

MARY KAY

DECEMBER 2018

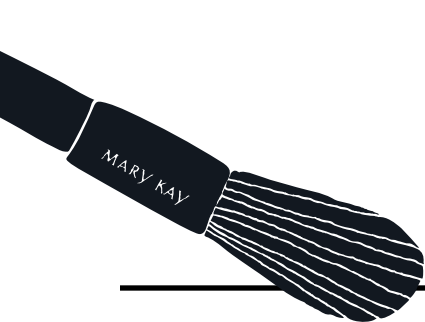
applause®



New!
Mary Kay
Chromafusion™

Make Color Merry!

Introducing Mary Kay Chromafusion™ color. Bring a rich color wonderland to your customers!



DECEMBER *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 11:59 p.m. Central time.

14

Deadline for Leadership Conference 2019 hotel reservations is 11:59 p.m. Central time.

15

Postmark deadline for Quarter 2 Star Consultant quarterly contest.

Deadline to make Quarter 1 Star Consultant prize selections.

16

Quarter 3 Star Consultant quarterly contest begins.

Spring 2019 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

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

24

Company holiday. All Company offices closed.

25

Christmas Day. All Company offices closed. Postal holiday.

28

Last day of the month for Independent Beauty Consultants to place phone orders.

31

Last day of the month for Independent Beauty Consultants to place online orders.

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.



“

A woman must be able to believe in the product she is selling – and after she has tried our products, she can happily recommend them to others.

”

Mary Kay

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

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

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. ©2018 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.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause*® magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.

TRENDING *Now*



Wear the Brand. Be the Brand.

At Seminar 2018, these ladies showed what “Wear the Brand. Be the Brand.” is all about! Find more fun Seminar pics and recognition on Pages 22–25. And keep sharing your posts! **#MyMKLife**



Mary Kay on the Runway

Mary Kay was the official makeup and skin care sponsor of the **Nicole Miller show at New York Fashion Week**. Many thanks to Mary Kay Global Beauty Ambassador Luis Casco who collaborated with Nicole Miller and led the team of makeup artists to carry out the perfect runway looks.

THIS MONTH IN MARY KAY HISTORY

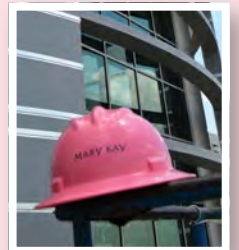
1969

Mary Kay acquires Cosmetic Creations Inc., a Dallas firm that produced a substantial portion of our products.



TODAY

The new **Richard R. Rogers Manufacturing/R&D Facility** opens. Today, 500+ employees produce products that help women in nearly 40 countries run their own businesses.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: LISA HORNE, GAYLEEN WOODALL

*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 parties 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 In Touch*® 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.

Color for LIFE

Your customers can expect more with new **Mary Kay Chromafusion™** products. Lifeproof color that lasts.

33 EYE SHADOW SHADES
INCLUDE 15 MATTE.
10 BLUSH SHADES
2 HIGHLIGHTER POWDERS
2 CONTOUR POWDERS

See **Pages 6-7**
for tools and tips
to help you!

NEW TECHNOLOGY. MORE INTENSE SHADES. SAME PAN SIZE!

NEW! MARY KAY CHROMAFUSION™ EYE SHADOW, \$8 EACH

The 12-hour shadow for the 24-hour woman. One super-powered technology, 33 intensely pigmented shades and 12 hours of stay-true color.* Dermatologist-tested. Ophthalmologist-tested. Clinically tested for skin irritancy and allergy. Suitable for sensitive eyes and contact lens wearers.



Starry Night

NEW! MARY KAY CHROMAFUSION™ BLUSH, \$14 EACH

For a natural look, choose from **10 stay-true shades**. Sweep on cheekbones, or apply to the apples of cheeks for a fresh, beautiful touch of color.



Rogue Rose

NEW! MARY KAY CHROMAFUSION™ HIGHLIGHTER, \$14 EACH

Like perfect lighting in powder form, two highlighting shades give your complexion a boost. Sweep on top of cheekbones to give a subtle, "lifted" appearance to cheeks where light typically touches the face. Available in Glazed (light/medium) and Honey Glow (medium/dark).



Glazed

Honey Glow

NEW! MARY KAY CHROMAFUSION™ CONTOUR, \$14 EACH

Easy contouring comes from tones that blend with skin for seamless shadowing and sculpting. Sweep below cheekbones or along nose for definition, or apply to temples or jawline to contour the face. Available in Latte (light/medium) and Cocoa (medium/dark).



Latte

Cocoa



GLORIA MAYFIELD BANKS
INDEPENDENT ELITE EXECUTIVE
NATIONAL SALES DIRECTOR

POP ARTIST

"The moment I tried new *Mary Kay Chromafusion™*, I knew it was going to be a BIG HIT. It pops immediately, and the staying power of the color combined with the smoothness of the texture makes you fall in love. I CANNOT wait for my area members to try it and start sharing with their customers!"

Mary Kay Chromafusion™ Blush, Highlighter, and Contour are dermatologist-tested. Clinically tested for skin irritancy and allergy. Oil-free. Non-comedogenic. Suitable for sensitive skin.



NEW! MARY KAY PRO PALETTE™ (UNFILLED), \$25

Sleek design lets your customers fill and refill with their favorite shades.

- Magnetized to keep pans in place.
- Swap out shades as often as you want.
- Snap closure keeps colors secure while traveling.
- Slim design for easy packing and storing.

Mary Kay Chromafusion™ color pans are the same size and fit in any of the *Mary Kay®* compacts.



PATRICIA TURKER
INDEPENDENT EXECUTIVE
NATIONAL SALES DIRECTOR

LOVE IT!

“The color is powerful and long-lasting. I love that every woman can be the creator of her own personal look with a wide range of shades in both matte and shimmer.”



WORLD-CLASS COLOR

The Mary Kay global color team traveled to New York, Milan and beyond to collaborate with professional makeup artists. Each shade was evaluated on an extensive range of skin tones to create a balanced lineup of matte and shimmer shades to delight your customers – from beginners to trendsetters.

SAMPLE AWAY!

- *Mary Kay Chromafusion™* Eye Shadow Samples, \$1.50, sheet/18
- *Mary Kay Chromafusion™* Blush Samples, \$1.50, sheet/18

Available on Section 2 of the Consultant order form.



This lifeproof
formula lasts
through work,
workouts,
weather
and more.

THE SCIENCE

Powered by **Mary Kay Chromafusion™** Matrix Technology.

- An industry innovation that enables **intense color payoff** and **formula endurance**.
- Finely milled pigments to **amplify color**.
- The enhanced pigments are fused into a powder that is **silken in texture** and **featherlight**.

All prices are suggested retail.

MARY KAY® LOOKS COLLECTION FACE CHARTS

Ten color looks developed by the pros to help you bring color to life for your customers.



Find [face charts, videos](#) and more on *Mary Kay InTouch*® > Products > Product Central.

Q&A

What makes *Mary Kay Chromafusion*™ products different?

This completely new formula features innovative hybrid technology that delivers pure color radiance plus all-day endurance.

Are there minerals?

Yes. However, it's the new technology that is primary to the formula.

Do *Mary Kay Chromafusion*™ products contain parabens?

No. They do not contain parabens.

Do *Mary Kay Chromafusion*™ products contain talc?

Yes. Both *Mary Kay Chromafusion*™ products and *Mary Kay*® Mineral Eye Colors and Mineral Cheek Colors contain talc, which has been shown to be safe and effective for cosmetic use to help absorb oil.



Keep Them Clean!

MARYKAY® BRUSH CLEANER, \$10

MARYKAY® ESSENTIAL BRUSH COLLECTION, \$55



All prices are suggested retail.

Bundles of JOY

Consumers buy with their eyes. Offer attractive gift sets that take the hassle out of shopping!

These are just a few ideas – have fun coming up with creative bundles of your own!



1. MARYKAY® EYE PRIMER, \$12 + INDULGE® SOOTHING EYE GEL, \$16

2. TIMEWISE® AGE-FIGHTING LIP PRIMER, \$24 + A MARYKAY® LIPSTICK, \$18

Mary Kay® Gel Semi-Matte Lipstick – in eight shades!
Mary Kay® Gel Semi-Shine Lipstick – in 12 shades!

3. MARYKAY® PRECISION BROW LINER, \$14 + MARYKAY® VOLUMIZING BROW TINT, \$14

4. MARYKAY® OIL-FREE EYE MAKEUP REMOVER, \$15 + LIMITED-EDITION* MARYKAY® LASH LOVE® MASCARA, \$15

Mary Kay is committed to bringing an end to domestic violence. In the United States, from Aug. 26 through Dec. 31, 2018, when you purchase this mascara with limited-edition* packaging, Mary Kay Inc. will donate \$1 from each sale of the mascara to *The Mary Kay Foundation*™, which supports women's shelters and survivors of abuse.

FAN FAVE!

Discover What You Love® Travel Roll-Up Bag, (unfilled) \$35

All-in-one must-have organizer for cosmetics, skin care and beauty tools.



*Available while supplies last

NEW TOOLS *for the Second Appointment*

The second appointment allows you to check in with your skin care customer and ensure her products work for her.

You can answer her questions or make adjustments if needed. It's also when you can have fun with color.

While skin care is your main focus and money-maker, color products open the door to incremental sales. And as she buys a broader product assortment, it gives you an opportunity to serve her with Golden Rule customer service!

THESE TOOLS CAN HELP!

SECOND APPOINTMENT HOW-TO VIDEO



SECOND APPOINTMENT USER GUIDE AND PLACE MAT



10 LOOKS: MARY KAY® LOOKS COLLECTION



NEW! SPECIAL-EDITION LIPSTICK COLOR DISPLAY CASE, \$5

Pair this case with the new *Mary Kay Pro Palette™*, and you've got a fun, easy and professional-looking display for your eye, cheek AND lip colors! Holds up to 20 of any *Mary Kay®* lip colors. Available on Section 2.



More tools: Conversion Chart (on Page 8), Color Shade Chart, Customize Your Compact checklist and more is available on *Mary Kay InTouch®*.

Download
from the
App StoreSM
It's FREE!



YOUR MARY KAY SHOW ON THE GO

The **Mary Kay® Digital Showcase App** features the new **Mary Kay® Looks Collection** with how-tos. Plus, the interactive **Mary Kay Digital Flip Chart™** makes a skin care party possible wherever you go! You'll also find digital brochures for the Star Consultant Program.

Color Confident education is updated with exciting new **Mary Kay Chromafusion™** application tips! Take it and earn a new Bling Button.

App StoreSM is a service mark of Apple Inc.

YOU HOLD THE KEY



MARY KAY

JULY 1, 2018 – JUNE 30, 2019

NOV. 1-30

WEAR THE BRAND. BE THE BRAND.

You are your own best marketing tool, so use our fabulous **Mary Kay®** products from head to toe! Mary Kay Ash said, "A woman must be able to believe in the product she is selling – and after she has tried our products, she can happily recommend them to others."



*Yours when you sell
enough product to
place a cumulative **\$600**
or more **wholesale**
Section 1 order in
November.*

MARY KAY YOU HOLD THE KEY FALL CONSISTENCY CHALLENGE JULY 1 – DEC. 31, 2018 **AND THEN SOME!**

Achieve the Mary Kay *You Hold the Key* Challenge each month, **July through December**, and get this key jewelry piece from the exclusive Mary Kay *You Hold the Key* Jewelry Collection.



