>Y. Sánchez Area</i>	10

Top Unit Builders/Primeras Impulsoras de Unidad

August/Agosto 2017

Independent Sales Directors with 20 or more new unit members for August 2017./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en agosto de 2017.

New Unit Members/Nuevas integrantes de unidad

Ruby/Rubí

Candace Lyn Doverspike34

Sapphire/Zafiro

Hilda Marrufo.....33
Tirza Llanes26
Jona Grace Harris22
Missy M. O'Neal.....22
Lila Rebecca Garro.....21

Emerald/Esmeralda

Katy Goldstein.....28
Dania Bello26
Bertha Pearl Lindsay20

Diamond/Diamante

Mery Carina Ramirez Bravo27
Mary Kathryn King25
Melissa Mendez.....20
Tanya L. Satcher20

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 **Reco**

New
Debuts/
Debutes
June/Junio 2017



Idalia Elizabeth Castro
Framingham, Mass.
E. Portillo Unit

Lesbia Y. Ruano de Nova*
Chelsea, Mass.
M. Gonzalez Unit

Not pictured/Sin foto: **Cindy S. Alderfer**, Sabetha, Kan., R. Collins Unit; **Patricia Almonte**, Brooklyn, N.Y., S. Calixto Unit; **Becky Bishop**, Lexington, S.C., S. Purvis Unit; **Jennifer Workman Bussell**, Ewing, Ky., J. Pitzer Unit; **Debora Calderon**, Jamaica, N.Y., D. Duarte de Mollinedo Unit; **Heather Ann Chisum**, Wheeler, Texas, A. Hunsaker Unit; **Jo Leigh D. Durham**, Six Mile, S.C., H. Lowe Unit; **Claudia Fuentes**, Madison, Tenn., S. Olivares Unit; **Emelia Fuentes**, Staten Island, N.Y., R. Dominguez Unit; **Danielle R. Greenbank**, Rossville, Ind., J. Campbell Unit; **Fernanda Cavalcante Groba**, Deerfield Beach, Fla., T. Goncalves Unit; **Maria Tomasina Hernandez**, Brooklyn, N.Y., S. Herrera Unit; **Yessenia Huertero**, Brooklyn, N.Y., S. Herrera Unit; **Sophia Joseph**, Brooklyn, N.Y., C. Joseph-Emmanuel Unit; **Megan Elizabeth MacDowall**, Forest, Va., A. MacDowall Unit; **Isabel Martinez**, Brooklyn, N.Y., C. Juarez Unit; **Kingberlyn V. Martinez**, Roanoke, Va., J. Del Cid Unit; **Marina Medrano**, Carrboro, N.C., C. Munoz Unit; **Yessica Navarro**, Oxnard, Calif., S. Montes Unit; **Esther Omondi**, New Milford, N.J., R. Mwaniki Unit; **Dolimar Ponce**, Lawrence, Mass., E. Fernandez Unit; **Matilde Rosas**, Philadelphia, C. Munoz Unit; **Heather D'Ette Sanchez**, Spring, Texas, H. Neff Unit; **Erica Chase Threlkeld**, Anderson, S.C., L. Stewart Unit; **Hilda Maribel Velazquez**, Roanoke, Va., J. Del Cid Unit; **Karhlee Reid Zambos**, South Point, Ohio, J. Taylor Unit.

*Previously debuted./Debutó con anterioridad.

Dean's
List/Lista
del Decano
August/Agosto 2016



Amanda Beth Kirkwood
Montrose, Pa.
Diamond
Go-Give Area
Diamond Seminar

Ingris Sarai Lopez
Stamford, Conn.
Diamond
Go-Give Area
Diamond Seminar

Maritza Murillo
Concord, N.C.
Y. Sánchez Area
Diamond Seminar



Triple
Crown/Triple
Corona
August/Agosto 2016



Amanda Beth Kirkwood
Montrose, Pa.
Diamond
Go-Give Area

Ingris Sarai Lopez
Stamford, Conn.
Diamond
Go-Give Area

Ildris Perez
Antioch, Tenn.
G. Castaño Area



Honors
Society/Sociedad
de Honor
August/Agosto 2016



Emily Grace Franks
Farmington, Minn.
Diamond
Go-Give Area

Ildris Perez
Antioch, Tenn.
G. Castaño Area



- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY

Rings are shown stacked./Los anillos se muestran encimados.

On the Move/ En Acción

June/Junio 2017

Patricia Almonte
Becky Bishop

Jennifer Workman Bussell
Idalia Elizabeth Castro

Claudia Fuentes
Fernanda Cavalcante Groba

Megan Elizabeth MacDowall
Yessica Navarro

Erica Chase Threlkeld
Karhlee Reid Zambos

New Team Leaders/ Nuevas Líderes de Equipo

August/Agosto 2017

Allison Alcineus
Monica Alvarez Ochoa
Maggie Anderson
Estela Yamileth Armenta
Elizabeth Barlow
Simone Bastos
Stacy Becerra
Kathryn J. Beebe
Alisha Berg
Julia Brinlee
Lilian Cedillo
April J. Clark

Laura L. Curry
Maria Del Campo
Celena Donahue
Blanca L. Fabela
Shofy M. Fermin
Elvia Figueroa
Kaitlyn Fortin
Lesly Garcia
Susana Gonzalez
Perla C. Guzman
Shayla K. Harper
Juana Hernandez

Kayla C. Howse
Jazmin Huertas
Brandy N. Jenkins
Lisa N. Kimbro
Emilia Kinsley
Orinda Koukal
Maria S. Medina
Sarah E. Miller
Jhoana Munoz
Sara Mussina
Michelle Null
Lillian Y. Pagoada

Jill M. Patterson
Delfina Perez
Evangelina Ramirez
Maria F. Resendiz
Cindy L. Reyes
Maria D. Reyes
Raquel Reyes-Montes
Claudia Rios Diaz
Becky Rummage
Isabel Sanchez
Sandra Sanchez
Teresa L. Sanchez

Veronica Santiago
Abi Shuford
Carolyn Slaughter
Lashonda Smith
Lexi M. Stegeman
Joel C. Toledo Cupido
Erica Trujillo
Monica Vazquez
Patricia A. Walsh
Molly Zambito

Grand Achievers/ Gran Ganadoras

August qualifiers/
Calificadas en agosto 2017

**Consultants/
Consultoras**
Lucia Aquino
Meagan Bjornstad
Idalia Elizabeth Castro*
Erin Michelle Cress
Jo Leigh D. Durham*
Luz Maria Flores

Yerardin Holguin
Jennifer L. Howard
Catalina Marquez
Darlin Murcia
Nicole Oden
Lisa Paule
Kristen Lindblade Rider
Evelyn G. Ruiz

Miranda LeAnn Waibel
**Sales Directors/
Directoras de Ventas**
Nage Kimberly Bautista**
Rosanne Clark**
Latisha Cronin**
Irma G. Gamboa**

Phyllis Lacy**
Reina Isabel Lopez
Maria Delfina Martinez**
Rahab Mwaniki**
Valerie McCullough Reynolds
Maria D. Reyes**
Heather Miriam Ritz**
Veronica M. Rosas**

Laura Salazar**
Maria Tereza Santiago**

*Denotes May qualifier./
Denota que calificó en mayo.
**Denotes June qualifier./
Denota que calificó en junio.

