

MARY KAY

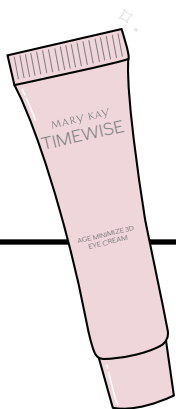
JULY 2020

applause®



About Face!

Be Driven this month! Share amazing skin care that delivers results, not promises.



JULY Dates

1

Online Independent Sales Director-in-Qualification Commitment Form available.

Seminar 2021 contest period begins.

3

All Company offices closed.

Last day to submit online Independent Sales Director-in-Qualification Commitment Form.

4

Independence Day.
Postal holiday.

17

Last day to enroll online for the **Fall 2020 Preferred Customer ProgramSM** mailing of *The Look*, including an exclusive sample (while supplies last).

19

Holiday 2020 Preferred Customer ProgramSM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

30

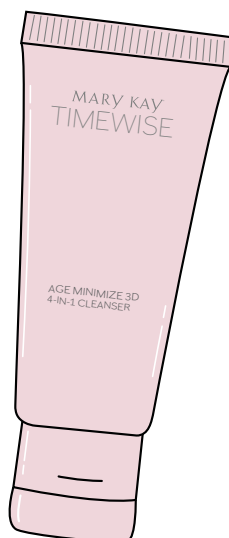
Last day to place phone orders.

31

Last day 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 CT.



“

Never give up. Though many times adversity surrounds you, never give up! So sometimes you are temporarily stopped or stymied, never give up.

Success is just around the corner for the person who refuses to quit. Yes, it takes courage to ask that tenth person to book or recruit when nine have said no. Keep on asking. When someone finally says yes to you, you will not be able to wait to ask the next person. That's how success inspires you.

”

Mary Kay

HELPFUL NUMBER: Customer Success Team 800-272-9333

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

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. ©2020 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



Skin Care Selfies!

What's your favorite Mary Kay® skin care product?

Share a skin care selfie! **#MyMKLife**

Hit Refresh!

The **Summer 2020 Social Media Playbook** is out, and it's loaded with tricks to help your posts pop! Check it out for ideas on posts, photos and prompts for effective captions. *Mary Kay InTouch*® > Products > Product Central > Supporting Materials.



Applause® Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS
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COPY EDITORS: 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 InTouch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

BEGIN WITH Beautiful Skin.

What's the best thing about a *Mary Kay*® skin care routine? The results!

Selfcare is on everyone's minds right now. Let your customers and new faces know you're open and ready with a *Mary Kay*® skin care routine tailored just for them. And they don't even need to leave their homes!

***TIMEWISE MIRACLE SET 3D*®, \$110**

- Appeals to your broadest range of customers
- For early-to-moderate signs of aging.



MILLENNIALS AGE 25 – 42:*

- 78% use facial skin care.



Who's game to get them all on Mary Kay® skin care!

***TIMEWISE REPAIR® VOLU-FIRM*® SET, \$205**

- Delivers youth-restoring firmness and skin lift.
- For advanced signs of aging.



WOMEN AGE 55 AND OLDER:*

- 98% have a beauty routine.
- 43% seek advice from a beauty professional.
- 64% look for products designed for aging skin.



It's time to share TimeWise Repair® Skin Care. The stats are in your favor!

MARY KAY NATURALLY™

Pamper and revitalize skin with a collection that combines naturally derived† ingredients with versatile forms.

- Purifying Cleanser, \$26
- Nourishing Oil, \$48
- Exfoliating Powder, \$34
- Moisturizing Stick, \$28



GO NATURAL:

- Natural skin care cosmetic sales were estimated to have reached \$10 billion in 2018.**



Get your piece of the profits with Mary Kay Naturally™.

BOTANICAL EFFECTS® REGIMEN, \$54

- Easy-to-use regimen for those not yet concerned about aging skin.
- A great introduction to a skin care routine.



CLEAR PROOF® ACNE SYSTEM, \$45

- Say goodbye to breakouts with this fast-acting system.

GEN Z AGE 12 – 17:*

- 68% already have a beauty routine.



Clear Proof® or Botanical Effects® is just what they need!

THE SURVEY SAYS ... GREAT SKIN IS IN!

PEOPLE 18+:*

- 58% agree that having good skin makes them feel good about themselves.
- 50% agree that skin care improves their skin.
- The cosmetics industry represents a whopping \$93.5 billion in the U.S. in 2019.***

***NPD Group/Statista

All prices are suggested retail.



**PINK
DOING
GREEN™**

SUSTAINABILITY

PEOPLE AGE 18 – 24:*

- 34% look for brands with sustainability strategies.



Mary Kay is doing its part to make the planet a more beautiful place by preserving the Earth's resources.

Print or download this card to share how Mary Kay is doing its part to be sustainable and green.



**MARY KAY INTOUCH® >
RESOURCES > CORPORATE
SOCIAL RESPONSIBILITY >
CSR TOOLS.**

MK MEN® SKIN CARE REGIMEN, \$81

Go-to grooming essentials that protect, smooth and soothe.



MEN 18 AND OLDER:*

- 59% use a facial cleansing product.
- 53% use moisturizer.
- 70% use sunscreen.



Offer MKMen® products and watch your sales results!

SOCIAL SELLS!

Mary Kay Ash said, “Nothing happens ‘til somebody sells something.” Why not power up this month using social media to sell!



PIQUE THEIR INTEREST

KIRSTI WILMON, INDEPENDENT SALES DIRECTOR, PURCELL, OKLA.

Think of it like a two-way street – ask questions and encourage comments and likes. An example could be asking them what they want to see, with options such as contouring for beginners, eye shadow

for hooded eyes, or best brow tools. Let them vote and then create videos based on what the majority of people request!

DEMO PRODUCTS YOU LOVE

Be authentic and transparent. Kirsti features products she loves and uses daily. She posts tutorials of her step-by-step nighttime skin care routine and how she incorporates the *Skinvigor Sonic™* brush, because she loves how it amps up her skin care routine.

She'll also post a demo showing a favorite lip combo such as *Mary Kay®* Lip Liner in Light Nude, *Mary Kay®* Gel Semi-Matte Lipstick in Blush Velvet and a pop of *NouriShine Plus®* Lip Gloss in Pink Parfait on top. Kirsti says many of her customers will want the exact look!

GET CREATIVE

Have fun, and most importantly, be you! Don't get discouraged if you don't see the comments and likes you anticipate, or if sales don't come right away. It's okay! It doesn't mean they're not watching or listening. I recently posted a tutorial with lip liner and how it can help lip color last longer, and although I didn't get many comments or likes initially, I did get texts and calls later asking about the colors I used. So, be patient and be sure to follow up with those who do comment to see if they want to make a purchase.

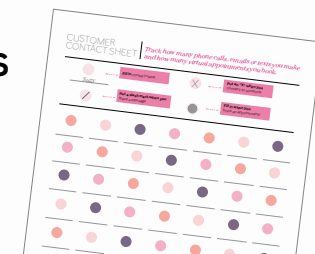
K.I.S.S.

Just as Mary Kay Ash taught, Keep It Simple Sweetie. Keep your videos short, fun and to the point to garner attention. She keeps note next to her phone with script highlights to keep herself on track.

BOOKING BOOSTERS

WORK IT!

Find a handy tracker for calls and appointments on [Page 20](#). It can help you stay organized and ready to sell!



YOUR DIGITAL SKIN CARE ASSISTANT

Here's a new way to help you book and sell as you find new ways to reach out digitally. Your customers can download the Skin Analyzer App (previously available as *SkinSight™* and for Independent Beauty Consultants only) and use in conjunction with you. This handy app acts like a digital skin care assistant to scan skin and provide personalized *Mary Kay®* product recommendations.

HOW IT WORKS:

Think of it like a virtual appointment. Your customer taps the I'm a Customer screen and scans her face and emails or texts her results to you. Then as her skin care expert, you tap the I'm a Beauty Consultant screen to see her results and guide her through the product recommendations. Find tips on how to use the app as you sell from home!

Already have the SkinSight App? Just update to get the new version – no need to download the new app!

DIGITAL PARTIES

Ready to expand your reach? With a digital party, you can book, sell and team-build just like you do in person but through social media or other streaming platforms.

Reach people who live far away.

Avoid cancellations due to inclement weather or other unexpected obstacles.

Get a "yes!" from those who are shy or new to *Mary Kay*® products who might be reluctant to attend in-person.

LEARN MORE!
MARY KAY INTOUCH® > EDUCATION >
DIGITAL BUSINESS BASICS.



Shoutout to **Mitzi Sandell**,
Independent Senior Sales
Director, San Antonio,
Texas, for sharing her digital
party! **#MyMKLife**

you can

do it 

JULY 1, 2019 – JUNE 30, 2020

be *driven.*



Yours when you sell
enough products to
place a cumulative
\$600 or more* wholesale
Section 1 order
in June.

JUNE 1-30



*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.



Gloria Mayfield Banks



Patricia Turker



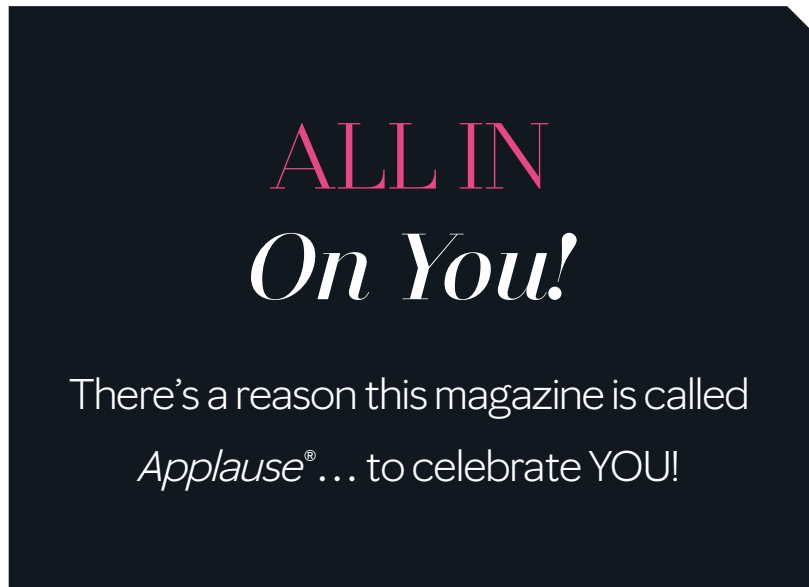
Lisa Madson



Cindy Williams



Sonia Pérez



Lupita Magaña



Dayana Polanco



Stacy James



Pamela Waldrop Shaw



Pamela Fortenberry-Slate

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 2020, NSD Area Leadership Development Bonuses, Boost Your Ranking Credit for March 2020, and NSD commissions earned on all foreign countries for February 2020 and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for February 2020.) 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, 2019, through March 31, 2020

INNER CIRCLE

\$600,000

Gloria Mayfield Banks
\$471,802

\$500,000

Patricia Turker
\$390,692

\$450,000

Lisa Madson
\$369,541

\$400,000

Cindy Williams
\$321,205
Sonia Pérez
307,472

\$350,000

Lupita Magaña
\$284,216

DIAMOND CIRCLE

\$300,000

Dayana Polanco
\$226,044

\$250,000

Stacy James
\$223,634
Pamela Waldrop Shaw
215,224

\$200,000

Pamela Fortenberry-Slate
\$181,924
Dacia Wiegandt
181,313
Dawn Dunn
178,629
Sandy Valerio
176,324
Julia Burnett
175,387
Julianne Nagle
167,002
Kerry Buskirk
165,270
Mayuli Rolo
161,689
Davanne Moul
161,499
Anita Wood
159,274
Anabell Rocha
158,021