Mary Kay Chromafusion™ EYE SHADOW CONVERSION CHART

Mary Kay Chromafusion™ BLUSH CONVERSION CHART

MARY KAY® MINERAL EYE COLOR	MARY KAY CHROMAFUSION™ EYE SHADOW	MARY KAY CHROMAFUSION™ EYE SHADOW
<i>Creams/Whites</i>		
MOONSTONE	>	MOONSTONE
CRYSTALLINE	>	CRYSTALLINE
SWEET CREAM	>	BISCOTTI*
SPUN SILK	>	SAND CASTLE*
HONEY SPICE	>	CANDLELIGHT
<i>Browns</i>		
HAZELNUT	>	HAZELNUT*
DRIFTWOOD	>	HAZELNUT*
—	>	<i>New!</i> CINNABAR*
—	>	<i>New!</i> MAHOGANY*
CHOCOLATE KISS	>	RUSTIC
FRENCH ROAST	>	HOT FUDGE*
ESPRESSO	>	ESPRESSO*
TRUFFLE	>	BURNISHED BRONZE
<i>Metals</i>		
ROSEGOLD	>	ROSE GOLD
GOLD COAST	>	GOLD STATUS
AMBER BLAZE	>	SHINY PENNY
COPPER GLOW	>	BURNISHED BRONZE
<i>Greens</i>		
—	>	<i>New!</i> MOSS
EMERALD	>	EMERALD NOIR

MARY KAY® MINERAL EYE COLOR	MARY KAY CHROMAFUSION™ EYE SHADOW	MARY KAY CHROMAFUSION™ EYE SHADOW
<i>Grays/Blacks</i>		
—	>	SMOKY QUARTZ
STONE	>	CASHMERE HAZE*
GRANITE	>	GRANITE
SILVER SATIN	>	STORMY
—	>	<i>New!</i> SHADOW*
COAL	>	ONYX*
<i>Pinks</i>		
BALLERINA PINK	>	BLOSSOM*
PRECIOUS PINK	>	DUSTY ROSE*
—	>	<i>New!</i> SUNLIT ROSE
—	>	<i>New!</i> GOLDEN MAUVE
<i>Purples</i>		
LAVENDER FOG	>	SOFT HEATHER*
IRIS	>	FROZEN IRIS
SWEET PLUM	>	SWEET PLUM
—	>	<i>New!</i> MERLOT*
<i>Blues</i>		
—	>	<i>New!</i> EVENING NAVY*
MIDNIGHT STAR	>	STARRY NIGHT

*DENOTES A MATTE FINISH

MARY KAY® MINERAL CHEEK COLOR	MARY KAY CHROMAFUSION™ BLUSH
—	HINT OF PINK <i>Matte</i>
SHY BLUSH	SHY BLUSH <i>Shimmer</i>
STRAWBERRY CREAM	ROGUE ROSE <i>Shimmer</i>
RIPE WATERMELON	DARLING PINK <i>Shimmer</i>
SUNNY SPICE	ROSY NUDE <i>Matte</i>
GOLDEN COPPER	GOLDEN COPPER <i>Shimmer</i>
—	<i>New!</i> DESERT ROSE <i>Shimmer</i>
BOLD BERRY	WINEBERRY <i>Shimmer</i>
CHERRY BLOSSOM	WINEBERRY <i>Shimmer</i>
JUICY GUAYA	JUICY PEACH <i>Shimmer</i>
SPICED POPPY	HOT CORAL <i>Shimmer</i>





Gloria Mayfield Banks



Kathy Helou



Sonia Pérez



Patricia Turker



Lisa Madson

ALL IN *On You!* *¡AL CIEN contigo!*

There's a reason this magazine is called
Applause® ... to celebrate YOU!/
Por algo se llama la revista
Aplausos® ... ¡para celebrarte a ti!



Lupita Magaña



Cindy Williams



Pamela Waldrop Shaw



Anabell Rocha



Stacy James

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 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 2018, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for July 2018). 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, 2018, through Aug. 31, 2018./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayorero de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en agosto de 2018; gratificaciones por desarrollo de liderazgo para Áreas de DNV; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en julio de 2018. Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2018 al 31 de agosto de 2018.

\$550,000	Anita Tripp Brewton
Gloria Mayfield Banks	37,009
\$99,552	Linda Toupin
\$500,000	36,755
Kathy Helou	Sandy Valerio
\$88,170	36,591
\$450,000	Kerry Buskirk
Sonia Pérez	35,388
\$80,322	Kristin Myers
Patricia Turker	35,295
79,135	SuzAnne Brothers
\$350,000	35,143
Lisa Madson	Cyndee Gress
\$63,081	33,900
\$325,000	Connie Kittson
Lupita Magaña	33,720
\$55,543	Gay Hope Super
Cindy Williams	33,627
54,761	O'Nelly Encarnación
Pamela Waldrop Shaw	33,390
54,189	

\$250,000
Anabell Rocha
\$49,355
Stacy James
49,265
Dayana Polanco
42,691
Debi Moore
42,534
\$200,000
Dawn Dunn
\$40,519
Pamela Fortenberry-Slate
39,541

\$150,000
Dacia Wiegandt
\$32,981
Cindy Fox
32,854
Sara Pedraza-Chacón
32,486
Kay Elvrum
28,870
Mary Estupiñan
28,593
Lily Orellana
28,572
Julia Burnett
28,245

Evelinda Díaz
 28,180
 Julie Krebsbach
 27,290
 Paola Ramírez
 26,772
 Ada García-Herrera
 26,684
 Juanita Gudiño
 25,985
 Rebecca Evans
 25,874
 Noelia Jaimes
 25,300
 Davanne Moul
 25,136
\$125,000
 Mayuli Rolo
 \$24,849
 Somer Fortenberry
 24,269
 Enma Bermeo
 23,978
 Sue Pankow
 23,730

NSD commissions above \$10,000 earned in August plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts. /Comisiones mayores de \$10,000 ganadas en agosto además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

Kathy S. Helou***
\$39,989
Lupita Magaña**
36,111
Debi R. Moore*
26,367
SuzAnne Brothers*
23,425
Pamela A. Fortenberry-Slate*
21,763
Sara Pedraza-Chacón*
19,325
Somer Fortenberry
18,717
Kristin Myers*
18,684
Morayma Rosas
17,438
Paola J. Ramírez
17,124
Davanne D. Moui*
16,183
Lorraine B. Newton
15,236
Cyndee Gress*
14,890
Elizabeth Sánchez
13,885
Scarlett S. Simpson*
12,747
Alicia Lindley-Adkins*
12,663
Janis Z. Trude
12,167

Avelyn R. Smith
11,582
Kimberly R. Copeland
11,529
Valerie J. Bagnol*
11,482
Debra M. Wehrer
11,316
Alma Orrostieta
10,986
LaRonda L. Daigle
10,938
Diane L. Mentiply
10,870
Sylvia Kalicak*
10,831
Evalina Chávez
10,608
Ruth L. Everhart
10,485
Gladis Elizabeth Camargo*
10,344
Alejandra Zurita
10,318

Gloria Mayfield Banks***
\$68,107
Patricia Turker**
41,708
Sonia E. Pérez**
30,057
Dacia Wiegandt*
20,844

Lisa Madson*	Sandy Valerio*
\$42,572	15,120
Pamela Waldrop Shaw**	Gloria Báez*
24,245	14,462
Dawn A. Dunn*	Jan L. Thetford
21,728	14,271
Julia Burnett*	Lia Carta**
19,136	13,611
Rebecca Evans*	María C. Flores
18,816	11,467
O'Nelly Encarnación	Lara F. McKeever
17,847	11,422
Kay E. Elvrum	Brenda Segal*
16,975	11,387
Lily Orellana	Crystal Trojanowski
15,550	11,001
Kristin Sharpe	Tammy A. Valava
15,411	10,740
Diana Sumpter	Virginia S. Rocha
14,710	10,458
Shannon C. Andrews*	
14,653	* Denotes Senior NSD
María I. Monarrez	** Denotes Executive NSD
14,457	*** Denotes Elite Executive
Connie A. Kittson*	* Denota.DNV Senior
14,333	** Denota.DNV Ejecutiv
Sue Pankow	*** Denota.DNV Ejecutiv
14,080	
Heidi Goelzer	
13,855	
Yosaira Sánchez*	
13,415	
Rosa Bonilla*	
12,691	

Cindy A. Williams*
\$26,617
Linda C. Toupin
26,413
Stacy I. James**
22,339
Mary C. Estupiñán*
17,061
Anabell Rocha*
16,974
Cindy Fox*
16,262
Juanita Gudiño
15,572
Kim L. McClure
15,401
Julie Krebsbach*
15,336
Sandy Valerio*
15,120
Gloria Báez*
14,462
Jan L. Thetford
14,271
Lia Carta**
13,611
María C. Flores
11,467
Lara F. McKeever
11,422
Brenda Segal*
11,387
Crystal Trojanowski
11,001
Tammy A. Vavala
10,740
Virginia S. Rocha
10,458

- * Denotes Senior NSD
- ** Denotes Executive NSD
- *** Denotes Elite Executive NSD
- * Denota DNV Senior
- ** Denota DNV Ejecutiva
- *** Denota DNV Ejecutiva de Élite

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in August 2018./Integrantes del cuerpo de ventas independiente que 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 2018.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

SAPPHIRE/ZAFIRO, Katherine L. Longley, <i>Go-Give Area</i>	\$81,515
EMERALD/ESMERALDA, Hilda L. Moreno, <i>S. Arriola Area</i>	\$94,297
DIAMOND/DIAMANTE, Amy Kemp, <i>Go-Give Area</i>	\$81,663
RUBY/RUBÍ, Krystal D. Downey-Shada, <i>Go-Give Area</i>	\$84,839

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

SAPPHIRE/ZAFIRO, Angela P. LaFrance, <i>Go-Give Area</i>	\$12,600
EMERALD/ESMERALDA, Linda Klein, <i>Go-Give Area</i>	\$9,580
DIAMOND/DIAMANTE, Kelly M. Freeman, <i>K. Ford Area</i>	\$18,616
RUBY/RUBÍ, Margaret M. Leonelli, <i>Go-Give Area</i>	\$13,003

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

SAPPHIRE/ZAFIRO, Melissa R. Freeman, J. Holzbach Unit, <i>J. Tamborello Area</i>	\$13,096
EMERALD/ESMERALDA, Elisa M. Gusdal, G. Mayfield Banks Unit, <i>G. Mayfield Banks Area</i>	\$10,913
DIAMOND/DIAMANTE, Maureen E. Gordon, N. Pratt Unit, <i>P. Shaw Area</i>	\$14,150
RUBY/RUBÍ, Taylor L. Winkler, M. Shipp Unit, C. Williams Area	\$12,285

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO, Sales Director Cyndi Holt, <i>C. Gress Area</i>	17 New Team Members
EMERALD/ESMERALDA, Ermia Williams, R. Clark Unit, <i>P. Klickna Powell Area</i>	13 New Team Members
DIAMOND/DIAMANTE, Sales Director Joyce M. Perry, <i>D. Dunn Area</i>	12 New Team Members
RUBY/RUBÍ, Nike A. Schwarz, E. Muna Unit, <i>E. Muna Area</i>	12 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for August 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en agosto de 2018.

SAPPHIRE/ZAFIRO

Leidy D. Gomez	26 New Unit Members
Natalie Cargile	25 New Unit Members
Nancy W. Pettaway	24 New Unit Members
Keita Powell	20 New Unit Members

EMERALD/ESMERALDA

Mariana Moreno	29 New Unit Members
Angel Guerra	24 New Unit Members
Yusely Moll	22 New Unit Members
LaKeshia M. Chisholm	20 New Unit Members

DIAMOND/DIAMANTE

Laura Salazar	26 New Unit Members
Cindy Rogers	20 New Unit Members

RUBY/RUBÍ

Candace L. Doverspike	26 New Unit Members
Maria Bautista	21 New Unit Members
Kately Delgado	20 New Unit Members



DEAN'S LIST

LISTA DEL DECANO

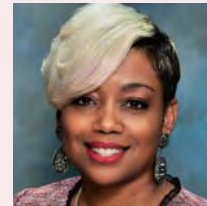
DEAN'S LIST

August/Agosto 2017

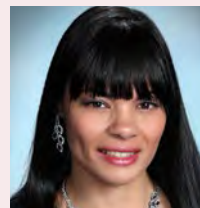
The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date./ Las primeras tres integrantes de la Sociedad de Honor de cada clase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



Taylor A. McKnight
Proctorville, Ohio
L. Tate Area
Diamond Seminar



Cyclopedia D. Matthews
Columbus, Miss.
L. Newton Area
Sapphire Seminar



Neisha Torres
West Haven, Conn.
Sapphire Go-Give Area
Sapphire Seminar



MEET YOUR NSDS

CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click "[Meet Your NSDs](#)" under Heritage. 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 *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en "[Conoce a tus DNVs](#)" bajo el separador "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?

