

JANUARY 2008

Applause®

MARY KAY®
Enriching Women's LivesSM

Revel in the latest
colors

New and Luxurious:

**Mary Kay®
Creme Lipsticks**

**Mary Kay®
Mineral Powder
Foundation Arrives**

Winter
Lip Solutions



get it free

WITH YOUR ORDER

DEC. 16, 2007 – JAN. 15, 2008

TimeWise® Age-Fighting Lip Primer

Suggested Use: Kiss lip lines goodbye! TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles, while light-diffusing microspheres decrease their appearance. Customers can use it to extend lipstick wear and prevent lipstick and lip gloss from feathering and bleeding. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Mary Kay® Creme Lipstick Samplers

Suggested Use: Updated lipstick samplers feature new graphics to match the new Mary Kay® Creme Lipstick. The long-wearing, stay-true color glides on with a lightweight, creamy texture, providing instant moisture and maximum color impact that lasts. One sampler (pack of six) that includes Berry Kiss and Rich Cocoa are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

Suggested Use: Get yours first! This popular organizer has received a modernized update. The streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging. It makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order. (The new Travel Roll-Up Bag will be available for ordering on the Dec. 16 Consultant order form.)



Product not included.



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At Your Lip Service

Help customers avoid dry lips this season with regular-line products that can perfect a pretty pucker!



a colorful new year

It starts right now with new Mary Kay® Creme Lipsticks. This spring, it will continue with new facial powders, new compacts and fresh colors. This year, Mary Kay® color products are getting a makeover sure to boost sales, enhance the Company image and help Independent Beauty Consultants make the most of every business opportunity. With all that's new, you'll want to start planning now to attend Career Conference 2008.

Get ready for a colorful new year!

Next Generation Lipstick

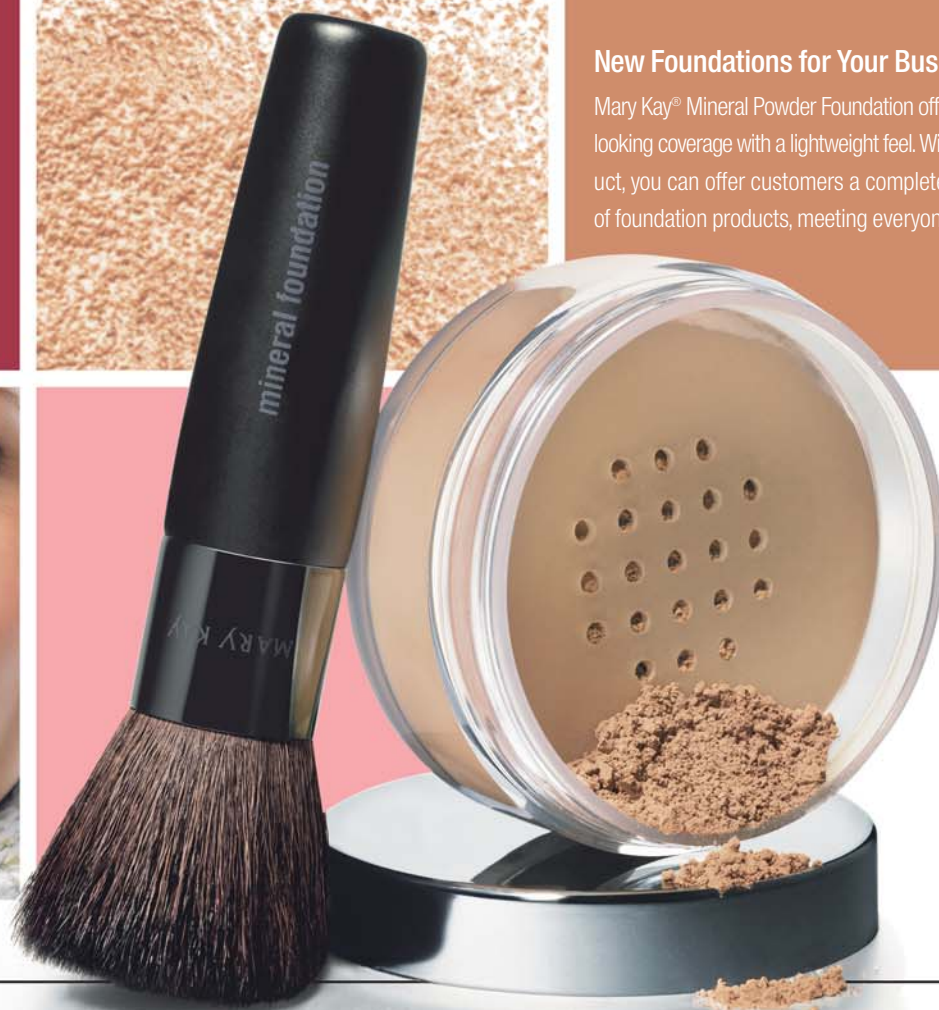
Mary Kay® Creme Lipstick debuts in hot new packaging that's sure to please customers and ignite sales. Ten new must-have shades join the lineup.

◀ page 6

page 2 ▶

New Foundations for Your Business

Mary Kay® Mineral Powder Foundation offers natural-looking coverage with a lightweight feel. With this product, you can offer customers a complete portfolio of foundation products, meeting everyone's needs!



mineral makeup arrives.

It's a foundation. It's a powder.

That's the beauty of Mary Kay® Mineral Powder Foundation.

Mary Kay® mineral powder foundation

It's beauty made simple. A foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes lines, wrinkles and other imperfections seem to disappear. And it's transfer-resistant so it won't fade away midday. Perfect for a natural-looking and flawless finish.

With Mary Kay® Mineral Powder Foundation, you can offer customers a complete portfolio of foundation products, meeting everyone's needs. For a natural look, this long-wearing formula provides gorgeous medium-to-full buildable coverage with a lightweight feel. Packaged in a clear plastic sifter jar, it comes in six true-to-life shades: Ivory 1, Ivory 2, Beige 1, Beige 2, Bronze 1 and Bronze 2.



Mary Kay® mineral foundation brush

To get the look, you need the right brush. The Mary Kay® Mineral Foundation Brush was created to work exclusively with this foundation. No other brush you own will even come close to delivering the results you want. The bristles are soft, natural hair that pick up a precise amount of powder, releasing it evenly as you sweep and swirl. The bristles are also shorter and flat across the top, so you can easily customize your level of coverage. The black wooden handle is the perfect size for comfort and maximum control. And the brush can be stored in the Mary Kay® Brush Collection.

Limited-Edition set

We've paired Mary Kay® Mineral Powder Foundation and the Mineral Foundation Brush with a beautiful gift bag for the perfect product presentation. Customers who purchase the Mary Kay® Mineral Powder Foundation Set will receive an exclusive insert with application techniques and tips. Available in each of the six shades, this set is an ideal "all-in-one" package that helps you offer customers a complete portfolio of foundation forms. To ensure that customers understand that the new Mary Kay® Mineral Powder Foundations work best when paired with the Mary Kay® Mineral Foundation Brush, only the limited-edition set is featured in the Winter issue of *The Look*.

Limited-edition set, while supplies last, **\$28**

Mary Kay® Mineral Powder Foundation, **\$18**

Mary Kay® Mineral Foundation Brush, **\$10**



Alexandra looks flawless wearing new Mary Kay® Mineral Powder Foundation in Beige 1. Her look includes Moonstone, Hazelnut and Vintage Gold MK Signature® Eye Colors, Bronze Sands cheek color, Neutral lip liner and Amber Glow lipstick.

Prices are suggested retail.

Q&A

ask the experts



Terry Jacks,
Vice President of Research
and Development



Yvette Franco,
Vice President of
Brand Development

Q. Why is the Company launching this product?

A. With the launch of Mary Kay® Mineral Powder Foundation, you can offer a complete portfolio of foundation forms so customers with different skin types can find a variety of foundations for their specific skin needs: medium- and full-coverage liquids, creme-to-powder and cream. Mineral powder makeup was a niche category just a few years ago but has recently become very popular, attracting many loyal users.

Q. What makes Mary Kay® Mineral Powder Foundation different from other facial powders?

A. Mary Kay® Mineral Powder Foundation is a foundation in a powder form. The formula provides a *buildable coverage* with the comfort of a silky powder. This weightless formula *blends for a flawless look and evens out skin tone*. It is transfer-resistant and *will not fade away midday*. Other regular facial pressed and/or loose powders generally have sheer/luminous coverage or shine control properties. These powders provide neither the coverage nor the benefits of a foundation.



Q. Is Mary Kay® Mineral Powder Foundation “all natural”?

A. No ingredient used in mineral makeup is “all natural,” although it may be naturally sourced. All minerals found in nature undergo extensive purification and processing before they are incorporated into a cosmetic product. Even the water used in cosmetics is treated. However, there are many products on the market today advertising that they are “all natural.” So your customers may ask you why Mary Kay® Mineral Powder Foundation does not claim to be “all natural.” The answer? Because it is not. The truth is that even if you use a lot of natural ingredients or botanicals – which *are* good and we *do* use them – it is not accurate to say “all natural” if the formula is not truly made of 100 percent natural ingredients.

Q. What do dermatologists say about mineral powder makeup?

A. Many leading dermatologists recognize and approve of the benefits of mineral makeup, such as its oil-absorbing properties, the ease of application, its good coverage and adhesion to skin. However, dermatologists generally believe that mineral makeup is not a true treatment product for your skin, nor can a typical application provide adequate sun protection. While some brands of mineral powder foundation tout the “natural” sun protection of certain minerals, it is widely accepted by industry experts that a powder product will not completely protect your skin from UV ray damage. Dermatologists recommend sun protection in a liquid form to protect skin from skin cancer and premature aging. And we agree.

Q. What else can I tell my customers?

A. Mary Kay® Mineral Powder Foundation has been clinically tested and proven to be suitable for sensitive skin. Also, the formula has been tested and passed for skin irritancy and allergy.

Get the Word Out

You can tell customers about this exciting new foundation by sending the Mary Kay® Mineral Powder Foundation MKeCard®.

In the know: application instructions

- Cleanse and moisturize your face. Allow your moisturizer and any other treatment products to become dry to the touch.
- Unscrew the jar lid; hold the sifter with one hand while gently lifting the clear sifter label at an angle with your other hand. Once the sifter label is removed, screw the lid back onto the jar and gently shake jar to dispense the foundation into the sifter.
- Remove the lid and lightly dip your Mary Kay® Mineral Foundation Brush into the powder and tap against the rim of the jar to remove any excess. You do not need to use all the powder that is in the sifter – a little goes a long way.
- Swirl the Mary Kay® Mineral Foundation Brush inside the lid so that the powder is worked into the bristles.
- To apply, start in the center of the face and work your way out on either side toward the hairline and along the jawline, blending it well. For a light, natural coverage, a single thin layer should be enough. For increased coverage, repeat the application process, applying the foundation in thin layers until you reach your desired coverage level.

more tips to share













- It's easy to overapply Mary Kay® Mineral Powder Foundation when you are first working with it. Even if you want maximum coverage, you'll achieve a more natural look with several light layers instead of one heavy layer.
- If you initially apply too much, use a cosmetic sponge to buff away any excess.
- The order of application of skin care and color products should not change with the use of the Mary Kay® Mineral Powder Foundation. Follow your normal daily skin care/ makeup application regimen. You should treat Mary Kay® Mineral Powder Foundation as you would a regular liquid, cream or creme-to-powder foundation.
- It is best to clean the brush weekly. Wet the hair, then squirt a mild cleanser into your palm and sweep bristles back and forth and in a circular motion. Rinse well. Squeeze out excess water with a towel; reshape bristles with fingers and lay brush with hairs extending out over a ledge to dry. Never dry upright, as water can seep in and weaken the handle.





cover your bases

Help your customers choose the foundation that's perfect for them. After all, beautiful makeup needs a great foundation!

Your customer wants ...	You recommend ...
<p>Mineral powder for a natural look</p> 	<p>Mary Kay® Mineral Powder Foundation Set, \$28</p> 
<p>A liquid foundation for normal to oily skin</p> 	<p>Mary Kay® Medium- /Full-Coverage Foundation, \$14</p> <p>I V O R Y</p>  <p>B E I G E</p>  <p>B R O N Z E</p> 
<p>A liquid foundation for normal to dry skin</p> 	<p>Mary Kay® Creme-To-Powder Foundation[†], \$14</p> 
<p>A cream foundation that dries like a powder</p> 	<p>Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*, \$18</p>  <div data-bbox="1258 1659 1339 1774"> <p>RECOMMENDED</p>  </div>
<p>A moisturizer with just a tint of color</p> 	<p>Also available, Mary Kay® Day Radiance® Cream Foundation[†] for really dry skin. [†]Creme-To-Powder Foundation and Day Radiance® Cream Foundation contain a small amount of fragrance. [*]Over-the-counter drug product</p>

Prices are suggested retail.



A Lipstick Evolution

New packaging and stunning shades form the next generation of Mary Kay® lipsticks.

Mary Kay® Creme Lipstick

Customers already love the formula. Now fragrance-free with an added hint of vanilla flavor*, they'll love Mary Kay® Creme Lipstick even more! The long-wearing, stay-true color glides on with a lightweight, creamy texture, providing a veil of protection against moisture loss and delivering maximum color impact that lasts.

The luxurious new black tube makes a powerful fashion statement, while the outer package features outstanding black and pink graphics that take our color products into the future! Drawing on packaging technologies from around the world, the new tube was designed at Mary Kay to feel and look beautiful in a woman's hand. Plus, it features a unique "click" cap that keeps the lipstick case closed when you're on the go. Ten new shades debut, with 22 favorites returning to provide choices for an even broader range of skin tones. **\$13**

*By using the vanilla flavor, Mary Kay® Creme Lipstick imparts a pleasant taste without an added fragrance.



New! Rising Shades



Holding Power



Products not included.

Purchasing power

Mary Kay® Lip Clutch Gift With Purchase

Your customers are sure to love the Mary Kay® Lip Clutch that you can offer free with a \$40 or more suggested retail purchase. This trendy black zippered clutch with pink lining comes with a mirror and neatly stores a lipstick, lip gloss, lip liner and age-fighting lip primer. And it's roomy enough to hold a few personal items, such as IDs

and credit cards, for a convenient clutch on the go! Available while supplies last on Section 2 of the Dec. 16 Consultant order form (Pk./5, \$20). Products sold separately.

The Mary Kay® Lip Clutch is featured in Preferred Customer Program versions of the Winter 2007 issue of *The Look* with a printable flier available on the Mary Kay InTouch® Web site.

Powerful persuasion

Recommendations for transitioning customers to new Mary Kay® Creme Lipstick shades:

If she loved ...	Have her try ...
Copper Mine	Sunset, Red
Gold Dust	Golden
Magenta	Hibiscus
Pink Coral	Pink Melon
Red Salsa	Red
Redwood	Red, Amber Suede
Strike-A-Pose Rose	Berry Kiss, Whipped Berries
Pink Daisy	Pink Melon, Hibiscus

Target audience

You can give customers great lip service by sending the new Mary Kay® Creme Lipstick MKeCard® that shares the exciting news about the next generation of Mary Kay® lipsticks.

"I love the prominent 'Mary Kay' lettering on the new black tube. Everyone will know this is a Mary Kay® lipstick."

— Independent Executive National Sales Director Cheryl Warfield



New! Mary Kay® Creme Lipstick Samplers

Customers are sure to fall in love with Mary Kay® Creme Lipstick when you offer samplers available in all 32 shades. The sampler packaging is updated with new graphics but comes in the same strip of six with an applicator. **\$125**

See the back cover of this *Applause*® magazine for the exciting **Kissed by Success** Lipstick Sales Challenge, Dec. 16, 2007 – March 15, 2008.



seasonal tips for lips



You can give customers everything they need for soft, smooth, irresistible lips all winter long and just in time for the most kissable time of year – Valentine's Day!

Lip Regimen

Rough, dry and peeling are not words you want to describe your lips! As winter weather blows in, customers will want to give their lips as much attention as their skin. As their Independent Beauty Consultant, consider putting customers on a winter lip regimen that will keep lips soft and supple. Here's what you can offer.

