

MARY KAY

FEBRUARY 2020

applause®



Endless Love!

Special delivery! These powerhouse products complement any skin care regimen.

FEBRUARY *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. CT.

3

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



Model is wearing January *You Can Do It!* bracelet. See how you can earn yours on [Page 21](#).

10

Early ordering of the new **Spring 2020 promotional items** begins for Star Consultants who qualified during the Sept. 16 – Dec. 15, 2019, quarter and for Independent Beauty Consultants who enrolled in *The Look* for Spring 2020 through the *Preferred Customer Program*SM.

Spring 2020 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

14

Valentine's Day.



15

Spring 2020 promotion early ordering begins for all Independent Beauty Consultants.

16

Spring 2020 promotion begins. Official on-sale date.

17

Presidents Day. Postal holiday.

27

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

28

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.

29

Career Conference registration, cancellation, special needs requests, transfer and hotel reservation deadline at 11:59 p.m. CT.

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

“Being well-prepared is a major contributor to self-confidence. Do your homework before you make a sales call; decide exactly what you want to say before you deliver a speech; develop your professional skills through education, training and experience. All these actions will increase your level of confidence.”

”

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. ©2020 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*



Red-Hot Sales

Last year's U.S. fragrance sales during Valentine's week totaled nearly \$93 million. Get in on the action with fragrances like **Live Fearlessly® Eau de Parfum**, \$44, inspired by the courageous life story of Mary Kay Ash. Share the **Fragrance eCatalog**, available on your *Mary Kay®* Personal Web Site or marykay.com!

MARY KAY
**CAREER
CONFERENCE
2020**



Better Than Ever

Surround yourself with positivity and can-do thinking! Registration opens Jan. 28–29. [Details on Pages 20–21.](#)



Mary Kay® *SkinSight™* App

Check it out! With one scan, this tool highlights subtle signs of aging that can be easy to miss and recommends products to help. Best news? **It's free!** Download to your tablet or smartphone today!

MARY KAY MILESTONE

1969 MAKE IT PINK!

Mary Kay Ash didn't know it then, but when she requested pink as the color choice for her new Cadillac, a legend was born. In 1969, the top five Independent Sales Directors earned

the use of 1970 pink Coupes de Ville. General Motors later named the color **Mary Kay Pink Pearl**, and the exclusive shade is only available for Mary Kay.



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 CALDWELL 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 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.

PERFECT PAIRINGS

Milk and cookies. Bread and butter. Some things just go together! These **powerhouse products** add a boost to any **Mary Kay®** skin care routine.

Unmask New Beauty.

TIMEWISE® MOISTURE RENEWING GEL MASK, \$22

Get **10 skin-renewing benefits** in 10 pampering minutes! Skin appears less stressed and feels nourished, purified and calm. Instantly hydrates while also locking in moisture. Oil-free.



MARYKAY® MASK APPLICATOR, \$12

Made just for masking, this silicone mask applicator maximizes your customers' masking sessions with mess-free application and less product waste.



CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK, \$24

Acts like a magnet to deep-clean pores. Clinically shown to instantly absorb excess oil and reduce shine. Extracts of rosemary and peppermint deliver a fresh scent to awaken your senses.



MARYKAYNATURALLY™ EXFOLIATING POWDER, \$34

Enjoy skin that feels smoother and softer. Gently exfoliates skin and leaves it looking healthy without feeling overscrubbed.

Mary Kay Naturally™ products are free of parabens, phthalates, synthetic fragrance/dyes and SLS/SLES. The Exfoliating Powder is also free of talc, surfactants, silicone, mineral oil and alcohol or any ingredients that have been genetically modified.



All prices are suggested retail.



This luxuriously innovative,
Korean beauty-inspired mask is great to use before special
occasions! And the benefits grow with use over time.

A majority of women agreed that after:

- **Single use:** increases skin's moisture levels for 24 hours,* and skin is visibly more radiant, soft and smooth.
- **Two weeks of use,**** skin looks lifted and firmed, is younger-looking and appears more luminous.

Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed. See clinically tested results in two weeks!*** Skin looks brighter. Skin texture is significantly improved. Fine lines and wrinkles look reduced. Skin tone looks more even.



Reveal the Radiance.

Worried about deep wrinkles? Not anymore! Formulated to fill in and visibly plump the appearance of problem areas wherever facial expressions left their mark – forehead, around lips and eyes, even hard-to-treat frown lines between brows or smile lines.



100% of women showed an improvement in the appearance of wrinkle severity* after using *TimeWise Repair® Volu-Fill®* Deep Wrinkle Filler. A perfect complement to the *TimeWise Repair®* regimen.

Significantly impacts the appearance of all six wrinkle zones.**

- Forehead creases
- Between-the-brow creases
- Crow's-feet (lines at the corners of your eyes)
- Smile lines
- Vertical lip lines (lines on the upper lip)
- Marionette lines (lines that run straight down from the corners of your lips)

*Results reflect bioinstrumentation measurement of wrinkle severity after an eight-week independent clinical study in which 31 women used the product morning and night. Wrinkle severity is defined as the visible length, width and number of deep wrinkles.

**Results based on assessment of improvement by an independent skin measurement expert after an eight-week independent clinical study in which 45 women used the product morning and night.

*Based on a clinical skin-measurement study

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

***Results based on a four-week independent clinical study in which 45 women used *TimeWise Repair® Revealing Radiance®* Facial Peel twice a week

Superpower Serums



TIMEWISE® TONE-CORRECTING SERUM, \$45

The appearance of past damage, skin discoloration, hyperpigmentation, dark spots and freckles are all helped with daily use.



TIMEWISE® PORE MINIMIZER, \$27

This gentle, fast-absorbing serum provides a defense against the look of enlarged pores.

TIMEWISE REPLENISHING SERUM+C®, \$56

Antioxidant-rich serum powered by a potent blend of multiple botanical extracts known for their high levels of vitamin C, which can help protect skin against free-radical damage that can impact skin firmness and definition.



TIMEWISE REPAIR® VOLU-FIRM® ADVANCED LIFTING SERUM, \$70

Clinically shown to visibly lift skin and reduce the look of deep lines and wrinkles. Improves skin elasticity and firmness. Sagging skin appears tightened and gives facial contours a firmer look. Helps cheeks, jawline and neck appear firmer and more lifted.



*Based on one 12-week independent clinical study in which 45 women used the serum twice a day



TIMEWISE VITAMIN C ACTIVATING SQUARES®, \$24

Help your customers turn their favorite *Mary Kay*® serum† into a superpower with pure vitamin C from these tiny, dissolvable squares. In just two weeks,* skin looks more radiant and even-toned, and fine lines and wrinkles look improved.

†TimeWise Vitamin C Activating Squares® are NOT to be mixed with sunscreen or acne products.

*Results based on a four-week independent clinical study in which 29 women used TimeWise Vitamin C Activating Squares® in a neutral base three times a week.



An Eye for Beauty

MARYKAY® HYDROGEL EYE PATCHES, \$40

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.



INDULGE® SOOTHING EYE GEL WITH CALMING INFLUENCE® BOTANICAL BLEND, \$16

For eyes that get puffy or tired, your customers will love the cool, soothing and refreshing results as it moisturizes.



Lip Service

TIMEWISE® AGE-FIGHTING LIP PRIMER, \$25

Reduces the appearance of lines and wrinkles on the lips and around the lip area. Helps prime the lips for improved lipstick wear. Helps prevent feathering and bleeding of lipstick and lip gloss. 100% of women had an improvement of fine lines on the lips.*



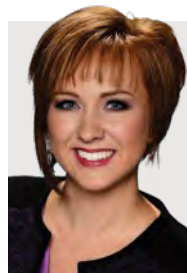
SATIN LIPS® SET, \$22

Includes Shea Sugar Scrub and Shea Butter Balm. Both products are formulated with nourishing shea butter and the fresh flavor of white tea and citrus. The products leave dry, chapped lips behind, delivering moisturizing bliss in two easy steps.



GET SKIN CARE CONFIDENT!

Show your customers you're serious about skin care and about helping them look and feel their most beautiful. *Mary Kay InTouch*® > Education. Complete the course to earn the *Advanced Skin Care Consultant* designation.



GOLDEN RULE CUSTOMER SERVICE INDEPENDENT SENIOR SALES DIRECTOR MELINA EMANS, LUCKEY, OHIO

"I coach my unit members on the rewards of Golden Rule customer service. Reminders to reach out

on birthdays and check in with skin care customers quarterly helps gain consistent weekly, monthly and quarterly sales. Happy customers share their experiences with friends, which helps generate leads and new faces. Remember to love on our current customers – it makes for happy, loyal customers who come back and shop with us."

*As seen by a dermatologist after a 12-week clinical study

All prices are suggested retail.

One Woman Can![®]

CONFIDENT TO BE ME

Cathy
Calabro

INDEPENDENT
SALES DIRECTOR



PICTURE PERFECT

Cathy had more than 40 customers enter the **Mary Kay[®] Foundation of You Contest** last summer. One of her customers was a winner, so they both enjoyed a VIP experience in Santa Monica, Calif., including a photo shoot that captured this beautiful photo. See all the winners and their Independent Beauty Consultants in the Spring 2020 issue of **The Look**.

Cathy Calabro was 23 and living in Colorado when she was first introduced to Mary Kay. “A friend at church needed one more person to attend a skin care class,” says Cathy. “Asking that one more person can be so important!” Cathy was hesitant because she had acne, but she went and tried the products.

“I loved how my skin felt. The Independent Beauty Consultant told me there was a satisfaction guarantee, and she cared more about me than the sale. So I purchased a set.” The products worked! “My skin cleared up, and I was sold on the products but not the opportunity. I was a teacher. I liked to help people not sell people,” says Cathy.

Over the next five years, Cathy moved several times and lost touch with her Independent Beauty Consultant. It was 1986, and she quit her full-time teaching job after having twin boys. They moved to Santa Barbara, Calif., where she met **Independent Future Executive Senior Sales Director Mary Lou Ardohain**.

“We met through the neighborhood ‘Welcome Wagon.’ I was impressed by Mary Lou. She invited me to a success meeting, but I canceled twice.” Mary Lou offered to pick Cathy up, so she finally attended a meeting, and Cathy started her Mary Kay business.

“Over time, I gained belief in myself, which allowed me to be a leader and a mentor to others.”



