

MARY KAY

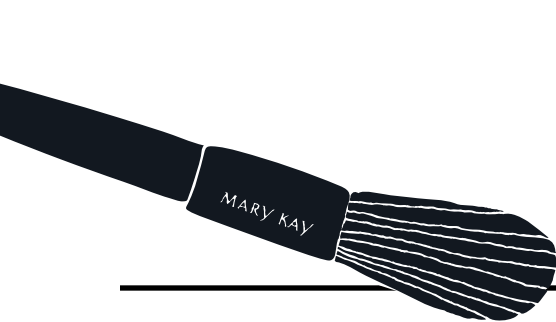
JULY 2018

applause®



Seminar Bound!

July 1 is the last day to register online! Dates and details on Page 2.



JULY *Dates*



1

Seminar 2018 registration, special needs request, cancellation and hotel reservation deadline at 11:59 p.m. Central time.

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

Seminar 2019 contest period begins.

2

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

3

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

4

Independence Day. All Company offices closed. Postal holiday.

17

Last day to enroll online for the Fall 2018 *Preferred Customer Program*SM mailing of *The Look*, including an exclusive sample (while supplies last).

19

Holiday 2018 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

Ruby Seminar begins.

24

Sapphire Seminar begins.

28

Emerald Seminar begins.

30

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

31

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

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.

8/1

Diamond Seminar begins.



“

Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before.

”

Mary Kay

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)

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2018 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



All In!

Share your Mary Kay fun and posts using **#MyMKLife**.



On the Road

We want to sell **1 million sets of TimeWise® Miracle Set 3D™** by Seminar 2018! When we do, we'll celebrate Mary Kay style! What's more, Mary Kay Inc. will **donate \$1 million** to *The Mary Kay Foundation*SM! Join the journey **#TimeWise3D #MaryKay**.



Service With a Smile

This month, thank female veterans and those currently serving in the military. Why not hold a **Red, White and YOU Party** and pamper new faces?

THIS MONTH IN MARY KAY HISTORY



1993

The *Mary Kay*® Museum opens.



1998

The Look consumer catalog is introduced.



Looking great after 20 years!

2011

First time *Mary Kay*® products earn Good Housekeeping Seal.

Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS CONTRIBUTING WRITER: ANUMITA GHOSH ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT CONSULTANT COMMUNICATIONS ASSISTANT: LIZ ESCALANTE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay In Touch*® 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.

See It. Live It. SHARE IT.

MARY KAY SEMINAR 2018

GET THE POWER OF

- the **Products**
- the **Parties**
- the **Prizes**
- the **People**

RUBY: July 20 – 23

SAPPHIRE: July 24 – 27

EMERALD: July 28 – 31

DIAMOND: Aug. 1 – 4



Register today! Sign up under Events on *Mary Kay InTouch*®. Deadline is July 1.

[Register](#) for Seminar 2018 without canceling, and you will receive a **\$70 wholesale/\$140 retail credit** toward your first Section 1 product order placed from July 26 to Aug. 31, 2018.



RECOGNITION

SEMINAR REGISTRATION CHALLENGE

Earn this [gorgeous necklace](#) and bling plus standing recognition at Seminar! Get all the details on *Mary Kay InTouch*® > Contests/Promotions.



♥ Sisters at HEART ♥



FINAL MONTH! NEW FACES TAKE YOU PLACES SEMINAR CONSISTENCY CHALLENGE

MARCH 1 – JUNE 30, 2018

[Earn](#) this beautiful bracelet featuring the power word **SISTERS!** Details on *Mary Kay InTouch** > Contests/Promotions.



“We share ideas and coach each other. And we are blessed to have a friendship where we work hard, then celebrate together.”



INDEPENDENT SENIOR SALES DIRECTOR KRISTEN SPIKER, CHEYENNE, WYO., AND INDEPENDENT SALES DIRECTOR JENNY SIEMONSMA, CONROE, TEXAS

These Mary Kay sisters may live a thousand miles apart, but they believe that the strength of their friendship plays a huge role in their successes. Kristen and Jenny were acquaintances under **Independent National Sales Director Emeritus Linda Scott**, but they became fast friends when they realized they were on the same path.

“I just HAD to earn my first Top Sales Director Trip,” says Jenny. “Kristen and I

were both shooting for that goal, so we supported each other to make sure we both made it.”

“We did it!” says Kristen. “And we had such a blast together, along with our husbands, that we extended our stay and had the time of our lives!” Since then, Kristen and Jenny reunite at every Mary Kay event and have traveled together extensively with their families.

IN IT TOGETHER.

“When you’re an entrepreneur, it’s important to surround yourself with big thinkers and people who will challenge you to do great things,” says Kristen. “We

share ideas and coach each other. And we are blessed to have a friendship where we work hard, then celebrate together.”

“This business is emotional,” says Jenny. “I once heard, ‘Don’t go in your head alone. Take someone with you.’ You need a friend you can trust who knows how this business works, shares your dreams and goals – and who won’t let you off the hook! That’s what I have in my Mary Kay sister Kristen.”

Kristen and Jenny look forward to their Seminar 2018 reunion where they’ll catch up and dream even bigger goals! ♥

Better Starts NOW.



TIMEWISE® MIRACLE SET 3D™, \$110

Includes 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen,[†] (Non-SPF Day Cream also available and sold separately), Night Cream and Eye Cream. Two formulas: Normal/Dry and Combination/Oily.

4 WEEKS

Visible improvement of multiple signs of skin aging in just 4 weeks,* including:

- Fine lines
- Resilience
- Smoothness
- Wrinkles
- Luminosity
- Softness
- Overall appearance



Rosacea? Great news! In a clinical study, women with rosacea¹ showed significant improvement of multiple visible signs of skin-aging attributes,² including fine lines and wrinkles, skin resilience and overall appearance.

¹TimeWise® Miracle Set 3D™ is a cosmetic product and is not intended to treat or cure rosacea.

²Results based on a two-week independent clinical study in which 47 women used the TimeWise® Miracle Set 3D™ twice a day

AFTER 12 WEEKS, AT LEAST 77% OF WOMEN IMPROVED ON EVERY ATTRIBUTE MEASURED.*

The percentages of women who improved on the look or feel of:

- Fine lines – 86%
- Wrinkles – 77%
- Resilience – 94%
- Luminosity – 98%
- Smoothness – 100%
- Softness – 95%
- Overall appearance – 95%
- Evenness of skin tone – 89%
- Clarity of skin tone – 86%
- More-toned skin – 89%

ALSO AVAILABLE

Travel size: TimeWise® Miracle Set 3D™ The Go Set™, \$25 on Section 1.

Two formulas: Normal/Dry, Combination/Oily.

Sample size: TimeWise® Miracle Set 3D™ Sample Sets, \$3, pk./3 on Section 2.



Three complete regimens on one sheet. Two formulas: Normal/Dry or Combination/Oily.

Your Questions ANSWERED

HOW IS AGE MINIMIZE 3D™ 4-IN-1 CLEANSER DIFFERENT FROM TIMEWISE® 3-IN-1 CLEANSER?

You still get the three benefits: skin feels clean, refreshed and exfoliated, plus the new **added benefit of skin looking brighter.**



WHAT ARE THE AGE MINIMIZE 3D™ 4-IN-1 CLEANSER BEADS MADE FROM?

The cleanser includes two types of beads: one made with plant-derived waxes and the other made with polysaccharides. Both are safe and natural solutions well-suited for use in exfoliating skin care formulas. They are biodegradable and safe for the environment.

WHY DO THE AGE MINIMIZE 3D™ DAY AND NIGHT CREAMS HAVE

A SMALLER FILL WEIGHT THAN TIMEWISE® AGE-FIGHTING MOISTURIZER BUT COST MORE?

The *TimeWise® Miracle Set®* included Day Solution Sunscreen Broad Spectrum SPF 35⁺ (1 oz.), Night Solution (1 oz.) and Age-Fighting Moisturizer (3 oz.). The total cost for these three products – two steps in the morning and two steps at night – was \$88.

TimeWise® Miracle Set 3D™ combines the benefits of the moisturizer with the day and night products plus enhances them with our exclusive patent-pending *Age Minimize 3D™* Complex. So you now have the age-defying benefits plus more in two products – one step in the morning with Day Cream SPF 30 Broad Spectrum Sunscreen[†] (1.7 oz.) and one step at night with Night Cream (1.7 oz.) – for a total of \$64.



ARE THE DAY AND NIGHT CREAMS MOISTURIZERS?

Yes. While it is a name change from the *TimeWise®* Age-Fighting Moisturizer, both products provide moisturizing benefits for 12 hours.

HELP IS HERE! Find everything you need including product information tools, education and resources to help you sell on *Mary Kay InTouch®* > [Product Central](#)

FACE TIME



INDEPENDENT SALES DIRECTOR AMBER FUSSELL KNORR, IRVING, TEXAS

I'm so excited about the new *TimeWise®*

Miracle Set 3D™ and its revolutionary ingredients. I feel like this line positions us to be tops in the industry!

Selling skin care is a vital part of my business. I share with my customers my past skin struggles and the pride I have in my glowing skin. I explain how their skin concerns can be addressed – just like mine were!

Focus on sets. Customers who purchase sets tend to be more loyal because they see the most improvement in their skin. That loyalty leads to:

- Excitement when you call with a new product for them to try.
- Eagerness to book again and discover what's new.
- Sharing their skin care "bestie" (me!) with their friends.

All of this can lead to more income, bracelets, Star Consultant prizes, recognition, team members, and most importantly, happy customers for life!

Use the products! When you do, you

know how each one makes your skin look and feel. You can share your enthusiasm with your customers and help them make their best choices.

Keep learning. I love having tools like ***Skin Care Confident*** and ***Color Confident*** on *Mary Kay InTouch®*. Even after 12 years, I learn new things. This keeps me in the know on the latest products, industry trends and buzzwords. Ongoing education, personal experience, honest input and having your Independent Sales Director as your mentor help you become a confident, knowledgeable and trusted advisor for your skin care "besties" and future new faces. 💖



Gloria Mayfield Banks



Patricia Turker



Kathy Helou



Lisa Madson



Sonia Pérez



Lupita Magaña



Debi Moore



Cindy Williams



Pamela Fortenberry-Slate



Stacy James

TOP 10 NSDs YEAR-TO-DATE

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for March 2018, NSD Area Leadership Development Bonuses, October, February and March Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for February 2018.) 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, 2017, through March 31, 2018.

INNER CIRCLE

\$800,000

Gloria Mayfield Banks
\$607,729
Patricia Turker
600,517

\$650,000

Kathy Helou
\$509,347
Lisa Madson
489,252

\$500,000

Sonia Pérez
\$397,867
Lupita Magaña
395,616

\$400,000

Debi Moore
\$325,857
Cindy Williams
311,691

\$350,000

Pamela Fortenberry-Slate
\$297,194
Stacy James
291,734
SuzAnne Brothers
267,918
Pamela Waldrop Shaw
267,532

\$325,000

Sara Pedraza-Chacón
\$255,551
Dayana Polanco
255,516
Linda Toupin
244,052

DIAMOND CIRCLE

\$300,000

Evelinda Díaz
\$235,799
Dacia Wiegandt
228,097

\$250,000

Ada García-Herrera
\$224,820
Anabell Rocha
223,784
Cyndee Gress
217,178

INNER CIRCLE

Julia Burnett
216,959
Sandy Valerio
214,036
Anita Tripp Brewton
213,772
Julianne Nagle
213,313
Julie Krebsbach
213,007
Kay Elvrum
211,328
Dawn Dunn
207,817
Kristin Myers
206,384
Davanne Moul
202,311
Paola Ramírez
199,798
O'Nelly Encarnación
199,285
Kerry Buskirk
196,352
Lia Carta
195,028
Mary Estupiñan
192,336

\$200,000

Lily Orellana
\$182,561
Mayuli Rolo
182,329
Sonia Bonilla
181,992
Sue Pankow
180,784
Rosibel Shahín
179,718
Connie Kittson
179,608
Kimberly Copeland
179,044
Gloria Báez
175,615
Yosaira Sánchez
172,176
Cindy Fox
167,584
María Monarrez
166,981
Valerie Bagnol
157,639
Scarlett Simpson
155,095

Shannon Andrews
153,215
Morayma Rosas
152,044

GOLD CIRCLE

\$150,000

Lorraine Newton
\$149,021
Alicia Lindley-Adkins
148,190
Susan Hohlman
148,112
Jan Thetford
145,894
Lisa Allison
140,817
Monique Balboa
140,789
Kim McClure
140,693
Tammy Crayk
138,901
Rebecca Evans
137,947
Leah Lauchlan
135,626
Joanne Bertalan
134,084
Yvonne Lemmon
133,145
Noelia Jaimes
132,695
Alma Orrostieta
131,963
Evitelia Valdez-Cruz
131,218
Pam Klickna Powell
130,591
Somer Fortenberry
129,364
Cathy Bill
128,344
Janis Z. Trude
126,857
Kym Walker
125,752
Debra Wehrer
125,168
Michelle Sudeth
124,591
Luzmila Abadia Carranza
123,833
Juanita Gudiño
123,568
Alia Head
123,191
Gladis Elizabeth Camargo
122,144
Auri Hatheway
121,759
Pam Higgs
121,668
Pam Ross
120,491
Gay Hope Super
119,598
Diane Mentipty
119,292
María Flores
118,234
Kirk Gillespie
117,699
Kristin Sharpe
116,691
Lynnea Tate
116,059
Brenda Segal
115,627
Crystal Trojanowski
114,576

Kate DeBlander
113,193
Pamela Tull
112,801
Deb Pike
112,501

\$125,000

Marilyn Marte de Melo
\$112,323
Bianny Ramírez
111,580
Noemi Jaimes
111,004
Roxanne McInroe
110,505
Rosa Bonilla
109,697
Glinda McGuire
107,765
Lupita Díaz
107,348
Annaka Krafka
106,783
Dawn Otten-Sweeney
105,755
Diana Sumpter
105,399
Sharon Buck
104,577
Elizabeth Muna
103,679
Mairelys López
103,650
Alejandra Zurita
103,379
Gena Rae Gass
103,288
Gina Rodríguez-Orriola
102,641
Lynne Holliday
102,516
Diana Heble
102,119
Nancy Osborn
102,006
Brittany Kaps
101,689
Ruth Everhart
100,745
Elizabeth Sánchez
100,471
Vicki Jo Auth
100,093
Phyllis Pottinger
99,023
Marixa González
98,992
Carmen Hernández
98,977
Lara McKeever
98,193
Sue Wallace
97,596
Enma Bermeo
96,604
Julia Mundy
95,654
Angie Day
95,644
Virginia Rocha
95,187
Shelly Gladstein
94,537
Heather Carlson
94,383
Robin Rowland
94,369
Heidi Goelzer
93,838

MONTHLY COMMISSIONS AND BONUSES

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

RUBY

Cindy Williams*
\$39,529
Stacy I. James**
33,553
Linda C. Toupin
33,110
Sandy Valerio*
24,920
Anabell Rocha*
24,421
Julie Krebsbach*
23,782
Mary Estupiñan*
23,521
Kim L. McClure
23,093
Gloria Báez*
20,501
Cindy Fox*
19,852
Lia Carta**
19,695
Jan L. Thetford
18,803
Tammy A. Vavala
18,790
Crystal Trojanowski
17,878
Gena Rae Gass
17,037
María Flores
15,551
Brenda Segal*
15,457
Lara F. McKeever
15,327
Michelle L. Sudeth*
15,161
Brittany Kaps*
15,006
Kate DeBlander
14,973
Juanita Gudiño
14,820
Deb Pike
14,700
Annaka Krafka
14,130
Cecilia C. James
14,072
Virginia S. Rocha
13,339
Bea Millsagle
13,082
Nancy J. Osborn*
12,973
Donna B. Meixsell
12,523
Mirna Mejía de Sánchez
12,325
Patty J. Olson
12,191
Jo Anne Barnes
12,144
Elizabeth Muna*
11,842
Thea Elvin
10,638
Kathy Rodgers-Smith
10,301
Carmen Hernández*
10,238

SAPPHIRE

Kathy Helou***
\$55,803
Lupita Magaña**
44,781
Debi R. Moore*
38,561
Sara Pedraza-Chacón*
33,436
Davanne D. Moul*
33,253
Pamela A. Fortenberry-Slate*
31,799
SuzAnne Brothers*
30,848
Cyndee Gress*
28,641
Valerie J. Bagnol*
25,472
Kristin Myers*
24,409
Paola Ramírez
23,939
Kimberly R. Copeland
22,938
Lorraine B. Newton
22,105
Alicia Lindley-Adkins*
22,082
Somer Fortenberry
20,313
Scarlett Simpson*
19,500
Gladis Elizabeth Camargo*
19,283
Morayma Rosas
19,256
Alejandra Zurita
17,666
Diane L. Mentipty
17,142
Phyllis Pottinger*
16,762
Janis Z. Trude
16,092
Debra M. Wehrer
16,031
Alma Orrostieta
15,513
Krista Warner
14,643
Lupita Díaz
14,399
Heather A. Carlson
13,930
Evalina Chávez
13,873
Elizabeth Sánchez
13,835
Dawn Otten-Sweeney
13,698
Glinda McGuire*
13,439
Diana Heble
13,410
Angie S. Day*
13,078
Avelyn R. Smith
13,017
Mia Mason Porter
11,968
Cathy E. Littlejohn
11,860

Monthly Commissions and Bonuses, cont.

