

MARY KAY

JANUARY 2016

applause

Embrace
the
Face.

Skin Care
for Every Age
and Stage
#GlowAndTell

HIT "REFRESH" FOR 2016.
Resolve to Recharge and
Get What You Want!

RACE FOR RED.
Spring Into Red!

discover what you **LOVE**

September Recognition

Congratulations to the winners

Top NSDS Year-To-Date



Anita Mallory



Kathy Helou



Gloria Mayfield Banks



Karen Piro



Jan Harris



Carol Anton



Gloria Castaño



Sonia Pérez



Lisa Madson



Patricia Turker

On-Target Inner/Diamond/Gold Circle

personal units for September 2015, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for August 2015.) 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, 2015.

On-Target for \$850,000 Inner Circle

Anita Mallory\$219,461

On-Target for \$550,000 Inner Circle

Kathy Helou\$143,408
Gloria Mayfield Banks140,136

On-Target for \$500,000 Inner Circle

Karen Piro\$131,800
Jan Harris130,448
Carol Anton127,989
Gloria Castaño126,614

On-Target for \$450,000 Inner Circle

Sonia Pérez\$117,532
Lisa Madson115,587

On-Target for \$400,000 Inner Circle

Patricia Turker\$101,907

On-Target for \$350,000 Inner Circle

Cheryl Warfield\$98,730
Pamela Waldrop Shaw90,121

On-Target for \$325,000 Inner Circle

Cindy Williams\$87,465
Lupita Ceballos86,617
Stacy James82,690
Karlee Isenhardt81,996

On-Target for \$300,000 Diamond Circle

Sherry Windsor\$80,593
Debi Moore79,014
Halina Rygiel78,829
Mary Diem78,621

On-Target for \$250,000 Diamond Circle

Sara Pedraza-Chacón\$73,821
Anabell Rocha72,333
Dayana Polanco69,099
Dawn Dunn65,568
SuzAnne Brothers63,630

On-Target for \$200,000 Diamond Circle

Lia Carta\$61,834
Judie McCoy61,107
Julianne Nagle60,964
Anita Tripp Brewton60,939
Sandy Valerio60,377

Kristin Myers59,683
Mary Estupinán59,253
Dacia Wiegandt58,524
Connie Kittson57,744
Linda Toupin56,947
Cindy Fox56,786
Ada García-Herrera56,337
Kerry Buskirk55,904
Diane Underwood52,420
Cyndee Gress52,221
Julia Burnett51,735
Jamie Cruse-Vrinios50,700

On-Target for \$150,000 Gold Circle

Shannon Andrews\$47,820
Alicia Lindley-Adkins47,181
Maria Monarrez46,863
Gay Hope Super46,779
Kay Elvrum46,162
Gloria Báez45,661
Lily Orellana45,481
Monique Balboa45,122
Morayma Rosas44,874
Davanne Moul44,178
Julie Krebsbach43,783

Mayuli Rolo43,210
Evelinda Díaz42,669
Lara McKeever42,458
Consuelo Prieto42,375
Vivian Díaz42,057
Carmen Hernández41,119
Cathy Bill40,682
Pam Klickna-Powell40,355
Jan Thetford40,332
Yvonne Lemmon39,794
Candace Laurel Carlson39,059
O'Nelly Encarnación38,949
Auri Hatheway38,576
Tammy Crayk38,525
Pamela Fortenberry-Slate38,310
Maureen Ledda37,975
Sue Pankow37,964
Noelia Jaimes37,851
Lisa Allison37,850

On-Target for \$125,000 Gold Circle

Pam Ross\$37,497
Elizabeth Muna37,462
Michelle Sudeth37,038
Somer Fortenberry36,808

Scarlett Simpson36,734
Valerie Bagnol35,767
Magdalena Nevárez35,498
Alma Orrostita34,556
Susan Hohlman34,246
Juanita Gudiño34,211
Kimberly Copeland34,021
Rosibel Shahin33,828
Crystal Trojanowski33,282
Phyllis Pottinger33,115
Joanne Bertalan32,756
Pam Higgs32,425
Rebecca Evans32,348
Leah Lauchlan32,319
Luzmila Abadia Carranza32,163
LaRonda Daigle32,153
Kristin Sharpe32,017
Sue Wallace31,820
Mairelys López31,715
Alia Head31,672
Jeanie Martin31,580
Kate DeBlander31,552
Diane Mentiply31,276

Monthly Commissions And Bonuses

Emerald

1. Gloria Mayfield Banks***	\$58,819
2. Sonia Pérez**	50,197
3. Patricia Turker**	49,775
4. Dacia Wiegandt*	31,293
5. Judie McCoy*	29,810
6. Dayana Polanco*	27,540
7. Julianne Nagle*	25,357
8. Ada García-Herrera*	24,954
9. Jamie Cruse-Vrinios	24,570
10. Diane Underwood	24,478
11. Mayuli Rolo*	23,427
12. Pam Klickna-Powell	23,264
13. Monique Balboa	22,349
14. Anita Tripp Brewton*	22,160
15. Tammy Crayk	21,537
16. Kerry Buskirk*	21,129
17. Auri Hatheway	19,711
18. Evelinda Díaz*	19,486
19. Rosibel L. Shahin*	18,701
20. Maureen S. Ledda*	17,657
21. Sonia Bonilla	16,444
22. Pamela Tull	16,281
23. Mairelys López	15,994
24. Luzmila Abadia Carranza*	15,938
25. Cristi Ann Millard	15,748
26. Joanne R. Bertalan*	15,334
27. Kym A. Walker*	15,081
28. Noemi C. Jaimes	14,861
29. Pam I. Higgs	14,824
30. Kathy P. Oliveira	13,638
31. Noelia Jaimes*	13,571
32. Crisette M. Ellis	13,252
33. Roy Mattis	12,821
34. Jill D. Davis	12,693
35. Kirk Gillespie	12,410
36. Sabrina Goodwin Monday	12,056
37. Nancy A. Moser	11,804

Diamond

1. Anita Mallory***	\$92,683
2. Lisa Madson*	56,493
3. Karen Piro**	50,115
4. Gloria Castaño***	45,821
5. Pamela Waldrop Shaw**	33,179
6. Mary Diem*	26,417
7. Lily Orellana	25,778
8. Halina Rygiel*	25,384
9. Julia Burnett*	24,512
10. Shannon C. Andrews*	24,036
11. Dawn A. Dunn*	23,808
12. María Monarrez	21,950
13. Kay E. Elvrum	21,739
14. Connie A. Kittson*	21,715
15. Kristin Sharpe	20,131
16. Pam Ross*	19,835
17. Yvonne S. Lemmon	19,711
18. Lisa Allison	19,537
19. Yosaira Sánchez	19,037
20. Sue Pankow	18,015
21. Jeanie Martin	17,469
22. Susan M. Hohlman*	16,588
23. Diana Sumpter	16,583
24. Rebecca Evans*	15,643
25. O'Nelly Encarnación	14,678
26. Alia L. Head	14,552
27. Rosa Carmen Fernández	14,453
28. Shelly Gladstein	14,170
29. Lynnea Tate	13,665
30. Lynne G. Holliday	12,892
31. Vicki Jo Auth	12,817

32. Leah Lauchlan	12,774
33. Roxanne McInroe	12,452
34. Kaye Driggers	11,954
35. Julia Mundy	11,857
36. Meyra Esparza	11,675
37. Margaret M. Bartsch	11,422
38. Gay Hope Super*	11,306
39. Karen B. Ford	11,131
40. Sharon L. Buck	11,117
41. Terri Schafer	10,579
42. Joy L. Breen	10,456
43. Sandra Chamorro	10,383
44. Kathy C. Goff-Brummett	10,235
45. Dorothy D. Boyd	10,151
46. Heidi Goelzer	10,024
47. Rosa Bonilla*	10,024

Ruby

1. Carol Anton**	\$59,746
2. Jan Harris**	53,124
3. Cindy A. Williams*	37,841
4. Sherry Windsor**	36,393
5. Stacy I. James**	33,858
6. Lia Carta**	33,752
7. Karlee Isenhardt*	30,855
8. Linda C. Toupin	28,740
9. Mary Estupinán*	27,398
10. Anabell Rocha*	24,997
11. Cindy Fox*	23,635
12. Sandy Valerio*	23,295
13. Julie Krebsbach*	21,148
14. Gloria Báez*	20,941
15. Jan L. Thetford	18,855
16. Cathy Bill*	18,593
17. Candace Laurel Carlson*	18,582
18. Crystal Trojanowski	18,433
19. Kate DeBlander	17,998
20. Michelle L. Sudeth*	16,893

21. Lara F. McKeever	16,870
22. Juanita Gudiño	16,806
23. Kim L. McClure	16,698
24. Patty J. Olson	15,360
25. Deb Pike	14,473
26. Elizabeth Muna*	13,693
27. Maria Aguirre	13,632
28. Brenda Segal*	13,389
29. Maria Flores	13,351
30. Amie N. Gamboian	13,269
31. Carmen Hernández*	13,025
32. Brittany Kaps*	12,965
33. Gena Rae Gass	12,258
34. Cecilia C. James	12,059
35. Mirna Mejia de Sánchez	11,924
36. Lynda Jackson*	11,919
37. Sherril L. Steinman	11,911
38. Tammy A. Vavala	11,623
39. Tammy Romage	11,594
40. Linda Spadlowski	11,512
41. Lily Gauthreaux	11,357
42. Temi Odeyale	11,343
43. Donna B. Meixsell	11,237
44. Kathy Rodgers-Smith	11,231
45. Virginia S. Rocha	10,924
46. Jo Anne Barnes	10,198

Sapphire

1. Kathy Helou***	\$59,588
2. Lupita Ceballos**	45,161
3. Sara Pedraza-Chacón*	38,633
4. Cheryl Warfield**	37,706
5. Debi R. Moore*	34,867
6. SuzAnne Brothers*	29,889
7. Kristin Myers*	24,739
8. Alicia Lindley-Adkins*	21,260
9. Cyndee Gress*	20,437
10. Davanne D. Moul*	19,867

