

MARY KAY®

JANUARY 2020

MARY KAY

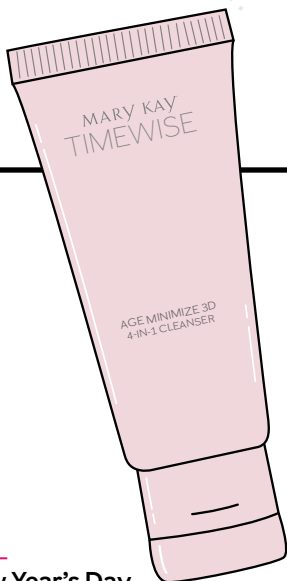
JANUARY 2020

applause®



Crushing On Red!

High fives to total fun and flexibility. Plus, amazing skin care for all!



JANUARY *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.

12

**Leadership Conference
2020** begins in Orlando for
Ruby, Emerald, Diamond,
Sapphire and Canada.

17

Last day to enroll online for
the Spring 2020 *Preferred
Customer Program*SM mailing
of *The Look*, including an
exclusive sample (while
supplies last).

20

Martin Luther King Jr. Day.
Postal holiday.

28

Registration opens at
8:30 a.m. Central time
through Feb. 29, for the first
week **(March 20 – 21 and
March 22 – 23)** of Career
Conference cities.

29

Registration opens at
8:30 a.m. Central time through
Feb. 29, for the second week
(March 27 – 28) of Career
Conference cities.

30

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

31

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

Last business day of
the month. Orders and
Independent Beauty
Consultant Agreements
submitted by mail must
be received today to
count toward this month's
production.

Online Independent Beauty
Consultant Agreements
accepted until midnight
Central time.



“

Our Company
was built on the
foundation of the
Golden Rule. I hope
that you will honor
me by keeping that
Golden Rule bright
and shiny. That and
our philosophy of
God first, family
second and career
third has made our
Company different
from every other
company in the
world. I want you
to observe the
Golden Rule in
everything that you
do. Remember that
everyone needs to
feel important.

”

Mary Kay

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

For questions regarding *Mary Kay*[®] product orders, *Mary Kay In Touch*[®], special events, product information, etc.

APPLAUSE[®] magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



Girl Power!

Powerful women do great things and change lives.
Share your great Mary Kay moments! **#MyMKLife**

POWER CLASS

Take 10 minutes to [power up!](#) Each month a new instructor shares tips on timely topics to help you get ahead. Be sure to watch every month – knowledge is power!

Mary Kay InTouch® > Video Lounge > Education.
Also on Mary Kay® Mobile Learning App

Calling All Independent Sales Directors!

MARY KAY
**LEADERSHIP
2020**

Join us as we celebrate, educate and motivate in the Sunshine State. Hurry! Registration ends Dec. 31.

Mary Kay InTouch® > Events > Special Events

MARY KAY MILESTONE

1975 10-SHOW WEEK

Mary Kay Ash realized, "You cannot teach what you do not know; you cannot lead where you do not go." So after years since teaching a skin care class herself, she accepted – and completed – her own challenge and had a 10-Show Week. During that week, she held 10 classes, booked 19 futures classes, had two new team members and added up \$2,500 in sales.

Read more about this and other great Mary Kay Ash stories in the new 35th anniversary edition of **Mary Kay on People Management**, available at Half Price Books (hpb.com). With your purchase now through Dec. 31, 2019, **35 percent** of the profits **benefit The Mary Kay Foundation™**.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS
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SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL SENIOR PROOFREADER: REBECCA MCLENDON

*Within *Applause®* magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch®* website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

The Red Zone *Crushing On* RED!

There's lots to love about sharing the Mary Kay opportunity with others.

Brand new to your Mary Kay business or an experienced seller? Either way, there are a lot more rewards when you work full circle (book parties, sell products and share the Mary Kay opportunity). We're talking more **prizes, commissions and bonuses, and earning the use of a Career Car.** In short: ding, ding, ding!

MAKE IT THREE? OUI OUI!

Red Jacket is synonymous with the Star Team Builder career path status. That means you have **three personal team members.** Three friends probably popped in your head already, right?

PERKS OF RED

Besides the prestige behind the coveted red jacket, first-time achievers get a **\$100 bonus!** And **\$50 for each Great Start-qualified personal team member** added. No limits!

To top it off, you get **up to 8 percent commission** on your monthly personal team member's production. All this on top of the **50 percent earning potential** you have on your Mary Kay sales!

What are you waiting for? Book parties, make new friends and invite them to join you!

The Red Jacket Story



In 1971, **INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR KATHE CUNNINGHAM** started her Mary Kay business. Her husband, Joe, was director of sales for the St. Louis Cardinals baseball team. His job included organizing community nights, so Joe, **Kathe**

and **Independent National Sales Director Emeritus Ann Sullivan** organized the first Mary Kay Night at the Ballpark.

The Cardinals asked Mary Kay Ash to throw out the first pitch (which ALMOST made it to home plate!). To honor the Cardinals, all Mary Kay Star Team Builders in St. Louis attended the game and wore red jackets. The response was so positive that the Company soon after developed the Red Jacket Program.





STAR TEAM BUILDER

Personal Team Members	\$100 Bonus	\$50 Each <i>Great Start</i> -Qualified Team Member	Red Jacket	Up to 8% Commission
3 – 4	♡	♡	♡	♡

EVERYONE LOVES CHOICES!

Engage with guests at your parties to learn more about them, then proudly **share** the Mary Kay opportunity. You can say, *“This is the part where I share how amazing the Mary Kay business opportunity is, and you can see if it’s something you’d like to do too!”* Your enthusiasm and excitement is contagious, and they’ll likely be more eager to join your team when they see that in you.



NEW TEAM MEMBERS? WHAT’S NEXT? INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR MOLEDA DAILEY, CHARLESTON, W.V.

Congratulations! Are you wondering how to support your new team while still working your business? For starters, I suggest you make your personal Mary Kay business a priority, and set your next goal with a plan to achieve.

- Get familiar with the [Great Start Program](#). Explain how your new team members can earn free product bonus bundles. Use the handy online **Great Start Action Plan for Team-Builders** for a step-by-step approach.
- Attend weekly unit meetings, and encourage your new team members to join you. Your Independent Sales Director is a great resource to help your new team members build successful foundations. Plus, it’s also a community of sisterhood, support and friendship.
- Assist your new team members with their **Great Start Grand Opening** as they unveil their Mary Kay businesses. This event can encourage product sales, bookings and even team-building right from the start.
- Stay in touch. Perhaps it’s a coffee date to answer her questions. My experience is that new Independent Beauty Consultants who build their businesses based on their “why” often find it easier to overcome obstacles and disappointments along the way.
- Connect via text, call or email at least once a week to check in. Encourage your new team members to stay on track for their **Great Start** rewards. You can mail a note of congratulations each time they earn a free product bonus bundle or add a new team member.



WHY NOW? WHY NOT? INDEPENDENT SENIOR SALES DIRECTOR KENDALL ROCCA HUGHES, HIDDEN VALLEY LAKE, CALIF.

Kendall shares her five reasons why you want to team-build as a new Independent Beauty Consultant.

1 Your four-month **Great Start** time frame begins once you start your Mary Kay business. It makes smart business sense to **get all the bonuses and free product bundles** available to you now.

2 Team-building is the most selfless thing you can do. You never know who may need the Mary Kay opportunity. Share with everyone who comes within three feet of you. It’s the Mary Kay way.

3 Assume everyone in your space was sent for you to serve with your Mary Kay business. You can grow, learn, make money and receive extra bonuses all at the same time.

4 Having others on your team gives you accountability.

5 The “love checks,” aka commissions, are icing on the cake of lives being changed.

MARY KAY INTOUCH® > CONTESTS / PROMOTIONS > GREAT START PROGRAM

One Woman Can!®

A GOLDEN OPPORTUNITY



MacKenzie Wickett
INDEPENDENT SALES DIRECTOR



From an early age, **MacKenzie Wickett** had her future career planned out. She'd grow up, go to college and become a pharmacist. But all of that changed when she realized she had a golden opportunity – one that would allow her to work alongside her mom and change women's lives along the way.

When you ask MacKenzie about Mary Kay, she will tell you that her blood runs pink. "I officially started my Mary Kay business in 2014, but it really started when I was four years old."

That was when MacKenzie's mom, **Independent National Sales Director Krista Warner**, started her Mary Kay business. "I had the privilege of growing up in a Mary Kay world," says MacKenzie. "I was picked up from school in a pink Cadillac, and my mom was always available for field trips and school parties."

In May 2014, MacKenzie turned 18 and started her Mary Kay business to be part of her mom's legacy. "A few short months later, I was off to the University of Oklahoma as a microbiology major to pursue my lifelong dream of becoming a pharmacist. I quickly realized that working my business full circle and being a full-time college student wasn't easy. I was in a sorority and several leadership organizations, and I studied abroad three times, which was inspired by my mom's amazing travel experiences from earning Top Sales Director Trips. I knew my college years were precious, so I worked my business part time and earned extra income faciating my girlfriends."

At graduation, MacKenzie was at a crossroad. "I worked hard to graduate and attend pharmacy school, but I felt I was called to do something else, and I really wanted to enjoy the life of flexibility I had watched my mom enjoy. I decided to go home and work my Mary Kay business full time."

RACE TO RED

MacKenzie's **first step was to become a Red Jacket**. "It was my first big accomplishment and a huge boost to my confidence. Now, **I look for team members who want to go for red right away because it tells me they want to be**



Ready to Grow?

- **Grow Red!** The \$100 Red Jacket Bonus and Red Jacket Team-Building Bonus (ends Dec. 31, 2019) are available for those on the grow! *Mary Kay InTouch** > Contests/Promotions.
- **Got Drive?** Find out how to earn the use of a Mary Kay Career Car! *Mary Kay InTouch** > Contests/Promotions.
- **Be Golden!** Learn more about Golden Rule customer service when you go to MK University! *Mary Kay InTouch** > Education. And when you sell enough products to support a \$600 order in December, you'll earn the Be Golden prize in the *You Can Do It!* Challenge. [See Page 21](#) for details.

leaders. I believe those who come in hot and step into red quickly stay in the business longer. They have confidence; they see the **income potential of earning bonuses and commissions**, and they want to reach the next step.

Her next goal was to become an Independent Sales Director. "That's when I learned about **Mary Kay Ash's 10-Show Week**. I reached out to everyone, and I had more sales and new team members in that week than I had in the last month! I held a 10-Show Week each month during my Sales Director-in-Qualification period." On Jan. 1, 2019, MacKenzie debuted as an Independent Sales Director.

TROPHY ON WHEELS

After graduation, MacKenzie wanted a new car. "Newsflash! There's a payment, insurance, registration and maintenance! I made it my goal to become a Grand Achiever and did so in March 2019! I love being able to drive a brand-new car that I earned. A lot of my friends find it hard to afford a car payment, so the **Mary Kay Career Car Program** is very appealing to my age group."



“When people ask the secret to Mary Kay, I say it's meeting people face to face and providing that Golden Rule customer service.”



FACE TIME

"I was lucky enough to know about this business at a young age but have found that many women are searching for something more. I feel like it's up to me to help them discover what a Mary Kay business can do for them. I was blessed to live a life of freedom and flexibility because of the choices my mom made, and when I began to think about the life and family I'd like to have someday, I realized I wanted to give them the same. Mary Kay isn't just a business, but it is **an opportunity to help women reach their full potential**, and I love doing just that!"



Gloria Mayfield Banks



Patricia Turker



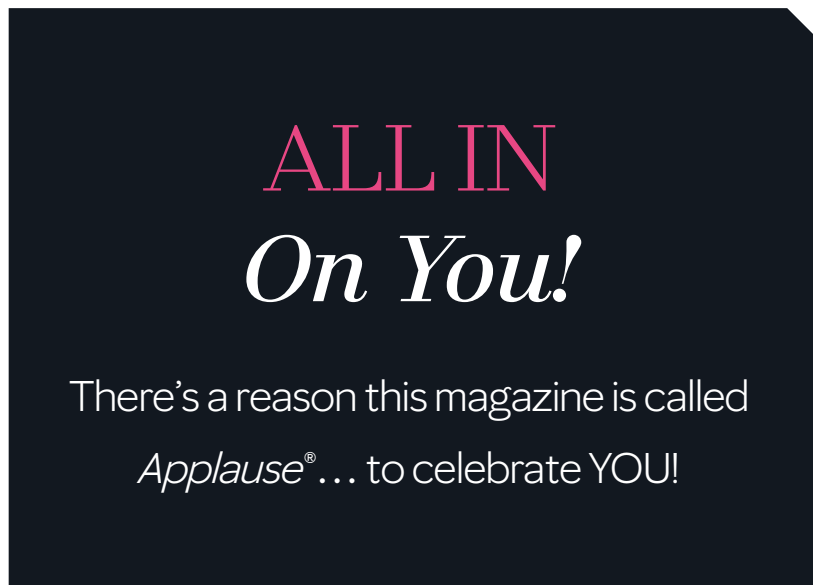
Sonia Pérez



Lisa Madson



Cindy Williams



Lupita Magaña



Debi Moore



Pamela Waldrop Shaw



Anabell Rocha



Dayana Polanco

TOP 10 NSDs YEAR-TO-DATE

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the exclusive when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for September 2019, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for August 2019.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2019, through September 30, 2019.