“A LEADER IS SOMEONE WHO KNOWS WHERE HE OR SHE IS GOING AND IS ABLE TO TAKE OTHERS WITH THEM./UNA LÍDER ES LA QUE SABE ADÓNDE VA, CAPAZ DE LLEVAR A OTRAS CON ELLA.”

Mary Kay

EMERALD / *ESMERALDA*

NEW DEBUTS / DEBUTES

June/Junio 2018

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



Stephanie D. Bennie
Ponte Vedra Bea, Fla.
D. Rueppell Unit



Melissa H. Brooks Brown
Powder Springs, Ga.
G. Mayfield Banks Unit



Damita Bynes
Bartow, Ga.
M. Huff Unit



Patricia A. Campbell
Brooklyn, N.Y.
G. Mayfield Banks Unit



Milagro Cortez
Jasper, Ind.
A. Mendoza Unit



Susan E. Furr
Manassas, Va.
G. Mayfield Banks Unit



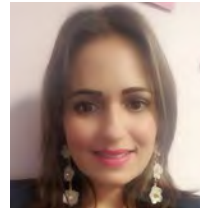
Sylvia Guzman Colon
Orlando, Fla.
R. Briceno Sanchez Unit



Rocío M. Hernandez
Pico Rivera, Calif.
M. Avalos Unit



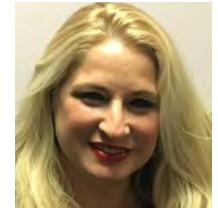
Marquita L. Johnson
Oak Lawn, Ill.
E. Osaze Unit



Yanet Lopez
Miami
L. Martinez Unit



Karina I. Martinez
Gurabo, P.R.
R. Mitchell Unit



Martha Medina
Hialeah, Fla.
I. Fuentes Unit



Nereyda Miranda
Newport, N.C.
M. Avila Unit



Diane L. Mosher
Wellsboro, Pa.
T. Clymer Unit



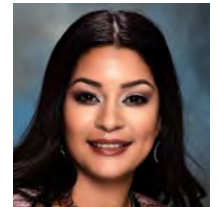
Carolyn J. Muse
Orange Park, Fla.
G. Gardner Unit



Nila M. Muyudumbay
Hackensack, N.J.
L. Juro Unit



Luz M. Rodriguez
Reseda, Calif.
S. Rodriguez Unit



Wanda L. Rodriguez
Philadelphia
E. Estevez Unit

Not pictured/Sin foto: *Jacqueline Adames*, Lares, P.R., G. Heyaime Unit; *Maria De Jesus Barreras*, Las Vegas, R. Siqueiros-Avila Unit; *Whitney Burks*, Walden, N.Y., A. Doller Unit; *Lillian Calderon*, Fort Buchanan, P.R., M. Torres Unit; *Leidi Carcases Velazquez*, Houston, I. Padilla Unit; *Mattie E. Conley*, Richmond, Ky., K. Conley Unit; *Sara Ellen Cox*, Mt. Pleasant, S.C., D. Wiegandt Unit; *Gisselle Y. De La Rosa*, Bronx, N.Y., M. Molina Ramirez Unit; *Sulma Y. Delgado*, Washington, K. Vasquez Espinoza Unit; *Beverly Delph*, Cape Girardeau, Mo., M. Williams Unit; *Ana Diaz*, Hyattsville, Md., E. Vijil Unit; *Grace Foster*, Greenville, N.C., M. Backman Unit; *Mariaelena Gavilan*, Fridley, Minn., F. Lopez Garcia Unit; *Naybin N. Gomez Dager*, Winter Garden, Fla., L. Rodriguez Unit; *Kristi Goynes*, Chandler, Ariz., S. Foust Unit; *Tessa M. Graham*, Fort Wayne, Ind., B. Hahn Unit; *Yasmin J. Hearon*, Sun City, Calif., L. Zaremsky Unit; *Michele A. Heffler*, Glen Allen, Va., D. Lyon Unit; *Amanda T. Hyla*, Brookpark, Ohio, S. Saunders Unit; *Miosha M. Jackson*, Columbia, Md., A. Jankowski Unit; *Xiomara Juliao*, Metairie, La., M. Jimenez Unit; *Vicki L. Kane*, Silver Spring, Md., P. Higgs Unit; *Cara Lunkenheimer*, Wolcott, N.Y., C. Richards Unit; *Tatiana Medina*, Indianapolis, J. Estrada Unit; *Yulis Mota Martinez*, Bronx, N.Y., Y. Aguero Unit; *Krista Kay Prouty*, Bryant, S.D., P. Rauven Unit; *Liliana Quiroz*, Canoga Park, Calif., L. Hernandez Unit; *Ana C. Ramirez*, Gaithersburg, Md., P. Mendoza Unit; *Elizabeth Ramirez*, Miami, C. Muro Unit; *Eusebia Ramirez*, Hilton Head, S.C., G. Hestand Unit; *Cheryl L. Reynon*, Sumner, Wash., S. Wallace Unit; *Denise Richardson*, Los Angeles, C. Ellis Unit; *Edith Rivera*, Bristow, Va., A. Hernandez Unit; *Berenice Rodriguez*, Minneapolis, J. Malagon Unit; *Geceni Serrano*, Jasper, Ind., Y. Bruzon Unit; *Luisa Slay*, Chantilly, Va., L. Isaacson Unit; *Kathlyn A. Swidecki*, Tenino, Wash., L. Voran Unit; *Ana Lyli Torres*, Doraville, Ga., M. Roman Unit; *Imalay N. Trocel Perez*, Orlando, M. Moreno Unit; *Alfonsina Vasquez*, Riverdale, Md., M. Miguel Unit; *Maria Vicente*, Lanham, Md., J. Mendoza Unit.

TRIPLE CROWN TRIPLE CORONA



August/Agosto 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date./Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.



Gloria Flores-Canales
Houston
Emerald Go Give Area



Judith W. Willis
Virginia, Va.
G. Mayfield Banks Area



For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch*®.

HONORS SOCIETY SOCIEDAD DE HONOR

August/Agosto 2017

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

Not pictured./Sin foto: *Miriam Miguel, Riverdale, Md., S. Bonilla Area; Isamar Quiroz Zelaya, Alexandria, Va., S. Bonilla Area.*



Gloria Flores-Canales
Houston
Emerald Go Give Area



Judith W. Willis
Virginia Beach, Va.
G. Mayfield Banks Area



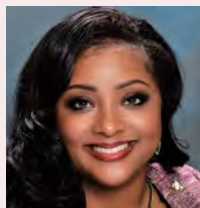
- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked/
Los anillos se muestran encimados.

FABULOUS 50s FABULOSOS 50

February/Febrero 2018

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

Not pictured./Sin foto: *Karen H. Lopez, Saint Paul, Minn., P. Klickna Powell Area.*



Kamilah S. Mayo
Antioch, Calif.
C. Harris Earl Area



Bibiana Zambrano Eugenio
Memphis, Tenn.
R. Shahin Area

13% CLUB CLUB DEL 13%

August/Agosto 2018

The top 25 independent sales force members in the **Emerald** 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./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Estas 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.

EMERALD/ESMERALDA

Sales Director Ebun Osaze	\$1,857	Aracely Ruiz, D. Diaz Unit	1,268	Sales Director Amy M. Alber	1,173	Monique P. Starks, D. Lamade Unit	1,071
Sales Director Ashley N. Clinesmith	1,822	Sales Director Emily S. Vjil	1,245	Sales Director Vicki Hunter	1,137	Sales Director Jennifer A. Enloe	1,069
Sales Director Jodi Van Leeuwen	1,742	Sales Director Kimbi L. Bartik	1,241	Sales Director Antonia Miranda	1,110	Sales Director Katy Goldstein	1,046
Sales Director Michelle A. Cunningham	1,723	Sales Director Elsi Coto	1,216	Sales Director Maritza Lanuza	1,104	Sales Director Barbara A. Tyler	1,043
Sales Director Yassmin Alvarado	1,713	Sales Director Heather D. Hulseay	1,200	Sales Director Melissa M. Wilson	1,089		
Sales Director Shawna D. Schneider	1,468	Sales Director Kim Williams	1,193	Sales Director Luisa Urena Mora	1,079		
Yamil P. Lobato, H. Moreno Unit	1,377	Adriana C. Ramirez, A. Guerra Unit	1,183	Sales Director Kathryn L. Engstrom	1,072		

ON THE MOVE EN ACCIÓN

June/Junio 2018

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

Damita Bynes
Lillian Calderon
Mattie E. Conley
Milagro Cortez
Beverly Delph
Mariaelena Gavilan
Kristi Goynne
Tessa M. Graham
Marquita L. Johnson
Xiomara Juliao
Yanet Lopez

Martha Medina
Nereyda Miranda
Diane L. Mosher
Yulis Mota Martinez
Krista K. Prouty
Eusebia Ramirez
Cheryl L. Reynon
Luz M. Rodriguez
Ceceni Serrano
Ana L. Torres

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

August/Agosto 2018

Independent Beauty Consultants who added at least three active new personal team members during August./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en agosto.

Denise E. Addison
Estela N. Alvarez
Gina Ansell
Kathia Avila
Elena Bedash
Alma Beltran
Dalia M. Benitez Vasquez
Rachel B. Berner
Raina S. Bledsoe
Becky H. Bolan
Blanca Bravo
Haley N. Brown
Michelle L. Brown
Maria Campos
Lori Cannon
Ana D. Cantarero
Lisa Carpenter
Barbara Chavez
Casilda Chavez

Guadalupe Chicaiza
H Renee Christensen Pillow
Nancy Churano
Marlene Claros
Vicki L. Cornett
Gloria Cortez
Clemencia Cruz
Frances E. Davis
Rosa De Diaz Rodriguez
Keisha De Jesus
Olivia M. De Los Santos Soto
Susely Deker
Maria Delcid
Natalia M. Diaz Medero
Kelley Dingens
Marry C. Escobar
Millexis Figueroa Sanchez
Eliza-Jane G. Fogg
Marlene Garcia

Brianna M. Giorno
Barbara M. Gonzalez
Juliana Gonzalez
Yenisley Gonzalez
Linolska I. Gonzalez Gomez
Candice Guest
Jennifer Guy-Carchidi
Katina Holdiman
Ericka L. Holloway
Ebony N. Jackson
Michele James
Dania Javier
Jaqueline M. Jimenez
Marta Jimenez Hernandez
Leonilda Jones
Gilberte P. Joseph
Qiumei Kumar
Veronica Landa
Cheryl A. Lawrence
Maria Linares
Dedra P. Lipka
Connie W. Lopez
Susana Q. Macias
Lorenza Maldonado
Heather Mallett
Marlene S. Martin
Deonka Mazie
Kathryn N. McCain
Maria I. Mejia Cisneros

Nancy L. Moeller
Marta E. Molina
Rachele D. Moore
Rosa M. Munoz Corona
Elemilet Neri
Elda E. Noriega
Blanca A. Nunez
Maria Osorto
Aide R. Patino
Claire Peterson
Carla Phillips
Raquel Portes Almonte
Tiffany L. Pratt
Liza Y. Ramirez
Anita Ramjit
Karol E. Rincon
Oralia Rivera
Jacqueline A. Roberts
Arelly D. Rodriguez
Verenice Rodriguez
Zoraya Rojas
Rochelle Rose
Gerry Ryan
Diamela San Juan
Diana Sanchez
Dina Sanchez
Martha Sanchez
Sharon Saunders
Ninsul Segovia

Red Jackets, cont.