Ruth L. Everhart	Marilyn Marte-de Melo
11,695	13,924
Elaine Kimble Williams	Yudith Pupo
11,542	13,893
Sylvia Kalicak	Bianry Ramirez
11,529	13,741
Maribel Barajas	Crisette M. Ellis
11,255	13,667
Julie Weaver	Sue Wallace
11,229	13,253
LaRonda L. Daigle	Jill D. Davis
11,019	13,012
Kelly McCarroll	Sabrina Goodwin Monday
10,729	11,431
Tina Hulsman	Carol Lawler
10,461	11,029
Jeanie M. Tamborello	Diane Bruns
10,182	10,950
Maggie Nevarez*	Caterina M. Harris Earl
10,069	10,748
	Roya Mattis
	10,603

EMERALD

Patricia Turker**
\$79,536
Gloria Mayfield Banks***
76,396

Sonia Pérez**
46,872

Dayana Polanco*
40,842

Evelinda Díaz*
37,758

Anita Tripp Brewton*
30,595

Julianne Nagle*
30,170

Ada García-Herrera*
28,726

Rosibel Shahin*
27,727

Dacia Wiegandt*
26,888

Sonia Bonilla
24,879

Tammy Crayk
22,902

Mayuli Rolo*
22,457

Kerry Buskirk*
21,286

Kym A. Walker*
21,135

Gina Rodríguez-Orriola
20,211

Cathy Bill*
19,634

Joanne R. Bertalan*
19,607

Pam Klickna Powell
18,370

Pamela Tull
17,953

Luzmila Abadia Carranza*
17,078

Monique Balboa
16,013

Pam I. Higgs
15,942

Auri Hatheway
15,569

Noemi C. Jaimes
14,499

Noelia Jaimes*
14,357

Kirk Gillespie
14,212

Kathy P. Oliveira
14,148

Natalie Privette-Jones
13,934

DIAMOND

Lisa Madson*
\$59,672

Pamela Waldrop Shaw**
32,615

Julia Burnett*
29,326

O'Nelly Encarnación
28,345

Dawn A. Dunn*
27,370

Lily Orellana
25,641

Kay E. Elvrum
24,997

Kristin Sharpe
22,826

Sue Pankow
22,816

Maria Monarrez
22,685

Susan M. Hohlman*
21,553

Lisa Allison
20,968

Yosaira Sánchez*
20,925

Connie A. Kittson*
20,372

Leah Laughlan
19,708

Shannon C. Andrews*
18,547

Rebecca Evans*
17,163

Lynnea E. Tate
16,732

Rosa Bonilla*
16,465

Kaye Driggers
15,933

Diana Sumpter
15,119

Alia L. Head
14,805

Yvonne S. Lemmon
14,442

Vicki Jo Auth
14,336

Julia Mundy
14,201

Pam Ross*
14,059

Robin Rowland
13,991

Evitelia Valdez-Cruz
13,036

Candy D. Lewis	Lynne G. Holliday	Rosa Carmen Fernández
12,858	12,065	11,468
Karen B. Ford	Marixa González	Terri Schafer
12,804	11,873	11,363
Roxanne McInroe	Indhira Jimenez	Joy L. Breen
12,478	11,747	10,925
Sharon L. Buck	Dorothy D. Boyd	Meyra Esparza
12,236	11,514	10,656
Holli Lowe		
12,090		

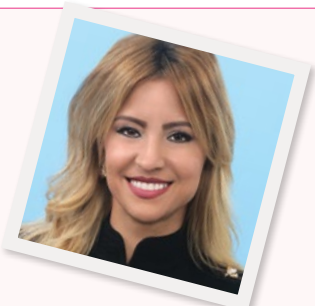
Heidi Goelzer
10,475
Gay Hope Super*
10,260
Enma Bermeo*
10,137
Sandra Chamorro
10,056

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

NEW INDEPENDENT NATIONAL SALES DIRECTOR DEBUTS, MARCH 1, 2018

Congratulations to our newest Independent

National Sales Director Yudith Pupo from the Emerald Seminar.



MARY KAY ANGELS

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in March 2018.



TOP UNIT - ESTIMATED RETAIL PRODUCTION

RUBY, Krystal Downey-Shada, <i>Go-Give Area</i>	\$103,348
SAPPHIRE, Keita Powell, <i>Go-Give Area</i>	\$120,682
EMERALD, Stacey Craft, <i>Go-Give Area</i>	\$105,678
DIAMOND, Tanya Satcher, <i>Go-Give Area</i>	\$93,201

TOP SALES DIRECTOR - PERSONAL SALE

RUBY, Shelley Townsley, <i>S. Valerio Area</i>	\$15,431
SAPPHIRE, Wanda Rowe, <i>Go-Give Area</i>	\$14,474
EMERALD, Linda Klein, <i>Go-Give Area</i>	\$12,235
DIAMOND, Kelly Freeman, <i>K. Ford Area</i>	\$26,774

TOP BEAUTY CONSULTANT - PERSONAL SALES

RUBY, Daphne Lewis, <i>R. Rodstrom Unit, Go-Give Area</i>	\$13,260
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SAPPHIRE, Audrey Cooper, <i>K. Powell Unit, Go-Give Area</i>	\$20,797
EMERALD, Nancy Gowan, <i>M. Rankin Unit, Go-Give Area</i>	\$15,094
DIAMOND, Greg Land, <i>J. Jackson-Street Unit, D. Boyd Area</i>	\$16,967

TOP TEAM BUILDER

RUBY, Sales Director Tassiane Assis, <i>Go-Give Area</i>	29 New Team Members
SAPPHIRE, Sales Director Chelsea Vereen, <i>E. Copeland Area</i>	18 New Team Members
EMERALD, Sales Director Ma Socorro Arriaga Gomez, <i>R. Shahin Area</i>	17 New Team Members
DIAMOND, Susan Macedo, <i>Hyba Unit, Go-Give Area</i>	33 New Team Members

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for March 2018.

RUBY

Maricruz Flores	32
Terry S. Smith	32
Tassiane Assis	29
Lauren N. Bloomer	24
Candace L. Doverspike	22
Sandra Estudillo	22
Isidora Camargo	21
Stephanie L. Coker	21
Thessy N. Nwachukwu	21
Valerie A. Lucio-Polk	20
Sara Platas	20

SAPPHIRE

Yvonne L. Capehart	42
Gloria J. Johnson	41
Tracey A. Fields-Hedrick	38
Patrice M. Smith	31
Missy M. O'Neal	27
Keita Powell	27
Lafreda D. Williams	27
Herendira Garcia	26
Rheanonda R. Johnson Gray	25
Rikki L. Miller	25
Faylene R. Lankford	24

Satarro Purnell	24
Bridget L. Shaw	24
Sarah C. Fraser	22
Maria Montes	22
Katie R. Spellmeier	22
Barbara Jackson	21
Waverly R. Copeland	20
Glennita Grant-Greene	20
Amanda Gustafson	20
Kimberly Leigh Moore	20

EMERALD

Michelle L. Calbert	50
Rachelle Holloway	33
Linda S. Chasten	27
Katy Goldstein	27
Leah L. Bilancione	25
Regina M. Clark	25
Kennetha Shuford Wright	25
Ebon Osaze	24
Liz Voran	24
Lisa J. Charity	23
Delmy A. Aleman Membreno	22
LaKeshia M. Chisholm	21
Gloria Palacios	21

Marvette A. Hill-Harris	20
Ann Shears	20
Emily S. Vijil	20

DIAMOND

Tanya L. Satcher	40
Astrid Pagan	26
Dana Davis-Armstead	24
Coty Maldonado	23
Chelsea N. Smith	23
April C. Hutchinson	22
Taylor A. McKnight	22
LaChelle M. Seleski	20
Monique Tafesse	20

TENACITY AND PERSEVERANCE ARE ESSENTIAL QUALITIES FOR SUCCESS IN BUSINESS

Mary Kay

SAPPHIRE / ZAFIRO

NEW DEBUTS DEBUTES

January/Enero 2018

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



Not pictured/Sin foto: *Lisa C. Adams*, Wharton, N.J., C. Gress Unit; *Tisha Makeda Allen*, Lawrenceville, Ga., A. Wallace Unit; *Regina Angel*, Rantoul, Ill., L. Magaña Unit; *Heather Armer*, Muldrow, Okla., S. Neal Unit; *Tammy Braun*, Hockley, Texas, T. Ceder Unit; *Lourdes Brito Ramirez*, Pasco, Wash., M. Brito Unit; *Sherri Jo Buckner*, Anderson, Mo., K. Campbell Unit; *Jennifer P. Burch*, Desoto, Texas, T. Bowman Unit; *Ana Canul*, Los Angeles, M. Boquin Unit; *Martha Carino*, Bronx, N.Y., S. Magana Unit; *Elvira Cervantes*, Montebello, Calif., M. Boquin Unit; *Hermilia Chay Perez*, Houston, C. Rivera Unit; *Shawnte Clawson*, Tulsa, Texas, J. Dockery Unit; *Jennifer Conerly*, Houston, K. Nichols Unit; *Pamela Dean Culver*, Ludlow, Mass., M. Joy Unit; *Jasmine Davila*, Union, N.J., L. Varin Unit; *Sylvia G. Downing*, Ellicott City, Md., G. Barnett Unit; *Alicia Dianne Durden*, Dallas, Ga., M. Joyce Unit; *Paula M. Fernandez*, Riverside, Calif., F. Bustos Unit; *Reshorna Fitzpatrick*, Chicago, B. Rogers Unit; *Veronica Flores*, Stockton, Calif., B. Gallardo Unit; *Gloria Cruz Garcia*, Hot Springs, Ark., A. Arroyo Unit; *Joseline Anabella Garcia*, Oakland, Calif., L. Villalpando Unit; *Tonya K. Gary*, Mineral Wells, Texas, L. Stehle Unit; *Kimberly Gasper*, Olive Branch, Miss., B. Stephens Unit; *Myrna Elaine Gomez*, Mount Vernon, N.Y., K. Diaz-Harris Unit; *Hannah Gonzalez*, Denver, K. Plantan Unit; *Karen D. Grant*, Arlington, Va., L. Williams Unit; *Wenhemina Quintetta Greenfield*, Dudley, N.C., K. Smith Unit; *Hermania Guzman*, Jersey City, N.J., O. Mendoza Unit; *Uby Hernandez*, Los Angeles, L. Ramirez Unit; *Kelcee LaShae Hillis*, San Antonio, N. Koenig Unit; *Patricia Infante*, Houston, L. Garcia Unit; *Lisa Janz*, West Milford, N.J., D. Miller Unit; *Janice L. Jewett*, Portage, Mich., M. White Unit; *Cleopatra Jones*, Columbus, Miss., C. Matthews Unit; *Kaitlyn Lea Jones*, Greeley, Colo., M. Hice Unit; *Melanie Caroline Jordan*, North Pole, Alaska, L. Rowsey Unit; *Viviana T. Kesel*, Charlotte, N.C., N. Marino Unit; *Angela Marie King*, Erie, Pa., S. Zavoda Unit; *Clarissa K. Klugh*, Stockbridge, Ga., K. Cleveland Unit; *Suzanne Townsend Lee*, Columbia, S.C., M. Yoder-White Unit; *Sylvia Ann Locklear*, Fayetteville, N.C., C. Altman Unit; *Rebekah Revels Lowry*, Saint Pauls, N.C., C. Altman Unit; *Dorothy Lucas*, Waverly Hall, Ga., S. Thurman Unit; *Courtney McCarley*, Leonard, Texas, W. Copeland Unit; *Brandi Nicole McCasland*, Morton, Texas, J. Dockery Unit; *Marla D. McVay*, Oil City, Pa., B. Dahle Unit; *Rikki Lynn Miller*, Omaha, Ark., K. Spellmeier Unit; *Luz Veronica Miranda*, Denver, M. Zarazua-Juarez Unit; *Priscila Norzagaray*, Smyrna, Ga., B. Arellano Unit; *Eliana Fabiola Ornelas*, Oakland, Calif., M. Vargas Unit; *Maribel Orozco*, San Bernardino, Calif., M. Aguayo Unit; *Blanca Ortiz*, Humble, Texas, M. Sanlucas Unit; *Maria Piron*, Denver, D. Ponce Unit; *Maria D. Portillo Flores*, Houston, F. Maldonado Unit; *Taylor Presley*, Raleigh, N.C., W. Presley Unit; *Maria G. Renteria Herrera*, Oakland, Calif., N. Vargas Unit; *Manuela Rivas*, Grand Prairie, Texas, E. Obregon Unit; *Jessica Rodriguez*, Houston, M. Coyote Unit; *Berta Salazar*, Marietta, Ga., S. Kirchhoff Unit; *Karen Genice Salters*, Belden, Miss., P. Smith Unit; *Melanie Schwartz*, St. Louis, Mo., J. Schultz Unit; *Dorothy M. Solomon-Weston*, Portsmouth, Va., M. Fernandez Unit; *Michelle Lea Anne Stone*, Summerville, Ga., A. Hall Unit; *Amber Cierra Turner*, Effingham, S.C., A. Hollifield Unit; *Gabriela Valdez*, Conroe, Texas, D. Leon Unit; *Teresa De Jesus Ventura*, Indianapolis, F. Maldonado Unit; *Sandy Mae Wesoloski*, Sturgeon Bay, Wis., J. Neal Unit; *Sharon F. Whetzel*, Broadway, Va., L. Jones Unit; *Elaine Vivian Williams*, Brooklyn, N.Y., G. Nicholas Unit; *Mae Florence Williams*, Norfolk, Va., A. Lafrance Unit; *Toni H. Winters*, Orlando, Fla., M. Mason Porter Unit; *Arleda L. Wright*, Fresno, Texas, J. Conant Unit; *Socorro Zurita*, Mission Hills, Calif., A. Zurita Unit.

DEAN'S LIST

LISTA DEL DECANO

March/Marzo 2017

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

Not pictured/Sin foto: *Erica M. Bridgeman*, Laurinburg, N.C., K. McCarroll Area.



Beatriz M. Rangel
Sylmar, Calif.
Sapphire Go-Give Area
Sapphire Seminar



Michelle M. Dominiak
Smithville, Mo.
Emerald Go-Give Area
Emerald Seminar



TRIPLE CROWN

TRIPLE CORONA

March/Marzo 2017

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

Not pictured/Sin foto: *Erica M. Bridgeman*, Laurinburg, N.C., K. McCarroll Area.



Beatriz M. Rangel
Sylmar, Calif.
Sapphire Go-Give Area



Maria Smith-Harriott
Saint Albans, N.Y.
V. Bagnol Area



HONORS SOCIETY

SOCIEDAD DE HONOR

March/Marzo 2017

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



Maria Smith-Harriott
Saint Albans, N.Y.
V. Bagnol Area

FABULOUS 50s

FABULOSOS 50

September/Septiembre 2017

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

Not pictured:/Sin foto: Lorena Marquez, Aurora, Colo., M. Rosas Area, Mireya Romero, Riverside, Calif., L. Magaña Area.

