

JUNE 2007

Applause®

MARY KAY®
Enriching Women's Lives™

Man, oh,
Man!

MKMen™ Arrives
on the Scene

Dads, Grads and Lads:
Gift Sets for the Guys

Listen and Learn:
How to Provide Excellent
Customer Service

**Education, Motivation,
Recognition!**
Experience Seminar 2007



get it free

WITH YOUR ORDER

MAY 16 – JUNE 15, 2007



Oil-Free Eye Makeup Remover

Mary Kay was the best-selling brand of eye makeup remover in the U.S. in 2005 based on the most recent industry sales data according to Kline & Company, Inc.'s "Cosmetics & Toiletries USA 2005" study. Maybe that's because this product removes eye makeup quick as a wink! It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



TimeWise® Targeted-Action™ Eye Revitalizer

This power-packed serum is specially formulated to address the causes of dark circles and undereye puffiness. TimeWise® Targeted-Action™ Eye Revitalizer gives eyes a rested, refreshed and revitalized look! After just two weeks, seven out of 10 women said their dark circles *and* undereye puffiness were less noticeable.* It's your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel-Sized TimeWise® Cellu-Shape™ Contouring System Gift With Purchase

TimeWise® Cellu-Shape™ Daytime Body Moisturizer is a supercharged formula that stimulates cellular activity, significantly increases the skin's hydration level and begins the firming and toning process. The Nighttime Body Gel completes the firming and toning process, strengthening the skin's support system in problem areas so the visible signs of cellulite are minimized. This superportable set is your BizBuilders bonus starting with an \$800 wholesale Section 1 order.



Travel Roll-Up Bag

This organizer makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 27.

*In a consumer study conducted by an independent research facility

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Be a Star! Seminar 2007

Read these first-person accounts about life-changing experiences at Seminar and discover why you can't afford to miss out!



new opportunities

As you know, one of the biggest stories in skin care is the explosive popularity of men's skin care lines. Independent sales force and consumer demand for new skin care formulated just for guys has reached a fever pitch – and Mary Kay meets that demand in May with the launch of MKMen™. This is your opportunity to take advantage of this trend by reaching out to new customers and building upon your existing customer base. Customer service is key!



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Beach Beautiful

You can help customers protect their skin and also achieve the glowing, beach-beautiful look they want! These regular-line products will be hot, hot, hot this season!

page 2 ▶

Introducing MKMen™ Skin Care for Guys

These days, men of all ages, occupations and income levels care about the health and appearance of their skin. With this trend comes a new opportunity for your business – MKMen™, a brand-new age-fighting skin care line formulated just for the guys. Here's what you need to know about this exciting new and in-demand product line.

man, oh,
man!

Introducing MKMen™

In recent years, one of the biggest stories in skin care is the dynamite growth of men's lines. Men of all ages care about the health and appearance of their skin (and they've shown it with their wallets!). With this trend comes a new opportunity for your business – MKMen™, our newest skin care line formulated just for guys. You asked for it, you got it!

Buy all four of the new MKMen™ skin care products and get a free MKMen™ gift bag! Limited edition, while supplies last.



Simple Steps to Healthy Skin

Not only is male skin biologically different from that of a woman's, it's also exposed to a unique set of challenges, like being shaved every day. That's why we're introducing MKMen™, the skin care system formulated to meet a man's special skin care needs. This collection of targeted products combats and helps prevent the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

	Face Bar	Shave Foam	Cooling After-Shave Gel	Moisturizer Sunscreen SPF 25*
Why do my male customers need this product?	The Face Bar cleans and buffs the skin, leaving it smooth and healthy-looking. It begins the process to help reduce the visible signs of aging and help restore the look of younger skin.	The Shave Foam is the primary step in the shaving process.	The Cooling After-Shave Gel is the finishing step in the men's shaving process.	The Moisturizer Sunscreen SPF 25* is the age-fighting product for the men's skin care line.
What other features make the product great?	<ul style="list-style-type: none"> • Suitable for sensitive skin • Oil- and fragrance-free • Non-comedogenic • Suitable for dry to oily skin 	<ul style="list-style-type: none"> • Clinically tested for skin irritancy and allergy • Non-comedogenic 	<ul style="list-style-type: none"> • Lightweight • Moisturizing, yet not greasy 	<ul style="list-style-type: none"> • Provides UVA/UVB protection to help shield skin from harmful rays that may cause premature aging of skin
What's the one thing I should tell my customers about this product?	When the Face Bar and Moisturizer Sunscreen SPF 25* are used together in a skin care routine, they help reduce the appearance of fine lines and wrinkles.	The Shave Foam softens the skin and beard for a smooth, close shave. Plus, the enriched formula surrounds and clings to each hair to help reduce razor irritation.	The Cooling After-Shave Gel soothes and refreshes and helps shield the skin against razor irritation.	The Moisturizer Sunscreen SPF 25* helps reduce the appearance of fine lines and wrinkles and helps restore the look of younger skin when used together with the Face Bar.
When should they use it?	Before shaving to prepare the beard for shaving and afterward to remove any residue left from shaving	Before shaving	After shaving	After cleansing and shaving. As often as necessary and at least 15 to 30 minutes before sun exposure. Reapply after swimming, washing or other vigorous activities.

Who Is Your MKMen™ Customer?

Women! Generally speaking, they buy skin care products for their families. That's great news, because once your potential and existing customers fall in love with the Mary Kay® products they use, they're sure to recommend the MKMen™ line to all the men in their lives.

And men who use Mary Kay® products such as the TimeWise® 3-In-1 Cleansing Bar or Moisturizing Shave Cream will want to hear about an age-fighting line designed just for them. And potential customers may be interested to know about this new group of products. Keep in mind that younger men, who have grown up in a highly image-conscious environment, have more spending power than ever before. They are more likely to try new products and follow rising trends, while older men have the income to purchase age-fighting skin care products. As a result, sales of anti-wrinkle and revitalizing products are on the upswing.



For Gifts. The limited-edition MKMen™ Gift Bag with color-coordinating tissue paper is yours free with each purchase of the MKMen™ set of four products, while supplies last. It makes a masculine and stylish way to present these on-trend products to anyone who purchases the complete set.



Connect With Your Customers

Looking for tools to help you connect with your potential MKMen™ customers? Well, we've

got 'em! Just go online, and you'll find MKeCards® and gift ideas to help get you started. Plus, we've also devoted space in *The Look* and on your Mary Kay® Personal Web Site to this new line. Now is a great time to let all your customers know that you've got what they need for gifts and spouses. And it's a great time to offer products to the men on your customer list who have been waiting for products just for them!



Yvette Franco,
Vice President of
Brand Development



Terry Jacks,
Vice President of
Research and
Development

Several years ago, we offered the Skin Management® for Men products. How is the MKMen™ line different?

The MKMen™ line is designed to help combat the signs of aging. Globally, men are increasingly concerned with their appearances and are pursuing age-fighting grooming products. The MKMen™ line is Mary Kay's answer to this new market demand.

Is the MKMen™ line targeted to a specific age group?

No, the products are targeted to men of all ages.

Do products in the MKMen™ line contain the same fragrance?

Yes. They all contain the same fresh, clean scent, except the Face Bar, which is fragrance-free.

Is the MKMen™ Shave Foam the same formula as the Mary Kay® Moisturizing Shave Cream?

Yes. It's the same great formula, but with a new fresh, light, yet masculine, fragrance.

Is the MKMen™ Moisturizer Sunscreen SPF 25* the same formula as any of our current moisturizers?

No. This is a new formula that was developed specifically for this line as the key age-fighting product to help combat the visible signs of aging and improve the look and feel of a man's skin.



gifts for dads, grads and lads

With graduations, weddings and Father's Day just around the corner, you'll do your



Dad's Domain

Domain® Cologne
Domain® After-Shave Balm
Domain® Body and Hair Shampoo

\$70

A Tribute to Dad

Tribute® for Men Spray Cologne
Mary Kay® Lip Protector
Sunscreen SPF 15*

\$32.50

Note: For more great merchandising ideas, be sure to check the Mary Kay InTouch® Web site.

*Over-the-counter drug product





He's the Best

Mary Kay®
Lip Protector
Sunscreen SPF 15*
Mary Kay® SPF 30
Sunscreen*
\$21.50



New Adventure Velocity® Gift Set

Velocity® for Him
Cologne
Velocity® for Him
Total Body Wash
\$44

customers a favor by taking the guesswork out of what to give the guys!

MKMen™ Gift Set Plus

MKMen™ Moisturizer
Sunscreen SPF 25*
MKMen™ Shave Foam
MKMen™ Cooling
After-Shave Gel
MKMen™ Face Bar
Domain® Cologne
\$94



beach beautiful

Sun, sand and surf is what summer is all about! While looking glam in this season's fashionable swimwear and flip-flops is a must, so is protecting skin against the harmful elements that go along with sun and fun. You can help customers achieve the glowing, beach-beautiful look they want while doing what's best for their skin with a combination of these beach-ready, regular-line products!

All prices are suggested retail.



Bikini Ready

Customers won't be shy about suiting up in swimwear after using the TimeWise® Cellu-Shape™ Contouring System that fights cellulite with a powerful blend of ingredients that delivers real results. Six out of 10 women in consumer testing saw skin that was significantly firmer, smoother and more toned in just three weeks! For maximum results, use as part of a daily regimen. **\$55**

Bronze and Beautiful

For a summer glow without sun damage, customers will love MK Signature® Bronze Highlighting Powder dusted across the bridge of the nose, temples, cheekbones or shoulders. Lips will look sun-kissed and stay protected with MK Signature® NouriShine™ Lip Gloss in Beach Bronze. To complete the look, give eyes a sultry shimmer with MK Signature® Eye Color in shades such as Copper Beach, Vintage Gold, Gold Leaf and Lucky Penny.

MK Signature® Bronze Highlighting Powder, **\$16**

MK Signature® NouriShine™ Lip Gloss in Beach Bronze, **\$13**

MK Signature® Eye Color, **\$6.50**

Beach Day Must-Have

Customers opting for a quick, natural finish can begin or end their beach party days by applying lightweight Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* that provides sheer color, oil-free moisturization and UVA/UVB protection in one easy step! **\$18**

Summer Face Fixers

When the heat is on, keep faces fresh with Beauty Blotters® Oil-Absorbing Tissues that remove oily shine. To quickly and gently remove dirt and oil, customers are sure to love Mary Kay® Facial Cleansing Cloths that cleanse, exfoliate and tone in one easy step with just a little water. And for those who have experienced a little too much sun in the past and want to diminish fine facial lines and wrinkles, you can offer TimeWise® Targeted-Action™ Line Reducer that delivers visible results in just 10 minutes!

Beauty Blotters® Oil-Absorbing Tissues (75 tissues per pack), **\$5**

Mary Kay® Facial Cleansing Cloths (pack of 30), **\$15**

TimeWise® Targeted-Action™ Line Reducer, **\$40**

*Over-the-counter drug product

Beach Basics

When heading to the beach, protection comes first. Mary Kay® SPF 30 Sunscreen* shields skin against harmful UVA/UVB rays to help prevent skin damage, freckling and uneven coloration. The lightweight, water-proof formula is also suitable for sensitive skin. For lips, Mary Kay® Lip Protector Sunscreen SPF 15* protects and guards against the drying effects of sun and wind.

And after outdoor exposure, Mary Kay® After-Sun Replenishing Gel offers botanical extracts rich in soothing antioxidants to replenish vital moisture.

Mary Kay® SPF 30 Sunscreen*, **\$14**

Mary Kay® Lip Protector Sunscreen SPF 15*, **\$7.50**

Mary Kay® After-Sun Replenishing Gel, **\$12**

"just beachy" open house

To kick off summer sales and move closer to your Seminar 2007 goals, why not hold a "Just Beachy" open house? You could serve peach smoothies, display products featured here with beach-themed items, such as shells and beach towels, and set up product stations for demonstrations with samplers. Don't forget to include the Private Spa Collection™ Satin Hands® Pampering Set with Satin Hands® Satin Smoothie™ Hand Scrub to complete your back-to-the-beach theme!

quick summer look Features MK Signature® Eyesicles® Eye Color

MK Signature® Eyesicles® Eye Color in Island Bronze and Vanilla are back in the lineup and are perfect for summer! After introducing skin care products during *On the Go* facials, Independent National Sales Director Dacia Wiegandt's Miami-based area suggests customers try a minimal color look designed for active women who spend time outdoors. The look includes an MK Signature® Eyesicles® Eye Color shade, a mascara, MK Signature® Bronze Highlighting Powder and a lip gloss. "We call this a 'dash-out-the-door' look that can be achieved in five minutes," Dacia explains. "It's designed to lead to a follow-up color appointment where a more customized look with eye colors and eyeliners is presented."

Dacia recommends introducing minimal color at the first appointment to lay the foundation for a follow-up color appointment that, of course, could lead to more sales! And remember, the color consultation outline available on the Mary Kay InTouch® Web site includes terrific information on booking and holding color appointments. MK Signature® Eyesicles® Eye Color, **\$10**

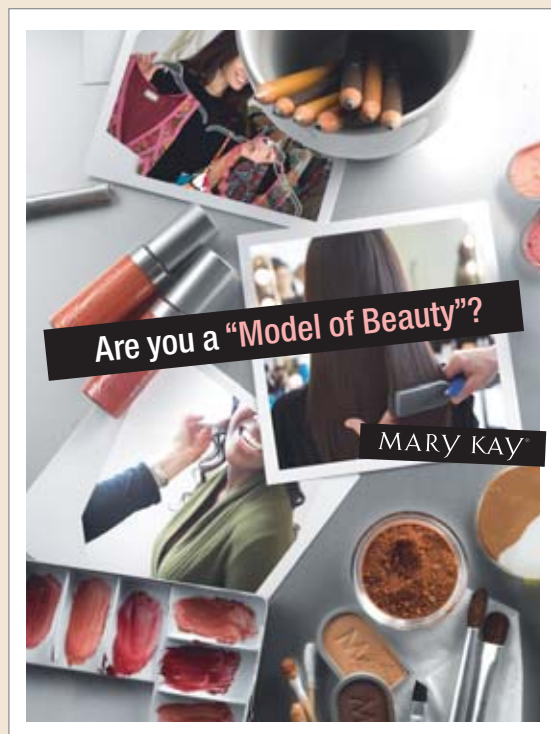


the preferred customer program

Enroll Customers NOW for the Mary Kay® Model of BeautySM Search Month 2 Mailer!

You can help customers celebrate beauty from the inside out with the upcoming Mary Kay® Model of BeautySM Search consumer contest. When you enroll them in the Preferred Customer Program by **June 15** to receive the Mary Kay® Model of BeautySM Search mailer, they'll read about a once-in-a-lifetime opportunity to be a model in an upcoming issue of *The Look!* To enter, customers can book a color appointment with you and then submit before-and-after photos along with a statement describing what it means to be a "model of beauty." Four lucky winners will receive a trip for two to New York City for their photo shoot, which will include a makeover by a professional makeup artist and a \$500 shopping spree. And as their Independent Beauty Consultant, you have a chance to win a \$500 shopping spree too!

Be sure to check your July *Applause*® magazine for more details.



Month 2 Mailers Make a Difference!

Take it from **Independent Future Executive Senior Sales Director Linda Klein of Woodland Hills, Calif.**, who has been in the Sales Director Queen's Court of Personal Sales

Renew You Brochure



MKMen™ Brochure

17 times, ranking No. 8 in the Sapphire Seminar in 2006. Linda recently enrolled each and every one of her 900 customers to receive the Month 2 Mailer, a special mailer to promote new products, in addition to the mailing of *The Look*. "The Month 2 mailing has really made a difference in my sales, and I've definitely experienced an increase in my incoming calls from customers," shares Linda. "I think *The Look* mailing followed by another mailing is a great way to stay top of mind with your customers."