First Gold Medal/Primera Medalla de Oro

August/Agosto 2017

New Team Members/ Nuevas integrantes de equipo

Monica Alvarez Ochoa,
E. Marcial Silverio Unit.....10
Simone Bastos, M. Dos Santos Unit.....5
Anita Costilla, N. Ramirez Unit.....6
Katherine Duncan, K. Jones Unit.....5
Sandra Frausto, M. Sanchez Unit.....5
Lesly Garcia, C. Fuentes Unit.....6

Veronica Gomez, M. Carrillo Unit.....5
Maria Mercedes Gonzalez,
O. Niz de Tortoledo Unit.....5
Jazmin Huertas, M. Coleman Unit.....8
Lisa Kimbro, L. Stewart Unit.....5
Emilia Kinsley, M. Wilkes Unit.....8
Maria Morales Rojas, L. Lozada Mendez Unit.....6
Sara Mussina, I. Vladi Unit.....5
Nicole Oden, A. Allgood Unit.....8
Lillian Pagoada, B. Sola Unit.....8

Delfina Perez, L. Gomez Santiago Unit.....6
Reina Perez Argueta, M. Ramirez Bravo Unit.....5
Federica Rames, R. Quispe Unit.....6
Evangelina Ramirez, E. Santos Unit.....7
Isabel Sanchez, J. Rodriguez Unit.....5
Jacqueline Sites, T. McKnight Unit.....7
Joel Toledo Cupido, Y. Robles Rendon Unit.....6
Erica Trujillo, Y. Zamarrapa Unit.....5
Micah Wilson, S. Acree Unit.....7

13% Club/ Club del 13%

August/Agosto 2017

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 Titilayo Felicia Otusajo.....\$2,187
Sales Director Karime Rosas.....1,667
Sales Director Shelly Palen.....1,638
Sales Director Sherrie Clark Purvis.....1,548
Sales Director Mary Kathryn King.....1,545
Sales Director Jane Langemeier.....1,480
Sales Director Blythe Jolee Egbert.....1,385
Sales Director Amy Kemp.....1,375
Sales Director Mery Carina Ramirez Bravo.....1,364

Sales Director Claudia Chavez.....1,336
Sales Director Celeste Byrd.....1,325
Sales Director Kate O. Ogbomo.....1,323
Sales Director Shelley Olson.....1,319
Sales Director Nancy Polish Dove.....1,316
Sales Director Sue M. Fischer.....1,293
Sales Director Stacey Ceyandra Curry.....1,234
Sales Director Betty Symons.....1,229
Jennifer L. Howard, H. Erbe Unit.....1,220

Sales Director Folasade Olaopa.....1,207
Sales Director Judy M. Suhonen.....1,194
Sales Director Lisa Rada.....1,187
Sales Director Marina Sanchez Ramirez.....1,179
Sales Director Stephanie Ann Showers.....1,171
Sales Director Nancy Fox Castro.....1,164
Sales Director Patty Yambay Rovano.....1,150

NOTHING HAPPENS UNTIL SOMEONE SELLS SOMETHING/
NADA PASA HASTA QUE ALGUIEN VENDE ALGO.

Mary Kay

Achievement

Circle/Círculo de Logros

August/Agosto 2017

Amy Kemp.....	\$80,725	Christi G. Campbell.....	50,645	Cheryl A. Searcy.....	42,054	Sue M. Fischer.....	38,146
Nancy Fox Castro.....	76,905	Kathy R. Bullard.....	50,399	Paula Grabau-Friedt.....	41,750	Sharon B. Carney-Wright.....	38,120
Mary Kathryn King.....	67,963	Sylvia Limon Martinez.....	50,373	Titilayo Felicia Otusajo.....	41,742	Michelle Cape.....	37,975
Marsha Morrisette.....	67,506	Alicia Kingrey-Lokai.....	49,428	Sandy Griffith.....	41,481	Delmi Cristina Santos.....	37,889
Priscilla McPheeters.....	66,781	Allison Piro.....	49,147	Stephanie Ann Showers.....	41,272	Jessye Rose Nichols.....	37,635
Paula Kelsch.....	66,346	Beth Brinkley.....	48,293	Heather Marie Erbe.....	41,265	Lisa A. Stengel.....	37,348
Melissa Mendez.....	65,919	Deborah Dudas.....	48,283	Julia R. Orser.....	41,150	Marty Wynn.....	37,125
Sherrie Clark Purvis.....	64,248	Alma Veronica Rios.....	48,039	Mary Cho Engh.....	41,146	Norma Lee Shaver.....	36,796
Suzanne T. Young.....	62,413	Susie Kopacz.....	47,626	Cindy Machado-Flippen.....	41,122	Dolly A Metzger-Stearns.....	36,791
April Christine Hutchinson.....	59,057	Cindy S. Kriner.....	46,839	Shelley Olson.....	41,049	Karen M. Bonura.....	36,700
LaChelle M. Seleski.....	58,698	Mary P. Creech.....	46,716	Susie Moore.....	40,705	Carol Fehr.....	36,626
Kim A. Messmer.....	58,203	Melissa R. Hennings.....	46,673	Patricia Carr.....	40,436	Nicki R. Hill.....	36,606
Crystal Dawn Gardner.....	57,582	Shelly Palen.....	46,626	Nadine Bowers.....	40,282	Amy Zietlow.....	36,353
Susan M. McCoy.....	57,571	Ruth Alvarado.....	46,405	Sherralynn Arnold.....	40,258	Kathy M. Viola.....	36,320
Tawnya Krempges.....	56,580	Deborah S. Bailye.....	44,296	Julie Schlundt.....	40,230	Cheryl A. Riead.....	36,291
Megan Nicole Wilkes.....	54,338	Maritza Murillo.....	44,144	Linda T. Cartiglia.....	39,977	Amanda Nicole Wright.....	36,239
Laura Elizabeth Knight.....	53,544	Denise Nygard.....	43,812	Kelly Kay Johnsrud.....	39,769	Terri J. Beckstead.....	36,180
Gerri Anne Morris.....	53,518	Blythe Jolee Egbert.....	43,742	Wendy Hayum-Gross.....	39,573	Bisola Gbadamosi.....	36,113
Celeste Byrd.....	52,492	Alicia Borkowska.....	43,663	Lindsey Denae Christenson.....	39,543	Sheila K. Valles.....	35,741
Sara Ruth Pennella.....	52,185	Constance Nugent Miller.....	43,365	Kelly Willer-Johnson.....	39,470	Billie Gillespie.....	35,680
Claudia Chavez.....	52,158	Anne Geertsen.....	43,197	Stephanie A. Richter.....	38,833	Shari Lynn Chapman.....	35,534
Donna K. Smith.....	52,030	Mery Carina Ramirez Bravo.....	43,157	Aili Irene Vcelka.....	38,476	Terri Lewis.....	35,308
Karime Rosas.....	51,564	Barbara E. Roehrig.....	42,657	Vicki Powell.....	38,374	Nancy Polish Dove.....	35,287
Mariann Biase Mason.....	51,470	Deanna Lee Manning.....	42,553	Therma A. Aguasvivas.....	38,255	Sandy Lasso.....	34,970
Mileta K. Kinser.....	51,368	Jennifer Messoré.....	42,467	Rita M. Krause.....	38,235	Kay Dickerson.....	34,916

