

MARY KAY

JULY 2016

applause®

Catch a Wave of Sales!

NEW! MK High Intensity
Ocean™ Cologne Spray
for Dads and Grads



PLUS,
More Great
Gift Ideas
for Him!



Inside: Independent Senior Sales
Director Melissa Gulotta's Inspiring Story
On the Power of Seminar!

DELUXE Mini:
TimeWise Repair® Volu-Firm® Set
FREE with June order

discover what you **LOVE**

March Recognition

Congratulations to the winners

Top NSDS Year-To-Date



Gloria Mayfield Banks



Carol Anton



Kathy Helou



Gloria Castaño



Lisa Madson



Patricia Turker



Sonia Pérez



Lupita Ceballos



Halina Rygiel



Debi Moore

On-Target Inner/Diamond/Gold Circle

Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for March 2016, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for February 2016.) 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, 2015 through March 31, 2016.

On-Target for \$550,000 Inner Circle

Gloria Mayfield Banks.....	\$441,397
Carol Anton.....	432,077

On-Target for \$500,000 Inner Circle

Kathy Helou.....	\$398,817
Gloria Castaño.....	389,158
Lisa Madson.....	384,617

On-Target for \$450,000 Inner Circle

Patricia Turker.....	\$369,395
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On-Target for \$400,000 Inner Circle

Sonia Pérez.....	\$318,036
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On-Target for \$350,000 Inner Circle

Lupita Ceballos.....	\$292,246
Halina Rygiel.....	268,699

On-Target for \$325,000 Inner Circle

Debi Moore.....	\$261,984
Stacy James.....	257,811
Cindy Williams.....	255,797
Pamela Waldrop Shaw.....	250,293
Karlee Isenhardt.....	243,495

On-Target for \$250,000 Diamond Circle

Sara Pedraza-Chacón.....	\$223,649
SuzAnne Brothers.....	219,857
Mary Diem.....	215,687
Dayana Polanco.....	200,786
Lia Carta.....	197,354

On-Target for \$200,000 Diamond Circle

Linda Toupin.....	\$186,914
Anabell Rocha.....	185,297
Julianne Nagle.....	177,723
Diane Underwood.....	177,245
Mary Estupiñán.....	176,893
Dacia Wiegandt.....	175,754
Anita Tripp Brewton.....	174,709
Julia Burnett.....	174,521
Sandy Valerio.....	172,687
Dawn Dunn.....	170,027
Davanne Moul.....	163,135
Cyndee Gress.....	161,779
Kristin Myers.....	160,720
Kay Elvrum.....	158,677
Connie Kittson.....	157,583
Kerry Buskirk.....	156,026
Julie Krebsbach.....	155,995

Cindy Fox.....	154,060
Jamie Cruse-Vrinos.....	152,249
Maria Monarrez.....	151,347

On-Target for \$150,000 Gold Circle

Shannon Andrews.....	\$145,997
Evelinda Díaz.....	145,129
Lily Orellana.....	144,073
Vivian Díaz.....	143,710
Yvonne Lemmon.....	140,319
Gloria Báez.....	138,214
Alicia Lindley-Adkins.....	137,202
Mayuli Rolo.....	137,018
Ada García-Herrera.....	133,147
Consuelo Prieto.....	132,314
Valerie Bagnol.....	131,335
Maureen Ledda.....	130,209
Sue Pankow.....	128,728
Monique Balboa.....	127,655
Tammy Crayk.....	125,752
Lisa Allison.....	125,103
Jan Thetford.....	124,955
Cathy Bill.....	124,415
Pam Klickna-Powell.....	124,307
Candace Laurel Carlson.....	124,234

Morayma Rosas.....	122,799
Pam Ross.....	120,586
Pamela Fortenberry-Slate.....	120,443
Susan Hohlman.....	120,248
Crystal Trojanowski.....	120,028
Joanne Bertalan.....	114,235
Scarlett Simpson.....	113,830
Kristin Sharpe.....	112,744

On-Target for \$125,000 Gold Circle

Rebecca Evans.....	\$111,184
Leah Lauchlan.....	110,857
Michelle Sudeth.....	110,810
Pam Higgs.....	110,345
Jeanie Martin.....	108,307
Diane Mentiply.....	107,794
Somer Fortenberry.....	106,380
Auri Hatheway.....	106,168
Rosibel Shahin.....	105,141
Phyllis Pottinger.....	104,934
Kimberly Copeland.....	104,170
Juanita Gudiño.....	103,703
Kate DeBlander.....	103,703
Kim McClure.....	103,199
Diana Sumpter.....	102,349

Gay Hope Super.....	101,522
Luzmila Abadia Carranza.....	101,328
Lara McKeever.....	101,299
Yosaira Sánchez.....	100,883
Lynnea Tate.....	100,472
Sonia Bonilla.....	100,113
Janis Z. Trude.....	99,260
Mairelys López.....	98,565
Lynne Holliday.....	98,518
Alla Head.....	98,213
Alma Orrostieta.....	97,943
Deb Pike.....	97,902
Magdalena Nevárez.....	96,721
Noella Jaimes.....	95,712
Carmen Hernández.....	94,804
Glinda McGuire.....	94,712
Debra Wehrer.....	94,658
Brenda Segal.....	94,412
Cristi Ann Millard.....	93,774
Ruth Everhart.....	93,251

Monthly Commissions And Bonuses

Emerald

1. Gloria Mayfield Banks***.....	\$78,552
2. Patricia Turker**.....	64,820
3. Sonia Pérez**.....	38,043
4. Evelinda Díaz*.....	34,642
5. Anita Tripp Brewton*.....	32,944
6. Diane Underwood.....	31,858
7. Julianne Nagle*.....	28,228
8. Dayana Polanco*.....	27,995
9. Tammy Crayk.....	26,479
10. Mayuli Rolo*.....	24,921
11. Dacia Wiegandt*.....	23,517
12. Ada García-Herrera*.....	23,411
13. Jamie Cruse-Vrinos.....	22,194
14. Kerry Buskirk*.....	21,620
15. Pam Klickna-Powell.....	20,950
16. Rosibel L. Shahin*.....	19,418
17. Maureen S. Ledda*.....	19,283
18. Sonia Bonilla.....	18,944
19. Pamela Tull.....	18,479
20. Monique Balboa.....	18,165
21. Pam I. Higgs.....	16,660
22. Auri Hatheway.....	16,535
23. Cristi Ann Millard.....	16,328
24. Kym A. Walker*.....	16,056
25. Joanne R. Bertalan*.....	15,740
26. Jill D. Davis.....	15,628
27. Luzmila Abadia Carranza*.....	15,604
28. Gillian H. Ortega.....	15,531
29. Kirk Gillespie.....	15,520
30. Crisette M. Ellis.....	14,997
31. Mairelys López.....	14,785
32. Noella Jaimes*.....	14,672
33. Gina Rodríguez-Orriola.....	14,586
34. Noemi C. Jaimes.....	14,040
35. Roya Mattis.....	13,732
36. Diane Bruns.....	12,329

37. Nancy A. Moser-Hogan.....	12,277
38. Mary Beissel.....	11,622
39. Sabrina Goodwin Monday.....	11,616
40. Sue Wallace.....	11,225
41. Maureen Myers.....	10,507
42. Nora L. Shariff*.....	10,364

Diamond

1. Lisa Madson*.....	\$68,163
2. Gloria Castaño***.....	54,106
3. Halina Rygiel*.....	43,036
4. Pamela Waldrop Shaw**.....	36,403
5. Julia Burnett*.....	30,831
6. Mary Diem*.....	29,992
7. Lily Orellana.....	27,130
8. Kay E. Elvrum.....	26,613
9. María Monarrez.....	26,421
10. Dawn A. Dunn*.....	25,703
11. Shannon C. Andrews*.....	24,230
12. Yvonne S. Lemmon.....	22,528
13. Kristin Sharpe.....	22,517
14. Lisa Allison.....	22,437
15. Connie A. Kittson*.....	21,409
16. Sue Pankow.....	19,880
17. Lynne G. Holliday.....	19,823
18. Yosaira Sánchez.....	19,157
19. Lynnea E. Tate.....	19,097
20. Pam Ross*.....	18,768
21. Susan M. Hohlman*.....	18,294
22. Leah Lauchlan.....	18,179
23. Jeanie Martin.....	17,269
24. Diana Sumpter.....	17,192
25. Rebecca Báez*.....	15,813
26. Alla L. Head.....	15,673
27. Sharon L. Buck.....	14,766
28. Heidi Goelzer.....	14,679
29. Roxanne McInroe.....	14,435
30. Vicki Jo Auth.....	13,751