Lia Carta

151,854

GOLD CIRCLE

\$150,000

Kristin Myers
\$140,034
Yosaira Sánchez
138,943
Maricarmen Landa Ramos
138,084
Cindy Fox
138,049
Lorraine Newton
138,012
Juanita Gudiño
136,206
Somer Fortenberry
136,015
Mary Estupiñan
134,839
Cyndee Gress
130,704
Gloria Báez
128,878
María Monarrez
125,261
Sue Pankow
124,780
Jan Thetford
123,628
Valerie Bagnol
121,205
Kim McClure
121,031
Monique Balboa
120,719
Rebecca Evans
118,568
Mariana Moreno
116,219
Paola Ramírez
113,651
Bianny Ramírez
113,449
\$125,000
Tammy Crayk Smith
\$111,714
O'Nelly Encarnación
110,526
Lynnea Tate
109,761
Pam Higgs
106,486
Rosibel Shahín
106,075

Kimberly Copeland
105,347
Michelle Sudeth
105,209
Janis Z. Trude
103,375
Pam Ross
103,029
Evelinda Díaz
102,867
Morayma Rosas
101,995
Lisa Allison
100,864
Roxanne McInroe
100,507

Shannon Andrews
100,350
Noelia Jaimes
98,896
Diane Mentiply
98,677
Alia Head
97,604
Leah Lauchlan
96,781
Pamela Tull
96,311
Ada García-Herrera
95,269
Deb Wehrer
94,471

Sharon Buck
12,165
Vicki Jo Auth
11,493
Heidi Goelzer
11,400
O'Nelly Encarnación
11,293
Eitelia Valdez-Cruz
10,290

RUBY

Cindy Williams*
\$37,777
Stacy James*
29,584
Sandy Valerio*
21,117
Tammy Vavala
18,554
Jan Thetford
17,623
Cindy Fox*
17,482
Lia Carta**
17,121
Kim McClure
16,499
Lara McKeever
16,375
Mary Estupiñan*
16,025
Anabell Rocha*
15,351
Gloria Báez*
13,332
Bea Millslagle
12,918
Michelle Sudeth*
11,933
Annaka Krafka
11,581
Nancy Osborn*
11,519
María Flores
11,414
Crystal Trojanowski
11,406
Juanita Gudiño*
11,246
Gena Rae Gass
11,189
Cecilia James
10,952

SAPPHIRE

Davanne Moul*
\$30,987
Lupita Magaña**
29,406
Lorraine Newton*
20,270
Pamela Fortenberry-Slate*
19,684
Cyndee Gress*
18,513
Kristin Myers*
17,659
Somer Fortenberry
16,380
Diane Mentiply
16,309
Gladis Elizabeth Camargo*
15,672
Elaine Kimble Williams
14,831
Kimberly Copeland
14,401
Patrice Moore Smith
14,073
Dawn Otten-Sweeney
13,070
Deb Wehrer
12,682
Ruth Everhart
12,235
Bridget Shaw
12,167
Valerie Bagnol*
11,911
Janis Z. Trude
11,908
Jeanie Tamborello
11,818
Sylvia Kalicak*
11,102
Elizabeth Sánchez
11,012
Morayma Rosas
10,709
Angie Day*
10,207

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

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.

EMERALD

Gloria Mayfield Banks***
\$66,028
Patricia Turker**
49,578
Dayana Polanco*
35,038
Sonia Pérez**
33,571
Anita Wood*
31,376
Julianne Nagle*
23,694
Mayuli Rolo*
21,568
Dacia Wiegandt*
20,469
Tammy Crayk Smith
19,479
Kerry Buskirk*
19,187
Evelinda Díaz*
19,133
Monique Balboa
17,805
Pamela Tull
17,236
Cathy Bill*
15,549
Gina Rodríguez-Orriola
15,294
Pam Higgs
14,175
Bianny Ramírez*
13,972
Crisette Ellis
13,525
Noelia Jaimes*
11,889
Noemi Jaimes
11,844
Auri Hatheway
11,782
Natalie Privette-Jones
11,311
Mariana Moreno*
11,213
Kym Walker*
11,053

Rosibel Shahín*
11,004
Jill Davis
10,919
Carol Lawler
10,074
Yudith Pupo
10,006

DIAMOND

Lisa Madson*
\$53,416
Pamela Waldrop Shaw**
28,239
Dawn Dunn*
27,094
Julia Burnett*
26,623
Kristin Sharpe
18,875
Sue Pankow
17,233
María Monarrez
16,924
Yosaira Sánchez*
16,633
Lynnea Tate
16,555
Shannon Andrews*
14,274
Roxanne McInroe
14,225
Rebecca Evans*
14,122
Leah Lauchlan
13,729
Pam Ross*
13,682
Lisa Allison
13,564
Diana Sumpter
13,471
Alia Head
13,331
Julia Mundy
12,966
Candy Lewis
12,274

MEET YOUR NSDS

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?

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 2020.

TOP UNIT - ESTIMATED RETAIL PRODUCTION

EMERALD Deanna L. Spillman, J. Nagle Area	\$84,784
DIAMOND Deborah S. Baileye, P. Ross Area	\$96,753
RUBY Kali DeBlander Brigham, Mary Kay National Area	\$88,813
SAPPHIRE Jordan Eicher, Mary Kay National Area	\$104,841

TOP SALES DIRECTOR - PERSONAL SALES

EMERALD Krista K. Oldenburg, Mary Kay National Area	\$16,699
DIAMOND Kelly M. Freeman, Mary Kay National Area	\$19,991
RUBY Jacque Schumacher, Mary Kay National Area	\$13,013
SAPPHIRE Barbara Popowski, Mary Kay National Area	\$13,310

TOP BEAUTY CONSULTANT - PERSONAL SALES

EMERALD Massiel Sen, J. Villanueva Unit, G. Rodriguez-Orriola Area	\$13,465
DIAMOND Katy S. Hollingshead, D. Armstead Unit, Mary Kay National Area	\$13,448
RUBY Shannon Moegling, D. Haroldson Unit, S. Alexander Area	\$15,480
SAPPHIRE Sandra L. Deville, C. Perkins Unit, K. Copeland Area	\$14,903

TOP TEAM BUILDER

EMERALD Jisun Kim, K. Nakao Unit, Mary Kay National Area	12 New Team Members
DIAMOND Awilda M. Giambanco, K. Colon Unit, Mary Kay National Area	18 New Team Members
RUBY Sales Director Concepcion Solis, Mary Kay National Area	15 New Team Members
SAPPHIRE Sales Director Brenda L. Gill, Mary Kay National Area	16 New Team Members

TOP UNIT BUILDERS

Independent Sales Directors with 20 or more new unit members for March 2019.

EMERALD Tiqkia M. Barrow Sharlyn C. Escobar	22 New Unit Members 20 New Unit Members	RUBY Lindsay Zimmerman Stephanie B. Silver Mary Ruth Love	24 New Unit Members 23 New Unit Members 21 New Unit Members
DIAMOND MoKeysi Y. Colon	25 New Unit Members	SAPPHIRE Keita Powell Hannah G. Redmon	22 New Unit Members 22 New Unit Members

SALES MENTORS

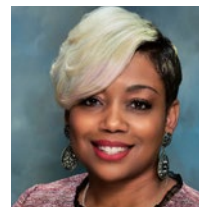
Special thanks to the sales mentors for the April 2020, *New Independent Sales Director Education class*.



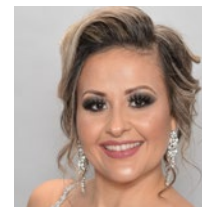
Maricarmen Landa Ramos
Independent National
Sales Director
Ruby Seminar



Diana Sumpter
Independent National
Sales Director
Diamond Seminar



Cyrcelia Matthews
Independent Executive
Senior Sales Director
Sapphire Seminar



Karime Rosas
Independent Executive
Senior Sales Director
Diamond Seminar

I sincerely believe that faith is an important part in anything we undertake. We can indeed do great things when we believe. Everyone has obstacles to overcome, but those with great faith can conquer whatever stands in the way.

(Leadership Conference '93 Speech)

Do you know a go-giver?

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."

Nominate a well-deserving Independent Sales Director today!

Mary Kay InTouch® > Contests/Promotions > Recognition > Go-Give® Award

DIAMOND / DIAMANTE

NEW DEBUTS

DEBUTS

January/Enero de 2020

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicidades 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: *Gloria Acuna Navarro*, Morristown, TN, J. Monterrosa Unit; *Kristen Browning*, Estacada, OR, S. Zelinka Unit; *Jennifer L. Buroker*, Evansville, IN, K. Mimbela Unit; *Saide C. Calixto*, Brooklyn, NY, S. Herrera Unit; *Laura Cuahuey*, Upper Darby, PA, M. Sigüenza Unit; *Meghan B. Davis*, Corinth, TX, T. Sprabary Unit; *Aidalia Diaz*, Leoti, KS, K. Rosas Unit; *Janice A. Fearon*, Irvington, NJ, M. Childs Unit; *Amy Geers*, Cincinnati, A. Hutchinson Unit; *Rosa Gonzalez*, Monroe, NC, L. Flores Unit; *Nikki S. Kjome*, Minnetrista, MN, K. Spiker Unit; *Courtney Miller*, Whitmore Lake, MI, T. Whitaker Unit; *Sulma Orellana*, Charlotte, NC, R. Mejia-Cardenas Unit; *Evelin A. Portillo*, East Boston, MA, M. Gonzalez Unit; *Socorro Reyes Ramirez*, Riverside, MO, K. Rosas Unit; *Heidi A. Rutar*, Troutdale, OR, L. Christenson Unit; *Idamaris Sosa*, Providence, RI, C. Pichardo Unit; *Sayyora Tajimetova*, Brooklyn, NY, O. Hoja Unit; *Regina R. Thomas*, Newark, NJ, E. Smith-Patterson Unit; *Martha Vega*, Tomball, TX, V. Ortiz Unit; *Marivel Villicana*, Pharr, TX, G. Yarritu Unit.



“THE SALES DIRECTORS IN MY COMPANY ARE THE PILLARS UPON WHICH THE COMPANY HAS BEEN BUILT. THEY, IN ESSENCE, ARE THE SPIRIT OF MARY KAY. / LAS DIRECTORAS DE VENTAS EN MI COMPAÑÍA SON LOS PILARES SOBRE LOS CUALES SE HA CONSTRUIDO LA COMPAÑÍA. EN ESENCIA, ELLAS SON EL ESPÍRITU DE MARY KAY.” *Mary Kay*



DEAN'S LIST

LISTA DEL DECANO

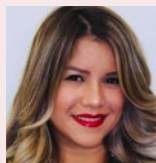


March/Marzo de 2019

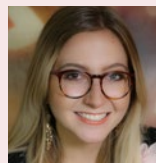
The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada 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.



Larinda J. King
Pooler, GA
Mary Kay
National Area
Sapphire Seminar



Karla Diaz
Orlando, FL
M. Moreno Area
Emerald Seminar



Rachel Statile
Egg Harbor
Township, NJ
C. Gress Area
Sapphire Seminar



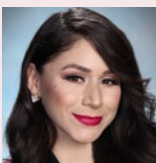
TRIPLE CROWN

TRIPLE CORONA



March/Marzo de 2019

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.



Sindy D. Tavares
Lovington, NM
M. Monarrez Area



Congratulations!
¡Felicitaciones!

Not pictured/Sin foto: *Monissa Childs*, Irvington, NJ, C. Lewis Area; *Ciara N. Peyton*, Springboro, OH, J. Burnett Area.

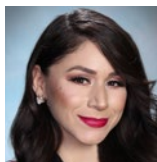
NOTHING HAPPENS UNTIL SOMEONE SELLS SOMETHING. / NADA PASA HASTA QUE ALGUIEN VENDE ALGO.

