

MARY KAY

applause[®]

JULY 2010

luscious new
lip choices

New Color for
Eyes, Cheeks and Lips

Limited-Edition
Summer Essentials

Success Awaits You at
Seminar 2010. See Page 15!



find it online: check out Mary Kay InTouch®

Log on today to see what's happening now. You may find everything you need for your Mary Kay business and more!



"Get It Free" BizBuilders Offers

Formerly in *Applause*®, monthly BizBuilders bonus information is now exclusively online so you can quickly access the complete list of quantities and values. To locate bonus information for June 15 to July 16, click on **Products > BizBuilders** beginning June 10.



Summer 2010 Quarter

Go to "Product Central" to learn all about products and promotions launching this quarter. It's your resource for all things product related!



"Let's Talk" PartySM

Don't miss out on *the* place to network with your fellow independent sales force members! Discover party tips, selling strategies and encouragement for your personal goals. And remember to keep logging your party¹ count as we reach for our 5-million-party goal!



Enhanced Education

A comprehensive new education program replaces LearnMK® with educational resources an Independent Beauty Consultant can access in an easy-to-understand format. When you click on the "Education" tab, you'll find four segments: The Silver Wings Scholar ProgramSM Comprehensive Virtual Classroom; The Enrichment Program; MK Media Source; and the MK Library. (Look for The Silver Wings Scholar ProgramSM in Spanish coming this August.)



Mary Kay said it best

“One of my favorite sayings is, as you probably know, ‘If you think you can, you can; and if you think you can’t, you’re right.’ So I want to urge you as you start out on this new year to learn to think positively. Think of a glass of water as half-full, not half-empty. And when you come to a traffic light signal, don’t look for a red light. Look for a ‘go’ light.”

july: dates to remember

1 Seminar 2011 contest period begins.
Class of 2010 Offspring Challenge ends.
Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

Company holiday. All Company and branch offices closed. Postal holiday.

5

8 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.

10

15 Postmark deadline to earn the first monthly product bonus.

Second monthly product bonus begins.
Fall/Holiday 2010 Preferred Customer ProgramSM online enrollment for *The Look*, including exclusive samplers, and Month 2 mailer begins.

16

20 June Career Car qualifier paperwork due to Company.

Sapphire Seminar begins.

21

25 Emerald Seminar begins.

Pearl Seminar begins.

28

29 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

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

30

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.

31 Online Independent Beauty Consultant Agreements accepted until midnight Central time.

*Sales tax is required on the suggested retail value of Section 1 products.

¹A party is any selling situation that has a hostess and at least two additional guests in attendance and results in at least \$200 in retail sales.

expanding on **color**

This summer brings exciting new regular-line color choices! Lips have six luscious new options with Mary Kay® Liquid Lip Color, plus 11 new shades of Mary Kay® Creme Lipstick! Eyes get 10 new Mary Kay® Mineral Eye Color shades that balance the palette, while cheeks have one new regular-line mineral shade and a limited-edition Mary Kay® Cooling Bronzing Stick with glowing appeal. And new fragrance body care sets add a sweet scent to summer – all set to help you start the new Seminar year on a beautiful note!

<< Loving Those **Lips**

New regular-line Mary Kay® Liquid Lip Color in six luscious shades gives lips another beautiful option for color, moisture and more. And with 11 new Mary Kay® Creme Lipstick shades, lips have never had it so good!

Page 2



New!

<< **Color** Gets Updated

In addition to 11 new Mary Kay® Creme Lipstick shades, 10 new Mary Kay® Mineral Eye Color shades and one new Mary Kay® Mineral Cheek Color shade update and refresh your color choices.

Page 4



Limited-Edition >> **Summer Fun**

The limited-edition Mary Kay® Cooling Bronzing Stick offers a bronze glow with a cooling sensation, plus the limited-edition Mary Kay® Coconut Lime Gift Set offers summer relaxation with a tropical flare.

Pages 5, 7 and Inside Back Cover



find your lip look



Looking for a lightweight lip gloss? A soft tint with sunscreen? Or smashing color with moisture? Mary Kay has multiple lip products to meet your every need. Day or night, saturated or light – lips have it made.

New! Mary Kay® Liquid Lip Color

Get rich, deep, true pigments that deliver luxurious color with Mary Kay® Liquid Lip Color. This lightweight, conditioning lip color is a multibenefit product that combines the coverage and finish of a lipstick with the convenient application of a lip gloss. It contains shea butter for conditioning and a mint flavor for a cooling, refreshing sensation. To customize your look, apply it evenly for a full-coverage, dramatic lip statement; or apply it sparingly for a barely-there, natural look. Plus, it's fragrance-free and fits in both Mary Kay® compacts. Choose from six luscious shades.

\$13 each, regular line

Mary Kay® Creme Lipstick in 11 NEW shades

Now there's even more to love about your favorite lipstick. Mary Kay® Creme Lipstick brings you the classic formula women have loved for years now in 36 beautiful shades. This long-wearing, stay-true color glides on with a light-weight, creamy texture and delivers maximum color impact that lasts.

\$13 each, regular line



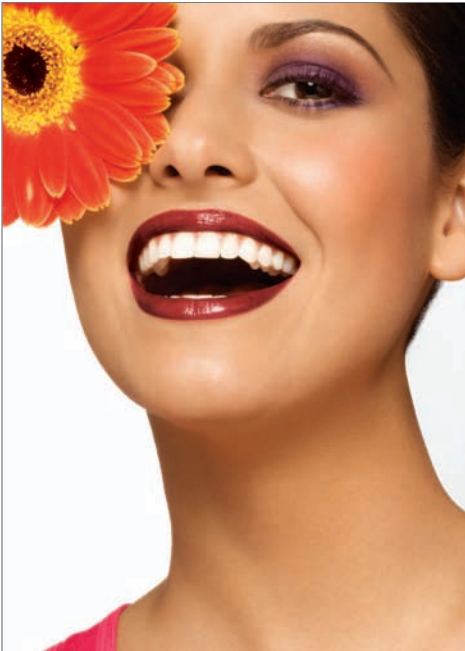


The Choice Is Yours

Now more than ever, women want cosmetic products that fit their ever-changing needs and offer a great value. When it comes to lips, your customers have more choices than ever before. New Mary Kay® Liquid Lip Color allows women to mix things up and experiment with a two-in-one product that's like a lipstick in a lip gloss package. It's versatile, flexible, different and fun. And it can appeal to both customers with a preference for lip gloss *and* those with a preference for lipstick.

Yet there is still something very special and feminine about the application and wear of a lipstick. It can make a woman feel confident and beautiful. That's why 11 new Mary Kay® Creme Lipstick shades were created to fill in gaps in the color line and better meet the needs of women with bronze skin tones. From time to time, we look at long-ranging lip color trends along with our sales data to determine when new shades should be added and when others should be removed.

Remember, giving your customers budget-friendly Mary Kay® lip colors for every occasion helps them achieve beautiful, healthy-looking lips – and that truly is the ultimate goal! ■



How to build a wardrobe of lip looks.
 Shine, sheer or matte, lip color gives you more versatile options to help you accessorize your smile in style. From glam and gorgeous to casual and cool, Mary Kay has the perfect fit for every occasion.

satin	semi-matte	high shine	sheer matte
Mary Kay® Creme Lipstick \$13 Red	NEW! Mary Kay® Liquid Lip Color \$13 Sherbet	Mary Kay® NouriShine® Lip Gloss \$13 Pink Diamonds	Mary Kay® Tinted Lip Balm SPF 15+ \$13 Blush
Perfect day or night, alone or with other lip color products. It's a must-have lip color. Key Benefits: <ul style="list-style-type: none"> • Lightweight, creamy • Long-wearing • Stay-true color • Maximum color impact • Enhanced with vitamin E and a vitamin C derivative to help guard against wrinkle-causing free radicals 	This must-have delivers the color and finish of a lipstick with the ease of a gloss, plus flexible coverage options. Key Benefits: <ul style="list-style-type: none"> • Weightless • Buildable coverage • Instantly moisturizing • Shea butter formula • Mint flavor has cooling, lip-energizing sensation 	Wear it alone for a shine with a hint of color. Or wear it over another lip color for the perfect shine. Key Benefits: <ul style="list-style-type: none"> • Lightweight • Saturated with moisturizers and conditioners • Defends against free radicals • Light vanilla flavor 	Get three products in one — moisturizer, lip color and lip protector. Key Benefits: <ul style="list-style-type: none"> • Botanical-enriched formula with jojoba oil and shea butter • Broad-spectrum UVA/UVB protection • Antioxidant power of vitamins A and C to help neutralize free radicals • All-in-one multitasker



The following shades of Mary Kay® Creme Lipstick have been discontinued.

You may want to recommend the appropriate replacement shade.

Former Faves	New Love
Garnefrost	Frosted Rose or Pink Satin
Golden	Sunlit Sand
Paradise Pink	Pink Shimmer or Frosted Rose
Pink Melon	Pink Passion or Dusty Rose
Rich Cocoa	Downtown Brown or Nutmeg
Sunburst	Sunset or Sunny Citrus
Tanned	Whisper plus Melon Sorbet Lip Gloss

*Over-the-counter drug product

gorgeous payoff at a great value

Discover new beauty with 10 **NEW** Mary Kay® Mineral Eye Color shades and one **NEW** Mary Kay® Mineral Cheek Color shade that offer the skin-loving benefits of minerals at a budget-friendly price. The vibrant color and long-lasting, fade-resistant mineral-based formula packed with vitamins make it **seem** like you are paying a whole lot more!

Alluring Eyes

With these 10 new Mary Kay® Mineral Eye Colors, your customers can choose from a total of 31 shades.

\$6.50 each

The following Mary Kay® Mineral Eye Color shades have been discontinued.

You may want to recommend the appropriate replacement shade.

Former Faves New Love

Dusty Lilac	Lavender Fog
Golden Olive	Ivy Garden
Navy Blue	Midnight Star
Raisin	Cinnabar
Steel	Silver Satin
Sweet Pink	Spun Silk or Silky Caramel
Vintage Gold	Mix Ivy Garden with Chocolate Kiss



Beautiful Cheeks

With new Citrus Bloom, your customers have a total of 10 gorgeous Mary Kay® Mineral Cheek Colors to choose from.

Perfect for all skin tones.

\$10 each

Mary Kay® Mineral Cheek Color in Pink Petals has been discontinued.

You can recommend Sunny Spice (matte) or Mineral Highlighting Powder in Pink Stardust (shimmer) as a replacement for Pink Petals.



Help your customers use new Mary Kay® Mineral Eye Colors:

New Eye Color	Recommended Use
White Lily	Highlight
Silver Satin	Midtone
Copper Glow	Midtone for Bronze; Accent for all
Almond	Highlight for Bronze; Midtone for Ivory/Beige
Midnight Star	Accent
Lavender Fog	Midtone for Ivory/Beige; Accent for Ivory
Emerald	Midtone for Beige/Bronze; Accent for Ivory/Beige
Peacock Blue	Accent
Black Pearl	Accent
Azure	Midtone/Accent

Customize Your Compact

The Mary Kay® Compact offers the ultimate in makeup organization. The magnetic refill system allows you to change the color palette anytime you want to match your style and mood. And we're thrilled to share that the **Mary Kay® Compact has received a patent*** for its unique design!

\$18 (unfilled)

get glowing

Give your skin a natural-looking glow with these bronzing sensations!

Easy App!

Apply to forehead, cheeks and nose for a sun-kissed glow. Apply directly to décolleté and shoulders, then blend with fingertips or sponge for a sparkling splash of sun. As a blush, apply to cheekbones, then blend.



New! Limited-Edition Mary Kay® Cooling Bronzing Stick

Cool sensation. Cool look. Cool new way to wear a sun-kissed glow all year-round! This multibenefit gel bronzer gives you long-lasting color with a cooling sensation and a refreshing touch of moisture. Available in one shade for everyone, it gives ivory and beige skin a sun-kissed look or bronze and ebony skin a beautiful glow. Available starting June 16, while supplies last.

\$20

Mary Kay® Subtle Tanning Lotion

For the safest kind of all-over tan, this lightweight formula glides on evenly for a gradual bronze glow that's natural enough to look real. (Does not contain sunscreen and does not protect against sunburn.)



\$16



\$12
each

Mary Kay® Mineral Bronzing Powder

Add natural-looking color right where you need it! Choose from Sandstone (Matte), Desert Sun (Shimmer), Bronze Diva (Matte) and Canyon Gold (Shimmer), or combine shades to create a custom look.

