

MARY KAY

DECEMBER 2019

applause®



Be the Party.

There's no time like the present! Look inside for new gifts to share.

New! **MARY KAY®**
TRAVEL ROLL-UP BAG



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 at 12:01 a.m. CT.

3

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

13

Deadline for **Leadership Conference 2020** hotel reservations is 11:59 p.m. CT.

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 2020 Preferred Customer ProgramSM 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.

30

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



31

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

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 CT.

Last day to register, cancel, make special needs/transfer requests for Leadership Conference 2020 by 11:59 p.m. CT.



“

Enthusiasm is the motivating power to success. The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life.

”

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. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



Front, left to right: Carmen Basulto, Kathy Viola, Cathy Calabro, Corinne Sookram, Deirdre Eschauzier. Back, left to right: Krystal Bartlett, Theresa Pore, Monica Williams, Nathan Moore, Mary Kay President, North America, Germaine Nicholas, Abigail De Los Reyes, Kim Shankel (Canada).

Beauty Stars

Mary Kay® Foundation of You Contest winning customers and their independent sales force winners were treated to a VIP experience in Santa Monica, Calif., with beachfront accommodations, makeovers, a celebrity-style photo shoot and \$1,000 cash.



Love Your Mary Kay Business?

Let the world know! #MyMKLife

MARY KAY MILESTONE

STAR ACHIEVEMENT!

The **Star Consultant Program** was introduced in 1975 to reward Independent Beauty Consultants and Sales Directors for their consistent sales and team-building. That year, Star Consultants wore the bright yellow

Golden Girl suit. Fast forward to today's Star Consultants who can choose from a **wide array of prizes** based on credits earned that quarter. But wait, there's more fabulous prizes to earn when you're an **All-Star Star Consultant** (achieve all four quarters).



LEARN HOW IT WORKS ON **MARYKAYINTOUCH®** > CONTESTS/PROMOTIONS > CONTESTS > STAR CONSULTANT.

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 PUBLICATIONS SPECIALIST: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL SENIOR PROOFREADER: REBECCA MCLENDON

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 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.

WINTER *Wonders*

The holiday rush. The colder temps. Both can be stressful to mind, body *and* skin.
Encourage your customers to put “pamper” on the top of their to-do lists!

\$40,
30 PAIRS

NEW! MARY KAY® HYDROGEL EYE PATCHES



Perk up tired eyes with these instantly reviving, shimmery pink gels that give skin a **refreshing burst of hydration**. The crescent shape gently hugs the eye area to lock in benefits.

Women loved these patches so much that eight out of 10 of them said they look forward to using them!*

- Instantly cooling and soothing.
- Clinically shown** to instantly boost skin hydration.
- Diminish look of puffiness and dullness.



FREE Mary Kay® Headband†
with purchase of Section 1 **Mary Kay®**
Hydrogel Eye Patches and **TimeWise®**
Moisture Renewing Gel Mask.

Limited-edition† offer available through online
ordering on *Mary Kay InTouch®*. Limit one!

FORMULA ATTRIBUTES:

- Dermatologist-tested.
- Ophthalmologist-tested.
- Tested for skin irritancy and allergy.
- Non-comedogenic.
- Suitable for sensitive eyes and contact lens wearers.
- Suitable for all skin types.

All prices are suggested retail.

*Based on panelists who agreed with statements in a two-week independent consumer study in which 157 women used the patches twice per week for 20 minutes

**Based on bioinstrument testing

PERFECT PICK- ME-UP

After cleansing, pat skin dry and place the patches under your eyes. Let the benefits sink in! Just 20 minutes twice a week to reap the benefits of these magic gels!



TO USE:

Using the spatula provided, scoop out a saturated patch. Place on clean skin under eyes with the larger end toward the outer eye. Enjoy for 20 minutes, remove and discard. Gently pat any excess formula into the skin. Follow with your favorite *Mary Kay*® eye cream. Replace the clear disc on container, and secure lid to preserve product benefits.



SAMPLE!

Drop the *Mary Kay*® Hydrogel Eye Patches sample in an order, or share at parties. Once customers try, they're sure to buy! \$2, pk./1 pair on Section 2

FREQUENTLY ASKED QUESTIONS

WHAT IS HYDROGEL?

It's water suspended in a gel matrix. And it's a **Korean beauty (K-Beauty) standout** that has the beauty industry buzzing with its fun, experiential delivery system and ease of use! These patches are saturated in a formula to deliver benefits to the skin in a fun, easy way.



HOW ARE THESE EYE PATCHES DIFFERENT FROM OTHER *MARY KAY*® EYE PRODUCTS?

They're designed to enhance your skin care routine in a fun, new way. They deliver a refreshing burst of hydration twice a week, while other *Mary Kay*® eye products are designed to deliver benefits twice a day when used as directed. Layer by applying your favorite *Mary Kay*® eye product *after* using the eye patches.

CAN I REUSE *MARY KAY*® HYDROGEL EYE PATCHES?

No. They are not reusable.

LIMITED-EDITION* *MARY KAY*® EVERYDAY ESCAPE BUNDLE

**\$67.05 FIXED WHOLESALE,
(NORMALLY \$74.50 WHOLESALE)**

Here's a **hot holiday deal for you** that's also a **great gifting bundle for your customers**. Includes an instruction card to help you pack out as well as a note card for your customers to write a personal message.

Enjoy
**55 PERCENT
OFF SRP!**



NEW! *MARY KAY*® TRAVEL ROLL-UP BAG, (unfilled) \$35

This must-have portable bag is perfect to easily organize beauty essentials at home, for vacations or special events! Includes:

- New graphics with pink interior.
- A hook for easy hanging.
- Four clear, detachable compartments.
- Convenient zippers.
- Velcro® for easy opening and closing.
- Exclusive *Mary Kay*® heart pattern.

While supplies last. No limits!

Includes *Mary Kay*® Travel Roll-Up Bag (unfilled), White Tea & Citrus *Satin Hands*® Pampering Set, *Satin Body*® Revitalizing Shea Scrub, *Satin Body*® Indulgent Shea Wash, *Satin Body*® Silkening Shea Lotion, *Satin Lips*® Shea Sugar Scrub and *Satin Lips*® Shea Butter Balm. Offer available only on Consultant order form and Online Ordering on *Mary Kay InTouch*®.



Skip the LINES!

Be a holiday hero — you may need a cape! Make shopping stress-free with irresistible gifts. Print festive decor found on *Mary Kay InTouch*® to accessorize and add even more polish and pizzazz!

LIMITED-EDITION* MARY KAY® MATTE LIPSTICK, \$18 EACH

They're back again in three beautifully bold favorites!

RED ROMA

GRAZIE,
VIOLET

PURO
MIRTILLO

GREAT AS
Stocking
Stuffers!

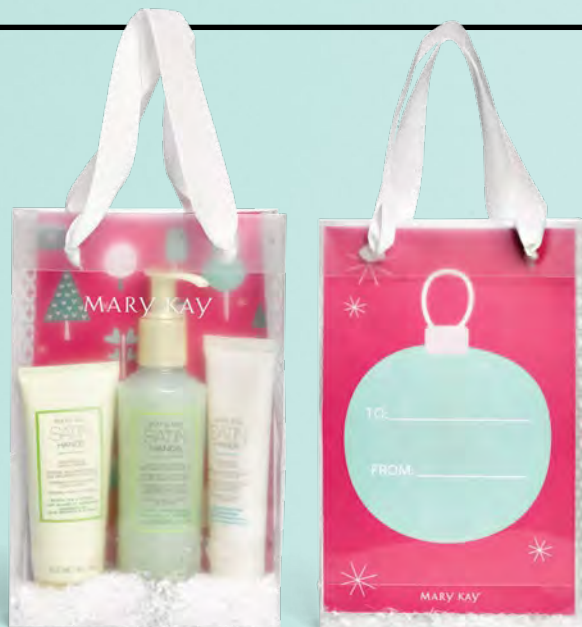


IDEA!

Drop a fave *Mary Kay*® mask and the new *Mary Kay*® Mask Applicator, \$12, in a small stocking! **Clear Proof® Deep-Cleansing Charcoal Mask, \$24**



Stocking not included



Download the [printable background](#) at the holiday hub on *Mary Kay InTouch*®, and tuck inside for that little extra touch!

SOFT AS SNOW, \$36

SATIN HANDS® PAMPERING SET

Available in White Tea & Citrus and Fragrance-Free

Set includes a fragrance-free protecting softener, a shea scrub, a nourishing shea cream and a giftable bag.

Also sold separately:

SATIN HANDS® NOURISHING SHEA CREAM, \$12

- White Tea & Citrus
- Fragrance-Free



NOW AVAILABLE!

FRAGRANCE-FREE

SATIN HANDS®

DELUXE MINI SET, \$4

On Section 2, this set includes a fragrance-free protecting softener (.42 oz.), a shea scrub (2 oz.), a shea cream (.75 oz.) and a giftable bag.

TREAT
YOUR BEST
CUSTOMERS!

*Available while supplies last

All prices are suggested retail.



SCENTS OF THE SEASON

Hear those sales ring with these feel-good fragrances!

FOR HER

- **Enchanted Wish® Eau de Toilette, \$36**
A floral fruity blend of Orange Oil Brazil, White pineapple, Peony, Passion Fruit, Brown Sugar and Amber.
- **Live Fearlessly® Eau de Parfum, \$44**
Exotic floral with notes of energizing Ginger, bold Rose and warm, roasted Tonka Bean.
- **Cityscape® Eau de Parfum, \$50**
A blend of Red Currant, fresh Pink Pepper, Orchid, Vanilla Beans and velvety Amber notes.

FOR HIM

- **True Original® Spray Cologne, \$36**
A fresh, clean scent that includes a blend of Lemon and Fuji Apple, Amber, Cedarwood and Patchouli.
- **MK High Intensity® Sport Cologne Spray, \$40**
This fresh, invigorating fragrance stimulates the senses with an icy, adventurous scent.
- **Cityscape® Cologne Spray, \$50**
Woody aromatic with notes of Italian Bergamot, French Lavender, rich Woods, Amber and Vetiver.



Tip! Fill glass shakers with cotton balls sprayed with a fragrance and display at parties. Be sure to indicate the fragrance. You also can fill a shaker with coffee beans that allow your guests to clear their sense of smell before sampling another scent.

HELP CUSTOMERS DISCOVER FRAGRANCE.

Share the Fragrances eCatalog from your *Mary Kay®* Personal Web Site or marykay.com under > eCatalog > Fragrances.



HOLIDAY ATTRACTIONS

Download a **printable background** and attach to a magnet sheet you can get at a craft store. Then add any *Mary Kay Chromafusion®* pans for a fun gift they'll be drawn to.

Find all three backgrounds at the holiday hub on ***Mary Kay InTouch®!***

MARYKAYCHROMAFUSION® EYE SHADOW, \$8 EACH
MARYKAYCHROMAFUSION® BLUSH, HIGHLIGHTER, CONTOUR, \$14 EACH



Small: 2.5" x 3.5"
Medium: 4" x 6"
Large: 5" x 7"

Holiday HELPERS

Make the most of this merry-making season.
These holiday helpers show you how.



HOLIDAY HEADQUARTERS

**INDEPENDENT SENIOR
SALES DIRECTOR JULIE CRUSCIEL,
LORETTO, PA.**

My unit members hold a group holiday open house at a local hotel.

We all pitch in to make it a fun event for all our customers, and the number of guests swells each year in our rural area.

- **SPECIALTY TABLES.** Each of us works a product table (think lips, fragrance, body, etc.) based on our expertise. We help one another by sharing our knowledge.
- **MAKEOVER TABLE.** This gives us one-on-one time with our own customers where they can sample color products with our guidance.
- **PRIZES.** We have giveaways and prizes that all enjoy.