INNER CIRCLE

\$550,000
Gloria Mayfield Banks
\$142,521

\$400,000
Patricia Turker
\$108,203
Sonia Pérez
102,811
Lisa Madison
100,424

\$350,000
Cindy Williams
\$98,645

DIAMOND CIRCLE

\$300,000
Lupita Magaña
\$80,636

\$250,000
Debi Moore
\$72,811
Pamela Waldrop Shaw
71,334
Anabell Rocha
69,336
Dayana Polanco
66,423
Stacy James
63,369

\$200,000
Linda Toupin
\$57,948
Dawn Dunn
57,256
Pamela Fortenberry-Slate
56,744
Sandy Valerio
54,543
Julianne Nagle
54,151
Kerry Buskirk
54,091
Sara Pedraza-Chacón
51,803
Julia Burnett
50,190
Dacia Wiegandt
50,116
Anita Tripp Brewton
50,062

GOLD CIRCLE

\$150,000
Kristin Myers
\$47,835

Maricarmen Landa Ramos
47,694
Cindy Fox
47,211
Lia Carta
46,634
Kay Elvrum
46,031
Juanita Gudiño
45,084
Cyndee Gress
44,731
Mayuli Rolo
44,522
Mariana Moreno
44,228
Julie Krebsbach
43,898
Lily Orellana
42,937
Yosaira Sánchez
42,704
Somer Fortenberry
42,063
Davanne Moul
41,581
Kim McClure
40,889
Mary Estupiñan
39,972
María Monarrez
39,536
Luzmila Abadia Carranza
37,864

\$125,000

Gloria Báez
\$36,014
Lorraine Newton
35,931
Lisa Allison
35,692
Paola Ramírez
35,631
Pam Higgs
35,547
Janis Z. Trude
34,982
Ada García-Herrera
34,885
Rosibel Shahín
34,653
Jan Thetford
34,402
Sue Pankow
34,398
Rebecca Evans
34,253

Noelia Jaimes
33,908
Morayma Rosas
33,197
O'Nelly Encarnación
33,026
Kimberly Copeland
32,871

Monique Balboa
32,083
Tammy Crayk Smith
31,916
Susan Hohlman
31,576

MONTHLY COMMISSIONS AND BONUS

NSD commissions above \$10,000 earned in September plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts.

EMERALD

Gloria Mayfield Banks***
\$63,432
Patricia Turker**
48,428
Sonia Pérez**
37,357
Dayana Polanco*
28,450
Dacia Wiegandt*
23,844
Mayuli Rolo*
22,464
Kerry Buskirk*
21,084
Julianne Nagle*
20,833
Anita Tripp Brewton*
19,303
Yudith Pupo
19,222
Tammy Crayk Smith
18,935
Pam Higgs
18,062
Rosibel Shahín*
17,315
Luzmila Abadia Carranza*
17,185
Pamela Tull
17,023
Monique Balboa
16,671
Marilyn Marte-De Melo
15,949
Auri Hatheway
15,316
Mariana Moreno*
15,211
Pam Klickna-Powell
14,588
Cathy Bill*
13,639
Noemi Jaimes
13,613
Crisette Ellis
12,953
Ada García-Herrera*
12,366
Sonia Bonilla
12,304
Evelinda Díaz*
12,299
Noelia Jaimes*
12,083
Bianny Ramírez*
11,944
Kym Walker*
11,064

Gina Rodríguez-Orriola
10,895
Natalie Privette-Jones
10,562
Sabrina Goodwin Monday
10,480
Jill Davis
10,324

DIAMOND

Lisa Madison*
\$52,259
Pamela Waldrop Shaw**
27,176
Julia Burnett*
24,634
Dawn Dunn*
23,894
María Monarrez
21,827
Lily Orellana
21,051
Kay Elvrum
19,930
Yosaira Sánchez*
19,189
Rebecca Evans*
19,024
Kristin Sharpe
18,971
Shannon Andrews*
18,117
Evelia Valdez-Cruz
17,315
Lynnea Tate
16,698
Vicki Jo Auth
16,496
Susan Hohlman*
16,031
Sue Pankow
15,935
Julia Mundy
14,707
Lisa Allison
14,568
Robin Rowland
13,900
Alia Head
13,760
Pam Ross*
13,442
Leah Lauchlan
13,437
Roxanne McInroe
13,224
Heidi Goelzer
12,918

Sharon Buck
12,870
Candy Lewis
12,805
Diana Sumpter
12,751
O'Nelly Encarnación
12,614
Lynne Holliday
11,966
Yvonne Lemmon
11,696
Shelly Gladstein
11,089
Jill Mathews
10,620
Karen B. Ford
10,330
Margaret Bartsch
10,048

RUBY

Cindy Williams*
\$37,432
Linda Toupin
33,683
Stacy James*
28,859
Lia Carta**
27,524
Maricarmen Landa Ramos
26,807
Anabell Rocha*
26,533
Kim McClure
25,037
Sandy Valerio*
20,973
Julie Krebsbach*
20,554
Juanita Gudiño*
19,802
Mary Estupiñan*
19,255
Cindy Fox*
17,786
Gloria Báez*
17,518
Jan Thetford
15,686
Michelle Sudeth*
14,791
Patty Olson
13,814
Crystal Trojanowski
12,764
Lara McKeever
12,448
Cecilia James
11,733
Tammy Valava
11,546
María Flores
11,443
Gena Rae Gass
11,185
Bea Millslagle
10,848
Esther Whiteleather
10,594
Carmen Hernández*
10,226
Virginia Rocha
10,199
Kathy Rodgers-Smith
10,061

SAPPHIRE

Lupita Magaña**
\$38,164
Debi Moore*
37,324
Sara Pedraza-Chacón*
25,668
Somer Fortenberry
24,174
Pamela Fortenberry-Slate*
21,338
Lorraine Newton*
20,339
Alma Orrostieta
19,527
Davanne Moul*
18,992
Kristin Myers*
17,316
Cyndee Gress*
16,731
Morayma Rosas
16,107
Ruth Everhart
15,186
Kimberly Copeland
15,177
Paola Ramírez
14,464
Diane Mentiply
14,209
Elaine Kimble Williams
14,171
Dawn Otten-Sweeney
14,055
Valerie Bagnol*
13,692
Deb Wehrer
12,800
Patrice Moore Smith
12,322
Lupita Díaz
12,094
Janis Z. Trude
11,930
Elizabeth Sánchez
11,908
LaRonda Daigle
11,531
Sylvia Kalicak*
11,231
Angie Day*
11,076
Evalina Chávez
10,918
Maribel Barajas
10,876

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



MARY KAY ANGELS

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in September 2019.



TOP UNIT - ESTIMATED RETAIL PRODUCTION

EMERALD Amber L. Towne-Geehan, <i>C. Towne Area</i>	\$101,269
DIAMOND Amy Kemp, <i>Mary Kay National Area</i>	\$86,977
RUBY Kali DeBlander Brigham, <i>Mary Kay National Area</i>	\$90,098
SAPPHIRE Linda Meier, <i>D. Moore Area</i>	\$66,591

TOP SALES DIRECTOR - PERSONAL SALES

EMERALD Tracy A. Clymer, <i>C. Bill Area</i>	\$15,019
DIAMOND Kelly M. Freeman, <i>K. Ford Area</i>	\$17,969
RUBY Melissa Nelson, <i>J. Krebsbach Area</i>	\$18,123
SAPPHIRE Karen Cooper, <i>Mary Kay National Area</i>	\$16,983

TOP BEAUTY CONSULTANT - PERSONAL SALES

EMERALD Yuko Yasuma, D. Stevens Unit, <i>Mary Kay National Area</i>	\$12,009
DIAMOND Jessica Merriman, A. Lloyd Unit, <i>Mary Kay National Area</i>	\$17,381
RUBY Adriana Martinez, T. Malt Unit, <i>C. Williams Area</i>	\$15,579
SAPPHIRE Julie M. Garrett, B. Ashlock Unit, <i>Mary Kay National Area</i>	\$16,335

TOP TEAM BUILDER

EMERALD Sales Director Laura Hernandez, <i>Mary Kay National Area</i>	20 New Team Members
DIAMOND Sales Director Ali Zornes, <i>L. Tate Area</i>	18 New Team Members
RUBY Sales Director Stella Okeke, <i>Mary Kay National Area</i>	22 New Team Members
SAPPHIRE Sales Director Silvia Lopez, <i>L. Diaz Area</i>	20 New Team Members

TOP UNIT BUILDERS

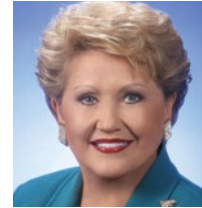
Independent Sales Directors with 20 or more new unit members for September 2019.

EMERALD Laura Hernandez	29 New Unit Members
Katy Goldstein	22 New Unit Members
Michelle L. Calbert	21 New Unit Members
Ebun Osaze	21 New Unit Members
Dania Bello	20 New Unit Members
Karla Diaz De Ordonez	20 New Unit Members
DIAMOND Ali Zornes	27 New Unit Members
Karime Rosas	21 New Unit Members

RUBY Stella Okeke	22 New Unit Members
SAPPHIRE Missy M. O'Neal	22 New Unit Members
Carmen B. Jones	21 New Unit Members
Silvia Lopez	20 New Unit Members
Joycelyn B. Westbrooks	20 New Unit Members

SALES MENTORS

Special thanks to the sales mentors for the September, 2019, *New Independent Sales Director Education class*.



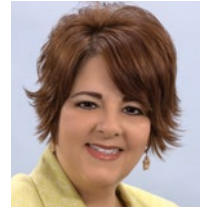
Pat Fortenberry
Elite Executive National
Sales Director Emeritus
Ruby Seminar



Pamela Waldrop Shaw
Executive National
Sales Director
Diamond Seminar



Debi Moore
Senior National
Sales Director
Sapphire Seminar



Mayuli Rolo
Senior National
Sales Director
Emerald Seminar



Yosaira Sánchez
Senior National
Sales Director
Diamond Seminar



Do you know a go-giver?

Mary Kay Ash said: "The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future."

Nominate a well-deserving Independent Sales Director today!

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

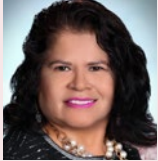


RUBY / RUBÍ

NEW DEBUTS DEBUTES

July/Julio 2019

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



Lidia Almanza
Salinas, CA
E. Cordova Unit



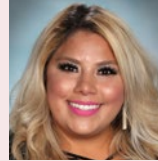
Jasmin J. Cenicerós
Little Rock, CA
F. Cervantes Unit



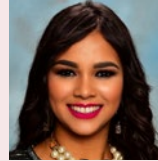
Angela R. Clark
Melissa, TX
R. Dement Unit



Angelica M. Contreras
Dallas
E. Valle Unit



Ashley K. Leal
Round Rock, TX
S. Hoyt Unit



Laurie M. Marte Bonilla
Bayamon, PR
E. Bonilla Unit



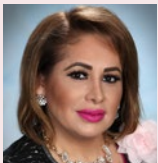
Jessie Morgante
Kersey, CO
K. Kerven Unit



Anne M. Newman
Tonawanda, NY
S. Arena Unit



Celestine Parker
Pinson, AL
M. Nash-Bell Unit



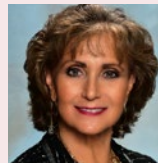
Esmeralda Reynaga
Los Angeles
E. Davalos Unit



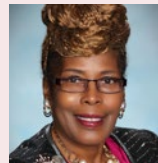
Kassadi C. Rinehart
Wolfforth, TX
L. Waters Vazquez Unit



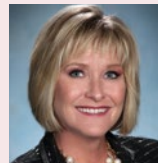
Hermila Roman
Garland, TX
R. Rodriguez Unit



Joann L. Sellner
Cantonment, FL
E. Viola Unit



Francine M. Taylor
St. Louis
J. Curren-Cochran Unit



Chrystal L. Templeton
Bell Buckle, TN
A. Marx Unit



Leanne Walls*
Lewisburg, TN
A. George Unit



Not pictured/Sin foto: *Adryann Baldwin*, Belgrade, MT, M. Springer Unit; *Ana Becerra*, Little Rock, CA, F. Cervantes Unit; *Penny M. Beggs*, Vidor, TX, V. Fuselier Unit; *Jill Bertini*, Jefferson Hills, PA, L. Asseff Unit; *Ma De Jesus Blas*, Tyler, TX, R. Rodriguez Unit; *Kari J. Cook*, Menifee, CA, B. Seim Unit; *Flor de maria De la flor*, Stockton, CA, M. Raymondi Unit; *Theresa L. Fugo-Bronson*, Lonoke, AR, M. Forrest Unit; *Valeria Garcia*, Pico Rivera, CA, M. Gabriel Unit; *Amanda W. Hall*, Lexington, KY, R. Bullock Unit; *Felicia R. Heaton*, Gainesville, GA, M. Nash-Bell Unit; *Edith Hernandez*, Brooklyn, NY, L. Escamilla Unit; *Stephanie D. Hollis McCaleb*, Lebanon, TN, N. Slaughter Unit; *Donna K. Johnson*, Sulphur, LA, H. Hardesty Unit; *Juana Juarez*, Arlington, TX, R. Puga Unit; *Carolina Knapp*, Chicago, L. Flores Unit; *Annabelle E. Manning*, Middleburg, FL, M. McIntyre Unit; *Stacey M. Martinez*, Lewistown, MT, S. Stephenson Unit; *Dana Molden*, Somerset, KY, K. Cooper Unit; *Jennifer A. O'Connell*, Pottsville, PA, J. Albertini Unit; *Sofia Palma*, Plainfield, IL, O. Del Rio Unit; *Lourdes Ramos Correa*, San Francisco, M. Alcaine Unit; *Maria E. Romero montes*, Tempe, AZ, R. Lepe Unit; *Hilda A. Tejada De Ferreyra*, Bronx, NY, F. De los Santos Unit; *Silvia Vega*, Queen Creek, AZ, M. Mejia Unit; *Jamie Walker*, Sahuarita, AZ, C. Felix Unit.

*Previously debuted/Debutó con anterioridad.