11. Consuelo R. Prieto*	19,535
12. Morayma Rosas	18,702
13. LaRonda L. Daigle	18,520
14. Alma Orrostita	17,590
15. Kimberly R. Copeland	17,564
16. Vivian Díaz*	17,515
17. Scarlett Simpson*	17,138
18. Valerie J. Bagnol*	16,537
19. Maribel Barajas	15,750
20. Phyllis Pottinger*	15,223
21. Diane L. Mentiply	15,033
22. Somer Fortenberry	14,626
23. Lorraine B. Newton	14,465
24. Pamela A. Fortenberry-Slate*	14,407
25. Julie Weaver	14,089
26. Angie S. Day*	14,026
27. Elizabeth Sánchez	13,910
28. Debra M. Wehrer	13,901
29. Janis Z. Trude	13,876
30. Ruth L. Everhart	13,793
31. Evalina Chávez	13,688
32. Paola Ramirez	13,663
33. María Guadalupe Díaz	12,938
34. Glinda McGuire*	12,596
35. Cathy E. Littlejohn	12,478
36. Krista Neal Warner	12,331
37. Gladis Elizabeth Camargo*	12,307
38. Magdalena Nevárez*	12,216
39. Jeanie M. Tamborello	11,931
40. Elaine Kimble Williams	11,811
41. Dawn Otten-Sweeney	11,379
42. Jane Studrawa	11,353
43. Heather A. Carlson	11,067
44. Kelly McCarroll	10,596
45. Julia Serrano	10,460

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

Mary Kay Angels/Ángeles Mary Kay

September/Septiembre 2015

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



Gloria Mayfield Banks
\$58,819
Emerald



Anita Mallory
\$92,683
Diamond



Carol Anton
\$59,746
Ruby



Kathy Helou
\$59,588
Sapphire

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

EMERALD/ESMERALDA — Jennifer Damm, <i>J. Cruse-Vrinios Area</i>	\$98,853
DIAMOND/DIAMANTE — Ellen Farquharson, <i>S. Andrews Area</i>	\$91,608
RUBY/RUBÍ — Susan Moore, <i>C. Williams Area</i>	\$85,428
SAPPHIRE/ZAFIRO — Jim Cundiff, <i>Go Give Area</i>	\$106,549

Top Unit Builders/ Impulsoras de unidad más destacadas

September/Septiembre 2015

New Unit Members/Nuevas integrantes de unidad				
Ruby/Rubí	Esther Amador	41	Milbella Sosa	30
	Maria Bautista	36	Maria E. Valverde	29
	Laurie Travis Plyler	36	Bridgette Rae Conley	28
	Suzy McCann	35	Consuelo Hernandez	28
	Sara Platas	34	Susana Ramirez	28
	Maria Price	34	Esther Cisneros	27
	Kali DeBlander Brigham	33	Heather A. Daniel-Kent	27
	Maria Del Rocio Ramirez	30	Amber Bond	26
			Sheikilya Lewis Thomas	26
			Sheryl K. Goins	25
			Joyce A. Gutierrez	25
			Athena Frangos-Pasley	24

New NSD Debuts/Debutes de nuevas DNVs

September/Septiembre 2015

New Independent National Sales Director debuts Sept. 1, 2015./Debutes de nuevas Directoras Nacionales de Ventas Independientes del 1 de septiembre de 2015.

Sales Mentors/Mentoras de Ventas

September/Septiembre 2015

Special thanks to the sales mentors for the Sept. 10 – 12, 2015, *New Independent Sales Director Education* class./Un agradecimiento especial para las mentoras de ventas de las clases de educación para nuevas Directoras de Ventas del 10 al 12 de septiembre de 2015.

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in September 2015./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en septiembre de 2015.

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

EMERALD/ESMERALDA — Marilyn Harris, <i>K. Walker Area</i>	\$16,082
DIAMOND/DIAMANTE — Julie Hopkins, <i>M. Diem Area</i>	\$21,216
RUBY/RUBÍ — Suzy McCann, <i>K. DeBlander Area</i>	\$20,391
SAPPHIRE/ZAFIRO — Jim Cundiff, <i>Go Give Area</i>	\$19,701

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

EMERALD/ESMERALDA — Yuko Yasuma, <i>M. Brandenburgh Unit, Go Give Area</i>	\$15,653
DIAMOND/DIAMANTE — Jennifer Alkire, <i>S. Crow Unit, J. Breen Area</i>	\$16,683
RUBY/RUBÍ — Maria Rosas, <i>D. Garcia Unit, Go Give Area</i>	\$15,863
SAPPHIRE/ZAFIRO — Latoya Williams, <i>I. Williams Unit, Go Give Area</i>	\$15,224

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo	
EMERALD/ESMERALDA — Jill McCoy, <i>J. McCoy Unit, J. McCoy Area</i>	18
DIAMOND/DIAMANTE — Sales Director Carolyn Evans, <i>Go Give Area</i>	17
RUBY/RUBÍ — Sales Director Esther Cisneros, <i>M. Aguirre Area</i>	25
SAPPHIRE/ZAFIRO — Sales Director Janet Guimet, <i>G. Camargo Area</i>	14

Independent Sales Directors with 20 or more new unit members for September 2015./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en septiembre de 2015.

Stacy S. Gilson	24	Maria G. Torres	23	Lourdes Elena Campos	20
Jan Maloney	24	Allison L. Carter	22	Pamela D. Cox	20
Stacey P. Nelson	24	Jocelyn Elaine Pond	22	Susana Deniz	20
Gloria Dominguez	23	Stephanie Lynn Coker	21	Autumn Eve Jackson	20
Griselda Gordillo-Sanchez	23	Chelsey DeBruin	21	Susan Moore	20
Kimberly Dawn Otto	23	Jennifer Jackson	21	Lisa Olivares	20
Elena Santos	23	Alma A. Munoz	21		
Maria A. Steinman	23	Julie M. Roebing	21		



Brittany Kaps
Senior National Sales Director
Ruby Seminar

Meet Your NSDs/Conoce a tus DNVs

Be sure to visit the *Mary Kay InTouch®* website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the **"Meet Your NSDs"** link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch®* para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace **"Conoce a tus DNVs"** bajo el separador "El Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?



Nancy Bonner
Senior National
Sales Director Emeritus
Sapphire Seminar



Gloria Mayfield Banks
Elite Executive
National Sales Director
Emerald Seminar



Dayana Polanco
Senior National Sales
Director
Emerald Seminar



Dacia Wiegandt
Senior National Sales
Director
Emerald Seminar



Cecilia James
National Sales
Director
Ruby Seminar

Ruby/Rubí

Congratulations to the winners/Felicidades a las ganadoras

New Debuts/ Debutes

July/Julio 2015



Lindsey Donaven Acker
Arlington, Va.
K. Miller-McGinty Unit

Anabel Alvira
Royce City, Texas
E. Lugo Unit

Jennifer L. Barber
Harrisburg, Pa.
L. McKeever Unit

Joann Marie Brown
Sunbury, Pa.
K. Wagner Unit

Carolyn Ann Fortney
Harrisburg, Pa.
L. McKeever Unit

Stacy Lyn Gerhart
Boyertown, Pa.
L. McKeever Unit

Gayle Renae Guggisberg
Fargo, N.D.
C. Huber Unit

Jozette L. Harker
Saint George, Utah
K. Martin Unit



Monica Leigh Hayes
Cary, N.C.
A. Dorsey Unit

Joely Suzanne Koonce
Fayetteville, N.C.
D. Meixsell Unit

Lindsey Marie Kucich
Lake Elsinore, Calif.
J. Brandon Unit

Leah Marie Ladner
Diamondhead, Miss.
M. Munger Unit

Maria Elena Lopez
Dover, N.J.
L. Diaz Almeyda Unit

Angeles Mendoza
Irving, Texas
S. Saldana Unit

Paula C. Mohamed-Cornwall
West Hempstead, N.Y.
V. Contreras Unit

Suzanne Nolin
Swansboro, N.C.
J. Holden Unit

Lorna Patrick
Brooklyn, N.Y.
P. Pierce Unit

Dorina Rocas
Frisco, Texas
S. Journey Unit



Toni Christine Scholl
Sunbury, Pa.
K. Miller-McGinty Unit

Amanda Diane Stromquist
Anna, Texas
B. Kaps Unit

Kourtney Lawson Tillman
Birmingham, Ala.
B. Kaps Unit

Sabrina Leigh Warner
Gahanna, Ohio
G. Dennison Unit

Stefanie Wright
Westminster, Colo.
C. Villagio Unit

Carla Deshelle Aguayo*
Queen Creek, Ariz.
L. DePietro Unit

Tammy Cottingham*
Sioux City, Iowa
P. Cornell Unit

Alma G. Dixon*
Jackson, Miss.
S. Aga Unit

Aliza Ellins*
Auburn, Calif.
C. Morgan Unit

Noni Linette Follman*
San Clemente, Calif.
C. Morgan Unit



Ora L. Grant*
Pittsford, N.Y.
T. Zaino Unit

Gail D. Hocott*
Little Rock, Ark.
D. Hocott Unit

Regina King*
Concord, N.C.
A. Dorsey Unit

Kari K. Knabe*
Weston, Mo.
C. Brinker Unit

Suzy McCann*
Cantonment, Fla.
K. DeBlander Brigham Unit

Porscha Shalana Lyons*
Floral Park, N.Y.
V. Contreras Unit

Debbie Mikols*
Midland, Mich.
D. Goguen Unit

Brandy Moulton*
Pink Hill, N.C.
A. Dorsey Unit

Sue Papaicik*
Edwardsville, Ill.
T. Coldren Unit

America Robledo*
Sanger, Texas
S. Ramirez Unit



Graciela Romero*
Denton, Texas
A. Rocha Unit

Nona Shaw*
Sparta, Ill.
H. McKinney Unit

Amy Stringer*
Tallassee, Ala.
R. Dempsey Unit

Kuana Vick*
Fayetteville, N.C.
K. Johnson Unit

Nita Welch*
Charlotte, N.C.
R. Kuhen Unit

Lorenda M. Younger*
Columbia, S.C.
J. Barnes Unit

*Previously debuted./Debutó con anterioridad.