HONORS SOCIETY SOCIEDAD DE HONOR

March/Marzo de 2019

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.

Not pictured/Sin foto: *Monissa Childs*, Irvington, NJ, C. Lewis Area; *Ciara N. Peyton*, Springboro, OH, J. Burnett Area.



Sindy D. Tavares
Livingston, NM
M. Monarrez Area



- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked./
Los anillos se muestran encimados.

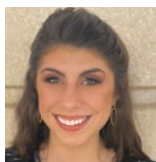
FABULOUS 50s FABULOSOS 50

September/Septiembre de 2019

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.



Kristi W. Eggers
Glenwood, AR
Mary Kay
National Area



Rachel L. Ryan
Smyrna, GA
L. Tate Area

ON THE MOVE EN ACCIÓN

January/Enero de 2020

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.

Gloria Acuna Navarro
Amy Geers
Evelin A. Portillo

Regina R. Thomas
Marivel Villicana

Red Jackets, cont.

Louis Malone
Melissa A. Martin
Marbel Martinez
Maria Martinez
Aracely Moncayo
Lana R. Murphy
Emma R. Oakes
Whitney D. Owens
Kathy J. Padgett
Stephanie Palomino
Azucena Pando
Christina N. Paul
Nohemy Y. Paz
Emily C. Purvis

Blanca E. Ramos Adams
Christina M. Rhodes
Ana A. Robledo
Maria Teresa Rocha
Maris A. Romero
Cecilia J. Sandoval
Dora A. Sarmiento
Ladonna Shalash
Joshua Son
Kelly Thacker
Jade Weiss
Leslie A. White
Lindsey Whitney
Maria Zavala

Grand Achievers, cont.

Lisa B. Racer
Valerie Reynolds
Josefa E. Rosario*
Estela Salazar
Debi Salmon*
Carolyn Scott
Kelly Sullivan
Violette Tabor
Mary Tarpley
Maria G. Teran de Vallejo
Wanda K. Thai*
Judy Thul*

Silvia C. Vallejo
Dee VanRyzin*
Charlotte Warmbir
Laurene J. Winn

CONSULTANTS/ CONSULTORAS

April J. Clark*
Ivania Lara

* Denotes requalified driver.
* Denota conductora recalificada.

GRAND ACHIEVERS GRAN GANADORAS

March qualifiers/Calificadas en marzo de 2020

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

Gloria Acuna Navarro
Corey Akin*
Carol Allen*
Karen Z. Brass
Judy Buehner
Pam J. Burdick
Diane Burton
Jane Cagle
Lori A. Carlson*
Hanniel Chavez*
Carrie G. Coffey*
Darcey M. Combs
Sonia Da Silva
Aidalia Diaz
Samantha Ewing
Ana G. Garcia
Maricela Gonzalez

Rosa Gonzalez
Paula Graser*
Ramya J. Green*
Merri Griffin
Joleen M. Hallouer*
Irma E. Jasso-Maldonado*
Emily Langr
Susan S. Lewerth
Eva M. Lopez
Mary Lord
Monica A. Lueck
Maria D. Madera*
Alice V. Muhammad
Yessica Navarro*
Eva Orrego
Karin S. Patrick
Ashley K. Payne*
Rosalba Perez Camacho*
Janet Phillon*

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

March/Marzo de 2020

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.



Maria Alvarez
Delia Arenas
Alexandra Barker
Molly J. Bies
Morgan Billingsley
Kristen R. Bramlish
Cindy Burke
Mayra Cardenas
Yvonne M. Coleman
Maricela Contreras
Dao Cook
Tarvia S. Demerson

Sonia Diaz
Ashley B. Esman
Carlota M. Figueroa
Laura I. Gandarilla
Taunia Hearn
Perla N. Hernandez
Joy Jekpe
Michele Jones
Hanna E. Larson
Julie Ligon
Melanie Lindert-Schwanz
Elvis Lopez

Success begins with a dream, and the first step in making dreams come true is to know what you want. Have a mental picture of your goals. The mind's eye must see the things you want. When it has a strong mental picture, it will begin to change your dreams into realities./El éxito comienza con un sueño y el primer paso para realizar los sueños es saber qué es lo que anhelas. Ten una imagen mental de tus metas. Los ojos de la mente deben ver las cosas que quieres. Cuando posee una fuerte imagen mental, comenzará a cambiar los sueños en realidades.

” Mary Kay

GOLD MEDALS MEDALLAS DE ORO

March/Marzo de 2020

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

148 GOLD MEDALS Consuelo Z. Tinajero*	11	50 GOLD MEDALS Margarita Gonzalez*	6
138 GOLD MEDALS Maribel Olivares*	5	42 GOLD MEDALS Lorena Rodriguez*	6
92 GOLD MEDALS Emma Morales*	5	41 GOLD MEDALS Sonia Uribe*	5
85 GOLD MEDALS Betty Symons*	6	38 GOLD MEDALS Amira Ramos*	5
79 GOLD MEDALS Jerusher Wiggins*	6	34 GOLD MEDALS Cira Michel*	5
72 GOLD MEDALS Maria D. Martinez*	5	32 GOLD MEDALS Diana K. Phillips*	5
65 GOLD MEDALS Maria Chavez*	5	29 GOLD MEDALS Emily E. Schuette*	6
63 GOLD MEDALS Dana Davis-Armstead*	5	28 GOLD MEDALS Stephanie A. Mottaz*	5
60 GOLD MEDALS Rhona C. George*	10	23 GOLD MEDALS Jeane D. Forrest*	5
58 GOLD MEDALS Josefa E. Rosario*	6	22 GOLD MEDALS Glori A. Gillespie*	5
55 GOLD MEDALS Emilia B. Valles*	5	21 GOLD MEDALS Alyssa K. Harland*	6
54 GOLD MEDALS Lizbeth Longoria*	5	20 GOLD MEDALS Maria D. Madera*	7
54 GOLD MEDALS Wanda K. Thai*	10		

19 GOLD MEDALS Chelsea J. Claytor*	9	5 GOLD MEDALS Maria T. Hernandez*	6
18 GOLD MEDALS Cassandra L. Hartke*	8	4 GOLD MEDALS Sue Justin, L. Jackson Unit	6
17 GOLD MEDALS Cheryl A. Owensby- Roberts*	6	3 GOLD MEDALS Rosalba Serrano*	6
16 GOLD MEDALS Mileta K. Kinser*	5	2 GOLD MEDALS Juanita Chavez*	5
15 GOLD MEDALS Claudia C. Mendoza*	6	1 GOLD MEDAL Michelle Tejada*	5
15 GOLD MEDALS Elissa Smith-Patterson*	5		
15 GOLD MEDALS Sonya R. Hill*	6		
15 GOLD MEDALS Kimie Roney*	5		
15 GOLD MEDALS Becky M. Clements*	5		
13 GOLD MEDALS Jennifer Anderson*	6		
12 GOLD MEDALS Minerva Aguirre*	5		
11 GOLD MEDALS Pamela G. Porter, T. Satcher Unit	5		
9 GOLD MEDALS Lauren Wulff*	5		
9 GOLD MEDALS Melodye P. Lemon*	5		
8 GOLD MEDALS Beatrice Warren, M. Kirkwood- Sparacino Unit	5		
8 GOLD MEDALS Beverlin Greene*	6		
7 GOLD MEDALS Olga E. Sanchez*	5		
7 GOLD MEDALS Kristine Trow*	5		
6 GOLD MEDALS Jennifer C. Walls*	7		
6 GOLD MEDALS Michelle L. Wood*	6		
6 GOLD MEDALS Awilda M. Giambanco, K. Colon Unit	18		
6 GOLD MEDALS Ramyka J. Green*	10		
6 GOLD MEDALS Lizuly Monarrez*	6		
6 GOLD MEDALS Juana Marlene Rivas*	5		
6 GOLD MEDALS Maria T. Hernandez*	6		
6 GOLD MEDALS Sue Justin, L. Jackson Unit	6		
6 GOLD MEDALS Rosalba Serrano*	6		
6 GOLD MEDALS Juanita Chavez*	5		
6 GOLD MEDALS Michelle Tejada*	5		
6 GOLD MEDALS Sonya R. Hill*	6		
6 GOLD MEDALS Mariana E. Cervantes, M. Treviño Olague Unit	6		
6 GOLD MEDALS Vonda Hartung, S. Smith Unit	6		
6 GOLD MEDALS Mayra L. Lewis, S. Purvis Unit	5		
6 GOLD MEDALS Roseli O. Narciso De Lima, B. Serafim Unit	5		
6 GOLD MEDALS Beatriz A. Quintana, A. Rodriguez Unit	5		
6 GOLD MEDALS Lisa B. Racer*	5		
6 GOLD MEDALS Kelly B. Sullivan*	6		
6 GOLD MEDALS Chantal M. Woods, R. Thomas Unit	6		
6 GOLD MEDALS Mayra Cardenas, A. Reyes Unit	7		
6 GOLD MEDALS Betsi B. Esposito*	5		
6 GOLD MEDALS Maria Hernandez, S. Herrera Unit	6		
6 GOLD MEDALS Beth Oldakowski, E. Franks Unit	5		
6 GOLD MEDALS Emily C. Purvis, S. Purvis Unit	6		
6 GOLD MEDALS Josh M. Turner, C. Bigham Unit	5		
6 GOLD MEDALS Ruth Williams, R. Nevels Unit	7		
6 GOLD MEDALS Awilda M. Giambanco, K. Colon Unit	18		
6 GOLD MEDALS Ramyka J. Green*	10		
6 GOLD MEDALS Lizuly Monarrez*	6		

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

13% CLUB CLUB DEL 13%

March/Marzo de 2020

The top 25 independent sales force members in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during March/Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 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.

DIAMOND/DIAMANTE

Sherrie C. Purvis*	\$2,932
Karime Rosas*	2,214
Celeste Byrd*	2,075
Nancy M. Polish*	1,935
Taylor A. McKnight*	1,839
Megan N. Wilkes*	1,784
Dana Davis-Armstead*	1,769
Amy Kemp*	1,767
Claudia Chavez*	1,716
Alyssa K. Harland*	1,687
April C. Hutchinson*	1,659
Rochelle Collins*	1,622
Christine Wittmann*	1,546
Lindsey D. Christenson*	1,528
LaChelle M. Seleski*	1,498
Heather M. Julson*	1,454
Jessye R. Nichols*	1,454
Leanne Sexton*	1,453
Christina L. Frantz*	1,440
Mary Kathryn King*	1,437
Jenny Siemonsma*	1,408
Karen M. Bonura*	1,387
Emily Franks*	1,354
Elizabeth Fernandez*	1,347
Ellyn Johnson*	1,341

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.



HAVE A HIGH SELF-ESTEEM. WE'RE ALL DIFFERENT. EACH OF US IS ONE OF A KIND. GOD PLANTED THE SEEDS OF GREATNESS IN YOU, AND ALL YOU HAVE TO DO IS REACH DOWN WITHIN YOURSELVES AND BRING THOSE SEEDS INTO FRUITION./TEN UNA AUTOESTIMA ALTA. TODOS SOMOS DIFERENTES. CADA UNO DE NOSOTROS ES ÚNICO. DIOS SEMBRÓ LAS SEMILLAS DE LA GRANDEZA EN TI; TODO LO QUE TIENES QUE HACER ES LLEGAR A TU FONDO Y HACER QUE ESAS SEMILLAS GERMINEN.

”

Mary Kay

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

March/Marzo de 2020

The top 100 Independent Sales Directors in each Seminar area based on their March 2020 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 2020.