Antonia Silverio	Laura Twigg
Marcela Soto	Nancy Vabre-Clewner
Jacquelynn Steele	Candelaria J. Vasquez
Patricia Steeter	Sindy Velasquez
Elizabeth Suarez	Luz M. Velasquez Rodriguez
Kahiki S. Talia	Teofila Villegas
Terrellynn W. Taylor	Donna J. Wafford
Jowanda Thomas	Lindsey Webb
Brandi Trautloff	Gina L. Wetzel
Edith Tristan	Sasha R. Whiting
Bertha Z. Trujillo	Marta A. Zelaya Soriano



GRAND ACHIEVERS GRAN GANADORAS

August qualifiers/Calificadas en agosto 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure." / Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*®.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Yesenia Agüero**
Kathy Ahlwardt**
Yvette M. Brown
Donica Burke**
Sandy Faus**
Mari Gifford**
Kathy Kannev**
Leslie Kocovar**
Marta A. Orellana
Penny Pearsall**
Lori Peterson**
Hope Pratt**
Kirenia Ramirez
Arlene Sanchez
Hilda Vazquez**
Angela White**

CONSULTANTS / CONSULTORAS

Tracy D. Birdwhistell
Michele G. DeFalco
Marion K. Dickson
Andia Hartland
Amber Munk***
Gecen Serrano**
Colette Smith
Tammy S. Ward*

*Denotes requalified driver

**Denotes June qualifier

***Denotes July qualifier

*Denota conductora
recalificada

** Denota que calificó
en junio

*** Denota que calificó en julio



GOLD MEDALS MEDALLAS DE ORO

August/Agosto 2018

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

New Team Members/Nuevas integrantes de equipo

70 GOLD MEDALS

Sales Director Ana De Leon 7

63 GOLD MEDALS

Sales Director Josefina Vargas-Quintero 5

62 GOLD MEDALS

Sales Director Yvette Black 5

Sales Director Leanne Parrino-Pheasant 6

60 GOLD MEDALS

Sales Director Linda Chasten 6

54 GOLD MEDALS

Sales Director Greyves Lutzow 8

Sales Director Kennethea Shuford Wright 5

50 GOLD MEDALS

Sales Director Maria Lepe 5

48 GOLD MEDALS

Sales Director Margaret Meggison 10

46 GOLD MEDALS

Sales Director Martha Villarreal 6

44 GOLD MEDALS

Sales Director Renita Peele 5

43 GOLD MEDALS

Sales Director Paula Chavez 5

40 GOLD MEDALS

Sales Director Magda Oros 5

38 GOLD MEDALS

Sales Director Faith Ogala 7

36 GOLD MEDALS

Sales Director Uzoamaka Osili 5

35 GOLD MEDALS

Sales Director Emily Vjil 6

32 GOLD MEDALS

Sales Director Teresa Bolden 5

31 GOLD MEDALS

Sales Director Stephanie Castro 5

Sales Director Rosmary Morel 5

30 GOLD MEDALS

Sales Director Maria Hernandez 5

28 GOLD MEDALS

Sales Director Maria Ester Rubio De Benitez 5

27 GOLD MEDALS

Sales Director Cynthia Eichelberger 6

26 GOLD MEDALS

Sales Director Yassmin Alvarado 8

Sales Director Maria Ojeda 5

25 GOLD MEDALS

Sales Director Ma Socorro Arriaga Gomez 5

24 GOLD MEDALS

Sales Director Vera Spencer-Gray 6

20 GOLD MEDALS

Sales Director Ginny O'Kain 5

18 GOLD MEDALS

Sales Director Hazel Nicholson 5

17 GOLD MEDALS

Sales Director Elvia Duran 6

Sales Director Gisela Valdes 6

15 GOLD MEDALS

Sales Director Gloria Darko 6

14 GOLD MEDALS

Sales Director Martha Centeno 6

Sales Director Lizi Gregory 7

13 GOLD MEDALS

Sales Director Iliana Fuentes 7

12 GOLD MEDALS

Sales Director Lindsay Ufert 5

11 GOLD MEDALS

Sales Director Juana Cerda-Ruiz 7

Shena Dixon Mason, G. Mayfield Banks Unit 9

Sales Director Rocio Bautista 5

Sales Director Rosie Ventura Gomez 5

10 GOLD MEDALS

Sales Director Yolanda Lopez 6

Sales Director Martha Medina 5

Sales Director Alis Rivera 5

Sales Director Karla Vasquez Espinoza 5

9 GOLD MEDALS

Sales Director Aracely McCoy 5

Sales Director Robin Stennett 5

8 GOLD MEDALS

Sales Director Taneshia Bain 5

Sales Director Brenda Barrow 5

Sales Director Monica Coba 5

6 GOLD MEDALS

Sales Director Valeria Amarante 5

Sales Director Cecilia Estrada 7

Sales Director Alida Flores 7

Sales Director Mariana Moreno 6

Linda Pospichal, J. Recenello Armfield Unit 6

Sales Director Auburnee Stanley 6

5 GOLD MEDALS

Sales Director Maria Brito-Trujillo 5

Sales Director Bernadette Hennessy 6

Sales Director Xiomara Juliao 5

Sales Director Amparo Lopez 5

Adriana Ramirez, A. Guerra Unit 10

Sales Director Jamie ReVelle 5

4 GOLD MEDALS

Marie Carter, E. Goubil Unit 6

Josefina Fernandez, M. Jimenez Unit 5

Sales Director Kristin Henderson 5

Jerry Koedyker, K. Riddle Unit 6

Sales Director Samary Morales 5

Sales Director Maria Paz Salvador 5

Fidela Rodriguez, M. Espitia Unit 10

Sales Director Valeria Vargas 5

Gwendolyn White, C. Lucas Unit 6

3 GOLD MEDALS

Martina Bautista, R. Polanco Unit 7

Dora Calderon Cortez, S. Bonilla Unit 6

Sierra Tippens, M. Cunningham Unit 5

Sales Director Marvianne Usher 6

2 GOLD MEDALS

Yulitza Aguirre, M. Koo Unit 8

Barbara Batista, Y. Moll Unit 9

Rachel Berner, K. Gillespie Unit 7

Yanira Cortez, K. Paez Unit 5

Marcella Davis, M. Givens Unit 6

Juana De Los Santos, C. Bobadilla Unit 7

Marion Dickson, A. Elrod Unit 6

Martha Funez, K. Lopez Unit 11

Andia Hartland, C. Kludt Unit 5

LoWanda Kittrell, L. Chisholm Unit 8

Qiumei Kumar, G. Mak Unit 10

Antonia Martinez, A. Garcia-Herrera Unit 7

Mary Morse, T. Fischer Unit 7

Aracely Ruiz, D. Diaz Unit 5

Sales Director Anthia Santana 7

Monique Starks, D. Lamade Unit 8

Wanda Stewart, K. McKinnie Unit 5

Silvia Torres, Y. Mora Unit 5

Ermia Williams, R. Clark Unit 13

1 GOLD MEDAL

Alyssa Barrios, L. Armstrong Unit 5

Dalia Benitez Vasquez, C. Baez Unit 7

Nancy Churano, J. Mendoza Unit 6

Ada Collazo, B. Cajigas Unit 7

Rosa De Diaz Rodriguez, G. Mendoza Unit 5

Marny Escobar, M. Bolufe Unit 7

Eliza-Jane Fogg, R. Brooks Unit 6

Lilimar Fuenmayor, D. Figueroa Unit 6

Stephanie Fullington, C. Barrett Unit 6

Tahis Garrido, M. Jimenez Garcia Unit 5

Brianna Giorno, T. West-Murrian Unit 6

Cecilia Gomez, V. Ayala Unit 8

Barbara Gonzalez, Y. Moll Unit 9

Grace Hamner, M. Gallagher Unit 5

Tara-Lyn Hegan Poole, J. Mathews Unit 5

Sales Director Rebecca Hill 5

Ebony Jackson, M. Jackson Unit 6

Michele James, S. Bennett-Bellamy Unit 8

Jaqueline Jimenez, M. Coba Unit 7

Sophia Lacayo, M. Moreno Unit 5

Veronica Landa, Y. Bruzon Unit 8

Heather Mallett, T. Fischer Unit 5

Betty Nance, S. Ehler Unit 5

Erika Palacios, A. Miranda Unit 5

Darlene Pearson, A. Tatum Unit 6

Cheryl Rivera, L. Kennedy-Moore Unit 5

Dina Sanchez, D. Diaz Unit 9

Ninsul Segovia, J. Cerda-Ruiz Unit 8

Marcela Soto, M. Moreno Unit 7

Patricia Steeter, R. Holloway Unit 6

Elizabeth Suarez, A. Alvarez Unit 5

Edith Tristan, M. Lopez Unit 7

Sindy Velasquez, N. Amaya Unit 5

Luz Velasquez Rodriguez, E. Viji Unit 9

Elicia Walker, E. Osaze Unit 5

Sherri Watkins, N. Moriarty Unit 6

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

August/Agosto 2018

The top 100 Independent Sales Directors in each Seminar area based on their August 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de agosto de 2018.

SAPPHIRE/ZAFIRO

Katherine L. Longley	\$81,515
Linda Meier	65,620
Fraida M. Klein	61,789
Debbie A. Weld	61,597
Missy M. O'Neal	61,413
Penny J. Jackson	59,638
Vicki Piccirilli	59,198
Julie Neal	55,665
Jerlene Vrana	55,436
Leidy D. Gomez	54,974
Jessica Holzbach	53,302
Leslie A. Hall	52,484
Karla M. Reno	52,298
Randi Stevens	51,328
Robyn S. Cartmill	51,094
Sandy K. Gant	50,762
Linda H. Rowsey	50,723
Brooke E. Bennett-Young	49,279
Keita Powell	49,120
Dolores Keller	48,474
Christine M. Jessee	48,472
Carol Lee Johnson	48,053
Cynthia S. Sheppa	48,013
Moleda G. Dailey	47,978
Kelly I. Brock	47,896
Shelia Berry	47,533
Lady Ruth Brown	46,973
Amy J. Bowman	45,612
Pam Garner Moore	45,581
Ann W. Sherman	45,399
Heather L. Bohlinger	45,294
Jenan W. Wood	45,115
Kristi M. Anderson	45,067
Bonnie Crumrin	44,546
Carmen B. Jones	43,650
Megan L. Shaw	43,603
Nancy W. Pettaway	43,464
Marie E. Vlamincik	43,131
Jennifer G. Bouse	43,045
Patty Webster	42,931
Kathy Lee	42,832
Rosario Dagenais	42,759
Jamie L. Lawrence	42,356
Diane Covington	42,325
Jennifer Levitt	42,041
JoAnna P. Shipe	41,557
Lynn Baer Roberts	41,544
Krystal K. Hunsucker	41,465
Cheri L. Taylor	41,175
Joli A. Dockery	40,604
Hilda Marrufo	40,090
Tracy Foltz	39,822
Susan T. Boothe	39,685
Bridget N. Howerton-Adams	9,583
Anita R. Rabelo	39,332
Tracy Potter	39,290
Kaye Yuen	39,210
Kimberly Leigh Moore	39,133
Michele Semper	39,045
Michele Cobin	38,884
Auldon Sweeney-Wydo	38,870
JoAnn M. Allen	38,844
Casie Hembree	38,837
Erin C. Sorvillo	38,786
Angela P. LaFrance	38,734
Candace N. Holte	38,596
Joyce A. Newell	38,580
Linne' Lane	38,318
Lynn F. Huckels	38,137
Petie L. Huffman	38,113
Kathy L. Silva	38,028
Ruby Garner	37,903
Epsie J. Elmer	37,486
Michele M. Armes	37,325
Elsie Jackson	37,276
Jemma H. Inwalle	37,266
Patrice M. Smith	37,007
Maria Claxton-Taylor	36,952
Suzanne Tripp-Black	36,510
Karla R. Plantan	36,416
Hazel White	36,249
Rachel E. Naylor	36,175
Jackie L. Root	36,104
Dyanna M. Minter	35,963
Nannette G. Short	35,797
Peggy Matish	35,605
Cindy S. Koenig	35,568
Shirley Jenkins	35,555
Tommi Pleasure	35,378
Evelyn Pirhalla	35,168
Estel M. Barahona	35,011
Natalie Cargile	34,970
Tehrie Ned	34,883
Marjorie S. Haun	34,541
Debra J. Witmer	34,537
Kathleen Bonadie	34,424
Jennifer M. Ham	34,366
Doris M. Quackenbush	34,302
Reyna V. Alvarado Rivera	34,220
Tamala G. Shrum	34,169