ON THE MOVE

EN ACCIÓN

January/Enero 2018

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

Lisa C. Adams	Melanie C. Jordan
Heather Armer	Clarissa K. Klugh
Lourdes Brito Ramirez	Rebekah R. Lowry
Ana Canul	Rikki L. Miller
Elvira Cervantes	Priscila Norzagaray
Herminia Chay Perez	Eliana F. Ornelas
Pamela D. Culver	Maribel Orozco
Jasmine Davila	Melanie Schwartz
Paula M. Fernandez	Dorothy M. Solomon-Weston
Tonya K. Gary	Michelle L. Stone
Uby Hernandez	Gabriela Valdez
Lisa Janz	Elaine V. Williams

GRAND ACHIEVERS

GRAN GANADORAS

March qualifiers/Calificadas en marzo 2018

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Karin J. Adkins
Odalys Alonso*
Veronica Araiza
Anita Arvo*
Gailann V. Baptiste
Nicole A. Bauer
Fatima A. Bawayan*
Sherrian Beagle*
Jane F. Beatty
Laura Bermejo
Jane F. Bilyeu*
Ann Blush*
Maria P. Brickner-Olson*
Lisa C. Brown*
Taliah R. Brown-McCoy
Leshia F. Bryant
Ana Canul
Rafaela Y. Ceron Roblero
Elvira Cervantes
Sharon Charles-Plummer*

Angel R. Cruz Garciguirre*
Pamela D. Culver
Sallie L. Davis
Cindy Draghicchio*
Jan Drew*
Meredith A. Edwards*
Tricia A. Gallagher
Tonya K. Gary
Lana T. Gaydon
Ruth Gorman*
Wenhemia Q. Greenfield
Ella R. Ham*
Yolanda Headley
Estela Hernandez*
Yudid Hernandez
Guillermina Hernandez
d Shelat*
Lynda Hollandsworth*
Renee A. Howard
Ann M. Ivers*
Barbara Jackson
Sheri Jacobs
Laurie A. Johnson*

Grand Achievers, cont.

Melanie C. Jordan
Cindy S. Koenig
Laura Leamon
Aracely Martinez
Priscilla J. McCallum
Claudia I. Mendoza*
Evette Y. Meyer*
Rikki L. Miller
Robyn Miller*
Kylie E. Mims
Jane Minor*
Carla R. Mitchell
Kimberly S. Moore
Christina N. Newsome*
Angela A. North
Corliss M. Oates
Maria D. Perez
Renee J. Pirtz
Hannah B. Price
Jessica R. Reed*
Barbara Reim
Ceila J. Reyes
Deanna R. Richardson

Wanda Rowe*
Henrietta Rutherford
Jessica E. Sanders*
Yolanda R. Sherrod
Jennifer Sloan
Elaine Steinheiser*
Crystal A. Terry
Sue Tomte*
Cynthia Urig
Doreen P. Walker
Debra L. Wallace
Brenda S. Warren
Lisa Warrington
Lisa M. Zimmerman

CONSULTANTS/ CONSULTORAS

Kishma Bryan
Olive Gordon
Tamara L. Sjolander

* Denotes requalified driver.
* Denota conductora recalificada.

FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

March/Marzo 2018

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

Iraís Aguilar
Barbara L. Alexander
Martha D. Alexander
Cynthia J. Alston-Atwater
Denise R. Anderson
Lauren T. Armstrong
Juanita N. Avalos
Serica Bell
Tonya M. Bennett
Lori J. Bentz
Leticia Bolanos
Ashley Boudreaux
Kayla N. Brasel
Jolivia K. Brown
Diana Buelto
Amanda R. Burke
Lala L. Bursiaga
Ana M. Caballero
Gerry Cain
Bronwyn A. Capel
Melissa D. Caro
Yadira E. Caro
Erika Carrillo Lopez
Jennifer J. Carruth
Tanya Causey
Kelly A. Cenknier
Guadalupe Chaidéz
Alethia W. Chambers
Michelle L. Charping
Maria V. Chicaiza
Rocio Contreras
Audrey R. Cooper

Jennifer Cooper
Deborah A. Cousino
Carly Crum
Denise E. Cruz
Christopher R. Cunningham
Barbara J. Dandro
Itzel M. De Santos Hernandez
Rosalba Delgado
Leslie Dent
Darling Deronette
Sharon D. Dew
Marilu J. Dominguez
Viola T. Dorrell
Denese Dunn
Jamie Eigner
Leticia Enriques
Lynda Fedorchak
Sylvia Fields
Angel L. Foster
Ophrie Gaines
Esmeralda Garcia
Maria Garcia
Kara Gehring
Danielle George
Sarah L. Gibbs
Daphne M. Gibson
Katrina Golden
Leidy D. Gomez
Trudy Goodman
Wendy Gunter
Natalie Gustave
Linda R. Gwinn

Red Jackets, cont.

Arnica L. Hamilton
Shayla A. Hardbarger
Jacquelyn C. Harris
Paula S. Harris
Rosa Herrera
Elisabeth Hileman
Brad Housden
Adriana Houser
April M. Hudnall
Tara Hudnall
Abigail Hull
Trenda K. Hurt
Adrienne I. Jacobs
Elizabeth James
Michelle O. Jean-Charles
Ashlie Johnson
Myra J. Jones
Teresa Jones
Jacqueline Kalbaugh
Jamie F. Keefer
Marilynne Kilchris
Bethany Kinney
Vanessa L. Jones
Mellinda Lanier
Jeanette M. Lansinger
Jessica L. Lee
Adriana M. Lewis
LaZandra C. Lewis
Yolanda Lomeli
Michelle Loudermilk
Whitney L. Lowe
Alyssa Lucas
Laticia Lynch
Jenna Mall
Amie J. Manz
Miriam Marquez
Vickie L. Mathis
Gayle Mattingly Townsend
Jacqueline F. McCants
Kendaysha S. McClelland
Orrice D. McCray
Renee L. McGavin
Elsa V. Medrano
Rebecca Meese
Irma Melendez
Marian G. Melvin
Rae M. Miller
Soledad Miranda
Marta L. Molina
Tonya Moore
Jessica R. Morales
Crystal L. Moreau
Shawna Morris
Latrice C. Morrow
Kara R. Muskrat
Shelley D. Mustain
Pamela P. Nunley
Kasey A. O'Neill-Bowers
Kimberly Occhino
Whitney N. Olea
Angela Oree
Jackeline Orellana
Erica F. Patton
Natalina Perez Vasquez
Kendra A. Phillips
Karina E. Plascencia
Arian Plemenos

Rosalind M. Pollard
Sherrie Raby
Saima A. Rajwani
Aida Ramirez
Tennile Ramsay
Allison N. Randall
Tina Randall
Jennifer L. Ray
Lucky M. Reeder
Caroline H. Reeves
Maricela Reynaga
April C. Rice
Adriana M. Rios
Libny Rios
Sherrie L. Roberts
Catherine M. Rodhe
Bonnie M. Rogers
Brittany F. Rogers
Leslie Rosales
Maria Rosales
Veronica Rosales
Chasity Roux
Dedra Rupard
Monica Sanchez
Yeimi I. Santa Cruz Jimenez
Patricia Y. Santamaria Rivera
Olivia C. Schmitt
Crystal G. Shottwell
Carrie F. Simmons
Kamila Smith
Quinette M. Smith
Gloria Smith-Sims
Angela M. SoRelle
Kimberly Solomon
Thalia M. Stallworth
Kalissa Stang
Alexis Steenholt
Ashlee B. Stillings
Grace Stone
Ashley W. Taylor
Kaitlyn Torres
Thuy Trang Tran
Brenda J. Upton
Cristian Valdez Luis
Ana J. Valle
Sarah R. Vaughn
Omalia Villalona
Leticia Vivas
Kimberly J. Wahl
Vertrell T. Wallace
LaShae R. Washington
Gail A. Watson
Michele R. Wilcox
April V. Williams
Andrea Wilson
LaTanya Wilson
Christin A. Wright
Ella Wright
Mary E. Wright
Jackie Yamada Wolff
Kara F. Yeatts
Demeatra J. Yowman
Mary Zeno



GOLD MEDALS

MEDALLAS DE ORO

March/Marzo 2018

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

New Team Members/Nuevas integrantes de equipo

141 GOLD MEDALS	Sales Director
Sales Director Meisue Chou	7
123 GOLD MEDALS	Sales Director Elda Ventura
7	
92 GOLD MEDALS	Sales Director Eno Inoyo
5	
83 GOLD MEDALS	Sales Director Sonia Lett
7	
82 GOLD MEDALS	Sales Director Janet Guimet
9	
Sales Director Lorena Ramirez	6
81 GOLD MEDALS	Sales Director Katie Nichols
8	
Sales Director Deborah Riley	8
78 GOLD MEDALS	Sales Director Rosa Sanchez-Duran
5	
77 GOLD MEDALS	Sales Director Maria Duran
11	
Sales Director Patricia Henderson	5
75 GOLD MEDALS	Sales Director Beverly Brown
5	
72 GOLD MEDALS	Sales Director Maria Bautista
5	
65 GOLD MEDALS	Sales Director Estela Hernandez
5	
62 GOLD MEDALS	Sales Director Lidia Cerron
6	
58 GOLD MEDALS	Sales Director Ana Gomez
5	
Sales Director Satarro Purnell	8
57 GOLD MEDALS	Sales Director Hilda Noemi Caballero
6	
56 GOLD MEDALS	Sales Director Beth Becker
5	
55 GOLD MEDALS	Sales Director Ileana Castro
15	
Sales Director Patricia Palomares	5
54 GOLD MEDALS	Sales Director Belle Martin
7	
51 GOLD MEDALS	Sales Director Jennifer Thomas
7	
50 GOLD MEDALS	Sales Director Silvia Lopez
7	
47 GOLD MEDALS	Sales Director Joycelyn Westbrooks
5	
45 GOLD MEDALS	Sales Director Amanda Gustafson
6	
Sales Director Charmaine Williams	6
41 GOLD MEDALS	Sales Director Maria Botello
6	
40 GOLD MEDALS	Sales Director Fatima Bawayan
5	
39 GOLD MEDALS	Sales Director MaryLou Hartman
5	
38 GOLD MEDALS	Sales Director Juana Contreras
14	
36 GOLD MEDALS	Sales Director Yaneth Labra
6	
33 GOLD MEDALS	Sales Director Maribel Terrazas
5	
31 GOLD MEDALS	Sales Director America Alpizar
5	

11 GOLD MEDALS	Sales Director Josefina Barboza
8	
A. Estrada Unit	5
Sales Director Julie Holmberg	5
Sales Director Ashley Wright	16
10 GOLD MEDALS	Sales Director Jodi Allman
6	
Sales Director Yvonne Capehart	5
Sales Director Annette Gordon	5
Sales Director Kerri Ross	5
9 GOLD MEDALS	Sales Director Edna Carson
10	
Sales Director Janeth Montoya	5
8 GOLD MEDALS	Sales Director Cynthia Coakley
5	
Sales Director Megan Joy	5
Sales Director Faylene Lankford	17
Sales Director Claudia Mendoza	10
Sales Director Megan Santos	6
Sales Director Adely Vazquez	5
Sales Director Janice Williams	5
7 GOLD MEDALS	Sales Director Lauren Boscoe
5	
Sales Director Yudid Hernandez	9
Carlene Petrekin,	7
K. Powell Unit	7
Vickie Roach, G. Johnson Unit	8
Sales Director Jarra Tomaszewski	5
Sales Director Robin Tucker	5
Sales Director Doreen Walker	7
Sales Director Stacy Witherspoon	5
Sales Director Janelle Witmer	5
Sales Director Mayra Zamudio	5
Sales Director Radha Zervakos	8
6 GOLD MEDALS	Sales Director Florinda Alfaro
5	
Oliver Gordon,	7
G. Johnson Unit	7
Sales Director Adrienne Hollifield	7
Sales Director Anne Lepeltier	5
Amanda McLean,	5
K. Spellmeier Unit	5
Sales Director Maria Mora	5
Sales Director Martie Roberts	9
Amy Sacher, B. Ashworth Unit	5
Sales Director Ellia Tubbs	5
5 GOLD MEDALS	Sales Director Karin Adkins
11	
Sales Director Veronica Araiza	8
Sales Director Maria Bello	5
Sales Director Laura Bermejo	10
Sales Director Maria Brickner-Olson	5

Sales Director Pamela Culver	6
Sales Director Verlyn Jenkins	5
Sales Director Jordan Palmer	5
Vicki Reeves, S. Comer Unit	6
Sales Director Chelsea Vereen	18
4 GOLD MEDALS	Sales Director Maria Espinosa
5	
Sales Director Victoria Hazen	5
Sales Director Catherine Herman	6
Orla Martinez, L. Valdez Unit	7
Sales Director Priscila Norzagaray	5
Deidre Oliveira, L. Allison Unit	8
Sales Director Steffi Rivera	5
Sales Director Jacqueline Rueda	5
Sales Director Melissa Snyder	6
Mary Jo Stewart,	5
K. Helou Unit	5
Sales Director Twila Walker	5
3 GOLD MEDALS	Sales Director Rafaela Ceron Roblero
5	
Sales Director Suzanne Comer	6
Naomi Curry,	5
M. Ardohain Unit	5
Sales Director Julie Kampf	5
Sales Director Charlene Lawson	5
Carla Lee,	5
R. Johnson Gray Unit	5
Eudene Miller Simmons,	5
S. Charles-Plummer Unit	5
Sales Director Ceila Reyes	5
Bailey Vanderbeck,	6
M. Roberts Unit	6
2 GOLD MEDALS	Kishma Bryan,
G. Johnson Unit	6
Whitney Collins,	8
S. Fraser Unit	8
Sales Director Jessica Crouch	9
Sandra Don Juan,	9
M. Coyote Unit	9
Leanne Farris,	5
S. Fortenberry Unit	5
Sales Director Sarah Fraser	6
Anesia Genaro,	6
L. Huckels Unit	6
Mirna Guzman,	5
R. Hernandez Unit	5
Dorothy Lewis,	5
S. Williams Unit	5
Sales Director Ofelia Mendoza	5
Brenda Parramore-Davis,	7
R. Johnson Gray Unit	7
Sales Director Vernie Phillip	5
Annette Porter, P. Smith Unit	5
Cecilia Rivas,	5
M. Hernandez Unit	5
Gomez Rocio,	5
B. Alvarado Unit	5
Yasmeen Rozier,	6
C. Altman Unit	6

Mackenzie Schodowski,	5
R. Winegar Unit	5
Julie Schorling,	9
T. Hulsman Unit	9
Carrie Simmons,	10
G. Grant-Greene Unit	10
Earnestine Wilson,	6
P. Smith Unit	6
Lori Wunderlich,	11
T. Hulsman Unit	11
1 GOLD MEDAL	Barbara Alexander,
T. Shaw Unit	8
Lauren Armstrong,	5
W. Copeland Unit	5
Christina Babineaux,	5
S. Purnell Unit	5
Morgan Barringer,	5
A. Jackson Unit	5
Tonda Beaty, M. Riley Unit	8
Ashley Boudreaux,	5
J. Guidry Unit	5
Portia Boyce,	5
N. Pettaway Unit	5
Samantha Breckenridge,	5
L. Williams Unit	5
Diana Buelto, C. Rivera Unit	8
Christie Burdines,	5
B. Shaw Unit	5
Bronwyn Capel, J. Shuler Unit	7
Yadira Caro,	6
W. Copeland Unit	6
Emma Carrillo,	6
S. Pedraza-Carrillo Unit	6
Erika Carrillo Lopez,	7
L. Cade Unit	7
Mayra Casillas, C. Huynh Unit	5
Aracely Castro,	5
R. Maldonado Unit	5
Xintong Chor,	5
M. Flanagan Unit	5
Rocio Contreras, C. Reyes Unit	6
Audrey Cooper, K. Powell Unit	8
Daisy Cuevas, O. Rios Unit	5
Darling Deronette,	5
L. Pierre Unit	5
Madison Dollar, D. Gole Unit	8
Leticia Enriquez, L. Diaz Unit	8
Kandace Estepp,	6
S. Fortenberry Unit	6
Kim Evans, B. Shaw Unit	5
Sylvia Fields,	8
T. Fields-Hedrick Unit	8
Alejandra Gaeta,	5
H. Garcia Unit	5
Dana Garay, J. Eicher Unit	5
Leidy Gomez, H. Marrufo Unit	9
Linda Gwinn, Y. Capehart Unit	8
Paula Harris, J. Joyner Unit	8
Susan Irick,	5
M. Claxton-Taylor Unit	5
Freda Isley,	8
W. Greenfield Unit	8
Dewanda Johnson,	6
K. Plantan Unit	6
Myra Jones, B. Jackson Unit	9
Kaitlyn Ketron, J. Earhart Unit	6
Jessica Kozloski,	5
H. Brunner Unit	5
Christy Levo, H. Cornell Unit	5
Alyssa Lucas, M. Dailey Unit	7