Customize your Mary Kay® Compact with Mineral Bronzing Powders!
\$18 (unfilled)



All product prices are suggested retail.

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new scent to love

A new dreamy scent joins the regular-line Mary Kay® Eau de Toilette Collection.



New! Mary Kay® Eau de Toilette Collection in Forever Orchid™

Simple, yet sophisticated, this luscious floral fragrance features a unique blend of purple orchid and creamy vanilla.

Eau de Toilette
Fragrance, **\$25**
Shower Gel, **\$15**
Body Lotion, **\$15**
Sugar Scrub, **\$15**

Sampling Scents

The Women's Eau de Toilette Sampler Card has been updated to include Forever Orchid™. With this addition, the Mary Kay® Eau de Toilette Collection in Sparkling Honeysuckle™ has been removed from the sampler card. You'll want to note that the Sparkling Honeysuckle™ Eau de Toilette Collection will move to the "Last Chance" section of the Consultant order form on Sept. 16, 2010, due to low sales.



Prepare Now

You'll also want to know that Affection® Eau de Parfum and Elige® Eau de Parfum will move to the "Last Chance" section of the Consultant order form on Sept. 16, 2010. Get ready for exciting fragrance news coming this fall!

get it while it's hot!

Available June 1!

\$26
available while
supplies last

Limited-Edition Mary Kay®
Coconut Lime Gift Set

New! Limited-Edition Mary Kay® Coconut Lime Gift Set

Bring the tropics home with the juicy scent of the limited-edition Mary Kay® Coconut Lime Gift Set With Bag. Dive into the invigorating shower gel. Wrap yourself in the relaxing luxury of the body lotion. And top it off with body mist to keep your tropical dream alive throughout the day. Get it all in a bag that's ready to travel for a price that will make you think you're in paradise.

Only \$26 (Available while supplies last.)

Party Ideas

Refreshing spa. Pretty pedicures. Glowing skin. All make great themes for summer parties! Why not let your hostesses choose a theme when they hold a party with you? Remember, many Independent Sales Directors recommend presenting skin care steps first so that you are sure to introduce products that have significant reorder potential. Look for more fun party ideas shared on the **"Let's Talk" Party!™** social site for independent sales force members located on Mary Kay InTouch®.

A New Twist on a Best-Seller!

Now hands can have all the benefits of the Fragrance-Free Satin Hands® Pampering Set with the addition of a yummy peach scent! This Peach Satin Hands® Pampering Set is a new twist on a Mary Kay® best-seller and gives your customers a fragrant choice when it comes to softening their hands.

You'll want to note that in the new Peach Satin Hands® Pampering Set, the Satin Hands® Hand Softener is not peach scented,

but the Satin Hands® Hand Scrub and Satin Hands® Hand Cream are peach scented. The outer carton (not shown) designates each peach-scented product. Sold as a three-step set. **\$34.**

Peach Satin Hands® Hand Cream also is available separately for **\$10.**

Available as part of the regular line on the June 16, 2010, Consultant order form.

\$34
per set

*The best-seller logo/designation refers to top-selling products within the Mary Kay® product line. All product prices are suggested retail.

Recognition

Congratulations to the winners for March 2010

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 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for February 2010.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, through March 31, 2010.

Sapphire



Karen Piro

On-Target for \$950,000 Inner Circle
Barbara Sunden.....\$744,640.04

On-Target for \$550,000 Inner Circle
Carol Anton\$427,856.62

On-Target for \$500,000 Inner Circle
Karen Piro\$406,295.72
Gloria Mayfield Banks.....391,505.08

On-Target for \$450,000 Inner Circle
Lisa Madson.....\$360,608.66

Emerald



Gloria Mayfield Banks

On-Target for \$400,000 Inner Circle
Jan Harris.....\$316,032.20
Pat Danforth.....311,817.77
Anita Mallory Garrett-Roe.....302,991.19
Kathy Helou.....302,138.16

On-Target for \$350,000 Inner Circle
Darlene Berggren.....\$297,396.56
Cheryl Warfield.....289,972.77
Jana Cox.....289,784.13
Karlee Isenhardt.....286,800.29
Gloria Castaño.....274,112.35

Pearl



Jan Harris

On-Target for \$325,000 Inner Circle
Lupita Ceballos.....\$249,027.90
Sherry Giancristoforo.....247,181.27
Sue Kirkpatrick.....246,437.94
Stacy James.....245,529.88
Patricia Rodriguez-Turker.....243,983.44

On-Target for \$300,000 Diamond Circle
Cindy Williams.....\$240,029.96
SuzAnne Brothers.....228,923.51
Judie McCoy.....228,088.63

Diamond



Barbara Sunden

On-Target for \$250,000 Diamond Circle
Linda Toupin.....\$221,527.95
Halina Rygiel.....218,064.45
Debi Moore.....217,240.12
Sonia Páez.....215,003.70
Mary Diem.....194,899.91
Dacia Wiegandt.....193,780.22
Julianne Nagle.....193,139.82

On-Target for \$200,000 Diamond Circle
Shirley Oppenheimer.....\$186,842.43
Pamela Waldrop Shaw.....182,778.54

Ruby



Carol Anton

Wanda Dalby.....181,237.78
Kerry Buskirk.....180,529.50
Ronnie D'Esposito Klein.....178,696.31
Shannon Andrews.....174,541.09
Jackie Swank.....174,197.77
Lily Orellana.....172,172.78
Diane Underwood.....172,139.01
Anita Tripp Brewton.....167,532.88
Tammy Crayk.....158,679.27
Sandy Miller.....154,262.97
Jamie Cruse-Vrinios.....151,880.63
Cindy Fox.....150,482.05

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.

Sapphire

Karen Piro.....\$63,194**
Judie McCoy*.....46,209
Jana Cox*.....45,721
Lupita Ceballos**.....42,135
Tammy Crayk.....35,075
Dawn A. Dunn.....29,556
Julianne Nagle*.....28,854
Shannon C. Andrews*.....26,822
Davanne D. Moul*.....26,806
Valerie J. Bagnol*.....26,161
Sandy Valerio.....25,367
Pam Klicak-Powell.....23,206
Alia L. Head.....20,875
Nancy A. Moser.....20,570
Lorraine B. Newton.....19,730
Jan L. Thetford.....19,630
Kimberly D. Starr.....19,172
Gloria Báez*.....18,800
Gladis Elizabeth Camargo*.....17,989
Maribel Barajas.....17,819
Joy L. Breen.....17,645
Ann Brown.....17,359
Pam I. Higgs.....17,190
Sharon L. Buck.....15,687
Debra M. Wehrer.....15,164
Sherril L. Steinman.....14,780
Maria Guadalupe Díaz.....14,165
Charlotte G. Kosena.....14,103
Paola Ramirez.....13,762
Jill Moore.....13,495
Diana Sumpter.....13,448
Karen B. Ford.....13,371
Brigit L. Biddle.....12,466
Kendra Crist Cross.....12,136
Carol L. Stoops.....11,405
Magdalena Nevárez*.....11,290
Gillian H. Ortega.....11,190
Mirna Mejía de Sánchez.....10,259
Elizabeth Sánchez.....9,661
Maria Aguirre.....6,717

Emerald

Gloria Mayfield Banks*.....\$65,766**
Kathy S. Helou*.....46,657
Sherry Giancristoforo**.....36,230
Lily Orellana.....35,910
SuzAnne Brothers*.....35,224
Dacia Wiegandt.....34,862
Debi R. Moore*.....32,913
Kerry Buskirk*.....28,760
Consuelo R. Prieto.....27,577
Kay E. Elvrum.....25,734
Cindy Fox*.....25,082
Yvonne S. Lemmon.....23,622
Sabrina Goodwin Monday.....23,323
Joanne R. Bertalan*.....22,767
Kathy Rodgers-Smith.....21,689
Mona Butters.....21,406
Janet Tade*.....20,571
Pamela Tull.....20,336
Esther Whiteleather.....18,074
Cathy Phillips.....18,055
Cathy Bill*.....17,725
Cristi Ann Millard.....17,434
Crisette M. Ellis.....17,150
Jamie Cruse-Vrinios.....17,014
Jackie LaPrade.....16,977
Miriam Gómez-Rivas.....16,936
Morayma Rosas.....15,237
Brenda Segal*.....14,499
Nora L. Shariff*.....14,027
Kym A. Walker*.....13,801
Natalie Privette-Jones.....13,441
Sandra Chamorro.....13,390
Dawn Otten-Sweeney.....13,260
Shelly Gladstein.....12,573
Regina Hogue.....10,780
Sherry A. Alexander.....10,711
Barbara Whitaker.....10,641
Judy Harmon.....10,238
Pamela Cheek.....10,078
Carmen Rios.....8,275
Caterina M. Harris.....8,042
Phyllis R. Sammons.....5,515

Pearl

Cheryl Warfield.....\$43,005**
Jan Harris**.....41,939
Stacy I. James*.....39,842
Cindy A. Williams.....39,529
Darlene Berggren**.....39,151
Halina Rygiel*.....38,679
Anita Tripp Brewton*.....37,354
Pamela Waldrop Shaw.....35,734
Sandy Miller.....32,224
Lisa Allison*.....23,280
Wilda DeKerlegand*.....23,062
Anabell Rocha.....22,840
Sabrine Hartshorn.....22,269
Nancy Bonner*.....22,209
Mary C. Estupian-Martel*.....21,286
Julie Krebsbach.....20,833
Maureen S. Ledda*.....19,710
Linda Kirkbride.....19,631
Monique Todd Balboa.....19,025
Kathy C. Goff-Brummett.....18,387
Elizabeth Fitzpatrick*.....18,213
Lise T. Clark*.....18,002
Jane Studrawa.....17,854
Maureen Myers.....17,775
Judy Brack.....17,706
Beatrice Powell.....17,258
Anita N. Conley.....17,212
Cathy E. Littlejohn.....16,412
Lynda Jackson*.....16,339
Wadene Claxton-Prince.....15,870
Barbara Stimach*.....15,760
Shirley M. Oshiro.....14,868
Vernella Benjamin.....14,815
Bett Vernon.....14,795
Pat Campbell.....14,473
Glinda McGuire.....14,448
Sylvia Kalicak.....14,088
Robin Rowland.....13,616
Deb Pike.....13,433
Allison LaMarr.....13,388
Sonja Hunter Mason.....12,744
Rosalie Ann Medjesky.....10,612
Bettye M. Bridges.....9,657
Kathy Jones.....7,659

Diamond

Barbara Sunden*.....\$95,952**
Lisa Madson.....66,501
Anita Mallory Garrett-Roe**.....54,315
Patricia Rodriguez-Turker**.....50,229
Sonia Páez.....46,216
Linda C. Toupin.....43,658
Gloria Castaño**.....39,721
Diane Underwood.....31,119
Evelinda Diaz*.....31,097
Joyce Z. Grady.....29,146
Mary Diem*.....28,001
Jo Anne Cunningham.....26,922
Dalene Hartshorn.....23,567
Connie A. Kittson.....23,030
Ada Garcia-Herrera.....22,441
Maria Monarrez.....22,395
Diana Heble.....17,250
Gina Rodriguez.....16,090
Isabel Venegas.....16,044
Rosibel Shahin*.....11,661
Andrea C. Newman.....11,092
Rosa Carmen Fernández.....10,455
Carol Lawler.....10,158
Gladys C. Reyes.....9,916
Betty Gilpatric.....9,052
Jan Mazzotti.....7,269

Ruby

Carol Anton.....\$71,754**
Pat Danforth*.....49,718
Karlee Isenhardt**.....47,494
Sue Kirkpatrick*.....34,344
Shirley Oppenheimer*.....28,479
Ronnie D'Esposito Klein*.....28,338
Wanda Dalby**.....27,174
Lynne G. Holliday.....25,115
Kimberly R. Copeland.....24,393
Pamela A. Fortenberry-Slate*.....23,311
Pam Ross*.....23,287
Cyndee Gress.....21,509
Toni A. McElroy.....20,178
Rebecca Evans*.....19,475
Judy Kawiecki.....18,847
Patricia Lane.....18,839
Scarlett S. Walker-Simpson*.....18,721
Candy D. Lewis.....18,679
Janis Z. Moon.....18,083
Jeanne Rowland*.....17,709
Kirk Gillespie.....17,619
Bea Millsagle.....17,257
Jo Anne Barnes.....16,778
Gena Rae Gass.....16,519
Vicki Jo Auth.....16,435
Kate DeBlander.....16,267
Cindy Z. Leone.....15,672
Cheryl J. Davidson.....15,457
Gay Hope Super.....14,778
Michelle L. Sudeth*.....14,777
Kelly McCarroll.....14,223
Amy Dunlap.....14,180
Cindy Towne.....14,085
Vicky L. Fuselier.....13,566
Rhonda L. Fraczowski.....12,551
Terri Schafer.....11,547
Donna B. Meixsell.....10,576
Katie Walley.....9,795
Margaret M. Bartsch.....9,431
Thea Elvin.....9,218
Renee D. Hackleman.....8,857

*Denotes Senior NSD

**Denotes Execu ive NSD

***Denotes Elite Execu ive NSD

Ruby/Rubí

New Debuts/Debutes january 2010/enero 2010

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".