Commission

Circle/Círculo de Comisiones

August/Agosto 2017

Amy Kemp.....	\$12,088	Nadine Bowers.....	7,729	Stephanie Ann Showers.....	6,746	Alicia Borkowska.....	6,041
Nancy Fox Castro.....	11,680	Megan Nicole Wilkes.....	7,678	Christi G. Campbell.....	6,726	Rita M. Krause.....	5,983
Mary Kathryn King.....	10,603	Laura Elizabeth Knight.....	7,517	Kathy R. Bullard.....	6,709	Therma A. Aguasvivas.....	5,983
Mery Carina Ramirez Bravo.....	10,603	Delmi Cristina Santos.....	7,514	Nicki R. Hill.....	6,668	Lindsey Denae Christenson.....	5,947
Sherrie Clark Purvis.....	10,195	Deborah Dudas.....	7,512	Sylvia Limon Martinez.....	6,649	Michelle Cape.....	5,891
Paula Kelsch.....	10,164	Constance Nugent Miller.....	7,473	Mary P. Creech.....	6,601	Kay Dickerson.....	5,860
Celeste Byrd.....	10,108	Donna K. Smith.....	7,381	Rose Rodriguez-Capone.....	6,590	Kelly Willer-Johnson.....	5,859
Marsha Morrisette.....	9,770	Alicia Kingrey-Lokai.....	7,319	Beth Brinkley.....	6,560	Sheila K. Valles.....	5,833
Karime Rosas.....	9,116	Ruth Alvarado.....	7,318	Shelley Olson.....	6,528	Terri Lewis.....	5,830
Indhira Jimenez.....	8,931	Sara Ruth Pennella.....	7,305	Susie Kopacz.....	6,526	Dalila Duarte de Mollinedo.....	5,804
Tawnya Krempges.....	8,889	Kathleen Koclanes.....	7,227	Barbara E. Roehrig.....	6,506	Karen M. Bonura.....	5,803
Priscilla McPheeters.....	8,860	Deborah S. Bailye.....	7,223	Connie L. Russo.....	6,494	Wendy Hayum-Gross.....	5,796
Blythe Jolee Egbert.....	8,821	Mileta K. Kinser.....	7,211	Cindy S. Kriner.....	6,479	Mary Cho Engh.....	5,779
LaChelle M. Seleski.....	8,815	Deanna Lee Manning.....	7,137	Paula Grabau-Friedt.....	6,381	Patricia Carr.....	5,774
Suzanne T. Young.....	8,593	Vicki Powell.....	7,069	Cindy Machado-Flippen.....	6,328	Rhonda Kambeitz.....	5,756
Kim A. Messmer.....	8,362	Alma Veronica Rios.....	7,029	Mariann Biase Mason.....	6,278	Martha Kay Raile.....	5,747
Claudia Chavez.....	8,339	Marina Sanchez Ramirez.....	7,016	Sue M. Fischer.....	6,274	Sheryl Peterson.....	5,743
Sandy Griffith.....	8,324	Anne Geertsen.....	7,011	Sherralynn Arnold.....	6,252	Lisa A. Stengel.....	5,736
Shelly Palen.....	8,249	Maritza Murillo.....	6,996	Amy Hanifl.....	6,244	Kate O. Ogbomo.....	5,690
Titilayo Felicia Otusajo.....	8,234	Gerri Anne Morris.....	6,971	Julie Schlundt.....	6,239	Shannon Melissa Duguay.....	5,687
Jamie Venning Taylor.....	8,226	Terri J. Beckstead.....	6,932	Sandra M. Munguia.....	6,208	Melissa R. Hennings.....	5,685
Susan M. McCoy.....	8,191	Bisola Gbadamosi.....	6,916	Jodi Carlson.....	6,198	Faith A. Gladding.....	5,633
Crystal Dawn Gardner.....	8,185	Stephanie A. Richter.....	6,879	Maria Sanchez.....	6,171	Allison Piro.....	5,628
April Christine Hutchinson.....	8,140	Nancy Polish Dove.....	6,810	Audrey K. MacDowall.....	6,158	Shari Lynn Chapman.....	5,570
Melissa Mendez.....	8,053	Denise Nygard.....	6,805	Lisa Rada.....	6,075	Lou Cinda Utley.....	5,520

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.

GO-GIVE® Award

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." These December award recipients best exemplify the Golden Rule – helping others **unselfishly** and **supporting** adoptees as much as unit members.



RUBY

Jennifer Albertini

Independent Senior
Sales Director

Began Mary Kay Business
May 2001

Sales Director Debut
September 2002

Offspring two first-line

National Sales Director
Go-Give Area

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

Personal Lives in Cranberry Township, Pa. Husband, Joe; sons: Adrian, Brayden, Gavin; daughters: Alyssa, Addilyn; three grandsons

"I am motivated to help others because I believe it is my responsibility to live the Golden Rule in everything I do. It all comes back into my life!"

Independent Beauty Consultant Melissa Garner-Perez of Pittsburgh, says, "Jennifer volunteers her time and has been featured on our local channel as a spokesperson at Glimmer of Hope charity events. She is also a proud advocate of *The Mary Kay Foundation*SM."



EMERALD

Melissa Wilson

Independent Sales Director

Began Mary Kay Business June 2006

Sales Director Debut August 2009

National Sales Director Go-Give Area

Honors Star Consultant; seven-times Sales Director Queen's Court of Personal Sales;

Queen's Court of Sharing; four-times Circle of Achievement; four-times Double Star Achievement

Personal Lives in Clinton, Ind. Husband, Dustin; son, Dylan; daughters: Daphne, Drew

"I am motivated to help others because I am so proud of the incredible sisterhood Mary Kay Ash created. All women should experience unconditional love and acceptance, and I am passionate about continuing her legacy."

Independent Beauty Consultant Jessica Cottrell of Hillsdale, Ind., says, "Melissa makes sure we all know we are valued. She displays positivity and leadership skills and is a shining example of all the values Mary Kay Ash held most dear."



SAPPHIRE

Victoria Hazen

Independent Sales Director

Began Mary Kay Business
May 2009

Sales Director Debut
September 2011

National Sales Director Debra Wehrer

Honors Star Consultant; three-times Sales Director Queen's Court of Personal Sales

Personal Lives in Pueblo, Colo. Husband, Cory; son, Canaan

"I am motivated to help others because I love to celebrate their wins and see them grow, not only in their businesses but also in their personal lives."

Independent Beauty Consultant Debbie Armstrong of Folsom, N.M., says, "I live in a very rural area and drive over 150 miles to attend Victoria's meetings. Because of her belief in me, I believe I will be an Independent Sales Director and Career Car driver this year."



DIAMOND

Darcy Cooper

Independent Sales Director

Began Mary Kay Business
October 1992

Sales Director Debut
September 2012

National Sales Director
Go-Give Area

Honors Circle of Honor; five-times Sales Director Queen's Court of Personal Sales

Personal Lives in Churchton, Md. Son, Eric; daughter, Shelley; five grandchildren

"I am motivated to help others because I believe the greatest gift you can give is yourself and your talents. I love encouraging others to believe in themselves and their strengths and to make the most of their opportunities."

Independent Sales Director Jamie Jones of Lusby, Md., says, "Darcy is an encourager and confidant and is always willing to discuss strategy on our trips to Company events. She is amazing, and I am blessed to call her my friend!"

NOMINATE a well-deserving Independent Sales Director who displays the Go-Give spirit!
Three ways:

1. Email. Include all nomination form information.
diamondmonthlygogive@mkcorp.com
emeraldmonthlygogive@mkcorp.com
rubymonthlygogive@mkcorp.com
sapphiremonthlygogive@mkcorp.com
2. Print **online form** (on *Mary Kay InTouch*® under Contests/Promotions tab) and mail or fax.
3. Submit **online form** (on *Mary Kay InTouch*® under the Contests/Promotions tab).

12 Days to Share and Sell!

Looking for a **sales booster**?

Social media is a great way to share and promote gift ideas, giving your sales a jingle! Why not share an idea-per-day during 12 days leading up to the holidays?

HERE ARE GIFT IDEAS FOR LESS THAN \$25!

day 12

Eye Candy

Mary Kay® Cream Eye Color, **\$14**



day 11

Crisp and Clean

MKMen® Cooling After-Shave Gel, **\$16** OR MKMen® Shave Foam, **\$14**



day 10

Pamper Please

Mary Kay® Extra Emollient Night Cream, **\$15**



day 9

Picture Perfect

Mary Kay® Beauty Blotters® Oil-Absorbing Tissues, **\$6**



day 8

And to All a Good Night

Indulge® Soothing Eye Gel, **\$16**



day 7

Soft as Snow

Mary Kay® 2-In-1 Body Wash & Shave, **\$16**



day 6

Lip Service

Satin Lips® Set, **\$22**



day 5

Baby, It's Cold Outside

Mary Kay® Hydrating Lotion, **\$16**



day 4

Under the Mistletoe

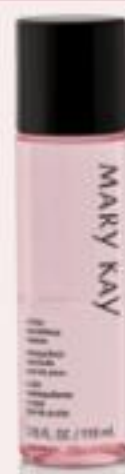
NouriShine Plus® Lip Gloss, **\$15**



day 3

New Beginnings

Mary Kay® Oil-Free Eye Makeup Remover, **\$15**



day 2

Comfort and Joy

Mint Bliss™ Energizing Lotion for Feet & Legs, **\$11**



day 1

Joy to the Girl

Mary Kay® Gel Lipstick in Semi-Matte OR NEW! Semi-Shine, **\$18**
True Dimensions® Lipstick, **\$18**



Find images of many of these products to share via email, text and social media on *Mary Kay InTouch®* under Resources, then Digital Assets. You can also share eCatalogs, including *The Look*.

Gift Delivery Service on Wheels!



Independent Senior Sales Director
September James,
Carrollton, Texas

I offer my customers special savings and deliver gifts in my "Santa Mobile"! I book quick, 15-minute appointments at their work or home so they can pick out gifts for their loved ones.