Laticia Lynch, C. Colter Unit	8
Miriam Marquez,	8
L. Marquez Unit	8
Angel McCollum, S. Ervin Unit	6
Orrice McCray,	8
T. Fields-Hedrick Unit	8
Lori McDonald, K. Ross Unit	8
Rebecca Meese,	5
R. Moody Unit	5
Trisha Melody,	5
D. Mentiply Unit	5
Sales Director Daina Moore	8
Latrice Morrow,	8
G. Johnson Unit	8
Kasey O'Neill-Bowers,	9
T. Hackett Unit	9
Martha Olayo, E. Gomez Unit	6
Yanira Oliva,	5
B. Llanes de Rivera Unit	5
Nancy Orellana,	5
D. Ponce Unit	5
Tori Ostermiller,	5
K. Henderson Unit	5
Eva Payan,	5
L. Ramirez Unit	5
Arian Plemenos,	8
G. Johnson Unit	8
Coulter Purdum, K. Reno Unit	5
Sherrie Raby,	6
S. McLaughlin Unit	6
Tennile Ramsay,	5
S. Clifton Unit	5
Casey Reddick,	5
A. Gustafson Unit	5
Marta Rodriguez,	5
M. Valle Unit	5
Leslie Rosales, D. Leon Unit	8
Chasity Roux,	5
Y. Capehart Unit	5
Erin Simpson, D. Gole Unit	6
Kayla Smith, K. Smith Unit	5
Quinette Smith, C. Scott Unit	8
Tammy Smith, L. Meier Unit	7
Angela SoRelle, M. Gates Unit	9
Kimberly Solomon,	7
Y. Capehart Unit	7
Angelina Tecuanhuehue,	5
H. Garcia Unit	5
Anna Thompson,	6
J. Thompson Unit	6
Ana Valle, A. Martinez Unit	8
Brenda Velazquez,	6
L. Marquez Unit	6
Haley Villines,	7
K. Spellmeier Unit	7
Joslyn Ware, N. Cargile Unit	8
Tamara Whiten,	5
Y. Capehart Unit	5
Andrea Wilson,	7
C. Wilson-Mayowa Unit	7
Shoneil Wilson,	5
J. Howard Unit	5
Tamara Wilson,	5
C. Wilson-Mayowa Unit	5
Christin Wright,	5
C. Hembree Unit	5
Melissa Young, J. Everts Unit	5
Demeatra Yowman,	8
A. Gordon Unit	8
Mary Zeno, B. Jackson Unit	8

13% CLUB / CLUB DEL 13%

March/Marzo 2018

The top 25 independent sales force members in the **Sapphire** 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 **Zafiro** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en marzo.

Sales Director Joyce M. Conant	\$3,524	Sales Director Katherine L. Longley	1,490
Sales Director Faylene R. Lankford	2,389	Sales Director Isela Martinez	1,476
Sales Director Keita Powell	2,300	Sales Director Delia Ponce	1,465
Sales Director Vicki Piccirilli	2,285	Sales Director Cynthia S. Sheppa	1,458
Sales Director Kimberly Leigh Moore	1,798	Sales Director Sarah C. Fraser	1,456
Sales Director Trisha Taylor	1,786	Sales Director Kelly I. Brock	1,411
Sales Director Brooke E. Bennett-Young	1,717		
Sales Director Flor D. Maldonado	1,692		
Sales Director Lorena P. Ramirez	1,682		
Sales Director Tracey A. Fields-Hedrick	1,612		
Sales Director Bridget N. Howerton-Adams	1,559		
Tamara L. Sjolandar,	1,550		
M. O'Neal Unit	1,531		
Sales Director Cheryl Bower	1,527		
Sales Director Tess D. Caldwell	1,510		
Sales Director Jeanette M. Thompson	1,510		
Sales Director Brenda Thomas	1,499		
Sales Director Marita W. Campbell	1,498		
Sales Director Yvonne L. Capehart	1,491		
Sales Director Reyna V. Alvarado Rivera	1,491		

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

March/Marzo 2018

The top 100 Independent Sales Directors in each Seminar area based on their March 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de marzo de 2018.

RUBY/RUBÍ

Krystal Downey-Shada	\$103,348
Heather A. Daniel-Kent	91,780
Susan Moore	82,614
Maureen Shipp	78,517
Christy Huber	77,624
Lisa Hansen	72,190
Thessy N. Nwachukwu	72,189
Terry S. Smith	67,768
Ginger J. Benedict	66,197
Diane K. Lundgren	66,042
Patti Cornell	65,354
Kali DeBlander Bringham	64,548
Kaela L. Steinman	64,250
Candace L. Doverspike	61,537
Sherri Ammons	59,854
Lisa Anne Harmon	58,726
Tracey L. Chavez	58,155
Amy C. Schule	57,969
Kellie L. Valerio	57,817
Gale H. Dennison	57,466
Barbara Pleet	57,451
Lauren N. Bloomer	57,296
Elizabeth A. Kramer	56,664
Marnie R. Yunger	56,343
Valerie A. Lucio-Polk	56,071
Lisa V. Bauer	56,053
Carmen J. Felix	55,874
Donna Clark-Driscoll	55,536
Ryan A. Rives	55,144
Sandra Estudillo	54,692
Paula M. Kirkpatrick	54,358
Laura V. Middleton	54,252
Randi S. Gleason	53,944
Charlotte Mantooth	53,864
Christy M. Cox	53,514
Maricruz Flores	53,424
Jeanette Curren-Cochran	53,315
Laurie C. Cole	53,251
Stephanie B. Heusman	53,012
Angela I. Dingman	52,976
Stephanie Audino	52,942
Lisa D. Prescott	52,635
Laurie T. Plyler	52,519
Shelley Townsley	52,387
Stacey P. Nelson	51,525
Jaime M. Bittner	50,858
Sandra Braun	50,836
Ashley Cunagin	50,577
Laura L. Waters	50,495
Judie Roman	50,494
Vanessa R. Upkins	49,968
Barbara L. Harrison	49,823
Debbie A. Elbrecht	49,620
Tamaria M. Bradford	49,618
Jeanie K. Navrkal	49,282
Eusebia Bonilla	48,811
Bridgette R. Conley	48,766
Jordan Twilley	48,154
Pamela J. Sparks	48,115
Crystal C. Hubbard	47,744
Brenda Fenner	47,417
Margarita Velez	47,330
Debbie A. Hocott	47,112
Patty L. Bojan	47,038
Sonya F. Goins	47,038
Lisa Olivares	46,853
Nancy N. Danley	46,470
Melinda E. Nash-Bell	46,435
Cleta Colson-Eyre	46,287
Vicki O'Bannon	46,121
Mya Hull	45,756

Rachael M. Bullock	45,220
Heather J. McKinney	45,107
Nicole Medjesky-Dixon	45,096
Brenda K. Howell	44,998
Jacqueline N. Alford	44,858
Maria Rocio Rico De Jacinto	44,807
Judy Lund	44,410
Susan C. Ehrnstrom	44,228
Jan M. Moses	44,170
Jenna M. Larson	44,166
Cathy G. Huhta	44,029
Taryn J. Sneed	43,819
Sheryl J. Arena	43,547
Rose Campbell	43,406
Suzanne Moeller	43,287
Rachel P. Kellogg	43,185
Laura A. Kattenbraker	43,042
Tammy D. Niehaus	42,906
Pamela D. Cox	42,879
Jennifer Isenhardt	42,406
Jessica L. Williams	42,156
Kimberly Cavarretta	42,090
Stephanie L. Coker	41,689
Gloria Moreno Medrano	41,486
Ruthie Bresette	41,459
Julie Smith	41,371
Brandy D. Herring	41,174
Liz Whitehouse	41,014
Reba K. Lasater	40,675

SAPPHIRE/ZAFIRO

Keita Powell	\$120,682
Tracey A. Fields-Hedrick	89,026
Moleda G. Dailey	87,768
Debbie A. Weld	82,799
Joyce M. Conant	82,211
Vicki Piccirilli	77,402
Linda Meier	76,299
Missy M. O'Neal	75,531
Maria Claxton-Taylor	72,130
Kimberly Leigh Moore	70,464
Patrice M. Smith	68,183
Randi Stevens	65,895
Julie Neal	65,349
Tracy Potter	64,799
Cheri L. Taylor	61,781
Linda H. Rowsey	61,008
Carol Lee Johnson	60,327
Katherine L. Longley	60,003
Yvonne L. Capehart	59,181
Robin S. Moody	58,972
Hilda Marufo	57,746
Julie B. Sapp	57,690
Michele M. Armes	57,428
Dynette M. Minter	57,323
Jessica Holzbach	56,535
Nedra R. White	56,247
Ann W. Sherman	56,183
Stephanie L. Lenard	55,984
Kathy Lee	55,299
Faylene R. Lankford	55,173
Robyn S. Cartmill	55,048
Jennifer G. Bouse	54,836
Brooke E. Bennett-Young	54,500
Rachel E. Naylor	54,417
Kathy A. Freeman	53,258
Sarah C. Fraser	53,199
Jenan W. Wood	53,096
Diane Covington	53,052
Fraida M. Klein	52,864
Petie L. Huffman	51,999

Bridget L. Shaw	51,775
Dolores Keller	51,548
Gloria J. Johnson	51,349
Cynthia S. Sheppa	51,017
Casie Hembree	50,859
Patty Webster	50,677
Pam Garner Moore	50,522
Rheanonda R. Johnson Gray	50,433
Tracy Foltz	50,337
Kristen M. Christen	50,221
Jennifer Levitt	49,775
Karla M. Reno	49,661
Maria Montes	48,743
JoAnna P. Shipe	48,614
Candace N. Holte	48,574
Angela P. LaFrance	48,441
Lady Ruth Brown	47,861
Tommi Pleasure	47,735
Laura Poling	47,421
Suzanne S. Comer	47,325
Julie A. Griffin	47,278
Krystal K. Hunsucker	47,159
Jordan Eicher	46,577
Debra J. Witmer	46,519
Tirza Llanes	46,451
Kaye Yuen	46,348
Beverly A. Stephens	46,085
Bonnie Crumrin	46,058
Jamie L. Lawrence	46,048
Maria Bocanegra Aguilera	46,037
Monica Garcia	46,007
Susan T. Boothe	45,833
Nancy W. Pettaway	45,425
Tracy Grodsky-Dunn	45,180
Nannette G. Short	44,948
Pamela Brigante	44,903
Waverly R. Copeland	44,825
Jeanette M. Thompson	44,702
Marie E. Vlaminnck	44,568
Mary Lou Ardohain	44,394
Kristi M. Anderson	43,929
Cyrcelia D. Matthews	43,701
Lynn C. Purser	43,627
Michele Cobin	43,551
Lafreda D. Williams	43,529
Adrienne D. Hollifield	43,409
Bridget N. Howerton-Adams	43,405
Amanda Gustafson	43,348
Joni D. Koontz	43,245
Wendy G. Presley	43,240
Brenda Ashlock	43,063
Jennifer K. Guidry	42,956
Mary E. Feikles	42,537
Gail S. Scott	42,345
Rosa Elia Meza-Sanchez	42,049
Elsie Jackson	41,988
Michelle M. Gainer-Stripe	41,903
Leah P. Cade	41,871
Kimberly M. Perkins	41,607
Michele Semper	41,502

EMERALD/ESMERALDA

Stacey Craft	\$105,678
Rachelle Holloway	105,127
Stacy D. Foust	89,530
Hollie R. Sherrick	83,817
Laura M. Gomez	80,256
Katy Goldstein	78,681
Nancy Boucher	77,607
Nicole L. McDaniel	74,803
Melinda M. Balling	72,551

Ma Socorro Arriaga Gomez	72,190
Ebun Osaze	72,026
Karen E. Riddle	71,091
Kim I. Sabourin	70,074
Liz Voran	69,191
Christine D. Barrueco	68,714
Michele S. Rankin	67,693
Mary Strauss	67,667
Jennifer L. Besecker	67,181
Keiko M. Nakao	66,295
Michelle L. Calbert	64,676
Brenda Stafford	64,249
Krista A. Johnson	63,763
Sheri Farrar-Meyer	62,223
Heather D. Hulsey	61,621
Shauna L. Abbotts	61,193
Wendi N. Scheuble	60,327
Tina M. Dees	59,092
Amber L. Towne-Geehan	58,952
Betty McKendry	58,109
Jo M. Cotton	57,660
Melissa M. Wilson	56,587
Carrie Bloink	56,112
Allyson L. Jankowski	55,879
Tandy Fischer	55,777
Brigitte L. Moore	55,770
Menina M. Givens	55,766
Kijuan R. McKinnie	55,422
Linda S. Chasten	55,319
Olayinka K. Adegbayi	54,317
Kellye D. Conley	54,141
Ann Shears	54,037
Maria J. Koo	52,768
Chris H. Teague	52,555
Kathleen L. Holmberg-Botelho	52,375
Doreen Stevens	51,781
Carolyn Thompson	51,740
Carina Elizabeth Wright	51,107
Denise G. Kucharski	51,024
Marie Pfarr	50,824
Dawn Wilson	50,361
Breanne Sufrin	49,969
Nikki H. Edgemon	49,967
Ashley N. Clinesmith	49,668
Janice B. Hull	49,216
Regina M. Clark	49,170
Denise M. Guthrie	48,527
Michelle M. Dominik	48,512
Dawn M. Starr	48,143
Tracy A. Clymer	48,098
Sheri Miter	47,940
Audrey J. Doller	47,629
Diana Figueroa	47,558
Deanna L. Spillman	47,339
Pam Kelly	47,194
Phyllis I. Pinsky	47,095
Maggie Rader	46,727
Joslyn Eaton	46,209
Ashley C. Butler	45,453
Leanne Parrino-Pheasant	45,386
Maylin S. Garcia Ventura	45,127
LaKeshia M. Chisholm	44,941
Karla P. Vasquez Espinoza	44,916
Alison Jurek	44,787
Linda Klein	44,260
Karen D. Holland	43,775
Jennifer A. Enloe	43,677
Cindy Anderson	43,515
Angel Guerra	43,361
Jill A. McCoy	43,239

Betty B. Lucido	43,132
Julia Medina	43,106
Richelle V. Barnes	42,855
Delmy A. Aleman Membreno	42,793
Carrie L. Richards	42,725
Joanna Helton	42,670
Sally Moreno	42,604
Tammy West-Murrian	42,603
Brendaliz Cajigas	42,558
Margaret Neill	42,505
Brenda L. Wilbur	42,426
Lisa J. Charity	41,894
Yuccelin Gonzalez	41,863
Jeri-Lynn Arocho	41,706
Jennifer C. Babineau Olaitz	41,695
Valerie Yokie	41,371
Cheryl T. Anderson	41,236
Leah L. Bilancione	41,214
Blanca R. Torres	41,124
Shelley Money-Eldridge	41,052
Cynthia Pack	41,045

DIAMOND/DIAMANTE

Tanya Satcher	\$93,201
Amy Kemp	85,937
Laura E. Knight	85,919
Cindy Machado-Flippen	85,488
Veronica J. Hyba	85,350
Suzanne T. Young	84,323
Mary Kathryn King	82,127
LaChelle M. Seleski	78,486
April C. Hutchinson	78,063
Maggie J. Eckert	77,426
Karime Rosas	71,945
Christi G. Campbell	71,828
Crystal D. Gardner	70,329
Shelly Palen	67,672
Priscilla McPheeters	66,720
Nicki R. Hill	65,788
Celeste Byrd	65,681
Sherrie C. Purvis	64,746
Paula Kelsch	64,373
Katherine M. Ward	64,023
Terri Lewis	63,998
Alicia Kingrey-Lokai	63,765
Kelly Willer-Johnson	63,130
Megan N. Wilkes	62,634
Angela J. Fry	62,476
Allison Piro	62,421
Marsha Morrisette	62,216
Kim A. Messmer	61,408
Gerri Anne Morris	60,671
Nancy F. Castro	60,006
Sandy Griffith	59,503
Linda T. Cartiglia	59,283
Mariann Biase Mason	58,580
Sara R. Pennella	58,258
Lacey L. Bradford	58,258
Susan M. McCoy	58,094
Terri J. Beckstead	57,812
Joy H. Rentz	57,695
Deborah Dudas	57,155

Alicia Borkowska	57,091
Joan M. Farrell	56,662
Melissa Mays	55,403
Sylvia L. Martinez	54,692
Tawnya Krempges	54,589
Jenny Siemonsma	54,416
Holly A. Brown	54,315
JoAnn M. Fazekas	53,676
Patricia Carr	53,647
Donna K. Smith	53,531
Dana Davis-Armstead	52,580
Audrey K. MacDowall	52,463
Lindsey D. Christenson	51,299
Dolly A. Metzger-Stearns	51,139
Jessye R. Nichols	51,031
Neressa Orr	50,871
Taylor A. McKnight	50,703
Anne Geertsen	50,266
Maranda M. Rains	49,888
Mileta K. Kinser	49,686
Vigen V. Ortiz	48,866
Kathy I. Rosetti	48,591
Ashley S. Orr	48,118
Gayle L. Kolsrud	47,820
Karen A. Jorgenson	47,606
Julia R. Orser	47,356
Billie Gillespie	47,321
Shelly M. Smith	46,755
Marty T. Wynn	46,755
Kristen C. Spiker	46,652
Denise Nygard	46,545
Leanne Sexton	46,448
Jan Geig	46,405
Christina L. Frantz	46,211
Beth Brinkley	46,115
Cari Newby	45,994
Sharon B. Carney-Wright	45,898
Nancy Lewen	45,804
Denise M. Cadenhead	45,686
Melissa R. Hennings	45,626
Deborah S. Bailie	45,454
Julie Schlundt	45,221
Blythe J. Egbert	45,197
Bisola Gbadamosi	44,787
Rheagan Lovelace	44,618
Nadine H. Huckabee-Stanley	44,529
Holly S. Neff	44,477
Faith A. Gladding	44,347
Stephanie A. Richter	44,101
Macaria Ramirez-Santana	44,036
Lizbeth Longoria	43,992
Sheryl Peterson	43,875
Lisa A. Raupp	43,835
Yuvis R. Alvarado	43,703
Paula Grabau-Friedt	43,296
Sandy Lasso	43,296
Nadine Bowers	43,202
Mary P. Creech	43,187
Cynthia Ruccia	43,089
Julie Danskin	42,912
Kathy M. Viola	42,615

WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTES A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

March/Marzo 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2018. 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 del Seminario en marzo de 2018. Los nombres en **negritas** 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.