PARTY ON A PLATTER

**INDEPENDENT SALES DIRECTOR
TRUDY TOCHE,
PONTE VEDRA BEACH, FLA.**

I use a platter from home to serve up irresistible products at parties — especially smaller stocking stuffers my customers crave!

BONUS IDEAS:

- **Carry** wrapped holiday gifts at varying price points to fall appointments throughout the season.
- **Promote** your Mary Kay® Personal Web Site so your customers can shop online, especially on Pink Monday.
- **Help the guys** in December because we know most are scrambling to find gifts!

FOR MORE MERRYMAKER GIFT IDEAS, check out the holiday gifting video on the holiday hub!



IDEA!

You can get festive cello bags and ribbons through [MKConnections®](#) on Mary Kay InTouch®.

Product not included



SMALL BUSINESS SATURDAY IS NOV. 30!

**TEAM LEADER
CASEY FRIEDMEYER,
HENRYVILLE, IND.**

I go to our local high school and set up a table of irresistible gifts wrapped and ready to order for delivery later. You can ask permission to set up at a school or business. Let them know that you're a small business and that you'd love their support!



you can

do it

JULY 1, 2019 – JUNE 30, 2020



be the party!

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

NOV. 1-30

YOU CAN DO IT! FALL CONSISTENCY CHALLENGE: BE YOUR POTENTIAL.

JULY 1 – DEC. 31, 2019

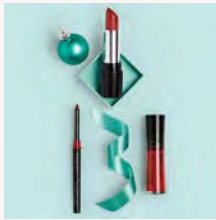
Achieve the **You Can Do It!** Challenge each month, [July through December 2019.](#) to earn these earrings from the exclusive **You Can Do It!** Challenge Collection by R.J. Graziano.



*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. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.

Holiday SOCIAL SELLING

Keep your social media merry and bright with fun product posts like these to inspire gift-giving ideas. #MaryKay



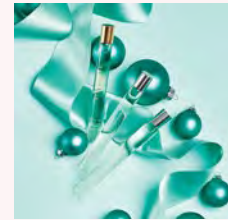
FA-LA-LA-LA LIPS

- *NouriShine Plus*® Lip Gloss, \$15
- *Mary Kay*® Lip Liner, \$12
- *Mary Kay*® Gel Semi-Shine or Gel Semi-Matte Lipstick, \$18 each



MERRY MIRACLES

TimeWise Miracle Set 3D The Go Set®, \$25



MERRY SPRITZMAS

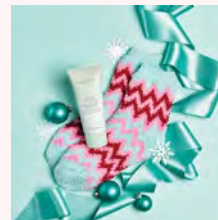
Limited-Edition* *Mary Kay*®
Fragrance Travel Spray, \$22 each

- *Cityscape*®
- *Live Fearlessly*®
- *Forever Diamonds*®



MAGICALLY MATTE

Mary Kay®
Oil Mattifier, \$18



BABY, IT'S COLD OUTSIDE!

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



BRUSH OF BEAUTY

Mary Kay® Essential Brush
Collection, \$55

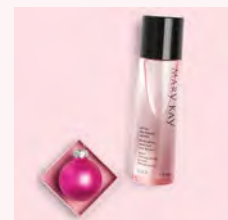
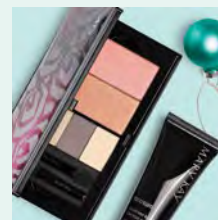


GOTTA HAVE IT

- Limited-Edition* *Mary Kay*®
Fragrance Travel Spray, \$22 each
- *Mary Kay Naturally*™
Moisturizing Stick, \$28

ALL I WANT FOR CHRISTMAS IS COLOR!

- *Mary Kay Perfect Palette*™
(unfilled), \$18
 - *Mary Kay*® CC Cream Sunscreen
Broad Spectrum SPF 15*, \$22
- ♥ Help customers fill with their favorite
Mary Kay Chromafusion® Eye Shadow,
Blush, Highlighter, and Contour.



EYE LOVE THE HOLIDAYS!

Mary Kay® Oil-Free Eye
Makeup Remover, \$17

Free fuzzy socks with purchase of *Mint Bliss*® while supplies last.

FIND THESE IMAGES AND MORE ON [MARYKAYINTOUCH®](#) > RESOURCES > DIGITAL ASSETS > [SEASONAL](#).



Gloria Mayfield Banks



Sonia Pérez



Cindy Williams



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!



Pamela Waldrop Shaw



Lupita Magaña



Anabell Rocha



Dayana Polanco



Debi Moore

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

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE EN MARCA PARA EL CÍRCULO INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive 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 2019, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for July 2019.) 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, 2019, through August 31, 2019./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 período 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 2019; 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 2019. 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 2019 al 31 de agosto de 2019.

INNER CIRCLE / CÍRCULO INTERIOR

\$550,000

Gloria Mayfield Banks
\$92,164

\$400,000

Sonia Páez
\$66,889

\$350,000

Cindy Williams
\$65,162
Patricia Turker
62,044
Lisa Madson
56,331

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$300,000

Pamela Waldrop Shaw
\$50,535

\$250,000

Lupita Magaña
\$46,106
Anabell Rocha
44,455

\$200,000

Dayana Polanco
\$40,995
Debi Moore
38,792
Dawn Dunn
38,452
Stacy James
37,004
Kerry Buskirk
36,390

Pamela Fortenberry-Slate

36,217
Julianne Nagle
35,048
Sandy Valerio
33,708

GOLD CIRCLE / CÍRCULO DE ORO

\$150,000

Linda Toupin
\$32,911
Anita Tripp Brewton
32,579
Kristin Myers
32,265
Cindy Fox
32,058
Cyndee Gress
30,167
Mariana Moreno
30,018
Dacia Wiegandt
29,704
Julia Burnett
28,115
Maricarmen Landa Ramos
27,493
Sara Pedraza-Chacón
26,839
Kay Elvrum
26,636
Juanita Gudiño
25,399
Yosaira Sánchez
25,305
\$125,000
Janis Z. Trude
\$24,703

Julie Krebsbach

24,525
Davanne Moul
24,030
Ada García-Herrera
23,937
Lisa Allison
23,812
Lily Orellana
23,764
Luzmila Abadia Carranza
23,506
Enma Bermeo
23,032
Noelia Jaimes
23,002
Mayuli Rolo
22,310
Paola Ramírez
22,178

Mary Estupiñan

21,700
O'Nelly Encarnación
21,672
Kim McClure
21,537
Jan Thetford
21,472
Somer Fortenberry
21,434
María Monarrez
21,182
Lia Carta
21,163
Pam Higgs
21,111



MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y COMISIONES MENSUALES

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.

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$62,838
Patricia Turker**
36,152
Sonia Páez**
24,893
Mariana Moreno*
19,565
Dacia Wiegandt*
18,735
Kerry Buskirk*
17,780
Dayana Polanco*
16,832
Julianne Nagle*
15,391
Tammy Crayk Smith
14,804
Pam Higgs
14,178
Rosibel Shahin*
13,559
Pamela Tull
13,504
Monique Balboa
13,311
Mayuli Rolo*
12,860
Anita Tripp Brewton*
12,520
Yudith Pupo
11,751
Marilyn Marte-De Mello
11,008
Pam Klickna-Powell
10,487
Luzmila Abadia Carranza*
10,283
Auri Hatheway
10,073

DIAMOND/DIAMANTE

Lisa Madson*
\$39,452
Pamela Waldrop Shaw**
23,561
Dawn Dunn*
19,396
Julia Burnett*
18,939
Kristin Sharpe
15,874
Lisa Allison
15,482
Candy Lewis
15,479
Lily Orellana
14,659
Kay Elvrum
14,248
María Monarrez
13,616
Shannon Andrews*
12,903
Susan Hohlman*
12,760
O'Nelly Encarnación
12,728
Leah Laughlan
12,476
Sue Pankow
12,237
Sharon Buck
11,830
Julia Mundy
11,815
Diana Sumpter
11,429
Rebecca Evans*
11,424
Roxanne McInroe
11,105
Yosaira Sánchez*
10,623

Alia Head
10,516
Yvonne Lemmon
10,461
Pam Ross*
10,246
Lynnea Tate
10,063

RUBY/RUBÍ

Cindy Williams*
\$31,432
Linda Toupin
23,850
Maricarmen Landa Ramos
23,776
Stacy James*
23,187
Kim McClure
17,088
Juanita Gudiño*
16,134
Anabell Rocha*
15,944
Cindy Fox*
15,571
Jan Thetford
14,614
Sandy Valerio*
14,516
Mary Estupiñan*
14,247
Julie Krebsbach*
13,661
Lia Carta**
13,508
Gloria Báez*
12,080
María Flores
10,358
Lara McKeever
10,289

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$31,569
Debi Moore*
22,828
Pamela Fortenberry-Slate*
19,382
Janis Z. Trude
16,592
Davanne Moul*
16,470
Sara Pedraza-Chacón*
16,197
Kristin Myers*
15,339
Somer Fortenberry
15,154
Cyndee Gress*
15,070
Lorraine Newton*
14,542
Diane Mentipty
14,384
Morayma Rosas
13,112
Paola Ramírez
12,329
Dawn Otten-Sweeney
10,981
Deb Wehrer
10,686
Elaine Kimble Williams
10,593
Kimberly Copeland
10,319
Valerie Bagnol*
10,143
* Denotes Senior NSD
** Denotes Executive NSD
*** Denotes Elite Executive NSD
* Denota DNV Senior
** Denota DNV Ejecutiva
*** Denota DNV Ejecutiva de Élite

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?



13% CLUB

CLUB DEL 13%

August/Agosto 2019

The top 25 independent sales force members 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./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Diamante** 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.

DIAMOND/DIAMANTE

Sherrie C. Purvis*	1,956
Nancy M. Polish*	1,760
Celeste Byrd*	1,726
Amie L. Brady*	1,659
Claudia Chavez*	1,576
Karime Rosas*	1,532
Mery Carina Ramirez Bravo*	1,477
Amy Kemp*	1,385
Heather M. Julson*	1,345
LaChelle M. Seleski*	1,254
Heidi Kenealy*	1,240
Shelley Olson*	1,227
Maria Sanchez*	1,225
Megan E. MacDowall*	1,211
Emily Sims*	1,194
Pamella Stinnett*	1,183
Ellyn Johnson*	1,179
Carol Fehr*	1,151
Nancy F. Castro*	1,151
Julie Danskin*	1,141
April C. Hutchinson*	1,139
Rochelle Collins*	1,139
Nadine H. Huckabee-Stanley*	1,136
Cindy S. Kriner*	1,135
Sherralynn Arnold*	1,110

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

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 2019./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 2019.

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

EMERALD/ESMERALDA Nancy Boucher, <i>Mary Kay National Area</i>	\$85,984
DIAMOND/DIAMANTE Amy Kemp, <i>Mary Kay National Area</i>	\$72,034
RUBY/RUBÍ Kali DeBlander Brigham, <i>Mary Kay National Area</i>	\$80,220
SAPPHIRE/ZAFIRO Jordan Eicher, <i>D. Moore Area</i>	\$67,562

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

EMERALD/ESMERALDA Tracy A. Clymer, <i>C. Bill Area</i>	\$9,661
DIAMOND/DIAMANTE Kelly M. Freeman, <i>K. Ford Area</i>	\$15,571
RUBY/RUBÍ Mayela M. Lopez, <i>M. Estupiñan Area</i>	\$15,722
SAPPHIRE/ZAFIRO Barbara Popowski, <i>Mary Kay National Area</i>	\$10,960

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

EMERALD/ESMERALDA Heather A. Langelier, N. Boucher Unit, <i>Mary Kay National Area</i>	\$14,785
DIAMOND/DIAMANTE Daniel Oh, D. Pettet Unit, <i>P. Waldrop Shaw Area</i>	\$12,237
RUBY/RUBÍ Susan K. Cummings, M. Mings Unit, <i>Mary Kay National Area</i>	\$10,212
SAPPHIRE/ZAFIRO Patsy A. Burrus, B. May Unit, <i>Mary Kay National Area</i>	\$11,759

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

EMERALD/ESMERALDA Tynisa L. Jones, E. Osaze Unit, <i>G. Mayfield Banks Area</i>	10 New Team Members
DIAMOND/DIAMANTE Leticia Hernandez, M. Garcia Unit, <i>S. Chamorro Area</i>	10 New Team Members
RUBY/RUBÍ Kathryn J. Gasior, K. McClure Unit, <i>K. McClure Area</i>	10 New Team Members
SAPPHIRE/ZAFIRO Sales Director Victalia Lorenzana, <i>J. Serrano Area</i>	13 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for August 2019./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en agosto de 2019.