I'LL CALL AND SAY:

"Hi, _____! This is September, your Mary Kay Independent Beauty Consultant! I am so thankful for you and appreciate your business! I have a gift for you, and I also have gifts I've put together to help with your last-minute shopping needs! Can I stop by sometime this week to bring your gift and show you what I have?"

Whether I just give her a gift (like a travel-sized *Satin Hands®* cream and candy in a bag with a big bow) or whether she buys tons of gift sets, I'm providing Golden Rule customer service and making a lasting impression! My customers are so grateful that I come to them, and they don't have to go to the mall to shop for last-minute gifts!"

Check out more from September on the **12 Days of Holiday Gifting** videos on Power Class under the Education tab on *Mary Kay InTouch®*.

All prices are suggested retail.

Holiday Countdown



**Independent Senior Sales Director
Suzanne Young, Redding, Calif.,**
shares her handy checklist for your
best SALES this month:



NOVEMBER To-Dos

- ☐ **REVIEW YOUR SALES GOAL.**
What are your average sales per party? Calculate the number of parties you need to reach your goal, and do it!
- ☐ **CHECK YOUR INVENTORY.**
It's a busy selling season, so I recommend having adequate product inventory on hand. Think about ordering those regular-line products you feel confident selling throughout the year.
- ☐ **BOOK OPEN HOUSES.**
I invite my best customers and their friends for a festive night with a simple dessert and products showcased at a range of prices. Everyone has fun and gets gifts they need. I've met several new customers and team members at these events!
- ☐ **SELL THE SIZZLE.**
You can book parties into the new year by offering a product swag bag with samples to anyone who books and holds a *Pamper* party in January. She gets the swag bag at her party.
- ☐ **GET SOCIAL.**
If you choose to offer an incentive for Black Friday, spread the word with your *Mary Kay*® Facebook® Business Page, Instagram®, text or email. Promoting a special two days ahead of time works best for me.
- ☐ **KEY SELL DATES:**
 - Nov. 24** Black Friday
 - Nov. 25** Small Business Saturday
 - Nov. 27** Cyber OR Pink Monday

The Red Zone

'Tis
the
Season
to
Share

Terri Lewis is a 12-time Unit Circle achiever with her highest at \$700,000. She's earned the use of 12 Mary Kay Career Cars – seven of those pink Cadillac®.



Independent Future Executive
Senior Sales Director
Terri Lewis of Canton, Michigan

What does it mean to work your Mary Kay business full circle?

Terri: It's being consistent as you book parties, sell products and share the Mary Kay opportunity with others. That can help you grow and maximize your business.

Why are the holidays an ideal time to share the Mary Kay opportunity?

Terri: Odds are you're around more people now. I have achieved some of my highest sales and team-building goals in December. Today, I have lasting friendships with many who began their Mary Kay businesses during the holidays.

Does working full circle during the holidays look different than the rest of the year?

Terri: No, but it can be easier because women are already in a joyful mood. It's a great time to fill your date book with parties, introduce products and share the gift of having a Mary Kay business. Your joy and enthusiasm are contagious and can go a long way.

Any other reason that now is an ideal time to share Mary Kay?

Terri: Many women think about positive changes they want to implement in the new year. Why not offer the opportunity to enjoy the freedom, flexibility and potential rewards a Mary Kay business can offer?

How do you know if someone would like to become an Independent Beauty Consultant?

Terri: Ask! Don't be afraid and never prejudge. So many women with successful Mary Kay businesses have stories about not being offered the opportunity even after several years as a loyal customer.

Remember, if it's not for them, you still have a loyal customer. Mary Kay Ash asked us to pass along this opportunity as a way to help others transform their lives.

Check out more of Terri's tips as part of the **12 Days of Holiday Gifting** videos on **Power Class** under the Education tab on **Mary Kay InTouch®**.

NEW FACES *take you* PLACES

TEAM-BUILDING CHALLENGE!

JULY 1, 2017 – DEC. 31, 2017

LET'S GO PLACES!

GRAND PRIZE

The TOP FIVE Independent Beauty Consultant achievers per Seminar with the highest number of qualified new personal team members over the six months are eligible for a **TRIP VOUCHER** worth \$5,000!

WHAT CAN I EARN?

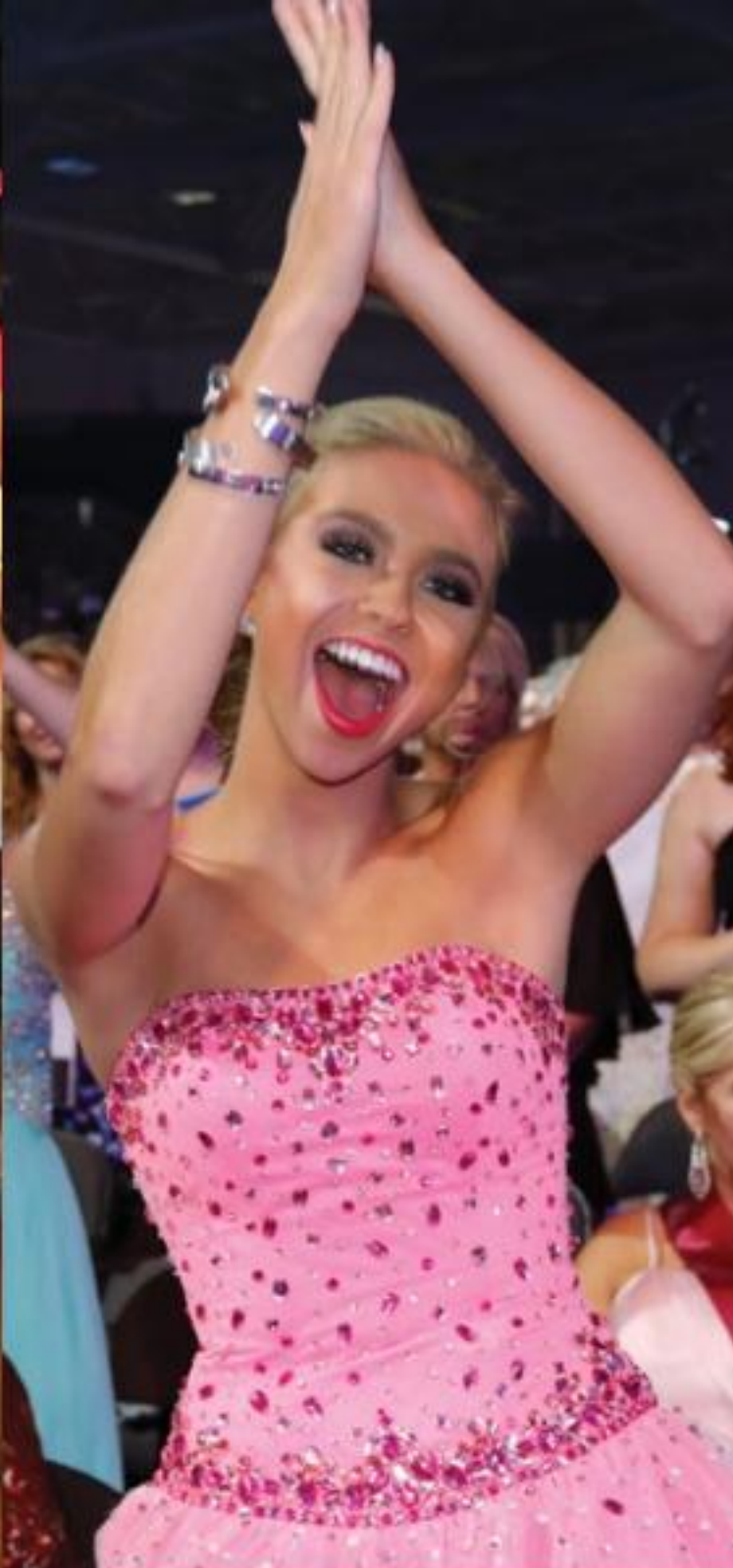
Each month the Independent Beauty Consultant (one per unit) with the highest number of qualified new personal team members (minimum of two) gets a **SPECIAL PRIZE**.

The November prize is this set of four *New Faces Take You Places* coasters.

For complete details, visit the Contests/Promotions page on **Mary Kay InTouch®**.

Cadillac® is a registered trademark of General Motors LLC.





