

MARY KAY

applause®

JULY 2013



Summer Skin SAVERS!

Celebrate Beautifully!

See how you can earn this



**One
Woman Can™
Necklace,
June 1-30.
Details on back!**

MARY KAY
**one
woman
can**
50 YEARS

Get ready to be “wowed”!

Join us for Seminar 2013 as we celebrate 50 years of fabulous!



ANSWER DESK



Helpful Numbers:

Mary Kay Consultant Contact Center
800-272-9333

(M – F, 8:30 a.m. – 5 p.m. Central time)
For questions regarding *Mary Kay*® product orders, *Mary Kay InTouch*®, special events, product information, etc.

Automated Information Line
800-440-5370 (24 hours)



Mary Kay said it best

*“Seeing your success
is about the best part
of having worked to
build this Company.
I believe that all of
us can look toward
a future of greater
gains and success.
A future that belongs
to you!”*

Q: I'll be traveling a lot this summer, and I want to continue to give my customers Golden Rule customer service. Got any ideas?

A: You bet! Sending *MKeCards*® is a great way to stay connected and show your customers you care. You'll find *MKeCards*® for every occasion at *Mary Kay InTouch*® > **Business Tools**. Another idea is **Customer Delivery Service**, which lets you fill product orders from anywhere. *Mary Kay InTouch*® > **Ordering**. **Facebook** is great way to promote products online, and you can sign up your customers to receive the quarterly **Preferred Customer Program**™ personalized mailers. Of course you can always stay connected through

your smartphone with *Mary Kay Mobile InTouch*™ at m.marykayintouch.com.

Q: I love the gorgeous jeweled flower bib necklace by Kenneth Jay Lane. Can you tell me about the designer? **A:** Kenneth Jay Lane has long been the darling of the famous, and he perfects the elegant looks of fine costume jewelry. Jacqueline Kennedy, Elizabeth Taylor and Barbara Bush are former clients. This collection cannot be found anywhere else! Independent Sales Directors can earn one necklace free through the *It's Raining Red Team*-Building Challenge. You can find all the details on *Mary Kay InTouch*®. –

july dates to remember

1

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
- Seminar 2014 contest period begins.
- *Class of 2013* Challenge and *Class of 2013* Seminar Challenge end.
- Summer 2013 Preferred Customer Program™ mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery.)

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

3

4

- Independence Day. All Company and branch offices closed. Postal holiday.
- Seminar 2013 Registration deadline.

Last day to enroll online for the Fall 2013 Preferred Customer Program™ mailing of *The Look*, including exclusive samplers (while supplies last).

15

21

Diamond Seminar begins.

24

Ruby Seminar begins.

Sapphire Seminar begins.

28

30

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

- Emerald Seminar begins.
- Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).

31

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



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

InsideTHIS ISSUE



SUN CARE ESSENTIALS

Sunglasses? Check. Great beach novel? Check. Before your customers zip their suitcases, make sure they're ready with our assortment of **Mary Kay® Sun Care products!** Plus, check out great ways to **stay in touch** with your customers this summer!

2



MARY KAY
one woman can
50 YEARS

SEMINAR 2013

New Seminar stage, new Awards Show After Party, this kind of celebration comes around **once in a lifetime!** Check out the **fabulous events** we've got in store for you at **One Woman Can™ Seminar 2013!**

6



CHARTING HER COURSE

Heather Bohlinger started her Mary Kay business in college. Now 17 years, a cross-country move and four children later, this **Independent Executive Senior Sales Director** is still going strong, thanks to her continued focus on the basics!

16

find it online: check out **Mary Kay InTouch®** to see what's hot.



MARY KAY MOBILE INTOUCH™

Not at your home computer? With **Mobile InTouch™** and your smartphone, you can help new team members submit their Independent Beauty Consultant Agreements, place orders and much more. Find all the information you need at m.marykayintouch.com and finish your Seminar year strong.



EARN RECOGNITION

Imagine yourself at Seminar being recognized for your achievements. Now, visit the Contests/Recognition tab to ensure you don't miss any of the all-important deadlines to qualify for Seminar recognition or rewards such as the Star Consultant exclusive 50th Anniversary Bee Golden China, and more!



MARY KAY SHOW & SELL™ MK REGIMEN ADVISOR™

Experience a brand-new approach to your skin care parties by customizing your presentation to your audience with **Mary Kay Show & Sell™**. With the **MK Regimen Advisor™**, identifying your customer's skin care needs has never been easier. Available on **Mary Kay Mobile InTouch™** or **Mary Kay InTouch®** > Business Tools > Digital Zone > New Apps for Your Mary Kay Business!



CUSTOMER DELIVERY SERVICE

Customer Delivery Service is a convenient and affordable way to order and ship products directly from the Company to your customers. It can save you time, gas and money. Plus, you can include a copy of *The Look* or two samplers in each order at no additional charge! **Mary Kay InTouch®** > Ordering.

Applause® Magazine Team: EDITOR-IN-CHIEF: LAURA RIVERA MANAGING EDITOR: ALESIA RITENOUR WRITER/EDITOR: ELIZABETH ARTTUS ART DIRECTOR: LIZ LEDESMA ACCOUNT MANAGERS: NICOLE WILLIAMS, ANITA HAYS SENIOR EDITOR: JUANITA ALVAREZ SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN JONES PRINT PRODUCER: KIM RIND CONSULTANT COMMUNICATIONS ASSISTANT: LIZ ESCALANTE SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: RENÉE PEISER, PATTI CASAMASSIMA PROOFREADERS: PEGGY MEADOR, KIM ROLLINGS

SUN DAY, FUN DAY!

Ahhh ... the radiance of a sunny day! But sunlight's ultraviolet rays can cause premature aging and sun damage. *Mary Kay*® broad spectrum sunscreen products help protect against the sun's harmful rays for maximum protection.



selling SUN CARE



Share

the *Mary Kay*® Sun Care eCatalog and direct your customers to your *Mary Kay*® Personal Web Site where they can shop and browse.



Use

Facebook or send emails to spread the word quickly!



Showcase

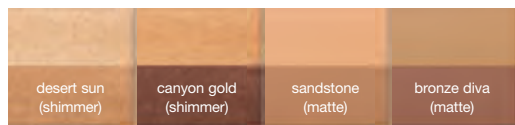
Mary Kay® Sun Care products at your skin care parties for great add-on sales!



Add

a sampler of *Mary Kay*® Foundation Primer
Sunscreen Broad Spectrum SPF 15* to your customers' product orders.

Want a Sun-Kissed Look Without the Sun? **NO SWEAT!**



Mary Kay® Mineral Bronzing Powder. Achieve a perfect summer glow! Comes in shimmery and matte shades to swirl together or use alone. Apply where the sun would hit – forehead, cheeks, nose and décolleté to add warmth to your complexion. **\$12**



Mary Kay® Sun Care SUBTLE Tanning Lotion,[†] with its lightweight, nongreasy formula, lets you glide it on evenly to create a healthy, streak-free tan. Apply daily until you get the desired color, then maintain your gorgeous tan with limited use a few times per week. **\$16**



beauty

PASSPORT

Vacation time! Relax, have fun and keep your makeup simple and your bags light. Good advice for your customers as they look gorgeous with these portable, easy-to-use makeup essentials.



\$14 each

Mary Kay® Cream Eye Colors.
Available in nine great shades!
Sweep over eyelids for gorgeous color. Waterproof.



\$14 each

Don't forget **Mary Kay® Cream Blush!**



\$44 set

Airline "carry-on friendly"
TimeWise® Trial Miracle Set® provides 11 age-fighting benefits to help keep skin feeling great. (Available in both formulas.)



\$30 unfilled

Why not promote the Build Your Own Travel Roll-Up Bag to your on-the-go customers? It's a great all-in-one must-have organizer for cosmetics, skin care and accessories!



\$18

Mary Kay® True Dimensions™ Lipstick.
Fun, bright colors for a perfect finish!



\$15

Mary Kay® Lash Love® Waterproof Mascara, with its unique formula, defines, defends and delivers voluminous lashes.

TIP! **Botanical Effects® Freshen** feels great on your skin after a day in the sun. For an extra burst of cool refreshment, store in your fridge!



\$14

Summer Connections!



► School's out and vacations are in. Check out these great ways to stay in touch with your customers!



Customer Delivery Service. With CDS, you can fill and ship orders fast anytime and from anywhere!

Preferred Customer ProgramSM. You can enroll your customers to get personalized mailers promoting the hottest trends and *Mary Kay*[®] products each quarter. Plus, you're eligible to order products early.



Facebook. Promote products and share *Mary Kay*[®] eCatalogs with your customers in a place where you know they'll be!



Mary Kay Mobile InTouchTM. Put your office in your pocket and work your *Mary Kay* business using your smartphone.



MKeCards[®]. Spotlight a *Mary Kay*[®] product or wish someone "Happy Birthday." There's a great assortment to choose from to help you keep *Mary Kay*[®] products top of mind!