EMERALD/ESMERALDA

Linda S. Chasten 20 New Unit Members

DIAMOND/DIAMANTE

Virgen V. Ortiz 27 New Unit Members
Jamie V. Taylor 23 New Unit Members

RUBY/RUBÍ

Tiffany M. Malt 24 New Unit Members

SAPPHIRE/ZAFIRO

Renee Johnson 21 New Unit Members

Do you know a go-giver?

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."

Nominate a well-deserving Independent Sales Director today!

Mary Kay InTouch® > Contests/Promotions > Recognition > Go-Give® Award.



¿Conoces a alguien con el Espíritu de la Entrega?

Mary Kay Ash dijo: "El Premio a la Entrega (Go-Give®) es quizá el honor más grande que se puede ganar la Directora de Ventas Independiente. Quienes poseen el Espíritu de la Entrega son el corazón de esta Compañía y nuestra brillante esperanza en el futuro".

¡Nomina hoy mismo a una merecedora Directora de Ventas Independiente!

Mary Kay InTouch® > Concursos/Promociones > Reconocimientos > Premio Go-Give®.

DIAMOND / *DIAMANTE*

NEW DEBUTS

DEBUTES

June/Junio 2019

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".



E Autumn W. Bigney
Bedford, VA
T. Minor Unit



Mary Ann Brechnick
Franklin, VA
R. Marshall Unit



Michelle Gooden
Detroit
B. Bridges-
Wheeler Unit



Norma Rivera
Freehold, NJ
M. Sagal Unit



Tina M. Stewart
Roanoke, VA
L. Tate Unit



Maria I. Tabares
Lancaster, CA
A. Segovia Unit



Not pictured;/Sin foto: *Daniela Aguilera*, Wichita, KS, L. Monarrez Unit; *Beatriz H. Arguello*, Houston, R. Fernandez Unit; *Lilian Arita*, Upper Darby, PA, M. Siguenza Unit; *Sandra Bocanegra*, Katy, TX, R. Rivera Unit; *Shannon Bryant*, Wisconsin Dells, WI, A. Hanifl Unit; *Rachael G. Cratty*, Napa, CA, K. Detweiler Unit; *Blanca Diego*, San Jose, CA, S. Vallejo Unit; *Samantha Ewing*, West Carrollton, OH, C. Peyton Unit; *Kellie K. Fennell*, Stevensville, MD, L. Caltabiano Unit; *Maria Gomez*, Waller, TX, V. Hyba Unit; *Lynne Gouge*, Yuma, AZ, K. Shurgot Unit; *Trish Hines*, Rock Hill, SC, K. Trimberger Unit; *Maria Y. Lopez*, Compton, CA, M. Sanchez Unit; *Rosa I. Oropeza*, New Rochelle, NY, S. Herrera Unit; *Damaris Pimentel*, East Hartford, CT, Y. Sanchez Unit; *Maribel Ramirez*, West Jordan, UT, C. Ramirez-Noyola Unit; *Kelly M. Smith-Koets*, Springfield, OR, A. Geertsen Unit; *Teresa Vasquez*, Saluda, SC, C. Cortez Mendoza Unit; *Edith Vigil Romero*, Corona, NY, J. Chacho Unit; *Jennifer E. Walters*, Sears, MI, S. Smith Unit; *Elise L. Watkins*, Jefferson, GA, M. Cape Unit; *Vernetta L. Williams*, McComb, MS, T. Satcher Unit.

DEAN'S LIST

LISTA DEL DECANO



August/Agosto 2018

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 3 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.



Belinda Valdez
Norwalk, CA
M. Landa Ramos Area
Ruby Seminar



Heather M. Rios
Blackshear, GA
E. Williams Area
Sapphire Seminar



Christa Dickert
North Augusta, SC
A. Tripp Brewton Area
Emerald Seminar



Congratulations!

TRIPLE CROWN

TRIPLE CORONA



August/Agosto 2018

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.

Not pictured;/Sin foto: *Michelle Tejada*, San Antonio, L. Orellana Area.



¡Felicitaciones!

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 - 16, go to *Mary Kay InTouch*®. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. 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 2018

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.



Renee Freund
Lebo, KS
Mary Kay
National Area



Mary McIntosh
Salado, TX
H. Goelzer Area

Not pictured/Sin foto: Michelle Tejada, San Antonio, L. Orellana 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 2019

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



Ninfa Aguilar
Sanchez
Brooklyn, NY
E. Bermeo Area



Debbie Jessee
LA Vergne, TN
A. Head Area

Not pictured/Sin foto: Carmen Cortez Mendoza, Columbia, SC, I. Jimenez Area.

ON THE MOVE EN ACCIÓN

June/Junio 2019

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.

Lilian Arita
Rachael G. Cratty

Maria Y. Lopez
Rosa I. Oropeza

Red Jackets, cont.

Melinda K. Hahn
Haleigh E. Hall
Gracie L. Handy
Miranda Harmon
Kortney J. Haynes
Rachel M. Herman
Milene Ibarra Regalado
Taylor B. Jimison
Jessica A. Leichtnam
Gabby Leksell
Anna Lobaugh
Glendel O. Makasiar
Megan P. Malone
Leigh Ann Milinich
Milvia R. Montalvo
Caitlin Morris
Amy L. Omiecinski
Mariela F. Ortega
Maribel Ortiz
Cora M. Ozuna
Casey Paisley
Trisha A. Parker
Esthela Paz
Hannah B. Permenter

Samantha Perry
Barbara Quintero
Julia Ramirez Sanchez
Marielos Reyes
Te P. Ridner
Guadalupe L. Rodriguez
Jamie L. Roland
Rosalia Roman
Yeidee Rosa
Alondra Salazar
Nereida Salazar
Andie N. Sanders
Gladis A. Sandoval
Haley Sexton
Baylie N. Sloan
Aggie Smith
Tia N. Sylvester
Kara L. Taylor
Keily Umanzor
Niurdis N. Urivazo
Judith Vargas
Emily R. Wright
Rose M. Wright

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS



August/Agosto 2019

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.

Kimberlyn Adams
Stephanie Adams
Miriam Aguilar
Lorna J. Anderson
Rachel Becerra
Pamela J. Billman
Valarie Bolen
Golda Brown
Katie Burgess
Veronica Cervantes
Esther Cruz
Ana I. De La Cruz De Batista

Maria T. DiCaro
Stephanie Elder
Aidee Escalante
Lidia A. Esparza
Annie S. Eure
Megan Forcum
Claudia Y. Gamez
Maria E. Garcia
Nora S. Garcia
Perri N. Gebert
Ines Guerra
Elizabeth C. Guevara

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

GOLD MEDALS MEDALLAS DE ORO

August/Agosto 2019

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

134 GOLD MEDALS

Maribel Olivares*

38 GOLD MEDALS

Eusebia C. Marte,
K. Colon Unit 5
Silvia Ramos* 5
Lorena Rodriguez* 5

97 GOLD MEDALS

Abigail Madrid*

37 GOLD MEDALS

Sonia Uribe* 6

84 GOLD MEDALS

Betty Symons*

80 GOLD MEDALS

Teresa A. Lischwe*

35 GOLD MEDALS

Carlos M. Rodriguez* 5

59 GOLD MEDALS

Rhona C. George*

32 GOLD MEDALS

Cira Michel* 6

53 GOLD MEDALS

Emilia B. Valles*

30 GOLD MEDALS

Maria E. Cavazos* 5

52 GOLD MEDALS

Viviane S. Freitas De Assis*

29 GOLD MEDALS

Carolyn Evans* 5
Mery Carina
Ramirez Bravo* 5

47 GOLD MEDALS

Mirna E. Alvarez*

28 GOLD MEDALS

Crispina S. Santos Herrera* 5

45 GOLD MEDALS

Margarita Gonzalez*

24 GOLD MEDALS

Liliana E. Madera* 5

39 GOLD MEDALS

Martha G Mendez*

23 GOLD MEDALS

Regina Del Cid*

5

11 GOLD MEDALS

Yolanda Gutierrez*

5

22 GOLD MEDALS

Beatriz Molina-Trevino*

6

9 GOLD MEDALS

Blanca Figueroa*

5

Megan N. Wilkes*

5

Emily Franks*

5

Carmen Montealegre*

6

Rosa I. Oropeza*

5

19 GOLD MEDALS

Hilda Sandoval*

6

8 GOLD MEDALS

Daysi Uzho Sumba*

5

18 GOLD MEDALS

Chelsea J. Claytor*

8

Amelia Flores*

6

7 GOLD MEDALS

Ana E. Aguilar*

5

Brenda Estrada*

8

Analuz Montoya Garcia*

5

Joyce M. Perry*

5

Dana L. Sone*

5

Sophia E. Stewart*

6

17 GOLD MEDALS

Maricela Tejeda*

5

15 GOLD MEDALS

Antonia Disla*

5

Sandra G. Gama*

5

Maria D. Madera*

5

6 GOLD MEDALS

Magnolia Bermejo*

5

Yolanda Montes Garcia*

5

Mary Y. Posadas*

5

14 GOLD MEDALS

Josephine Apsondaise*

5

13 GOLD MEDALS

Carmen Munoz*

6

Kimmie Roney*

5

Olga L. Sanchez*

5

5 GOLD MEDALS

Sandra P. Calderon*

5

Fabiola Rodriguez Castro*

5

4 GOLD MEDALS

Rocio Hernandez*

5

Edee Horne,

9

N. Tindall Unit

5

Ana R. Segovia*

5

3 GOLD MEDALS

Claudia Garcia,

7

E. Santos Unit

6

Leticia Hernandez,

10

M. Garcia Unit

6

Ciara N. Peyton*

6

Maria J. Pujols*

7

2 GOLD MEDALS

Mayra A. Calderon,

5

M. Melgoza

5

Huaracha Unit

6

Merary N. Cantarero

6

Lopez*

6

Rhonda Cluley,

5

B. Driggers Unit

6

Katherine Duncan,

5

L. Bradford Unit

7

Jely S. Pacheco*

5

Karina Soto,

7

E. Valdez-Cruz Unit

5

1 GOLD MEDAL

Rachel Becerra,

5

C. Repogle Unit

7

Golda Brown,

5

B. Akins Unit

5

Makinzy Chapman,

6

A. Zornes Unit

5

Monissa Childs*

5

Alejandra De Leon,

5

J. H. Villagran Unit

6

Trisha Elledge,

8

L. Bradford Unit

8

Aidee Escalante,

5

V. Ortiz Unit

6

Gracie L. Handy,

5

K. McElroy Unit

6

Guadalupe Loaliza,

5

E. Santos Unit

5

Mariela F. Ortega,

5

M. Ramirez Bravo Unit

5

Ana A. Pagan, M. Sagal Unit

5

Jessica Pope,

5

D. Metzger-Stearns Unit

8

Haley Sexton,

6

A. Zornes Unit

6

Keily Umanzor,

6

R. Mejia-Cardenas Unit

6

Taylor J. Van Winkle,

6

C. Underwood Unit

6

Dora Ventura,

7

R. McInroe Unit

7

Hannah Wagner,

5

A. Zellner Unit

5

Leslie Wayne,

5

R. Monzyk Unit

5

*Denotes Independent

Sales Director.

