

JULY 2008

Applause®

MARY KAY®
Enriching Women's LivesSM

Unleash More Fun:

Mary Kay® Mineral
Eye Colors and
Mineral Cheek
Colors Arrive



Pump Up
Your Parties
With Colorful Ideas

See What's on TV
This Summer!

Embrace Your
Go-Give® Spirit:
Anne Newbury
Leads the Way

get it free

WITH YOUR ORDER

JUNE 16 - JULY 15, 2008

Mary Kay® Deo Body Spritzer in Lotus & Bamboo

Suggested use: This light, refreshing spritzer includes a deodorizing element that helps neutralize odors on contact. You can tell customers how the clean, crisp scent of Lotus & Bamboo lifts your spirits any time, day or night. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Mary Kay® Mineral Eye Color and Mineral Cheek Color Samplers

Suggested use: Introduce new Mary Kay® mineral color formulas with samplers of Mary Kay® Mineral Eye Color in Steel and Mineral Cheek Color in Cherry Blossom. Each shade comes in a sheet of 18 with sticky adhesive backing (so you can place them on your business cards). A full sheet of each sampler is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

Suggested use: This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product not included.

For more details on BizBuilders bonuses, see Page 27.



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Mary Kay® TV Ads Get Colorful

Tune in this summer to see new Mary Kay® ads on TV. Here's a preview of what's coming and how it can help shape your business goals this summer.

hot color is here

Welcome new color! Now that all the Mary Kay® Mineral Eye Colors and Mary Kay® Mineral Cheek Colors have arrived, your customers have 16 million different combinations for the new Mary Kay® Compact. Talk about unlimited choices! The high-impact, mineral-based formulas are bound to have your color sales soaring this summer. Add in a new “look” to *The Look* and more ways to introduce color, and you have the potential for an amazing new Seminar year.

page 2

Minerals Go Glam

New Mary Kay® Mineral Eye Color and Mineral Cheek Color offer vast options for gorgeous color looks. These colors are hot!



page 11

Hold a Color Party

Introduce new color with trendy new party ideas. Simple, quick and loads of fun for everyone who attends!



eye-opening color that's fun and vibrant

With a total of 21* new shades and seven returning favorites that are better than ever, eyes have never looked so good.

NEW! Shades to Love



*Chocolate Kiss, Granite, Honey Spice, Navy Blue, Sienna and Sweet Cream prelaunched in March 2008.

Returning Favorites



Eye-Popping Benefits

With these great benefits, eye color is more beautiful than ever.

- Intense color in one sweep
- Fade-resistant
- Crease-resistant
- Provides long-lasting wear
- Contains vitamins A, C and E to help protect against wrinkle-causing free radicals
- Weightless/lightweight texture
- Applies smoothly and evenly
- Clinically tested for skin irritancy and allergy
- Suitable for sensitive eyes
- Suitable for contact lens wearers

Eliminate the Guesswork

Help your customers select a perfect new eye color with this handy chart.

If your customer loved ...	She may like to try ...
Bamboo	Silky Caramel
Blue Moon	Blue Metal or Denim Frost
Copper Beach	Honey Spice
Cotton Candy	Precious Pink and Blue Metal
Cranberry Ice	Raisin
Currant Craze	Sweet Plum
Double Espresso	Espresso and Raisin
Fig	Dusty Lilac and Iris
Gold Leaf	Amber Blaze
Goldenrod	Amber Blaze
Java	Hazelnut and Granite
Jungle	Lemongrass and Golden Olive
Lagoon	Blue Metal and Navy Blue
Lucky Penny	Chocolate Kiss or Amber Blaze
Onyx	Steel and Coal
Periwinkle	Iris
Rainforest	Ivy Garden
Rose Mist	Precious Pink
Safari Sunset	Honey Spice and Amber Blaze
Sheer Pink	Sweet Pink
Storm	Coal
Sugarplum	Dusty Lilac
Tooti Fruiti	Precious Pink and Honey Spice
Tropical Sun	Silky Caramel
Virtual Violet	Sweet Plum
Whipped Cocoa	Hazelnut
White Sand	Sweet Cream
Woodland	Sienna

Please note MK Signature® Eye Color in Jade has no direct replacement.

Price is suggested retail.

Perfect Personality

They're vibrant, diverse and full of personality. From completely matte to shimmery, Mary Kay® Mineral Eye Colors offer long-lasting, fade-resistant shades that look gorgeous *on all skin tones*. They'll give you intense, crease-resistant color in a single swipe, and because they're easy-going, they blend well. Customers can choose smart shades that empower them professionally for the perfect day look. Then, for evening, select a different mix of fun-loving, head-turning shades. No matter which shades customers choose, all were created to make them look and feel like the brightest, most gorgeous girls in the room. Sounds like the perfect circle of friends! **\$6.50 each**





discover radiant color at first blush

With nine* new shades and one returning favorite that's even better than ever, cheeks have something to blush about!

Just Cheeky

Mary Kay® Mineral Cheek Color is so versatile that no matter what your customer's skin tone, she can start with a natural glow and then build color as she likes it. From the lightest ivory to the deepest ebony skin tones, there's something for everyone. Choose from a wide range of fade-resistant, true-color shades that blend easily. From matte to pearl, these shades look radiant on everyone.

\$10 each

Shades for Everyone

New! Berry Brown (Matte)

New! Cinnamon Stick (Matte)

New! Sparkling Cider (Pearl)

New! Bold Berry (Pearl)

New! Pink Petals (Matte)

New! Strawberry Cream (Pearl)

New! Golden Copper* (Pearl)

New! Cherry Blossom (Matte)

Sunny Spice (Matte)

New! Shy Blush* (Pearl)

*Golden Copper and Shy Blush prelaunched in March 2008.
Product price is suggested retail.

More Benefits to Share

Give your customers even more reasons to love cheek color.

- Fade-resistant, long-lasting wear
- Contains vitamins A, C and E to help protect against wrinkle-causing free radicals
- Does not settle into fine lines or wrinkles
- Weightless/lightweight texture
- Feels silky
- Applies smoothly, easily and evenly
- Suitable for sensitive skin
- Clinically tested for skin irritancy and allergy
- Non-comedogenic

Find a New Shade

You can use this chart to help your customers select a perfect new cheek color.

If your customer loved ...

She may like to try ...

Apricot Breeze

Shy Blush

Brick

Cinnamon Stick

Bronze Sands

Sparkling Cider Cheek Color or
Sandstone Mineral Bronzing Powder

Desert Bloom

Cherry Blossom

Gold Canyon

Berry Brown and Golden Copper

Island Spice

Shy Blush

Mocha Blush

Cherry Blossom

If your customer loved ...

She may like to try ...

Orchid

Strawberry Cream

Pink Flamingo

Pink Petals

Pink Meringue

Sunny Spice

Pink Sapphire

Strawberry Cream

Plum Dazzle

Bold Berry

Santa Fe Sun

Golden Copper and Sparkling Cider

Sunny Spice

Sunny Spice

Samplers Are Your Selling Friends!

New Mary Kay® Mineral Eye Color and Mineral Cheek Color Samplers in each shade are available in sheets of 18 for \$1.25. And for this quarter only, you can purchase them in bundle packs on Section 2 of the Consultant order form – sheets of each eye color (28 shades) for \$35 or sheets of each cheek color (10 shades) for \$12.50. Backed with adhesive, you can stick them on business cards, copies of *The Look*, thank-you notes and more for quick, convenient sampling opportunities. Or insert them in the *Sample Anything!* card with other color samplers to present a complete color look to your customers.

two new color cards to share

Featuring our new Mary Kay® mineral color, the Chocolates and Neutrals Color Cards join the already popular Tawnies and Berries for even more sampling opportunities. A professional makeup artist created each look to include everyday, easy-to-wear shades perfect for everyone. And with a Mary Kay® Color Card for both, sampling is simple! You'll want to note that the Chocolates look is called the Color 101 *Golden Glow* Look and the Neutrals look is called the Color 101 *Pastel Palette* Look in the Summer 2008 issue of *The Look* and on the June 16 Consultant order form. Since the products featured are the same, you can use the Chocolates and Neutrals Color Cards for sampling and selling opportunities. You'll also notice that *The Look* features two more quarterly trend looks, the Color 101 *Rich Lips* Look and the Color 101 *Sheer & Natural* Look, both available on the June 16 Consultant order form. Color Cards are not available for these two looks, but you can use individual samplers and the *Sample Anything!* card to showcase these looks to your customers.



Neutrals (Color 101 *Pastel Palette*)

Mary Kay® Mineral Eye Colors in Silky Caramel, Precious Pink and Iris
Mary Kay® Mineral Cheek Color in Strawberry Cream
Mary Kay® Creme Lipstick in Tanned
Applicators: Compact Cheek Brush and Eye Applicators, pk./two
Also includes: Amethyst eyeliner, Pink lip liner, Pink Diamonds lip gloss, Black Ultimate Mascara™ plus the Mary Kay® Compact

\$113.50



Chocolates (Color 101 *Golden Glow*)

Mary Kay® Mineral Eye Colors in Moonstone, Hazelnut and Ivy Garden
Mary Kay® Mineral Cheek Color in Sparkling Cider
Mary Kay® Creme Lipstick in Amber Glow
Applicators: Compact Cheek Brush and Eye Applicators, pk./two
Also includes: Deep Brown eyeliner, Dusty Pink lip liner, Sweet Raisin lip gloss, Black Ultimate Mascara™ plus the Mary Kay® Compact

\$113.50

Pocket Pals

All four Color Cards – available in Tawnies, Berries, Chocolates and Neutrals – help you introduce these Color 101 Looks anytime, anywhere! Each tri-fold card includes samplers of three eye colors, one cheek color and one lipstick shade with application tips. Simply insert your business card in the space provided and share!

Product prices are suggested retail.

Pack of five, **\$150**



motivate your hostesses

Hostesses have even more great incentives this quarter for inviting guests to a class or party (with \$200 in total sales and one booking).

Store Jewelry in Style

Hostesses will be delighted to store their “bling bling” in the beautiful new hanging Jewelry Wardrobe Organizer hostess gift. This 31 ½" x 18" black quilted organizer features a total of 45 pockets – 21 on the front panel and 24 on the back panel – to hold every accessory imaginable! Small, medium and large pockets fit everything from necklaces to pins, and a specially designed section holds up to eight pairs of earrings. The organizer is perfect for in-home storage in a closet or on a hook. Simply fold the top flap over a sturdy clothes hanger (not included) for easy hanging. **\$10 each**

New Hostess Materials to Share

Help excite hostesses with a redesigned hostess brochure and Class/Party postcard available June 16 on Section 2 of the Consultant order form. The colorful new brochure features fun party options and rewards, while the coordinating postcard can serve as an invitation or reminder. The brochure is now \$3 for a pack of 10, and the postcard (pk./20 for \$1) replaces the Skin Care Class Reminder postcard. You'll also find new hostess party ideas and suggestions on the Mary Kay InTouch® Web site. Go to “Education,” then “Hostess Program.”

Great Choices

Why not consider offering hostesses the ultrachic Quilted Cosmetic Bag Trio (\$13 per set) as an alternative gift? This gorgeous set includes large, medium and small bags with pink lining and zipper pulls. Plus, the lighted Hostess Magnifying Mirror (\$13) is a great option for anyone. Both are available as regular-line items on Section 2 of the Consultant order form.

start spreading some colorful news

New color is here, and you want your customers to know all about it. With these tools, your customers can have fun experimenting with new Mary Kay® mineral color and discovering the millions of colorful combinations they can choose.

Send MKeCards® and the July *Beaut-e-News*™

Introduce new color with these tools that are chock full of news, colorful graphics, links to your Mary Kay® Personal Web Site and more for experimenting with new color! Perfect for customers who purchase often and those who prefer to receive e-mail over any other form of contact.

As you begin to talk about new color, now's a great time to make sure your customers have "opted in" to receive e-mails, such as MKeCards® and *Beaut-e-News*™, from you. To check, simply open your Customer List in myCustomers®. Next, open each customer file and scroll down to "Customer Preferences" to see if your customer has selected to receive e-mails. If she hasn't, you may want to contact her personally to explain the opt-in process. Here's a suggested dialog:

"Hi, Jane. I'd love to keep you up to date by e-mail on all the exciting new color products available — and send fun birthday greetings too. If you would like to receive these e-mails, you can go to my Mary Kay® Personal Web Site and either register as a new customer or log in to your current account. There you can update your preferences and choose to receive e-mails sent directly from me. This way, I can offer you the best service possible."

Once a customer has opted in, be sure you schedule MKeCards® and *Beaut-e-News*™ to be sent. Use the Mary Kay® Personal Web Site Manager on Mary Kay InTouch® to do so.

How to Get 45 Customers? Use Samplers!

How can you achieve the *45 Customers in 45 Days* Challenge by June 30? Start by sharing some new color! You can use one of the four new Color Cards to present a look, or, with samplers for all Mary Kay® Mineral Eye Colors and Mineral Cheek Colors



now available, the possibilities for great color looks are endless. (Look for limited-edition bundle packs on Section 2 of the Consultant order form.) You can

tuck an eye color, cheek color and lipstick sampler — in fact, an entire color look — into the *Sample Anything!* card to spur excitement. And why not add some skin care samplers while you're at it? Independent

Sales Directors and Independent Beauty Consultants who add 45 new customers* by June 30 will receive a name badge ribbon, seat cover, Golden Rule charm for the Totally Charmed charm bracelet and standing recognition at Seminar 2008. AND their names will be entered into a drawing for an Awards Night makeover.** That means a chance to update you as you "up" your customer list! Go to the Mary Kay InTouch® Web site and click on "Recognition" and then "Contest" for more tips on achieving this challenge.

*A new customer is defined as someone who has never purchased from the Independent Beauty Consultant previously and who purchases at least \$45 during the contest period.

**To qualify for the Awards Night makeover, a Beauty Consultant must be in good standing with the Company as well as register and attend Seminar 2008.

Offer Eye-Opening Color

The Summer 2008 gift with purchase beautifully introduces customers to the new Mary Kay® Mineral Eye Color formula. The mirrored Mary Kay® Mini Mineral Eye Color Quad includes .02 oz. fill weights of four new shades: Silky Caramel, Lemongrass, Amber Blaze and Denim Frost, plus a dual-end sponge applicator. It's a great way to share the new mineral color formulas with customers. Application instructions along with eye diagrams for multiple natural and classic eye color looks are printed on an insert card. Created by a professional makeup artist, the looks are designed for everyone, and each shade is estimated to last two months.



a new advertising campaign is launching: make it work for you

It's bigger. It's better. It's brighter.

Introducing our broadest-ever TV advertising campaign designed to introduce the new Mary Kay® Compact, elevate brand awareness and boost your business goals.



Our brand is vibrant. Our brand is sophisticated. And our brand is engaging. That's what consumers will experience when they see new Mary Kay TV commercials to be broadcast on national television beginning June 16. You will see the new TV commercials during several top-rated women's shows like *The Tyra Banks Show*, *The View* and *Cada Día*.

But that's not all! More compelling than ever before, these ads will launch our new Mary Kay® Compact and mineral color products to the general public, driving consumers to www.marykay.com. If you loved the Mary Kay® Compact video shown at Seminar 2007, you'll love these commercials! Plus, they will drive consumers online to enter a summer consumer sweepstakes. (See next page.)

The TV commercials are designed to entice your customers, helping to strengthen your role as an Independent Beauty Consultant as you offer Golden Rule Customer Service. Here's how you can position your business to its best advantage by building on the marketing power of these new TV ads:

Sign Up for a Mary Kay® Personal Web Site

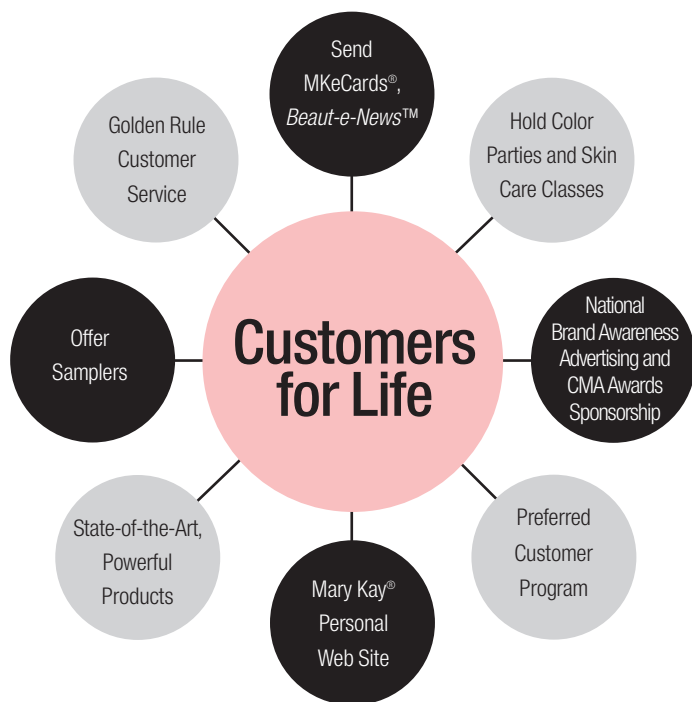
Your Mary Kay® Personal Web Site will be your "command central" for consumers to learn all there is to know about new color. (And you might want to check it out too!) At only \$25 for first-time subscribers (plus applicable tax), you can't afford *not* to take advantage of this valuable marketing tool. Plus, customers who visit your site can enter the summer sweepstakes. There's never been a better time to give your customers 24/7 shopping with you! To subscribe, simply go to the Mary Kay InTouch® Web site and click on "Personal Web Site Manager."