Satin Kisses

The Satin Lips® Set is your remedy for banishing dry and peeling lips. Satin Lips® Lip Mask effectively exfoliates dead surface skin cells that cause lips to appear dull and lifeless. Satin Lips® Lip Balm is an amazing moisturizer. Clinical results show that a single application moisturizes the lips for at least six hours. Satin Lips® Set, **\$18**

Lick Those Lines

Kiss lip lines goodbye! TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles while light-diffusing microspheres decrease their appearance. After a 12-week clinical study, a dermatologist saw:

- 100 percent of women had an improvement of fine lines on the lips
- Up to 33 percent reduction in fine lines around the lips

Customers can use TimeWise® Age-Fighting Lip Primer to extend lipstick wear and prevent lipstick and lip gloss from feathering and bleeding. **\$22**



Pout Protector

Mary Kay® Lip Protector Sunscreen SPF 15* helps keep lips protected and guarded from the drying effects of sun and wind. Exclusively formulated with beneficial moisturizers, the lightweight, water-resistant product glides on clear with no shine and a comfortable feel that seals in moisture. Apply at least 15 minutes before sun exposure; reapply every one to three hours as needed. **\$7.50**



expert advice

"Humidity levels are typically lower in winter months, accelerating moisture evaporation through the lips.

And because lips have a weaker protective barrier than other skin areas, they tend to dry out more quickly. The best way to prevent this is to apply a protective lip balm product to prevent moisture loss."

– Vice President of Research and Development Terry Jacks



Lipstick to Love

What's not to love about the new Mary Kay® Creme Lipstick? With new shades and hot new packaging, customers will fall head over heels for all 32 great shades that provide instant moisture and color that lasts. **\$13**

Perfect Pucker

You can offer customers a complete, custom lip look using the Create-a-Look online makeover. Simply enter information about your customers' features for natural, classic and dramatic looks. You can then present a lip liner, lipstick and lip gloss packaged with the other lip products mentioned here – perfect for stashing

Glossy Grin

Mary Kay® Nourishine™ Lip Gloss, with moisturizers and conditioners, leaves lips feeling amazingly soft and supple. The superlight, non-sticky formula includes vitamins A and E to help form a protective defense against wrinkle-causing free radicals and environmental exposure. Ten great shades. **\$13**



Prices are suggested retail.
*Over-the-counter drug product

in the Mary Kay® Lip Clutch gift with purchase! This quarter, your customers also will find incredible lip application tips on your Mary Kay® Personal Web Site.

Give hostesses that loving feeling.

From products to great limited-edition gift items, you have something new to offer hostesses every quarter. And by showcasing those gifts as “for hostesses only,” you can make your hostesses feel even more special.

double time

Reversible Watch

With the limited-edition *Twice as Nice* watch*, hostesses can keep up with the times in style! This gorgeous, reversible watch features a mother-of-pearl face with crystal insets and a reversible, lizard faux patterned band in black and bronze. The watch rests on a pink faux-suede pillow in a beautiful black box. Hostesses are sure to hold classes when they learn that this exclusive gift can be theirs simply by hosting a skin care class (with \$200 in total sales and one booking). The *Twice as Nice* watch is featured in the Winter 2007 issue of *The Look*. **\$10**



black today. **bronze** tonight.
A twist is all it takes to reverse the band.

“Suggested dialogue: “Hi, Jane. I’m calling to tell you about an exclusive gift now available for my very special hostesses — like you! It’s a gorgeous, reversible watch I know you’ll just love. Invite a few of your friends over, and I can show you our great new creme lipstick shades! And guess what? Mary Kay now offers mineral powder foundation! Why not take a minute to look at your calendar?”

hostess support online

Booking suggestions and dialogues, printable postcard invitations, a party-planning checklist, product display and party setup ideas make planning easy and fun! Available on the Mary Kay InTouch® Web site, you can offer these tools to hostesses to help them make the most of a party. Look for updated party-planning ideas for the Winter 2007 promotion.

Then, if you have a Mary Kay® Personal Web Site, be sure to use the Beaute-vite™ online party planner that allows you to coordinate parties, send out invitations, manage party details, keep track of who’s coming and even add guests to your customer list – all with a few clicks.

*At press time, Independent Beauty Consultants may purchase a maximum of five hostess gifts per promotional quarter. Please check the Mary Kay InTouch® Web site for the most current ordering guidelines for limited-edition hostess gifts.

light the way

Choices are good! You can offer hostesses the Hostess Magnifying Mirror that’s available as a regular-line item on Section 2 of the Consultant order form. Why not consider offering this item to customers who schedule a follow-up color consultation and invite a few friends? It’s one more reason to get excited about hosting an appointment focusing on color! **\$13**



60 here, 40 here: *reinvesting makes “cents.”*

When you reinvest your earnings into your business, you'll have more product on hand to service your customers. Here's how to work Mary Kay Ash's **60/40** method of money management.

60/40 works

Mary Kay Ash herself taught this method of money management: 60 percent of your weekly earnings should be reinvested into your business; the remaining 40 percent is your profit. **Independent National Sales Director Connie Kittson** calls these the pink and green accounts: **pink for product** and **green for profit, less expenses**.

“This is a great way to always make sure you replace the products you’ve sold,” Connie shares. “To accomplish this method, I think it is good to have two accounts. You could have two checking accounts or a savings and a checking account.”

pink accounts

The 60 percent account, or pink account, is then used to purchase product inventory for your reorder business, limited-edition items for seasonal sales and to replenish or build your inventory as needed. **Independent Senior National Sales Director SuzAnne Brothers** suggests using your pink account to cover your Preferred Customer Program investment.



green accounts

“Then, your goal is to keep as much of your green account as possible,” Connie says. “However, you may have some additional expenses that you might want to pay for from your green account before you take a profit.” For example, these could be:

- Hostess gifts
- Office supplies
- Investments for your future
- Special events registration and travel

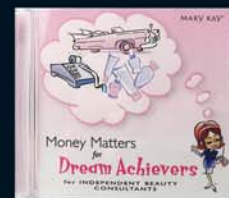
If you want to save money to attend Mary Kay special events, you can estimate the cost of hotel, registration and transportation. Then divide that figure by the number of months before the event to determine what you'll want to consider saving every month. And with Career Conference 2008 coming soon, you may want to hold a few extra skin care classes specifically for this purpose — setting aside profits from these classes to cover your expenses.

So what happens if your green account needs are greater than 40 percent, less expenses? *“Isn't it great to know that as an independent businesswoman you have control over this?” SuzAnne asks. “You'll likely want to evaluate your expenses carefully to make sure you are spending wisely. You also can decide what you need to achieve in retail product sales every week and keep track of that every day. What you track and what you measure gets done.”*



more resources

You can learn more about managing your money with the *Money Matters for Dream Achievers for Independent Beauty Consultants* CD set available online for \$5. This two-CD set offers helpful tips on how to make money and keep more of it so you can achieve your dreams. To order, log in to the Mary Kay InTouch® Web site, then go to “Ordering” and scroll down to the LearnMK® Media Source. You can also search online for the *Business Tracking Register* – a great worksheet for helping you keep track of your 60/40 goals.



pink account for new lipsticks

“You can eat an elephant one bite at a time.” – Mary Kay Ash

With Mary Kay® Creme Lipsticks arriving on the scene, you may want to consider using some of your 60 percent pink account to build up your new lipstick inventory now. That way, you'll be ready to purchase the exciting new facial powders and compacts in March 2008. With new color products phasing in, it may be best to build your inventory one “bite” at a time so you don't have an entire “elephant” to invest in next spring!



recognition

Congratulations to the winners for September 2007.

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for September 2007, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for August 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Sept. 30, 2007.

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

On-Target for \$1,000,000 Inner Circle
Barbara Sunden.....\$256,192.44

On-Target for \$750,000 Inner Circle
Gayle Gaston.....\$230,992.81

On-Target for \$500,000 Inner Circle
Christine Peterson.....\$169,191.86
Nan Stroud.....153,864.09
Carol Anton.....140,940.95
Karen Piro.....134,814.27
Joanne Holman.....134,434.70
Lisa Madson.....129,358.17

On-Target for \$325,000 Inner Circle
Gloria Mayfield Banks.....\$121,021.70
Cheryl Warfield.....116,997.86
Rena Tarbet.....112,750.81
Jan Harris.....110,766.49
Kathy Helou.....106,324.35
Pat Danforth.....104,181.51
Lupita Ceballos.....101,974.78
Karlée Isenhardt.....101,459.58
Gloria Castaño.....100,494.95
Linda McBroom.....99,069.44
Cindy Williams.....92,514.58
Patricia Rodriguez-Turker.....92,377.60

Anita Mallory Garrett-Roe.....90,790.89
Joan Chadbourne.....88,099.69
Jana Cox.....87,730.88
Sherry Giancristoforo.....85,159.36
Mary Diem.....83,855.85
Ronda Burnside.....83,640.53
Darlene Berggren.....83,001.40
Johnette Shealy.....82,645.84
Sue Kirkpatrick.....82,191.92
Stacy James.....81,642.92

On-Target for \$250,000 Diamond Circle
Holly Zick.....\$80,480.06
Julianne Nagle-Hackett.....80,001.87
Sonia Páez.....78,514.54
Kathy Z. Rasmussen.....76,695.25
Doris Jannke.....73,220.76
Pamela Waldrop Shaw.....76,106.65
Ronnie D'Esposito Klein.....72,142.76
Suzanne Brothers.....72,716.52
Rosa Jackson.....71,002.19
Linda Toupin.....70,778.53
Dacia Wiegandt.....69,010.29

Judie McCoy.....68,734.02
Sonya LaVay.....67,253.80
Shirley Oppenheimer.....63,988.13
Joyce Z. Grady.....63,770.05
Lily Orellana.....63,010.09
Pam Gruber.....62,962.27

On-Target for \$200,000 Diamond Circle
Debi Moore.....\$62,335.09
Jeanne Rowland.....61,360.24
Tammy Crayk.....59,990.82
Jackie Swank.....59,032.67

Kerry Buskirk.....58,960.26
Anita Tripp Brewton.....58,524.44
Diane Underwood.....58,500.95
Nancy Bonner.....57,941.85
Martie Sibert.....57,412.38
Wanda Dalby.....56,939.88
Gloria Baez.....56,121.14
Cindy Fox.....54,820.59
Valerie Bagnol.....53,062.70
Maureen Ledda.....52,777.77
Elizabeth Fitzpatrick.....52,106.60
Margaret Winner.....50,705.05
Jo Anne Cunningham.....50,453.94

Monthly Commissions and Bonuses

Listed are NSD commissions earned in September by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

Diamond

Barbara Sunden* \$88,079**
Lisa Madson.....59,667
Karen Piro**.....56,029
Patricia Rodriguez-Turker*.....51,273
Gloria Castaño*.....46,541
Kathy Z. Rasmussen*.....42,404
Sonia Páez.....39,125
Anita Mallory Garrett-Roe*.....37,738
Linda C. Toupin.....34,560
Suzanne Brothers*.....33,611
Tammy Crayk.....31,789
Joyce Z. Grady.....31,487
Mary Diem*.....29,141
Julianne Nagle-Hackett*.....28,525
Pam Gruber*.....27,299
Diane Underwood.....26,049
Sharon Z. Stempson*.....24,229
Holly Zick**.....23,212
Jo Anne Cunningham.....23,075
Dalene Hartshorn.....21,703
Dawn A. Dunn.....20,932
Maria I. Monarrez.....19,748
Sharon Kingrey.....19,218
Connie A. Kittson.....15,205
Sharon Z. Stempson*.....14,648
Diana Heble.....13,703
Linda O. Scott.....13,441
Diana Sumpter.....13,297
Charlotte G. Kosena.....11,919
Caterina M. Harris.....10,594
Betty Gilpatrick.....10,312
Jan Mazzotti.....10,020
Sandra Chamorro.....9,672
Isabel Venegas.....9,334
Naomi Ruth Easley.....9,098
Carol Lawler.....8,971
Andrea C. Newman.....7,304

Ruby

Carol Anton \$55,819**
Pat Danforth.....44,546
Linda McBroom*.....39,099
Ronnie D'Esposito Klein.....37,768
Karlée Isenhardt*.....36,222
Sue Kirkpatrick*.....35,458
Johnette Shealy*.....32,352
Shirley Oppenheimer*.....30,961
Wanda Dalby*.....22,894
Margaret Winner*.....22,398
Janis Z. Moon.....20,927
Pam Ross*.....20,758
Toni A. McElroy.....20,660
Jeanne Rowland*.....20,467
Kate DeBlander.....20,462
Rebecca Evans*.....19,121
Judy Kawiecki.....18,844
Donna B. Meixsell.....18,625
Elizabeth Sapanero.....17,491
Jessie Hughes Logan*.....15,621
Cheryl J. Davidson.....15,271
Michelle L. Sudeth*.....15,229
Patricia Lane.....15,201
Lynne G. Holliday.....14,889
Pamela A. Fortenberry-Slate*.....14,602
Vicki Jo Auth.....14,271
Kirk Gillespie.....14,171
Sue Z. McGray.....14,141
Nancy M. Ashley*.....14,131
Gena Rae Gass.....13,819
Gay Hope Super.....13,751
Terri Schafer.....13,741
Vicky L. Fuselier.....13,415
Cindy Z. Leone.....13,375
Bea Millsagle.....13,180
Scarlett S. Walker*.....13,060
Maria Aceto Piro.....12,608
Phyllis Chang.....12,060
Nancy West Junkin*.....11,771
Cyndee Gress.....11,749
Jean Santin*.....11,305
Kimberly Copeland.....10,705
Margaret M. Bartsch.....10,020
Amy Dunlap.....9,936
Kelly McCarroll.....9,432
Cindy Towne.....9,355
Sharilyn G. Phillips.....8,875
Rhonda L. Fraczkowski.....8,565
Katie Walley.....7,791
Renee D. Hackleman.....7,052
Thea Elvin.....6,245

Sapphire

Gayle Gaston* \$90,978**
Christine Peterson**.....74,734
Rena Tarbet*.....51,862
Lupita Ceballos*.....46,760
Joanne Holman*.....45,545
Valerie J. Bagnol*.....33,107
Jana Cox*.....32,978
Judie McCoy*.....30,035
Sonya LaVay*.....29,163
Martie Sibert*.....29,101
Shannon C. Andrews*.....26,730
Mattie Dozier.....26,083
Jo Anne Barnes.....23,815
Gloria Baez.....23,630
Pam L. Higgs.....22,971
Pam Klickna-Powell.....22,523
Alia L. Head.....21,670
Mary L. Cane.....19,444
Jeanne Curtis.....17,977
Maribel Barajas.....17,827
Debra M. Wehrer.....17,004
Nancy A. Moser.....16,871
Jan L. Thetford.....15,950
Sharon L. Buck.....14,731
Karen Kratochvil.....14,344
Joy L. Breen.....14,199
Sherril L. Steinman.....14,127
Carol L. Stoops.....13,312
Brigit L. Bridle.....12,849
Maria Aguirre.....12,588
Dianne D. Moul*.....12,148
Kendra Crist Cross.....11,735
Vernella Benjamin.....10,796
Karen B. Ford.....9,517
Elizabeth Sanchez.....9,334
Gillian H. Ortega.....9,274
Jill Moore.....8,724
Ann Brown.....7,778

Emerald

Gloria Mayfield Banks* \$50,682**
Kathy S. Helou*.....46,459
Sherry Giancristoforo**.....38,150
Dacia Wiegandt.....35,881
Lily Orellana.....34,074
Ronda Burnside*.....33,701
Debi R. Moore*.....28,476
Jamie Cruse-Vrinios.....27,532
Doris Jannke*.....26,109
Consuelo R. Prieto.....24,031
Pamela Tull.....22,676
Janet Tade*.....22,072
Kerry Buskirk*.....21,197
Cathy Phillips.....20,818
Mona Butters.....20,254
Cindy Fox*.....19,106
Kym A. Walker*.....18,938
Kay E. Elvrum.....18,918
Cathy Bill*.....18,272
Yvonne S. Lemmon.....18,212
Jackie LaPrade.....17,052
Joanne R. Bertalan*.....16,355
Miriam Gómez-Rivas.....15,257
Brenda Segal*.....14,313
Shelly Gladstein.....13,923
Judy Harmon.....13,619
Sabrina Goodwin Monday.....13,353
Irene A. Shea.....12,909
Natalie Privette-Jones.....12,640
Dawn Otten-Sweeney.....12,593
Joy Reynal Rogers.....12,147
Regina Hogue.....12,099
Joanne Hollingsworth.....12,054
Sherry A. Alexander.....11,135
Crisette M. Ellis.....11,116
Nora L. Shariff*.....10,698
Judy A. Rohde.....10,694
Barbara Whitaker.....10,401
Cristi Ann Millard.....10,330
Francie McBeth.....8,579
Esther Whiteleather.....7,477
Pamela Cheek.....6,353
Carmen Rios.....6,122
Phyllis R. Sammons.....5,987