EMERALD/ESMERALDA

Hilda L. Moreno	\$94,297
Nancy Boucher	75,330
Ginny B. O'Kain	68,112
Angel Guerra	65,979
Stacy D. Foust	65,921
Melinda M. Balling	62,718
Stacey Craft	58,603
Nicole L. McDaniel	57,667
Janice B. Hull	56,122
Jo M. Cotton	55,928
Katy Goldstein	55,652
Emily Stone	55,132
Mary Strauss	54,359
Karen E. Riddle	53,397
Maggie Rader	52,661
Bridgett L. Moore	52,273
Jennifer L. Beseker	52,174
Ebun Osaze	52,075
Ashley N. Clinesmith	52,062
Pam Kelly	51,408
Deanna L. Spillman	50,137
LaKeshia M. Chisholm	49,890
Tina M. Dees	49,300
Hollie R. Sherrick	48,386
Jill Beckstedt	47,767
Menina M. Givens	47,264
Kim L. Bessey	46,578
Brenda Stafford	46,009
Leslie M. McKinney-Smith	45,682
Jennifer A. Enloe	45,516
Rachelle Holloway	44,928
Betty McKendry	44,506
Shauna L. Abbotts	44,489
Dana A. Lamade	43,975
Joslyn Eaton	43,259
Kijuna R. McKinnie	43,230
Cindy Anderson	42,897
Kathleen L. Holmberg-Botelho	42,890
Doreen Stevens	42,866
Mariana Moreno	42,374
Tammy West-Murrian	42,033
Margaret Neill	41,364
Kim Williams	41,279

Shawna D. Schneider	41,037
Joanna Helton	40,530
Dawn Wilson	40,322
Carolyn Thompson	39,947
Leanne Parrino-Pheasant	39,864
Becky Niemeier	39,847
Michele S. Rankin	39,691
Amber D. Campbell	39,306
Tandy Fischer	38,909
Gloria Mak	38,454
Delores E. Black	38,439
Jacquelyn Dykstra	38,191
Carrie Bloink	38,102
Jodi Van Leeuwen	37,949
Michelle A. Cunningham	37,895
Antonia Miranda	37,813
Sally Moreno	37,581
Kathryn L. Engstrom	37,564
Yaleska Feliciano Rios	37,111
Hannah Marks	36,996
Debra Allison	36,725
Jill A. McCoy	36,722
Kenna L. Ervin	36,591
Audrey J. Doller	36,517
Kimbi L. Bartik	36,412
Betty Furniss	36,330
Edie Norquist	36,197
Amber L. Towne-Geehan	35,894
Chris H. Teague	35,735
Ann F. Smith	35,678
Elsie Coto	35,378
Rosy G. Acevedo	35,273
Diane K. Autry	35,215
Tammie M. Hanson	35,211
Kelly A. Fuller	35,105
Diana E. Diaz	35,076
Rita J. Barthel	34,948
Carolyn L. Lucas	34,835
Sheri Farrar-Meyer	34,704
Phyllis I. Pinski	34,340
Michelle Williams	34,324
Denise G. Kucharski	34,304
Linda Klein	34,204
Marilyn Schmucker	34,186
Iliana Fuentes	34,120
Andrea L. Peters	34,025
Nancy S. North	33,995
Cheryl T. Anderson	33,949
Melissa M. Wilson	33,934
Michelle M. Dominiak	33,458
Wendi N. Scheuble	33,359
DeeDee J. Arcuri	33,134
Wendy Clausen	33,121
Jean McMackin	33,025
Greysi C. Mendoza	32,872
Mary C. Zimmerman	32,836
Valerie Yokie	32,722

DIAMOND/DIAMANTE

Amy Kemp	\$81,663
Susan M. McCoy	66,562
Donna K. Smith	65,766
Priscilla McPheeters	65,520
Cindy Rogers	63,045
Marty T. Wynn	62,873
Gerri Anne Morris	61,242
Tawnya Krempges	61,242
Cindy Machado-Flippen	59,951
Celeste Byrd	59,944
Paula Kelsch	59,697
Kim A. Messmer	59,517
Laura Salazar	58,446

Mary Kathryn King	57,209
Marsha Morrisette	57,076
Shelly Palen	54,412
Mileta K. Kinser	52,934
Jenny Siemonsma	50,864
Mariann Biase Mason	50,823
Holly A. Brown	50,149
Terri J. Beckstead	49,839
Nancy F. Castro	49,511
Barbara E. Roehrig	49,302
Linda T. Cartiglia	49,089
Allison Piro	48,843
Beth Brinkley	48,659
Karime Rosas	48,484
Jessie Vredevelt Schultz	46,989
Kelly K. Johnsrud	46,795
Alicia Borkowska	46,481
Vira Basilis	46,441
Celeste Pichardo	46,395
Julie Danskin	45,843
Suzanne T. Young	45,637
Claudia Chavez	45,629
Sandy Griffith	44,960
Stephanie A. Richter	44,938
Kelly Willer-Johnson	44,762
Mary P. Creech	44,752
Deborah Dudas	44,733
Crystal D. Gardner	44,507
Christi G. Campbell	43,067
Ashley S. Orr	42,420
Sherrie C. Purvis	42,381
Stephanie A. Mottaz	42,270
Delmi C. Santos	42,216
Jessye R. Nichols	42,016
Susie Kopacz	41,980
Christy Bigham	41,795
Anne Geertsen	41,616
Casey Goff-Martin	41,355
Susie Moore	41,117
Holly S. Neff	41,061
Joy H. Rentz	40,881
Sylvia L. Martinez	40,866
Billie Gillespie	40,620
Laura E. Knight	40,590
Paula Grabau-Friedt	40,479
Faith A. Gladding	40,185
Kathy R. Bullard	40,181
Ann M. Meis	39,707
Annette Pace	39,573
Angela J. Fry	39,469
Tracy Craven	39,281
Amanda N. Wright	39,113
Alicia Kingrey-Lokai	38,525
Leanne Sexton	38,387
Emily Sims	38,189
Cheryl A. Searcy	37,885
Katherine M. Ward	37,686
Nicki R. Hill	37,425
Lisa A. Stengel	37,253
Nicole P. Pratt	37,136
Sandy Lasso	37,090
Patty Y. Rovano	36,901
Jody L. Riggan	36,746
Julia R. Orser	36,746
Karen M. Bonura	36,735
Amanda B. Kirkwood	36,641
Connie L. Russo	36,146
Bonita A. Meniru-Hudson	36,074
Kelly L. Loneker	35,950
Ingrid E. Smith	35,932
Patricia Chairez	35,740
Pat Joos	35,409
Wendy Hayum-Gross	35,370

LeAnne Brown	35,226
Denise M. Cadenhead	35,206
Heather M. Julson	35,150
Kathy Fean	35,093
Jan Geig	34,565
Sharon B. Carney-Wright	34,257
Julie Schlundt	34,135
Nancy M. Polish	33,934
Shelly M. Smith	33,845
Melissa R. Hennings	33,836
Sara R. Pennella	33,767
Emily E. Schuette	33,733
Maranda M. Rains	33,664
Frances M. Jackson	33,622

RUBY/RUBÍ

Krystal D. Downey-Shada	\$84,839
Ryan A. Rives	81,452
Kaela L. Steinman	74,428
Kali DeBlander Brigham	69,348
Diane K. Lundgren	68,967
Kately Delgado	68,334
Paula M. Kirkpatrick	68,258
Tammy D. Niehaus	66,858
Laura V. Middleton	66,844
Brenda Fenner	66,684
Lisa D. Prescott	65,390
Thessy N. Nwachukwu	62,137
Cleta Colson-Eyre	61,119
Valerie A. Lucio-Polk	60,941
Ana P. Farrell	58,536
Randi S. Gleason	57,955
Heather A. Daniel-Kent	56,576
Maureen Shipp	56,469
Judie Roman	54,667
Lisa Hansen	53,423
Stephanie Audino	53,316
Corrin Cresci	53,084
Natalyn R. Slaughter	52,727
Barbara Pleet	52,111
Candace L. Doverspike	50,505
Lisa V. Bauer	49,367
Crystal C. Hubbard	49,221
Lorri E. Woehrl	48,254
Jeanie K. Navrak	48,184
Lisa Anne Harmon	48,161
Tamaria M. Bradford	48,016
Sherri Ammons	47,719
Alice R. George	46,896
Rebecca W. Cox	46,689
Patti Cornell	46,626
Stacey P. Nelson	46,575
Karen E. Gardner	46,380
Laurie C. Cole	45,213
Amy C. Schule	45,000
Susan Moore	44,895
Jordan Twilley	44,710
Debbie A. Elbrecht	43,955
Gloria H. Ebere	43,558

Stephanie L. Coker	43,488
Laura L. Waters	43,465
Barbara L. Harrison	43,393
Suzanne Moeller	43,302
Marnie R. Yunger	43,301
Mary A. Dell	43,254
Marye Durrer	42,942
Vicki O'Bannon	42,661
Vicki Thole	42,600
Ginger J. Benedict	42,496
Cynthia L. Frazier	41,953
Sonya F. Goins	41,907
Stacy S. Gilson	41,510
Laurie T. Plyler	41,411
Donna Clark-Driscoll	40,860
Taryn J. Sneed	40,834
Elvia Guzman	40,779
Pamela S. Wedekemper	40,703
Rose Campbell	40,485
Elizabeth A. Kramer	40,474
Lisa Olivares	40,290
Gloria J. Popp	39,466
Eusebia Bonilla	39,337
Melissa M. Smith	39,167
Sylvia T. Barritt	38,754
Luz A. Perez	38,698
Rebecca H. White	38,130
Elena Santos	38,064
Lee A. McCarthy	38,024
Jennifer L. Albertini	37,817
Shawni Diggan	37,716
Susan C. Ehrnstrom	37,668
Gloria Moreno Medrano	37,637
Laura A. Kattenbraker	37,540
Aimee-Anne Benson	37,438
Ofelia Del Rio	37,336
Jill E. VanderMeer	36,825
Lauren N. Bloomer	36,804
Nancy Vickery	36,776
K.T.M. Martin	36,697
Allison L. Carter	36,388
Cheryl A. Dechenne-Shedy	36,287
Maricarmen Gonzalez	36,201
Mya Hull	36,160
Jenna M. Larson	35,942
Liz Whitehouse	35,900
Melanie S. Abernathy	35,868
Kimberly Otto	35,784
Amie Christly	35,774
Chatney Gelfius	35,587
Becky Goshorn	35,551
Tracy W. Jones	35,539
Judy Lund	35,485
Mary Bierwagen	35,360
Rachael M. Bullock	35,217
Shari M. Kirschner	34,753
Cissy E. Warren	34,660

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

August/Agosto 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in August 2018. 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 del Seminario en agosto de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAÍRO

Katherine Longley	\$10,608
Linda Meier	10,334
Fraida M. Klein	9,963
Brooke E. Bennett-Young	8,938
Julie Neal	8,845
Marni M. Hendricks	8,640
Kelly I. Brock	8,537
Patrice M. Smith	8,333
Vicki Piccirilli	8,191
Lady Ruth Brown	8,167
Penny J. Jackson	8,135
Bridget N. Howerton-Adams	7,997
Missy M. O'Neal	7,995
Pam Garner Moore	7,979
Hilda Marrufo	7,937
Debbie A. Weld	7,899
Lynn Baer Roberts	7,816
Keita Powell	7,815
Karla M. Reno	7,668
Heather L. Bohlinger	7,635
Michele Semper	7,517
Carmen B. Jones	7,465
Leslie A. Hall	7,425
Diane Covington	7,388
Robyn S. Cartmill	7,361
Bridget L. Shaw	7,274
Tracey F. Hedrick Lassiter	7,255
Jerlene Vrana	7,135
Sandy K. Gant	7,123
JoAnna P. Shipe	7,099
Jennifer Levitt	7,067
Jennifer J. McNulty	7,066
Dolores Keller	7,044
Ester M. Barahona	7,022
Maria Claxton-Taylor	7,006
Reyna V. Alvarado Rivera	6,992
Jessica Holzbach	6,987
Cynthia S. Sheppa	6,921
Anita R. Rabelo	6,863
Jennifer G. Bouse	6,734
Randi Stevens	6,673
Linne' Lane	6,664
Christine M. Jessee	6,662
Carol Lee Johnson	6,591
Rosario Dagenais	6,585
Ruby Garner	6,490
Leidy D. Gomez	6,448
Amy J. Bowman	6,401
Sandra G. Kirchhoff	6,398
Nancy W. Pettaway	6,376
Susan T. Boothe	6,363
Linda H. Rowsey	6,337
Marie E. Vlamincik	6,335
Maria Montes	6,306
Jeanette E. Beichle	6,289
Tracy Potter	6,242
Julie B. Sapp	6,234
Angela P. LaFrance	6,221
Herendira Garcia	6,190
Erin C. Sorvillo	6,189
Debra J. Witmer	6,188
Meilian Flanagan	6,172
Ann W. Sherman	6,157
Lafreda D. Williams	6,137
Suzanne Tripp-Black	6,135
Jeanette M. Thompson	6,077
Kathy Lee	6,062
Michele M. Armes	6,059
Mary Lou Ardohain	6,048
JoAnn M. Allen	6,039
Kathy L. Silva	6,027