DEAN'S LIST LISTA DEL DECANO

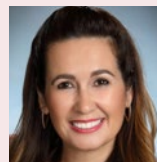


September/Septiembre 2018

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



Nike A. Schwarz
Roanoke, VA
E. Muna Area
Ruby Seminar



Ana L. Sendir
Orlando, FL
Mary Kay
National Area
Ruby Seminar

*Congratulations!
¡Felicitaciones!*

Not pictured/Sin foto:
Maria D La L. Gabriel, Norwalk, CA,
M. Landa Ramos Area Ruby Seminar.



TRIPLE CROWN TRIPLE CORONA



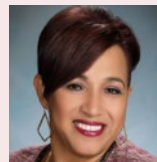
September/Septiembre 2018

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

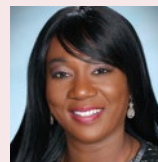
Not pictured/Sin foto: *Maria D La L. Gabriel*, Norwalk, CA,
M. Landa Ramos Area



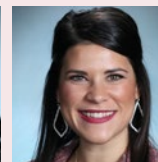
Julieta Fitz
Laguna Hills, CA
M. Landa Ramos Area



Jessica Rivera
Davenport, FL
C. Fox Area



Nike A. Schwarz
Roanoke, VA
E. Muna Area



Stephanie C. Smith
Colorado Springs, CO
Mary Kay National Area



HONORS SOCIETY SOCIEDAD DE HONOR

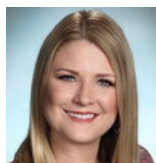
September/Septiembre 2018

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

Not pictured./Sin foto: *Maria D La L. Gabriel, Norwalk, CA, M. Landa Ramos Area.*



Julieta Fitz
Laguna Hills, CA
M. Landa Ramos Area



Krista Hadi
Gilbert, AZ
S. James Area



Charlotte A. Metcalfe
Oakdale, CA
Mary Kay
National Area



Denise N. Parmely
Selmer, TN
Mary Kay
National Area



Jessica Rivera
Davenport, FL
C. Fox Area



Nike A. Schwarz
Roanoke, VA
E. Muna Area



Ana L. Sendir
Orlando, FL
Mary Kay
National Area



Stephanie C. Smith
Colorado Springs, CO
Mary Kay National Area

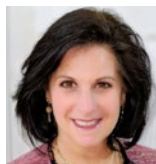
- 1 ON THE MOVE
 - 2 FABULOUS 50s
 - 3 HONORS SOCIETY
- Rings are shown stacked./
Los anillos se muestran encimados.



FABULOUS 50s FABULOSOS 50

March/Marzo 2019

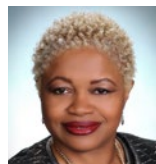
Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y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



Alisa E. Dutka
Lumberton, NJ
Mary Kay
National Area



Wendy Y. Meza
Los Angeles
M. Landa Ramos Area



Kelechi Uduhiri
Olney, MD
E. Muna Area

ON THE MOVE EN ACCIÓN

July/Julio 2019

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

Valeria García
Felicia R. Heaton
Donna K. Johnson
Laurie M. Marte Bonilla

Stacey M. Martinez
Sofia Palma
Esmeralda Reynaga
Hilda A. Tejada De Ferreyra



FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

September/Septiembre 2019

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



Daphne Ahearn
Irma Arana
Kara Barclay
Miranda Barron
Pearl Bly
Cindy Burton
Rosie Carmona

Jeymmy L. Castillo
Yuritza Chavez
Samantha C. Chilinski
Ma Isidra Cortez Suastegui
Cheryl L. Cross
Jenny Diaz
Patricia J. Dixon

Red Jackets, cont.

Lisa Duffy
Shayla N. Eadler
Miriam C. Everett
Paula R. Farrell
Jeana Farrow
Sandra Fierros
Elizabeth Freeman
Ma De Jesus Gonzalez
Tanhya A. Guzman
Ilian J. Hernandez
Rowena M. Higgins
MaryAnn L. Hughes
Brianna M. Kappner
Connie Kelly
Connie K. Laux
Katrina Lewis
Ariel Lopez
Heidi Lopez
Claudia Luna
Kim A. Manning
Patronia L. Mapps
Brandy N. Marshall
Adriana Martinez
Amanda H. Matson
Kimberlynn Mayfield
Felicia N. Mbah
Monique Mesquita
Jordan Middleton

Rosario Moctezuma
LaKahya N. Moll
Connick S. Moore
Samantha Mulgrew
Melody R. Nelson
Stephanie Noyes-Weeks
Jennifer Ortiz
Kara N. Oslick
Hailey N. Paulson
Eileen A. Pelletier
April Pendergrass
Olivia Perez
Amber N. Rigglin
Carmen Y. Sevilla
Maribel Sil Ramirez
Kimberly A. Simon
Angela S. St. John
Briana M. Starns
Dalila T. Tafolla
Mary A. Tatum
Pue Pue Then
Yajaira Toro
Rubi Valdez
Jennifer S. Webster
Samantha A. Wilson
MayLee M. Yang
Sandra E. Zuncin



**TENACITY AND PERSEVERANCE
ARE ESSENTIAL QUALITIES FOR
SUCCESS IN BUSINESS./ LA
TENACIDAD Y LA PERSEVERANCIA
SON CUALIDADES ESENCIALES
PARA EL ÉXITO EN LOS NEGOCIOS.**

Mary Kay

GRAND ACHIEVERS GRAN GANADORAS

September qualifiers/Calificadas en septiembre 2019

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Chelsi Adkins Wratford*
Margaret Allison Reiser
Silvana C. Anton
Missy Brown*
Debra C. Cardenas
Margaret Carroll
Lisa N. Chovil
Christina R. Christiansen*
Maryann Clark-Durell*
Martha A. Contreras
Leslie Cook
Elvira Cortes
Magdalena R. Cruz
Martha A. Daniel
Sherry Drysdale-Schruth
Cledy D. Duarte Barrantes
Patty M. Eades
Claudia Fabian Vega
Jessica N. Feske
Mirna M. Garcia
Yesenia Garcia*
Joni Helton
Yanqing Huang
Jackie Hyde*
Bonnie L. Jones
Kelly Kovar
Mara L. Kramer
Margaret L. Kramer
Darlene K. Krauss-Clemence
Krista L. Kuenning
Kristin M. Leavitt

Merri Lenz-Lorensen
Stacey M. Martinez
Marita McCafferty
Julie A. Meng-Milligan*
Miriam Munoz
Collette Parker
Carol Pittman
Sandee Popadich
Melissa Raymond
Angie C. Reynolds
Mona Rivero
April Roper
Tanya T. Rose
Carol M. Ross
Jennifer Scharfenstein
Carolyn Shick
Michelle L. Sidari
Allyson Slater*
Siobhan Spears
Angela S. Springer
Arisa J. Stein
Marilyn J. Suter*
Hilda A. Tejada De Ferreyra
Mary E. Townsend-Buckley
Crystal M. Trudell
Gina F. Tucker
Kelechi Uduhiri
Rosa E. Ulloa
Judy A. Vallin
Tammy Weibel*
Vickie A. Willey
Melanie D. Wimberley
Culbreath

Grand Achievers, cont.

Terri L. Young

Tavita Ramirez

Concepcion Solis

Elisa Zapatas

* Denotes requalified driver.

* Denota conductora recalificada.

CONSULTANTS/ CONSULTORAS

Maria L. Delgado

Michelle Minor

Edith C. Onuigbo



GOLD MEDALS

MEDALLAS DE ORO

September/Septiembre 2019

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

New Team Members/Nuevas integrantes de equipo

228 GOLD MEDALS

Silvia Sanchez*

Athena Frangos-Pasley* 5

114 GOLD MEDALS

Esther Amador*

39 GOLD MEDALS Sherri Ammons* 6

106 GOLD MEDALS

Ma Bertha Reyes-Tapia*

35 GOLD MEDALS Ana R. Tellez* 5

96 GOLD MEDALS

Maria D. Ortiz*

32 GOLD MEDALS Rebeca Rodriguez* 5

83 GOLD MEDALS

Rachel Mega*

30 GOLD MEDALS Edith N. Okafor* 16

71 GOLD MEDALS

Francine D. Reed*

27 GOLD MEDALS Patience L. Baabel* 7

61 GOLD MEDALS

Rosemary E. Obeki*

23 GOLD MEDALS Mercedes Mendoza de Pineda* 7

53 GOLD MEDALS

Maria E. Garfias*

20 GOLD MEDALS Susana Manriquez* 5

52 GOLD MEDALS

Evelyn Hernandez*

19 GOLD MEDALS Silvana C. Anton* 10

49 GOLD MEDALS

Laurie T. Plyler*

18 GOLD MEDALS Maria Camacho* 5

48 GOLD MEDALS

Stephanie L. Coker*

16 GOLD MEDALS Juanita A. Jimenez* 5

40 GOLD MEDALS

Maria Bautista*

14 GOLD MEDALS

Luciana Mendez*

5

13 GOLD MEDALS

Erika M. Solis*

5

Belinda Valdez*

6

11 GOLD MEDALS

Uchechi A. Emeruwa*

8

Marisol Rodriguez*

6

10 GOLD MEDALS

Nkechi T. Nwabeke*

8

9 GOLD MEDALS

Stella Okeke*

22

8 GOLD MEDALS

Alejandra E. Rodriguez de Basilio*

6

Allyson M. Steinberg*

5

7 GOLD MEDALS

Maria Andrade*

5

Raul Delgado*

5

Janevelyn K. Gabriel*

16

Elsa Molina*

5

Melissa Nelson*

11

Oluwakemi Ogunnoiki*

5

6 GOLD MEDALS

Armida Funes,

M. Mejia Unit

6

Maria D La L. Gabriel*

8

Margaret L. Kramer*

6

Patti Maxwell*

5

Gina Ortega*

5

Luz A. Perez*

9

Zarahi Pioquinto*

5

Ivon C. Vargas*

5

5 GOLD MEDALS

Doreen A. Gurrola

Auger*

5

Aurelia Hernandez*

5

Veronica Martinez*

6

Isabel Ramirez*

5

4 GOLD MEDALS

Maricel Cervantes,

F. Cervantes Unit

6

Jessica N. Feske*

5

Yesenia Garcia*

5

Rosy Jimenez*

5

Blessing I. Ogu*

5

Esmeralda Reynaga*

5

Concepcion

Solis, I. Ramirez Unit

8

3 GOLD MEDALS

Maria G. Cruz*

5

Kylee J. Hebert*

5

Melissa A. Milner,

P. Roll Unit

5

Renee M. Wilson*

10

2 GOLD MEDALS

Joan M. Alvarez,

J. Williams Unit

7

Katelyn N. Fenner,

B. Fenner Unit

7

Kristin M. Leavitt*

6

Sarah V. Madsen*

5

Michelle Minor,

A. Brannon Unit

7

Chinelo A. Ofoma,

A. Awuzie Unit

5

Dee Dee M. Quinn,

K. Teeter Unit

10

Tanya T. Rose*

5

Michelle R. Skender*

5

1 GOLD MEDAL

Kendra L. Byron,

M. Harbord Unit

5

Ma Isidra Cortez

Suastegui,

E. Orozco Unit

7

Melissa L. Delligatti,

L. Bloomer Unit

6

Joanne C. Plisco Reilly,

K. D'Esposito Unit

6

Tavita Ramirez,

N. Ochoa Unit

8

Hilda A. Tejada

De Ferreyra*

5

Elizabeth K. Toupin,

L. Toupin Unit

9

Rubi Valdez,

J. Kirkham Unit

6

Martina R. Valenzuela,

N. Rios Unit

5

*Denotes Independent

Sales Director.

*Denota Directora de

Ventas Independiente.



13% CLUB

CLUB DEL 13%

September/Septiembre 2019

The top 25 independent sales force members 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./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Ruby que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada uno pedidos por un mínimo de \$225 al mayoreo en septiembre.

RUBY/RUBÍ

Elsa Molina*	\$2,317
Luz A. Perez*	2,269
Monique N. McIntyre*	2,142
Maria Bautista*	2,121
Maria D La L. Gabriel*	2,019
Gale H. Dennison*	1,885
Jana L. Strunk*	1,882
Becky J. Seim*	1,841
Stella Okeke*	1,781
Tiffany M. Malt*	1,721
Stephanie L. Coker*	1,657
Reyna N. Lepe*	1,573
Melissa Nix Gill*	1,538
Kali DeBlander Brigham*	1,526
Jennifer L. Albertini*	1,523
Primitiva Ramos*	1,522
Maria L. Delgado, L. Perez Unit	1,507
Alejandra E. Rodriguez de Basilio*	1,442
Elvia Orozco*	1,434
Elizabeth A. Kramer*	1,424
Jacqueline N. Alford*	1,424
Teresa F. Stewart*	1,419
Elizabeth K. Toupin, L. Toupin Unit	1,377
Janevelyn K. Gabriel*	1,376
Liz Whitehouse*	1,304

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

TOP 10 ALL-STARs

PRIMERAS 10 SIEMPRE

ESTRELLAS (ALL-STARs)

September/Septiembre 2019

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in All-Star Star Consultant consistency challenge during the first quarter June to September 2019./Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 más altos montos de crédito de concurso en el reto de la constancia All-Star (Siempre Estrella) de Consultoras Estrella durante el primer trimestre de junio a septiembre de 2019.