31. Rosa Carmen Fernández.....	13,402
32. Dorothy D. Boyd.....	12,759
33. Julia Mundy.....	12,325
34. Karen B. Ford.....	11,989
35. Robin Rowland.....	11,953
36. Shelly Gladstein.....	11,851
37. Terri Schafer.....	11,767
38. Gay Hope Super*.....	11,641
39. Bettye M. Bridges.....	11,537
40. Diana E. Fraustro.....	11,359
41. Sandra Chamorro.....	11,228
42. Joy L. Breen.....	11,107
43. Margaret M. Bartsch.....	11,083
44. Kathy C. Goff-Brummett.....	10,870
45. Rosa Bonilla*.....	10,699
46. Candy D. Lewis.....	10,115
47. Amy Allgood.....	10,021

Ruby

1. Carol Anton**.....	\$75,271
2. Stacy I. James**.....	36,686
3. Cindy A. Williams*.....	34,519
4. Karlee Isenhardt*.....	33,134
5. Linda C. Toupin.....	32,465
6. Lia Carta**.....	32,213
7. Anabell Rocha*.....	28,717
8. Mary Estupiñán.....	26,145
9. Crystal Trojanowski.....	24,927
10. Julie Krebsbach*.....	23,953
11. Sandy Valerio*.....	23,775
12. Cindy Fox*.....	21,834
13. Kim L. McClure.....	21,675
14. Gloria Báez*.....	21,393
15. Cathy Bill*.....	21,289
16. María Flores.....	19,265
17. Candace Laurel Carlson*.....	19,076
18. Juanita Gudiño.....	18,849
19. Brenda Segal*.....	18,244

20. Jan L. Thetford.....	17,957
21. Amie N. Gamboian.....	17,863
22. Brittany Kaps*.....	17,126
23. Deb Pike.....	16,752
24. Virginia S. Rocha.....	16,656
25. Kate DeBlander.....	16,445
26. Mima Mejía de Sánchez.....	15,844
27. Tammy A. Vavala.....	15,610
28. Sherril L. Steinman.....	15,508
29. Jo Anne Barnes.....	14,702
30. Gena Rae Gass.....	14,558
31. Patty J. Olson.....	14,538
32. Cecilia C. James.....	14,351
33. Lara F. McKeever.....	14,193
34. Tammy Romage.....	13,611
35. Elizabeth Muna*.....	13,592
36. Carmen Hernández*.....	13,532
37. Michelle L. Sudeth*.....	13,525
38. Bea Millsagle.....	13,076
39. Esther Whiteleather.....	12,964
40. Lynda Jackson*.....	12,959
41. Kathy Rodgers-Smith.....	11,772
42. Vicky L. Fusellier.....	11,593
43. Donna B. Meixsell.....	11,257
44. Lily Gauthreaux.....	10,783
45. Sherry A. Alexander.....	10,361

Sapphire

1. Kathy Helou***.....	\$56,868
2. Lupita Ceballos**.....	50,285
3. Sara Pedraza-Chacón*.....	40,231
4. Debi R. Moore*.....	38,335
5. Davanne D. Moul*.....	37,014
6. SuzAnne Brothers*.....	31,188
7. Cyndee Gress*.....	30,441
8. Kristin Myers*.....	26,058
9. Alicia Lindley-Adkins*.....	25,044
10. Magdalena Nevárez*.....	22,543

11. Gladis Elizabeth Camargo*.....	22,487
12. Paola Ramírez.....	21,473
13. Vivian Díaz*.....	21,296
14. Alma Orrostieta.....	20,834
15. Somer Fortenberry.....	20,589
16. Consuelo R. Prieto*.....	20,510
17. Diane L. Mentiply.....	20,505
18. Lupita Díaz.....	19,564
19. Pamela A. Fortenberry-Slate*.....	19,076
20. Morayma Rosas.....	18,371
21. Elizabeth Sánchez.....	18,075
22. Ruth L. Everhart.....	17,825
23. Valerie J. Bagnol*.....	17,757
24. Phyllis Pottinger*.....	17,315
25. Scarlett Simpson*.....	17,140
26. Kimberly R. Copeland.....	16,977
27. LaRonda L. Daigle.....	16,694
28. Tina Hulsman.....	16,048
29. Debra M. Wehrer.....	15,517
30. Heather A. Carlson.....	15,498
31. Glinda McGuire*.....	15,497
32. Janis Z. Trude.....	15,110
33. Avelyn R. Smith.....	14,904
34. Lorraine B. Newton.....	14,182
35. Dawn Otten-Sweeney.....	14,036
36. Angie S. Day*.....	13,719
37. Evalina Chávez.....	13,644
38. Maribel Barajas.....	13,224
39. Diana Heble.....	12,960
40. Julie Weaver.....	12,757
41. Cathy E. Littlejohn.....	12,444
42. Jeanie M. Tamborello.....	11,609
43. Sylvia Kalicak.....	11,587
44. Elaine Kimble Williams.....	11,380
45. Sue Uibel.....	11,147

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

Mary Kay Angels/Ángeles Mary Kay

March/Marzo 2016

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in March 2016./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en marzo de 2016.

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



Gloria Mayfield Banks
\$78,552
Emerald



Lisa Madson
\$68,163
Diamond



Carol Anton
\$75,271
Ruby



Kathy Helou
\$56,868
Sapphire

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

EMERALD/ESMERALDA — Melinda Balling, <i>Go-Give Area</i>	\$96,409
DIAMOND/DIAMANTE — Ellen Ezekiel Farquharson, <i>S. Andrews Area</i>	\$110,757
RUBY/RUBÍ — Stephanie Coker, <i>L. Carta Area</i>	\$106,142
SAPPHIRE/ZAFIRO — Vicki Piccirilli, <i>C. Littlejohn Area</i>	\$83,963

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

EMERALD/ESMERALDA — Liz Voran, <i>J. Davis Area</i>	\$18,649
DIAMOND/DIAMANTE — Nancy Lewen, <i>Go-Give Area</i>	\$20,643
RUBY/RUBÍ — Regan Danforth House, <i>Go-Give Area</i>	\$13,155
SAPPHIRE/ZAFIRO — Valerie White, <i>Go-Give Area</i>	\$23,442

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

EMERALD/ESMERALDA — Darlene Figley, <i>M. Hester Unit, Go-Give Area</i>	\$15,009
DIAMOND/DIAMANTE — Heather Davis, <i>L. Bonta Unit, J. Burnett Area</i>	\$10,777
RUBY/RUBÍ — Lynn Shives, <i>B. Keen Unit, S. Steinman Area</i>	\$17,219
SAPPHIRE/ZAFIRO — Sue Guest, <i>S. Anderson Unit, S. Brothers Area</i>	\$20,213

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

EMERALD/ESMERALDA — Sales Director Uzoamaka Osili, <i>Go-Give Area</i>	24
DIAMOND/DIAMANTE — Sales Director Lizbeth Longoria, <i>M. Monarrez Area</i>	30
RUBY/RUBÍ — Sales Director Mary Ruth Love, <i>Go-Give Area</i>	14
SAPPHIRE/ZAFIRO — Sales Director Marita Campbell, <i>Go-Give Area</i>	23

Top Unit Builders/Primeras Impulsoras de Unidad

March/Marzo 2016

New Unit Members/ Nuevas integrantes de unidad

Emerald/Esmeralda

Bianny Fabiola Ramirez	27
Latricia M. Henry.....	25
Jesiree Lisa F. Charity.....	24
Uzoamaka Osili	24
Teresa Bolden	23
Chelsea Gardner Niederklein.....	23
Lynn R. Zaremsky	22
Michelle L. Calbert	20
Stephanie Kathryn James.....	20
Bridgett Leigh Moore.....	20
Renita Griswell Peele.....	20
Grace Elizabeth Snively.....	20

Diamond/Diamante

Maria Teresa Sandavol	38
Terri Lewis.....	34
Lizbeth Longoria	31
Indhira Jimenez	29
Rufina Perez	28
Jamie Venning Taylor.....	26
Julia V. Chacho	25
Dana Davis-Armstead	24
Chelsea Janae Claytor.....	22
Ellen Ezekiel Farquharson	22
Sherrie Clark Purvis	22
Jennifer Marie Raley	22
Gloriann Alice Gillespie	21
Norberta Huertero	21
Cristina Martins	21
Kayla A. Holliday-Lamar.....	20
Guadalupe Rodriguez	20

Ruby/Rubí

Stephanie Lynn Coker	38
Tina Marie Ellender	28
Heather A. Daniel-Kent	27
Jordan Twilley	22
Mary Ruth Love	21
K.T. Marie Martin	21