Roselle Antenucci
Toms River, N.J.
P. Bellars Unit

Lori Melissa Blessing
Imperial, Mo.
A. Simmons Unit

Jo Anne Britt
Leland, N.C.
J. Shealy Unit

Kathy Dhanowa
Denair, Calif.
C. Cresci Unit

Lisa Kay Elliston
Charlotte, Tenn.
S. Chambers Unit

Marie R. Fajardo
Brentwood, Calif.
K. Victor Unit

Deborah D. Harris-Rosario
Utica, N.Y.
L. McCarthy Unit

Gloriann Alice Perrin
Lake Park, N.C.
L. Wyco Unit

Judy Rocha
Moses Lake, Wash.
C. Nunez de Valencia Unit

Pam Chanel White
Rockwall, Texas
S. Rucker Unit

Congratulations to Sales Directors **Leslie Danielle Beal**, Burlington, N.C., D. Kinley Unit; **Susan M. Borg**, Gig Harbor, Wash., N. Danley Unit; **Krista Walker Dilling**, Dallas, N.C., S. Carter Unit; **Carla L. Felder**, El Paso, Texas, G. Super Unit; **Sandi N. Ferrante**, Edison, N.J., T. Zaino Unit; **Deborah Lahoud**, Colonia, N.J., T. Zaino Unit; **Meaghan Anne Lockhart**, River Edge, N.J., L. Barclay Unit; **Teresa J. Lopez**, Oklahoma City, Y. Ortega Unit; **Marcela Marcy-Espinoza**, East Wenatchee, Wash., A. Carrillo Unit; **Tammi Sue Murcko**, San Marcos, Calif., K. Rebmann Unit; **Megan Renee Petty**, Commerce, Texas, M. Deck Unit; **Tomaza Portalatin**, Bronx, N.Y., E. Santos Unit; **Elia C. Ramirez**, Escondido, Calif., M. Lara Unit; **Shawna Marie Rhoades**, Kerman, Calif., M. Novak Unit; **Ashley Joy Sanchez**, Roswell, Ga., K. Irwin Unit; **Mary E. Shedd**, Raymond, Miss., C. Colson Unit; **Elaine Shore**, Colorado Springs, Colo., T. Colbert Unit; **Dawn Simpson**, Troy, Mo., A. Dunlap Unit; **Rosalba Villasenor**, Nyssa, Ore., I. Garcia Unit; photos unavailable at press time./Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano march 2009/marzo 2009

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



Lisa Louise Winton
May, Texas
D. Moul Area
Sapphire Seminar

Congratulations to Sales Directors **Rachel Nichole Hovis**, Matthews, N.C., L. Holliday Area, Ruby Seminar; **Shanna H. Jones**, Mount Airy, N.C., G. McGuire Area, Pearl Seminar; photos unavailable at press time./Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

Honors Society/Sociedad de Honor march 2009/marzo 2009

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 ajustada al mayoreo 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.



Giselle Dominici
Staten Island, N.Y.
Ruby Go Give Area

Guadalupe Gonzalez Bautista
Santa Barbara, Calif.
P. Danforth Area

Chinyelu Frances Okeke
Alpharetta, Ga.
Ruby Go Give Area

Clementina Nkiru Okorji
Elkins Park, Pa.
Ruby Go Give Area

Congratulations to Sales Directors **Casee Elaine Harwell**, Abilene, Texas, S. Wa ker Area; **Elizabeth Leigh Russell**, Winterville, N.C., K. McCarroll Area; photos unavailable at press time./Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

Fabulous 50s/Fabulosos 50 september 2009/septiembre 2009

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.



Rosita Girona
San Juan, P.R.
Ruby Go Give Area

Christina Howard
Killeen, Texas
J. Barnes Area

Congratulations to Sales Directors **Bobbi Jo Oxendine**, Lumberton, N.C., K. McCarroll Area; **Kimberly Michelle Perkins**, Havelock, N.C., Ruby Go Give Area; photos unavailable at press time./Felicidades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

On the Move/En acción January 2010/enero 2010

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.

Kathy Dhanowa
Deborah Lahoud

Meaghan Anne Lockhart
Megan Renee Petty

Tomaza Portalatin

Elaine Shore

Rosalba Villaseñor

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.

Marla Abells-Segal
Carmen L. Alexander
Sylvie A. Anyu
Evelyn Apinoko
Jarai F. Bah
Iliana Balderas
Claudia J. Barrantes-Kerwin
Anna Bermudez
Jill M. Black
Becki A. Blankenship
Cheryl Bower
Trina S. Bowles
Sharon T. Cagle
Mardell J. Cooper
Faith A. Corpron
Zina C. Crowder

Angela D. Diaz
Victoria R. Dixon
Carmen Duening
Ruthanne M. Dukes
Lauren S. English
Lindsay A. Espenschied
BreAnna M. Foddrill
Ruby Frazier
Katie Gallagher
Heidi Gherardini
Gloria J. Gray
Michele E. Greivich
Shelly L. Heffington
Jessica R. Herring
Shari R. Hinrichs
Rachelle Holloway

Gail L. Holmes
Jennifer R. Howarth
Barbara F. Hurst
Karyn S. Hutchinson
Daveida Jacobs
Doris J. Jensen
Cindy S. Jensen
Kendra L. Kinghorn
Kara J. Koger
Leticia Lara
Sara J. Leete
Melanie Legarda
Lisa L. Lenney
Diana N. Martinez
Betty J. Mason
Mary Ann McCray

Michelle H. McMillan
Dee Medlin
Andrea D. Meiners
Teresa M. Norman
Meg Norton
Evelyn Osutton
Jenny Perkins
Angela C. Piekkelko
Shannon N. Ramsey
Mary A. Riojas
Beatriz E. Rivas
Amy M. Robinson
Jennifer M. Rogers
Melanie Roudkovski
Alicia Ruiz
Francisca Sanchez

Yolanda Santillan
Tonya L. Saucer
Christina Solis
Brandi Valentin
Lea M. Valle
Laura Vavra
Sortoria L. Vines
Nikki Wahrer
Chasity Wallace
Tonya D. Warlick
Kerri Washington
Cathy F. Webb
Shawn P. White
Mandy A. Young

13% Club/Club del 13%

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

Sales Director Juliet Igboanusi.....\$2,505.65
Sales Director Inez M. Thayer.....2,111.72
Sales Director Juliet Ebele Okonkwo.....2,095.02
Sales Director Jennifer Jean McNulty.....1,880.42
Sales Director Rosanne Pluchino.....1,711.87
Sales Director Crystal Huskins Carper.....1,587.76
Sales Director Vanessa R. Upkins.....1,580.22
Sales Director Anne Weidenweber.....1,565.20
Sales Director Winifred Nonye Ogbunamiri.....1,563.12

Sales Director Shelly Renae Black.....1,540.99
Sales Director Cathy G. Huhta.....1,534.23
Sales Director Cheri J. VanValkenburg.....1,483.71
Sales Director Ekene S. Okafor.....1,470.17
Sales Director Stella Smith-Pius.....1,461.41
Sales Director Nkechi Agim.....1,451.55
Madi Paige Welch, P. White Unit.....1,418.37
Sales Director Eva E. Holguin.....1,415.93
Sales Director Nina Ijere-Ndukwe.....1,403.55

Sales Director Phuong L. White.....1,401.21
Sales Director Michele Semper.....1,372.44
Sales Director Stephanie Honeycutt.....1,362.40
Sales Director Lisa V. Bauer.....1,321.13
Sales Director Lisa Marie Lehman.....1,313.16
Sales Director Sentra Hannasch.....1,308.26
Sales Director Daisy Aniebonam.....1,304.71

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	Sales Director Nina Jlere-Ndukwe.....	5	Sales Director Blessing Ogu.....	9	Lupita Rojas, D. Padilla Unit.....	8
80 Gold Medals/Medallas de Oro		17 Gold Medals/Medallas de Oro		7 Gold Medals/Medallas de Oro		Debbie Sprick, G. Kirby Unit.....	7
Sales Director Tongbai Mason.....	7	Sales Director Analilia Benitez.....	8	Sales Director Nkechi Agim.....	5	Kerri Washington, J. McNulty Unit.....	10
50 Gold Medals/Medallas de Oro		Sales Director Lisa DeLucia.....	5	Sales Director Daisy Aniebom.....	5	1 Gold Medal/Medalla de Oro	
Sales Director Gloria Dominguez.....	5	Sales Director Catherine Onyema.....	5	Rondeauseaus Cyprian, D. Pierce Unit.....	5	Sales Director Brenda Atchley.....	5
46 Gold Medals/Medallas de Oro		16 Gold Medals/Medallas de Oro		Sales Director Abosede Oyediran.....	5	Anna Bermudez, M. Rodgers Unit.....	5
Sales Director Stella Smith-Pius.....	7	Sales Director Maria Alvarez-Garcia.....	5	Mayra Quintana, M. Fedri Unit.....	6	Kim Bond, K. Shepperd Unit.....	5
44 Gold Medals/Medallas de Oro		Sales Director Mirna Garcia.....	5	Sales Director Adaora Umeh.....	6	Trina Bowles, K. Downey-Shada Unit.....	5
Sales Director Consuelo Tinajero.....	5	Sales Director Stephanie Honeycutt.....	11	6 Gold Medals/Medallas de Oro		Deb Brown, T. Landry Unit.....	7
43 Gold Medals/Medallas de Oro		15 Gold Medals/Medallas de Oro		Sales Director Sentra Hannasch.....	6	Cindy Cayton, N. Marshall Unit.....	5
Sales Director Pamela Cox.....	5	Sales Director Tammy Lacy.....	6	5 Gold Medals/Medallas de Oro		Dani Eshee, R. Tucker Unit.....	5
42 Gold Medals/Medallas de Oro		Sales Director L. Isela Ramos.....	5	Sales Director Christina Furtaw.....	10	Barbara Frickman, M. Cox Unit.....	5
Sales Director Loretta Bible.....	5	13 Gold Medals/Medallas de Oro		Sales Director Cordelia Ogbonnaya.....	11	Katie Gallagher, M. Viviano Unit.....	8
37 Gold Medals/Medallas de Oro		Sales Director Mery Dewane.....	5	Sales Director Florence Okocha.....	5	Michelle Gansler, T. Hilliker Unit.....	5
Sales Director Jan Maloney.....	8	Sales Director Irma Morales.....	5	4 Gold Medals/Medallas de Oro		Karyn Hutchinson, N. Paparella Unit.....	8
35 Gold Medals/Medallas de Oro		12 Gold Medals/Medallas de Oro		Sales Director Deborah Barker.....	5	Chanderlyn Jewell, K. Dupree Unit.....	6
Sales Director Helen Kuoha-Torco.....	5	Sales Director Nadine Daniel-Hurry.....	5	Sales Director Jenni DeJacimo.....	5	Kim Jones, D. Batchelor Unit.....	7
34 Gold Medals/Medallas de Oro		Sales Director Gladys Hines.....	6	Sales Director Kimry Dupree.....	5	Melanie Legarda, N. Lee Unit.....	9
Sales Director Phuong White.....	12	Sales Director Shelia Mabrey.....	5	Whitney Jeffries, B. Menestrina Unit.....	5	Lisa Lennay, A. Faulk Unit.....	7
33 Gold Medals/Medallas de Oro		Sales Director Marina Najera.....	5	Sales Director Vicki Lindsay.....	5	Carol London, C. Sandiford-Coleman Unit.....	5
Sales Director Carlotta Sandiford-Coleman.....	5	Maria Nava, R. Rebollar Unit.....	6	Sales Director Janet Rios.....	5	Danielle McCracken, L. Kieper Unit.....	6
32 Gold Medals/Medallas de Oro		11 Gold Medals/Medallas de Oro		Candie Rivera Stier, A. Hofmann Unit.....	8	Mary Ann McCray, C. Cox Unit.....	7
Sales Director Inez Thayer.....	12	Sales Director Florence Alacar.....	5	Sales Director Anne Weidenweber.....	5	Heidi Milbury, K. Gardner Unit.....	6
26 Gold Medals/Medallas de Oro		Sales Director Ngozi Ogbuagu.....	5	Sales Director Lisa Zimmerman.....	5	Meg Moore, K. Downey-Shada Unit.....	5
Sales Director Ivonne Rodriguez.....	6	10 Gold Medals/Medallas de Oro		3 Gold Medals/Medallas de Oro		Donna Morgan, J. Thompson Unit.....	5
25 Gold Medals/Medallas de Oro		Sales Director Grace Epuechi.....	5	Sales Director Toni Burink.....	8	Donna Richmond, L. Rivera Unit.....	5
Sales Director Augusta Onyenemere.....	7	Sales Director Jennifer McNulty.....	7	Margaret Ike, A. Onyenemere Unit.....	5	Jennifer Rogers, L. Smith Unit.....	6
23 Gold Medals/Medallas de Oro		Sales Director Appolonia Onwuanaagbule.....	8	Sales Director Cindy Levitt-Amador.....	5	Megan Scholtz, E. Lynch Unit.....	5
Sales Director Melissa Almanza.....	7	Sales Director Laura Rivera.....	5	Sales Director Dorothy Njoku.....	5	Sales Director Naomi Shenk.....	9
22 Gold Medals/Medallas de Oro		9 Gold Medals/Medallas de Oro		Sales Director Alicia Thome.....	5	Sales Director Alice Smith.....	5
Sales Director Lupita Ramirez.....	9	Sales Director Crystal Carper.....	5	Sales Director Connie Wooten.....	11	Jennifer Southworth, T. Stout Unit.....	5
19 Gold Medals/Medallas de Oro		Sales Director Angela Jones.....	5	Sales Director Leigh Ann Wyco.....	5	Sales Director Tiffany Stout.....	5
Sales Director Sherri Ammons.....	5	Sales Director Winifred Ogbunamiri.....	5	2 Gold Medals/Medallas de Oro		Sales Director Rhonda Tanberg.....	5
Sales Director Maria Frayre.....	6	Sales Director Ifeyinwa Okafor.....	5	Patricia Allen, C. Lewis Unit.....	5	Estee Tyson, T. Digan Unit.....	6
Sales Director Juliet Iboanususi.....	11	Sales Director Nina Shull.....	5	Georgianna Blizzard, J. Imwalle Unit.....	6	Carrie VanDerHorst, K. Gardner Unit.....	6
18 Gold Medals/Medallas de Oro		8 Gold Medals/Medallas de Oro		Wanda Cochran, M. Semper Unit.....	7	Chasity Wallace, M. Schleifer Unit.....	5
Sales Director Gloria Dominguez.....	5	Sales Director Lissette Arroyo-Ortiz.....	5	Davanna Driggers, L. Holliday Unit.....	5	Tonya Warlick, S. Carter Unit.....	6
17 Gold Medals/Medallas de Oro		Sales Director Stephanie Lenard.....	5	Michele Grevich, B. Menestrina Unit.....	5	Portia Williams, A. Pierre Unit.....	7
Sales Director Stella Smith-Pius.....	7			Sales Director Carol Mallon.....	6	Mandy Young, C. Warren Unit.....	5