RUBY/RUBÍ

Heather Daniel-Kent	\$14,121
Stephanie B. Heusman	13,597
Krystal D. Downey-Shada	13,480
Candace L. Doverspike	12,526
Susan Moore	12,459
Jacqueline N. Alford	12,363
Ginger J. Benedict	11,585
Christy Huber	11,410
Maureen Shipp	11,330
Laurie T. Plyler	11,282
Sandra Estudillo	11,224
Donna Clark-Driscoll	11,166
Thessy N. Nwachukwu	10,936
Maricruz Flores	10,785
Patti Cornell	10,664
Angela I. Dingman	10,580
Jeanie K. Navrkal	10,542
Lisa Olivares	10,419
Diane K. Lundgren	10,373
Tamarie M. Bradford	10,321
Kali DeBlander Brigham	10,192
Carmen J. Felix	10,183
Lisa Hansen	10,170
Terry S. Smith	10,020
Rachael M. Bullock	9,924
Marye Durrer	9,780
Maria Bautista	9,720
Diana Gutierrez	9,645
Barbara Pleet	9,509
Kaela L. Steinman	9,469
Margarita Velez	9,457
Ryan A. Rives	9,363
Charlotte Mantooth	9,361
Jordan Twilley	9,307
Tracey L. Chavez	9,291
Pamela J. Sparks	9,150
Lauren N. Bloomer	9,143
Caitlin M. Griffo	9,100
Gale H. Dennison	8,998
Kellee L. Valerio	8,984
Jaime M. Bittner	8,902
Elizabeth A. Kramer	8,746
Lisa Anne Harmon	8,744
Reyna N. Lepe	8,679
Bridgette R. Conley	8,596
Amy Stokes	8,545
Vanessa R. Upkins	8,541
Randi S. Gleason	8,521
Julie B. Potts	8,496
Jeanette Curren-Cochran	8,414
Jenn Kirkham	8,413
Stephanie Audino	8,400
Valerie A. Lucio-Polk	8,333
Christy M. Cox	8,260
Rachel P. Kellogg	8,235
Marnie R. Yunger	8,178
Sherri Ammons	8,161
Paula M. Kirkpatrick	8,117
Brenda K. Howell	8,098
Julie Smith	8,065
Cathy G. Huhta	8,053
Martina Roman	8,007
Laurie C. Cole	7,935
Crystal C. Hubbard	7,926
Shelley Townsley	7,893
Lisa V. Bauer	7,818
Debbie A. Hocott	7,748
Eusebia Bonilla	7,732

Ashley Cunagin	7,705
Amy C. Schule	7,684
Lisa D. Prescott	7,678
Roxy H. Coursey	7,646
Brenda Fenner	7,629
Patty L. Bojan	7,601
Cleta Colson-Eyre	7,576
Laura L. Waters	7,523
Karen E. Gardner	7,494
Liz Whitehouse	7,478
Stephanie L. Coker	7,471
Laura V. Middleton	7,439
Angeles Sosa	7,413
Vicki O'Bannon	7,397
Debbie A. Elbrecht	7,379
Susan C. Ehmstrom	7,362
Sonya F. Goins	7,347
Maria Rocio Rico De Jacinto	7,316
Mya Hull	7,312
Judie Roman	7,287
Sandra Braun	7,256
Mary Beth Pfeifer	7,226
Alma L. Castro Magana	7,152
Melinda E. Nash-Bell	7,146
Marie A. Harbord	7,073
Barbara L. Harrison	7,043
Reina Murcia	7,009
Stacy S. Gilson	6,988
Gloria Moreno Medrano	6,965
Susan A. Smith	6,962
Rose Campbell	6,836
Amy Kitrell	6,820

SAPPHIRE/ZAFIRO

Keita Powell	\$18,525
Joyce M. Conant	15,913
Tracey A. Fields-Hedrick	13,304
Vicki Piccirilli	13,196
Patrice M. Smith	13,087
Bridget L. Shaw	12,764
Faylene R. Lankford	12,468
Yvonne L. Capehart	12,454
Julia Claxton-Taylor	12,300
Debbie A. Weld	12,125
Linda Meier	12,063
Moleda G. Dailey	11,542
Julie B. Sapp	11,539
Kimberly Leigh Moore	11,019
Julie Neal	11,018
Cheri L. Taylor	10,881
Triza Llanes	10,790
Lynn C. Purser	10,689
Trisha Taylor	10,483
Cyelia D. Matthews	10,447
Tracy Potter	10,408
Stephanie L. Lenard	10,401
Brooke E. Bennett-Young	10,280
Missy M. O'Neal	10,276
Debra J. Witmer	10,163
Mariaelena Boquin	10,046
Michele M. Armes	10,013
Carol Lee Johnson	9,986
Jeanette M. Thompson	9,932
Jennifer G. Bouse	9,859
Satarro Purnell	9,752
Hilda Marrufo	9,714
Lafreda D. Williams	9,707
Katherine L. Longley	9,613
Waverly R. Copeland	9,543

JoAnna P. Shipe	9,534
Pam Garner Moore	9,483
Gloria J. Johnson	9,459
Dynetta M. Minter	9,418
Rachel E. Naylor	9,248
Dolores Keller	9,246
Kimberly M. Perkins	9,200
Suzanne S. Comer	9,165
Brenda Ashlock	9,141
Linda H. Rowsey	9,124
Bridget N. Howerton-Adams	9,052
Maria Montes	9,050
Kathy Lee	9,041
Krystal K. Hunsucker	9,041
Marni M. Hendricks	9,036
Pamela Brigante	8,968
Sarah C. Fraser	8,963
Nedra R. White	8,957
Linné Lane	8,924
Jennifer Levitt	8,896
Diane Covington	8,835
Maria Bocanegra Aguilera	8,833
Kelly I. Brock	8,829
Cynthia S. Sheppa	8,692
Robin S. Moody	8,666
Susan T. Boothe	8,644
Angela P. LaFrance	8,627
Jessica Holzbach	8,621
Kathy A. Freeman	8,573
Randi Stevens	8,552
Joni D. Koontz	8,539
Robyn S. Cartmill	8,460
Fraida M. Klein	8,351
Flor D. Maldonado	8,295
Tommi Pleasure	8,212
Anita R. Rabelo	8,191
Sydney N. Jackson	8,180
Casie Hembree	8,147
Michele Semper	8,070
Tracy Foltz	8,018
Petie L. Huffman	7,956
Jennifer J. McNulty	7,922
Mary Lou Ardohain	7,919
Julie A. Griffin	7,901
Lady Ruth Brown	7,806
Sandra G. Kirchhoff	7,795
Rheanonda R. Johnson Gray	7,769
Chelsea C. Altman	7,730
Jordan Eichler	7,659
Jenan W. Wood	7,577
Kristen M. Christen	7,490
Karla M. Reno	7,482
Ann W. Sherman	7,425
Martha Gomez	7,422
Tess D. Caldwell	7,410
Laura Poling	7,366
Miranda Kantor	7,335
Tracy Grodzky-Dunn	7,327
Marita W. Campbell	7,310
Adrienne D. Hollifield	7,295
Wendy G. Presley	7,285
Julia M. Stern	7,269
Amy R. Sigler	7,252
Monica Garcia	7,193
Rosa Elia Meza-Sanchez	7,157

EMERALD/ESMERALDA

Ma Socorro Arriaga Gomez	\$15,472
Stacey Craft	14,775
Rachelle Holloway	14,475
Laura M. Gomez	13,996
Stacy D. Foust	13,419
Katy Goldstein	13,213
Maylin S. Garcia Ventura	13,028
Liz Voran	12,846
Ebun Osaze	12,765
Hollie R. Sherrick	11,997
Nicole L. McDaniel	11,870
Carina Elizabeth Wright	11,594
Sheri Farrar-Meyer	11,470
Linda S. Chasten	11,469
Regina M. Clark	11,274
Christine D. Barrueco	11,273
Melinda M. Balling	11,252
Brenda Stafford	11,167
Jennifer L. Bessecker	11,138
Karen E. Riddle	11,109
Shauna L. Abbotts	10,776
Mary Strauss	10,554
Karla P. Vasquez Espinoza	10,542
Maria J. Koo	10,530
Michele S. Rankin	10,505
Krista A. Johnson	10,493
Kim I. Sabourin	10,400
Olayinka K. Adegbayi	10,272
Michelle L. Calbert	10,093
Allyson L. Jankowski	9,883
Luisa Urena Mora	9,874
Brendaliz Cajigas	9,786
Nancy Boucher	9,628
Heather D. Hulsey	9,623
Amber L. Towne-Geehan	9,551
Shelley Money-Eldridge	9,454
Tandy Fischer	9,400
Keiko M. Nakao	9,173
Betty McKendry	9,058
Michelle A. Cunningham	9,034
Wendi N. Scheuble	9,027
Rosmary A. Morel	9,015
Breanne Sufrin	8,882
Audrey J. Doller	8,689
Antonia Miranda	8,684
Jessica Mendoza	8,677
Marie Pfarr	8,639
Delmy A. Torrejon	8,620
Melissa M. Wilson	8,593
Bridgett L. Moore	8,587
Carolyn Thompson	8,559
Denise M. Guthrie	8,521
Mariana Moreno	8,472
Carrie Bloink	8,468
Ashley N. Clinesmith	8,465
Ann Shears	8,414
Nikki H. Edgemon	8,396
Menina M. Givens	8,361
Yucdelin Gonzalez	8,310
Kijuan R. McKinnie	8,185
Janice B. Hull	8,168
LaKeshia M. Chisholm	7,977
Sally Moreno	7,958
Leanne Parrino-Pheasant	7,909
Jo M. Cotton	7,900
Diana Figueroa	7,898
Abigail L. Quinn	7,844
Nancy A. Berlin	7,808

Deanna L. Spillman	7,790
Tina M. Dees	7,735
Carrie L. Richards	7,721
Chris H. Teague	7,676
Yassmin Alvarado	7,639
Brenda L. Wilbur	7,638
Kellye D. Conley	7,636
Maggie Rader	7,598
Sheri Miter	7,596
Pam Kelly	7,510
Denise G. Kucharski	7,460
Tracy A. Clymer	7,439
Cindy Anderson	7,403
Denise Peterson	7,394
Jennifer A. Enloe	7,382
Karen D. Holland	7,357
Linda J. Wicks	7,311
Dawn M. Starr	7,269
Julia Medina	7,164
Angel Guerra	7,136
Michelle M. Dominiak	7,134
Delmy A. Aleman Membreno	7,101
Kathleen L. Holmberg-Botelho	7,096
Emily S. Vjil	7,094
Eva M. Duran	7,047
Hilda L. Moreno	7,046
Luz H. Tabares De Balcazar	7,038
Ann F. Smith	7,030
Ashley C. Butler	7,006
Alison Jurek	7,000
Richelle V. Barnes	6,890
Allison L. Adkins	6,840

DIAMOND/DIAMANTE

Karime Rosas	\$16,558
Celeste Byrd	15,270
Mary Kathryn King	14,191
Tanya L. Satcher	14,169
Amy Kemp	13,467
Veronica J. Hyba	13,413
LaChelle M. Seleski	12,879
Laura E. Knight	12,775
Sherrie C. Purvis	12,565
April C. Hutchinson	12,497
Cindy Machado-Flippen	12,188
Paula Kelsch	12,144
Suzanne T. Young	12,028
Shelly Palen	11,620
Alicia Kingrey-Lokai	11,604
Katherine M. Ward	11,595
Megan N. Wilkes	11,327
Kathleen Koclanes	11,298
Audrey K. MacDowall	11,147
Terri Lewis	10,896
Sandy Griffith	10,736
Sheryl Peterson	10,566
Crystal D. Gardner	10,546
Angela J. Fry	10,488
Nicki R. Hill	10,379
Kim A. Messmer	10,310
Priscilla McPheeters	10,205
Bisola Gbadamosi	10,204
Christi G. Campbell	10,097
Terri J. Beckstead	10,087
Nancy F. Castro	10,081
Sara R. Pennella	10,069
Deborah Dudas	9,902
Maggie J. Eckert	9,811
Neressa Orr	9,715

Denise Nygard	9,673
Melissa Mays	9,668
Christina L. Frantz	9,595
Deborah S. Bailie	9,490
Susan M. McCoy	9,479
Marsha Morrisette	9,417
Dana Davis-Armstead	9,374
Joan M. Farrell	9,277
Shelly M. Smith	9,126
Julie Danskin	9,117
Lacey L. Bradford	9,101
Jenny Siemonsma	9,078
Kelly Willer-Johnson	9,070
Tawnya Krempges	9,025
Jennifer A. Enloe	9,001
Taylor A. McKnight	8,893
Blythe J. Egbert	8,656
Titilayo F. Otusajo	8,621
Maritza Murillo	8,613
Mileta K. Kinser	8,584
Lindsey D. Christenson	8,581
Julie Schlundt	8,486
Karen A. Jorgenson	8,477
Linda T. Cartiglia	8,417
Amy Hanifl	8,407
Anne Geertsen	8,405
Sylvia L. Martinez	8,390
Joy H. Rentz	8,386
Stephanie A. Richter	8,370
JoAnn M. Fazekas	8,358
Lisa Rada	8,279
Faith A. Gladding	8,262
Lizbeth Longoria	8,237
Gerri Anne Morris	8,212
Nancy P. Dove	8,125
Maranda M. Rains	8,117
Dolly A. Metzger-Stearns	8,108
Holly A. Brown	8,028
Brittany L. Spratt	8,009
Patricia Carr	7,979
Jessye R. Nichols	7,813
Delmi C. Santos	7,787
Heidi Kenealy	7,780
Claudia Chavez	7,771
Mariann Biase Mason	7,762
Beth Brinkley	7,753
Paula Grabau-Friedt	7,701
Lisa A. Raupp	7,659
Kathy I. Rosetti	7,638
Virgen V. Ortiz	7,627
Cari Newby	7,608
Allison Piro	7,598
Nancy Lewen	7,596
Marina S. Ramirez	7,560
Cheryl A. Riead	7,559
Funmi E. Otusajo	7,500
Patty Y. Rovano	7,493
Leanne Sexton	7,434
Lindsay R. Stewart	7,369
Kristen C. Spiker	7,303
Donna K. Smith	7,296
Ingrid E. Smith	7,291
Rhonda Kambeitz	7,291
Rheagan Lovelace	7,264
Sol Ramon	7,229