Pearl

Nan Stroud* \$57,447**
Cheryl Warfield*.....49,882
Pamela Waldrop Shaw.....42,174
Cindy A. Williams.....40,587
Jan Harris*.....38,948
Stacy I. James*.....36,024
Darlene Berggren*.....35,446
Joan B. Chadbourne*.....31,655
Rosa Jackson*.....25,659
Anita Tripp Brewton.....23,766
Jackie Swank*.....23,321
Elizabeth Fitzpatrick*.....21,846
Maureen S. Ledda*.....21,727
Julie Krebsbach.....20,808
Halina Rygiel.....20,273
Beatrice Powell.....19,576
Nancy Bonner*.....19,057
Anabel Rocha.....18,867
Sandy Miller.....18,675
Lise T. Clark*.....18,580
Shirley M. Oshiro.....17,900
Monique Todd Balboa.....17,836
Maureen Myers.....17,504
Bett Vernon.....16,963
Glinda McGuire.....16,882
Deb Pike.....16,224
Wilda DeKerlegand*.....15,162
Lynda Jackson*.....15,147
Pat Campbell.....15,101
Ruth Theodocion.....14,999
Robin Rowland.....14,079
Jane Studrawa.....13,669
Linda Kirkbride.....13,218
Kathy C. Goff-Brummett.....13,016
Sonja Hunter Mason.....8,981
Mary Pat Raynor.....8,825
Bettye M. Bridges.....4,885

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

diamond/diamante

new debuts/debutes July/julio

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources," click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



Margarita M. Argueta
Des Moines, Iowa
A. Rivas Unit

Marlene Louise Bozarth
Campbell, Calif.
D. Biondi Unit

Lynette M. Brown
Pleasant Grove, Utah
M. Hartle Unit

Shelena Marie Crowton
Roy, Utah
D. Christensen Unit

Felicita Esteves
Barceloneta, P.R.
C. Luna Unit

Graciela Gamino Arias
Lancaster, Calif.
A. Rivas Unit

Cecelia Lynette Hampton
Gardena, Calif.
C. Harris Unit

Lavern Hicks
Fort Washington, Md.
E. Coleman Unit

Tami R. King
Stratford, Texas
C. Kelly Unit

Cheryl Anne Lambert
Taylorsville, Utah
K. Cowdell Unit



Araceli Carmen Mairs
Port Hueneme, Calif.
L. Saavedra Unit

Loretta Lynne Martin
Robertsdale, Ala.
C. Kuiken Unit

Theresa Slattery Martin
Hyattsville, Md.
C. Burks Unit

Elsie Joan McCoy
Converse, Texas
H. Goelzer Unit

Valerie Mellerson-Napper
Baltimore
B. Spriggs Unit

Silva Mowrey
Easton, Pa.
S. Leskosky Unit

Denise Ann Pagan
Bronx, N.Y.
A. Leone Unit

Kelly Karlene Parks
Ligonier, Ind.
J. Tyler Unit

Maria Portillo
Bronx, N.Y.
M. Rodriguez Unit

Margie M. Raymond
Toms River, N.J.
B. Kirk Unit



Jennifer Ann Rego
Airmont, N.Y.
V. Diaz Unit

Monique N. Richardson
Fort Washington, Md.
P. Green Unit

Emerita Y. Roman
Miami
M. Lozada Unit

Amy M. Rosenbaum
Gillette, Wyo.
K. Spiker Unit

Lucia Salazar
Long Beach, Calif.
M. Diaz De Leon Unit

Fatima Samad
New York, N.Y.
B. Williams-Butts Unit

Amanda Ruth Self
Pittsburg, Texas
A. Williams Unit

Mary E. Small
Philadelphia
M. Farmer Unit

Angela J. Wallace
New Russia, N.Y.
K. Rosetti Unit

Shelly A. Zollinger
Centerville, Utah
K. Cowdell Unit

Congratulations to Sales Directors **Pilar G. Alvarado**, Bronx, N.Y., G. Ambrossi Unit; **Claudia Ann Bartshe**, Kansas City, Mo., A. Shields Unit; **Berta Benitez**, Hempstead, N.Y., E. Diaz Unit; **Patricia A. Booker**, Willingboro, N.J., M. Crocker Unit; **Addie M. Bruner**, Maplewood, Minn., M. Beissel Unit; **Gladis M. Castro**, Huntington Station, N.Y., M. Reyes Unit; **Rudy Contreras**, Huntington Station, N.Y., Y. Zuniga Unit; **Marina A. Cruz-Carlson**, San Antonio, N. Vento-Jones Unit; **Patricia Daley**, Jacksonville, Fla., S. Fields Unit; **Josephine Anweting Edet**, Laurel, Md., S. Bobo Unit; **Carolyn Evans**, Trumbull, Conn., L. Dowell Unit; **Alba M. Gomez**, White Plains, N.Y., A. Ortiz Unit; **Maria Valentina Guevara**, Long Beach, Calif., M. Diaz De Leon Unit; **Bertha Lucy Gutierrez**, Miami, A. Pelaez Unit; **Cruz Amparo Hernandez**, Houston, R. Fernandez Unit; **Shannon M. Jokela-Mosca**, Murrieta, Calif., T. Ramer Unit; **Dallia Ayde Llanas**, Houston, M. Esparza Unit; **Julia Alejandra Luna**, Aurora, Colo., L. Escudero Unit; **Fanny Andreina Macias**, Greenacres, Fla., G. Ambrossi Unit; **Maria Martinez**, Wichita, Kan., S. Galvan Unit; **Raisa D. Martinez**, East Boston, Mass., B. Sola Unit; **Petrona M. Perez**, Chelsea, Mass., M. Gonzalez Unit; **Lynn A. Peterson**, Lansdowne, Pa., J. Mazziotti Unit; **Norma Leticia Quinonez**, Calexico, Calif., P. Gutierrez Unit; **Maria Nelly R. Donjuan**, Houston, R. Fernandez Unit; **Lyz Reagan**, Crescent City, Calif., S. Young Unit; **Alma Angelica Renteria**, Great Bend, Kan., K. Rosas Unit; **Alyssa F. Romshek**, Lincoln, Neb., N. Romshek Unit; **Connie M. Roy**, Whitefield, Maine, J. Peacock Unit; **Zolla M. Ruiz**, Elizabeth, N.J., M. Ramirez Bravo Unit; **Lilla Sanchez**, Detroit, O. Cruz Unit; **Denise Shaw**, Leland, N.C., J. Barfield Unit; **Holley Sprouse**, West Jordan, Utah, S. Westegaard Unit; **Jillian Roz Tingley**, Oak Harbor, Wash., G. Tubolino Unit; **Maria Valdovinos**, Jonesboro, Ga., R. Shahin Unit; **Celinda Word Wilson**, Athens, Ga., N. Romshek Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(September 2006 debuts/debutes de septiembre 2006)

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 miembros de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Jessica Gomez
Conway Ark.
D. Berggren Area
Pearl Seminar

Ana Tellaz
Dallas
A. Rocha Area
Pearl Seminar

Congratulations to Sales Director **Elena Hampel**, Hollywood, Fla., Go Give Area, Pearl Seminar; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

diamond/diamante

Honors Society/Sociedad de Honor

(September 2006 debuts/debutes de septiembre 2006)

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./Las Directoras de Ventas Independientes cuya producción de unidad al mayoreo ajustada es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.

Congratulations to Sales Director **Silvia C. Montes**, Modesto, Calif., Diamond Go Give Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.



Cheryl Elaine Brown
Chico, Calif.
L. Madson Area

Bertha Navarro
Las Vegas
D. Sumpter Area

Fabulous 50s/Los Fabulosos 50

(March 2007 debuts/debutes de marzo 2007)

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.



Susan Marie Johnson
Albion, Ind.
J. Cunningham Area

On the Write Track/En buen camino (July 2007 debuts/debutes de julio 2007)

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 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 durante los tres meses después de la fecha de su debut.

Margarita M. Argueta
Berta Benítez

Josephine Anweting Edet
Cecelia Lynette Hampton

Araceli Carmen Mairs
Denise Ann Pagan

Lynn A. Peterson
Maria Portillo

Maria Nelly R. Donjuan
Jennifer Ann Rego

Maria Valdovinos
Shelly A. Zollinger

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Oladoyin O. Adekola
Elvia Aguilera
Maria D. Alba
Ana Aldana
Judy A. Alfaro
Lidia L. Alvarenga
Aracely Alvarez
Pamela M. Archer
Rocio Arroyo
Moya S. Bansile-Barton
Liliana Beltran
Anna J. Bollinger
Jennifer A. Bullock
Amy S. Burnett
Meredith L. Burns
Heather M. Burrige
Ginger R. Caldwell
Miriam M. Cantos
Yilian Cardona
Charmaine C. Cartagena

Milagro B. Castaneda
De Ramos
Noemi Castelan
Rosalba Castillo
Elena Chavez
Xochilt Covarrubias
Mary Ann Edwards
Shineika D. Evans
Rosalba Fajardo
Nube Farez
Jazmin Flores
Betty J. Gammell
Maria Garcia
Bisola Gbadamosi
Julie G. Gentry
Olga Giraldo
Myrna E. Gomez
Andrea Gonzalez
Elsa E. Gonzalez
Sandra L. Gonzalez

Brenda T. Green
Patricia A. Hamilton
Freda D. Hatcher
Maria Heredia
Elizabeth Hernandez
Yancy C. Hernandez
Lisa-Marie Hintze
Jessica M. Hoppa
Veronika Howell
Margarita Jimenez
Maria Jimenez
Rosario Jimenez
Kim Jones
Rosie L. Kelly
Sotearia J. Levin
Soraya E. Loaiza
Gloria L. Maldonado
Patricia Marin
Christy M. Martin
Adela Martinez

Norma Martinez
Ana L. Mazaba
Soyini D. McClellan
Karen L. McFall
Deanna M. McNeill
Rafaela Melendez
Samantha L. Miller
Tanabeth L. Miller
Lavina Mills
Maxine E. Mills
Cheryl A. Mullen
Jennifer D. Muster
Lisa Nagle
Allison Nanni
Jennifer M. Neff
Victoria C. Nwogu
Mary O'Connor
Elisela Olivas
Bridget Owoh
Dolores Pampillo

Linda S. Perna
Tracie Pierdolla
Judy Plotner
Guadalupe Ramirez
Maria Delaluz Ramirez
Francisca Ramirez-Arroyo
Cristela Rangel
Bertha Reyes
Heather L. Robinson
Gloria Rocha
Elena C. Rodriguez
Ana R. Romero
Maria E. Romero
Jenny F. Rosales
Ramona Rosas
Norma Salazar
Leslie L. Sanchez
Taara Saunders
Megan J. Schreiner
Mery De Jesus Sepulveda

Toni V. Session
Rosalia Solorio
Shirley R. Spence
Yolanda M. Talmadge
Edelmira Titus
Tanya N. Trujillo-Martinez
Sonia E. Ulloa
Angelica Umana
Eliana T. Villalobos
Tara R. Wells
Miriam Wheat
Kristen D. White
Esther R. Williams
Irais Zamora
Suyapa L. Zelaya
Denise B. Ziegler

Be sure to check out **Ovation®** on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "**Ovation®**."/No olvides consultar **Ovación™** el primer día de cada mes para ver más reconocimiento. Visita el sitio electrónico **Mary Kay InTouch®** y en Recursos, haz clic en Publicaciones y luego en **Ovación™**.

diamond/diamante

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during September./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 al mayoreo de la sección 1 y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en septiembre.

Sales Director Valerie Jean White	\$4,037.61
Sales Director Andrea L. Peters.....	2,491.04
Sales Director Morayma Rosas.....	2,146.45
Sales Director Silvia Sanchez.....	2,082.89
Sales Director Maria Flores.....	1,816.78
Sales Director Suzanne Lacinak LeBlanc.....	1,810.06
Sales Director Luz Pena-Price.....	1,778.66
Sales Director Terri J. Beckstead.....	1,758.06
Sales Director Gloria Sua Manning.....	1,742.36

Sales Director Omosolape O. Akinyoyenu	1,725.41
Sales Director Deborah R. Hettinger.....	1,685.29
Sales Director Judy M. Suhonen.....	1,682.79
Sales Director Hellen L. Crescenti.....	1,659.30
Sales Director Karime Rosas.....	1,552.17
Milvia Morales, E. Benitez Unit.....	1,547.13
Sales Director Peggy Sperling.....	1,523.00
Sales Director Angela D. Jacobson.....	1,512.71
Sales Director Rosibel L. Shahin	1,506.18

Sales Director Nma Roz Okeke	1,505.86
Luz Carolina Polanco, N. Bruno Unit	1,485.32
Sales Director Nien-Wei Hsiao.....	1,481.22
Sales Director Meyra Esparza.....	1,414.53
Sales Director Theresa L. Addison.....	1,351.94
Sales Director Betty Symons.....	1,318.82
Sales Director Margarita Velez	1,315.18

Gold Medals/Medallas de Oro

Independent Beauty Consultants and Independent Sales Directors 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.

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

82 Gold Medals/Medallas de Oro

Sales Director Silvia Sanchez.....	5
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77 Gold Medals/Medallas de Oro

Sales Director Ana Solis.....	5
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56 Gold Medals/Medallas de Oro

Sales Director Blanca Arroyo.....	5
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52 Gold Medals/Medallas de Oro

Sales Director Clara Fuentes.....	5
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31 Gold Medals/Medallas de Oro

Sales Director Imelda Hernandez.....	6
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30 Gold Medals/Medallas de Oro

Sales Director Yesenia Mendez	6
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Sales Director Nicole Solomon.....	5
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26 Gold Medals/Medallas de Oro

Sales Director Rosa Rivera.....	5
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23 Gold Medals/Medallas de Oro

Sales Director Luciana Zook.....	5
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18 Gold Medals/Medallas de Oro

Sales Director Emily Grady.....	6
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17 Gold Medals/Medallas de Oro

Sales Director Maria De Jesus Gonzalez	5
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Sales Director Maria Ortiz.....	5
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Sales Director Betty Symons.....	6
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15 Gold Medals/Medallas de Oro

Sales Director Elaine Reynolds.....	5
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Sales Director Enedina Villarreal.....	5
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14 Gold Medals/Medallas de Oro

Sales Director Juana Chihuahua.....	6
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12 Gold Medals/Medallas de Oro

Sales Director Audrey Doller	5
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11 Gold Medals/Medallas de Oro

Sales Director Georgina Ochoa.....	5
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Sales Director Velia Rubio.....	6
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10 Gold Medals/Medallas de Oro

Sales Director Paula Chavez	5
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Sales Director Morena Gaitan.....	6
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Sales Director Gloria Manning.....	5
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Sales Director Luz Pena-Price.....	18
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9 Gold Medals/Medallas de Oro

Sales Director Elizabeth Daniels	5
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Sales Director Andrea Peters.....	5
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8 Gold Medals/Medallas de Oro

Sales Director Sylina Arriaza.....	5
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Sales Director Bertha Campos	5
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Jennifer Floyd, B. Spriggs Unit.....	6
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Sales Director Pam Hilliard.....	7
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Sales Director Jewell Mull.....	6
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Sales Director Graciela Valadez.....	5
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7 Gold Medals/Medallas de Oro

Sales Director Nadine Daniel-Hurry.....	5
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Sales Director Salome Rangel.....	5
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Sales Director Rita Villarreal.....	5
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6 Gold Medals/Medallas de Oro

Sales Director Laura Casas.....	5
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Sales Director Maris Germosen.....	7
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Sales Director Anne Leanos.....	8
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Sales Director Mojisola Odulaja.....	5
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Sales Director Araceli Ponce.....	6
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Sales Director Joyce Reed.....	5
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5 Gold Medals/Medallas de Oro

Sales Director Hellen Crescenti.....	6
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Sales Director Jackie Pavlosky.....	5
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Sales Director Delia Ponce.....	5
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Sales Director Ana Rosa Torres.....	7
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Sales Director Kamilah Turner-Jenkins.....	8
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4 Gold Medals/Medallas de Oro