1. Sales Director

Kelly M. Freeman

Atlanta

Diamond Seminar

27,001

2. Sales Director

Veronica J. Hyba

Cypress, TX

Diamond Seminar

23,332

3. Sales Director

Silvia Lopez

Wheeling, IL

Sapphire Seminar

20,677

4. Sales Director

Elida A. Polanco

Whittier, CA

Ruby Seminar

19,579

5. Sales Director

Maria D La L. Gabriel

Norwalk, CA

Ruby Seminar

19,410

6. Sales Director

Maria Leonor Celaya

Olmos

Kenosha, WI

Emerald Seminar

19,222

7. Sales Director

Janet L. Guimet

West Valley City, UT

Sapphire Seminar

19,200

8. Sales Director

Veronica Martinez

Eules, TX

Ruby Seminar

19,087

9. Sales Director

Gina M. Ochoa

Hillsborough, NJ

Ruby Seminar

18,409

10. Sales Director

P.J. Baunach

Alexandria, VA

Diamond Seminar

18,116

1. Sales Director

Kelly M. Freeman

Atlanta

Diamond Seminar

27,001

2. Sales Director

Veronica J. Hyba

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

September/Septiembre 2019

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

EMERALD/ESMERALDA

Amber L. Towne-Geehan	\$101,269
Nancy Boucher	89,579
Dania Bello	82,829
Melinda M. Balling	74,499
Jennifer L. Besecker	73,494
Mary Strauss	72,484
Stacy D. Foust	70,401
Hollie R. Sherrick	66,671
Ginny B. O'Kain	58,944
Christine D. Barrueco	58,018
Laura Hernandez	56,728
Tina M. Dees	55,593
Kim I. Bessey	55,475
Deanna L. Spillman	55,313
Nicole L. McDaniel	55,276
Katy Goldstein	54,507
Stacey Craft	54,110
Amber D. Campbell	53,326
Karla Diaz De Ordonez	53,289
Wynne DiGrassie	52,688
Ebun Osaze	51,868
Denise G. Kucharski	51,795
Gracieuse Renard	51,128
Kimbi L. Bartik	51,106
Brenda L. Wilbur	50,661
Menina M. Givens	49,865
Brittani M. Jenks	49,497
Traci D. Wimer	49,230
Richelle V. Barnes	48,240
Maggie Rader	47,888
Pam Kelly	47,825
Tandy Fischer	47,530
Jo M. Cotton	47,132
Krista A. Johnson	47,100
Bridgett L. Moore	46,453
Jill Drehmer	46,438
Sue Webb	46,437
Jill Beckstedt	46,407
Joslyn Eaton	45,502
Ashley N. Clinesmith	45,009
Linda Jackson	44,876
Jill A. McCoy	44,867
Anna M. Rowe	44,748
Doreen Stevens	44,742
Kim Williams	44,605
Heather D. Hulsey	44,321
Karen E. Ridle	44,230
Jodie Collins	43,906
Tammy West-Murrian	43,839
Wendi N. Scheuble	43,756
Harriett Sharpe	43,705
Dawn M. Starr	43,595
Cindy Anderson	43,165
Vickie D. Swinger	42,621
Theodora W. Bradley	42,300
Michele S. Rankin	42,262
Phyllis I. Pinsker	42,060
Sally Moreno	41,925
Brenda Stafford	41,909
Lisa C. Mack	41,809
Audrey J. Doller	40,980
Leslie M. McKinney-Smith	40,819
Leanne Parrino-Pheasant	40,812
Janice B. Hull	40,721
Linda J. Wicks	40,609
Betty McKendry	40,544
Marie Pfarr	40,392
Shauna L. Abbotts	40,342
Jacquelyn Dykstra	40,326

Kathryn L. Engstrom	40,054
Melissa Makarick	39,758
Lauren B. Membreno	39,730
Carol Mouradian	39,453
Jeri O'Dell	39,253
Jennifer C. Babineau	39,156
Olaiz	38,873
Kendri E. Burkett	38,859
Amy L. Fields	38,838
Amy M. Alber	38,668
Ann F. Smith	38,487
Stephanie H. Blake	38,438
Tammie M. Hanson	38,397
Audrey L. Detesco-Nickell	38,393
Kijuan R. McKinnie	38,363
Dawn Wilson	38,306
Breanne Sufrin	38,263
DeeDee J. Arcuri	38,217
Margaret Neill	38,120
Tania L. Peterson	37,753
Kathy Eckhardt	37,561
Chris H. Teague	37,321
Alison Jurek	37,145
Melissa M. Wilson	37,132
Jennifer A. Enloe	37,027
Shawna D. Schneider	36,898
Kathleen L. Holmberg-Botelho	36,645
Carrie Bloink	36,547
Maria de La Luz Avila	36,428
Sandra Tatzler	36,425
Carolyn Thompson	36,335
Deirdre L. Eschauzier	

DIAMOND/DIAMANTE

Amy Kemp	\$87,405
Kim A. Messmer	75,556
Shelly Palen	71,484
Karime Rosas	69,305
Mileta K. Kinser	69,083
Christi G. Campbell	68,748
Paula Kelsch	68,602
Angela J. Fry	68,044
Deborah S. Bailie	67,721
Marsha Morrisette	67,650
Mery Carina Ramirez Bravo	66,345
Nancy M. Polish	66,326
Karen D. Johnson	61,862
Nicki R. Hill	61,066
Sherrie C. Purvis	60,145
Lindsey D. Christenson	59,305
Priscilla McPheeters	59,057
Ali Zornes	58,599
Gerrri Anne Morris	58,429
Carol Fehr	58,137
Kelly Willer-Johnson	57,891
Mary Kathryn King	57,274
Laura E. Knight	56,462
Susan M. McCoy	56,226
Cindy Machado-Flippen	55,094
Deborah Dudas	54,926
Delmi C. Santos	54,417
Savanna N. Zelinka	54,126
Kelly K. Johnsrud	53,389
April C. Hutchinson	52,088
Christy Bigham	51,379
Rochelle Collins	50,624
Mary P. Creech	50,466
Rose Rodriguez-Capone	50,296
Heather M. Julson	50,114

Stephanie A. Richter	49,980
Sylvia L. Martinez	49,841
Alyssa K. Harland	49,559
Christina L. Frantz	48,786
Casey Goff-Martin	48,555
Tawnya Krempges	48,499
Alicia Kingrey-Lokai	48,377
Ana E. Rodriguez	47,910
Donna K. Smith	47,464
Constance Nugent Miller	46,683
Billie Gillespie	46,640
Mary G. Gronholz	46,274
Mariann Biase Mason	45,907
Terri J. Beckstead	45,883
Wendy Lambright	45,828
Monique Vallair	45,759
Denise M. Cadenhead	45,551
Nancy F. Castro	45,451
Linda T. Cartiglia	45,276
Kristen C. Spiker	45,086
Ingrid E. Smith	44,638
Ruth Alvarado	44,286
Nadine H. Huckabee-Stanley	44,280
Amber R. Nichols	44,272
Denise Nygard	44,016
Allison Piro	43,991
Audrey K. MacDowall	43,264
Sara R. Pennella	43,247
Paula Grabau-Friedt	43,220
Sharon B. Carney-Wright	42,699
Neressa Orr	42,687
Emily Franks	42,550
Nadine Bowers	42,403
Lucrecia Aguirre	42,224
Karen M. Bonura	42,197
Julie Schlundt	41,596
Suzanne T. Young	41,412
Joan M. Farrell	41,268
Jenny Siemonsma	41,189
Dolly A. Metzger-Stearns	41,177
LaChelle M. Seleski	40,950
Susan E. Zartman	40,755
Lesley A. Bodine	40,728
Barbara E. Roehrig	40,541
Kathy R. Bullard	40,301
Jill Johnson	40,298
Rita M. Krause	40,050
Alicia Borkowska	39,959
Sandy Griffith	39,918
Faith A. Gladding	39,870
Emily Sims	39,749
Carolyn E. Tillman	39,552
Sandy Lasso	39,534
Stephanie A. Mottaz	39,394
Celeste Byrd	39,170
Amanda N. Wright	39,146
Cari Newby	38,778
Hillary L. Puthoff	38,681
Melissa Hindermann	38,397
Dayna L. Lemke	38,220
Annette Pace	38,213
Lisa Peterson	38,139
Norma Lee Shaver	37,781
Amy Zanto	37,601
Marty T. Wynn	37,195

RUBY/RUBÍ

Kali DeBlander Brigham	\$90,098
Kaela L. Steinman	81,279

Krystal D. Downey-Shada	75,450
Brenda Fenner	74,249
Diane K. Lundgren	72,299
Tiffany M. Malt	69,668
Kelley L. Valerio	69,465
Suzanne Moeller	65,304
Patti Cornell	63,673
Lisa V. Bauer	62,976
Paula M. Kirkpatrick	62,846
Becky J. Seim	62,277
Lisa Anne Harmon	60,196
Lisa Hansen	59,566
Elvia Orozco	59,192
Luz A. Perez	57,653
Monique N. McIntyre	56,582
Susan Moore	55,607
Mary A. Dell	53,250
Terry Thole	53,074
Laura V. Middleton	53,070
Stephanie L. Coker	52,705
Tammy D. Niehaus	52,686
Donna Clark-Driscoll	52,670
Lori M. Langan	52,599
Maureen Shipp	51,653
Jana L. Strunk	51,376
Valerie A. Lucio-Polk	50,757
Karen L. Crownover	50,342
Stephanie Audino	49,361
Tammarie M. Bradford	49,304
Susan C. Ehrnstrom	48,773
Jaime M. Bittner	48,740
Laura A. Kattenbraker	48,568
Tammy Brown	48,269
Kimberly Burhoop	47,153
Laurie T. Plyler	47,034
Jenn Kirkham	47,001
Juana Molina	46,773
Jeanie K. Navrakl	46,651
Patty L. Bojan	46,629
Nancy Vickery	46,420
Melissa Nix Gill	46,325
Marye Durrer	45,986
Jessica L. Williams	45,571
Debbie A. Elbrecht	45,357
Andrea Jackson Berger	45,315
Elizabeth A. Kramer	45,204
Sherri Ammons	45,199
Barbara Baty	44,825
Marie A. Harbord	44,520
Barbara Pleet	44,344
Sylvia T. Barritt	44,071
Marnie R. Yunger	43,863
Melissa Nelson	43,670
Judie Roman	43,457
Laurie C. Cole	42,874
Carmen J. Felix	42,844
Maria D La L. Gabriel	42,727
Heather A. Daniel-Kent	42,608
Karen E. Gardner	42,300
Tracey L. Chavez	42,220
Tshanna C. Diggan	42,009
Crystal C. Hubbard	41,912
Elsa Molina	41,849
Cissy E. Warren	41,747
Judy Lund	41,444
Lauren N. Bloomer	41,377
Milagro V. Diaz	41,193

Bridgette R. Conley	40,696
Kerri D'Esposito	40,523
Randi S. Gleason	40,516
Jenna M. Larson	40,246
Maria Rocio Rico De Jacinto	40,225
Pat Z. Allen	40,127
Stacey P. Nelson	39,726
Regan L. Danforth House	39,644
Kathy Williams Oeder	39,361
Tameka N. Ephraim	39,334
Reba K. Lasater	39,115
Courtney L. Armstrong	38,887
Gale H. Dennison	38,509
Amy C. Schule	38,199
Amy Stokes	37,744
Lisa D. Prescott	37,628
Barbara Gizzo	37,481
Vicki O'Bannon	37,064
Pamela J. Sparks	37,018
Renee M. Chinchilla Porras	37,001
Amy Kitrell	36,956
Toni L. Frere	36,883
Heather C. Feiring	36,721
Gloria Moreno Medrano	36,607
Ryan A. Rives	36,582
Liz Whitehouse	36,538
Angela I. Dingman	36,440
Lisa Olivares	36,423
Nicole Medjesky-Dixon	36,388
Heather J. McKinney	36,363
Amie Christly	36,349

SAPPHIRE/ZAFIRO

Linda Meier	\$66,591
Ginger M. Noel	65,504
Missy M. O'Neal	64,659
Jordan Eicher	64,436
Katherine L. Longley	62,836
Lady Ruth Brown	60,227
Brenda Ashlock	59,415
Michele M. Armes	58,743
Christine M. Jessee	58,664
Della S. Godfrey	57,202
Moleda G. Dailey	56,789
Jeanette M. Thompson	56,227
Courtney H. Young	56,001
Randi Stevens	54,955
Tracy Foltz	54,240
Keita Powell	54,138
Jerlene Vrana	53,677
Autumn R. Heble Britton	52,647
Reyna V. Alvarado Rivera	52,405
Cynthia B. Coakley	52,133
Julie Neal	51,800
Jennifer Levitt	51,704
Petie L. Huffman	51,045
Kaye Yuen	50,365
Debbie A. Weld	50,238
Linne' Lane	50,172
Cheri L. Taylor	49,987
Tracy Potter	49,431
Jackie L. Root	48,581
Alyssa R. Epperson	48,358
Kayla T. Cornish	48,192
Peggy Matish	48,140

Orenda R. Hunniford	48,035
Hilda M. Magana	47,918
Silvia Lopez	47,693
Sandra G. Kirchhoff	47,467
Linda H. Rowsey	47,455
Penny J. Jackson	46,992
Carolyn I. Kelley	46,359
Amy J. Bowman	46,273
Candy I. Brown	46,008
Laura M. Villalpando	45,868
Ashley R. Dornbos	45,414
Linda H. Rowsey	45,039
Lynn F. Huckels	44,897
Dolores Keller	43,875
Carmen B. Jones	43,677
Vicki Piccirilli	43,600
Doris M. Quackenbush	43,461
Jennifer M. Ham	43,213
Suzanne Tripp-Black	43,189
Robyn S. Cartmill	43,107
Marcia DaCosta	42,362
Kim Tarbet Muroz	42,155
Jeannie S. Meyer	42,037
Marie E. Vlaminck	42,000
Geri L. Dennis	41,938
Kelly I. Brock	41,891
Maria Claxton-Taylor	41,814
Jeni Tjelle	41,612
Kivian Diaz-Harris	41,472
Chris Havens	41,265
Nocona L. Koenig	41,157
Erika D. Hulm	41,003
Tommi Pleasure	40,980
Jodi L. Feller	40,835
Kristi M. Anderson	40,576
Tracy Grodsky-Dunn	40,429
Sandy K. Gant	40,260
Heather L. Bohlinger	39,833
Leslie A. Hall	39,817
Patty Webster	39,614
Denise E. Crosby	39,595
Laurieann Barclay	39,450
Carol Lee Johnson	39,379
Jessica N. Schultz	39,245
Rachel E. Naylor	39,178
Regina I. McDermott	39,132
Shelley Bottiaux	39,123
Charisse Burton	39,012
Blanca Y. Hinojosa Lora	38,815
Pam Garner Moore	38,618
Candace N. Holte	38,414
Elsie Jackson	38,302
Shelia Berry	38,133
Kathy Lee	37,905
Nancy W. Pettaway	37,723
Christina N. Newsome	37,636
Michelle M. Gainer	37,607
Julie B. Sapp	37,452
Ann W. Sherman	37,340
Joyce A. Newell	37,297
Kristen M. Christen	37,273
Mary K. White	37,079
Devin Gole	37,039
Michele Semper	37,014
Jessica Holzbach	36,601
Nannette G. Short	36,471
Pamela O. Pruitt	36,421
Kassondra J. Kantz	36,371