Jordan Eicher	5,936
Laurieann Barclay	5,915
Evelyn Pirhalla	5,901
Megan L. Shaw	5,901
Tommi Pleasure	5,869
Elaine Hipsher	5,866
Shelia Berry	5,846
Jamie L. Lawrence	5,833
Moleda G. Dailey	5,827
Kimberly Leigh Moore	5,797
Julie A. Griffin	5,792
Joli A. Dockery	5,791
Casie Hembree	5,768
Bonnie Crumrin	5,756
Cyrcelia D. Matthews	5,751
Rita Schaefer	5,720
Maribel Narvaez	5,698
Krystal K. Hunsucker	5,690
Tracy Foltz	5,681
Candy I. Brown	5,662
Cheri L. Taylor	5,572
Amy C. Hayes	5,553
Rosa Elia Meza-Sanchez	5,545
Maria G. Botello	5,528
Norma Ferreira Lopez	5,516
Kristi M. Anderson	5,484
Espie J. Elmer	5,463
Kathleen Bonadie	5,462
Patty Webster	5,461

EMERALD/ESMERALDA

Hilda Moreno	\$11,643
Mariana Moreno	9,855
Ebun Osaze	9,480
Katy Goldstein	9,263
Melinda M. Balling	9,011
Angel Guerra	8,921
Emily Stone	8,777
Nancy Boucher	8,723
Karen E. Ridle	8,685
Stacy D. Foust	8,665
Jennifer L. Besecker	8,370
Janice B. Hull	8,362
Ginny B. O'Kain	8,327
Ashley N. Clinesmith	8,169
Stacey Craft	8,115
Shauna L. Abbotts	7,738
Michelle A. Cunningham	7,717
Shawna D. Schneider	7,696
Jo M. Cotton	7,448
Jill Beckstedt	7,442
LaKeshia M. Chisholm	7,432
Kim Williams	7,397
Nicole L. McDaniel	7,271
Deanna L. Spillman	7,267
Antonia Miranda	7,195
Sally Moreno	7,144
Maggie Rader	7,141
Pam Kelly	7,040
Rachelle Holloway	6,953
Jodi Van Leeuwen	6,924
Diane M. Detesco	6,924
Mary Strauss	6,907
Bridgett L. Moore	6,846
Kimbi L. Bartik	6,741
Dana A. Lamade	6,697
Yassmin Alvarado	6,633
Betty McKendry	6,611
Jennifer A. Enloe	6,599
Emily S. Vijil	6,587
Kathryn L. Engstrom	6,534
Leslie M. McKinney-Smith	6,516
Menina M. Givens	6,479

Audrey J. Doller	6,447
Christine D. Barrueco	6,411
Cindy Anderson	6,381
Sheri Farrar-Meyer	6,356
Ilana Fuentes	6,280
Brenda Stafford	6,268
Carolyn Thompson	6,239
Kim I. Bessey	6,151
Hollie R. Sherrick	6,131
Leanne Parrino-Pheasant	6,109
Delores E. Black	6,107
Kijuana R. McKinnie	6,069
Tina M. Dees	5,986
Ann F. Smith	5,929
Shelley Money-Eldridge	5,869
Maritza Lanuza	5,836
Jessica Mendoza	5,812
Joanna Helton	5,805
Nancy O'Hara	5,803
Michele S. Rankin	5,768
Susan R. Cunningham	5,731
Gloria Mak	5,696
Elsi Coto	5,693
Carrie Bloink	5,687
Melissa M. Wilson	5,645
Kathy Eckhardt	5,577
Denise Peterson	5,574
Olayinka K. Adegbayi	5,568
Kathleen L. Holmberg-Botelho	5,501
Nikki H. Edgemon	5,450
Yilliam Y. Bruzon	5,426
Linda Klein	5,415
Yucdelin Gonzalez	5,412
Debra Allison	5,350
Tammie M. Hanson	5,324
Tammy West-Murrian	5,307
Luanne Stewart	5,298
Andrea L. Peters	5,295
Lesa R. Franken	5,292
Michelle Williams	5,279
Amber D. Campbell	5,275
Amber L. Towne-Geehan	5,274
Linda J. Wicks	5,272
Rita J. Barthel	5,270
Kelly A. Fuller	5,264
Dawn Wilson	5,246
Doreen Stevens	5,244
Phyllis I. Pinsker	5,225
Heather D. Hulse	5,213
Auburnee S. Stanley	5,191
Delmy A. Rivas	5,185
Karen D. Costas	5,182
Amy M. Alber	5,158
Joslyn Eaton	5,153
Brendaliz Cajigas	5,119
Mara C. Lane	5,097
Rosy G. Acevedo	5,094
Becky Niemeier	5,053

DIAMOND/DIAMANTE

Amy Kemp	\$11,706
Celeste Byrd	10,952
Delmi C. Santos	9,640
Tawnya Krempges	9,493
Priscilla McPheeters	9,218
Susan M. McCoy	8,950
Cindy Machado-Flippen	8,926
Nancy F. Castro	8,838
Marsha Morrisette	8,832
Paula Kelsch	8,762
Karime Rosas	8,655
Cindy Rogers	8,608

Shelly Palen	8,413
Donna K. Smith	8,354
Kim A. Messmer	8,280
Sandy Griffith	8,260
Mary Kathryn King	8,260
Stephanie A. Richter	8,167
Barbara E. Roehrig	8,151
Kathleen Koclanes	7,998
Claudia Chavez	7,976
Barbara E. Roehrig	7,910
Sherrie C. Purvis	7,896
Ingrid E. Smith	7,652
Mileta K. Kinser	7,619
Julie Danskin	7,595
Jenny Siemonsma	7,587
Terri J. Beckstead	7,561
Marty T. Wynn	7,551
Yira Basilis	7,343
Stephanie A. Mottaz	7,299
Paula Grabau-Friedt	7,207
Alicia Kingrey-Lokai	7,168
Faith A. Gladding	7,148
Holly A. Brown	7,118
Katherine M. Ward	7,033
Lisa A. Stengel	7,018
Patty Y. Rovano	6,954
Connie L. Russo	6,902
Nancy M. Polish	6,898
Laura Salazar	6,884
Annette Pace	6,835
Deborah Dudas	6,815
Beth Brinkley	6,809
Jessie Vredevelt Schultz	6,703
Linda T. Cartiglia	6,666
Audrey K. MacDowall	6,633
Anne Geertsen	6,625
Michelle Cape	6,622
Celeste Pichardo	6,585
Christy Bigham	6,462
Crystal D. Gardner	6,444
Emily Sims	6,433
Suzanne T. Young	6,290
Kelly Willer-Johnson	6,230
Angela J. Fry	6,199
Heather M. Julson	6,196
Mariann Biase Mason	6,147
Joyce M. Perry	6,147
Lucrecia Aguirre	6,104
Martha Kay Raile	6,078
Nicki R. Hill	6,062
Kathy R. Bullard	5,993
Deborah S. Bailly	5,971
Mary P. Creech	5,950
Ann M. Meis	5,933
Emily E. Schuette	5,930
Holly S. Neff	5,921
Lacey L. Bradford	5,910
Deborah Robina	5,909
Leanne Sexton	5,884
Amy Zanto	5,864
Karen M. Bonura	5,820
Patricia Carr	5,796
Patricia Chairez	5,770
Lisa A. Raupp	5,757
Susie Kopacz	5,729
Sandy Lasso	5,723
Melissa Mays	5,690
Jody L. Riggins	5,689
Cindy S. Kriner	5,688
Kelly K. Johnsrud	5,674
Christi G. Campbell	5,652
Nadine Bowers	5,647
Julie Schlundt	5,644
Christine Wittmann	5,619

Allison Piro	5,601
Lisa M. VanPatten	5,565
Joy H. Rentz	5,515
Marina S. Ramirez	5,507
Shelley Olson	5,493
Rita M. Krause	5,487
Laura E. Knight	5,473
LaChelle M. Seleski	5,459
Amanda B. Kirkwood	5,450
Julia R. Orser	5,446
Wendy Hayum-Gross	5,445
Mischell A. Byers	5,439
Cynthia Ruccia	5,439
Rossy Rivera	5,429

RUBY/RUBÍ

Ryan Rives	\$12,131
Krystal D. Downey-Shada	10,779
Kali DeBlander Brigham	9,939
Kately Delgado	9,496
Heather A. Daniel-Kent	9,454
Jeanie K. Navrkal	8,990
Diane K. Lundgren	8,973
Kaela L. Steinman	8,927
Tammy D. Niehaus	8,874
Paula M. Kirkpatrick	8,847
Laura V. Middleton	8,841
Brenda Fenner	8,672
Cleta Colson-Eyre	8,638
Patti Cornell	8,602
Thessy N. Nwachukwu	8,549
Barbara Pleet	8,443
Lisa D. Prescott	8,266
Randi S. Gleason	8,227
Donna Clark-Driscoll	7,945
Tamarie M. Bradford	7,853
Valerie A. Lucio-Polk	7,852
Rachael M. Bullock	7,839
Maureen Shipp	7,817
Judie Roman	7,740
Gloria H. Ebere	7,720
Lorri E. Woehrl	7,691
Marye Durrer	7,667
Pamela S. Wedekemper	7,541
Laurie T. Plyler	7,512
Lisa Olivares	7,510
Candace L. Doverspike	7,375
Ana P. Farrell	7,300
Stephanie Audino	7,276
Corrin Cresci	7,118
Jordan Twilley	7,103
Ginger J. Benedict	7,071
Lisa Hansen	7,021
Alice R. George	6,974
Stephanie L. Coker	6,971
Elvia Guzman	6,942
Karen E. Gardner	6,922
Natalyn R. Slaughter	6,921

Crystal C. Hubbard	6,881
Eusebia Bonilla	6,819
Jacqueline N. Alford	6,802
Lisa V. Bauer	6,801
Stacy S. Gilson	6,641
Taryn J. Sneed	6,633
Laura L. Waters	6,579
Amy Kitrell	6,542
Rebecca W. Cox	6,516
Maricarmen Gonzalez	6,507
Elena Santos	6,459
Melissa M. Smith	6,361
Mary A. Dell	6,342
Susan Moore	6,331
Chatney Gelfius	6,304
Liz Whitehouse	6,265
Sheri Ammons	6,230
Sherry L. Martin	6,215
Debbie A. Elbrecht	6,213
Cissy E. Warren	6,198
Kimberly Cavarretta	6,195
Rose Campbell	6,187
Cynthia L. Frazier	6,180
Stacey P. Nelson	6,150
Pat Z. Allen	6,090
Suzanne Moeller	6,083
Marnie R. Yunger	6,056
Lisa Anne Harmon	6,016
Maria Bautista	5,999
Mya Hault	5,960
Luz A. Perez	5,950
Elizabeth A. Kramer	5,937
Laurie C. Cole	5,925
Amy Stokes	5,921
Bridgett R. Conley	5,910
Lauren N. Bloomer	5,889
Elvia Cordova	5,886
Milbela Sosa	5,792
Gloria Moreno Medrano	5,740
Barbara L. Harrison	5,734
Melanie S. Abernathy	5,718
Caitlin M. Griffo	5,711
Brandy E. Richwine	5,710
Laura A. Kattenbraker	5,700
Amy C. Schule	5,679
Carmen J. Felix	5,665
Julie B. Potts	5,644
Toni L. Moore	5,626
Terry Thole	5,585
Margarita Velez	5,522
Silvia Sanchez	5,498
Faye Shaw Jenkins	5,493
Jennifer L. Albertini	5,483
Terezeja M. Lemieux	5,461
Elizabeth A. Elder	5,443
Cathy G. Huhta	5,406
Eleanor M. Reigel	5,406
Brenda K. Howell	5,404



WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTERES A UN
OBSTÁCULO, CONVIÉRTELO
EN OPORTUNIDAD.