Independent Sales Directors

Share **SECRETS**

to help you make your summer business sizzle.

Summer Schmooze

"My *Mary Kay* business thrives in summer. With so many reasons to gather, I find tons of networking and selling opportunities.

- **Every conversation = a booking opportunity.** If someone shares she's attending a wedding, I offer her a color makeover!
- **Foundation shade check.** Women typically need a different shade now. Check your *myCustomers*[®] and contact your foundation customers.
- **More playtime.** Summer's a great time to circle back with moms and teachers who may have time to host a party.
- **Easy looks.** Women like a natural summer look, so I suggest *Mary Kay*[®] Cream Eye Colors and *Mary Kay*[®] Foundation Primer Sunscreen Broad Spectrum SPF 15.*

Even hot Florida summers are no match for these great products.

– **Independent Future Executive Senior Sales Director Leigh Ann David** of Pembroke Pines, Fla.



Beauty Bash

"Now's a great time for theme parties. I sift through former bookings and contact women who enjoy parties. Fun parties to try:

- **Girls' Night Out.** Perfect for young women headed for a night out. Guests get a trendy new color look they can wear that night!
- **Spa Day.** Showcase products like *Satin Hands*[®] Pampering Set, *Satin Lips*[®] Set and *Mint Bliss*TM Energizing Lotion for Feet & Legs. You can provide luxurious extras like hot towels, fruit-infused water, soothing music and aromatic candles.
- **Ready for Beddy.** Guests arrive in their PJs! I'll include products like the *TimeWise*[®] *Miracle Set*[®] and supplements, *TimeWise*[®] Moisture Renewing Gel Mask or Even Complexion Mask. Guests are ready for bed when they leave – all that's left to do once back at home is brush their teeth!
- **Like Mother, Like Daughter.** A little something for everyone! Moms can try *TimeWise Repair*TM while the girls get a facial with *Mary Kay*[®] *Botanical Effects*[®] and products for blemish-prone skin.

– **Independent Senior Sales Director Bailey Hempstead** of Buckley, Wash.



MARY KAY

funⁱⁿ the sun

MARY KAY HAS YOU
COVERED HEAD TO TOE!



Mary Kay® Sun Care Lip Protector
Sunscreen Broad Spectrum SPF 15*

Mary Kay® Sun Care Sunscreen
Broad Spectrum SPF 30*

Mary Kay® Sun Care Sunscreen
Broad Spectrum SPF 50*

\$7⁵⁰

\$14

\$14



Help keep sun damage at bay. Make sunscreen broad spectrum SPF products part of your daily skin care regimen.

- A** TimeWise® Day Solution Sunscreen Broad Spectrum SPF 35, * \$30
- B** TimeWise® Age-Fighting Moisturizer Sunscreen Broad Spectrum SPF 30, * \$22
- C** TimeWise Body™ Hand and Décolleté Cream Sunscreen Broad Spectrum SPF 15, * \$18
- D** Mary Kay® Tinted Moisturizer Sunscreen Broad Spectrum SPF 20, * \$18
- E** Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15, * \$16

All prices are suggested retail.
*Over-the-counter drug product



**MARY KAY HAS
YOU COVERED
HEAD TO TOE!**



Seminar 2013

Get ready as
we celebrate
50 years of
fabulous!

The Tradition OF CELEBRATING SUCCESS



On Sept. 13, 1964, Mary Kay Ash cooked chicken for her 200 independent sales force guests who celebrated their first anniversary in a West Dallas warehouse decorated with crepe paper and balloons.

Fast forward 50 years. Seminar 2013 – Our Biggest Celebration Yet!

Diamond	July 21-24
Ruby	July 24-27
Sapphire	July 28-31
Emerald	July 31-Aug. 3
Pearl	Aug. 4-7

Who's invited?

All independent sales force members and their spouses.

Location

Dallas Convention Center
650 S. Griffin Street
Dallas, Texas



Registration Fee

\$185, if received by July 4; \$210, on-site. (Exception: new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company after July 4.)

Travel Tips

- Carry your hotel name, address and phone number in your carry-on bag.
- Tuck names and numbers of your Mary Kay girlfriends in your suitcase in case you lose your phone.
- Update your Facebook status with caution. Not everyone needs to know you'll be away from home!
- Pack dressy, but comfy shoes!
- Keep small bills handy for tipping, vending machines and sundries.

WHAT CAN YOU EXPECT?

Over-the-top everything!

- Inspiring Speakers
- Loads of Recognition
- Meaningful Education
- An Awards Show Like No Other!

PLUS, we're planning a super rockin' **After Party** featuring the popular **Emerald City Band**. Hit the **dance floor** with your Mary Kay girlfriends and **celebrate your successes.**



It's **your** time
to feel like
the **star** you are!



WATCH THE 2013
SEMINAR VIDEO.



MARY KAY
one woman can
50 YEARS

Recognition

Congratulations to the winners for March 2013

Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Anita Mallory
Garrett-Roe



Carol Anton



Gloria Mayfield Banks



Jan Harris



Kathy Helou



Karen Piro



Lisa Madson



Gloria Castaño



Pat Danforth



Patricia Turker

On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; 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 2013, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for February 2013.) 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, 2012, through March 31, 2013.

On-Target for \$850,000 Inner Circle
Anita Mallory Garrett-Roe.....\$663,389.07

On-Target for \$650,000 Inner Circle
Carol Anton.....\$488,635.34

On-Target for \$550,000 Inner Circle
Gloria Mayfield Banks.....\$424,268.54
Jan Harris.....422,860.05
Kathy Helou.....422,079.05
Karen Piro.....415,360.31

On-Target for \$500,000 Inner Circle
Lisa Madson.....\$407,734.76

On-Target for \$450,000 Inner Circle
Gloria Castaño.....\$346,247.90
Pat Danforth.....\$330,917.09

On-Target for \$400,000 Inner Circle
Patricia Turker.....323,160.27

On-Target for \$350,000 Inner Circle
Cheryl Warfield.....\$294,470.42
Halina Rygiel.....277,666.39
Stacy James.....275,685.08
Debi Moore.....274,634.03

Karlee Isenhardt.....270,899.69
Sherry Windsor.....270,796.90

On-Target for \$325,000 Inner Circle
Cindy Williams.....\$260,305.88
Lupita Ceballos.....259,838.81
Sue Kirkpatrick.....245,946.93
Sonia Pérez.....245,267.10

On-Target for \$300,000 Diamond Circle
Judie McCoy.....\$229,708.78
Dacia Wiegandt.....225,624.36

On-Target for \$250,000 Diamond Circle
SuzAnne Brothers.....\$221,276.06
Pamela Waldrop Shaw.....219,987.89
Mary Diem.....216,083.05
Linda Toupin.....198,407.18
Anita Tripp Brewton.....198,031.75
Mary Estupian.....192,745.13
Julianne Nagle.....191,147.03
Diane Underwood.....188,292.90

On-Target for \$200,000 Diamond Circle
Dayana Polanco.....\$178,089.11
Shannon Andrews.....175,984.16
Sara Pedraza-Chacón.....175,536.17

Julia Burnett.....171,686.17
Kerry Buskirk.....170,610.14
Sandy Valerio.....168,040.52
Pamela Fortenberry-Slate.....167,245.81
Julie Krebsbach.....166,560.37
Sandy Miller.....164,771.28
Connie Kittson.....160,978.63
Jeanne Rowland.....160,781.06
Cindy Fox.....160,146.55
Dawn Dunn.....158,116.38
Ronnie D'Esposito Klein.....152,374.53
Auri Hatheway.....151,359.06
Maureen Ledda.....150,216.73

On-Target for \$150,000 Gold Circle
Dalene Hartshorn.....\$149,430.34
Nancy Bonner.....149,301.03
Lily Orellana.....146,681.20
Janet Tade.....145,728.51
Kay Elvrum.....144,509.97
Davanne Moul.....143,352.18
Cyndee Gress.....142,087.61
Yvonne Lemmon.....141,225.25
Jamie Cruise-Vrinos.....141,131.77
Lisa Allison.....141,112.19
Rebecca Evans.....141,020.98
Susan Holman.....140,167.46

Anabell Rocha.....139,906.07
Tammy Crayk.....139,178.81
Maria Monarrez.....137,140.91
Lise Clark.....136,529.25
Vivian Diaz.....136,355.21
Kim McClure.....133,357.57
Consuelo Prieto.....131,264.28
Valerie Bagnol.....131,143.04
Judy Brack.....129,933.46
Candace Laurel Carlson.....127,511.59
Joanne Bertalan.....126,726.38
Mona Butters.....126,271.46
Gloria Báez.....125,791.62
Jan Thetford.....124,352.87
Kristin Myers.....123,581.57
Jeanie Martin.....120,605.72
Cathy Bill.....120,333.08
Evelinda Diaz.....119,784.18
Pam Ross.....118,946.48
Mayuli Rolo.....118,510.47
Alia Head.....118,094.34
Pam Klickna-Powell.....118,087.08
Juanita Gudino.....114,223.44