Linda also keeps herself in the picture by following up with her customers at least once every two months and says, "I really feel that my reorder business is so strong because my customers know who

I am, and they know that I care."

Why not make sure your customers know that you care by enrolling them in the Preferred Customer Program? And remember, mailings from the Preferred Customer Program can lead customers directly to your Mary Kay® Personal Web Site where they can order from you 24/7. Easy for them. Easy for you.



The Month 2 mailing has really made a difference in my sales, and I've definitely experienced an increase in my incoming calls from customers.

tools of the trade

“Mary Kay once said, “The Independent Beauty Consultant who becomes a master Consultant does so because she acquires the habit of achievement and success. ‘Success IS a habit with successful people!’ She makes a ‘habit’ of polishing and using the tools of her Mary Kay trade – including booking and holding classes.”

You can finish the 2007 Seminar year strong and *Be a Star!* by keeping skin care classes and color appointments on your books this month and next. Here are a few tips to help keep plenty of appointments in your datebook.

Book at classes – Summer is the perfect time to create a new look! Refer to the second appointment or color consultation several times throughout your presentation. You can mention how much customers will love having a custom color look created and how it also will provide the perfect opportunity to check up on skin care. You may want to pass your datebook around the table, asking each guest to note a good time to get together. For more ideas, please refer to the Color Consultation Guide on the Mary Kay InTouch® Web site. It includes an outline for the second appointment as well as booking dialogues and suggestions for a successful close.

Book from referrals – If your customers appreciate your service, their friends will too!

Book with the hostess program – Your customers are sure to host a party when they see the latest gifts and hostess options, such as the Everything Tote, \$10.

(The Hostess Magnifying Mirror, available as a regular-line item for \$13 on Section 2 of the Consultant order form, can also make your hostess “the fairest of them all!”) And when you make your hostess feel like a queen, you’re sure to book classes with others as well!

And remember, superior service not only can lead to terrific customer relationships, but also to more bookings and referrals. You may want to try this tip from **Independent Sales Director Amy Rice** of Fortson, Ga., a busy mother of 10 children who believes that her customer-focused approach has helped her achieve success. Amy shares, “Every time I meet with someone, I tell them right away, ‘I don’t want you to feel obligated to buy one thing. My services truly are free. But what I’m here to sell is myself, because I know that if you trust me and like me, that when you really do need something, you’ll call me.’”

That sincere, service-oriented approach has worked for Amy, and it can work for you too!



Everything Tote, \$10.



first steps to successful customer service

When it comes to your success, there is no doubt that selling tops the list. So what is the No. 1 factor in making great sales? It all boils down to exceptional customer service.

If you don't take customer service seriously, you run the risk of becoming a "one-time" beauty adviser. Then your customers will become "one-time" buyers. Obviously, your goal is to build a "deep-and-wide" customer base providing more and more customers returning to you again and again for all their beauty needs – forming customers for life! It all starts with making a sincere, caring impression the very first time you interact with a customer –

and all that really takes is three simple steps: ask, listen and learn. By simply asking what your customer needs, listening to her response and learning which products she truly wants, you're sure to be on your way to customer service success and developing a strong, loyal customer base.

step 1: ask

Asking questions means discovering your customers' beauty needs or concerns. Here are five suggested questions:

1. How often do you use skin care and beauty products?
2. What are your most favorite beauty products?
3. Where do you like to shop for beauty products and why?
4. What are your beauty or skin care concerns that you'd like to solve today?
5. What do you know about Mary Kay® products and services?

Instead of asking these questions upfront and outright, it's better to work them into a conversation when you first meet a potential customer or as you are preparing to conduct a skin care class. Here's a sample dialogue to try:

Independent Beauty Consultant:

"Hi. I've seen you in the neighborhood before. My name is Lisa."

Customer: "Hi, my name is Suzanne. I work in the real estate office down the street."

Beauty Consultant: "That sounds exciting. I work nearby in my home office. I have my own Mary Kay business."

Customer: "Oh, I've heard of Mary Kay before, but I don't use the products."

Beauty Consultant: "Oh, really? Do you mind if I ask you what your favorite products are?"

Customer: "I use (name of another product) – mainly the cleanser and moisturizer."

Beauty Consultant: "That's wonderful, Suzanne. It's great to know you're taking care of your skin. Tell me, how often are you using the products?"

Notice how easy it is to continue asking questions when your purpose is to find out more about your customer and her beauty preferences.

more customer service savvy

With approximately 600 customers, **Independent Elite Executive Senior Sales Director Jo Cotton** of Lufkin, Texas, has been in the Sales Director Queen's Court of Personal Sales every single year since 1985. Her key to success? Customer service.

"It's not that my customers are different from anyone else's," Jo explains, "but what I've found is that so much can be lost if you don't take care of them."

step 2: listen

Listening is the most important step because it's how you can build trust quickly. Sometimes an Independent Beauty Consultant begins a presentation or conversation by telling a customer everything she knows about Mary Kay® products without first gathering any information from the customer. A customer may begin to distrust you if she senses that making a sale is more important to you than her individual beauty needs or concerns.

To avoid this, try these listening tips:

- Nod your head in agreement when your customer is talking. Do not interrupt her.
- Carry a small notebook and write down your customer's comments and concerns. Or use her customer profile to jot down notes.
- Empathize with her responses as you nod, and say encouraging phrases such as:

"I understand what you're saying."

"That's not unusual at all!"

"That makes perfect sense."

Here's a sample listening dialogue to try:

Independent Beauty Consultant: "Julie, before we get started with our class, do you have any beauty or skin care concerns that you'd like to solve today?"

Customer: "Well, my skin seems to be getting a lot more blemishes lately."

Beauty Consultant: "I understand completely, Julie, and know how stressful that can be. Let me ask you a few questions to see if I can help. Have you changed your skin care products or foundation formulas lately?"

Customer: "No, I haven't."

Beauty Consultant: "Does your skin feel more oily than usual?"

Customer: "Yes, I think it does."

Beauty Consultant: "So if I understand you correctly, your skin is breaking out more than usual, and you might be interested in trying some products today that can help your blemishes and oily skin?"

Customer: "Yes. That would be great."

Beauty Consultant: "Great. I'll be happy to demonstrate those products for you during class today."

step 3: learn

After you've discovered your customer's true needs and interests, you would have a much better idea of what products to offer and demonstrate. The key here is to continue to ask questions and let your customer do the talking.

Also, be sure to demonstrate products that can resolve any problems or concerns your customer may have shared with you. If you can match her needs with the right products successfully, you are on your way to becoming her trusted Independent Beauty Consultant. You'll also want to ask positive questions to close the sale and guide her through the selling process. For example:

"How does your skin feel?"

"Which products would you love to have?"

"Do you have any other questions or concerns I can help you with today?"

Here's a sample learning dialogue to try:

Independent Beauty Consultant: "So, Julie, after trying these products, how does your skin feel?"

Customer: "It feels soft and less oily to me."

Beauty Consultant: "That's wonderful. Out of the products we tried today, which ones would you love to take home?"

Customer: "I think I'd like the cleanser and the TimeWise® Age-Fighting Moisturizer."

Beauty Consultant: "Those are good choices, Julie. Have you thought about the TimeWise® Day Solution Sunscreen SPF 25* and Night Solution I showed you?"

Customer: "I don't think I can afford them today."

Beauty Consultant: "Would you be interested in those products if I showed you how you could earn them for free?"

Finally, it's important that you don't make it your goal to sell her the most products you possibly can right away. Satisfy your customer with the products she needs now and look for other opportunities to present similar products when possible. She will feel more relaxed, less defensive and more likely to become a repeat customer. Remember, your goal is to build customers for life!

*Over-the-counter drug product

Once Jo makes a sale, she closely monitors and records what each customer buys. It takes one year, she says, to fully understand what a customer uses and how often. "A customer will be so grateful that you care enough to remember her product preferences, like which foundation shade she uses," Jo says.

Independent Executive Senior Sales Director Ann Sherman of Bethel Park, Pa.,

agrees. She focuses on gaining customers for a lifetime by ensuring potential customers that their satisfaction is of utmost importance to her. "I explain that I want to work with them on a consistent basis, so booking follow-up appointments is key," Ann says.

Enrolling customers in the Preferred Customer Program and contacting them regularly are also considered customer service must-dos by top sellers. As you can

imagine, there is much, much more to bringing customer service full circle. The *Set the Pace for Success Vols. I and II* four-CD sets, available on the Mary Kay InTouch® Web site for \$10 each, are also great tools and feature tried-and-true customer service methods used by top independent sales force members that can help you master customer service and solidify sales!

recognition

Congratulations to the winners for February 2007.

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 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, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2006, through Feb. 28, 2007. (This includes NSD commissions earned on all foreign countries through January 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

Pearl



Jan Harris

Diamond



Barbara Sunden

Ruby



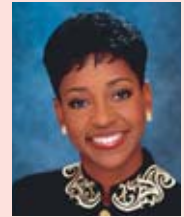
Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

On-Target for Diamond/Inner Circle On-Target for \$750,000

Barbara Sunden.....\$510,805.27

On-Target for \$500,000

Gayle Gaston.....\$454,754.28
Christine Peterson.....430,494.80
Carol Anton.....361,178.30
Karen Piro.....338,736.42

On-Target for \$325,000

Lisa Madson.....\$315,528.13

Jan Harris.....309,742.09
Gloria Mayfield Banks.....304,050.19
Nan Stroud.....293,592.72
Kathy Helou.....288,257.62
Rena Tarbet.....286,071.37
Joanne Holman.....278,697.83
Cheryl Warfield.....263,339.00
Pat Danforth.....257,474.32
Jana Cox.....256,539.18
Lupita Ceballos.....255,688.67
Karlée Isenhardt.....238,600.58
Julianne Nagle.....225,126.16

Stacy James.....225,021.37
Darlene Berggren.....222,168.19
Holly Zick.....220,164.75

On-Target for Diamond Circle On-Target for \$250,000

Sue Kirkpatrick.....\$215,416.67
Sherry Giancristoforo.....214,980.06
Linda McBroom.....211,751.35
Gloria Castaño.....203,460.82
Joan Chadbourne.....202,906.13
Ronda Burnside.....202,328.25

Dacia Wiegandt.....201,713.52
Johnnette Shealy.....199,681.65
Cindy Williams.....193,303.85
Patricia Rodriguez-Turker.....192,402.28
Judie McCoy.....192,083.37
Debi Moore.....186,917.39
Jackie Swank.....184,016.74
Suzanne Brothers.....185,021.50
Mary Diem.....176,589.15
Kathy Z. Rasmussen.....175,974.39
Anita Mallory Garrett-Roe.....175,362.97
Linda Toupin.....175,101.86

Rosa Jackson.....173,867.36
Pam Gruber.....170,700.18
Shirley Oppenheimer.....169,813.47
Wanda Dalby.....168,771.37
Doris Jannke.....167,930.12
Pamela Waldrup Shaw.....167,512.23

On-Target for \$200,000

Kerry Buskirk.....\$164,589.87
Ronnie D'Esposito Klein.....158,875.02
Tammy Crayk.....157,907.40
Sonya LaVay.....156,110.59

Nancy Perry-Miles.....154,992.32
Jeanne Rowland.....154,368.19
Diane Underwood.....146,355.92
Sonia Pérez.....143,654.16
Valerie Bagnol.....140,096.94
Joyce Z. Grady.....139,024.19
Margaret Winner.....135,309.69
Elizabeth Fitzpatrick.....134,283.95

Monthly Commissions and Bonuses

Listed are NSD commissions earned in February by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Pearl

Nan Stroud.....\$49,589**
Jan Harris.....32,701
Cheryl Warfield**.....31,819
Cindy A. Williams.....28,863
Stacy I. James*.....28,076
Darlene Berggren*.....27,844
Pamela Waldrup Shaw.....27,515
Jackie Swank*.....26,270
Joan B. Chadbourne*.....22,166
Rosa Jackson**.....20,748
Nancy Perry-Miles*.....20,327
Anabell Rocha.....19,607
Lise T. Clark*.....19,236
Halina Rygiel.....17,703
Shirley Tripp Brewton.....16,756
Nancy Bonner*.....16,193
Maureen S. Ledda*.....15,773
Elizabeth Fitzpatrick*.....15,302
Julie Krebsbach.....14,995
Sandy Miller.....14,950
Monique Todd Balboa.....14,908
Allison LaMarr.....14,118
Cathy E. Littlejohn.....13,950
Bett Vernon.....13,784
Beatrice Powell.....13,772
Wida DeKerlegand*.....13,481
Wadene Claxton-Prince.....12,886
Lynda Jackson*.....12,671
Sylvia Kalicak.....12,262
Shirley M. Oshiro.....11,854
Barbara Stimach*.....11,836
Robin Rowland.....11,593
Ruth Theodocion.....11,124
Kathy C. Goff-Brummett.....10,908
Jane Studrawa.....10,588
Kathy Jones.....10,302
Barbara Faber.....9,893
Glinda McGuire.....9,698
Pat Campbell.....9,678
Linda Kirkbride.....9,517
Maureen Myers.....9,426
Rosalie Ann Medjesky.....8,500
Deb Pike.....8,338
Sonja Hunter Mason.....6,343
Bettye M. Bridges.....6,325
Mary Pat Raynor.....5,581

Diamond

Barbara Sunden.....\$57,452**
Lisa Madson.....44,899
Karen Piro*.....40,582
Holly Zick*.....31,806
Julianne Nagle*.....30,494
Linda C. Toupin.....29,237
Patricia Rodriguez-Turker*.....28,169
Tammy Crayk.....27,991
Suzanne Brothers*.....25,530
Gloria Castaño**.....25,327
Mary Diem*.....23,308
Pam Gruber*.....22,599
Joyce Z. Grady.....21,834
Anita Mallory Garrett-Roe*.....21,601
Kathy Z. Rasmussen**.....20,390
Diane Underwood.....18,444
Dawn A. Dunn.....17,403
Sandy Valerio.....16,514
Sharon Kingrey.....15,757
Sonia Pérez.....15,570
Jo Anne Cunningham.....15,489
Maria I. Monarrez.....13,413
Connie A. Kittson.....13,270
Sharon Z. Stempson*.....13,113
Dalene Hartshorn.....12,914
Diana Heble.....10,915
Linda O. Scott.....10,513
Linda Sumpter.....9,526
Charlotte G. Kosena.....9,232
Betty Gilpatrick.....8,886
Isabel Venegas.....8,386
Jan Mazzioiti.....8,022
Carol Lawler.....7,757
Andrea C. Newman.....6,508
Naomi Ruth Easley.....6,335

Ruby

Carol Anton.....\$46,597**
Karlée Isenhardt*.....33,082
Pat Danforth*.....32,585
Johnnette Shealy*.....27,347
Sue Kirkpatrick*.....26,805
Linda McBroom*.....26,082
Ronnie D'Esposito Klein.....25,076
Nancy M. Ashley*.....24,040
Shirley Oppenheimer.....23,648
Rebecca Evans*.....22,429
Wanda Dalby**.....21,588
Jeanne Rowland*.....18,791
Pam Ross*.....16,811
Pamela A. Fortenberry-Slate*.....15,479
Margaret Winner*.....15,472
Janis Z. Moon.....15,342
Kate DeBlander.....15,001
Judy Kawiecki.....14,900
Michelle L. Sudeth*.....14,615
Lynne G. Holliday.....14,276
Toni A. McElroy.....14,132
Cyndee Gress.....13,902
Elizabeth Sapanero.....13,881
Scarlett Walker*.....13,269
Gena Rae Gass.....12,927
Cheryl J. Davidson.....12,504
Jean Santin*.....11,855
Kirk Gillespie.....11,726
Bea Millsaglie.....11,656
Vicky L. Fuselier.....11,615
Jessie Hughes Logan*.....11,337
Sue Z. McGray.....11,300
Nancy West Junkin*.....11,224
Kimberly Walker.....10,843
Phyllis Chang.....10,331
Patricia Lane.....9,947
Thea Elvin.....9,701
Cindy Z. Leone.....9,663
Maria Aceto Pirro.....9,447
Rhonda L. Fraczowski.....8,790
Kelly McCarroll.....8,647
Gay Hope Super.....8,226
Katie Walley.....8,133
Amy Dunlap.....7,961
Cindy Towne.....7,702
Sharilyn G. Phillips.....7,147
Margaret M. Bartsch.....6,959
Vicki Jo Auth.....6,793
Renee D. Hackleman.....5,338