PEARL STARS

ESTRELLAS PERLA

March/Marzo 2018

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

Dawn Ackerman	Veronica Becerra	Rosario Campos	Naomi Curry	Lourdes Flores-Hernandez	Michenelle Groller
Lisa C. Adams	Beth Becker	Yolanda Campos	Marcia DaCosta	CaTonya Rochelle Flowers	Xiomara Guevara Flores
Tracey Aden	Alma Bello Torres	Ana Canul	Alexis Loraine Daigle	Beatriz Fonseca	Jennifer K. Guidry
Karin Joy Adkins	Brooke E. Bennett-Young	Yvonne Lee Capehart	Deborah Dale	Janet Foresman	Alicia Guillen
Nana Konadu Y. Afram	Julie K. Berg	Diane Marie Carlson	Cynthia Renee Daney	Sheila Joyce Foster	Janet Lorena Guimet
Maria Elvia Aguayo	Meredith Berinobis	Mary Elizabeth Carmikle	Tammy Davenport	Cindy Louise Fournier	Melissa Gulotta
Cecilia Aguilar	Deborah S. Berry	Yadira E. Caro	Nancy Davidson	Kathleen M. Fowler	Amanda Gustafson
Gloris N. Aguilar	Morgan Berry	Gina T. Carr	Elizabeth Sue Davis	Stephanie Deborah Fradette	Luz M. Gutierrez
Albertina Alamdari	Karen Mae Bethea	Jeanelle Carrier	Julie M. Davis	Maria Francisco Sebastian	Hermania Guzman
Amanda Albrecht	Stephanie Bettner	Erika Carrillo Lopez	Susan C. Davis	Nehama P. Freund	Mirna Guzman
Mackenzie Paige Albright	Lynette R. Bickley	Edna M. Carson	Circee Deceus	Carol W. Fries	Eleanor E. Gwyn-Jones
Jacqueline Alexander	Kristin Billman	Belinda Carver-Taylor	Maria Del Pilar Bermeo	Ashlen Frost	Tina Louise Hackett
Florinda Alfaro	Karen L. Binns-DiCamillo	Barbara Deane Casper	Paula Janine DeLattre	Nelly Yolanda Fuentes	Tina H. Hall
Tarra Lynn Allen	Shari Lynn Black	Lupita Castillo	Martha Delgado	Elaine Fuller	Ella R. Ham
Tisha Makeda Allen	Jodi E. Bland	Marisela Castillo	Noemi Delgado	DeeAnne Fultz	Jennifer Marie Ham
Jodi Leigh Allman	Cindy Bliss	Melissa L. DeMarrias	Melissa L. DeMarrias	Teresa Fuqua Liuzza	Mandy Jo Hancock
Marisa Almaraz	Ann Blush	Ileana P. Castro	Gerri Lin Dennis	Barbara Furst	Sherry S. Hanes
Odalys Alonso	Twanna D. Bogan-Cobbs	Maria Elaine Cattano	Delores T. Dermott	Montel Gabier-O'Connor	Ronda R. Hansen
Betty Alvarado	Kathleen Bonadie	Nateras Cecilia	Ileana Diaz	Michelle M. Gainer-Stripe	Kim L. Hanson
Brenda Alvarado	Jeanette Bookston	Rafaela Y. Ceron Roblero	Ligoria Diaz	Sandi Gaither	Janet S. Harmon
Evelyn Lizeth Alvarado	Missy Anne Boone	Lidia L. Cerron	Michelle M. Dicola	Keisha Hamby Galliher	Cindy Harness
Reyna V. Alvarado Rivera	Bonnie Booth	Rita Cerroni	Gwendolyn M. Diggs	Sharon Levon Galloway	Sharon M. Hawkins
Maribel Alvarenga	Susan T. Boothe	Elvira Cervantes	Tyhesia Ro'Que Dobbs	Carole Gantt	Victoria Jade Hazen
Maria D. Alvarez Mohamed	Amy Lynn Borchelt	Sharon Charles-Plummer	Shanda Dokes	Elizabeth Marie Garcia	Yolanda Headley
Rubi Amateco-Nava Vazquez	Cristal Bortko	Michelle Lee Charming	Susana Dominguez	Honorio Garcia	Autumn Renee Heble
Brittany Amxy	Lauren Boscoe	Rocio Chavarria	Sandra Don Juan	Casie Hembree	Lourdes Garcia
Teri E. Anderson	Maria Guadalupe Botello	Ana Alicia Chavez	Becky Dorman	Lucia Garcia	Patricia W. Henderson
Margarita Antunez	Ashley Boudreaux	Cindy C. Chavez	Karen D. Dorsey	M. Erika Garcia	Marni McKenna Hendricks
Nyanne Applegate	Connie Bowen	Loreto Chavez	Tina Dotson	Maria G. Garcia	Eliette Joselin Hernandez
Veronica Araiza	Cheryl Bower	Hermilia Chay Perez	Ashley Dougherty	Natalia Veronica Garcia	Estela Hernandez
Ana Bertha Arciga	Amy J. Bowman	Claudia Chicas	Esperanza Duarte-Martinez	Petra Garcia	Jean Hernandez
Mary Lou Ardohain	Lynne Hayes Bowman	Meisue L. Chou	Myrra J. Dunnick	Jennifer R. Gardner	Uby Hernandez
Blanca Arellano	Blair Brading	Kristen M. Christen	Mary Duplechin	Ana Karina Garibay	Yanet Hernandez
Doris I. Arevalo	Elizabeth O. Branco	Adassa Christie-Palmer	Alicia Duran	Ruby Garner	Yudid Hernandez
Michele Martella Armes	Jesse Edward Brandon	Kristine Ann Church	Maria Eugenia Duran	Tonya K. Gary	Guillermina Hernandez
Justine Armes Wenzel	Freda S. Brattain	Dawn Renee Clark	Stephanie Kerner Durbin	Tammy M. Gasperson	d Shelat
Cynthia Arne	Doreen Brennan	Laura A. Claypool	Connie G. Durham	Melissa Gates	Arcenia Herrera
Becky Arnold	Pamela Brigante	Janis Clemens	Debbie Lynn Dwiggins	Somendar Gautam	Cindy L. Hess
Lori Arnold	Martha R. Briseno	Kollette Lowe Cleveland	Lori Dyer	Jennie Lee Gay	Evelyn Marie Hilt
Linda Diana Arquette	Enedina Brito	Sharell A. Clifton	Kelli R. Edon	Sarah Gazzara	Blanca Y. Hinojosa Lora
Amada Arroyo	Janet Brito	Cynthia B. Coakley	Katherine Edwards	Rebecca Geltzer	Elaine Hipsher
Maria Arroyo	Artelia Brito Ramirez	Lauren D. Coe	Kathryn Egenberger	Anesia Genaro	Jennifer Hix
Reyna Arroyo	Lourdes Brito Ramirez	Wendy Sue Coffey	Margarita Elisea	Jan L. Gensel-Bates	Crystal Maria Hoch
Graciela Arteaga	Kelly Inland Brock	Darnett Cohen-Spencer	Tristan Laree Ellis	Oralia Gil	Annette M. Hofmann
Meka Asbury Backman	Susan W. Brooks-Morris	Victoria Lynn Colbert	Krystal Lynn Ellison	Brenda L. Gill	Adrienne Danielle Hollifield
Brandy L. Augustine	Tina Broughton	Nicole Lynn Colella	Terri L. Engelhardt	Jamie Gill	Julie Holmberg
Lisa Lynn Ausel	Beverly M. Brown	Carolyn Colter	Beth B. English	Christabelle Newton Gipson	Wende Kaye Holmes
Daleen Rebeca Avalos	Brenda D. Brown	Suzanne Stogner Comer	Stacy O. Ervin	Debra Givens	Jessica Holzbach
Elsa Avelar	Candy I. Brown	Joyce M. Conant	Diega Escamilla	Michelle Marie Givens	Kathy Jo Hoover
Erendira Avila	Deven Elizabeth Brown	Ladeirdre Conerly	Concepcion Escobedo	Judy Glucksman	Darlene Smith Horne
Lilia Avila	Hyacinth I. Brown	Tammy Jo Cononie	Luz Elena Escudero	Sarah C. Godfrey	Linda Horne
Maria Avila Huerta	Samantha Perry Brown	Columba Contreras	Maria Guadalupe Espinosa	Zarabeth Golden Quinn	Amy Elizabeth Houseman
Eduardo J. Balcazar Pasco	Taliah R. Brown-McCoy	Jana Contreras	Lorena Esquivel Sanchez	Ana Ruth Gomez	Tiffany Marie Howard
Karen I. Banks	Kishma Bryan	Dawn Contrucci	Araceli Esquivel-Angeles	Claudia Gomez	Courtney Eileen Howe
Nadine Banks	Sherri Jo Buckner	Barbie Cordier	Janeeen Lynne Euler	Estela Gomez	Bridget N. Howerton-Adams
Alicia Jean Bankston	Jennifer A. Bugarin	Kayla Therese Cornish	Dee Evans	Ma delos Angeles Gomez	Petie L. Huffman
Gailann Vernessa Baptiste	Amanda Renee Burke	Olga Coronado	Lynette Sue Evans	Leticia Gomez Gamino	Joyce L. Huffmyer
Ester Maria Barahona	Elizabeth A. Burns	Alejandra Cortes	Carolina Falcon De Villegas	Natalie Lawrence Gongloff	Erika Duke Hulm
Laura Barajas	Linda A. Burns	Gabriela Cortes	Carmen M. Fallas	Claudia Eunice Gonzalez	Chasity Truesdale Humphries
Laureann Barclay	Rebecca Burns-Russell	Ronda R. Cousins	Laurie M. Farris	Fani Gonzalez	Mindy Jayne Hunt
Alison K. Barnes	Callie J. Burnside	Diane Covington	Erika Favela Barraza	Sandra Gonzalez	Melissa A. Hurd
Sara Giselle Barnes	Chris Burnside	Chastity B. Cox	Mary E. Feikles	Judy Ann Goodner	Cindy Huynh
Victoria Jenine Baseggio	Charisse Burton	Renae Feliciano	Renae Feliciano	Annette Devone Gordon	Brenda K. Igarta
Ghada Batardouk	Nancy R. Butler	Jodi L. Feller	Jodi L. Feller	Olive Gordon	Jemma Holley Imwalle
Donna Marie Batcheller	Hilda Naomi Caballero	Paula J. Ferguson	Paula J. Ferguson	Bryunah Goodman Gossett	Eno Inoyo
Jacquelyn G. Bates	Leah Peterson Cade	Lorena Fernandez	Lorena Fernandez	Monica Sue Goubeaux	Erika Lynn Insana
Nicole A. Bauer	Cathy O. Calabro	Paula M. Fernandez	Paula M. Fernandez	Margarita I. Grados	Barbara Jackson
Misti Bauman	Elton Vladimir Calderon	Keletha Ferrell	Keletha Ferrell	Arianna Nicole Graves	Sydney Nicole Jackson
Kelly Angela Bautista	Irma Calderon	Tracey A. Fields-Hedrick	Tracey A. Fields-Hedrick	Rosario Graves	Lois Jackson-Taylor
Kristalene Mary Bautista	Nelson R. Calderon Argueta	Vickie A. Finch	Vickie A. Finch	Wenhmina Quintetta	Jessica E. James
Maria L. Bautista	Tess Dawn Caldwell	Chari Fisher	Chari Fisher	Greenfield	Norenda M. James
Fatima A. Bawayan	Karina Mejia Calvero	Debra A. Fisher	Debra A. Fisher	Julie A. Griffin	Lisa Janz
Grace L. Bayan	Becky Dawn Caminiti	Meilian Flanagan	Meilian Flanagan	Renee Griffin	June V. Jarvis
Jane F. Beatty	Marita W. Campbell	Candice Fleenor	Candice Fleenor	Andrea Grinnell	Karen Jean Charles
Sandra Becerra	Tinia W. Campbell	Janet Curiel	Mary Kaye Fleming	Tracy Grodsky-Dunn	Verlyn Dennis Jenkins

Pearl Stars, cont.

Antonia Jimenez
Gloria J. Johnson
Janet R. Johnson
Laurie Ann Johnson
Nancy C. Johnson
Wanda June Johnson
Susan Dyer Jonason
Amanda Jones
Betty A. Jones
Carmen Buford Jones
Eve S. Jones
Melanie B. Jones
Shelia Ann Jones
Christy Lynn Jordan
Megan Joy
Joanne Joyner
Mary Ann Kaiser
Darlene Kalan
Jayne Lin Kauffman
Mary Pat Keith
Colleen Carole Keller
Jessie Kempf
Katrena Marie Kennedy
Viviana T. Kesel
Sonyia Louie Kidd
Stephanie A. Kilgore
Bethany Kinney
Sandra Giraldo Kirchhoff
Kara Kirk
Shannon Kirkpatrick-Smith
Kathleen Kirkwood
Andrea Rachelle Klahn
Fraida M. Klein
Nechama Klein
Clarissa K. Klugh
Miranda D. Knight-Brown
Nocona L. Koenig
Joni D. Koontz
Andrea Stephanie Korb
Lynn Krauss
Patricia Kriescher
Helen K. Kuch-Kunich
Theresa Kusak-Smith
Pat Kwait-Smith
Shelly Laberdee
Yaneth Labra
Angela P. LaFrance
Lori Randles Lagerstrom
Daphne Bourgeois Lambert
Natalie Ann Land
Alyssa Jennel Lane
Briana Elaine Lane
Linné Lane
Faylene Rose Lankford
Minerva Lara
Joan A. Larmond
Becky Lauridsen
Jamie Lauren Lawrence
Jannet Adora Lawrence
June Layne
Elizabeth Lazcano
Holly Leahy
Felecia Neal Lee
Jo Carol Lee
Wendy Marie Lemacks
Claudia Lemper
Stephanie Lynne Lenard
Cindy Leon
Dalia Leon
Mayra Leos
Tricia Ann Lera
Lynelle Mangrum Lewis
Rosie L. Lightning
Amanda-Yunqiong Lin
Laura Lindley
Svetlana Lipsey
Rosa D. Lizarraga
Blanca B. Llanes de Rivera
Amy Renee Lockwood
Kim Ann Loebig
Christina A. Lofthus

Katherine LaVerne Longley
Cindy Annette Loomis
Jael Lopez
Lucina Lopez
Maria Virginia Lopez
Silvia Lopez
Angeles Lopez Ortuno
Karen L. Lorenzo
Rachel Jane Lott
Shari C. Loving
Julia Alejandra Luna
Phyllis L. Lynch
Fermina Macario-Campos
Kelly Magoon
Flor D. Maldonado
Margarita Maldonado
Rosa Aminta Maldonado
Dana Manning
Mary J. Mansfield
Natalie Carlson Marignoni
Jennifer E. Marinacci
Karen Marquez
Lorena Marquez
Hilda Marrufo
Maria Mars
Belle L. Martin
Aracely Martinez
Catalina Martinez
Dalliah Wendoline Martinez
Isela Martinez
Maria Isabel Martinez
Eloina Martinez Zarate
Joline C. Mascis
Carmen Elizabeth Mata
Phyllis P. Mathis
Elsie A. Matlock
Cycelia Denise Matthews
Dwauna Maura
Kim D. McClure
Tamiko Annette McCormack
Regina I. McDermott
Anna E. McDonald
Monique Decker McInnis
Sandy McKee-Rini
Valerie McLean Keller
Jennifer Jean McNulty
Debbie L. McWilliams
Meghan Nicole Meche
Charlene Hillary Meinecke
Dale E. Memmelaar
Mateo Mendez
Brielle Quincy Menegazzi
Coni E. Merritt
Julie Dawn Metz
Evette Yvonne Meyer
Jeannie S. Meyer
Mindy Ann Meyer
Antonella Anna Miccarelli
Debbie A. Miller
Marie G. Miller
Rikki Lynn Miller
Eudene Miller Simmons
Kylie Elizabeth Mims
Amanda Pazzanese Minaker
Denise Lynn Minnear
Jane Minor
DyNETTA M. Minter
Luz Veronica Miranda
Norma Miranda
Stephanie Mitas
Donna M. Mock
Deysi G. Molina Aguilar
Janeth Montoya
Robin S. Moody
Kimberly Smith Moore
Kimberly Leigh Moore
Kristy Denise Moore
Miriam Moore
Beth Ellen Morales
Cynthia A. Morgan
Donna Moyer
Piper R. Mullin

