

JUNE 2008

# Applause<sup>®</sup>

MARY KAY<sup>®</sup>  
Enriching Women's Lives<sup>SM</sup>



## Get Glowing

With Mary Kay<sup>®</sup> Subtle Tanning Lotion  
and Mineral Bronzing Powders

**Make Today the Day:**  
Register Now for *Celebrate  
the Dream!* Seminar 2008

**Read How One Woman**  
Unifies Home and Business  
to "Get It All Done"

get it **free**

WITH YOUR ORDER

MAY 16 – JUNE 15, 2008

### Oil-Free Eye Makeup Remover

**Suggested use:** This best-seller removes eye makeup, including waterproof mascara, quick as a wink with no greasy residue. (Be sure to remind customers to shake the bottle before use.) It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



### Mary Kay® Mini Mineral Eye Color Quad/ New Color Cards

**Suggested use:** Get a preview of the Summer 2008 gift with purchase – a mirrored mini compact that holds Mary Kay® Mineral Eye Colors in Silky Caramel, Lemongrass, Amber Blaze and Denim Frost along with a sponge-tip applicator. Plus, give your customers the opportunity to try new Chocolates and Neutrals Color 101 Looks coming June 16 with these handy Color Cards (pk./five for each look). These items are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



### Travel Roll-Up Bag

**Suggested use:** This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product  
not included.

For more details on BizBuilders bonuses,  
see Page 27.



page 2

### Bronzed and Beautiful

New bronzing products can get your skin aglow before you step foot on the beach!



# Seminar bound

***Celebrate the Dream! Seminar 2008*** is just around the corner.

Mary Kay Ash said, *"If you can imagine it, you can achieve it. If you can dream it, you can become whatever you want to be."* Why not make that your mantra for the next several weeks, kicking your Seminar goals into high gear? You won't want to miss the spectacular 45th anniversary celebration and all Seminar has to offer.

**You can do it!**

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## **45th Anniversary Celebration**

At *Celebrate the Dream! Seminar 2008*, you can honor Mary Kay Ash's dream by being there to reminisce, rejoice and reinforce her mission of enriching women's lives.



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## **Multitasking Miracle Worker**

With seven teens at home, this working mom learned new ways to start life over.



# bronzed and

Beach time is almost here and so are products to help you achieve a summer glow without the sun's harmful rays. Here's what your customers need for a great bronze look anytime.

## Mary Kay® Mineral Bronzing Powder

Warm up your entire look with new Mary Kay® Mineral Bronzing Powder. Shimmer shades add natural highlights to the complexion, while matte shades add warmth. Featuring our new vitamin A-, C- and E-enriched formula, these bronzers offer stay-true color and long-lasting wear with a silky feel. **\$12**

### Application Tips

- Each bronzing unit includes two shades that can be swirled together with a Compact Powder Brush or the Powder Brush from the Mary Kay® Brush Collection. Tap off excess product after swirling for the most natural effect.
- When used on ivory and beige skin tones, bronzers provide a sun-kissed effect. Apply where the sun hits you: forehead, cheeks, nose, shoulders and décolleté (to even out skin tone).
- When used on bronze skin tones, bronzers add warmth to the complexion and can even out skin tone.
- Each bronzer can double as eye or cheek color.

### More Shades for a Sun-Kissed Look

Why not suggest these products to create even more bronzing effects?

Mary Kay® Mineral Eye Colors in Honey Spice, Sienna and Chocolate Kiss, **\$6.50** each

Mary Kay® Mineral Cheek Color in Golden Copper, **\$10**

Mary Kay® NouriShine™ Lip Gloss in Beach Bronze and Gold Rush, **\$13** each

Mary Kay® Creme Lipstick in Bronzed, Amber Glow, Tanned and Golden, **\$13** each

Prices are suggested retail.





# beautiful

## Mary Kay® Subtle Tanning Lotion

With luxurious hydrating ingredients to moisturize skin and a touch of tanner, Mary Kay® Subtle Tanning Lotion develops a gradual, bronze glow that's natural enough to look real. This lightweight, nongreasy formula glides on evenly and absorbs quickly for color that won't rub off. Skin feels soft, smooth and moisturized, while its natural tone appears even – without streaking and blotching. When used daily, gorgeous color builds up in about a week and can be maintained with limited reapplication. It can be used on the face and is suitable for all skin types and tones. This product does not contain sunscreen and does not protect against sunburn. **\$16**



## ask the experts



**Terry Jacks,**  
Vice President of Research  
and Development



**Yvette Franco,**  
Vice President of  
U.S. Marketing

### **Q. How does Mary Kay® Subtle Tanning Lotion work?**

**A.** The subtle tan is achieved by gradually introducing a sunless tanning ingredient that gently darkens the upper layers of the skin, thus creating a safe way to achieve a sun-kissed look without damaging UV rays. Although temporary, frequent use can help maintain the natural-looking, suntanned appearance. As with any skin care regimen, using a sun protection product like Mary Kay® SPF 30 Sunscreen\* is always recommended.

### **Q. Can I use it every day?**

**A.** Yes. A gradual, natural-looking color will result after about one week of continued use. After the first week, it should be applied two to three times a week to maintain a subtle tan. If you stop using Mary Kay® Subtle Tanning Lotion, the color on your skin will begin to fade in a few days and be completely faded after about two weeks.

### **Q. Can I still use my everyday moisturizer with Mary Kay® Subtle Tanning Lotion?**

**A.** Yes. Although Mary Kay® Subtle Tanning Lotion moisturizes your skin, you will still want to use your normal body lotion for additional moisture. Apply Mary Kay® Subtle Tanning Lotion evenly prior to your daily body lotion. Also, it should be applied after TimeWise® Cellu-Shape™ Contouring System products.

### **Q. What are some application tips?**

**A.** Apply the subtle tanner lightly to areas where the skin is thicker, such as elbows, knees, ankles and knuckles. You should wash your hands immediately after applying to prevent unwanted color on the palms of your hands. Also, wait several minutes before applying makeup and before dressing or getting in bed to allow the product to be absorbed into the skin and to ensure even coverage on the skin.

\*Over-the-counter drug product

# berries and tawnies for fabulous fun

By now, you've likely introduced the new Mary Kay® Compact to many customers who love the flexibility it provides. To help your customers fall in love with Mary Kay® Mineral Eye and Cheek Colors, the Color 101 Berries and Tawnies Collections offer color designed to look great on everyone.



## Color 101 Berries

Mary Kay® Mineral Eye Colors in Honey Spice, Chocolate Kiss and Navy Blue

Mary Kay® Mineral Cheek Color in Golden Copper

Mary Kay® Creme Lipstick in Berry Kiss

Black eyeliner, Dark Berry lip liner, Berry Sparkle lip gloss and Ultimate Mascara™, Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

**\$113.50**



## Color 101 Tawnies

Mary Kay® Mineral Eye Colors in Sweet Cream, Sienna and Granite

Mary Kay® Mineral Cheek Color in Shy Blush

Mary Kay® Creme Lipstick in Sweet Nectar

Steely eyeliner, Neutral lip liner, Coral Rose lip gloss and Ultimate Mascara™, Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

**\$113.50**



## Choosing Color

For customers who love to mix and match, these new shades can be purchased separately.

Mary Kay® Mineral Eye Color, **\$6.50** each

Mary Kay® Mineral Cheek Color, **\$10** each

## Shape Determines Formula

The new rectangular refills have given our formula even more vibrancy and flexibility! Now, fewer "binders" are needed to lock the product in place than were required for the former "horseshoe-shaped" refills. That allows for more pigments to be included, making the new formula better than ever! New shades were selected based on how they would look in the new formula, so shades that carry the same name as previous MK Signature® shades (such as Vintage Gold coming in June) will appear slightly different and oh-so-wonderful because of this formula update.

## Pocket Pals

Two new Color Cards help you introduce the Tawnies and Berries looks – anytime, anywhere! Each tri-fold card includes samples of three eye colors, one cheek color and one lipstick shade. Simply insert your business card in the space provided and share! Pack of five, **\$1.50**



# how to customize a compact

Whether the moment calls for color, foundation or powder — the new Mary Kay® Compact can meet everyone's needs. Here's how to build the perfect compact from square one.

## Warmth and shimmer for a glowing look whenever you need it.

**Add:** Two Mary Kay® Mineral Bronzing Powders, \$12 each

One Mary Kay® NouriShine™ Lip Gloss in Beach Bronze, \$13

Compact Powder Brush, \$4

**\$59**



Price includes Mary Kay® Compact, \$18.

## Complete color for a polished look anytime.

**Add:** Three Mary Kay® Mineral Eye Colors, \$6.50 each (Honey Spice, Chocolate Kiss and Navy Blue shown)

One Mary Kay® Mineral Cheek Color, \$10 (Golden Copper shown)

One Mary Kay® Creme Lipstick, \$13 (Berry Kiss shown)

Compact Cheek Brush, \$2.50

Eye Applicators, pk./two, \$2.50

Color 101 Tawnies and Berries (shown) Collections also include eyeliner, lip liner, lip gloss and mascara for \$113.50 suggested retail.

**\$18** (Lipstick not included.)



Price includes Mary Kay® Compact, \$18.

**\$113.50**

## Basic essentials for eight-hour oil control and a smooth look on the go.



**Add:** One Mary Kay® Sheer Mineral Pressed Powder, \$16

One Mary Kay® Creme Lipstick, \$13 (Sweet Nectar shown)

Compact Powder Brush, \$4

**\$51**

Price includes Mary Kay® Compact, \$18.



# eight-hour oil control

Warmer weather brings out shorts, flip-flops and lawn mowers, but it also can bring on oilier skin!

Now, thanks to new Mary Kay® Sheer Mineral Pressed Powder, your customers can put their shine worries aside.