EMERALD/ESMERALDA

Deanna L. Spillman	\$84,784
Nancy Boucher	82,071
Stacy D. Foust	76,724
Melinda M. Balling	75,817
Mary Strauss	75,475
Maggie Rader	70,270
LaKeshia M. Chisholm	68,052
Margaret Neill	67,853
Amber L. Towne-Geehan	67,155
Audrey L. Detesco-Nickell	64,699
Latricia M. Henry	62,719
Deirdre L. Eschautzier	62,139
Stacey Craft	61,320
Nicole L. McDaniel	57,864
Hollie R. Sherrick	57,153
Kim I. Bessey	55,983
Jill Beckstedt	54,683
Kijuan R. McKinnie	53,795
Michelle L. Calbert	53,602
Ashley N. Clinesmith	53,077
Cindy Anderson	52,941
Shauna L. Abbotts	52,679
Sally Moreno	52,114
Lindsay E. Freisthler	51,006
Janice B. Hull	50,998
Bridgett L. Moore	49,881
Allison L. Adkins	49,713
Katy Goldstein	49,367
Melissa M. Wilson	49,107
Jennifer C. Babineau-Olaiz	49,085
Jennifer L. Besecker	48,987
Michele S. Rankin	48,525
Breanne Suffrin	47,605
Karen E. Ridle	47,437
Tina M. Dees	47,327
Christine D. Barrueco	46,984
Jacquelyn Dykstra	46,091
Tandy Fischer	46,016
Dulce M. Nunez	45,920
Jo M. Cotton	45,824
Shawna D. Schneider	45,542
Tammie M. Hanson	45,270
Andrea C. Leal	45,266
Ginger D. Rockett	45,246
Chris H. Teague	45,062
Denise G. Kucharski	44,903
Tiqkia M. Barrow	44,867
Jill Drehmer	44,866
Liz Voran	44,830
Pam Kelly	44,778
Brenda Stafford	44,454
Phyllis I. Pinsker	44,409
Lizi M. Gregory	43,816
Nikki H. Edgemon	43,788
Becki Hackett	43,664
Ebun Osaze	43,634
Nancy A. Berlin	43,519
Leslie M. McKinney-Smith	43,515
Deb Altenburger	43,425
Karen D. Holland	43,359
Marie Pfarr	43,313
Bonnie White	42,544
Misty D. Guyre	42,444
Jennifer A. Enloe	42,379
Stephanie Piccini	42,371
Amy L. Fields	41,941
Betty McKendry	41,785
Denise M. Guthrie	41,729

Michelle Williams	41,624
Kelly A. Fuller	41,588
Joanna Helton	41,534
Lisa J. Mahoney	41,010
Joslyn Eaton	40,977
Shannon M. Palko	40,966
Linda Klein	40,795
Mara C. Lane	40,615
Jacqueline Villanueva	40,607
Jeri O'Dell	40,515
Menina M. Givens	40,397
Elisbeth D. Roque De Monroy	40,267
Ann Shears	40,258
Heather VanWell	40,065
Tammy West-Murrian	39,733
Rita J. Barthel	39,690
Carolyn Thompson	39,662
Auburnee S. Stanley	39,659
Kenna L. Ervin	39,246
Tammy Steele	39,129
Theodora W. Bradley	38,843
Richelle V. Barnes	38,694
Ann F. Smith	38,668
Deborah J. Rose	38,650
Patty J. Andersen	38,471
Susan R. Cunningham	38,464
Krista A. Johnson	38,302
Sheri Farrar-Meyer	38,203
Jo Shuler	37,859
Wendi N. Scheuble	37,849
Brenda L. Wilbur	37,594
Brittani M. Jenks	37,326

DIAMOND/DIAMANTE

Deborah S. Bailye	\$96,753
Sherrie C. Purvis	88,573
Angela J. Fry	84,581
Kayla A. Holliday-Lamar	80,591
Beverly Taylor	79,144
Amy Kemp	78,611
Priscilla McPheeters	78,485
Marsha Morrisette	76,773
Mary Kathryn King	73,090
Kim A. Messmer	68,089
Karime Rosas	66,155
Suzanne T. Young	65,847
Christi G. Campbell	65,205
April C. Hutchinson	65,083
Megan N. Wilkes	64,775
Susan M. McCoy	63,691
Paula Kelsch	63,620
Kelly Willer-Johnson	62,872
Tanya L. Satcher	62,091
Mileta K. Kinser	62,006
Christina L. Frantz	61,224
Christy Bigham	60,957
Faith A. Gladding	60,037
Gerri Anne Morris	59,045
Shelly M. Smith	58,676
Joy H. Rentz	57,186
Mariann Biase Mason	53,809
Crystal D. Gardner	53,722
Cindy Machado-Flippen	53,610
Nancy F. Castro	53,327
Tawnya Krempges	52,166
Jenny Siemonsma	51,928
Cheryl A. Riead	51,715
Deborah Dudas	51,691
Terri J. Beckstead	51,354
Jennifer C. Walls	51,018

Sylvia L. Martinez	50,515
Audrey K. MacDowall	50,420
Jil Johnson	49,777
Jessye R. Nichols	49,367
Holly A. Brown	48,901
Ashley S. Orr-Graves	48,227
Kathy M. Viola	48,119
Emily Franks	48,051
Anne Geertsen	47,759
Kathe Cameron	47,551
Pat Joos	47,257
Stephanie A. Grogoza	47,159
Heidi Kenealy	46,796
Mary P. Creech	46,681
Denise Nygard	46,560
Donna K. Smith	46,273
Dayna L. Lemke	46,260
Stephanie A. Mottaz	45,810
Cassandra R. Chitwood	45,692
Kathy R. Bullard	45,482
Sheryl Peterson	45,037
Celeste Byrd	44,674
Marty T. Wynn	44,674
Deanna L. Manning	44,317
Alicia Kingrey-Lokai	44,130
Christine Wittmann	44,117
Taylor A. McKnight	44,097
Cheryl A. Searcy	43,723
Lindsey D. Christenson	43,554
Neressa Orr	43,502
Rochelle Collins	43,134
Allison Piro	43,037
Sharon B. Carney-Wright	43,006
Leanne Sexton	42,773
Dana Davis-Armstead	42,428
Rita M. Krause	42,319
Terri Lewis	41,881
Linda T. Cartiglia	41,662
Joan M. Farrell	41,578
Sandy Griffith	41,498
Leann E. Zondag	41,434
Emily E. Schuette	41,350
Susie Kopacz	41,276
Kelly M. Freeman	41,252
Alicia Borkowska	40,975
Shelly Palen	40,897
Kathe Cunningham	40,855
Amy Hanifl	40,764
Kelly K. Johnsrud	40,521
LaChelle M. Seleski	40,479
Jamie V. Taylor	40,421
Delmi C. Santos	40,386
Nicki R. Hill	40,362
Nancy M. Polish	40,317
Claudia C. Mendoza	39,760
Heather M. Julson	39,688
Blythe J. Egbert	39,276
Mary G. Gronholz	39,239
Danielle Rieger	39,231
Patricia Carr	39,024
Billie Gillespie	38,985
Sara R. Pennella	38,954
Julie Schlundt	38,883
Dolly A. Metzger-Stearns	38,718

RUBY/RUBÍ

Kali DeBlander-Brigham	\$88,813
Elizabeth K. Toupin	85,299

Donna Clark-Driscoll	82,069
Kaela L. Steinman	76,576
Stephanie B. Silver	73,179
Paula M. Kirkpatrick	69,021
Heather A. Daniel-Kent	68,644
Patti Cornell	68,159
Krystal D. Downey-Shada	67,394
Laura V. Middleton	66,386
MinDee M. Sommerla	66,222
Suzanne Moeller	66,036
Karen E. Gardner	65,403
Lisa Hansen	63,419
Jordan Twilley	62,338
Maricruz Flores	60,601
Marissa M. Robinson	59,158
Diane K. Lundgren	59,127
Brenda Fenner	58,812
Kelcee L. Valerio	57,785
Terry Thole	55,947
Lisa Anne Harmon	55,527
Susan C. Ehrnstrom	54,775
Susan Moore	54,583
Kenia K. Acosta	53,609
Barbara Baty	52,479
Caitlin M. Griffo	51,728
Marnie R. Yunger	51,220
Andrea Jackson-Berger	50,647
Stephanie L. Coker	50,412
Jenna M. Larson	49,966
Elizabeth A. Kramer	49,153
September A. James	48,878
Crystal C. Hubbard	48,863
Laurie C. Cole	48,667
Monique N. McIntyre	47,705
Mary Ruth Love	47,182
Cheryl A. Dechenne-Sheedy	47,011
Amy C. Schule	46,916
Maureen Shipp	46,778
Laura A. Kattenbraker	46,360
Lori M. Langan	45,797
Stephanie Audino	45,702
Valerie A. Lucio-Polk	45,607
Linda Sigle	45,345
Mary A. Dell	45,188
Tshanna C. Diggan	44,867
Jeanie K. Navrkal	44,590
Laura L. Waters	44,534
Vazquez	44,396
Peggy Young	44,396
Barbara Pleet	44,203
Ryan A. Rives	44,124
Lisa V. Bauer	44,012
Bridgette R. Conley	43,771
Charlotte Mantooth	43,688
Maria Hernandez	43,302
Christy M. Cox	42,896
Christina V. Rolfs	42,881
Randi S. Gleason	42,793
Sheri Ammons	42,701
Regan L. Danforth-House	42,592
Cathy Burrell	42,371
Amy Kitrell	42,329
Rachael M. Bullock	41,636
Ruth Whiteleather-Orrell	41,539

Cleta Colson-Eyre	41,510
Amy J. Spence	41,391
Sylvia T. Barritt	41,158
Becky Goshorn	41,149
Lauren N. Bloomer	41,126
Kelly Kovar	41,033
Judy Lund	40,875
Elayne J. Watson	40,528
Pamela J. Sparks	40,448
Patty L. Bojan	40,297
Tammy D. Niehaus	40,163
Debbie A. Elbrecht	40,129
Tamarie M. Bradford	40,106
Brenda K. Howell	40,038
Tameka N. Ephraim	40,023
Kathy Williams-Oeder	39,980
Mary Beth Pfeifer	39,972
Chatney Gelfius	39,780
Marye Durrer	39,644
Nancy Vickery	39,641
Judie Roman	39,640
Connie A. Brinker	39,280
Carmen J. Felix	38,798
Tonya J. Blackburn	38,740
Pat Z. Allen	38,582
Cathy G. Huhta	38,522
Susan K. Janish	37,224
Vicki O'Bannon	37,199
Sheryl J. Arena	36,873
Lisa Olivares	36,685
Stacey P. Nelson	36,512
Jessica L. Williams	36,437
Rachel P. Kellogg	36,436
Laurie T. Plyler	36,314
Liz Whitehouse	36,125

SAPPHIRE/ZAFIRO

Jordan Eicher	\$108,150
Keita Powell	73,250
Debbie A. Weld	65,545
Katherine L. Longley	64,539
Jeni Tjelle	62,242
Vicki Piccirilli	61,059
Cynthia S. Sheppa	59,799
Lady Ruth Brown	59,149
Julie Neal	58,901
Beth T. May	58,809
Debra J. Witmer	57,054
Candace N. Holte	56,639
Marie E. Vlaminc	56,614
Hannah G. Redmon	56,280
Christine M. Jessee	56,104
Brooke E. Bennett-Young	54,837
Mary K. White	54,642
Linne' Lane	54,545
Autumn R. Heble-Britton	52,362
Kristi M. Anderson	52,358
Randi Stevens	52,124
Linda A. Burns	51,910
Heather L. Bohlinger	51,680
Petie L. Huffman	51,032
Dolores Keller	50,868
Tracy Foltz	50,726
Michele M. Armes	49,712
Moleda G. Dailey	49,254
Linda A. Jones	47,928
Tracy Potter	47,168
Ann W. Sherman	47,029
Taylor Moore-Fehring	46,768
Linda Meier	45,910