GETTING STARTED

“I didn’t know anyone in Santa Barbara, so I called on hometown friends and family to host skin care classes and drove five hours to hold them. I completed a **Power Start** (30 faces in 30 days)! Challenges like this kept me focused. Talking to strangers was intimidating, but I made it my goal to have 25 new leads in my new town each week! The more women I met, the more confident I became.”

Cathy became a single mom when her twins were two. “I was on my own and had to feed my children and pay rent.” With consistent bookings and sales, I built my business and eventually reached the runner-up position in the Queen’s Court of Personal Sales. “At Seminar, Mary Kay Ash pointed to me and said ‘Next year, the Queen!’ I didn’t get crowned, but I’ve been in the Queen’s Court of Personal Sales 27 times.”

CULTURAL BARRIERS

As a Japanese-American, Cathy overcame cultural norms that were instilled in her. “I was raised to work hard but not ask for help. To be perfect and to never fail. I had always looked confident on the surface, but inside I wasn’t so strong. This business was a huge cultural shift. I had to stop being afraid to fail and ask for help. Thankfully, Mary Lou supported me along the way, and over time, I gained belief in myself, which allowed me to be a leader and a mentor to others.”

ONE FACE AT A TIME

As Cathy’s confidence grew, she built her team and debuted as an Independent Sales Director on New Year’s Day 1991. Cathy celebrated her 33rd anniversary in 2019 by hosting a pampering party that included longtime customers and resulted in sales of more than \$1,000!

“The key to success is **Golden Rule customer service**. Team members may come and go, but with a strong customer base, you can maintain a strong business.”

Cathy celebrated Mary Kay’s 56th anniversary with an event at a local restaurant. “We ate pizza, had fun trying new products and raised money for charity.” Cathy often holds events tied to product launches where she invites guests to try the new products. She offers prizes and often raises money for *The Mary Kay Foundation*SM or other local causes.

GO FOR THE GOAL.

“Every time Mary Kay announces a contest, I go for it! For last year’s **Foundation of You** Contest, more than 40 of my customers entered, and one was a winner! I held a drawing for the other customers who entered, and that winner was my guest. We all had a great time being pampered in Santa Monica, and my guest joined my team! I now have customers placing reorders for *TimeWise 3D*[®] foundations. The contest got them to try something new.”

“When I got home, I got back to work with a pampering party. My first customer from 1986 purchased products she hadn’t tried before. Another who sings in the Santa Barbara Master Chorale with me purchased \$100 in products after ordering a week before. The third I met in my gym class. She joined my team that day. This all shows the importance of relationships!” Cathy also earned her spot on a **Destination Red** cruise and had an amazing time with her husband.

I am so thankful for my Mary Kay family: **Independent National Sales Director Janis Trude**, Mary Lou Ardohain, many sister Independent Sales Directors, fabulous unit members and lots of faithful customers, plus my personal family. I am grateful that Mary Kay has helped me be financially independent. Now my sons are successful and independent too. One is a music director at our local high school, and the other started his own business after being a creative art director in New York.

I have the freedom and flexibility to tutor children with cancer and give back wherever I can. For me, Mary Kay is about building relationships and helping others. I am blessed to be sharing my Mary Kay story. Thank you, God, and thank you, Mary Kay!”

Gifts for the Guys



Valentine's Day or
any special occasion –
you've got the goods!

FRAGRANCE THAT FITS



TRUE ORIGINAL® COLOGNE SPRAY, \$36

Clean with fresh notes of Lemon
and Fuji Apple.



DOMAIN® COLOGNE SPRAY, \$38

A contemporary blend of outdoor
notes, including Crisp Macintosh
and Desert Sage.



MK HIGH INTENSITY® COLOGNE SPRAY, \$40

A blend of wood plus spicy and soft
leathery notes.



CITYSCAPE® COLOGNE SPRAY, \$50

Notes of Italian Bergamot and
French Lavender.



MKMEN® SKIN CARE REGIMEN, \$81

Products also sold separately.
(Brush not included)

GROOMING GUIDE

Share the [Men's eCatalog](http://marykay.com/eCatalog)
with a guide to grooming on
marykay.com > eCatalog.



All prices are suggested retail.



Gloria Mayfield Banks



Patricia Turker



Sonia Pérez



Lisa Madson



Cindy Williams

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



Debi Moore



Dayana Polanco



Pamela Waldrop Shaw



Anabell Rocha

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 October 2019, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for September 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 October 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 mayoreo 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 octubre 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 septiembre 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 octubre de 2019.

INNER CIRCLE /
CÍRCULO INTERIOR

\$500,000

Gloria Mayfield Banks
\$178,936

\$400,000

Patricia Turker
\$146,081
Sonia Pérez
141,783
Lisa Madson
133,661

\$350,000

Cindy Williams
\$126,409

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000

Lupita Magaña
\$105,361

\$250,000

Debi Moore
\$94,485
Dayana Polanco
92,462
Pamela Waldrop Shaw
87,815
Anabell Rocha
84,269
Pamela Fortenberry-Slate
83,347

\$200,000

Stacy James
\$81,294
Linda Toupin
78,643

Sara Pedraza-Chacón

77,313
Kerry Buskirk
72,315
Dawn Dunn
71,701
Sandy Valerio
69,728
Julianne Nagle
68,525
Dacia Wiegandt
66,942

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000

Yosaira Sánchez
\$65,595
Maricarmen Landa Ramos
65,439
Julia Burnett
64,488
Anita Tripp Brewton
61,494
Kristin Myers
61,391
Juanita Gudiño
59,669
Mayuli Rolo
59,587
Kay Elvrum
59,188
Cindy Fox
58,816
Lia Carta
57,011
Davanne Moul
56,400
Julie Krebsbach
56,358

Mariana Moreno

56,348
Cyndee Gress
55,252
Lily Orellana
53,893
Paola Ramírez
53,082
Somer Fortenberry
52,720
Kim McClure
52,280
Mary Estupiñan
51,761
María Monarrez
50,595

\$125,000

Luzmila Abadia Carranza
\$47,287
Gloria Báez
46,797
Lorraine Newton
46,600
O'Nelly Encarnación
46,437

Rosibel Shahín

45,464
Sue Pankow
45,380
Jan Thetford
44,939
Janis Z. Trude
44,482
Lisa Allison
44,225
Monique Balboa
44,160
Pam Higgs
43,875
Ada García-Herrera
43,872
Morayma Rosas
43,699
Rebecca Evans
43,237
Kimberly Copeland
42,686
Tammy Crayk Smith
41,797



MONTHLY COMMISSIONS
AND BONUSES
GRATIFICACIONES Y
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in October 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 octubre 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***
\$48,434
Sonia Pérez**
41,098
Patricia Turker**
40,486
Dayana Polanco*
26,870
Kerry Buskirk*
20,012
Dacia Wiegandt*
19,608
Julianne Nagle*
17,082
Mayuli Rolo*
15,080
Monique Balboa
15,050
Tammy Crayk Smith
14,048
Crisette Ellis
13,834
Pamela Tull
12,861
Rosibel Shahín*
12,852
Pam Klickna-Powell
12,590
Mariana Moreno*
12,303
Anita Tripp Brewton*
12,204
Yudith Pupo
11,734
Pam Higgs
11,724
Luzmila Abadia Carranza*
11,437
Ada García-Herrera*
10,828
Marilyn Marte-De Melo
10,537

Sonia Bonilla
10,501

DIAMOND/DIAMANTE

Lisa Madson*
\$38,965
Yosaira Sánchez*
23,824
Pamela Waldrop Shaw**
22,255
Dawn Dunn*
18,193
Julia Burnett*
17,245
Leah Lauchlan
15,755
O'Nelly Encarnación
14,996
Kay Elvrum
13,545
Lily Orellana
13,437
Lynnea Tate
13,325
Kristin Sharpe
12,781
Rosa Bonilla*
12,509
María Monarrez
12,170
Roxanne McInroe
12,165
Sue Pankow
12,118
Sharon Buck
11,892
Amy Allgood
11,706
Susan Hohlmán*
11,650
Shannon Andrews*
11,309

Diana Sumpter

11,299
Rebecca Evans*
11,077
Jill Mathews
10,827
Lisa Allison
10,658
Pam Ross*
10,517
Evelia Valdez-Cruz
10,208

RUBY/RUBÍ

Cindy Williams*
\$30,313
Linda Toupin
20,744
Stacy James*
19,526
Maricarmen Landa Ramos
19,043
Kim McClure
16,558
Anabell Rocha*
15,917
Sandy Valerio*
15,391
Juanita Gudiño*
14,987
Jan Thetford
14,608
Cindy Fox*
13,253
Mary Estupiñan*
12,618
Julie Krebsbach*
12,594
Lara McKeever
12,512
Lia Carta**
12,210
Gloria Báez*
11,382
Michelle Sudeth*
11,357

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$30,234

Pamela Fortenberry-Slate*

26,990
Sara Pedraza-Chacón*
25,746
Debi Moore*
23,977
Paola Ramírez
19,103
Davanne Moul*
16,557
Kristin Myers*
15,518
Lorraine Newton*
14,276
Morayma Rosas
13,785
Cyndee Gress*
12,965
Somer Fortenberry
12,416
Deb Wehrer
12,208
Patrice Moore Smith
11,834
Alma Orrostrieta
11,640
Valerie Bagnol*
11,617
Elaine Kimble Williams
11,501
Janis Z. Trude
11,056
Evalina Chávez
10,518
Diane Mentiply
10,496
Kimberly Copeland
10,047
Elizabeth Sánchez
10,004
* 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?



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 October 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 octubre de 2019.