Not pictured:/Sin foto: *Hortencia Alvarez-Alcantar*, Cedar Creek, Texas, M. Espinoza Unit; *Nichole Suzanne Arzu*, Aliso Viejo, Calif., S. Stojanovski Unit; *LaRie Barfield*, Thomasville, Ga., C. Colson-Eyre Unit; *Yolanda L. Barraza*, Dallas, S. Saldana Unit; *Jessica Anne Bengel*, Tallahassee, Fla., R. Williams Unit; *Candace Broome Blaha*, Brandon, Miss., B. Saffie Unit; *Ashly Roshell Bolton*, Huntsville, Ala., C. Bromley Unit; *Kendra Leigh Brunkow*, Lincoln, Neb., W. James Wemhoff Unit; *Margarita Bueno*, Chicago, L. Spadlowski Unit; *Ana L. Carrasco*, Chicago, S. Sanchez Unit; *Cari Ann Closson*, Galveston, Ind., P. Kirkpatrick Unit; *Geraldina Esmeralda Cruz*, Los Angeles, L. Gomez Unit; *Margarita Cruz Molina*, Escondido, Calif., M. Perez Unit; *Norma C. De Leon*, Grand Prairie, Texas, E. Lugo Unit; *Nicole Violet Diaz*, Monroe, N.Y., G. Guilliano Unit; *Erin Teal Elliott*, Madison, Ala., C. Jordan Unit; *Alexandria Dayven Faircloth*, Sunset Beach, N.C., L. Plyler Unit; *Jessica Lee Fields*, Norristown, Pa., K. Valerio Unit; *Lauren Elisabeth Fisher*, Moore, Okla., M. Daniel Unit; *Christine Hopkins Forehand*, Moultrie, Ga., J. Holloway Unit; *Anne Fuqua*, Lincoln, Calif., S. Coker Unit; *Jamie Furbee*, Chandler, Ariz., S. Janda Unit; *Cynthia D. Gabriel*, Missouri City, Texas, M. Rodgers Unit; *Aline Garcia*, Chicago, G. Cardenas Unit; *Chris A. Gentry*, Albuquerque, N.M., K. Rubin Unit; *Noraëlba Gonzalez*, Dallas, S. Saldana Unit; *Emily Jean Hawk*, Redding, Calif., A. O'Neil Hui Unit; *Hilary D Anne Horn*, Wells, Texas, S. Barritt Unit; *Erin Hunt*, Paducah, Ky., C. Burrell Unit; *Tara Jines*, Butlerville, Ind., T. Jessup Unit; *Ashley Jones*, Eugene, Ore., M. Kelloff Unit; *Kendall Kirby*, Liberal, Mo., M. Hull Unit; *Michele Kostos*, Alpine, Calif., B. Goodwin Unit; *Margie Lingren*, Cedar Rapids, Iowa, T. Swenson Unit; *Lilian Jeannette Lopez*, Bellflower, Calif., G. Delgado Unit; *Yajaira Lopez*, Irving, Texas, S. Saldana Unit; *Guadalupe Luis Valeriano*, Los Angeles, M. Roman Unit; *April Albena Meier*, Okawville, Ill., J. Barth Unit; *Brenda Colon Miller*, Middleburg, Fla., L. Middleton Unit; *Ramona Molina*, Romeoville, Ill., L. Spadlowski Unit; *Trina Morales Morales*, Parishville, N.Y., K. Cole Unit; *Alma Delia Ortega*, Fort Worth, Texas, M. Sosa Unit; *Tricia Marie Pacheco*, Tucson, Ariz., S. Lyons Unit; *Renee Payne*, Flagstaff, Ariz., A. Burkle Unit; *Katie Nicole Pearson*, Camas, Wash., D. Ordenez Unit; *Tamera Marie Phreed*, Holt, Mich., A. Hayward Unit; *Patience Kristina Prickett*, Midland, Texas, L. Reynolds Unit; *Maria Carmen Rios*, Naperville, Ill., R. Mendez Unit; *Martha Rios*, Phoenix, J. Berumen Unit; *Jenifer Robison*, Little Elm, Texas, M. Gormly Unit; *Maria Lourdes Rojas*, Aurora, Ill., O. Del Rio Unit; *Stephanie Ann Schmidt*, Findlay, Ohio, B. Fite Unit; *Marie Edwige O. Sebwe*, Staten Island, N.Y., T. Odeyale Unit; *Maria Jacqueline Serrano*, Chicago, M. Cardenas Unit; *Lisa Ann Sipprell*, Lake Forest, Calif., L. Keller Unit; *Morgan Smithhart*, Garland, Texas, B. Kaps Unit; *Erin Renee Sneller*, Cedar Rapids, Iowa, A. Ohloff Unit; *Jerica Snyder*, New Orleans, T. Bradford Unit; *Jayme Lynn Sudeth*, St. Louis, Mo., M. Sudeth Unit; *Rachel Gail Sweeney*, San Diego, L. Bowen Unit; *Leslie Ann Thurman*, Odessa, Texas, L. Reynolds Unit; *Margarita Trejo*, Phoenix, M. Cruz Unit; *Maria Vazquez Franquiz*, Kankakee, Ill., C. Hernandez Unit; *Nanette Wagner*, Laporte, Ind., J. Wojcik Unit; *Joy Alisha Wright*, Black Jack, Mo., A. Farrell Unit; *Amanda Lee Zehnder*, Elk Grove, Calif., A. Dingman Unit.

Triple Crown/ Triple Corona

September/Septiembre 2014



Chen Xing Zheng
Cary, N.C.
Ruby Go Give Area

Dean's List/ Lista del Decano

September/Septiembre 2014

Not pictured:/Sin foto:
Marissa Marie Robinson, Cairo, Neb.,
A. Mallory Area, Diamond Seminar.



Chen Xing Zheng
Cary, N.C.
Ruby Go Give Area
Ruby Seminar



Cindy Marie Perez
San Diego
Emerald Go Give Area
Emerald Seminar

Honors Society/ Sociedad de Honor

September/Septiembre 2014

Not pictured:/Sin foto:
Silvia Olmos, Tucson, Ariz., G. Báez Area.



Mindy Lee Holm
Vancouver, Wash.
C. Trojanowski Area



Julie M. Roebing
Daly City, Calif.
J. Krebsbach Area

Fabulous 50s/ Fabulosos 50

March/Marzo 2015

Not pictured:/Sin foto:
Nikki Jeanne Dudley, Shellsburg, Iowa, A.
Gamboian Area; **Rosa E. Vaquerano**, Santa
Clara, Calif., S. Windsor Area.



Hillary Ann Brinker
Kansas City, Mo.
K. Isenhardt Area



Amanda Renae Myers
Jeffersonville, Ind.
L. Carta Area

On the Move/ En Acción

July/Julio 2015

Joann Marie Brown
Kendra Leigh Brunkow
Cari Ann Closson

Geraldina Esmeralda Cruz
Nicole Violet Diaz
Carolyn Ann Fortney

Emily Jean Hawk
Monica Leigh Hayes
Lilian Jeannette Lopez

Guadalupe Luis Valeriano
Lorna Patrick
Jennifer Robison

Jerica Snyder
Jayme Lynn Sudeth

Rachel Gail Sweeney

Amanda Lee Zehnder

New Team Leaders/ Nuevas Líderes de Equipo

September/Septiembre 2015

Noelle P. Adams
Sheryl S. Adams
Karina Alvarado
Genoveva Araujo
Maria L. Avila
Melissa D. Bailey
Hannah Barrett
Lisa Bell
Virginia R. Bevier
Jennifer J. Blake
Michele L. Blasi
Michelle R. Boerner
Joyce A. Brown
Taylor Brown

Erin Colley
Daria J. Cross
Heidy J. Cuyuch
Jo A. Dailey
Karol Espinoza
Angela D. Everson
Claudia Fuentes
Elva Y. Garcia
Luz E. Garcia
Susana M. Garcia
Caroline E. Gay
Erika K. Genaro
Brittany Gomes
Jyssica C. Goodman

Aliyah J. Graham
Blair P. Grebe
Rebecca L. Gullixson
Miranda Heartsill
Maria Hernandez Lee
Stephany J. Hernandez
Katherine G. Horton
Brenda A. Jackson
Sharon Jean-Paul
Corinne Kelleher
Nicole Kenealy
Audrey R. Kennedy
Jordan Korn
Carla Lares

Samantha A. Macks
Haoua Mangué
Amber Martinez
Norma I. Martinez
Bridget L. McBratney
Brooke L. McCollum
Giovanna A. Mello
Brittany J. Miller
Lauren M. Miller
Stephanie L. Monk
Maribel Mora-Martinez
Claudia Naranjo
Haley B. Nellis
Ana Laura Olivo

Tierra Palmer
Fanny Penalzoza
Lorena Perez
Linda Pitstick
Karen Prendas
Kricia L. Ramirez
Rhonda K. Reed
Natasha Roberts
Cecilia Robles
Rosalva Rodriguez
Natalie Rojas
Claire Rouze
Bilaine Saintard
Alejandra B. Sanabria

Josephine T. Santos
Melinda S. Schmidt
Devony C. Scott
Cheryl Slater
Lynn M. Spinks
Maria C. Spratt
Kim Stevens
Elizabeth C. Taylor
Tammy L. Teer
Brenda Tilley
Anita M. Tucker
Shannon M. Tychnowitz
Maria Vega
Yvette Vega

Maria Velez
Jennifer Weiser
Helen M. Wiederkehr
Kristine Wilder
Felicia A. Williams
Porsche Wilson
Paula L. Woodruff
Luz M. Zavala

Grand Achievers/ Gran Ganadoras

September qualifiers/
Calificadas en
septiembre 2015

**Consultants/
Consultoras**
Tamela Belton
Angela Concannon
Maria Eugenia Ferreira
Micaela Gutierrez S
Yaneth Alicia Jaco
Rosa Leiva
Stacy Louise Mayes
Sarah Mugabo
Dana Jo Ann Rethwisch
Isabel T. Trujillo Moreno
Araceli Valdivia
Leticia Watkins

**Sales Directors/
Directoras de Ventas**
Rachel Aleece Adams*
Freyra Aragundy-
Guerra
Rachel Bailey
Marcia A. Basinger*
Terri Lynn Bennett*
Tari R. Brownlee*
Bertha A. Caballero
Debra C. Cardenas
Heather Louise Castro
Karen Colegory
Leslie Cook
Elvira Cortes*
Hayley Grace Coury