Mary Kay



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.



SAPPHIRE

Robyn Riddle

Independent Sales Director

Began Mary Kay Business
October 1993

Sales Director Debut
April 2002

National Sales Director
Go-Give Area

Honors Circle of Honor; Consultant Queen's Court of Personal Sales; 14-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; three-times Double Star Achievement

Personal Lives in Asheville, N.C. Husband, Michael; son, Jimmie; daughter, Morgan

“I am motivated to help others because I know what a blessing my Mary Kay business has been to me and my family, and I want others to have this experience.”

Independent Beauty Consultant Susan Towe of Hendersonville, N.C., says, “Robyn is a great leader. She has tireless energy and is always willing to go above and beyond to help her team members. We appreciate her friendship, and she is always there for us.”



EMERALD

Brenda Wilbur

Independent Senior Sales Director

Began Mary Kay Business
March 2010

Sales Director Debut
July 2011

Offspring two first-line
National Sales Director
Go-Give Area

Honors Star Consultant; Consultant Queen's Court of Personal Sales; 7-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; four-times Double Star Achievement

Personal Lives in York, Pa. Husband, Brian; son, Austin; daughter, Evelyn

“I am motivated to help others because we are called as Christians to be the hands and feet of Jesus on Earth. When we love and serve others, we are following His example.”

Independent Beauty Consultant Kathleen Potter of York, Pa., says, “Brenda Wilbur is an amazing lady. Brenda is enthusiastic and enjoys teaching all of us new ways to grow our business. Brenda is a true motivator and mentor.”



DIAMOND

Angelica Bertucci

Independent Sales Director

Began Mary Kay Business
June 1983

Sales Director Debut
August 1992

National Sales Director
Go-Give Area

Honors Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales

Personal Lives in Frankfort, Ill. Husband, Jim; sons: James, Joseph, Peter

“I am motivated to help others because I feel so connected to the true light of their spirit within. I love sharing creative ideas, believing in women and casting the vision of how they can enrich their lives and the lives of others.”

Independent Sales Director Kat Van Dusen of Knoxville, Tenn., says, “Angel is the epitome of all the things Mary Kay requested of us. She is a dedicated, loyal, selfless and giving leader who always puts the needs of others above her own. It is a privilege to call her friend and sister.”



RUBY

Mary Piatt

Independent Senior Sales Director

Began Mary Kay Business
May 2004

Sales Director Debut
February 2011

Offspring one first-line
National Sales Director
Linda Toupin

Honors Star Consultant

Personal Lives in Country Club, Mo. Husband, Shaun; son, Jacen; daughter, Libby

“I am motivated to help others because it's the Mary Kay way. Our culture and relationships are what set us apart from other companies and are truly the legacy of Mary Kay. To me, the Go-Give spirit is just as essential to our business as our products!”

Independent Beauty Consultant, Stacey Sewell of Elizabethton, Tenn., says, “This beautiful superstar has always taken time to educate, embrace, lead and direct us. A truly phenomenal woman, an example, a confidant, a sounding board, a friend.”

Nominate a well-deserving Independent Sales Director who displays the **Go-Give spirit!** Find out how on *Mary Kay InTouch[®]* under the Contests/Promotions tab.

12 Days of SOCIAL SELLING

You can boost your bottom line when you promote products through social media. Why not share a gift idea a day for 12 days leading up to the holidays? Here's some gift inspiration – **all for less than \$25!**



Day 1

JOY TO THE GIRL

Lash Intensity® Mascara, \$18



Day 2

COMFORT AND JOY

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



Day 3

NEW BEGINNINGS

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



Day 4

UNDER THE MISTLETOE

NouriShine Plus® Lip Gloss, \$15 each



Day 5 BABY, IT'S COLD OUTSIDE.

Limited-edition* Blissful Pomegranate *Satin Hands®* Nourishing Shea Cream, \$12
Also available in White Tea & Citrus and Fragrance-Free.



Day 6

LIP SERVICE

Satin Lips® Set, \$22



Day 7

SOFT AS SNOW

Satin Body® products, \$18 each

- Revitalizing Shea Scrub
- Indulgent Shea Wash
- Silkening Shea Lotion



Day 8

COLOR FOR LIFE

Mary Kay Chromafusion™

- Eye Shadow, \$8 each
- Blush, \$14 each
- Highlighter, \$14 each
- Contour, \$14 each



Day 9

PICTURE-PERFECT

Mary Kay® CC Cream
Sunscreen Broad Spectrum SPF 15, \$20*



Day 10

PAMPER ME WITH VITAMIN C.

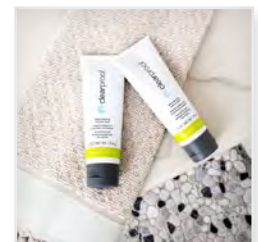
TimeWise Vitamin C Activating Squares®, \$24



Day 11

CRISP AND CLEAN

MKMen® Shave Foam, \$14



Day 12

LUMP OF COAL YOU'LL LOVE

Clear Proof® Deep-Cleansing Charcoal Mask, \$24

You'll find these ready-to-share images and more, plus social media guidelines and how-tos on *Mary Kay InTouch®* > Resources > Digital Assets.

MARY KAY[®]

COLOR YOUR WORLD.

- 33 eye shadow shades
- 10 blush shades
- 2 highlighter powders
- 2 contour powders

New!

Mary Kay Chromafusion™

Say Hello to
COLOR FOR LIFE!

Expect more from your makeup with new long-lasting, pigment-rich shades that can withstand anything on your agenda — work, workouts, weather, whatever!

GREAT *Start*

JULY 1, 2018 – JUNE 30, 2019

Bigger Profits. Richer Rewards. More Fun. That's what the *Great Start* Promotion is all about. Just think, a chat with a girlfriend can lead to fun and immediate rewards for you both!

FREE PRODUCTS

With the [Great Start Promotion](#), new Independent Beauty Consultants can get the most profit in their pockets right away! They can **earn free product bonus bundles** when they order and when they add *Great Start*-qualified* new personal team members. And you can grow as a leader and experience all the joys of moving up the Mary Kay career path! Visit *Mary Kay InTouch** > Contests/Promotions for full details.



BONUSES

As an active Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director and Sales Director-in-Qualification, you can receive a [\\$50 Team-Building Cash Bonus](#) for each *Great Start*-qualified* new personal team member. **There's no limit!** And all first-time red jacket achievers** receive a one-time [\\$100 Red Jacket Bonus](#).

*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

**The Red Jacket Bonus is paid the first time the bonus requirements are met.

It Doesn't Stop **THERE!**

TOOLS TO HELP

Great Start: Ready, Set, Sell! (5) and *Ready, Set, Keep Selling!* (5) brochures and the Team-Building Rewards (10) insert are available on Section 2 of the Consultant order form, \$4.pk./20.



Visit *Mary Kay InTouch*® > Contests/Promotions for all the details.

“



Independent Senior Sales Director Margie Sanders, Marietta, Ga. The *Great Start* Promotion launched at just the right time – it fits right in with the goals we set at the start of this Seminar year! *Great Start* gives new Independent Beauty

Consultants so many tools to boost their confidence and set them up for success!



Independent Senior Sales Director Lisa Gutierrez, Wimauma, Fla. I am so excited about the *Great Start* Promotion! We are going to have so many new Independent Beauty Consultants who will truly get off to a great start! They'll be earning

products and will be motivated to team-build, and that adds up to more money in everyone's pocket and more growth overall!

”

GET CONNECTED: MY MARY KAY FACEBOOK® GROUP

Have you joined the exclusive My Mary Kay Facebook® group and followed the new Instagram®? Stay connected with your sister independent sales force members. Have an idea to share, or are you looking for inspiration and motivation? These new social destinations can help!

HOW DO I JOIN?

- **Facebook®:** Go to the *Mary Kay*® Facebook® page. Click Groups, then Join Group. **Very Important: Include your name and Consultant number.**
- **Instagram®:** Go to @MyMaryKay and follow!

2017-2018 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.

\$750,000 (4% BONUS + 2 DIAMONDS)



Gloria Mayfield Banks
Emerald
\$31,552



Patricia Turker
Emerald
\$30,963

\$650,000 (3% BONUS + 2 DIAMONDS)



Kathy Helou
Sapphire
\$20,063

\$600,000 (3% BONUS + 2 DIAMONDS)



Lisa Madson
Diamond
\$19,007

\$500,000 (3% BONUS + 2 DIAMONDS)



Lupita Magaña
Sapphire
\$15,623



Sonia Páez
Emerald
\$15,390

\$400,000 (2% BONUS + 2 DIAMONDS)



Debi Moore
Sapphire
\$8,645

\$400,000 (2% BONUS + 2 DIAMONDS)



Cindy Williams
Ruby
\$8,426

\$350,000 (2% BONUS + 2 DIAMONDS)



Pamela Fortenberry-Slate
Sapphire
\$7,620



Stacy James
Ruby
\$7,616

\$325,000 (2% BONUS + 2 DIAMONDS)



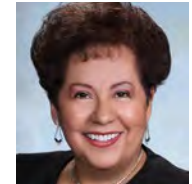
SuzAnne Brothers
Sapphire
\$6,910



Pamela Waldrop Shaw
Diamond
\$6,661



Dayana Polanco
Emerald
\$6,608



Sara Pedraza-Chacón
Sapphire
\$6,519

2017-2018

NSD DIAMOND CIRCLE

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

Linda Toupin
Ruby

Dacia Wiegandt
Emerald

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

Evelinda Díaz
Emerald

Anabell Rocha
Ruby

Ada García-Herrera
Emerald

Julia Burnett
Diamond

Sandy Valerio
Ruby

Kay Elvrum
Diamond

Julie Krebsbach
Ruby

Julianne Nagle
Emerald

Dawn Dunn
Diamond

Cyndee Gress
Sapphire

Anita Tripp Brewton
Emerald

Davanne Moul
Sapphire

Kristin Myers
Sapphire

O'Nelly Encarnación
Diamond

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

Paola Ramírez
Sapphire

Kerry Buskirk
Emerald

Lia Carta
Ruby

Mayuli Rolo
Emerald

Mary Estupiñán

Ruby

Connie Kittson

Diamond

Sue Pankow

Diamond

Lily Orellana

Diamond

Kimberly Copeland

Sapphire

Rosibel Shahin

Emerald

Sonia Bonilla

Emerald

Gloria Báez

Ruby

Yosaira Sánchez

Diamond

María Monarrez

Diamond

Cindy Fox

Ruby

Morayma Rosas

Sapphire

Shannon Andrews

Diamond

Valerie Bagnol

Sapphire

Lorraine Newton

Sapphire

Scarlett Simpson

Sapphire

Jan Thetford

Ruby

2017-2018

NSD GOLD CIRCLE

\$150,000

Alicia Lindley-Adkins

Sapphire

Kim McClure

Ruby

Susan Hohlman

Diamond

Monique Balboa

Emerald

Tammy Crayk

Emerald

Lisa Allison

Diamond

Somer Fortenberry

Sapphire

Rebecca Evans

Diamond

Leah Lauchlan

Emerald

Joanne Bertalan

Emerald

Auri Hatheway

Emerald

Pam Klickna Powell

Emerald

Yvonne Lemmon

Diamond

Noelia Jaimes

Emerald

Alma Orroistieta

Sapphire

Pam Higgs

Emerald

Janis Z. Trude

Sapphire

Cathy Bill

Emerald

Pam Ross

Diamond

Juanita Gudiño

Ruby

Evitelia Valdez-Cruz

Diamond

Debra Wehrer

Sapphire

Luzmila Abadia

Carranza

Emerald

Kym Walker

Emerald

Alia Head

Diamond

Michelle Sudeth

Ruby

Crystal Trojanowski

Ruby

Diane Mentiply

Sapphire

Kirk Gillespie

Emerald

Bianny Ramírez

Emerald

Maria Flores

Ruby

Pamela Tull

Emerald

Kristin Sharpe

Diamond

\$125,000

Gladis Elizabeth Camargo

Sapphire

Gay Hope Super

Diamond

Lynnea Tate

Diamond

Brenda Segal

Ruby

Deb Pike

Ruby

Kate DeBlander

Ruby

Marilyn Marte de Melo

Emerald

Glinda McGuire

Sapphire

Noemi Jaimes

Emerald

Roxanne McInroe

Diamond

2017-2018

NSD MILLIONAIRES* CLUB

The Mary Kay NSD Millionaires Club honors the Independent National Sales Directors who've earned at least one million dollars or more throughout their Mary Kay business.