Sales Director WendyJo Ambrose.....	7
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Maria Cabrera, L. Martinez Unit.....	10
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Sales Director Josephine Edet.....	9
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Sales Director Indhira Fernandez.....	5
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Sales Director Araceli Mairs.....	5
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Alisia Morales, Y. Carrillo Unit.....	8
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Sales Director Laura O'Neill.....	5
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Sales Director Jo Ellen Weavering.....	9
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3 Gold Medals/Medallas de Oro

Sales Director Maria Alfaro.....	5
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JoEllen Bare, S. Brown Unit.....	15
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Sales Director Nelly Benavides	5
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Cherie Buntine, T. Goodwin Unit.....	15
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Sales Director Demetrius Campbell.....	5
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Sales Director Eva Chavez.....	7
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Carmen Faya, V. Vargas Unit.....	5
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Gladis Maldonado, Y. Sanchez Unit.....	5
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Elida Polanco, T. Alfaro Unit.....	5
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Ana Terrazas, A. Laguna Unit.....	6
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Sales Director Reina Umana.....	5
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2 Gold Medals/Medallas de Oro

Sales Director Theresa Addison.....	6
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Sales Director Gloria Alers.....	5
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Teretha Allaway, B. Sunden Unit.....	5
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Candelaria Aragon,

J. Martinez Hernandez Unit.....	8
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Sales Director Hilda Barragan.....	5
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Carmen Beltran, F. Ceja Unit.....	10
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Melba Concepcion, R. Bonilla Unit.....	5
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Maria Delcid, E. Rodriguez Unit.....	11
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Deanna Ezell, M. Rains Unit.....	9
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Monica Galindo, S. Galvan Unit.....	6
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Elizabeth Garcia, A. Alvarez Unit.....	5
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Melba Giraldo, A. Pelaez Unit.....	6
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Maria Lento, I. Venegas Unit.....	9
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Kelli Mease, C. Burgstahler Unit.....	14
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Milvia Morales, E. Benitez Unit.....	9
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Cheryl Mullen, T. Wenninger Unit.....	7
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Maria Naula, M. Siguenza Unit.....	8
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Mariah Rojas, K. Cowdell Unit.....	5
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Sales Director Shelly Smith.....	5
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Sales Director Desiree Thomas-Woods.....	5
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Saranya Whiting, W. Rickertsen Unit.....	5
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Sales Director Jenni Wiken.....	5
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1 Gold Medal/Medalla de Oro

Judy Alfaro, M. Estrada Unit.....	8
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Joanna Aliaga, S. Niell Unit.....	6
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Edith Alonso, A. Ortiz Unit.....	5
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Moya Bansile-Barton, I. Collins Unit.....	5
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Lisa Benson-El, B. Spriggs Unit.....	7
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Sales Director Chastina Bussell.....	5
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Yilian Cardona, W. Ramos Unit.....	5
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Maria Casillas, M. Flores Unit.....	5
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Rosalba Castillo, L. Colin Unit.....	5
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Sherry Cordova, I. Torres Unit.....	5
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Qiana Davis, A. Ruffin Unit.....	5
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Erodit Diaz, C. Miranda Unit.....	5
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Mirian Flores, M. Calle Unit.....	7
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Bisola Gbadamosi, A. Koya Unit.....	6
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Olga Giraldo, L. Pagoada Unit.....	6
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Elsa Gonzalez, J. Perez Unit.....	8
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Chantal Gregory, P. Sperling Unit.....	5
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Maria Heredia, L. Casas Unit.....	5
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Yancy Hernandez, R. Fernandez Unit.....	8
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Veronika Howell, M. Byers Unit.....	5
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Orenda Hunniford, R. Everhart Unit.....	5
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Margarita Jimenez, M. Rolo Unit.....	7
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Maria Jimenez, M. Rolo Unit.....	5
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Deby Johnston, M. Hartle Unit.....	5
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Marisel Lopez, M. Santos Unit.....	5
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Patricia Marin, M. Rico De Jacinto Unit.....	6
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Maricela Marquez,

N. Caballero-Castillo Unit.....	5
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Carlota Mateo, M. Ramirez Bravo Unit.....	6
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Elizabeth Napier, C. Burgstahler Unit.....	9
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Sales Director Melinda Nash-Bell.....	6
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Dolores Pampillo, A. Pelaez Unit.....	5
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Michelle Patterson, C. Torrance Unit.....	9
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Kara Peabody, M. Lueck Unit.....	7
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Maria Perez, R. Fernandez Unit.....	6
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Luz Polanco, N. Bruno Unit.....	7
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Guadalupe Ramirez, M. Esparza Unit.....	8
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Cristela Rangel, M. R. Donjuan Unit.....	8
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Gloria Rocha, M. Velez Unit.....	5
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Elena Rodriguez, P. Rodriguez Unit.....	5
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Frenae Smith, M. Matthews Unit.....	5
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Rosalia Solorio, A. Torres Unit.....	5
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Rhiannon Stillinger, K. Mans Unit.....	8
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Jeana Stillings, J. Nielsen Unit.....	5
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Joanna Swanson, L. Freeman Unit.....	5
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Sonia Ulloa, A. Garcia-Herrera Unit.....	5
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Angelica Umana, I. Nunez Unit.....	5
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Shonda Vettel, W. Neugebauer Unit.....	5
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Miriam Wheat, C. Saucedo Unit.....	5
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Kristen White, K. DeVilbiss Unit.....	5
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recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their September 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de septiembre de 2007.

Diamond/Diamante

LaRonda L. Daigle.....	\$89,969
Kim I. Cowdell.....	88,615
Pat A. Nuzzi.....	85,836
Marsha Morrisette.....	75,997
Ana X. Solis.....	70,482
Mayuli Maria Rolo.....	69,785
Ada Y. Garcia-Herrera.....	68,865
Evelinda Diaz.....	68,116
Andrea L. Peters.....	68,095
Valerie Jean White.....	66,229
Lara F. McKeever.....	65,556
Yosaira Sanchez.....	62,782
Cecilia C. James.....	59,905
Vicki O'Bannon.....	59,247
Heidi Goelzer.....	58,067
Ana Carolina Alvarez.....	57,988
Faith A. Gladding.....	57,417
Susan M. McCoy.....	57,254
Amy Lynn Algood.....	57,060
Vivian Diaz.....	57,015
Evitelia Valdez-Cruz.....	56,425
Melissa R. Hennings.....	56,328
Theresa L. Addison.....	56,005
Bernadette Spriggs.....	55,810
Andrea Shields.....	54,346
Judy Flummerfelt-Gerstner.....	54,189
Jill D. Davis.....	54,058
Karime Rosas.....	52,529
Cynthia L. Frazier.....	52,489
Betty McKendry.....	52,251
Ruth Ojibeka.....	51,992
Julie Schlundt.....	51,862
Priscilla McPheeters.....	51,815
Melinda M. Balling.....	51,642
Lillian Y. Pagoda.....	51,574
Chris Krabbe-Landaker.....	51,098
Maureen Yantzer.....	50,492
Susan Hattam Weeks.....	50,400
Chatnay Gelfius.....	50,340
Barbara E. Roehrig.....	49,911
Jodie Danskin.....	49,660
Deborah R. Hettinger.....	49,479
Krista A. Johnson.....	49,421
Denise M. Guthrie.....	48,766
Kim A. Messmer.....	48,754
Lisa A. Stengel.....	48,245
Lisa Hackbarth.....	48,030
Maricarmen Gonzalez.....	47,984
Ruth L. Everhart.....	47,945
Peggy Sperling.....	47,641
Patricia Carr.....	47,580
Audrey K. MacDowall.....	47,437
Connie L. Russo.....	47,392
Margarita Velez.....	46,985
Gloria Sua Manning.....	46,856
Nuria R. Bruno.....	46,711
Nancy Fox Castro.....	46,399
Elvi S. Lamping.....	46,137
Karen M. Bonura.....	46,122
Lori L. North.....	45,734
Kelly Willer-Johnson.....	45,615
Rosibel L. Shahin.....	45,106
Joye Z. Stephens.....	44,969
Yolanda Alvarez.....	44,942
Arianne C. Morgan.....	44,868
Sherly Peterson.....	44,763
Holly V. Crumley.....	44,427
Karen L. Kunzler.....	44,371
Mary Kathryn King.....	44,308
Char Griffin.....	44,144
Luz Pena-Price.....	44,080
Carol Lee Johnson.....	43,789
Laura Martinez.....	43,694
Lori M. Langan.....	43,609
Cindy S. Kriner.....	43,547
Mariaelena Boquin.....	43,433
Stella Ozurigbo-Odom.....	43,237
Stephanie A. Richter.....	43,182
Rosa C. Fernandez.....	43,095
Blanca E. Arroyo.....	43,093
Anne Newcomb.....	42,839
Pamela J. Simonson.....	42,798
Mileta K. Kinser.....	42,654
Beth Brinkley.....	42,596
Marchia Blades.....	42,425

Nina Roz Okeke.....	42,290
Gayle Lenarz Kolsrud.....	41,987
Judy Higgins.....	41,973
Donna J. Saguto.....	41,967
Jennifer V. Agema.....	41,800
Marge Ward.....	41,778
Audrey J. Doller.....	41,468
Eileen M. Huffman.....	41,298
Terri J. Beckstead.....	41,293
Brenda K. Howell.....	41,203
Gerri Anne Morris.....	41,144
Jan K. Siesky.....	41,032
Beverly Berry.....	41,025
Connie J. Lamp.....	41,002
Terri J. Prange.....	40,963

Ruby/Rubí

Ekene S. Okafor.....	\$154,123
Roli Akperi.....	128,636
Krystal D. Downey-Shada.....	101,223
Thessy Nkechi Nwachukwu.....	93,294
Dorothy C. Ibe.....	86,640
Olubunmi Ebiwonjumi.....	85,788
Oye A. Onuoha.....	85,025
Phina N. Onwuachi.....	76,386
Stella Nwokoye-Pius.....	74,011
Anne Obiageli Akanonu.....	73,094
Alicia Bivens-Jones.....	73,085
Sonya F. Goins.....	71,829
Connie A. Brinker.....	68,606
Lisa Anne Harmon.....	68,559
Kaye Driggers.....	65,723

Appolonia Nnediogo.....	65,253
Onwuanaegbule.....	65,253
Terezeja Marie Lemieux.....	65,192
Michelle M. Visco.....	64,425
Suzanne Moeller.....	64,155
Donna F. Knotts.....	63,363
Julie Brindell Sapp.....	63,362
Pat Rodriguez.....	62,957
Phuong L. White.....	62,001
Candy D. Lewis.....	61,545
Chioma Ajaebu.....	59,924
Marsha Mings.....	58,430
Kemi E. Madunta.....	57,803
Laura L. Loghry.....	57,670
Kali DeBlander Brigham.....	56,840
Alice R. Smith.....	56,115
Debbie A. Elbrecht.....	56,003
Laura A. Kattenbraker.....	55,523
Carmen Uneiz.....	55,212
Patricia Onyeje.....	54,094
Nancy D. Marshall.....	53,832
Brooke Amber Goff.....	53,587
Michele Semper.....	53,571
Judie Roman.....	53,387
Titilayo Onasanya.....	53,290
Joyce Omene.....	52,794
Jacqueline N. Alford.....	52,737
Kathy Monahan.....	52,579
Diane Covington.....	52,309
Deborah S. Baiye.....	51,613
Lisa V. Bauer.....	49,907
Amber J. Schaffner.....	49,917
Crystal Caldwell Hubbard.....	49,049
Julie Smith.....	48,435
Barbara L. Harrison.....	48,316
Liz Whitehouse.....	46,952
Renee L. Motyka.....	46,793
Michelle L. Mathews.....	46,362
Maggie G. Shake.....	46,225
Chick Stamschror.....	46,149
Anne Weidenweber.....	46,080
Candace Lyn Chambers.....	46,038
Palia A. Curry.....	45,885
Susan E. Goodson.....	45,848
Edith Ngozi Nwachukwu.....	45,369
Cathy O. Calabro.....	45,249
Marnie R. Yunger.....	45,226
Deborah K. Hack.....	45,200
Lee A. McCarthy.....	44,862
Mary Lou Ardohain.....	44,320
Vicki S. Lindsay.....	44,171
Ingird Randall.....	44,167
Daria L. Issa.....	44,126
Jolie Yuska Generalov.....	44,059

Regina M. Busca.....	43,825
Corrin Cresci.....	43,781
Gaynell L. Kennedy.....	43,720
Karen M. Getty-Hopkins.....	43,261
Augusta C. Onyenemere.....	43,256
Dori M. Fennell.....	43,031
Nina Jonah Ndukwe.....	42,983
Mirna M. Garcia.....	42,970
Christy Barnett.....	42,929
Sylvia Limon Martinez.....	42,814
Ginger S. Grimes.....	42,618
Jennifer I. Ehimika.....	42,553
Susan E. Zartman.....	42,500
Kimberly Cavarretta.....	42,402
Nina Borislov Shull.....	42,401
Cindy P. Markowski.....	41,987
Christy M. Cox.....	41,821
Eva E. Holguin.....	41,776
Margaret H. Gormly.....	41,684
Maria Salazar Ibarra.....	41,564
Julie A. Meng.....	41,435
Lisa N. Chovil.....	41,130
Bonnie Brannan.....	41,049
Sha Ron Martin.....	40,994
Susan C. Ehrnstrom.....	40,722
Kay McClinton.....	40,375
Jann Fagnoli.....	40,294
Patti Maxwell.....	40,263
Linda Omene.....	40,151
Jill E. Garrett.....	39,887
K. T. Marie Martin.....	39,882
Shay Akin.....	39,723

Sapphire/Zafiro

Kristi M. Nielsen.....	\$102,312
Cheri L. Taylor.....	86,062
Alison Renee Jurek.....	85,356
Zasha Noel Lowe.....	82,360
Paola J. Ramirez.....	81,589
Lyriss Yee.....	69,286
Tanya Kage.....	66,909
Ann W. Sherman.....	65,348
Tammy Romage.....	65,241
Tracy Potter.....	62,764
Kathy R. Bullard.....	62,737
Julie Weaver.....	62,439
Sylvia Boggs.....	61,379
Linda L. Quillin.....	61,129
Jodi L. Feller.....	57,807
Judy Garner.....	57,328
Lady K. Johnson Englund.....	57,269
Ludh Ruth Brown.....	57,251
Patrice Moore Smith.....	56,803
Jill Beckstead.....	56,481
Brandy Michelle Redden.....	56,305
Julie Neal.....	55,630
Jennifer L. Semelsberger.....	55,479
Julia Mundy.....	55,395
Jeannie Helm.....	54,727
Randi Stevens.....	54,269
Linné Lane.....	53,780
Ann Ferrell Smith.....	53,639
Pilar Najera.....	53,470
Lynette R. Bickley.....	53,304
Bertha Sanchez.....	53,125
Cheryl T. Anderson.....	52,931
Martina Roman.....	52,810
Debra A. Urbach.....	52,706
Shaniece M. Wise.....	52,536
Cecilia Boodhoo.....	51,512
Jennifer G. Bouse.....	51,262
Brenda P. O'Sullivan.....	50,701
Nita Ann Godwin.....	50,551
Miranda Katie Bandemer.....	49,961
Bonnie Crumrin.....	49,735
Tasha Bergman.....	49,154
Melissa Miroballi.....	49,043
Debbie Clifton.....	48,027
Ronda Compton.....	48,006
Silisia Evans Moses.....	47,665
Phyllis I. Pinsker.....	47,418
Terry A. Hensley.....	47,407
Natalie Reed.....	47,365
Juanne B. Mosley.....	47,053
Norenda M. James.....	47,046
Angie S. Day.....	46,904