Sapphire/Zafiro

Chelsea Cooley Altman.....	36
Stacy O. Ervin	29
Maria Del Carmen Ayala	25
Marita W. Campbell	25
Ynocenta Hernandez	24
Jessica Scola.....	24
Gale E. Carter	23
Tina Louise Hackett.....	22
Angelia Marie Beasley.....	21
Nancilee Y. Carranco	21
Andrea Rachelle Klahn	21
Rosa Elia Meza-Sanchez	21
Alberta Vargas	21
Rita Janeth Cobos Rosas.....	20
Moleda G. Dailey.....	20
Jessica Nicole Schultz.....	20
Bertha C. Zapata.....	20

Meet Your NSDs/Conoce a tus DNVs

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

Emerald/Esmeralda

Congratulations to the winners/Felicidades a las ganadoras

New Debuts/ Debutes

January/Enero 2016



Juany Aguiar
Maywood, Calif.
M. Avalos Unit

Libbier V. Bakit
San Diego
C. Bishop Unit

Not pictured:/Sin foto: **Alfreda Brown**, Utica, N.Y., S. Castro Unit; **Kate Louise Brown**, Terre Haute, Ind., M. Wilson Unit; **Valerie Bruski**, San Diego, C. Elizabeth Wright Unit; **Kelly Carlie**, Le Roy, N.Y., C. Richards Unit; **Magaly Guevara**, Dallas, E. Cuarenta Unit; **Susel Guizan**, West Palm Beach, Fla., S. Iparraguirre Unit; **Catalina V. Hernandez**, Homestead, Fla., J. Sotelo Unit; **Digna Arely Hernandez**, Gaithersburg, Md., S. Bonilla Unit; **Martha Iraheta**, Miami, M. Lanuza Unit; **Crystal Jager**, Alexandria, S.D., M. Anderson Unit; **Amanda Rose LaWall**, Pine Valley, Calif., J. Tucker Unit; **Emilsa Irasema Lima**, Menlo Park, Calif., W. Segovia Unit; **Bonnie Estella Magera**, Salt Lake City, S. Kendall Unit; **Yancy Carolina Martinez**, Manassas Park, Va., M. Garcia Ventura Unit; **Amy Mena**, Ens Naco Santo, D.R., C. Melo Unit; **Marta Angelica Morales**, Manchester, Conn., I. Rivera Unit; **Gisela Nicolas**, Orlando, Fla., M. Lopez Unit; **Cindy Norma O'Connell**, Chula Vista, Calif., T. Moretti Unit; **Jo Ann Oaks**, Hubbard, Ohio, D. Detesco Unit; **Whitney Pratt**, Kaysville, Utah, A. Cheney Unit; **Christine Pribyl**, Austin, Texas, C. Slezak Unit; **Heather A. Putnam**, Covington, La., S. Goldsby Unit; **Maria Elena Remedios**, Whippany, N.J., M. Martinez-Ardon Unit; **Latrice M. Richie**, Park Forest, Ill., T. Bergman Unit; **Marisol Saenz**, Paterson, N.J., I. Falcon Unit; **Maura Vazquez**, West Palm Beach, Fla., M. Bolufe Unit.

Triple Crown/ Triple Corona

March/Marzo 2015



Vanessa Elizabeth Guzman
Santa Domingo, D.R.
Emerald Go Give Area

Gloria Mak
Brooklyn, N.Y.
P. Turker Area

Patricia Turner
Lighthouse Point, Fla.
S. Páez Area



Not pictured:/Sin foto: **Brie Zamudio**, Indianapolis, J. Cruse-Vrinios Area.

Dean's List/ Lista del Decano

March/Marzo 2015



Kori Lynn King
Norfolk, Neb.
Ruby Go Give Area
Ruby Seminar

Kirbi Huddleston
Bloomburg, Texas
Sapphire Go Give Area
Sapphire Seminar

Vanessa Elizabeth Guzman
Santa Domingo, D.R.
Emerald Go Give Area
Emerald Seminar

Honors Society/ Sociedad de Honor

March/Marzo 2015



Gloria Mak
Brooklyn, N.Y.
P. Turker Area

Vilma Yanet Munoz
Florida City, Fla.
D. Polanco Area

Patricia Turner
Lighthouse Point, Fla.
S. Páez Area

Not pictured:/Sin foto: **Brie Zamudio**, Indianapolis, J. Cruse-Vrinios Area.

Fabulous 50s/ Fabulosos 50

September/Septiembre 2015



Gioconda Munoz
Greensboro, N.C.
N. Jaimes Area

Not pictured/Sin foto: Donna M. Cook, Mount Pleasant, N.C., N. Moser Area; Noelia Jimenez, Sto Dgo Oeste, D.R., Emerald Go Give Area; Kimberly Anne Lemcke, Hilton, N.Y., Emerald Go Give Area; Vilma Rivas, Annandale, Va., S. Bonilla Area; Marchella Carolynn Walsh, Wyoming, Mich., Emerald Go Give Area.

On the Move/ En Acción

January/Enero 2016

Juany Aguiar
Kelly Carlie

Digna Arely Hernandez
Amanda Rose LaWall

Yancy Carolina Martinez
Amy Mena

Marta Angelica Morales

Whitney Pratt

Maria Elena Remedios

New Team Leaders/ Nuevas Líderes de Equipo

March/Marzo 2016

Jacqueline Adames
Lelibeth S. Aguiar Ceballos
Laura Alonso
Mixie Alvarez Feliz
Hunter N. Anderson
Carmen Beck
Yessica Beltre
Tonya Berry
Jennie A. Beverly
Bolanle Bickham
Nikki Blackburn-Orr
Jenice L. Borders
Johanna Borrego
Michelle D. Bracken
Marco M. Brown
Stephanie Butler
Patricia Cabrera
Jessica V. Calderon
Kendry Campusano

Ines Carrasco
Neidy E. Castro
Kimberly Chapman
Christina Cibotti
Bonnie S. Conrad
Bejanía D. Cortorreal
Olga Cuzco
Loren L. Davila
Kyndra M. Dearth
Taheerah Tye Demby
Rosa E. Dominguez
Lon Donson
Stephanie Doster
Kristi Faircloth
Carrie L. Froelich
Jaqueline Garcia
Yesenia Garnica Palencia
Mayra Garza
Darlene C. Gilbert

Kelly J. Gilliland
Madaivy Gonzalez
Whitney Gonzalez
Traci E. Gross
Tina Hadik
Cynthia Harrigan
Marcelle A. Haws
Kasina L. Heerten
Shelbe L. Hollingshad
Sierra C. Hoover
Jillian Hunt
Lara Hurst
Shelby M. Ikeda
Maryelin Infante
Traci Inglet
Alejandra Jones
Joanne Kilbourne
Anne Kuczkowski
Yeny A. Lainez De Aguilar

Julie Larson
Jennifer L. Law
Laura Llanes
Egma Macao
Suheil Martinez
Wendy B. Matteis
Kathryn E. McCoy
Megan M. McGoldrick
Andrea F. Misener
Hannah M. Moline
Mariana S. Montes
Madlyn Mottern
Brooke M. Norton
Melinda A. Norwood
Patricia Ofarrill
Emilia Ojebode
Helena M. Olivares
Maria R. Orozco
Joyce M. Pascual

Susana Perea
Yamay Perez
Vicenta Perez-Rodriguez
Karlíane Pinheiro Esposito
Jylian Pinnell
Maria J. Pleitez
Justine Pratt
Libertad L. Ramos
Rosa Rivera
Juan M. Rodriguez
Maria Rosales
Elizabeth Ross
Taylor D. Russ
Megan K. Ryan
Cecilia Samaniego
Rebecca R. Samborsky
Narcisa Z. Sanchez
Rosa A. Sanchez
Tonya D. Sandidge

Flor A. Sarmiento
Ginger R. Sellek
Gina D. Shapiro
Miranda D. Signani
Filomena M. Silva
Doreen V. Smith
Jessica D. Smith
Debra A. Solito
LaKesha M. Tann
Minnie Tavera
Keleigh E. Thompson
Elizabeth Torres
Laura Torres
Elizabeth Urbina
Maivis Vazquez
Melissa Vinals
Melissa Wancowicz

Grand Achievers/ Gran Ganadoras

March qualifiers/
Calificadas en
Marzo 2016

Consultants/Consultoras
Josefina Garcia
Peggy A. Gay
Erin Green
Heather Jackson
Ginnett Martinez
Yenisbel Ramirez

**Sales Directors/
Directoras de Ventas**
Maria Lourdes Acosta
Juany Aguiar
Michelle Annes Bleichert
Patricia W. Ashworth*