\$13 Million

Gloria Mayfield Banks, Emerald

Kathy Helou, Sapphire

Lisa Madson, Diamond

\$8 Million

SuzAnne Brothers, Sapphire

Linda Toupin, Ruby

\$7 Million

Patricia Turker, Emerald

\$6 Million

Valerie Bagnol, Sapphire

Kerry Buskirk, Emerald

\$5 Million

Cathy Bill, Emerald

Anita Tripp Brewton, Emerald

Julie Krebsbach, Ruby

\$4 Million

Gloria Báez, Ruby

Sharon Buck, Diamond

Mary Estupiñán, Ruby

Pamela Fortenberry-Slate, Sapphire

Cyndee Gress, Sapphire

Connie Kittson, Diamond

Anabell Rocha, Ruby

\$3 Million

Dorothy Boyd, Diamond

Yvonne Lemmon, Diamond

Gay Hope Super, Diamond

\$2 Million

Lia Carta, Ruby

Josefa Chacón-Alonso, Sapphire

Caterina Harris Earl, Emerald

Patty Olson, Ruby

Phyllis Pottinger, Sapphire

Natalie Privette-Jones, Emerald

Gina Rodriguez-Orriola, Emerald

\$1 Million

Annaka Krafka, Ruby

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



Annual Go-Give[®] AWARD WINNERS



RUBY

Independent Senior Sales Director Randy Gleason – Many, La.

"I am so deeply grateful. I believe our Go-Give spirit is the foundation of this Company's success. My entire adult life has been immersed in this culture, and I am thankful for the opportunity to continue that legacy. I believe each of us has certain unique gifts, and when we extend a hand and offer to use those gifts to help another person, together we rise. Together we are better. I am incredibly honored to continue to show the world the Mary Kay way of loving and serving others."



SAPPHIRE

Independent Senior Sales Director Lynette Bickley – Colorado Springs, Colo.

"I never dreamed this incredible award was in my Starter Kit. With it being my 20th anniversary year as an Independent Senior Sales Director, it reinvigorates and reignites deeply my passion for this Company, helping others find their way and continuing to be an example to follow. I believe in the Golden Rule. Most of all, it allows me a platform and encourages me to share with others what our Mary Kay Go-Give spirit means. This honor keeps what Mary Kay Ash knew was most important for continuing the legacy she started back in 1963, and I promise to do my best to represent it always! I'm in this for life!"



EMERALD

Independent Future Executive Senior Sales Director Ann Smith – Bowling Green, Ky.

"I've walked across the Seminar stage many times in the last 24 years. Many made me so proud of what my unit accomplished and what I achieved personally, but the Go-Give Award made them all pale in comparison. An honor that I'm not only humbled to receive but one that warms my heart so and allows that feeling of closeness I had to Mary Kay the very day I met her. It's an honor and duty to be a part of this legacy and to continue to fulfill it!"*



DIAMOND

Independent Executive Senior Sales Director Elizabeth Fernandez – Cranston, R.I.

"Receiving the recognition of Miss Go-Give for me represents much more than a title. It represents a great responsibility to maintain the integrity of the Company at all times, foster the spirit of delivery, and above all, keep alive the legacy of our Founder Mary Kay Ash in every moment. Being Miss Go-Give is a symbol of honesty, love, kindness and integrity. My commitment to the Company is now much greater, and I will always be giving my best to proudly represent the honor it has given me."*



TOP THREE QUEENS' COURT OF SALES AND SHARING*

RUBY

Sales Director Queen's Court of Personal Sales

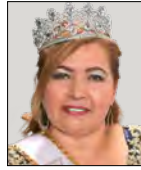


Queen
Heather Feiring
Epping, N.D.

1st Runner-Up
Jacque Schumacher
Mitchell, S.D.

2nd Runner-Up
Elizabeth Kramer
Bolingbrook, Ill.

Consultant Queen's Court of Personal Sales



Queen
Carminda Oliveros
Pawling, N.Y.

1st Runner-Up
Jean Gunter
Wharton, Texas

2nd Runner-Up
Jerrilee de Geus
Woodbridge, Va.

Queen's Court of Sharing



Queen
Megan Kalbach
Mountville, Pa.

1st Runner-Up
Monique McIntyre
Palm Coast, Fla.

2nd Runner-Up
Laurie Plyler
Rock Hill, S.C.

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen
Maria Cuevas De Sanchez
Boonville, Calif.

1st Runner-Up
Angela LaFrance
Miramar, Fla.

2nd Runner-Up
Barbara Popowski
Ivanhoe, Minn.

Consultant Queen's Court of Personal Sales



Queen
Brenda Brown
Tiffin, Ohio

1st Runner-Up
Victoria Baseggio
Sterling, Colo.

2nd Runner-Up
Nehama Freund
Staten Island, N.Y.

Queen's Court of Sharing



Queen
Waverly Copeland
Melissa, Texas

1st Runner-Up
Reyna Alvarado Rivera
Avon, Colo.

2nd Runner-Up
Maribel Narvaez
Santa Clarita, Calif.

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Terrah Cromer
De Soto, Ga.

1st Runner-Up
Linda Klein
Port Hueneme, Calif.

2nd Runner-Up
Tracy Clymer
Wellsboro, Pa.

Consultant Queen's Court of Personal Sales



Queen
Odalys Espinosa
Naples, Fla.

1st Runner-Up
Bridget Nicholson
Shreveport, La.

2nd Runner-Up
Cynthia Chandler
Brooklyn, N.Y.

Queen's Court of Sharing



Queen
Karla Vasquez Espinoza
Washington

1st Runner-Up
Martha Garay
Frederick, Md.

2nd Runner-Up
Katy Goldstein
St. Louis, Mo.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
P. J. Baunach
Alexandria, Va.

1st Runner-Up
Kelly Freeman
Marietta, Ga.

2nd Runner-Up
Lolita Cleveland
Bolingbrook, Ill.

Consultant Queen's Court of Personal Sales



Queen
Christine Rhoney
Stafford, Va.

1st Runner-Up
Cathy Inabinette
Helendale, Calif.

2nd Runner-Up
Erica Koop
Saint Anne, Ill.

Queen's Court of Sharing



Queen
Katsiaryna Pratasenia
Brooklyn, N.Y.

1st Runner-Up
Sherrie Purvis
Lexington, S.C.

2nd Runner-Up
Ruth Alvarado
San Antonio, Texas

TOP 10 SALES UNITS NATIONWIDE*



1. Amy Kemp
Bourbonnais, Ill.
Diamond



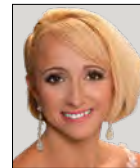
2. Mary Kathryn King
Valparaiso, Ind.
Diamond



3. Linda Meier
Bowling Green, Ohio
Sapphire



4. Krystal Downey-Shada
Caldwell, Idaho
Ruby



5. Nikki Underwood McDaniel
Rapid City, S.D.
Emerald



6. Candace Doverspike
Colorado Spring, Colo.
Ruby



7. Paula Kelsch
Linton, N.D.
Diamond



8. Debbie Weld
Dalhart, Texas
Sapphire



9. Keita Powell
Bowie, Md.
Sapphire



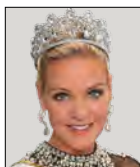
10. Stacey Craft
Knightstown, Ind.
Emerald

*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 2017-2018 contest period.



2018 CIRCLE OF EXCELLENCE**



RUBY

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

1st Runner-Up,
Candace Doverspike

\$850,000 Circle
2nd Runner-Up, Lisa Hansen[†]
Susan Moore

\$800,000 Circle
Thessy Nwachukwu
Heather Daniel-Kent
Patti Cornell
Kali DeBlander Brigham
Diane Lundgren
Lauren Bloomer[†]
Ryan Rives[†]
Donna Clark-Driscoll

\$700,000 Circle
Sherri Ammons

\$650,000 Circle
Terry Smith[†]
Paula Kirkpatrick
Brenda Fenner
Laura Middleton
Lisa Prescott
Crystal Hubbard
Cleta Colson-Eyre
Stephanie Coker
Ginger Benedict[†]
Carmen Felix
Maureen Shipp
Rachael Bullock
Patty Bojan



SAPPHIRE

Queen
\$1,000,000 Circle
Linda Meier

1st Runner-Up, Debbie Weld[†]
2nd Runner-Up, Keita Powell[†]

\$900,000 Circle
Vicki Piccirilli

\$800,000 Circle
Katherine Longley[†]
Jeanette Thompson
Patrice Smith[†]

\$750,000 Circle
Julie Neal
Randi Stevens

\$700,000 Circle
Hilda Marrufo[†]
Michele Armes
Missy O'Neal[†]
Bridget Shaw[†]

\$650,000 Circle
Tracey Hedrick Lassiter
Nedra White
Angela LaFrance[†]
Robyn Cartmill
Robin Moody
Moleda Dailey
Julie Sapp
Carol Lee Johnson
Linda Rowsey[†]
Casie Hembree
Tirza Llanes[†]
Jessica Holzbach
Cynthia Sheppa[†]
Marie Vlaminck
Lafreda Williams
Stephanie Lenard



EMERALD

Queen
\$1,000,000 Circle
Nikki Underwood
McDaniel[†]

1st Runner-Up, Stacey Craft[†]

\$900,000 Circle
2nd Runner-Up, Nancy Boucher
Stacy Foust

\$850,000 Circle
Melinda Balling

\$800,000 Circle
Bertha Lindsay[†]
Jennifer Besecker
Ebun Osaze[†]
Michele Rankin
Bridgett Moore[†]

\$750,000 Circle
Katy Goldstein
Christine Barrueco

\$700,000 Circle
Mary Strauss
Shauna Abbotts
Karen Ridle
Sheri Farrar-Meyer[†]
Menina Givens

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Rachelle Holloway
Deanna Spillman
Olayinka Adeggbayi
Jo Cotton
Doreen Stevens[†]
Chris Teague
Kim Bessey
Ashley Clinesmith
Brenda Stafford
Hilda Moreno[†]
Tina Dees
Nikki Edgemon[†]
Breanne Sufrin



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Amy Kemp[†]

\$1,000,000 Circle
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Mary Kathryn King[†]
2nd Runner-Up, Paula Kelsch[†]

\$850,000 Circle
Karime Rosas[†]

\$800,000 Circle
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Cindy Machado-Flippen
Suzanne Young[†]
Christi Campbell
Susan McCoy[†]
Marsha Morrisette
Nancy Castro
Sherrie Purvis

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Celeste Byrd
Laura Knight[†]
April Hutchinson[†]

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Kim Messmer
Shelly Palen
Terri Beckstead[†]
Claudia Chavez[†]
Sara Pennella[†]

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Gerri Anne Morris
Mariann Biase Mason
Tawnya Krempges
Megan Wilkes[†]
Maggie Eckert[†]
Tanya Satcher[†]
Kathy Bullard
Julia Orser[†]
Nicki Hill
Alicia Borkowska
Lindsey Christenson
Deborah Dudas

[†]Received diamond bar pin for exceeding all previous years

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

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