*Denota Directora de Ventas

Independiente.

GRAND ACHIEVERS**GRAN GANADORAS****August qualifiers/Calificadas en Agosto 2019**

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**

Gabrielle E. Blanton*
Lady Carol Campbell*
Annette Conley
Stephanie R. Gentz*
Emily Grady*
Minerva Guzman*

Danielle Isenberg*
Jeanne Phay*

**CONSULTANTS/
CONSULTORAS**

Katherine Duncan
* Denotes June qualifiers.
* Denota junio calificadores.



Calling all

Independent Sales Directors

We need your photo for recognition in *Applause*® magazine!
What we need:

- Color headshot — **no selfies please.**
- Business attire (preferably Independent Sales Director suit).
- Solid background.
- Minimum 300 dpi resolution.

Examples:

Please email your photo as an attachment to photos@mkcorp.com and be sure to include your **unit/Consultant number** and indicate if it's your first photo or a replacement.

IMPORTANT: If your photo was not taken at a Company-sponsored event, your photographer must send an email to photos@mkcorp.com, granting usage permission. **We cannot publish your photo without permission.**

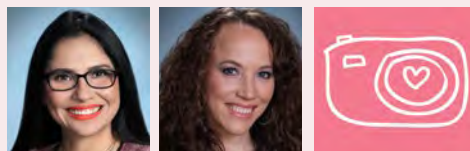
They can add: "I, [fill in name], confirm that I am the original photographer of the attached image and the sole and rightful owner of all rights, including the copyright, in the image. I hereby grant Mary Kay Inc. the royalty-free perpetual worldwide transferable right to use and reproduce the image without limitation for purpose. [OR any and all purposes, including advertising and publicity without time, use or other limitations]."

Un llamado

Directoras de Ventas Independientes

¡Queremos tu foto para fines de reconocimientos en la revista *Aplausos*! Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfis**
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Fondo sólido un solo color.
- Resolución mínima de 300 dpi.

Ejemplos:

Envíanos por email tu foto como un adjunto a photos@mkcorp.com y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

IMPORTANTE: Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a photos@mkcorp.com donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: "Yo, [nombre], confirmé que soy el fotógrafo original de la imagen adjunta y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (*copyright*) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación en su propósito (O BIEN: para cualesquiera propósitos, incluidos publicitarios, comerciales y sin límite de tiempo ni uso ni otras limitaciones)."

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

August/Agosto 2019

The top 100 Independent Sales Directors in each Seminar area based on their August 2019 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en cada área de Seminario según su producción de unidad estimada al menudeo de agosto de 2019.

EMERALD/ESMERALDA

Nancy Boucher	\$85,984
Melinda M. Balling	70,209
Nicole L. McDaniel	66,328
Maria J. Koo	64,789
Christine D. Barrueco	63,702
Jennifer L. Besecker	63,342
Bridgett L. Moore	63,086
Stacian C. Daye	62,749
Kim I. Bessey	62,007
Amber L. Towne-Geehan	61,681
Richelle V. Barnes	59,726
Stacey Craft	59,143
Karen Hunter	57,768
Mary Strauss	57,373
Ginny B. O'Kain	55,835
Maggie Rader	52,309
Sheri Farrar-Meyer	51,041
Denise G. Kucharski	50,330
Brittani M. Jenks	49,478
Leslie M. McKinney-Smith	49,303
Stacy D. Foust	48,518
Hollie R. Sherrick	48,517
Edie Norquist	46,655
Brenda Stafford	46,147
Janice B. Hull	45,172
Betty McKendry	45,056
Doreen Stevens	44,476
Deanna L. Spillman	44,415
Ebun Osaze	44,364
Joanna Helton	42,809
Paula Tyree Bowman	42,269
Merina M. Givens	42,193
Jo M. Cotton	42,173
Tammy West-Murrian	41,508
Keiko M. Nakao	41,409
Amy L. Fields	41,168
Kendri E. Burkett	40,629
Tina M. Dees	40,414
Pam Kelly	40,261
Kimbi L. Bartik	39,576
Audrey J. Doller	39,438
Katy Goldstein	39,326
Tandy Fischer	38,846
Michele S. Rankin	38,484
Nancy Rodriguez	38,190
Jill Beckstedt	38,173
Linda Klein	37,659
Carrie Bloink	37,503
Stephanie H. Blake	37,426
Cindy Anderson	37,337
Joslyn Eaton	37,134
Vickie D. Swinger	36,681
Kim Williams	36,566
Karen E. Riddle	36,506
Ashley N. Clinesmith	36,364
Shauna L. Abbotts	36,318
Mara C. Lane	36,231
Nancy O'Hara	35,988
Amanda Swindle	35,974
Jacquelyn Dykstra	35,911
Heather D. Hulse	35,909
Phyllis I. Pinsker	35,750
Amber D. Campbell	35,686
Lisa C. Mack	35,667
Jennifer C. Babineau	35,599
Olayinka K. Adegbayi	35,575
Margaret Neill	35,571
Cynthia Pack	34,847
Liz Voran	34,659
Shawna D. Schneider	34,243
Ann F. Smith	34,111
Michelle L. Calbert	33,895

Carolyn Thompson	33,708
Helen Amato	33,692
Amy M. Alber	33,529
Harriett Sharpe	33,351
Brenda L. Wilbur	33,127
Carol M. Fulton	32,992
DeeDee J. Arcuri	32,967
Jennifer A. Enloe	32,956
Audrey L. Detesco-Nickell	32,898
Nancy A. Berlin	32,856
Lesa R. Franken	32,856
Sidney Crowell	32,777
Maureen Jirikowic	32,670
Chris H. Teague	32,421
Elsi Coto	32,277
Linda J. Wicks	32,172
Marie Pfarr	32,118
Emily S. Vijil	32,112
Laura H. Holland	32,090
Kathy Eckhardt	32,062
Melissa Makarick	31,970
Dawn Wilson	31,906
Traci D. Wimer	31,900
Diane M. Detesco	31,807
Mónica P. Coba	31,789
Lindsay E. Freisthler	31,671
Kijuan R. McKinnie	31,342
Leanne Parrino-Pheasant	31,302

DIAMOND/DIAMANTE

Amy Kemp	\$72,034
Kim A. Messmer	68,052
Marsha Morrisette	66,426
Deborah S. Bailye	66,105
Sherrie C. Purvis	64,395
Virgen V. Ortiz	61,199
Lacey L. Bradford	60,166
Angela J. Fry	58,531
Mileta K. Kinser	58,417
Geri Anne Morris	58,288
Jamie V. Taylor	56,743
Donna K. Smith	55,440
Priscilla McPheeters	55,341
Susan M. McCoy	54,814
Nicki R. Hill	53,619
Laura E. Knight	53,510
Maria L. Garcia	52,554
Suzanne T. Young	52,369
Stephanie A. Mottaz	52,035
Mary Kathryn King	51,637
Emily Sims	51,232
Kelly Willer-Johnson	50,607
Crystal D. Gardner	50,103
Mery Carina Ramirez Bravo	49,346
Paula Kelsch	48,850
April C. Hutchinson	48,509
Janis Onstott	48,441
Christy Bigham	48,304
Mary P. Creech	47,966
Terri J. Beckstead	47,649
Mariann Biase Mason	47,338
Christi G. Campbell	47,156
Karime Rosas	46,810
Rhona C. George	46,610
Alicia Kingrey-Lokai	46,246
Michelle Cape	45,659
Mary G. Gronholz	44,864
Barbara E. Roehrig	44,366
Shelly Palen	44,180
Celeste Byrd	44,013
Billie Gillespie	43,484
Audrey K. MacDowall	43,286

Denise M. Cadenhead	43,162
Kathy M. Viola	42,889
Megan N. Wilkes	42,864
Donna F. Knotts	42,826
Tawnya Krempges	42,812
Karen M. Bonura	42,764
Nancy M. Polish	42,602
Sandy Griffith	42,164
Susie Kopacz	41,807
Allison Piro	41,534
Maggie Pereyra	41,171
Lindsey D. Christenson	41,090
Sylvia L. Martinez	40,879
Melissa Hindermann	40,770
Jenny Siemonsma	40,511
Kay Dickerson	39,836
Cheryl A. Searcy	39,610
Heidi Kenealy	39,577
Amanda N. Wright	39,236
Robbie L. Brannon	38,899
Holly A. Brown	38,723
Terri Lewis	38,566
Dayna L. Lemke	38,526
Kathy R. Bullard	38,335
Nadine H. Huckabee-Stanley	38,307
Christina L. Frantz	38,274
Casey Goff-Martin	38,075
Dolly A. Metzger-Stearns	38,016
Amber R. Nichols	37,815
Deborah Dudas	37,325
Lindsay R. Stewart	37,294
Cindy Machado-Flippen	37,116
Rita M. Krause	37,097
Alicia Borkowska	36,948
Ashley S. Orr	36,759
Denise Nygard	36,555
Ana E. Rodriguez	36,500
Cheryl A. Riead	36,159
Kelly K. Johnsrud	35,950
Amy Zietlow	35,799
Marty T. Wynn	35,751
Rhonda Kambeitz	35,731
Marina S. Ramirez	35,589
Marlinda R. Brown	35,580
Wendy Hayum-Gross	35,334
Stephanie A. Richter	34,786
Susie Moore	34,629
Linda T. Cartiglia	34,569
Rose Rodriguez-Capone	34,567
Joan M. Farrell	34,334
Faith A. Gladding	34,230
Sahidy Madrigal	34,225
Nancy F. Castro	33,975
Jessye R. Nichols	33,947
Megan E. MacDowall	33,729
Pat Joos	33,707
Rebecca Tilley	33,664
Ruth Alvarado	33,246

RUBY/RUBÍ

Kali DeBlander Brigham	\$81,427
Laura V. Middleton	74,088
Luz A. Perez	69,540
Laura L. Waters Vazquez	67,101
Kaela L. Steinman	64,597
Krystal D. Downey-Shada	63,947
Paula M. Kirkpatrick	61,416
Elida A. Polanco	61,351
Patti Cornell	61,326