Susan T. Boothe	45,693
Joli A. Dockery	45,421
Linda H. Rowsey	45,399
Ashley R. Dornbos	45,303
Carol Lee Johnson	45,155
Amy E. Houseman	45,003
Erika D. Hulm	44,886
Jeanette M. Thompson	44,533
Jessica Holzbach	44,394
Courtney H. Young	44,292
Doris M. Quackenbush	43,737
Nedra White-Warham	43,715
Linda F. Merritt	43,580
Kathy Williams	43,564
Amy J. Bowman	43,564
Charlene M. Dye	43,446
Krystal K. Hunsucker	42,890
Elsie Jackson	42,794
Lynn F. Huckels	42,757
Crystal Perkins	42,668
Candy I. Brown	42,570
Jennifer Levitt	42,162
Karla M. Reno	42,124
Cindy Harness	42,071
Jerlene Vrana	41,825
Robyn S. Cartmill	41,696
Casie Hembree	41,437
Tommi Pleasure	41,261
Larinda J. King	41,211
Jennifer K. Guidry	41,184
Kaye Yuen	41,036
Jeanette E. Beichle	40,495
Sandi Gaither	40,047
Maria Claxton-Taylor	39,868
Leah M. Tripp	39,853
Carolyn I. Kelley	39,730
Julie A. Griffin	39,648
Christi Rossi	39,605
Stephanie L. Lenard	39,526
Kristen M. Christen	39,523
Jennifer G. Bouse	39,469
Jodi L. Feller	38,939
Michele Stewart	38,705
Cheri L. Taylor	38,675
Kim B. Roberts	38,526
Jamie L. Lawrence	38,407
Hannah L. Brown	38,103
Penny J. Jackson	38,092
Claudia D. Clem	37,923
Bonnie Crumrin	37,642
Julie B. Sapp	37,565
Debbie P. Roberts	37,520
Hazel White	37,128
Karla R. Plantan	36,959
Brenda Thomas	36,565
Lafreda D. Williams	36,507
Patty Webster	36,502
Becky S. Compton	36,103
Nannette G. Short	35,958
Nancy W. Pettaway	35,823
Andrea R. Klahn	35,765
Jennifer M. Ham	35,734
Kathleen Kirkwood	35,682
Kathy Lee	35,468
JoAnn M. Allen	35,311
Sandi Fitzpatrick	35,076
Becky D. Caminiti	34,898
Angela P. LaFrance	34,716

PEARL STARS

ESTRELLAS PERLA



March/Marzo de 2020

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.

Kelly M. Achtmann	Karen M. Bonura	Rebecca L. Cole	Yoanni Espinal	Jillian Graham-beatty	Lara Hittle	Teresa M. Kraft
Gloria Acuna Navarro	Brenda E. Bosecker	Ruth M. Collier	Betsi B. Esposito	Janice M. Grandy	Cherisse L. Hixson	Rachel Krausz
Jill R. Adair	Lisa M. Boulton	Jennifer L. Collier	Laurie Estaphan	Ginny Granke-Kimberland	Oygun Hoja	Linda N. Kreiniker
Cynthia M. Adams	Charis L. Bourman	Celia Collins	Mercedes Estrada	Heide Grant	Melissa Hollandsworth	Grace Kressu
Phinna Agoe-Sowah	Cynthia A. Boutte	Darcey M. Combs	Rocio Evangelista	Paula Graser	Terri C. Houser	Cindy S. Kriner
Therma A. Aguasvivas	Tasha A. Bowlin	Anita Conley	Carolyn Evans	Fabian Grass	Jennifer L. Howard	Danita K. Ladanye
Lucrecia Aguirre	Shelbi Boyce	Dalila Contreras	Connie R. Evans	Mindy N. Gray	Mavis M. Huber	Chris Landaker
Amanda M. Ahrens	Amie L. Brady	Rita M. Contreras	Cathy Fagan	Ramyka J. Green	Nadine H. Huckabee-Stanley	Jane Langemeier
Ekoyata A. Aikens	Cynthia L. Brandenburg	Joni S. Cool	Ann Marie B. Farr	Nikki Greer	Cindy D. Hudson	Corrina M. Langworthy
Omosolape O. Akinyoyenu	Robbie L. Brannon	Darcy Cooper	Joan M. Farrell	Tiffany Gresham	Angelio S. Hughes	Ivania Lara
Regan N. Albright	Karen Z. Brass	Margaret S. Cooper	Janice A. Fearon	Darcy Grukowski	Cathy Inabinette	Debbie Larson
Cindy S. Alderfer	Amy R. Brines	Yuliana P. Cortes	Carol Fehr	Brandi L. Grunklee	Jackie Hulm	Kathleen H. Larson
Christine Ali	Beth Brinkley	Tracy J. Costello	Helen G. Fellows	Patti Guenther	April C. Hutchinson	Rosalia Lato
Karla M. Allen	Diane M. Broderson	Kimberly M. Court	Heather M. Feltz	Maria de Pilar Guerrero	Kingsley Ijezie	Leah M. Lauchlan
Rebecca Alvarado	Brenda Brooksby	Kristin L. Cox	Cindy G. Ferguson	Silvia I. Guillen	Cathy Inabinette	Lori A. Lazarian O'Malley
Ruth Alvarado	Alicia A. Brown	Tracy Craven	Miguelina Fernandez	Virginia Guillen	Lark M. Infusino-Braun	Paula W. Leggett
Yuviv R. Alvarado	Doris Brown	Nancy F. Crawford	Colleen Fiest	Sophia R. Gunter	Nicole Ingle	Dayna L. Lemke
Elizabeth Alvarez	Kylie Brown	Carla Crum	Sue M. Fischer	Flor D. Gutierrez	Linda M. Jabara	Grace N. Lemke
Debra J. Alve	LeAnne Brown	Julianne Crusciel	Michelle Foley	Yolanda Gutierrez	Tammy L. Jacobellis	Lupita Lemus
Brenda L. Anderson	Cherie S. Brownlee	Martha Cruz	Sheryl Folkert	Rebecca T. Guyer	Mary Jacobson	Kathryn J. Leslie
Carla Anderson	Mary L. Bryant	Olivia Cuenca	Tiffani A. Ford	Minerva Guzman	Rebecca J. James	Dawn M. Lewis
Jackie L. Anderson	Kelly A. Buckley	Anita L. Cullen	Jeane D. Forrest	Perla Guzman Caballero	Courie	Evangelina W. Light
Jennifer Anderson	Andrea Buehler	Katarzyna M. Curlej	Becky M. Fox	Marcela Guzman Martinez	Gertie Janda	Sandy Lillie
Sally K. Anderson	Kathy R. Bullard	Michelle L. Custer	Emily Franks	Wendy J. Haas	Blanche Jarvie	Christina M. Jarvie
Sarah M. Anderson	Britt N. Burke	Sonia Da Silva	Debbie L. Frazer	Sheila M. Habacker	Christa Jasper	Christa Jasper
Blanca L. Andrade	Chelsey C. Burling	Lee A. Daniel	Kelly M. Freeman	Jimena Haddock	Irma E. Jasso-Maldonado	Irma E. Jasso-Maldonado
Suzanne Andre	Kelly L. Bushu	Commerford	Renee Freund	Mandie C. Hale	Jana L. Jateff	Jana L. Jateff
Alysia Andrews-Larson	Erica Buzzard	Julie Danskin	Debbie A. Fritzemeier	Aubrey T. Hall	Ellyn Johnson	Ellyn Johnson
Jolinn Andriese	Celeste Byrd	Kelli E. Dart	Angela J. Fry	Debbie Hall	Jil Johnson	Jil Johnson
Maria M. Annunziata	Norma A. Caballero-Castillo	Mary Kay Daugherty	Elizabeth L. Gaines	Beth L. Gallagher	Karen D. Johnson	Karen D. Johnson
Josephine Apsondaise	Lisa Caltabiano	Debbie Davenport	Beth L. Gallagher	Maricruz Gallegos Tovar	Abi Jones	Abi Jones
London A. Arbuckle	Stephanie Cambria	Christine B. Davila	Sandra G. Gama	Irma G. Gamboa	Kellie Hammett	Kellie Hammett
Delia Arenas	Brandi Campbell	Brooke M. Davis	Carla L. Ganter	Crystal D. Gardner	Amy Hanifl	Amy Hanifl
Dinora Argueta	Consuelo Campos	Betty Davis-Lee	Samanta S. De Araujo	Amy Geers	Nicole A. Hanson	Nicole A. Hanson
Sonia E. Argueta	Azucena Carbajal Jaimes	Francisca M. De Franco	Francisca M. De Franco	Mindy L. Gempel	Kathryn M. Hardt	Kathryn M. Hardt
Judy Askins	Sharon B. Carney-Wright	Catarina F. De Hoyos	Catarina F. De Hoyos	Paula M. Genkinger	Tammy I. Hare	Tammy I. Hare
Georgia J. Atwell	Jennifer L. Carrara	Erika De Los Santos	Erika De Los Santos	Stephanie R. Gentz	Alyssa K. Harland	Alyssa K. Harland
Cheryl A. Auker	Yolanda Carrillo	Angela M. DeBell	Angela M. DeBell	Kimberly George	Helen M. Harlow	Helen M. Harlow
Deborah S. Bailye	Geneva L. Carroll	Juana M. Del Cid	Juana M. Del Cid	Rhona C. George	Dawn S. Harpster	Dawn S. Harpster
Lori D. Ballard	Melissa Carter	Wendy Delgado-Santos	Wendy Delgado-Santos	Nikeya Gerber	Kathy Harrison	Kathy Harrison
JoEllen S. Bare	Rheagan Carter	Tricia C. DePauw	Tricia C. DePauw	Awilda M. Giambanco	Cassandra L. Hartke	Cassandra L. Hartke
Alexandra Barker	Peggy J. Casavan	Erika Desiderio	Erika Desiderio	Julie L. Giannasi	Vonda Hartung	Vonda Hartung
Norma Barrera	Fanny Castillo	Krysten Devereaux	Krysten Devereaux	Angela M. Gilmore	Valerie J. Hayes	Valerie J. Hayes
Sarah J. Bauman	Nancy M. Castillo	Aidalia Diaz	Aidalia Diaz	Brooke Gipson	Wendy Hayum-Gross	Wendy Hayum-Gross
P.J. Baunach	Ana Castro	Marcie Diaz	Marcie Diaz	Faith A. Gladding	Deb A. Hegland	Deb A. Hegland
Terri J. Beckstead	Maria E. Cavazos	Maria T. DiCaro	Maria T. DiCaro	Connie Goehring	Pieper J. Heimer	Pieper J. Heimer
Kay A. Beeson	Lilian Cedillo	Linda Z. DiRosa	Linda Z. DiRosa	Susan A. Golden	Michelle L. Hendrickson	Michelle L. Hendrickson
Lauri J. Behrens	Donna L. Cemulini	Antonia Disla	Antonia Disla	Lourdez Gomez	Carolyn Henry	Carolyn Henry
Gracie K. Bell	Deb E. Cerenzia	Sandra R. Dorn	Sandra R. Dorn	Santiago	Blanca E. Heras Leon	Blanca E. Heras Leon
Lora E. Bell	Patricia Chairez	Alanna Dotson	Alanna Dotson	Adriana A. Gonzalez	Rocio Hernadez	Rocio Hernadez
Veronica Beltran	Schauna Chambers	Vickie A. Dowers	Vickie A. Dowers	Blanca Gonzalez	Jevani Hernandez	Jevani Hernandez
Andrea Beltran	Elaine C. Chandler	Phyllis M. Doyle	Phyllis M. Doyle	Fausta V. Gonzalez	Katherine Hernandez	Katherine Hernandez
Bojorquez	Janet S. Chapman	Gail A. Drake	Gail A. Drake	Margarita Gonzalez	Lillian V. Hernandez	Lillian V. Hernandez
Celine Bennetts	Elizabeth B. Chatel	Brandi Driggers	Brandi Driggers	Maria de Jesus Gonzalez	Lille Hernandez	Lille Hernandez
Linda J. Bergerson	Claudia Chavez	Sarah Driggers	Sarah Driggers	Maricela Gonzalez	Velia I. Hernandez	Velia I. Hernandez
Judy A. Berget	Maria Chavez	Deborah Dudas	Deborah Dudas	Rosa Gonzalez	Josefina Hernandez Barrera	Josefina Hernandez Barrera
Linda M. Bettendorf	Cassondra R. Chitwood	Jacqueline M. Duncan	Jacqueline M. Duncan	Rubia Gonzalez	Kiria A. Hernandez Trejo	Kiria A. Hernandez Trejo
Michelle D. Beverly	Lindsey D. Christenson	Tara L. Duncan	Tara L. Duncan	Susana Gonzalez	Cynthia Herreid	Cynthia Herreid
Christy Bigham	Stacia L. Christenson	Tonya Dunning	Tonya Dunning	Dalia Gonzalez Bello	Theresa A. Herstowski	Theresa A. Herstowski
Joanne J. Bigham	April J. Clark	Judy A. Dutton	Judy A. Dutton	Erika Goodman Osborn	Diane E. Hicks	Diane E. Hicks
Lisa Bird	Cheryl A. Clark	Loni M. Eads	Loni M. Eads	Juliet M. Goodwin	Judy Higgins Pantano	Judy Higgins Pantano
Gina L. Black	Debbie Blackford	Maggie J. Eckert	Maggie J. Eckert	Charlotte R.	Mary Hildebrandt	Mary Hildebrandt
Debbie Blackford	Marchia Blades	Josephine U. Edebe	Josephine U. Edebe	Goodykoontz	Kelsey R. Hildenbrand	Kelsey R. Hildenbrand
Marchia Blades	Elda A. Blanco	Basheva Elbaum	Basheva Elbaum	Ann Gossi	Elizabeth K. Hill	Elizabeth K. Hill
Elda A. Blanco	Tricia L. Bless	Jennifer Emanuel	Jennifer Emanuel	Mary E. Gowins	Nicki R. Hill	Nicki R. Hill
Tricia L. Bless	Marilyn D. Blucker	Donna Emschweiler	Donna Emschweiler	Paula Grabau-Friedt	Trish Hines	Trish Hines
Marilyn D. Blucker	Julimer Boddie	Toni Engels	Toni Engels	Sarah E. Graham	Rebekah Hirneisen	Rebekah Hirneisen
Julimer Boddie	Tobi Bolt	Patricia Escalante	Patricia Escalante			
Tobi Bolt		Tammy Escobedo	Tammy Escobedo			