Lorraine B. Newton.....	46,824
Rosa Elia Meza-Sanchez.....	46,025
Magdalena Rodriguez.....	45,467
Teodora Ahumada.....	45,443
Gena Prince.....	45,350
Jill L. Glockner.....	45,316
Brynne M. Blalock.....	44,578
Roxy H. Coursey.....	44,551
Monica Garcia.....	44,550
Joanna Helton.....	44,123
Julie M. Moreland.....	43,594
Ana Maria Barba.....	43,515
Margaret Neill.....	43,372
Charlyn C. Eschette.....	43,216
Danita Sajous.....	43,066
Peggy B. Sacco.....	43,059
Kim B. Roberts.....	42,817
Giana Marelli Bonheur.....	42,740
Mirna Mejia.....	42,488
Lorraine S. Kigar.....	42,152
Maria G. Diaz.....	42,142
Maria Guardado.....	42,080
Linda F. Merritt.....	41,898
Flory Palencia.....	41,853
Blanca Celia Caceres.....	41,357
Mary Goss.....	41,133
Elaine B. Lewis.....	41,096
Lynn A. Cervini.....	41,073
Dessi Ford-McLeod.....	40,987
Barbara A. Tyler.....	40,982
Debbie A. Weld.....	40,875
June V. Jarvis.....	40,731
Bea Heath.....	40,405
Marisol Miller.....	40,115
Denise Yates-Hernandez.....	40,112
Josefa Chacon.....	39,908
Delmy Ana Torrejon.....	39,676
Pam Garner Moore.....	39,497
Eileen Fricke.....	39,285
Janet Klier.....	39,239
Elizabeth A. Poole.....	39,238
Heather A. Plasencia.....	39,116
Joni D. Koontz.....	39,110
Lynn Baer Roberts.....	38,773
Shelia Berry.....	38,596
Moleda G. Dailey.....	38,422
Tricia Ann Gallagher.....	38,251
Melva M. Slythe.....	37,831

Emerald/Esmeralda

Traci L. Smith.....	\$91,822
Hollie R. Sherrick.....	73,089
Pam Robbins Kelly.....	71,090
Nancy A. Berlin.....	69,144
Tanya Olivia King.....	64,231
Ayobami O. Olusa.....	63,675
Trisha Taylor.....	61,932
Marianne L. Anderson.....	60,491
Helen Asare Jakpor.....	60,336
Maria Grey Boza.....	58,889
Stacy D. Foust.....	57,680
Denise G. Kucharski.....	55,806
Maritza Lanuza.....	54,403
Linda Jackson.....	53,717
Hope S. Pratt.....	53,083
Jo M. Cotton.....	52,551
Silvia Valencia.....	51,716
Connie S. Miller.....	50,467
Barbara Pleet.....	49,697
Gloria E. Sandoval.....	49,659
Clayton Kazi.....	49,561
Carolyn L. Lucas.....	47,955
Nora L. Clavijo.....	47,740
Rachelle Lea Brinker.....	47,694
Haydee Guzman.....	47,640
Yolanda Lopez.....	46,787
Auri Hatheway.....	46,614
Mayra Smalley.....	46,475
Yolanda Mercado.....	46,161
Kay Dickerson.....	45,866
Aluska Entenza.....	45,837
Annette D. Oxley.....	45,669
Sheila J. McCune.....	45,569
Terry A. Mendicino-Trowbridge.....	45,232
Flavia A. Rivera.....	43,980

Julie B. Potts.....	43,662
Rose Campbell.....	43,538
Kathy P. Oliveira.....	42,963
Kimberly Dawn Reed.....	42,764
Pat Forehand.....	42,479
Nancy Harder.....	42,250
Dana G. Berry.....	42,032
MaryAnn V. Knox.....	41,778
Rosemary Carolan.....	41,763
Rosemary Mitchell.....	41,633
Jeannine R. DeVore Harris.....	41,383
Nancy L. DeFina.....	41,259
Jackie L. Root.....	41,212
Yanick Olivier.....	41,146
Marcia Neyra.....	40,847
Lorena M. La Rosa.....	40,734
Sheri L. Farrar-Meyer.....	40,574
Karen A. Jorgenson.....	40,537
Derwyn Anne Garcia.....	40,300
Cathy Apicello-Schneithorst.....	40,181
Pattie A. Robinson.....	39,651
Peggy Henry.....	39,082
Carolyn J. Bishop.....	38,884
Nancy Graham.....	38,727
Heather A. Carlson.....	38,679
Pamela Rowe Krzmarzick.....	38,263
Roxanne K. Youngton.....	38,260
Diane L. Thomas.....	38,057
Janee Arancibia.....	37,992
Jeanie M. Tamborello.....	37,927
Nancy A. Coleman.....	37,889
Aida Ramallo De Escribano.....	37,802
Paula Vander Vorste.....	37,782
Karen Wilson-Davis.....	37,749
Barbara Gizzo.....	37,722
Renee R. Garcia.....	37,588
Tracy Bryce.....	37,356
Veronica Beltran.....	37,278
Elaine K. Williams.....	37,031
Candy Jackson.....	36,985
Emily Stone.....	36,918
Brenda D. Elliott.....	36,892
Trish Reuser.....	36,817
Talvia W. Peterson.....	36,229
Mindy S. Fischer.....	36,081
Michelle Hanslik Goins.....	36,036
Maria Elena Lopera.....	35,897
Isabel Arbelo.....	35,737
Maria Sanchez.....	35,733
Susan A. Smith.....	35,674
Stacy S. Gilson.....	35,636
Heather Shea Catts.....	35,627
Melissa Ann Beckett.....	35,568
Judy Dunlap.....	35,396
Christina Reed.....	35,240
Charlotte Mantooth.....	35,158
Tandy L. Ludin.....	35,080
Diane K. Autry.....	34,909
Angel L. Hurley.....	34,801
Maria Bradford.....	34,513
Gail Patton Menefee.....	34,425
DeNese Wilson.....	34,414
Grace Hull.....	34,389
Linda S. Robinson.....	34,081
Joyce Young.....	34,063

Pearl/Perla

Kristin Myers.....	\$111,263
Laurie C. Cole.....	85,332
Heather Marie Erbe.....	81,985
Jeanie Martin.....	78,443
Leah Michelle Lauchlan.....	74,764
Kim L. McClure.....	71,240
Holly L. Ennis.....	70,214
Roya M. Mattis.....	69,337
Janice Baxter Hull.....	67,300
Amie N. Gambolan.....	64,104
Lisa Allison.....	63,700
Michele Salisbury Rankin.....	62,907
Denise E. Crosby.....	62,587
Alma Orrostita.....	61,087
Barbie Cynthia Turner.....	58,102
Betsy C. Richard.....	57,891
Jo Shuler.....	56,723
Keita Powell.....	56,448

Jeraline B. Long.....	55,509
Judy Brack.....	54,570
Tammy A. Vavala.....	53,173
Betty B. Lucido.....	53,071
Nicole Rene Garfield.....	53,056
Cindy Machado.....	52,794
Pat Ringnald.....	52,546
Cathy A. Barnhart.....	52,494
Teresa N. Miller.....	52,402
Sandra M. Munguia.....	52,239
Kathy Eckhardt.....	51,701
Am Kemp.....	51,461
Patricia Fitzgerald.....	50,457
Jheryn Sims Alexander.....	50,238
Shari M. Kirschner.....	49,549
Cindy S. Koenig.....	49,205
Anita N. Conley.....	49,016
Lisa Olivares.....	48,602
Patty Webster.....	48,022
Angela J. Fry.....	47,978
R. Sue Miller.....	47,946
Rita Schaefer.....	47,654
Denise Marie Yerkes.....	47,342
Stacey Craft.....	46,751
Sharon Smith Wisnoski.....	46,525
Richelle V. Barnes.....	45,864
Mia J. Mason Taylor.....	45,454
Julie A. Ashby.....	45,361
Leah G. Nelson.....	44,698
Annette Hazuka.....	43,532
Carrie J. LeCompte.....	43,276
Barbara E. Anderson.....	43,030
Sandra Tatzler.....	42,964
Natacha Smith.....	42,707
Laura Ann Zipay.....	42,653
Patti Cornell.....	42,355
Beth H. Piland.....	42,315
Laura Poling.....	42,175
Patty J. Olson.....	41,990
John Serrano.....	41,975
Mary C. Estupinan-Martel.....	41,925
Kathy Lee.....	41,883
Dorothy D. Boyd.....	41,780
Joyce Recenello.....	41,760
Irene Korobov.....	41,749
Debbie A. Sands.....	41,734
Gina Beck.....	41,566
Rose-May Seide Vulcain.....	41,261
Julie Hetherington.....	41,111
Carmen J. Felix.....	41,091
Gloria S. Johnson.....	40,858
Hazel White.....	40,742
Kathryn L. Engstrom.....	40,511
Debbie Jacobs.....	40,437
Maria Virginia Lopez.....	40,026
Krista Lynnette Shepard.....	39,636
Irene K. Foster.....	39,481
Tracey L. Chavez.....	39,437
Regina I. McDermott.....	39,349
Katherine Mirkes Ward.....	39,223
Menina M. Givens.....	39,198
Karen J. Galbraith.....	38,844
Tammy Bone.....	38,614
Charlene Grubbs.....	38,551
Andrea Lee Converse.....	38,551
Joyce A. Bruggeman.....	38,448
Lisa Anne Hall.....	38,341
Mary Beth Pavuk.....	37,890
Mary Claire Tapley.....	37,865
Susan M. Hohlmann.....	37,830
Penny J. Jackson.....	37,801
Cheryl Marie Brown.....	37,788
Sherry Kostner.....	37,774
Harriett Sharpe.....	37,690
Moji Mojtaba.....	37,545
Julie T. Olszewski.....	37,344
Ella M. Chick-Power.....	37,311
Vicki Piccirilli.....	37,267
Constance Nugent Miller.....	37,137
Tara Lynn Mitchell.....	37,111
Alicia Borkowska.....	36,874
Rebecca Milligan.....	36,551

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in September 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Evelinda Diaz \$14,926.98
Kim L. Cowdell 14,025.28
LaRonda L. Daigle 13,937.69
Vivian Diaz 13,475.54
Pat A. Nuzzi 13,473.60
Andrea L. Peters 13,175.27
Rosibel L. Shahin 12,886.86
Ada Y. Garcia-Herrera 12,740.97
Valorie Jean White 12,595.29
Morayma Rosas 12,052.31
Marsha Morrisette 11,979.62
Heidi Goelzer 11,791.15
Yosaira Sanchez 11,576.15
Maria Flores 11,390.73
Ana X. Solis 11,260.47
Omosolape O. Akinyoyen 10,898.57
Priscilla McPheeters 10,883.00
Terri J. Beckstead 10,534.03
Margarita Velez 10,330.82
Bernadette Spriggs 10,279.60
Anne Newcomb 10,256.44
Melinda M. Balling 10,111.99
Rosa C. Fernandez 10,079.70
Jill D. Davis 10,026.24
Melissa R. Hennings 9,994.97
Theresa L. Addison 9,925.30
Luz Pena-Price 9,892.12
Maricarmen Gonzalez 9,854.16
Connie L. Russo 9,732.72
Andrea Shields 9,602.28
Ana Carolina Alvarez 9,466.91
Peggy Sperling 9,444.79
Nancy Ashton 9,397.06
Lara F. McKeever 9,348.46
Meyra Esparza 9,336.52
Betty McKendry 9,302.27
Evelia Valdez-Cruz 9,237.19
Faith A. Gladding 9,189.34
Karime Rosas 9,183.76
Ruth Ojibeka 9,092.27
Julie Danskin 9,068.92
Linda Spadolowski 8,913.12
Maureen Yantzer 8,908.03
Susan M. McCoy 8,861.65
Vicki O'Bannon 8,857.77
Yolanda Alvarez 8,803.39
Krista A. Johnson 8,718.01
Maria Teresa Lozada 8,711.81
Deborah Dudas 8,675.92
Mayuli Maria Rolo 8,651.15
Shelly Palen 8,548.71
Julie Garvey 8,527.03
Gladys C. Reyes 8,458.11
Barbara E. Roehrig 8,439.09
Lisa Hackbart 8,406.20
Martha Kay Ralle 8,391.23
Audrey J. Dolter 8,367.92
Julie Schlundt 8,343.53
Cecilia C. James 8,312.33
Jewell Mull 8,308.70
Ruth L. Everhart 8,254.28
Lisa A. Stengel 8,229.66
Marielaena Boquin 8,152.15
Carol Lee Johnson 8,136.79
Trudy Miller 8,077.51
Silvia Sanchez 8,015.35
Nellie R. Anderson 7,985.92
Brenda E. Arroyo 7,940.95
Blanca K. Howell 7,937.66
Amy Lynn Allgood 7,908.05
Lillian Y. Pogoada 7,903.28
Sheryl Peterson 7,865.47
Deanna L. Spillman 7,842.19
Yoanni Espinal 7,836.57
Mariann Blase Mason 7,833.25
Gloria Sua Manning 7,832.36
Susan J. Pankow 7,826.07
Cynthia L. Frazier 7,762.50
Deborah R. Hettlinger 7,746.10
Mileta K. Kinsler 7,704.41
Juanita Gudino 7,628.04
Sandy K. Griffith 7,616.70
Audrey K. MacDowall 7,570.53
Chatney Gelfus 7,560.55
Heather M. Julson 7,515.10

Susan K. Carlson 7,501.77
Kim A. Messmer 7,462.78
Kelly Miller-Johnson 7,371.09
Jennifer Ann Rego 7,359.15
Nancy Fox Castro 7,350.66
Hellen L. Crescenti 7,296.42
Marchia Blades 7,254.59
Stephanie A. Richter 7,250.63
Chris Krabbe-Landaker 7,236.46
Elvia Guzman 7,211.76
Virginia Rowell 7,182.02
Reina C. Umana 7,143.27
Leticia Saavedra 7,128.99
Suzanne T. Young 7,121.44
Judy Flummerfelt-Gerstner 7,115.15

Ruby

Thessey Nkechi Nwachukwu \$28,669.19
Ekene S. Okafor 27,883.27
Oye A. Onuoha 17,528.31
Dorothy C. Ibe 16,973.81
Roli Akperi 15,598.60
Candy D. Lewis 15,585.53
Olubunmi Ebiwonjumi 13,052.93
Michelle M. Visco 12,943.68
Kristal D. Downey-Shada 12,663.68
Stella Nwokoye-Pius 12,597.61
Anne Obiageli Akanonu 12,262.18
Appolonia Nnediogo Onwuanaegbule 12,138.13
Alicia Bivens-Jones 11,739.12
Joyce Omene 11,726.84
Titilayo Onasanya 11,240.99
Donna F. Knotts 11,006.14
Phina N. Onwuachi 10,760.66
Phuong L. White 10,281.79
Kaye Driggers 10,183.46
Carmen Nunez 10,179.15
Lisa Anne Harmon 9,932.85
Sonya F. Goins 9,919.43
Julie Brindell Sapp 9,796.35
Connie A. Brinker 9,790.50
Helen Naomi Godswill 9,664.41
Michele Semper 9,656.17
Suzanne Moeller 9,620.22
Kali DeBlender Brigham 9,422.14
Laura A. Kattenbraker 9,388.80
Pat Rodriguez 9,194.08
Mary Lou Ardohain 9,161.70
Paila A. Curry 9,116.76
Sha Ron Martin 9,011.51
Laura L. Loghry 8,894.18
Julie Smith 8,884.74
Tereza Julia Lemieux 8,825.98
Kathy Monahan 8,808.40
Cathy O. Calabro 8,775.81
Lisa V. Bauer 8,707.79
Marsha Mings 8,653.64
Alice R. Smith 8,572.72
Diane Covington 8,570.09
Modupe M. Bajomo 8,553.40
Jacqueline N. Afford 8,432.71
Nina Jonah Ndukwue 8,362.21
Judie Roman 8,361.07
Mary Alice Dell 8,315.77
Amy J. Spence 8,290.14
Renée L. Motyka 8,282.14
Susan E. Goodson 8,261.00
Bonnie Brannan 8,238.23
Chiora Ajaebgu 8,204.70
Candace Laurel Carlson 8,201.59
Nancy D. Marshall 8,162.44
Candace Lyn Chambers 8,164.42
Corrin Cresci 8,040.06
Jennifer I. Ehimika 7,945.23
Debbie A. Elbrecht 7,926.30
Sylvia Limon Martinez 7,917.65
Kerli E. Madutina 7,846.98
Deborah S. Bailey 7,845.94
Deborah K. Hack 7,827.79
Brooke Amber Goff 7,801.96
Peggy Young 7,780.83
Barbara L. Harrison 7,768.53
Patricia Onyise 7,757.51
Shay Akdn 7,730.87