Grand Achievers/Gran Ganadoras march 2010 qualifiers/calificadas en marzo 2010

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period. Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Gran Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayoreo de la sección 1 y contar por lo menos con 12 integrantes de equipo personal activas en un período de calificación de uno a cuatro meses.

Consultants/Consultoras	Sales Directors/ Directoras de Ventas				
Karissa Melea Butler	Lissette Arroyo-Ortiz	Janie M. Duke	Stephanie Barnes Layden	Megan Renee Petty	Alicia Rae Thome
Tracy C. Greene**	Michele Arthur	Amy B. Duncan	Ronda K. Lentz	Bonnie Pfeiffer	Jennifer M. Tito*
Gayle Renae Guggisberg	Brenda J. Atchley	Ellen Dusault	Fortune S. Leon-Guerrero	Tomaza Portalatin	Nanette Wagner*
Stephanie Hillenbrand***	Shari Battaglia	Jackie L. Ferguson	Tamara Lynn Leppla	Bernie Reinsel	Sallie Wall*
Vickie Ann Howell****	Sarena Kathryn Bellovich	Pat Foster	Mary Lynn Lewis*	Russanne Rodstrom*	Carol Lee Wheeler
Debbie Kinney***	Magda S. Brady	Judith D. Franklin	Susan L. Lord	Elizabeth Leigh Russell	Tracey Wilkes
Amber O'Neil Hui***	Shauntel Carter	Christina Lynn Furtaw	M.J. Madison	Maria Del Carmen Salinas	Dawn M. Woods*
Lupita M. Rojas	Tamra Lynn Coldren*	Mary M. Gomez	Kerrie Mason	Heidi Winter Schroyer*	* denotes requalified driver
Amy Lois Rossing***	Tricia Ann Davis	Chantelle Louise Gonnalez	Madgie M. McCarthy	Naomi Beth Shenk*	** denotes November qualifier
Linda Villalobos***	Melinda A. Delahoz	Toya Sereta Greene	Andrea Jean Mead	LaTisha Willis Simmons	*** denotes January qualifier
Madi Paige Welch	Heather Archibald Dixon	Patricia A. Hutchinson	Olimpia N. Miranda	Lynn Sipe	**** denotes February qualifier
Angela Jenea Wilson****	Natalie T. Dodd	Lori F. Ilbery	Beverly Oakley	Mandy Snowden	* denotes conductora recalificada
		Deborah Lahoud	Blessing Ijeoma Ogu*	Dawn Stanford	** denota que calificó en noviembre
		Sara L. Lasley	Barbara S. Petersen	Andrea O. Stella	*** denota que calificó en enero
					**** denota que calificó en febrero

Achievement Circle/Círculo de Logros

Ranking of the top 100 Independent Sales Directors in each Seminar area based on their March 2010 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de marzo de 2010.

Sapphire/Zafiro

Julie Weaver.....	\$111,720
Brenda Bennett.....	95,054
Tammy Ramo.....	91,453
Roxanne McInroe.....	87,717
Kristi M. Montesana.....	85,633
Julia Mundy.....	85,507
Christy Bigham.....	84,596
Kim I. Cowdell.....	83,362
Ann W. Sherman.....	81,690
Sylvia Boggs.....	79,970
Joanna Helton.....	79,613
Debbie A. Weld.....	79,083
Melody Missick.....	78,583
Virginia E. Curry.....	77,467
Kim Maynor.....	77,011
Maranda Michelle Rains.....	76,273
Angela D. LaFerry.....	71,091
Jalene Simpson Weston.....	69,795
Jennifer G. Bouse.....	67,732
Randi Stevens.....	67,665
Lara F. McKeever.....	67,288
Angie S. Day.....	65,515
Shelley Townsley.....	64,768
Dena Smith.....	64,466
Terry A. Hensley.....	62,832
Jodi L. Feller.....	61,727
Josefa Chacon.....	61,116
Doris R. Braswell.....	60,785
Patrice Moore Smith.....	60,783
Diane Bruns.....	59,921
Linda Klein.....	59,652
Faith A. Gladding.....	59,574
Nancy W. Pettaway.....	58,835
Lady Ruth Brown.....	58,811
Sharon K. Swayzer.....	58,554
Elizabeth A. Poole.....	58,354
Danice C. McEldowney.....	57,918
Brynnie M. Bialock.....	57,693
Bonnie Crumrin.....	56,966
Krista A. Johnson.....	56,787
Margaret Neill.....	55,871
Lynnea E. Tate.....	55,787
Marty Ulmer.....	55,672
Linda F. Merritt.....	55,410
Tabitha A. Hallums.....	54,580
Tanya L. Satcher.....	53,890
Cindy S. Kriner.....	53,700
Andrea K. McGuckin.....	53,688
Tracy Potter.....	53,496
Debra J. Witmer.....	53,224
Dolores Keller.....	53,069
Wendy Clausen.....	52,925
Crystal Dawn McDaniel.....	52,910
Audrey K. MacDowall.....	52,748
Nannette G. Short.....	52,220
Deborah Robina.....	51,981
Linda A. Jones.....	51,965
Peggy B. Sacco.....	51,952
Jennifer L. Semelsberger.....	51,815
Cheryl T. Anderson.....	51,163
Ruby Garner.....	50,405
Maria Montes.....	50,311
Della S. Godfrey.....	50,176
Cecilia Boodhoo.....	50,141
Lynn A. Cervini.....	50,030
Linda J. Bird.....	49,913
Shelia Berry.....	49,811
Jeannie Helm.....	49,446
Jennifer Sloan.....	48,874
Debi Christensen.....	48,662
Marjorie S. Haun.....	48,437
Char Griffin.....	47,632
Gena Prince.....	47,622
Alison Jurek.....	46,995
Lyriss Yee.....	46,966
Connie L. Russo.....	46,961
Lynn Baer Roberts.....	46,960
Silvia Rodriguez.....	46,198
Tracey A. Fields-Hedrick.....	45,790
Lisa M. VanPatten.....	45,698
Lisa Louise Winton.....	45,668
Gayle J. Green.....	45,487
Sataro Punell.....	45,224
Martha Alicia Gonzalez.....	45,073

Kathy R. Bullard.....	44,921
Maria Elvia Lopez.....	44,863
Phyllis I. Pinsker.....	44,829
Erika Guajardo.....	44,632
Holly C. Stocks.....	44,477
Angeles Herrera.....	44,411
Sandi Fitzpatrick.....	44,400
Amy J. Bowman.....	43,931
Kenettia A. Adams.....	43,813
Cheri L. Taylor.....	43,470
Natalie Reed.....	43,148
Kathleen Kirkwood.....	42,909
Bea Heath.....	42,892
Jill Beckstedt.....	42,763
Hilda Maruffo.....	42,678
Krista Neal Warner.....	42,666

Emerald/Esmeralda

Arianne Morgan.....	\$80,846
Renita Griswell Peele.....	74,873
Nancy Boucher.....	72,989
Auri Hatheway.....	69,471
Jeannine R. DeVore Harris.....	68,251
Yolanda Lopez.....	64,672
Pam Kelly.....	64,248
Stacy D. Foust.....	63,932
Karen E. Ridle.....	62,742
Nancy A. Berlin.....	62,546
Ann Shears.....	62,492
Hollie R. Sherrick.....	58,914
Pat Forehand.....	58,449
Evalina Chavez.....	58,245
Amanda Dida.....	57,808
Jackie L. Root.....	57,350
Kami Fredericks.....	56,910
Sheri Farrar-Meyer.....	56,658
Annette D. Oxley.....	56,517
Candy Jackson.....	55,369
Denise G. Kucharski.....	54,843
Kimbi L. Bartik.....	54,826
Hope S. Pratt.....	53,457
Cheryl L. Foster.....	53,390
Katie L. Ashby.....	53,342
Trisha Taylor.....	53,258
Natalie M. Oliverio-Ziehmer.....	52,553
Pattie A. Robinson.....	52,098
Anita Rodriguez.....	51,973
Hollie Lynnae Darrow.....	51,580
Toya M. Drew.....	51,263
Paula Kelsch.....	51,053
Linda Bradley.....	50,916
Kathy P. Oliveira.....	50,177
Karen A. Jorgenson.....	50,118
Barbara Pleet.....	50,092
Rosy Garcia Acevedo.....	49,815
Valerie Yorkie.....	49,698
Nancy Jean Leroy.....	49,552
Penny R. Walker.....	49,396
Taylor L. Moore-Fehring.....	49,155
Nancy L. DeFina.....	48,902
Christie I. Ehiobu.....	48,494
Stacy S. Gilson.....	47,995
Gerri L. Gurreri.....	47,672
Traci L. Smith.....	47,524
Renee Duencckel.....	47,523
Rhonda Kambelitz.....	47,278
Christine J. Kurzawa.....	46,663
Karen Hunter.....	46,171
Angel L. Hurley.....	46,029
Holly S. Neff.....	45,793
Grace Hull.....	45,651
Maria Sanchez.....	45,346
Rose Campbell.....	45,138
Carolyn L. Lucas.....	45,117
Nancy Graham.....	45,108
Janice J. Baker.....	44,989
Susan Houser.....	44,846
Debra Crews-Cairns.....	44,003
Keri Marie Andre.....	43,995
Susan H. Campbell.....	43,992
Victoria Momah.....	43,937
Elaine K. Williams.....	43,747
Shawna D. Schneider.....	43,442
Denise M. Sowder.....	43,374