Sapphire

Gayle Gaston.....\$60,013**
Christine Peterson**.....59,123
Rena Tarbet*.....38,450
Lupita Ceballos*.....33,134
Jana Cox*.....32,039
Joanne Holman**.....31,430
Judie McCoy*.....25,684
Mattie Dozier*.....23,407
Valerie J. Bagnol*.....20,599
Sonya LaVay*.....18,578
Shannon C. Andrews*.....18,554
Pam I. Higgs.....18,260
Jo Anne Barnes.....17,768
Pam Klickna-Powell.....17,605
Vernella Benjamin.....16,088
Alia L. Head.....15,785
Gloria Baez.....15,358
Davanne D. Moul.....15,241
Sharon L. Buck.....14,826
Jan L. Thetford.....14,019
Mary L. Cane.....13,157
Jeanne Curtis.....12,768
Karen Kratochvil.....12,651
Martie Sibert*.....12,503
Sherril L. Steinman.....12,447
Maribel Barajas.....11,815
Carol L. Stoops.....11,623
Ann Brown.....10,998
Maria Aguirre.....10,399
Nancy A. Moser.....10,349
Kendra Crist Cross.....9,897
Joy L. Breen.....9,673
Gillian H. Ortega.....9,471
Karen B. Ford.....9,290
Britt L. Briddle.....9,249
Jill Moore.....7,015

Emerald

Gloria Mayfield Banks.....\$48,113**
Kathy S. Helou*.....39,933
Debi R. Moore*.....28,296
Sherry Giancristoforo**.....28,090
Ronda Burnside*.....25,700
Dacia Wiegandt.....24,133
Lily Orellana.....21,257
Doris Jannke*.....19,302
Kerry Buskirk*.....19,045
Consuelo R. Prieto.....17,825
Janie Cruse-Vrinios.....16,924
Mona Butters.....16,799
Miriam Gómez-Rivas.....16,523
Cindy Fox*.....16,380
Kay E. Elvrum.....16,355
Cathy Phillips.....15,956
Joanne R. Bertalan*.....15,694
Janet Tade*.....15,536
Kym A. Walker*.....15,529
Yvonne S. Lemmon.....14,695
Cathy Bill*.....14,667
Pamela Tull.....14,528
Jackie LaPrade.....14,000
Brenda Segal*.....11,368
Barbara Whitaker*.....11,358
Sherry A. Alexander.....11,258
Jo Reynal Rogers.....11,052
Shelly Gladstein.....11,037
Judy A. Rohde.....10,735
Irene A. Shea.....10,210
Crisette M. Ellis.....10,155
Dawn Otten-Sweeney.....9,951
Sabrina Goodwin Monday.....9,542
Judy Harmon.....9,493
Natalie Privette-Jones.....9,452
Regina Hogue.....9,342
Nora L. Shariff*.....9,050
Kathy Rodgers-Smith.....8,960
Joanne Hollingsworth.....8,097
Francie McBeth.....7,561
Cristi Ann Millard.....7,370
Esther Whiteleather.....6,826
Phyllis R. Sammons.....6,038
Pamela Cheek.....5,665
Carmen Rios.....4,303

*Denotes Senior NSD

**Denotes Executive NSD

new debuts/debutes December/Diciembre

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site and go to LearnMK®, keyword, "Advance." Or click on "About DIQ Program" under LearnMK®. /Nuevas Directoras de Ventas Independientes. Para más información, ingresa al sitio electrónico *Mary Kay InTouch®* y visita *AprendeMK®*, palabra clave, *Avance*. O bien, haz clic en *Sobre el programa DIQ* bajo *AprendeMK®*.



Beatrice Alghali Detroit A. Nchako Njamfa Unit	Monica O'Keefe Arnett Vacaville, Calif. L. Olivares Unit	Joyce Markeeta Dory Upper Marlboro, Md. K. Powell Unit	Maria Garcia Naples, Fla. S. Alavez Unit	Maria G. Garcia Aurora, Ill. M. Velazquez Unit	Ikpenwosa Aihio Gbenedio Brooklyn, N.Y. L. Shusterman Unit	Judy A. Heckler Plano, Texas T. Chavez Unit	Sharon G. Kay Lancaster, Pa. V. Krempels Unit	Kimberly L. Massengill Lithonia, Ga. A. Andrews Unit	Andrea Michelle Murray Columbus, Miss. R. La Brosse Koenders Unit
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Edna Patten Palm Bay, Fla. D. Grant Unit	Bettie Perry Linden, Texas J. Swank Unit	Mary Donleta Pletrofore Poplar Bluff, Mo. C. Kolb Unit	Sue Roberson Aurora, W.Va. B. Pritt Unit	Colleen Page Sargent Gainesville, Ga. N. Canamare Unit	Pam Staniland Ventura, Calif. B. Bayer-Coulter Unit	Cleopatra Starks Suffolk, Va. J. Lawrence Lamb Unit	Theresa Rae Taylor Jackson, Tenn. L. Johnson-Skelton Unit
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Congratulations to Sales Directors: **Carmen Acero**, Newark, N.J., L. Diaz Almeyda Unit; **Editha Armamento**, Bolingbrook, Ill., S. Hohlman Unit; **Kimberly A. Briskey**, Bargersville, Ind., B. Ashworth Unit; **Jennifer Caccamo**, Ringwood, N.J., C. Machado Unit; **Sandra A. Cotto**, Kingshill, V.I., J. Bishop Unit; **Carrie Cotton**, Chicago, N. White Unit; **Jeannine Marie Davis**, Le Roy, N.Y., S. Wolff Unit; **Idalia Escovedo**, Broken Arrow, Okla., J. Gonzalez Unit; **Julie S. Gomez**, Riverview, Fla., E. Mallory Unit; **Jean Hoveland**, Kanawha, Iowa, J. Johnson Unit; **Lindsey G. Hughes**, Simpsonville, S.C., H. Lowe Unit; **Dee Lynn Imls**, Chattanooga, Tenn., R. Lerma Unit; **Jennifer Jones**, Mount Pleasant, S.C., J. Feinberg Unit; **Tiane R. Kennedy**, Tucson, Ariz., K. Chmielowiec Unit; **Rosalina C. Liwanag**, Bolingbrook, Ill., C. Camarillo Unit; **Deitra Vanessa Mathis**, Cibola, Texas, S. Ervin Unit; **Dawn M. McNutt**, Ashtabula, Ohio, A. Lower Unit; **Sherrie D. Murray**, Portsmouth, Ohio, K. Jones Unit; **Ana Lilian Pena**, Charlotte, N.C., L. Flores Unit; **Julia Grace Ramey**, Grayson, Ky., S. Rice Unit; photos unavailable at press time. /Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(Feb. 2006 debuts/debutes de febrero 2006)

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 miembros de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Pascale Talbert Coral Springs, Fla. W. DeKerlegand Area Pearl Seminar	Elvia Torres Hood River, Ore. Ruby Go Give Area Ruby Seminar	Natalie Audra Torres Houston Emerald Go Give Area Emerald Seminar
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On the Write Track/En buen camino

(Dec. 2006 debuts/debutes de Dic. 2006)

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

Ikpenwosa Aihio Beatrice Alghali Idalia Escovedo	Maria G. Garcia Bettie Perry Julia Grace Ramey
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Honors Society/Sociedad de Honor

(Feb. 2006 debuts/debutes de febrero 2006)

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



Jhernyn Sims
Alexander
Jersey City, N.J.
B. Powell Area

Jill Kathleen Johnson
Salida, Colo.
E. Fitzpatrick Area

Fabulous 50s/Los Fabulosos 50

(Aug. 2006 debuts/debutes de agosto 2006)

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.



Eva Celeste Faircloth
Loxley, Ala.
Pearl Go Give Area

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personales activas.

Doreen E. Affaidoo
Heleodora Aguirre
Leticia Aldama
Iselda Almodovar
Marilyn D. Alvarado
Heather Anderson
Quetziquetz Angulo
Tamala Baker
Eileen H. Barlow
Blanca L. Barron
Paula E. Batteau
Ana M. Bernal
Renee Berumen
Deborah H. Best
Skeeter D. Betty
Kenzie L. Blow
Janet L. Boatwright
Jenny Bridges
Amari A. Brown
Carolyn D. Brown

Linda Brown
Carla A. Byrd
Gilda A. Cavallo
Crystal J. Cavey
Stacie S. Centers
Lindsay E. Cessac
Paulina L. Chimbo
Debra M. Cobb
Edilia Coronado
Kate E. Cortner
Amanda Creedon
Angela O. Crowder
Margaret E. Curtis-Brown
Julie D. Davis
Amy S. Dillon
Anita Ferns
Fidela Fraire
Gina L. Gamble
Cristina Garcia
Maribel Garcia

Victoria E. Garcia
Teresa L. Gaston
Denise Gay
Janine M. Greenwald
Vanessa Hakes
Tami L. Harmon
Chelsea M. Holzinger
Crystal M. Houk
Danielle D. Jackson
Wyonna P. Jeanne
Phaedra C. Johnson
Paula Jones
Aja Kebbeh
Cheryl E. Kieso
Lequita J. Kinder
Janet J. Large
Nina M. Latting
Diane H. Lee
Jennifer K. Lott
Bridget L. Marcellian

Afsaneh Mehrabkhani
Nohemi Mejia
Franki S. Millens
Liza R. Morgan
Andrea A. Moring
Felicia C. Morrissey
Renee D. Mount
Celeste P. Neeley
Donna K. Nichols
Michele A. Nicosia
Sandra Ozaki
Melinda I. Painter
Tiffany L. Perez
Jill Plunkett
Cynthia R. Poole
Cami D. Powell
Kay A. Pruitt
Margaret E. Reed
Tousha Ritchie
Laura E. Roberts

Aundrea M. Robinson
Leah Rollins
Carlota Roque
Irma J. Royster
Andrea E. Saathoff
Leonora Sandridge
Victoria J. Saunders
Kara L. Scragg
Dawn M. Shields
Kisha L. Smith
Karen South
Sarah J. Spence
Jamie Stahl
Kim R. Stewart
Tamatha M. Stewart
Emily T. Storey
Debra F. Stringer
Catherine E. Suttmillier
Emma L. Sweeting
Amy M. Tang

Marzett Thomas
Alisha F. Thompson
Vanessa R. Threath
Diane J. Tilghman
Bianca Torres
Lisa A. Tutino
Suzanne N. Valentine
Laura L. Villazon
Diane D. Walsh
Rebecca Walsh
Adea N. Weismiller
Alison Welsh
Rosanna L. Williams
Sandy L. Williams
Nyesha E. Wilson
Danielle Wimbish
Ami J. Worland
Liz A. Young

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pearl/perla

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

64 Gold Medals/Medallas de Oro
Sales Director Mildred Forbes.....5

39 Gold Medals/Medallas de Oro
Sales Director Isabel Miller.....5

36 Gold Medals/Medallas de Oro
Sales Director Mia Mason Taylor.....20

33 Gold Medals/Medallas de Oro
Sales Director Sandra Lee.....5

32 Gold Medals/Medallas de Oro
Sales Director Maria De Jesus Ramales.....5

28 Gold Medals/Medallas de Oro
Sales Director Jean Wilson.....5

27 Gold Medals/Medallas de Oro
Sales Director Michelle Brooks.....7

25 Gold Medals/Medallas de Oro
Sales Director Bette Hillman.....5

23 Gold Medals/Medallas de Oro
Sales Director Alberta Vargas-Rodriguez.....5

21 Gold Medals/Medallas de Oro
Sales Director Marita Campbell.....5

20 Gold Medals/Medallas de Oro
Sales Director Regina Lockwood.....5
Sales Director Leah Nelson.....5

18 Gold Medals/Medallas de Oro
Sales Director Thalia Campbell.....5

17 Gold Medals/Medallas de Oro
Sales Director Jodie Gualano.....8

16 Gold Medals/Medallas de Oro
Sales Director Joy Bailey-Gress.....5
Sales Director Amy Boyd.....5

14 Gold Medals/Medallas de Oro
Sales Director Elsa Lugo.....5

12 Gold Medals/Medallas de Oro
Sales Director Germaine Richardson.....5

11 Gold Medals/Medallas de Oro
Sales Director Natacha Smith.....5

10 Gold Medals/Medallas de Oro
Sales Director Paula Cano.....6
Sales Director Martha Martinez.....5

9 Gold Medals/Medallas de Oro
Sales Director Luz Diaz Almeyda.....6

8 Gold Medals/Medallas de Oro
Sales Director Ana Carpio Vazquez.....7
Sales Director Randi Gleason.....5
Dawn Hrynkiw, B. Faber Unit.....5
Sales Director Heather Joseph.....5

7 Gold Medals/Medallas de Oro
Sales Director Ana Galindo.....5
Marta Madrazo,
M. Estupinan-Martel Unit.....6
Sales Director Tara Mitchell.....5
Sales Director Yolanda Rose-White.....5
Olivia Vega, A. Cruz Garciaguirre Unit.....13
Sales Director Miriam Villa.....5

6 Gold Medals/Medallas de Oro
Sales Director Ana Bonilla.....5
Sales Director Martha Daniel.....5
Sales Director Sonia Guevara.....5
Sales Director Sharon Henson.....5
Sales Director Roya Mattis.....5
Sales Director Hilda Sagastume.....6
Sales Director Denise Williams.....6

5 Gold Medals/Medallas de Oro
Sales Director Amy Alber.....10
Sales Director Pamela Alexander.....5
Sales Director Maria Campbell.....5
Melissa DeMarrias, L. Burns Unit.....6
Sales Director Letisha Green.....7
Shirley Kibunja, K. Powell Unit.....5
Sales Director Sharon Marman.....5

4 Gold Medals/Medallas de Oro
Sales Director Maria Olvera.....5
Sales Director Phyllis Pelzer.....5
Sales Director Linda Stawski.....5
Sales Director Armandina Tamez.....5

3 Gold Medals/Medallas de Oro
Christy Britton, B. Bridges Unit.....5
Sales Director Tracey Chavez.....6
Angela Cortes, M. Pasco Unit.....7
Cassie Hair, A. George Unit.....9
Danielle Halsey, L. Obasanjo Unit.....7
Emma Hamilton, M. Stubbs Unit.....5
Sales Director Anna Maslakova.....5
Carolyn Scott, V. Crank Unit.....16
Margaret Wright, M. Mason Taylor Unit.....6

2 Gold Medals/Medallas de Oro
Deborah Camel, B. Hall Unit.....10
Kristin Jenny, F. Anderson Unit.....5
Urduja Mempin, C. Camarillo Unit.....9
Salome Morales, M. Munoz Unit.....11
Angel Mueller, C. Griffin Unit.....9
Elizabeth Ramirez,
J. Hernandez-Barbaza Unit.....5
Trina Siebenaler, P. Blalock Unit.....10
Laura Tegge, R. Bullock Unit.....9
Astghik Ter-Martirosyan,
N. Travilina Unit.....7
Stephanie Vilar, D. Desiante Unit.....11
Ginny Wyatt, C. Wilson Unit.....6

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

4 Gold Medals/Medallas de Oro
Sales Director Luz Almonte.....5
Nashiydah Anderson, G. Charles Unit.....10
Sales Director Lynn Armstrong.....5
Sales Director Dawn Contrucci.....5
Sales Director Elena Hempel.....5
Sales Director Maria Neatherton.....7
Snowe Saxman, S. Forsyth Unit.....5
Rachel Schamerhorn, R. Gleason Unit.....9
Sales Director Denise Yerkes.....5