Inalvis Bernal
Barbara Billbrey Tillman*
Pam Boudreau*
Janice W. Bright-Potts*
Stacy Michelle Butler
Michelle A. Byers
Rosa Edith Cespedes
Bakir Jameelah Coulter
Christine Marie Daniel
Eva M. Duran
Sandy Faus*
Pam Ferbet*
Christy A. Flater*
Carol Gin*

Lisa J. Gray*
Agnes M. Grider
Eva M. Hall
Sharon Smith Hardin*
Kim Harris
Margie Heard*
Fern Hendricks
Irene M. Hernandez*
Dee Dee J. Hooks*
Lisa R. Howard*
Linda J. Hurd
Nina Iglesias*
Debbie L. Jones
Denise F. Jones

Pam Jones*
Lorna Kendig*
Sherry Kostner
Lindsay Michelle Lambert
Amanda Rose LaWall
Laura Lemus
Greyves Lutzow*
Jeimy Vanessa Martinez
Gale Linn McClendon
Criceida Mendez*
Yolanda Monje*
Shirley T. Monnet*
Irene P. Nelson
Jill Marie Nelson*

Magda Oros
Daryl A. Pagliuso
Cynthia B. Palmer
Pamela Pearson*
Kris E. Peterson
Vangie Pliakos
Theresa J. Popham
Ben Quickordonez
Barbara Randall*
Maria Elena Remedios
Micah Shea Richman
Else M. Roberts*
Esther Sanchez
Estela Saucedo

Patricia Schneider
Kelly Ann Schroder*
Elise Dorina Sharpless*
Amanda L. Simmons
Karen Thelin
Sherry A. Troutman*
Pam L. Vallett*
Samra E. Vogel*
Danielle Warren*
Roma N. White*
Roxanne K. Youngton*

*Denotes requalified driver/
Denota conductora recalificada.

First Gold Medal/Primera Medalla de Oro

March/Marzo 2016

**New Team Members/
Nuevas integrantes de equipo**
Riham Abu-Adas, D. Sowder Unit 5
Melissa Amador, A. Coard Unit 5
Debbie Anderson, M. Neill Unit 5
Hunter Anderson, T. Cromer Unit 6
Jenny Backer, L. Zaremsky Unit 6
Heather Baker, C. Slezak Unit 5
Bolanle Bickham, F. Ogala Unit 5
Marco Brown, B. Quickordonez Unit 6
Kendry Campusano, F. Tejeda Unit 8
Maryelin Cedeno, B. Ramirez Unit 7
Olga Cuzco, E. Diaz Unit 10
Stephanie Doster, J. Charity Unit 6

Christy Ford, L. Lambert Unit 5
Gloria Gardner, G. Mayfield Banks Unit 5
Tonya Gardner, K. Gallup Unit 6
Madaivy Gonzalez, A. Rodriguez Unit 7
Whitney Gonzalez,
M. Garcia Ventura Unit 5
Gisela Hernandez, S. Lojo-Roch Unit 5
Elda Herrera, W. Lopez Unit 5
Yunirka Herrera, L. Cerda Unit 5
Sierra Hoover, C. Niederklein Unit 5
Maryelin Infante, B. Cortorreal Unit 6
Tina Kendall, C. Ciasnocha Unit 5
Sheila Knight, T. Clymer Unit 5
Yolanda Martinez, G. Rabago Unit 5

Megan McGoldrick, B. Llantín Unit 5
Mariana Montes, A. Ponce Unit 10
Patricia Ofarrill, Y. Bermudez Unit 5
Becky Parsons, K. Lutjens Unit 6
Larrissa Pearce, M. Backman Unit 5
Rebecca Pena, C. Bossio Unit 5
Karlíane Pinheiro Esposito,
F. Delafuente Unit 5
Maria Pleitez, S. Bonilla Unit 10
Rosa Rivera, W. Lopez Unit 6
Jessica Rodde, C. Millard Unit 5
Dilma Ruiz, D. Arriaza Unit 5
Cecilia Samaniego, M. Calle Unit 7
Rebecca Samborsky, T. Losk Unit 8

Narcisa Sanchez, B. Novas Unit 6
Gina Shapiro, D. Thomas Unit 5
Minnie Tavera, L. Ufert Unit 5
Elizabeth Torres, N. Hernandez Unit 7
Laura Torres, N. Jaimes Unit 10
Elizabeth Urbina, M. Bohorquez Unit 5
Lynn Walls, T. Cromer Unit 5
Melissa Wancowicz, H. Matricciani Unit 8
Kelly Warosh, S. Wallace Unit 5
Regina Weeks, S. Crowell Unit 5
Carrie Zeller, L. Bunnell Unit 5

13% Club/ Club del 13%

March/Marzo 2016

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

Sales Director Stephanie Denise Castro\$2,300
Sales Director Ebon Osaze2,205
Sales Director Tina Velvet Parkin2,085
Sales Director Liz Voran2,040
Sales Director Roseanne Bair2,015
Sales Director Vicki Hunter1,935
Sales Director Jacqueline Jomara Alarcon1,887
Sales Director Ashley N. Clinesmith1,793
Sales Director Jan Cain1,733

Sales Director Elva Jordan1,700
Sales Director Christine J. Kurzawa1,677
Sales Director Luisa Urena Mora1,661
Sales Director Bethany Braden Drew1,566
Sales Director Renita Griswell Peele1,556
Sales Director Melissa Michelle Wilson1,546
Sales Director Jennifer L. Besecker1,494
Sales Director Nikki Hall Edgemon1,480
Sales Director Robyn Kimberly Barnwell1,469

Sales Director Amy M. Alber1,469
Sales Director Maria de Jesus Ramales1,461
Sales Director Gloria E. Sandoval1,455
Sales Director Misty D. Guyre1,447
Sales Director Claudia Elizabeth Bossio1,398
Sales Director Maria Lourdes Acosta1,379
Sales Director Pam Kelly1,373

Achievement Circle/ Círculo de Logros

March/Marzo 2016

Ranking of the top 100 Independent Sales Directors in the **Emerald** area based on their March 2016 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Esmeralda** según su producción de unidad estimada al menudeo de marzo de 2016.

Melinda Balling	\$96,409	Carrie Bloink	57,997	Allyson Lea Thomas	49,414	Joanna Helton	44,864
Liz Voran	87,524	Linda Klein	57,562	Kathy Laughlin	49,398	Nancy A. Berlin	44,828
Tina Velvet Parkin	86,801	Nikki Hall Edgemon	56,570	Janice Baxter Hull	49,322	Connie Marie Ackroyd	44,818
Stacey Craft	86,770	Krista Erdmann	56,470	Rachelle Holloway	49,266	Stephanie Denise Castro	44,670
Brenda Stafford	74,282	Renita Griswell Peele	56,269	Jeannine R. DeVore Harris	48,952	Joyce Recenello	44,415
Bianny Fabiola Ramirez	72,570	Tammie M. Hanson	56,206	Leanne Parrino-Pheasant	48,766	Becki Hackett	44,378
Ann Shears	71,385	Chris H. Teague	55,865	Nancy S. North	48,585	Jacqueline Jomara Alarcon	44,303
Terrah Cromer	70,096	Dawn Wilson	55,732	Chelsea Gardner Niederklein	48,508	Karen D. Costas	44,293
Dircia Rodriguez	68,948	Bridgett Leigh Moore	55,629	Stacy M. Houy	48,478	Emily Sujey Vijil	44,042
Tina M. Dees	68,856	Amy L. Fields	55,397	Leticia Vargas	48,340	Melissa Michelle Wilson	43,643
Elva Jordan	68,117	Jo M. Cotton	55,173	Brittani Marie Jenks	48,291	Teresa Bolden	43,385
Stacy D. Foust	67,815	Richelle V. Barnes	54,933	Elaine Jegi	47,905	Debra Allison	43,350
Cheryl T. Anderson	67,015	Kim I. Sabourin	54,584	Tara Losk	47,355	Nicole Leigh McDaniel	43,271
Roseanne Bair	65,460	Ashley N. Clinesmith	54,565	Sandra F. Goldsby	47,286	Christine J. Kurzawa	42,987
Ebun Osaze	62,437	Ann Ferrell Smith	54,505	Lindsay Elizabeth Freisthler	46,867	Carolyn L. Lucas	42,683
Mary Strauss	60,683	Alison Jurek	53,989	Debbie A. Thomas	46,828	Haydee Guzman	42,645
Nancy Boucher	60,647	Menina M. Givens	52,086	Margaret Neill	46,807	Denise M. Sowder	42,140
Denise G. Kucharski	59,901	Karen E. Ridle	52,068	Diane K. Autry	46,410	Delores E. Black	42,092
Shelley Money-Eldridge	59,712	Emily Stone	51,700	Jan Cain	46,369	Marika McMillen	42,010
Pam Kelly	59,574	Amanda Blair Michalak	51,459	Harriett Sharpe	46,357	Keara Hunter	41,852
Amber L. Towne-Geehan	59,320	Jennifer L. Besecker	50,865	Heather Wickstrom	46,287	Ana Barros	41,796
Kijuana R. McKinnie	59,151	Paula Tyree Bowman	50,828	Auburnee Skye Stanley	45,940	Jill Beckstedt	41,656
Latricia M. Henry	58,747	Tatiana Rodriguez	49,621	Shawna D. Schneider	45,827	Lynn R. Zaremsky	41,654
Michelle L. Calbert	58,624	Valerie Yokie	49,493	Ashley Czankner Butler	44,926	Angel Michelle Mueller	41,646
Deanna L. Spillman	58,387	Jill Ann McCoy	49,449	Audrey J. Doller	44,913	Jessica Lynn Ferguson	41,410