Ingrid Randall 7,693.54
Crystal Caldwell Hubbard 7,689.14
Kay McClinton 7,677.23
Michelle L. Mathews 7,670.69
Gloria Dominguez 7,665.40
Marnie R. Yunger 7,490.92
Sherrie L. Clemons 7,460.17
Jann Fargnoli 7,378.23
Liz Whitehouse 7,305.67
Amber J. Schaffner 7,302.01
Elsa Aracely Gannon 7,239.44
Kate Onyekere 7,196.17
Sheryl K. Goins 7,191.35
Pansy L. Pierce 7,190.22
Augusta C. Onyenemere 7,173.72
Cindy Anderson 7,165.91
Cissy E. Warren 7,156.31
Lee A. McCarthy 7,109.45
Patti Maxwell 7,093.54
Dori M. Fennell 7,058.64
Mima M. Garcia 7,053.63
Julie Yuska Generalov 7,030.35
Anne Weldenweber 7,021.72
Laurie Hallock 7,019.22
Gaynell L. Kennedy 7,012.66
Linda C. Martinez 6,981.44
Vicki S. Lindsay 6,927.23
Gina M. Gildone 6,897.47
Lisa N. Chovil 6,866.22
Kimberly Cavarretta 6,818.65
Mary Sharon Howell 6,803.80
Chick Stamschror 6,782.34
Diana Gutierrez 6,747.79

Sapphire

Paola J. Ramirez \$15,394.12
Kristi M. Nielsen 14,233.33
Tanya Kage 13,352.73
Zasha Noel Lowe 12,644.13
Julia Mundy 12,637.58
Cheri L. Taylor 12,534.37
Allison Renee Jurek 12,485.24
Lorraine B. Newton 11,445.50
Cecilia Boodhoo 11,398.49
Pilar Najera 11,394.26
Ann W. Sherman 11,206.92
Melva M. Slythe 11,085.36
Julie Weaver 11,082.41
Lynette R. Bickley 11,001.99
Silisia Evans Moses 10,942.57
Magdalena Rodriguez 10,931.21
Mima Mejia 10,858.71
Jill Beckstead 10,523.05
Lady Ruth Brown 10,481.47
Julie Neal 10,428.64
Cheryl T. Anderson 10,308.30
Tammy Romage 10,262.96
Jennifer L. Semelsberger 9,957.98
Tracy Potter 9,878.30
Linda L. Quillin 9,808.86
Sylvia Boggs 9,684.78
Ruby Garner 9,664.07
Delmy Ana Torrejon 9,559.94
Gladis Elizabeth Camargo 9,537.13
Martina Roman 9,464.06
Deborah A. Urbach 9,446.80
Linne' Lane 9,320.55
Ann Ferrell Smith 9,244.05
Judy K. Johnson England 9,201.15
Norenda M. James 9,174.29
Natalie Reed 9,116.68
Lysis Yee 9,077.66
Jodi L. Feller 9,011.62
Randi Stevens 9,006.35
Roxly H. Coursey 8,935.96
Patrice Moore Smith 8,929.23
Ana Maria Barba 8,731.62
Jill L. Glockner 8,669.58
Phyllis I. Piskner 8,659.54
Joanne Helm 8,544.94
Maria G. Diaz 8,510.77
Kathy R. Bullard 8,453.65
Kimberly D. Starr 8,429.84
Flory Palencia 8,331.43
June V. Jarvis 8,317.32
Debbie Clifton 8,210.59

Gena Prince 8,191.32
Diana E. Fraustro 8,178.24
Giana Marelli Bonheur 8,132.74
Teodora Ahumada 8,107.56
Angie S. Day 8,066.92
Betty Wilson 8,049.61
Lynn Baer Roberts 8,032.73
Miranda Katie Bandemer 7,964.70
Diane Bruns 7,721.31
Diane Bruns 7,721.31
Peggy B. Sacco 7,720.15
Josefa Chacon 7,637.77
Maria Guardado 7,627.16
Angelique M. Talbert 7,624.38
Kim Williams 7,575.81
Bertha Sanchez 7,567.47
Carmen R. Robles 7,539.67
Rosario Dagenais 7,529.23
Shaniece M. Wise 7,490.04
Linda F. Merritt 7,441.82
Joanna Helton 7,435.78
Sherri Reindl 7,401.17
Elizabeth McCandless 7,360.08
Nita Ann Godwin 7,311.66
Brenda P. O'Sullivan 7,237.52
Elizabeth A. Poole 7,235.99
Marie Pfarr 7,231.99
Brandy Michelle Redden 7,218.41
Jennifer G. Bouse 7,103.30
Bonnie Crumrin 7,082.13
Monica Garcia 7,081.73
Cathy L. Johnston 7,035.06
Julie M. Moreland 7,019.67
Tasha Bergman 7,009.56
Danice C. McElDowney 7,006.19
Wendy Clausen 6,981.87
Blanca Cecilia Caceres 6,954.15
Heather A. Plascencia 6,926.37
Rosa Ella Meza-Sanchez 6,892.56
Charlyn C. Eschette 6,877.05
Satarro Purnell 6,849.20
Amy N. Ashworth 6,848.30
Jami B. Hovey 6,781.05
Marjorie S. Haun 6,753.48
Margaret Nell 6,666.42
Deleandra Zurita 6,596.25
Denise Yates-Hernandez 6,574.22
Ana Echavarría 6,572.53

Emerald

Traci L. Smith \$14,043.50
Hollie R. Sherrick 12,813.06
Helen Asare Jakpor 12,024.23
Nancy A. Berlin 12,004.49
Pam Robbins Kelly 11,408.31
Haydee Guzman 11,122.38
Auri Hatheway 10,782.36
Aluska Entenza 10,781.20
Trisha Taylor 10,753.26
Jo M. Cotton 10,726.66
Ayobami O. Olusa 10,499.05
Barbara Pleet 10,294.23
Tanya Olivia King 10,270.97
Denise G. Kucharski 10,005.14
Cathy Kazzi 9,745.69
Kimbi L. Bartik 9,528.26
Macy D. Foust 9,295.89
Stariza Lanuza 9,176.68
Darmylee A. Jervy 9,085.57
Gloria E. Sandoval 8,982.48
Karen Wilson-Davis 8,918.65
Marianne L. Anderson 8,914.76
Pamela Rowe Krzmarzick 8,806.87
Nora L. Clavijo 8,671.89
Maria Grey Boza 8,668.86
Kay Dickerson 8,525.07
Connie S. Miller 8,470.80
Kathy P. Oliveira 8,276.68
Sheri L. Farrar-Meyer 8,243.53
Linda Jackson 8,183.84
Rose Campbell 8,064.73
Nancy Harder 8,058.33
Helen M. Harlow 8,056.58
Yolanda Lopez 8,055.62
Nancy A. Coleman 8,039.23

Evalina Chavez 8,007.96
Stacy S. Gilson 7,926.88
Tandy L. Ludin 7,871.70
Karen A. Jorgenson 7,746.03
Hope S. Pratt 7,736.06
Heather A. Carlson 7,727.26
Sheila J. McCune 7,704.62
Mayra Smalley 7,661.37
Annette D. Oxley 7,613.94
Pat Forehand 7,550.78
Nancy Graham 7,537.90
Michele Martella Armes 7,445.64
Yolanda Mercado 7,442.02
Melissa Ann Beckett 7,439.18
MaryAnn V. Knox 7,264.49
Rachelle Lea Brinker 7,185.51
Charlotte Mantooth 7,159.00
Silvia Valencia 7,154.62
Linda Bradley 7,153.01
Silvia Ramos 7,132.04
Gail Patton Menefee 7,104.86
Veronica Beltran 7,087.15
Emilia B. Valles 7,068.98
Diane K. Autry 7,029.94
Talva W. Peterson 6,978.74
Aida Ramallo De Escribano 6,896.98
Susie J. Serio 6,869.16
Paula Vander Vorste 6,864.74
Roxanne K. Youngton 6,851.59
O'Nelly Encarnacion Gomez 6,737.91
Flavia A. Rivera 6,693.13
Carolyn L. Lucas 6,664.36
Dana G. Berry 6,633.81
Elaine K. Williams 6,627.54
Yanick Olivier 6,624.60
Maria R. Alcala 6,591.22
Isabel Arbelo 6,530.62
Amanda Thulin-Marrano 6,506.26
Jeannine R. DeVore Harris 6,485.85
Julie B. Potts 6,455.52
April Leigh Price 6,449.67
Kimberly Dawn Reed 6,438.87
Marcia Neyra 6,412.02
Trish Reuser 6,407.37
Angel L. Hurley 6,352.40
Brenda D. Elliott 6,336.73
Rosemary Mitchell 6,313.37
Barbara Gitzo 6,290.57
Tracy Bryce 6,270.41
Nancy Jean Leroy 6,266.87
Peggy Henry 6,250.08
Laura A. Armstrong 6,235.38
Danette Kelley Smith 6,232.75
Beatriz D. Yanez De Mora 6,187.64
Lisa Fay Upex 6,136.04
Grace Y. Adeoye 6,123.29
Nancy L. DeFina 6,119.79
Maria Sanchez 6,115.54
Eida Ramirez 6,108.36
Pattie A. Robinson 6,105.63
Ann Shears 6,082.16
Carolyn J. Bishop 6,055.85
Terry A. Mendicino-Trowbridge 6,053.69
Candy Jackson 6,044.52
Rosemary Carolan 6,043.21

Pearl

Kristin Myers \$13,735.21
Heather Marie Erbe 13,214.76
Jeanie Martin 13,134.60
Alma Orrosteieta 12,802.37
Kim L. McClure 11,832.69
Judy Brack 11,718.02
Laurie C. Cole 11,206.87
Lisa Allison 11,055.43
Holly L. Ennis 10,917.57
Amie N. Gambolan 10,863.70
Susan M. Holiman 10,766.58
Mary C. Estupinan-Martel 10,762.87
Tammy A. Vavala 10,753.82
Janice Baxter Hull 10,357.49
Jheryn Sims Alexander 10,274.42
Keita Powell 10,242.87

Leah Michelle Lauchlan 10,089.84
Sandra M. Munguia 9,974.65
Julia Sander Burnett 9,886.66
Roya M. Mattis 9,831.75
Kathy Eckhardt 9,820.36
Sandra Giraldo Kirchhoff 9,808.81
Jo Shuler 9,754.50
Lisa Olivares 9,657.76
Anita N. Conley 9,653.62
Irene K. Foster 9,191.78
Michele Salisbury Rankin 9,069.22
Dorothy D. Boyd 9,000.96
Barbie Cynthia Turner 8,955.66
Patty Webster 8,954.85
Angela J. Fry 8,907.36
Jeanie K. Navrkal 8,750.60
Cindy Machado 8,717.40
Menina M. Givens 8,579.30
Rita Schaefer 8,537.63
Julie A. Ashby 8,470.67
Denise E. Crosby 8,421.29
Jeraline B. Long 8,194.49
Shelley Eldridge 8,142.20
Marye Durrer 8,119.27
Peggy Matish 8,110.28
Nicole Rene Garfield 8,093.44
Betsy C. Richard 8,050.53
Marita W. Campbell 7,997.31
Sandra Tatzler 7,922.05
Nadine Bowers 7,916.98
Cathy A. Barnhart 7,824.95
Betty B. Lucido 7,802.10
Pat Ringnald 7,778.72
Tracey L. Chavez 7,694.83
Renée Brooks 7,689.92
Sharon Smith Wisnoski 7,677.12
Julie Hetherington 7,655.24
Anne Geertsen 7,648.22
Penny J. Jackson 7,647.64
Maria Dowling 7,579.25
Hollie Thompson Lowe 7,564.57
Cindy S. Koenig 7,546.13
Shari M. Kirschner 7,480.52
Mojl Mojtalebi 7,464.48
Carmen J. Felix 7,450.14
Teresa N. Miller 7,418.31
Amy Kemp 7,402.94
Mia J. Mason Taylor 7,277.35
Kathryn L. Engstrom 7,265.58
Irene Korobov 7,233.00
Stacey Craft 7,207.71
Joyce Recenello 7,199.91
Julia Serrano 7,189.84
Kristi Lynette Shepard 7,128.56
Sally Murrett 7,038.13
Hazel White 7,030.20
Natcha Smith 7,026.97
Patty J. Olson 6,932.43
Rebecca Milligan 6,917.80
Susan Moore 6,901.68
Sherry L. Fields 6,879.47
Debbie A. Sands 6,844.76
Patti Cornell 6,834.79
Harriett Sharpe 6,810.04
R. Sue Miller 6,806.30
Maria De Jesus Ramales 6,737.15
Leah G. Nelson 6,726.68
Mary Ellen D'Amico 6,658.24
Mildred L. Forbes 6,649.10
Susie Kopacz 6,579.89
Charlene Grubbs 6,553.84
Mary Claire Tapley 6,506.38
Mary C. Lane 6,476.50
Laura Ann Zipay 6,437.19
Tara Lynn Mitchell 6,383.46
Kathy Lee 6,377.39
Gina Beck 6,367.40
Carolyn A. Smith 6,356.15
Annette Hazuka 6,327.79
Barbara E. Anderson 6,313.63
Dana Julyn Pizzo 6,311.85
Darlene Rutledge 6,309.02
Denise Marie Yerkes 6,292.14
Laura Poling 6,263.04

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, 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 INTUOUCH® WEB SITE 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.

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in September 2007.

Top National Sales Directors — Commissions and Bonuses



Barbara Sunden
\$88,079
DIAMOND



Carol Anton
\$55,819
RUBY



Gayle Gaston
\$90,978
SAPPHIRE



Gloria Mayfield Banks
\$50,682
EMERALD



Nan Stroud
\$57,447
PEARL

Top Unit — Estimated Retail Production

DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$89,969
RUBY — Ekene Okafor, <i>Go Give Area</i>	\$154,123
SAPPHIRE — Kristi Nielsen, <i>Go Give Area</i>	\$102,312
EMERALD — Traci Smith, <i>Go Give Area</i>	\$91,822
PEARL — Kristin Myers, <i>G. McGuire Area</i>	\$111,263

Top Sales Director—Personal Sales

DIAMOND — Christi Latour, <i>Go Give Area</i>	\$22,437
RUBY — Sheila K. Valles, <i>R. Evans Area</i>	\$13,099
SAPPHIRE — Trena Ray, <i>M. Cane Area</i>	\$18,998
EMERALD — Jo Cotton, <i>Go Give Area</i>	\$13,442
PEARL — Nicole Garfield, <i>B. Vernon Area</i>	\$15,079

Top Beauty Consultant—Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$20,952
RUBY — Blessing Nnaka, <i>E. Okafor Unit, Go Give Area</i>	\$20,830
SAPPHIRE — Cherrene Rose-Hanson, <i>L. Collette Unit, V. Bagnol Area</i>	\$12,714
EMERALD — Jennifer Montoya, <i>B. Yanez De Mora Unit, R. Burnside Area</i>	\$13,847
PEARL — Lisa Commerford, <i>B. Vernon Unit, B. Vernon Area</i>	\$15,264

Top Team Builder

DIAMOND — Sales Director Luz Pena-Price, <i>P. Rodriguez-Turker Area</i>	18 New Team Members
RUBY — Linda Hagler, <i>D. Carter-Kelly Unit, T. Elvin Area</i>	18 New Team Members
SAPPHIRE — Sales Director Tanya Kage, <i>C. Peterson Area</i>	26 New Team Members
EMERALD — Sales Director Karen Wilson-Davis, <i>Go Give Area</i>	15 New Team Members
PEARL — Pearlle Blanks, <i>K. Eckhardt Unit, J. Chadbourn Area</i>	15 New Team Members

Top Unit Builders Independent Sales Directors with 20 or more new unit members for September 2007.