Send MKeCards® and July Beaut-e-News™

By sending these e-mail marketing tools, you're giving your customers more opportunities to click and buy. Featuring trendy information and links to your Mary Kay® Personal Web Site, they can help strengthen your customer service goals. See Page 7 of this *Applause*® magazine and the Mary Kay InTouch® Web site for more information.

Use the Preferred Customer Program

The Preferred Customer Program takes the extra work of mailing marketing material out of your hands. You simply enroll your customers online to receive compelling, professional pieces such as *The Look* and Month 2 mailers, and the Company mails them for you on a timely basis. What's more, the enrollment fee per customer costs less than mailing these pieces yourself. With a new focus, *The Look* is more effective than ever before. See Page 10 of this *Applause*® magazine and the Mary Kay InTouch® Web site for more information.



Award-Worthy Advertising

Shine up your boots because Mary Kay Inc. is proud to be **The Official Beauty Sponsor of the 2008 Country Music Association (CMA) Awards!** Our presence at last year's award show was so successful, that we are once again working with ABC and the CMA to make the 2008 sponsorship even bigger and better. Last year, nearly 35 million people watched the CMA Awards on television, making it one of the most-viewed music awards shows on TV. You can look forward to a fall Mary Kay TV and print advertising campaign, consumer opportunities and independent sales force contests. (See Page 26 of this *Applause*® magazine for contest details.)



Tune In

Look for Mary Kay TV commercials to be broadcast from **June 16 through Sept. 14** at various times during these top women's shows and programming outlets that reach a broader and more diverse audience than ever before:

The View, *The Rachael Ray Show*, *The Tyra Banks Show*

Targeted women's programming on:
Entertainment Television, *Extra*, *The Insider*, The Style Network, Telemundo, Univision

Discover the Power of Media Mentions!

Want to help others grasp the impact and reach of the Mary Kay® brand? Make the Mary Kay InTouch® Web site your new favorite place for staying up to date on what's happening when, and you're more than halfway there. Stop by regularly to find the latest media coverage you can share with customers and with other independent sales force members to get the buzz going!

Talk 'Em Up Did you know popular lifestyle, beauty and entertainment magazines regularly sing the praises of Mary Kay® products? Why not snazz up your presentation by displaying product mentions at your selling appointments? Show and share how the beauty experts at top national magazines are talking about Mary Kay and watch your customers' eyes widen with respect!

Get Creative Want even more snap? Consider creating a media "brag book" containing recent media attention. Check your favorite magazines and go to the Mary Kay InTouch® Web site to gather the latest, then let all your customers and prospective customers know!

Make an Impression A single media placement can and does generate millions of "impressions" – positive, leave-behind mental imprints that can warm the market to the Mary Kay® brand. When it launched, the new Mary Kay® Compact drew more than 10 million media impressions from just one placement in the April 2008 issue of *O, The Oprah Magazine*. **Consider using media mentions to:**

- **Start** a conversation to introduce new color products at *Color Insider* parties or when warm chattering. You might say something like, "This is an incredible product – in fact, it was recently featured in ..."
- **Build** credibility through third-party endorsements from top beauty and business experts.
- **Showcase** trends in magazines, which you can use to talk about exciting new color products.
- **Encourage** customers to visit your Mary Kay® Personal Web Site and www.marykay.com to find the "as-seen-in" products.
- **Support** your team-building efforts and strengthen customer relationships.

You may also want to check out the Mary Kay InTouch® Web site for updates on when Mary Kay® product segments will air on TV shows, so you can alert your customers to tune in. With upcoming TV and print media coverage, sharing media mentions could bring a sweet-talking gloss to your business!

Summer Consumer Sweepstakes June 16 – July 7

Mary Kay TV ads will excite and entice consumers to go to www.marykay.com to enter the new Mary Kay and ABC sweepstakes this summer. One lucky grand-prize winner will receive:

- A customized three-day/two-night trip for two to New York City.
- Tickets to a live taping of *The View*.
- A Mary Kay® Compact with color products.

The grand-prize winner can customize the kind of experience she'd like to have in New York City – dining at fabulous restaurants in the Big Apple, attending awe-inspiring Broadway shows or being pampered at some of the finest spas in town! Consumers will also have the chance to enter daily to win the "compact look" of the day. Look for all the exciting details on the Mary Kay InTouch® Web site.

look what's new!

Your customers want to know it all — what's hot, what they need and how to get it from you. The newly redesigned version of *The Look* delivers all the right information in a sophisticated, yet simple, way.

Thanks to its new editorial style, the Summer 2008 issue of *The Look* feels like reading pages right out of a beauty magazine. And what woman doesn't love to flip through a trendy magazine, especially one filled with beauty tips and products she'll love?

Featuring exciting product stories and brand-new visuals along with up-to-date trend information and tips, *The Look* now offers a compelling shopping experience that leads customers to take action. In the back of each issue, a brand-new, easy-to-use Shopping Guide features the entire product line and positions you as your customers' beauty expert! And how about combing through the stories for fabulous class and party ideas?

When your Preferred Customer Program customers receive the Summer 2008 issue of *The Look*, they can immediately try new Mary Kay® Mineral Eye Color in three sampler shades: Silky Caramel, Amber Blaze and Denim Frost — all featured in the Summer 2008 Mary Kay® Mini Mineral Eye Color Quad gift with purchase.

This amazing issue of *The Look* also introduces customers to Mary Kay's first-ever global campaign to change the lives of women and children around the world — *Beauty That Counts*™ — that you read about in the May issue of *Applause*® magazine.

You and your customers are sure to love the brand-new “look” of *The Look*. Open stock versions are available on the June 16 Consultant order form in packs of 10 for \$3.50.



Consultant Order Form Gets a Makeover

Makeovers are everywhere! A slim and trim Consultant order form debuts with the June 16 quarter. Be sure to check it out in this issue!

The form now measures 10.9" tall by 5.25" wide with 12 pages, including a fold-out Order Form Summary. This redesign is substantially more cost-effective and saves 66,888 pounds of paper annually. As Mary Kay Inc. strives to continue to be fiscally and environmentally responsible, this new format is one we can all appreciate!

pump up the party

introducing ideas for a new color party

What's a great way to introduce customers to new Mary Kay® mineral color? How about a party that's relaxed, less scripted and simply fun!

With so much new color to offer during this biggest color launch in Company history, you may want to consider holding color parties that showcase the new Mary Kay® mineral colors. This could be a great way to introduce new color to a group of your customers in a short amount of time; it should take less than an hour to offer guests an engaging and fun color experience in a relaxed atmosphere.

To make the most of this color party concept, just check out the "Color Insider Party Guide" and other great tools on the Mary Kay InTouch® Web site. There you will find information which suggests using the kissologist personality profiles as fun ways to kick off the party and introduce guests to the *Beauty That Counts™* promotion. You'll also find a fantastic dialogue that promotes all of the ways the new Mary Kay® Compact can be filled and how to send guests home with enthusiasm about our amazing skin care products. There are also great ideas for offering customers the Mary Kay® Brush Collection and Travel Roll-Up Bag along with products to help increase your selling potential.

Of course, you'll want to familiarize yourself with the *Color Insider* book and DVD for easy application tips to share with guests at the party. Don't have a copy? Take advantage of the special offer on the June 16 Consultant order form. Get both for \$15 – a savings of \$10!

A *Color Insider* party like this promotes mingling among guests, offers opportunities to try the incredible new Mary Kay® mineral color products and ensures that everyone has a chance to either quickly sample skin care products or leave with samplers and a scheduled follow-up appointment. The goal of this party is to spread the word about color quickly without a lot of prep time on your part.

With the suggestions provided online and a little creativity on your part, you've got a color party that's sure to make guests feel like "color insiders"! So now's the time to get your color parties started!



Special Offer

The *Color Insider* tools are must-have learning guides providing step-by-step color application tips and techniques – straight from professional makeup artists. Beginning June 16, you can purchase the book and DVD at a special combined price of \$15 – a \$10 savings!

Quick Color-Selling Tips to Try

Keep color top of mind with your customers by trying these great ideas.

Lipstick Show and Sell

While you're planning *Color Insider* parties to launch new Mary Kay® mineral color, don't forget about those gorgeous lipsticks that launched last fall! No look is complete without the right lip color, and **Independent Senior Sales Director Hope Pratt** of Valrico, Fla., has been selling luxurious Mary Kay® Creme Lipsticks like hotcakes. Her beautiful on-the-go presentation starts with the handy Show-N-Go organizer available through MKConnections® and the Mary Kay® Lipstick Caddy available on Section 2 of the Consultant order form for \$3.

First, Hope places 10 lipsticks in the caddy with the clear Lipstick Caps in place. Next, she uses the four clear zippered pouches from the Show-N-Go organizer to store these items:

- Lip liner samplers
- Each original lipstick box folded flat
- Cotton balls and Oil-Free Eye Makeup Remover (for customers to remove the lipstick they are wearing), plus the black caps from each lipstick
- Mary Kay® Creme Lipstick samplers individually wrapped in black mesh fabric tied with a pink bow

The filled Lipstick Caddy sits neatly at the base of the Show-N-Go organizer with the pouches in their places. When she visits a customer, Hope simply opens the organizer and pulls out the caddy to reveal a beautiful display. She offers a lipstick and lip liner sampler for each customer to try. If the customer selects a lipstick to purchase from the caddy, she simply replaces the black top on the lipstick case and returns it to the original box. Talk about a quick sale!

"I've sold more than 120 lipsticks with this presentation," Hope shares. "Women love the newest lipstick shades, and they love to see what they are buying up front!"

Demonstrate the Difference

A great way to visually illustrate the intense color payoff of the new mineral eye color and cheek color formulas compared to the former MK Signature® formula is to have your customers swipe the following shades on the back of the hand using a sponge-tip applicator:

- For matte shades, swipe the existing Double Espresso (dark) eye color next to the new Espresso mineral eye color.
- For pearl shades, swipe the existing Moonstone or Crystalline eye colors next to the new Moonstone or new Crystalline mineral eye colors.

recognition

Congratulations to the winners for March 2008

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for March 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for February 2008.) 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, 2007 through March 31, 2008.

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



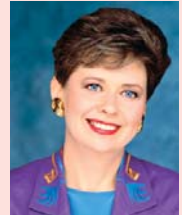
Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

On-Target for \$750,000 Inner Circle
Barbara Sunden.....\$737,387.02
Gayle Gaston.....700,206.67
Christine Peterson.....618,489.12

On-Target for \$500,000 Inner Circle
Carol Anton.....\$460,968.90
Nan Stroud.....455,903.21
Karen Piro.....405,829.75
Lisa Madson.....395,147.12

On-Target for \$325,000 Inner Circle
Rena Tarbet.....\$366,340.74

Gloria Mayfield Banks.....356,042.09
Joanne Holman.....352,453.44
Jan Harris.....340,490.71
Pat Danforth.....322,710.26
Karlee Isenhardt.....319,989.93
Cheryl Warfield.....312,445.78
Patricia Rodriguez-Turker.....312,111.78
Kathy Helou.....311,111.62
Lupita Ceballos.....282,359.43
Gloria Castaño.....282,317.47
Anita Mallory Garrett-Roe.....280,615.30
Darlene Berggren.....279,296.98
Linda McBroom.....278,161.01

Jana Cox.....275,288.21
Cindy Williams.....265,697.58
Sue Kirkpatrick.....262,465.57
Stacy James.....258,638.19
Sonia Páez.....257,127.69
Sherry Giancristoforo.....256,030.45
Suzanne Brothers.....250,697.11
Holly Zick.....250,146.34

On-Target for \$250,000 Diamond Circle
Judie McCoy.....\$239,377.38
Johnnette Shealy.....233,307.32

Julianne Nagle-Hackett.....232,545.84
Mary Diem.....230,773.63
Ronnie D'Esposito Klein.....221,907.33
Rosa Jackson.....221,896.68
Joyce Z. Grady.....213,289.72
Pamela Waldrop Shaw.....213,133.41
Linda Toupin.....211,770.61
Debi Moore.....208,621.46
Shirley Oppenheimer.....203,226.43
Sonya LaVay.....203,002.01
Jackie Swank.....202,476.23
Anita Tripp Brewton.....202,349.86
Pam Gruber.....202,181.74

Doris Jannke.....198,701.21
Dacia Wiegandt.....198,163.59
Wanda Dalby.....192,471.39
Tammy Crayk.....191,884.25
Valerie Bagnol.....189,273.57
Halina Rygiel.....187,732.53

On-Target for \$200,000 Diamond Circle
Lily Orellana.....\$177,995.35
Diane Underwood.....177,275.43
Kerry Buskirk.....176,305.80
Jeanne Rowland.....167,284.24

Elizabeth Fitzpatrick.....166,241.17
Jamie Cruse-Vrinos.....161,720.66
Shannon Andrews.....159,324.84
Mattie Dozier.....156,773.59
Nancy Bonner.....156,008.14
Maureen Ledda.....152,038.27
Jo Anne Cunningham.....151,367.61

Monthly Commissions and Bonuses

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

Diamond

Barbara Sunden* \$87,590**
Lisa Madson.....71,806
Karen Piro**.....64,169
Patricia Rodriguez-Turker.....56,235
Anita Mallory Garrett-Roe.....48,964
Sonia Páez.....45,525
Linda C. Toupin.....41,034
Joyce Z. Grady.....40,729
Gloria Castaño*.....39,986
Suzanne Brothers*.....39,241
Tammy Crayk.....36,775
Julianne Nagle-Hackett*.....33,545
Mary Diem*.....33,446
Pam Gruber*.....31,962
Evelinda Diaz.....29,990
Dawn A. Dunn.....29,667
Diane Underwood.....27,852
Dalene Hartshorn.....26,501
Holly Zick**.....26,297
Jo Anne Cunningham.....26,069
Maria I. Monarrez.....25,508
Sandy Valerio.....23,771
Sharon Kingrey.....23,490
Connie A. Kittson.....20,380
Sandra Chamorro.....16,385
Rosibel L. Shahin*.....16,102
Charlotte G. Kosena.....15,840
Diana Sumpter.....15,504
Diana Heble.....15,274
Morayma Rosas.....14,180
Jan Mazzotti.....13,812
Andrea C. Newman.....12,599
Carol Lawler.....12,093
Betty Gilpatrick.....11,063
Isabel Venegas.....9,658
Caterina M. Harris.....8,068

Ruby

Carol Anton \$75,789**
Karlee Isenhardt**.....54,318
Pat Danforth*.....46,794
Linda McBroom*.....39,801
Sue Kirkpatrick*.....39,493
Ronnie D'Esposito Klein*.....37,378
Johnnette Shealy*.....35,404
Wanda Dalby*.....32,023
Shirley Oppenheimer*.....30,340
Pam Ross*.....24,654
Jeanne Rowland*.....24,632
Kate DeBlander.....24,490
Janis Z. Moon.....22,478
Rebecca Evans*.....22,329
Bea Millsagle.....22,180
Toni A. McElroy.....21,600
Lynne G. Holliday.....21,598
Candy D. Lewis.....20,739
Judy Kawiecki.....19,920
Pamela A. Fortenberry-Slate*.....19,831
Kimberly R. Copeland.....19,800
Michelle L. Sudeth*.....19,478
Patricia Lane.....19,263
Gena Rae Gass.....18,162
Cindy Z. Leone.....17,853
Vicky L. Fuselier.....17,751
Kirk Gillespie.....17,563
Maria Aceto Pirro.....17,206
Sue Z. McGray.....17,149
Cheryl J. Davidson.....16,697
Margaret M. Bartsch.....16,692
Jean Santin*.....16,558
Thea Elvin.....16,308
Nancy M. Ashley*.....15,787
Cyndee Gress.....15,534
Gay Hope Super.....15,404
Donna B. Meixsell.....15,036
Terri Schaefer.....14,877
Cindy Towne.....14,692
Vicki Jo Auth.....14,603
Nancy West Junkin*.....13,967
Rhonda L. Fraczkowski.....13,207
Sharilyn G. Phillips.....13,157
Scarlett S. Walker*.....12,682
Katie Walley.....11,219
Amy Dunlap.....10,936
Phyllis Chang.....10,341
Kelly McCarroll.....9,631
Renee D. Hackleman.....6,678