On-Target for \$125,000 Gold Circle
Shirley Oshiro.....\$111,916.11
Scarlett Walker-Simpson.....111,578.41

Monique Balboa.....110,780.72
Michelle Sudeth.....110,712.85
Elizabeth Muna-Mudsi.....109,973.58
Janis Z. Moon.....108,718.65
Noelia Jaimes.....106,772.03
Kate DeBlander.....105,919.97
Roxanne McInroe Williams.....103,324.78
Vicki Jo Auth.....102,766.60
Glinda McGuire.....102,685.14
Kym Walker.....100,847.88
Brenda Segal.....100,316.15
Bea Millsagle.....99,801.62
Pam Higgs.....99,737.09
Shelly Gladstein.....99,194.42
Sharon Buck.....98,978.89
Paola Ramirez.....98,950.46
Lorraine Newton.....98,816.70
Maribel Barajas.....98,368.71
Somer Fortenberry.....97,151.31
Kirk Gillespie.....96,541.67
Tammy Romage.....96,470.19
Kimberly Copeland.....96,196.60
Linda Kirkbride.....95,826.94
Kathy Rodgers-Smith.....95,753.15
Lynne Holliday.....94,950.84
Rosibel Shahn.....94,812.33
Gena Rae Gass.....94,312.52

Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 earned in March by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Diamond

1. Anita Mallory Garrett-Roe***.....\$99,733
2. Lisa Madson.....68,824
3. Patricia Turker**.....66,968
4. Gloria Castaño***.....53,729
5. Linda C. Toupin.....40,462
6. Sonia Pérez**.....38,781
7. Mary Diem*.....36,617
8. Diane Underwood.....31,788
9. Evelinda Diaz*.....29,046
10. Connie A. Kittson.....27,830
11. Dayana Polanco*.....24,288
12. Susan M. Hohlman*.....24,004
13. Vivian Diaz.....23,936
14. Dalene Hartshorn.....21,850
15. Mayuli Rolo*.....19,253
16. Noelia Jaimes*.....19,179
17. Rosibel L. Shahn*.....18,572
18. Heidi Goelzer.....18,473
19. Ada García-Herrera.....18,202
20. Cecilia C. James.....17,860
21. Elizabeth Muna-Mudsi.....17,816
22. Gina Rodriguez.....14,406
23. Noemi C. Jaimes.....13,645
24. Diana Heble.....13,351
25. Diane L. Mentipty.....13,247
26. Sonia Ariola.....10,849

Ruby

1. Carol Anton**.....\$90,159
2. Pat Danforth.....55,551
3. Karlee Isenhardt*.....40,856
4. Sue Kirkpatrick*.....36,182
5. Maria Monarrez.....25,494
6. Jeanne Rowland*.....25,033
7. Cyndee Gress.....24,168
8. Candace Laurel Carlson*.....23,107
9. Rebecca Evans*.....22,445

10. Ronnie D'Esposito Klein*.....21,820
11. Janis Z. Moon.....20,735
12. Bea Millsagle.....20,358
13. Somer Fortenberry.....19,874
14. Pamela A. Fortenberry-Slate*.....19,400
15. Pam Ross*.....19,366
16. Kate DeBlander.....19,357
17. Scarlett S. Walker-Simpson*.....18,751
18. Juanita Gudino.....18,595
19. Maria Flores.....17,536
20. Jo Anne Barnes.....17,274
21. Kirk Gillespie.....17,071
22. Kimberly R. Copeland.....16,833
23. Michelle L. Sudeth*.....16,738
24. Vicki Jo Auth.....16,198
25. Gena Rae Gass.....15,965
26. Lynne G. Holliday.....15,884
27. Gay Hope Super.....12,753
28. Donna B. Meixsell.....12,671
29. Judy Kawiecki.....12,599
30. Terri Schaefer.....12,413
31. Kelly McCarroll.....11,616
32. Cindy Towne.....11,554
33. Rhonda L. Frackowski.....10,654
34. Cindy Z. Leone.....10,474
35. Margaret M. Bartsch.....10,443
36. Candy D. Lewis.....10,180
37. Vicki L. Fusellier.....10,132

Sapphire

1. Karen Piro**.....\$62,019
2. Judie McCoy*.....44,420
3. Lupita Ceballos**.....41,347
4. Davanne D. Moul*.....32,366
5. Sara Pedraza-Chacón*.....31,539
6. Julianne Nagle*.....30,845
7. Shannon C. Andrews*.....28,687
8. Pam Klickna-Powell.....28,656
9. Dawn A. Dunn.....28,315

10. Sandy Valerio*.....24,758
11. Valerie J. Bagnol*.....24,505
12. Tammy Crayk.....23,434
13. Gladis Elizabeth Camargo*.....22,263
14. Gloria Báez*.....20,069
15. Lorraine B. Newton.....20,012
16. Sharon L. Buck.....19,905
17. Jan L. Thetford.....19,768
18. Roxanne McInroe Williams.....18,345
19. Alia L. Head.....18,293
20. Maria Guadalupe Diaz.....18,275
21. Tammy Romage.....17,402
22. Pam L. Higgs.....16,750
23. Lara F. McKeever.....16,463
24. Magdalena Nevárez*.....15,932
25. Maribel Barajas.....15,100
26. Jill Moore.....14,899
27. Debra M. Wehrer.....14,646
28. Diana Sumpter.....14,563
29. Nancy A. Moser.....14,466
30. Paola Ramirez.....14,344
31. Sherril L. Steinman.....13,938
32. Kimberly D. Starr.....12,685
33. Karen B. Ford.....12,397
34. Kendra Crist Cross.....12,349
35. Gillian H. Ortega.....12,278
36. Ann Brown.....11,930
37. Mirna Mejía de Sánchez.....11,841
38. Carol L. Sloops.....11,110
39. Joy L. Breen.....10,948

Emerald

1. Gloria Mayfield Banks***.....\$86,336
2. Kathy S. Helou*.....79,980
3. Debi R. Moore*.....46,809
4. Sherry Windsor*.....44,828
5. Dacia Wiegandt*.....38,836
6. SuzAnne Brothers*.....34,357
7. Cindy Fox*.....29,644

8. Auri Hatheway.....29,078
9. Lily Orellana.....27,714
10. Janet Tade*.....26,562
11. Jamie Cruise-Vrinos.....25,785
12. Kerry Buskirk*.....24,440
13. Consuelo R. Prieto*.....23,436
14. Kay E. Elvrum.....23,421
15. Kym A. Walker*.....23,181
16. Cathy Bill*.....22,925
17. Mona Butters.....21,532
18. Yvonne S. Lemmon.....21,382
19. Brenda Segal*.....21,049
20. Crisette M. Ellis.....20,574
21. Shelly Gladstein.....20,573
22. Nora L. Shariff*.....20,277
23. Joanne R. Bertalan*.....20,063
24. Dawn Otten-Sweeney.....19,728
25. Morayma Rosas.....16,534
26. Cristi Ann Millard.....15,683
27. Pamela Tull.....15,657
28. Kathy Rodgers-Smith.....14,869
29. Jackie LaPrade.....14,685
30. Evalina Chávez.....14,369
31. Sherry A. Alexander.....13,313
32. Sandra Chamorro.....13,301
33. Sabrina Goodwin Monday.....12,795
34. Esther Whiteleather.....10,488
35. Regina Hogue.....10,111
36. Candy Jackson.....10,021

Pearl

1. Jan Harris**.....\$66,113
2. Cheryl Warfield**.....44,014
3. Halina Rygiel*.....41,490
4. Cindy A. Williams.....41,230
5. Stacy I. James**.....40,440
6. Anita Tripp Brewton*.....40,244
7. Pamela Waldrop Shaw*.....37,086
8. Kim L. McClure.....33,443

9. Julia Burnett*.....31,271
10. Kristin Myers.....29,788
11. Mary C. Estupian*.....28,137
12. Lisa Allison.....27,011
13. Anabell Rocha.....26,241
14. Julie Krebsbach*.....26,127
15. Lise T. Clark*.....24,304
16. Maureen S. Ledda*.....24,203
17. Sandy Miller*.....23,965
18. Lia Carta.....23,522
19. Nancy Bonner*.....23,424
20. Leah Lauchlan.....22,424
21. Monique Balboa.....21,723
22. Judy Brack.....21,387
23. Shirley M. Oshiro.....19,086
24. Jeanie Martin.....18,732
25. Alma Orrosta.....17,825
26. Deb Pike.....17,804
27. Lynda Jackson*.....17,402
28. Kathy C. Goff-Brummett.....16,773
29. Amie N. Gamboian.....15,221
30. Glinda McGuire*.....14,766
31. Robin Rowland.....14,275
32. Linda Kirkbride.....14,068
33. Isabel Venegas.....14,038
34. Sylvia Kalicak.....13,798
35. Bett Vernon.....13,665
36. Maureen Myers.....13,511
37. Cathy E. Littlejohn.....13,253
38. Dorothy D. Boyd.....13,039
39. Jane Studrawa.....12,984
40. Hollie Lowe.....11,495
41. Mia J. Mason Taylor.....11,490
42. Meyra Esparza.....11,120
43. Kathy Jones.....10,538