Diamond

Lillian Y. Pagoada.....	31 New Team Members
Mayuli Maria Rolo.....	28 New Team Members
Rosa C. Fernandez.....	26 New Team Members
Christine Burgstahler.....	25 New Team Members
Alba Pelaez.....	25 New Team Members
Yosaira Sanchez.....	25 New Team Members
Ana X. Solis.....	25 New Team Members
Bernadette Spriggs.....	22 New Team Members
Ada Y. Garcia-Herrera.....	21 New Team Members

Ruby

Candace Lyn Chambers.....	30 New Team Members
Brooke Amber Goff.....	29 New Team Members
Pat Rodriguez.....	27 New Team Members
Ekene S. Okafor.....	21 New Team Members
Nina Jonah Ndukwe.....	20 New Team Members

Sapphire

Tanya Kage.....	29 New Team Members
Paola J. Ramirez.....	26 New Team Members
Romelia Bjornnes.....	24 New Team Members
Cecilia Boodhoo.....	22 New Team Members
Alison Renee Jurek.....	22 New Team Members
Carrie Elizabeth McCormick.....	22 New Team Members
Jill L. Glockner.....	21 New Team Members
Marilyn J. Koci.....	21 New Team Members
Melissa Miroballi.....	21 New Team Members
Taryn Michele Osborn.....	21 New Team Members
Rosa I. Ramos-Solorzano.....	20 New Team Members
Carmen R. Robles.....	20 New Team Members

Emerald

Nora L. Clavijo.....	29 New Team Members
Yolanda Mercado.....	29 New Team Members

Terry A. Mendicino-Trowbridge.....	25 New Team Members
Ayobami O. Olusa.....	24 New Team Members
Dawn E. Tay-Simpson.....	22 New Team Members
Aliuska Entenza.....	21 New Team Members
Traci L. Smith.....	21 New Team Members

Pearl

Anita N. Conley.....	27 New Team Members
Roya M. Mattis.....	23 New Team Members
Dana Julyn Pizzo.....	23 New Team Members
Holly L. Ennis.....	22 New Team Members
Heather Marie Erbe.....	21 New Team Members
Leah Michelle Lauchlan.....	20 New Team Members
Keita Powell.....	20 New Team Members

New Independent National Sales Directors Debut Oct. 1, 2007



Mary Estupifan-Martel
National Sales Director
Pearl Seminar
Oct. 1, 2007



Candy Lewis
National Sales Director
Ruby Seminar
Oct. 1, 2007



Kimberly Starr
National Sales Director
Sapphire Seminar
Oct. 1, 2007

Meet your NSDs

Be sure to visit the Mary Kay InTouch® Web site for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the **Meet Your NSDs** link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?

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Countdown to Color: Time for Transition

It's time for transition! Isn't that exciting? As new color products and packaging begin to appear, keep in mind that this period of transition is normal and OK. Here are some tips for navigating yourself and your customers through the transition phase with ease.



Opportunity Arrives

"This is your opportunity to position yourself as a true, personal Independent Beauty Consultant,"

Independent Elite Executive National Sales Director Gloria Mayfield Banks shares.

Why? Because you have the ability to understand how each individual customer adapts to change.

Gloria emphasizes that there are two types of customers when it comes to change: those who embrace the latest and greatest with excitement and those who take a little more time to adapt.

"Your goal is to prepare your customers in advance, depending on how they embrace change," Gloria says.

For the customer who wants all-new now, Gloria suggests telling her that she'll be the first person you call when new shades and new packaging are available. But in the meantime, you want to make sure she has what she needs to get through the next several months, even if some of it is in our established platinum packaging.

For the customer who is slower to adapt, Gloria suggests telling her that you have plenty of her favorites on hand and that you want to give her the opportunity to purchase them for the next several months, especially if she loves Mary Kay® Dual-Coverage Powder Foundation or discontinued shades of lipstick.

With this approach to transition, you are presenting yourself as "in the know" and ready to help. *"This is what successful business-women do to stay on the edge,"* Gloria says. *"It's about acknowledging the opportunity and getting emotionally excited about it so that you are presenting yourself as a professional Independent Beauty Consultant."*



One Step at a Time

To prepare for changes coming to our foundation powder lineup in March 2008, including new compact forms, **Independent Executive National Sales Director Cheryl Warfield** suggests taking an inventory of your current foundation powder refills and compacts to see how they match up.

"If you need to order more current foundation compacts to match up with refills, then go ahead," Cheryl suggests. *"They may be easier to sell as a set."* You could also offer foundation powder refills to customers who already have the current compact and rely on it.

"My advice is to focus on selling what you currently have to current customers," Cheryl says. *"By the time the new products and compacts are available, you'll have many new customers who will fall in love with our new color products."*



Creative Merchandising

Offering customers a mix-and-match selection of our current platinum and the new black packaging will be necessary for a while, but you can make it marketable! Gloria and Cheryl both agree that now is the time to put your creative merchandising hats on to showcase how these products look together, as shown here.

"Black and platinum work nicely together," Cheryl says. *"Think about how you can tie them together in a nice display that customers will embrace."*

Color News You Need to Know

- You can begin taking inventory of your pressed powders and bronze powders to prepare for exciting changes to these products coming Spring 2008. Look for a great Mary Kay® Sheer Pressed Powder to replace Mary Kay® Dual-Coverage Powder Foundation in March 2008!
- Four new exciting Color 101 Collections are available on the Dec. 16 Consultant order form and in the Winter 2007 issue of *The Look*. Please note that Color 101 Cards will not be available for these collections.
- New packaging for lip liners is phasing in. Keep in mind, however, that MK Signature® Lip Liners in Raspberry, Coral, Pink and Red will remain in the platinum packaging until quantities are depleted.
- For the latest information on the exciting color product transitions ahead, be sure to check out the Mary Kay InTouch® Web site.

Why customers need your

Virtual Gift of the Week Online Event

You can maximize holiday shopping with a great program featured on your Mary Kay® Personal Web Site! Each week starting in late November, your Mary Kay® Personal Web Site will feature a different gift and a message urging your customers to click and buy. Use terrific MKeCards® to remind your customers to check your Mary Kay® Personal Web Site each week for the virtual gift of the week. It's that easy! Here are the gifts that will be featured so you can make sure you have enough on hand:



Week 1 (Nov. 29 – Dec. 8)
Bella Belara™ Eau de Parfum and
Bella Belara™ Eau de Parfum Wand



Week 2 (Dec. 9 – Dec. 15)
Satin Hands® Pampering Set



Week 3 (Dec. 16 – Dec. 22)
Lip Trio Set that includes a lipstick,
lip gloss and lip liner



Week 4 (Dec. 23 – Dec. 31)
Mary Kay® Mineral Powder
Foundation Set



2007 CMA Awards Wrap-Up

What a celebration it was! With Mary Kay Inc. as *The Official Beauty Sponsor of the 2007 Country Music Association Awards*, this program never looked so good! When your customers visit your Mary Kay® Personal Web Site, they'll find photos from the event, including behind-the-scenes snapshots from the Mary Kay® backstage touch-up station. Look for some of your favorite country artists!

don't miss out

A Mary Kay® Personal Web Site has never been a more powerful tool for building your business. If you haven't already discovered this savvy advantage, just go to the Mary Kay InTouch® Web site and subscribe today.



Mary Kay® Personal Web Site

When customers visit, they'll discover a **virtual Mary Kay® world** just for them!

Customer Preferences That Can Build Customers for Life

Online shoppers now have the ability to select their desired type of contact from you – by telephone or by e-mail only. Plus, you'll be able to use the *Beaut-e-News™* e-newsletter and MKeCards® to keep in touch with them!

Each time customers make purchases on your Mary Kay® Personal Web Site, they'll be able to update their desired level of service. You can then view those customer preferences on myCustomers®. You'll want to remember that *the best way to provide the ultimate in customer service is to contact your customers only through the channel they select until they let you know they're ready for more interaction*. For instance, if a customer selects "e-mail only" contact, you won't want to telephone her.

While that may seem like a departure from the way you normally do business, remember that online customers are unique. Most first-time shoppers are simply looking for a great product. Once they are satisfied with convenience, quality and prompt delivery of products, then you can begin to further develop a customer relationship with them. Keeping that in mind, communicating with online customers by the channels they prefer is your best way to build trust that leads to loyalty. And loyal customers are customers for life!



A New Look to the Mary Kay® Personal Web Site Program

Online improvements have created even more appeal for visitors and existing customers. Changes to the look of the Mary Kay® Personal Web Site program are attracting a broader audience and telling a more comprehensive story about the Mary Kay® brand by featuring:

- A new design that strategically builds upon the worldwide Mary Kay® brand. Look for further exciting enhancements throughout 2008!
- A more prominent, enhanced presentation of the Company's contributions to key causes, highlighting Mary Kay's acclaimed record of "giving back."
- Rebranding of the current "Start a Business" section with a new "Sell Mary Kay" name and information to appeal to a wider variety of potential Independent Beauty Consultants.

You can learn more about the redesign on the Mary Kay InTouch® Web site. Simply go to "Business Tools," and then click on "Personal Web Site Manager" to view an interactive presentation that outlines exactly what's new and different.

“ I can put my order in through Shannon's Mary Kay® Personal Web Site, and she sends my products to me promptly. She makes ordering so easy and convenient. ”

Didra V., Fresno, Calif., Preferred Customer

a loving *detour*

How many of us would leave familiar surroundings and travel 8,400 miles to bring hope to the hopeless, while facing a challenge so desperate there's no logical place to begin? This is the true story of a woman who defied her own fear and dread to plunge into an aching breach of body, mind and soul. Her incredible mission will imprint itself on your heart. And she's not about to rest on her laurels.

Six years ago, **Independent Senior Sales Director Rebekah Kiser** of the Emerald Go Give Area was content running her Mary Kay business from her lovely home in Colorado Springs, Colo. She and her husband, Kevin, and their children, James and

Melanie, were making plans for the future. The former president of a construction firm had built a rich life for herself. Then one day she met women who had no life at all, and Becky Kiser would never be the same.

No Way She Could Say No

Her journey began in 2003 when Becky landed in Ethiopia for a tour of ancient Christian sites, eager to experience part of her faith's history. Within a week, her own history was taking a turn – one most would call sacrificial. "My tour guide asked me to accompany his sister, Genet, to the Fistula Hospital in Addis Ababa," she recalls. "I agreed, even though I had no idea what fistula was. We walked in, and I was stunned by what I saw and smelled, shocked to be sitting among 50 to 75 girls with this nightmarish condition. There were

flies everywhere, and I wanted to leave. But I also felt compelled to stay, humbled and thankful that I had never suffered such an affliction."

Becky learned that many Ethiopian girls are betrothed as young as 5. Still children when they become pregnant, their small bodies often can't deliver their babies without the medical help they don't have. The pressure of prolonged labor causes grave complications. Many of the babies die, and without surgery, the mothers suffer unnatural elimination. They're called "pariah women," and the World Health Organization estimates there are more than 100,000 cases in Ethiopia alone.

That day, hours passed before Genet finally saw the doctor. Soon she returned sobbing because there was no room for her. She would have to wait two months for surgery and make the trip back to the hospital. Incensed, Becky flew to her feet. "I marched in and demanded her immediate care," she says. "The hospital's founder



Although she has access to a translator, Becky speaks enough Amharic to carry on basic conversations. But there are 81 other languages in Ethiopia, and she's working hard to learn more so she can, as she puts it, "communicate from the heart."



explained why that was impossible. So many were ahead of her." Her determination bordering on panic, Becky took Genet and left. After considering all the options, she decided to rent a place for Genet, and she hired someone to stay with her.

On the 24-hour trip back home, the mental images of Genet and the others at the Fistula Hospital were still vivid. Becky's heart was both broken by what she had seen and held captive by the hope of helping. Conflict tore at her. She had dreamed of growing her Mary Kay business and living a "normal" life. What would such a detour of devotion do to her goals? "Truthfully, I did struggle with that," Becky shares. "But after seeing those sisters, I could no longer sleep in my big master bedroom and enjoy my life. I had to do something."

Help on the Way

So the day came when Becky described to her unit members how the pariah women are shunned by their families, deserted by their husbands,

outcasts with no way to earn a living, considered cursed by God and untouchable by all. They quickly offered to assist any way they could and set a goal to help five women.

It was on her second trip that Becky discovered the risk at which she had placed herself. "Doing this kind of work there without permission is a prisonable offense," she explains. "I didn't want to go to jail, so I embarked on what would be a 2½ year struggle of frustration, worry and determination. First, we had to register as a 501(c)(3) charitable organization here, then I had to work through the Ethiopian government's requirements to obtain the permission I needed to proceed. All the while, those precious people were waiting, not knowing we were trying to help."

Becky held her first meeting to explain her intentions on Mary Kay's birthday, May 12, 2005. Now, through her Women for Women Foundation Inc., the Trampled Rose Outreach establishes and operates shelters for those awaiting fistula surgery.

Volunteers run the Foundation office and maintain the Web site, and Becky employs 16 people at the shelters to care for the women – including the 6 percent who can't be helped by surgery – and to teach skills for which they earn wages. Her efforts have reached nearly 600 women since she opened the first shelter. "Next, we want to go into the countryside and teach the causes and prevention of fistula, to end this travesty. Even so, I'm almost always overwhelmed," she admits, "especially when I realize that ours is the only program of this type we know about. I'm overwhelmed that I don't know a thing about what I'm doing and by the grief that's sometimes more than my heart can bear. But I know 'if it's to be, it's up to me.'"

So Much Left to Do

Today the memories of "red tape," her own fears and the misunderstanding of many, have paled in comparison to the shining eyes of the women Becky has helped, including Genet, who is now healthy and whole. "I've buoyed myself up with the phrase 'Is there any reason why?' so often it made me laugh," she says with a smile. "Through Mary Kay, I learned tenacity by booking when I thought I couldn't and team building when 'red jacket' seemed impossible. I learned how to finish my unit with my goal of 52 team members and how to present myself, because Mary Kay Ash taught that you only have one chance to make a good first impression. And I learned that quitting is the only failure. The Mary Kay sisterhood, including my own sister, **Independent Senior Sales Director Jill Packard**, has supported my goals and dreams and helped make this work a reality."

Trampled Rose Outreach hopes to open a fifth shelter this year. Becky knows there will be thousands of new fistula cases. She's grateful for Mary Kay sales that have paid her way and the flexibility to spend time working on this life-changing mission. "And for our Founder's example," she acknowledges. "Mary Kay didn't quit and neither will I. My work and my heart are now on the same path."



**Mary Kay didn't quit and neither will I.
My work and my heart are now on the same path.**



Trampled Rose Outreach has attracted the attention of media, church groups and even the French Embassy in Ethiopia, where the ambassador's wife led a fundraising event. Twice a year, Becky takes volunteers to work at her shelters.

Reflections From Mary Kay



“After each skin care class, summarize in your mind the points in your presentation that achieved positive results. Keep those and delete anything that did not achieve positive results. Only in this way can you polish your sales techniques to ensure sales success. Remember, it is as honorable to sell as it is to buy. Practice will sharpen your skills and enhance your position as a professional salesperson. Salespeople are not born, they are made.”

– Mary Kay Ash

Dates to Remember

DECEMBER 2007

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2	3	4	5	6	7	8
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16	17	18	19	20	21	22
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30	31					

JANUARY 2008

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13	14	15	16	17	18	19
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27	28	29	30	31		

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

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

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).

Last day of the month for Beauty Consultants to place online orders (until midnight Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

Dec. 1: Virtual gift of the week available on Mary Kay® Personal Web Sites.

Dec. 10: Early ordering of the new Winter 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Winter 2007 through the Preferred Customer Program.

Dec. 11: New Independent Sales Director Education begins for Independent Sales Directors who debuted Oct. 1 and Nov. 1.

Dec. 15: Early ordering of the new Winter 2007 promotional items available for all Independent Beauty Consultants. Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline for Quarter 1 Star Consultant prize selections. Postmark deadline for Fall/Holiday 2007 promotion and to earn the third monthly product bonus. Last day for customers to take advantage of the Fall/Holiday 2007 travel-sized Satin Hands® Pampering Set. Last day to enroll online for the Winter 2007 Preferred Customer Program Month 2 customer Valentine greeting and gift guide brochure. *Scent-sational* Sales Challenge and *Hold a Class, Help a Cause* MKACF promotion end.

Dec. 16: Quarter 3 Star Consultant quarterly contest begins. *Kissed by Success* Lipstick Sales Challenge begins. Winter 2007 promotion and monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company. Online prize selection for Quarter 2 Star Consultant contest available.

Dec. 24: Company holiday. All Company and branch offices closed.

Dec. 25: Christmas Day. All Company and branch offices closed. Postal holiday.

Dec. 27: Winter 2007 Preferred Customer Program customer mailing of *The Look* begins, including exclusive samplers of the new Mary Kay® Creme Lipstick in Rich Cocoa and Berry Kiss while supplies last. (Allow 7-10 business days for delivery)

Dec. 31: Virtual Gift of the Week event ends.

Next Month:

Jan. 1: New Year's Day. All Company and branch offices closed. Postal holiday.

Jan. 15: Postmark deadline to earn the first monthly product bonus.

Jan. 16: Second monthly product bonus begins. Spring 2008 Preferred Customer Program online enrollment (monthly and quarterly) begins. Valentine's Day virtual event begins on Mary Kay® Personal Web Sites. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Jan. 20: December Career Car qualifier paperwork due to Company.