COMMISSION CIRCLE
CÍRCULO DE COMISIONES

September/Septiembre 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in September 2019. Names in **bold** print earned the maximum 23 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en septiembre de 2019. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA		SANDY		JENN		ELIZABETH A.		BROOKE E. BENNETT-YOUNG			
Amber L. Towne-Geehan	\$13,345	Shawna D. Schneider	6,476	Sandy Griffith	8,364	Jenn Kirkham	10,243	Elizabeth A. Elder	6,447	Brooke E. Bennett-Young	7,365
Jennifer L. Besecker	12,465	Carrie Bloink	6,447	Rochelle Collins	8,315	Marlye Durrer	10,070	Edith N. Okafor	6,443	Delia Ponce	7,321
Dania Bello	11,085	Tandy Fischer	6,443	Savanna N. Zelinka	8,127	Brenda Fenner	10,062	Marie A. Harbord	6,416	Karla M. Reno	7,304
Laura Hernandez	11,056	Alison Jurek	6,426	Terri J. Beckstead	8,086	Jeanie K. Navrkal	9,865	Judie Roman	6,414	Randi Stevens	7,272
Karen E. Ridle	10,751	Linda J. Wicks	6,385	Susan M. McCoy	8,014	Carmen J. Felix	9,741	Ryan A. Rives	6,399	Jerlene Vrana	7,245
Nancy Boucher	10,732	Angela D. Tatum	6,314	Lucrecia Aguirre	8,000	Kellee L. Valerio	9,643	Lisa Olivares	6,328	Christine M. Jessee	7,235
Melinda M. Balling	10,222	Audrey J. Doller	6,310	Priscilla MCPheeters	7,987	Kaela L. Steinman	9,589	Jennifer L. Albertini	6,318	Judi Tapella	7,228
Stacy D. Foust	9,783	Lisa Reimer	6,304	Mary Kathryn King	7,946	Laurie T. Plyler	9,480	Jessica L. Williams	6,283	Linne' Lane	7,221
Christine D. Barrueco	9,671	Dawn M. Starr	6,269	Christy Bigham	7,910	Barbara Pleet	9,473	Cynthia L. Frazier	6,250	Tommi Pleasure	7,220
Ebun Osaze	9,399	Lesa R. Franken	6,264	Kelly Willer-Johnson	7,796	Becky J. Seim	9,459	Elida A. Polanco	6,230	Jennifer J. McNulty	7,190
Wynne DiGrassie	8,950	Betty McKendry	6,247	Gerri Anne Morris	7,747	Krystal D. Downey-Shada	9,425	Gloria Moreno Medrano	6,209	Margarita Elisea	7,150
Katy Goldstein	8,743	Mabel Bolufe	6,241	Ana E. Rodriguez	7,677	Lauren N. Bloomer	9,352	Sheryl K. Martin	6,183	Jennifer M. Ham	7,108
Krista A. Johnson	8,559	Anna M. Rowe	6,205	Cindy Machado-Flippen	7,655	Patti Cornell	9,265	Jaime M. Bittner	6,169	Tehrie Ned	7,087
Menina M. Givens	8,478	Carolyn Thompson	6,162	Lou Cinda Utley	7,555	Jana L. Strunk	9,255	Pamela J. Sparks	6,156	Tracy Foltz	7,032
Kim I. Bessey	8,381	Marie Pfarr	6,112	Amy Hanifi	7,551	Pat Z. Allen	9,230	Kimberly Burhoop	6,148	Sylvia Boggs	6,991
Hollie R. Sherrick	8,351	Diane M. Detesco	6,098	Constance Nugent Miller	7,503	Diane K. Lundgren	9,196	Barbara L. Harrison	6,133	Suzanne Trigg-Black	6,955
Mary Strauss	8,320	Karen D. Costas	6,081	Sara R. Pennella	7,427	Monique N. McIntyre	9,191	Marnie R. Yunger	6,124	Lynn Baer Roberts	6,922
Kimbi L. Bartik	8,247	Emily Stone	6,038	Nancy F. Castro	7,298	Thessy N. Nwachukwu	9,088	Barbara Gizzo	6,075	Christina N. Newsome	6,920
Brittani M. Jenks	8,237	Tania L. Peterson	6,031	Faith A. Gladding	7,274	Heather A. Daniel-Kent	8,872	María Rocio Rico De Jacinto	6,075	Kaye Yuen	6,908
Jill Dreher	8,117	Lisa C. Mack	6,019	Stephanie A. Mottaz	7,217	Lisa Rada	7,210	Stacy S. Gilson	6,044	Peggy Matish	6,905
Sally Moreno	7,965	Sheri Farrar-Meyer	5,994	Lisa Rada	7,210	Rita M. Krause	7,138	Sheryl J. Arena	6,006	Kayla T. Cornish	6,904
Karla Diaz De Ordonez	7,922	Lindsay E. Freisthler	5,992	Rita M. Krause	7,138	Paula Grabau-Friedt	7,062	Rosemary E. Obeki	5,994	Fredericka Wynn	6,901
Deanna L. Spillman	7,875	Theodora W. Bradley	5,972	Paula Grabau-Friedt	7,062	Jennifer A. Enloe	5,958	Laura L. Waters Vazquez	5,974	Amy J. Bowman	6,812
Shauna L. Abbotts	7,844	Nora Dominguez	5,873	Sylvia L. Martinez	7,033	Nora Dominguez	5,873	Susie J. Serio	5,928	Kivian Diaz-Harris	6,803
Kathryn L. Engstrom	7,720	Tammy West-Murrian	5,858	Lisa Peterson	6,972	Tammy West-Murrian	5,858	Barbara Baty	5,925	Elizabeth A. Prauner	6,776
Jill Beckstedt	7,595	Lauren B. Membreno	5,805	Kelly K. Johnsrud	6,961	Amy Stokes	8,347	Tshanna C. Diggan	5,910	Charisse Burton	6,741
Stacey Craft	7,486	Audrey L. Detesco-Nickell	5,800	Karen M. Bonura	6,924	Mary A. Dell	8,329	Karen E. Gardner	5,852	Nancy W. Pettaway	6,702
Gracieuse Renard	7,440	Misty D. Guyre	5,780	Julie Schlundt	6,923	Stella Okeke	8,293			Flor D. Maldonado	6,675
Luanne Stewart	7,396	Tiffany M. Graves	5,763	Ingrid E. Smith	6,922	Lisa Anne Harmon	8,213			Ashley R. Dornbos	6,669
Nicole L. McDaniel	7,364	Phyllis I. Pinsker	5,755	April C. Hutchinson	6,917	Stephanie L. Coker	8,163			Petie L. Huffman	6,622
Denise G. Kucharski	7,361	Lucia Fernandez	5,738	Emily Franks	6,901	Gale H. Dennison	8,107			Lynn F. Huckels	6,602
Brenda L. Wilbur	7,341			Maria Sanchez	6,896	Paula M. Kirkpatrick	8,058			Casie Hembree	6,562
Shelley Money-Eldridge	7,329			Denise Nygard	6,883	Tracey L. Chavez	8,032			Marita W Campbell	6,552
Nancy O'Hara	7,316			Deborah Robina	6,862	Suzanne Moeller	7,967			Cheri L. Taylor	6,550
Jodie Collins	7,298			Wendy Lambright	6,833	Lisa Hansen	7,965			Heather L. Bohlinger	6,546
Sally Nunez Almanzar	7,261			Virgen V. Ortiz	6,827	Amy Kitrell	7,960			Katie D. Nichols	6,484
Ginny B. O'Kain	7,250			Cynthia Ruccia	6,783	Tammy D. Niehaus	7,881			Romaine Korzon	6,444
Harriett Sharpe	7,149			Mary P. Creech	6,767	Elsa Molina	7,855			Laura M. Villalpando	6,420
Shannon M. Palko	7,149			Laura E. Knight	6,732	Donna Clark-Driscoll	7,809			Blanca Y. Hinojosa Lora	6,405
Maria de La Luz Avila	7,135			Ruth Alvarado	6,723	Reyna N. Lepe	7,758			Jessica N. Schultz	6,402
Shari Schlapman	7,126			Annette Pace	6,702	Patty L. Bojan	7,699			Marie E. Vlamincck	6,401
Bridgett L. Moore	7,091			Taylor A. McKnight	6,652	Cissy E. Warren	7,582			Robyn S. Cartmill	6,354
Agnes Stewart	7,085			Michelle Cape	6,588	Rachael M. Bullock	7,568			Orenda R. Hunniford	6,353
Amber D. Campbell	7,068			Lesley A. Bodine	6,574	Karen L. Crownover	7,556			Michele Semper	6,334
Pam Kelly	6,954			Anne Geertsen	6,527	Janevelyn K. Gabriel	7,452			Tracey F. Hedrick Lassiter	6,272
Denise Peterson	6,931			Sheryl Peterson	6,492	Maria Bautista	7,409			Linda H. Rowsey	6,272
Traci D. Wimer	6,864			Deanna L. Manning	6,445	Melissa Nelson	7,392			Satarro Purnell	6,243
Tina M. Dees	6,849			Mary G. Gronholz	6,435	Juana Molina	7,304			Carolyn I. Kelley	6,179
Ann F. Smith	6,777			Olga L. Sanchez	6,432	Jacqueline N. Alford	7,243			Maria Claxton-Taylor	8,882
Liz Voran	6,751			Emily Sims	6,394	Lori M. Langan	7,226			Della S. Godfrey	8,895
Jo M. Cotton	6,743			Leanne Sexton	6,386	Randi S. Gleason	7,145			Katherine L. Longley	8,385
Paula Tyree Bowman	6,722			Sharon B. Carney-Wright	6,384	Tammarie M. Bradford	7,141			Moleda C. Dailey	8,228
Ashley N. Clinesmith	6,714			Connie L. Russo	6,304	Maureen Shipp	7,111			Michele M. Armes	8,204
Nelis Amaya	6,712			Joyce M. Perry	6,303	Ginger J. Benedict	7,090			Amy R. Sigler	8,033
Breanne Sufrin	6,690			Patricia Carr	6,303	Diana Gutierrez	7,042			Reyna V. Alvarado Rivera	8,029
Michele S. Rankin	6,685			Sandy Lasso	6,302	Elizabeth A. Kramer	7,015			Candy I. Brown	8,012
Richelle V. Barnes	6,682			Barbara E. Roehrig	6,283	Melissa Nix Gill	6,916			Tracy Potter	7,991
Kathy Eckhardt	6,680			Elizabeth Fernandez	6,251	Rose Campbell	6,887			Penny J. Jackson	7,859
Cindy Anderson	6,651			Kathy R. Bullard	6,148	Tammy Brown	6,877			Keita Powell	7,824
Janice B. Hull	6,644			Denise M. Cadenhead	6,135	Debbie A. Elbrecht	6,864			Marni M. Hendricks	7,751
Elva Jordan	6,622			Donna K. Smith	6,127	Laura A. Kattenbraker	6,864			Autumn R. Heble Britton	7,718
Leslie M. McKinney-Smith	6,608			Kathe Cunningham	6,110	Laura V. Middleton	6,820			Julie B. Sapp	7,604
Amy M. Alber	6,597			Sherralynn Arnold	6,105	Susan C. Ehrnstrom	6,816			Cynthia B. Coakley	7,593
Dircia Rodriguez	6,587			Megan N. Wilkes	6,070	Valerie A. Lucio-Polk	6,730			Jeanette M. Thompson	7,556
Kim Williams	6,578					Stephanie Audino	6,726			Jeannie S. Meyer	7,550
Leanne Parrino-Pheasant	6,575					Terry Thole	6,689			Jennifer Levitt	7,524
Heather D. Hulsey	6,571					Stacey P. Nelson	6,683			Marcia DaCosta	7,507
Maggie Rader	6,499					Nancy Vickery	6,617			Kelly I. Brock	7,481
						Julie B. Potts	6,560			Debbie A. Weld	7,410
						Liz Whitehouse	6,473			Vicki Piccirilli	7,407
						Bridgette R. Conley	6,455				



PEARL STARS

ESTRELLAS PERLA

September/Septiembre 2019

Independent Sales Directors and Independent Beauty Consultants who had a minimum of 4,800 in Star Consultant contest credit during the third quarter. /Directoras de Ventas y Consultoras de Belleza Independientes que lograron un crédito de concurso mínimo de 4,800 de Consultora Estrella durante el tercer trimestre.