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

EMERALD/ESMERALDA Nancy Boucher, <i>Mary Kay National Area</i>	\$110,713
DIAMOND/DIAMANTE Deborah S. Bailye, <i>P. Ross Area</i>	\$68,678
RUBY/RUBÍ Kali DeBlander Brigham, <i>Mary Kay National Area</i>	\$85,453
SAPPHIRE/ZAFIRO Michele M. Armes, <i>H. Carlson Area</i>	\$82,130

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

EMERALD/ESMERALDA Tracy A. Clymer, <i>C. Bill Area</i>	\$28,006
DIAMOND/DIAMANTE Kelly M. Freeman, <i>K. Ford Area</i>	\$22,663
RUBY/RUBÍ Elida A. Polanco, <i>S. Saldaña Area</i>	\$19,602
SAPPHIRE/ZAFIRO Nana K. Afram, <i>Mary Kay National Area</i>	\$15,631

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

EMERALD/ESMERALDA Yuko Yasuma, D. Stevens Unit, <i>Mary Kay National Area</i>	\$21,153
DIAMOND/DIAMANTE Melody P. Springer, M. Lemon Unit, <i>Mary Kay National Area</i>	\$25,827
RUBY/RUBÍ Abigail Cortez, M. Munoz Unit, <i>M. Estupiñan Area</i>	\$13,302
SAPPHIRE/ZAFIRO Carmen Obando, M. Sierra Unit, <i>E. Chávez Area</i>	\$21,045

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

EMERALD/ESMERALDA Jill D. Harris, L. Slade Mciver Unit, <i>G. Mayfield Banks Area</i>	14 New Team Members
DIAMOND/DIAMANTE Sales Director Nita A. Godwin, <i>J. Mundy Area</i>	13 New Team Members
RUBY/RUBÍ Ana J. Sosa, N. Rios Unit, <i>M. Landa Ramos Area</i>	10 New Team Members
SAPPHIRE/ZAFIRO Sales Director Brenda L. Gill, <i>Mary Kay National Area</i>	15 New Team Members



TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

EMERALD/ESMERALDA

Nelis Amaya	27 New Unit Members
Jannelik C. Engronatt Marquez	26 New Unit Members
Jani Macias	25 New Unit Members
Amber L. Towne-Geehan	24 New Unit Members
Adriana D. Aguilera Urrutia	22 New Unit Members
Richelle V. Barnes	22 New Unit Members
LaKeshia M. Chisholm	22 New Unit Members
Nayleth Crespo	22 New Unit Members
Emily S. Vijil	22 New Unit Members
Katy Goldstein	21 New Unit Members
Lakertisha Slade Mciver	21 New Unit Members
Lisa C. Mack	20 New Unit Members

DIAMOND/DIAMANTE

Ana E. Rodriguez	26 New Unit Members
Ruth Alvarado	25 New Unit Members
Alicia Kingrey-Lokai	22 New Unit Members
Karime Rosas	21 New Unit Members
Berenice Sanchez	20 New Unit Members

RUBY/RUBÍ

Nubia Rios	27 New Unit Members
Milagro V. Diaz	25 New Unit Members
Elvia Orozco	22 New Unit Members
Laurie T. Plyler	22 New Unit Members
Rebeca Rodriguez	22 New Unit Members
Kaela L. Steinman	20 New Unit Members

SAPPHIRE/ZAFIRO

Reyna V. Alvarado Rivera	26 New Unit Members
Carmen B. Jones	22 New Unit Members
Jennifer M. Ham	20 New Unit Members
Tamara L. Sjolander	20 New Unit Members



13% CLUB

CLUB DEL 13%

October/Octubre 2019

The top 25 independent sales force members in the **Sapphire** 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 October./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Zafiro** 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 octubre.

SAPPHIRE/ZAFIRO

Michele M. Armes*	\$2,433	Jane Minor*	1,350	Karla M. Reno*	1,191	Tinia W. Campbell Piard*	1,151
Marcela Sierra*	2,153	JoAnn M. Allen*	1,336	Marita W Campbell*	1,191	Sandy M. Wesoloski*	1,144
Debra J. Witmer*	2,071	Jennifer J. McNulty*	1,324	Julie B. Sapp*	1,176	Vicki Piccirilli*	1,119
Karla R. Plantan*	1,523	Brenda L. Gill*	1,314	Alma D. Santos Soto*	1,167	Sol M. Blanco, M. Picot Unit	1,103
Brooke E. Bennett-Young*	1,500	Delia Ponce*	1,216	Faylene R. Lankford*	1,161		
Kelly I. Brock*	1,481	Laurieann Barclay*	1,201	Rubi Amateco-Nava Vazquez*	1,160		
Erika D. Hulm*	1,394	Stacy O. Ervin*	1,198	Margarita Elisea*	1,151		

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

SAPPHIRE / ZAFIRO

NEW DEBUTS DEBUTES

August/Agosto 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".



Lekisha Y. Appleton
Sacramento, CA
M. Claxton-Taylor Unit



Belinda F. Chestnutt
Erwin, NC
B. Williamson Unit



Michelle A. Davis
Saint Charles, MO
D. Beckett Unit



Jasmine M. Doss
Okemos, MI
A. Becker Unit



Normalisa F. Fuentes
Phoenix
J. Allen Unit



Theresa R. Grover
Jackson, MI
J. Gensel-Bates Unit



Ruth J. Heller
Framingham, MA
D. Mentipty Unit



Carrie B. Mathews
Pearland, TX
T. Ned Unit



Maria Rocha
Cookville, TX
M. Valle Unit

Not pictured/Sin foto: Cherise Barkley, Greensboro, NC, L. Mosby Unit; Carolyn Carr, Maumee, OH, L. Meier Unit; Maria I. Chavez Ramirez, Santa Paula, CA, H. Magana Unit; Debbie Erturk, Land O Lakes, FL, V. Piccinilli Unit; Candace Y. Foxx, Spotsylvania, VA, W. Kearney Maddirala Unit; Rebeca Garcia, McKinney, TX, E. Obregon Unit; Shelby A. Myers-Jones, Kalamazoo, MI, J. Allman Unit; Diana Ortega, Houston, M. Coyote Unit; Rocio Parra Canche, Los Angeles, A. Canul Unit; Tammy Rivera-Tubbs, Weeki Wachee, FL, B. Flanagan Unit; Sara Rodriguez, Arlington Hts, IL, O. Gil Unit; Jacqueline N. Thomas, Holgate, OH, J. Meyer Unit; NaKeisha Thorpe, Raleigh, NC, T. Sharpe Unit.

DEAN'S LIST LISTA DEL DECANO



October/Octubre 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 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.

Not pictured/Sin foto: Heather Stephenson, Rayville, LA, L. Holliday Area, Diamond Seminar.



Chandra D. Burke
Savannah, GA
Mary Kay
National Area
Sapphire Seminar



Marycruz Gonzalez
Hailey, ID
M. Landa Ramos Area
Ruby Seminar



Congratulations!

TRIPLE CROWN TRIPLE CORONA



October/Octubre 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.



Chandra D. Burke
Savannah, GA
Mary Kay
National Area



Greta Fruge
Houston
L. Newton Area



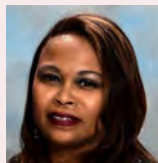
¡Felicitaciones!

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

October/Octubre 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.



Chandra D. Burke
Savannah, GA
Mary Kay
National Area



Barbara A. Concini
Bel Air, MD
R. Fraczkowski Area



Greta Fruge
Houston
L. Newton Area

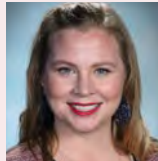


Genice G. Jones
Wasilla, AK
Mary Kay
National Area

FABULOUS 50s FABULOSOS 50

April/Abril 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 cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



Meghan K. Jensen
DE Pere, WI
Mary Kay
National Area

Not pictured;/Sin foto: Amber N. Keller, Cincinnati, R. Everhart Area; Cindy G. Mercado-Jenkins, Charlotte, NC, D. Moore Area; Kathy J. Totterdale, Estero, FL, Mary Kay National Area; Madalynn J. Wade, Kalamazoo, MI, Mary Kay National Area.



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

ON THE MOVE EN ACCIÓN

August/Agosto 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.

Carolyn Carr
Maria I. Chavez Ramirez
Maria Rocha

Red Jackets, cont.

Carmen Garrica
Tonantzin Gomez
BJ Greer
Ingrid G. Guardado
Jeane Harvey
Susan M. Hebel
Gracie Hernandez
Marisol Hernandez
Tina M. Hoffman
Lacey Huber
Lisa Jastrzembksi
Elena Jimenez
Stacey Jones
Taya C. Kellogg
Maria M. Loyo
Tanethia R. Mack
Raquel Mancilla
Maria Del Pilar Martin
Leticia Martinez
Jenifer T. McClure
Melvene C. McMillon
Cathy Meredith
Maria Millan
Ana Karina Molina
Fernandez
Margarita Montoya
Silvia Munoz
Olga Olvera
Sharon M. Orsak
Michelle E. Ours
Olga Ovchian
Alejandra Palacios
Jeanelle C. Palmer

Gloria Pedroza
Stephanie Peed
Melissa A. Pera
Samai P. Peralta
Alison P. Poole
Alexys Price
Tomas R. Rios
Norma Robinson
Maria R. Rodriguez
Rocio Romualdo
Tiffany Santos
Nicole Sarmiento
Meghan Schmitz
Chandler R. Schnelle
Kelly R. Shaw
Jacqueline C. Smith
Laura C. Smith
Olympia L. Sterling
Tanjana Stewart
Glenda F. Tart
Maria D. Toledo
Maria L. Vargas
Cecilia Velasco Flores
Leah S. Wallace
Ladarran D. Watson
Tanya R. Watson
Cindy R. Whitman
LaTrelle V. Wilkins
Merideth S. Winchester
Jacqueline Windom
Lauren Wood

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

October/Octubre 2019

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



Irma Aburto
Mayra Alegria Rodas
Ofelia Arriaga
Cynthia A. Balderas
Erika Barrera Perez
Deona L. Bonner
Carolyn J. Booher
Sarah E. Broadway
Tricia Chamberlain

Annette Clayton
Becky S. Compton
Calley Covington
Genevelyn Y. Crawford
Jennifer M. Cribb
Edwina Eldridge
Aura Escobar
Brittney L. Ferdig
Carson Foster

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

Mary Kay

GRAND ACHIEVERS GRAN GANADORAS

October qualifiers/Calificadas en octubre 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 *Advance* en *Mary Kay InTouch*.