Jan. 21: Martin Luther King Jr. Day. Postal holiday.

Jan. 25: Winter 2007 Preferred Customer Program mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery)

Earnings and Tax Representations

As a dedicated professional, you know that every effort should be made to accurately portray the Mary Kay opportunity to prospective team members. State and federal regulatory agencies may interpret exaggerated earning claims to be "misleading representations" which could subject you to severe sanctions. We feel that sharing your own earning experience is by far the most effective and believable way of approaching this subject with a prospective team member. Besides, your very own I-story will mean much more to them than boring statistics!

While the earning potential associated with the Mary Kay opportunity is indeed unlimited, it also is important to make sure that prospective team members understand that *their* level of success depends on the amount of time and energy *they* choose to put into their Mary Kay businesses.

Similarly, it's important to accurately portray the tax aspects of the Mary Kay opportunity. As a self-employed person, you may be entitled to a variety of tax deductions which will benefit your business if they are supported by accurate records. However, we caution against offering tax advice which cannot be substantiated by current Internal Revenue Service regulations. We suggest that your potential team member consult with her accountant or tax adviser to determine how a Mary Kay business will affect her personally.

Making Tax Time a Little Less Taxing

The Company will soon begin reporting 2007 tax information to assist you in filing your personal income tax returns. This information will be postmarked and mailed to you on Jan. 31, 2008.

Independent Beauty Consultants may receive one or both of the following two documents:

- An Internal Revenue Service (IRS) form 1099-MISC for Independent Beauty Consultants and Independent Sales Directors who receive commissions, prizes or awards in excess of \$600 in a calendar year. You also will receive this form if your wholesale purchases total \$5,000 or more in a calendar year. If you do not receive form 1099-MISC, you are still required to report your Mary Kay business activities to the IRS.
- An Income Advisory Statement for Independent Beauty Consultants who receive at least \$200 in Company prizes or awards during the year. The Income Advisory Statement lists total commissions earned, total prizes and awards and Career Car information (gross lease amount and amount paid by Mary Kay Inc.). You also will receive an Income Advisory Statement if you meet the requirements for a form 1099-MISC.

You should keep detailed records to support this income and expense information. These records may include, but are not limited to, sales tickets, packing slip/invoice included with each wholesale order, monthly commission and bonus statements and business expense receipts. You also should perform a physical count of the inventory that you have in stock as of Dec. 31, 2007.

The Company suggests using an accountant or personal tax adviser who is familiar with federal,

state and local laws to advise and assist you in filing your federal and state income tax returns as well as, but not limited to, any gross receipts, excise, business and occupation, sales, use, property or other taxes you may owe. For additional information about taxes, go to the Mary Kay InTouch® Web site and choose "Resources/Taxes and Legal." In early February, this section also will include *Tax Essentials for 2007*, the Company's guide to assist you in the preparation of your federal income tax return as it relates to your Mary Kay business.

Beginning Jan. 31, 2008, all Independent Beauty Consultants may verify their 2007 wholesale purchases, prizes, awards and commissions from the Company on the Mary Kay InTouch® Web site. You may access your Income Advisory Statements at "Resources/Taxes and Legal."

Beginning Jan. 31, 2008, you also may send a personally signed fax request to Consultant Records at (972) 687-1612 or mail a personally signed, written request identifying the specific information needed. Be sure to include your Consultant number and your current address. Please allow 10 business days from the time it is received to process your request. Requests should be sent to Mary Kay Inc., Consultant Records, P.O. Box 799045, Dallas, TX 75379-9045.

Protect Your Business From Fraud

If it sounds too good to be true, it probably is! Protect your Mary Kay business from potential fraud or scams by practicing caution when presented with "too good to be true" scenarios. Although consumer fraud against Independent Beauty Consultants is rare, please consider the following:

- Be wary of any individual who contacts you and attempts to place an extremely large order for Mary Kay® products, especially if you've never done business with her or have never sent her product literature like *The Look* or the *Beauty Book*. These individuals typically aren't the end users of these products but are attempting to sell these products in other ways and/or may be attempting to place an order using a stolen credit card number.
- Although you may wish to help a customer expedite her order, you'll want to avoid shipping product until you've received payment in advance. Unfortunately, some Independent Beauty Consultants who have sent product upon the promise of receiving payment at a later date never received payment.
- As an Independent Beauty Consultant living in the United States, you should never ship or deliver Mary Kay® products outside the United States and its territories for the purpose of selling to consumers. Currently, several reports of credit card fraud are under investigation involving individuals attempting to place large orders for product and giving false or stolen credit card numbers.

If you have additional questions, please contact Legal Resources at (972) 687-5777.

45th Anniversary Pioneer Spotlight

“Mary Kay Changed My Life Forever”

Independent Beauty Consultant Rosie Howell of Wichita, Kan., in the **Independent National Sales Director Darlene Hartshorn**

Area, was a divorced working mom with three teenage daughters when she discovered the Mary Kay opportunity in 1968. The former Mrs. Kansas had gone to the Mrs. America pageant in 1962, but her circumstances changed over time. So when she went to a Mary Kay success meeting and heard an Independent Sales Director exclaim, “I just had a *wonderful* week!” Rosie says she sat there thinking, “Well I haven’t even had a wonderful *day*! But I wanted what she had so bad. It took time, but I found it as I developed a base of loyal customers, many of whom still buy from me today and are my close friends. I met most of my best friends through my Mary Kay business.”

Over the years, whenever Rosie was in Mary Kay’s presence, she was always moved. “It’s been said before, but when Mary Kay was talking to you, she honestly did make you feel like you were the only person in the room. She was so caring and approachable that talking to her was never like talking to a celebrity.” Today Rosie looks back at her pivotal decision nearly 40 years ago and sums it up with a smile. “What else can I say? Mary Kay simply changed my life forever.”



Rosie with Mary Kay in 1968 – and 1988.

Staying True to What We Know

When Mary Kay Ash founded her Company, she began with the highest ideals. The Company would operate on the premise of the Golden Rule, with honesty and integrity as its cornerstones.

Today, more than 1.7 million Independent Beauty Consultants around the world enrich the lives of women by sharing Mary Kay® products and the Mary Kay business opportunity. As Mary Kay said so many times, “No greater opportunity for women exists than the one we have to offer.”

We know your belief in Mary Kay and her Company is unshakable. While we also know your “blood runs pink,” there are others who may approach you, your unit members or your customers with negative information about Mary Kay® products or the opportunity in an attempt to advertise their own products or opportunity. You may want to keep the following responses in mind:

- **Stay true to what we know.** “With products of the highest quality and an unparalleled business opportunity, it’s easy to see why more than 1.7 million women throughout the world sell Mary Kay® products. And our recent research shows that women who use Mary Kay® products *love* them! In fact, the Company achieved another year of record results in 2006, with **\$2.25 billion** in wholesale sales.”
- **Confidence comes with knowledge and experience.** If you’re approached with a product or product ingredient untruth or misconception, you might say something like, “It’s interesting that you should say that. With more than 40 years of experience in the industry, Mary Kay continues to meet customer demands in an ever-changing environment. I know our laboratories carefully evaluate and select our product ingredients from around the world. Through significant knowledge and experience, Mary Kay confidently delivers high-performing, clinically tested – and the safest – products to our valued customers.” You also can direct customers to **The Science Behind the Beauty** Web site from your own Mary Kay® Personal Web Site or www.marykay.com.
- **Take the high road.** Mary Kay never “knocked” the competition. She felt that the most valuable assets we carry with us are our integrity, our reputation and the

Price Increase for Updated Bags

Please note that the price of plastic bags is changing beginning with the Dec. 16 Consultant order form. Newly redesigned large bags (pack of 50) will go from \$4.50 to \$5.50, and small bags (pack of 100) will change from \$3.50 to \$4.50. Previously priced bags will be available on the Discontinued Items section while supplies last.

Prepare for Success With the Ready, Set, Sell! Bonus

Don't forget, the Ready, Set, Sell! product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2007, through June 15, 2008. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. You can find the Ready, Set, Sell! bonus values for the quarter printed in the first issue of *Applause*® each quarter – January, April, July and October!

INITIAL WHOLESALE SECTION 1 ORDER:

\$600
\$1,200
\$1,800
\$2,400
\$3,000
\$3,600

NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:

\$114
\$217
\$362
\$447
\$561
\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Staying True (cont)

good, honest name upon which we can build our future. Why not consider what it says about someone else if she has to tear others down to make herself look good? You might want to share something like, "Are you interested in pursuing an opportunity with a positive company that only speaks of its own products or a company that uses scare tactics and negativity to sell its products?" With responses like these, you may just cause someone to step back and think about her *own* opportunity!

- **Follow the Golden Rule.** When approached by others who may choose to use the above-described tactics relating to Mary Kay® products, commission program and/or other incentive programs, you may be tempted to create your own version of a comparison between Mary Kay and another company and share it with potential team members and/or your sister Independent Beauty Consultants via e-mail or in fliers or other written materials. Creating these types of materials on your own can be risky because you may be inadvertently misstating facts about another company. Disseminating such information can not only cause legal scrutiny for both you and Mary Kay, it also contradicts the Golden Rule philosophy upon which the Mary Kay opportunity was built. You certainly don't want other companies disseminating incorrect facts about Mary Kay, so it is wise to avoid putting yourself in a situation where you may inadvertently do the same thing to another company!

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Dec. 16, 2007 – Jan. 15, 2008.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Age-Fighting Lip Primer	\$22
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each)	\$44
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each)	\$66
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each)	\$88
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each) 1 Travel Roll-Up Bag	\$110
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each) 2 Travel Roll-Up Bags	\$110
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each) 3 Travel Roll-Up Bags	\$110
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Age-Fighting Lip Primers 1 Mary Kay® Creme Lipstick Sampler in Berry Kiss and Rich Cocoa (pack of six each) 4 Travel Roll-Up Bags	\$110

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for the Ready, Set, Sell! product bonuses. See this issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for January 2008.

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others unselfishly and supporting adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



**Mariann
Biase Mason**

Diamond

Independent Elite Executive Senior Sales Director

Began Mary Kay
October 1985

Sales Director Debut
February 1987

Offspring eight first-line
National Sales Director
Go Give Area

Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, October, 1991; eight-times Circle of Achievement; nine-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$147,028

Personal Lives in Tampa, Fla.
Husband, Jeff

Favorite Quote "Take God as your partner. Passionately share your goal and become 'others-focused'. Work daily and visualize your success. It will come to pass."

Independent Sales Director Karen Renninger of Punta Gorda, Fla., says, "At Career Conference, Mariann invited a new adoptee to join her unit members in the Cadillac Unit march and, to make her feel even more welcome, gave her a hot pink feather boa to wear just like all her other unit members were wearing."



**Lonnie
Dennis**

Ruby

Independent Future Executive Senior Sales Director

Began Mary Kay
November 1979

Sales Director Debut
November 1983

Offspring three first-line;
seven second-line

National Sales Director
Johnnette Shealy

Honors Premier Club qualifier; Circle of Honor; 12-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$79,363

Personal Lives in Albuquerque, N.M. Husband, Bill; sons: Bryan, David; four grandchildren

Favorite Quote "Giving is the highest level of living."

Independent Beauty Consultant Mary Arnholt of Albuquerque, N.M., says, "Lonnie took the time to send about 12 adoptee Independent Beauty Consultants' goal sheets to their Independent Sales Directors from the recent conference we attended. She embraced us, and you never know who is an adoptee and who is blood. That's how I will be when I grow up!"



**Charlyn
Eschette**

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay
December 1998

Sales Director Debut
October 2000

Offspring four first-line;
three second-line

National Sales Director
Christine Peterson

Honors Cadillac qualifier; Star Consultant; two-times Circle of Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$75,906

Personal Lives in Eugene, Ore. Son, Jacob; daughter, Monique
Favorite Quote "Forget the former things; do not dwell on the past. See, I am doing a new thing! Now it springs up; do you not perceive it? I am making a way in the desert and streams in the wasteland." Isaiah 43:18-19

Independent Sales Director Hazel Spees of Silverton, Ore., says, "Not only does Charlyn share her personally made educational materials, but she holds educational meetings for Independent Beauty Consultants in four cities and for Independent Sales Directors in two! Charlyn is a 'people builder'."



**Sara
Platz**

Emerald

Independent Senior Sales Director

Began Mary Kay
September 1982

Sales Director Debut
March 1987

Offspring one first-line
National Sales Director
Go Give Area

Honors Premier Club qualifier; Circle of Honor; 20-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 16-times Circle of Achievement; nine-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$66,562

Personal Lives in Frederick, Md. Husband, Robert; son, David; daughter, Susan; four grandchildren

Favorite Quote "You can be anything you want to be; you can climb any mountain you want to climb; you can reach any goal you want to reach. It all lies within you. Believe in yourself."
– Mary Kay Ash

Independent Executive Senior Sales Director Andrea Pace of Ellicott City, Md., says, "Sara is always willing to share her newsletters with me so I am able to share information with my unit members and offspring."



**Sue
Zabilka**

Pearl

Independent Sales Director

Began Mary Kay
February 1998

Sales Director Debut
December 1999

National Sales Director
Nan Stroud

Honors Premier Club qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$47,457

Personal Lives in Lemont, Ill. Husband, Frank; sons: Frankie, Jack

Favorite Quote "You miss every shot you don't take."
– Wayne Gretzky

Independent Beauty Consultant Maureen Chausse of Chicago, says, "Sue is positive, spiritual, giving, excited about life, faith-filled and a go-getter. She has opened my eyes to teaching from the heart, and she has taught me that making the women in front of me feel like a million bucks will pay off."

near you for you

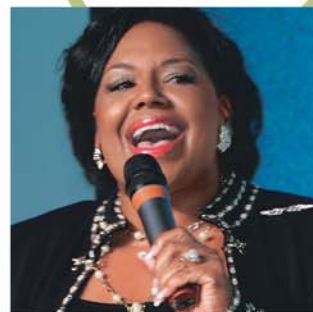
Career Conference 2008 comes *to* you, giving you every opportunity to learn from the best of the best. You won't want to miss this opportunity to see your business from outside the box. Big-picture thinking is what it's all about!

Take it from Independent Senior Sales Director Jennifer Keefer of Leola, Pa. *"As a new Independent Beauty Consultant, I had no idea what Mary Kay had to offer until I saw the big picture at Career Conference. Now, 13 years later, attending Career Conference continues to be vital to my success, restoring my focus and vision."*

plan now

You can't afford not to go! The profit from a few extra classes could pay your way, so why not start planning now?

You can register online in February and March on the Mary Kay InTouch® Web site. Two Career Conference sites (one each weekend) with the highest percentage of Independent Beauty Consultants and Independent Sales Directors who achieve Ruby Star Consultant status with 2,400 total contest credits from Dec. 16, 2007, through March 15, 2008, and meet their registration goal by March 15, 2008, will win a guest appearance from President of Mary Kay U.S. Darrell Overcash.



mark your calendars

Look online for cities and locations.

March 28-29, 2008

March 30-31, 2008

April 4-5, 2008

April 6-7, 2008

Let a spark ignite your dream.
Find it at Career Conference
and *Share the Dream!*

share
the
dream
08
career
conference

Kissed by Success

Lipstick Sales Challenge

Dec. 16, 2007 –
March 15, 2008



- Goal:** Sell at least *Triple 21** lipsticks (63 total)
- Reward:** Custom lipstick charm for your Totally Charmed charm bracelet
- Recognition:** Independent Beauty Consultants and Independent Sales Directors who sell at least *Triple 21** lipsticks by March 15, 2008, will be recognized at Career Conference. The top Independent Beauty Consultant and Independent Sales Director at each Career Conference location with the highest Mary Kay® Creme Lipstick sales by March 15, 2008, will receive onstage recognition and a pink Swarovski® crystal lip charm from the Totally Charmed collection.
- Consistency:** Receive a custom heart charm when you achieve all sales challenges for the 2008 Seminar year.



Put your lipstick
where your mouth is –
and **achieve!**

*Recognition will be based on wholesale Section 1 Mary Kay® Creme Lipstick sales, plus early order offers through March 15. Unit Support Package quantities and BizBuilders quantities received as part of the Month 3 bonus (Nov. 16 - Dec. 15, 2007) also count toward qualification. For complete challenge details, please see the Mary Kay InTouch® Web site.

MARY KAY®

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