3 Gold Medals/Medallas de Oro
Christy Britton, B. Bridges Unit.....5
Sales Director Tracey Chavez.....6
Angela Cortes, M. Pasco Unit.....7
Cassie Hair, A. George Unit.....9
Danielle Halsey, L. Obasanjo Unit.....7
Emma Hamilton, M. Stubbs Unit.....5
Sales Director Anna Maslakova.....5
Carolyn Scott, V. Crank Unit.....16
Margaret Wright, M. Mason Taylor Unit.....6

2 Gold Medals/Medallas de Oro
Deborah Camel, B. Hall Unit.....10
Kristin Jenny, F. Anderson Unit.....5
Urduja Mempin, C. Camarillo Unit.....9
Salome Morales, M. Munoz Unit.....11
Angel Mueller, C. Griffin Unit.....9
Elizabeth Ramirez,
J. Hernandez-Barbaza Unit.....5
Trina Siebenaler, P. Blalock Unit.....10
Laura Tegge, R. Bullock Unit.....9
Astghik Ter-Martirosyan,
N. Travilina Unit.....7
Stephanie Vilar, D. Desiante Unit.....11
Ginny Wyatt, C. Wilson Unit.....6

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

Quetziquetz Angulo, R. Murcia Unit.....6
Valerie Arias, V. Halstead Unit.....5
Dani Barmen, J. Gualano Unit.....6
Asucena Beltran, M. Franco Unit.....5
Jeanie Beltz, E. Garner Unit.....5
Renee Berumen, H. Lowe Unit.....5
Jenny Bridges, L. Horne Unit.....6
Dana Caswell, T. Mitchell Unit.....5
Renee Chinchilla Porras, L. Nelson Unit.....7
Lolita Cleveland, S. Hohlman Unit.....6
Murleen Coakley, T. Lewis Unit.....5
Amanda Creedon, M. Bravo Unit.....7
Jerusha Day, K. Perkins Unit.....7
Vila Diaz, M. Dowling Unit.....5
Victoria Garcia, L. Allison Unit.....6
Teresa Gaston, P. Jackson Unit.....7
Maria C. Gonzalez, M. Mayorga Unit.....5
Stacia Hamilton, C. Moreau Unit.....5
Dora Jaimes, S. Farias Unit.....6
Jennifer Jenkins,
C. Lassiter-Wright Unit.....5
Nancy Komisak, W. Tostenson Unit.....7
Jennifer Lott, H. Norton Unit.....7
Afsaneh Mehrabkhani, M. Mojtabaie Unit.....5
Jennifer Moon, M. Smith Unit.....6
Helen Moore, K. Powell Unit.....5
Felicia Morrissey, P. Blalock Unit.....5
Renee Mount, C. May Unit.....9
Sales Director Miriam Munoz.....5
Terri Olson, M. Berggren Unit.....5
Maria Perez, S. Platas Unit.....5
Cami Powell, Y. Alexander Unit.....5
Aundrea Robinson, N. Mitchem Unit.....6
Irma Royster, C. Green-Bolanos Unit.....8
Concepcion Ruiz, S. Aguilar Unit.....8
Kimberly Smith, P. Waters Unit.....5
Rachel Soash, M. Whitworth Unit.....6
Emma Sweeting, P. Maycock Unit.....5
Alisha Thompson, L. Stewart Unit.....9
Katrina Turner, T. Pleasure Unit.....6
Laura Villazon, D. Sands Unit.....6
Alison Welsh, V. Wright Unit.....8
Danielle Wimbish, A. Baker Unit.....9

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

1 Gold Medal/Medalla de Oro
Leticia Aldama, S. Munguia Unit.....5

13% Club/Club del 13%

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

Sales Director Maria De Jesus Ramales.....\$1,779.86
Stephanie Vilar, D. Desiante Unit.....1,672.48
Sales Director Stacy O. Ervin.....1,615.06
Sales Director Kathryn L. Engstrom.....1,549.31
Sales Director Amie N. Gamboian.....1,475.70
Sales Director Belle L. Martin.....1,474.92
Jamie L. Vogel song, L. Poling Unit.....1,373.45
Laura Jo Tegge, R. Bullock Unit.....1,357.95
Sales Director Marita W. Campbell.....1,318.20

Sales Director Rita Schaefer.....1,290.61
Sales Director Jeanie Martin.....1,286.09
Sales Director Stephanie Nicole Tran.....1,233.99
Sales Director Susan Moore.....1,229.67
Andrea Ruth Diehl, L. Poling Unit.....1,224.60
Sales Director Sandra Giraldo Kirchhoff.....1,220.99
Sales Director Regina Lockwood.....1,220.12
Sales Director Karen Lynn Shoddy.....1,218.04
Sales Director Heather Marie Erbe.....1,215.37

Carla Ann Byrd, B. Johnson Unit.....1,204.55
Pennie Mae Strole, G. Gihring Unit.....1,196.65
Sales Director Sandra Tatzer.....1,189.89
Sales Director Laura Farnsworth McQuaid.....1,170.72
Sales Director Shaunah L. Bartlett Sherman.....1,170.46
Sales Director Donita M. Cough.....1,169.77
Sales Director Laurie C. Cole.....1,163.01

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their February 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de febrero de 2007.

Pearl/Perla

Lisa Allison.....	\$92,005
Jeanie Martin.....	91,273
Kim L. McClure.....	91,107
Kristin Myers.....	80,169
Rachael M. Bullock.....	78,800
Laura Poling.....	77,800
Leah G. Nelson.....	74,804
Heather Marie Erbe.....	73,744
Sandra M. Munguia.....	70,311
Dorothy D. Boyd.....	65,657
Shari M. Kirschner.....	65,605
Laurie C. Cole.....	65,020
Kathryn L. Engstrom.....	64,820
Vicki B. Crank.....	64,346
Holly L. Ennis.....	58,856
Alma Orrosta.....	57,880
Denise E. Crosby.....	57,617
Amy Kirtrell.....	57,601
Kathy Eckhardt.....	57,035
Susan M. Hohlman.....	57,030
Sherry L. Belisle.....	57,012
Amie N. Gamboian.....	56,878
Danielle Lois Desiante.....	54,247
Halle Kathryn Simpson.....	52,852
Charlene Grubbs.....	52,546
Keita Powell.....	51,602
Gwen L. Gihring.....	51,520
Cindy Machado.....	51,459
Francene M. Anderson.....	51,454
Betsy C. Richard.....	50,938
Patti Cornell.....	49,782
Pat Ringalida.....	48,979
Stephanie Nicole Tran.....	48,923
Lisa Olivares.....	48,820
Regina Lockwood.....	48,166
Beth H. Piland.....	48,090
Victoria Rachel Piccirilli.....	47,665
Maria Bolling.....	47,430
Terri Lewis.....	47,271
Jean A. Wilson.....	47,266
Donna L. Cemelini.....	46,538
Maria De Jesus Ramales.....	46,510
Susan Moore.....	46,408
Patty Webster.....	46,063
Misty D. Guyre.....	45,687
Susan K. Janish.....	45,678
Luz J. Diaz Almeyda.....	45,607
Evelyn Hill.....	45,449
Rita Schaefer.....	45,225
Barbara B. Dobbs.....	44,550
Melissa Nix Henderson.....	44,523
Tracey L. Chavez.....	44,429
Hazel White.....	44,399
Veronica Ruth Wright.....	44,072
Colleen Renee Bishop.....	43,647
Barbara L. Bayer-Coulter.....	43,315
Karen Lynn Shoddy.....	42,975
Margi Whitworth.....	42,447
Anne Geertsen.....	42,259
Joy D. Bailey-Gress.....	42,226
Angel B. Toler.....	41,927
Amber D. Campbell.....	41,962
Harriett Sharpe.....	41,371
Rose A. Harvell.....	41,050
Amy Dawn Adams.....	40,891
Stacey Craft.....	40,459
Patricia Fitzgerald.....	39,752
Barbara R. Johnson.....	39,615
Maria Dowling.....	39,356
Rebecca Milligan.....	39,352
Lynette Sorrentino.....	39,192
Alice L. Murphy.....	38,821
Carolyn Wilson.....	38,753
Nadine H. Huckabee-Stanley.....	38,368
Laurie Dyan Cante.....	38,246
Holli Thompson Lowe.....	38,235
Sandra F. Goldsby.....	38,178
Tina Marie Hughes.....	38,124
Tammy Bone.....	38,030
Tammy A. Vavala.....	37,750
Kylie Ann Sanchez.....	37,691
Delores A. Millsaps.....	37,674

Diamond/Diamante

Kim I. Cowdell.....	\$114,281
Andrea Shields.....	90,118
Pat A. Nuzzi.....	88,976
Linda L. Daigle.....	78,913
Audrey K. MacDowall.....	75,566
Magdalena Diaz De Leon.....	73,180
Linda K. Hallock.....	72,789
Evitelia Valdez-Cruz.....	71,817
Valorie Jean White.....	69,387
Marsha Morrisette.....	66,744
Evelinda Diaz.....	66,017
Vivian Diaz.....	65,481
Connie L. Russo.....	65,022
Stephanie A. Richter.....	63,412
Karen L. Kunzler.....	62,205
Ada Y. Garcia-Herrera.....	61,865
Suzanne T. Young.....	58,953
Connie J. Lamp.....	58,902
Judy Higgins.....	58,679
Maria M. Amador.....	57,719
Terri J. Beckstead.....	57,482
Lara F. McKeever.....	55,669
Tina Nicole McLean.....	54,950
Julie Danskin.....	54,927
Brenda Bennett.....	54,924
Maria Flores.....	54,254
Mariann Biase Mason.....	54,067
Heidi Goelzer.....	53,957
Kim A. Messner.....	53,851
Deborah Dudas.....	53,159
Peggy Sperling.....	53,066
Nancy J. Romshak.....	52,757
Karen M. Bonura.....	52,484
Cecilia C. James.....	52,081
Heather M. Julson.....	52,058
Julie Schlundt.....	51,910
Faith A. Gladding.....	51,649
Viviana Vargas.....	51,532
Jeanette E. Beichle.....	51,461
Donna J. Saguto.....	51,047
Holly A. Brown.....	50,883
Leah D. Dade.....	50,813
Deb A. Hegland.....	50,776
Chris DeMeuse.....	50,727
Kelly Miller-Johnson.....	50,491
Anaitzel Avila.....	50,263
Heidi J. Norton.....	50,075
Melinda M. Balling.....	50,041
Karime Rosas.....	49,977
Cindy S. Kriner.....	49,429
Blanca E. Arroyo.....	48,864
Patricia Carr.....	48,759
Chatney Gelfius.....	48,538
Cruz L. Zaldivar.....	48,531
Carol Lee Johnson.....	48,203
Nancy Ashton.....	47,911
Mary Maxum Lindley.....	47,803
Shelly Palen.....	47,734
Nancy Fox Castro.....	47,719
Lisa Rada.....	47,664
Audrey J. Doller.....	47,663
Keri Marie Andre.....	47,545
Maricarmen Gonzalez.....	47,525
Yvonne Tazem.....	46,965
Ana X. Solis.....	46,837
Cynthia L. Frazier.....	46,722
Heather Miriam Ritz.....	46,317

Mary P. Creech.....	46,213
Gerri Anne Morris.....	45,865
Eileen M. Huffman.....	45,337
Robin S. Lantz.....	45,270
Mileta K. Kinser.....	44,849
Sheryl Peterson.....	44,824
Diane Ferguson-Mentiply.....	44,773
Christine Burgstahler.....	44,385
Tina Velvet Parkin.....	44,113
Wendy E. Herren.....	43,869
Melissa Mays.....	43,636
Michelle L. Farmer.....	43,569
Amanda Blair Stokes.....	43,559
Pamela J. Simonson.....	43,496
Rebekah Hirnisen.....	43,317
Mariaelena Boquin.....	43,268
Beth Brinkley.....	43,190
Gayle Lenarz Kolsrud.....	42,888
May Beissel.....	42,785
Emily Sims.....	42,569
Sharon B. Carney-Wright.....	42,516
Char Griffin.....	42,463
Missy R. Hennings.....	42,251
Julie J. Fox.....	42,232
Bernadette Spriggs.....	42,053
Elvi S. Lamping.....	41,918
Lisa A. Stengel.....	41,899
Debbie L. Merrick.....	41,355
Susan Hattum Weeks.....	41,353
Debi Christensen.....	41,236
Shelley Olson.....	41,174
Heidi J. Newell.....	41,045
Linda C. Weniger.....	41,034

Ruby/Rubi

Thessy Nkechi Nwachukwu.....	\$128,757
Ekene S. Okafor.....	127,640
Rol Akperi.....	113,589
Kristal D. Downey-Shada.....	77,738
Candy D. Lewis.....	75,188
Carmen Nunez.....	73,704
Puong L. White.....	72,391
Lisa Anne Harmon.....	70,525
Julie Smith.....	70,208
Sherrie L. Clemons.....	66,389
Oye A. Onuoha.....	65,846
Dorothy C. Ibe.....	64,410
Lisa V. Bauer.....	58,845
Laura A. Kattenbraker.....	58,743
Kidie Roman.....	58,384
Jumbrly Cavarretta.....	56,109
Aimee Elizabeth Power.....	55,863
Somer Ballard Carter.....	54,757
Diane Covington.....	54,325
Alicia Bivens-Jones.....	52,847
Stephanie Harvey Valure.....	52,840
Jeanette M. Thompson.....	52,819
Margi S. Eno.....	52,799
Ingrid Randall.....	52,786
K. T. Marie Martin.....	52,739
Stella Nwokoye-Pius.....	52,513
Gloria Dominguez.....	52,227
Elayne J. Watson.....	51,806
Michelle Elaine Correll.....	50,868
Pamela O. Pruitt.....	50,640
Eva E. Holguin.....	50,255
Debbie A. Elbrecht.....	50,084
Patricia Onyeise.....	49,696
Stacey P. Nelson.....	48,509
Candace Lyn Chambers.....	48,036
Jacqueline N. Alford.....	47,719
Karen E. Gardner.....	47,553
Nancy D. Marshall.....	46,960
Carol Neat.....	46,937
Robin R. Tucker.....	46,786
Phina N. Onwuachi.....	46,380
Mimi A. Novak.....	46,333
Marilyn Fedri.....	45,499
Mary B. Wilkinson.....	45,219
Sandra Braun.....	45,027
Regina M. Busca.....	45,011
Colleen Robustelli.....	44,968
Sylvia Limon Martinez.....	44,909
Melissa Regina Almanza.....	44,722

Chioma Ajaegbu.....	44,639
Suzanne Moeller.....	44,493
Kathy Monahan.....	44,327
Gloria Enwere.....	44,201
Debra Moore Kinley.....	44,195
Anne Obiageli Akanonu.....	44,115
Terri A. Oppenheimer-Schaffer.....	43,906
Maria Salazar Ibarra.....	43,381
Donna B. Meixsell.....	43,222
Lee A. McCarthy.....	43,021
Eleanor M. Reigel.....	42,664
Kate Onyekere.....	42,582
Kathleen Bonadine.....	42,525
Danielle Braud James.....	42,436
Staci Lynn Venable.....	42,321
Linda Leonard Thompson.....	42,139
Linda K. Jordan.....	42,003
Karen Pappas.....	41,975
Tonya Colbert.....	41,904
Rebecca Tilley.....	41,841
Joyce Omene.....	41,791
Marnie R. Yunger.....	41,710
Elizabeth Medernach.....	41,439
Becky M. Xepoleas.....	41,294
Maggie G. Shake.....	41,184
Gale Elliott.....	40,430
Deanna Lee Manning.....	40,204
Molly A. Williamson.....	40,190
Liz Whitehouse.....	40,167
Deborah J. O'Leary.....	39,980
Pamela M. Mann.....	39,685
Jill E. Garrett.....	39,649
Deborah S. Bailly.....	39,186
Sheila K. Valles.....	39,086
Mary Sharon Howell.....	38,925
Cheryl Soltan.....	38,852
Vicki L. Estes.....	38,636
Donna F. Knotts.....	38,487
Julie Thomas.....	38,376
Cindy L. Yates.....	38,314
Julie Rene Jennings.....	38,162
Anne Weidenweber.....	38,161
Mary Jo Dallen.....	37,868
Catherine S. Joseph-Emmanuel.....	37,862
Mary L. Holmes.....	37,652
Jan Martino.....	37,477
Tami Gale Shifflett.....	37,385
Michelle M. Visco.....	37,234
Rebecca W. Cox.....	37,213
Michelle Lee Paul.....	37,019
Darla R. Bull.....	36,856