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

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2013. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Sofia Aguilar\$19,115.05
Amy Allgood16,874.33
LaRonda L. Daigle16,195.24
Kristin Jenae Rogers16,144.15
Menina M. Givens15,427.58
Marsha Morrisette14,515.51
Kim A. Messmer12,982.82
Priscilla McPheeters12,882.96
Sonia Suyapa Bonilla12,652.98
Oyindamola Ogunlana12,572.38
Tawnya Krempges12,516.91
Melissa R. Hennings11,835.71
Delmi Cristina Santos11,827.41
Mary Strauss11,654.21
Jessica Marie Anderson11,548.00
Julie Neal11,532.30
Mary Kathryn King11,491.18
Stephanie A. Richter11,374.23
Stephanie Audino11,339.57
Ashlee Angella Crook11,132.96
Deborah Dudas11,036.12
Shelly Palen11,006.45
Amelie B. Kemogne10,947.23
Luz Arminada Reyes10,600.78
Martha Kay Ralle10,429.42
Ruth L. Everhart10,422.42
Rosanne Clark10,414.34
Evelilia Valdez-Cruz10,323.63
Julie Schlundt10,252.55
Cynthia L. Frazier10,137.51
Susan J. Pankow10,105.07
Sheryl Peterson10,023.59
Lisa A. Stengel10,010.09
Celeste Pichardo9,975.45
Rhonda Jean Taylor9,925.87
Rose Rodriguez-Capone9,921.33
Jill D. Davis9,784.45
Nicki R. Hill9,758.14
Susan Kopacz9,733.94
Cassandra Renee Chitwood9,725.95
Suzanne T. Young9,622.67
Sharon B. Carney-Wright9,591.32
Mariaelena Boquin9,588.52
Susan K. Carlson9,585.55
Sandy Griffith9,521.45
Nancy Fox Castro9,449.00
Lou Cinda Utley9,402.68
Nancy Polish Dove9,234.43
Terri J. Beckstead9,233.50
Carol Lee Johnson9,169.86
Lori M. Langan9,134.02
Mariann Biase Mason9,124.05
Luisa Urena Mora9,102.54
Julie J. Fox9,102.53
Heather Rachel Catchpole9,095.46
Yosaira Sanchez9,095.37
Gerri Anne Morris9,027.39
Linda T. Cartiglia9,020.81
Lisa Rada8,877.19
Jennifer Levitt8,874.66
Lisa Peterson8,744.88
Nancy Ashton O'Hara8,702.45
Kathy M. Viola8,696.03
Viviana Vargas8,671.65
Mary Belssel8,652.86
Melissa Mays8,600.19
Jodi Van Leeuwen8,582.70
Chatney Gelfuss8,565.48
Mary P. Creech8,509.93
Virginia Rowell8,483.30
Maritza Estela Gonzalez8,470.53
Nancy J. Osborn8,449.10
Mary Jacobson8,425.56
Shelly Mae Smith8,391.05
Denise M. Guthrie8,388.82
LaChelle M. Seleski8,365.80
Sandy Lasso8,182.46
Kiersten Vavrina8,127.18
Mileta K. Kinser8,099.60
Barbara E. Roehrig8,079.57
Carol Allen8,039.46
Brenda K. Howell8,036.22
Ellyn Headley8,021.49
Susan Keele Finley8,018.18
Susana Pereira-Morales7,970.75

Amanda Blair Michalak7,958.35
Julie Danks7,957.16
Patty Gutierrez7,956.11
Kelly Miller-Johnson7,924.62
Norma Lee Shaver7,887.09
Donna K. Smith7,863.33
Aishat Bola Koya7,818.60
Chaya Suri Klein7,805.03
Susan M. McCoy7,793.94
Mary Beth Pfeifer7,777.83
Pat Joos7,767.65
Abby Heltzley7,754.76
Lila DeWeber7,729.60
Debbie Larson7,715.27
Wendy Hayum-Gross7,641.45

Ruby

Donna Clark-Driscoll\$15,191.73
Paula M. Kirkpatrick14,865.59
Thessy Nkechi
Nwachukwu13,338.12
Karime Rosas12,868.79
Kaye Driggers12,713.93
Abosede Yetunde Oyediran12,624.48
Anne Weidenweber12,364.53
Suzanne P. Wallace12,238.03
Krystal D. Downey-Shada11,932.65
Candace Lyn Chambers11,709.18
Laura A. Kattenbraker11,661.34
Brittany Mitchell11,243.94
Mary Sharon Howell11,073.55
Breda M. Teal10,799.28
Lisa Anne Harmon10,671.31
Kali DeBlander Brigham10,666.73
Diane Covington10,617.02
Barbara L. Harrison10,519.34
Maria N. Espinoza10,433.34
Corrin Cresci10,427.62
Ekene S. Okafor10,375.73
Cleta Colson10,364.90
Tekla Ann Haynes10,261.19
Liz Whitehouse10,153.83
Cheryl O. Fulcher10,108.76
Amber O'Neil Hui10,039.51
Sylvia J. Cook9,875.94
Deborah J. O'Leary9,857.65
Mary Alice Dell9,765.04
Sherri Ammons9,756.16
Jacqueline N. Alford9,611.34
Marnie R. Yunger9,587.14
Lisa D. Prescott9,551.86
Carmen Nunez de Valencia9,422.81
Marcicarmen Gonzalez9,415.08
K.T. Marie Martin9,295.78
Lisa Hansen9,263.46
Alicia Lindley-Adkins9,225.99

Stephanie Corrine
Arbaugh9,224.89
Jill E. Garrett9,207.46
Gina Beekley9,121.28
Cissy E. Warren9,092.27
Margarita Velez9,023.22
Tiffany Brooke Stout9,946.74
Susan C. Ehrnstrom9,933.31
Sheryl K. Goins8,822.66
Laurieann Barclay8,813.61
Jennifer Jean McNulty8,745.77
Debbie A. Elbrecht8,718.06
Cindy Anderson8,633.56
Tina Hulsman8,626.01
Debbie Oertel8,556.96
Stephanie Lynne Lenard8,490.78
Casee Elaine Harwell8,477.76
Sonya F. Goins8,431.36
Gloria Dominguez8,397.42
Judie Roman8,382.52
Crystal Caldwell Hubbard8,325.56
Kimberly Cavarretta8,317.91
Julie Smith8,249.04
Vanessa R. Upkins8,039.74
Boo Menestrina8,037.22
Lee Clouse7,993.83
Becky Kiessig7,983.85
Julie Brindell Sapp7,876.15
Karen E. Gardner7,830.38
Jeanette M. Thompson7,812.44

Diana Gutierrez7,775.89
Patti Maxwell7,768.87
Helen Amato7,749.59
Chasity Marie Bromley7,733.32
Michele Semper7,704.06
Deborah S. Bailly7,703.43
Tiffney S. Maxwell7,700.28
Silisia Evans Moses7,651.42
Irene Zapalac7,632.80
Judy Lund7,610.74
Dorothy C. Ibe7,568.94
Amy J. Spence7,563.74
Chick Stamschrorr7,546.11
Sheila K. Valles7,541.56
Brenda Fenner7,535.26
Susan Jean Miller7,509.71
Suzanne Tripp-Black7,497.13
Peggy Young7,496.69
Nancy D. Marshall7,453.76
Cheryl A. Dechenne-
Sheedy7,450.25
Suzanne Moeller7,419.29
Julia Moreno Medrano7,376.41
Julie Thomas7,376.04
Isabel Mejia7,361.38
Winifred Nonye
Ogbunamiri7,330.70
Gail Neuvius7,299.97
Daria R. Bull7,221.92
Sarah Driggers7,221.13
Debbie A. Hocott7,214.44
Maria Camacho7,207.87
Alexis Shaw7,200.10
Missy M. O'Neal7,173.34
Mary Lou Ardohain7,170.93