Sapphire

Gayle Gaston* \$99,176**
Christine Peterson***.....87,605
Rena Tarbet*.....63,703
Joanne Holman**.....51,470
Judie McCoy*.....49,403
Valerie J. Bagnol*.....41,495
Mattie Dozier.....40,317
Jana Cox*.....39,332
Lupita Ceballos**.....36,020
Sonya LaVay*.....34,779
Shannon C. Andrews*.....31,875
Davanne D. Moul*.....27,443
Pam I. Higgs.....27,277
Kimberly D. Starr.....24,396
Gladis Elizabeth Camargo*.....22,782
Jeanne Curtis.....21,958
Alia L. Head.....21,907
Vernella Benjamin.....21,451
Pam Klickna-Powell.....20,551
Gloria Báez*.....20,466
Sherril L. Steinman.....20,161
Karen Kratochvil.....20,128
Jo Anne Barnes.....19,684
Nancy A. Moser.....19,499
Nancy L. Cane.....19,029
Jan L. Thetford.....18,605
Lorraine B. Newton.....18,249
Joy L. Breen.....18,153
Maribel Barajas.....17,663
Sharon L. Buck.....17,546
Carol L. Stoops.....17,384
Debra M. Wehrer.....17,036
Gillian H. Ortega.....15,247
Kendra Crist Cross.....13,947
Brigit L. Bridle.....13,557
Karen B. Ford.....13,374
Ann Brown.....12,245
Elizabeth Sánchez.....11,972
Paola J. Ramirez.....11,335
Jill Moore.....9,826
Maria Aguirre.....8,795
Mirna Mejia de Sánchez.....6,354

Emerald

Gloria Mayfield Banks* \$57,716**
Kathy S. Helou*.....54,171
Sherry Giancristoforo**.....37,209
Dacia Wiegandt.....35,196
Debi R. Moore*.....34,592
Lily Orellana*.....31,548
Doris Jannke*.....29,136
Jamie Cruse-Vrinos.....28,678
Yvonne S. Lemmon.....28,574
Cindy Fox*.....28,463
Kerry Buskirk*.....27,739
Kay E. Elvrum.....26,194
Janet Tade*.....24,991
Cathy Bill*.....23,574
Consuelo R. Prieto.....22,689
Mona Butters.....22,074
Joanne R. Bertalan*.....20,246
Cathy Phillips.....20,109
Pamela Tull.....19,983
Jackie LaPrade.....19,469
Miriam Gómez-Rivas.....18,681
Kym A. Walker*.....18,200
Kathy Rodgers-Smith.....18,081
Natalie Privette-Jones.....17,318
Cristi Ann Millard.....16,549
Brenda Segal*.....16,537
Crisette M. Ellis.....16,430
Dawn Otten-Sweeney.....15,888
Judy Harmon.....15,580
Sabrina Goodwin Monday.....14,545
Shelly Gladstein.....14,560
Regina Hogue.....14,466
Jo Reynal Rogers.....12,678
Sherry A. Alexander.....12,198
Barbara Whitaker.....11,620
Francie McBeth.....10,809
Joanne Hollingsworth.....10,780
Carmen Rios.....10,527
Irene A. Shea.....10,508
Nora L. Shariff*.....9,857
Esther Whiteleather.....8,376
Phyllis R. Sammons.....8,082
Pamela Cheek.....5,441

Pearl

Nan Stroud* \$64,966**
Jan Harris*.....45,638
Cheryl Warfield**.....44,678
Cindy A. Williams.....44,164
Stacy I. James*.....43,044
Anita Tripp Brewton*.....41,874
Darlene Berggren*.....38,824
Halina Rygiel.....34,824
Pamela Waldrop Shaw.....34,674
Jackie Swank*.....33,218
Rosa Jackson*.....32,692
Elizabeth Fitzpatrick*.....27,078
Julie Krebsbach.....26,519
Sandy Miller.....24,602
Beatrice Powell.....23,453
Lise T. Clark*.....22,235
Mary C. Estupíñan-Martel*.....21,944
Monique Todd Balboa.....21,068
Pat Campbell.....20,125
Anabel Rocha.....20,155
Robin Rowland.....18,345
Jane Sudrawa.....17,689
Kathy C. Goff-Brummett.....17,682
Linda Kirkbride.....17,595
Lynda Jackson*.....17,431
Maureen Myers.....16,785
Shirley M. Oshiro.....16,660
Glinda McGuire.....16,155
Wilda DeKerlegand*.....15,838
Sylvia Kalicak.....15,560
Anita N. Conley*.....15,288
Barbara Stimach*.....15,146
Rosalee Ann Medjesky.....15,011
Cathy E. Littlejohn.....14,960
Allison LaMarr.....14,929
Kathy Jones.....12,712
Wadene Claxton-Prince.....12,510
Deb Pike.....12,394
Sonja Hunter Mason.....12,349
Bette M. Bridges.....11,336
Mary Pat Raynor.....8,498

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes January/enero

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



Judy A. Alfaro
Houston
M. Estrada Unit

Ann Obioma Anyanwu
Maplewood, N.J.
J. Ukah-Ogbonna Unit

Moya Banslie-Barton
Maplewood, N.J.
I. Collins Unit

Marlene Bustamante
Amityville, N.Y.
N. Carcano Unit

Manuela Celis
Los Angeles
E. Guzman Unit

Geraldine P. Davis
Hanover, Md.
J. Grady Unit

Estela Duarte
Oxnard, Calif.
A. Garcia Unit

Josefina Gutierrez
Sugar Land, Texas
M. Gonzalez Unit

Michele Lindsey-Tomlinson
Maple Shade, N.J.
M. Perry Unit

Nanayaa T. Owusu-Prempeh
Teaneck, N.J.
I. Collins Unit



Shonda Lee Vettel
Sioux Falls, S.D.
W. Neugebauer Unit

Congratulations to Sales Directors **Cecilia Aguilar**, Aurora, Colo., L. Escudero Unit; **Doris Aragon**, Orange, Va., M. Teran Unit; **Maricel Ascutar**, Lawrenceville, Ga., L. Abadia Carranza Unit; **Sonia Suyapa Bonilla**, Silver Spring, Md., A. Garcia-Herrera Unit; **Pam S. Bussey**, Battle Creek, Neb., L. Langan Unit; **Rocio Castillo**, Bronx, N.Y., M. Guaraca Unit; **Sacarias Castillo-Velazquez**, Sanford, N.C., E. Valdez-Cruz Unit; **Krystal Isabel Diaz**, Dodge City, Kan., K. Rosas Unit; **Elvira Espinoza-Mendez**, Bakersfield, Calif., C. Hernandez Unit; **Shineika Dee Evans**, Baltimore, F. Evans Unit; **Maribel Gama**, Cameron, N.C., E. Valdez-Cruz Unit; **Ana Lilia Garcia**, Santa Ana, Calif., M. Rico de Jacinto Unit; **Maria Virginia Garcia**, Stone Mountain, Ga., I. Padilla-Hernandez Unit; **Tania Elizabeth Lopez**, Woodbridge, Va., G. Melendez Unit; **Marisol Magana**, Coachella, Calif., Z. Ho Miranda Unit; **Lorena Marquez**, Aurora, Colo., N. Canales Unit; **Anals Mata**, East Bernard, Texas, D. Minotta Unit; **Rosa Isela Mireles**, Parkville, Mo., T. Lischwe Unit; **Lily Hernandez Molina**, Fayetteville, Ga., P. Rodriguez-Turker Unit; **Lisa Moon-Cox**, Sandy, Utah, D. Spillman Unit; **Maria Naula**, Brooklyn, N.Y., O. Cuzco Unit; **Olga E. Nunez**, Wheat Ridge, Colo., N. Canales Unit; **Ana R. Paredes**, Moreno Valley, Calif., P. Sandoval Unit; **Nadine Nicole Patton**, Binghamton, N.Y., D. Peterson Unit; **Maria Elizabeth Perez**, Houston, R. Fernandez Unit; **Mariah J. Rojas**, Salt Lake City, K. Cowdell Unit; **Velveth E. Sepulveda**, Manassas Park, Va., Y. Telles Florian Unit; **Imelda Sorto**, Brentwood, N.Y., A. Ortiz Unit; **Olga Irene Tortoledo**, Dinuba, Calif., H. Jimenez Cardoso Unit; **Teresa Vara**, Reading, Pa., J. Yopez Unit; **Cruz Vicens**, Brooklyn, N.Y., E. Bermeo Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Photos must be received from New Director Education Week two months after the debut date to be included in print. /A fin de poder publicarse, las fotos tomadas en la Semana de Educación para Nuevas Directoras de Ventas deben recibirse dentro del periodo de dos meses después de la fecha de debut.

Dean's List/Lista del Decano

(March 2007 debuts/debutes de marzo 2007)

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



Ana Echavarría
West Jordan, Utah
P. Ramirez Area
Sapphire Seminar

Appolonia Onwuanaegbule
Fanwood, N.J.
Go Give Area
Ruby Seminar

Danita Sejous
Chicago
K. Starr Area
Sapphire Seminar

Honors Society/Sociedad de Honor

(March 2007 debuts/debutes de marzo 2007)

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

Congratulations to Sales Directors **Luz A. Reyes-Mogollon**, Miami, B. Sunden Area; **Lisa A. Taylor**, Jacksonville, N.C., H. Zick Area; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Fabulous 50s/Los Fabulosos 50

(September 2007 debuts/debutes de septiembre 2007)

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



Esther Benitez
Dacula, Ga.
R. Shahin Area

Darlene Marie Misciagno
Clermont, Fla.
A. Mallory Garrett-Roe Area

Elizabeth Ire Olumese
Largo, Md.
J. Grady Area

Juana Elvira Rivera
Houston
G. Castaño Area

Jacinta Ukah-Ogbonna
East Hanover, N.J.
B. Sunden Area

diamond/diamante

On the Write Track/En buen camino

(January 2008 debuts/debutes de enero 2008)

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

Ann Obioma Anyanwu	Marlene Bustamante	Manuela Celis	Maribel Gama	Anais Mata	Maria Naula	Velveth E. Sepulveda
Moya Bansile-Barton	Sacarias Castillo-	Krystal Isabel Diaz	Josefina Gutierrez	Lily Hernandez Molina	Ana R. Paredes	Olga Irene Tortoledo
Sonia Suyapa Bonilla	Velazque	Elvira Espinoza-Mendez	Lorena Marquez	Lisa Moon-Cox	Mariah J. Rojas	Cruz Vicens

New Team Leaders/Nuevas Líderes de Equipo

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

Lindsey D. Abbott	Sherry L. Breeze	Stephanie Figueroa	Lauren Hood	Renee Myers	Karen J. Raulston-Gual	Jamie L. Stark
Gabhseba Abreut	Antonia Caballero	Idelia Florat	Rachel M. Howard	Brenda Navarro	Tawana P. Rice	Mercedez Tehozol
Emilia Aguilar	Renee E. Cannday	Elnora Fluellen	Christy M. Johnson	Mendez	Aida Rivera	Amber N. Thurber
Maria Aldaco	Felicitas C. Cardoso	Cynthia Ford	Jami K. Johnston	Josefina Nieto	Alba Rodriguez	Paula Tinsley
Rafaela Arevalo	Seidy Chavarria	Laura R. Garcia	Katherine Y. Jorge	Roxanne Noble	Carmen D. Rodriguez	Pat Udoh
Maria Arraiga	Karla Chavez	Irma F. Gonzalez	Lourdes Lagos	Vicki L. Norton	Milexi W. Roldan	Maria D. Ulloa
Valeria Asis	Deborah F.	Kimberly A. Graper	Dalila Lopez	Stella O. Nwosu	Maria Romero	Eunice Uzukwu
Patricia Avila	Christopherson	Germeyce M. Harris	Flora Lopez	Jacqueline A. Oakley	Nadia Romero	Efigenia Del C.
Katelyn J. Baker	Consuelo Contreras	Nici Hayes	Rosanelly Lopez	Veronica C. Okwara	Rosa L. Romero	Valasquez
Sarah E. Baker	Monica A. Cook	Edgar Hernandez	Stephanie C. Love	Maureen J. Opara	Maria E. Rubio-Bernal	Amy Wiehl
Tami M. Baker	Carol L. Cossitt	Lizeth A. Hernandez	Elizabeth Luna	Maria G. Parra	Elizabeth Salas	Teneyia R. Wilson
Mary Banas	Debbie S. Couturiaux	Nydia Hernandez	Helen J. Luneau	Isabel Perez	Juliane Santos	Melissa A. Yates
Ester M. Barahona	Angela N. Daniel	Cristina Herrera	Danielle R. Middleton	Carrie P. Priest	Irma C. Schindelmair	Ananias Zavala
Corinne Bender	Kimberly M. Davis	Hernandez	Teresa Monjaras	Louise R. Quintero	Kimberly Schramm	Linda Zern
Rosa M. Bernal	Melissa A. Demopoulos	Christina W. Hodge	Torrecca L. Moody	Sonia M. Quiroga	Francisca Severino	Rakiya O. Zubairu
Irma L. Blandon	Irma Estrada	Karen L. Hoffman	Emma Morales	Julie O. R-Walker	Kristin C. Shoger	
Nadine P. Boltz	Valerie A. Everett	Mindee L. Hofheins	Patricia Morales	Francis Ramirez	Elsi Solis	

13% Club/Club del 13%

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

Sales Director Valerie Jean White.....	\$5,829.14	Sales Director Joyce A. Newell.....	1,739.99	Sales Director Charlene Marie Ames.....	1,484.08
Sales Director Ava Lynn Roberts.....	2,656.55	Sales Director Evitelia Valdez-Cruz.....	1,691.63	Sales Director Amy Zanto.....	1,480.86
Sales Director Jacinta Ukah-Ogbonna.....	2,010.16	Sales Director Brenda Bennett.....	1,651.29	Sales Director Linda C. Weniger.....	1,474.59
Sales Director Silvia Sanchez.....	1,947.69	Eunice Uzukwu, Y. Tazem Unit.....	1,648.24	Sales Director Carla M. Randall.....	1,466.82
Sales Director Kim C. Meyers.....	1,874.60	Sales Director Karime Rosas.....	1,600.72	Sales Director Judy Higgins.....	1,460.00
Sales Director Sharee Munger.....	1,835.86	Sales Director Audrey K. MacDowall.....	1,578.79	Sales Director Jeannie McCollister.....	1,440.53
Sales Director Omosolape O. Akinyoyenu.....	1,792.54	Sales Director Michelle L. Farmer.....	1,540.11	Sales Director Lisa Rada.....	1,415.64
Sales Director Robbie L. Brannon.....	1,767.97	Sales Director Jill D. Hastings.....	1,526.07		
Maria Lourdes Acosta, C. Mendez Unit.....	1,753.12	Sales Director Darcey M. Combs.....	1,490.68		

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

diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

87 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Silvia Sanchez.....5

81 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ana Solis.....5

60 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Blanca Arroyo.....5

58 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Clara Fuentes.....5

36 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yesenia Mendez.....5

29 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Rosa Rivera.....5

Sales Director Luciana Zook.....6

28 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Silvia Villa.....5

27 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ana Alvarez.....5

Sales Director Maggie Rader.....5

26 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ruth Ojibeka.....7

21 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Felicia Nweze.....6

Sales Director Mariana Santos.....6

20 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Juana Chihuahua.....5

19 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Macaria Ramirez-Santana.....10