**CONSULTANTS/
CONSULTORAS**
Christine M. Nardone

GOLD MEDALS MEDALLAS DE ORO

October/Octubre 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

163 GOLD MEDALS Brenda L. Gill*	15	85 GOLD MEDALS Maria E. Duran*	11
139 GOLD MEDALS Elda Ventura*	6	74 GOLD MEDALS Hilda Noemi Caballero*	5
100 GOLD MEDALS Deborah Riley*	5	70 GOLD MEDALS Silvia Lopez*	5
94 GOLD MEDALS Katie D. Nichols*	5	65 GOLD MEDALS Ileana P. Castro*	5
89 GOLD MEDALS Belinda Carver-Taylor*	5	Dwauna Maura* 5	

61 GOLD MEDALS

Rosa Orozco*

5

57 GOLD MEDALS

Joycelyn B. Westbrooks*

5

56 GOLD MEDALS

Lafreda D. Williams*

8

55 GOLD MEDALS

Maria Avila Huerta*

5

Juana Contreras*

10

54 GOLD MEDALS

Jael Lopez*

8

51 GOLD MEDALS

Irma Ramirez*

5

49 GOLD MEDALS

Shirley P. Vargas*

6

46 GOLD MEDALS

Maria G. Botello*

7

45 GOLD MEDALS

Marcela Sierra*

7

43 GOLD MEDALS

Virginia Vivas Damian*

5

38 GOLD MEDALS

Maria Bocanegra Aguilera*

5

37 GOLD MEDALS

Laurie A. Shumate*

5

34 GOLD MEDALS

Rubí Amateco-Nava

Vazquez*

6

Ester M. Barahona*

5

Brooke E. Bennett-Young*

5

33 GOLD MEDALS

Oralia Gil*

6

Norma A. Viera*

5

32 GOLD MEDALS

Jennifer J. McNulty*

5

31 GOLD MEDALS

Wanda J. Johnson*

5

Jessica Scola*

6

29 GOLD MEDALS

Betty Alvarado*

5

28 GOLD MEDALS

Graciela Arteaga*

5

Margarita Elisea*

8

Rocio Renteria*

9

26 GOLD MEDALS

Elva Obregon*

5

25 GOLD MEDALS

Taylor D. Willis*

5

24 GOLD MEDALS

Lauren D. Coe*

5

Erika D. Hulm*

5

Andrea R. Klahn*

7

Minerva Lara*

5

22 GOLD MEDALS

Maricela Rodriguez*

5

21 GOLD MEDALS

Reyna V. Alvarado Rivera*

10

20 GOLD MEDALS

Angeles Lopez Ortuno*

7

18 GOLD MEDALS

Blanca Y. Hinojosa Lora*

5

17 GOLD MEDALS

Herendira Garcia*

5

Tina L. Hackett*

6

Nuria Y. Torres*

5

16 GOLD MEDALS

Shelly Laberde*

6

Mirtha Z. Vargas*

5

15 GOLD MEDALS

Lynn C. Purser*

5

13 GOLD MEDALS

Maria Del Pilar Bermeo*

5

Martha Delgado*

5

Ana L. Quevedo*

6

12 GOLD MEDALS

Julie Holmberg*

5

Maria I. Quintana*

6

Ruth Eunice Rodas De.

Cifuentes*

5

11 GOLD MEDALS

Lisa M. Gutierrez*

5

10 GOLD MEDALS

Alicia Duran*

5

Cara I. Murray*

5

Martie M. Roberts*

5

9 GOLD MEDALS

Ma Ana Lilia Benitez*

5

Daisy Cuevas*

7

Lourdes Garcia*

5

8 GOLD MEDALS

Marinely Isguerra*

6

Maribel Orozco*

5

Josefina Reyes,

A. Orrostieta Unit

7

7 GOLD MEDALS

Twanna D. Bogan-

Cobbs*

5

Lorena Esquivel

Sanchez*

6

Fermina Macario-

Campos*

6

Patricia C. Magann,

R. McDermott Unit

6

Vinette Meikle

Harris*

5

Melissa C. Snyder*

5

6 GOLD MEDALS

Artelia Brito Ramirez*

5

Flor Bustos*

5

Maria Gomez Santillan*

5

Lorena A. Merlos*

5

5 GOLD MEDALS

Minerva Medina*

6

Lidia F. Sanchez*

5

Ingrid E. Seals*

5

4 GOLD MEDALS

Alicia Acosta,

M. Nevarez Unit

5

Jazmin Barahona*

5

Angelica Chaparro

Estrella*

5

Paula M. Fernandez*

6

Jayne Lin Kauffman*

5

Jannet A. Lawrence*

5

Jennifer T. McClure,

E. Sherwood Unit

12

Orrice D. McCray*

5

Lorena Salcedo*

5

3 GOLD MEDALS

Sol M. Blanco,

M. Picot Unit

8

Lourdes Brito Ramirez*

5

Jenny Cortez,

O. Mendoza Unit

10

Mattie Jackson,

J. Westbrooks Unit

5

Michelle Kelly,

L. Merritt Unit

5

Isela Mendoza*

6

Erica Nicholson,

M. McGough Unit

5

Yanira Oliva*

6

Cynthia B. Steed*

5

Katrina Zurita,

A. Zurita Unit

8

2 GOLD MEDALS

Blanca Arellano*

7

Dorothy F. Bauer,

D. Godfrey Unit

7

Ann Broussard,

A. Jeffery Unit

5

Maria G. Chavez,

M. Casillas Unit

5

Taylor Farve*

5

Natural-Lee A. Garcia,

J. Tamborello Unit

5

Helen K. Kuch-Kunich,

C. Hille Unit

11

Chelsea L. Lee,

C. Jones Unit

6

Christine M. Nardone,

L. Barclay Unit

7

Megan Poore,

A. Keller Unit

6

Tracy S. Ritchie,

T. Farve Unit

6

Bobbie J. Schiller,

M. Schwartz Unit

8

Amanda A. Stump,

M. Simmons Smith Unit

5

1 GOLD MEDAL

Ofelia Arriaga,

L. Pineda Unit

8

Lisa A. Arrington*

6

Mary Blash Boze,

K. Freeman Unit

5

Cooper Q. Burkentine,

K. Powell Unit

5

Elsi I. Cabrera*

7

Becky A. Cherry,

M. O'Neal Unit

5

Becky S. Compton,

L. Hall Unit

6

Margarita Coronel*

Christina R. DeVoe,

H. Brunner Unit

6

Mona C. Dixon,

K. Nichols Unit

7

Susie DuBose,

T. Anderson Unit

5

Samantha M. French,

M. Gates Unit

8

Ashleigh W. Hawkins-Ali

C. Jones Unit

5

Arisbeht Hernandez,

B. Hinojosa Lora Unit

5

Alicia S. Hernandez Limon,

D. Cuevas Unit

5

Lisa Jastrzembksi,

J. Ham Unit

5

Stacey Jones,

T. Hedrick Lassiter Unit

9

Catina M. Kridler,

S. Mitas Unit

7

Fabiola Lagos,

R. Alvarado Rivera Unit

7

Lavonda Lawrence,

G. Jones Unit

5

Olga Ovchyan,

R. Everhart Unit

5

Lucia Paz Lopez,

N. Ferreira Lopez Unit

6

Crystal Perkins,

T. Sjolander Unit

5

Kameron Price,

T. Sjolander Unit

8

Angela H. Richardson,

J. Sapp Unit

7

Norma Robinson,

R. Campos Unit

5

Rocio Romualdo,

I. Martinez Unit

5

Meghan Schmitz,

M. Schwartz Unit

8

Maria L. Vargas,

M. Quintana Unit

5

LaTrelle V. Wilkins,

P. Smith Unit

5

*Denotes Independent

Sales Director.

*Denota Directora de Ventas

Independiente.



ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

October/Octubre 2019

The top 100 Independent Sales Directors in each Seminar area based on their October 2019 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 octubre de 2019.

EMERALD/ESMERALDA

Nancy Boucher	\$110,713
Amber L. Towne-Geehan	95,591
Ebun Osaze	67,192
Mary Strauss	65,541
Doreen Stevens	62,085
Melinda M. Balling	60,939
Deanna L. Spillman	60,265
Bonnie White	59,427
Stacy D. Foust	58,682
Emily S. Vijil	57,306
Katy Goldstein	54,498
Paula Tyree Bowman	52,975
Jennifer L. Besecker	51,839
Nicole L. McDaniel	51,218
Kim I. Bessey	50,371
Richelle V. Barnes	50,249
Kendri E. Burkett	50,129
Tina M. Dees	48,000
Nelis Amaya	47,530
Janice B. Hull	47,282
Kathryn L. Engstrom	46,963
Dania Bello	46,625
Stacey Craft	46,582
Hollie R. Sherrick	45,811
Jill Beckstedt	45,682
Denise G. Kucharski	45,570
Pam Kelly	45,485
Ginny B. O'Kain	43,541
Betty McKendry	43,334
Shauna L. Abbotts	42,385
Sheri Farrar-Meyer	42,183
Leslie M. McKinney-Smith	42,077
Tracy A. Clymer	42,024
Brenda Stafford	40,783
Brenda K. Cooney	40,705
Cindy Anderson	40,608
Phyllis I. Pinski	39,940
Jo M. Cotton	39,802
Joanna Helton	39,711
Margaret Neill	39,358
Maggie Rader	39,296
Audrey L. Detesco-Nickell	38,720
Stephanie H. Blake	38,440
Bridgett L. Moore	38,404
Brittani M. Jenks	38,219
Leanne Parrino-Pheasant	37,746
Becki Hackett	37,652
Joslyn Eaton	37,586
Christine D. Barrueco	37,518
Carolyn Thompson	37,319
Lisbeth C. Arocha Duque	37,233
Jill A. McCoy	37,181
Michele S. Rankin	36,889
Lessa R. Franken	36,806
Ashley N. Clinesmith	36,763
Dawn Wilson	36,418
Irene K. Foster	36,036
Lisa C. Mack	35,972
Wendi N. Scheuble	35,552
Mary-Beth Anderson	35,341
Nancy A. Berlin	35,205
Heather D. Hulse	35,151
Marie Pfarr	34,978
Kathy Eckhardt	34,965
Carol Mouradian	34,868
Tammy West-Murrian	34,666
Jacquelyn Dykstra	34,475
Linda Klein	34,269
Theodora W. Bradley	34,153
Kijuan R. McKinnie	33,908

Deirdre L. Eschazier	33,598
Jannelik C. Engronatt Marquez	33,565
Karen E. Riddle	33,488
Audrey J. Doller	33,474
Keiko M. Nakao	33,360
Mara C. Lane	33,160
Breanne Sufrin	32,966
Carol M. Fulton	32,919
Shelley Money-Eldridge	32,886
Debra Allison	32,743
Sandra Tatzler	32,661
Deb Altenburger	32,556
Shawna D. Schneider	32,493
Gloria Evans	32,323
Maria J. Koo	32,312
Chris H. Teague	32,116
Carrie Bloink	32,062
Nancy Rodriguez	31,995
Linda Jackson	31,913
Brenda L. Wilbur	31,790
Dicia Rodriguez	31,759
Menina M. Givens	31,754
Yvette Alexander	31,677
Angel Guerra	31,674
Karen D. Holland	31,510
Melissa Makarick	31,250
Abigail L. Quinn	31,234
Jennifer C. Babineau Olais	31,163
Hillary Millard-Briggs	31,107
Vicki B. Crank	31,104