Seminar 2017

From boot-scootin' to embracing your dreams, Seminar 2017 was a time of friendship and fun, celebration and motivation. And it's where everyone was challenged to discover the places they can go this new year!



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)

"Among the Christmas blessings that we hold dear are memories of happy times we have had throughout the year. And so, as the old year ends, our hearts are filled with loving thoughts of friends like you!"

CALENDAR

dates

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.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
8	Registration for the April 18-21 session of New Independent Sales Director Education begins.
15	- Postmark deadline for Quarter 2 Star Consultant quarterly contest. - Deadline to make Quarter 1 Star Consultant prize selections. - Deadline for Leadership 2018 hotel reservations is 11:59 p.m. Central time.
16	- Quarter 3 Star Consultant quarterly contest begins. - Spring 2018 <i>Preferred Customer Program</i>™ online enrollment begins for <i>The Look</i>, including an exclusive sample (while supplies last).
20	Online prize selection available for Quarter 2 Star Consultant quarterly contest.
25	Christmas Day. All Company offices closed. Postal holiday.
26	Company holiday. All Company offices closed.
28	Last day of the month for Independent Beauty Consultants to place telephone orders.
29	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.
31	- Last day to register, cancel, make special needs/transfer requests for Leadership Conference 2018 by 11:59 p.m. Central time. - Last day of the month for Independent Beauty Consultants to place online orders. - Online Independent Beauty Consultant Agreements accepted until midnight Central time.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2017 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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2016-2017 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.

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



Gloria Mayfield Banks
Emerald – \$20,864



Kathy Helou
Sapphire – \$19,758



Carol Anton
Ruby – \$19,500

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



Lisa Madson
Diamond – \$18,172

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



Gloria Castaño
Diamond – \$17,848



Patricia Turker
Emerald – \$17,076

\$450,000 (2% bonus + 2 diamonds)



Lupita Magaña
Sapphire – \$9,519

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



Sonia Páez
Emerald – \$8,890



Debi Moore
Sapphire – \$8,359

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



Stacy James
Ruby – \$7,841



Cindy Williams
Ruby – \$7,573

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



Sara Pedraza-Chacón
Sapphire – \$6,967



Pamela Waldrop Shaw
Diamond – \$6,755

2016-2017 NSD DIAMOND CIRCLE

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

SuzAnne Brothers
Sapphire

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

Lia Carta
Ruby

Pamela Fortenberry-Slate
Sapphire

Linda Toupin
Ruby

Dacia Wiegandt
Emerald

Dayana Polanco
Emerald

Anita Tripp Brewton
Emerald

Anabell Rocha
Ruby

Cyndee Gress
Sapphire

Julia Burnett
Diamond

Julianne Nagle
Emerald

Dawn Dunn
Diamond

Sandy Valerio
Ruby

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

Mary Estupiñan
Ruby

Kay Elvrum
Diamond

Kerry Buskirk
Emerald

Yosaira Sánchez
Diamond

Julie Krebsbach
Ruby

Jamie Cruse-Vrinios
Emerald

Davanne Moul
Sapphire

Ada García-Herrera
Emerald

Evelinda Díaz
Emerald

Lily Orellana
Diamond

Cindy Fox
Ruby

Kristin Myers
Sapphire

Connie Kittson
Diamond

Gloria Báez
Ruby

Sonia Bonilla
Emerald

Sue Pankow
Diamond

Maureen Ledda
Emerald

Yvonne Lemmon
Diamond

María Monarrez
Diamond

Consuelo Prieto
Sapphire

2016-2017 NSD GOLD CIRCLE

\$150,000

Cathy Bill
Ruby

Shannon Andrews
Diamond

Alicia Lindley-Adkins
Sapphire

Susan Hohlman
Diamond

Lisa Allison
Diamond

Auri Hatheway
Emerald

Candace Laurel Carlson
Ruby

Rosibel Shahin
Emerald

Jan Thetford
Ruby

Pam Klickna-Powell
Emerald

Scarlett Simpson
Sapphire

Valerie Bagnol
Sapphire

Kimberly Copeland
Sapphire

Crystal Trojanowski
Ruby

Monique Balboa
Emerald

Mayuli Rolo
Emerald

Tammy Crayk
Emerald

Pam Higgs
Emerald

Juanita Gudiño
Ruby

Jeanie Martin
Diamond

Rebecca Evans
Diamond

Somer Fortenberry
Sapphire

Pam Ross
Diamond

Diane Mentiply
Sapphire

Joanne Bertalan
Emerald

Morayma Rosas
Sapphire

Alia Head
Diamond

Pamela Tull
Emerald

María Flores
Ruby

Kim McClure
Ruby

Janis Z. Trude
Sapphire

Luzmila Abadia Carranza
Emerald

Debra Wehrer
Sapphire

Leah Lauchlan
Diamond

Shelly Gladstein
Diamond

Noelia Jaimes
Emerald

\$125,000

Brittany Kaps
Ruby

Michelle Sudeth
Ruby

Mairelys López
Emerald

Deb Pike
Ruby

Gay Hope Super
Diamond

Alma Orrostieta
Sapphire

Lynnea Tate
Diamond

Kate DeBlander
Ruby

Lara McKeever
Ruby

Brenda Segal
Ruby

Diana Sumpter
Diamond

Ruth Everhart
Sapphire

Roxanne McInroe
Diamond

Kirk Gillespie
Emerald

Lorraine Newton
Sapphire

Amie Gamboian
Ruby

Heidi Goelzer
Diamond

Glinda McGuire
Sapphire

Elizabeth Muna
Ruby

Lynne Holliday
Diamond

Paola Ramirez
Sapphire

Sharon Buck
Diamond

Magdalena Nevárez
Sapphire

Jo Anne Barnes
Ruby

Lupita Díaz
Sapphire

Kym Walker
Emerald

Dawn Otten-Sweeney
Sapphire

Kristin Sharpe
Diamond

Sue Wallace
Emerald

Patty Olson
Ruby

Evitelia Valdez-Cruz
Diamond

Elizabeth Sánchez
Sapphire

Gena Rae Gass
Ruby

Heather Carlson
Sapphire

Marilyn Marte de Melo
Emerald

Phyllis Pottinger
Sapphire

2016-2017 NSD MILLIONAIRES**

\$13 Million

Carol Anton, Ruby

\$12 Million

Gloria Mayfield Banks, Emerald

Lisa Madson, Diamond

\$9 Million

Gloria Castaño, Diamond

\$8 Million

Lupita Magaña, Sapphire

Debi Moore, Sapphire

Pamela Waldrop Shaw, Diamond

Cindy Williams, Ruby

\$6 Million

Julianne Nagle, Emerald

Sonia Páez, Emerald

\$5 Million

Dawn Dunn, Diamond

Sherril Steinman, Ruby

Pamela Tull, Emerald

\$4 Million

Jamie Cruse-Vrinios, Emerald

Bea Millslagle, Ruby

Robin Rowland, Diamond

Dacia Wiegandt, Emerald

\$3 Million

Lisa Allison, Diamond

Joanne Bertalan, Emerald

Evelinda Díaz, Emerald

Gena Rae Gass, Ruby

Susan Hohlman, Diamond

Jeanie Martin, Diamond

María Monarrez, Diamond

Sara Pedraza-Chacón, Sapphire

Kathy Rodgers-Smith, Ruby

Diana Sumpter, Diamond

\$2 Million

Rosa Carmen Fernández, Diamond

Ada García-Herrera, Emerald

Heidi Goelzer, Diamond

Lara McKeever, Ruby

Magdalena Nevárez, Sapphire

Kathy Oliveira, Emerald

Dayana Polanco, Emerald

Paola Ramirez, Sapphire

Tammy Romage, Ruby

Elizabeth Sánchez, Sapphire

Terri Schafer, Diamond

Kimberly Starr, Emerald

Evitelia Valdez-Cruz, Diamond

\$1 Million

Sonia Bonilla, Emerald

Josefa Chacón-Alonzo, Sapphire

Ruth Everhart, Sapphire

Marixa González, Diamond

Noemi Jaimes, Emerald

Marilyn Marte de Melo, Emerald

Nancy Osborn, Ruby

Julia Serrano, Sapphire

María Sigüenza, Diamond

Crystal Trojanowski, Ruby

**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
Kelly Freeman
Atlanta

1st Runner-Up
P. J. Baunach
Alexandria, Va

2nd Runner-Up
Julia Orser
Yakima, Wash

Consultant Queen's Court of Personal Sales



Queen
Cynthia Adams
Chambersburg, Pa.