16 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Gloria Gavilanes.....5

Sales Director Melissa Jensen.....6

Sales Director Georgina Ochoa.....5

14 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ana Castellon.....5

Sales Director Griselda Gordillo-Botello.....6

13 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Toby Loudonback.....5

12 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Yolanda Alvarez.....6

Virginia Alverson, S. Alverson Unit.....5

Sales Director Martha Hernandez.....6

Sales Director Graciela Valadez.....5

11 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mireya Pace.....5

10 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Shavy De Los Rios.....5

Sales Director Julia Medina.....5

9 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Mary Aldana.....5

Sales Director Carla Randall.....5

Kimberly Ryan, J. Rentz Unit.....5

Sales Director Julia Salas.....6

8 GOLD MEDALS/MEDALLAS DE ORO

Mercedes Cruz, M. Reyes Unit.....5

Sales Director Magdalena Diaz De Leon.....5

Sales Director Nida Escobar.....5

Sales Director Vanessa Keeler.....5

Sales Director Chris Krabbe-Landaker.....6

Sales Director Sandra Langford.....5

Sales Director Sandra Molina.....5

7 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Sara Galvan.....6

Sales Director Hilda Medina.....5

Sales Director Delia Ponce.....5

6 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Carol Allen.....5

Sales Director Ann Anyanwu.....5

Sales Director Karen Brass.....6

Sales Director Parnice Green.....5

Sales Director Jeannie McCollister.....8

Maria Sawicki, J. Rosario Unit.....6

Sales Director Julie Schlundt.....5

5 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Elizabeth Fernandez.....5

Sales Director Ngozi Onuoha.....5

Denise Petty, C. Smith Unit.....5

Sales Director Adalgisa Quinonez.....5

4 GOLD MEDALS/MEDALLAS DE ORO

Valerie Carter, J. Partridge Unit.....5

Sales Director Erodita Diaz.....8

Sales Director Saida Flores.....5

Sales Director Josefina Gutierrez.....11

Sales Director Mamie Hampton.....5

Sales Director Lori Hawthorne.....5

Sales Director Kelli Key.....5

Sales Director Juana Medina Mora.....5

Yolanda Morales, V. Johnson Unit.....6

Rose Ndasi, Y. Tazem Unit.....10

Clara Odoemelam, N. Onuoha Unit.....18

Sales Director Marlene Teran.....5

Sales Director Monica Watson.....5

Sales Director June Wylie-Longman.....5

3 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Anayanci Canales.....5

Gloria Coronel, M. Ortuno Unit.....5

Erika Estrada, M. Estrada Unit.....12

Sales Director Maria Fernandez.....5

Yancy Fernandez, R. Fernandez Unit.....8

Maria Ibarra, M. Reyna Huerta Unit.....8

Minerva Infante, G. Rodriguez Unit.....6

Sales Director Aishat Koya.....5

Marcella Moore, A. Gadbury Unit.....5

Sales Director Tammey Newton.....5

Sales Director Nanayaa Owusu-Prempeh.....9

Rebekah Phillips, T. Satcher Unit.....5

Francisca Ramirez-Arroyo, O. Ramirez Unit.....13

Andrea Ramos, Y. Espinal Unit.....10

Maria Rocha, G. Thompson Unit.....13

Sales Director Jacinta Ukah-Ogbonna.....6

Sales Director Vilma Vazquez.....5

2 GOLD MEDALS/MEDALLAS DE ORO

Maria Acosta, C. Mendez Unit.....13

Sales Director Joyce Adkins.....6

Nelly Albino, G. Reyes Unit.....5

Ifeoma Anagbogu, C. Ugokwe-Udemba Unit.....6

Sales Director Maria Botello.....5

Sales Director Alexis Carrico.....6

Catherine Chukuka, N. Onuoha Unit.....5

Bisola Gbadamosi, A. Koya Unit.....9

Laura Gill, E. Chavez Unit.....12

Michelle Goodgion, T. Wolterstorff Unit.....5

Veronica Hunter, T. Gibson Unit.....10

Juanita Jimenez, R. Molina Unit.....6

Sales Director Leonor Leiva.....5

Zulma Palacios, M. Perez Unit.....5

Dawn Patrick-Wout, O. Akinyoyenu Unit.....5

Sales Director Alba Pelaez.....5

Tammy Rizor, M. Braham Unit.....11

Sales Director Aleda Tejeda.....5

Luisa Urena Mora, J. Ortiz Unit.....6

Sales Director Cynthia Welty.....5

1 GOLD MEDAL/MEDALLA DE ORO

Gabhseba Abreut, M. Rolo Unit.....5

Rafaela Arevalo, M. Lemus Unit.....5

Valeria Asis, B. Gutierrez Unit.....5

Tammy Ballard, K. Johnson Unit.....5

Rosa Bernal, L. Reyes-Mogollon Unit.....5

Irma Blandon, M. Rolo Unit.....5

Seidy Chavarria, R. Corella Unit.....6

Lisa Eid, M. Morrisette Unit.....5

Valerie Everett, L. Moon-Cox Unit.....5

Marni Fisher, P. Schneider Unit.....5

Idelia Florat, J. Ruiz Unit.....5

Carmen Garibay, M. Sanchez Unit.....5

Jaime Gordon, N. Berman Unit.....5

Lizeth Hernandez, P. Bibian Unit.....6

Mindee Hofheins, C. Flater Unit.....5

Vakia King, J. Blackwell Unit.....6

Flora Lopez, N. Jaimes Unit.....7

Maria Lopez, H. Morales Unit.....5

Elizabeth Luna, J. Mitchell Unit.....7

Helen Luneau, L. Daigle Unit.....5

Danielle Middleton, A. Coombs Unit.....5

Sales Director Claudia Miranda.....5

Josefina Nieto, M. R. Donjuan Unit.....8

Maria Parra, M. Hernandez Unit.....5

Rose Paschoaletto, H. Ritz Unit.....6

Ginny Penn, M. Rojas Unit.....6

Maria Perdone, Z. Barajas Unit.....5

Isabel Perez, I. Venegas Unit.....6

Veronica Perez, M. Serrano Unit.....5

Francis Ramirez, S. Deniz Unit.....5

Aubray Richards, M. Rojas Unit.....5

Ramona Rosas, M. Reyna Huerta Unit.....8

Taara Saunders, J. Streat Unit.....6

Kimberly Schramm, A. Whittington-Stanton Unit.....5

Marcela Solano, L. Mazuera Unit.....6

Helen Sullivan, M. Cape Unit.....5

Maria Ulloa, M. Camacho Unit.....5

Eunice Uzukwu, Y. Tazem Unit.....5

Darnisha VanHook, B. Spriggs Unit.....6

Efigenia Del Valasquez, M. Morra Unit.....5

Maria Vazquez, C. Hernandez Unit.....6

Nadine Wade, R. Hunt Unit.....6

Laura Werner, J. Rentz Unit.....6

Teneyia Wilson, K. Meyers Unit.....5

Ananias Zavala, M. Botello Unit.....5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their March 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de marzo de 2008.

Diamond/Diamante

Amy Lynn Allgood.....	\$127,376
Cecilia C. James.....	111,819
Kim I. Cowdell.....	111,146
Pat A. Nuzzi.....	109,839
Cynthia L. Frazier.....	107,923
LaRonda L. Daigle.....	107,070
Valorie Jean White.....	105,683
Yvonne Tazem.....	104,152
Audrey K. MacDowall.....	89,019
Marsha Morrisette.....	86,961
Andrea Shields.....	82,124
Ada Y. Garcia-Herrera.....	77,996
Barbara E. Roehrig.....	77,163
Betty McKendry.....	76,366
Noemi C. James.....	75,789
Ana X. Solis.....	75,618
Eileen M. Huffman.....	75,267
Krista A. Johnson.....	71,904
Omosolape O. Akinyoyenu.....	71,708
Priscilla McPeeters.....	70,427
Gina Rodriguez.....	70,235
Karime Rosas.....	69,977
Brenda Bennett.....	68,782
Melinda M. Balling.....	67,880
Melissa R. Hennings.....	67,520
Stephanie A. Richter.....	67,440
Ivonne Hernandez.....	67,276
Joye Z. Stephens.....	67,139
Chantney Gelfius.....	66,959
Nancy Fox Castro.....	66,142
Patricia Carr.....	66,060
Faith A. Gladding.....	65,487
Virginia Rowell.....	65,222
Mery C. Ramirez Bravo.....	65,178
Evelita Valdez-Cruz.....	64,572
Norma Lee Shaver.....	64,248
Darla L. Kottwitz.....	63,579
Cindy S. Kriener.....	63,530
Mariann Biase Mason.....	63,383
Diane Ferguson-Mentiply.....	63,062
Robbie L. Brannon.....	62,672
Kristen C. Spiker.....	62,586
Mary Kathryn King.....	61,915
Vicki O'Bannon.....	61,867
Meg Booker Steward.....	61,831
Sharee Munger.....	61,541
Jenny Schlundt.....	61,206
Julie Siemonsma.....	61,171
Terril J. Beckstead.....	60,640
Pamela K. Perkins.....	59,346
Mary P. Creech.....	59,158
Brenda K. Howell.....	58,582
Jeanette E. Beichle.....	58,316
Sheryl Peterson.....	57,965
Connie L. Russo.....	57,884
Judy Flummerfelt-Gerstner.....	57,456
Rhonda Jean Taylor.....	57,214
Sandra Molina.....	55,787
Ava Lynn Roberts.....	55,716
Kim A. Messmer.....	55,653
Lisa A. Stengel.....	55,270
Mileta K. Kinser.....	55,250
Melissa Mays.....	54,538
Susan Hatten Weeks.....	54,520
Consuelo Beatriz Mendez.....	54,134
Jenny R. DeMell.....	53,875
Susan M. McCoy.....	53,460
Carol Lee Johnson.....	53,209
Patricia Schneider.....	52,984
Debra Allison.....	52,732
Lori M. Langan.....	52,647
Lynnea E. Tate.....	52,381
Joy H. Rentz.....	52,332
Maria K. Eades.....	52,327
Ana Carolina Alvarez.....	52,127
Rosa C. Fernandez.....	51,934
Maricarmen Gonzalez.....	51,763
Peggy Sperling.....	51,622
Connie J. Lamp.....	51,592
Jan L. Filkins.....	51,466
Aishat Bola Koya.....	50,889
Nancy Ashton.....	50,453
Julie A. Sharla-Coffman.....	50,378
Jacinta Ukah-Ogbonna.....	49,717
Karen L. Kunzler.....	49,681

Stella Ozurigbo-Odum.....	49,674
Lesley A. Bodine.....	49,597
Ruth Ojibeka.....	49,447
Gladys C. Reyes.....	49,419
Nancy Polish Dove.....	49,305
Julie Danskin.....	49,184
Lori A. Peterson.....	48,831
Jodi Carlson.....	48,207
Anaitzel Avila.....	48,035
Lisa Moon-Cox.....	47,952
Amy Zanto.....	47,794
Linda J. Bird.....	47,736
Mariah J. Rojas.....	47,193
June Wylie-Longman.....	47,085
Karen M. Bonura.....	46,915

Ruby/Rubi

Ekene Okafor.....	\$266,367
Thessy Nkechi Nwachukwu.....	142,385
Helen Naomi Godswill.....	135,220
Lisa Anne Harmon.....	99,121
Olubunmi Ebiwonjumi.....	93,133
Krystal D. Downey-Shada.....	89,789
Kemi E. Madunta.....	85,888
Phina N. Onwuachi.....	80,318
Aadara Eucharía Umeh.....	77,478
K. T. Marie Martin.....	76,263
Moderne M. Bajomo.....	75,742
Debbie A. Elbrecht.....	75,037
Oye A. Onuoha.....	74,063
Stella Nwokoye-Pius.....	73,802
Appolonia Nnediogo.....	
Onwuanaegbule.....	73,208
Sonya F. Goins.....	72,132
Veronica M. Wilkins.....	71,574
Laura A. Kattenbraker.....	70,484
Somer Ballard Carter.....	69,965
Jami Lynn Jablonski.....	67,523
Sheryl K. Goins.....	67,459
Vicki S. Lindsay.....	67,331
Dorothy C. Ibe.....	66,762
Joyce Omene.....	66,601
Nancy D. Marshall.....	66,312
Julie Brindell Sapp.....	65,769
Lisa Baker.....	65,507
Ifeoma Goodness Nwoke.....	64,714
Kaye Driggers.....	64,041
Anne Weidenweber.....	63,743
Joleen M. Hallouer.....	62,713
Vanessa R. Upkins.....	62,246
Titilayo Onasanya.....	61,905
Sheila K. Valles.....	59,667
Diane Covington.....	59,062
Becky M. Xepoleas.....	58,650
Liz Whitehouse.....	58,420
Jackie M. Craver.....	58,303
Karl DeBlander Brigham.....	57,946
Courtney Leanne Armstrong.....	57,716
Lee A. McCarthy.....	57,097
Donna Clark.....	56,940
Kathleen C. Savorgnan.....	56,384
Joyce H. Valalik.....	56,117
Palia A. Curry.....	56,091
Phuong L. White.....	55,837
Judie Roman.....	55,425
Edith Ngozi Nwachukwu.....	55,385
Nagat M. Gammill.....	55,183
Kathy Monahan.....	55,181
Christy M. Cox.....	54,711
Kimberly Cavarretta.....	54,178
Olufunke Monisola Akinokun.....	53,759
Rosalind A. Onyia.....	53,110
Cissy E. Warren.....	52,946
Jan Maloney.....	52,607
Karen M. Irwin.....	52,482
Mary Lou Ardohain.....	52,458
Breda M. Teal.....	52,354
Patricia Onyise.....	52,004
Judy Lund.....	51,784
Marnie R. Yunger.....	51,776
Dori M. Fennell.....	50,997
Brenda Fenner.....	50,551
Darla L. Issa.....	50,059
Julie Smith.....	49,744
Cheryl O. Fulcher.....	49,727

Carol Neat.....	49,554
Debra Moore Kinley.....	49,534
Maggie G. Shake.....	49,032
Janet S. Pavey.....	48,935
Rose Mary Neel.....	48,876
Gina M. Gildone.....	48,849
Florence N. Ohen.....	48,783
Cindy P. Markowski.....	48,637
Patti Maxwell.....	48,297
Chick Stamschror.....	48,256
Eleanor M. Reigel.....	48,004
Terry S. Smith.....	47,958
Cheryl D. Bailey.....	47,937
Amber J. Schaffner.....	47,878
Anna Obiageli Akanonu.....	47,714
Sylvia Limon Martinez.....	47,659
Karen E. Gardner.....	47,386
Meg Springer.....	47,230
Susan K. Lense.....	47,226
Laura A. Schmidt.....	46,857
Colleen Robustelli.....	46,854
Melanie S. Abernathy.....	46,768
Maribel Olivares.....	46,624
Silvana C. Anton.....	46,472
Terry Thole.....	46,433
Regina M. Busca.....	46,261
Linda Leonard Thompson.....	46,217
Stephanie Harvey Vulture.....	46,053
Timmi Davis.....	45,430
Marsha Mings.....	45,372
Rebecca Tilley.....	45,259
Teri A. Nichols.....	45,070
Elayne J. Watson.....	44,991

Sapphire/Zafiro

Andrea Evans-Dixon.....	\$101,036
Julie Weaver.....	90,196
Julie Neal.....	84,762
Jennifer L. Semelsberger.....	84,068
Zasha Noel Lowe.....	83,595
Lady Ruth Brown.....	82,611
Ann W. Sherman.....	74,464
Julia Mundy.....	74,368
Kristi M. Anderson.....	74,040
Tracy Potter.....	72,163
Ann Ferrell Smith.....	71,883
Candy L. Johnston.....	71,577
Jennifer G. Bouse.....	67,433
Sylvia Boggs.....	67,194
Kim Williams.....	66,895
Maria G. Diaz.....	63,785
Lynn Baer Roberts.....	63,417
Beth S. Austin.....	63,225
Lyris Yee.....	62,255
Ynocenta Hernandez.....	60,990
Randi Stevens.....	60,191
Cheri L. Taylor.....	60,155
Tasha Bergman.....	60,004
Kathy R. Bullard.....	59,481
Charlyn C. Eschette.....	59,476
Sherrian Beagle.....	59,357
Beverly M. Brown.....	58,315
Patsy Ann Burdine.....	58,302
Janelle A. Ferrell.....	57,951
Linda Klein.....	57,896
Sandy Altman Welch.....	57,494
Debra J. Witmer.....	56,464
Paca Pena.....	56,233
Theresa Wilkerson Brown.....	55,906
Erika L. Lupp.....	55,877
Maria G. Miller.....	55,535
Tabitha A. Hallums.....	55,499
Binta Touray Jagne.....	55,265
Estela Saucedo.....	54,587
Bonnie Crumrin.....	54,504
Dawuna Maura.....	54,503
Jill Beckstedt.....	54,331
Sherri Reindl.....	54,224
Pamela Pearson.....	54,048
Sherri Ammons.....	53,696
Sherry Harness.....	53,555
Nicole Dianne Meier.....	52,953
Terry A. Hensley.....	52,912
Cheryl T. Anderson.....	52,048
Linda A. Jones.....	51,978