Sapphire

Julie Weaver\$16,499.65
Julia Mundy15,183.03
Jennifer L. Besecker14,317.66
Crystal Dawn McDaniel13,886.22
Debbie A. Weld13,409.90
Tabitha A. Hallums12,971.80
Kristi M. Montesano12,723.40
Mary G. Gronholz12,091.76
Lady Ruth Brown11,800.51
Sarah Sullivan Krycinski11,551.77
Sylvia Boggs11,079.25
Connie L. Russo10,761.91
Diane Bruns10,757.05
Lynnea E. Tate10,455.17
Kim I. Sabourin10,318.06
Cheryl T. Anderson10,303.72
Randi Stevens10,149.41
Brandi Driggers10,022.67
Jim Cundiff10,013.37
Robyn S. Cartmill9,967.50
Deanna L. Spillman9,823.26
Ryan Ashlee Rives9,578.61
Josefa Chacon9,570.73
Ann W. Sherman9,556.95
Audrey K. MacDowall9,550.18
Beth S. Austin9,355.30
Binta Touray Jagne9,276.83
Patrice Moore Smith9,228.81
Sandra A. Zavoda9,208.72
Faith A. Gladding9,185.59
Tracy Potter9,087.59
Brynne M. Blalock8,917.34
Ruby Garner8,847.98
Jennifer G. Bouse8,660.62
Jan L. Filkins8,624.39
Cindy Harness8,559.31
Janis Clemens8,528.08
Ellen Ezekiel Farquharson8,457.69
Phyllis I. Pinksch8,446.46
Marjorie S. Haun8,437.42
Leann Elaine Zondag8,362.57
Alejandra Zurita8,320.48
Jeanne Helm8,289.54
Kathy Jo Ehrensberger8,263.46
Elizabeth A. Poole8,211.78
Phyllis Ann Capps8,142.85
Katie D. Nichols8,119.46
Melva M. Smart-Slythe8,079.05

Heather L. Bohlinger8,071.65
Andrea I. Zajac8,030.74
Debra J. Witmer8,024.48
Nannette G. Short8,001.79
Avelyn R. Smith7,986.79
Angie S. Day7,964.57
Dolores Keller7,955.74
Mary K. White7,933.83
Lynn Baer Roberts7,906.40
Maisha A. Bankhead7,904.39
Kathy R. Bullard7,873.47
Kim West7,812.58
Krista A. Johnson7,809.49
Chris Havens7,790.94
Catalina T. Barahona7,637.83
Natalie Reed7,622.74
Peggy B. Sacco7,492.69
Zasha Levee7,492.28
Kathleen Kirkwood7,450.85
Joli A. Dockery7,446.80
Pam Garner Moore7,416.59
Cheryl Kay Shaver7,390.65
Herendira Garcia7,374.31
JoAnna P. Shippe7,345.28
Rosa Elia Meza-Sanchez7,324.23
Christy Bigham7,291.76
Krista Neal Warner7,290.40
Linda A. Jones7,280.77
Angela D. LaFerry7,253.83
Cindy L. Hess7,188.46
Leanne Sexton7,163.57
Moleda G. Dalley7,151.92
Judy L. Staats7,085.49
Rayne D. Tubbs7,040.69
Jodi L. Feller6,984.89
Marty Ulmer6,930.32
Nita Ann Godwin6,928.85
Christine Burgstahler6,912.45
Maria Elvia Lopez6,867.57
Barbara J. Puckett6,867.17
Frances Woodham6,857.83
Kathel Olson6,845.89
Coty Aglaee Trevino6,840.76
Nancy J. Kasprzyk6,801.65
Terry A. Hensley6,792.88
Joanne V. Price6,721.63
Linné Lane6,656.55
Melody Missick6,652.88
Phyllis Norris6,650.30
Anita R. Rabelo6,626.42
Bonnie Crumrin6,594.50
Maranda Michelle Rains6,567.25

Emerald

Karen Ridle\$15,922.51
Melinda M. Bailing14,816.26
Connie Marie Ackroyd14,408.85
Michele Martella Armes14,312.44
Jordan Helou Eicher13,954.03
Christine Denton Barusso13,672.58
Jeanie M. Tamborello12,818.14
Kathy P. Oliveira12,764.10
Sue Uibel12,367.94
Stacy D. Foust12,065.82
Paula Kelsch11,921.36
Jo M. Cotton11,832.66
Trisha Taylor11,747.17
Sheri Farrar-Meyer11,675.32
Lisa Reimer11,468.31
Abigail Leigh Quinn11,337.93
Susan G. Carmichael11,124.61
Barbara Pleet11,052.36
Grace Elizabeth Snively10,891.67
Pam Kelly10,507.31
Deborah G. Thrift10,412.61
Nikki Hall Edgemon10,325.46
Julie B. Potts10,254.26
Holly S. Neff10,231.14
Heather A. Carlson10,156.70
Nancy Boucher10,110.21
Bridget L. Shaw9,832.85
Susie J. Serio9,693.72
Tatiana Rodriguez9,682.90
Jeannine R. DeVore Harris9,490.75
Linda Bradley9,417.50

Jackie L. Root9,232.05
Susan H. Campbell9,177.79
Tanya O. King-Lee8,972.66
Maria Sanchez8,879.38
Ayobami Olanrewaju Olusa8,845.73
Linda Spadlowksi8,801.13
Carmen Hernandez8,798.16
Holly Lynne Martin8,705.08
Jeanette E. Beichle8,704.96
Julie A. Griffin8,694.40
Amanda Nicole Wright8,635.36
Casie Hembree8,571.74
Joanna Helton8,477.24
Kimbi L. Bartik8,477.12
Elaine K. Williams8,344.60
Cheryl L. Foster8,308.67
Katie L. Ashby8,306.13
Pattie A. Robinson8,285.72
Romy L. Portuondo Remior8,279.46
Shawna D. Schneider8,247.25
Delmy Ana Torrejon8,174.69
Rose Campbell8,167.83
Angel L. Hurley8,081.97
Susan A. Smith8,049.87
Chris H. Teague8,046.91
Hollie R. Sherrick8,022.47
Yolanda Lopez7,977.88
Carol M. Fulton7,974.61
Vicki Powell7,971.13
Judith E. Cotton7,931.79
Kerri L. Bunker7,929.60
Karen A. Jorgenson7,928.96
Susan Ruth Cunningham7,914.17
Anne Newcomb7,912.54
Denise W. Montgomery7,900.14
Traci Smith7,849.40
Debbie L. Bower7,837.53
Leanne Parrino-Pheasant7,812.06
Betty McDendry7,802.32
Chelsea Gardner
Niederklein7,751.51
Nykolie Lynne Jackson7,705.60
Kelly Ingleland Brock7,687.38
Jessica Brash Holzbach7,652.25
Linda Klein7,648.39
Ann Shears7,634.69
Karen Hunter7,617.88
Delia Ponce7,616.47
Judith Beede7,615.19
Antonia Miranda7,566.62
Ana X. Solis7,510.05
Janet Lee Ellis7,461.43
Audrey J. Doller7,375.78
Talia V. Peterson7,342.22
Teodora Ahumada7,264.87
Rita E. Siqueiros-Avila7,232.32
Kay Dickerson7,223.41
Margarita Brito7,192.97
Jill Beckstedt7,174.51
Vicki Hunter7,161.33
Maria Guadalupe Botello7,130.45
Dana M. Chamberlin7,117.07
Dana Ann Lamade7,080.24
Cynthia Pack7,027.51
Christina Lauren Stickel7,014.36
Danette Kelley Smith7,011.46
Connie S. Miller6,991.12
Andrea Steinmetz6,982.86
Pat Forehand6,981.35
Kara Gallup6,972.17

Pearl

Tammy Valava\$16,748.27
Patti Cornell13,716.24
Christina Lynn Frantz13,374.48
Crystal June Trojanowski13,291.46
Lisa Olivares13,164.04
Stacy Craft13,058.11
Lily Gauthreaux12,709.89
Sandy Kay Gant12,450.48
Jeanie K. Navrakal12,376.59
Diane M. Detesco11,703.40
Amy Kemp11,682.91
Michele Salisbury Rankin11,542.42
Virginia S. Rocha11,370.79