Claudia Jean Murdock
Joy C. Murmann
Cara Irene Murray
Sheliza Kassam Musani
Maribel Narvaez
Rachel Elizabeth Naylor
Sarah Louise Neal
Nina Hannah Nearhoff
Carol E. Newlin
Jennifer Newton
Chinwe Nwamaka Ngwu
Katie D. Nichols
Peggy Nichols
Shirley Nichols
Ginger Michele Noel
Vivian Lynell Norman
Patricia Albert Oakley
Elva Obregon
Luz Yanet Ochoa
Frances Favela O'Connor
Angelica Maria Olivares
Regina D. Oliver
Adrienne D. Olson
Jackie Olson
Tara Koeval Olson
Maribel Orozco
Mayra Lidia Orozco
Rosa Orozco
Blanca Ortiz
Irene Nancy Ortiz
Lorena Ortiz
Maria D. Osorio
Rose L. Paige
Marileni Palacios
Patricia Palomares
Guadalupe Paredes
Brigitte Parisen
Vilma S. Parsons
Michelle Lynne Paulson
Cheri Pearce
Theresa Maria Peraza
Kimberly Michelle Perkins
Kristina Eva Pernfors
Linda S. Perry
Jennifer Jane Peterson
Rachael Jean Peterson
Noreen P. Phelan
Vernie Phillip
Tricia L. Phillips
Vicki Piccirilli
Jeri Pierce
Lunie Pierre
Karla Rae Plantan
Shonice Leigh Plunkett
Amanda Kate Poinsette
Delia Ponce
Karen Ponce
Janet Robinson Poole
Barbara Popowski
Maria D. Portillo Flores
Tracy Potter
Kimberly Hutchens Poulson
Ilana T. Prager
Heather D. Pratt
Elizabeth Anne Prauner
Terri Price
Piper Prinzi
Carolann Prisco
Pamela O. Pruitt
Kristi Pulliam
Satarro Purnell
Lynn C. Purser
Barbara Quaintance
Mathewson
Eduwiges Quintanilla
Patty A. Radford
Connie Devine Raiford
Jennifer Irene Raiford
Cirina D. Ramirez
Irma Ramirez
Lorena P. Ramirez
Georgina Juarez Ramos

Shelly R. Rapp
Pamela A. Rawlins Glover
Chastey Y. Rayford-Gibson
Natalie Reed
Lucy Mercedes Reeder
Carolynn A. Remington
Karla M. Reno
Rocio Renteria
Deanna Rae Richardson
Robyn L. Riddle
Deborah Riley
Nicole Riley
Pat Ringnald
Luz Rios
Lori A. Ritzel
Cecilia Guadalupe Rivas
Steffi M. Rivera
Graciela Rivero
Martie Marie Roberts
Maria Guadalupe Rodriguez
Maricela Rodriguez
Mayte Rodriguez
Rosalba Rodriguez
Norma Rogel
Linda Faye Rogers
Mireya Romero
Zulma Janette Rosado
Evet Rosario
Kerri Leigh Ross
Lauren Elizabeth Rothe
Linda H. Rowsey
Terri Joy Royer
Yasmeen Rozier
Jacqueline Rueda
Henrietta Ruthford
Berta Salazar
Barbara Saldana
Veronica Salgado
Priscilla Salmeron
Margarita Samano
Dale Sampson
Amy Rose Samuels
Kelvia Sanchez
Roxana Sanchez
Zenaída Sanchez
Rosa A. Sanchez-Duran
Rosario Sanchez-Salas
Jessica Elizabeth Sanders
Karla Sandoval
Marbella Sanlucas
Megan E. Santos
Alma D. Santos Soto
Julie Brindell Sapp
Rita Schaefer
Mary C. Schmid
Julie Schorling
Jessica Nicole Schultz
Joyce E. Schulz
Melanie Schwartz
Jessica Scola
Kirara Seldon
Scarlett Self
Benita L. Sharpe
Megan Lee Shaw
Teri D. Shearer
LuAnn Shepherd
Cynthia S. Sheppa
Gina L. Shetzer
Tamala G. Shrum
Jasmine Elizabeth Shumate
Laurie Albrektson Shumate
Marcela Sierra
Amy R. Sigler
Ashley Teresa Signorini
Melissa A. Simmons Smith
Janny Simpson
Shirley Singh
Charlyn Michelle Singleton
Glenda Plemmmons Smathers
Mary Stuart Smith
Melissa K. Smyre
Melissa Claire Snyder

Jodie Lynn Solberg
Sandy Solly
Wendy Lynn Sorensen
Maria Soriano
Erin C. Sorvillo
Sanjuana Sosa
Gloria Soto
Luz M. Soto
Lesley Speas
Doris Stafford
Mary Standerfer
Patricia Mighetto Stanley
Cynthia Boyce Steed
Stacy Steele
Donna Stephano
Julia M. Stern
Michele Stewart
Regina Lynn Stoltzfus
Susan W. Stratton
Mineva C. Strong
Letty Stutheim
Fermina Gomez Suastegui
Marcia H. Szollosy
Christie Taggart
Jovan B. Tapeh
Leola R. Taylor
Trisha Taylor
Jamie Leigh Techtentin
Juana Telles
Karen A. Temple
Albert J. Tenpenny
Glynnis Louise Thatch
Brenda Thomas
Jennifer Thomas
Claudette Thompson
Erika K. Thompson
Idesther V. Tillmon
Jaci Jade Tischler
Jeni Tjelle
Perla Ivette Tovar
Tonya Rene Trujillo
Wendy Cleary Tucker
Cleopatra Tudor
Lisa Turner
Queen E. Turner
Lindsay Michelle Tuttle
Shelley Deason Tyler
Danielle Tyra
Gina C. Ulicny
Jaclyn Lindsey Ulmer
Brenda Joyce Upton
Cynthia Urig
Ana R. Valdez
Diane L. Van Boxtel
Roelfina Van Der Knaap
Bailey Vanderbeck
Aurelia Vargas
Maria De Jesus Vargas
Nelida Vargas
Shirley Patricia Vargas
Adely Vazquez
Julieta Vazquez
Yajayra Vazquez Reyes
Kate Ann Venditti
Elda Ventura

Teresa De Jesus Ventura
Silvia Veyra
Kimberley Victor
Elvia Villalba
Gabriella G. Villalpando
Yvette Villegas
Marie E. Vlaminc
Antonya Wade
Doreen Patricia Walker
Naomi G. Walker
Amanda J. Wallace-Drumheller
Julie Henderson Walls
Lysa Walters
Lisa Warrington
Cindy Watkins
Casandra Shaleuly Webb
LuAnn Webb
Cathy Welch
Sandy Altman Welch
Debbie A. Weld
Joycelyn Bailey Westbrooks
Kristie Wetherington
Hazel White
Pauline White
Aleesa C. Whiteis
Lori Whitnell
Lisa Wiggs McMinn
Kathy E. Wilbur
Andrea Michele Wilde
Angela F. Williams
Charmaine Williams
Cory Williams
Elaine Vivian Williams
Janice Faye Williams
Lafreda D. Williams
Marilyn Delores Williams
Shirley R. Williams
Michelle Williams-Linton
Taylor D. Willis
Viveca C. Wilson
Rainia Heather Winegar
Alycia Wintermann
Toni H. Winters
Jillian Rose Wise
Debra J. Witmer
Janelle Renee Witmer
Lisa Woodruff
Holly Breanne Woolweever
Abie Rae Worthington
Charlotte Worthly
Ashley Wright
Rolyn Yee
Debbie Yost
Shannon Yost Ray
Courtney Ham Young
Patricia A. Zannino
Bertha C. Zapata
Radha Zervakas
Laura Ann Zipay
Emmy Alvarez Zumwalt
Reina Isabel Zuniga
Sandra Zuniga
Stephanie Zupko
Socorro Zurita

MEET YOUR NSDS CONOCE A US DNVs

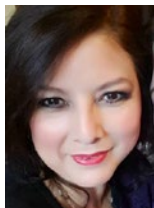
Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members? / Asegúrate de visitar *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “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?

CADILLAC QUALIFIERS

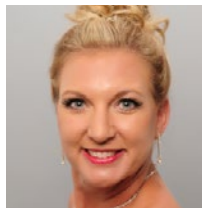
CALIFICADAS DEL CADILLAC

March/Marzo 2018

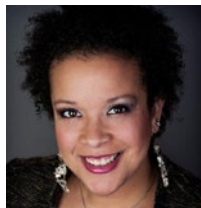
Independent Sales Directors earning the use of a pink Cadillac during the first quarter. Find Cadillac qualification requirements on *Mary Kay InTouch* under "Resources," "Publications" and "Advance Brochure". / Directoras de Ventas Independientes que se ganaron el uso del Cadillac rosado durante el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



Mariaelena Boquin
Burbank, Calif.



Jennifer G. Bouse
Willard, Mo.



Pamela Brigante
Wharton, N.J.



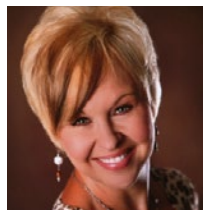
Yvonne L. Capehart
Pensacola, Fla.



Suzanne S. Comer
Huntsville, Ala.



Joyce M. Conant
Natchitoches, La.



Tracy Foltz
Ada, Mich.



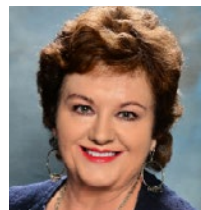
Krystal K. Hunsucker
McKinney, Texas



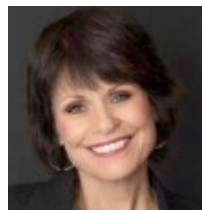
Carol Lee Johnson
Hernando, Fla.



Gloria J. Johnson
Wheatley Height, N.Y.



Kathleen Kirkwood
Mills River, N.C.



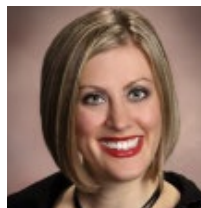
Linné Lane
Palmdale, Calif.



Stephanie L. Lenard
Holt, Mich.



Dynetta M. Minter
Jeffersonville, Ind.



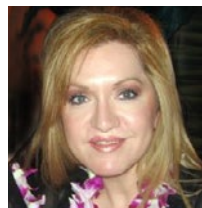
Rachel E. Naylor
Madison, N.C.



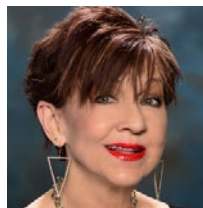
Laura Poling
Hicksville, Ohio



JoAnna P. Shipe
Cave Creek, Ariz.



Cheri L. Taylor
Las Vegas



Trisha Taylor
San Marcos, Texas



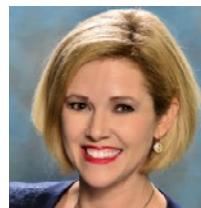
Jerlene Vrana
Lott, Texas



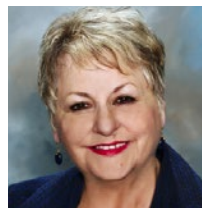
Kim West
North Richland Hills, Texas



Debra J. Witmer
Manheim, Pa.



Jenan W. Wood
Bradenton, Fla.



Sandra A. Zavoda
Middletown, Pa.

Not pictured/Sin foto: *Lila R. Garro*, Winterville, N.C.; *Dolores Keller*, Covington, Ind.; *Joni D. Koontz*, Ellettsville, Ind.; *Faylene R. Lankford*, North Wilkesboro, N.C.; *Kathy Lee*, Hendersonville, N.C.; *Joyce A. Newell*, Hays, Kan.; and *Satarro Purnell*, Pearland, Texas.



TOP 10 ALL-STARs

PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STARs)

March/Marzo 2018

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in All-Star Star Consultant consistency during the first three quarters June to September and September to December 2017 and December 2017 to March 2018. / Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 montos de crédito de concurso más altos en el concurso de la constancia *Siempre Estrella (All-Star)* de Consultoras Estrella durante los tres primeros trimestres de junio a septiembre, de septiembre a diciembre de 2017 y de diciembre 2017 a marzo de 2018.

1. Sales Director
Kelly M. Freeman
Atlanta, Ga.
Diamond Seminar
76,228

2. Sales Director
Terrah Cromer
De Soto, Ga.
Emerald Seminar
73,455

3. Yuko Yasuma
D. Stevens Unit
Anaheim, Calif.
Emerald Seminar
68,202

4. Sales Director Maria
Cuevas De Sanchez
Boonville, Calif.
Sapphire Seminar
65,129

5. Sales Director
Angela P. Lafrance
Miramar, Fla.
Sapphire Seminar
59,012

6. Sales Director
P.J. Baunach
Alexandria, Va.
Diamond Seminar
54,866

7. Sales Director
Esther Amador
Pico Rivera, Calif.
Ruby Seminar
53,270

8. Sales Director
Tracy A. Clymer
Wellsboro, Pa.
Emerald Seminar
51,816

9. Sales Director
Heather C. Feiring
Epping, N.H.
Ruby Seminar
51,283

10. Sales Director
Janet L. Guimet
West Valley City, Utah
Sapphire Seminar
49,840



Go-Give® Award



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



RUBY

Cheryl Romero

Independent Senior Sales Director

Began Mary Kay Business
July 2007

Sales Director Debut December 2009

Offspring one first-line

National Sales Director
Go-Give Area

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

Personal Lives in Albuquerque,
N.M. Husband, Tomas; daughters:
Brooklyn, Lily

**"I am motivated to help others
because** I owe a big part of my
success to the selflessness and
belief of my adoptive Sales Director.
I take immense pride in sharing my
talents and knowledge with the
women entrusted to my care."

Independent Beauty Consultant
Ellen Ashcraft of Tijeras, N.M., says,
"Cheryl has a giving heart, tremendous
work ethic and enthusiasm for running
her business and unit the Mary Kay
way. She tirelessly supports and
cheers on her adoptees. Cheryl has
helped me rekindle the joy in my
business."



SAPPHIRE

Rheanonda Johnson Gray

Independent Sales Director

Began Mary Kay Business
November 1992

Sales Director Debut October 2000

National Sales Director
Go-Give Area

Honors Circle of Honor; monthly
Go-Give® Award winner, October
2013; four-times Sales Director
Queen's Court of Personal Sales;
three-times Queen's Court of Sharing;
eight-times Circle of Achievement;
two-times Double Star Achievement;
Triple Star Achievement

Personal Lives in Fort Worth, Texas
Husband, Edd Gray, Jr.; stepdaughters:
Eddrice, Biannaca

**"I am motivated to help others
because** of the blessings I never
imagined possible. I thank God for the
opportunity to help others! There is
no joy like the joy of serving others."

**Independent Sales Director Kijuana
McKinnie of Plainfield, Ill.**, says,
"Rheanonda offered to be my buddy
at a Mary Kay event. She hopped
from table to table with me until we
found a place for two people. We
had just met, and I immediately felt
like I had a new friend for life!"



EMERALD

Peggy Stokes

Independent Senior Sales Director

Began Mary Kay Business
September 1995

Sales Director Debut
January 2004

Offspring one first-line;
one second-line

National Sales Director
Go-Give Area

Honors Star Consultant; two-times
Circle of Achievement

Personal Lives in Surprise, Ariz.
Husband, Rodger; sons: Casey, Tyler;
daughter, Amanda

**"I am motivated to help others
because** I believe serving others and
making people feel important should
be a way of life. I'm passionate about
helping them realize how truly great
they are, and I pray that they will see
Him shine through me in everything
I do!"

**Independent Sales Director Sue
Webb of Scottsdale, Ariz.**, says,
"Peggy is active in supporting
women's issues and community
outreach for women's causes. She
loves her adoptees, lives the Go-Give
principles and treats everyone with
love and kindness."