Sapphire/Zafiro

Paola J. Ramirez.....	\$144,728
Melva M. Slythe.....	96,649
Tammy Romage.....	94,419
Alison Renee Jurek.....	89,740
Jill L. Glockner.....	81,453
Tracy Potter.....	81,437
Ana Maria Barba.....	80,656
Kristi M. Nielsen.....	75,765
Cheri L. Taylor.....	72,019
Janelle A. Ferrell.....	66,131
Jennifer L. Semelsberger.....	66,053
Julie Weaver.....	64,874
Linda L. Quillin.....	64,387
Tabitha S. Wesley.....	63,774
Patrice Moore Smith.....	63,115
Gladis Elizabeth Camargo.....	63,098
Angelee R. Murray.....	60,222
Linne' Lane.....	60,212
Jill Beckstedt.....	57,704
Ann Ferrell Smith.....	57,138
Kathy R. Bullard.....	57,125
Helene Flowers-Columbus.....	56,612
Lorraine B. Newton.....	55,602
Muhammad Mary Ramsaran.....	55,135
Candy I. Johnston.....	54,874
Julie Neal.....	54,741
Bea Heath.....	54,398
Jodi L. Feller.....	54,233
Phyllis I. Pinksner.....	53,991
Ann W. Sherman.....	53,626
Bonnie Crumrin.....	53,539
Jahna L. Stone.....	53,523

Sylvia Boggs.....	53,408
Heather L. Bohlinger.....	53,243
Theresa Kusak-Smith.....	52,704
Moleda G. Dailey.....	51,852
Randi Stevens.....	51,312
Lady Ruth Brown.....	49,975
Lavarn Campbell.....	49,536
Cheryl T. Anderson.....	49,434
Silisia Evans Moses.....	47,562
Giana Marelli Bonheur.....	46,923
Nancy W. Pettaway.....	46,761
Delmy Ana Torrejon.....	46,655
Kathleen Bonadine.....	46,301
Mirna Mejia.....	46,294
Lynn A. Cervini.....	45,697
Dena Smith.....	45,591
Elizabeth A. Poole.....	45,155
Meredith McVerney.....	44,635
Junanne B. Mosley.....	44,494
Sara Bennett-Moore.....	44,309
Christy Bigham.....	44,113
Karen D. Dorsey.....	43,999
Debbie A. Weld.....	43,785
Ruby Garner.....	42,946
Miranda Katie Bandemer.....	42,671
Kerin Miller.....	42,455
Joanna Helton.....	42,269
Kaye Yuen.....	42,263
Cindy L. Hess.....	42,229
Paula MacBean.....	42,158
Linda Klein.....	42,063
AnaMaria R. Cruz.....	42,029
Maggie Sitar.....	41,948
Krista Neal Warner.....	41,399
Angie S. Day.....	41,264
Pam J. Rhode.....	41,262
Julie M. Moreland.....	41,175
Ynocenta Hernandez.....	40,965
Marni Jean McKenna.....	40,906
Heather A. Plasencia.....	40,544
Joli A. Dockery.....	40,361
Doris M. Quackenbush.....	40,242
Zasha Noel Lowe.....	40,154
Lynn Baer Roberts.....	40,011
Lyn A. Gagetta.....	39,871
Lorraine S. Kigar.....	39,786
Margaret Neill.....	39,147
Marty Ulmer.....	38,977
Cheryl Kay Shaver.....	38,975
Sandra A. Zavoda.....	38,969
Lisa Emily O'Brien.....	38,965
Catalina T. Barahona.....	38,822
Rebecca S. Bowlin.....	38,313
Charisa L. Henckel.....	38,242
Terry A. Hensley.....	38,132
Rhonda G. Deines.....	37,933
Frances Woodham.....	37,661
Dwauna Maura.....	37,355
Peggy B. Sacco.....	36,924
Brynn M. Blalock.....	36,847
Mary K. White.....	36,781
Dee Dee Boutwell.....	36,536
Mary C. Bernhardt.....	36,520
Deborah Sue Davis.....	36,260
JoAnn Marie Calvin.....	36,078
Barbara J. Puckett.....	35,968
Patsy A. Glunt.....	35,883
LaVerne Byrd Goodloe.....	35,847

Emerald/Esmeralda

Auri Hatheway.....	\$106,427
Ann Shears.....	89,712
Hollie R. Sherrick.....	76,217
Karen A. Jorgenson.....	75,226
Cynthia Ann Pack.....	68,093
Holly Sanders Moyes.....	66,751
Annette D. Oxley.....	62,917
Denise G. Kucharski.....	62,737
Julie A. Griffin.....	60,409
Melissa Ann Beckett.....	60,042
Nancy A. Berlin.....	58,159
Candy Jackson.....	57,675
Sheila J. McCune.....	57,014
Linda Bradley.....	56,937
Jeannine R. DeVore Harris.....	56,541

Rosemary Carolan.....	55,283
Nancy Graham.....	54,856
Cory L. Kinchloe.....	54,040
Michele Martella Armes.....	53,564
Marianne L. Anderson.....	53,351
Ayobami O. Olusa.....	52,009
Pam Robbins Kelly.....	51,706
Joyce Young.....	51,496
Traci L. Smith.....	51,433
Evalina Chavez.....	51,240
Dana Dean Cornalino.....	50,898
Katie L. Ashby.....	50,831
Kathy P. Oliveira.....	50,704
Maritza Lanuza.....	50,256
Pat Forehand.....	50,230
Aliuska Entenza.....	50,057
Celsa Menjivar.....	48,742
Barbara Pleet.....	48,666
Barbara Gizzo.....	48,627
Rosemary Mitchell.....	45,910
Maria Beddick.....	45,255
Stacy M. Houy.....	45,204
Nancy M. McCabe.....	45,025
Nancy Harder.....	44,567
Andrea Steinmetz.....	44,435
Helen Asare Jakpor.....	44,425
Elaine K. Williams.....	44,400
Rose Campbell.....	44,313
Michelle Lyle.....	44,024
Mayra Samaleno.....	43,725
Rekia Osiebo.....	43,407
Marika McMillen.....	42,773
Lisa Worthington.....	42,620
Sandra Lopez.....	42,453
Michelle Braham.....	42,440
Hope S. Pratt.....	42,340
Denise M. Sowder.....	42,269
Vicki Powell.....	41,990
Pattie A. Robinson.....	41,629
Denise M. Cadenehead.....	41,469
Judith E. Cotton.....	41,119
Susan A. Smith.....	40,785
Kay Dickerson.....	40,775
Silvia Ramos.....	40,771
Heather A. Lee.....	40,577
Carolyn L. DeGroat.....	40,503
Kami Fredericks.....	40,266
Tracy Bryce.....	40,187
Anna Joseph Peet.....	40,080
Isabel Cristina Polania.....	40,001
Maria Cristina Cuenca.....	39,635
Toya M. Drew.....	39,608
Lisa A. Hawkins.....	39,524
Gwen Regan.....	39,500
Erin Kristin Fisher.....	39,282
Nancy L. DeFina.....	39,175
Melody June Oertle.....	39,075
Rhonda L. Feisley.....	39,021
Maria Sanches.....	38,998
Jean M. Puppe.....	38,402
Kelly S. Shannon.....	37,300
Carolyn L. Lucas.....	37,128
Roxanne K. Youngton.....	36,713
Marcia Neyra.....	36,706
Martha J. Roman.....	36,701
Angel Lichy.....	36,529
Heather Shea Catts.....	35,956
Joyce Trafford.....	35,802
Flavia A. Rivera.....	35,773
Mary Elizabeth Sadd.....	35,582
Traci B. Strickland.....	35,561
Yanick Oliver.....	35,485
Heather M. Fitch.....	35,395
Elisa Stewart Rowland.....	35,254
Trisha Taylor.....	35,012
Donna M. Sullivan.....	34,946
Yolanda Lopez.....	34,894
Natalie Audra Torres.....	34,868
Linda S. Chasten.....	34,813
Lyn Said.....	34,679
Debbie E. Barnes.....	34,652
Angela Castaneda.....	34,612
Antonia Miranda.....	34,402
Debbie L. Bower.....	34,253
Paula R. Baker.....	34,225

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Pearl

Jeanie Martin.....	\$14,818.68
Kim L. McClure.....	13,290.35
Lisa Allison.....	12,851.48
Susan M. Hohliman.....	11,700.38
Keita Powell.....	11,123.43
Janice Baxter Hull.....	10,868.08
Jeanie K. Nawkal.....	10,857.72
Kathryn M. Bullock.....	10,626.38
Rachael L. Engstrom.....	10,472.38
Vicki B. Crank.....	10,427.47
Alma Orrostieta.....	10,354.77
Sandra M. Mungula.....	10,247.43
Dorothy D. Boyd.....	10,189.83
Kristin Myers.....	9,926.26
Heather Marie Erbe.....	9,624.10
Leah G. Nelson.....	9,506.98
Amie N. Gamboian.....	9,412.33
Laurie C. Cole.....	9,195.99
Shari M. Kirschner.....	8,974.54
Laura Polling.....	8,844.89
Kathy Eckhardt.....	8,843.30
Cheryl Marie Brown.....	8,805.52
Cindy Machado.....	8,744.24
Nadine Bowens.....	8,661.11
Tammy A. Vavala.....	8,641.21
Charlene Grubbs.....	8,463.80
Sherry L. Belisle.....	8,298.17
Patty Webster.....	8,253.36
Jacky Bruck.....	8,211.92
Amy Kitzrel.....	8,202.07
Holly L. Ennis.....	8,175.07
Betsy C. Richard.....	8,045.90
Francene M. Anderson.....	7,949.50
Marita W. Campbell.....	7,940.74
Maria Bolling.....	7,887.12
Tracey L. Chavez.....	7,883.72
Nadine H. Huckabee.....	
Stanley.....	7,838.86
Susan Moore.....	7,816.33
Denise E. Crosby.....	7,784.02
Jean A. Wilson.....	7,745.13
Lisa Olivares.....	7,722.37
Victoria Rachel Piccirilli.....	7,702.32
Patti Cornell.....	7,608.95
Carmen J. Felix.....	7,608.10
Evelyn Hing.....	7,507.36
Barbara R. Johnson.....	7,432.39
Danielle Lois Deslante.....	7,352.91
Belle L. Martin.....	7,301.18
Mary C. Estupinan-Martel.....	7,216.22
Rita Schaefer.....	7,200.78
Maria De Jesus Rameses.....	7,174.40
Menina M. Givens.....	7,170.19
Joyce Bruder.....	7,139.05
Regina Lockwood.....	7,124.26
Joyce Recenello.....	7,100.59
Sandra Giraldo Kirchhoff.....	7,083.65
Stephanie Nicole Tran.....	7,080.38
Betty B. Lucido.....	7,076.98
Holt Thompson Lowe.....	7,022.92
Anne Geertsen.....	6,917.11
Lynette Sorrentino.....	6,908.94
Pat Ringnald.....	6,878.29
Colleen Renee Bishop.....	6,870.11
Halle Kathryn Simpson.....	6,869.30
Barbara L. Bayer-Coulter.....	6,860.21
Penny J. Jackson.....	6,690.36
Renee Brooks.....	6,678.24
Misty D. Guyre.....	6,624.76
Barbara B. Dobbs.....	6,593.61
Terri Lewis.....	6,550.94
Harriett Sharpe.....	6,516.91
Hazel White.....	6,502.99
Stacey Craft.....	6,479.06
Luz J. Diaz Almeida.....	6,463.09
Maria Claxton-Dickerson.....	6,445.33
Stacy O. Ervin.....	6,383.02
Donna L. Cernulini.....	6,375.31
Karen Lynn Shoddy.....	6,356.13
Gwen L. Gihring.....	6,316.60
Debbie A. Thomas.....	6,243.11
Darlene Rutledge.....	6,197.07
Beth H. Piland.....	6,187.24
Patricia Fitzgerald.....	6,178.27

Susie Kopacz
Carolyn Wilson

Carolyn Windsor	8,707.37
Mary Stuart Smith	6,095.64
Barbara Ashworth	6,062.39
Elena Hempel	6,058.58
Kollette Cleveland	6,040.00
Maria Dowling	5,995.28
Epsie J. Elmer	5,992.06
Sandra Tatzer	5,969.46
Debbie P. Grant	5,952.20
Susan K. Janish	5,928.21
Jennifer Johnson Bryant	5,904.51
Joy D. Bailey-Gress	5,896.30
Amie J. Bennett	5,843.83
Rebecca Milligan	5,806.55
Amy Dawn Adams	5,773.73
Julia Sandra Burnett	5,765.75

Diamond

Kim I. Cowdell	\$14,541.48
Pat A. Nuzzi	14,064.56
Valorie Jean White	12,090.42
Andrea Shields	11,652.07
Maricarmen Gonzalez	11,630.89
LaRonda L. Daigle	11,202.74
Evelinda Diaz	10,822.83
Evelita Valdez-Cruz	10,758.61
Audrey K MacDowall	10,687.87
Heidi Goelzer	10,533.35
Peggy Sperling	10,440.49
Linda K. Hallock	10,419.19
Marsha Morrisette	10,283.55
Maria Flores	10,265.75
Connie L. Russo	10,262.05
Vivian Diaz	10,222.98
Terrl J. Beckstead	9,850.69
Carol Lee Johnson	9,811.01
Stephanie A. Richter	9,796.61
Priscilla McPheeters	9,782.65
Heather M. Julson	9,586.86
Melinda M. Balling	9,507.04
Aida Y. Garcia-Herrera	9,454.42
Sandra Chamorro	9,297.57
Deborah Dudas	9,287.97
Suzanne T. Young	9,223.93
Audrey J. Dolter	9,966.71
Omosolole O. Akinyoyunu	8,892.38
Morayna Rosas	8,801.29
Nancy Ashton	8,799.67
Martha Kay Ralle	8,787.15
Madalena Diaz De Leon	8,718.73
Deanna L. Spillman	8,695.51
Julie Danskin	8,660.91
Blanca E. Arroyo	8,640.67
July Higgins	8,553.94
Karen L. Kunzler	8,511.32
Mariann Blase Mason	8,399.75
Susan K. Carlson	8,397.10
Brenda Bennett	8,365.81
Jeanette E. Beichle	8,346.81
Connie J. Lamp	8,344.00
Mary Beissel	8,268.38
Ana X. Solis	8,256.51
Lara F. McKeever	8,218.04
Holly A. Brown	8,163.01
Anahtzel Avila	8,156.62
Rosa C. Fernandez	8,112.03
Julie Schlundt	8,100.02
Faith A. Gladding	8,062.00
Marielaena Boquin	8,041.73
Linda C. Weniger	7,990.96
Lou Linda Utley	7,983.45
Cecilia C. James	7,956.74
Tina Velvet Parkin	7,922.97
Karen M. Bonura	7,900.52
Mileta K. Kinser	7,701.06
Shelly Palen	7,671.99
Kim A. Messmer	7,604.95
Lisa Rada	7,530.11
Julie Gray	7,511.67
Nickl R. Hill	7,498.53
Bernadette Spriggs	7,452.75
Kelly Willier-Johnson	7,447.58
Jill D. Davis	7,415.79
Barbara E. Roehrig	7,370.62
Mary P. Creach	7,354.27