1st Runner-Up
Christine Rhoney
Stafford, Va.

2nd Runner-Up
Lisa McComas
Manteca, Calif.

Queen's Court of Sharing



Queen
Michelle Cape
Gillsville, Ga.

1st Runner-Up
Stephanie Mottaz
Osage Beach, Mo.

2nd Runner-Up
Sherrie Purvis
Lexington, S.C.

RUBY

Sales Director Queen's Court of Personal Sales



Queen
Mayela Lopez
Newark, N.J.

1st Runner-Up
Rebecca Allen
Madison, Ala.

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

Consultant Queen's Court of Personal Sales



Queen
Carminda Oliveros
Pawling, N.Y.

1st Runner-Up
Mayra Leiva Jerezanos
Reading, Pa.

2nd Runner-Up
Jean Gunter
Wharton, Texas

Queen's Court of Sharing



Queen
Reyna Lepe
Tolleson, Ariz.

1st Runner-Up
Michael Diaz
Woodland, Calif.

2nd Runner-Up
Damilola Akinsola
Bowie, Md.

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen
Cathy Welch
Amarillo, Texas

1st Runner-Up
Patricia Palomares
North Hollywood, Calif.

2nd Runner-Up
Angela LaFrance
Miramar, Fla.

Consultant Queen's Court of Personal Sales



Queen
Stacey Simins
Copperas Cove, Texas

1st Runner-Up
Gwendolyn Diggs
Forest Hill, Texas

2nd Runner-Up
Patricia Shallenberger
State College, Pa.

Queen's Court of Sharing



Queen
Jessica Scola
Jamaica Plain, Mass.

1st Runner-Up
Lauren Boscoe
Stoughton, Mass.

2nd Runner-Up
Jessica Schultz
Hazelwood, Mo.

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Larelle Bryson
Hyde Park, Mass.

1st Runner-Up
Terrah Cromer
De Soto, Ga.

2nd Runner-Up
Amie Kelly
Waco, Texas

Consultant Queen's Court of Personal Sales



Queen
Cynthia Chandler
Brooklyn, N.Y.

1st Runner-Up
Josiepha Caughlin
Fredericksburg, Texas

2nd Runner-Up
Kim Andrepont
Ville Platte, La.

Queen's Court of Sharing



Queen
Leslie Wayne
Tyrone, Ga.

1st Runner-Up
Leah Randolph
Clarksburg, Md.

2nd Runner-Up
Grace Snively
University City, Mo.

TOP TEN

SALES UNITS NATIONWIDE[†]



1. Candace Doverspike
Pueblo West, Colo.
Ruby



2. Nancy Boucher
Exeter, N.H.
Emerald



3. Vicki Piccirilli
Wesley Chapel, Fla
Sapphire



4. Sherrie Purvis
Lexington, S.C.
Diamond



5. Katy Goldstein
St. Louis
Emerald



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



7. Dawn Barton
Gulf Breeze, Fla.
Sapphire



8. Diane Lundgren
Prescott, Ariz.
Ruby



9. Donna Clark-Driscoll
Smithtown, N.Y.
Ruby



10. Stacy Foust
Gilbert, Ariz.
Emerald

[†]Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2016-2017 contest period



2017 CIRCLE OF EXCELLENCE**



DIAMOND

\$1,000,000 Circle
QUEEN: Sherrie Purvis*

\$900,000 Circle
1ST RUNNER-UP: Marsha Morrisette
2ND RUNNER-UP: Kim Messmer*
Paula Kelsch*

\$850,000 Circle
Christi Campbell* • Audrey MacDowall •
Priscilla McPheeters

\$800,000 Circle
Amy Kemp • Gerri Anne Morris •
Crystal Gardner* • Delmi Santos* •
Tawnya Krempges • Celeste Byrd •
Indhira Jimenez* • Constance Nugent Miller*

\$750,000 Circle
Cindy Machado-Flippen •
Tina Frantz • Nancy Castro •
Mary Kathryn King • Allison Piro*

\$700,000 Circle
Karime Rosas • Mariann Biase Mason •
Sylvia Martinez • Linda Cartiglia* •
Mary Creech • Melissa Hennings •
Shelly Palen • Deborah Dudas •
Donna Smith • Mileta Kinser

\$650,000 Circle
Sharon Carney-Wright • LaChelle Seleski •
Soledad Herrera • Suzanne Young •
Greta Carver* • Anne Geertsens •
Lindsey Christenson • April Hutchinson* •
Marty Wynn • Susan McCoy • Holly Neff* •
Anita Bendio* • Amanda Wright* •
Blythe Egbert • Cheryl Searcy* •
Alicia Borkowska • Cindy Kriner •
Kristen Spiker • Michelle Cape* •
Stephanie Richter • Stephanie Mottaz* •
Lindsay Stewart* • Lacey Bradford*



RUBY

\$1,100,000 Circle
QUEEN: Candace Doverspike*

\$1,000,000 Circle
1ST RUNNER-UP: Diane Lundgren*
2ND RUNNER-UP: Donna Clark-Driscoll
Susan Moore

\$900,000 Circle
Valerie Lucio-Polk*

\$850,000 Circle
Brenda Fenner

\$800,000 Circle
Laura Middleton • Lisa Hansen •
Sherri Ammons* • Krystal Downey-Shada
Stephanie Audino* • Patti Cornell •
Stephanie Coker • Debbie Elbrecht

\$750,000 Circle
K. T. Martin • Rachael Bullock

\$700,000 Circle
Lisa Anne Harmon • Heather Daniel-Kent
Lisa Prescott* • Thessy Nwachukwu

\$650,000 Circle
Lisa Bauer • Lauren Bloomer* •
Tamarie Bradford • Susan Ehrnstrom •
Mary Dell • Cleta Colson-Eyre •
Paula Kirkpatrick • Crystal Hubbard* •
Laurie Cole • Kali DeBlander Brigham •
Damilola Akinsola* • Randi Gleason* •
Maureen Shipp • Patty Bojan* • Breda Teal
Jacqueline Alford* • Laura Kattenbraker •
Elizabeth Kramer* • Melissa Nix Henderson*
Jennifer Isenhardt* • Jordan Twilley



SAPPHIRE

\$1,000,000 Circle
QUEEN: Vicki Piccirilli*
1ST RUNNER-UP: Dawn Barton*

\$950,000 Circle
2ND RUNNER-UP: Randi Stevens*

\$900,000 Circle
Jeanette Thompson*

\$850,000 Circle
Casie Hembree*

\$800,000 Circle
Debbie Weld

\$750,000 Circle
Keita Powell • Julie Neal

\$700,000 Circle
Julie Sapp* • Moleda Dailey •
Ann Sherman • Kimberly Perkins* •
Petie Huffman • Lafreda Williams*

\$650,000 Circle
Linda Meier • Jordan Helou Eicher •
Laura Villalpando* • Patty Webster •
Tommi Pleasure • Robin Moody* •
Stephanie Lenard* • Marni Hendricks*
Kristi Anderson • Lady Ruth Brown •
Erika Hulm* • Jessica Holzbach* •
Trisha Taylor • Sandi Gaither* •
Marie Vlaminc • Jenan Wood* •
Joli Dockery* • Linné Lane •
Michele Armes • Tracey Fields-Hedrick* •
Beth May* • Carol Lee Johnson •
Michele Semper • Missy O'Neal* •
Christine Jessee* • Robyn Cartmill*



EMERALD

\$1,050,000 Circle
QUEEN: Nancy Boucher*

\$1,000,000 Circle
1ST RUNNER-UP: Katy Goldstein*
2ND RUNNER-UP: Melinda Balling
Stacy Foust

\$950,000 CIRCLE
Stacey Craft

\$850,000 CIRCLE
Terrah Cromer*

\$800,000 CIRCLE
Grace Snively* • Stephanie Blake* •
Deanna Spillman • Richelle Barnes* •
Mary Strauss • Michele Rankin*

\$750,000 CIRCLE
Ashley Clinesmith* • Jennifer Besecker

\$700,000 CIRCLE
Nicole McDaniel* • Janice Hull •
Karen Ridle • Jill Beckstedt •
Shauna Abbotts • Jo Cotton •
Brenda Stafford • Breanne Sufrin* •
Menina Givens • Bertha Lindsay*

\$650,000 CIRCLE
Tina Dees • Katherine Paez* •
Sheri Farrar-Meyer • Betty McKendry •
Rachelle Holloway • Cheryl Anderson •
Mariana Moreno • Jennifer Enloe* •
Kim Sabourin • Chris Teague •
Pam Kelly • Amber Towne-Geehan •
Leanne Parrino-Pheasant • Ann Shears •
Bridgett Moore • Olayinka Adegbayi* •
Phyllis Pinsker • Carrie Bloink

*Received diamond bar pin for exceeding all previous years

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

ANNUAL Go-Give® AWARD WINNERS

These four annual Go-Give® Award winners were honored at the Awards Show at Seminar 2017.