Linda L. Quillin.....	51,640
Roxanne McInroe.....	51,557
Gena Prince.....	51,396
Brynn M. Blalock.....	51,111
Moleda G. Dailey.....	51,069
Barbara A. Tyler.....	50,969
Bea Heath.....	50,916
Maria Montes.....	50,777
Peggy B. Sacco.....	50,661
Patrice Moore Smith.....	50,610
Danice C. McEldowney.....	50,502
Ruth M. Hawkins.....	49,473
Shaniee M. Wise.....	49,414
Ruby Garner.....	49,329
Leann Elaine Zondag.....	49,210
Debbie A. Weld.....	49,047
Phyllis I. Pisker.....	48,902
Lorraine S. Kigar.....	48,589
Christy Bigham.....	48,526
Petie L. Huffman.....	48,380
Gina T. Rizzo.....	48,331
Jill L. Glockner.....	48,319
Jennifer Bessey.....	48,056
Barbara J. Puckett.....	47,816
Angie S. Day.....	47,658
Elizabeth A. Poole.....	47,553
Regina D. Oliver.....	47,052
Linné Lane.....	47,033
Tammy Romage.....	46,641
Nita Ann Godwin.....	46,542
Julie M. Moreland.....	46,129
Deborah A. Urbach.....	45,863
Ronda Compton.....	45,237
Joanna Helton.....	45,223
Sandra A. Zavoda.....	45,134
Traci Weber.....	45,134
Mary K. White.....	45,013
Hilda Maruffo.....	44,987
Angela Herrera.....	44,579
Kaye Yuen.....	44,444
Ronnie Fitzpatrick.....	44,426
Marie Pfarr.....	44,319
Pamela K. Nelson-Charlemagne.....	44,318
Ana Ruth Gomez.....	44,304
Oralia Gil.....	44,299
Angelique M. Talbert.....	43,894
Margaret Neill.....	43,717
Katie D. Nichols.....	43,569
Jahna L. Stone.....	43,560
Heather L. Bohlinger.....	43,455

Emerald/Esmeralda

Candy Jackson.....	\$87,895
Helen Jakpor.....	80,869
Hollie R. Sherrick.....	79,357
Grace Y. Adeoye.....	79,251
Marianne L. Anderson.....	77,520
Jamie Michele Connors.....	77,322
Pam Kelly.....	75,122
Ayobami O. Olusa.....	74,309
Rose Campbell.....	73,767
Hope S. Pratt.....	71,978
Nancy Harder.....	69,363
Denise G. Kucharski.....	65,427
Stacy D. Foust.....	63,399
Linda Bradley.....	62,945
Pat Forehand.....	62,304
Rosemary Soto.....	61,346
Aliusha Entenza.....	61,130
Barbara Pleet.....	61,010
Pattie A. Robinson.....	59,787
Mercedes Maria Cruz.....	58,932
Annette D. Oxley.....	58,034
MaryAnn V. Knox.....	57,606
Jennifer Spriggs.....	57,289
Jeanine R. DeVore Harris.....	57,010
Kimbi L. Bartik.....	56,479
Emily Stone.....	56,469
Sheri L. Farrar-Meyer.....	56,204
Elaine K. Williams.....	56,103
Mayra Smalley.....	55,367
Caren Crosby Fields.....	55,043
Sheila J. McCune.....	52,917
Tracy Bryce.....	52,786
Brenda D. Elliott.....	52,485

Heather A. Carlson.....	51,251
Celsa Menjivar.....	51,174
Sue Uibel.....	51,095
Gail Patton Menefee.....	51,040
Paula Vander Vorste.....	50,951
Nancy A. Berlin.....	50,638
Grace Hull.....	50,474
Kimberly Dawn Reed.....	50,274
Sheri L. Henderson.....	50,273
Kelly S. Shannon.....	50,059
Janee Arancibia.....	49,848
Roxanne K. Youngton.....	49,765
Nora L. Clavijo.....	49,160
Caroline Nesbitt Osmon.....	49,124
Andrea Steinmetz.....	48,057
Kami Fredericks.....	48,012
Yolanda Lopez.....	47,847
Karen Hunter.....	47,735
Karen A. Jorgenson.....	47,442
Denise W. Montgomery.....	47,351
Nikki Knott.....	47,196
Maritza Lanuza.....	47,046
Elaine Oatmeyer.....	46,809
Denise M. Sowder.....	46,636
Traci L. Smith.....	46,631
Maria Sanchez.....	46,537
Nancy L. DeFina.....	46,415
Carolyn J. Bishop.....	46,268
Joyce Young.....	45,927
Casie Hembree.....	45,884
Angie Onianwa.....	45,822
Jane Okundaye.....	45,792
Angel L. Hurley.....	45,728
Trisha Taylor.....	45,648
Carrell A. Cannon.....	45,601
Charlotte Mantooth.....	45,600
Holly Lynne Martin.....	44,767
Holly E. Sanders.....	44,560
Laura A. Armstrong.....	44,464
Evalina Chavez.....	44,324
Heather Shea Catts.....	43,944
Gale H. Slater.....	43,639
Susie J. Serio.....	43,638
Tanya Olivia King.....	43,376
Kathy P. Oliveira.....	43,066
Valerie Yokie.....	43,029
J. L. Bolton.....	42,927
Michelle Williams.....	42,847
Christine Anderson Summers.....	42,672
Tandy L. Ludin.....	42,563
Linda Jackson.....	42,341
Auri Hatheway.....	42,259
Cathy Kazzi.....	41,910
Jackie L. Root.....	41,872
Johanna D. Giese.....	41,513
Tami C. Stewart.....	41,503
Karen E. Ridle.....	41,458
Rosemary Mitchell.....	41,348
Maria Grey Boza.....	41,285
Joni Pritchard.....	41,185
Katrina A. Bills.....	41,052
Gerri L. Gurreri.....	41,035
Jacque Lynn Grant.....	40,988
Anita Rodriguez.....	40,853
Stacy S. Gilson.....	40,683
Rosario Campos.....	40,532
Gilda Canales.....	40,451

Pearl/Perla

Kristin Myers.....	\$113,790
Sandra M. Munguia.....	112,794
Kim L. McClure.....	108,791
Amie N. Gamboian.....	105,671
Janice Baxter Hull.....	102,834
Lisa Allison.....	101,579
Elizabeth B. Muna.....	96,159
Lia Rene Carta.....	95,727
Cindy Machado-Flippen.....	93,049
Jeanie Martin.....	90,739
Julia Sander Burnett.....	82,468
Holly L. Ennis.....	76,375
Anne Geertsen.....	74,993
Rachael M. Bullock.....	72,721
Kathy Lee.....	72,091
Patti Cornell.....	69,324
Jo Shuler.....	66,975

Laurie C. Cole.....	64,657
Shari M. Kirschner.....	63,692
Sharon Smith Wisnoski.....	61,741
Kathy Ahlwardt.....	61,690
Denise M. Roberts.....	61,249
Roya M. Mattis.....	59,757
Leah Michelle Lauchlan.....	59,381
Menina M. Givens.....	59,235
Darlene Rutledge.....	58,717
Amy Stokes.....	58,650
Kathy Eckhardt.....	58,535
Joyce Bruder.....	57,896
Betsy C. Richard.....	57,385
Amy Kemp.....	56,530
Jean A. Wilson.....	56,336
Evelyn Hill.....	5

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Valorie Jean White.....\$20,995.52
Omosolape O. Akinoyenu.....18,420.38
Kim I. Cowdell.....17,980.81
Ada Y. Garcia-Herrera.....17,017.86
Amy Lynn Allgood.....16,221.00
Pat A. Nuzzi.....16,169.66
LaRonda L. Daigle.....15,775.86
Cynthia L. Frazier.....15,027.55
Cecilia C. James.....14,402.41
Audrey K. MacDowall.....14,267.91
Priscilla McPheeters.....13,937.44
Barbara E. Roehrig.....13,279.37
Marsha Morrisette.....13,248.24
Yvonne Tazem.....13,052.12
Gina Rodriguez.....12,880.97
Krista A. Johnson.....12,789.89
Connie L. Russo.....12,691.83
Eileen M. Huffman.....12,550.03
Evelita Valdez-Cruz.....12,519.04
Karime Rosas.....12,433.03
Ana X. Solis.....12,284.03
Terri J. Beckstead.....12,214.50
Michelle L. Farmer.....12,129.37
Melinda M. Balling.....12,128.08
Melissa R. Hennings.....12,104.30
Jeanette E. Beichle.....12,078.17
Vivian Diaz.....11,857.82
Andrea Shields.....11,434.28
Robbie L. Brannon.....11,381.71
Jacinta Ukah-Ogbonna.....11,354.49
Brenda Bennett.....11,354.31
Betty McKendry.....10,903.03
Sandy Griffith.....10,872.28
Nancy Ashton.....10,870.03
Carol Lee Johnson.....10,844.20
Daria L. Kottwitz.....10,761.55
Noelia Jaimes.....10,689.63
Mary C. Ramirez Bravo.....10,689.63
Brenda K. Howell.....10,523.58
Vicki O'Bannon.....10,436.24
Rosa C. Fernandez.....10,433.32
Sheryl Peterson.....10,398.72
Maricarmen Gonzalez.....10,341.60
Virginia Rowell.....10,337.98
Noemi C. Jaimes.....10,255.42
Ruth Ojibeka.....10,208.58
Yosaira Sanchez.....10,206.25
Mileta K. Kinser.....10,188.42
Norma Lee Shaver.....10,121.90
Nancy Fox Castro.....10,059.17
Faith A. Gladding.....10,040.80
Mary Beissel.....10,026.64
Silvia Sanchez.....10,020.52
Jenny Siemonsma.....10,004.83
Julie Schiundt.....9,943.64
Stephanie A. Richter.....9,791.36
Chatney Gelfius.....9,713.75
Mariann Biase Mason.....9,587.49
Gladis Maldonado.....9,587.48
Meg Booker Steward.....9,584.10
Mary P. Creech.....9,565.41
Sharee Munger.....9,557.83
Pat Joos.....9,546.41
Julie Garvey.....9,538.23
Gladys C. Reyes.....9,483.52
Joye Z. Stephens.....9,468.21
Deanna L. Spillman.....9,433.82
Ava Lynn Roberts.....9,373.47
Joyce M. Conant.....9,334.30
Martha Kay Ralle.....9,242.97
Lori A. Peterson.....9,231.77
Lara F. McKeever.....9,070.89
Tawnya Krempegas.....9,048.94
Cindy S. Kriner.....9,009.98
Amy Zanto.....8,954.79
Ana Carolina Alvarez.....8,938.45
Meyra Esparza.....8,935.65
Lisa A. Stengel.....8,935.12
Julie Danskin.....8,875.69
Connie J. Lamp.....8,830.41
Diane Ferguson-Mentiply.....8,827.50
Patricia Carr.....8,823.35
Aishat Bola Koya.....8,782.88
Josefa E. Rosario.....8,698.85
Susan J. Pankow.....8,693.47
Mary Beth Pfeifer.....8,690.03
Rhonda Jean Taylor.....8,622.42

Mary Kathryn King.....8,616.66
Judy Higgins.....8,575.87
Sandra Molina.....8,558.23
Trudy Miller.....8,513.49
Kim A. Messmer.....8,493.11
Susan K. Carlson.....8,429.49
Heidi Goelzer.....8,387.35
Ivonne Hernandez.....8,381.33
Lynnea E. Tate.....8,336.05
Stephanie Audino.....8,328.33
Anayanci Canales.....8,309.53
Emily Sims.....8,306.90
Elvi S. Lamping.....8,257.94

Ruby

Ekene Okafor.....\$41,053.82
Thesny Nkechi.....40,386.39
Nwachukwu.....40,386.39
Helen Naomi Godswill.....18,515.22
Oye A. Onuoha.....16,534.40
Dorothy C. Ibe.....14,694.54
Olubunmi Ebiwonjumi.....14,475.98
Joyce Omene.....14,405.11
Lisa Anne Harmon.....13,927.48
Stella Nwokoye-Plus.....13,637.89
Appollonia Nnediogo.....13,072.37
Ifoma Goodness Nwoko.....12,345.21
Laura A. Kattenbraker.....12,274.42
Mudupe M. Bajomo.....12,032.00
Jan Maloney.....11,924.22
Krystal D. Downey-Shada.....11,792.31
Phina N. Onwuachi.....11,790.74
K. T. Marie Martin.....11,618.99
Adaora Eucharia Umeh.....11,412.69
Kathy Monahan.....11,267.70
Kemi E. Madunta.....11,219.63
Amy J. Spence.....11,049.43
Sonya F. Goins.....10,757.27
Palia A. Curry.....10,734.73
Donna Clark.....10,713.51
Nancy D. Marshall.....10,670.99
Diane Covington.....10,651.97
Lisa Baker.....10,608.01
Vicki S. Lindsay.....10,598.88
Sheryl K. Goins.....10,502.83
Colleen Robustelli.....10,472.41
Phung Lu Arohdain.....10,365.24
Phuong L. White.....10,361.13
Marnie R. Yungler.....10,323.99
Debbie A. Elbrecht.....10,289.62
Jami Lynn Jablonski.....10,215.57
Vanessa R. Upkins.....10,199.71
Somer Ballard Carter.....10,131.91
Liz Whitehouse.....10,067.55
Sheila K. Valles.....10,027.02
Veronica M. Wilkins.....9,985.24
Julie Smith.....9,970.00
Joleen M. Hallouer.....9,513.45
Julie Roman.....9,490.55
Joyce H. Valalik.....9,405.70
Courtney Leanne Armstrong.....9,327.45
Cindy P. Markowski.....9,300.12
Gina M. Gildone.....9,292.34
Cissy E. Warren.....9,250.87
Lee A. McCarthy.....9,207.46
Kali DeBlander Brigham.....9,202.42
Janet S. Pavey.....9,148.81
Tilidayo Onasanya.....9,094.87
Gloria Dominguez.....9,087.47
Becky M. Xepoleas.....9,043.71
Bonnie Brannon.....9,033.50
Edith Ngazi Nwachukwu.....8,881.92
Karen E. Gardner.....8,829.85
Rose Mary Neel.....8,778.05
Kathleen C. Savorgnan.....8,761.27
Brenda Fenner.....8,739.24
Anne Weidenweber.....8,702.88
Breda M. Teal.....8,702.50
Janet M. Gammill.....8,697.65
Sylvia Limon Martinez.....8,650.45
Maribel Olivares.....8,648.06
Brenda S. Smith.....8,639.04
Patti Maxwell.....8,582.33
Mary A. Mack.....8,546.87
Dori M. Fennell.....8,520.76
Jennifer Jean McNulty.....8,497.57

Connie A. Brinker.....8,482.24
Julie Brindell Sapp.....8,458.42
Florence N. Ohen.....8,410.55
Daria L. Issa.....8,392.09
Maggie G. Shake.....8,374.56
Kaye Driggers.....8,370.57
Olufunke Monisola Akinokun.....8,314.30
Augusta C. Onyenemere.....8,281.13
Krystal K. Walker.....8,123.43
Melanie S. Abernathy.....7,936.37
Carmen Nunez.....7,910.94
Carol Neat.....7,895.88
Kimberly Cavarretta.....7,880.87
Gloria Bello.....7,857.39
Michelle M. Visco.....7,836.54
Michele Semper.....7,829.50
Judy Lund.....7,824.03
Terry S. Smith.....7,776.59
Barbara L. Harrison.....7,775.91
Rosalin A. Onyia.....7,762.22
Karen M. Irwin.....7,715.74
Christy M. Cox.....7,691.76
Teri A. Nichols.....7,657.75
Deborah S. Bailie.....7,624.01
Patricia Onyeise.....7,577.58
Karen Pappas.....7,519.12
Chioma Ajaegbu.....7,519.08
Gina Beekley.....7,511.98
Jackie M. Craver.....7,506.99
Silvana C. Anton.....7,506.09