Irene K. Foster11,237.85
Anne Geertsen11,197.57
Jaime Marie Bittner11,098.03
Sandra Giraldo Kirchhoff11,073.89
Rachael M. Bullock10,929.62
Roya Marie Mattis10,886.71
Carrie Bloink10,871.35
Maria Claxton-Taylor10,867.19
Janice Baxter Hull10,724.55
Sara Ruth Pennella10,689.80
Tamarie M. Bradford10,685.67
Nadine Bowers10,497.36
Nicole J. Canamare10,432.75
Shari M. Kirschner10,359.75
Katherine Mirkes Ward10,356.61
Amy Stokes10,300.86
Evelyn Pirhalla10,170.00
Keitha Powell10,168.53
Shelley Eldridge10,097.15
Patty J. Olson9,984.38
Cyndy Leigh Worrell9,983.93
Brandy J. Nusbaum9,922.45
Maureen Shipp9,866.83
Susan Moore9,826.51
Nancy D.L. Brindley9,721.20
Marye Durrer9,709.48
Shauna Lynn Abbotts9,581.01
Kimberly L. Massengill9,545.15
Patty Webster9,483.71
Vicki Piccirilli9,333.39
Charlene Grubbs9,188.20
Adrienne Marie Detesco9,139.89
Tasha May Miller9,131.09
Laurie Travis Plyler9,076.53
Deb Altenburger9,071.40
Cindy Machado-Flippen8,993.85
Kati Newby8,927.84
Joyce Recenello8,863.85
Amber Rene Nichols8,857.31
Delores E. Black8,833.69
Christi G. Campbell8,832.01
Audrey L. Detesco-Nickell8,820.76
Peggy Matish8,813.33
Aimee Wiley Dorsey8,725.62
Brenda Stafford8,709.49
Kathy Lee8,688.89
Jo Shuler8,687.16
Tammy Brown8,681.67
Heather Marie Erbe8,680.69
Amy Kirell8,651.76
Debbie A. Thomas8,613.10
Joyce A. Bruggeman8,558.60
Beth H. Piland8,487.27
Nicole Medjesky-Dixon8,477.38
Jenn Kirkham8,443.99
Denise E. Crosby8,392.35
Kathy Eckhardt8,299.76
Tracey L. Chavez8,195.12
Connie L. Young8,192.81
Kristi Sue O'Rourke8,140.96
Kathryn L. Engstrom8,082.85
Sylvia Limon Martinez8,056.30
Carmen J. Felix8,054.45
Amy C. Schule8,030.70
Maria Isabel Martinez8,001.53
Rita Schaefer7,998.31
Judy Gieson7,958.93
Reina Murcia7,953.15
Cindy S. Koenig7,939.16
Fern M. Gerdes7,920.93
Brittany Marie Kaps7,902.70
Evelyn Hill7,861.50
Susan K. Janish7,835.05
Milagro V. Diaz7,820.46
Sally Moreno7,809.07
Anna Marie Rowe7,800.16
Stephanie Lynn Coker7,717.88
September Anne James7,711.45
April Christine Hutchinson7,703.63
Ashley O. Brooker7,687.34
Richelle V. Barnes7,683.16
Collette Parker7,601.32
Betsy C. Richard7,597.72
Carrie V. Eddings-Foster7,597.29
Donna L. Comstock7,522.39
Jean A. Wilson7,498.97
Mary Beth Pavuk7,432.78

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

Recognition

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in March 2013.

Top National Sales Directors — Commissions and Bonuses

				
Anita Mallory Garrett-Roe \$99,733 Diamond	Carol Anton \$90,159 Ruby	Karen Piro \$62,019 Sapphire	Gloria Mayfield Banks \$86,336 Emerald	Jan Harris \$66,113 Pearl

Top Unit — Estimated Retail Production

DIAMOND — Sofia Aguilar, <i>A. M. Garrett-Roe Area</i>	\$133,936
RUBY — Paula Kirkpatrick, <i>S. Kirkpatrick Area</i>	\$101,334
SAPPHIRE — Julie Weaver, <i>Go Give Area</i>	\$99,776
EMERALD — Connie Ackroyd, <i>Go Give Area</i>	\$112,577
PEARL — Sandy Gant, <i>K. Myers Area</i>	\$97,554

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for March 2013.

Diamond

Sofia Aguilar.....	55 New Unit Members
Amy Allgood.....	49 New Unit Members
Cynthia L. Frazier.....	32 New Unit Members
Kristin Jenae Rogers.....	27 New Unit Members
Bonita A. Meniru-Hudson.....	26 New Unit Members
Lesley A. Bodine.....	25 New Unit Members
Amelie B. Kemogne.....	25 New Unit Members
Shelly Palen.....	25 New Unit Members
Jessica Marie Anderson.....	24 New Unit Members
Michelle Cape.....	24 New Unit Members
Menina M. Givens.....	24 New Unit Members
Sonia Suyapa Bonilla.....	23 New Unit Members
Temi Odeyale.....	23 New Unit Members
Tami K. Cloute.....	22 New Unit Members
Angeline Nchako Njamfa.....	22 New Unit Members
Mary Kathryn King.....	21 New Unit Members
Cassandra Renee Chitwood.....	20 New Unit Members
Damarys Leyva.....	20 New Unit Members
Luz Arminda Reyes.....	20 New Unit Members

Ruby

Candace Lyn Chambers.....	34 New Unit Members
Teka-Ann Haynes.....	27 New Unit Members
Erika Lynn Insana.....	26 New Unit Members
Heather Lynne Meadows.....	24 New Unit Members
Chasity Marie Bromley.....	22 New Unit Members
Diane Covington.....	21 New Unit Members
Tina Marie Ellender.....	21 New Unit Members
Maria N. Espinoza.....	21 New Unit Members
Cheryl O. Fulcher.....	21 New Unit Members
Alicia Lindley-Adkins.....	21 New Unit Members
Maricarmen Gonzalez.....	20 New Unit Members
Casee Elaine Harwell.....	20 New Unit Members
Sasha Jackson.....	20 New Unit Members
Amber O'Neil Hui.....	20 New Unit Members

Sapphire

Tabitha A. Hallums.....	52 New Unit Members
Herendira Garcia.....	33 New Unit Members
Crystal Dawn McDaniel.....	29 New Unit Members
Julie Weaver.....	25 New Unit Members
Tessa Mae Helland.....	24 New Unit Members

Top Sales Director — Personal Sales

DIAMOND — Marie Lee, <i>Go Give Area</i>	\$21,094
RUBY — Susan Wright, <i>C. Anton Area</i>	\$14,826
SAPPHIRE — Jim Cundiff, <i>Go Give Area</i>	\$19,973
EMERALD — Susan Carmichael, <i>Go Give Area</i>	\$17,919
PEARL — Sharon Schmidt, <i>D. Pike Area</i>	\$22,726

Top Beauty Consultant — Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$18,907
RUBY — Linda Black-Kurek, <i>L. Whitehouse Unit, S. Kirkpatrick Area</i>	\$21,710
SAPPHIRE — Mohammed Khan, <i>K. Montesana Unit, Go Give Area</i>	\$20,080
EMERALD — Robbie Walters, <i>M. Hester Unit, Go Give Area</i>	\$21,311
PEARL — Patricia Besermin, <i>D. DePue Unit, M. Ledda Area</i>	\$13,221

Top Team Builder

DIAMOND — Brenda Saldana Aguilar, <i>S. Aguilar Unit, A. M. Garrett-Roe Area</i>	25 New Team Members
RUBY — Sales Director Amber O'Neil Hui, <i>C. Anton Area</i>	16 New Team Members
SAPPHIRE — Patricia Means, <i>P. Norris Unit, Go Give Area</i>	12 New Team Members
EMERALD — Sales Director Viviane Freitas De Assis, <i>S. Gladstein Area</i>	12 New Team Members
PEARL — Sales Director Joy Oriakhi, <i>H. Rygiel Area</i>	23 New Team Members

Sarah Sullivan Krycinski.....	24 New Unit Members
Debbie A. Weld.....	23 New Unit Members
Christi Lynn Burns.....	22 New Unit Members
Rachel Olson.....	22 New Unit Members
Julia Mundy.....	21 New Unit Members
Tshanna Kyler.....	20 New Unit Members
Kimberly Smith Moore.....	20 New Unit Members
Katie D. Nichols.....	20 New Unit Members

Emerald

Connie Marie Ackroyd.....	43 New Unit Members
Melody Ann Fox.....	37 New Unit Members
Beth Ann Bailey.....	32 New Unit Members
Michelle L. Calbert.....	30 New Unit Members
Kathy P. Oliveira.....	29 New Unit Members
Romy L. Portuondo Remior.....	26 New Unit Members
Christine Denton Barrueco.....	25 New Unit Members
Karen E. Riddle.....	22 New Unit Members
Grace Elizabeth Snively.....	22 New Unit Members
Holly Lynne Martin.....	21 New Unit Members
Sue Uibel.....	21 New Unit Members
O'neily Encarnacion Gomez.....	20 New Unit Members

Pearl

Lily Gauthreaux.....	39 New Unit Members
Christina Lynn Frantz.....	34 New Unit Members
Sandy Kay Gant.....	31 New Unit Members
Toni Moore.....	26 New Unit Members
Richelle V. Barnes.....	25 New Unit Members
Debbie A. Thomas.....	24 New Unit Members
Lucia Fernandez.....	23 New Unit Members
Rosalinda Hernandez-Caussor.....	23 New Unit Members
Joy Oriakhi.....	23 New Unit Members
Crystal July Trojanowski.....	23 New Unit Members
Joy D. Bailey-Gress.....	21 New Unit Members
Jaime Marie Bittner.....	21 New Unit Members
Carrie Bloink.....	21 New Unit Members
Stephanie Lynn Coker.....	21 New Unit Members
Ivrene K. Foster.....	20 New Unit Members
Jenn Kirkham.....	20 New Unit Members
Sara Ruth Pennella.....	20 New Unit Members

Meet Your NSDs

Be sure to visit the *Mary Kay InTouch*® website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the “Meet Your NSDs” link under the MK50 tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?