Brenda Fenner	59,253
Cleta Colson-Eyre	59,132
Diane K. Lundgren	58,246
Lauren N. Bloomer	56,155
Maria D La L. Gabriel	55,576
Mary A. Dell	53,554
Rose Campbell	52,477
Suzanne Moeller	50,650
Ryan A. Rives	50,026
Andrea Jackson Berger	49,003
Stephanie L. Coker	48,659
Lisa Hansen	48,575
Laurie C. Cole	48,563
Maureen Shipp	48,216
Heather A. Daniel-Kent	48,117
Amy Kitrell	47,971
Tamara M. Bradford	47,877
Judie Roman	47,833
Laura A. Kattenbraker	47,400
Terry Thole	46,815
Susan C. Ehrnstrom	46,420
Tiffany M. Malt	46,302
Stephanie Audino	46,225
Randi S. Gleason	45,989
Laurie T. Plyler	45,602
Donna Clark-Driscoll	45,288
Susan Moore	45,034
Carmen J. Felix	43,913
Marye Durrer	43,890
Thessy N. Nwachukwu	43,156
Tshanna C. Diggan	42,904
Trudy D. Nikolas	42,899
Valerie A. Lucio-Polk	42,844
Elvia Guzman	42,817
Kellee L. Valerio	42,038
Stephanie B. Silver	41,753
Lisa Anne Harmon	41,724
Amy C. Schule	41,188
Marnie R. Yunger	40,883
Jessica L. Williams	40,361
Barbara L. Harrison	40,333
Sheri Ammons	39,785
Amie Christly	39,444
Juana Molina	39,322
Stacey P. Nelson	39,321
Milagro V. Diaz	39,190
Judy Lund	39,105
Sylvia T. Barritt	38,712
Tameka N. Ephraim	38,503
Lori M. Langan	38,456
K.T. M. Martin	37,900
Barbara Baty	37,867
Jeanie Ripley	37,375
Nancy Vickery	37,157
Jenna M. Larson	37,010
Jeanie K. Navrkal	36,912
Liz Whitehouse	36,479
Palia A. Curry	36,474
Becky Goshorn	36,060
Lisa V. Bauer	35,876
Karen E. Gardner	35,819
Kerri D'Esposito	35,803
Stacy S. Gilson	35,514
Heather J. McKinney	35,215
Lee A. McCarthy	35,181
Amy Stokes	35,065
Nicole Medjesky-Dixon	35,055
Kimberly Cavarretta	34,890
Marsha Mings	34,831
Julie Smith	34,535
Candace L. Doverspike	34,494
Jaime M. Bittner	34,221
Karen L. Crownover	34,126
Ginger J. Benedict	33,884
Rachel P. Kellogg	33,858

Vicki O'Bannon	33,834
Whitney Wemhoff	33,602
Jenn Kirkham	33,574
Christy M. Cox	33,527
Maricruz Flores	33,522
Cathy Burrell	33,396
Rebecca H. White	33,393
Tammy Brown	33,369
Patty L. Bojan	33,126
Marie A. Harbord	33,024
Sonya F. Goins	32,735
Tammy D. Niehaus	32,595
Rose Mary Neel	32,587
Susie J. Serio	32,187
MinDee M. Sommerla	32,145
Eusebia Bonilla	32,036

SAPPHIRE/ZAFAIRO

Jordan Eicher	\$70,382
Jeanette M. Thompson	61,069
Lady Ruth Brown	57,265
Jeni Tjelle	56,733
Keita Powell	53,175
Amy J. Bowman	53,096
Missy M. O'Neal	52,019
Vicki Piccirilli	51,163
Christine M. Jessee	50,121
Debbie A. Weld	49,768
Jessica Holzbach	49,108
Michele M. Armes	48,922
Laura M. Villalpando	48,674
Ann W. Sherman	48,413
Carol Lee Johnson	47,696
Randi Stevens	47,317
Moleda G. Dailey	46,576
Katherine L. Longley	46,339
Reyna V. Alvarado Rivera	46,281
Linda Meier	46,120
Tracy Potter	45,291
Cynthia S. Sheppa	44,918
Doris M. Quackenbush	44,639
Robyn S. Cartmill	44,548
Kim B. Roberts	44,374
Cheri L. Taylor	44,056
Heather L. Bohlinger	43,892
Petie L. Huffman	43,099
Charlene Grubbs	43,080
Jennifer Levitt	43,031
Tommi Pleasure	42,499
Joli A. Dockery	41,969
Kimberly Leigh Moore	41,905
Laura Poling	41,750
Linda H. Rowsey	41,231
Linne' Lane	40,997
Marjorie S. Haun	40,794
Julie Neal	40,510
Jennifer K. Guidry	40,428
Jessica N. Schultz	40,363
Candace N. Holte	39,748

Kelly I. Brock	39,601
Kaye Yuen	39,182
Dolores Keller	39,168
Erika D. Hulm	38,854
Kristi M. Anderson	38,732
Hazel White	38,731
Robin S. Moody	38,516
Penny J. Jackson	38,506
Krystal K. Hunsucker	38,390
Lana M. Hartzog	38,259
Linda A. Jones	38,142
Autumn R. Heble Britton	37,817
Trisha Taylor	37,667
Kara J. Boucher	37,579
Tracy Foltz	37,523
Beth T. May	37,348
Patty Webster	37,252
Marni M. Hendricks	37,012
JoAnn M. Allen	37,001
Mary Lou Ardohain	36,892
Suzanne Tripp-Black	36,774
Alyssa R. Epperson	36,656
Cindy Harness	36,581
Brenda Ashlock	36,256
Bridget N. Howerton-Adams	36,220
Kristen M. Christen	36,104
Della S. Godfrey	35,799
Sherri Reindl	35,683
Chris Havens	35,640
Kivian Diaz-Harris	35,548
Carmen B. Jones	35,394
Jennifer G. Bouse	35,227
Lisa L. Jones	35,179
Maria Claxton-Taylor	35,155
Mary K. White	34,958
Ruby Garner	34,710
Joyce A. Newell	34,616
Pam Garner Moore	34,287
Marie E. Vlamnick	34,096
Lynn F. Huckels	34,070
Kathy Lee	33,822
Alma Bello Torres	33,789
Claudia D. Clem	33,779
Laurieann Barclay	33,689
Elsie Jackson	33,532
Jamie L. Lawrence	33,496
Kim Tarbet Munoz	33,466
Gloria Stake Miller	33,465
Peggy Matish	33,382
Bonnie Crumrin	33,200
Epsie J. Elmer	33,152
Jodi L. Feller	33,075
Jerlene Vrana	32,958
Renee Johnson	32,766
Sylvia Boggs	32,650
Regina I. McDermott	32,499
Pamela O. Pruitt	32,346
Courtney H. Young	32,230
Pilar Najera	32,066

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

August/Agosto 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in August 2019. Names in **bold** print earned the maximum 23 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 cada área del Seminario en agosto de 2019. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA

Nancy Boucher \$9,898
Melinda M. Balling 9,871
Jennifer L. Besecker 9,849
Eburn Osaze 8,771
Bridgett L. Moore 8,742
Nicole L. McDaniel 8,742
Kim I. Bessey 8,680
Leslie M. McKinney-Smith 8,415
Richelle V. Barnes 8,307
Amber L. Towne-Geehan 8,288
Stacey Craft 8,057
Stacy D. Foust 7,931
Karen E. Ridle 7,925
Brittani M. Jenks 7,922
Christine D. Barrueco 7,922
Janice B. Hull 7,576
Nancy O'Hara 7,572
Diane M. Detesco 7,352
Lesa R. Franken 7,333
Hollie R. Sherrick 7,246
Maggie Rader 7,172
Katy Goldstein 7,077
Denise G. Kucharski 6,963
Shauna L. Abbotts 6,847
Kimbi L. Bartik 6,825
Paula Tyree Bowman 6,794
Mary Strauss 6,723
Jill Beckstedt 6,695
Carrie Bloink 6,673
Audrey J. Doller 6,629
Brenda Stafford 6,620
Ginny B. O'Kain 6,576
Betty McKendry 6,471
Luanne Stewart 6,439
Deanna L. Spillman 6,411
Menina M. Givens 6,343
Krista A. Johnson 6,280
Dircia Rodriguez 6,242
Sheri Farrar-Meyer 6,239
Liz Voran 6,217
Carolyn Thompson 6,129
Ann F. Smith 6,121
Shawna D. Schneider 6,119
Olayinka K. Adegbayi 6,110
Sally Moreno 6,018
Elsi Coto 6,011
Linda Klein 5,893
Luisa Urena Mora 5,854
Joanna Helton 5,852
Shelley Money-Eldridge 5,852
Maria de La Luz Avila 5,832
Emily Stone 5,796
Dercy Minotta 5,756
Kendri E. Burkett 5,727
Kathryn L. Engstrom 5,701
Cindy Anderson 5,676
Doreen Stevens 5,670
Jessica Mendoza 5,604
Kathy Eckhardt 5,573
Jo M. Cotton 5,550
Shannon M. Palko 5,530
Pam Kelly 5,497
Mara C. Lane 5,430
Michele S. Rankin 5,429
Lourdes Chavez 5,419
Rachelle L. Brinker 5,394
Tandy Fischer 5,391
Amanda Swindle 5,389
Tammy West-Murrian 5,363
LaKeshia M. Chisholm 5,331

Lindsay E. Freisthler 5,273
Leanne Parrino-Pheasant 5,234
Harriett Sharpe 5,233
Kim Williams 5,222
Emily S. Vijil 5,213
Cynthia Pack 5,209
Phyllis I. Pinsker 5,199
Ashley N. Clinesmith 5,195
Heather D. Hulsey 5,183
Amy M. Alber 5,178
Stacian C. Daye 5,160
Mikaela Garth 5,142
Amy L. Fields 5,135
Consuelo A. Gomez 5,124
Nancy Rodriguez 5,123
Jennifer D. Carr 5,120
Keiko M. Nakao 5,085
Audrey L. Detesco-Nickell 5,062
Mónica P. Coba 5,046
Elva Jordan 5,045
Farrah L. Fontaine 4,999
Lisa C. Mack 4,991
Linda J. Wicks 4,916
Rachelle Holloway 4,909
Jacquelyn Dykstra 4,893
Karen Hunter 4,881
Krista Erdmann 4,874
Lisa Reimer 4,872
Nancy A. Berlin 4,869
Michelle L. Calbert 4,855

DIAMOND/DIAMANTE

Jamie V. Taylor \$11,126
Amy Kemp 10,754
Celeste Byrd 10,749
Sherrie C. Purvis 10,529
Deborah S. Bailley 10,420
Kathleen Koclanes 10,178
Marsha Morrisette 9,958
Karime Rosas 9,497
Tawnya Krempges 9,382
Mery Carina Ramirez Bravo 9,325
Kim A. Messmer 9,071
Alicia Kingrey-Lokai 8,989
Nancy M. Polish 8,864
Megan N. Wilkes 8,636
Nicki R. Hill 8,597
Terri J. Beckstead 8,479
Lacey L. Bradford 8,427
Sandy Griffith 8,319
Virgen V. Ortiz 8,311
Delmi C. Santos 8,286
Audrey K. MacDowall 8,096
Mary Kathryn King 8,063
Paula Kelsch 7,841
Angela J. Fry 7,810
Priscilla McPheeters 7,748
Emily Sims 7,739
Maria Sanchez 7,675
Mileta K. Kinsler 7,672
Nadine Bowers 7,638
Gerri Anne Morris 7,619
Michelle Cape 7,610
Claudia Chavez 7,560
Christina L. Frantz 7,546
Christy Bigham 7,524
Susan M. McCoy 7,522
LaChelle M. Seleski 7,438
Stephanie A. Mottaz 7,258
April C. Hutchinson 7,190

Donna K. Smith 7,141
Rose Rodriguez-Capone 7,115
Suzanne T. Young 7,079
Kelly Willer-Johnson 7,049
Crystal D. Gardner 7,020
Maria L. Garcia 7,018
Stephanie A. Richter 6,901
Barbara E. Roehrig 6,881
Lisa Rada 6,847
Shelly Palen 6,824
Nancy F. Castro 6,792
Faith A. Gladding 6,750
Cindy Machado-Flippen 6,742
Laura E. Knight 6,635
Connie L. Russo 6,559
Karen M. Bonura 6,497
Mary P. Creech 6,490
Donna F. Knotts 6,445
Rita M. Krause 6,426
Blythe J. Egbert 6,348
Kay Dickerson 6,329
Janis Onstott 6,306
Veronica J. Hyba 6,305
Amy Zanto 6,286
Elsa F. Santos 6,278
Heather M. Julson 6,273
Deborah Dudas 6,195
Taylor A. McKnight 6,182
Marlinda R. Brown 6,176
Mary G. Gronholz 6,175
Lindsey D. Christenson 6,164
Cheryl A. Riead 6,112
Christi G. Campbell 6,108
Wendy Hayum-Gross 6,082
Denise Nygard 6,040
Paula Grabau-Friedt 6,010
Amanda N. Wright 5,998
Denise M. Cadenhead 5,996
Lou Cinda Utley 5,979
Martha Kay Raile 5,925
Susie Kopacz 5,915
Shelley Olson 5,904
Robbie L. Brannon 5,893
Megan E. MacDowall 5,882
Holly A. Brown 5,833
Yolanda Carrillo 5,810
Deanna L. Manning 5,789
Heidi Kenealy 5,777
Mariann Biase Mason 5,767
Dayna L. Lemke 5,711
Nadine H. Huckabee-Stanley 5,708
Kathy R. Bullard 5,694
Lindsay R. Stewart 5,681
Kathe Cunningham 5,669
Sara R. Pennella 5,663
Jenny Siemonsma 5,647
Sylvia L. Martinez 5,618
Lisa A. Stengel 5,586
Judy Higgins Pantano 5,577
Marina S. Ramirez 5,577
Anne Geertsen 5,552
Maggie Pereyra 5,520