Krista A. Johnson..
Elvi S. Lemping

Dwain Lamping	7,351.70
Donna J. Saguto	7,265.79
Susan J. Pankow	7,254.60
Nancy J. Romshek	7,244.22
Karime Rosas	7,231.14
Heldi J. Norton	7,202.58
Eileen M. Huffman	7,152.52
Emily Sims	7,148.53
Sheryl Peterson	7,121.07
Deb A. Hegland	6,967.73
Maria M. Amador	6,963.08
Heldi J. Newell	6,960.46
Heather Miriam Ritz	6,957.04
Amanda Blair Stokes	6,930.86
Phyllis Pottinger	6,911.08
Myari Moxum Lindley	6,880.73
Tina Nicole McLean	6,869.67
Rose Rodriguez	6,866.62
Leah D. Dade	6,848.86
Melissa R. Hennings	6,825.18
Nancy Fox Castro	6,806.32
Brenda K. Howell	6,805.65
Linda Faye Dowell	6,773.53
Debra Ann St. Hilaire	6,771.41
Yosaira Sanchez	6,767.77
Ana Carolina Alvarez	6,735.35
Jenny R. DeMell	6,727.49
Geri Anne Morris	6,721.73
Cynthia L. Frazier	6,686.19
Debbie L. Merrick	6,675.53
Lisa A. Stengel	6,675.09
Mary Strauss	6,625.92

Ruby

Thessy Nkechi	
Nwachukwu	\$27,590.20
Ekene S. Okafor	18,877.36
Candy D. Lewis	15,875.59
Roli Akperli	13,836.40
Dorothy C. Ibe	13,815.05
Carmen Nunez	11,928.43
Phuong L. White	11,821.80
Terri A. Oppenheimer-Schafer	10,831.82
Sherrie L. Clemons	10,777.02
Julie Smith	10,350.16
Lisa Anne Harmon	9,955.84
Oye A. Onuoha	9,920.50
Krystal D. Downey-Shada	9,506.86
Joyce Omene	9,253.28
Gloria Dominguez	9,148.14
Judie Roman	8,983.16
Donna B. Meixsell	8,850.27
Lisa V. Bauer	8,791.61
Laura A. Kattenbraker	8,735.39
Diane Cowling	8,709.22
Stella Nwokoye-Pius	8,685.79
Kacey P. Nelson	8,657.82
St. K. Marie Martin	8,473.49
Shella K. Valles	8,226.04
Jacqueline N. Alford	7,964.89
Alicia Bivens-Jones	7,895.43
Somer Ballard Carter	7,869.23
Karen Pappas	7,793.33
Sylvia Limon Martinez	7,718.95
Mimi A. Novak	7,692.26
Jeanette M. Thompson	7,554.71
Michelle M. Visco	7,528.67
Kathy Monahan	7,492.20
Candace Lyn Chambers	7,479.19
Ingrid Randall	7,475.63
Karen E. Gardner	7,357.04
Aimee Elizabeth Power	7,351.49
Mary Alice Dell	7,219.12
Kimberly Cavarretta	7,199.09
Kathleen C. Savagnan	7,176.98
Bonnie Brannan	7,129.59
Patti Maxwell	7,028.63
Carol Neel	7,007.36
Marlei Fedri	6,957.06
Rose Mary Neel	6,939.19
Pamela M. Mann	6,923.03
Nancy D. Marshall	6,916.94
Patricia Onyise	6,886.74
Pamela O. Pruitt	6,847.47

Sheryl K. Goins.....
Lee A. McCarthy.....

Liz McCarty	6,837.38
Liz Whitehouse	6,833.90
Staci Lynn Venable	6,832.28
Cissy E. Warren	6,778.16
Marnie R. Yunger	6,772.20
Michelle Elaine Correll	6,736.04
Suzanne Moeller	6,678.75
Pansy L Pierce	6,677.34
Rebecca Tilley	6,650.64
Eva E. Holguin	6,642.77
Margi S. Eno	6,603.58
Colleen Robustelli	6,553.60
Donna F. Knotts	6,543.87
Shirra J. Lovgren	6,500.79
Anna Obiageli Akanonu	6,404.18
Elayne Y. Watson	6,391.81
Debbie A. Elbrecht	6,381.30
Julie Rene Jennings	6,375.66
Abiola Atanda	6,368.32
Tonya Colbert	6,366.84
Maribel Olivares	6,363.96
Tracy A. Crisler	6,284.42
Pat Z. Allen	6,274.98
Michele Semper	6,185.27
Maggie G. Shake	6,184.77
Laurie Hallock	6,152.14
Rocio Rebollar	6,150.28
Lisa N. Chovil	6,130.63
Lisa A. DeLucia	6,126.81
Deborah K. Hack	6,111.33
Karl Enwere	6,090.24
Gali DeBlander Brigham	6,081.57
Melissa Regina Almanza	6,075.91
Maria Salazar Ibarra	6,071.72
Eleanor M. Reigel	6,049.48
Teri A. Nichols	5,989.63
Lesa L. Patterson	5,989.10
Kate Onyekere	5,982.77
Chioma Ajaegbu	5,966.64
Amy J. Spence	5,955.89
Stephanie Harvey Valure	5,950.29
Lynnda Leonard Thompson	5,934.96
Lynette L. Meisel	5,922.09
Phina N. Onwuachi	5,911.14
Jay Martino	5,910.25
Mary Lou Ardohain	5,902.65
Deborah J. O'Leary	5,882.84
Sylvia J. Cook	5,874.80
Deborah S. Bailey	5,866.92
May Sharon Howell	5,817.33
Sapphire	
Paola J. Ramirez	\$1,735.20
Tammy Romage	12,706.13
Ana Maria Barba	12,684.42
Gladis Elizabeth Camargo	12,454.93
Melva M. Sylthe	12,420.95
Linne' Lane	11,368.71
Lorraine B. Newton	10,810.16
Tracy Potter	10,755.83
Alison Renee Jurek	10,656.44
Julie Weaver	10,091.18
Cheri L. Taylor	9,965.38
Kristi M. Nielsen	9,794.95
Debra M. Wehrer	9,750.84
Jill L. Glockner	9,712.39
Jennifer Lee	9,708.07
Junille L. Semelsberger	9,581.07
Delmy Ana Torrelon	9,248.34
Candy L. Johnston	9,212.01
Lady Ruth Brown	9,153.25
Ann Ferrell Smith	9,100.52
Elizabeth Sanchez	9,089.92
Phyllis L. Pinksner	9,054.99
Patrice Moore Smith	9,031.92
Cheryl M. Anderson	9,868.31
Jill Beckstedt	8,953.98
Kathy R. Bullard	8,821.90
Mirna Mejia	8,683.38
Theresa Kusak-Smith	8,615.95
Janelle A. Ferrell	8,523.03
Julia Mundy	8,405.29
Ann W. Sherman	8,268.12
Moleda G. Dailey	8,021.86
Sylvia Rouns	8,065.85

Silisia Evans Mose
Linda L. Quillin

Ronda E. Quinn	8,071.73
Angie S. Day	7,896.72
Tabitha S. Wesley	7,798.51
Angelee R. Murray	7,773.04
Bea Heath	7,728.83
Rosario Dagenais	7,429.60
Gena Prince	7,400.90
Nancy W. Pettaway	7,375.96
Ruby Starr	7,368.94
Kimberly D. Garner	7,321.99
Heather L. Bohlinger	7,315.03
Elizabeth A. Poole	7,299.81
Randi Stevens	7,260.36
Helene Flowers-Columbus	7,182.23
Krista Nell Warner	7,157.23
Jodi L. Feller	7,066.67
Lynn Baer Roberts	7,058.67
Ynocenta Hernandez	7,053.88
Lavarn Campbell	7,008.16
Dolores Keller-Wills	6,978.92
Diane Bruns	6,941.54
Sandra A. Zavoda	6,938.70
Giana Marcelle Bonheur	6,936.86
Frances Woodham	6,909.44
Rhonda G. Delnes	6,869.27
Jahna L. Stone	6,799.71
Kathleen Bonadie	6,703.37
Mooniimah Myi Ramsaran	6,683.24
JoAnna P. Shipe	6,568.10
Bonnie Crumrin	6,568.10
Sherri Reindl	6,485.17
Cindy L. Hess	6,417.17
Peggy B. Sacco	6,404.82
Joanna Helton	6,363.80
Catalina T. Barahona	6,323.54
Romella Bjornnes	6,317.23
Avelyn R. Smith	6,315.70
Mary K. White	6,290.90
Barbara J. Puckett	6,286.85
Ellen Ezekiel Farhuen	6,286.66
Lisa Emily O'Brien	6,283.40
Joli A. Dockery	6,274.86
Heather A. Plascenco	6,258.81
Pilar Najera	6,244.84
Elizabeth McCandless	6,239.93
AnaMaria R. Cruz	6,231.45
Betty Wilson	6,178.12
Kaye Yuen	6,169.24
Junaita Berumen	6,163.73
Meredith McMerney	6,152.08
Karen D. Dorsey	6,105.79
Julie M. Moreland	6,093.83
Lynn A. Cervini	6,088.75
Roxanne McInroe	6,086.70
Christy Bigham	6,071.97
Rita E. Siqueros-Avila	6,070.56
Patsy A. Glunt	6,052.13
Alejandra Zurita	6,016.92
Zasha Noel Lowe	5,978.06
Shanice Marie Wise	5,880.33
Kim Williams	5,859.12
Linda Klein	5,839.43
Sara Bennett-Moore	5,811.92
Dena Smith	5,810.42
Brynn M. Blalock	5,797.14
Paca Pena	5,765.07
Emerald	
Auri Hatheway	\$16,621.97
Ann Shears	12,154.43
Holle R. Sherrick	11,333.91
Michele Martella Armes	11,260.72
Melissa Ann Beckett	11,240.16
Naren A. Jorgenson	11,019.52
Naren A. Berlin	9,892.09
Helen Asare Jakpor	9,881.79
Evalina Chavez	9,702.41
Annette D. Odey	9,689.62
Linda Bradley	9,664.93
Judy A. Griffin	9,592.73
Holly Sanders Moyes	9,280.63
Denise G. Kucharski	8,893.33
Kathy P. Oliveira	8,892.36
Jeaninne R. DeVore Harris	8,749.04
Sheila J. McCune	8,611.04

Traci L. Smith.....
Meritza Lapuza.....

Marhizza Laranza	8,322.08
Barbara Pleet	8,439.07
Cynthia Ann Pack	8,407.46
Candy Jackson	8,230.86
Cory L. Kinchloe	8,133.48
Pat Robbins Kelly	8,125.46
Marianne L. Anderson	7,953.06
Pat Forehand	7,894.70
Debbie L. Bower	7,877.73
Rose Campbell	7,754.09
Haydee Guzman	7,748.90
Stacy M. Houy	7,743.25
Nancy Graham	7,632.40
Yoyobami O. Olusa	7,602.94
Pamela Rowe Krzmarzick	7,339.94
Maya Smalley	7,332.87
Rekia Osiebo	7,305.87
Barbara Gizzo	7,280.26
Rosemary Mitchell	7,192.97
Rosemary Carolan	7,168.19
Tanya Olivia King	7,033.34
Kimbi L. Bartik	7,017.24
Jo M. Cotton	6,975.60
Nancy Harder	6,964.78
Elyne K. Williams	6,963.56
Klaim D. Holman-Kirk	6,956.01
Maria Sanchez	6,954.04
Andrea Steinmetz	6,937.10
Alluska Entenza	6,906.31
Joyce Young	6,880.76
Katie L. Ashby	6,860.23
Sheri L. Farrar-Meyer	6,860.15
Paula Vander Vorste	6,837.29
Susan Ruth Cunningham	6,816.71
Margarita Guerra	6,794.51
Toya M. Drew	6,782.26
Celsa Menjivar	6,770.55
Dana Dean Cornallino	6,735.89
Heather A. Carlson	6,719.38
Yolanda Lopez	6,682.32
Silvia Ramos	6,620.73
Trisha Taylor	6,606.38
Maria Beddick	6,451.33
Eva M. Hall	6,388.84
Vicki Powell	6,320.92
Rhonda L. Feisley	6,319.69
Michelle Lyle	6,314.32
Erin Kristin Fisher	6,302.01
Hope S. Pratt	6,290.63
Meredith Richardson	6,271.44
Kay Dickerson	6,260.27
Judith E. Cotton	6,168.46
Carolyn L. DeGroat	6,163.52
Antonia Miranda	6,126.81
Claudia Maria Velez	5,987.79
Denise M. Sawdow	5,943.23
Charlotte Mantooth	5,874.13
Helen M. Harlow	5,799.22
Marika McMillen	5,767.22
Carolyn L. Lucan	5,768.73
Denise M. Cadenhead	5,762.12
Flavia A. Rivera	5,720.45
Martha J. Roman	5,690.96
Maria Bertha Godnez	5,679.16
Lynne Worchester	5,667.03
Susan A. Smith	5,630.23
Lisa A. Hawkins	5,625.14
Stacy D. Foust	5,598.33
Paula B. Baker	5,592.93
Stacy S. Gilson	5,567.92
Marcia Neyra	5,557.54
Tandy L. Ludin	5,551.35
Jean M. Puppe	5,511.74
Melody Jane Oertle	5,494.85
Jennifer Springs	5,475.28
Lisa Worthington	5,439.79
Karl Fredericks	5,432.43
Nancy M. McCabe	5,415.85
Cheryl L. Foster	5,357.09
Nancy A. Coleman	5,353.29
Nancy L. DeFina	5,349.94
Tracy Bryce	5,327.47

“WITHIN *APPLAUSE*” MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SING CAR CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, 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 INTUOUCH® WEB SITE AND CLICK ON “TAX AND LEGAL” IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in February 2007.

Top National Sales Directors — Commissions and Bonuses



Nan Stroud
\$49,589
PEARL



Barbara Sunden
\$57,452
DIAMOND



Carol Anton
\$46,597
RUBY



Gayle Gaston
\$60,013
SAPPHIRE



Gloria Mayfield Banks
\$48,113
EMERALD

Top Unit — Estimated Retail Production

PEARL — Lisa Allison, <i>D. Berggren Area</i>	\$92,005
DIAMOND — Kim I. Cowdell, <i>T. Crayk Area</i>	\$114,281
RUBY — Tessy Nkechi Nwachukwu, <i>Go Give Area</i>	\$128,757
SAPPHIRE — Paola J. Ramirez, <i>L. Ceballos Area</i>	\$144,728
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$106,427

Top Sales Director—Personal Sales

PEARL — Jill R. Adair, <i>Go Give Area</i>	\$10,012
DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$25,187
RUBY — Sherlene A. Weise-Jones, <i>Go Give Area</i>	\$14,069
SAPPHIRE — Pat G. Carlsen, <i>Go Give Area</i>	\$14,245
EMERALD — Cynthia Ann Pack, <i>Go Give Area</i>	\$13,558

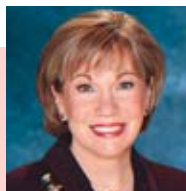
Top Beauty Consultant—Personal Sales

PEARL — Linda M. Sydoski, <i>D. Burroughs Unit, P. Campbell Area</i>	\$17,208
DIAMOND — Kathleen Jean Neal, <i>V. White Unit, Go Give Area</i>	\$13,638
RUBY — Lisa Christine McHolland, <i>H. McFarland Unit, S. Oppenheimer Area</i>	\$14,649
SAPPHIRE — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i>	\$26,056
EMERALD — Claudia Roach, <i>M. Smalley Unit, D. Wiegandt Area</i>	\$13,466

Top Team Builder

PEARL — Sales Director Mia J. Mason Taylor, <i>S. Hunter Mason Area</i>	20 New Team Members
DIAMOND — Teresa Edwards, <i>L. Dade Unit, B. Sunden Area</i>	13 New Team Members
RUBY — Stella N. Krueger, <i>K. Onyekere Unit, Go Give Area</i>	16 New Team Members
SAPPHIRE — Heidi A. Berner, <i>M. McKenna Unit, S. LaVay Area</i>	12 New Team Members
EMERALD — Hollie L. Darrow, <i>H. Sherrick Unit, J. Cruse-Vrinios Area</i>	16 New Team Members

Sales Mentors Special thanks to the sales mentors for the February 14, 2007, *New Independent Sales Director Education* class.