DIAMOND/DIAMANTE

Deborah S. Bailye	\$68,678
Mileta K. Kinser	61,118
Christi G. Campbell	59,258
Amy Kemp	58,840
Kim A. Messmer	58,255
Paula Kelsch	57,780
Karime Rosas	57,119
Alicia Kingrey-Lokai	56,429
Delmi C. Santos	55,542
Christy Bigham	55,132
Kathy R. Bullard	53,743
Mary Kathryn King	53,688
Kelly Willer-Johnson	52,919
Marsha Morrisette	52,443
Irene Korobov	51,389
Priscilla McPheeters	49,311
Gerri Anne Morris	48,612
Terri J. Beckstead	48,539
Nancy F. Castro	47,339
Patricia Carr	47,327
Crystal D. Gardner	47,322
Laura E. Knight	47,275
Angela J. Fry	47,265
Susan M. McCoy	47,046
Sylvia L. Martinez	47,038
Tawnya Krempges	46,659
Kelly K. Johnsrud	46,374
Sherrie C. Purvis	46,065
Allison Piro	45,998
Nicki R. Hill	45,616
Susie Moore	45,398
Heather M. Julson	45,249
Mary P. Creech	44,556
Shelly Palen	44,441
Lindsey D. Christenson	44,236
Suzanne T. Young	42,317
Michelle Cape	41,400
Lucrecia Aguirre	41,386
Anne Geertsens	41,212
Megan E. MacDowall	41,153

Deborah Dudas	40,909
Donna K. Smith	40,798
Nancy M. Polish	40,484
Alicia Borkowska	40,468
Terri Lewis	40,459
Maria L. Garcia	40,259
Susie Kopacz	40,137
Cheryl A. Riead	40,137
Melody P. Lemon	40,113
April C. Hutchinson	39,429
Brenda Spain	38,927
Debra F. Marsh	38,824
Grace N. Lemke	38,416
Ruth Alvarado	38,298
Cindy Machado-Flippen	38,284
Rosalinda Mejia-Cardenas	37,713
Mariann Biase Mason	37,681
Julie Danskin	37,574
Elsa F. Santos	37,314

Kayla A. Holliday-Lamar	37,078
Linda T. Cartiglia	37,037
Heidi Kenealy	36,542
Delmi E. Disus	36,429
Sandy Griffith	36,408
Jenny Siemonsma	36,404
Joan M. Farrell	36,385
Audrey K. MacDowall	36,261
Billie Gillespie	36,240
Mary G. Gronholz	36,174
Lisa A. Stengel	35,967
Nadine Bowers	35,906
Denise Nygard	35,863
Dolly A. Metzger-Stearns	35,418
Rita M. Krause	35,310
Celeste Pichardo	35,074
Robbie L. Brannon	35,045
Marty T. Wynn	34,961
Ana E. Rodriguez	34,867
Cindy S. Kriner	34,830
Maggie J. Eckert	34,711
Emily E. Schuette	34,584
Celeste Byrd	34,576
Nadine H. Huckabee-Stanley	34,540
Dayna L. Lemke	34,539
Berenice Sanchez	34,481
Faith A. Gladding	34,379
Kathe Cameron	34,352
Jolinn Andriese	34,290
Kim C. Meyers	34,216
Casey Goff-Martin	34,126
Kelly M. Freeman	34,118
Jan Geig	34,054
Sharon B. Carney-Wright	33,967
Norma Lee Shaver	33,767
Stephanie A. Richter	33,508
Cari Newby	33,241
Sheryl Peterson	33,146
Kristen C. Spiker	33,110
Ashley S. Orr	33,102
Joselin Torres	33,065

RUBY/RUBÍ

Kali DeBlander Brigham	\$85,453
Kaela L. Steinman	78,347
Elvia Orozco	77,432
Maria D La L. Gabriel	74,434
Luz A. Perez	72,063
Laura V. Middleton	70,931
Lisa Anne Harmon	67,489

Kellee L. Valerio	65,962
Elizabeth K. Toupin	63,453
Elicia A. Polanco	60,962
Diane K. Lundgren	58,763
Paula M. Kirkpatrick	56,341
Lisa Hansen	54,765
Suzanne Moeller	54,457
Stephanie L. Coker	53,429
Heather A. Daniel-Kent	52,142
Andrea Jackson Berger	50,124
Krystal D. Downey-Shada	49,086
Maureen Shipp	48,005
Mary A. Dell	46,977
Lisa V. Bauer	46,444
Patti Cornell	46,176
Sonya F. Goins	45,728
Laurie C. Cole	45,556
Laura L. Waters	45,470
Vazquez	45,401
Susan C. Ehrnstrom	44,501
Susan Moore	44,499
Brenda Fenner	44,448
Carmen J. Felix	43,448
Laurie T. Plyler	43,093
Marye Durrer	42,508
Tamarie M. Bradford	42,167
Judie Roman	41,949
Eusebia Bonilla	41,446
Nicole Medjesky-Dixon	40,176
Jessica L. Williams	40,175
Marnie R. Young	39,671
Terry Thole	39,601
Heather C. Feiring	39,328
Stephanie Audino	39,274
Lori M. Langan	39,214
Juana Molina	39,178
Stacy M. Lauritzen	38,529
Donna Clark-Driscoll	38,426
Stacey P. Nelson	37,921
Sherri Ammons	37,901
Pat Z. Allen	37,868
Tammy Brown	37,841
Bridgette R. Conley	37,516
Nubia Rios	37,450
Milagro V. Diaz	37,396
Kimberly Burhoop	37,375
K.T.M. Martin	37,118
Becky Goshorn	37,027
Trudy D. Nikolas	36,881
Brenda D. Elliott	36,752
Ryan A. Rives	36,641
Jaime M. Bittner	36,240
Patricia Pina	36,098
Monique N. McIntyre	36,036
Debbie A. Elbrecht	35,826
Tshanna C. Diggan	35,820
Christy M. Cox	35,742
Randi S. Gleason	35,523
Darla R. Bull	35,450
Laura A. Kattenbraker	35,382
Amy C. Schule	35,064
Valerie A. Lucio-Polk	34,805
Sylvia T. Barritt	34,529
Cleta Colson-Eyre	34,524
Thessy N. Nwachukwu	34,258
Becky Kiessig	33,964
Rebecca W. Cox	33,445
Elizabeth A. Kramer	33,381
Maricruz Flores	32,899
Barbara Baty	32,563
Kay McClinton	32,439
Kathy Williams Oeder	32,438
Lisa D. Prescott	32,333
Lauren N. Bloomer	32,308

Jenna M. Larson	32,205
Barbara L. Harrison	32,197
Suzanne M. Riggs	32,063
Jan M. Moses	32,058
Palia A. Curry	31,688
Karen A. Brown	31,601
Jennifer Isenhardt	31,364
MinDee M. Sommerla	31,266
Kenia K. Acosta	31,217
Lisa Olivares	31,064
Charlotte Mantooth	30,757
Linda Sigle	30,714
Rebecca H. White	30,703
Amie Christly	30,624
Rose Mary Neel	30,535
Christina V. Rolfs	30,416
Alice R. George	30,390
Margarita Velez	30,298
Silvia Farias	30,232
Patty L. Bojan	30,220

SAPPHIRE/ZAFIGO

Michele M. Armes	\$82,130
Laurieann Barclay	74,182
Jordan Eicher	68,422
Vicki Piccirilli	56,574
Linne' Lane	52,435
Randi Stevens	52,050
Lady Ruth Brown	49,174
Linda Meier	49,136
Cheri L. Taylor	47,777
Christine M. Jessee	47,464
Debbie A. Weld	47,303
Keita Powell	47,297
Marcela Sierra	46,674
Katherine L. Longley	46,167
Kristi M. Anderson	45,439
Doris M. Quackenbush	45,026
Brooke E. Bennett-Young	44,578
Dolores Keller	44,301
Robyn S. Cartmill	44,240
Jeanette M. Thompson	43,473
Karla M. Reno	42,993
Tracy Foltz	42,969
Jennifer M. Ham	42,378
Susan T. Boothe	42,141
Carmen B. Jones	41,240
Reyna V. Alvarado Rivera	41,205
Jennifer J. McNulty	41,022
Julie A. Griffin	40,989
Debra J. Witmer	40,918
Petie L. Huffman	40,600
Brenda Ashlock	40,532
Tracy Potter	40,466
Autumn R. Heble Britton	40,359
Amy J. Bowman	40,298
Marie E. Vlaminc	40,257
Linda H. Rowsey	40,187
Katie D. Nichols	39,798
Claudia D. Clem	39,657

Jodi L. Feller	39,149
Carol Lee Johnson	38,968
Jessica Holzbach	38,656
Elsie Jackson	38,390
Patty Webster	37,953
Julie Neal	37,797
Jennifer Levitt	37,452
Leah P. Cade	37,291
Julie B. Sapp	37,128
Marie G. Miller	36,977
Robin S. Moody	36,860
Krystal K. Hunsucker	36,827
Laura M. Villalpando	36,168
Candy I. Brown	36,158
Heather L. Bohlinger	36,140
Jenny R. DeMell	36,108
Missy M. O'Neal	35,864
Leslie A. Hall	35,774
Karla R. Plantan	35,747
Ruby Garner	35,587
Moleda G. Dailey	35,548
Amy J. Burris	35,360
Chelsea C. Altman	35,307
Jerlene Vrana	35,270
Linda A. Jones	35,160
Ann W. Sherman	35,153
Debbie P. Roberts	35,137
Pamela O. Pruitt	35,011
Jenav W. Wood	34,858
Erika D. Hulm	34,785
Candace N. Holte	34,771
Jane Minor	34,621
Casee E. Harwell	34,611
Isela M. Martinez	34,502
Peggy Matish	34,397
Katherine L. Boucher	34,290
Jamie L. Lawrence	33,681
Pam Garner Moore	33,619
Sherri Reindl	33,516
Pilar Najera	33,458
Hazel White	33,458
Kaye Yuen	33,453
Jeanette E. Beichle	33,413
Anne Q. Harris	33,340
Chris Havens	33,102
Bonnie Crumrin	32,883
Jeni Tjelle	32,820
Marjorie S. Haun	32,670
Tommi Pleasure	32,627
Rita Schaefer	32,496
Joyce A. Newell	32,468
Bryunah G. Gossett	32,411
Cynthia S. Sheppa	32,169
Judy K. Johnson England	31,662
Joli A. Dockery	31,614
Kelly I. Brock	31,539
Patsy A. Glunt	31,373
Jaci J. Baccus	31,352
Romaine Korzon	31,175
Sandi Gaither	31,066
Dwauna Maura	31,040
Cheri Pearce	31,004