DIAMOND

Debbie Blackford

Independent Sales Director

Began Mary Kay Business
July 1997

Sales Director Debut
January 2000

National Sales Director
Go-Give Area

Honors Circle of Honor; 13-times
Sales Director Queen's Court of
Personal Sales; two-times Circle of
Achievement

Personal Lives in Corona, Calif.
Husband, Jimmy; son, Zane;
daughters: Kaylee, Madison, Launi

**"I am motivated to help others
because** it is a privilege to be part
of a culture that is leaving a legacy.
Breathing belief into women and
helping them to see who they were
created to be is the greatest thing I
could be doing at this moment."

**Independent Sales Director
Christina Gallant of Orange, Calif.**,
says, "Debbie's leadership skills are
unending, but it's her heart that sets
her apart. In the past few years,
she has organized the local *MK5K*,"
and she raised \$18,000 in donations
for *The Mary Kay Foundation*SM
last year!"



MY Why!

Independent Executive Senior
Sales Director Elvia Córdova,
Fresno, Calif.



A Pillar of STRENGTH

Growing up in a volatile environment, where domestic abuse was not uncommon, **Elvia Córdova** says she had to find inner strength at a young age. “My parents had a tremendous work ethic, but self-esteem was never fostered in our home.”

The eldest of 12, Elvia’s job was to help care for her brothers and sisters. It’s no surprise that as a young woman, work outside the home was a welcome option that allowed her to escape. But an experience in 1997 with a disrespectful boss quickly brought her back to the memories of her childhood. “I was married and a new mom when I quit that job and swore I would never again be anyone’s employee.

My determination was so strong that I saved up enough to open a small custom jewelry store.”

Around the same time, Elvia got her GED and went to cosmetology school. “I opened my beauty salon in July 1998, and that same month, I was introduced to Mary Kay.”

“

**Here's to Strong Women. May we know them.
May we be them. May we raise them.**

”

ENTER MARY KAY

She signed her Independent Beauty Consultant Agreement, but was skeptical about the Mary Kay opportunity at first. “I was not used to women encouraging and supporting each other. Everyone was so happy and complimentary; it seemed too good to be true. I talked to my husband, Joel, and he suggested I learn more. My **Independent National Sales Director, María Flores**, recommended I attend Seminar. Joel encouraged me to go, so I got busy working to earn enough money to make the trek from California to Dallas.”

Elvia is thankful every day for that decision because it was at Seminar 1999 where she had an epiphany. “I was sitting WAY back in the convention center, far from the stage, when Mary Kay Ash’s *Lessons and Legends* video came on. It was my first glimpse of her, and tears flowed from my eyes. I was so moved by her words! I announced right then that I was going to pull out all the stops and get serious about my Mary Kay business.”

IN IT TO WIN IT

Soon after that, Elvia met **Independent Senior Sales Director Karen Getty-Hopkins**, Fresno, Calif. “Karen has that Go-Give spirit, and she adopted me into her unit. I never missed her weekly meetings despite the two-hour round trip I had to drive each time. With her coaching and my strength and hard work, I earned the use of my first Mary Kay Career Car a short time later. And I closed my custom jewelry store.”

“Karen challenged me to follow the 3+3+3 plan every week, and I did. I took her challenge as if it came from my mother, which meant it was not optional. I was not much of a makeup user, but I started using *Mary Kay*® products, held parties, shared the Mary Kay opportunity and built my team. In a few months, I became an Independent Sales Director and closed my beauty salon.”

LESSONS IN LEADERSHIP

Elvia also sought the mentorship of **Independent Executive National Sales Director Lupita Magaña**. “Something about Lupita’s leadership style reminded me of my mother. The power, the respect, the notion that you’ll find the strength to reach your goal, no matter what. Lupita taught me to soar.”

Still, for Elvia, many of the strengths she has developed are intangible. “I wouldn’t change my childhood because my integrity and work ethic are so solid. But I’ve learned to accept that many of our limitations are self-imposed. I had to learn that people with money are not evil – that it is okay to have money and nice things, to live in abundance.”

This mother of six and grandmother of 14 says, “When I earned my first big check, I cried. With the next one, I panicked and convinced myself to spend it because I didn’t think I was worthy of having that kind of money in my checking account! Today, after 20 years in my Mary Kay business, my sense of worth has blossomed. I am stronger today, and I want to pass that on to as many women as I can.” ♥

Elvia’s Keys to Success:

3+3+3

- 3 skin care classes
- 3 team-building appointments
- \$300 in retail sales

Every week. No excuses!

ELVIA’S ADVICE TO OTHERS

- Don’t follow negativity. Believe in yourself.
- Learn to let go of your limitations. Instead, grow your strengths and abilities.
- Know and build your worth.
- Listen to positive audio recordings to fight against any negative baggage.
- Do not let what others think about you impact your day-to-day life.

Summer OBSESSIONS

Skin Savers

Add sizzle to your sales with these summer faves!

\$15



Special-Edition[†] Mary Kay[®] Sun Care After-Sun Replenishing Gel

After a day in the sun, enjoy this cooling, hydrating gel. Leaves skin feeling soft and silky, never sticky.

\$18



Special-Edition[†] Mary Kay[®] Sun Care Subtle Tanning Lotion[†]

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks.

\$20



Mary Kay[®] Sun Care Sunscreen Broad Spectrum SPF 50⁺

Advanced protection against sunburn and premature aging. Lightweight and oil-free. For face and body.

\$10



Mary Kay[®] Sun Care Lip Protector Sunscreen Broad Spectrum SPF 15⁺

Helps keep lips protected and guarded from the drying effects of the sun and wind.

\$6,
pk./75



Beauty Blotters[®] Oil-Absorbing Tissues

Powder-free tissues instantly absorb excess oil without disturbing makeup, leaving a soft, matte finish.

\$36



White Tea & Citrus Satin Hands[®] Pampering Set

Three-step, spa-like treatment revitalizes and rejuvenates the look of hands so they feel renewed and instantly look healthier. Includes *Satin Smoothie[®]* Refining Shea Scrub, Nourishing Shea Cream and Fragrance-Free Protecting Softener. Fragrance-free set is also available.

\$24



Clear Proof[®] Deep-Cleansing Charcoal Mask

Activated charcoal acts like a magnet to unclog pores. Formula is clinically shown to instantly absorb excess oil and reduce shine. Extracts of rosemary and peppermint deliver a fresh scent to awaken senses.

\$16



Indulge[®] Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the sensitive eye area. Calms, cools and refreshes a tired-looking appearance.



Makes a great gift,
especially for brides!

All prices are suggested retail.

[†]Available while supplies last [†]Does not contain sunscreen and does not protect from the sun

Summer OBSESSIONS

Cool Color

\$20



Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15*

Get complexion correction with a formula that acts like makeup and is formulated like skin care. Five shades cover a wide range of skin tones. Suitable for all skin types.

\$18



Mary Kay® Bronzing Powder

Creates a natural-looking, sun-kissed glow. Applies easily and never looks dry on skin. Controls shine and won't settle into fine lines, wrinkles or pores.

\$15



Lash Love® Waterproof Mascara,

Humidity-, pool-, saltwater-, rain-, tear- and sweatproof. Lashes appear fuller, lifted and multiplied, while looking naturally flawless, soft and healthy.

\$18



Mary Kay® Mineral Cheek Color Duo

From a sheer look to a radiant, healthy glow, you can adjust the tone and intensity by building color and sweeping the highlighter over the blush. Three shades: **Spiced Poppy, Ripe Watermelon** and **Juicy Guava**.

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



**PINK
CHANGING
LIVES®**
MARY KAY

\$18



MARY KAY® GEL SEMI-MATTE LIPSTICK IN POWERFUL PINK

In the United States, from April 26 to Aug. 15, 2018, **\$1 will be donated** by Mary Kay Inc. from each sale of the **Mary Kay® Gel Semi-Matte Lipstick in Powerful Pink**. In the United States, Mary Kay is committed to ending domestic violence through the efforts of *The Mary Kay Foundation*™ to provide lifesaving resources to survivors of abuse.

NEW FACES *take you* PLACES

TAKE THE CHALLENGE!

JULY 1, 2017 – JUNE 30, 2018

JUNE 1 – 30: **STRENGTH** CHARM

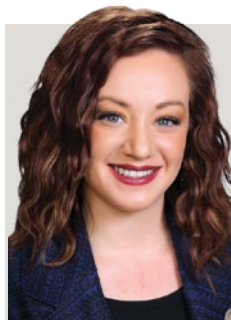
YOU EARN: Each month, an exclusive designer charm bracelet featuring a new power word.

WHEN YOU: Place a cumulative \$600+ wholesale Section 1 order in a month. Complete details on *Mary Kay InTouch*®.



☀ *Sun and* GAMES ♥

Take advantage of the extra-long summer days to book parties and pamper your customers. These Mary Kay Independent Sales Directors share how to keep the party (and sales) going all summer long!



NEVER STOP PARTYING!

INDEPENDENT SALES DIRECTOR
MONICA VANZO, BROOMFIELD, COLO.

"The best thing you can do for your business is to be consistent and hold parties. I'm most successful when I pamper five to 10 new faces with *Mary Kay*® products each week. This

helps me build momentum and excitement. Plus, when I'm consistent, it makes booking parties easier!"



MAKE IT FUN!

INDEPENDENT SENIOR SALES
DIRECTOR CINDY ERDAL,
EDEN PRAIRIE, MINN.

Spa Escape Parties. "These are a favorite. No makeup, just a relaxing skin care experience with *Satin Hands*® and *Satin Lips*®, quiet music and tea lights.

Even better ... PJs for evening events. I offer a prize for the silliest slippers!"

Mask Art Parties. "We make art with face impressions using **Clear Proof® Deep-Cleansing Charcoal Mask** on inexpensive white towels I buy at discount stores. I just wash with extra bleach for the next party. It makes for great social media posts, so I ask my customers to tag me. Booking new faces comes easy!"



PARTY ANYWHERE

INDEPENDENT SALES DIRECTOR

ANA FARRELL, BALLWIN, MO.

We live in St. Louis now, but have moved five times since I started my Mary Kay business. I quickly learned that online parties would be a great way to keep my Mary Kay business going.



HERE'S WHAT I DO:

- **Book.** I contact potential hostesses, ask them to host an online party and walk them through the process before the party.
- **Supplies.** I drop off supplies (including the hostess gift!) or ship them. On party day, she sets everything up and props her mobile device at the table so I can be there too!
- **Party.** I hold a live video call, and the hostess is my hands and feet. At the end, she passes her device around so I can give each guest her individual close. I create invoices while we talk and send a link for payment.

- **Customer Delivery Service.** Orders are sent directly from Mary Kay to each of my customer's homes. Go to *Mary Kay InTouch*® > Ordering > Order Fulfillment Options to learn more.
- **Follow up.** After the close, I thank everyone, especially my hostess, and I reconnect with her later to complete her order. Since she did such a great job helping me hold the party, I talk to her about the Mary Kay opportunity and how she can do what I do.

It works! The online parties generate similar sales, bookings and opportunity conversations as a regular party would. ♥

ON MARY KAY INTOUCH®



GET THE PARTY STARTED

- Find more party tips and inspiration on [Party Central](#).
- Send fun **customer eCards** to invite your customers to host a party.
- Use **Mary Kay® Beaut e News®**, a weekly eNewsletter sent by Mary Kay. The latest products and beauty essentials are promoted, and it links your customers directly to your **Mary Kay® Personal Web Site** so they can shop with you. You'll get the weekly email, too, so you're in the know.
- **Social media posts** are a great way to get your customers' attention and find new faces! Visit Digital Assets under Resources for Company-approved posts and images, plus view a how-to video if you're new to social media.

All of these tools are on *Mary Kay InTouch*®.



Pass the MARY KAY

When it comes to sharing the Mary Kay opportunity, these savvy women have the golden touch! Actually, they were the **top three in the Sapphire Seminar 2017 Queen's Court of Sharing!** And all are from **Independent Senior National Sales Director Cyndee Gress's** area. They share their secrets to success.



JESSICA SCHULTZ,
INDEPENDENT SENIOR SALES DIRECTOR,
HAZELWOOD, MO.
Sapphire Seminar

2017 2nd Runner-Up, Queen's Court of Sharing

ONE OPPORTUNITY, INFINITE POTENTIAL.

Four years ago, I was a teacher and began my Mary Kay business for summer vacation money. I did a Power Start (30 faces in 30 days) my first month. The results were so monumental that

I continued to complete Power Starts each month to grow my business.

For me, **30 new faces each month can equal two qualified new team members.** That's 24 new team members in a year! I quickly replaced my teacher's salary (and more) with earnings from parties, bonuses and commissions.

NO DOESN'T MEAN NEVER.

When someone says "no," it can mean that the timing isn't right for now. Keep these connections. My team members are my customers first! A consistent customer of four years just recently became a new empty nester, so I invited her to a Mary Kay event. The timing was right **this time!** She

started her Mary Kay business four years after I first shared the opportunity with her.

MY FIRST TEAM MEMBER: My younger sister. She was a frugal college student, but when I facialed her, she bought \$150 in *Mary Kay*® products. My mom's mouth dropped from disbelief that she would invest in her skin. My sister was proof that it's easy to stand by (in her case purchase) something you believe in.

WHERE I FIND NEW TEAM MEMBERS:

Hostesses are the gateway to great team members. I preprofile before a party to learn about each guest's skin and to discover a little about her. This helps me speak to her heart at the party and share what she can enjoy from a Mary Kay business.

Hostesses are the gateway to great team members.



JESSICA SCOLA,
INDEPENDENT
SENIOR SALES
DIRECTOR,
JAMAICA
PLAIN, MASS.
Sapphire
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2017 Queen of Sharing

DON'T PREJUDGE!

Early on in my Mary Kay business, at one of my skin care parties, I shared the Mary Kay opportunity with four of the five women I thought might be interested in hearing more. At the end, the fifth woman asked why I didn't invite her to hear more about Mary Kay. She ended up being the only one who started a Mary Kay business.

Now, I give every woman the chance to hear more about Mary Kay. It's usually the people you least expect who will join your team. We get to paint the picture of what a Mary Kay business can do for someone, and then they decide if it's right for them. Always think about how this business could change her life. When you do that, team-building is a pleasure.

MY FIRST TEAM MEMBER: My mom. She was inspired by seeing me succeed in such a positive environment. You can start team-building with people close to you who you want to help.

WHAT INTRIGUED ME FIRST: I'm so grateful that I was offered the Mary Kay opportunity. If my Independent Beauty Consultant had prejudged me, I probably

would not be here today. I was not an engaged party guest, I didn't provide any referrals, and I only bought a lip gloss. BUT, I did see her collect the money at the end of the party. The fact that she had a 50 percent earnings potential made me want to know more. It motivated me to think that I could be my own boss and have an unlimited income potential.



LAUREN
BOSCOE,
INDEPENDENT
SALES
DIRECTOR,
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MASS.
Sapphire
Seminar

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POSITIVITY BREEDS SUCCESS.

A long-time Mary Kay customer, I already loved the products, but the people and the positive environment quickly became my favorite part. I started my Mary Kay business in August 2016. As a pastry chef, I came from a high-stress industry. I found myself easily sharing my excitement about this incredible Company at every skin care party.

I didn't always say every word perfectly, but I learned that it's OK to learn as you go and to "fail forward." I always knew there was room for improvement and worked to get better.

BE TRANSPARENT.

I know it's easy to fall into doubt, and sometimes I still feel nervous about sharing the opportunity. I aim to be authentic about what Mary Kay has done for me. We share the facts and let each woman make her own decision. I am forever grateful to **Independent Senior Sales Director Jessica Scola** for giving me this opportunity, and I want to pass it along.

I know teachers, lawyers, retirees, corporate workers and stay-at-home moms – from 18 to 80 – who have successful Mary Kay businesses. Listen to each woman and her needs so you can show her how Mary Kay can fit into her life.

ON CLIMBING THE CAREER PATH:

On Sept. 30, 2016, I became a Red Jacket. Six hours later, I was a DIQ. It was a big goal to accomplish. Call, ask and reach out to everyone. You never know who will say yes! Ask yourself, "When I go to sleep tonight, will I have done everything I could?" If the answer is yes, then that can bring peace.

ON ACCOUNTABILITY: I quit my full-time job to work my Mary Kay business. I love the flexibility. I can now drop my son off at school instead of leaving at 5:30 a.m. and only seeing him in the afternoon. I hold myself accountable for providing the life and the opportunities I believe my Mary Kay business can give us, and I'm surrounded by women who motivate me to be my best and achieve my goals. ♥

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