RUBY/RUBÍ

Luz A. Perez \$13,704
Elvia Guzman 11,032
Kali DeBlander Brigham 10,614
Elida A. Polanco 10,352
Maria D La L. Gabriel 10,269

Thessy N. Nwachukwu 9,573
Amy Kitzell 9,568
Marye Durrer 9,279
Clela Colson-Eyre 9,276
Randi S. Gleason 9,260
Patti Cornell 9,256
Lauren N. Bloomer 9,205
Laura V. Middleton 9,200
Jeanie K. Navrkal 9,156
Mary A. Dell 9,025
Jenn Kirkham 8,979
Ryan A. Rives 8,924
Paula M. Kirkpatrick 8,880
Heather A. Daniel-Kent 8,877
Carmen J. Felix 8,433
Ginger J. Benedict 8,273
Laurie C. Cole 8,138
Amy Stokes 7,973
Rose Campbell 7,951
Krystal D. Downey-Shada 7,910
Stephanie L. Coker 7,896
Brenda Fenner 7,768
Tiffany M. Malt 7,765
Kaela L. Steinman 7,683
Laurie T. Plyler 7,616
Rachel P. Kellogg 7,580
Diane K. Lundgren 7,572
Barbara Pleet 7,391
Judie Roman 7,261
Milagro V. Diaz 7,213
Laura A. Kattenbraker 7,116
Tamarie M. Bradford 7,049
Susan Moore 6,979
Rachael M. Bullock 6,968
Donna Clark-Driscoll 6,720
Liz Whitehouse 6,479
Kellee L. Valerio 6,384
Juana Molina 6,383
Stephanie Audino 6,374
Suzanne Moeller 6,313
Irlene Zapalac 6,306
Nikole M. Childress 6,303
Maria Bautista 6,274
Tshanna C. Diggan 6,267
Stacy S. Gilson 6,259
Maureen Shipp 6,246
Julie B. Potts 6,202
Susan C. Ehrnstrom 6,152
Lisa Hansen 6,101
Jeannette Curren-Cochran 6,014
Terry Thole 6,000
Jacqueline N. Alford 5,984
Elizabeth A. Elder 5,943
Marnie R. Yungler 5,936
Pat Z. Allen 5,933
Stephanie B. Silver 5,827
Raul Delgado 5,824
Lisa Anne Harmon 5,822
Amy C. Schule 5,785
Elvia Cordova 5,732
Lisa Olivares 5,716
Lori M. Langan 5,715
Laura L. Waters Vazquez 5,697
Barbara L. Harrison 5,685
Rachel Mega 5,669
Andrea Jackson Berger 5,620
Stacey P. Nelson 5,611
Jaime M. Bittner 5,579
Peggy Young 5,508
Patty L. Bojan 5,497

Lisa V. Bauer 5,477
Cissy E. Warren 5,476
Gloria Moreno Medrano 5,472
Caitlin M. Griffo 5,448
Eusebia Bonilla 5,444
Candace L. Doverspike 5,442
Karen Paluga-Larson 5,439
Terry S. Smith 5,437
Linda Sigle 5,374
Martina Roman 5,366
Trudy D. Nikolas 5,341
Amie Christly 5,335
Becky Goshorn 5,322
Jessica L. Williams 5,281
Barbara Baty 5,228
Cathy Burrell 5,228
Tracey L. Chavez 5,218
Alice R. George 5,210
Lorraine Noland 5,198
Melanie S. Abernathy 5,198
Valerie A. Lucio-Polk 5,170
Cheryl Banks 5,160
Judy Lund 5,150
Heather J. McKinney 5,096
Sheryl K. Martin 5,081

SAPPHIRE/ZAFIRO

Linda Meier \$10,570
Jordan Eicher 10,290
Lady Ruth Brown 10,250
Missy M. O'Neal 9,150
Vicki Piccirilli 9,021
Laura M. Villalpando 8,568
Pam Garner Moore 8,491
Maria Claxton-Taylor 8,400
Jeanette M. Thompson 8,369
Marni M. Hendricks 8,212
Kelly I. Brock 8,003
Amy J. Bowman 7,712
Tracy Potter 7,682
Katherine L. Longley 7,650
Jeni Tjelle 7,649
Debbie A. Weld 7,603
Michele M. Armes 7,586
Tommi Pleasure 7,583
Hilda M. Magana 7,500
Erika D. Hulm 7,417
Carmen B. Jones 7,394
Julie Neal 7,248
Bridget N. Howerton-Adams 7,210
Keita Powell 7,149
JoAnn M. Allen 7,105
Reyna V. Alvarado Rivera 7,101
Moleda G. Dailey 6,934
Tracey F. Hedrick Lassiter 6,901
Dolores Keller 6,823
Jennifer Levitt 6,793
Heather L. Bohlinger 6,772
Kim B. Roberts 6,757
Kimberly Leigh Moore 6,744
Delia Ponce 6,720
Linne' Lane 6,700
Mary Lou Ardohain 6,678
Sylvia Boggs 6,628
Judi Tapella 6,614
Ann W. Sherman 6,600
Brenda Ashlock 6,595
Jennifer K. Guidry 6,559

Victalia Lorenzana 6,525
Katie D. Nichols 6,504
Trisha Taylor 6,486
Brooke E. Bennett-Young 6,485
Carol Lee Johnson 6,483
Jessica Holzbach 6,479
Julie B. Sapp 6,474
Pennry J. Jackson 6,454
Cheri L. Taylor 6,381
Cynthia S. Sheppa 6,328
Jeanette E. Beichle 6,311
Peggy B. Sacco 6,284
Christine M. Jessee 6,271
Linda A. Jones 6,270
Petie L. Huffman 6,243
Marie E. Vlaminc 6,241
Suzanne Tripp-Black 6,221
Jessica N. Schultz 6,179
Tehrie Ned 6,166
Doris M. Quackenbush 6,131
Joli A. Dockery 6,130
Randi Stevens 6,129
Tinia W. Campbell Piard 6,129
Ruby Garner 6,117
Alma Bello Torres 6,089
Robyn S. Cartmill 6,080
Rita Schaefer 6,023
Amy J. Burris 5,840
Laurieann Barclay 5,838
Marjorie S. Haun 5,827
Charisse Burton 5,807
Candy I. Brown 5,803
Karla M. Reno 5,794
Epsie J. Elmer 5,790
Casie Hembree 5,780
Marita W. Campbell 5,746
Mary K. White 5,740
Cindy Harness 5,723
Lynn Baer Roberts 5,714
Beth S. Austin 5,705
Julie A. Griffin 5,676
Belle L. Martin 5,672
Jennifer J. McNulty 5,648
Amy C. Hayes 5,640
Sandra G. Kirchhoff 5,637
Margarita Elisea 5,636
Lana M. Hartzog 5,608
Lynn F. Huckels 5,587
Charlene Grubbs 5,586
Nancy W. Pettaway 5,583
Natalie Reed 5,550
Oralia Gil 5,539
Laura Poling 5,483
Robin S. Moody 5,473
Chris Havens 5,358
Marcela Sierra 5,329
Hazel White 5,285
Sherrae E. Koehler 5,237
Satarro Purnell 5,216





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.



EMERALD

Rosanna Briceño Sanchez

Independent Senior Sales Director
Began Mary Kay Business
March 2009

Sales Director Debut
September 2010

Offspring two first-line
National Sales Director
Auri Hatheway

Honors Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement

Personal Lives in Dorado, Puerto Rico, Husband, Wladimir; son, Caleb

“I am motivated to help others because my vision in life is an extension of God's vision, which is based on serving others and adding value to people wherever I go, with everything that I do. That is the reason why Mary Kay's vision, mission and philosophy align so perfectly to my values and principles. I have been called to serve, protect and pass on the Mary Kay legacy to future generations.”

Independent Sales Director Jessica Nieves of San Juan, Puerto Rico, says, “She is the Independent Sales Director with the most adopted Beauty Consultants and Sales Directors that I know. It's incredible to watch how she treats us and offers us all her resources and knowledge without receiving any type of compensation for the successes in our units. I know that she is the Go-Give example I want to emulate.”



DIAMOND

Holly Neff

Independent Senior Sales Director
Began Mary Kay Business
June 2005

Sales Director Debut
February 2006

Offspring two first-line
National Sales Director
Yvonne Lemmon

Honors Star Consultant; Queen's Court of Sharing; 11-times Circle of Achievement; Circle of Excellence; Double Star Achievement

Personal Lives in The Woodlands, Texas. Husband, Mack; sons: Evan, Alex

“I am motivated to help others because my life mantra is, I love to love and live to give. Gifting people my love, belief and time is where I serve at the highest level AND honor God's calling on my life.”

Independent Beauty Consultant Haley Flood of Houston, Texas, says, “She is always loving us to success. She is honest, trusting and an amazing mentor. She sees you for who you are and who you want to become and makes it her mission to get you there. I could not imagine a better woman as my mentor, leader and friend.”



RUBY

Natalyn Slaughter

Independent Future Executive Senior Sales Director

Began Mary Kay Business
March 1993

Sales Director Debut
October 1996

Offspring three first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; Consultant Queen's Court of Personal Sales; 11-times Circle of Achievement

Personal Lives in St. Augustine, Fla. Husband, Perry; son, Alex; daughters: Megan, Sara, Ashley, Madeline

“I am motivated to help others because I am so grateful to be associated with a Company that has a philosophy of God first, family second and career third. I love mentoring others, and I find great joy helping others discover their full potential. I am passionate about keeping Mary Kay Ash's legacy alive for future generations to follow.”

Independent Beauty Consultant Dawn Rys of St. Augustine, Fla., says, “Natalyn has such an energetic energy around her. She demonstrates such a positive attitude toward her unit and adoptees. She is always asking if she can help us with our parties and interviews, and she shares the secrets of her success with us during weekly meetings or calls. She is a leader and certainly a Go-Give leader.”



SAPPHIRE

Carolyn Kelley

Independent Senior Sales Director
Began Mary Kay Business
November 1999

Sales Director Debut
January 2004

National Sales Director
Mary Kay National Area

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

Personal Lives in Jacksonville, Fla. Husband Jeff; sons, Christopher, William; daughter, Jillian

“I am motivated to help others because I know how much of an impact our incredible Company and opportunity has made on me, and it's my honor to pass it on to people. We are passing on hope, choices and legacy. Jeremiah 29:11”

Independent Sales Director Raven Hardy of Columbia, S.C., says, “Carolyn is always willing to pour into others — training and coaching. She is never selfish with her resources and not only exemplifies what a successful Sales Director should be, but voluntarily transfers that skill to others. She was instrumental in aiding me to become a Sales Director, and I will be forever grateful!”