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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

October/Octubre 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in October 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 el área del Seminario en octubre 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	\$13,308
Amber L. Towne-Geehan	13,021
Ebun Osaze	9,492
Jennifer L. Besecker	9,411
Melinda M. Balling	8,861
Kathryn L. Engstrom	8,653
Stacy D. Foust	8,338
Katy Goldstein	8,328
Paula Tyree Bowman	8,010
Mary Strauss	7,882
Lesa R. Franken	7,829
Deanna L. Spillman	7,796
Emily S. Vijil	7,766
Bonnie White	7,749
Kendri E. Burkett	7,600
Nelis Amaya	7,556
Doreen Stevens	7,492
Richelle V. Barnes	7,477
Jill Beckstedt	7,464
Krista B. Hull	7,443
Shauna L. Abbotts	7,358
Diane M. Detesco	7,003
Kim I. Bessey	6,915
Angel Guerra	6,875
Shelley Money-Eldridge	6,823
Sheri Farrar-Meyer	6,805
Menina M. Givens	6,717
Nancy O'Hara	6,715
Nicole L. McDaniel	6,690
Kimbi L. Bartik	6,665
Dania Bello	6,558
Stacey Craft	6,542
Pam Kelly	6,495
Betty McKendry	6,470
Cindy Anderson	6,429
Leslie M. McKinney-Smith	6,408
Karen E. Ridle	6,363
Denise G. Kucharski	6,324
Brittani M. Jenks	6,250
Carolyn Thompson	6,166
Michele S. Rankin	6,026
Kathy Eckhardt	5,936
Stephanie H. Blake	5,936
Linda Klein	5,931
Hollie R. Sherrick	5,926
Shawna D. Schneider	5,831
Maria de La Luz Avila	5,821
Lisa C. Mack	5,820
Leanne Parrino-Pheasant	5,811
Audrey L. Detesco-Nickell	5,792
Brenda Stafford	5,771
Ann F. Smith	5,762
Joanna Helton	5,745
Phyllis I. Pinsker	5,705
Christine D. Barrueco	5,683
Ashley N. Clinesmith	5,680
Brenda K. Cooney	5,659
Tina M. Dees	5,612
Terrah Cromer	5,575
Emily Stone	5,573
Bridgett L. Moore	5,562
LaKeshia M. Chisholm	5,534
Lisa Reimer	5,523
Audrey J. Doller	5,478
Becki Hackett	5,450
Maggie Rader	5,439
Nancy A. Berlin	5,419
Maritza Lanuza	5,381
Jo M. Cotton	5,343

Jill Drehmer	5,296
Sally Moreno	5,293
Dana A. Lamade	5,241
Mary-Beth Anderson	5,240
Liz Voran	5,229
Luanne Stewart	5,215
Ginny B. O'Kain	5,182
Deb Altenburger	5,156
Nancy Rodriguez	5,140
Tracy A. Clymer	5,136
Debra Allison	5,127
Deirdre L. Eschauzier	5,124
Jessica Mendoza	5,121
Heather D. Hulsey	5,095
Dercy Minotta	5,081
Marie Pfarr	5,067
Adriana D. Aguilera-Urrutia	5,062
Delmy A. Rivas	5,059
Johanna T. Soler Polanco	5,040
Dawn Wilson	5,016
Krista A. Johnson	5,000
Ayobami O. Olusa	4,990
Jennifer A. Enloe	4,932
Damarys Leyva	4,930
Carrie Bloink	4,912
Elva Jordan	4,898
Denise Peterson	4,879
Noelia E. Jimenez Gutierrez	4,859
Denisse J. Ordonez	4,843
Wendi N. Scheuble	4,842
Tammy West-Murrian	4,841

DIAMOND/DIAMANTE

Delmi C. Santos	\$13,424
Kathleen Koclanes	10,596
Karime Rosas	10,309
Deborah S. Bailie	9,801
Alicia Kingrey-Lokai	9,528
Celeste Byrd	9,072
Heather M. Julson	8,995
Paula Kelsch	8,659
Audrey K. MacDowall	8,588
Christy Bigham	8,585
Amy Kemp	8,507
Nadine Bowers	8,433
Tawnya Krempges	8,373
Kathy R. Bullard	8,256
Mary Kathryn King	8,229
Marsha Morrisette	8,207
Mileta K. Kinser	8,084
Lucricia Aguirre	7,966
Anne Geertsens	7,763
Kim A. Messmer	7,710
Patricia Carr	7,647
Terri J. Beckstead	7,606
Julie Danskin	7,595
Christi G. Campbell	7,528
Nancy F. Castro	7,493
Kelly Willer-Johnson	7,417
Sherrie C. Purvis	7,249
Nancy M. Polish	7,238
Sandy Griffith	7,204
Lindsey D. Christenson	7,180
Claudia Chavez	7,032
Irene Korobov	6,964
Shelly Palen	6,842
Rita M. Krause	6,786
Priscilla McPheeters	6,740
Ruth Alvarado	6,733
Joyce M. Perry	6,726

Deborah Dudas	6,705
Amy Zanto	6,667
Nicki R. Hill	6,662
Lisa Rada	6,642
Lisa A. Stengel	6,639
Megan E. MacDowall	6,632
Susan M. McCoy	6,610
Angela J. Fry	6,572
Sheryl Peterson	6,455
Maria Sanchez	6,421
Virgen V. Ortiz	6,409
Martha Kay Raile	6,399
Elsa F. Santos	6,330
Melody P. Lemon	6,239
Sylvia L. Martinez	6,215
Maria L. Garcia	6,207
Rose Rodriguez-Capone	6,204
Crystal D. Gardner	6,149
Connie L. Russo	6,144
Gerri Anne Morris	6,128
Stephanie A. Richter	6,076
Blythe J. Egbert	6,044
Ines Padilla-Hernandez	6,039
Michelle Cape	6,021
Laura E. Knight	5,963
Cindy S. Kriner	5,937
LaChelle M. Seleski	5,901
Annette Pace	5,833
Terri Lewis	5,825
Lindsay R. Stewart	5,811
Cindy Machado-Flippen	5,809
Kelly K. Johnsrud	5,802
Cheryl A. Riead	5,742
Denise Nygard	5,725
Brandi Driggers	5,706
Susie Kopacz	5,687
Marina S. Ramirez	5,677
Faith A. Gladding	5,652
Juana M. Del Cid	5,635
Mary P. Creech	5,630
Yolanda Carrillo	5,615
Susie Moore	5,602
Alicia Borkowska	5,556
April C. Hutchinson	5,453
Robbie L. Brannon	5,442
Suzanne T. Young	5,426
Berenice Sanchez	5,419
Ellyn Johnson	5,380
Lisa A. Raupp	5,375
Patty Y. Rovano	5,363
Shelley Olson	5,356
Deborah Robina	5,336
Allison Piro	5,313
Sherralynn Arnold	5,304
Donna K. Smith	5,274
Kayla A. Holliday-Lamar	5,235
Ana E. Rodriguez	5,213
Celeste Pichardo	5,193
Brenda Spain	5,188
Christina L. Frantz	5,166
Joselin Torres	5,164
Linda T. Cartiglia	5,159
Emily E. Schuette	5,150

RUBY/RUBÍ

Elvia Orozco	\$18,402
Luz A. Perez	13,678
Maria D. La L. Gabriel	12,031
Kali DeBlander-Brigham	11,344

Elida A. Polanco	10,589
Kaela L. Steinman	9,434
Laura V. Middleton	9,282
Kelley L. Valerio	8,999
Heather A. Daniel-Kent	8,982
Carmen J. Felix	8,917
Lisa Anne Harmon	8,619
Marye Durrer	8,594
Stephanie L. Coker	8,503
Diane K. Lundgren	8,272
Milagro V. Diaz	7,702
Jeanie K. Navrkal	7,641
Laura L. Waters	7,514
Vazquez	7,514
Thessy N. Nwachukwu	7,498
Lauren N. Bloomer	7,484
Mary A. Dell	7,455
Paula M. Kirkpatrick	7,406
Jenn Kirkham	7,325
Laurie T. Plyler	7,257
Brenda Fenner	7,247
Elizabeth K. Toupin	7,134
Patti Cornell	7,038
Pat Z. Allen	6,972
Susan Moore	6,820
Barbara Pleet	6,756
Lisa Hansen	6,728
Suzanne Moeller	6,676
Maureen Shipp	6,614
Randi S. Gleason	6,602
Laurie C. Cole	6,522
Lisa V. Bauer	6,511
Eusebia Bonilla	6,446
Bridgette R. Conley	6,445
Ginger J. Benedict	6,415
Irlene Zapalac	6,292
Donna Clark-Driscoll	6,228
Krystal D. Downey-Shada	6,227
Judie Roman	6,126
Juana Molina	6,092
Amy Stokes	6,023
Heather C. Feiring	6,010
Amy Kitrell	5,974
Julie B. Potts	5,967
Jeannette Curren-Cochran	5,955
Susan C. Ehrnstrom	5,940
Lisa Olivares	5,893
Martina Roman	5,875
Tamara M. Bradford	5,819
Sonya F. Goins	5,813
Cleta Colson-Eyre	5,803
Nubia Rios	5,761
Jessica L. Williams	5,733
Andrea Jackson-Berger	5,715
Monique N. McIntyre	5,698
Jennifer L. Albertini	5,690
Ramona Carbajal	5,661
Marnie R. Yunger	5,603
Lori M. Langan	5,597
Reina Murcia	5,527
Ryan A. Rives	5,469
Rachael M. Bullock	5,450
Kenia K. Acosta	5,399
Silvia Farias	5,385
Roxy H. Coursey	5,369
Stephanie Audino	5,361
Maria Bautista	5,350
Becky Goshorn	5,341
Gloria Moreno Medrano	5,301