Mary Kay® Sheer Mineral Pressed Powder helps control oil and shine for eight hours. This lightweight, ultrafine powder imparts an invisible layer of oil-absorbing coverage that keeps makeup looking fresh throughout the day. The oil-free, non-comedogenic powder won't clog pores and is suitable for sensitive skin. Plus, the coverage looks natural – never dry or chalky. For long-lasting wear, it's the perfect translucent powder for a smooth, luminous look. **\$16**

## More to Share

Mary Kay® Sheer Mineral Pressed Powder provides antioxidant Vitamin E that helps protect against wrinkle-causing free radicals, all while delivering “soft focus” benefits that minimize skin imperfections. Simply apply with the Compact Powder Brush or the Powder Brush from the Mary Kay® Brush Collection and blend for oil-absorbing, sheer coverage.

## Expert Insight

“Facial skin produces more oil in warmer weather, especially in the T-zone areas,” Vice President of Research and Development Terry Jacks shares. “The ingredients in Mary Kay® Sheer Mineral Pressed Powder were carefully chosen for their superefficient, oil-absorbing properties. They have a tremendous surface area allowing them to pull oil away from the surface of the skin and then conceal it. These ingredients act as mini sponges which absorb oil and help to control shine.”



Mary Kay® Sheer Mineral Pressed Powder Samplers in each shade are available in packs of six for \$2 on Section 2 of the Consultant order form. Each pack includes six individually wrapped sponges for application.



Product prices are suggested retail.



**45 for 45**  
**45 compacts**  
**for 45 years**

*Make your dreams  
come true!*



Custom  
compact charm  
for your Totally  
Charmed  
charm  
bracelet

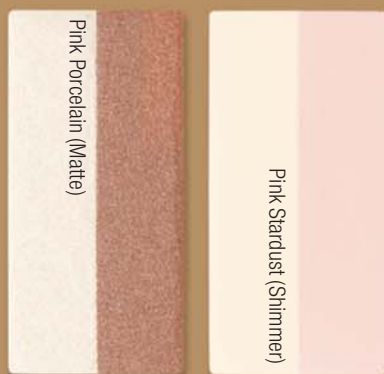


# brighten and lighten

**Mary Kay® Mineral Highlighting Powder** adds natural highlights to the complexion, illuminating areas of the face you want to highlight. Featuring our new vitamin A-, C- and E-enriched formula, these highlighters offer stay-true color and long-lasting wear with a silky feel. Plus, they're non-comedogenic and suitable for sensitive skin. **\$12**

## Application Tips

Each highlighting unit includes two shades that should be swirled together with the Compact Powder Brush or the Powder Brush from the Mary Kay® Brush Collection for the most natural effect (tap off excess product after swirling).



Customers who want to draw attention to their most attractive facial features can apply mineral highlighting powder to those areas. For example, they can apply it:

- To the tops of cheekbones.
- Down the center of the nose.
- Above the center of the upper lip to define the upper lip and give lips a pouty look without lip liner.

Customers who want to lift shadowy areas of the face to create a brighter look can apply **Pink Porcelain** to those areas:

- Under the eyes.
- At the sides of the nose.
- Along smile lines.
- Below the lower lip at the crease of the chin.

(Note: Pink Stardust is too shimmery for the small areas listed above.)

Customers can also use mineral highlighting powder along with Mary Kay® Mineral Bronzing Powder and mineral cheek color to create a contoured look and define facial features. These three powders can be used to emphasize bone structure. Keep this simple principle in mind: Dark colors recede for shading; light colors come forward for highlighting.

Each mineral highlighting powder can also be used as cheek or eye color!

## *color my dreams* compact sales challenge March 16 – June 15, 2008

**Goal:** Sell at least 45\* Mary Kay® Compacts from March 16 through June 15 to celebrate Mary Kay's 45th anniversary year.

**Reward:** Compact charm for your Totally Charmed charm bracelet

**Recognition:** Independent Beauty Consultants and Independent Sales Directors who sell at least 45 compacts by June 15, 2008, can celebrate at Seminar 2008 with a name badge ribbon and standing recognition. The top Independent Beauty Consultant and Independent Sales Director at each Seminar with the highest Mary Kay® Compact sales will receive onstage recognition and an exclusive designer handbag.

**Consistency:** Receive a custom heart charm when you achieve all sales challenges for the 2007-2008 Seminar year.

\*Recognition will be based on wholesale Section 1 Mary Kay® Compact sales, plus early order offers through June 15. Unit Support Package quantities and BizBuilders quantities received as part of the Month 3 bonus (Feb. 16 – March 15, 2008) also count toward qualification. For complete challenge details, please see the Mary Kay InTouch® Web site.

celebrate  
the dream  
**45**<sup>TH</sup>  
MK  
ANNIVERSARY

# connect with your customers

## build relationships by prioritizing



Have you ever looked at your customer list ready to make some connections and then quickly lost motivation? You're not alone. That's what happened last fall to **Independent Future Executive Senior Sales Director Vicki Piccirilli** of Tampa, Fla. "Thinking about calling 150 customers was so overwhelming that I didn't call anyone," Vicki, a member of the Independent National Sales Director Cathy Littlejohn Area, shares. And those customers certainly weren't calling her.

During this time, Vicki also realized that while the Mary Kay® product line is vast, most of her customers only purchased select items. "I knew I had to somehow make my customers think of me whenever they needed anything I offer – instead of going to the drugstore to buy it"

That's when Vicki decided to put into action a customer service concept she learned about in a previous career. To get started, Vicki used the "Customer Groups" function in myCustomers® to group all of her customer into Groups A, B and C.

### group a

In Group A, she placed the names of women with whom she feels a strong connection. "When I read Group A names, they make me smile and brighten up. They are the women I want to spend more time with," Vicki says. For Vicki, this group numbers about 40, and she recommends keeping this group anywhere from 10 to 40.

Vicki calls everyone in Group A inviting them to coffee, breakfast or lunch. "I let them know this invitation is a simple thank-you for being my customer and about reconnecting with them," Vicki explains. "I truly go into each meeting without any other motives. It's all about building relationships."

Group A also is set up to receive all Preferred Customer Program mailings, including *The Look* and Month 2 mailers; e-mails and MKeCards®; special thank-you gifts that are personally delivered throughout the year; and phone calls about every three months to keep the connection flowing.

### group b

In Group B, Vicki placed the names of customers who order a few times a year but aren't as strongly connected to her. This group numbers about 70.

While Group B does not receive invitations for a meal or coffee, Vicki continues their Preferred Customer Program mailings and calls them once each quarter. Group B also receives MKeCards® and the *Beaut-e-News*™ e-newsletter.

### group c

In Group C, Vicki placed those who make minimum purchases, such as only a few lipsticks per year. Group C receives the *Beaut-e-News*™ e-newsletter and a call every six months.

### the results

After Vicki first began meeting with the women in Group A last November, she was astounded by the results. Without ever being asked, most Group A women placed an order on the spot or booked a class. From Group A connections, Vicki booked about 20 classes and added three new team members. To her amazement, Group A customers requested more contact from her.

Group A connections also created the full-circle momentum for more bookings and additional team-building opportunities.

From Group A, B and C contacts, Vicki estimates that her sales have increased more than 25 percent. She attributes that to increased customer contact – getting her "face" in front of her customers on a regular basis. She's also rejuvenated her personal enthusiasm for customer service now that she has a manageable plan. "I'm so invigorated now that I have a plan for building relationships – the aspect of this business I love so much," Vicki says.

Every few months, Vicki reviews names in Group A to determine if she would like to meet with anyone in that group again. She's also found that each group fluctuates. For example, she may decide that Group A women who elect not to meet with her should move to Group B. And some new women she meets are added to Group A and so forth.

Others in the Littlejohn Area have adopted Vicki's customer service plan and are seeing similar results. It could be just the plan to keep you focused and motivated to increase your customer service goals!



# business boosters

## Give Back With Apple Berry

In honor of Mary Kay Ash's May 12 birthday, Mary Kay markets around the globe can turn Mary Kay® Creme Lipstick in Apple Berry into a heartfelt benefit for



women and children everywhere. During the *Beauty That Counts*™ initiative, May 1 through Dec. 31, 2008, Mary Kay will donate 100 percent of its profits from the sale of Apple Berry lipstick to change the lives of women and children around the world.

With every Apple Berry purchase, you'll receive a free limited-edition bag to pass on

to your customers (available while supplies last). The coordinating bag features special printed messages on the outside that convey the Company's mission to help change the lives of women and children through this initiative. We request that the bags be used only with Apple Berry lipstick to preserve the impact of this special donation. Why not give your customers a way to reach out and touch lives around the world today?



## Deliver Beauty News From You

Chock full of great gift ideas for Father's Day and graduations, the May *Beaut-e-News*™ online newsletter is a must-send to customers. It also includes more about the *Beauty That Counts*™ initiative and super summer beauty tips. To send the newsletter, go to the Mary Kay InTouch® Web site, click on "Business Tools," then "*Beaut-e-News*™." This issue will arrive in your customers' in-boxes on May 16.

## Target Brides, Dads and Grads

Offer your expert gift-giving services to customers with great gift sets for weddings, Father's Day and graduations available on the Mary Kay InTouch® Web site. Click on "Products," then "Spring Merchandising Ideas."

Several MKeCards® featuring the MKMen™ line, men's fragrances and your bridal services are perfect for this time of year too!



## Promote the Travel-Sized Microdermabrasion Set

Customers can exfoliate on the go with the Spring 2008 gift with purchase. Fighting fine lines, refining pores and achieving beautifully smooth skin *immediately* is so easy with this travel-sized set that includes Step 1: Refine (.5 oz.) and



Step 2: Replenish (.17 fl. oz.). Also included are sampler packettes of the TimeWise® Miracle Set in both normal/dry and combination/oily formulas. It's all presented beautifully in a pearlized gift bag with matching ribbon. Pack of five, **\$17.50**

## Introduce the Mary Kay® Compact Pro™ Summer 2008 Month 2 Mailer

Enroll: April 16 – June 15

Cost per customer: 40 cents

Begins mailing: Early August



Launching the new Mary Kay® Compact Pro™, the Preferred Customer Program summer Month 2 mailer features everything your customers will want to know about this amazing new customizable compact and the multiple color looks it holds – just in time to coordinate with fall runway fashions. The sleek black design offers even more room for new Mary Kay® color products while on the go or at home. Be sure to enroll your customers by June 15 through the Mary Kay InTouch® Web site under "Preferred Customer Program" so they can be among the first to order the Mary Kay® Compact Pro™. Watch for more details about this professionally versatile compact coming soon, and look for a sample of the Month 2 mailer on Mary Kay InTouch®.