Pat Danforth
Senior National
Sales Director
Ruby Seminar



Gail Bauer
Elite
Executive Senior
Sales Director
Baker, La.
Ruby Seminar



Candy Jackson
Future
Executive Senior
Sales Director
Folsom, Calif.
Emerald Seminar



Evelyn Ramanaukas
Executive Senior
Sales Director
Saint Albert, Canada
Diamond Seminar



Krista Shepard
Future
Executive Senior
Sales Director
Uvalde, Texas
Pearl Seminar

Top Unit Builders Independent Sales Directors with 20 or more new unit members for February 2007.

Pearl

Mia J. Mason Taylor.....	37 New Unit Members
Cheryl Marie Brown.....	29 New Unit Members
Keita Powell.....	27 New Unit Members
Terri Lewis.....	26 New Unit Members
Reyna Murcia.....	24 New Unit Members
Lisa Allison.....	24 New Unit Members
Vicki B. Crank.....	23 New Unit Members
Jean A. Wilson.....	21 New Unit Members
Leah G. Nelson.....	21 New Unit Members
Kristin Myers.....	21 New Unit Members
Randi S. Gleason.....	21 New Unit Members
Kristin Myers.....	21 New Unit Members
Jodie Gualano.....	20 New Unit Members
Miriam Munoz.....	20 New Unit Members
Sandra M. Munguia.....	20 New Unit Members

Diamond

Maria M. Amador.....	35 New Unit Members
Leah D. Dade.....	33 New Unit Members
Kim I. Cowdell.....	31 New Unit Members

Andrea Shields.....	26 New Unit Members
Sandra R. Daniels-Gibson.....	25 New Unit Members
Magdalena Diaz De Leon.....	23 New Unit Members
Gloria M. Gavilanes.....	22 New Unit Members
Audrey K. MacDowal.....	22 New Unit Members
Mileta K. Kinser.....	22 New Unit Members
Maria J. Ortega.....	20 New Unit Members
Bernadette Spriggs.....	20 New Unit Members
Caterina M. Harris.....	20 New Unit Members
Kim C. Meyers.....	20 New Unit Members

Ruby

Candy D. Lewis.....	49 New Unit Members
Carmen Nunez.....	35 New Unit Members
Kate Onyekere.....	28 New Unit Members
Ekene S. Okafor.....	27 New Unit Members
Oye A. Onuoha.....	26 New Unit Members
Ingrid Randall.....	25 New Unit Members
Christine Lokoy Sokolofsky.....	25 New Unit Members
Tessy Nkechi Nwachukwu.....	24 New Unit Members
Catherine Joseph-Emmanuel.....	24 New Unit Members

Darla R. Bull.....	24 New Unit Members
Stacy L. Lennon.....	22 New Unit Members
Rachel Wallace Duncan.....	21 New Unit Members
Roli Akperi.....	21 New Unit Members
Kimberly Robinson.....	21 New Unit Members
Stacey P. Nelson.....	20 New Unit Members
Therese Blomberg.....	20 New Unit Members

Sapphire

Paola J. Ramirez.....	43 New Unit Members
Tabitha S. Wesley.....	38 New Unit Members
Melva M. Slythe.....	31 New Unit Members
Janelle A. Ferrell.....	30 New Unit Members
Moleda G. Dailey.....	30 New Unit Members
Mirna Mejia.....	28 New Unit Members
Alison Renee Jurek.....	27 New Unit Members
Tammy Ramage.....	25 New Unit Members
Marni Jean McKenna.....	25 New Unit Members
Lorena Merlos.....	24 New Unit Members
Patrice Moore Smith.....	23 New Unit Members
Meredith Mc Nerney.....	23 New Unit Members
Ana Maria Barba.....	22 New Unit Members

Jill L. Glockner.....	22 New Unit Members
M. Erika Garcia.....	21 New Unit Members
Cheri L. Taylor.....	21 New Unit Members
Maggie Sitar.....	21 New Unit Members
Jahna L. Stone.....	20 New Unit Members
Lorraine A. Collette.....	20 New Unit Members

Emerald

Ann Shears.....	42 New Unit Members
Ellis M. Smythe.....	33 New Unit Members
Maria Cristina Cuenca.....	31 New Unit Members
Hollie R. Sherrick.....	29 New Unit Members
Eva M. Duran.....	24 New Unit Members
Cynthia Ann Pack.....	24 New Unit Members
Auri Hatheway.....	24 New Unit Members
Ayobami O. Olusa.....	22 New Unit Members
Marianne L. Anderson.....	21 New Unit Members
Elsa Velarde.....	21 New Unit Members
Rekia Osiebo.....	20 New Unit Members
Maria Bertha Godinez.....	20 New Unit Members

Meet your NSDs

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



register now

to take your dreams sky-high

Sprinkle your dreams with star shine – only at Seminar.

So many unforgettable moments and so much passion await you at *Be a Star! Seminar* 2007. From opening day, with its exciting whirlwind of activity, to the inspiring closing ceremony, there's nothing like it. Whether you're twinkling onstage on Awards Night or learning from star role models in information-packed sessions and classes, this can be your year to shine!

A Few Reminders

Great With 48 Unit-Building Luncheon

There's still time to qualify! Independent Sales Directors who add at least 48 qualified* new unit members from July 1, 2006, through June 30, 2007, along with their unit members who added the qualified* new team members, will receive an invitation to celebrate their success at this luncheon.

Seven in '07

It's not too late! Independent Beauty Consultants and Sales Directors with seven or more qualified* new personal team members from Jan. 1 through June 30, 2007, will receive onstage recognition and a beautiful multicolored bee pin. The top seven Independent Beauty Consultants and Independent Sales Directors in each Seminar affiliation with the highest number of qualified* new personal team members will be honored with a custom genuine gemstone bee pin and onstage recognition. (Ties will be broken based on total Section 1 wholesale of the qualified* new personal team members during the contest period.)

More Online

Be sure to check out the Mary Kay InTouch® Web site for all the scoop on functions, recognition qualifications and registration!

*For a new unit member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted during the contest period.



3 three days to remember

How Seminar Touched Their Lives



“I’ve experienced so many ‘firsts’ going to Seminar: my first taxi ride; my first ... four-star hotel; and of course, my first Awards Night! It is there that your dreams are born.”

There's nothing like personal testimony to drive home a point! Over the years we've heard praise for Seminar – the gathering that's “like nothing else” – from thousands of women whose lives and businesses were positively changed by attending. Read on and see what two Independent Sales Directors would have you know ...

Independent Senior Sales Director Debbie Sims, Marshall, III.

My philosophy on Seminar is simple: *Everyone should experience it!* I've been building my business for 22 years, and my husband and I literally have never missed a Seminar. I can't imagine missing Seminar, and I believe my husband, Jack, would be just as disappointed as I would be if he had to miss one.

Why is it important to go? One reason is that if you've reached a goal, a goal you've worked hard to achieve, then you want to be there to share all the excitement and celebration. If you didn't reach the goal you set, then you need to be there to listen, because you'll hear what you need to hear when you are open to new ideas!

Each Seminar is special in its own way, and it will touch your heart in a new way each time. Whether you hear an idea standing in line at the Mary Kay Expo or on the bus to the convention center or at one of the fantastic educational classes, that one idea could change your business. Hearing stories from the court queens, the top Independent Sales Directors and Independent National Sales Directors is always a highlight for me. When you hear of the obstacles they've had to overcome, it truly makes you feel, “I can do it too!”

I've experienced so many “firsts” going to Seminar: my first taxi ride; my first experience staying in a four-star hotel; and of course, my first Awards Night! You truly must experience Awards Night! It is there that your dreams are born. Then, by reliving Awards Night over and over in your mind or by watching the video that's available afterward on the Mary Kay InTouch® Web site, you can start to turn your dreams into reality.

You might be saying, “But I can't afford to go to Seminar.” Well, by planning in advance to conduct extra skin care classes, facials and team-building appointments, you *can* earn the money to go. Isn't it great that we have an open-ended earning opportunity? In my opinion, and as Mary Kay Ash said, you cannot afford NOT to go. This Seminar may be *the one* Seminar you need, the one that may enable you to catch the vision, the one that can propel you up the career path. Be a “find a way, make a way” woman, and we'll see you in Dallas at Seminar 2007.

“My philosophy on Seminar is simple: *Everyone should experience it!*”

Independent Senior Sales Director
Debbie Sims, Marshall, III.



Independent Senior Sales Director Marcia Hunt, Tipton, Ind.

I had no idea what an incredible company Mary Kay was until I attended my first Seminar! That's where I saw the "big picture." Seminar exposes Independent Beauty Consultants to a whole other world. A Cinderella experience, totally opposite from my corporate life!

I'm thankful my Independent Sales Director took the time to call me and encourage me to go, because that first Seminar literally changed my life. I came home and made the decision to quit my job to pursue my Mary Kay business full time. Seminar has kept my dream alive ever since. Those three days of mentoring, entertainment and motivation are my refueling for the year. Seminar is where new stars are born, and visions are given and received. I now know it takes getting out of our normal environment to start thinking new thoughts and create a new lifestyle. Seminar is the answer.

Before I went, I had a preconceived idea of what you had to look like or be, to be successful in a Mary Kay business. Seminar changed that notion! You see women of all backgrounds, sizes, shapes and colors there. My first day in the arena, I was overwhelmed by the enthusiasm and *passion* everyone had for the Company and their Mary Kay businesses. Hearing from the stage the Company's priorities and the court queens' encouragement, seeing the incredible awards, hearing about the Career Cars and trips ... I decided right then and there that I wanted to live my life that way. I believe that God dropped a vision in my heart to make a difference in other people's lives, to demonstrate the confidence and willingness to share what I saw all around me. I had never seen such a "you can do it" attitude in the business world!

There have been years that I felt "unaccomplished" at Seminar. But I look back now and call those growing years, when my character and determination were developing. I experience some kind of turning point every time, because I'm always at a different stage in my personal life or my business. And here's a little secret: If you think you can't afford to go, that's when you need to go the most! Many years I enrolled my customers in my goal to attend so I could *earn* my way to Seminar. Your customers love being a part of your goals and helping you to achieve them.

The friendships we form at Seminar are priceless. It's astounding what you learn waiting for the bus or riding in the elevator together or just sitting at the lunch table. Join us this year to increase your vision and fan the flames of your desire! You can do it!

“Before I went, I had a preconceived idea of what you had to look like or be, to be successful in a Mary Kay business. Seminar changed that notion!”

Seeing beyond the now

“Starting over” is a journey all its own on the map of human life. When the trip requires crossing borders, languages and cultures, the destination often tests faith and patience in new ways.

**Independent Elite Executive
Senior Sales Director Ana**

Carolina Alvarez knows what it takes to reach out for a dream across the miles and achieve it. Today she's helping women to look within and discover their own path to personal and financial freedom.



So many things still seemed new to her, Ana admitted to herself that night, as she lay awake considering how much her life had recently changed. She thought about her current bakery job and compared it to her former career. She had earned two college degrees back home in Venezuela and had taught for years in the educational system there. The faces of eager young students who had looked to her for guidance flitted fondly through her mind as she remembered the difference she had once made in people's lives. She had so much to offer then, and she knew she still did. But the stopgap work she was doing to make ends meet while she and her husband, Douglas, established a new life in a new country and culture, discouraged her. "I

tried to be positive," shares Ana, "but after eight months, I was begging God to lead me to a different kind of opportunity. I even thought about going back to Venezuela, where we left family, friends and personal property to escape political instability. I felt desperate. I didn't want to keep doing what I was doing, and I didn't want to return to what I had known. My husband and I knew we'd have to make sacrifices to start over, but the process was costly."

Believing Became Receiving

Yet Ana and Douglas continued to expect the best as they carved out rewarding lives with each determined step, even when those steps seemed to take them backward instead of forward.

Then one day a co-worker offered to call a friend who had a Mary Kay business. Ana was receptive. "I told her I didn't know anything about



"If you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them."

— Mary Kay Ash

Mary Kay, but I was open, and we set up a meeting. She gave me Satin Hands® to sample and invited me to her unit meeting. I went, and as soon as I heard the marketing plan, I was impressed with Mary Kay Ash's philosophy of God first, family second and career third. I remember thinking, 'If these were her values, then everything else must be good.'"

Eager about her prospects, Ana prayed with Douglas for a week to see how they both felt in their spirits about making a commitment. "I didn't want to start a business just because it felt exciting," she explains. "But the opportunity to work on my own, to have a beautiful way of life, to earn the use of a Career Car, was like a dream that could become a reality. I couldn't help but be excited!"

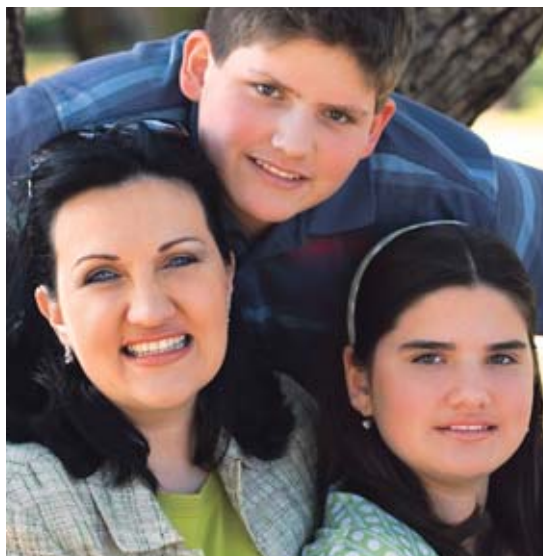
Ana began with a small inventory. "Our personal finances gave me a powerful motivation to work diligently, and soon, I had earned the use of a Grand Achiever Career Car," she says. "By then, Douglas's blood had turned pink! He read everything related to Mary Kay, watched all the videos and to this day is my greatest business supporter. He tended our children while I dashed out to hold appointments. On Saturdays, I left at 8 a.m. and returned at 11 p.m. But we were all focused on my goal to become an Independent Sales Director, and that's the way it happened, with all of us pulling together. Several months later, I debuted as an Independent Sales Director, and my first commission check made a big difference to our family budget. I earned the use of a Cadillac Career Car the same way, through teamwork and the fruit of our faith and hard work. Douglas and I knew we were in the land of prosperity, but it was spectacular to discover that Hispanics can achieve tremendous success with a Mary Kay business!"

Consistent Is as Consistent Does

Like everyone, Ana faced occasional setbacks and discouragements, but one certain Mary Kay quote pulled her back each time: "Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them – like being an Independent National Sales Director. Whatever you do or dream you can do, begin it. Boldness has genius and power and magic in it."

blessing and belief

"It's a great privilege to independently represent the best company for women in this country or any other. Today I want to tell every woman, 'Don't be afraid and don't let your education, background, family or financial circumstances defeat you. They aren't big enough to stop you. Your visions can become reality. All you need to do is open your heart, be willing to learn from others and work with faith to achieve your dreams. You can do it! We believe in you!'"



Ana thanks God she took that first step and finally began to realize her true potential. Now she's committed to helping other women discover their greatness. "We're all planters of good news and of a great opportunity. Many times we don't know where the seeds will fall, but it's our responsibility to share and carry on the legacy. We can't stop having faith in people. This opportunity was created to change lives – financially, professionally and personally – and it works."