Melanie S. Abernathy	Dusty D. Blankenship	Bridgette R. Conley	Christy H. Dunn	Kathryn J. Gasior	Diann K. Hines	Breana L. Krausman
Janet Acevedo	Lauren N. Bloomer	Viodelda Contreras	Geanny Duran	Chatney Gelfius	Leslie A. Hinrichsen	Ann Kuehler
Lindsey D. Acker	Lynn A. Boatwright	Jeanne M. Cooper	Alisa E. Dutka	Alice R. George	Sandra W. Hinson	Theresa J. LaCesa
Kenia K. Acosta	Patty L. Bojan	Theresa M. Cooper	Patty M. Eades	Cecilia M. Gerstandt	Debbie A. Hocott	Rachel C. Lanclos
Maria Acosta	Rachel A. Bond	Vickie Cooper	Jamie A. Eaton	Gina D. Gilliland	Sandra Hoefft	Monica A. Land
Jan Adams	Terriann P. Bonfini	Kristi Copas	Gloria H. Ebere	Narvetta M. Gipson	Maggie P. Holley	Lezlie Lang
Rachel A. Adams	Eusebia Bonilla	Elvia Cordova	Kathy R. Ehlinger	Shara M. Gladden	Jennifer L.	Kathy L. Langley
Shirley R. Aga	Michelle M. Bonillas	Vanessa Correa	Judith H. Eicher	Randi S. Gleason	Hollingsworth	Idy Lanier
Elena Aguilar	Angela S. Boschen	Elvira Cortes	Elizabeth A. Elder	Sara Goetz	Gale D. Hollis	Nancy A. LaPlante
Flor D. Aguilar Quintero	Nicki Botsford	Abigail Cortez	Maria D. Elizondo	Sandy K. Gogel	Janet L. Holloway	Reba K. Lasater
Jessica Aguilera	Patty M. Bower	Gail L. Costello	Brittany D. Elkins	Ranee L. Gonzalez	Nikki A. Holonich	Karen M. Lavorata
Eulalia Aguirre Urquiza	Lisa L. Bradley	Roxy H. Coursey	Tina M. Ellender	Antonieta Gonzalez	Heartli J. Holston	Barb Layman
Daphne Ahearn	Magda S. Brady	Christy M. Cox	Charlene M. Elliott	Aracely Gonzalez	Kimberly D. Holtzclaw	Kristin M. Leavitt
Florence U. Alacar	Joyce Brandon	Ellen M. Cox	Erin T. Elliott	Marycruz Gonzalez	Gayle L. Hook	Kimberly R. Ledford
Jennifer L. Albertini	Angela P. Brannon	Rebecca W. Cox	Nina Elliott	Reyna Gonzalez	ReNee C. Hooker	Jill M. Lee
Maria R. Alcaine	Grace M. Braun	Jackie M. Craver	Danielle G. Ellis	Bridget Gooding	Katelyn Hooper	Dixie Leikach
Rebecca S. Allen	Shawna R. Brenden	Jeana M. Crenshaw	Kallie J. Ellsworth	Harriet L. Gooding	April D. Horlick	Merri Lenz-Lorensen
Kay Alleyne	Ruthie Bresette	Jeana Crews	Nancy J. Emans	Pamela S. Goodrich	Kimanne Hotra	Linda Leonard
Margaret Allison Reiser	Jo Ann M. Brookes	Alicia Crispin-mota	Uchechi A. Emeruwa	Susan E. Goodson	Stephanie C. House	Thompson
Lidia Almanza	Linda Brown	Karen L. Crownover	Silva Emiliani-Mowrey	Laura M. Gordon	Christina Howard	Margaret M. Leonelli
Yolanda Alvarez	Lori S. Brown	Heather Cruse	Karen E. English	Becky Goshorn	Stacie Howe	Reyna N. Lepe
Esther Amador	Missy Brown	Linda F. Cruz	Joni L. Ennis	Karolyn Gott	Mary Sharon Howell	Daphne Lewis
Sherri Ammons	Tammy Brown	Maria G. Cruz	Michelle L. Erickson	Janice Govin	Rosalva M. Huaman	Katrina Lewis
Elise Anders	Sharon V. Browning	Virginia Cruz	Martha J. Ernest	Briana F. Granger	Crystal C. Hubbard	Angel Lichy
Lyn Anderson	Tari R. Brownlee	Sandra P. Cruz de	Laura Escamilla	Bobbi Grimes-Davis	Christy Huber	Julie M. Limkeman
Sarah Anderson	Meara G. Buck	Melendez	Blanca E. Esparza Ortiz	Susan L. Grover	Joy S. Huffstutler	Lorraine M. Linnert
Beatrice I. Angelo	Margarita Bueno	Dulce M. Cuervo	Maria Espinosa	Rosaisela Guerrero	Cathy G. Huhta	Christine A. Listorti
Hashem	Rachael M. Bullock	Susan K. Cummings	Shaunah L. Esteves	Shasda I. Guier	Mya Hull	Leslie A. Little
Stephanie C. Arbaugh	Diana M. Buntin	Heather A. Daniel-Kent	Pasita Estrada	Karen Gummo Kirst	Becky D. Hunnicutt	Monica Lizarraga
Michelle M. Arellano	Joann Burton	Jackie Daughtrey-White	Shelia D. Evans	Jean E. Gunter	Criquette R. Hyde	Sheryl L. Lonsbury
Lissette Arroyo-Ortiz	Connie J. Bush	Elizabeth Davalos	Ronda Faber	Araceli Gutierrez	Karen M. Irwin	Maria E. Lopez
Laura C. Asseff	Marisol R. Bush	Stephanie R. Dawsey	Silvia Farias	Diana Gutierrez	Traci C. Irwin	Maria E. Lopez
Courtney L. Atwood	Magali Bustamante	Lesley Dawson	Heather C. Feiring	Joyce A. Gutierrez	Laurie Jackson	Mayela M. Lopez
Fidelia Avila	Bertha A. Caballero	Amy V. Dayton	Mariann Fenton	Maria L. Guzman	Yaneth A. Jaco	Karen Kay Loui
Georgia Awig	Clara S. Cagide	Alma D. De Dios	Stephanie N. Ferguson	Micaela Guzman	Maria Jacobo	Shirla J. Lovegren
Ashley A. Aziz	Willie J. Cain	Jerrilee de Geus	Paulina Fernandez	Grace E. Hackett	Kathryn L. Jacobs	Glenda E. Lowery
Annette Backhuus	Maria S. Calvillo	Abigail De Los Reyes	Christy M. Fetzter	Krista Hadi	September A. James	Trish Lucero
Clarita Bailey	Brenda Y. Camacho	Shirley Deal-Hodges	Julieta Fitz	Jenean R. Hammer-	Sheila W. James	Valerie A. Lucio-Polk
Gail A. Bailey	Martha Camacho	Barbara A. DeBruin	Karen J. Fitzgerald	Huber	Laine L. Jarvis	Angie M. Ludwig
Lisa R. Bailey	Guadalupe Caracheo	Jillaine M. DeGraw	Linda Kay Flagler	Emily K. Hammes	Amber J. Jennings	Cheryl Lueck
Maria M. Bailey	Ramona Carbajal	Amy M. Deitemeyer	Maricruz Flores	Cindy Hanrahan-Lewis	Elena Jimenez	Lindsay E. Lutton
Patty Bailey	Debra C. Cardenas	Ofelia Del Rio	Virginia Florez	Marie A. Harbord	Juanita A. Jimenez	Karlene A. Lyn
Laurie L. Baily	Tracie L. Carley	Guadalupe Delgado	Rita Flynn	Candi Hardin	Rosy Jimenez	Danette K. Lynch
Adryann Baldwin	Lara Carlyle	Ma Praxedis B. Delgado	Terrena K. Fogle	Lexi Harmon	Rosa Jimenez-Contreras	Kristen R. Maass
Karen Banks	Amelia Carrasco	Maria L. Delgado	Alejandra Fonseca	Lisa Anne Harmon	Carolyn G. Johnson	Kally A. Macias
Jennifer L. Barber	Margaret Carroll	Raul Delgado	Katherine E. Ford	S Harmon	Donna K. Johnson	Michelle A. Maki
LaRie Barfield	Laura L. Carter	Jinni N. Dempsey	Kristina A. Foreman	Donna L. Harms	Penny J. Johnson	Jamila Makini
Deanna Barnes	Mary L. Casada	Susana Deniz	Lisa Fox	Tonia M. Harris	Bonnie L. Jones	Isabel Maldonado
Kathi A. Barnes	Tammy S. Caswell	Gale H. Dennison	Athena Frangos-Pasley	Joslyne L. Hart	Kathryn M. Jones	Jan Maloney
Debra Barnett	Kimberly Cavarretta	Laura R. Denzler	Carolyn Franz	Rebecca A. Hawley	Nicole E. Jones	Tiffany M. Malt
Sue G. Barosh	Janice Cavolaski	Becky A. Dewese	Becky J. Frash	Betsy M. Hayes	Tina Jones	Sara Mangiaracina
Judy K. Barr	Lucia Cerrito	Milagro V. Diaz	Isabell Freeman-Elliott	Maria M. Hayes	Tracy W. Jones	Larra Margerum
Cindy M. Barrow	Liz A. Chester	Milagros Diaz	Melissa Frei	Judi L. Heacock	Carly S. Jordan	Nichole Mariakis
Marcia A. Basinger	Becky Christensen	Magdalena Diaz de Leon	Toni L. Frere	Sheryl L. Heagy	Angie M. Jorgensen	Eva Marin
Paulette L. Battaglia	Davies	Donna M. DiCesare	Casey D. Friedmeyer	Kylee J. Hebert	Megan E. Kalbach	Silvia Marin
Lisa V. Bauer	Deanna M. Cisneros	Deborah A. Dicho	Mary Fulkrod	Tamara K. Heckendorn	Buffi L. Kamery	Zorayda Marino
Maria Bautista	Esther Cisneros	Robyn Dietz	Cori D. Fuller	Shelby K. Heldt	Leslie S. Kane	Laurie M. Marte Bonilla
Regina Bautista	Caprise M. Clark	Tshanna C. Diggan	Janevelyn K. Gabriel	Cassandra L.	Rachel P. Kellogg	Caroline E. Martin
Nola Beckley	Maryann Clark-Durell	Austin Dillon	Maria D La L. Gabriel	Helterbride	Ancronetria Kelly	Elissa L. Martin
Yadira Belduma	Dee Clark-Riley	Angela I. Dingman	Cathy Gainey	Elsa Hernandez	Farhan Khan	K.T. M. Martin
Gloria Bello	Lee Clouse	Victoria E. Dixon	Kimberly D. Galindo	Enedelia Hernandez	Ashley Kidd-Olson	Adriana Martinez
Dagay Beney	Marilyn Coblentz	Amy D. Dopps	Alicia Galvan	Maria Hernandez	Mary Kilgore	Erika Martinez
Eva E. Berber	Stephanie L. Coker	Margaret M. Douglas	Denise M. Garcia	Marina Hernandez	Jenn Kirkham	Maria A. Martinez
Vicki L. Bergman	Tonya Colbert	Sherry Drysdale-	Maria G. Garcia	Cheryl A. Hersh-Palmieri	Mary-K Kirsch	Maria D. Martinez
Juanita Berumen	Laurie C. Cole	Schruth	Rubi Garcia	Linda Herskowitz	Shari M. Kirschner	Veronica Martinez
Anna C. Beucler	Irma Colima	Cledy D. Duarte	Skarleth A. Garcia	Jacquelynne M. Hess	Shanna M. Kocher-	Wenefrida S. Martinez
Mary Bierwagen	Cleta Colson-Eyre	Barrantes	Valeria Garcia	Pam Heston	Naccarato	Aide G. Martinez Charre
Jaime M. Bittner	Angela Concannon	Lisa Duffy	Veronica Garcia	Kerry E. Hiatt	Elizabeth A. Kramer	Linda F. Marvin
Tonya J. Blackburn	Frida Concepcion	Kimberly J. Duncan	Maria E. Garfias	Krea Hill	Mara L. Kramer	Lauren Maschner
Susie Blackshear	Jennifer L. Conger	Wilma Z. Dunias	Melissa Garner-Perez	Kristi H. Hill	Margaret L. Kramer	Gladys Masi

Pearl Stars, cont.