Sapphire

Andrea Evans-Dixon.....\$17,679.25
Julie Weaver.....16,619.86
Ladyl Ruth Brown.....14,650.30
Jennifer L. Semelsberger.....14,603.36
Kim Williams.....14,566.30
Julie Neal.....14,000.83
Julia Mundy.....13,677.23
Zasha Noel Lowe.....13,309.87
Maria G. Diaz.....12,611.91
Candy I. Johnston.....12,452.88
Tracy Potter.....12,428.40
Yocenta Hernandez.....10,727.25
Melva M. Stythe.....11,928.42
Debra J. Witmer.....11,795.49
Ann Ferrell Smith.....11,742.78
Ann W. Sherman.....11,728.38
Kristi M. Anderson.....11,524.46
Lynn Baer Roberts.....11,378.98
Jill Beckstedt.....10,511.50
Patsy Ann Burdine.....10,503.22
Janelle A. Ferrell.....10,470.74
Randi Stevens.....10,391.42
Sylvia Boggs.....10,300.59
Jennifer G. Bouse.....10,208.96
Madalena Rodriguez.....10,196.50
Paga Pena.....9,951.25
Dwauna Maura.....9,893.34
Barbara J. Puckett.....9,832.23
Tabitha A. Hallums.....9,826.80
Roxanne McInroe.....9,735.02
Dolores Keller.....9,705.84
Regina T. Anderson.....9,700.04
Regina D. Oliver.....9,674.10
Lyns Yee.....9,654.49
Cheri L. Taylor.....9,602.30
Gena Prince.....9,542.16
Silisia Evans Moses.....9,487.94
Pilar Najera.....9,402.83
Linda Klein.....9,373.89
Linda A. Jones.....9,358.71
Theresa Wilkerson Brown.....9,256.76
Nicole Dianne Meier.....9,228.94
Ruby Garner.....9,126.19
Anna Maria Barba.....9,101.16
Linné Lane.....9,057.33
Sherri Reindl.....8,961.09
Avelyn R. Smith.....8,946.16
Phyllis I. Pinksner.....8,917.49
Tammey Romage.....8,759.68
Beverly M. Brown.....8,697.93
Pamela Pearson.....8,648.28
Angie S. Day.....8,587.94
Patrice Moore Smith.....8,582.62
Sherrian Beagle.....8,575.78
Sherri Ammons.....8,546.23

Estela Saucedo.....8,515.81
Tasha Bergman.....8,482.12
Beth S. Austin.....8,480.17
Cindy Harness.....8,457.92
Kathy R. Bullard.....8,437.35
Ana Ruth Gomez.....8,379.14
Binta Touray Jagne.....8,378.12
Peggy B. Sacco.....8,354.10
Barbara A. Tyler.....8,321.35
Joanna Helton.....8,309.58
Natalie Reed.....8,240.88
Pamela K. Nelson-Charlemagne.....8,220.04
Satarro Purnell.....8,149.48
Betty Wilson.....8,135.80
Elizabeth A. Poole.....8,132.36
Marie Pfarr.....8,128.71
Jennifer Bessey.....8,103.73
Gina T. Rizzo.....8,089.42
Jill L. Glockner.....8,063.23
Nita Ann Godwin.....8,036.33
Mary K. White.....8,029.37
Angeles Herrera.....8,023.32
Danice C. McEldowney.....8,000.42
Julie M. Moreland.....7,982.35
Diane Bruns.....7,958.89
Charlyn C. Eschette.....7,932.93
Shaniece M. Armstrong.....7,923.78
Moleda G. Dailey.....7,901.36
Marie G. Miller.....7,881.69
Pettie L. Huffman.....7,868.17
Debbie A. Weld.....7,854.78
AnaMaria R. Cruz.....7,843.44
Flory Palencia.....7,815.56
Susan Lackey Best.....7,804.57
Maria Montes.....7,774.15
Virginia E. Curry.....7,771.23
Traci Weber.....7,721.87
Amy C. Hayes.....7,659.56
Angelique M. Talbert.....7,634.94
Sandy Altman Welch.....7,626.97
Alison Renee Jurek.....7,595.53
Bonnie Crumrin.....7,554.92
Bea Heath.....7,477.01
Brynn M. Blalock.....7,433.69
Maria G. Leon.....7,426.20

Emerald

Helen Jakpor.....\$16,292.14
Hollie R. Sherrick.....13,939.62
Ayobami O. Olusa.....12,551.23
Pam Kelly.....12,354.14
Candy Jackson.....11,508.87
Marianne L. Anderson.....11,499.33
Grace Y. Adeoye.....11,494.99
Stacy D. Foust.....11,249.51
Jamie Michele Connors.....11,135.85
Rose Campbell.....10,963.70
Linda Bradley.....10,953.99
Nancy Harder.....10,913.75
Hope S. Pratt.....10,761.15
Denise G. Kucharski.....10,684.97
Annette D. Oxley.....10,401.61
Kimbi L. Bartik.....10,297.52
Maritza Lanuza.....10,198.97
Tandy L. Ludin.....10,144.54
Suzie J. Serio.....10,053.14
Pat Forehand.....9,989.25
Aliuska Entenza.....9,926.48
Angel L. Hurley.....9,879.28
Paula Vander Vorste.....9,856.73
Auri Hatheway.....9,797.37
Barbara Pleet.....9,765.92
Heather A. Carlson.....9,765.59
Kam Fredericks.....9,645.57
Sheri L. Farrar-Meyer.....9,574.65
Rosemary Soto.....9,483.32
Caren Crosby Fields.....9,452.03
Jennifer Spriggs.....9,431.53
Tracy Bryce.....9,427.65
Jeannine R. DeVore Harris.....9,407.65
Elaine Oatmeyer.....9,392.02
Pamela Rowe Krzmarzick.....9,160.36
MaryAnn V. Knox.....9,126.61
Pattie A. Robinson.....8,765.80
Denise W. Montgomery.....8,703.05
Jo M. Cotton.....8,694.90
Maria Sanchez.....8,639.72

Mercedes Maria Cruz.....8,628.99
Michele Martella Armes.....8,625.94
Charlotte Mantooth.....8,603.97
Stacy S. Gilson.....8,574.10
Karen Hunter.....8,542.87
Evalina Chavez.....8,506.24
Elaine K. Williams.....8,504.22
Traci L. Smith.....8,446.74
Nancy A. Berlin.....8,399.88
Gail Patton Menefee.....8,377.37
Yolanda Lopez.....8,364.53
Kimberly Dawn Reed.....8,292.59
Sheila J. McCune.....8,261.76
Karen A. Jorgenson.....8,202.08
Haydee Guzman.....8,136.56
Trisha Taylor.....8,118.80
Roxanne K. Youngton.....8,097.35
Grace Hull.....8,086.10
Emily Stone.....8,040.80
Carolyn J. Bishop.....7,948.72
Mayra Smalley.....7,915.55
Andrea Steinmetz.....7,888.17
Kelly S. Shannon.....7,871.48
Carol M. Fulton.....7,855.90
Brenda D. Elliott.....7,854.89
Helen M. Harlow.....7,823.29
Michelle Williams.....7,809.38
Joyce Young.....7,777.89
Julie B. Potts.....7,751.47
Tanya Olivia King.....7,736.12
Lorena M. La Rosa.....7,720.85
Deborah K. Thrift.....7,657.15
Sue Uibel.....7,596.00
Laura A. Armstrong.....7,442.87
Janee Arancibia.....7,403.30
Kathy P. Oliveira.....7,283.51
Cathy Kazzi.....7,256.42
Deborah G. Thrift.....7,211.87
Diane K. Autry.....7,153.52
Jane Okundaye.....7,081.35
Sylvia Ramos.....7,061.76
Celsa Menjivar.....6,997.00
Tammy K. Ayers.....6,995.48
Connie S. Miller.....6,990.82
Shawna D. Schneider.....6,979.91
Kristen L. Voyles.....6,951.33
Frankie Clapp.....6,929.65
Gale H. Slater.....6,918.89
Debbie L. Bower.....6,911.57
Casie Hembree.....6,905.48
Denise M. Sowder.....6,904.84
Rosario Campos.....6,897.83
Karen E. Ridle.....6,855.07
Linda Jackson.....6,845.69
Kathleen L. Holmberg.....6,833.40
Kay Dickerson.....6,797.42
Caroline Nesbitt Osmon.....6,795.38
Sheri L. Henderson.....6,779.19
Carolyn L. Lucas.....6,730.65
Nikki Knott.....6,727.81

Pearl

Sandra Munguia.....\$18,883.82
Jeanie Martin.....17,900.21
Kim L. McClure.....17,865.91
Lisa Allison.....16,285.73
Amie N. Gamboian.....15,402.64
Janice Baxter Hull.....15,354.09
Julia Sander Burnett.....14,478.72
Kristin Myers.....13,966.94
Elizabeth B. Muna.....13,368.13
Lisa Olivares.....13,299.22
Lia Rene Carta.....12,997.50
Kathy Lee.....12,752.09
Cindy Machado-Flippen.....12,583.25
Anne Geertsen.....12,246.33
Judy Brack.....11,965.19
Darlene Rutledge.....11,914.34
Keita Powell.....11,874.27
Evelyn Pirhalla.....11,660.60
Rachael M. Bullock.....11,437.98
Jeanie K. Navrkal.....11,425.30
Alma Orrosteiga.....11,361.10
Sharon Smith Wisnoski.....11,176.84
Holly L. Ennis.....11,034.95
Tammy A. Vavala.....11,025.47
Kathy Eckhardt.....10,956.14
Menina M. Givens.....10,822.25

Jo Shuler.....10,672.39
Nadine Bowers.....10,580.57
Joyce Recenello.....10,483.52
Susan M. Hohlman.....10,394.88
Ginger J. Benedict.....10,259.79
Denise M. Roberts.....10,204.43
Patti Cornell.....10,163.10
Renee Brooks.....10,152.05
Joyce Bruder.....9,872.49
Jean A. Wilson.....9,788.13
Leah Michelle Lauchlan.....9,676.20
Marilyn A. Ricker.....9,509.13
Amy Stokes.....9,464.62
Tracey L. Chavez.....9,407.91
Kathy Ahlwardt.....9,397.59
Roya M. Mattis.....9,239.48
Kathryn L. Engstrom.....9,143.02
Ella M. Chick-Power.....9,069.05
Shari M. Kirschner.....8,964.72
Charlene Grubbs.....8,708.00
Rita Schaefer.....8,692.28
Harriett Sharpe.....8,666.74
Tamarie M. Bradford.....8,626.98
Vicki Piccirilli.....8,618.24
Tamarie M. Bradford.....8,626.98
Laurie C. Cole.....8,551.80
Stephani Estrada.....8,523.39
Carmen J. Felix.....8,493.39
Luanne Stewart.....8,440.60
Peggy Matish.....8,437.74
Jeraline B. Long.....8,428.29
Terri Lewis.....8,422.06
Irene K. Foster.....8,382.00
Barbara Ashworth.....8,364.49
Michele Salisbury Rankin.....8,356.35
Amy Kemp.....8,334.41
Leah G. Nelson.....8,291.41
Judi Tapella.....8,228.81
Debbie A. Thomas.....8,228.68
Evelyn Hill.....8,213.27
Betsy C. Richard.....8,212.87
Sandra Giraldo Kirchhoff.....8,164.38
Dorothy D. Boyd.....8,138.59
Angela J. Fry.....8,103.66
Denise D. Williams.....8,017.60
Belle L. Martin.....7,978.61
Mary Durrer.....7,977.56
Shelley Eldridge.....7,957.60
Alicia Borkowska.....7,948.13
Sherree E. Koehler.....7,945.87
Vicki B. Crank.....7,940.36
Mary Ellen D'Amico.....7,916.91
Pat Ringnalda.....7,894.07
Penny J. Jackson.....7,885.15
Nancy L. Brylie.....7,877.86
R. Sue Miller.....7,853.99
Hollie Thompson Lowe.....7,830.75
Brenda Stafford.....7,827.80
Delores E. Black.....7,795.05
Susan Moore.....7,771.95
Nicole J. Canamare.....7,738.72
Gina Beck.....7,714.00
Patty Webster.....7,704.07
Mildred L. Forbes.....7,702.85
Hazel White.....7,636.81
Patricia Fitzgerald.....7,633.86
Francene M. Anderson.....7,624.25
Fern M. Gerdes.....7,603.27
Sherry Moxley Moir.....7,590.25
Tara Lynn Mitchell.....7,454.38
Barbara R. Johnson.....7,391.45
Sandra Tatzler.....7,391.17
Sally Moreno.....7,387.76
Amie J. Bennett.....7,351.18

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTUOUCH® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in March 2008.

Top National Sales Directors — Commissions and Bonuses



Barbara Sunden
\$87,590
DIAMOND



Carol Anton
\$75,789
RUBY



Gayle Gaston
\$99,176
SAPPHIRE



Gloria Mayfield Banks
\$57,716
EMERALD



Nan Stroud
\$64,966
PEARL

Top Unit — Estimated Retail Production

DIAMOND — Amy Allgood, <i>M. Diem Area</i>	\$127,376
RUBY — Ekene Okafor, <i>Go Give Area</i>	\$266,367
SAPPHIRE — Andrea Evans-Dixon, <i>J. Barnes Area</i>	\$101,036
EMERALD — Candy Jackson, <i>Go Give Area</i>	\$87,895
PEARL — Kristin Myers, <i>G. McGuire Area</i>	\$113,790

Top Sales Director—Personal Sales

DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$19,128
RUBY — Veronica Wilkins, <i>C. Anton Area</i>	\$19,841
SAPPHIRE — Lisa Hillman, <i>G. Gaston Area</i>	\$22,766
EMERALD — Grace Adeoye, <i>G. Mayfield Banks Area</i>	\$15,823
PEARL — Jocelyn Knox, <i>A. Tripp Brewton Area</i>	\$26,610

Top Beauty Consultant—Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$20,864
RUBY — Nneoma Okeke, <i>E. Okafor Unit, Go Give Area</i>	\$20,725
SAPPHIRE — Leslie Omans, <i>J. Solberg Unit, B. Briddle Area</i>	\$23,307
EMERALD — Margaret Meggison, <i>H. Jakpor Unit, S. Goodwin Monday Area</i>	\$12,129
PEARL — Theresa Jones, <i>S. Wisnoski Unit, A. Tripp Brewton Area</i>	\$18,599

Top Team Builder

DIAMOND — Clara Odoemelam, <i>N. Onuoha Unit, B. Sunden Area</i>	18 New Team Members
RUBY — Sales Director Jan Maloney, <i>S. Kirkpatric Area</i>	18 New Team Members
SAPPHIRE — Alicia Sagastume, <i>T. Llanes Unit, Go Give Area</i>	15 New Team Members
EMERALD — Marvarine Davis, <i>L. Fleming Unit, N. Privette-Jones Area</i>	17 New Team Members
PEARL — Paula Hoffman, <i>K. LaPointe Unit, N. Stroud Area</i>	16 New Team Members

Top Unit Builders Independent Sales Directors with 20 or more new unit members for March 2008.

Diamond

New Unit Members

Yvonne Tazem.....	35
Ngozi Onuoha.....	30
M. Marley Reyna Huerta.....	28
Cynthia L. Frazier.....	27
Ana X. Solis.....	26
Kim I. Cowdell.....	25
Mariah J. Rojas.....	25
Omosolape O. Akinyoyenu.....	24
Krista A. Johnson.....	24
Amy Lynn Allgood.....	23
Rosa C. Fernandez.....	23
Carmen Hernandez.....	22
Consuelo Beatriz Mendez.....	21

Fernanda Morla-Canales.....	21
Brenda Bennett.....	20
Yoanni Espinal.....	20

Ruby

Julie Brindell Sapp.....	47
Thessy Nkechi Nwachukwu.....	40
Ekene S. Okafor.....	39
Melissa Regina Almanza.....	32
Adaora Eucharua Umeh.....	28
Stella Nwokoye-Pius.....	27
Whitney Brooke Moore.....	25
Appolonia Nnediogo.....	25
Onwuanaegbule.....	25
Sheryl K. Goins.....	24

Florence N. Ohen.....	23
Jackie M. Craver.....	22
Maribel Olivares.....	21
Guadalupe Sandoval.....	21
Veronica M. Wilkins.....	21
Debbie A. Elbrecht.....	20
Cheryl L. Marion.....	20
Stephanie Harvey Valure.....	20

Sapphire

Maria Diaz.....	41
Jennifer L. Semelsberger.....	35
Ynocenta Hernandez.....	29
Andrea D. Evans-Dixon.....	24
Moleda G. Dailey.....	23

Oralia Gil.....	22
Satarro Purnel.....	22
Angeles Herrera.....	21
Beverly M. Brown.....	20
Tabitha A. Hallums.....	20

Emerald

Mercedes Maria Cruz.....	24
Marianne L. Anderson.....	23
Denise W. Montgomery.....	23
Ayobami O. Olusa.....	23
Hollie R. Sherrick.....	23
Tanya Olivia King.....	22
Lashan Denise Fleming.....	21

Gale H. Slater.....	20
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Pearl

Elizabeth B. Muna.....	39
Denise D. Williams.....	35
Sandra M. Munguia.....	31
Renee Brooks.....	30
Vicki B. Crank.....	23
Caroline Williams.....	23
Lisa Allison.....	21
Lia Rene Carta.....	21
Joyce Bruder.....	20
Cindy Machado-Flippen.....	20
Kristin Myers.....	20

New Independent National Sales Directors Debut March 1, 2008



Anita Conley
National Sales Director
Pearl Seminar
March 1, 2008



Evelinda Diaz
National Sales Director
Diamond Seminar
March 1, 2008



Paola Ramirez
National Sales Director
Sapphire Seminar
March 1, 2008

Meet your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s 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 ©2008 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Luscious Color, Mint Bliss, MK High Intensity, Pronewal and Smart Wiper* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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now appearing

a "seven-star" business-building DVD you won't want to miss!