Elizabeth A. Kramer	5,299
Debbie A. Elbrecht	5,280
Margarita Velez	5,268
Jan Maloney	5,252
Tracey L. Chavez	5,189
Stacy M. Lauritzen	5,187
Liz Whitehouse	5,168
Christy M. Cox	5,140
Guadalupe Caracheo	5,138
Charlotte Mantooth	5,131
Rachel Mega	5,107
Cissy E. Warren	5,104
Patricia Pina	5,081
Elvia Cordova	5,071
Milbella Sosa	5,070
Terry Thole	5,026
Becky Kiessig	4,983
K.T.M. Martin	4,982
Laura A. Kattenbraker	4,980
Rose Campbell	4,978
Tammy Brown	4,968
Stacey P. Nelson	4,961
Darla R. Bull	4,933
Mary Beth Pfeifer	4,923
Nicole Medjesky-Dixon	4,901
Amy C. Schule	4,893
Aide G. Martinez Charre	4,892
Marisol Rodriguez	4,878

SAPPHIRE/ZAFFIRO

Michele M. Armes	\$12,685
Linda Meier	11,087
Laurieann Barclay	9,612
Brooke E. Bennett-Young	9,439
Jordan Eicher	9,266
Lady Ruth Brown	9,194
Debra J. Witmer	8,935
Katie D. Nichols	8,684
Marcela Sierra	8,658
Vicki Piccirilli	8,652
Cheri L. Taylor	8,551
Hilda M. Magana	8,243
Carmen B. Jones	8,162
Linne' Lane	8,108
Missy M. O'Neal	8,018
Erika D. Hulm	7,818
Pam Garner Moore	7,792
Julie B. Sapp	7,723
Jennifer J. McNulty	7,703
Julie Neal	7,591
Debbie A. Weld	7,397
Marita W Campbell	7,138
Karla M. Reno	7,130
Jennifer M. Ham	7,100
Randi Stevens	7,089
Reyna V. Alvarado Rivera	7,020
Tracy Potter	6,965
Delia Ponce	6,964
Katherine L. Longley	6,781
Dolores Keller	6,724
Jeanette E. Beichle	6,690
Karla R. Plantan	6,667
Sylvia Boggs	6,660
Maria Claxton-Taylor	6,602
Robyn S. Cartmill	6,574
Christine M. Jessee	6,553
Satarro Purnell	6,463
Candy I. Brown	6,454
Brenda Ashlock	6,426
Keita Powell	6,423

Doris M. Quackenbush	6,416
Brenda L. Gill	6,377
Tommi Pleasure	6,300
Rita Schaefer	6,251
Marie E. Vlaminc	6,230
Linda A. Jones	6,180
Julie A. Griffin	6,178
Kelly I. Brock	6,157
Judi Tapella	6,146
Romaine Korzon	6,136
Suzanne Tripp-Black	6,122
Tracey F. Hedrick Lassiter	6,110
Sandra G. Kirchhoff	6,016
Margarita Elisea	5,985
Jeanette M. Thompson	5,984
Marni M. Hendricks	5,957
Terza Llanes	5,945
Tracy Foltz	5,944
Ruby Garner	5,887
Kristi M. Anderson	5,865
Amy J. Burris	5,786
Lynn Baer Roberts	5,737
Petie L. Huffman	5,724
Amy J. Bowman	5,664
Natalie Reed	5,629
Patty Webster	5,613
Anne Q. Harris	5,599
Jodi L. Feller	5,568
Casie Hembree	5,567
Susan T. Boothe	5,522
Robin S. Moody	5,519
Heather L. Bohlinger	5,514
Pilar Najera	5,463
Jennifer Levitt	5,461
Marie G. Miller	5,450
Moleda G. Dailey	5,420
Evelyn Pirhalla	5,410
Mariaelena Boquin	5,402
Mary Lou Ardohain	5,393
Jaci J. Baccus	5,377
Penny J. Jackson	5,361
Trisha Taylor	5,353
Mary Burnett	5,351
Marjorie S. Haun	5,338
Dwauna Maura	5,332
Jane Minor	5,330
Maria De Jesus Vargas	5,310
Lafreda D. Williams	5,275
Diane Covington	5,264
Carol Lee Johnson	5,227
Linda H. Rowsey	5,223
Flor D. Maldonado	5,219
Debbie P. Roberts	5,186
Isela M. Martinez	5,177
Rubi Amateco-Navazquez	5,169
Tess D. Caldwell	5,163
Joli A. Dockery	5,100
Miranda Kantor	5,092
Sherri Reindl	5,092
Peggy B. Sacco	5,080





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 February award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



EMERALD

Noelia Emilia Jimenez Gutierrez

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
April 2005

Sales Director Debut
September 2015

Offspring four first-line

National Sales Director
Marilyn Marte-De Melo

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

Personal Lives in Santo Domingo
Oeste, Dominican Republic.
Husband, Hector Peña; sons: Arian,
Reyli; daughter, Amitayl

**“I am motivated to help others
because** when I help, can make a
difference in their lives, and God will
be glorified.”

Independent Beauty Consultant
Ismerali Severino of Santo Domingo
Oeste, Dominican Republic, says,
“She’s very focused on teamwork
and very patient to teach us how
to work our Mary Kay businesses.
She always provides us with new
materials that are useful to our
growth. She is always there to give
us support and to guide us lovingly.
She’s an exemplary leader!”



DIAMOND

Tobi Bolt

Independent Senior Sales Director

Began Mary Kay Business
March 1996

Sales Director Debut
September 1997

Offspring one first-line

National Sales Director
Sharon Buck

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

Personal Lives in Cambridge, Wis.
Husband, Glenn; daughters:
Macy, Regan

**“I am motivated to help others
because** serving others in Mary Kay
is a joyful way to fulfill the Golden
Rule, and so many mentors have
lifted me up in my journey.”

Independent Beauty Consultant
Jennifer Whiting of Clarkston, Utah,
says, “It is hard to put into words the
countless ways she has impacted my
life and the lives of hundreds of other
women. Tobi is 110% the person
Mary Kay Ash would have passed her
torch to. Tobi encompasses the heart,
determination, integrity, love, business
smarts and Go-Give spirit that make
up this Company. Tobi is Mary Kay!”



RUBY

Janice Govin

Independent Senior Sales Director

Began Mary Kay Business May 1994

Sales Director Debut August 2001

Offspring one first-line

National Sales Director
Mary Kay National Area

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

Personal Lives in Fort Wayne, Ind.
Husband, Ed; son, Garret; daughter,
Maddy

**“I am motivated to help others
because** I want people to know that
they are valued, treasured, loved
and that they can have more in life.
Mary Kay was so wise in creating our
Company on a strong set of values.
My family and I have been immensely
blessed by Mary Kay, and I want to
share the blessings with others.”

Independent Sales Director Karen
Kay Loui of Pearl City, Hawaii, says,
“Janis has a really giving heart. Not only
that, she is always enthusiastic and
optimistic, qualities that really make
her the kind of leader that benefits
Mary Kay. In her Fort Wayne area, she's
dedicated a lot of her time to having
events that supported *The Mary Kay*
*Foundation*SM and the growth of
Beauty Consultants.”



SAPPHIRE

Karla Plantan

Independent Future Executive
Senior Sales Director

Began Mary Kay Business April 2011

Sales Director Debut June 2012

Offspring four first-line

National Sales Director Diane Mentipty

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

Personal Lives in Lakewood, Colo.
Husband, Nick; son, Jack;
daughter, Evie

**“I am motivated to help others
because** life is all about the blessings
that we give to others. Success is
contagious and has a ripple effect,
and I truly believe we can be agents of
immense positive change in the world
when we pour into others and help
them realize their God-given potential.”

Independent National Sales
Director Diane Mentipty of Berlin,
Mass., says, “Karla is as beautiful on
the inside as she is on the outside!
Her integrity, determination and
focus in her business are parallel
to her heart for others both inside
and outside of Mary Kay. In her
community, Karla leads the Pink in
the Park charitable event partnering
with the Colorado Rockies. Proof
positive that you really can have it all
in Mary Kay!”

MARY KAY



Hot
Pink



Chris Casper

Date Night!

Offer a fun and flirty look, created by **Mary Kay Global Beauty Ambassador Luis Casco**.

EYES

Sweep **Mary Kay Chromafusion® Eye Shadow** in **Blossom** over eyelid as a base and in the inner corner of the eye to highlight. Apply **Candlelight** across center of eyelid and across lower lashline, \$8 each. Apply **Lash Love® Waterproof Mascara** in **I ♥ black**, \$15.

CHEEKS

Sweep **Mary Kay Chromafusion® Blush** in **Golden Copper** on apples of the cheeks, \$14.

LIPS

Line lips with **Rose Mary Kay® Lip Liner**, \$12. Top with **Mary Kay® Gel Semi-Shine Lipstick** in **Haute Pink**, \$18.