Melanie Wimberley
Cultbreath*
Jessica S. Cummings
Amy V. Dayton
Sally L. DeChenne
Stephanie Demar*
Jacqueline Donna
Christy Hawkins Dunn
Charlotte A. Duval
Patty McKeehan Eades*
Gale M. Ehrhorn*
Laura Escamilla
Toni L. Frere
Maria Guadalupe Garcia*
Rubi Garcia*
Ora L. Grant

Maria Guardado
Grace E. Hackett
Doreen Marie Helm
Aurelia Hernandez*
Lucila Hernandez-Macias*
Laura Herrera
Charlon S. Hibbard*
Suann D. Hibbs
Anne Hill
Onie R. Hill-Anthony
Sasha Jackson
Tina A. Jhin
Rosa Jimenez-Contreras
Taradee F. Kelley
Carol J. Kitchen*
Jenna Marie Larson

Barb Layman
Sharon S. Liebe
Trish Lucero*
Karen J. Mannino
Carol Mayfield-Fletcher*
Monique Nicole McIntyre*
Nohemi Mendez
Samarthy M. Miller-
Henderson*
Lilia Moreno
Toni Nipp
Cenobio Nunez Felix*
Guadalupe Orozco
Maria D. Ortiz*
Melissa Ozuniga
Mary Piatt

Melissa Raymondi
Suzanne M. Riggs
Pat Rodriguez
Chastina Y. Rose
Concepcion Ruiz Garcia
Luz A. Salas-Olmos*
Sam Shen
Jerica Snyder
Sara Starkey
Jayme Lynn Sudeth
Rachel Gail Sweeney
Melissa Tackett
Kay A. Teeter
Ashley Siminerio Teeters
Cynthia Ann Tovar*
Norma A. Tovar-Hernandez

Alberta Vargas-Rodriguez
Mary A. Vaughan
Jessica Velastegui
Nancy Vickery
Maria Del Carmen Vidales*
Dawn Waldmann*
Alice Renee Walker
Sabrina Leigh Warner
Judi Diane Wehrli
Jane Wyatt
Guillermina Yuen

*Denotes requalified
driver./Denota conductora
recalificada.

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to *Mary Kay InTouch*®./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, ve a *Mary Kay InTouch*®.

"WITHIN APPLAUSE" MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE *MARY KAY INTOUCH*® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS™, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS. CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO *MARY KAY INTOUCH*® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

First Gold Medal/Primera Medalla de Oro

September/Septiembre 2015

New Team Members/ Nuevas integrantes de equipo	
Rosalía Almeida, G. Gordillo-Sanchez Unit.....	6
Jo Anderson, N. LaPlante Unit.....	6
Elizabeth Anglin, C. DeBruin Unit.....	5
Genoveva Araujo, M. Price Unit.....	11
Celia Arguello, B. Alonso Unit.....	5
Krystal Arrona, M. Velez Unit.....	5
Roxana Ayala, G. Scinta Unit.....	5
Melissa Bailey, S. McCann Unit.....	12
Hannah Barrett, J. Cavolaski Unit.....	6
Ana Barzalovre, M. Sosa Unit.....	8
Ashley Beckhart, A. Sandoval Unit.....	5
Virginia Bevier, Y. Bernabel Unit.....	8
Jennifer Blake, D. Tollinche Unit.....	9
Stefany Blake, C. Jordan Unit.....	6
Michele Blasi, J. Jackson Unit.....	7
Tilda Briggs, S. Gilson Unit.....	5
Breana Buchner, B. Goodwin Unit.....	6
Amelia Calderon, S. Deniz Unit.....	5

Sales Director Alicia Carrizales.....	6
Amy Cassels, S. Smith Unit.....	5
Norberta Castellanos, A. Barrera Unit.....	6
Claudia Chavarri, M. Chavarri Unit.....	5
Erin Colley, M. Campbell Unit.....	6
Jodi Cook, R. Gleason Unit.....	7
Martha Cortez, M. Briceno Unit.....	6
Lorraine Cutshall, H. Daniel-Kent Unit.....	5
Heidy Cuyuch, V. Ordóñez Unit.....	10
Jo Dailey, S. Cline Unit.....	6
Pamela Daniels, K. Cole Unit.....	5
Shauna Degroot, F. Abrishami Unit.....	5
Teresa Dickerson, A. Bond Unit.....	5
Amanda Dreher, T. Jones Unit.....	6
Amber Dye, B. Conley Unit.....	5
Melissa Ealey, S. Thomas Unit.....	6
Karol Espinoza, M. Valverde Unit.....	5
Esther Frazier, J. Proctor Unit.....	6
Abundia Galvan, A. Ortega Unit.....	5
Chloe Garcia, R. Wahle Unit.....	5
Susana Garcia, E. Galvez Unit.....	10
Aliyah Graham, L. Carimbocas Unit.....	5
Sales Director Ora Grant.....	5
Blair Grebe, J. Sudeth Unit.....	8
Rebecca Gullixson, T. Stout Unit.....	5
Stephanie Gutierrez, A. Sandoval Unit.....	5
Hannah Hackbardt, H. Travis Unit.....	7
Carol Hackman, T. Page Unit.....	5
Tangla Hayes, L. Gilbert Unit.....	6
Juana Hernandez, S. Ramirez Unit.....	6

Stephany Hernandez, S. Goins Unit.....	5
Maria Hernandez Lee, A. Munoz Unit.....	11
Samantha Higgins, R. Sweeney Unit.....	7
Deana Hill, D. Bull Unit.....	5
Janet Hodge, V. Fuselier Unit.....	5
Carol Holmes, B. Cherry Unit.....	5
Katherine Horton, J. Reed Unit.....	8
Adriene Houston, S. Gladden Unit.....	5
LaRae Hughes, C. Zinnecker Unit.....	5
Anna Jeter, A. Mataya Unit.....	5
Tiffanie Johannes, B. DeBruin Unit.....	5
Angela Johnson, C. Huhta Unit.....	5
Kathryn Jones, K. Valerio Unit.....	6
Tabitha Jones, L. Plyler Unit.....	5
Maria Karpachios, H. Acevedo Unit.....	5
Andrea Kohler, K. Gardner Unit.....	5
Jordan Korn, L. Irwin Unit.....	5
Chaley Labbe, S. Rhoades Unit.....	5
Carla Lares, M. Torres Unit.....	5
Stella Lewis, T. Thompson Unit.....	5
Luciana Lopez, S. Platas Unit.....	5
Samantha Macks, S. McCann Unit.....	10
Carolynne Maina, T. Morales Unit.....	5
Yadira Marquez, L. Salas-Olmos Unit.....	7
Amber Martinez, S. Wright Unit.....	7
Irma Martinez, B. Lopez Bermajo Unit.....	5
Norma Martinez, R. Guerrero Unit.....	6
Brooke McCollum, J. Dalton Unit.....	6
Charlotte McGowan, A. Moore Unit.....	6
Gissella Medina, M. Fonseca Unit.....	5

Nicole Medley, R. Lasater Unit.....	5
Michelle Melton, C. Nelson Unit.....	5
Lucila Meza, L. Campos Unit.....	5
Brittany Miller, K. DeBlander Brigham Unit.....	6
Lizze Miller, K. Conner Unit.....	6
Lindsey Mills, A. Christly Unit.....	5
Pamela Moore, A. Prescott Unit.....	5
Elva Mosqueda, C. Hernandez Unit.....	7
Haley Nellis, R. Frey Unit.....	7
Mandi Palmer, M. Vasquez Unit.....	6
Tierra Palmer, J. Benitez Unit.....	5
Stephanie Parris, L. Kattenbraker Unit.....	7
Sarah Parsons, T. Tripp Unit.....	5
Sales Director Lorna Patrick.....	5
Brenda Perez, R. Ramos Unit.....	6
Karen Perez, C. Perez Unit.....	7
Kerry Pleil, L. Middleton Unit.....	5
Linda Pitstick, P. Kirkpatrick Unit.....	7
Sales Director Cristina Portillo.....	5
Karen Prendas, M. Valverde Unit.....	5
Allilia Price, T. Johnson Unit.....	5
Yolanda Ramos, M. Sosa Unit.....	6
Rhonda Reed, A. Cunagin Unit.....	5
Karla Reyes, M. Aguirre Unit.....	6
Laura Reyes, O. Castellanos Unit.....	5
Christine Riney, T. Jones Unit.....	5
Natasha Roberts, S. Shen Unit.....	6
Cecilia Robles, D. Garcia Unit.....	5
Natalie Rojas, M. Valverde Unit.....	5
Sales Director Sandra Roque.....	5

Maria Rosales, E. Buelna Unit.....	5
Lidia Ruiz, V. Falcon Unit.....	5
Angelica Salazar, L. Plyler Unit.....	6
Alejandra Sanabria, A. Rivera Unit.....	8
Jenny Serrano, B. Goodwin Unit.....	5
Alexis Shellenberger, B. Kernan Unit.....	5
Heather Shepherd, L. Plyler Unit.....	5
Martha Sierra, E. Amador Unit.....	7
Cheryl Slater, A. Bond Unit.....	5
Melissa Smith, D. Hocott Unit.....	5
Tammy Teer, S. McCann Unit.....	7
Glory Ann Tiomico, J. Roebeling Unit.....	5
Shannon Tychonowicz, S. Journey Unit.....	7
Araceli Valdivia, S. Valdez Unit.....	5
Maria Velez, E. Amador Unit.....	7
Linda Villalobos, D. Cardenas Unit.....	9
Blanca Villanueva, A. Costa Unit.....	5
Amy Villaroya, K. Gardner Unit.....	6
Bre'Anna Walker, A. Jackson Unit.....	5
Kortney Ward, L. McKeever Unit.....	5
Lisa Ward, L. Clouse Unit.....	5
Jennifer Weiser, T. Zaino Unit.....	8
Sales Director Nicole West.....	5
Sales Director Ashley Wingett.....	5
Tara Yost, J. Pond Unit.....	7
Margarita Zane, M. Bautista Unit.....	5
Amanda Zimmerman, S. Vogel Unit.....	7

13% Club/Club del 13%

September/Septiembre 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Ruby** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during September./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Rubí** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en septiembre.