Sheila J. McCune.....	43,124
Antonia Miranda.....	42,996
Kelly Kay Johnsrud.....	42,572
Anne Sullivan.....	42,411
Kristen L. Fields.....	42,253
John Mac Donald.....	42,191
Angeles Herrera.....	42,191
Kimberly Dawn Dawes.....	41,926
J.L. Bolton.....	41,900
Keiko M. Nakao.....	41,829
Melissa Bright.....	41,690
Jessica Toenjes Allen.....	41,605
Maria Beddick.....	41,544
Dana C. Warren.....	41,310
Karen L. Spada.....	41,253
Carol M. Fulton.....	41,147
Jo M. Cotton.....	41,057
Joanna Murguia.....	40,796
Brenda D. Elliott.....	40,772
Caren Crosby Fields.....	40,696
Marianne L. Anderson.....	40,392
Cecilia Merport.....	40,001
Jeannie Varela.....	39,524
O'Nelly Encarnacion Gomez.....	39,485
Vicki Hunter.....	39,360
Julie A. Griffin.....	39,186
Leanne Parrino.....	39,028
Freda A. Phillips.....	38,929
Julie B. Potts.....	38,914
Maria Bertha Godinez.....	38,570
Heather Shea Catts.....	38,553
Brittini Heil-Schuldt.....	38,458
Cynthia Pack.....	38,387
Amber C. Olsen.....	38,345
Kay Dickerson.....	38,319

Pearl/Perla

Kristin Myers.....	\$123,340
Tina M. Wright.....	107,115
Kim L. McClure.....	94,576
Sandra M. Munguia.....	84,083
Betsy C. Richard.....	77,245
Keita Powell.....	75,998
Patti Cornell.....	75,485
Beth H. Piland.....	73,511
Janie Martin.....	72,299
Cindy Machado-Flippen.....	71,369
Brenda Stafford.....	70,640
Jarice Baxter Hull.....	70,369
Tara Lynn Mitchell.....	67,916
R. Sue Miller.....	67,847
Tracey L. Chavez.....	67,776
Janie K. Navkal.....	67,142
Patty Webster.....	66,779
Cheryl Marie Brown.....	65,439
Shanna H. Jones.....	64,892
Kijana R. McKinnie.....	64,685
Nedra Ruby White.....	64,073
Maribel Olivares.....	63,662
Holly L. Ennis.....	63,544
Susan M. Hohlman.....	62,044
Shari M. Kirschner.....	61,015
Evelyn Pirhalla.....	60,566
Amie N. Gambolan.....	60,365
Rebecca Milligan.....	60,143
Amy Kitzell.....	60,085
Tammy Brown.....	59,987
Leah Michelle Lauchlan.....	59,762
Ivonne K. Foster.....	59,760
Jo Shuler.....	59,268
Terri Lewis.....	58,423
Katherine Mirkes Ward.....	57,799
Charlene Grubbs.....	57,786
Kathy Eckhardt.....	57,371
Richelle V. Barnes.....	56,793
Lucia Fernandez.....	56,329
Ruthie Bressette-Mount.....	56,064
Constance Nugent Miller.....	55,625
Tamarie M. Bradford.....	55,539
Roya M. Mattis.....	55,476
Toni Louise Moore.....	54,847
Kathryn L. Engstrom.....	54,739
Diane M. Terwilliger.....	54,738
Cheryl D. Arrington.....	53,834
Angel B. Toler.....	53,713
Denise E. Crosby.....	53,620

Diane M. Detesco.....	53,269
Sharon Smith Wisnoski.....	53,165
Dorothy D. Boyd.....	52,956
Sherry L. Fields.....	52,504
Lindsay R. Stewart.....	51,839
Evelyn Hill.....	49,844
Cindy S. Koenig.....	49,538
Elena Hempel.....	49,320
Amy C. Schule.....	48,969
Alma Orrostieta.....	48,945
Barb S. Yopst.....	48,924
Stephanie Nicole Tran.....	48,919
Barbara R. Johnson.....	48,602
Gina Beck.....	48,601
Lia Rene Carta.....	47,690
Laura Poling.....	47,542
Linda F. Owens-Hale.....	47,421
Carmen J. Felix.....	47,377
Menina M. Givens.....	46,601
Wendy Lee Johnsen.....	46,465
Susie Kopacz.....	46,376
Epsie J. Elmer.....	46,234
Patty J. Olson.....	46,010
Shelley Eldridge.....	45,980
Jane Y. Davis.....	45,944
Tammy A. Vavala.....	45,530
Sylvia Limon Martinez.....	44,902
Beverly M. Brown.....	44,894
My Beth Pavuk.....	44,807
Denise M. Roberts.....	44,533
Brittany Marie Self.....	44,328
Kayla E. McCormick.....	44,312
Virginia S. Rocha.....	44,284
Belle L. Martin.....	44,271
Amy Stokes.....	44,094
Hazel White.....	43,922
Stacey Craft.....	43,810
Lisa Olivares.....	43,727
Sherry L. Belisle.....	43,443
Amber D. Campbell.....	43,418
Myra Stuart Smith.....	43,275
Andrea D. Andrews.....	43,206
Darlene Rutledge.....	43,201
Kathy Alhwardt.....	43,063
Pat Ringnalda.....	42,972
Holly J. Sawyers.....	42,964
Connie L. Young.....	42,903
Jamie Leigh Techentin.....	42,894
Anee Geertsen.....	42,887
Kathy Lee.....	42,775
Diana Maria Bermudez.....	42,648

Diamond/Diamante

Priscilla McPheeters.....	\$128,039
Jenny Siemonsma.....	94,561
LaRonda L. Daigle.....	92,652
Marionni Biase Mason.....	91,078
Sonia Suyapa Bonilla.....	89,254
Amy Allgood.....	88,957
Dayana Polanco.....	87,063
Kristen C. Spiker.....	84,475
Marsha Morrisette.....	84,402
Melinda M. Balling.....	83,329
Mary Strauss.....	80,408
Chatney Gelfius.....	79,323
Cecilia C. James.....	79,103
Mary Kathryn King.....	75,666
Sheryl Peterson.....	74,604
Tawnya Kremppes.....	73,612
Pat A. Nuzzi.....	73,179
Heather M. Julson.....	69,082
Julie Schlundt.....	68,774
Stephanie A. Richter.....	66,439
Petite L. Huffman.....	66,122
Karime Rosas.....	65,413
Evelita Valdez-Cruz.....	65,239
Deborah R. Hettlinger.....	65,126
Nancy Fox Castro.....	64,504
Julie Neal.....	63,854
Heather Rachel Kramien.....	63,341
Brenda K. Howell.....	63,124
Terri J. Beckstead.....	63,028
Kristin Jenae Rogers.....	62,868
Lisa Rada.....	62,690
Patricia Carr.....	62,543

Gerri Anne Morris.....	61,135
Lila DeWeber.....	60,398
Celeste Pichardo.....	59,748
Lisa A. Stengel.....	59,720
Marni McKenna Hendricks.....	59,498
Barbara E. Roehrig.....	59,115
Sherralynn Arnold.....	59,070
Mary Lou Schlehuber.....	58,830
Carol Lee Johnson.....	58,647
Wendy Hayum-Gross.....	58,611
Janet S. Chapman.....	57,046
Lisa Peterson Hackbarth.....	56,994
Pat Joos.....	55,833
Susan Hattem Weeks.....	55,651
Diane L. Mentiply.....	55,009
Michelle Cape.....	54,951
Nancy Polish Dove.....	54,457
Vicki O'Bannon.....	53,930
Leticia Barajas.....	53,627
Betty McKendry.....	53,531
Shelly Pallen.....	53,354
Pamela K. Perkins.....	53,279
Mary Goss.....	53,259
Linda J. Wicks.....	53,060
Patty Gutierrez.....	52,669
Norma Lee Shaver.....	52,570
Maria Janet Koo.....	52,363
Chris Landaker.....	52,208
Donna K. Smith.....	52,153
Mireya Torres.....	51,333
Kim A. Messmer.....	51,329
Gwen L. Ristow.....	51,269
Heidi J. Norton.....	51,227
Tina Nicole Elliott.....	51,092
Donna J. Saguto.....	50,792
Ana X. Solis.....	49,966
Joyce A. Newell.....	49,723
Gayle Lenarz Kolsrud.....	49,663
Beth Brinkley.....	49,413
Virginia Rowell.....	49,351
Nicki R. Hill.....	49,236
Andrea Shields.....	48,903
Audrey J. Doller.....	48,895
Alicia Kingrey-Lokal.....	48,840
Meg Booker Steward.....	48,647
Linda T. Cartiglia.....	48,174
Robin L. Sailer.....	47,661
Robbie L. Brannon.....	47,417
Tina Marie Kocourek.....	47,342
Annaka Krafka.....	47,302
Susan M. McCoy.....	47,249
Karen M. Bonura.....	47,233
Vivian Diaz.....	47,177
Bisola Gbadamosi.....	47,150
Kelly Willier-Johnson.....	47,071
Ruth L. Everhart.....	47,000
Cindy Wallace.....	46,975
Joanne Fraraccio.....	46,906
Amy Zanto.....	46,848
Lesley A. Bodine.....	46,817
Martha Kay Raile.....	46,640
Mary Jacobson.....	46,608
Orenda Raichel Hunniford.....	46,340
Carolyn Thompson.....	46,134
Deb A. Hegland.....	45,751
Jolinn Andriese.....	45,539
Mary Beth Pfeiffer.....	44,968
Elvi S. Lamping.....	44,454

Ruby/Rubí

Krystal Downey-Shada.....	\$125,599
Phuong L. White.....	83,106
Suzanne Moeller.....	71,224
Robin R. Tucker.....	69,574
Sheri Ammons.....	68,224
Erin Lynch.....	68,139
Cheryl O. Fulcher.....	67,590
Somer Ballard Carter.....	67,394
Donna Clark-Driscoll.....	66,538
Vanessa R. Upkins.....	65,352
Tiffany Brooke Stout.....	64,204
Breda M. Teal.....	63,868
Sonya F. Goins.....	63,706
Thesly Nkechi Nwachukwu.....	62,633
Patti Maxwell.....	62,524

Lisa Anne Harmon.....	61,076
Marnie R. Yunger.....	60,317
Cissy E. Warren.....	59,973
Jeanette M. Thompson.....	59,705
Debbie A. Elbrecht.....	59,331
Vicki S. Lindsay.....	58,951
Sheryl K. Goins.....	58,317
Wanda Metzger.....	57,664
Heather A. Verity.....	56,784
Judie Roman.....	55,674
Jennifer Jean McNulty.....	55,354
Deborah J. O'Leary.....	55,291
Christy M. Cox.....	55,114
Candace Lyn Chambers.....	54,902
Rosalie Kuhen.....	54,613
Carmen Nunez de Valencia.....	54,531
Shelia D. Evans.....	54,318
Gloria Dominguez.....	54,142
Candace Barrows.....	53,840
Judy Lund.....	53,417
Crystal Caldwell Hubbard.....	53,402
Cathy G. Huhta.....	53,271

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2010. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Sapphire