Pearl Stars, cont.

Susan M. McCoy
Patsy K. McCreight
Mara McDowell
Shavana McDowell
Debbie McIntire
Debbie McIver
Bobbie J. McKnight
Cheryl G. McLemore
Carolyn A. Meakim
Rosalinda Mejia-Cardenas
Maria Melgoza Huaracha
Claudia C. Mendoza
Yolanda Mercado
Jessica Merriman
Ana Mesa
Kim A. Messmer
Dolly A. Metzger-Stearns
Anita Mijo
Lara N. Miller
Sue Miller
Alisha R. Mingo
Bertha L. Mira
Jessica J. Mitchell
Michele Mitchell
Dawn Montana
Madeline C. Montee
Juana Monterrosa
AnaLuz Montoya Garcia
Beth A. Moore
Lillian Moore
Susie Moore
Emma Morales
Stephania A. Mottaz
Alice V. Muhammad
Carmen Munoz
Evangelina Munoz
Juana Murguia
Halimah B. Muwakkil
Lynn Neal
Sondra L. Nelson
Beverly M. Neto
Rossana E. Nevels
Heidi J. Newell
Amber R. Nichols
Jessye R. Nichols

Amanda G. Nieman
Olga I. Niz de Tortoledo
Monica O'Neill
Lynnie Ochoa
Maria Ojeda
Maribel Olivares
Shelley Olson
Jane Ono
Janis Onstott
Sulma Orellana
Allison M. Orr
Ashley S. Orr-Graves
Haniel Ortiz
Jennifer C. Osburn
Valerie Otterness
Cynthia Overvoll
Cheryl A. Owensby-Roberts
Elizabeth H. Padgett
Ines Padilla-Hernandez
Shelly Palen
Nora R. Palmieri
Chae Suk Park
Michelle Park
Rosa Parker
Debbie Partridge
Karin S. Patrick
Teri L. Pattee
Danielle Paul
Amanda M. Pavey
Hannah M. Payne
Santhi R. Peeler
Yajaira Penaloza
Gennie J. Pender
Jennie L. Pepke
Dolores Perez
Rosalba Perez Camacho
Jennifer S. Perona
Isabel M. Perry
Joyce M. Perry
Kathy A. Peters
Laura A. Peterson
Valerie Peterson-Kelly
Kristen D. Pettet
Jessica Pflingsten
Lisa S. Phillips
Lori P. Phillips
Celeste Pichardo
Gloria S. Pina
Maria S. Plancarte

Nancy M. Polish
Andrea Pool
Jessica Pope
Theresa M. Pore
Pamela G. Porter
Evelin A. Portillo
Mary Y. Posadas
Beverly Powell
Nancy Powell
Nicole P. Pratt
Vivian Price-Butler
Gena Prince
Sherrie C. Purvis
Hillary L. Puthoff
Margo L. Quesnell
Maribel Quinteros
Lisa B. Racer
Lisa Rada
June R. Rainey
G. E. Ramirez
Paula A. Ramirez
Rosalina Ramirez
Mery Carina Ramirez Bravo
Ana Ramirez Ivel
Araceli Ramos
Karin S. Patrick
Sharon Rath
Lexi Ratliff
Lisa A. Raupp
Keri L. Reed
Judith C. Reid-Haff
Joy H. Rentz
Ana M. Reyes
Maria D. Reyes
Adriana Reyna
Sharon K. Reynolds
Valerie M. Reynolds
Christine Rhoney
Sarah L. Ricciardi
Tonya V. Rice
Cheryl A. Riead
Danielle Rieger
Lucila M. Risho
Doris Rivas
Juana Marlene Rivas
Mildred L. Rivera
Elizabeth R. Robbins
Rivka Rochman
Jacqueline L. Roden

Alba Rodriguez
Ana E. Rodriguez
Lorena Rodriguez
Rose Rodriguez-Capone
Taina R. Rodriguez-Encarnacion
Cindy Rogers
Rebecca L. Rogers
Elizabeth Romo
Kimie Roney
Morena P. Rosales
Josefa E. Rosario
Karime Rosas
Heather M. Rosenberry
Jamie L. Roth
Alice Rothbauer
Barbara E. Routh
Chasity M. Rowe
Melissa S. Royce
Cecilia Rua-Mendez
Sandra Yamileth Rubio
Cynthia Ruccia
Elizabeth L. Rudd
Anita Ruffin
Dee Russell
Sofia Russell
Heidi A. Rutar
Rachel L. Ryan
Janet N. Sager
Estela Salazar
Irene A. Salazar
Laura Salazar
Nereida Salazar
Maria Salazar Ibarra
Debi Salmon
Vickie Samus
Edith Y. Sanchez
Maria R. Sanchez
Olga E. Sanchez
Olga L. Sanchez
Silvia Sanchez
Orfa V. Sandoval
Claudia Santos
Delmi C. Santos
Elsa F. Santos
Jackie Sarager
Amy P. Saunders
Kathy J. Schmidt
Peggy Schoenfeld

Timmy Schrag
Emily E. Schuette
Dinah E. Scott
Jacqueline L. Scott
Julia A. Scott
Meagan A. Sechrist
LaChelle M. Seleski
Karla E. Serrano
Rosalba Serrano
Leanne Sexton
Kristin J. Sharpe
Laura M. Sherman
Kristina D. Shiles
Linda M. Shinogle
Joy Shipman
Laurie Shively
Olivia M. Shockley
Tiffany Shumway
Angie Sidden
Jenny Simonsma
Teresa J. Silveira
Melanie Simone
Bonnie Simpson
Emily Sims
Lisa A. Sims
Patricia R. Skinner
Melissa Slade
Sue Sleeman
Donna C. Slone-Crumbie
Sharon E. Small
Anna Smith
Chelsea N. Smith
Christine M. Smith
Shelly M. Smith
Elissa Smith-Patterson
Connie L. Snider
Barbara A. Sockaci
Karla Somarriba
Joshua Son
Dana L. Sone
Paula M. Sonsalla Bisek
Marley Soto
Robin L. Sparr
Sandra A. Spoonemore
Tyra L. Sprabary
Melissa M. Sprigler
Deb Starkey
Ewa Steczek
Tracy L. Steffen

Lisa A. Stengel
Rachel L. Stephens
Jodi Sterzinger
Sharon H. Stoike
Michele M. Stone
Barbara Stream
Kelly B. Sullivan
Jea Summers-Gackowski
Rebecca Summey
Kim Sviontek
Ashley Swift
Betty Symons
Martha A. Tabares
Violette Tabor
Sayyora Tajimetova
Cheryl B. Tate
Nicole A. Tatum
Angie Taylor
Beverly Taylor
Rhonda J. Taylor
Michelle Tejada
Maria G. Teran de Vallejo
Jeanne Tewes
Wanda K. Thai
Latrice J. Thomas
Lisa J. Thomas
Vicki Thomas
Ginger B. Thompson
Rebecca Tilley
Carolyn E. Tillman
Nadia E. Torres
Natalia Trivilina
Irma Trejo
Kimberly M. Trimberger
Alina Tudor
Sara K. Turco
Jill Tyler
Sonia Uribe
Esther Vaca-Jimenez
Evita Valdez
Miriam Valdez
Emilia B. Valles
Sheila K. Valles
Brenda L. Valtinson
Marie A. Van Scyoc
Katie VanDermark
Stacey Vasconcelos
Nichole D. Vaughn

Aili I. Vcelka
Ma Remi Vega-Cazarez
Michele R. Velasquez
Daisy Ventura
Yoanna A. Veronese
Sandra Vest
Tonya J. Vice
Rosa A. Villa
Kathy M. Viola
Sarina E. Vongnakhone
Kayla Voorheis
Linda Wagner
Julie A. Walker
Stacy L. Walter
Elisa M. Walters
Jessie Wangeman
Elise L. Watkins
Toya Watson
Kiyosha Watts
Delisa Wagner
Sarah B. Welch
Alyssa K. Wendler
Ashley K. West
April M. Whaley
Lana G. Wiese
Megan N. Wilkes
Alison G. Williams
Yanique Williams-Meryl
Laurene J. Winn
Christine Wittmann
Jamie L. Wolff
Michelle L. Wood
Tara L. Woodford
Chantal M. Woods
Marjie Woody
Jamee L. Wright
Denise M. Wynn
Bozena D. Wysowski
David Yepez Jr
Suzanne T. Young
Celeste J. Youngblood
Elizabeth Zafra Gil
Maria Zavala
Leann E. Zondag
Ali Zornes



TOP 10 ALL-STARs

PRIMERAS 10 SIEMPRE ESTRELLAS (ALL-STARs)

March/Marzo de 2020

Independent Sales Directors and Independent Beauty Consultants with the 10 highest amounts of contest credit in All-Star Star Consultant consistency challenge during the first quarter January to March 2020. / Las Directoras de Ventas y Consultoras de Belleza Independientes con los 10 más altos montos de crédito de concurso en el reto de la constancia All-Star (Siempre Estrella) de Consultoras Estrella durante el primer trimestre de enero a marzo de 2020.