MARY KAY LEADERSHIP 2020

JAN. 12–15, 2020



This [leaders-only event](#) is a great way to celebrate the new year and your successes! Be the first to discover new products and programs, sharpen your leadership skills and share ideas with your sister Mary Kay Independent Sales Directors.

One Event for ALL LEADERS!

RUBY, EMERALD, DIAMOND, SAPPHIRE AND CANADA

NOV. 15

**REGISTRATION OPENS
FOR ALL INDEPENDENT
SALES DIRECTORS!**

And, if you register for Leadership Conference 2020 without canceling, you will receive a **\$50 wholesale/\$100 retail credit** toward your first Section 1 product order placed Jan. 26 – Feb. 29, 2020.



VIP Events!

LEADERSHIP PARTY

We're taking over Universal Studios Florida! Imagine no lines for the heart-pounding theme rides, plenty of tasty food and lively music.



HAVANA NIGHTS LEADERSHIP BANQUET

Enter this Cuban oasis, and dance the night away with great music and food. Achievers get a special gift!

FIND OUT HOW TO EARN YOUR TICKET TO THESE VIP EVENTS ON
[MARYKAYINTOUCH®](#) > EVENTS > SPECIAL EVENTS > LEADERSHIP CONFERENCE 2020.

What to PACK

LEADERSHIP CONFERENCE 2020

A FUN OUTFIT WHEN YOU EARN
AN INVITE TO THE **HAVANA NIGHTS**
LEADERSHIP BANQUET.

Find out how on *Mary Kay InTouch*® > Events >
Special Events > Leadership Conference 2020 >
Leadership Conference 2020 Recognition.



REMEMBER TO BRING ...

- 1 Comfy shoes** for the trip to Universal Studios. Have you earned that bling yet? Find out how on *Mary Kay InTouch*® > Events > Special Events > Leadership Conference 2020 > Leadership Conference 2020 Recognition.
- 2 Sweater** to keep you warm and cozy during sessions.
- 3 Phone charger** and energy bank so your phone can keep up with you!

- 4 Notebook/pen or tablet** for all the notes you'll want to take from inspirational classes and sessions.
- 5 Career apparel/business attire** to look like the leader you are at General Sessions.
- 6 Small bills** for tipping your driver or hotel employees.
- 7 Refillable water bottle** to help you stay hydrated.

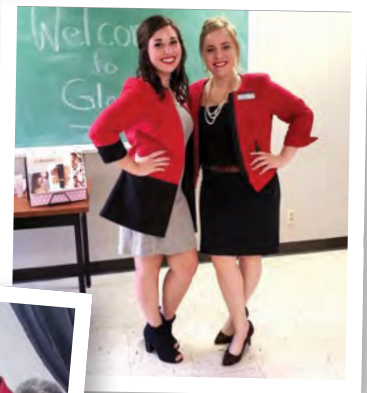
- 8 Mary Kay® makeup** because ... Mary Kay!
- 9 Tote/crossbody bag** to make it easy to take what you need when you're on the go.
- 10 Sunglasses** because your future is so bright, and you'll be celebrating in the Sunshine State!

OH WHAT *Fun!*

There's more to share than great products this season; offer others a chance to be their own boss.



As you share amazing products now, your friends and new faces can see the fun and potential of a Mary Kay business. They may want to start their own Mary Kay businesses.



RED RULES

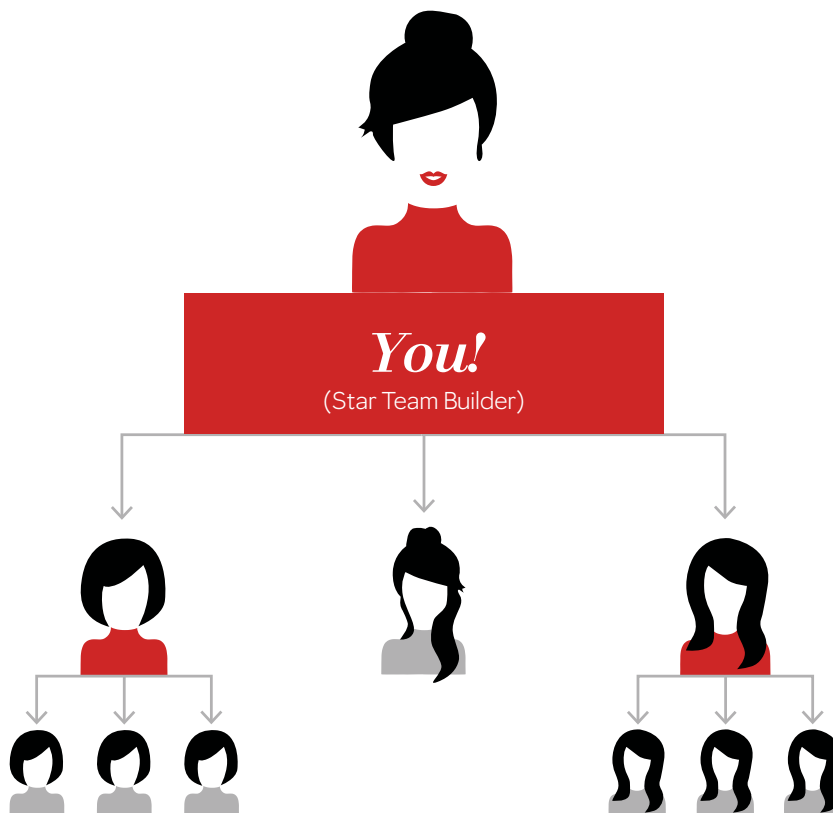
When you are active in your business and **add three or four active personal team members**, you're deemed a **Star Team Builder** and can wear the sought-after red jacket.

You know a sassy new outfit is always fun, but there's loads more to it. We're talking **up to 8% commissions, bonuses, earning the use of a Mary Kay Career Car, jewelry, designer handbags and other prizes!** What's more, **you give others the opportunity for freedom and flexibility** to be their own bosses, grow and experience their own successes. Talk about a feel-good moment!



MKUniversity

MORE TEAM-BUILDING TIPS AND EDUCATION ONLINE



Red Rewards

There's \$\$ for you when you're a **Star Team Builder, aka Red Jacket**, and when you have **personal team members who become Red Jackets**:

\$100 RED JACKET BONUS

- **What:** one-time \$100 bonus.
- **Who's eligible:** all first-time red jacket achievers.

RED JACKET TEAM-BUILDING BONUS (ends Dec.31)

- **What:** \$100 bonus for each first-time Red Jacket achiever you add to your personal team. **No limits!**
- **Who's eligible:** any active Independent Beauty Consultant through Elite Executive Senior Sales Director.



It's easy. Just ask.

A face (or two or three) probably popped in your head already! Why not ask if they'd like to share this amazing experience with you? It's easy. Just ask.

STUMPED AT HOW TO START?

HERE'S A SAMPLE DIALOGUE:

"NAME, I know you love your Mary Kay® products. You should think about starting your own Mary Kay business. It's so much fun – and we can do this together!"

You can earn up to 50 percent on everything you sell at retail, one of the highest margins in the industry! And if you build a team, there are bonuses you can earn plus a commission based on your team members' product sales. It could be a sweet side gig for extra cash or something more. You decide.

I can help you start selling right away to people you know. To begin, it's \$100 for the Starter Kit. And if you choose to start with additional products, Mary Kay has the [Great Start Program](#) that offers rich rewards. Any questions? Are you ready to start your own Mary Kay business?"



2018-2019 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
\$30,145

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



Patricia Turker
Emerald
\$20,546

\$550,000 (3% BONUS + 2 DIAMONDS)



Lisa Madson
Diamond
\$17,723

\$450,000 (2% BONUS + 2 DIAMONDS)



Sonia Páez
Emerald
\$9,703



Lupita Magaña
Sapphire
\$9,441

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



Debi Moore
Sapphire
\$8,134



Cindy Williams
Ruby
\$8,079

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



Stacy James
Ruby
\$7,257

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



Pamela Waldrop Shaw
Diamond
\$6,759



Dayana Polanco
Emerald
\$6,663



2018-2019 NSD DIAMOND CIRCLE

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

Linda Toupin
Ruby

Pamela Fortenberry-Slate
Sapphire

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

Dawn Dunn

Diamond

Sara Pedraza-Chacón
Sapphire

Dacia Wiegandt
Emerald

Julia Burnett
Diamond

Sandy Valerio
Ruby

Julianne Nagle
Emerald

Kristin Myers
Sapphire

Anabell Rocha
Ruby

Davanne Moul
Sapphire

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

Anita Tripp Brewton
Emerald

Julie Krebsbach
Ruby

Kay Elvrum
Diamond

Mayuli Rolo
Emerald

Kerry Buskirk
Emerald

Paola Ramirez
Sapphire

Lia Carta

Ruby

Juanita Gudiño
Ruby

O'Nelly Encarnación
Diamond

Maria Monarrez
Diamond

Yosaira Sánchez
Diamond

Mary Estupiñan
Ruby

Lily Orellana
Diamond

Lorraine Newton
Sapphire

Cindy Fox
Ruby

Cyndee Gress
Sapphire

Sue Pankow
Diamond

Gloria Báez
Ruby

Jan Thetford
Ruby

Somer Fortenberry
Sapphire

Evelinda Díaz
Emerald

Rosibel Shahin
Emerald

Kim McClure
Ruby

Rebecca Evans
Diamond

2018-2019 NSD GOLD CIRCLE

\$150,000

Shannon Andrews
Diamond

Morayma Rosas
Sapphire

Valerie Bagnol
Sapphire

Monique Balboa
Emerald

Pam Higgs
Emerald

Tammy Crayk Smith
Emerald

Leah Lauchlan
Diamond

Auri Hatheway
Emerald

Bianny Ramirez
Emerald

Ada García-Herrera
Emerald

Alia Head
Diamond

Luzmila Abadia Carranza
Emerald

Kimberly Copeland
Sapphire

Pamela Tull
Emerald

Susan Hohlman
Diamond

Diane Mentiply
Sapphire

Pam Ross
Diamond

Janis Z. Trude

Sapphire

Pam Klickna-Powell
Emerald

Michelle Sudeth
Ruby

Marilyn Marte-De Melo
Emerald

\$125,000

Yvonne Lemmon
Diamond

Kristin Sharpe
Diamond

Deb Wehrer
Sapphire

Lisa Allison
Diamond

Yudith Pupo
Emerald

Maria Flores
Ruby

Elizabeth Sánchez
Sapphire

Roxanne McInroe
Diamond

Lynnea Tate
Diamond

Alma Orrostieta
Sapphire

Noelia Jaimes
Emerald

Sonia Bonilla
Emerald

Gladis Elizabeth Camargo
Sapphire

SEMINAR 2019 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.

\$9 Million

Stacy James, Ruby
Lupita Magaña, Sapphire

\$8 Million

Patricia Turker, Emerald

\$7 Million

Sonia Páez, Emerald

\$5 Million

Kay Elvrum, Diamond
Alia Head, Diamond
Sandy Valerio, Ruby

\$4 Million

Pam Klickna-Powell, Emerald
Davanne Moul, Sapphire

\$3 Million

Sherry Alexander, Ruby
Crisette Ellis, Emerald
Juanita Gudiño, Ruby
Cathy Littlejohn, Sapphire
Julia Mundy, Diamond
Lorraine Newton, Sapphire
Deb Wehrer, Sapphire

\$2 Million

O'Nelly Encarnación, Diamond
Somer Fortenberry, Sapphire
Rhonda Fraczkowski, Sapphire
Carmen Hernández, Ruby



ANNUAL Go-Give® Award Winners



SAPPHIRE

**Independent Sales
Director Robyn Riddle –
Asheville, N.C.**

"I get tears in my eyes every time I think about that special night. Just knowing my team and my adorable peers felt I deserved this award will always be my most cherished memory in Mary Kay. I was so proud to have been the December Go-Give® Award winner but to be recognized as the ANNUAL Miss Go-Give® for the Sapphire Seminar was MAGICAL. There were 11 other women on that stage with me who deserved this award too. I was blessed to be among these amazing women, and for this reason, I was not expecting them to call my name. This award also opens my eyes to more ways to love and help others. Thank you so much for this blessing that you have given me!"