# fundamentals

Improving skin imperfections from the get-go is what Mary Kay® products are all about. Here are



## TimeWise® Even Complexion Essence

Using our Lucentrix® complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration as part of a comprehensive anti-aging program. Plus, it works on all skin tones, including customers with bronze skin tones who experience dark spots associated with acne. **\$35**

## TimeWise® Targeted-Action™ Eye Revitalizer

Used morning and night, TimeWise® Targeted-Action™ Eye Revitalizer addresses the multiple causes of dark circles and undereye puffiness, providing immediate and long-term benefits. After just two weeks, seven out of 10 women said their dark circles and undereye puffiness were less noticeable.† Eyes look rested, refreshed and revitalized! **\$35**



“

**TimeWise® products** are the basis for making all the other products look so flawless on my face. And all the TimeWise® products deliver exactly what Mary Kay promises.

Audrey P., New York City, Preferred Customer

”



# for beautiful skin

a few that can help customers achieve brighter and smoother skin – even before new Mary Kay® mineral color is applied!

## TimeWise® Firming Eye Cream

This luxuriously rich eye cream fights the signs of aging by increasing firmness, brightening and providing intense moisturization to the eye area while minimizing fine lines and wrinkles. In a 12-week clinical study, 96 percent of participants saw an improvement in the overall appearance of the skin around the eyes. **\$30**



## TimeWise® Day Solution Sunscreen SPF 25\* and Night Solution

Used each morning, TimeWise® Day Solution Sunscreen SPF 25\* helps prevent fine lines and uneven coloration before they occur by blocking damaging UVA/UVB rays. Overnight, TimeWise® Night Solution delivers collagen-enhancing peptides to help fade deep lines and wrinkles. Together, they deliver round-the-clock, age-fighting power. **\$30 each**



## MK Signature® Facial Highlighting Pen

These four shades light up your look with sheer luminosity as special light-reflecting pigments optically “lift” the shadowy areas of the face. Instantly skin looks brighter, the tone more even and the face more radiant. **\$18**



## TimeWise® Microdermabrasion Set

This set fights fine lines, refines pores and achieves beautifully smooth skin *immediately*. The superexfoliating cream in Step 1: Refine uses advanced exfoliating crystals. And the triple tea complex in Step 2: Replenish provides the skin with wonderful nourishing effects. **\$55**



\*In a consumer study conducted by an independent research facility

\*Over-the-counter drug product

Prices are suggested retail.

# recognition

## Congratulations to the winners for February 2008

**On-Target Inner/Diamond Circle** Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for February 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for January 2008.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2007 through Feb. 29, 2008.

### Diamond



Barbara Sunden

### Ruby



Carol Anton

### Sapphire



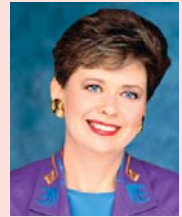
Gayle Gaston

### Emerald



Gloria Mayfield Banks

### Pearl



Nan Stroud

**On-Target for \$750,000 Inner Circle**  
Barbara Sunden .....\$659,407.55  
Gayle Gaston .....605,097.39  
Christine Peterson .....536,073.40

**On-Target for \$500,000 Inner Circle**  
Nan Stroud .....\$393,180.62  
Carol Anton .....387,897.81  
Karen Piro .....347,667.99  
Lisa Madson .....334,902.24

**On-Target for \$325,000 Inner Circle**  
Rena Tarbet .....\$311,240.73  
Gloria Mayfield Banks .....310,736.46  
Joanne Holman .....305,015.03  
Jan Harris .....296,132.65  
Pat Danforth .....278,081.23  
Cheryl Warfield .....271,772.50  
Karlee Isenhardt .....266,803.69  
Kathy Helou .....264,103.17  
Patricia Rodriguez-Turker .....260,970.32  
Lupita Ceballos .....250,086.01  
Gloria Castaño .....246,946.65

Anita Mallory Garrett-Roe .....242,777.02  
Linda McBroom .....242,168.70  
Darlene Berggren .....241,905.68  
Jana Cox .....235,966.25  
Sue Kirkpatrick .....228,642.93  
Cindy Williams .....227,485.58  
Holly Zick .....224,022.85  
Stacy James .....222,271.87  
Sherry Giancristoforo .....219,013.61  
Sonia Pérez .....218,423.23  
SuzAnne Brothers .....217,099.85

**On-Target for \$250,000 Diamond Circle**  
Julianne Nagle-Hackett .....\$202,459.04  
Johnette Shealy .....202,405.32  
Mary Diem .....199,930.98  
Judie McCoy .....195,841.72  
Rosa Jackson .....191,751.02  
Ronnie D'Esposito Klein .....187,480.98  
Pamela Waldrop Shaw .....185,558.59  
Debi Moore .....178,767.36  
Joyce Z. Grady .....177,850.88  
Linda Toupin .....176,530.97

Shirley Oppenheimer .....174,945.00  
Pam Gruber .....173,411.22  
Jackie Swank .....172,771.01  
Doris Jannke .....172,190.51  
Sonya LaVay .....170,652.83  
Dacia Wiegandt .....169,293.34

**On-Target for \$200,000 Diamond Circle**  
Anita Tripp Brewton .....\$163,994.08  
Wanda Dalby .....163,788.67  
Tammy Crayk .....161,352.49

Halina Rygiel .....155,212.88  
Valerie Bagnol .....155,001.62  
Diane Underwood .....152,743.07  
Kerry Buskirk .....152,179.08  
Lily Orellana .....150,526.91  
Jeanne Rowland .....144,030.46  
Elizabeth Fitzpatrick .....141,491.17  
Jamie Cruse-Vrinos .....137,999.18  
Nancy Bonner .....137,638.77  
Maureen Ledda .....133,626.31

## Monthly Commissions and Bonuses

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

### Diamond

Barbara Sunden\*\*\* .....\$78,300  
Lisa Madson .....43,232  
Karen Piro\*\* .....38,206  
Holly Zick\*\* .....33,354  
Anita Mallory Garrett-Roe\* .....30,045  
Patricia Rodriguez-Turker\* .....28,805  
Sonia Pérez .....28,771  
Gloria Castaño\* .....28,444  
Tammy Crayk .....27,839  
Julianne Nagle-Hackett\* .....26,354  
Joyce Z. Grady .....25,582  
Linda C. Toupin .....24,696  
Mary Diem\* .....23,281  
SuzAnne Brothers\* .....22,501  
Pam Gruber\* .....22,009  
Diane Underwood .....19,019  
Dawn A. Dunn .....18,033  
Maria I. Monarrez .....17,799  
Rosibel L. Shahin .....17,033  
Sharon Kingrey .....15,612  
Sandy Valerio .....15,492  
Jo Anne Cunningham .....14,768  
Dalene Hartshorn .....14,640  
Connie A. Kittson .....12,392  
Diana Heble .....12,074  
Diana Sumpter .....11,624  
Charlotte G. Kosena .....10,552  
Sandra Chamorro .....10,428  
Carol Lawler .....9,504  
Jan Mazzioiti .....9,347  
Caterina M. Harris .....7,756  
Morayma Rosas .....7,700  
Andrea C. Newman .....7,522  
Betty Gilpatrick .....7,388  
Isabel Venegas .....6,425

### Ruby

Carol Anton\*\* .....\$49,610  
Pat Danforth .....33,497  
Karlee Isenhardt\*\* .....32,608  
Linda McBroom\* .....32,148  
Sue Kirkpatrick\* .....27,798  
Johnette Shealy\* .....25,996  
Rebecca Evans .....24,374  
Wanda Dalby\* .....22,338  
Nancy M. Ashley\* .....22,277  
Shirley Oppenheimer\* .....21,100  
Ronnie D'Esposito Klein\* .....20,430  
Judy Kawiecki .....18,404  
Lynne G. Holliday .....16,788  
Jeanne Rowland\* .....16,454  
Pamela A. Fortenberry-Slate\* .....15,382  
Pam Ross\* .....15,262  
Janis Z. Moon .....14,713  
Toni A. McElroy .....14,684  
Kate DeBlender .....14,525  
Michelle L. Sudeth\* .....14,175  
Vicky L. Fuselier .....14,014  
Scarlett S. Walker\* .....13,878  
Kimberly R. Copeland .....13,362  
Candy D. Lewis .....13,350  
Patricia Lane .....13,275  
Kirk Gillespie .....12,496  
Gay Hope Super .....12,289  
Cheryl J. Davidson .....12,076  
Vicki Jo Auth .....12,060  
Amy Dunlap .....11,668  
Bea Millsagle .....11,450  
Margaret M. Bartsch .....11,396  
Gena Rae Gass .....10,891  
Maria Aceto Piro .....10,695  
Sue Z. McGray .....10,381  
Katie Walley .....10,362  
Nancy West Junkin\* .....10,289  
Jean Santin\* .....10,261  
Thea Elvin .....10,240  
Phyllis Chang .....10,207  
Donna B. Meixsell .....10,111  
Cyndee Gress .....9,696  
Sharilyn G. Phillips .....9,585  
Terri Schafer .....9,334  
Kelly McCarroll .....9,256  
Cindy Z. Leone .....9,237  
Cindy Towne .....8,388  
Rhonda L. Fraczkowski .....8,312  
Renee D. Hackleman .....5,618