Wendy L. Masterson
Yadira Mata
Cintia M. Mateo
Haylee Mathis
Monica A. Mattson
Patti Maxwell
Cecelia McClelland
Janet McCluer
Kim L. McClure
Suanna McCulley
Kathy A. McDonald
Sherry McDonald
Monique N. McIntyre
Heather J. McKinney
Stacy A. McMahon
Jill McNair
Andrea J. Mead
Sarah M. Medin
Lora K. Meendering
Rachel Mega
Berta Mejorado
Danielle Melanson
Melissa J. Melbye
Luciana Mendez
Guadalupe Mendoza
Mercedes Mendoza de Pineda
Maria Mercedes
Norma C. Metzgar
Wendy Y. Meza
Johanna Michalewsky
Kathy A. Michels
Simona S. Mihai
Debbie Mikols
Adriana Miller
Dana L. Mills
Michelle Minor
Kay A. Mittelstadt
Elsa Molina
Juana Molina
Leonor Montanez
Margo L. Montgomery
Piedad Montiel Perez
Kanisha R. Moore
Robyn D. Moore
Toni Louise Moore
Toni W. Moore
Irma E. Morales
Bonnie G. Moravec
Tina M. Moreau-Jones
Gloria Moreno Medrano
Laura J. Morgan
Kathy Morris
Shannon M. Morris
Crystal Moudy
Reina Murcia

Melanie Murphy
Andrea M. Murray
Karla Murray
Teresa L. Myro
Melissa A. Napoli
Jeanie K. Navrkal
Nneka Ndefo
Carol Neat
Melissa Nelson
Lisa Nesbit
Kathy A. Nicholas
Penny M. Nielsen
Trudy D. Nikolas
Melissa Nix Gill
Emily C. Nonnemacher
Anastasia E. Nsa
Maria Nunez
Nkechi T. Nwabeke
Thessy N. Nwachukwu
Monica B. Nzegwu
Maureen O'Brien
Hooker
Jennifer A. O'Connell
Amber O'Neil Hui
Rosemary E. Obeki
Gina M. Ochoa
Chinazom Ogbonnaya
Cordelia Ogbonnaya
Meleah R. Oglesby
Blessing I. Ogu
Oluwakemi Ogunnoiki
Chidiebere G. Ojukwu
Edith N. Okafor
Chinyelu F. Okeke
Stella Okeke
Amaka M. Okpala
Carolina Olea
Maria Oliva
Anita Olivares
Lisa Olivares
Melissa S. Olivarez
Carminda Oliveros
Ana Laura Olivo
Ana Maria Olivo Angel
Santana Olivo angel
Edith C. Onuigbo
Vilma Ordenez
Elvia Orozco
Sara Ortega
Bettyann Ostertag
Cammy L. Otten
Mayra L. Owen
Tammie M. Page
Flory Palencia
Carmen Palomera
Karen Paluga-Larson

Kathleen Parker
Kathy H. Parker
Amy E. Parra
Susan Patchin
Arcelia T. Patino
Vanessa Patricelli
Tha D. Paw
Eileen A. Pelletier
Bridget S. Penberthy
Vicky Pennington
Adrienne M. Perez
Elsa R. Perez
Erika Perez
Luz A. Perez
Elizabeth Perez Aliseda
Autumn Phillips
Jennifer Phippin
Nancy W. Pierce
Patricia Pina
Yanci X. Pineda
Meredith T. Pintler
Zarahi Pioquinto
Carol Pittman
Joanne C. Plisco Reilly
Dorothy J. Plummer
Elida A. Polanco
Jesslyn Ponce-Dick
Jocelyn E. Pond
Tammy L. Pope
Julie B. Potts
Lisa D. Prescott
Luz Maria Puga
Rocio Puga
Sherri Quandel
Dee Dee M. Quinn
Isabel Ramirez
Maria D. Ramirez
Maria G. Ramirez
Mariella J. Ramirez
L. Isela Ramos
Primitiva Ramos
Lourdes Ramos Correa
Heidi L. Rea
Amanda Reed
Francine D. Reed
Judy Reeves
Maria Regalado
Pam Reilly
Michelle L. Reyes
Rosa E. Reyes
Marjorie A. Reyes Iainez
Ma Bertha Reyes-Tapia
Esmeralda Reynaga
Angie C. Reynolds
Leslie A. Reynolds
K.B. B. Ribelin

Ginger L. Rice
Karen J. Richey
Maria Rocio Rico
De Jacinto
Amber N. Riffin
Robin E. Riley Walsh
Kassadi C. Rinehart
Nubia Rios
Jeanie Ripley
Karla Rivera
Mona Rivero
Ryan A. Rives
Sam N. Rives
Johnnie M. Robertson
Amy Robinson
Rosa D. Rocha
Marisol Rodriguez
Rebeca Rodriguez
Rocio Rodriguez
Alejandra E. Rodriguez de Basilio
Julie Roebling
Robin S. Rohwer
Pamela J. Rolf
Christina V. Rolf
Patti Roll
Angel Rollyson
Robin G. Rolon
Adriana Romero
Tanya T. Rose
Velia Rubio
Denia Rubio Gasga
Carmen Ruby
Sharon Rucker
Tina A. Runkle
Kathleene Runnels
Colleen R. Russell
Joann Russell
Connie Ryder
Sahn C. Saelee
Ryan N. Saint-Blancard
Caryn Salapka
Korin L. Salas
Angelica Salgado
Soberanes
Terri J. Sampe-Johnston
Shaylyn Sampson
Maria G. Sanchez
Silvia Sanchez
Michelle L. Sanders
Denise M. Sandmann
Mary S. Sargent
Lisa M. Sarullo
Sheila L. Saucedo
Jennifer L. Savell
Cathi M. Saveri
Tammy A. Schamerhorn

Lauren E. Schifer
Carma J. Schmidtke
Carol A. Scholes
Diana L. Schriefer
Pamela K. Schulte
Jacque Schumacher
Nike A. Schwarz
Robin Scrivana
Becky J. Seim
Judy Seliga-Punyko
Ana L. Sendir
Susie J. Serio
Georgette Shahin
Lori Sharpe
Susan D. Shaw
Faye Shaw Jenkins
Susan J. Shelton
Amber N. Shields
Maureen Shipp
Sunita Shivi
Michelle L. Sidari
Maria P. Silva
Stephanie B. Silver
Debra J. Sims
Maribeth H. Singer
Joy C. Sinner
Gretchen L. Sirney
Elaine M. Skibitski
Stephanie M. Skidmore
Debi M. Skinner
Kimberly Skinner
Phoebe Skinner
Rosario Slate
Julie Smith
Traci A. Smith
Taryn J. Sneed
Concepcion Solis
Erika M. Solis
MinDee M. Sommerla
Li Fang Song
Milbella Sosa
Nicole Sotillo
Rebecca L. Spaeth
Pamela J. Sparks
Angela S. Springer
Meg Springer
Chick Stamschror
Lydia C. Stang
Arisa J. Stein
Allyson M. Steinberg
Teresa F. Stewart
Susie Stojanovski
Marcia J. Strasburg
Julie D. Street
Connie M. Streubel
Amy K. Stute

Linda S. Szigety
Paulette Talley
Alexa Tarby
Sarah Tatem
Francine M. Taylor
Gina C. Taylor
Kay A. Teeter
Hilda A. Tejada
De Ferreyra
Erin Telerander
Cindy Templeton
Amy Tharp
Rhiannon A. Then
Terry Thole
Hope M. Thompson
Calli J. Thorne
Rosaura Tomas Aparcio
Graciela Torres
Adelina Toscano
Norma A. Tovar-Hernandez
Emily M. Tran
Linda Tribble
Terri Troyer
Gina F. Tucker
Lauren A. Turner
Sheena M. Turner
Jordan Twilley
Kelechi Uduhiri
Debra A. Urbach
Lourdes D. Urgiles
Katelyn Utley
Belinda Valdez
Rubi Valdez
Soraida Valdez
Kellee L. Valerio
Ana L. Valladolid
Mayra Valpuesta
Christine L. VanAckeren
Monica L. Vanzo
Rosa E. Vaquerano
Ivon C. Vargas
Nicole Vasilas
Meredith M. Vasquez
Olga B. Vaughan
Hannah H. Vaught
Tammy A. Vavala
Alba Vega
Christina Velazquez
Margarita Velez
Lorena Vicario
Rosalba Villasenor
Maria E. Villela
Elizabeth A. Viola
Natalie Vogler
Melanie S. Wagner

Nanette Wagner
Rachel K. Wahle
Dawn Waldmann
Dawn L. Walker
Gloria C. Walker
Jamie Walker
Megan M. Walker
Lucille Wallace
Leanne Walls
Jeannie M. Warnke
Deidra Warren
Karen G. Warzecha
Laura L. Waters Vazquez
Elayne J. Watson
Crista E. Welch
Ann C. Wells
Michelle West
Nicole West
Stina M. Whalen
Jessica K. Whilvi
MaryBeth White
Karen D. White-Chiles
Liz Whitehouse
Margi Whitworth
Sala Wilkinson Love
Vickie A. Willey
Graceanne S. Williams
Jessica L. Williams
Samantha E. Williams
Kathy Williams Oeder
Molly A. Williamson
Kirsti N. Wilmon
Teriegh A. Wilson
Kristen M. Wimer
Jessica Winter
Lorri E. Woehrl
Shay Wood
Sandy D. Workman
Frances R. Wright
Sarah H. Wuertz
Jane Wyatt
Autumn C. Yebernetsky
Joanne C. York
Peggy Young
Terri L. Young
Dionysia Young-Wilson
Patricia E. Yousef
Marnie R. Yunger
Elisa Zapata
Pamela B. Zeiler
Brandi Zenzel
Emily Zimmer
Chrystine M. Zinnecker



YOU HAVE A WEALTH OF INFLUENCE, AND EVERYONE YOU MEET FORMS AN IMPRESSION OF YOU BY YOUR WORDS AND ACTIONS – MAKE THE GOLDEN RULE YOUR WAY OF LIFE. / TIENES UNA GRAN INFLUENCIA Y TODAS LAS PERSONAS QUE CONOZCAS TENDRÁN UNA IMPRESIÓN DE TI POR TUS PALABRAS Y ACCIONES; CONVIERTE LA REGLA DE ORO EN TU FORMA DE VIVIR.

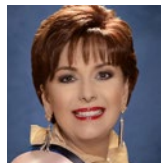


Mary Kay

CADILLAC QUALIFIERS CALIFICADAS DEL CADILLAC

September/Septiembre 2019

Independent Sales Directors earning the use of a pink Cadillac during the third quarter. Find Cadillac qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure"/Directoras de Ventas Independientes que se ganaron el uso del Cadillac rosado durante el tercer trimestre. Los requisitos de calificación para el Cadillac los encuentras en *Mary Kay InTouch*®, bajo "Recursos", "Publicaciones" y el "Folleto Avance".



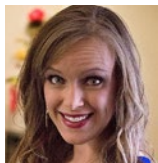
Melanie S. Abernathy
Mount Holly, NC



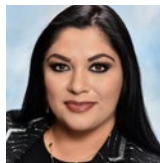
Karen L. Crownover
Granbury, TX



Mary Dell
Dallas



Candace L. Doverspike
Colorado Springs, CO



Rubi Garcia
Mission, TX



Amy Kitrell
Ashland, NE



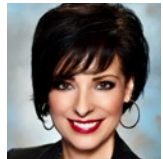
Lori Langan
Norfolk, NE



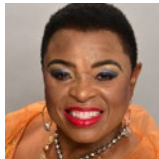
Wendy Masterson
Guthrie, TX



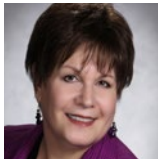
Juana Molina
Paramount, CA



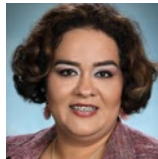
Melissa Nix
Tyler, TX



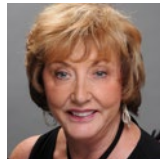
Thessy Nwachukwu
Houston



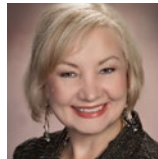
Barbara Pleet
Ogdensburg, NY



Elida A. Polanco
Whittier, CA



Judie Roman
Denver



Becky J. Seim
Scherverville, IN



Amy Stokes
Knoxville, TN



Jana L. Strunk
Manhattan, KS



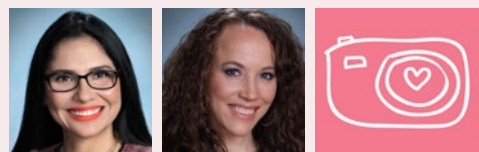
Not pictured:/Sin foto: *Tiffany Malt, Seabrook, TX.*

Calling all Independent Sales Directors

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

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

Examples:



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

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

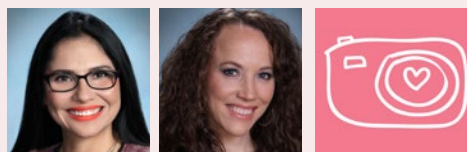
They can add: "I, [fill in name], confirm that I am the original photographer of the attached image of [fill in name] and the sole and rightful owner of all rights, including the copyright, in the image. I hereby grant Mary Kay Inc. the royalty-free perpetual worldwide transferable right to use and reproduce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

Un llamado Directoras de Ventas Independientes

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

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

Ejemplos:



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

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

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



Go-Give® Award



Mary Kay Ash said, “The *Go-Give® Award* is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future.” These January award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



EMERALD

Lisa Mahoney

Independent Sales Director

Began Mary Kay Business
February 2010

Sales Director Debut
December 2010

Offspring one first-line

National Sales Director
Mary Kay National Area

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

Personal Lives in Troy, N.Y. Husband, Tom; daughter, Emma

“I am motivated to help others because this opportunity and the Go-Give spirit have inspired hope in me! Hope has become my reason, and it is my mission to pass it on and empower everyone I meet.”

Independent Beauty Consultant Marisa Multari of Albany, N.Y., says, “Her Go-Give Spirit shines through each of us. She always goes above and beyond to let each of us know how special and vital we are to the unit. Daily, Lisa encourages, empowers, motivates and believes in us even on days we may not believe in ourselves. I am certain that Mary Kay Ash smiles down every day for Lisa's amazing Go-Give Spirit!”



DIAMOND

Joni Cool

Independent Sales Director

Began Mary Kay Business
August 2008

Sales Director Debut
November 2009

National Sales Director
Dawn Dunn

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

Personal Lives in Harrisburg, Pa. Husband, Matthew; sons: Cooper, Parker, Camden

“I am motivated to help others because servant leadership is embedded in me. It brings me no greater joy than to help others find their own success stories, and confidence and to realize their dreams, all while fulfilling their God-given potential. So many have helped me in a multitude of ways. I am committed to passing on and keeping alive the Golden Rule and Go-Give legacies.”

Independent Senior National Sales Director Dawn Dunn says, “She is a brilliant and caring individual who GIVES so much to her customers, the Mary Kay world of Beauty Consultants, and Sales Directors, and SHARES ideas without hesitation. She stands as a great example of Mary Kay Go-Give in her community.”



RUBY

Denise Roberts

Independent Senior Sales Director

Began Mary Kay Business
October 1996

Sales Director Debut
September 2000

Offspring one first-line

National Sales Director
Patty Olson

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

Personal Lives in Albuquerque, N.M. Husband Jerry; sons: Jerrod, Chance

“I am motivated to help others because of the desire to continue the legacy leadership that was instilled in me by my National Sales Director Emeritus Jan Harris, who was taught by Mary Kay Ash!”