Commission Circle/ Círculo de Comisiones

March/Marzo 2016

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Emerald** area in March 2016. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Esmeralda** en marzo de 2016. Los nombres en **negrillas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Liz Voran	\$15,617	Tina M. Dees	9,530	Shauna Lynn Abbotts	8,321	Nancy Boucher	7,414
Tina Velvet Parkin	14,605	Christine J. Kurzawa	9,254	Shawna D. Schneider	8,301	Diane M. Detesco	7,379
Melinda M. Balling	13,669	Krista Erdmann	9,128	Janice Baxter Hull	8,149	Jill Beckstedt	7,364
Stacey Craft	12,668	Kim I. Sabourin	9,092	Teresa Bolden	8,113	Nancy A. Berlin	7,347
Roseanne Bair	11,876	Leanne Parrino-Pheasant	9,084	Latricia M. Henry	8,049	Emily Sujey Vijil	7,340
Bianny Fabiola Ramirez	11,669	Andrea Weston	9,043	Kijuana R. McKinnie	7,964	Maria M. Calle	7,317
Brenda Stafford	11,496	Ana Barros	9,038	Nancy Jean Leroy	7,898	Leticia Vargas	7,304
Shelley Money-Eldridge	11,286	Delmy Ana Torrejon	8,997	Vicki Hunter	7,856	Rachelle Holloway	7,285
Ebun Osaze	11,159	Michelle L. Calbert	8,976	Chris H. Teague	7,834	Tatiana Rodriguez	7,282
Renita Griswell Peele	11,111	Karen D. Costas	8,915	Claudia Elizabeth Bossio	7,817	Dawn Wilson	7,253
Dircia Rodriguez	11,089	Amy L. Fields	8,911	Menina M. Givens	7,767	Joyce Recenello	7,215
Stephanie Denise Castro	11,075	Tammie M. Hanson	8,830	Amanda Blair Michalak	7,714	Mariana Moreno	7,200
Elva Jordan	10,712	Mary Strauss	8,819	Nicole Leigh McDaniel	7,714	Marilyn Marte De Melo	7,171
Terrah Cromer	10,696	Emily Stone	8,718	Allyson Lea Thomas	7,701	Debbie A. Thomas	7,156
Stacy D. Foust	10,332	Carrie Bloink	8,678	Nancy O'Hara	7,636	Krista A. Johnson	7,151
Deanna L. Spillman	10,279	Linda Klein	8,669	Alison Jurek	7,589	Amanda Thulin-Marrano	7,126
Ann Shears	10,176	Cheryl T. Anderson	8,624	Betty McKendry	7,580	Alba Luz Medrano	7,123
Jan Cain	10,045	Denise G. Kucharski	8,621	Audrey J. Doller	7,575	Diane K. Autry	7,117
Nikki Hall Edgemon	10,015	Brittani Marie Jenks	8,516	Nury Hernandez	7,552	Heather Wickstrom	7,107
Ann Ferrell Smith	9,949	Ashley N. Clinesmith	8,511	Sandra F. Goldsby	7,537	Sheri Farrar-Meyer	7,082
Jacqueline Jomara Alarcon	9,915	Jo M. Cotton	8,439	Lesa Rae Franken	7,523	Uzoamaka Osili	7,046
Jennifer L. Besecker	9,673	Amber L. Towne-Geehan	8,432	Melissa Michelle Wilson	7,501	Lindsay Elizabeth Freisthler	7,015
Karen E. Ridle	9,621	Elaine Jegi	8,431	Jill Ann McCoy	7,474	Robyn Kimberly Barnwell	7,000
Pam Kelly	9,562	Richelle V. Barnes	8,353	Maritza Lanuza	7,472	Haydee Guzman	6,998
Stacy M. Houy	9,542	Bridgett Leigh Moore	8,336	Keara Hunter	7,447	Eva M. Hall	6,980

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

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

GO-GIVE[®] award

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

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



Richelle Barnes

Emerald

Independent Senior
Sales Director

Began Mary Kay Business

April 1996

Sales Director Debut

May 1997

Offspring two first-line

National Sales Director

Anita Tripp Brewton

Honors Star Consultant; Sales Director Queen's Court of Personal Sales; 13-times Circle of Achievement; two-times Circle of Excellence; Double Star Achievement

Personal Lives in Social Circle, Ga. Husband, Vince

"I am motivated to help others because serving people is the highest form of love. Loving and helping people find their power, passion and purpose is a privilege and an honor."

Independent Future Executive Senior Sales Director Amy Stokes of Knoxville, Tenn., says, "Richelle delivers meals to those in need and creates coloring books for ill children. She has the kindest heart. She drove four hours to bring me lunch and a little joy when I lost my dog this Christmas."



Audrey MacDowall

Diamond

Independent Executive
Senior Sales Director

Began Mary Kay Business

February 1993

Sales Director Debut

August 1995

Offspring six first-line;
seven second-line

National Sales Director

Dawn Dunn

Honors Circle of Honor; two-times Consultant Queen's Court of Personal Sales; 13-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; eight-times Circle of Achievement; eight-times Circle of Excellence; 10-times Double Star Achievement; three-times Triple Star Achievement

Personal Lives in Forest, Va. Husband, Todd; son, Michael; daughters: Megan, Kristin

"I am motivated to help others because believing in someone builds their confidence and changes their life through the gift of encouragement."

Independent Sales Director Crystal Pannell of Lynchburg, Va., says, "Audrey welcomes adoptees, serves others selflessly and will do everything possible to help them in their personal growth."



Valerie Lucio-Polk

Ruby

Independent Sales Director

Began Mary Kay Business

November 1997

Sales Director Debut

August 2003

National Sales Director

Go-Give Area

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

Personal Lives in San Antonio. Husband, Tony; son, Javion; daughters: Mariah, Alanna

"I am motivated to help others because I live my life as God's hands and feet to serve. During my Mary Kay Career, I've been helped by others who stood to gain nothing from me."

Independent Beauty Consultant Cristina Castruita of El Paso, Texas, says, "After Leadership, Valerie's grandmother passed away. Although it was a difficult time, Valerie continued to share inspirational messages and be available to us. This was a good example of how we, too, can be givers."



Lynn Huckels

Sapphire

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

January 1993

Sales Director Debut

June 1995

Offspring three first-line

National Sales Director

Sue Uibel

Honors Circle of Honor; monthly *Go-Give*[®] Award winner, December 2006; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; nine-times Circle of Achievement; Circle of Excellence

Personal Lives in Mount Holly, N.C. Husband, Jon; son, Jake; daughters: Lauren, Lynsey; four grandchildren

"I am motivated to help others because helping or encouraging someone to be their best is a privilege, and I am blessed to be part of their success."

Independent Beauty Consultant Heather Faulkner of Fort Lawn, S.C., says, "Lynn has a heart that gives and gives. She is selfless and others-focused – always willing to help anyone and anywhere she can. She genuinely loves and leads all who are in her space."

Embrace Her Face.

You've earned her trust by recommending a *Mary Kay*® skin care set. Now take her gorgeous glow to the next level with any of these products to address her specific needs.



SHE WANTS:
Brighter, more even-looking skin.

OFFER HER:
NEW! TimeWise® Tone-Correcting Serum, \$45

Transform dull, lifeless-looking skin into a more luminous complexion!

Appearance of past damage, skin discoloration, hyperpigmentation, dark spots and freckles are helped with daily use.