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PRICE CHANGES

Effective with the Aug. 16 Consultant order form.

Mary Kay is initiating **price adjustments** on approximately 50 products effective **Aug. 16, 2013**. The majority of the changes are increases, which range from 50 cents to \$2. (See pricing chart for complete list.)

Silver Lining

"Now may be a great time for our independent sales force members to give their customers a chance to purchase and stock up at today's prices," says **Sara Friedman, Vice President, U.S. Marketing**.

Fair, Competitive Pricing

Sara says the Company's efforts to offer the highest quality products using the latest ingredients and scientific technologies at the right price remain relevant today.

"Over the past five years, we maintained a conservative pricing strategy on many new products and did not increase pricing on existing ones," Sara says. "We did this to provide a 'value' story for the independent sales force due to external economic conditions. Cost of goods on the majority of our products has climbed steadily, and we must now pass along some of these increases," she says.

Going forward, Sara says the Company plans to closely monitor cost of goods in order to minimize having large SKU numbers impacted simultaneously.

Bright Future

"Mary Kay is poised to remain a top contender on the beauty forefront," says Sara. "The Mary Kay independent sales force can count on the Company to deliver advanced skin care, as well as on-trend color, fragrance and body care plus terrific business tools to help support their sales and team-building endeavors."

Product

Product	Current Suggested Retail Price	NEW Suggested Retail Price
TimeWise® 3-In-1 Cleanser N/D	\$18	\$20
TimeWise® 3-In-1 Cleanser C/O	\$18	\$20
TimeWise® 3-in-1 Cleansing Bar (with soap dish)	\$18	\$20
TimeWise® Age-Fighting Moisturizer Sunscreen Broad Spectrum SPF 30*	\$22	\$24
TimeWise® Age-Fighting Moisturizer N/D	\$22	\$24
TimeWise® Age-Fighting Moisturizer C/O	\$22	\$24
TimeWise® Day Solution Sunscreen Broad Spectrum SPF 35*	\$30	\$32
TimeWise® Night Solution	\$30	\$32
TimeWise® Microdermabrasion Set	\$55	\$50
TimeWise® Microdermabrasion Step 1: Refine	\$30	\$31
TimeWise® Microdermabrasion Step 2: Replenish	\$25	\$26
TimeWise® Replenishing Serum+C®	\$55	\$56
TimeWise® Firming Eye Cream	\$30	\$32
TimeWise® Age-Fighting Eye Cream	\$26	\$28
TimeWise® Age-Fighting Lip Primer	\$22	\$23
TimeWise® Targeted-Action® Eye Revitalizer	\$35	\$36
TimeWise® Targeted-Action® Line Reducer	\$40	\$42
TimeWise® Even Complexion Mask	\$20	\$22
TimeWise® Even Complexion Essence	\$35	\$37
TimeWise® Moisture Renewing Gel Mask	\$20	\$22
TimeWise Body™ Targeted-Action® Toning Lotion	\$28	\$30
MKMen® Face Bar	\$14	\$12
MKMen® Shave Foam	\$10	\$12
Indulge® Soothing Eye Gel	\$15	\$16
Satin Lips® Lip Balm	\$ 9.50	\$10
Satin Lips® Lip Mask	\$ 9.50	\$10
Mary Kay® Extra Emollient Night Cream	\$13	\$14
Mary Kay® Intense Moisturizing Cream	\$30	\$32
Mary Kay® Oil-Free Hydrating Gel	\$30	\$32
Mary Kay® Sun Care Lip Protector Sunscreen Broad Spectrum SPF 15*	\$ 7.50	\$8
Mary Kay® Sun Care Subtle Tanning Lotion	\$16	\$17
Mary Kay® Compact Cheek Brush	\$ 2.50	\$2
Mary Kay® Eye Applicators	\$ 2.50	\$2
Mary Kay® Mineral Eye Color	\$ 6.50	\$7
Mary Kay® Mineral Eye Color Bundles	\$19.50	\$21
Mary Kay® Mineral Cheek Color	\$10	\$12
Mary Kay® Eau de Toilette	\$25	\$20
Belara® Eau de Parfum	\$34	\$38
Bella Belara® Eau de Parfum	\$34	\$38
Domain® Cologne Spray	\$34	\$38
Tribute® for Men Spray Cologne	\$25	\$28
Mary Kay® Travel Roll-Up Bag (unfilled)	\$30	\$35

Bold face products indicate suggested retail price decrease.

Back to the FUTURE



Heather Bohlinger

doesn't need a plutonium-powered DeLorean time machine to change the course of her Mary Kay business. Like many before her, this

Independent Executive

Senior Sales Director can appreciate where she's been in her Mary Kay business, the ups and the downs, and she says she wouldn't change a thing!

Making the Grade

Heather started her own Mary Kay business after attending a *Mary Kay*® skin care party her junior year at the University of Wyoming. "I used the products on and off in high school to help with an acne problem and liked the results I got," she says. "At the party, I saw how fun and easy it was. The Independent Beauty Consultant shared the marketing plan, and two days later, I signed my Independent Beauty Consultant Agreement."

Heather jumped right in. "I didn't overthink what I was doing," she says. What she lacked in experience, she compensated for with enthusiasm. She had skin care parties in her dorm, in sorority houses and with friends off-campus. The first three women she talked to about the Mary Kay opportunity became team members, but then she hit a lull when the next 30 women turned her down. That didn't tarnish her spirit. Just five months after signing her agreement, Heather earned the use of a Mary Kay Career Car: a red Grand Am.

As successful as she was in her Mary Kay business, Heather says she entered DIQ hesitantly. To her, becoming an Independent Sales Director meant committing full time, and she was a premed major. As fate would have it, personal situations caused her to rethink medical school her senior year. In 1997, she graduated from college and debuted as an Independent Sales Director the same month.



The Bohlinger clan. Clockwise from left: Sydney, 12, Rob,



Heather and **Independent Sales Director Amanda Scifres** pose at a fall retreat.



Rob and Heather
2009 Awards Night



Heather, Brady, 10, Julia, 7, and McCray, 1.



arrive at Seminar in a limo.



Heather attends her first Seminar in 1996.



Saying "I Do" to Mary Kay

Heather met her husband, Rob, in 1998. "I felt God calling me to stay with my Mary Kay business, but I still struggled seeing myself doing this forever," she says. "My focus was scattered, my Mary Kay business suffered, and I lost the use of my Career Car."

The couple married one year later and moved from Wyoming to Charlotte, N.C., when Rob signed to play football for the Carolina Panthers. It was in Charlotte where she met **Independent National Sales Director Lynne Holliday** and **Independent Executive Senior Sales Director Sylvia Boggs**. "Both women took me under their wings, nurtured and mentored me and were a great inspiration when I needed it most," says Heather. "I rededicated myself to the Mary Kay principles that had brought me earlier success, and I thank them both for their guidance. My dream never died; it just went dormant."

In 2000, the couple had their first child, Sydney, now 12, and Rob's football career was abruptly ended due to injury. The young family moved to Colorado (where they reside today), and Heather re-earned the use of a Mary Kay Career Car that same year. In 2002, she earned Premier Club Car status and has been driving "pink" ever since. Heather was named a monthly *Go-Give*® Award winner in November 2006 and April 2013. She's been in the Queen's Court of Personal Sales and a Double Star Achievement Winner once and in the Circle of Achievement 10 times including the Half-Million-Dollar Circle four times.

"Through the ups and downs, my dream never tarnished," she says. "Because of Mary Kay, I've met the most amazing women in the world, women who have inspired and challenged me beyond anything I can imagine."



Heather earns the use of her second Mary Kay Career Car in 2000.

Through it all, Heather returns to Mary Kay's basic formula for success. Just as Mary Kay challenged herself to book more skin care parties and hold more team-building appointments, Heather encourages her unit members to embrace the basics too.

Beautiful Future

These days, Heather is focused on enriching lives, even as her own has been enriched. "My greatest goal is my commitment to keep Mary Kay's dream alive," says Heather. "I want to tell every Independent Beauty Consultant, 'You can do it!' and every woman who's not an Independent Beauty Consultant, 'You should do it!'"

"I started my Mary Kay business as a superstar, had a lackluster two to three years, but I revived my business and my dream," says Heather. "Through it all, Mary Kay has fit in every season of my life. It grew and transformed with me. From college and dating to marriage and children, little did I know that I could create a life and financial blessings that allow us choices we wouldn't have had otherwise."



Adoptee Program

Heather embraces the Mary Kay adoptee program as one of the best examples of the *Mary Kay Go-Give*® spirit and a unique aspect of the Mary Kay business opportunity. Mary Kay created the adoptee program as a way to maintain and support the *Mary Kay*® philosophy of "no territories," which means you can sell products and recruit team members throughout the U.S. And should you move to another state, your customers and business go with you. In other words, you can bloom where you are planted or transplanted and experience regrowth any time.