Sales Director Kali DeBlander Brigham.....	\$2,654
Sales Director Esther Cisneros.....	2,502
Sales Director Rebeca Rodriguez.....	2,270
Damilola Hannah Akinsola, E. Muna Unit.....	1,911
Sales Director Suzy McCann.....	1,833

Sales Director Rachael M. Bullock.....	1,733
Katherine Grace Horton, J. Reed Unit.....	1,681
Sales Director Jacqueline N. Alford.....	1,654
Sales Director September Anne James.....	1,654
Sales Director Tara Hicks-Williams.....	1,614

Sales Director Tiffany Marie Malt.....	1,588
Sales Director Breanna Nicole Goodwin.....	1,579
Sales Director Tracy Williams Jones.....	1,572
Sales Director Thessy Nkechi Nwachukwu.....	1,463
Sales Director Amber O'Neil Hui.....	1,439

Sales Director MaryBeth White.....	1,417
Sales Director Heather A. Daniel-Kent.....	1,400
Sales Director Angela Price Brannon.....	1,393
Sales Director Jana Leigh Strunk.....	1,377
Sales Director Brandy E. Richwine.....	1,376

Sales Director Ryan Ashlee Rives.....	1,353
Sales Director Joselita L. Gramajo Reyes.....	1,343
Cecilia Robles, D. Garcia Unit.....	1,322
Sales Director Tamarie M. Bradford.....	1,316
Sales Director Kay Rubin.....	1,307

Achievement Circle/
Círculo de Logros

September/Septiembre 2015

Ranking of the top 100 Independent Sales Directors in the **Ruby** area based on their September 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Rubí** según su producción de unidad estimada al menudeo de septiembre de 2015.

Susan Moore.....	\$85,428
Suzy McCann.....	85,242
Allison L. Carter.....	76,921
Candace Lyn Doverspike.....	76,696
Kellee L. Valerio.....	64,306
Lisa Anne Harmon.....	63,704
Sheryl K. Goins.....	63,081
Krystal D. Downey-Shada.....	62,936
Kali DeBlander Brigham.....	62,649
Barbara L. Harrison.....	62,173
Sonya F. Goins.....	62,038
Carmen J. Felix.....	58,970
Brenda Fenner.....	58,677
Diane K. Lundgren.....	57,945
Laurie C. Cole.....	57,834
Laura Vernon Middleton.....	57,735
Rachael M. Bullock.....	57,165

Milbella Sosa.....	56,016
Debbie A. Elbrecht.....	55,743
Reba Kathleen Lasater.....	55,375
Tonya Colbert.....	54,129
Lisa Hansen.....	54,063
Karisma Muniz.....	53,530
Suzanne Moeller.....	53,281
Crystal Caldwell Hubbard.....	52,830
Stephanie Lynn Coker.....	52,279
Heather A. Daniel-Kent.....	52,004
Kimberly Dawn Otto.....	51,568
Tara Hicks-Williams.....	51,519
Patti Cornell.....	51,401
Diane K. Lundgren.....	51,158
Sherri Ammons.....	50,928
Susan C. Ehrstrom.....	50,691
Karen L. Crownover.....	50,394

MaryBeth White.....	49,489
September Anne James.....	49,258
Lisa Olivares.....	49,034
Jodie Ann Reed.....	48,649
Aide G. Martinez Charre.....	48,538
Mary Alice Dell.....	48,438
Laurie Travis Plyler.....	48,254
Tamarie M. Bradford.....	47,667
Esther Cisneros.....	47,278
Maureen Shipp.....	46,771
Michelle Hager.....	46,623
Tracy Williams Jones.....	46,352
Randi S. Gleason.....	46,304
Donna Clark-Driscoll.....	46,290
Breda M. Teal.....	46,173
Trudy D. Nikolas.....	45,867
MinDee M. Sommerla.....	45,764

Tiffany Marie Malt.....	45,676
Rebeca Rodriguez.....	45,289
Sarah Kathryn Fleming.....	45,077
Cleta Colson-Eyre.....	44,788
Damiana Garcia.....	44,265
Michelle L. Sanders.....	44,170
Kristi Sue O'Rourke.....	43,943
Janelle A. Ferrell.....	43,677
Sara Goetz.....	43,621
Gloria Dominguez.....	43,610
Jeanie K. Navrkal.....	43,584
Janna Judkins.....	43,456
Paula M. Kirkpatrick.....	43,064
Patty L. Bojan.....	42,768
Whitney James Wernhoff.....	42,714
Karen E. Gardner.....	42,676
Diana Gutierrez.....	42,459

Jocelyn Elaine Pond.....	42,424
K.T. Marie Martin.....	42,136
Julie Smith.....	42,132
Perpetua N. Asu-Eze.....	41,807
Elizabeth A. Elder.....	41,515
Tiffany Brooke Stout.....	41,408
Lisa A. DeLucia.....	41,316
Amie Christly.....	41,012
Rachel Kristin Wahle.....	40,920
Angela Price Brannon.....	40,868
Valerie A. Lucio-Polk.....	40,855
Arleigh P.J. Morton.....	40,566
Tracey L. Chavez.....	40,542
Christy M. Cox.....	40,411
Jennifer Farley.....	40,340
Laura A. Kattenbraker.....	40,310
Judie Roman.....	40,134

Jennifer Isenhardt.....	39,937
Heather A. Verity.....	39,588
Griselda Gordillo-Sanchez.....	39,504
Esther Amador.....	39,449
Shelia D. Evans.....	39,234
Sandra Braun.....	38,725
Barbara Pleet.....	38,675
Crystal P. Noles.....	38,626
Deborah J. O'Leary.....	38,619
Jana Leigh Strunk.....	38,588
Jesslyn Ponce-Dick.....	38,557
Shari M. Kirschner.....	38,290
Susan A. Smith.....	38,083
Lisa D. Prescott.....	37,893
Jeanie Ripley.....	37,796

Commission Circle/
Círculo de Comisiones

September/Septiembre 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Ruby** area in September 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Rubí** en septiembre de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Kali DeBlander Brigham.....	\$14,997
Esther Cisneros.....	13,729
Suzy McCann.....	13,255
Susan Moore.....	11,828
Rachael M. Bullock.....	11,482
Thessy Nkechi Nwachukwu.....	11,300
Candace Lyn Doverspike.....	10,969
Allison L. Carter.....	10,876
Tara Hicks-Williams.....	10,641
Diana Gutierrez.....	10,199
Rebeca Rodriguez.....	10,132
Kellee L. Valerio.....	10,081
Donna Clark-Driscoll.....	9,758
Tamarie M. Bradford.....	9,582
Karisma Muniz.....	9,540
Sheryl K. Goins.....	9,460
Barbara L. Harrison.....	9,414

MaryBeth White.....	9,213
Angela Price Brannon.....	9,205
Milbella Sosa.....	9,196
Lisa Anne Harmon.....	9,193
Jeanie K. Navrkal.....	9,149
September Anne James.....	9,097
Karen L. Crownover.....	9,080
Mary Alice Dell.....	9,075
Carmen J. Felix.....	8,909
Gloria Dominguez.....	8,850
Reba Kathleen Lasater.....	8,777
Tonya Colbert.....	8,720
Patti Cornell.....	8,704
Jacqueline N. Alford.....	8,686
Laurie Travis Plyler.....	8,630
Krystal D. Downey-Shada.....	8,565
Sherri Ammons.....	8,497

Barbara Pleet.....	8,434
Paula M. Kirkpatrick.....	8,398
Elizabeth A. Elder.....	8,311
Randi S. Gleason.....	8,141
Crystal Caldwell Hubbard.....	8,123
Heather A. Daniel-Kent.....	8,090
Aide G. Martinez Charre.....	7,915
Brenda Fenner.....	7,893
Sarah Kathryn Fleming.....	7,881
Lisa Olivares.....	7,879
Lisa Hansen.....	7,821
Diane K. Lundgren.....	7,810
Margarita Velez.....	7,765
Corrin Cresci.....	7,738
Sonya F. Goins.....	7,734
Suzanne Moeller.....	7,654
Perpetua N. Asu-Eze.....	7,595

Laura Vernon Middleton.....	7,581
Stephanie Lynn Coker.....	7,564
Tracy Williams Jones.....	7,507
Laura A. Kattenbraker.....	7,490
Ryan Ashlee Rives.....	7,475
Susan C. Ehrstrom.....	7,473
Marye Durrer.....	7,459
Esther Amador.....	7,431
Debbie A. Elbrecht.....	7,385
Michelle Hager.....	7,347
Michelle L. Sanders.....	7,290
Amy Stokes.....	7,273
Sara Goetz.....	7,228
Judie Roman.....	7,228
Kimberly Dawn Otto.....	7,200
Carmen Nunez de Valencia.....	7,184
Amber O'Neil Hui.....	7,170

Maureen Shipp.....	7,108
Alma A. Munoz.....	7,067
Laurie C. Cole.....	7,022
Janna Judkins.....	6,912
Damiana Garcia.....	6,781
Cleta Colson-Eyre.....	6,777
Judy Lund.....	6,767
Kristi Sue O'Rourke.....	6,745
Jana Leigh Strunk.....	6,695
Gloria Moreno Medrano.....	6,688
Mary Sharon Howell.....	6,675
Martina Roman.....	6,645
Karen Pappas.....	6,633
Julie B. Potts.....	6,614
Liz Whitehouse.....	6,524
Rachel Annette Bond.....	6,475
Tiffany Marie Malt.....	6,453

MinDee M. Sommerla.....	6,434
Tracey L. Chavez.....	6,415
Fern M. Gerdes.....	6,402
Jennifer M. Tito.....	6,398
Susan A. Smith.....	6,335
Julie Smith.....	6,306
Eusebia Bonilla.....	6,290
Jenn Kirkham.....	6,265
Jesslyn Ponce-Dick.....	6,262
Jocelyn Elaine Pond.....	6,251
Jessica S. Cummings.....	6,250
Sylvia Thomas Barritt.....	6,243
Marnie R. Yunger.....	6,228
Cissy E. Warren.....	6,226
Bridgette Rae Conley.....	6,216

GO-GIVE[®] award

Congratulations to our January 2016 Go-Give[®] Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit for this prestigious honor today! We've made it easy – look for the **online nomination form** on *Mary Kay InTouch*[®] under the Contests/Promotions tab.