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



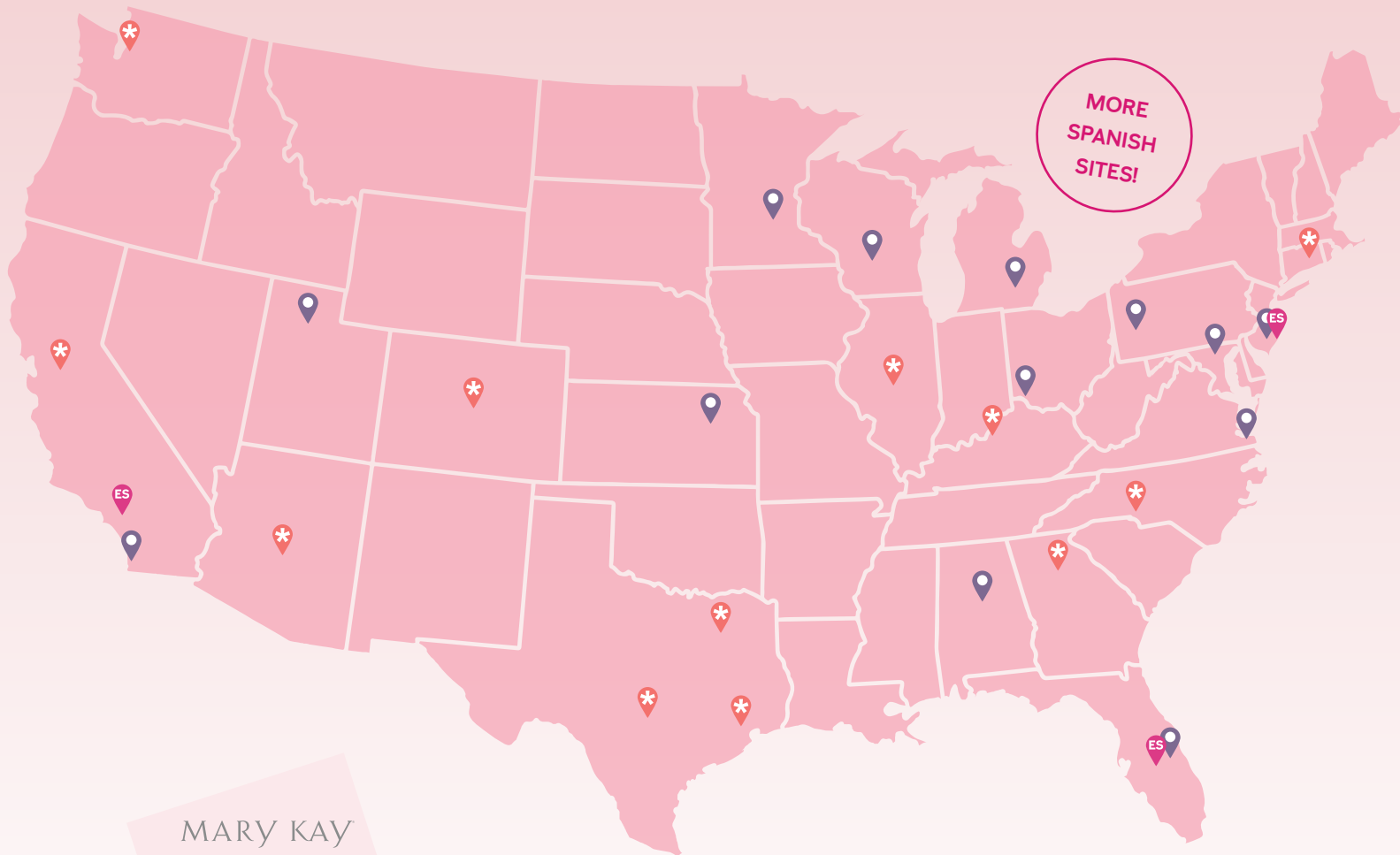
FINISH THE LOOK

- **Mary Kay® Precision Brow Liner**, \$14
- **Mary Kay® Volumizing Brow Tint**, \$14
- **Mary Kay® Undereye Corrector**, \$16
- **Mary Kay® Eye Primer**, \$12
- **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15**,* \$20
- **TimeWise 3D® Foundation** –
Matte or Luminous, \$25
- **Mary Kay® Blending Brush**, \$16

HELP IS HERE!

Learn the basics, take the quizzes and tell the world you're an **Advanced Color Consultant!** Find on **Mary Kay InTouch®** > Education.





MARY KAY
**CAREER
CONFERENCE**
2020

Better Than Ever

Registration opens
this month. *Mary Kay*
InTouch® has [details](#).

WEEK 1 MARCH 20-21

REGISTRATION OPENS JAN. 28!

- Atlantic City, NJ
- Baltimore, MD
- * Bellevue, WA
- ES ChampionsGate, FL
- Cincinnati, OH
- * Colorado Springs, CO
- * Hartford, CT
- * Irving, TX
- Minneapolis, MN
- Novi, MI
- * Phoenix, AZ
- * San Marcos, TX
- Virginia Beach, VA

MARCH 22-23

- ES Atlantic City, NJ

WEEK 2 MARCH 27-28

REGISTRATION OPENS JAN. 29!

- ES Anaheim, CA
- Birmingham, AL
- * Charlotte, NC
- * Duluth, GA
- Layton, UT
- * Louisville, KY
- Madison, WI
- * Modesto, CA
- Orlando, FL
- Pittsburgh, PA
- San Diego, CA
- * Springfield, IL
- Topeka, KS
- * The Woodlands, TX



Location



Spanish Interpretation



Spanish Only

you can
do it

JULY 1, 2019 – JUNE 30, 2020



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

JAN. 1-31

be
confident.



YOU CAN DO IT!
CAREER CONFERENCE
CONSISTENCY CHALLENGE:
BE THE OPPORTUNITY.

DEC. 1, 2019 – FEB. 29, 2020

Achieve the **You Can Do It!** Challenge
each month, December 2019 through February 2020,
to earn this bracelet 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.

Plan Ahead!

SAVE FOR SEMINAR!

If making the trip to Dallas in July
seems beyond your budget,
here's a simple way to save a
little from each party and watch
those savings add up. **Example:**

4 parties a week
\$5
x per party

\$20
x per week
4 weeks

\$80
saved in 1 month!

x 6 months

\$480
saved in 6 months!

IT'S UP TO YOU!

Determine what you need, book
parties and choose how much
per party you can comfortably
set aside to help reach your goal.
Plus, this is just more motivation to
increase your bookings and sales!



The Red Zone

Work of Heart

You love everything about your Mary Kay business; it's time to share with others!

"I can't use a little (or a lot of) extra money." Said no one ... EVER!

While there are a gazillion reasons to start a Mary Kay business, earning extra is always a crowd-pleaser. And when you share that **Mary Kay's 50% commission earnings** are among the highest in the direct-selling industry, it can be a game-changer. Add to that, the flexibility of working when and how much you want, and you'll get heads turning!

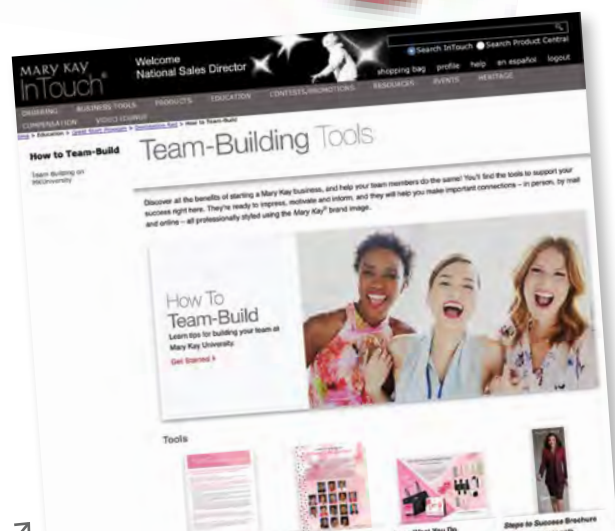
Many seasoned Mary Kay Independent Beauty Consultants share that they started their businesses in order to earn extra, but quickly fell in love with the flexibility, values, culture and relationships developed with their businesses.



Take it from **INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR JAMIE TAYLOR** who says that if she doesn't share the Mary Kay opportunity, she's doing a disservice to others by not giving them a chance to change their lives.

TODAY IS THE DAY!

Feel empowered as you lead others who start a Mary Kay business. When you **build a team**, you can **earn product rewards, monetary bonuses** plus a **commission based on your team members' product sales**. What's more, put yourself in the driver's seat with an opportunity to **earn the use of a Mary Kay Career Car!**



HELP IS HERE. FOR YOU

Find everything from A to Z on *Mary Kay InTouch*® to help you team-build.

FOR A NEW TEAM MEMBER

Learn all about the amazing rewards at her fingertips when she starts her Mary Kay business. Even when she's on the go!



Why I Love Mary Kay!



With so many reasons to love Mary Kay, we asked these Independent Sales Directors their favorite things about their Mary Kay businesses!



I ♥ CHOICES! INDEPENDENT SENIOR SALES DIRECTOR KELLEE VALERIO, BLUE BELL, PA.

"As a busy college student, I earned money when I needed it through my Mary Kay business. When I got a full-time job, I soon realized there was limited advancement opportunity and no challenge, and I knew that I wasn't put on this earth just to pay bills.

That's when I decided to pursue my Mary Kay business full time. When I earned the use of my first Career Car, I got rid of those car payments. Then as I continued to move up the career path, I watched my bonuses and commission checks increase. It's true that when you help people get what they want, you can get what you want. Being able to design my own schedule has allowed me to focus on God first, family second and career third."



I ♥ THE FLEXIBILITY! INDEPENDENT SENIOR SALES DIRECTOR BRENDA ASHLOCK, WHITNEY, TEXAS

"My Mary Kay business has allowed us to raise our children the way we envisioned. I was able to coach their teams and attend school functions. I like to say, 'When your babies are young, you want to be there, but when they're teenagers, you better be there!' As each of my children has gone off to college, they've expressed how grateful they are for how they were raised. That has been our biggest compliment and greatest reward."



I ♥ TO BE ME! INDEPENDENT SENIOR SALES DIRECTOR BRIDGETTE CONLEY, VERONA, KY.

"I can be authentic and vulnerable, and I will be completely loved and celebrated by my Mary Kay sisters. I love to help other women step into more confident versions of themselves and feel that acceptance and belonging too! And because of the unmatched challenge, thrill and adrenaline rush that success in this business brings, it stretches me to use all of my gifts and talents that God gave me! I truly believe I'm fulfilling my purpose through my Mary Kay business."



I ♥ THE PRODUCTS!
**INDEPENDENT SENIOR SALES
 DIRECTOR CINDY ROGERS,
 BUCKLEY, WASH.**

"I LOVE *Mary Kay*® skin care and have been using it for more than 26 years! I share the products and share the opportunity. We offer women

options for their skin *and* their lives. The relationship starts with a facial or a skin care party. I get to know her by asking questions and listening to her needs. I don't oversell her because that will overwhelm her. I encourage her to start with one skin care set that best meets her needs. If she doesn't feel she is being sold to, she will trust you. Our skin care is the vehicle to so much more than a sale. It opens up endless possibilities."



I ♥ THE SISTERHOOD!
**INDEPENDENT SENIOR
 SALES DIRECTOR CAPRICE SMITH,
 OWINGS MILLS, MD.**

"Mary Kay introduced me to a culture that is AMAZING, and I feel totally blessed by my Mary Kay business. As a Mary Kay lady, I am among the few

who still breathe positivity and love into the business world. There's no love like Mary Kay love. It's like having thousands of sisters, and you're the middle child. You get to love on your baby sisters, and lean on your older sisters. That is the Mary Kay way! I've learned that no one reaches success on her own – we do this together."

Share the Love!

Why do you love Mary Kay?

Parties



Products



Rewards



Opportunity



Recognition



Friendship

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- Beautiful images
- Tips and tricks
- Important guidelines

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Prize!

STAR POWER!

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- Early ordering opportunities for new products.
- Leads from marykay.com with a *Mary Kay*® Personal Web Site.
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