DIAMOND

**Independent Sales Director
Samantha Nau –
Pueblo West, Colo.**

"Receiving the annual Go-Give® Award was so amazing. Honoring leaders for putting others first, as Mary Kay Ash taught, sets this Company apart from all others. I teach the Golden Rule as an Independent Sales Director, in my family life and in our community.

"When I was onstage, the Lord spoke through the Independent National Sales Director as Mary Kay Ash would have done. Hearing her speak with such belief in me, I was encouraged to take those next steps in my business to do more, to be more and to believe more!"

RUBY

**Independent Sales Director
Linda Masset-Rosenthal –
Kew Gardens, N.Y.**

"I am honored, humbled and thrilled to be selected as the annual Go-Give® Award winner.

"Mary Kay Ash was gracious, warm and so caring to everyone. She made us feel important, and she stressed that the difference between this amazing Company and all others is our Go-Give philosophy. She asked us to honor the Go-Give spirit and to keep it burning in our units and in our lives. It has been my privilege to do as Mary Kay Ash asked, and the love, friendship and support from my Mary Kay 'adopted' family has made it a pleasure. Thank you for this honor."

SAPPHIRE

**Independent Sales Director
Christine Hoekstra – Ada, Mich.**

"As a Mary Kay Independent Sales Director, I do what Mary Kay Ash asked us to do — love others, make them feel important, honor the adoptee program, portray her philosophy of 'God first, family second, career third' and work my business with integrity and grit. What a privilege to be onstage with 11 other women who are doing the same thing and to be nominated by my peers for doing what I love to do!

"I will proudly wear my Go-Give® pin and continue the Mary Kay legacy. It's an honor knowing The Mary Kay FoundationSM received a \$5,000 gift in our unit's name! Thank you!"

EMERALD

**Independent Senior Sales Director
Richelle Barnes –
Social Circle, Ga.**

"Moments like this stir your heart and soul in a way that touches you forever. Recognizing women who love others, choose to live for all that we can give and make the world a better place one face at a time is what distinguishes this Company from the rest. In my own Mary Kay journey, I was nurtured by incredible women.

"I'm so humbled to have been nominated and am honored to be a part of those who purpose their lives in serving others. Let His light shine in all you do!"



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.

MARY KAY®

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

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MARY KAY INC.

MARY KAY
LEADERSHIP
2018

Atlanta

One Event for
All Leaders!

Ruby, Sapphire, Emerald, Diamond and Canada

Jan. 14-17, 2018 | Cost is \$170 | Registration opens Nov. 6



Qualify for VIP Events.



POP-lanta Party: Attend two poppin' parties at the Georgia Aquarium and the World of Coca-Cola museum, featuring a VIP dining experience by **Wolfgang Puck Catering.**



Leadership Banquet: You'll be treated like the belle of the ball. Dance the night away at this **lavish banquet!**

Get all the details on *Mary Kay InTouch*® under Events, then [Special Events](#). Be sure to download the *Mary Kay*® Events App for updates.

trending

@ MK



New Faces *Really* Take You Places!

Independent Beauty Consultant Victoria Kern is going places! At Seminar 2017, she was crowned Queen of Sharing and Court of Sales Runner-Up for **Independent Sales Director Shanna Kocher's** Unit. Share the places you're going via social media using **#teamMK**.



#Sparklegoals

Independent Sales Director Deanna Katsadas and friends show off some ring bling at Seminar 2017! Pick YOUR **sparkly baubles for Seminar 2018** on *Mary Kay InTouch®* under **Contests/Promotions**. Then find those new faces, and make it happen. You can do it!

This Month in **Mary Kay History**



1967

The Independent Sales Directors' Christmas gift to Mary Kay Ash is a color portrait, now displayed at Mary Kay headquarters. This was the beginning of today's Keepers of the Dream Gallery.

1968

Mary Kay acquires Cosmetic Creations Inc., a Dallas firm that produced a substantial number of our products until Mary Kay opened its manufacturing facility in 1969.

1973

Northeast Distribution and Training Center in New Jersey opens.



Unwrap Beautiful!

Help your customers unwrap
their best skin for any occasion!



**New! TimeWise Repair® Lifting
Bio-Cellulose Mask, \$70 (pk./4)**

K-Beauty comes from the Korean
beauty world known for creating the
most buzzworthy skin care innovations.

Why She'll Love It:

Leaves skin **visibly more radiant** after
the **first use*** and increases skin moisture
levels for **24 hours.**** But it doesn't stop
there! **It fights advanced signs of aging
over time:**

After two weeks,* a majority of women
agreed their skin:

- Looked lifted and firmed.
- Was younger-looking.
- Appeared more luminous.

After four weeks,* a majority of women
agreed the appearance of fine lines and
wrinkles was reduced.

Price is suggested retail.

*Results based on a four-week independent consumer study in which 300 women used the product twice a week

**Based on a clinical skin-measurement study



*Perfect
to use before a
holiday party!*



Science Behind the Beauty

DR. LUCY GILDEA

Mary Kay Chief Scientific Officer

***The sheet mask is one of the hottest global beauty trends, and
that's why Mary Kay is excited to launch the TimeWise Repair®
Lifting Bio-Cellulose Mask.***

Made of a pure, plant-based material derived from coconut water, its interlocking fibers form a highly absorbent, three-dimensional "fabric," infused with a complex that includes oat kernel extract, orchid extract and sodium hyaluronate, known for its skin-conditioning benefits. The mask's **face-hugging fit** keeps skin in close contact with these beneficial ingredients for 20-30 minutes of pampering.



\$70
pk./4



\$24



\$22

Visit **Digital Assets** under the **Resources** tab on **Mary Kay InTouch®** to find professional images you can share via email, text and social media!

Got Questions?

Q: If the mask increases skin's moisture levels for 24 hours,** do I still use a moisturizer?

A: Yes. *TimeWise Repair® Volu-Firm®* Day Cream Sunscreen Broad Spectrum SPF 30+ helps protect against UVA/UVB damage, while *TimeWise Repair® Volu-Firm®* Night Treatment With Retinol reduces the appearance of deep lines and wrinkles and helps the neck area look noticeably smoother.

Q: Can anyone benefit from the mask even if they don't use other *TimeWise Repair®* products?

A: Yes! Even if your customer is not yet experiencing advanced signs of aging, she will love visibly more radiant, soft and smooth skin she can experience after just one use.* Plus, she can get an extra boost of hydration!

Q: Is it suitable for all skin types?

A: Yes. It is suitable for sensitive skin. It was not tested on those with rosacea, acne or other skin conditions. Customers with skin conditions should consult their physician first.

Q: Why is the price higher than our other masks?

A: As the newest addition to the *TimeWise Repair®* line, it reflects the quality and proven results essential to each product in this scientifically innovative, premium skin care line.