### Sapphire

Gayle Gaston\*\*\* .....\$75,664  
Christine Peterson\*\* .....74,861  
Rena Tarbet\* .....40,322  
Joanne Holman\* .....31,308  
Lupita Ceballos\* .....29,234  
Jana Cox\* .....28,696  
Shannon C. Andrews\* .....25,323  
Valerie J. Bagnol\* .....24,212  
Pam I. Higgs .....21,614  
Mattie Dozier .....21,080  
Judie McCoy\* .....20,478  
Kimberly D. Starr .....18,625  
Sonya LaVay\* .....17,959  
Gloria Baez .....16,023  
Alia L. Head .....16,000  
Brigit L. Bridle .....15,145  
Vernella Benjamin .....15,111  
Maribel Barajas .....14,220  
Debra M. Wehrer .....13,741  
Gladis Elizabeth Camargo .....13,548  
Sharon L. Buck .....13,519  
Mirna Mejia de Sanchez .....13,348  
Davanne D. Moul\* .....13,344  
Jan L. Thetford .....13,204  
Maria Aguirre .....12,544  
Jeanne Curtis .....12,295  
Joy L. Breen .....12,251  
Sherri L. Weinman .....12,189  
Kathryn Rodgers-Smith .....12,168  
Lorraine B. Newton .....11,942  
Mary L. Cane .....11,928  
Carol L. Stoops .....11,844  
Jo Anne Kratochvil .....11,540  
Nancy A. Moser .....11,331  
Jo Anne Barnes .....11,312  
Gillian H. Ortega .....10,604  
Alan Brown .....9,736  
Karen B. Ford .....9,420  
Jill Moore .....9,230  
Kendra Crist Cross .....8,927  
Elizabeth Sanchez .....5,730

### Emerald

Gloria Mayfield Banks\*\*\* .....\$47,472  
Kathy S. Helou\* .....37,699  
Debi R. Moore\* .....25,271  
Sherry Giancristoforo\*\* .....25,179  
Dacia Wiegandt .....22,796  
Doris Jannke .....21,879  
Consuelo R. Prieto .....20,645  
Jamie Cruse-Vrinos .....20,426  
Yvonne S. Lemmon .....19,043  
Kerry Buskirk\* .....18,855  
Cindy Fox\* .....18,175  
Lily Orellana .....17,057  
Janet Tade\* .....16,553  
Cathy Bill\* .....15,875  
Mona Butters .....15,635  
Pamela Tull .....14,806  
Cathy Phillips .....14,704  
Kay E. Elvrum .....14,070  
Shelly Gladstein .....13,752  
Miriam Gomez-Rivas .....13,733  
Joanne R. Bertalan\* .....13,553  
Kym A. Walker\* .....12,994  
Jackie LaPrade .....12,437  
Sabrina Goodwin Monday .....12,201  
Brenda Segal\* .....12,035  
Crisette M. Ellis .....11,863  
Jo Reynal Rogers .....11,685  
Natalie Privette-Jones .....11,457  
Kathy Rodgers-Smith .....11,268  
Barbara Whitaker .....10,487  
Judy Harmon .....9,999  
Cristi Ann Millard .....9,742  
Sherry A. Alexander .....9,721  
Dawn Otten-Sweeney .....9,577  
Irene A. Shea .....8,933  
Regina Hogue .....8,918  
Joanne Hollingsworth .....8,333  
Nora L. Shariff\* .....8,309  
Carmen Rios .....7,828  
Francie McBeth .....6,785  
Esther Whiteleather .....6,255  
Pamela Cheek .....5,290  
Phyllis R. Sammons .....5,149

### Pearl

Nan Stroud\*\*\* .....\$60,653  
Cheryl Warfield\*\* .....32,464  
Darlene Berggren\* .....31,792  
Jan Harris\* .....31,250  
Cindy A. Williams .....29,146  
Halina Rygiel\* .....27,214  
Stacy L. James\* .....26,411  
Pamela Waldrop Shaw .....24,439  
Anita Tripp Brewton .....24,238  
Mary C. Estupian-Martel\* .....22,559  
Rosa Jackson\* .....22,185  
Jackie Swank\* .....21,457  
Lise T. Clark\* .....16,714  
Maureen S. Ledda\* .....16,665  
Elizabeth Fitzpatrick\* .....15,813  
Sandy Miller .....15,662  
Nancy Bonner\* .....15,173  
Monique Todd Balboa .....14,698  
Shirley M. Oshiro .....14,549  
Anabell Rocha .....14,470  
Julie Krebsbach .....14,329  
Bett Vernon .....13,868  
Allison LaMarr .....13,670  
Lynda Jackson\* .....13,336  
Glinda McGuire .....13,079  
Wilda DeKerlegand\* .....12,883  
Sylvia Kalicak .....12,518  
Wadeen Claxton-Prince .....12,372  
Beatrice Powell .....12,131  
Pat Campbell .....11,905  
Ruth Theodocion .....11,468  
Robin Rowland .....11,349  
Maureen Myers .....11,270  
Kathy C. Goff-Brummett .....11,096  
Cathy E. Littlejohn .....11,042  
Barbara Stimach\* .....10,284  
Linda Kirkbride .....10,102  
Jane Studrawa .....9,838  
Sonja Hunter Mason .....9,633  
Deb Pike .....8,532  
Rosalie Ann Medjesky .....8,082  
Kathy Jones .....8,031  
Mary Pat Raynor .....6,011  
Bettye M. Bridges .....5,995

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD



# diamond/diamante

## new debuts/debutes December/diciembre

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources," click on "DIQ Program."/Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



**ChrisDean Epling**  
Springville, Utah  
J. Partridge Unit

**Danielle G. Koger**  
Sewell, N.J.  
M. Farmer Unit

**Christy Lee McDaniel**  
Taylor, Texas  
J. Lopez Unit

**Milvia Morales**  
Sykesville, Md.  
E. Benitez Unit

**Ngozi Onuoha**  
Stroudsburg, Pa.  
J. Ukah-Ogbonna Unit

**Felicia Deneene West**  
Newark, N.J.  
B. Spriggs Unit

Congratulations to Sales Directors **Mary K. Bower**, Paynesville, Minn., D. Lieser Unit; **Dannia Corella**, Freehold, N.J., M. Sagal-Gaona Unit; **Laura Espinosa**, Charlotte, N.C., I. Fernandez Unit; **Saida Flores**, Fort Mill, S.C., A. Rodriguez Unit; **Antonia Franco**, Beltsville, Md., A. Benitez Unit; **Nina Faye Irvin**, Walls, Miss., M. Eades Unit; **Maria Jimenez**, Miami, M. Rolo Unit; **Teanna Marie Lambert**, Tipp City, Ohio, T. McRann Unit; **Diana Rocío Lozano**, Lake Worth, Fla., D. Urbina Unit; **Ileen Maxwell**, Brookings, S.D., J. Johnson Unit; **Fatu McIntosh**, Beltsville, Md., O. Akinyoyenu Unit; **Mehrnaz Nazmi**, Thousand Oaks, Calif., S. Carlson Unit; **Melissa Ann Noe**, Lancaster, Ky., H. Brown Unit; **Damaris Osorio**, East Boston, Mass., A. Aldana Unit; **Josefina Danne Osorio**, Durham, N.C., L. Mazuera Unit; **Adela Ramirez**, Denver, M. Holguin Unit; **Cristela Rangel**, Humble, Texas, M. R. Donjuan Unit; **R. Jazmin Reyes**, Alexandria, Va., A. Garcia-Herrera Unit; **Teodora Sanchez**, Dayton, Texas, L. Zarza Unit; **Angela Scott**, Canton, Mich., C. Smith Unit; **Mary C. Sola**, Revere, Mass., B. Sola Unit; **Erika M. Solis**, Fresno, Calif., A. Toscano Unit; **Jeana W. Stillings**, Big Lake, Minn., J. Nielsen Unit; **Andrea Tober**, Oak Hills, Calif., C. Hayes Unit; **Altagracia Valdez**, West Covina, Calif., G. Gavilanes Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición

Photos must be received from New Director Education Week two months after the debut date to be included in print./A fin de poder publicarse, las fotos tomadas en la Semana de Educación para Nuevas Directoras de Ventas deben recibirse dentro del periodo de dos meses después de la fecha de debut.

## Dean's List/Lista del Decano

(February 2007 debuts/debutes de febrero 2007)

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.



**Mooniemah Ramsaran**  
South Richmond Hill, N.Y.  
V. Bagnol Area  
Sapphire Seminar

Congratulations to Sales Directors **Shari Chapman**, Oswego, Ill., S. Miller Area, Pearl Seminar; **Meg Steward**, Sugar Hill, Ga., C. Kittson Area, Diamond Seminar; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

## Honors Society/Sociedad de Honor

(February 2007 debuts/debutes de febrero 2007)

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 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.

No qualifiers this month./No hubo quien calificara este mes.

## Fabulous 50s/Los Fabulosos 50

(August 2007 debuts/debutes de agosto 2007)

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.



**Lucia Carbajal**  
Houston  
G. Castaño Area

**Ruth L. Everhart**  
Bradenton, Fla.  
B. Sunden Area

**Maria D. Silva**  
Baytown, Texas  
G. Castaño Area

Congratulations to Sales Directors **Adela G. Briones**, Thornton, Colo., M. Rosas Area; **Maria E. Garfias**, Chicago, Diamond Go Give Area; **Lina Mazuera**, Davie, Fla., S. Páez Area; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

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## On the Write Track/En buen camino

(December 2007 debuts/debutes de diciembre 2007)

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 es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos durante los tres meses después de la fecha de su debut.