"I have lots of adoptees, and we include them in all our unit events," says Heather. "It's a ripple effect. They bring energy, personalities, ideas, guests and inspiration. I call them my 'Adorables.'"

How Does It Work?

The adoptee program ensures you can attend unit meetings, get recognition and learn from an

Independent Sales Director in your area. Independent Sales Directors benefit too! Adoptive Sales Directors can appreciate their adoptees' enthusiasm; plus, they're encouraged to know they can find an adoptive Independent Sales Director for their unit members, if necessary.

How Can I Be a Good Adoptee?

You can bring your energy, your enthusiasm and your ideas to inspire and motivate others in your adoptive unit.

Moving cross-country? Here's a to-do list:

- 1 Ask your Independent Sales Director to help you **find an adoptive Sales Director in your town.**
- 2 **Inform your current customers.** This is a great time to use your *Mary Kay*® Personal Web Site, where they can shop 24/7.
- 3 **Consider having an open house** for your customers to shop before you move.
- 4 **Send the Company your new address** to ensure you get timely communications.
- 5 **Ask your customers for referrals** in your new area.
- 6 **Keep a contact list handy.** Real estate professionals, bankers, school personnel, etc., can be your first customers!
- 7 Consider **handing out samplers** with your *Mary Kay*® business card while out and about to generate interest and build appointments.
- 8 **Attend** your adoptive Independent Sales Director's **unit meeting** regularly. **Get involved** in your adoptive unit!

Road to Greatness!

Make this **YOUR YEAR**

to earn the use of a Mary Kay® Career Car.
Now is the time to get on-target!

Hey, Independent
Beauty Consultants!
If, in one calendar
month you ...

- ▶ Achieve active status
- ▶ Have five or more active personal team members
- ▶ Maintain at least \$5,000 combined personal/team wholesale Section 1 production

Then you're **ON-TARGET** to drive a HOT white Chevy Cruze! The keys to success are a click away. Visit the Career Car site on *Mary Kay InTouch*® under Contests/Promotions. You'll find everything you need to know.



Hey, Independent Sales Directors! **Mustang Mania continues!**

We've had such a positive response with the **Premier Plus** promotion, and you don't want to miss out! Check out the program qualifications to earn the use of a 2013 Ford Mustang on *Mary Kay InTouch*® today!



Independent Sales Director
Otilia Galaviz of Moreno Valley, Calif.,
shows off her hot new wheels.

"Earning the use of a Mary Kay Career Car has allowed me to set an amazing example for my kids. They saw me set a goal and reach it by planning my work and working my plan. It's also been so good for my business. It motivates my unit and proves to customers and potential team members that Mary Kay offers a rewarding opportunity."



GO-GIVE® AWARD

Congratulations to our July 2013 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

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



Billie Gillespie

Diamond

Independent Sales Director

Began Mary Kay Business

January 1986

Sales Director Debut

August 1989

National Sales Director

Anita Mallory Garrett-Roe

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

Personal Lives in Keller, Texas Husband, John; sons: Brian, Brad; five grandchildren

"I am motivated to help others because I want them to recognize and use their God-given talents, to believe in themselves and know that they deserve everything God has for them.

Independent Sales Director

Michelle Boyer of Clovis, Calif., says, "Billie has opened her home to me numerous times, picked me up at airports, and given me a safe place to rest during one of the most difficult times in my life."



Maryann Clark-Durell

Ruby

Independent Senior Sales Director

Began Mary Kay Business

February 1980

Sales Director Debut

August 1981

Offspring one first-line; one second-line

National Sales Director

Go Give Area

Honors Circle of Honor; 23-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 21-times Circle of Achievement; 11-times Double Star Achievement

Personal Lives in Middletown, N.J. Husband, Jack; stepson, Alan; stepdaughter, Laurie

"I am motivated to help others because I am leaving a legacy of good works and encouraging women to live the abundant life God designed. When you inspire a woman to live her best life, you empower the world!"

Independent Beauty

Consultant Laura Cannon of Freehold, N.J., says, "When Superstorm Sandy devastated the New Jersey Shore area, Maryann led her unit to put together 'care packages' for women in the surrounding communities."



Beth Austin

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay Business

January 2001

Sales Director Debut

April 2002

Offspring three first-line; one second-line

National Sales Director

Go Give Area

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

Personal Lives in Helena, Ala. Husband, Brad; sons, Payton, Grant; daughter, Sara Beth

"I am motivated to help others because it is my mission to use my God-given life and Mary Kay business to impact the world for all eternity."

Independent Beauty

Consultant Rebecca Easterwood of Talladega, Ala., says, "Beth desires us to grow in our personal lives and in our businesses and supports us in our decisions, no matter what they may be."



Shelley Bottiaux

Emerald

Independent Future Executive Senior Sales Director

Began Mary Kay Business

January 2001

Sales Director Debut

February 2002

Offspring three first-line; one second-line

National Sales Director

Dawn Otten-Sweeney

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

Personal Lives in Mobile, Ala. Husband, David; son, Deven; daughters: Danene, Colette, Shaina

"I am motivated to help others because I not only believe in the *Mary Kay®* product, I believe in what this Company has to offer women. My desire is to see every Independent Beauty Consultant reach her full potential and realize her dreams."

Independent Beauty

Consultant Dunesia Geanette of Gulfport, Miss., says, "Shelley is selfless and more than a giver, she is a provider. She is the reason I drive an hour to attend her meetings."



Elaine Steinheiser

Pearl

Independent Senior Sales Director

Began Mary Kay Business

March 1981

Sales Director Debut

December 1982

Offspring one first-line; one second-line

National Sales Director

Go Give Area

Honors Circle of Honor; four-times Sales Director Queen's Court of Personal Sales; 14-times Circle of Achievement; three-times Double Star Achievement

Personal Lives in The Villages, Fla. Husband, Dee; daughters: Keren, Lorie, Michelle; seven grandchildren; one great-grandchild

"I am motivated to help others because belief is what most women lack, and I want them to believe how great they are. God created us to be all we can be, and Mary Kay gave us the vehicle to accomplish it."

Independent Beauty

Consultant Brenda Weismiller of Harborcreek, Pa., says, "Elaine was the coordinator for our area events, retreats and functions, and we all appreciate what she did for this surrounding area."

Drive-thrus may be hazardous to your Mary Kay business!



"Next time you're tempted to drive through the bank, fast food restaurant or coffee house, park your car and head inside. **Waiting in line is a great time to warm chatter.** Start by paying a compliment and go from there. I am amazed at how many small conversations led to sharing my *Mary Kay*® business card and a sampler.

"Sharing your card can turn a slow week into a busy, productive month. Remind yourself about the sea of women waiting in lines that you should seek and find."



**Independent
Sales Director
Victoria Miller
of La Junta, Colo.**



Reach up, show up, go up!

"Stay motivated! **Ask your Independent Sales Director or mentor for a 'reach' challenge.** When daily life clouds my vision, I ask my Mary Kay mentors to help me see it clearly again. They've been where I am, and I trust their guidance.

"Also, **show up to unit meetings.** While you're in business *for* yourself, you're not *by* yourself! When I moved, I had to step outside my comfort zone and attend Mary Kay events in my new town. I'm an introvert, so it wasn't easy, but it



**Independent
Sales Director
Sarah Stiger of
Wentzville, Mo.**

was great for my Mary Kay business. The group **provides support, valuable selling ideas and the sisterhood that makes a Mary Kay business great.**"

(See Page 18 for more information on the adoptee program.)

Use your smartphone to ...

■ **Facebook.** Share a *Mary Kay*® eCatalog, a video from Mary Kay's YouTube channel or share products from your *Mary Kay*® Personal Web Site. You'll reach

a **vast audience in a short amount of time**, where they congregate — on Facebook!

■ **Call.** Quick follow-ups to your customers or to follow up with leads. You also can connect with your customers on ***Mary Kay Mobile InTouch*™** to promote products, thank

them for an order or book new appointments.

■ **Email.** Forward ***MKeCards*®** to your customer list to promote new products, thank someone for their order or drive customers to your ***Mary Kay*® Personal Web Site.**

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NEW!

One Woman Can™ Necklace, June 1–30

Wouldn't this beautiful 50th Anniversary necklace look great around your neck? It's yours when you place a **\$400+** **Section 1 wholesale order in June!** The commemorative pendant is polished rhodium tone with a crystal-studded

circle. The two interwoven circles bring together the story of one woman who created an amazing opportunity shared by women around the world. Limit one necklace per Independent Beauty Consultant.

Join the party to celebrate 50 years of success!

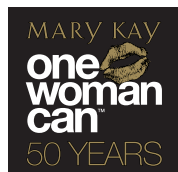
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July 21-24	Diamond
July 24-27	Ruby
July 28-31	Sapphire
July 31 - Aug. 3	Emerald
Aug. 4-7	Pearl

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Seminar2013