All prices are suggested retail. *Over-the-counter drug product

KEY BENEFITS

- | | <i>TimeWise Repair®</i> Lifting Bio-Cellulose Mask | <i>Clear Proof®</i> Deep-Cleansing Charcoal Mask | <i>TimeWise®</i> Moisture Renewing Gel Mask |
|---------------------|---|--|---|
| KEY BENEFITS | <ul style="list-style-type: none"> Increases skin moisture levels for 24 hours** Visibly lifts and firms skin Skin is younger-looking Skin appears more luminous Reduces appearance of fine lines and wrinkles | <ul style="list-style-type: none"> Acts like a magnet to deep-clean pores Pores appear minimized Instantly absorbs excess oil and reduces shine Improves the look of overall skin clarity Contains ingredients shown to target the appearance of skin discoloration | <ul style="list-style-type: none"> Skin feels calmed and appears less stressed Instantly hydrates Clinically shown to lock in vital moisture Skin appears plumped from within |

USAGE

One to two times a week; or before a special occasion	Two to three times a week	Two to three times a week (can leave on overnight)
---	---------------------------	--

CUSTOMER

- | | | |
|--|--|--|
| <ul style="list-style-type: none"> Has an upcoming special event Loves masks and/or multimasking Looking for a beauty boost | <ul style="list-style-type: none"> Experiencing oily or problem skin Wants skin to feel extra cleansed | <ul style="list-style-type: none"> Looking for an overnight mask Experiencing seasonal dryness |
|--|--|--|



TimeWise Repair® Lifting Bio-Cellulose Mask ORDER OF APPLICATION

This mask can be used up to twice a week and is perfect to use before a **special occasion** or for **an extra boost of radiance**.

1. Cleanse with favorite *Mary Kay®* cleanser and dry face.
2. Remove mask and unfold. It is between two protective mesh layers. Remove first layer, and position mask on forehead, cheeks, nose, mouth and around eyes. Eyelid flaps can fold back or rest on eyes.
3. Smooth mask to fit against skin, remove top layer of mesh.
4. Leave on 20-30 minutes. Gently massage serum into skin; do not rinse. Do not reuse.
5. Follow with remainder of *Mary Kay®* skin care regimen. Do not use the same day as *TimeWise Repair®* *Revealing Radiance®* Facial Peel or *TimeWise®* Microdermabrasion.

NEW! *Mary Kay*®
Gel Semi-Shine
Lipstick, \$18

Your customers can now experience the genius of gel technology with two fabulous finishes: semi-matte and the **NEW semi-shine gel lipstick** that comes in these 12 shades.



If she loves this shade
**Mary Kay® Creme
Lipstick:**

She can try new
Mary Kay® Gel Lipstick:

If she loves this shade
**Mary Kay® Creme
Lipstick:**

She can try new
Mary Kay® Gel Lipstick:

Toffee	Rosewood	Mocha Freeze	Naturally Buff or Bashful You
Frosted Rose	Luminous Lilac	Pink Passion	Mauve Moment
Sheer Blush	Naturally Buff or Bashful You	Pink Shimmer	Raspberry Ice
Raisinberry	Rosewood	Sweet Nectar	Bashful You
Apricot Glaze	Always Apricot	Red	Scarlet Red
Downtown Brown	Berry Couture	Rich Fig	Berry Couture
Gingerbread	Spiced Ginger	Whipped Berries	Raspberry Ice or Love Me Pink

Use this handy chart to help your *Mary Kay*® Creme Lipstick customers transition to their favorite gel lipstick. Bold shades are semi-matte.

A lipstick for every customer and every occasion.



COVERAGE

FINISH

FORMULA

COLOR

NEW! Mary Kay® Gel Semi-Shine Lipstick		Mary Kay® Gel Semi-Matte Lipstick	True Dimensions® Lipstick	True Dimensions® Sheer Lipstick	NouriShine Plus® Lip Gloss
Full-coverage, long-wear lipstick			Full-coverage lipstick	Sheer-coverage lipstick	Long-lasting lip gloss
Semi-shine delivers soft light reflection. Shades include pearlescent particles for luminous shine.		Semi-matte is primarily opaque with small amounts of light reflection.	Satin finish offers creamy color coverage with a sheen.	Sheer finish with a touch of shimmer. Less pigmentation allows lips' natural color to show through.	Gloss finish ranges from no shimmer to shimmering sparkle.
Advanced "Cushion Matrix Technology" utilizes microspheres to help lock in color. Includes optical enhancers for a soft-focus effect			Intensely moisturizing lipstick is infused with advanced skin care ingredients.		Complex of vitamins and plant-derived minerals help smooth, protect and condition lips.
Highly pigmented shades for intense color			Delivers pure, vibrant color	Delivers sheer, subtle color	High-shine color



Brighten **Your Look** AND **Your Holiday Sales.**

Independent Sales Director Haidy Zuniga, Providence, R.I., loves **Mary Kay® Gel Lipstick**, and it's her best-seller! Why? "It is long-lasting and has great pigmentation, plus anyone who follows trends will love the finishes and the shades." **Haidy's top three selling tips:**

1. WEAR IT.

Wear a Mary Kay® lipstick every day. People will ask what you're wearing, and that's a great conversation-starter that can lead to a sale.

2. BUNDLE UP.

Offer the **Satin Lips® Set** with a lipstick. This makes a great holiday gift! Your customers should take care of their lips like they take care of their bodies.

3. GO BOLD!

Encourage your customers to try a new color and step out of their comfort zone. It's usually the brighter colors that get the most compliments and can increase confidence!

The Gift of Youthful Skin

It's never too late to help rescue skin from past damage and recapture a vision of youthfulness! *TimeWise Repair*® is your answer for those concerned with advanced signs of aging.



TimeWise Repair® *Volu-Firm*® Set

Save \$39 when you
buy the set!

\$205
Set

Real Results

- More than **65 clinical, consumer and safety studies**
- More than **3,000 panelists**

Based on a 12-week clinical study,[†] an independent skin measurement expert saw significant changes in women using *TimeWise Repair*® *Volu-Firm*® regimen:

91%	Less noticeable deep lines and wrinkles.
86%	Skin looked lifted.
98%	Less undereye puffiness.
93%	Skin looked more even-toned.
93%	A significant improvement in overall appearance.



Sales **Booster**

NEW!

TimeWise Repair® *Volu-Firm*® The Go Set™

Now on Section 1, it replaced the *TimeWise Repair*® *Volu-Firm*® Set Deluxe Mini previously on Section 2 (products are the same weight and size and come in the same box). It's perfect as a travel or trial set to introduce *TimeWise Repair*®.



\$35



Skin Care **for all**

\$95



Early signs of aging:
TimeWise® Miracle Set®

\$58



Easy beauty solutions:
Botanical Effects®

\$45



Mild-to-moderate acne:
Clear Proof® Acne System

NEW! Limited-Edition† Mary Kay® Beauty That Counts® Blanket

50" x 60". Machine wash and dry.

Only \$10 with purchase of a skin care set:
*TimeWise® Miracle Set®, TimeWise® Ultimate
Miracle Set®, TimeWise Repair® Volu-Firm®,
Botanical Effects® Skin Care, Clear Proof®
Acne System.*

†While supplies last

FROM OCT. 26 TO DEC. 31, 2017,

Mary Kay Inc. will donate **\$5** from
the sale of each blanket to benefit

The Mary Kay FoundationSM in
support of women's shelters and survivors
of domestic abuse.



\$10
WITH
PURCHASE

SELL



NEW FACES *take you* PLACES

TAKE THE CHALLENGE!

JULY 1, 2017 – JUNE 30, 2018

SELL CHARM, NOV. 1-30

YOU EARN: An exclusive designer charm bracelet featuring
a different power word.

WHEN YOU: Place a cumulative \$600+ wholesale
Section 1 order. Earn a new bracelet each month!



*The 600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. CDS, Guest Checkout and EZ Ship order amounts will also count toward your \$600+ wholesale Section 1 requirement. You'll receive your bracelet inside your qualifying order. One bracelet per contest achiever each month.

Earn your bracelet. Sell 1 each of these products per week this month!



**TimeWise Repair®
Volu-Firm® Set**
\$205 x 4 per month

\$820 suggested retail

+



**TimeWise Repair®
Volu-Firm® The Go Set™**
\$35 x 4 per month

\$140 suggested retail

+



**TimeWise Repair® Lifting
Bio-Cellulose Mask, pk. 4**
\$70 x 4 per month

\$280 suggested retail

+



**TimeWise Repair® Revealing
Radiance® Facial Peel**
\$65 x 4 per month

\$260 suggested retail

=

\$1,500 suggested retail or \$750 wholesale

All prices are suggested retail.