1. Sales Director
Kelly M. Freeman
Atlanta
Diamond Seminar
94,219

2. Sales Director
Tracy A. Clymer
Wellsboro, PA
Emerald Seminar
85,529

3. Sales Director
Brenda L. Gill
Bristol, VA
Sapphire Seminar
65,641

4. Yuko Yasuma
D. Stevens Unit
Anaheim, CA
Emerald Seminar
59,205

5. Sales Director
Elida A. Polanco
Whittier, CA
Ruby Seminar
57,433

6. Sales Director
Silvia Lopez
Wheeling, IL
Sapphire Seminar
55,702

7. Sales Director
Gina M. Ochoa
Hillsborough, NJ
Diamond Seminar
55,145

8. Sales Director
Jill Drehmer
Corning, NY
Emerald Seminar
54,558

9. Sales Director
P.J. Baunach
Alexandria, VA
Diamond Seminar
53,174

10. Sales Director
Rebecca S. Allen
Madison, AL
Ruby Seminar
52,263

“THE RESPONSIBILITIES OF A LEADER ARE GREAT, BUT SO ARE THE REWARDS./
LAS RESPONSABILIDADES DE UN LÍDER SON GRANDES, PERO TAMBIÉN LO SON
LAS RECOMPENSAS.” Mary Kay

CADILLAC QUALIFIERS

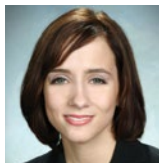
CALIFICADAS DEL CADILLAC

March/Marzo de 2020

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".



Celeste Byrd
Richmond, KY



Cassandra R. Chitwood
Tigard, OR



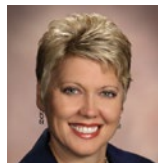
Julie Danskin
Woodbury, MN



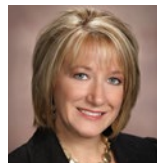
Christina L. Frantz
Carlisle, OH



Rhona C. George
Framingham, MA



Stephanie A. Grogoza
Silver Spring, MD



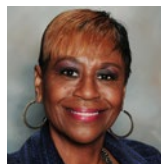
Heidi Kenealy
Cadott, WI



Alicia Kingrey-Lokai
Centerville, OH



Cindy S. Kriner
Mercersburg, PA



Terri Lewis
Canton, MI



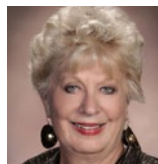
Audrey K. MacDowall
Forest, VA



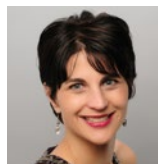
Denise Nygard
Eagle, ID



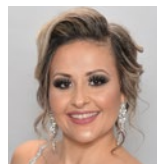
Neressa Orr
Lees Summit, MO.



Annette Pace
Evansville, IN



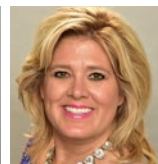
Sheryl Peterson
Sun Prairie, WI



Karime Rosas
Wichita, KS



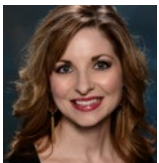
Julie Schlundt
Mishawaka, IN



Jenny Siemonsma
Conroe, TX



Shelly M. Smith
Stanwood, MI



Sara K. Turco
Lexington, KY



Megan N. Wilkes
Forest, VA



CADILLAC
DIRECTOR

Not pictured;/Sin foto: Claudia C. Mendoza, Concord, NC.

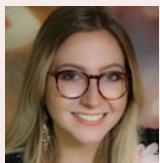
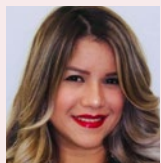
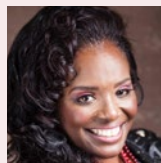
Calling all

Independent Sales Directors

We need your photo for recognition in *Applause*® magazine!
What we need:

- Color headshot — **no selfies please.**
- Business attire (preferably Independent Sales Director suit).
- Solid background.
- Minimum 300 dpi resolution.

Examples:



Please email your photo as an attachment to photos@mkcorp.com and be sure to include your unit/Consultant number and indicate if it's your first photo or a replacement.

IMPORTANT: If your photo was taken at a Company event, it will be sent to Mary Kay by the photographer. In that case, no action is needed from you. If your photo was not taken at a Company-sponsored event, your photographer must send an email to photos@mkcorp.com, granting usage permission. **We cannot publish your photo without permission.**

They can add: *I confirm that I, [NAME OF PHOTOGRAPHER], am the original photographer of the attached headshot of [NAME OF IBC] ("Image") and the sole and rightful owner of all rights, including the copyright, in the Image. I hereby grant Mary Kay Inc. the royalty free perpetual worldwide transferable right to use and reproduce the Image without limitation for [INSERT PURPOSE] purpose [OR use "any and all purposes, including advertising and publicity without time, use or other limitations"].*

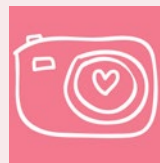
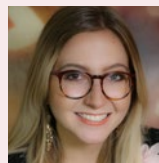
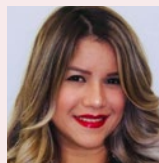
Un llamado

Directoras de Ventas Independientes

¡Requerimos tu foto para fines de reconocimientos en la revista *Aplausos*®!
Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfis**
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Fondo sólido de un solo color.
- Resolución mínima de 300 dpi.

Ejemplos:



Envíanos por email tu foto como un adjunto a photos@mkcorp.com y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

IMPORTANTE: Si te tomaron tu foto de Directora de Ventas en un evento de la Compañía, el fotógrafo la enviará directamente a Mary Kay. No se requiere ninguna acción adicional de tu parte. Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a photos@mkcorp.com donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: *"Confirmo que yo, [NOMBRE DEL FOTÓGRAFO], soy el fotógrafo original de la imagen adjunta de [NOMBRE DE LA CBI] ("imagen") y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (copyright) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación para el propósito de [INSERTAR PROPÓSITO] [o bien, usa: "Cualquiera y todos los propósitos, incluidos los de publicidad y anuncios, sin limitaciones de tiempo, uso ni ninguna otra limitación"]."*

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.



EMERALD

Anita Rodriguez

Independent Senior Sales Director

Began Mary Kay Business
April 1982

Sales Director Debut
March 1983

Offspring two first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; five-times Court of Sharing; 28-times Circle of Achievement; four-times Circle of Excellence

Personal Lives in Carolina, PR. Son, Carlos; daughter, Maribel

"I am motivated to help others because it is the way of seeing that you are part of God's plan in the lives of others."

Independent Sales Director Delia Ramirez of Foxboro, Mass., says, "When our Senior National Sales Director Maria Elena Alvarez passed, Anita has made sure that we have professional events at the best practices and has been committed to treat us as the Alvarez Area with excellence. We appreciate her hard work and her Go-Give Spirit!"



DIAMOND

Melinda Kirkwood-Sparacino

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
July 1993

Sales Director Debut
July 1995

Offspring two first-line

National Sales Director
Alia Head

Honors Star Consultant; six-times Circle of Achievement

Personal Lives in Churchville, Md. Husband, Mark; daughters: Lindsey, Katlyn

"I am motivated to help others because it's my highest form of joy."

Independent Senior Sales Director Lisa Phillips of Birmingham, Ala., says, "Melinda encompasses the Independent Beauty Consultants and Sales Directors in her community, within her National Area, as well as with her offspring and own unit. She gives freely of her knowledge, experience and time. She's an exemplary leader with a heart that beats to the rhythm of Go-Give."



RUBY

Jessica Allen

Independent Sales Director

Began Mary Kay Business
August 2008

Sales Director Debut
July 2018

National Sales Director
Mary Kay National Area

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

Personal Lives in Lakewood, Colo.

"I am motivated to help others because I believe in Mary Kay's mission of enriching women's lives since this business has changed my life. I strive to help women see that by working hard and staying positive, they set themselves apart from others."

Independent Senior Sales Director Nancy Lewen of Black Mountain, N.C., says, "Jessica is an amazing Go-Give Sales Director who has a contagious warmth and enthusiasm that impacts all of us! She sprinkles Mary Kay sunshine and heart to everyone unconditionally. Jessica exemplifies the true Mary Kay Go-Give spirit!"



SAPPHIRE

Sandi Gaither

Independent Sales Director

Began Mary Kay Business
September 1991

Sales Director Debut
July 2000

National Sales Director
Mary Kay National Area

Honors Circle of honor; 11-times Sales Director Queen's Court of Personal Sales; eight-times Court of Sharing; six-times Circle of Achievement; Circle of Excellence; five-times Double Star Achievement; four-times Triple Star Achievement

Personal Lives in Greensboro, N.C. Son, Ryan

"I am motivated to help others because I want them to see they can fully use their God-given gifts to shine bright and be a positive influence for generations to come."

Independent Beauty Consultant Amber Payne of Shelby, N.C., says, "I would have missed the opportunity of a lifetime if it was not for Sandi's mission to pass it on. She is very organized, kind and shares her knowledge of how to be successful with all her unit members. I love that she encourages us to give our customers Golden Rule service."

One Woman Can[®]

RUNNING HER OWN RACE



This veterinarian, specializing in horse breeding, admits she turns heads pulling up in the pink Cadillac she earned the use of as a Mary Kay Independent Sales Director. She and her husband Scott own and operate an equine hospital on a 61-acre farm in the Blue Ridge Mountains. So how did this busy doctor choose a Mary Kay business? Read on!

FACE TIME

Independent Senior Sales Director Paula Tyree

Bowman, a friend of Wynne's from high school, had a Facebook post about the benefits of *Mary Kay*[®] skin care. "I was unhappy with my skin," says Wynne. "My son, Wyatt, was two years old, and I felt like I looked more like his grandmother than his mother. So, I reached out to Paula."

Because of Wynne's schedule, it took nearly four months for them to get together, and it was for a quick facial in the lobby of Wynne's clinic. "I bought the *TimeWise Repair*[®] *Volu-Firm*[®] Set and fell in love. Soon, my mom saw the difference in my

skin, and I told her it was thanks to Mary Kay. I mentioned that Paula had shared the opportunity with me, but I wasn't interested because I already had a career I loved. Well, my mom LOVES makeup, and she encouraged me to start a Mary Kay business knowing that her orders alone could keep me busy."

Wynne signed her Mary Kay Independent Beauty Consultant Agreement on May 30, 2016. Around that time, Paula and her unit were getting ready for Seminar. "They really wanted me to go, but I felt too busy with work and family. Later, when I saw the social media posts and heard about all the fun they had, I regretted missing it."

LIVE AND LEARN

Soon after, **Independent Senior National Sales Director Dawn Dunn** announced plans for her fall retreat. "I knew I couldn't miss this. Dawn issued a challenge for us to earn a red jacket by the time we attended."

The prize? To spend dedicated mentorship time with Dawn.

"I'm very competitive. I don't care that much about material prizes, but education is very important to me. I jumped at the opportunity to learn from Dawn and her success." Wynne earned her red jacket in October 2016, just in time, and relished the time she had with Dawn at the retreat.

Wynne went home with a new excitement about her Mary Kay business. Through one-on-one or double on-the-go facials like Paula had done with her, along with lots of sampling, she built her business and debuted as an Independent Sales Director on March 1, 2017.

GAME-CHANGER

Wynne has a strong unit of women who love *Mary Kay*[®] products. "We became a Cadillac unit in 2019 with 70 active team members. At first, I took too much control over my



team members and didn't allow them to learn as they went along. I just did it for them! It was exhausting for me, and then they didn't know how to work their businesses.