EMERALD

**Independent Senior Sales
Director Bridgett Moore –
Hewitt, Texas**

"To receive the Miss Go-Give® Award was the highlight of my career. I consider it the highest honor in my career to be chosen for this award. God gave me a heart to want to serve others, and I am thankful for a Company that was built on that principle. Mary Kay Ash always said it was a ministry, and I am grateful that it has been mine. We never know whose life we will change through the vehicle of our Mary Kay businesses."



DIAMOND

**Independent Sales
Director Laura Knight –
Winchester, Tenn.**

"Receiving the Miss Go-Give® honor is the greatest honor I have ever received. It is so special to me because it's a reflection of what I am truly most grateful for in my Mary Kay business – the woman I am becoming through the faith-filled leadership of this Company, and the people I can have an impact on by adopting those leadership principles in my own business and life. Thank you, Mary Kay Ash, for an opportunity that has guided me and so many others to focus on becoming the very best version of ourselves internally, externally and eternally and for giving us a safe but powerful place to shine so that others may be led to do more and become more for His glory!"



RUBY

**Independent Senior Sales
Director Alexa Tarby –
Pittstown, N.J.**

"I feel extremely fortunate to have been surrounded by Go-Give people through my Mary Kay career. I appreciate the unity and support from sister Sales Directors, the Mary Kay staff, the Beauty Consultants in my unit and my adoptees. I'm grateful to Mary Kay Ash for creating a Company that allows us to grow to our full potential. It fills my heart when I can be a part of that journey with someone."



Top 10 Sales UNITS NATIONWIDE†



1. Amy Kemp
Bourbonnais, Ill.
Diamond



2. Nancy Boucher
Exeter, N.H.
Emerald



3. Kali DeBlander Brigham
Pensacola Beach, Fla.
Ruby



4. Katherine Longley
De Pere, Wis.
Sapphire



5. Celeste Byrd
Richmond, Ky.
Diamond



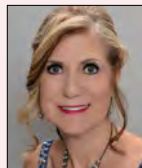
6. Paula Kirkpatrick
Rockville, Ind.
Ruby



7. Stacy Foust
Gilbert, Ariz.
Emerald



8. Lisa Anne Harmon
Venetia, Pa.
Ruby



9. Debbie Weld
Dalhart, Texas
Sapphire



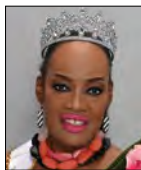
10. Karime Rosas
Wichita, Kan.
Diamond

†Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2018-2019 contest period.

Top Three Queens' COURT OF PERSONAL SALES AND SHARING*

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen Angela LaFrance
Miramar, Fla.

1st Runner-Up
Jodi L. Feller
Preston, Iowa

2nd Runner-Up
Barbara Popowski
Ivanhoe, Minn.

Consultant Queen's Court of Personal Sales

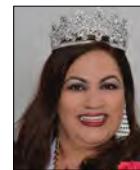


Queen Brenda Brown
Tiffin, Ohio

1st Runner-Up
Kellie Powell
Austin, Texas

2nd Runner-Up
Victoria Baseggio
Sterling, Colo.

Queen's Court of Sharing



Queen Reyna Alvarado Rivera
Avon, Colo.

1st Runner-Up
Chandra Burke
Savannah, Ga.

2nd Runner-Up
Erika Hulm
Elizabeth, Colo.

EMERALD

Sales Director Queen's Court of Personal Sales



Queen Linda Klein
Port Hueneme, Calif.

1st Runner-Up
Amie E. Kelly
Waco, Texas

2nd Runner-Up
Reaunetta Hatcher
Bowling Green, Ky.

Consultant Queen's Court of Personal Sales



Queen Bridget Nicholson
Shreveport, La.

1st Runner-Up
Josiepha Caughlin
Fredericksburg, Texas

2nd Runner-Up
Denise Laine
Lakewood, Colo.

Queen's Court of Sharing



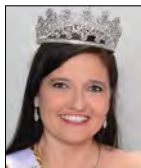
Queen Kim Williams
Newburg, Md.

1st Runner-Up
Katy Goldstein
Barnhart, Mo.

2nd Runner-Up
Mónica Coba
Elkridge, Md.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen Kelly Freeman
Atlanta.

1st Runner-Up
Claudia Chavez
Siloam Springs, Ark.

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

Consultant Queen's Court of Personal Sales



Queen Jessica Merriman
Scottsburg, Ind.

1st Runner-Up
Linda Wagner
Village Of Lakewood, Ill.

2nd Runner-Up
Lori Phillips
Conroe, Texas

Queen's Court of Sharing



Queen Jessye Nichols
Sherwood, Ore.

1st Runner-Up
Emma Morales
Amarillo, Texas

2nd Runner-Up
Ruth Alvarado
San Antonio

RUBY

Sales Director Queen's Court of Personal Sales



Queen Heather Feiring
Epping, N.D.

1st Runner-Up
Margaret Leonelli
Fallbrook, Calif.

2nd Runner-Up
Rebecca Allen
Madison, Ala.

Consultant Queen's Court of Personal Sales



Queen Jean Gunter
Wharton, Texas

1st Runner-Up
Carmina Oliveros
Pawling, N.Y.

2nd Runner-Up
Abigail Cortez
Jersey City, N.J.

Queen's Court of Sharing



Queen Rachel Mega
Suwanee, Ga.

1st Runner-Up
Kenia Acosta
Scranton, Pa.

2nd Runner-Up
Ana Valladolid
Norwalk, Calif.



2019 *Circle of Excellence*^{**}



SAPPHIRE
Queen
\$1,000,000 Circle
Katherine Longley*

1st Runner-Up, Debbie Weld
2nd Runner-Up, Vickie Piccirilli

\$950,000 Circle
Moleda G. Dailey*

\$800,000 Circle
Linda Meier
Randi Stevens

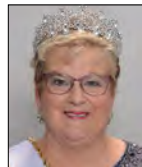
\$750,000 Circle
Keita Powell
Julie Neal
Brooke E. Bennett-Young*

\$700,000 Circle
Jordan Eicher
Lady Ruth Brown
Casie Hembree
Cynthia S. Sheppa*
Jessica Holzbach*

\$650,000 Circle

Kelly Inglad
Brock*
Ann W. Sherman
Nedra White
Wartham
Tehrie Ned*
Linda H. Rowsey
Fraida M. Klein*
Marie E. Vlamincik
Christine M.
Jessee
Tracy Potter
Jennifer Levitt*
Michele Martella
Armes

Tracey Fields
Hedrick Lassiter
Karla M. Reno*
Robyn S. Cartmill
Penny J. Jackson
Linne' Lane
Jerlene Vrana*
Lafreda D. Williams
Jamie Lauren
Lawrence*
Reyna Victoria
Alvarado Rivera*
Hilda Maricela
Magana



EMERALD
Queen
\$1,100,000 Circle
Nancy Boucher*

\$1,000,000 Circle
1st Runner-Up, Stacy Foust

\$950,000 Circle
2nd Runner-Up, Melinda Balling

\$900,000 Circle
Mary Strauss

\$800,000 Circle
Deanina L. Spillman
Ginny Bertalan O'Kain*
Maggie Rader*
Hollie R. Sherrick
Stacey Craft
Nicole Leigh McDaniel
Bridgett Leigh Moore
Amber L. Towne-Geehan*

\$750,000 Circle
Menina M. Givens
Jennifer L. Besecker
Leslie M. McKinney-Smith*

\$700,000 Circle
Tammy West-Murrian*
Michele Salisbury Rankin
Pam Kelly

\$650,000 Circle

Ebun Osaze
Ashley N.
Clinesmith
Karen E. Ridle
Janice Baxter Hull
Sheri Farrar-Meyer
Tina M. Dees
Jill Beckstedt
Rachelle Holloway
Carrie Bloink

Doreen Stevens
LaKeshia M.
Chisholm*
Shauna Lynn
Abbotts
Kijuan R.
McKinnie*
Brenda Stafford
Richelle V. Barnes
Katy Goldstein



DIAMOND
Queen
\$1,150,000 Circle
Amy Kemp*

\$1,000,000 Circle
1st Runner-Up, Celeste Byrd*
2nd Runner-Up, Karime Rosas*

\$900,000 Circle
Paula Kelsch

\$850,000 Circle
Sherrie Clark Purvis
Susan M. McCoy*

\$800,000 Circle
Kim A. Messmer
Mary Kathryn King
Cindy Machado-Flippen
Marsha Morrisette
Tawnya Krempges
Christi G. Campbell

\$750,000 Circle
Britt N. Burke*

\$700,000 Circle
Gerri Anne Morris
Priscilla McPheeters
Terri J. Beckstead
Crystal Dawn Gardner
Angela J. Fry*
Deborah S. Baileye*
Suzanne T. Young
Donna K. Smith
Kelly Willer-Johnson

\$650,000 Circle

Mileta K. Kinser
Mary P. Creech
Alicia Borkowska
Joy H. Rentz
Mariann Biase
Mason
Delmi Cristina
Santos
Deborah Dudas
Michelle Cape
Shelly Palen
Sylvia Limon
Martinez
Christy Bigham
Tracy Craven*
Megan Nicole
Wilkes
Holly S. Neff

Audrey K.
MacDowall
Lacey Lee
Bradford
Linda T. Cartiglia
Faith A. Gladding
Dana Davis-
Armstead
Stephanie Anne
Mottaz
Nicki R. Hill
Lindsey Denae
Christenson
Claudia Chavez
Laura Elizabeth
Knight
Kathy R. Bullard



RUBY
Queen
\$1,050,000 Circle
Kali DeBlander Brigham*

\$1,000,000 Circle
1st Runner-Up, Paula Kirkpatrick*
2nd Runner-Up, Lisa Anne Harmon
Ryan Ashlee Rives*

\$950,000 Circle
Thessy Nkechi Nwachukwu

\$900,000 Circle
Krystal D. Downey-Shada
Kaela Lee Steinman*
Lauren Nicole Bloomer*
Randi S. Gleason*

\$850,000 Circle
Diane K. Lundgren
Candace Lyn Doverspike
Heather Ann Daniel-Kent
Laura Vernon Middleton
Luz Adriana Perez*

\$800,000 Circle
Susan Moore
Patti Cornell
Cleta Colson-Eyre*

\$750,000 Circle
Stephanie Lynn Coker
Brenda Fenner
Maureen Shipp*

\$700,000 Circle
Suzanne Moeller
Donna Clark-Driscoll

\$650,000 Circle

Tamara M.
Bradford
Lisa Hansen
Amy C. Schule
Laurie C. Cole
Sherri Ammons
Tshanna Cristy
Diggan*
Susan C.
Ehrnstrom

Mary Alice Dell
Ginger J. Benedict
Terry Thole*
Eusebia Bonilla*
Stacey P. Nelson*
K.T. Martin
Alice R. George*
Lisa D. Prescott
Jordan Twiley

*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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Dallas, TX 75379-9045

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SEMINAR *Selfies!*

SEMINAR WAS A BLAST!

Check Pages 22–25 for a
SEMINAR RECOGNITION recap.

SEMINAR 2020: JULY 21 – AUG. 5

Give yourself the gift of Seminar registration!
A gift that keeps on giving: fun, inspiration, sisterhood and Mary Kay magic! **Plan NOW to attend.**