Dannia Corella  
Saida Flores

Maria Jimenez  
Diana Rocio Lozano

Milvia Morales  
Mehrnaz Nazmi

Ngozi Onuoha

Damaris Osorio

Cristela Rangel

Jeana W. Stillings

## 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 personal activas.

Aderonke O. Adeosun  
Juanita Aguirre  
Nelly Albino  
Ifeyinwa Amadi  
Nidia J. Angel  
Julie A. Apple  
Thalia V. Arzapala  
Rosa J. Avelar  
Norma A. Baca Caraveo  
Geri Bagley  
Samantha L. Baldwin  
Christie Barkley  
Kelly J. Barnhart  
Shirley A. Bradford  
Nicole M.  
Breeggemann  
Margo L. Britten  
Laura J. Brown  
Rina M. Burke  
Patricia Byington  
Maria R. Campoverde

Sabina Caro  
Konnie C. Chamberlain  
Chukwuemeka Chilaka  
Sonya Chittenden  
Kelly M. Cobb  
Kimberly Coolidge  
Pamela L. Copeland  
Silvia Cordero  
Michelle Cortez  
Ashley M. Cox  
Audrey L. Cross  
Asia De La Cruz  
Lori L. Diaz-Lane  
Ann M. Dowden  
Alfredia G. Drummer  
Linda D. Dyer  
Kimberley E. Eberwein  
Esther G. Exiga  
Maria M. Fernandez  
Mary K. Fichtinger  
Ramona L. Field

Julie A. Flax  
Veronica Flores  
Alma V. Funes  
Elvira Gallarzo  
Yaneth E. Garcia  
Margarita Gastelum  
Rosalina Gomez  
Alma Gonzalez  
Sabina Gonzalez  
Jaime Z. Gordon  
Leah M. Graves  
Peggy E. Green  
Angela R. Greer  
Cara R. Gullede  
Wanda R. Harris  
Julie A. Hayden  
Kelly O. Henderson  
Alicia A. Hernandez  
Maria I. Hernandez  
Marlin E. Hernandez  
Gloria R. Herrera

Brenda B. Hess  
Beth A. Hoffman  
Suzanne Howell  
Jazmin Jain  
Maria E. Jimenez  
Moriama Johnson  
Shaelah D. Johnson  
Jacqueline D. Jones  
Michelle A. Kelly  
Debra A. Kinne  
Yeni A. Lainez  
Maria I. Lara  
Misty I. Lawrence  
Melissa A. Lennon  
Jannette Levy  
Juana Lizama  
Sylvia Madrid  
Rocio Martinez  
Sandra S. Martinez  
Diana Mata  
Aracely McCoy

Lynn M. McDowell  
Flor D. Melendez  
Maria Mendoza-Arriaga  
Blanca C. Menjivar  
Amy L. Miller  
Adela Miranda  
Martha Montelongo  
Engret Y. Moore  
Angelina Morales  
Cristina Moreno  
Irma Moreno  
Clara D. Negron  
Theresa I. Nnagbo  
Mosi T. Odom  
Muteeat A. Ogungbenro  
Zulma I. Palacios  
Laura Perez  
Lenny M. Perez  
Johanna A. Plantijn  
Kristi M. Quinn  
Lisa Rabe

Tamiko S. Ralston  
Imelda Ramirez  
Maria D. Ramirez  
San Juana Reina-  
Balderas  
Susana Reyes  
Melia L. Richardson  
Alejandra Rivera  
Lisa J. Robinson  
Alma V. Rodriguez  
Maribel Rodriguez  
Veronica Rodriguez  
Brenda L. Rogers  
Alejandra Roldan  
Pura Romero  
Rosy M. Rosas  
Mirna A. Sanchez  
Cecilia Santillan  
Jennifer F. Sebbas  
Kelsi R. Sims  
Christy L. Snow

Veltis Soriano  
Kellie M. Spears  
Judy A. Sumpter  
Sara M. Swift  
Vicki Sylvain  
Lindsey S. Taylor  
Maria Felix Torres  
Jan Marie Tucker  
Lisa M. VanPatten  
Maria T. Vazquez  
Yanet Velasco  
Donnessa Victor  
Jennifer J. Vigil  
Linda M. Voundy  
Melissa A. Walczak  
Dorothy J. White  
Misshay R. White  
Beth Wiese  
Jamie M. Wise  
Stephanie L. Wooley  
Sarah N. Yame

## 13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during February./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante 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 Valorie Jean White.....\$5,768.23  
Sales Director Felicia Ifeyinwa Nweze.....2,209.58  
Sales Director Linda C. Weniger.....2,167.72  
Sales Director Arianne C. Morgan.....2,002.59  
Sales Director Ava Lynn Roberts.....1,956.11  
Sales Director Ruth Ojibeka.....1,762.80  
Sales Director Silvia Sanchez.....1,653.34  
Sales Director Deb A. Hegland.....1,580.51  
Dianne L. Lambert, P. Sperling Unit.....1,504.78

Sales Director Joyce M. Conant.....1,494.68  
Sales Director Magdalena Diaz de Leon.....1,481.16  
Sales Director Karime Rosas.....1,454.47  
Sales Director Anayanci Canales.....1,437.09  
Tina Marie Kocourek, S. Pankow Unit.....1,394.97  
Sales Director Lisa A. Stengel.....1,388.04  
Sales Director Teresa A. Lischwe.....1,385.41  
Sales Director Blanca E. Arroyo.....1,380.99  
Sales Director Maria Flores.....1,375.63

Sales Director Michelle L. Farmer.....1,371.86  
Sales Director Nicole Ann Solomon.....1,357.23  
Sales Director Brenda Bennett.....1,347.97  
Sales Director Leah D. Dade.....1,347.81  
Sales Director Melinda M. Balling.....1,344.69  
Sales Director Jodi Van Leeuwen.....1,318.85  
Sales Director Terri J. Beckstead.....1,318.62

**Be sure to check out *Ovation*® on the first of every month for more recognition.** Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "*Ovation*®."/**No olvides consultar *Ovación*™ el primer día de cada mes para ver más reconocimiento.** Visita el sitio electrónico *Mary Kay InTouch*® y en "Recursos," haz clic en "Publicaciones" y luego en *Ovación*™.

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## 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

<b>86 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Silvia Sanchez	5
<b>80 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Ana Solis	6
<b>59 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Blanca Arroyo	8
<b>57 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Clara Fuentes	5
<b>40 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Josefa Rosario	5
<b>35 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Yesenia Mendez	5
<b>33 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Nicole Solomon	5
<b>29 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Maria Flores	5
<b>28 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Rosa Rivera	5
Sales Director Luciana Zook	5
<b>27 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Silvia Villa	7
<b>26 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Linda Faye Dowell	5
<b>25 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Rita Obrochta	5
Sales Director Ruth Ojibeka	5
<b>20 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Felicia Nweze	8
Sales Director Mariana Santos	5
<b>19 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Juana Chihuahua	5
Sales Director Maria Ortiz	5
<b>17 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Teresa Lischwe	6
Sales Director Macaria Ramirez-Santana	10
Sales Director Bertha Reed	5
<b>16 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Eitelia Valdez-Cruz	5
<b>15 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Robbie Brannon	6
Sales Director Gloria Gavilanes	5
Sales Director Melissa Jensen	5
Sales Director Georgina Ochoa	5
Sales Director Alma Torres	5
<b>14 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Juana Vega	5
<b>13 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Jill Kimple	5
<b>12 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Kim Meyers	5
Sales Director Denise Miller Silas	6
<b>11 GOLD MEDALS/MEDALLAS DE ORO</b>	
Virginia Alverson, S. Alverson Unit	5
Sales Director Martha Hernandez	5
Sales Director Graciela Valadez	7
<b>10 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Terri Francis-Ahlfeld	6
Sales Director Heidi LeBeau	5
<b>9 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Theresa Carroll	5
Sales Director Keysi Colon	5
Sales Director Veronica Johnson	6
Sales Director Janis Onstott	5
<b>8 GOLD MEDALS/MEDALLAS DE ORO</b>	
Sales Director Wendy Haas	6
Dianne Lambert, P. Sperling Unit	11

Sales Director Carla Randall	5
Kimberly Ryan, J. Rentz Unit	7
Sales Director Felisa Winfield	9

### 7 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Gloria Alvarado	5
Sales Director Nicole Brown	5
Mercedes Cruz, M. Reyes Unit	5
Sales Director Magdalena Diaz de Leon	5
Sales Director Mercedes Estrada	7
Sales Director Heather Julson	5
Sales Director Sandra Langford	5
Sales Director Maria Matthews	5
Sales Director Jody Young	6

### 6 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Terri Beckstead	7
Sales Director Carol Cobbs	7
Sales Director Sara Galvan	5
Sales Director Consuelo Hernandez	5
Sales Director Rosetta Hunt	7
Sales Director Suzanna Scheidell	5
Sales Director Nicole Shelton	5
Sales Director Neressa Wilkins	7

### 5 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Ann Anyanwu	6
Sales Director Leonor Colin	6
Sales Director Marisa Duncan	7
Sales Director Maria Escobedo	6
Sales Director Bertha Mira	5
Sales Director Alicia Morales	6
Sales Director Andrea VanderStelt	5
Sales Director Jo Ellen Weavering	5

### 4 GOLD MEDALS/MEDALLAS DE ORO

Sales Director Angelina Ayon	5
Sales Director Nelly Benavides	5
Tracy Chubbs, S. Richter Unit	5
Sales Director Sonya Coleman	5
Sales Director Nancy Kaye	5
Ola Kemp, G. Janda Unit	5
Sales Director Kathleen Larson	5
Sales Director Darlene Misciagno	8
Sales Director Ngozi Onuoha	5
Sales Director Adalgisa Quinonez	6
Alejandra Ramirez, L. Spadlowski Unit	12
Sales Director Cristela Rangel	7
Sales Director Kristin Rogers	8

### 3 GOLD MEDALS/MEDALLAS DE ORO

Sara Cone, M. Lopez Unit	8
Mariela Gonzalez, B. Arroyo Unit	5
Sales Director Judy Higgins	6
Laurie Jamieson, T. Newton Unit	12
Sales Director Juana Medina Mora	5
Gloria Ocampo, S. Paez Unit	7
Sales Director Juana Rivera	9
Delmi Santos, G. Maldonado Unit	10
Nelida Vargas, M. Vargas Unit	12

### 2 GOLD MEDALS/MEDALLAS DE ORO

Olubunmi Awosika, T. Agunbiade Unit	6
Lisa Beltz, P. Genkinger Unit	12
Lisa Benson-El, B. Spriggs Unit	8
Maria Chavez, L. Abadia Carranza Unit	12
Sales Director Debbie Clark	7
Gloria Coronel, M. Ortuno Unit	8
Nancy Dunlap, E. Ludd Unit	5
Sales Director Maricela Gonzalez	5
Sales Director Sheila Hamlin	9
Sales Director Joni Helton	5
Yasmin Hernandez Cruz, M. Gonzalez Unit	7
Maria Ibarra, M. Reyna Huerta Unit	7
Maria Jauch, A. Allgood Unit	5
Sales Director Krista Johnson	7
Sales Director Wanda Lewis	8
Ana Maria Lopez, M. Garfias Unit	8
Sales Director Maria Mendoza	5
Adolfo Monge, I. Venegas Unit	5
Rose Ndasi, Y. Tazem Unit	5
Clara Negron, M. Koo Unit	10