"Now I encourage new unit members to take advantage of Company programs like **Great Start**. It's all laid out to help them be successful. And I'm always a phone call or text away when they need me."

GO-GIVE SPIRIT

"I didn't have a lot of girlfriends before my Mary Kay business. I see the true compassion in everyone I meet through Mary Kay. Today I have so many friends who have become like family to me. It is really unique and special. Now, I try to carry on that same spirit in all aspects of my life."

Wynne holds her weekly unit meetings on Wednesdays. "We have so much fun and invite guests and some customers who many not e ready to start a Mary Kay business (yet)!"

And Wynne hasn't missed a Mary Kay-sponsored event since that first Seminar. "I go to everything - retreats, Leadership Conference, Career Conference and Seminar. My first Seminar was in 2017 and I took my mom, who is now an Independent Beauty Consultant. In 2018 and 2019, I took five unit members with me."

WORK OF HEART

Wynne now carries that Go-Give spirit with her to her equine business. "My office staff has seen me transform. In the earlier days as a veterinarian, employee retention was low. Looking back, I was pretty tough. I am now a happier, more positive person and the overall environment is better. We now do vision-casting and goal-setting at the clinic that I learned thanks to my Mary Kay business. Scott sees the change in me too and our family is happier and better balanced because of it."

Wynne believes a Mary Kay business can work for everyone. "One thing I've learned that is so great about Mary Kay is that you don't have to quit your job if you do something you love. You can do both. I've learned that this business looks different for everyone, and the key is to run your own race and do what works for you."

CUSTOMER CONTACT SHEET

*Track how many phone calls, emails or texts you make
and how many virtual appointments you book.*



.....

Fill in contact name.



.....

Put an "X" when you
connect to someone.



.....

Put a slash mark when you
leave a message.



.....

Fill in when you
book an appointment!



Independent Beauty Consultant

Date

30 FINISH STRONG!

Use this fun chart to help you finish your Seminar year strong. Choose an activity or inspiration each day. Check it off as you complete. **You Can Do It!**

Do a Power Start (30 faces in 30 days)! ☐	Use the Customer Contact Sheet to track calls and bookings. See Page 20. ☐	Get inspired at your weekly unit meeting . ☐	Hold two digital parties today. ☐	Send MKeCards ® to promote products, parties and even the Mary Kay opportunity! <i>Mary Kay InTouch</i> ® > Business Tools > Customer eCards. ☐
Sell 10 mascaras . ☐	<i>"The hardest part of getting started is getting started."</i> ☐	Sell 10 Mary Kay ® cleansers. ☐	Study the Great Start Program and share it with five potential team members. ☐	
Hold a digital party using Facebook or Skype. Need help? <i>Mary Kay InTouch</i> ® > Education > Digital Business Basics. ☐		FREE HUG. You deserve it for your hard work! ☐	Share the Skin Analyzer ™ App with 10 customers. Ask them to send you their results so you can suggest the right Skin Care products for them. ☐	Sell 10 lipsticks . ☐
	Contact 15 women to get parties on the books for next month. ☐			<i>"Consistency leads to solid success."</i> ☐
Listen to the Applause podcast! It's on the Mary Kay ® Digital Showcase App. ☐		<i>"Work, don't worry!"</i> ☐	Share your favorite product on your social media business channel . ☐	Sell five skin care sets – your choice! ☐
Set up three team-building appointments . Offer online through Facebook or Skype. ☐	Share the Mary Kay opportunity with five women . Earn your red jacket and the \$100 Red Jacket Bonus! ☐		What was your best sales day this month? Double it! ☐	Sell five CC creams . ☐
	Achieve the You Can Do It! Challenge to get the June key chain! ☐	YOUR CHOICE. Sell 10 of your favorite Mary Kay ® product. ☐	Follow up with your customers who haven't ordered in three months . ☐	Sell this fan fave to 15 customers! Mary Kay ® Oil-Free Eye Makeup Remover ☐
Sell 10 summer sun products . ☐			Update your I-story with recent accomplishments and goals. ☐	Peekaboo! Sell 10 masks . ☐

MUCH MORE THAN Lipstick!



There's more to Mary Kay than fabulous products. When you share a Mary Kay business you give others an entrepreneurial fire that can change their lives!

As you introduce friends and new faces to the amazing *Mary Kay*® skin care products, there's something else to share that's just as impactful. That's the **joy of starting a Mary Kay business!** Women like feeling part of something bigger.

Even in the age of digital connectedness, most still long to bond on personal levels. They find joy and enrichment together, empowering one another and helping everyone feel more confident, beautiful and connected.



SUZIE MOELLER, INDEPENDENT SALES DIRECTOR, O'FALLON, ILL.

On team-building: I pass along the idea of team-building right at the start. If my new team member is limited to three to five hours a week to work her business, I share the idea that by building a team she could possibly reap more benefits

with that time in the form of commissions and bonuses from her team members' retail sales.

WHAT SUZIE DOES: I share how we can earn two ways – selling products at retail and building a team to be eligible to earn commissions and bonuses from their retail sales. To me, *Mary Kay*® products open the door, but it's also financially smart to open door No. 2, which is intentional and strategic team-

building. Even if my new team member is unsure whether she wants to team-build or maybe she lacks the confidence to lead at this point, showing her what's available and encouraging her to expand her business reach is empowering.

FIRST THING'S FIRST: I get to know her and find out what she wants from her business. I give her a quick overview of the Company, its culture and vision. My hope is that she feels welcomed, supported and comfortable and not overwhelmed and anxious.

SUZIE'S IDEAS ON INVENTORY: I share Mary Kay Ash's advice that no one can sell from an empty wagon. I tell her about the Mary Kay repurchase policy. If she decides not to continue with her Mary Kay business, she can return eligible products to Mary Kay, which the Company will repurchase at 90 percent of the original cost.

OFF TO A GREAT START: Through the **Great Start Program**, an initial minimum \$600 wholesale Section 1 order in her first

two months can earn her an Ultimate Product Bonus Bundle valued at up to \$158 retail that she can sell at 100 percent profit. The higher her initial order, the more product bonus bundles she receives.

MAKE A LIST: I help her make a contact list so she can share the products that can get her some early 'wins.' Don't reinvent the wheel – use the marketing resources, fliers, conversation starters, scripts, **MKeCards®** and everything else Mary Kay has to help you.

Remind her that she doesn't have to be perfect. Her sincerity and excitement will take her far!



HELP IS HERE!

No need to reinvent the wheel when it comes to helpful resources you can use to share a Mary Kay business.



Conversation Guide.
Chock-full of ideas and scripts you can use!



Love What You Do team-building flier.
Share at parties or drop in product orders.



Best practices to consider. Straight tips with action items to help you lead with confidence.



MKeCards®. Just point and click to send these beautiful messages to potential team members.



At-a-Glance. Visual description of the Company, its vision and values.

Fun IN THE Sun

Without the proper protection, fun in the sun can turn to feeling the burn. Help your customers be summer-ready!

SUN PROTECTION BODY

**MARYKAY® SUN CARE
SUNSCREEN BROAD
SPECTRUM SPF 50,* \$20**



FACE

**For early-to-moderate signs of aging:
TIMEWISE® AGE MINIMIZE 3D®
DAY CREAM SPF 30 BROAD
SPECTRUM SUNSCREEN,* \$32**



**For advanced
signs of aging:**

**TIMEWISE REPAIR®
VOLU-FIRM® DAY CREAM
SUNSCREEN BROAD SPECTRUM
SPF 30,* \$52**



GUYS

**MKMEN® ADVANCED FACIAL
HYDRATOR SUNSCREEN BROAD
SPECTRUM SPF 30,* \$25**

PRE FOUNDATION

**BEFORE FOUNDATION:
MARYKAY® FOUNDATION
PRIMER SUNSCREEN BROAD
SPECTRUM SPF 15,* \$20**



BUILT-IN COLOR

**MARYKAY® CC CREAM
SUNSCREEN BROAD
SPECTRUM SPF 15,* \$22**



LIPS

**MARYKAY® SUN CARE LIP PROTECTOR
SUNSCREEN BROAD SPECTRUM SPF 15,* \$10**

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

FAUX GLOW

SPECIAL-EDITION† MARYKAY® SUN CARE SUBTLE TANNING LOTION,** \$18

Build up gorgeous color in about a week. Glides on evenly. Absorbs quickly. No streaks!



AFTER-SUN

SPECIAL-EDITION† MARYKAY® SUN CARE AFTER-SUN REPLENISHING GEL, \$15

Cooling, hydrating gel that leaves skin feeling soft and silky, never sticky.



WHITE TEA & CITRUS SATIN BODY® WHIPPED SHEA CRÈME, \$22

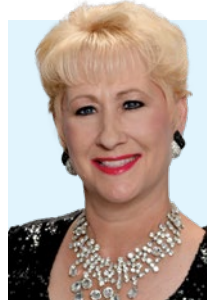
Clinically shown to instantly moisturize skin. Keeps skin moisturized for 24 hours.*** Formulated with mango butter, sunflower oil and apricot kernel oil.

FOUNDATION CHECK: SWAP OUT FOR SUMMER!

As skin tones deepen, be sure to contact your customers for a foundation check!

- **TimeWise 3D® Foundation Shade Finder Quiz.** marykay.com > Tips & Trends > Beauty Extras > Games & Quizzes.
- **Foundation Finder Tool.** Takes the guesswork out of shade-matching! Hold it up to her jawline and the shade that disappears should be the match. Confirm with stripe test. Bilingual, \$5, on Section 2.

SUMMER FAVES

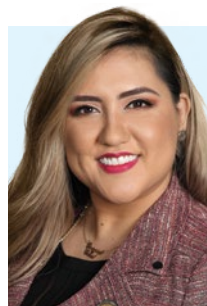


MARIE VLAMINCK, INDEPENDENT SENIOR SALES DIRECTOR, MARSHALL, MINN.

"I love doing Summertime Pampering and Ready for the Lake parties. *Mary Kay® sun products, Satin Body®, Satin Lips®, Lash Love® Waterproof*

Mascara and *masks* are summer favorites.

Summer is busy for my customers, so I do a lot of quick, on-the-go appointments with products that feature an easy out-the-door look or skin care for great-looking skin. I often have products ready in a "Go Bag" with my customers or new faces."



ANA EYMA RODRÍGUEZ, INDEPENDENT SENIOR SALES DIRECTOR, OKLAHOMA CITY, OKLA.

"During these months, I recommend *Botanical Effects® Refreshing Toner*. Your pores look tighter, making your skin

look clean and fresh. I encourage my customers to try a **bright lipstick shade**. A bright lip color brightens up your face. And summer is a great season to be a bit bolder! I always wear one because people will ask about it, and that **starts a conversation**.

I love to find new faces so I really take care of my hostesses. I always offer a gift when they provide me with names and contact information of their friends. This helps me increase my connections and develop new, lasting relationships."

** Does not contain sunscreen and does not protect against the sun

†Available while supplies last

***Based on biophysical testing

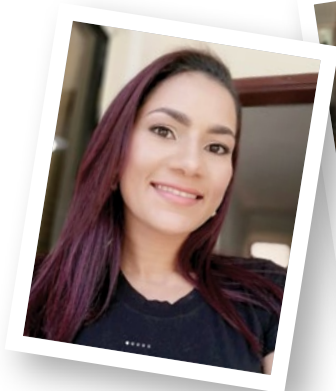
MARY KAY®

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P.O. Box 799045
Dallas, TX 75379-9045

PRSR STD
U.S. POSTAGE
PAID
MARY KAY INC.

Confidence LOOKS GOOD ON YOU!

The more you know about
Mary Kay® skin care products,
the better you can share and sell.



MARY KAY INTOUCH® > EDUCATION > SKIN CARE CONFIDENT