- Dramatically evens the appearance of skin tone.
- Clinically shown to significantly improve skin brightness.
- Works beautifully with all skin tones, all skin types.



SHE WANTS:
Improved texture and smaller-looking pores.

OFFER HER:
TimeWise® Microdermabrasion Plus Set, \$55

Get the look of polished, younger skin and significantly smaller pores with this two-step system.

Immediately, skin looks younger, and pores look smaller.

- Dramatically improves skin's texture.
- Visibly improves the look of fine lines.
- Makes skin high definition-worthy.



SHE WANTS:
More youthful-looking eyes.

OFFER HER:
TimeWise® Firming Eye Cream, \$32

This luxuriously rich eye cream is so advanced it improves firmness, brightens and provides intense moisturization, plus it minimizes the appearance of fine lines and wrinkles. Contains soothing botanical extracts and brightening agents to help condition the skin for moisturization, resulting in a more even skin tone.



SHE WANTS:
To help her skin bounce back.

OFFER HER:
TimeWise® Replenishing Serum+C®, \$56

Help skin bounce back. Skin will appear lifted, firmed and more resilient. Antioxidant-rich formula has a potent blend of botanical sources known for their high levels of vitamin C.

Mary Kay InTouch® Can Help!

Visit the [PRODUCTS SECTION](#) to gain more knowledge and build confidence.

[PARTY CENTRAL](#) has **party printouts** with downloadable place mats, activities and checklists to help maximize sales.



Order of Application

Use this **general rule of thumb** when adding products to a skin care regimen:

- Cleanse skin.
- Apply any additional special needs products.
- Moisturize/use SPF moisturizer in the a.m.

You can find a detailed application list on **Product Central**.

How Do You Introduce Skin Care Supplements?

TWO PROS SHOW YOU HOW



Independent Senior Sales Director
Sheikilya Lewis Thomas
Hoover, Ala.

AT PARTIES: Features the *TimeWise®* Miracle Set® and typically adds two additional products:

TimeWise® Microdermabrasion Plus Set and *TimeWise®* Firming Eye Cream.

WHAT SHE DOES: Skin Care Tray, Top Row:

- *TimeWise®* 3-In-1 Cleanser
- *TimeWise®* Microdermabrasion Refine*
- *TimeWise®* Pore Minimizer
- *TimeWise®* Day Solution Sunscreen Broad Spectrum SPF 35**

Second Row:

- *TimeWise®* Age-Fighting Moisturizer
- *TimeWise®* Firming Eye Cream, (She sometimes includes *Mary Kay®* Foundation Primer Sunscreen Broad Spectrum SPF 15.**)
- *Mary Kay®* CC Cream Sunscreen Broad Spectrum SPF 15** or another *Mary Kay®* foundation.

*Sheikilya interchanges the Microdermabrasion Plus Set with *TimeWise®* Moisture Renewing Gel Mask, depending on her customers' needs.



ANOTHER TIP:

She typically doesn't demo *TimeWise®* Replenishing Serum+C® or Tone-Correcting Serum at parties, but mentions them and shares their benefits because they are on her **party close** sheet.

HER FAVORITES:

1. *TimeWise®* Moisture Renewing Gel Mask
2. *TimeWise Repair®* Volu-Firm® Lifting Serum

“Try all the additional skin care products to find ones you really like. You'll be amazed at how your sales can explode when you add a personal plug.”

– Sheikilya



Independent Senior Sales Director
Emily Lopez
Beaumont, Texas

AT FOLLOW-UP APPOINTMENTS:

Sets her customers up first with a skin care set, then adds supplements as needed later. “When I introduce them at the skin care party, my customers sometimes purchase the supplements rather than a skin care set, resulting in lower sales.”

WHAT SHE DOES:

Uses this analogy: *Using TimeWise® 3-in-1 Cleanser and Age-Fighting Moisturizer is like brushing your teeth – do it every morning and night. Day Solution and Night Solution are like flossing – do it every morning and night. The Microdermabrasion Plus Set and other products are like getting your teeth cleaned at the dentist. You need them! Same with skin care – additional products provide optimum benefits if you follow the five basic steps of good skin care. The approach helps her paint the picture in her customers' minds and build trust. She wants long-term relationships built one sale at a time.*

HER FAVORITES:

1. *TimeWise®* Microdermabrasion Plus Set
2. *TimeWise®* Firming Eye Cream

Rebuild Her Body Confidence.

a *TimeWise Body™ Smooth-Action™ Cellulite Gel Cream*, \$40

Take action against stubborn trouble zones: the hips, thighs and buttocks.

b *Mary Kay® Smooth-Action™ Body Massager*, \$10

The *Smooth-Action™* Body Massager can be used with *TimeWise Body™ Smooth-Action™ Cellulite Gel Cream* to help enhance microcirculation.†

c *TimeWise Body™ Targeted-Action® Toning Lotion*, \$30

Helps skin look more firm, toned and defined. Keeps skin hydrated for 24 hours.



Prices are suggested retail. **Over-the-counter drug product

†Results reflect Laser Doppler imaging during an independent clinical study with 22 panelists.

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

MARY KAY SEMINAR 2016

THIS IS YOUR YEAR!



All year, you booked parties, sold fabulous *Mary Kay*® products and shared the Mary Kay opportunity.

It's Time to Celebrate YOU!

- High-five your accomplishments.
- Get a sneak preview of what's new.
- Learn from the best of the best.
- Tour the Mary Kay Manufacturing facility to see how lipstick is made.
- Snap selfies with your besties.
- Let your dreams take flight.

What to Wear

- Business attire for day, after-five gown or cocktail dress for Awards Show.
- Light sweater. (It's HOT in Dallas, but buildings/restaurants can be chilly.)
- Comfortable shoes. (You'll do lots of walking.)

A Texas-Sized Party!

Saddle up for the [Red Roundup Prize Party](#). This year, we head over to world-famous Gilley's in Dallas on Day 0. It's a fun way to round up all our achievers at a come-and-go party. Plus, pick up your prizes there!

WHO'S INVITED?

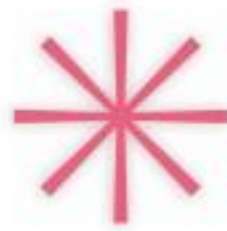
- **Race for Red:** *Summer of Reds*. Independent Beauty Consultants who achieve all three months of the contest and Independent Sales Directors who qualify for the consistency challenge
- **All-Stars:** Star Consultant consistency achievers
- **Class of 2016** Independent Sales Directors debuting Feb. 1 – July 1, 2016, and their Independent Senior Sales Directors.



Product Giveaway Credit

If you register for Seminar 2016 without canceling, you get a **\$70 wholesale/\$140 retail credit** toward your **first** Section 1 product order placed from **July 26 – Aug. 19, 2016**.





[Register](#) on
Mary Kay InTouch® /
Events



This picture was taken in 1979. Sylvia keeps it in her team-building notebook to remind her of the promise she made to carry on Mary Kay's legacy.

right to me. She asked us to go home and be 'Mary Kay' in our communities – to live by the Golden Rule and be women of our word. Three years later, I debuted as an Independent Sales Director and today, I, along with my wonderful unit members, carry on her legacy for future generations. ”

Mary Kay Legacy: Pass It On.

“ In 1977, I became an Independent Beauty Consultant and ‘met’ Mary Kay Ash at Seminar. Even from my seat in the rafters of the arena, I felt like she was speaking



Independent
Senior Sales
Director
Sylvia Martinez
San Antonio, Texas



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

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

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



"A very successful man was once asked the secret to his success, and he said, 'I can tell you in three short words – and then some. I have always tried to do everything I was supposed to do, and then some. Those three words made the difference in my success.'"

CALENDAR

dates

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. - Deadline to register and/or submit special needs requests and hotel reservations for Seminar 2016. - Seminar 2017 contest period begins. <i>Class of 2016 Offspring Challenge ends.</i>
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
4	Independence Day. All Company offices closed. Postal holiday.
15	Last day to enroll online for the Fall 2016 <i>Preferred Customer Program</i> SM mailing of <i>The Look</i> , including exclusive samples (while supplies last).
24	Emerald Seminar begins.
25	Holiday 2016 <i>Preferred Customer Program</i> SM online enrollment begins for <i>The Look</i> , including exclusive samples (while supplies last).
27	Diamond Seminar begins.
28	Last day of the month for Independent Beauty Consultants to place telephone orders.
29	Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.
31	- Ruby Seminar begins. - Last day of the month for Independent Beauty Consultants to place online orders. - Online Independent Beauty Consultant Agreements accepted until midnight Central time.



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Hit **Re-Fresh** for Summer.

Seasons change.