Magdalena Ortiz, A. Sanchez Unit	5
Neli Palencia, M. Gonzalez Unit	7
Rebekah Phillips, T. Satcher Unit	5
Elizabeth Saffin, A. Knab Unit	5
Sales Director Debi Salmon	6
Lilian Santos, S. Mejia Unit	8
Marlene Serrano, G. Esparza Unit	5
Coralynn Smith, P. Green Unit	11
Meredith Taylor, V. Diaz Unit	11
Sales Director Ann Williams	5

### 1 GOLD MEDAL/MEDALLA DE ORO

Elvia Aguilera, N. Perez Unit	8
Juanita Aguirre, R. Molina Unit	5
Nelly Albino, G. Reyes Unit	8
Ifeyinwa Amadi, N. Onuoha Unit	5
Ifeoma Anagbogu, C. Ugokwe-Udemba Unit	7
Nidia Angel, S. Paez Unit	5
Reina Ardon, M. Ramirez-Santana Unit	5
Thalia Arzapala, J. Alfaro Unit	6
Mayra Bencomo, A. Paredes Unit	5
Maria Blanco, N. Ascencio Unit	5
Nicole Breeggemann, H. Kenealy Unit	5
Sales Director Johanna Buenrostro	5
Debbie Buente, J. Dutton Unit	5
Sales Director Norma Carcamo	5
Sabina Caro, Z. Ho Miranda Unit	6
Chukwuemeka Chikaka, N. Onuoha Unit	5
Catherine Chukuka, N. Onuoha Unit	9
Monica Cook, M. Quinn Unit	5
Audrey Cross, C. McDaniel Unit	5
Silvana Cucuta, M. Pedroza Unit	5
Michelle Custer, E. Hembd Unit	6
Kathleen Duke, J. Weaverling Unit	5
Sales Director Patricia Escalante	5
Esther Exiga, M. Gonzalez Unit	5
Sales Director Elizabeth Franco	5
Catalina Garcia, M. Gonzalez Unit	5
Rosa Garcia, N. Canales Unit	5
Michelle Goodgion, T. Wolterstorff Unit	6
Julie Hayden, J. Sharla-Coffman Unit	5
Gloria Herrera, A. Garcia-Herrera Unit	5
Lisa-Marie Hintze, R. Everhart Unit	9
Francis Jarquin, J. Mitchell Unit	5
Kristen Johnson, C. Dickson Unit	5
Tina Kocourek, S. Pankow Unit	7
Soraya Loaiza, M. Cruz Unit	9
Rocio Martinez, L. Sanchez Unit	6
Annette McCracken, A. Bonaparte-Watts Unit	6
Lindsey McFadden, K. Cowdell Unit	7
Blanca Menjivar, A. Garcia-Herrera Unit	6
Brenda Merriam, K. Foster Unit	5
Irma Moreno, B. Perez Unit	5
Tammy Murphy, S. Grinstead Unit	5
Theresa Nnagbo, F. Nweze Unit	5
Victoria Nwogu, R. Ojibeka Unit	6
Evangelina Ochoa, A. Solis Unit	5
Zulma Palacios, M. Perez Unit	6
Lenny Perez, A. Garcia-Herrera Unit	8
Kristi Quinn, P. Sperling Unit	6
Imelda Ramirez, M. Barranco Unit	6
Maria Ramirez, P. Escalante Unit	5
Francisca Ramirez-Arroyo, O. Ramirez Unit	5
Alma Rodriguez, R. Fernandez Unit	8
Veronica Rodriguez, M. Brito Unit	7
Pura Romero, Y. Espinal Unit	5
Rosy Rosas, D. Ponce Unit	5
Alicia Sanchez, C. Perez Unit	5
Mirna Sanchez, G. Maldonado Unit	8
Lindsey Taylor, K. Cowdell Unit	5
Maria Felix Torres, N. James Unit	6
Luisa Urena Mora, J. Ortiz Unit	5
Maria Vallejo, A. Allgood Unit	5
Lisa VanPatten, L. Tate Unit	6
Yanet Velasco, C. Perez Unit	5
Iliana Ventura, D. Ventura Unit	5
Liliana Villegas, M. Casillas Unit	6
Linda Voundy, C. Gates Unit	5



# 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 2008 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 2008.

### Diamond/Diamante

Kim I. Cowdell.....	\$114,213
Ada Y. Garcia-Herrera.....	99,389
Arianne C. Morgan.....	97,856
Pat A. Nuzzi.....	90,279
Valorie Jean White.....	87,267
Cecilia C. James.....	83,922
Yvonne Tazem.....	83,876
LaRonda L. Daigle.....	83,025
Cynthia L. Frazier.....	80,374
Terrri J. Beckstead.....	72,032
Maricarmen Gonzalez.....	70,469
Amy Lynn Allgood.....	69,345
Vivian Diaz.....	66,343
Peggy Sperling.....	65,961
Virginia Rowell.....	65,002
Piper R. Mullin.....	64,407
Audrey K. MacDowall.....	63,502
Ana X. Solis.....	62,382
Mary Kathryn King.....	61,657
Felicia Ifeyinwa Nweze.....	60,263
Priscilla McPheeters.....	58,977
Lisa A. Stengel.....	58,858
Ruth L. Everhart.....	58,524
Connie L. Russo.....	58,149
Faith A. Gladding.....	57,872
Melissa R. Hennings.....	56,450
Joy H. Rentz.....	56,251
Gladis Maldonado.....	56,106
Maritza Estela Gonzalez.....	56,104
Eileen M. Huffman.....	55,403
Marsha Morrisette.....	54,543
Andrea Shields.....	54,149
Denise M. Cadenhead.....	53,694
Ivonne Hernandez.....	53,380
Barbara E. Roehrig.....	53,245
Karen L. Kunzler.....	52,882
Krista A. Johnson.....	52,740
Brenda Bennett.....	52,555
Nancy Fox Castro.....	50,384
Diane Ferguson-Mentiply.....	50,127
Jenny Siemonsma.....	49,801
Julie Schlundt.....	49,709
Ruth Ojibeka.....	49,449
Cindy S. Kriner.....	49,389
Evelita Valdez-Cruz.....	47,881
Kristen C. Spiker.....	47,315
Gina Rodriguez.....	46,501
Ava Lynn Roberts.....	46,353
Mary P. Creech.....	46,231
Patricia Carr.....	45,953
Joye Z. Stephens.....	45,511
Betty McKendry.....	45,484
Julie Danskin.....	45,206
Evelinda Diaz.....	44,958
Lynnea E. Tate.....	44,885
Brenda K. Howell.....	44,617
Karime Rosas.....	44,370
Ngozi Onuoha.....	44,216
Deb A. Hegland.....	44,208
Nancy Polish Dove.....	44,022
Melinda M. Balling.....	43,839
Anayanci Canales.....	43,664
Barbara H. Peterson.....	43,554
Susan Hattlem Weeks.....	43,143
Ana Carolina Alvarez.....	43,110
Kelly Willer-Johnson.....	42,821
Magdalena Diaz de Leon.....	42,787
Elvi S. Lamping.....	42,696
Susan J. Pankow.....	42,572
Mery C. Ramirez Bravo.....	42,536
Pamela K. Perkins.....	42,531
Blanca E. Arroyo.....	42,529
Nma Roz Okeke.....	42,428
Yoanni Espinal.....	42,402
Audrey J. Doller.....	42,160
Michelle L. Farmer.....	41,846
Norma Lee Shaver.....	41,828
Denise M. Guthrie.....	41,390
Gertie Janda.....	41,317
Kathy M. Viola.....	41,236
Carol Lee Johnson.....	40,678
Judy Higgins.....	40,672
Stephanie A. Richter.....	40,611
Ann W. Knab.....	40,391
Shelly Palen.....	40,278

Mariann Biase Mason.....	40,264
Donna J. Saguto.....	40,260
Noemi C. Jaimes.....	40,255
Rhonda Jean Taylor.....	40,070
Rebeca Alvarado.....	40,066
Blanca M. Vasquez.....	39,571
Nuvia Ascencio.....	39,003
Chatney Gelfius.....	38,979
Holly V. Crumley.....	38,403
LaRonda L. Daigle.....	38,361
Susan M. McCoy.....	37,964
Joyce M. Conant.....	37,953
Aishat Bola Koya.....	37,747
Lara F. McKeever.....	37,659
Maggie Butcher.....	37,620

### Ruby/Rubí

Ekene S. Okafor.....	\$213,589
Olubunmi Ebiwonjumi.....	134,215
Thessy Nkechi Nwachukwu.....	116,910
Roli Akperi.....	94,012
Apollonia Nnediogo.....	
Onwuanaegbule.....	87,888
Kemi E. Madunta.....	86,579
Phina N. Onwuachi.....	84,619
Anne Obiageli Akanonu.....	80,180
Dorothy C. Ibe.....	79,732
Augusta C. Onyenemere.....	76,629
Oye A. Onuoha.....	76,206
Stella Nwokozie-Pius.....	70,462
Stephanie Harvey Valure.....	70,026
Adaora Eucharika Umeh.....	68,351
Chioma Ajaebu.....	66,603
Krystal D. Downey-Shada.....	66,153
Julie Brindell Sapp.....	64,324
Sonya F. Goins.....	64,131
Somer Ballard Carter.....	62,138
Patricia Onyeise.....	61,674
Judie Roman.....	61,497
Sheryl K. Goins.....	61,034
Debbie A. Elbrecht.....	60,919
Mudupe M. Bajomo.....	60,799
Joyce Omene.....	60,712
Marnie R. Yunger.....	58,060
Kaye Driggers.....	57,609
Kathleen C. Savorgnan.....	57,257
Vicki S. Lindsay.....	56,646
Christy M. Cox.....	55,835
Maureen Uzorka.....	55,745
Kali DeBlander Brigham.....	55,429
Nancy D. Marshall.....	54,494
K. T. Marie Martin.....	54,347
Olufunke Monisola Akinokun.....	52,030
Corrin Cresci.....	51,587
Courtney Leanne Armstrong.....	50,633
Jami Lynn Jablonski.....	49,732
Judy Lund.....	49,497
Lisa Anne Harmon.....	49,377
Maribel Olivares.....	49,275
Titilayo Onasanya.....	48,612
Kimberly Cavarretta.....	48,362
Kate Onyekere.....	48,199
Helen Naomi Godswill.....	48,079
Jacqueline Donna.....	47,995
Linda Omene.....	47,933
Eusebia Bonilla.....	47,488
Tina A. Jhin.....	47,231
Breda M. Teal.....	47,103
Janet M. Gammill.....	46,905
Sheila K. Valles.....	46,670
Vanessa R. Upkins.....	46,453
Debra Moore Kinley.....	46,249
Kathy Monahan.....	45,489
Eva E. Holguin.....	45,357
Eleanor M. Reigel.....	45,172
Margi S. Eno.....	45,000
Michelle G. Jones.....	44,634
Brenda Fenner.....	44,344
Gina Beekley.....	43,178
Susan K. Lense.....	43,177
Barbara L. Harrison.....	43,017
Lee A. McCarthy.....	43,010
Inez M. Thayer.....	42,883
Diane Covington.....	42,464
Sherry L. Bailey.....	42,212
Connie A. Brinker.....	41,619