Stacy Houy

Emerald

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

January 2001

Sales Director Debut

January 2002

Offspring three first-line;
one second-line

National Sales Director

Go Give Area

Honors Circle of Honor; nine-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 12-times Circle of Achievement; eight-times Double Star Achievement

Personal Lives in Marble Falls, Texas. Husband, Michael; sons: Andrew, Zach

"I am motivated to help others because I believe God called me to serve so that others can see the greatness I see in them and discover their own gifts and talents God placed inside of them!"

Independent Beauty Consultant Teri Kresta of Dripping Springs, Texas, says, "Stacy treats her unit members and adoptees as if we are part of some queen's court! She taught me to have faith in myself and that true grit is a measure of going on when you think you can't."



Kimberly Trimberger

Diamond

Independent Sales Director

Began Mary Kay Business

November 2008

Sales Director Debut

January 2010

National Sales Director

Go Give Area

Honors Star Consultant; two-times Queen's Court of Sharing

Personal Lives in Fort Mill, S.C. Husband, Joel

"I am motivated to help others because the Mary Kay opportunity has changed my life in so many ways. I can't imagine not sharing it with others. For me, there is nothing more rewarding than seeing a woman realize her passion, her calling and her dreams coming true!"

Independent Beauty Consultant

Linda Lewis of Rock Hill, S.C., says, "Kimberly has a very giving, patient and uplifting nature. She is a leader and no one can tell the difference between her unit members and her adoptees. My life has been so enriched by her."



Karen Gardner

Ruby

Independent Senior
Sales Director

Began Mary Kay Business

October 1998

Sales Director Debut

May 2000

Offspring two first-line

National Sales Director

Go Give Area

Honors Circle of Honor; Consultant Queen's Court of Personal Sales; two-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; 10-times Circle of Achievement; two-times Circle of Excellence; two-times Double Star Achievement

Personal Lives in Bakersfield, Calif. Husband, Stephen; daughter, Mia

"I am motivated to help others because I feel it is what God put me on this earth to do."

Independent Beauty Consultant

Catherine Wolfe of Bakersfield, Calif., says, "'Karing Karen' adopted me and many other adoptees, and we have all shared in her unit's contests, education, dinners and prizes."



Jahna Stone

Sapphire

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

June 1990

Sales Director Debut

May 1994

Offspring four first-line;
one second-line

National Sales Director

Davanne Moul

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

Personal Lives in Cheyenne, Wyo. Husband, Jeff; sons: Hayes, Christian; daughters: Bailey, McKenzie

"I am motivated to help others because I've watched my kids grow up without ever missing an event they were in, and now I travel with my husband. I want to give other women the choice to have that life also."

Independent Sales Director Bailey Gallo of Englewood, Colo.,

says, "My mom lives her faith on mission trips and by serving in orphanages. In an opportunity to add to our family, my parents welcomed a foster teen."



Winterize

Baby, it's
cold outside!

When the temperatures outside start to drop, so does your skin's moisture level. Help your customers give their skin a little extra TLC with these great *Mary Kay*® products.

YOUR SKIN.



Mary Kay® Extra Emollient Night Cream, \$14

Helps maintain the natural moisture of the skin and replenishes very dry areas.

FACE



Mary Kay® Intense Moisturizing Cream, \$32

Replenishes skin's moisture and leaves skin feeling hydrated for up to 10 hours.



TimeWise® Moisture Renewing Gel Mask, \$22

Instantly hydrates and locks in vital moisture in only 10 minutes.



Independent Executive Senior Sales Director Michelle Cunningham
Westlake, Ohio

Work Smarter, Not Harder.

"Mary Kay always said that bookings are the lifeline of your business. When you are out of bookings, you are out of business. So every time I am in front of someone, my ultimate focus is to turn that next appointment into a party!"

"I offer my customers a winter glamour makeover. They and a handful of friends receive a customized winter look. You can use the same offer all year, updating it for spring, summer and fall!"

BODY

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

Helps tired feet and legs feel revived.

FREE* fuzzy socks with the purchase of *Mint Bliss™* Energizing Lotion for Feet & Legs. No limit. While supplies last.



LIPS

Satin Lips® Set, \$18

This two-step system gently buffs away dry skin and then moisturizes to help keep lips soft.



Mary Kay® NouriShine Plus® Lip Gloss, \$15

Get an instant boost of moisture and leave lips feeling nourished.



Independent Elite Executive Senior Sales Director Heather Bohlinger
Windsor, Colo.

Book 10

"Parties are an effective way to increase your exposure and multiply your results. I encourage my unit to Book 10: have 10 selling appointments on their books by the fifth of every month. This strong start significantly impacts bookings for the rest of the month."

"Every quarter I offer parties featuring the newest products plus a few of my favorites. I like to keep it casual with a short presentation and product demonstrations on the backs of my guests' hands. I find this is a fun way to gather larger groups of women in a more social setting."



Fragrance-Free Satin Hands® Pampering Set, \$35

Set includes: a fragrance-free hand softener, hand scrub, hand cream and giftable bag.

Don't Give Up

Winning Is Way More Fun.



Independent Executive
Senior Sales Director
Katherine Ward,

Cedar Hill, Texas, grew up in a home where she learned many important lessons including the value of never giving up.

“I ran track and cross-country from junior high through college,” says Katherine. “I wasn’t always the best athlete but through hard work and determination, I won most races. From this I learned to never give up – that training hard and being consistent would always pay off. I’ve used this lesson throughout my life.”





After graduating from college, Katherine got a job with a large wine distributor with restaurants and hotels as clients. "That job taught me a lot about sharing a product, good customer service, building relationships and how doing all of that effectively could help reach my goals."

Katherine had everything on track as a top salesperson at her company and was newly engaged to her future husband, Todd. That's when a seed was planted. "I got a call from my best friend who had just started a Mary Kay business and wanted me to join her," she says. "My parents were always self-employed, so I knew the benefit of flexibility, but I wasn't interested." Not yet.

Katherine's friend shared everything she knew about Mary Kay with the hope of adding Katherine to the team. "I told her that she'd be great," says Katherine. "I also told her I would NEVER join her, but I'd happily support her." Staying true to her word, Katherine attended weekly events, hosted parties and participated in education calls. "I continued saying 'never!' but she didn't give up on me. I'll always be thankful."

Never Say Never.

By now it was 2004. Katherine and Todd were overwhelmed with credit card debt and started to think that a Mary Kay business might be able to help. So she got started, had one party and then they moved to Lubbock, Texas, for Todd to attend graduate school.

Katherine got a lucrative pharmaceutical job but was miserable. "I began praying for what I was meant to do and asked myself, 'What would I love to do? How could I help people? How could we get out of debt? How could I set myself up to be a work-from-home mom one day?' And then it hit me – my Mary Kay business!"

In 2005, with no money in the bank, huge debt and Todd in school, Katherine took a leap and quit her job to focus on a Mary Kay business.



“It seemed crazy, but I did it! I took off running and became an Independent Sales Director. We paid off all our debt within five years, and now I've earned my fifth pink Cadillac®!”



Helpful Numbers:**Mary Kay Consultant****Contact Center****800-272-9333**

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

Automated**Information Line****800-454-1130** (24 hours)

*What you can do – or dream you can – begin it.
 Courage has genius, power and magic in it. Only engage
 your goals and then the mind begins to grow. Begin it
 and the work will be completed."*

CALENDAR

dates

1	■ New Year's Day. All Company offices closed. Postal holiday. ■ Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
2	Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
13	Leadership 2016 begins in Los Angeles.
15	Last day to enroll online for the Spring 2016 <i>Preferred Customer Program</i> SM mailing of <i>The Look</i> , including exclusive samples (while supplies last).
18	Martin Luther King Jr. Day. Postal holiday.
26	Registration opens at 8:30 a.m. Central time for the first week of Career Conference (March 11-12).
28	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).
29	■ Registration opens at 8:30 a.m. Central time for the second week of Career Conference (March 18-19 and March 20-21). ■ Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.
31	■ Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). ■ Online Independent Beauty Consultant Agreements accepted until midnight Central time.



Also available on *Mary Kay Mobile InTouch™* on your smartphone at m.marykayintouch.com.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2015 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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More Than Money

One morning in 2010, after reflection and prayer, Katherine realized there was more for her to do with this opportunity. "I realized that if I help women move up just one step on the career path per month, it could possibly change their lives.

"I began praying and felt led to pursue the goal of Independent National Sales Director. It seemed crazy because I only had one offspring Sales Director at the time. But I'm a fighter, and I believe and trust God each step of the way. Even so, I've sometimes had doubts. I've asked, 'Who am I to lead others?' I've never been a leader of leaders. I've never been one to speak in front of groups. BUT I always want to win. Just like in my track/cross-country days, I never wanted to be watched, but I always wanted to win!

"That changed everything. I tested my plan with a group, and five became Independent Sales Directors within six months."

Ups and Downs

Three years later in 2013, Katherine had everything in place to reach her dream of becoming an Independent National Sales Director and debut on the Seminar stage during the 50th anniversary. "It was going to be perfect. It was going to be magical. And then it all fell apart. Some unit members quit their Mary Kay businesses. It was so hard to lose so much when I had worked so closely with others who wanted to change their lives. And then, for various reasons, they chose to walk away. I fought until the end, but it didn't happen. So what did I do? I kept going."

During this time, Katherine had their fourth child. "When he was 10 days old, I was hospitalized for a complication from childbirth, had lost almost half the blood in my body, and doctors worked to save my life. Thankfully everything turned out OK, but I was sent home on bed rest. I told the doctor, 'I have a husband, four small children (Hayden, Harper, Hadley and Hawkins) and a National Area to build!' I have never been one to sit still. And I didn't then. I kept going."