Julie Weaver	\$17,413.94
Brenda Bennett	15,490.94
Roxanne McInroe	15,469.43
Julia Mundy	14,924.45
Tammy Romage	14,600.16
Lara F. McKeever	13,586.23
Christy Bigham	13,162.01
Sylvia Boggs	12,904.37
Kristi M. Montesana	12,529.18
Virginia E. Curry	12,380.55
Debbie A. Weld	12,171.70
Ann W. Sherman	11,987.28
Alison Jurek	11,628.99
Joanna Helton	11,460.14
Angie S. Day	11,431.06
Debra J. Witmer	11,287.47
Lady Ruth Brown	11,281.64
Faith A. Gladding	11,118.39
Maranda Michelle Rains	11,102.77
Diane Bruns	11,091.87
Melody Missick	10,917.45
Kim L. Cowdell	10,621.67
Elizabeth A. Poole	10,601.69
Krista A. Johnson	10,541.25
Dolores Keller	10,468.77
Connie L. Russo	10,318.10
Marixa E. Funes	
De Escobar	10,284.01
Jennifer L. Semelsberger	10,266.06
Jennifer G. Bouse	10,168.88
Randi Stevens	10,096.24
Deila S. Godfrey	10,036.76
Lyneea E. Tate	10,014.22
Tracy Potter	10,013.89
Jodi L. Feller	9,818.27
Andrea K. McGuckin	9,760.62
Wendy Clausen	9,627.05
Jalene Simpson Weston	9,549.79
Linda A. Jones	9,424.10
Linda Klein	9,393.18
Angela D. LaFerry	9,363.79
Peggy B. Sacco	9,333.01
Josefa Chacon	9,296.20
Patrice Moore Smith	9,293.19
Shelley Townsley	9,267.90
Gena Prince	9,183.74
Kim Maynor	9,127.36
Erika Guajardo	9,124.14
Jill Beckstedt	9,050.43
Marty Ulmer	8,867.63
Jeannie Helm	8,852.72
Lynn Baer Roberts	8,780.44
Doris R. Braswell	8,753.42
Crystal Dawn McDaniel	8,753.15
Sharon K. Swayer	8,741.28
Audrey K. MacDowall	8,701.15
Dena Smith	8,608.26
Danice C. McEldowney	8,595.27
Angeles Herrera	8,590.50
Tabitha A. Hallums	8,571.92
Holly C. Stocks	8,496.50
Phyllis I. Pinksier	8,493.43
Ruby Garner	8,379.19
Deborah Robina	8,373.90
Pilar Najera	8,318.52
María Montes	8,185.16
Barbara J. Puckett	8,137.43
Tanya L. Satcher	8,099.07
Elizabeth McCandless	8,081.15
Cindy S. Kriner	8,050.94
Moleida G. Dailey	8,021.80
Amy J. Bowman	7,959.73
Lynn A. Cervini	7,946.86
Cheri L. Taylor	7,928.36
Debi Christensen	7,922.53
Maranda Katie Bandemer	7,918.87
Terry A. Hensley	7,862.46
Natalie Reed	7,836.11
Marjorie S. Haun	7,778.27
Kristyn Anne Humphreys	7,769.13
Margaret Neill	7,759.38
Nancy W. Pettaway	7,756.41
Connie J. Lamp	7,739.65
Angeles Sosa	7,727.04
Kenettia A. Adams	7,704.90

JoAnna P. Shipe	7,687.69
Maria Elena Coyote	7,679.03
Linné Lane	7,673.75
Jennifer Sloan	7,665.30
Linda F. Merritt	7,660.56
Melva M. Slythe	7,659.90
Nannette G. Short	7,644.79
Heather L. Bohlinger	7,600.74
Kathy R. Bullard	7,590.11
Brynn M. Blalock	7,539.08
Lyriss Yee	7,519.00
Bonnie Crumrin	7,512.41
Linda J. Bird	7,504.01
Anne Elizabeth Leanos	7,409.29
Anita Arvo	7,396.54
Maria Elvia Lopez	7,371.76

Emerald

Auri Hatheway	\$14,654.26
Renita Griswell Peele	11,600.52
Arianne C. Morgan	11,580.53
Christie I. Ehiobu	10,922.31
Evalina Chavez	10,831.32
Paula Kelsch	10,794.17
Kami Fredericks	10,749.17
Stacy D. Foust	10,703.65
Nancy Jean Leroy	10,596.69
Candy Jackson	10,558.56
Angel L. Hurley	10,555.10
Yolanda Lopez	10,341.90
Pat Forehand	10,302.40
Kimbi L. Bartik	10,256.76
Annette D. Oxley	10,213.52
Hollie R. Sherrick	10,047.15
Pam Kelly	10,021.57
Sheri Farrar-Meyer	9,963.79
Ann Shears	9,840.15
Karen E. Ridle	9,835.01
Amanda Didia	9,778.21
Jeannine R. DeVore	
Harris	9,630.91
Maria Sanchez	9,478.97
Nancy A. Berlin	9,469.53
Jeanette E. Beichle	9,305.95
Trisha Taylor	9,284.20
Debbie L. Bower	9,258.21
Natalie M. Oliverio	
Ziehner	9,230.37
Helen Jakpor	9,152.62
Christine J. Kurzawa	9,139.36
Nancy Boucher	9,126.26
Jackie L. Root	8,924.36
Linda Bradley	8,839.58
Toya M. Drew	8,780.25
Barbara Pleet	8,626.52
Karen A. Jorgenson	8,606.80
Elaine K. Williams	8,466.76
Marianne L. Anderson	8,464.80
Antonia Miranda	8,443.97
Roxie Soto	8,406.16
Traci L. Smith	8,207.23
Denise G. Kucharski	8,191.50
Shawna D. Schneider	8,163.04
Dana C. Warren	8,104.29
Cheryl L. Foster	8,082.96
Michelle Martella Armes	8,044.98
Ayobami Olanrewaju Olusa	8,021.74
Penny R. Walker	8,017.61
Hope S. Pratt	7,968.39
Jo M. Cotton	7,873.44
Victoria Moham	7,863.95
Melissa Bright	7,842.27
Rose Campbell	7,758.46
Nancy Graham	7,739.69
Hollie Lynnae Darrow	7,736.06
Rhonda Kambeitz	7,645.70
Lin M. Hoff	7,616.37
Karen Hunter	7,612.77
Pattie A. Robinson	7,554.41
Nancy L. DeFina	7,507.11
Delia Ponce	7,491.49
O'Nelly Encarnacion	
Gomez	7,454.19
Maritza Lanuza	7,440.33
Grace Hull	7,410.42

Renee Duenckel	7,393.16
Katie L. Ashby	7,382.36
Anita Rodriguez	7,365.57
Maria Beddick	7,346.23
Kimberly Dawn Dawes	7,316.79
Rosy Garcia Acevedo	7,275.16
Kristen L. Voyles	7,210.23
Cecilia Merport	7,192.63
Talvia W. Peterson	7,170.70
Gerri L. Gurreri	7,166.73
Kathy P. Oliveira	7,111.16
Carol M. Fulton	7,082.36
Taylor L. Moore-Fehring	7,078.46
Anne Sullivan	7,077.39
Vicki Powell	7,059.27
Shella J. McCune	7,055.56
Anne Louise Goodman	7,054.69
Valerie Yokie	7,036.60
Stacy S. Gilson	6,970.16
Holly S. Neff	6,958.37
Brenda D. Elliott	6,945.08
Silvia Ramos	6,931.90
Susan H. Campbell	6,895.96
Janice J. Baker	6,870.45
Connie Marie Ackroyd	6,857.24
Susie J. Serio	6,846.50
Keiko M. Nakao	6,841.27
Jean Mac Donald	6,835.28
Deborah Metzger	6,828.70
Aida Ramallo de Escobedo	6,772.79
Jennifer Spriggs	6,728.72
Kay Dickerson	6,754.38
Maria Victoria Sura	6,722.29
Julie A. Griffin	6,719.53
Heather A. Carlson	6,593.25
Stacy M. Houy	6,588.88

Pearl

Kristin Myers	\$19,096.36
Jeanie Martin	17,613.83
Kim L. McClure	16,758.59
Jeanie K. Navrkal	14,872.23
Tina M. Wright	13,583.27
Sandra M. Munguia	13,442.88
Susan M. Hohlman	12,394.90
Alma Orrostieta	12,055.19
Evelyn Pihalla	11,940.48
Keita Powell	11,883.82
Tammy A. Vavala	11,701.54
Maribel Olivares	11,671.73
Tara Lynn Mitchell	11,635.37
Janice Baxter Hull	11,338.31
Kathy Eckhardt	11,216.81
Brenda Stafford	11,038.51
Nadine Bowers	11,026.68
Leah Michelle Lauchlan	11,016.20
Kijuna R. McKinnie	10,947.08
Amy Kitzell	10,879.34
Betsy C. Richard	10,819.10
Dorothy D. Boyd	10,751.23
Patty Webster	10,688.13
Patti Cornell	10,617.46
Elizabeth B. Muna	10,575.60
Ivrene K. Foster	10,426.60
Cindy Machado-Flippen	10,361.27
Holli Thompson Lowe	10,325.47
Tracey L. Chavez	10,237.03
Lisa Olivares	10,191.94
Darlene Rutledge	10,100.35
Lindsay R. Stewart	9,966.83
Terri Lewis	9,707.11
Shanna H. Jones	9,702.37
Tamarie M. Bradford	9,690.58
Beth H. Piland	9,652.15
Lia Rene Cartor	9,632.29
Sherry L. Miller	9,439.61
Russell B. Fields	9,425.12
Shelley Eldridge	9,408.45
Holly Sander Burnett	9,372.31
Holly L. Ennis	9,254.99
Nedra Ruby White	9,093.33
Patty J. Olson	9,047.23
Belle L. Martin	9,011.67
Charlene Grubbs	9,010.75
Luanne Stewart	8,943.98
Carmen J. Felix	8,907.46

Shari M. Kirschner	8,901.09
Marlye Durrer	8,897.23
Constance Nugent Miller	8,895.08
Kathryn L. Engstrom	8,780.01
Anne Geertsen	8,636.60
Susie Kopacz	8,603.60
Angel B. Toler	8,598.81
Katherine Mirkes Ward	8,584.77
Jo Shuler	8,572.25
Ruthie Bresette-Mount	8,571.24
Cheryl Marie Brown	8,553.61
Rebecca Milligan	8,541.90
Nicole Prinella Pratt	8,501.93
Sharon Smith Wisnoski	8,461.33
Epsie J. Elmer	8,420.84
Grace N. Lemke	8,250.25
Tammy Brown	8,224.07
Cheryl D. Arrington	8,222.53
Denise E. Crosby	8,197.11
Rita Schaefer	8,176.82
Evelyn Hill	8,139.62
Roya M. Mattis	8,103.32
Linda F. Owens-Hale	8,082.27
Kayla E. McCormick	8,074.07
Gina Beck	8,063.64
Keri L. Lonerang-Trudeau	8,060.33
Stephanie Nicole Tran	8,000.50
Amie N. Gamboian	7,984.68
Diane M. Detesco	7,975.19
Peggy Matish	7,952.64
Diane M. Terwilliger	7,926.90
Mary Stuart Smith	7,918.95
Diane Heckathorne	7,912.09
Barbara R. Johnson	7,887.32
Virginia S. Rocha	7,884.31
Julie Hetherington	7,874.01
Toni Louise Moore	7,825.68
Angela J. Fry	7,813.86
Laura Poling	7,765.96
Elena Hempel	7,763.97
Adenike Morakinyo	7,707.68
Moji Mojtabaie	7,676.56
Cindy S. Koenig	7,673.65
Christina Lynn Frantz	7,596.64
Pat Ringnada	7,573.55
Stacey Craft	7,565.33
Wendy Lee Johnson	7,563.77
Nicole J. Canamare	7,540.92
Richelle V. Barnes	7,495.72
Blythe Jolee Egbert	7,492.95
Mia J. Mason Taylor	7,474.65
Diana Maria Bermudez	7,460.68

Diamond

Priscilla McPheeters	\$19,994.39
LaRonda L. Daigle	13,745.98
Dayana Polanco	13,759.97
Jenny Siemonsma	13,416.26
Sonia Suyapa Bonilla	13,112.40
Melinda M. Balling	12,966.16
Sheryl Peterson	12,845.88
Amy Allgood	12,796.34
Marsha Morrisette	12,383.71
Mary Strauss	12,359.70
Julie Schlundt	12,296.17
Pat A. Nuzzi	12,178.27
Cecilia C. James	12,145.14
Chatney Gelfius	12,073.36
Sandy Griffith	12,030.44
Karime Rosas	12,003.52
Deborah R. Hettinger	11,656.33
Heather M. Julson	11,654.30
Ana X. Solis	11,361.89
Tawnya Kremppes	11,197.60
Mariann Biase Mason	11,180.27
Carol Lee Johnson	11,137.99
Lisa Rada	11,127.94
Susan J. Pankow	11,109.52
Evitelia Valdez-Cruz	11,019.24
Barbara E. Roehrig	10,964.98
Terri J. Beckstead	10,906.51
Heather Rachel Kramien	10,900.71
Myra Esparza	10,835.52
Vivian Diaz	10,834.11
Julie Neal	10,780.62
Kristin Jenae Rogers	10,690.14