Karen Pappas.....	41,590
Phuong L. White.....	40,880
Jennifer I. Ehimika.....	40,538
Laura A. Kattenbraker.....	40,206
Gloria Dominguez.....	40,197
Veronica M. Wilkins.....	39,906
Suzanne Moeller.....	39,886
Robin R. Tucker.....	39,536
Sherrie L. Clemons.....	39,474
Rose Mary Neel.....	39,041
Muy Onumodu.....	38,959
Lupita G. Ramirez.....	38,482
Cheryl O. Fulcher.....	38,087
Nina Borislovav Shull.....	37,653
Darla L. Issa.....	37,630
Angie Moll.....	37,577
Sylvia Limon Martinez.....	37,148
Jeanie Ripley.....	37,142
Mirna M. Garcia.....	37,024
Becky M. Xepoleas.....	36,951
Elizabeth Medernach.....	36,820
Victoria Nonyelum Anaduaka.....	36,780
Jacqueline N. Alford.....	36,718
Jennifer Jean McNulty.....	36,475
Mary Jo Dallen.....	36,404
Cindy P. Markowski.....	36,391
Graceanne S. Williams.....	36,244
Jodi L. Thomas.....	36,085
Donna Clark.....	36,052
Susie Moore.....	35,904
Peggy Young.....	35,872
Cissy E. Warren.....	35,553

### Sapphire/Zafiro

Heather A. Plasencia.....	\$77,795
Giana Marelli Bonheur.....	65,495
Lindsey K. Beauchamp.....	63,561
Lyris Yee.....	62,974
Kristi M. Nielsen.....	62,551
Tracy Potter.....	60,917
Jennifer L. Semelsberger.....	58,388
Shaniece M. Wise.....	57,338
Cheri L. Taylor.....	57,243
Charlyn C. Eschette.....	56,164
Jahna L. Stone.....	56,114
Gena Prince.....	55,979
Julia Mundy.....	55,864
Debra A. Urbach.....	55,221
Zasha Noel Lowe.....	55,170
Maria G. Diaz.....	54,172
Julie Neal.....	51,944
Roxanne McInroe.....	51,062
Jill Beckstedt.....	50,298
Linda L. Quillin.....	50,141
Christy Bigham.....	49,173
Ruby Garner.....	48,923
Bonnie Crumrin.....	48,854
Virginia E. Curry.....	48,591
Candy I. Johnston.....	48,436
Julie M. Moreland.....	48,319
Ruth M. Hawkins.....	48,050
Hilda Marrufo.....	47,959
Ann W. Sherman.....	47,121
Julie Weaver.....	47,111
Sylvia Boggs.....	46,875
Cheryl T. Anderson.....	46,788
Amy C. Hayes.....	46,749
Linné Lane.....	46,152
Sandy Altman Welch.....	45,510
Debbie A. Weld.....	45,448
Angelique M. Talbert.....	45,407
Laura Hernandez.....	45,200
Lady Ruth Brown.....	44,964
Tammy Romage.....	44,673
Kaye Yuen.....	44,617
Kathleen Bonadie.....	44,388
Moleda G. Dailey.....	44,314
Nicole Dianne Meier.....	43,106
Beverly M. Brown.....	43,005
Linda Klein.....	42,735
Oralla Gil.....	42,653
Sandra Bergman.....	42,306
Teodora Ahumada.....	42,245
Beth S. Austin.....	42,166
Frances Woodham.....	41,911
Satarro Purnell.....	41,886

Ellen Ezekiel Farquharson.....	41,827
Magdalena Rodriguez.....	41,543
Randi Stevens.....	41,484
Blanca Celia Caceres.....	41,439
Jill L. Glockner.....	41,430
Kathy R. Bullard.....	41,362
Judy K. Johnson Englund.....	40,924
Ana Maria Barba.....	40,751
Ana Ruth Gomez.....	40,647
Paola J. Ramirez.....	40,643
Terry A. Hensley.....	40,605
Silisia Evans Moses.....	40,571
Vivian L. P. Smith.....	40,456
Elizabeth A. Poole.....	39,770
Mary C. Bernhardt.....	39,722
Maria Montes.....	39,510
G. Isela Cassidy.....	39,013
Kim B. Roberts.....	38,891
Pamela K. Nelson-Charlemagne.....	38,844
Phyllis I. Pinks.....	38,804
Nita Ann Godwin.....	38,556
Erin Jayne Antroinen.....	38,492
Angeles Herrera.....	38,350
Kelly Buirch.....	37,475
Linda F. Merritt.....	37,140
Gayle J. Green.....	36,886
Jodi L. Feller.....	36,870
Dwauna Maura.....	36,773
Alison Renee Jurek.....	36,658
Maria Zorabel Bernal.....	36,603
Sherri Ammons.....	36,482
Patsy Ann Burdine.....	36,418
Junanne B. Mosley.....	36,335
Joni D. Koontz.....	36,294
Nancy W. Pettaway.....	36,188
Melva M. Slythe.....	36,115
Joanna Helton.....	35,673
Leann Elaine Zondag.....	35,483
Brynn M. Blalock.....	35,463
Dena Smith.....	35,339
Linda A. Jones.....	35,282
Caroline Grady.....	35,238
Deanne Black.....	35,199
Harriet Pennick.....	35,133
Sherril Reindl.....	35,101
Lorraine S. Kigar.....	35,012
Peggy B. Sacco.....	34,932
Lynn Baer Roberts.....	34,924

### Emerald/Esmeralda

Helen Jakpor.....	\$71,383
Candy Jackson.....	68,315
Jane Okundaye.....	64,314
Hollie R. Sherrick.....	63,712
Pam Kelly.....	60,500
Auri Hatheway.....	60,073
Marianne L. Anderson.....	57,583
Denise G. Kucharski.....	56,377
Rose Campbell.....	56,243
Elaine K. Williams.....	55,618
Gale H. Slater.....	55,590
Kimbi L. Bartik.....	54,246
Ayobami O. Olusa.....	54,193
Pat Forehand.....	53,997
Maria Sanchez.....	53,599
Trisha Taylor.....	52,075
Denise M. Sowder.....	51,812
Kathy P. Oliveira.....	50,855
Emily Stone.....	50,829
Hope S. Pratt.....	50,424
Laura A. Armstrong.....	46,587
Karen A. Jorgenson.....	46,473
Holly Lynne Martin.....	45,191
Stacy D. Foust.....	43,750
Teresa Maynard.....	43,338
Thanya Olivia King.....	43,276
Heather A. Carlson.....	43,231
Bridget L. Shaw.....	42,718
Mercedes Maria Cruz.....	42,451
Caroline Nesbitt Osmon.....	41,905
Kathleen L. Holmberg.....	41,732
Kelly S. Shannon.....	41,637
Nancy Harder.....	41,362
J. L. Bolton.....	40,926
Traci L. Smith.....	40,894
Carolyn J. Bishop.....	40,618

Nancy A. Berlin.....	40,463
Jeanne R. DeVore Harris.....	40,263
Celsa Menjivar.....	39,817
Nancy L. DeFina.....	39,109
Annette D. Oxley.....	39,077
Grace Y. Adeoye.....	39,057
Christine J. Kurzawa.....	38,765
Sheila J. McCune.....	38,686
Linda Bradley.....	38,493
Stacy S. Gilson.....	38,492
Maria Grey Boza.....	38,014
Barbara Gizzo.....	37,900
Sheri L. Farrar-Meyer.....	37,872
Toya M. Drew.....	37,844
Kami Fredericks.....	37,807
Cathy Kazi.....	37,540
Marla Beddick.....	37,228
Michelle Hanslik Goins.....	37,139
Susie J. Serio.....	37,054
Connie S. Miller.....	36,992
Heather Michelle Matherly.....	36,880
Carolyn L. Lucas.....	36,647
Myrna I. Colon.....	36,358
Cathy Apicello-Schneithorst.....	36,357
Mayra Smalley.....	36,354
Holly E. Sanders.....	36,326
Tandy L. Ludin.....	35,641
Rosemary Mitchell.....	35,503
Casie Hembree.....	35,416
Paula Vander Vorste.....	35,340
Sue Uibel.....	35,176
Kimberly Dawn Reed.....	35,019
Pattie A. Robinson.....	34,986
Susan Houser.....	34,511
Abigail Madrid.....	34,428
Ann Shears.....	34,335
Deanna M. Smith.....	34,184
Christine Anderson Summers.....	34,146
Anna Joseph Peet.....	34,112
Anita Kay Cunningham.....	34,005
Nikki Knott.....	34,003
Maritza Lanuza.....	33,734
Grace Hull.....	33,675
Shara Mobley Gladden.....	33,503
Kay Dickerson.....	33,444
Kimberly Richardson Edwards.....	33,388
Karen E. Riddle.....	33,382
Lynne Worcester.....	33,313
Frankie Clapp.....	32,773
Vicki Powell.....	32,716
MaryAnn V. Knox.....	32,670
Dana Dean Cornalino.....	32,537
Rita Jean Barthel.....	32,501
Denise W. Montgomery.....	32,488
Anita Rodriguez.....	32,483
Barbara Pleet.....	32,475
Martha J. Roman.....	32,468
Brenda D. Elliott.....	32,355
Alyson R. Young-Guerra.....	32,341
Rosemary Soto.....	32,219
Joni Pritchard.....	32,107
Pamela J. Borghesani.....	31,916
April Leigh Price.....	31,787
Nancy Graham.....	31,607