Making an Impact

A year later on May 31, 2014, at 11:45 p.m. I received a text from an Independent Sales Director saying she wasn't going to reach production and would no longer be a Sales Director. She was giving up her Mary Kay business. Then 10 minutes later, I received a message from another offspring Independent Sales Director thanking me for never giving up. In that very moment, I came to this realization: Our decision to work our Mary Kay businesses affects people. Our decision NOT to work affects people."

Throughout the ups and downs, Katherine says she has learned and grown in each phase of her Mary Kay business. Today she believes in building her team based on quality over quantity. "I see the value of building a strong team of individuals with integrity and strength, rather than building numbers. As I build leaders, I look for qualities in women that would be great for Mary Kay's legacy. It's about intentional growth, not just volume. It's lives, not numbers." So, when the times come when Katherine wants to quit or give in, what does she do? "I remember that other peoples' lives are attached to mine. I learned a long time ago that winning is fun. Losing isn't."

“ I want to help women win in life through the Mary Kay opportunity, and I still plan to become one of the next Mary Kay Independent National Sales Directors! I keep going.”

Making a Difference in Women's Lives

THE MARY KAY FOUNDATION™



Mary Kay Ash founded her Company on the Golden Rule. Through *The Mary Kay Foundation*™, Mary Kay is changing the lives of women and children around the world.

In 2015, *The Mary Kay Foundation*™ donated almost \$5 million to organizations involved in eliminating violence against women and funding research for women's cancers. A few highlights:

- Granted 150 domestic violence shelters \$20,000 each – a total of **\$3 million**.
- Awarded 13 respected doctors and medical scientists \$100,000 each in cancer research grants – a total of **\$1.3 million**.
- Donated **\$400,000 to CancerCare®**, a nonprofit organization dedicated to providing free professional help to people with cancer.
- Underwrote the *Conference on Crimes Against Women* in Dallas.
- Mary Kay Independent Beauty Consultants donated **\$375,090 at Seminar 2015**.
- Raised more than **\$307,000 during the 2015 Mary Kay Golf Classic**.
- Raised more than **\$87,900 for the spring 2015 Team Up for Women!®** campaign.

The Mary Kay Foundation™ was created in 1996, and its mission is **two-fold**: to fund research of cancers affecting women and to help prevent domestic violence while raising awareness of the issue. Since the Foundation's inception, it has awarded \$40.7 million to shelters and programs addressing domestic violence prevention and \$23.5 million to cancer researchers and related causes throughout the United States. Visit the *The Mary Kay Foundation*™ website at marykayfoundation.org and like the Foundation's Facebook® Fan page at facebook.com/themarykayfoundation. You may call toll-free at 877-MKCARES (877-652-2737).

Q: How can I donate?

A: Donations may be sent to: TMKF, P.O. Box 799044, Dallas, TX 75379-9044 or online using a credit card on the Foundation's website. You may designate the specific mission – cancer or violence against women. Undesignated funds are used for both stated causes.

Q: Can I hold my own fundraiser to help raise money for TMKF?

A: Yes, you may obtain more information about holding a third-party fundraiser from the TMKF website at marykayfoundation.org/Pages/Fundraiser.aspx or contact the Foundation office.

Q: How can I get more involved with *The Mary Kay Foundation*™?

A: The Foundation Ambassador group, formed in 2013, receives updates along with tools to help spread awareness on the Foundation's efforts. Email MKCares@marykayfoundation.org to request an application to join. When you do, you can participate via "Let's Talk" in discussions among the Foundation's Ambassadors, and share ideas and coordinate fundraisers across the U.S. In fact, the Foundation's goal is to have a Foundation Ambassador in every unit across the nation!

RACE FOR RED

PHASE TWO: *Spring Into Red*



Black and White Tote

DATES:
Dec. 1, 2015 –
Feb. 29, 2016

Here's your chance to build momentum and take your Mary Kay business to the next level. Best of all, enjoy the recognition you'll get at Career Conference 2016 for doing what you love!

Who ►

Independent Beauty Consultants*

Do This ►

Add 3 active* new personal team members:

1 out of the 3 months

2 out of the 3 months

All 3 months of the contest

Earn This

Exclusive VIP luncheon at Career Conference 2016

AND a Black and White Tote

AND a \$100 Gift Card

Independent Sales Directors can earn great prizes too!

Prize Info

All qualifiers who **register and attend Career Conference 2016** will receive their prizes there. You must be registered for Career Conference 2016 **on or before Feb. 29, 2016**, in order to attend the Career Conference VIP function. Sorry, we are unable to accommodate onsite registrants.

[Mary Kay InTouch®](#) has all the contest rules and prize information.



How Big Do You Dream?

Determination
Recognition
Education
Admirer
Motivation



MARY KAY CAREER CONFERENCE 2016

Coming to a
City Near You

WEEK 1: March 11-12

WEEK 2: March 18-19, 20-21

Get wrapped up in the infectious energy of positive, driven women who sell success daily! Are you dreaming of that red jacket? What about becoming an Independent Sales Director? With a Mary Kay business, there's no dream too big!

In March, we're **coming to a city near you** with tools and motivation to help you make those dreams come true! Join us for a **weekend of fun and friends ... education and inspiration ... recognition and excitement.** You'll leave feeling revved up to finish the Seminar year on the fast track to your dreams!



You have to see it to believe it. You'll find locations and registration information at **Mary Kay InTouch® / Events.**

Going Places!

You may qualify to earn the use of this **limited-edition Grand Achiever lipstick red Chevy® Cruze®!** It's been **EXTENDED** through **June 30, 2016!** Qualify in one, two, three or four months, when you are active and achieve:

- \$20,000* combined personal/team wholesale Section 1 production
- 14 active personal team members

More details on *Mary Kay InTouch®* under Contests/Promotions.



*You may only contribute up to \$5,000 in personal wholesale Section 1 production toward the \$20,000 requirement. Chevy® and Cruze® are registered trademarks of General Motors LLC.

MARY KAY®

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

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MARY KAY INC.

MARY KAY LEADERSHIP 2016 LA

LOS ANGELES
JAN. 13-16, 2016

The BIGGEST Ever

Independent Sales Directors – we're rolling out the red carpet for you. Hear **captivating Independent National Sales Directors** share their secrets to success. Get **impactful education** to help you elevate your Mary Kay business. Get the **recognition and kudos** you deserve! **Enjoy the camaraderie** you experience at Mary Kay events!

**Join us! Register today
on Mary Kay InTouch®.**

*You'll find qualification details and more on *Mary Kay InTouch®*!

NEW!
First 1,000 Sales Directors-in-Qualification
to register can attend!

Join the A-List.

Those who qualify*
are invited to:



**LEADERSHIP 2016
MARY KAY®**

Universal Studios® Hollywood: Get the "star treatment" in a private VIP tour of Universal Studios® Hollywood – all access, no lines. The Studio is all yours!



LEADERSHIP 2016

Gatsby Gala: Step into the Roaring '20s for a glamorous Gatsby-themed gala where you'll enjoy decadent food, lively music and the ultimate in elegance.

Universal Studios® is a registered trademark of Universal City Studios LLC.

trending @ MK

Dream Big.

Wrap yourself in the infectious energy of positive, driven women at **Career Conference 2016**. Don't miss this weekend of inspiration to help you climb to new heights. Registration begins Jan. 26. Find out more at *Mary Kay InTouch® / Events*.



Pajama Party

Jan. 3 is Festival of Sleep Day! Show your customers how to make the most of their beauty sleep with a **Pamper party**. Have guests show up in their favorite jammies and learn how to prepare for bed the Mary Kay way.



New Year, New You!



The **Mary Kay® Virtual Makeover App**

can help your customers find a **fresh look for 2016**. They can try a look featured in the latest edition of *The Look* or create something entirely new. Don't forget to share pictures on Instagram® using **#newyearnewyou** or **#marykay**.

Oh My Blog

Whether it's updates on the **Loveisrespect** campaign or the **Mary Kay Global Makeup Artist series**, you are sure to find something worthwhile on the *Mary Kay® Beauty That Counts®* Blog. Visit blog.marykay.com today.



insideTHIS ISSUE

Embrace the Face

Learn which products are best for your customers' needs. And discover some tips to overcome booking obstacles, along with tools to make selling easy!
pages 2-4

Business Basics

Keep those Seminar goals shining brightly with tips from the pros! Plus, an at-a-glance calendar to warm up your business.
pages 5-7

Winter Prep

Help your customers winterproof their skin. Check out *Mary Kay®* products that help keep skin looking radiant.
pages 14-15

Lives Enriched

Never give up! Read how one Independent Sales Director's determination and unwavering spirit keep her going and growing.
pages 16-18

Making a Difference

An inspirational look at how *The Mary Kay Foundation®* helped change women's lives in 2015.
page 19

Spring Into Red by Career Conference 2016

Do you see red? Get all the details about this second phase of the *Race for Red* program. Plus, see why **Career Conference 2016** is the place to be!
pages 20-21



Great Skin Starts Here!

The first step to great skin is a daily skin care routine. Mary Kay offers a wide range of options to help you cater to your customers' needs.



The "[Video Lounge](#)" on *Mary Kay InTouch*® has great information on each skin care regimen to help you sell!



Selling Tools That Work

- **#GlowAndTell:** Share this [21-day challenge](#) on social media, at parties, everywhere! This fun "skin care dare" will get your customers excited to try something new!
- **Mary Kay Digital Showcase:** This *free* app contains the *MK Regimen Advisor*® and *Mary Kay Show and Sell*™ apps to help you determine the best regimen to suit your customer.
- **Customer Profile:** Before your party, you can call guests to create their Customer Profiles so you'll have the products they need. (On Section 2 of the Consultant order form. Pk./25 for \$1.25)
- **Skin Care eCatalog:** Available on *Mary Kay InTouch*®. It's a great tool to share through social media or email with a link to your *Mary Kay*® Personal Web Site.



Great Add-Ons!

Skinvigate™ **Cleansing Brush, \$50**

This lightweight, two-speed power brush gently massages as it thoroughly cleans skin, removing residue, dirt and makeup in seconds. Removes makeup 85 percent better than cleansing by hand!*



TimeWise® Miracle Set®, \$95

Included in the Starter Kit, this set suits the needs of a **broad range of customers** and addresses early signs of aging. Available in Normal/Dry or Combination/Oily. Those with **moderate signs** of aging can add:

- TimeWise® Firming Eye Cream, \$32
- TimeWise® Replenishing Serum+C®, \$56



Botanical Effects® Skin Care Regimen, \$58

A complete regimen set for those who are **not yet concerned about aging** and are looking for a **simple approach to skin care**. Available in three formulas: Dry, Normal and Oily.