The introduction in May* of the *Making the Connection: Building Relationships the Mary Kay Way* DVD delivered a powerful relationship-building tool to the independent sales force, a role-playing "go-by" enacted by seven Mary Kay leaders who have blazed a customer service trail for others to follow. This landmark work couldn't have come at a better time. Technology has put us constantly in touch, while the personal touch often gets lost in translation. Mary Kay Ash knew that relationships were the foundation of success, and spreading this message was her passion. Now the torch has passed to Independent National Sales Directors who lead by her example. In this dynamic presentation, four Independent National Sales Directors and three Independent Sales Directors continue her legacy as they share their expertise on relationship building and the art of Golden Rule Service.

You'll learn important tactics through the "live event," compelling role-playing scenes that strategically illustrate and reinforce the most important elements of successful customer service. Don't miss how to actively listen, watch for body language signals, learn to find common ground and respect others. Discover how to establish trust, deliver service that ensures customers for life and earn a reputation that brings referrals for continued business growth. And maybe gain new team members in the process! Let these Independent National Sales Directors inspire you as they guide you from one principle to the next. See others just like you work through real-life scenarios that you may encounter. Here's what some of the talented "stars" of *Making the Connection: Building Relationships the Mary Kay Way* have to say ...

*Available on the June 16 Consultant order form for \$7.50. Available as a write-in item on May 1. (Part number 10-020660)

Independent Senior National Sales Director **Judie McCoy**

"Techniques may change, but principles never do, and the Golden Rule is the *only* rule by which our business will grow with the values of Mary Kay. Through this DVD, I was reminded that we all must work together with the highest values and integrity to allow this opportunity to impact women's self-esteem and to affect future generations!"



Independent National Sales Director **Sandra Chamorro**

"Two of the most important things about this DVD are that it helps Independent Beauty Consultants understand how to accept 'no' with grace and how to put the customer's needs first by recognizing that sign around everyone's neck that says, 'Make me feel important.' We Independent National Sales Directors saw once again that no matter where we are on our career paths, all of us will face many of the same things. How we respond to those experiences makes all the difference."

Independent Elite Executive National Sales Director **Gloria Mayfield Banks**

"Understanding Golden Rule Service and relationship building is key in the people business. How we choose to attract, build and keep customers can be learned through watching and listening to this DVD. I'm celebrating 20 exciting years in my Mary Kay business, and what I learned by just participating was wonderful!"



Independent National Sales Director **Vicki Jo Auth**

"I'm so excited to have been part of a project that illustrates how we need to treat others everywhere we go. Not only does this DVD share valuable information about how to provide Golden Rule Service, but it also shows how to obtain new customers while keeping in mind our 'golden' reputation. This DVD can help a brand-new Independent Beauty Consultant avoid many pitfalls and mistakes so she can experience success right from the start!"

Independent Elite Executive Senior Sales Director **Melva Slythe**

"The very process of creating this wonderful business tool brought the true intent of Mary Kay back into focus, recapturing the vision she had for Golden Rule relationships. I'm putting this powerhouse refresher course to work in role-playing sessions in my unit."



Independent Senior Sales Director **Brenda Bennett**

"The content of this amazing breakthrough tool is so valuable that each time we rehearsed, I felt like I was seeing a teaching point from a different perspective. It was enlightening and inspiring to watch the Independent National Sales Directors — each one a legend in her own right — so willing to share their wisdom and knowledge. Our business is about cultivating relationships. As we sharpen our Golden Rule Service, we'll experience even *greater* success!"

Independent Future Executive Senior Sales Director **Audrey MacDowall**

"This incredible teaching material presents our real-life stories, and the result is real-life reenactments, not theory. Every Independent Beauty Consultant can build a long-term, successful business and lasting relationships when she focuses on the needs of her customers. Successful people do 'lots of little things right,' and that's the message we tried to convey throughout the stories and concepts."



models of customer care

Applause® magazine proudly presents the four Independent Beauty Consultants of the Model of BeautySM Search winners. Don't miss what they have to say about booking, selling and creating lasting relationships with "customers for life"!

The now-famous Mary Kay® Model of BeautySM Search last year produced thousands of exceptional examples of inner and outer beauty. It truly was hard to choose! The judges' final decisions turned the spotlight on four grand-prize winners and 45 runners-up who were selected for being exemplary models of total-woman beauty. Grand-prize winners received a photo session and an opportunity to appear in *The Look*, plus a trip for two to New York City and a \$500 shopping

spree. Independent Beauty Consultants of each grand-prize winner received a \$500 Visa® gift card to be used as they wished. Runners-up received free products from the Mary Kay® Body Care Collection.

For the Independent Beauty Consultants of the winning customers, the pride of knowing they were the conduit for a chance-of-a-lifetime opportunity in the spotlight simply enhanced their relationships. These women give the same Go-Give® attention to all their customers. Just how *do* they do it?



Independent Beauty Consultant
Nadine McMahon, St. Albert,
Alberta, Canada,
Independent National Sales Director
Gloria Boyne Area

"My motto is 'Always be honest with your customers.' If one color doesn't complement them as well as another, tell them so, and they'll learn to trust you. Your honesty may be the very vehicle for them

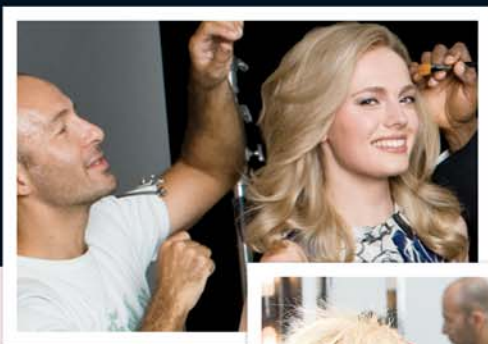
to try other colors they never thought to try before. Know your products and the differences between them to ensure you're selling to your customers what's right for them. Don't push a sale on someone who's hesitating; instead, let her feel comfortable with her potential purchase by reminding her that she can always return what she doesn't like. Empower people to make decisions that are right for them. It's not about the sale or how much you make, it's about the people you meet along the way and how you can make a positive difference in their lives. A positive attitude is contagious, and sales will naturally come as a result! Try occasionally holding skin care classes at your own house if the hostess can't manage them at her home. With people's busy lives, they can feel more pampered getting out of their own houses and not having to 'entertain'. If you don't fulfill your goal of selling as much as you first envisioned, as fast as you thought you would, remind yourself that the keys to maintaining your business are perseverance and determination. Love what you do, love yourself for who you are and what you do each and every day. Be grateful for all your abilities and remember that each day is a gift. Don't give up. Consider your current life and schedule and run your business the way it works best for you and your family. It's all up to you! And don't worry about making mistakes! All of us make them, but the trick is to learn from them. Mistakes equal growth!"



Independent Beauty Consultant
Tracey Williams, Byrdstown, Tenn.,
Diamond Go Give Area

"I love to use the Preferred Customer Program as a booking tool for my customers to try new things! After they receive their issue of *The Look* in the mail, I give them a call and tell them how excited I am about the new colors or products that have recently launched.

Then I try to personalize my conversation by telling them how I have fallen in love with the product or color and why I think they will too. When they set up a facial or skin care class with me, I like to take their looks beyond their everyday wear or comfort zone. When my customer is able to see just how great another color or product works for her, her new view of herself gives her even more confidence in herself — and in me as her Independent Beauty Consultant. Women are sometimes afraid to go with that bold or different color they secretly would love to see on themselves. But when you can get them to try it, they usually love it! It's only been one short year ago that an Independent Beauty Consultant friend of mine gave me a great look from Mary Kay, and I was sold! I started my own Mary Kay business and discovered not only the greatest products but also the greatest of all opportunities to enrich my life. I can't help but share my enthusiasm for this fabulous opportunity!"



**Independent Beauty Consultant
Wendolyn Diggs, Charlotte, N.C.,
Independent Senior National Sales
Director Kym Walker Area**

"I've enjoyed booking, selling and recruiting ever since starting my Mary Kay business in 2005. My daily goals revolve around '10-3-2-1': Obtain 10 business cards with full contact information; book three new appointments; conduct two

team-building appointments; realize \$100 in sales. I try to book customers on the spot, at the time I meet them. I call all my contacts within 12 hours. At individual appointments, I always show the complete Miracle Set and choose colors that will complement my customer. At a skin care class with five or more, I arrive early to do a full glamour look on my hostess, then tell all her guests, 'At the end of the party, I'll meet with you individually to set up a follow-up color appointment to create *your* perfect look!' Then I add, 'You can invite your girlfriends on the same day, and they can enjoy the Mary Kay experience that you've had today.' Since some of my guests anticipate doing full color from already using the Ultimate Miracle Set, lip gloss, Ultimate Mascara™ and Eyesicles® Eye Color, I always come prepared to do a color makeover. Most importantly, when I'm sharing my Mary Kay 'lifestyle' with my customers, I make sure I come prepared with the Ultimate Miracle Set, supplements, color products and team-building packet. I arrive on time, I make sure that my makeup is flawless, my look is fabulous and, most importantly, I've brought all the products my customer may want to purchase that day. I love my Mary Kay business, and I make sure my customers know it. That's the best way I know to set an example for my future new team members!"



**Independent Beauty Consultant
Anat KaraKugli, Merced, Calif.,
Independent National Sales Director
Lily Orellana Area**

"I decided to start my Mary Kay business because I had received so many compliments on the way I wore my makeup. I love to try different colors and application techniques, and friends were always asking me to show them how to apply

their makeup. I just love makeup! When you really like what you do, it's very easy to do it – successfully. I let my customers know about new products and product colors as soon as possible. I also send samples. Always make customers feel comfortable and good about themselves, and never push the sale. I prefer for my customers to try the product before they buy it. Once they fall in love with it, they feel more secure about what they're paying for. I frequently remind my Mary Kay customers that their satisfaction is *guaranteed*. When my customers are happy and excited after a makeover, when they tell me 'I love the way I look!', it makes me feel fulfilled and happy. Providing excellent customer service seems to always bring me new business, as my customers recommend more customers and even book parties! I've been inspired by the example of my adoptive Independent Sales Director, Josefina Arroyo. She's always giving me 'customer care' ideas and she organizes customer events that help us build relationships."

Left to right above, professional hair and makeup artists Livio Angileri and Paul Innis apply their skillful touch to Mary Kay® Model of BeautySM Search winners Angelica Borsellino, Debbie Cross, Aurelia Ochoa and Michele Griffith Hilliard in preparation for their debuts in *The Look!*



experience speaks

A Mary Kay pioneer, superstar and role model talks about how applying the Golden Rule leads to a richer life.

Many of you know her name for her extraordinary achievements over nearly four decades. When she moved on to a new life in January 2007, **Independent Elite Executive National Sales Director Emeritus Anne Newbury** left behind proof of her steady performance. She was the first Independent National Sales Director to earn \$1 million in a year in NSD commissions. She debuted a record-setting 16 direct-line offspring Independent National Sales Directors, defining her as a leader producing leaders. From 1969 until January 2007, she accrued earnings totaling more than \$11 million. She earned commissions from 12 countries. Because she grew up in the business, Anne witnessed the Company's unique Go-Give® philosophy, the underpinning of all things Mary Kay, bloom from infancy through full flower. She saw Mary Kay Ash put others first time and again, and her observations laid the stepping stones for her own business path. Anne's recollections may open your eyes to new ways of thinking about enriching lives. Her perspectives provide a proven track to run on for all who care to take their business relationships to a new level.

Independent Elite Executive National Sales

Director Emeritus Anne Newbury officially hung up her Beauty Consultant shingle last year, but her illuminating example continues to light the way for thousands whose lives she touched. Still the quintessential impeccably groomed woman, Anne remains an embodiment of the Mary Kay legacy, known for taking generations of women under her wing and coaching them to success. And despite her groundbreaking accomplishments over nearly 40 years, she's just as down to earth today as ever.

Anne's Mary Kay memory bank is so rich that when asked to reminisce about the marvel of the Go-Give® lifestyle, she hardly knew where to begin. "The 'Golden Rule Service mentality' was with me from the very start," she explains, on the afternoon *Applause*® magazine caught up with her at her newly constructed West Coast dream home. "At first I was the only Independent Beauty Consultant in Richmond, Va. After a few years, my family and I moved to Boston, and I was the only one there too." She pauses and breaks into her trademark smile. "When you're presenting a product that *no one* has ever heard of, you quickly learn to treat every customer and hostess like they were *pure gold*, because they were. You become a specialist in doing all the things it takes to please the people who were buying or showing any interest at all, because you literally got only *one chance* to make the right impression, and it had to be *perfect* in every way."

A Generous Example Sets the Tone

When Anne, a 1974 monthly Go-Give® Award winner, became an Independent Sales Director, she took her Golden Rule responsibility seriously and willingly took others under her wing. As one decade rolled into the next, an increasing number of women asked her to speak at their debuts, women who were not from her unit, or later, from her National Area, but who had gained personally from her adoptee mindset and implemented it in their own businesses. For instance, Anne's welcoming attitude was evident early on while she was building up the Boston area, where streams of

adoptees flocked to her weekly success meetings. "Ours were the only Mary Kay meetings in the vicinity," she explains. "I treated adoptees like members of my family – we called ourselves 'Pilgrims' back then – and they came to our meetings, socials, workshops, everything. We included the whole Go-Give® philosophy in our New Consultant class each week to set the mood right from the beginning, especially for any who might think they were there to make money without considering others. Teaching the principle went a long way toward the adoptee program's success. We taught it first, then exercised it in our daily lives."

Up until that time, Mary Kay hadn't talked much about what later would become known as the "Go-Give® spirit," Anne recalls, but she was practicing the principle throughout her business, and Anne modeled herself after her leader. "We knew we had to care for each Independent Beauty Consultant for the same reason we had to care for each customer," she says. "Our reputation literally depended on *everyone* being happy and successful. If there was one Beauty Consultant who was disgruntled because of lack of care and education, the fallout would have affected the businesses of all of us in the surrounding area because there were so few of us." Anne credits her upbringing for planting the seeds that made Go-Give® easy for her. "It was natural for me to care about people since I grew up in a household where neighborliness was an absolute. My mother was a wonderful example of putting others first, so Mary Kay's philosophy came as no surprise."

As the Company's influence spread from its Southwestern roots, Mary Kay Ash increasingly emphasized the Golden Rule, Anne says. "Once more people lived some distance from Dallas, she could see opportunities for unresolved rivalries. Mary Kay knew she had to jump in early on, and she asked Sales Directors personally, 'You will teach others who live in your city, won't you? Because it *will* come back to you when you have Beauty Consultants from YOUR unit living in other states.' The adoptee program went smoothly for the most part. Later, a few issues arose when someone was reluctant to take on others. But Mary Kay always helped them over that hurdle."

Communication Remains the Key

In time, Anne helped Mary Kay open the market in Canada. The two were touring together when one day in a certain city they were met by a limousine, "thanks to the head office," laughs Anne. "I remember how impressed the limo driver was with Mary Kay's charm and how she took such a kind interest in him. In her legendary, motivational way, Mary Kay said, 'I'll bet when I come back here, you'll *own* this limo company!' The driver smiled and blushed and said that, actually, that was his dream. A few years later we were in the same city, and that same gentleman picked us up. After a few miles, he said, 'You probably don't remember me, Mary Kay, but you had a huge influence on my life when I met you back in 1978. You predicted that one day I would own this limo company. Well, I'm happy to tell you, I do! Thank you for the vote of confidence you gave me!' Mary Kay could sense people's attributes across the room. I'll never forget her many examples of reaching out to help someone, such as the bright hotel housekeeper with whom she shared the opportunity."

Anne's life remained closely intertwined with her mentor's, and when Anne lost her mother, Mary Kay's tender compassion embraced Anne and her family. "My mother lived in Dallas, close to Mary Kay's home, and she had been hospitalized. She passed away in the early hours one morning, and in an almost miraculous way, Mary Kay showed up at our home shortly after. She was the first person to arrive, and she brought a fully cooked, complete meal for eight people – at 8:30 in the morning! To this day, I have no idea how she knew, but she did, and she acted. Mary Kay was always reaching out, and she *made time* to do the things her own mother probably taught her to do, both in the community as well as in their neighborhood. The Go-Give® spirit was part of who Mary Kay was."