So can your customers' skin care and color needs. Heat and humidity can make skin more oily. Color and fragrance choices may change. All are great reasons to reach out, offer personalized service and build sales this last month of the Seminar year!



Foundation Check

- Does she need a shade adjustment? Offer to do a color match and find the right shade.
- If she wears **TimeWise® Luminous-Wear® Liquid Foundation** but has extra shine now, she can try **Endless Performance® Crème-to-Powder Foundation**, \$18.
- Prefer less coverage now? **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,* \$20**, to the rescue or **Mary Kay® Sheer Mineral Pressed Powder**, \$16.

TIP! Download the **Flawless Face Fundamentals Tool** under **Party Print Outs** on **Mary Kay InTouch®**. The **Mary Kay® Foundation Finder** (below) can help you find the perfect match. Available on Section 2, \$6.



Skin Care

- With added heat and humidity, she may switch from Normal/Dry **TimeWise® Miracle Set®** to Combination/Oily, \$95.
- **Mary Kay® Intense Moisturizing Cream** may be heavy now. Recommend **Mary Kay® Oil-Free Hydrating Gel**, \$32.
- Throw out last summer's old bottle of sunscreen. Replace with **Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50,*** \$20, and **Mary Kay® Lip Protector Sunscreen Broad Spectrum SPF 15,*** \$8.



Bright Lips & Cheeks

- If she loves **True Dimensions® Lipstick**, suggest **True Dimensions® Sheer Lipstick**, \$18, for a hint of summer color.
- If she wears berry or red shades, she may opt for a **summer pink or coral**.
- **Mary Kay® Mineral Cheek Color Duo**, \$18, adds just the right splash of color to cheeks.
- **Mary Kay® Bronzing Powder**, \$18, gives her a glow without the harmful effects of the sun.



Fresh Scents

Lighten up! Summer options:

- **Bella Belara® Eau de Parfum**, \$38. Exuberant floral fruity scent.
- **Forever Diamonds™ Eau de Parfum**, \$40. Floral fruity fragrance is a celebration of her.
- **Thinking of You® Eau de Parfum**, \$32. Fruity floral fragrance. Makes a great gift with a keepsake charm and box. And, you can include a note inside.

TIP! Skin is warmer at pulse points – neck, wrist, bend of arm. This causes the fragrance to evolve and improves the sensory experience. So spritz, spray, splash or dab away.



Summer Skin Savers

- a** Limited-Edition[†] **Mary Kay® Sun Care After-Sun Replenishing Gel**, \$15
- b** **Beauty Blotters® Oil-Absorbing Tissues**, pk. 75/\$6
- c** **Mary Kay® Oil Mattifier**, \$16



K.I.S.S.

Keep It Simple Sweetie.



Independent
Senior Sales
Director
Lorna Walker
Overland Park, Kan.

LORNA'S
TOP tips

1
BOOK

♥ **Make a List.** I focus on skin care parties and book follow-up appointments. My customers can choose to share their follow-ups with friends or do them solo. I also ask my customers for referrals. Something like, "Who do you know that would love a little pampering time?" Doing this consistently helps me achieve my goals.

♥ **Practice Makes Perfect.** I practice using scripts, then I add my own personal touches to make it real so I don't sound scripted. I always incorporate the phrase, "I would be selfish if I didn't offer this facial (or product, opportunity, etc.) to you." When women realize that you are focused on what's in it for THEM, they are so much more receptive and excited.

2
SELL

♥ **Remember Your Manners.** I always say, "Thank you so much for your order and continued loyalty. It means the world to me!" This helps me grow my team and retain my customers because they know how deeply I appreciate their business. We have to remember that our customers have the choice to do business elsewhere.

♥ **Be a Brand Lover.** I try the new products so I can enthusiastically sell them to my customers. Knowing what the products do and how well they work makes them easier to sell.

3
TEAM-BUILD

♥ **Listen.** Learn to hear what is important to your customers. This helps you focus on what a Mary Kay business can mean to them.

♥ **Share Your WHY.** When talking to party guests, customers, my team or potential new team members, I focus on WHY I do what I do. Women want to be part of something big and exciting. When you speak with enthusiasm, they generally want to be a part of it.

Brand Lover

Lorna became a Mary Kay Independent Beauty Consultant at 18 – just one week before leaving for college. “I discovered *Mary Kay*® products when I was 16 and LOVED everything. I couldn’t wait to sign my Independent Beauty Consultant Agreement,” Lorna says. “At first, I was intimidated by selling, but then I saw how easily my friends and family fell in love with the products. It was the perfect way to earn extra spending money in college.”

Stick With the Basics.

Lorna has learned the art of making her customers feel important, and because of that, she has a growing list of loyal customers, many who have become her team members. Lorna says she keeps it simple and focuses on the fundamentals: book, sell and team-build at your parties.

Star Power

Lorna is a big fan of the **Star Consultant program** and the rewards she earns for working her business consistently. “Every quarter, I share all the new prizes with my team and I work with others to help them make a plan and earn,” she says. “I’ve been a Star Consultant for 49 quarters and counting!”

Driving Pink

Lorna just earned the use of her third pink Cadillac® and has driven a Mary Kay Career Car for 13 years.

“I earned the use of my first Mary Kay Career Car as a newlywed when we desperately needed a break from car payments. I love that I brought my twin boys home from the hospital in a pink Cadillac®!”



Learn how you can benefit from the Star Consultant program and Career Car program on *Mary Kay InTouch*®.

Cadillac® is a registered trademark of General Motors LLC.



Independent
Executive
Senior Sales
Director
Alicia Nix
Chino, Calif.

“Mary Kay Ash asked us to sell at our parties, to book follow-up appointments and to offer the Mary Kay opportunity. Everything starts with the skin care party.”

- ♥ Learn how to hold a party and how to close the sale. Watch your Independent Sales Director or a trusted sister Independent Beauty Consultant.
- ♥ Focus on scheduling future appointments. Coach your hostess so that she can help you and maybe start her own Mary Kay business.
- ♥ There’s no reason to reinvent anything. Mary Kay was founded using these steps and they work.

“As an Independent Sales Director since 1980, I have learned so much through my Mary Kay business: loyalty and love for the Company, for my unit and my offspring, as well as honesty and integrity in running my business.”

“I practice the Golden Rule in all aspects of my life, which strengthens me and gives me purpose in spite of any obstacles I face.”

MARY KAY®

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

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MARY KAY INC.

Celebrate Cinderella Moments.

**REGISTER
TODAY.**

Mary Kay InTouch®

MARY KAY SEMINAR 2016

Queens are crowned.
Sales Directors debut.
Cars are earned.
Jewelry sparkles.
It is **MAGICAL.**

SEMINAR DATES:

EMERALD: July 24 – 27

DIAMOND: July 27 – 30

RUBY: July 31 – Aug. 3

SAPPHIRE: Aug. 3 – 6



Dream Catcher

It's time to celebrate your successes, learn from pros and **catch your dream in Dallas at Seminar**. It's four days of fun inside a pink bubble of cheers and thrills. Register on *Mary Kay InTouch® / Events*.



Independence Day

July 4th is near! Why not **celebrate your independence as a Mary Kay Independent Beauty Consultant** with a fun party for your customers! Share your favorite products and your I-story. Now's a great time to ask others to join you and start their own Mary Kay businesses!



Under Construction

Mary Kay InTouch®, your one-stop shop to place orders and get tools to run your Mary Kay business, is getting a makeover. Watch for more details.



Here Comes the Bride

Mary Kay Inc. is the **Official Beauty Sponsor of Brides Live Wedding Web series** that runs May 3 – July 8.

Whether your customer is the bride, in the wedding party or a guest, you can show her a great color look and skin care to help her glow. Find inspiration and color how-tos on marykay.com and on Instagram® **#MarryKay!**



inside THIS ISSUE

Man, Oh Man

Father's Day is June 19! Honor him with a **new fragrance, MK High Intensity Ocean™**. Plus, discover other great gifts to help you sell!
pages 2-4

Repair Pro

TimeWise Repair® Volu-Firm® Set is a fan favorite. Learn more about this premium skin care along with selling tips from a pro. Bonus! Get a **TimeWise Repair® Deluxe Mini Set FREE** in June with a \$250 wholesale Section 1 order.
page 5

Lives Enriched

Independent Senior Sales Director Melissa Gulotta shares her path to greatness and why Seminar is a "can't miss" event.
pages 6-7

Beauty MVP

Your skin care customers may need **extra attention**. Here's a product array that can help them look great and help you increase sales.
pages 14-15

Make Some Noise.