TimeWise® Microdermabrasion Plus Set, \$55

Help your customers get ready for their close-ups with this high-definition power duo that pairs the popular microdermabrasion with a powerful pore minimizer!



TimeWise Repair®

Volu-Firm® Set, \$205

This powerful skin care line has been developed for customers experiencing more advanced signs of aging.



Clear Proof® Acne System, \$45

For anyone experiencing **mild to moderate acne**.



Don't Forget the Guys!

Yes, skin care is important for men as well.

MKMen®

- Daily Facial Wash, \$16
- Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30,* \$24
- Advanced Eye Cream, \$26
- Shave Foam, \$12
- Cooling After-Shave Gel, \$15



Independent
Senior Sales
Director
Susan Moore
Boerne, Texas

Myth Busters: Bookings

Whether you're afraid of a "no" or you're overwhelmed by a large party, Susan tackles a few hurdles to boost your confidence.

1 Women are too busy to attend a skin care party.

SUSAN: When someone says they're too busy, say, "I know how you feel, but I've found if I take an hour to relax, I have more energy and feel less stressed. We could choose an hour for a facial for you or plan a gathering with your girlfriends so you can catch up while I pamper you all!"

2 Women are hesitant to come to parties because they feel pressured to purchase.

SUSAN: Offer to pamper with sincerity – no strings attached. Once they try the products, they'll likely fall in love.

3 They want to see skin care and color products at the party.

SUSAN: Focus on skin care first – the color items can come later. If you overwhelm them with everything, they won't want to book or buy.

4 A large group showed up, and I can't handle this many facials at once.

SUSAN: Have each person apply the TimeWise® Miracle Set® on the back of one hand. Then have them apply foundation to the backs of both hands so they can compare the difference. Offer a follow-up pampering session for more one-on-one attention.



The Second Appointment

Dash-Out-the-Door Color Look

Get this quick and classic look that's perfect for any occasion!

- 1 Using **Mary Kay® Mineral Eye Color**, pat **Driftwood** across eyelids and into creases, also lining lower lashlines. Then highlight brow bones and inner eye corners with **Moonstone**. \$8 each
- 2 Smudge **Mary Kay® Eyeliner** in **MK Deep Brown** into lashlines. \$12
- 3 Sweep on **Lash Love® Mascara** in **I ♥ black**. \$15
- 4 Dust on **Mary Kay® Mineral Cheek Color Duo** in **Ripe Watermelon**. \$18. Add an extra glow to nose, cheekbones and chin with **limited-edition† Sheer Dimensions™ Powder** in **Lace**. \$34
- 5 Glide on **Mary Kay® Creme Lipstick** in **Dusty Rose**. \$15

Try Something New: A Beauty Bar Party

This can be a fun, casual, come-and-go party with product-themed stations designed for your customers to try products at their own pace!

#GlowAndTell



Ideas:

- **Skin Care** station where you can invite customers to get in on the #GlowAndTell challenge!

- **Kiss** station with various lip products from glosses to lipsticks to liners.

- **Palette Bar** with a variety of eye and cheek products.

- **Fragrance** station where customers can sample the various scents in the Mary Kay portfolio.



Include face charts and fun placemats (available on *Mary Kay InTouch®* in Business Tools / Party Central) at each station so they can try new techniques!

Tips for Closing the Sale:

- Create a "check-out" station for your customers to visit and purchase their products.
- Give your customers a wish list or a sales ticket (on Section 2 of your Consultant order form) so they can write down the products they love from station to station. This makes it easy for them to remember favorites and quick for you to close the sale.

Practice Makes Progress.

Remember that confidence is built one small success after another. When something is easy, we are more confident to talk about it with others. Practice makes progress, so the more you practice, the easier the business can become.

— Mary Kay Ash

Hit "Refresh" for 2016!

It's time to reaffirm goals and set new ones so you can soar through the second half of the Seminar year like a superstar! Remember, *if you can dream it, you can do it!*



meet your motivators.

These Independent Sales Directors share tips to help you energize your business – have fun, keep it simple and share, share, share!

Independent
Executive Senior
Sales Director
Jamie Taylor
Lynchburg, Va.



Normalize **Success!**

“People ask me what we’re doing to turn out awesome leaders, and the answer is *normalizing success*. In our unit, it’s *normal* to earn a red jacket within the first couple of weeks of signing an Independent Beauty Consultant Agreement. It’s *normal* to earn the use of a Mary Kay Career Car, and it’s *normal* to become an Independent Sales Director. You can have no team members one month and be in DIQ the next month if you can set a goal and have a strong focus. It’s the real deal. It’s not just for an elite few. Mary Kay Ash designed it for all of us.”

Independent
Future Executive
Senior Sales
Director
Kaye Yuen
Carmichael, Calif.



Have **Fun!**

“One thing I learned after more than 40 years in my Mary Kay business is that it’s not about how much you know, it’s about your passion and self-motivation. Don’t focus on the money – focus on fun parties because the money will follow. Make every person feel important. Pamper them and present each customer order as a gift. Even now, I still don’t know everything, but I’ve found that laughter and a smile always win. Mary Kay said, ‘If you can change one woman’s life, it is a great day.’ This has been my mission.”

Independent
Sales Director
Amie Kelly
Waco, Texas



Face **Time!**

“When we focus on faces, we can accomplish anything that we dream! To truly power up your business, make the decision to do a Power Start and see where you land after you finish those 30 faces. Share the Mary Kay opportunity with at least five to 10 of those faces – and always, always follow up. If you do those things, you’re sure to see results and be energized to keep moving forward.”

January Awaits!

This calendar is filled with suggested activities to help you get going this month. These are just ideas – feel free to add to it or reinvent it to **MAKE IT YOUR OWN!**



2 Warm chatter five women while running errands.



4 Reorder depleted inventory following the holidays.



6 Design your dream board.



8 Review your Mary Kay goal/plan with your Independent Sales Director.



11 Attend your weekly unit meeting.



13 Check out online tools: PWS/Beaute NewsSM/Social Publisher on Facebook[®].



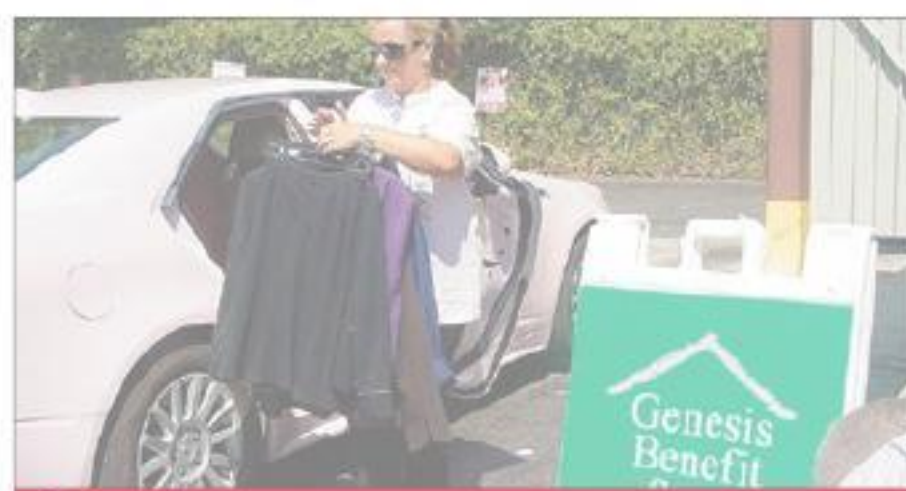
15 Learn more about the Preferred Customer ProgramSM.



19 Get 10 parties on your books for next month.



21 Become a Star Consultant and earn fabulous prizes just for working your business!



24 Give back! Do something to help others within your unit (Go-Give spirit) or community.



26 Career Conference 2016 registration opens this week!



29 Read Mary Kay Ash's autobiography, *Miracles Happen*.

Build, Promote and Grow Your Business.

- A. Just in time for Leadership 2016:
New! LA Shirt for Independent
Sales Directors
- B. New! Rolling Tote*
- C. New! Sample Carrier*
- D. New! Stadium Blanket*



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Fuel Your Future.

What you gain by attending Mary Kay events such as **Career Conference** (in March in major U.S. cities) or **Seminar** (in Dallas in late July) can be immeasurable to you, your family and your Mary Kay business. You learn from experienced Mary Kay leaders, meet and network with new friends and share ideas. Chances are you'll give your dreams the power to spring forward. (See Page 21 for details on upcoming Career Conference.)



Seminar or Bust!



If making the trip to Dallas seems beyond your budget, **Independent National Sales Director Linda Toupin** shares this advice:

“My average cost for travel, hotel and Seminar registration is around \$600 (from the Midwest). For the past 33 years, I've paid for everything I can with cash and then saved my change (and my husband's change) to help pay for Seminar. You can also save \$5 from each party to go toward your Seminar fund – every little bit adds up!”

Do the Math.

With six months until Seminar, here's an example of how you can save without busting your budget!

$$\begin{array}{rcl}
 4 \text{ parties} & \times & \$5 \text{ per} = \$20 \\
 \text{a week} & \times & \text{party} \quad \times 4 \\
 & & \underline{\$80 \text{ saved in 1 month!}} \\
 & & \times 6 \\
 & & \underline{\$480 \text{ saved in 6 months!}}
 \end{array}$$

And that doesn't include all the change you've been saving. Even if you don't save it all, you're well on your way!

It's up to you. Once you determine how much you need, you can book the number of parties to help reach your goal. Plus, while you're doing this, you're adding up sales and activity, and building your business!

Hello, 2016! This Year I Will:

- | | |
|--|--|
| ☐ Stay motivated. | ☐ Remember my "why". |
| ☐ Never give up. | ☐ Track my progress. |
| ☐ Reward myself. | ☐ Share the products and opportunity. |

Tip: Fill this out and post it at your desk or on the fridge as a daily reminder!