As the independent sales force grew, the Go-Give® emphasis never waned, although Anne acknowledges occasional lapses. "When I heard about a recruiting dispute or a dissatisfied customer, I immediately phoned and made personal visits – both to the one who was affected as well

as to the one who initiated the dispute – to keep our reputation pristine and ensure that all could prosper, not just a few. Whether I felt like doing it or not wasn't the issue. If I hadn't taken action, the problem would have only grown worse. I had what I felt was a good relationship with everyone in the vicinity, and when I did have to call a few 'to table,' I spoke to them with what I hope was strength and compassion. They were made to feel like family."

Anne believes that hurt feelings, whenever and wherever they arise, should be addressed quickly. "Anyone who feels disappointed that she didn't receive the education she expected may talk to others and advise against the opportunity, when in fact her experience could spring from a misunderstanding. As we grew in Boston, we had logistical problems accommodating everyone's needs. The Independent Sales Directors got together and made some citywide decisions, such as asking women to attend their own Independent Sales Director's meetings within a 50-mile radius of their home. Then originating Independent Sales Directors and adopting Sales Directors established the rules of the 'house.' For example, where could the Independent Beauty Consultant attend meetings, if she chose to? How many sets of prizes would be awarded per Star Consultant order? The originating Sales Director would initiate contact with the adopting Sales Director at least every two months to confirm progress. Then, as soon as the adopting Sales Director confirmed a Beauty Consultant's early success and need for further connection with her *own* Sales Director, the originating Sales Director would make a trip, no matter how far, and stay a few days to work with her on moving up."

So how does this behind-the-scenes look into the early days of Independent Sales Directors and their units, the foundational roots of the business, affect a brand-new Independent Beauty Consultant today? "We went the extra mile back then to make sure no one could ever be hurt by someone's neglect, and that kind of attention applies to everyone," says Anne. "Caring for one another with a Go-Give®

spirit ensures better results in the long run. Success boils down to communication." She pauses and smiles, shaking her head as though the point can't be made too often. "You can mark it down. The secret to strengthening and maintaining *any* Mary Kay relationship is communication, and the Golden Rule mentality should be the basis. It worked 40 years ago, and it still works today!"



“

Mary Kay was always reaching out, and she *made time* to do the things her own mother probably taught her to do, both in the community as well as in their neighborhood. The Go-Give® spirit was part of who Mary Kay was.

”

Reflections From Mary Kay

“Your trip to Dallas and your Seminar experience are investments in your future! What you learn about this business will pay for itself many times over in a matter of weeks when you return home. And seeing sister Independent Beauty Consultants recognized for their achievements will inspire you to reach for the stars yourself! You can't afford not to come!”

– Mary Kay Ash



Dates to Remember

JUNE 2008

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

JULY 2008

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

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

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

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

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

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

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

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

This Month:

June 10: Early ordering of the new Summer 2008 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2008 through the Preferred Customer Program April 16 – May 15. New Independent Sales Director Education begins for Independent Sales Directors who debuted April 1, May 1 and June 1.

June 15: Postmark deadline for Quarter 4 Star Consultant quarterly contest, *All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests. Deadline to make Quarter 3 Star Consultant prize selections. Postmark deadline for Spring 2008 promotion and third monthly product bonus. Independent Sales Director Early Offer ends for Summer 2008 promotion. Early ordering of the new Summer 2008 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Spring 2008 TimeWise® Travel-Sized Microdermabrasion Set gift with purchase. Last day to enroll online for Summer 2008 Preferred Customer Program Month 2 brochure. *Color My Dreams* Sales Challenge ends.

June 16: Quarter 1 Star Consultant quarterly contest begins. Summer 2008 promotion and first monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

June 20: May Career Car qualifier paperwork due to Company. Online prize selection for Quarter 4 Star Consultant quarterly contest available.

June 25: Summer 2008 Preferred Customer Program customer mailing of *The Look* begins including exclusive samplers of three new Mary Kay® Mineral Eye Colors.

June 30: *Celebrate the Dream!* Seminar 2008 registration ends.

Next Month:

July 1: Seminar 2009 contest period begins. *Class of 2008* Offspring Challenge ends.

July 4: Independence Day. All Company and branch offices closed. Postal holiday.

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

July 16: Diamond Seminar begins. Second monthly product bonus begins. Fall/Holiday 2008 Preferred Customer Program online enrollment (monthly and quarterly) begins. Consultant First Look enrollment begins for the Fall/Holiday 2008 issue of the Preferred Customer Program version of *The Look*, including exclusive samplers. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

July 20: Ruby Seminar begins. June Career Car qualifier paperwork due to Company.

July 23: Sapphire Seminar begins.

July 27: Emerald Seminar begins.

July 30: Pearl Seminar begins.

45th Anniversary Pioneer Spotlight

Mary Kay Is All About Passion and Purpose!

Exemplary products. Love for people. Influencing customers' choices and servicing their needs. These are just a few of the things I appreciate about my Mary Kay business. Thirty-nine years ago, on my birthday, Mary Kay Ash signed my new Independent Beauty Consultant welcome letter. It was her birthday too – May 12 – and I've been loving the Mary Kay life ever since!

I've spent 35 of those 39 years as an Independent Sales Director, and the experience has changed me from being all things to all people into a woman with focus and deepening purpose. I've earned the use of 14 pink Cadillac Career Cars, I have memories from world travels, compliments of Mary Kay, and we own a home in a country club setting. Our son's entire education was paid for through my Mary Kay sales. My business has grown consistently over the years, and my husband was able to leave his job and pursue his interests. My "daughter-in-love" is an Independent Sales Director who's earned the use of six Mary Kay Career Cars, and I have two "future national" granddaughters.

Little did I know – nor could I see – where this path would take us and how our lives would be heavily influenced by Mary Kay Ash, along with many other great Mary Kay people. As I progressed through my journey, it didn't occur to me how many others I might be influencing. Now all these years later, I see that this business is simply about people: "Do unto others as you would have them do unto you." Mary Kay's personal beliefs and her unbroken philosophy continue to guide us through the years, helping to preserve and protect our future.

I learned a long time ago that the customer always comes first. Mary Kay dedicated considerable time teaching us the art of customer care, and in fact, our business is built on excellent customer service. We have a strong reputation for caring, quick service, for Golden Rule Service founded on integrity and character. We honor Mary Kay's Go-Give® spirit by going the extra mile to protect the businesses of all Independent Beauty Consultants and respecting their customers as we would want them to respect our own. That's why we encourage customers to stay with their Beauty Consultant. Mary Kay would expect that of us. This Go-Give® spirit sets us apart from others in the direct sales industry. Guarding and protecting others ... that would make Mary Kay proud!

In all Mary Kay's wisdom, she taught us to make everyone feel special. Tell them how much you appreciate them, and more importantly, SHOW them. Keep them updated, be good students, learn about the products and attend all the Company's special events so you can be highly educated and "out there" – showing, telling and servicing! Finely tuned customer service skills eventually will lead you to team building, and you'll find yourself working from both your heart and your head, growing more comfortable, blooming where you were planted. You'll see that passion and purpose can bring new dimensions to *your* life!



Independent Executive Senior Sales
Director Sylvia Boggs

Product Giveaway Means Seminar Makes More Sense Than Ever

In today's economy, now more than ever is the right time to go to Seminar, now that the product giveaway equals your registration fee! In the year leading up to our 45th anniversary, it is only fitting that *Celebrate the Dream!* Seminar 2008 offer something extra to all those attending, a reminder of the gifts of education, sisterhood and life-changing inspiration that freely flow every year during Seminar. Please note that the product giveaway is exclusively for you. Be the first to receive this exciting product "peek" – just part of the unforgettable experiences that will stay with you long after thoughts of travel arrangements and costs have faded. What have you got to lose, when there's so very much to gain? See you there!

CMA Awards Contest: What a Trip!

Come this fall, 15 lucky women from the Mary Kay world will have the opportunity to see Country Music's best and brightest – in person! The fun begins when the top Independent National Sales Director from each Seminar affiliation with the highest increase in Cadillac qualifiers from April 1 – Sept. 30, 2008, over those from April 1 – Sept. 30, 2007, will qualify to attend the Country Music Association (CMA) Awards in Nashville. The fun continues with the top Independent Sales Director in each Seminar who is qualified, or is in qualification to earn the use of a Cadillac, and has the most qualified new unit members during the two contest quarters (April 1 through Sept. 30, 2008).^{*} Within the unit of the top Independent Sales Director in each Seminar affiliation, the top Independent Beauty Consultant with the most qualified^{**} new personal team members during the two contest quarters (April 1 – Sept. 30, 2008) will qualify along with her Independent Sales Director. Airfare, hotel accommodations, a preawards backstage tour and limo service might seem like enough to make dreams come true. But there's more. All 15 women will receive a professional hair and cosmetic touch-up prior to the Awards!

To attend the trip, each qualifier must be in good standing with the Company at the time the CMA Awards occur.

^{*}New Sales Directors who debut during the contest period can qualify for the challenge as a member of her Senior Sales Directors Unit.

^{**}For contest purposes, to be considered qualified, a new team member must submit an Independent Beauty Consultant Agreement and \$600 in wholesale Section 1 orders from April 1 – Sept. 30, 2008.

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

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

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$113.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

New Hispanic Phone Feature Speaks the Language of Success

What if your Spanish-speaking potential team members could simply call a toll-free telephone number and hear glowing “testimonies” – en español – from independent sales force members and their husbands about the Mary Kay opportunity? Now your wish has been granted! What a great option for those independent sales force members who don't have a Mary Kay® Personal Web Site but who still want to share with others all the excitement of starting a Mary Kay business! Stay tuned for the announcement of this important new 800 number, coming soon to a phone near you!

Independent Beauty Consultant Education at Seminar!

You've been asking for education based on how long you've had your business, so you're bound to love what's in store for you at *Celebrate the Dream!* Seminar 2008. Independent Beauty Consultants and Independent Senior Beauty Consultants will attend Day 2 classes designed for the length of time they've had their Mary Kay business. Experienced teachers will present customized education that supports the degree of knowledge and experience in the classroom. You won't want to miss these business-building classes designed especially for you!

BizBuilders Bonuses!

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

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Mary Kay® Deo Body Spritzer in Lotus & Bamboo	\$18
\$1,200 sugg. retail/ \$600 wholesale	2 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom	\$36
\$1,600 sugg. retail/ \$800 wholesale	3 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom	\$54
\$2,400 sugg. retail/ \$1,200 wholesale	4 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom	\$72
\$3,600 sugg. retail/ \$1,800 wholesale	5 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom 1 Travel Roll-Up Bag	\$90
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom 2 Travel Roll-Up Bags	\$90
\$6,000 sugg. retail/ \$3,000 wholesale	5 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom 3 Travel Roll-Up Bags	\$90
\$7,200 sugg. retail/ \$3,600 wholesale	5 Mary Kay® Deo Body Spritzers in Lotus & Bamboo 1 Mary Kay® Mineral Eye Color Sampler in Steel 1 Mary Kay® Mineral Cheek Color Sampler in Cherry Blossom 4 Travel Roll-Up Bags	\$90

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

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

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

Go-Give® Award

Congratulations to the winners for July 2008.

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

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



Julie Schlundt

Diamond

Independent Future Executive Senior Sales Director

Began Mary Kay February 1995

Sales Director Debut July 1996

Offspring three first-line; eight second-line

National Sales Director

Jo Anne Cunnington

Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, February 2003; two-times Consultant Queen's Court of Personal Sales; eight-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; three-times Circle of Achievement; eight-times Circle of Excellence; five-times Double Star Achievement; two-times Triple Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$112,203

Personal Lives in South Bend, Ind. Husband, Randy; son, Nate; daughters: Sarah, Emily

Favorite Quote "Fail forward to success." – Mary Kay Ash

Independent Beauty Consultant Julie Chubb of Saint Joseph, Mich., says, "Julie orchestrates the quarterly Elkhart City Wide. Independent Beauty Consultants bring their guests for breakfast, a facial and to hear the Mary Kay opportunity. While guests are pampered, top Independent Sales Directors educate Beauty Consultants and Sales Directors."



Catherine Peavy

Ruby

Independent Sales Director

Began Mary Kay

October 2000

Sales Director Debut

November 2001

National Sales Director

Phyllis Chang

Honors Premier Club qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; five-times Queen's Court of Sharing; gold medal winner; estimated highest monthly unit retail: \$46,130

Personal Lives in Mililani, Hawaii Husband, Bret; daughters: Ashley, Taylor

Favorite Quote "I can do everything through Him who gives me strength." Philippians 4:13

Independent Beauty Consultant

Adelaide Hernandez of Waianae, Hawaii, says, "On a holiday, in beautiful sunny Hawaii where the beaches and picnics are calling, Cathy conducted special education for those running toward their goals – 15 Independent Beauty Consultants attended! Her dedication to our advancement is awe-inspiring."



Amy Bowman

Sapphire

Independent Sales Director

Began Mary Kay

September 1993

Sales Director Debut

January 2000

National Sales Director

Rena Tarbet

Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$42,353

Personal Lives in Rogers, Ark. Husband, Tracy; sons: Kyle, Lance; daughter, Megan

Favorite Quote "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up." Galatians 6:9

Independent Senior Sales Director Dawn Stanford of Fayetteville, Ark.,

says, "Amy has served, in various roles, on the Leadership Team of our Northwest Arkansas Directors Association. She gives generously of her time and talent and is a leader among leaders."



Jan Zelein

Emerald

Independent Sales Director

Began Mary Kay

March 2001

Sales Director Debut

June 2002

National Sales Director

Sherry Alexander

Honors Premier Club qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales; Honors Society; gold medal winner; estimated highest monthly unit retail: \$34,216

Personal Lives in Thornville, Ohio Husband, Chris; son, Kevin; daughter, Jill

Favorite Quote "Say you can; say you can't. Either way, you are right!"

Independent Beauty Consultant Beverley Dunworth of Zanesville, Ohio, says, "Having lost her dearest friend to cancer, Jan strongly supports the Mary Kay Ash Charitable Foundation. She volunteers many hours at the local hospital working with women who have cancer."



Sherree Koehler

Pearl

Independent Executive Senior Sales Director

Began Mary Kay

April 1981

Sales Director Debut

September 1984

Offspring six first-line;

two second-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 21-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$85,408

Personal Lives in Plano, Texas Husband, Ed, Jr; son, Evan; daughter, Audrey

Favorite Quote "Keep on loving each other as brothers and sisters. Don't forget to show hospitality to strangers, for some who have done this have entertained angels without realizing it!" Hebrews 13:1, 2

Independent Elite Executive Senior Sales Director Dorothy Boyd of Marietta, Ga., says, "If there was a love language called 'go-give,' it would be Sherree's. Sherree has opened her home to Independent Sales Directors who have flown in for Mary Kay events. She definitely has the gift of hospitality."



It's in the Bag!

Seminar 2008 Team - Building Challenge

Independent Beauty Consultants and Independent Sales Directors can earn special-edition handbags to be awarded at Seminar 2008 – and more! Beauty Consultants will receive a black patent bag to match their red jacket career apparel, and Sales Directors will receive a chocolate bag to match their 2008 Sales Director suits.

Here's what's in store for you when you add qualified* new personal team members during the contest period:

Three qualified* new personal team members

You'll receive the special-edition handbag and an invitation to the *It's in the Bag* Reception at Seminar 2008, featuring tasty treats, a DJ, prize drawings and more.

Four qualified* new personal team members

You'll receive the handbag, an invitation to the *It's in the Bag* Reception, *plus* an invitation to the *It's in the Bag* Luncheon at Seminar 2008 where you'll be treated to scrumptious food, hear from an Independent National Sales Director and participate in fabulous prize drawings.

Five qualified* new personal team members

You'll receive the handbag, invitations to the *It's in the Bag* Reception and Luncheon AND a coordinating wallet for your handbag! Plus, the top 50 Beauty Consultant and top 50 Sales Director achievers in each Seminar affiliation will receive special onstage recognition.

March 1 –
June 30,
2008

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period from March 1 through June 30, 2008.

celebrate at seminar 2008

You still have time to register and join your “sisters” in celebrating our 45th anniversary year at *Celebrate the Dream!* Seminar 2008. Register by June 30.

Online: Go to the Mary Kay InTouch® Web site. Under “Events,” click on “Seminar 2008.”

Mail: Special Events Registration
Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045



“Seminar is the place where your dreams are given the power to move forward.”

– Mary Kay Ash

Plus, you'll be among the first to receive the new Mary Kay® Compact Pro™ and much more – exclusively for you! The total value of this gift will equal your registration fee and count toward Seminar 2009 recognition in the Queen's Court of Personal Sales and Unit Circles.



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