Since starting her unit, she's seen living proof among those who believed enough to step out on faith. "Many of my offspring Independent Sales Directors had a bleak future ahead of them before they learned of the Mary Kay opportunity," says Ana, who dreams of reaching the \$650,000 Circle of Excellence and being an Independent National Sales Director. "One woman, a dental assistant, had been in an accident. Another had been a successful medical assistant in her native country and, after coming here, drove cars at the airport. A single mother with two children was working as a waitress, and another woman subjected to domestic abuse suffered from depression. Still others were housewives, and the majority had never sold anything. These were average women who possessed

great determination and today are beautiful businesswomen who make their living through this opportunity. In addition, their courage and efforts have made a tremendous impact on their family life, and all now enjoy a unique lifestyle."

She's committed herself to passing on Mary Kay's legacy to the best of her ability, even when challenges and obstacles make it tempting to rest on her laurels. "We can't stop," Ana says, conviction bringing a light to her eyes. "Many will pass by and move on. But we have to know we've touched their hearts, and at some point, they will

grow from it. Doing our work with love and seeing the potential in others will help us develop the best in them. My offspring Independent Sales Directors are like my daughters. I try to lead by example and nurture them, explaining how I built my business one sale at a time. I want to see them fly off like eagles, their own dreams fulfilled through faith and work. They are my pride and inspiration, just like my family is."

Reflections on Our Founder

After seven years in the United States, Ana has embraced her new life and land with a full and grateful heart. She has time to be the kind of mother she dreamed of being to the couple's two children, 11-year-old Anyesica and 14-year-old Samuel. She thinks often about what Mary Kay Ash would say if she could see her now, living the dream of her choosing, helping other women to find and live their own dreams. "I can almost hear her telling me to keep working with integrity and keep following the Golden Rule," she says with a smile. "I can feel her encouraging me to look beyond limitations. Mary Kay would say to me, and to all of us, 'Everything is possible if you're willing to believe.'"

Reflections From Mary Kay

“On Sept. 13, 1964, a year after we had opened, we held our first meeting. We called it ‘Seminar,’ because it was to be an educational event, along with recognition. We couldn’t afford to rent space in a hotel, so we held that first Seminar in the warehouse of our new location. I still remember how enthusiastic we all were. We decorated the warehouse with crepe paper and balloons so it would look really festive. We had a cake that said ‘Happy First Anniversary’ and a really big band. After dinner, I acted as master of ceremonies, and we held our first annual awards meeting. It was really very modest compared to what we do today, but we were all thrilled.”

– Mary Kay Ash



Dates to Remember

MAY 2007

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

JUNE 2007

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

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

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

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

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

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

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

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

May 1: *Be a Star!* Seminar 2007 registration begins for all independent sales force members.

May 5: Last day to receive Summer 2007 Preferred Customer Program quarterly enrollment mail orders.

May 12: Mary Kay’s birthday!

May 15: Postmark deadline to earn the second monthly product bonus.

Last day to enroll online for the Summer 2007 Preferred Customer Program mailing of *The Look*, available while supplies last. New Independent Sales Director Education begins for Independent Sales Directors who debuted April 1.

May 16: Third monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

May 18: Spring 2007 Preferred Customer Program mailing of the Month 2 brochure begins (allow 7-10 business days for delivery).

May 20: April Career Car qualifier paperwork due to Company.

May 28: Memorial Day. All Company and branch offices closed. Postal holiday.

May 31: Online sales booth ordering ends.

Next Month:

June 10: Early ordering of the new Summer 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2007 through the Preferred Customer Program April 16 – May 15.

June 12: New Independent Sales Director Education begins for Independent Sales Directors who debuted May 1.

June 15: Postmark deadline for Quarter 4 (March 16 – June 15, 2007) Star Consultant quarterly contest, *Bee an All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests. Postmark deadline for Spring 2007 (March 16 – June 15, 2007) promotion and to earn the third monthly product bonus. Deadline to make Quarter 3 (Dec. 16, 2006 – March 15, 2007) Star Consultant prize selections. Independent Sales Director Early Offer ends for Summer 2007 promotion. Early ordering of the new Summer 2007 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Spring 2007 Mary Kay® Beauty Fix Kit gift with purchase. Last day to enroll online for the Summer 2007 Preferred Customer Program Month 2 brochure.

TimeWise® Targeted-Action™ Line Reducer Sales Challenge ends.

June 16: Mary Kay® Model of Beauty™ Search begins. Quarter 1 (June 16 – Sept. 15, 2007) Star Consultant quarterly contest begins. Summer 2007 (June 16 – Sept. 15, 2007) promotion and monthly product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

June 20: May Career Car qualifier paperwork due to Company. Summer 2007 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 4 (March 16 – June 15, 2007) Star Consultant quarterly contest available.

June 25: Summer 2007 Preferred Customer Program customer mailing of *The Look* begins, including exclusive samplers of Mary Kay® Nourishing Body Lotion. (Allow 7-10 business days for delivery.)

June 29: Telephone ordering is available to Independent Sales Directors from 7:30 a.m. to 7 p.m. Central time for a fee of \$10 deducted from their commissions. *Be a Star!* Seminar 2007 registration ends. All registration forms that are mailed must be received by Special Events registration by 5 p.m. Central time.

June 30: Last day of the month. Independent Sales Directors may place Mary Kay InTouch® online orders and Desktop Office Manager orders until midnight Central time. Online registrations will be accepted until midnight Central time. *Great With 48* Unit-Building Challenge ends. *Bee Focused!* Queen’s Court of Sharing Challenge and *Seven in ’07* Team-Building Challenge end. Qualification for all Seminar recognition ends.

Countdown to Seminar: Rules to Remember

Remember, the last day of the Seminar 2007 contest period is June 30, 2007. Please keep in mind the following rules as you work toward your personal best!

Note: To be eligible for the Sales Director and Beauty Consultant Queens' Courts of Personal Sales, you must have at least \$23,000 retail production by May 31, 2007, and for the Court of Sharing, at least 11 personal team members by May 31, 2007.

Queen's Court of Sharing

- Court members must achieve 24 or more qualified* new personal team members during the contest period, July 1, 2006, through June 30, 2007.
- A maximum of 13 new actual team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.



- If more than 13 new team members' Independent Beauty Consultant Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.
- Ranking of the Top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified* new personal team members.
- A qualified* new personal team member who returns product to the Company for repurchase during the contest period resulting in net wholesale Section 1 production below \$600 during the contest period will not count toward the Queen's Court of Sharing.

Queens' Courts of Personal Sales

- Court members must have a total of \$36,000 or more in personal estimated retail production** during the contest period July 1, 2006, through June 30, 2007.
- Although the suggested retail value of the orders placed in a calendar month may be higher, only \$13,000 personal estimated retail production** per month will count toward your total contest credit.
- Ranking of the Top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production.**
- Ties will be broken by the amount of wholesale Section 1 orders placed during the Seminar contest period.

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 order(s) are received and accepted by the Company from July 1, 2006, through June 30, 2007. To receive an award, a Beauty Consultant must be in good standing with the Company at the time the award is presented.

***Estimated retail production* equals estimated retail sales, calculated based on wholesale purchases of Section 1 product and the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost.

Get Your Product Updates Here!

- New and improved MK Signature® Eyeliners and Brow Definer Pencils are coming soon! The suggested retail price will increase to \$10. Current MK Signature® Eyeliners, Brow Liners and Eyeliner samplers will move to the Section 1 Discontinued Items area on the June 16 Consultant order form.
- As we prepare for an exciting new line of body care, all remaining inventory of the Private Spa Collection™ Body Washes,

Moisture Lotions, Sugar Scrubs and Sheer Fragrance Mists will move to the Section 1 Discontinued Items area on the June 16 Consultant Order form. The Private Spa Collection™ Sampler Multipack will move to the Section 2 Discontinued Items area on the June 16 Consultant order form.

- Mary Kay® Moisturizing Shave Cream will move to the Section 1 Discontinued Items area on the June 16 Consultant order form.

- The same great Satin Hands® Pampering Set will come in a slightly revised package that no longer includes the Private Spa Collection™ brand name. Look for this new packaging to be phased in beginning in June.
- The Color Palette will move to the Section 1 Discontinued Items area on the June 16 Consultant order form.

Be sure to check next month's *Applause*® magazine for exciting product developments designed to boost your sales opportunities!

20th Anniversary



Online Enrollment Is the Way to Go!

Because 99 percent of you enroll customers online through the Mary Kay InTouch® Web site, mail-in enrollment will be discontinued beginning with the Spring 2008 Preferred Customer Program. For the Fall/Holiday and Winter 2007 enrollment periods, you may continue to use the generic Preferred Customer Program mail-in enrollment form.

With no minimums or processing fees, plus the ability to enroll for a full 30-day period, online enrollment gives you powerful advantages. You can enroll monthly or quarterly, *and* you can enroll customers to receive the *Fall in Love* customer brochure at any time without waiting for the next scheduled enrollment date. "Going online" can meet all your Preferred Customer Program needs!

Earnings and Tax Representations

As a dedicated professional, you know that every effort should be made to accurately portray the Mary Kay opportunity to prospective team members. State and federal regulatory agencies may interpret exaggerated earning claims to be "misleading representations" which could subject you to severe sanctions. We feel that sharing your own earning experience is by far the most effective and believable way of approaching this subject with a prospective team member. Besides, your very own I-story will mean much more to them than boring statistics!

While the earning potential associated with the Mary Kay opportunity is indeed unlimited, it also is important to make sure that prospective team members understand that *their* level of success depends on the amount of time and energy *they* choose to put into their Mary Kay businesses.

Similarly, it's important to accurately portray the tax aspects of the Mary Kay opportunity. As a self-employed person, you may be entitled to a variety of tax deductions which will benefit your business if they are supported by accurate records. However, we caution against offering tax advice which cannot be substantiated by current Internal Revenue Service regulations. We suggest that your potential team member consult with her accountant or tax adviser to determine how a Mary Kay business will affect her personally.

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order May 16 – June 15.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Eye Makeup Remover	\$14
\$1,200 sugg. retail/ \$600 wholesale	1 Oil-Free Eye Makeup Remover 1 TimeWise® Targeted-Action™ Eye Revitalizer	\$49
\$1,600 sugg. retail/ \$800 wholesale	2 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System	\$63
\$2,400 sugg. retail/ \$1,200 wholesale	3 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System	\$77
\$3,600 sugg. retail/ \$1,800 wholesale	3 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System 1 Travel Roll-Up Bag	\$77
\$4,800 sugg. retail/ \$2,400 wholesale	3 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System 2 Travel Roll-Up Bags	\$77
\$6,000 sugg. retail/ \$3,000 wholesale	3 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System 3 Travel Roll-Up Bags	\$77
\$7,200 sugg. retail/ \$3,600 wholesale	3 Oil-Free Eye Makeup Removers 1 TimeWise® Targeted-Action™ Eye Revitalizer 1 Travel-Sized TimeWise® Cellu-Shape™ Contouring System 4 Travel Roll-Up Bags	\$77

Although these BizBuilders Bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for the *Ready, Set, Sell!* product bonuses.

See the April issue of *Applause*® magazine for the current *Ready, Set, Sell!* bonus values and the *Ready, Set, Sell!* brochure for additional details.

*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for June 2007.

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others unselfishly and supporting adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site. Select "More Resources" located under "LearnMK." Select "Recognition," then click on "Sales Director Go-Give® Award Nomination Form."



Diane Heckathorne

Pearl
Independent Future Executive Senior Sales Director
Began Mary Kay March 1981
Sales Director Debut September 1984
Offspring four first-line, five second-line
National Sales Director Go Give Area
Honors Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 13-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$62,795
Personal Lives in Myrtle Beach, S.C. Husband, Howard; sons: Rick, Kevin; daughters: Cynthia, Holly, Heidi
Favorite Quote "Perseverance is a choice, and commitment is not necessarily convenient, but love makes all the difference, and the decision is ultimately yours."
Independent Sales Director Joann Ward of Myrtle Beach, S.C., says, "After the loss of my husband, Diane was always behind the scenes helping me run my unit."



Susan McCoy

Diamond
Independent Executive Senior Sales Director
Began Mary Kay June 1993
Sales Director Debut September 1995
Offspring five first-line, one second-line
National Sales Director Go Give Area
Honors Cadillac qualifier; Star Consultant; nine-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$83,778
Personal Lives in Kansas City, Mo. Husband, Jeff; sons: Cameron, Connor, Charlie; daughter, Molly
Favorite Quote "When you come to the edge of all the light you know and are about to step off into the darkness of the unknown, faith is knowing one of two things will happen: There will be something solid to stand on, or you will be taught how to fly."
— Barbara Winter
Independent Beauty Consultant Lori Albright of Platte City, Mo., says, "When I began attending unit meetings, I couldn't (and still can't) tell who are unit members and who are adoptees. Susan works consistently and encouragingly with all of us."



Dana Silecchio

Ruby
Independent Sales Director
Began Mary Kay March 1998
Sales Director Debut October 1999
National Sales Director Toni McElroy
Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; two-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; estimated highest monthly unit retail: \$42,546
Personal Lives in Simi Valley, Calif. Husband, Peter; sons: Justin, Garret, Peter Jr.; daughter, Marissa
Favorite Quote "Happiness is having work that you love to do – something you like so much you'd do it even if you weren't paid."
Independent Beauty Consultant Vanessa McGraw of Van Nuys, Calif., says, "One of my team members lives far from our unit, and Dana drove the distance to hold her debut. Dana is not only our Sales Director who treats her adoptees as her own but also a true friend."



Valerie Sievers

Sapphire
Independent Sales Director
Began Mary Kay April 1982
Sales Director Debut August 1992
National Sales Director Sharon Buck
Honors Premier Club qualifier; Circle of Honor; four-times Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$45,184
Personal Lives in South Haven, Mich. Husband, Rod; son, Clint; daughters: Amanda, Mollye
Favorite Quote "But seek ye first the kingdom of God, and His righteousness; and all these things shall be added unto you."
— Matthew 6:33
Independent Beauty Consultant Kris Rieck of South Haven, Mich., says, "When a fellow Independent Sales Director experienced the loss of a family member, Valerie opened her home and teaching center to that Sales Director's unit and took care of them like her own. As an adoptee, I know I can always count on Valerie's support."



Celsa Menjivar

Emerald
Independent Senior Sales Director
Began Mary Kay April 1992
Sales Director Debut December 1995
Offspring two first-line
National Sales Director Lily Orellana
Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; four-times Queen's Court of Sharing; seven-times Circle of Achievement; four-times Double Star Achievement; Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$54,735
Personal Lives in Simi Valley, Calif. Husband, Santiago; sons: Gerardo, Alexander; daughter, Melissa
Favorite Quote "Have I not commanded you? Be strong and of good courage; do not be afraid, nor be dismayed, for the Lord your God is with you wherever you go."
— Joshua 1:9
Independent Senior Sales Director Estela Reyes of Lake Elsinore, Calif., says, "Celsa is an example of perseverance. Always happy and positive. She treats my Independent Beauty Consultants with affection, respect and follows the Golden Rule. You can trust she will support them and help them simplify their businesses to be successful."

MKMen™ – a New Age-Fighting Skin Care Line

Man, Oh, Man!

Fathers, brothers and significant others may come in different ages with unique personalities, but they all need the same thing – a well-groomed plan for skin care! This collection of targeted products combats and helps prevent the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. Just what a man needs.



Face Bar

Cleans and buffs the skin, leaving it smooth and healthy-looking. Begins the process to reduce the visible signs of aging and help restore the look of younger skin. **\$14**

Shave Foam

Primary step in the shaving process. Softens the skin and beard for a smooth, close shave. Helps reduce razor irritation. **\$10**

Cooling After-Shave Gel

Finishing step in the shaving process. Soothes, refreshes and helps shield skin against razor irritation. **\$14**

Moisturizer Sunscreen SPF 25*

Key age-fighting product. Provides UVA/UVB protection to help shield skin from harmful rays that may cause premature aging of the skin. **\$22**

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

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designed just for 2007!



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