Independent National Sales Director Patty Olson says, “Denise epitomizes loyalty to Mary Kay's ideals, our National Area, and to all the Beauty Consultants in her local area of Albuquerque, New Mexico. Mary Kay Ash would be proud of the way Denise perpetuates the philosophy of Go-Give leadership that she designed into our Company!”



SAPPHIRE

Stacy Steele

Independent Sales Director

Began Mary Kay Business
August 2001

Sales Director Debut
January 2004

National Sales Director
Mary Kay National Area

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

Personal Lives in Grand Rapids, Mich.

“I am motivated to help others because I believe in the Golden Rule — Do unto others as you want done unto you, and everything good will come back to you.”

Independent Beauty Consultant Sharlynn Ziolkowski of Glendale, Ariz., says, “Stacy has the true Go-Give Spirit and treats her adoptees in the same manner as her own team members. She welcomed me, has included me in meetings, has entrusted me with the care and housing of others in her prior NSD's area, and is now helping me train my team. She needs and wants to see women succeed.”

Winter Wonders

These Independent Sales Directors share their best winter **business-boosters** plus favorite **winter weather products**.



CHALLENGE YOURSELF!

**INDEPENDENT SALES DIRECTOR
CHELSEY DEBRUIN-COLBERT,
QUEEN CREEK, ARIZ.**

January can be one of the greatest months if you market it correctly. Everyone wants to start fresh, and most women have spent the last few months

thinking about everyone else. Now they're ready to take a moment for themselves to feel relaxed, refreshed and renewed! The greatest thing to focus on is what makes YOU excited – that's when your enthusiasm is most contagious! I offer hostess incentives and share that I've challenged myself to have my most productive January ever. I hold as many parties as I can – like Mary Kay Ash's 10-Show Week. Most want to help, and it's a fun way to start the new year!

MY GO-TO PRODUCTS: When I lived in Iowa, my top sellers were to counteract dry skin from long winter months plus adjusting foundation shades. Now I live in a warmer climate, and my top sellers are those with **SPF** like **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15*** plus **TimeWise® Tone-Correcting Serum**. And for dry, desert life, **Mary Kay Naturally™ Nourishing Oil** will be a staple all year.



*Over-the-counter drug product

WHAT ARE YOUR GO-TO PRODUCTS?

Share your favorites at parties or via social media.



PARTY TIME

**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR
SHELLY SMITH, STANWOOD, MICH.**

January is one of my favorite months to book new appointments! With party ideas like, 'New look for the new year,' or 'spent too much on the kids for

Christmas,' customers enjoy a pampering party just for them. I'll hold drawings and offer hostess specials where everyone wins something. It might be a free product, a discount on a shopping spree or a customized eye look when they have five friends over to try new shades. I change it up and make it fun!

MY GO-TO PRODUCTS: The *Skinvigate Sonic™*

Skin Care System along with *Satin Lips®*, *Satin Hands®* and *Satin Body®*, *Mary Kay® Extra Emollient Night Cream* and *Mary Kay® Oil-Free Hydrating Gel* have become top-selling products during cold, snowy months.



FITNESS FOCUS

**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR SHAUNA
ABBOTTS, COLORADO SPRINGS, COLO.**

I find new faces at gyms and health-focused retail stores since many focus on their health in January. I work with the store to do a customer appreciation



event. I hand out samples of the **Clear Proof® Deep-Cleansing Charcoal Mask** and collect contact information when they enter to win a full-size tube. Then, I follow up to book multimasking pampering sessions.

MY GO-TO PRODUCTS: Colorado is dry ALL the time but even more so in January. My absolute favorite winter 'fix-my-face' special is the **TimeWise Repair® Revealing Radiance® Facial Peel** followed immediately by the **TimeWise® Moisture Renewing Gel Mask!** The peel helps remove all that dead skin, and then the skin drinks in the hydration from the mask. This combo is a winter game-changer!



Beauty Boot Camp

It's a new calendar year, but it's the halfway point of the Seminar year! Need to get your business in shape? These Independent Sales Directors share what they do to stay strong.



NOTHING HAPPENS 'TIL YOU SELL SOMETHING!
INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR **MARGARITA ELISEA, FEDERAL WAY, WASH.**

We invite our customers to **spa sessions** to relax and enjoy some 'me time.' We offer face and fragrance spas. **Face**

spas allow them to experience our great masks. **Fragrance spas** allow them to try different fragrances, and we explain the versatility based on mood or occasion. Overall, they enjoy the relaxation and our amazing products.

Open houses work well – not just during the holidays but with the **launch of every new product quarter**. We hold open houses to **showcase all the new products for our customers to try**. It's fun, and they love being in-the-know with all that's new each quarter.

Fun sales challenges! We hold unit sales challenges. For example, I'll challenge my unit to sell 14 lip glosses or lipsticks in one week. I divide the unit into teams. And we celebrate with pizza and prizes.



REACH FOR THE STARS!
INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR
GALE DENNISON, NEWARK, OHIO

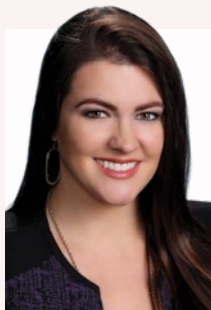
\$600 monthly orders lead to the [You Can Do It! Challenge](#) jewelry prizes. It's like getting a beautiful birthday gift each month. I get compliments on the jewelry

from my customers and others, which is a perfect conversation-starter! Earning that monthly prize also keeps me on track to be a **Star Consultant**.

My family and I pull the new **Star Consultant poster** out of my Buzz Kit every quarter. We get so excited to see the prizes and choose together. It sets the tone for my goals that quarter! One of my favorite prizes is a gorgeous Trina Turk bag just for me. I get so many compliments, and that allows me to chat with women everywhere. Plus, I feel like a million bucks when I carry it!



Being a [Star Consultant](#) gives you an edge because you have **early ordering privileges** that allow you to get new products to your customers before anyone else. It sets you up for that **Golden Rule customer service** and keeps customers engaged and coming back for more!



STAY THE COURSE!
INDEPENDENT SENIOR SALES
DIRECTOR CHELSEA ALTMAN,
WILMINGTON, N.C.

I keep my goals in front of me – literally. Ever since I was 16 years old, I've made vision boards for every goal, and it works! I put them all over my house, in my car,

in my notebooks. And I talk about them. **If you know me, you know my goal!** I also break down the goal and map out what I need to do daily, weekly, monthly, quarterly and by the next Mary Kay event.

It makes the goals **more attainable** and **gives you wins** along the way. I think it's a part of life to experience valleys along peaks. What I love about this business is that **everything can change in an instant**. It's the power of one! One phone call ... one booking ... one party ... one sale ... one new team member ... can change everything! Booking is truly the lifeline of our business, and it has kept my business on track all along the way.

you can

do it

JULY 1, 2019 – JUNE 30, 2020

"Our Company was built on the foundation of the Golden Rule. I hope that you will honor me by keeping that Golden Rule bright and shiny. That and our philosophy of God first, family second and career third has made our Company different from every other company in the world. I want you to observe the Golden Rule in everything that you do. Remember that everyone needs to feel important."

– Mary Kay Ash



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

DEC. 1-31

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

JULY 1 – DEC. 31, 2019

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



*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.

Skin-Savers

Help your customer say goodbye to the winter blues with much needed skin-saving solutions.

PROBLEM:

**HER EYES
LOOK TIRED.**

SOLUTIONS:

- **MARYKAY® HYDROGEL EYE PATCHES (PK./30 PAIRS), \$40**

Perk up tired eyes with these instantly reviving gels that give a **burst of hydration**.



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

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

- **TIMEWISE REPAIR® VOLU-FIRM® EYE RENEWAL CREAM, \$42**

Formulated with the *Volu-Firm®* Complex that can help skin hold on to precious moisture, this rich, eye cream not only immediately **doubles skin hydration** but also keeps **skin moisture levels significantly elevated** even after 12 hours!





PROBLEM:

HER LIPS ARE CHAPPED.

SOLUTION:

• **SATIN LIPS® SET, \$22**

Formulated with nourishing shea butter and the fresh flavor of white tea and citrus, these products leave dry, chapped lips behind, delivering moisturizing bliss in two easy steps.

- **SHEA SUGAR SCRUB** exfoliates with natural sugar crystals.
- **SHEA BUTTER BALM** leaves lips feeling satiny smooth and deeply moisturized.



PROBLEM:

HER SKIN FEELS DRY AND FLAKY.

SOLUTIONS:

• **TIMEWISE® MICRODERMABRASION REFINE, \$32**

An advanced exfoliator using key exfoliating ingredients used by dermatologists to

immediately energize skin by effectively removing dead skin cells from inside and around the edges of pores.

• **TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65**

Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed.



PROBLEM:

HER FACE LOOKS DULL AND DRY.

SOLUTIONS:

• **TIMEWISE® MOISTURE RENEWING GEL MASK, \$22**

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

• **MARYKAY® INTENSE MOISTURIZING CREAM, \$32**

Luxurious cream for dry skin infuses skin with a boost of intense moisture. Leaves skin looking immediately more radiant and feeling unbelievably soft and smooth, and hydrated for up to 10 hours. Apply after your regular moisturizer as needed.





PROBLEM:

HER SKIN IS DRY - FROM HER HEAD TO HER TOES!

SOLUTIONS:

- **MARYKAYNATURALLY™** features quality, effective and naturally derived* products that are right in step with your daily routine.
 - **MOISTURIZING STICK, \$28**
Targeted solution that leaves skin feeling moisturized and conditioned to help relieve dry areas and to help soften rough patches.
 - **NOURISHING OIL, \$48**
Quick-absorbing oil that leaves skin feeling hydrated and looking revitalized.
- **MARYKAY® EXTRA EMOLIENT NIGHT CREAM, \$15** Used at night, helps maintain the natural moisture of the skin and replenishes hydration in dry areas.
- **MINT BLISS™ ENERGIZING LOTION FOR FEET & LEGS, \$11** Cool mint formula that helps tired feet and legs feel revived.
- **SATIN BODY®**
 - **REVITALIZING SHEA SCRUB, \$18**
 - **INDULGENT SHEA WASH, \$18**
 - **SILKENING SHEA LOTION, \$18**

*At least 90% of ingredients are derived from natural sources processed in allowance with third-party standards – currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients. For more information, go to marykay.com/naturally.

GET THAT Glow!

SKINVIGORATE SONIC™ SKIN CARE SYSTEM

Sonic technology provides rapid **back-and-forth vibrations** that gently lift away pore-clogging impurities. Moving at a rate of more than **12,000 times per minute**, the sonic oscillations quickly work to **remove four times more dirt, oil, impurities, makeup and pollutants** than hand-cleansing alone.†

KEY FEATURES

- Three speeds allow you to customize your cleanse.
- 60-second auto-shutoff keeps your routine consistent.
- Rechargeable battery with USB cord means no searching for replacement batteries.
- Safely go from sink to shower, thanks to IPX7 waterproof standard.*

SKINVIGORATE SONIC™ SKIN CARE SYSTEM

- Device, one facial cleansing brush head, USB cord for charging, \$75
- Additional facial cleansing brush heads, \$20, pk./2.

Use the **cleansing brush** with your favorite **Mary Kay® cleanser** for 60 seconds, twice a day:

- Forehead 15 sec.
- Nose + Chin 15 sec.
- Cheeks 15 sec. each



SKINVIGORATE SONIC™ FACIAL MASSAGE HEAD, \$25, PK./1

Your customers can use the **facial massage head** with **Mary Kay Naturally™ Nourishing Oil, \$48**, or their favorite **Mary Kay® serum:****

- **TIMEWISE® PORE MINIMIZER, \$27**
Provides a defense against the look of enlarged pores.
- **TIMEWISE® TONE-CORRECTING SERUM, \$45**
The appearance of past damage, skin discoloration, hyperpigmentation, dark spots and freckles are all helped with daily use.
- **TIMEWISE REPLENISHING SERUM+C®, \$56**
Antioxidant-rich serum powered by a potent blend of multiple botanical extracts known for their high levels of vitamin C, which can help protect skin against free-radical damage that can impact skin firmness and definition.
- **TIMEWISE REPAIR® VOLU-FIRM® ADVANCED LIFTING SERUM, \$70**
Clinically shown to visibly lift skin and reduce the look of deep lines and wrinkles.

All prices are suggested retail.

†Results based on a one-day independent clinical study during which 21 women used cleanser with the SkinVigorate Sonic™ Skin Care System and SkinVigorate Sonic™ Facial Cleansing Brush Head for 15 seconds.

*Fully submerging device in water is not recommended.

**The device was not designed to be paired with acne or sunscreen products.

MARY KAY®

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MARY KAY
**CAREER
CONFERENCE**
2020

2020 Vision

NEW
SPANISH
INTERPRETATION
SITES ADDED!



Whether you're new to Mary Kay or you've been in business for a while, [Career Conference](#) can help you **see your path more clearly and focus on how to achieve your goals.**

ROAD TRIP! We're coming to a city near you, so gather your sister independent sales force members for a weekend of fun, education and recognition!

WEEK 1: MARCH 20-21
REGISTRATION OPENS JAN. 28!

- Atlantic City, NJ 1
- Baltimore, MD
- Bellevue, WA*
- ChampionsGate, FL**
- Cincinnati, OH
- Colorado Springs, CO*
- Hartford, CT*
- Irving, TX*
- Minneapolis, MN
- Novi, MI
- Phoenix, AZ*
- San Marcos, TX*
- Virginia Beach, VA

MARCH 22-23

- Atlantic City, NJ 2**

WEEK 2: MARCH 27-28
REGISTRATION OPENS JAN. 29!

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

*Spanish Interpretation

**Spanish Only

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