Kristen C. Spiker	10,686.10
Vicki O'Bannon	10,641.23
Mary Kathryn King	10,426.60
Aishat Bola Koya	10,347.48
Martha Kay Raile	10,273.27
Stephanie A. Richter	10,265.18
Lila DeWeber	10,122.94
Mary Beissel	10,100.89
Omosolape O. Akinoyenu	10,034.72
Nancy Fox Castro	10,026.06
Brenda K. Howell	9,810.52
Heidi Goelzer	9,432.65
Nancy Polish Dove	9,377.10
Lou Cinda Utley	9,304.84
Wendy Hayum-Gross	9,237.57
Ruth L. Everhart	9,205.98
Meg Booker Steward	9,185.67
Gerri Anne Morris	9,138.76
Yosaira Sanchez	9,109.30
Sherralynn Arnold	8,987.39
Maricarmen Gonzalez	8,958.52
Diane L. Mentiply	8,929.43
Silvia Sanchez	8,905.97
Sandy Lasso	8,846.21
Lisa Peterson Hackbarth	8,655.51
Petie L. Huffman	8,636.16
Donna K. Smith	8,621.64
Maria Janet Koo	8,585.91
Yvonne Tazem	8,583.87
Mami McKenna Hendricks	8,569.10
Shelly Palen	8,559.32
Mary Jacobson	8,546.66
Lisa A. Stengel	8,537.10
Nicki R. Hill	8,534.75
Stephanie Audino	8,534.00
Gwen L. Ristow	8,512.70
Martha Brown	8,503.12
Mary Beth Pfeiffer	8,464.01
Orenda Raichel Hunniford	8,462.10
Linda J. Wicks	8,446.89
Norma Lee Shaver	8,425.40
Christine DeGrammont	8,408.52
Chris Landaker	8,339.12
Margarita Fregoso	8,329.15
Patricia Carr	8,312.30
Mary Lou Schliehuber	8,294.68
Betty McKendry	8,286.56
Mary Goss	8,270.26
Janet S. Chapman	8,232.36
Robbie L. Brannon	8,197.39
Julie Danskin	8,139.42
Maria Teresa Lozada	8,137.43
Trudy Miller	8,128.68
Kim A. Messmer	8,128.25
Audrey J. Doller	8,124.58
Yonnie Espinal	8,121.46
Tami S. Hartley	8,116.37
Pat Joos	8,000.66
Ana Carolina Alvarez	7,988.53
Blanca E. Arroyo	7,986.83
Patty Gutierrez	7,972.40
Betty Symons	7,944.77
Susan K. Carlson	7,937.30
Elvi S. Lamping	7,854.37
Alicia Kingrey-Lokal	7,831.90
Anne Newcomb	7,822.70
Leticia Barajas	7,811.26
Delmi Cristina Santos	7,803.32

Ruby

Thessy Nwachukwu	\$16,699.00
Krystal D. Downey-Shada	16,423.93
Phuong L. White	15,005.28
Vanessa R. Upkins	11,567.09
Cissy E. Warren	11,298.54
Donna Clark-Driscoll	11,180.26
Carmen Nunez de Valencia	10,974.05
Debbie A. Elbrecht	10,958.18
Somer Ballard Carter	10,767.01
Stella Smith-Plus	10,684.63
Ekene S. Okafor	10,626.14
Robin R. Tucker	10,617.00
Marnie R. Yunger	10,561.69
Jennifer Jean McNulty	10,238.28
Inez M. Thayer	10,163.17

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 2010.

Top National Sales Directors — Commissions and Bonuses



Karen Piro
\$63,194
Sapphire



Gloria Mayfield Banks
\$65,766
Emerald



Cheryl Warfield
\$43,005
Pearl



Barbara Sunden
\$95,952
Diamond



Carol Anton
\$71,754
Ruby

Top Unit — Estimated Retail Production

SAPPHIRE — Julie Weaver, <i>Go Give Area</i>	\$111,720
EMERALD — Arianne Morgan, <i>S. Brothers Area</i>	\$80,846
PEARL — Kristin Myers, <i>G. McGuire Area</i>	\$123,340
DIAMOND — Priscilla McPheeters, <i>D. Hartshorn Area</i>	\$128,039
RUBY — Krystal Downey-Shada, <i>Go Give Area</i>	\$125,599

Top Sales Director — Personal Sales

SAPPHIRE — Debra Witmer, <i>Go Give Area</i>	\$14,680
EMERALD — Natalie Oliverio-Ziehmer, <i>Go Give Area</i>	\$10,935
PEARL — Cindi Ventura, <i>C. Warfield Area</i>	\$12,116
DIAMOND — Marie Lee, <i>B. Sunden Area</i>	\$20,797
RUBY — Juliet Goertzen, <i>P. Danforth Area</i>	\$20,115

Top Beauty Consultant — Personal Sales

SAPPHIRE — Robbie Walters, M. Hester Unit, <i>Go Give Area</i>	\$17,275
EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i>	\$26,374
PEARL — Shannon Skousgaard, K. Jordan Unit, <i>S. Miller Area</i>	\$13,451
DIAMOND — Barbara Henney, J. Gleyze-Thomas Unit, <i>L. Toupin Area</i>	\$13,967
RUBY — Kamla Seecharan, C. DeBlander Wolf Unit, <i>Go Give Area</i>	\$13,952

Top Team Builder

SAPPHIRE — Sales Director Marixa Funes De Escobar, <i>P. Klickna-Powell Area</i>	19 New Team Members
EMERALD — Melissa Wade, L. Taylor Unit, <i>C. Millard Area</i>	11 New Team Members
PEARL — Edna Browning-Overstreet, S. Munguia Unit, <i>P. Campbell Area</i>	13 New Team Members
DIAMOND — Sales Director Elaine Reynolds, <i>Go Give Area</i>	15 New Team Members
RUBY — Sales Director Inez Thayer, <i>Go Give Area</i>	12 New Team Members

Top Unit Builders

Independent Sales Directors with **20** or more new unit members for March 2010.

Sapphire

Tracey Fields-Hedrick.....	38 New Unit Members
Tabitha A. Hallums.....	29 New Unit Members
Tammy Romage.....	27 New Unit Members
Maria Bocanegra.....	25 New Unit Members
Denise N. Farrell.....	25 New Unit Members
Cecilia Boodhoo.....	23 New Unit Members
Patrice Moore Smith.....	23 New Unit Members
Jalene Simpson Weston.....	22 New Unit Members
Juanita Berumen.....	21 New Unit Members
Maranda Michelle Rains.....	21 New Unit Members
Brenda Bennett.....	20 New Unit Members
Brenda Leary.....	20 New Unit Members
Maria Montes.....	20 New Unit Members
Rosa Orozco.....	20 New Unit Members

Emerald

Yolanda Lopez.....	25 New Unit Members
Ann Shears.....	23 New Unit Members

Auri Hatheway.....	21 New Unit Members
Anita Rodriguez.....	21 New Unit Members
Roxie Soto.....	20 New Unit Members

Pearl

Keita Powell.....	33 New Unit Members
Tara Lynn Mitchell.....	31 New Unit Members
Ivone K. Foster.....	28 New Unit Members
Kristin Myers.....	25 New Unit Members
Sandra M. Munguia.....	24 New Unit Members
Lindsay R. Stewart.....	24 New Unit Members
Cheryl Marie Brown.....	21 New Unit Members
April Landrum-Johns.....	21 New Unit Members
Beth H. Piland.....	21 New Unit Members
Susan M. Hohlman.....	20 New Unit Members

Diamond

Kristin Rogers.....	35 New Unit Members
Sonia Suyapa Bonilla.....	28 New Unit Members

Evitelia Valdez-Cruz.....	26 New Unit Members
Celeste Pichardo.....	24 New Unit Members
Dayana Polanco.....	24 New Unit Members
Meyra Esparza.....	23 New Unit Members
Priscilla McPheeters.....	23 New Unit Members
Karime Rosas.....	22 New Unit Members
Leticia Barajas.....	21 New Unit Members
Mary Strauss.....	21 New Unit Members
Maria M. Amador.....	20 New Unit Members

Ruby

Krystal Downey-Shada.....	38 New Unit Members
Jennifer Jean McNulty.....	24 New Unit Members
Cheryl O. Fulcher.....	23 New Unit Members
Phuong L. White.....	23 New Unit Members
Annette M. Hofmann.....	22 New Unit Members
Laura Sainz Rivera.....	22 New Unit Members
Somer Ballard Carter.....	20 New Unit Members
Sheryl K. Goins.....	20 New Unit Members

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 ©2010 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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seminar 2010 reco can be yours!

You still have time to finish the Seminar year strong and find yourself onstage at the biggest party of the year! Give it your all these last few weeks and give yourself the recognition you deserve. As Mary Kay Ash said, *"Applause and the recognition it represents are among the world's most powerful forces."* Make it your goal to power on to achieve these contests!

It's in the Bag!

Seminar 2010

Team-Building Challenge

Through June 30, 2010

- A Stylish Bag
- A Cool Ribbon
- A Rockin' Reception
- A Red-Hot Lunch
- A Trendy Clutch

Earn **all** of these rewards when you add five contest-qualified* new personal team members during the contest period. Go to the Mary Kay InTouch® Web site for complete qualification details and rewards. **You'll have team-building in the bag!**



All-Star Luncheon

Dine with the stars! Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2009 – June 15, 2010, with at least 14,400 or more in total year-end contest credit will be invited to this special luncheon. Independent Sales Directors who achieve yearlong Star Sales Director status and have at least 60 Star Consultants in their unit from June 16, 2009 – June 15, 2010, also will be invited.

Court of Personal Sales

Keep on selling and holding parties! Independent Beauty Consultants and Independent Sales Directors who achieve at least \$36,000 in estimated personal retail production by June 30, 2010, will be recognized onstage at Awards Night.



Court of Sharing

Don't stop sharing the dream! Independent Beauty Consultants and Independent Sales Directors with at least 24 new personal qualified** team members by June 30, 2010, will be recognized onstage at Awards Night.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

**Court members in the Queen's Court of Sharing must achieve 24 or more qualified new team members during the contest period: July 1, 2009 – June 30, 2010. For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received during the Seminar contest period. A maximum of 13 new actual team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified. If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum. Ranking of the top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified new team members. Please note that a qualified new team member who returns product to the Company for repurchase during the contest period, resulting in net wholesale Section 1 production below \$600 at the end of the contest period, will not count toward the Queen's Court of Sharing.

there are no impossible dreams

Independent National Sales Director Maribel Barajas of Fontana, Calif., is intensely motivated to overcome life's obstacles. What motivates her? She says she wanted to make her father proud and earn enough money to help her parents. She credits God, Mary Kay Ash and **Independent Executive National Sales Director Lupita Ceballos** – and the incredible women in her area – for helping and guiding her along the way.

“I was an extremely insecure person before starting my Mary Kay business,” Maribel says. “Everywhere I turned, I defined people in the same terms as I saw myself, whether true or not, and the two adjectives I looked for the most were ugly and overweight.”

For Maribel, no other qualifiers mattered. The fourth of eight siblings, she arrived in the United States from her native Mexico when she was 11 years old. “Unfortunately, education was not a major focus in my family, so we really didn’t get much.”

At a young age, Maribel was a full-time factory worker, and that was her occupation until many years later when she returned home from her Mary Kay New Independent Sales Director Education week and turned in her resignation. “I was making \$10.50 per hour and was holding off on resigning because I was three months shy of celebrating my 10-year anniversary. I wanted the plaque and the \$100 we got as an incentive.”

Now It Clicks!

Little by little, Lupita explained and taught Maribel how to operate her Mary Kay business, while helping her to trust in herself and grow her abilities. “It was relatively easy for me to sell. But to me, it was clear that I didn’t understand programs at all – not the requirements, not the contests. I felt that I couldn’t get anything right. Then I would look at Lupita, whom I saw as so pretty, so eloquent and so well put together, and I just knew I couldn’t do anything. I didn’t even wear makeup!

“I do remember when something finally clicked for me. I asked Lupita the price of an Acapella® fragrance. She told me that the retail price was \$25 and that I would pay \$12.50 wholesale; the other \$12.50 would be my earnings. It wasn’t until that day that I truly understood the 50 percent earning potential of the business.”