Get ready. In July, we celebrate you and all your awesomeness! Discover the **magic of Seminar 2016**.
pages 16-17

Hit Re-Fresh for Summer.

Seasons change and so do your customers' needs. **Add sizzle to your sales** with these products.
pages 18-19

Party Power

Book ... Sell ... Team-Build. **It all starts at the skin care class**. Learn how **two successful Independent Sales Directors** focus on the basics to get maximum results.
pages 20-21

NEW!

MK High Intensity Ocean™

For the man who's energized by the freedom of open waters and blue skies. Take a deep breath and dive in.

TOP NOTES: SEA MIST ACCORD, ITALIAN BERGAMOT, GREEN MANDARIN, JUNIPER BERRY and GINGER SPICES

MIDDLE NOTES: NUTMEG, GERANIUM and WATER FRUITS

BOTTOM NOTES: PATCHOULI, OAK MOSS and WHITE AMBER



Who's Your Customer?

Men of all ages will appreciate this **fresh, citrus-marine fragrance**. Its refreshing scent is sure to be a hit during warm summer months. It's a great gift for Father's Day, special occasions and just because!

Sample It!

Who can resist a great scent for their guy? Include samples in product orders and at parties. **MK High Intensity Ocean™ Cologne Spray Sample Cards, \$3.50 (12/pk.)**. Available on Section 2 of the Consultant order form.

More MK High Intensity® Scents!

MK High Intensity® Cologne Spray, \$40

An ambery oriental fragrance with top notes of Ice Black Fennel and Silver Sage. Middle notes of Black Tea and Violet Leaf. Bottom notes of Royal King Wood and Amber.



Limited-edition†
MK High Intensity Ocean™
BEACH TOWEL
 makes a great gift.

\$5* with the purchase
 of MK High Intensity Ocean™
 Cologne Spray and Hair and Body Wash,
 a \$62 suggested retail value (excluding tax)



NEW!

MK High Intensity Ocean™
 Cologne Spray, \$42

NEW!

Limited-Edition†
 MK High Intensity Ocean™
 Hair and Body Wash, \$20

Catch a Sea of Sales.

- It's **gifting season** – a great reason to contact your customers.
- Men typically get fragrance gifts from the women in their lives.
- Men gravitate toward lighter fragrances in the summer.
- Men's fragrance sales are booming.



MK High Intensity®

Sport Cologne Spray, \$40

Top notes of Gin Berry, Icy Bergamot and a shot of Liquid Oxygen Accord. Middle notes of Cool Cardamom, Crushed Mint Leaf and Violet Pepper. Bottom notes of Wild Birch Bark and Amber.



Get HIM to #GlowAndTell.

The #GlowAndTell Challenge is not just for ladies! Husbands, dads and brothers want to look good too. Introduce **MKMen®** skin care, and let them see and feel the difference.



Gift Sets = a Home Run

Your customers will love the convenience of gift sets for the guys. You benefit from additional sales. Make them even more special when you wrap gifts in cello bags, ribbon or containers found at discount stores.

**FATHER'S DAY
IS JUNE 19!**
Offer your customers gifts
he'll love!



\$27

Good

Daily Double†

Part No. 10-080382

For an everyday super smooth shave, it takes two to make it right. One helps soften, the other helps soothe.

- MKMen® Shave Foam
- MKMen® Cooling After-Shave Gel



\$50

Better

Dynamic Duo†

Part No. 10-080381

Superhero products leave skin feeling firm and help reduce the look of fine lines.

- MKMen® Advanced Eye Cream
- MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*



\$83

Best

Ultimate Grooming Set†

Part No. 10-092884

Skin-loving products with a super sporty cologne create the ultimate gift for the ultimate guy.

- MKMen® Shave Foam
- MKMen® Daily Facial Wash
- MK High Intensity® Sport Cologne Spray
- MKMen® Cooling After-Shave Gel

MKMen® Skin Care Regimen†

Part No. 10-093886

Smoothed. Soothed. Protected. Clean face solutions for every man.

- MKMen® Daily Facial Wash
- MKMen® Shave Foam
- MKMen® Advanced Eye Cream
- MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*

\$78



Score With These Business Tools.

Men's eCatalog. You can forward it and follow up a few days later to encourage sales.

Social Publisher. Share a **Facebook®** post, and encourage your customers to order.

Video Lounge. Learn more about products and selling ideas.

TimeWise Repair® Volu-Firm® Set

Restore what was lost, and lift away the years with this scientifically innovative regimen.

- Look of deep lines and wrinkles is reduced.
- Lifted facial contours appear restored.
- Youthful volume is recaptured.
- Even skin tone is revealed.
- Vital moisture is replenished.

Foaming Cleanser, Lifting Serum,
Day Cream Sunscreen
Broad Spectrum SPF 30,*
Night Treatment With Retinol,
Eye Renewal Cream



Size
is not
to scale.

\$205



JUNE Offer!

JUNE 1 - 30: Get a **free**
TimeWise Repair® Volu-Firm®
Deluxe Mini Set with a **single \$250**
wholesale Section 1 order.

After the June promotion, this **Deluxe Mini**
won't be available to order until
Aug. 16, 2016. Place your order now,
and receive your free set! Limit one
per Independent Beauty Consultant.



Independent
Sales Director
**Shari
Kirschner**
Chesterton, Ind.

Selling Tips!

Shari loves introducing her customers to *TimeWise Repair® Volu-Firm® Set*. Since it launched, she's sold more than 200 sets. It's **easy as 1-2-3.**

- 1. Build trust.** I ask questions to better understand my customer's skin care needs. Once she feels comfortable, she's more likely to trust my suggestions.
- 2. Offer options.** Since *TimeWise Repair®* is for more advanced signs of aging, I'm careful in my approach. I explain the benefits of the *TimeWise® Miracle Set®* and the *TimeWise Repair® Set*, and let her choose.
- 3. Overcome cost concerns.** Your customer may think the set is expensive, but when she understands the technology and benefits, and she compares similar products on the market, she'll realize it is a fair price. Also, I advise her a little goes a long way.

Path to Greatness



Independent Senior Sales Director
Melissa Gulotta, Port Allen, La.



From an early age, Melissa Gulotta was destined to have her own Mary Kay business. "My mom used *Mary Kay*® products, so I always knew the products were fabulous," she says. Fast-forward 10 years to when Melissa was invited to a Mary Kay event during her freshman year in college. While she already loved the products, what impressed her most was the fun and positivity of the Independent Beauty Consultant holding the party. "I was totally intrigued and wanted to be a part," she says.

In addition to school, Melissa was working 40-60 hours a week at a country club. "I signed up to be an Independent Beauty Consultant," she says. "It was tough to go to school and work so many hours. My Mary Kay business gave me the three Fs – fun, flexibility and funds."





Born to Lead

It didn't take long until Melissa realized she wanted to move up the Mary Kay career path and become an Independent Sales Director. **"Independent National Sales Director LaRonda Daigle** is my mentor, and she'd tell me to 'step into the vision you have for yourself,'" Melissa says. "Every time I heard that, I could feel in my heart that I was meant to make a difference in the lives of others. I chose to be an Independent Sales Director because it was the leadership role I needed to make a bigger impact. I will always be grateful to LaRonda for showing me the vision and setting a standard of excellence to follow."

Melissa started working toward becoming an Independent Sales Director in 2009, right after she got engaged. "It was the right time to put the pedal to the metal and GO! My Mary Kay business has always been based on skin care parties, skin care parties and more skin care parties. I did – and still do – hold lots of skin care parties. It helps put me in front of people, which helps me grow sales, grow my team and grow as a leader. I think everything great in my business exists because of my skin care parties."



Favorite Seminar: Definitely last year! I debuted as part of the LaRonda Daigle National Area, earning the Triple Star Achievement Award for reaching the Court of Personal Sales, Court of Sharing and Circle of Achievement!



Power of Seminar

Melissa is a strong believer in the power of attending Mary Kay events. "Seminar is definitely where my dream took off," she says. "I was able to see the bigger picture of what my Mary Kay business could be. It is mind-blowing to see how Mary Kay Ash's dream is passed on to so many women and inspires them to take that next step. In the process, countless lives are changed. Leaders and emerging leaders attend Seminar. Period."

Nothing Stops Melissa From Attending Seminar. Not Even ...

- In 2011, she attended just three weeks after being involved in an accident where she endured second- and third-degree burns on her face, chest and arms. "That did not stop me from walking across the Seminar stage as a member of the Sales Director Queen's Court of Personal Sales," she says.
- In 2012, she packed up and headed to Dallas three weeks after giving birth to her first child.
- In 2015, she was back again – this time, three weeks before her second baby was due.