In the late 1980s, Maribel married Jose Ramón Barajas. They had their first child, Alma Yadira, and bought their first home. “It was pretty hard and money was tight. Aside from my factory job and my part-time Mary Kay business, I also made party favors to help our finances.”

Maribel explains that she draws a blank when she tries to remember her first Career Conference. She is

only able to recall a conversation she overheard in the ladies’ room, and the next “click” happened for her. “They were talking about having earned the use of the car, but not having passed the driver’s test in order to get a license.” When she next saw Lupita, she told her she wanted to earn the use of a Mary Kay Career Car and needed her to explain how to go about it. “I remember Lupita’s plan for me. She said, ‘For as long as you have a Mary Kay business, you’ll need to make \$600 in monthly production, hold three weekly classes and add two new team members every month.’ I followed that plan religiously.”

The Car Changes Everything!

Until that moment, Jose Ramón didn’t discourage her, but he was not 100 percent supportive of her either. “The car definitely changed all that! He’s been able to resign his job and provide support to me in my Mary Kay business and help with our three children. Now he’s all for Mary Kay!”

When the Barajas decided to upgrade their newlyweds’ home, “I bought the milk can before the cow!” Maribel says. “I purchased furniture before we actually signed on the mortgage of our seven-bedroom home. We always have family staying with us for long periods, so space was important for us.”

But since Maribel became an Independent National Sales Director in 2006, life has been incredible. “I now have peace of mind knowing that my family has financial security.”

Surely her father, who has since passed away, smiles proudly over her and her accomplishments! ■



Lessons Learned, Milestones Reached

- Maribel always felt alone and that her dreams were impossible. She’s learned that through dedication and hard work, there are no impossible dreams.
- Being terribly insecure with no self-esteem and not accepting who she was, she says it was “Mrs. Ash who stole my heart! Because of her, I know I’m worthy; that is why I’m tremendously grateful to God and my family for allowing me to belong to the Mary Kay family.”
- “Education is key, but from Mary Kay Ash I learned that every obstacle is a stepping stone to go up. Through this business, I’ve acquired the best certificate possible.”
- “That is why our area’s theme is *‘Make your dream a reality through insistence, resistance and persistence.’*”
- “The satisfaction of having your own business comes from seeing others achieve their dreams. For example, my youngest sister, María Lorena, was able to have a college education. It was such a privilege for me to help her during her four years of college.”
- “To see my older sister, Independent Senior Sales Director Rosalva Rodríguez, live completely off of her very own Mary Kay business. And there she was thinking she could only serve as a seamstress!”
- Researching colleges for her son, Jose Ramón Jr. “Having been able to instill in my three children the knowledge that they are deeply loved, that their education matters and that it will be my best legacy to them.”



beyond

housekeeping and coffee mugs

When a coffee mug appeared to be the best reward her employer could produce, **Independent Senior Sales Director Regina McDermott** knew it was time to follow her Mary Kay heart.

Driving a rusty car with no air conditioning, Regina McDermott left her native Long Island, N.Y., in 1985 and headed to sunny Sarasota, Fla., with high hopes of indulging in her passion for tanning and securing a job in the hotel industry. Regina, a former teacher and a self-labeled sun-worshiper, quickly found work at a large hotel chain where she worked grueling hours on rotation as a housekeeping supervisor and concierge while juggling another job as a waitress.

With a degree in hotel management, she hoped to earn a general manager position. She became even more determined to make that happen after bumping into *Miami Vice* actor Don Johnson during her housekeeping shift. "I really thought my life would be more glamorous," Regina recalls, imagining how she must have appeared at that moment with her hands in a laundry cart and minus the tan she no longer had time to achieve.

But on one of her few days off, Regina received a call that eventually put her on a truly glamorous and inspiring path. She was invited to a Mary Kay® party that night where she intensely observed the Independent Beauty Consultant in action. "I had previously said, 'No way' to a Mary Kay business, but this lady was pointing, flipping, smiling and earning the use of a car," Regina laughs in her ever-present New York accent. "I could do that!" After hearing the marketing plan, she signed her Independent Beauty Consultant Agreement and started off with a big desire — but little focus. A Mary Kay termination letter that came six months later was the wake-up call she needed, so Regina quickly decided to follow Mary Kay's recipe for success.

Making It Work

She began by attending unit meetings conducted by her adopted Independent Senior Sales Director Sharon Harmon, who taught her to consistently build a solid customer base and a team. "I started feeling better about myself, and my Mary Kay business began to grow," Regina shares. "And as I gained confidence and started wearing makeup, I also was taken more seriously at my hotel job. I was quickly promoted to assistant executive housekeeper and ultimately to sales manager."

Keeping her Mary Kay business intact while working 80 hours per week meant holding parties and team-building appointments in the evenings. "I was not permitted to approach hotel customers about Mary Kay in any way, but I made it my goal to meet at least five new customers every week during my lunch breaks and to never miss a unit meeting," Regina says. Concurrently, she brought more convention and meeting business to the hotel than ever before.

Regina earned the use of her first Mary Kay Career Car in August 1989, and her new hotel boss began in earnest to recognize her as valued employee. On the day she picked up her Mary Kay Pontiac Grand Am, her boss announced that she was the No. 1 sales producer nationwide for the company's hotels of that same size.

"I was so excited about both achievements and looked forward to what the hotel would give me," Regina recalls. "Perhaps it was my dream trip to Greece!" At the prestigious awards ceremony to recognize her performance, Regina was presented with a logo-branded coffee mug.

That was the moment of truth. After much prayer and consideration, Regina knew it was time to become an Independent Sales Director and work toward making her Mary Kay business her full-time endeavor. Taking God as her partner and following Mary Kay's 3+3+3 formula for success, Regina became an Independent Sales Director in July 1990 and submitted her resignation at the hotel a year later.

"My hotel manager begged me on his knees to stay, asking what it would take to keep me. I presented Mary Kay's marketing plan to him. He said 'no, that's not possible,' and I said, 'yes it is with Mary Kay.' So I decided to say my goodbyes."

Today, Regina has these Mary Kay achievements to celebrate: earning the use of 11 Mary Kay Career Cars, including five Cadillacs; 89 quarters of Star Consultant achievement; 14 times in the Sales Directors Queen's Court of Personal Sales; 15 times in the Circle of Achievement; and nine Double Stars.

Ultimate Rewards

"Of course, it has been so much more," Regina says. "I will be forever grateful that my Mary Kay business allowed me to take care of my sister during her battle with cancer before her death, and that, with the support of my unit and encouragement from Mary Kay staff, I was able to maintain my unit production."

Regina also treasures the Go-Give® spirit and adoptee program. "I learned from Sharon, who has since passed away, and from **Independent Future Executive Senior Sales Director Carolyn Wilson** that love, support and helping other women will get you where you want to be." Having mentored seven adopted offspring Independent Sales Directors herself, Regina says, "I make it my personal goal to prove daily that the adoptee program is alive and well in this Company."

Spending time with and supporting her niece, Mary Beth, and her great-niece and great-nephew, Meghan, 12, and Ryan, 7, who live in New York, also keeps Regina reaching for her goal to become a National Sales Director. "I'm committed to paying for Ryan and Meghan's college educations, and I love watching them exhibit many Mary Kay qualities. When I was afraid to ride on Disney World's Splash Mountain, they gave me resounding 'Auntie, you can do it!' encouragement."

Regina also takes time to enjoy her new passion for dancing that has given her

renewed energy and vision in all aspects of her life.

While she no longer worships the sun, and thanks to TimeWise® Replenishing Serum+C, she's fighting the damage she did years ago, Regina is saying a blessing to Mary Kay Ash for providing her with an opportunity full of hope and unlimited future success — long after the sun set on her job in the hotel industry. ■



go-give® award

Congratulations to the winners for July 2010

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® Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



Kathy Benitez

Sapphire

Independent Sales Director

Began Mary Kay October 1998

Sales Director Debut March 2003

National Sales Director

Judie McCoy

Honors Cadillac qualifier; Star Consultant; three-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; two-times Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$52,370

Personal Lives in Fredericksburg, Va. Husband, Jason; daughters: Ariana, Isabella

Favorite Quote "No pressure, no diamonds." – Thomas Carlyle

Independent Beauty Consultant Tracy Martinez of Stafford, Va., says, "Kathy inspires, encourages and shows us how to handle ourselves in the face of adversity with strength and determination. I am so proud to be a part of an amazing team led by an amazing woman doing things the Mary Kay way."



Annette Oxley

Emerald

Independent Senior Sales Director

Began Mary Kay July 1999

Sales Director Debut July 2000

Offspring two first-line

National Sales Director

Janet Tade

Honors Cadillac qualifier; Star Consultant; six-times Circle of Achievement; two-times Circle of Excellence; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$109,632

Personal Lives in Holts Summit, Mo. Husband, Landon; son, Cole; daughter, Lizzie

Favorite Quote "My heart took delight in all my labor, and this was the reward for all my toil." – from Ecclesiastes 2:10

Independent Senior National Sales Director Janet Tade, says, "Annette has a way of making people feel important by doing what is right and taking time for others. When her Independent Senior Sales Director was ill, Annette conducted her meetings and supported her unit."



Kathleen Bonadie

Pearl

Independent Senior Sales Director

Began Mary Kay January 2003

Sales Director Debut

August 2003

Offspring one first-line

National Sales Director

Vernella Benjamin

Honors Cadillac qualifier; Star Consultant; six-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; five-times Circle of Achievement; four-times Double Star Achievement; two-times Triple Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$69,383

Personal Lives in Brooklyn, N.Y. Husband, Alvin

Favorite Quote "For God has not given us a spirit of fear, but of power and of love and of a sound mind." – 2 Timothy 1:7

Independent Sales Director Bridget Osaguona of Bronx, N.Y., says, "As my adoptive Independent Sales Director, Kathleen mentored and challenged me on my goals, following through with 'It's not over until it's over' and 'Keep on keeping on' during my transition to becoming a Sales Director."



Luzmila Abadia Carranza

Diamond

Independent Executive Senior Sales Director

Began Mary Kay April 1991

Sales Director Debut

September 1993

Offspring seven first-line; 11 second-line

National Sales Director

Sonia Pérez

Honors Premier Club qualifier; Star Consultant; four-times Queen's Court of Sharing; four-times Circle of Achievement; Circle of Sharing; Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$84,287

Personal Lives in Houston Husband, Marco Antonio; sons: Lewinson, Cesar; daughter, Anihe

Favorite Quote "To share our talents, dreams and desires is one of the most powerful forces there is, and it's our Company's essence."

Independent Beauty Consultant Sandra Bocanegra of Katy, Texas, says, "I've never felt like an adoptee. Luzmila's support, love, discipline and integrity help me work toward my most precious dream: to become a successful Independent Sales Director."



Donna Ludewig

Ruby

Independent Senior Sales Director

Began Mary Kay October 1998

Sales Director Debut June 2001

Offspring one first-line

National Sales Director

Go Give Area

Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$34,483

Personal Lives in Miller Place, N.Y. Husband, Ken; sons: Justin, Blake; daughter, Taylor

Favorite Quote "Be the change you want to see in the world." – Mahatma Gandhi

Independent Beauty Consultant Dawn Price of Mount Sinai, N.Y., says, "As a customer, I was referred to Donna. When she called, I was recovering from an injury and not feeling well. Two days later, I received a package filled with samples and a 'well wishes' note. Donna didn't know me, but cared enough to think of me and now I'm part of her team."

summer treats

Get these limited-edition items while they're hot!

New! Limited-Edition Mary Kay® Coconut Lime Gift Set

Bring the tropics home with the juicy scent of the limited-edition Mary Kay® Coconut Lime Gift Set With Bag. Dive into the invigorating shower gel. Wrap yourself in the relaxing luxury of the body lotion. And top it off with body mist to keep your tropical dream alive throughout the day. Get it all in a bag that's ready to travel for a price that will make you think you're in paradise.

\$26, while supplies last



New! Limited-Edition Mary Kay® Cooling Bronzing Stick

Cool sensation. Cool look. Cool new way to wear a sun-kissed glow all year-round! This multibenefit gel bronzer gives you long-lasting color with a cooling sensation and a refreshing touch of moisture. Available in one shade for everyone for a sun-kissed look. And it's purse-portable!

\$20, while supplies last



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