### Pearl/Perla

Lisa Allison.....	\$87,960
Amie N. Gamboian.....	87,221
Elizabeth B. Muna.....	84,420
Kim L. McClure.....	81,266
Jeanie Martin.....	78,285
Sharon Smith Wisnoski.....	78,193
Kristin Myers.....	77,269
Holly L. Ennis.....	64,675
Janice Baxter Hull.....	64,036
Roya M. Mattis.....	60,007
Alicia Borkowska.....	59,401
Anne Geertsen.....	58,773
Alma Orrosta.....	58,259
Betsy C. Richard.....	57,881
Menina M. Givens.....	57,735
Sandra M. Munguia.....	55,092
Laura Poling.....	54,220
Patti Cornell.....	54,020
Jatashia A. Bennett Manson.....	53,544
Melissa Nix Henderson.....	52,215

Luz J. Diaz Almeyda.....	51,328
Tara Lynn Mitchell.....	51,280
Bertha Pearl Lindsay.....	49,542
Vicki Piccirilli.....	49,190
Cindy Machado-Flippen.....	48,727
Angel B. Toler.....	48,371
Amy Kitzell.....	48,196
Leah G. Nelson.....	47,166
Charlene Grubbs.....	47,089
Sandra Giraldo Kirchhoff.....	46,914
Mary Beth Pavuk.....	46,344
Sherry Moir.....	55,875
Stephani Estrada.....	45,553
Belle L. Martin.....	45,459
Evelyn Pirhalla.....	44,630
Shari M. Kirschner.....	44,367
Susan M. Mohlman.....	44,310
Betty B. Lucido.....	44,160
Barbara R. Johnson.....	44,039
Lisa Olivares.....	43,693
Denise M. Roberts.....	43,276
Stephanie Nicole Tran.....	43,010
Jo Shuler.....	42,962
LeAnne Brown.....	42,743
Jeraline B. Long.....	42,485
Halle Kathryn Simpson.....	42,000
Patricia Fitzgerald.....	41,991
Judy Brack.....	41,444
Carmen J. Felix.....	41,289
Barbara Ashworth.....	41,246
Lori L. Kreh.....	41,175
James Leigh Thompson.....	40,880
R. Sue Miller.....	40,862
Lia Rene Carta.....	40,833
Anita N. Conley.....	40,820
Reene Brooks.....	40,818
Richelle V. Barnes.....	40,525
Lid Michelle Lauchlan.....	40,097
Denise D. Williams.....	39,766
Kyla Jean Dodson.....	39,754
Kathryn L. Engstrom.....	39,674
Laurie C. Cole.....	39,641
Laura Michelle Spies.....	39,213
Ruthie Bresette-Mount.....	39,168
Terrí Lewis.....	39,141
Amy C. Schule.....	38,954
Jaime Marie Bittner.....	38,845
Jeanie K. Navkal.....	38,375
Tammarie M. Bradford.....	38,197
Andrea Lee Converse.....	37,409
Elaine Steinheiser.....	37,139
Caroline Williams.....	37,118
Rochelle Haight.....	36,922
Tina M. Wright.....	36,808
Kathy Eckhardt.....	36,730
Susan K. Janish.....	36,650
Judi Tapella.....	36,564
Barb Layman.....	36,397
Kathy Ahlwardt.....	36,353
Harriett Sharpe.....	36,228
Jean A. Wilson.....	36,208
Denise E. Crosby.....	36,038
Amy Stokes.....	36,017
Sally Ralph.....	35,829
Alma Oleia Otrera.....	35,811
Gloria Heyajime.....	35,652
Patty Webster.....	35,538
Amber D. Campbell.....	35,452
Joyce Bruder.....	35,290
Ella M. Chick-Power.....	34,968
Lena P. Hinton.....	34,760
Cathy A. Barnhart.....	34,623
Pat Ringnald.....	34,480
Angela P. LaFrance.....	34,385
Elizabeth A. Kent-McLaughlin.....	34,258
Jodie Gualano.....	34,227
Natacha Smith.....	34,063
Ikenwosa Ailo.....	34,019
Tammy A. Vavala.....	33,916
Maria Neatherton.....	33,885

# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Valorie Jean White .....\$16,648.08  
Kim I. Cowdell .....16,614.97  
Ada Y. Garcia-Herrera .....16,131.24  
Arianne C. Morgan .....13,307.91  
Vivian Diaz .....13,209.95  
Terri J. Beckstead .....12,937.32  
Evelinda Diaz .....12,916.25  
Pat A. Nuzzi .....12,857.40  
Maricarmen Gonzalez .....12,252.10  
Omosolape O. Akinoyenu .....11,658.13  
Priscilla McPeeters .....11,574.34  
Connie L. Russo .....11,487.00  
Cecilia C. James .....11,368.28  
LaRonda L. Daigle .....11,348.95  
Yvonne Tazem .....10,742.19  
Cynthia L. Frazier .....10,436.57  
Ruth Ojibeka .....10,162.39  
Krista A. Johnson .....10,111.97  
Felicia Ifeyinwa Nweze .....9,769.50  
Peggy Sperling .....9,642.45  
Ana X. Solis .....9,588.24  
Lisa A. Stengel .....9,506.35  
Evelita Valdez-Cruz .....9,354.74  
Faith A. Gladding .....9,324.05  
Melissa R. Hennings .....9,306.79  
Marsha Morrisette .....9,192.90  
Melinda M. Balling .....9,124.64  
Martha Kay Raile .....8,869.39  
Amy Lynn Algood .....8,818.85  
Heidi Geilzer .....8,812.41  
Yosaira Sanchez .....8,795.63  
Gina Rodriguez .....8,753.71  
Susan J. Pankow .....8,675.56  
Virginia Rowell .....8,661.40  
Maria Flores .....8,543.56  
Michelle L. Farmer .....8,399.46  
Audrey K. MacDowall .....8,356.44  
Julie Garvey .....8,231.18  
Blanca E. Arroyo .....8,208.51  
Brenda Bennett .....8,200.57  
Barbara E. Rohrlich .....8,022.63  
Eileen M. Huffman .....8,018.79  
Audrey J. Dolfer .....7,975.35  
Karime Rosas .....7,959.89  
Maritza Estela Gonzalez .....7,934.56  
Mary Kathryn King .....7,922.73  
Andrea Shields .....7,849.50  
Denise M. Chadhead .....7,792.94  
Linda C. Weniger .....7,721.82  
Julie Danskin .....7,721.44  
Silvia Sanchez .....7,694.71  
Piper R. Mullin .....7,663.32  
Deb A. Hegland .....7,649.81  
Joyce M. Conant .....7,636.18  
Brenda K. Howell .....7,611.76  
Gladys C. Reyes .....7,593.68  
Noelia James .....7,455.19  
Mary P. Creech .....7,418.43  
Julie Schludt .....7,376.02  
Ruth L. Everhart .....7,371.57  
Joy H. Rentz .....7,366.27  
Nancy Ashton .....7,354.45  
Susan K. Carlson .....7,318.53  
Holly V. Crumley .....7,303.78  
Nancy Fox Castro .....7,295.59  
Juanita Gudino .....7,273.73  
Mary Beissel .....7,259.43  
Deanna L. Spillman .....7,258.68  
Jenny Siemonsma .....7,235.14  
Betty McKendry .....7,227.28  
Karen L. Kunzler .....7,193.10  
Nancy Polish Dove .....7,174.84  
Magdalena Diaz de Leon .....7,152.23  
Rose Rodriguez .....7,097.98  
Rosa C. Fernandez .....7,077.16  
Shelly Palen .....7,061.92  
Ava Lynn Roberts .....7,050.82  
Anayanci Canales .....7,029.03  
Sheryl Peterson .....7,016.50  
Linda Spadowski .....6,991.72  
Emily Sims .....6,905.98  
Lara F. McKeever .....6,852.21  
Ngazi Onuoha .....6,816.56  
Mery C. Ramirez Bravo .....6,813.56  
Ana Carolina Alvarez .....6,752.08

Norma Lee Shaver .....6,743.23  
Ivonne Hernandez .....6,696.98  
Gladis Maldonado .....6,694.08  
Meyra Esparza .....6,671.88  
Carol Lee Johnson .....6,655.23  
Donna J. Saguto .....6,624.61  
Yoanni Espinal .....6,580.39  
Barbara H. Peterson .....6,574.60  
Diane Ferguson-Mentiply .....6,540.78  
Suzanne T. Young .....6,493.36  
Kelly Willer-Johnson .....6,464.11  
Kristen C. Spiker .....6,363.63  
Anne Newcomb .....6,356.09  
Rhonda Jean Taylor .....6,328.11  
Deborah Dudas .....6,263.05

### Ruby

Ekene S. Okafor .....\$33,801.82  
Thessy Nkechi  
Nwachukwu .....30,798.47  
Dorothy C. Ibe .....18,532.08  
Olubunmi Elwionjumi .....18,098.17  
Oye A. Onuoha .....17,107.08  
Appollonia Nnediogo  
Onwuanaegbule .....15,207.58  
Anne Obiageli Akanonu .....12,537.70  
Joyce Omene .....12,211.93  
Phina N. Onwuachi .....12,044.45  
Stella Nwokoye-Plus .....11,398.08  
Roli Akperfi .....11,279.16  
Chioma Ajaegbu .....11,246.49  
Kemil E. Madunta .....11,143.74  
Helen Naomi Godswill .....10,628.61  
Augusta C. Onyenemere .....10,441.34  
Adaora Eucharika Umeh .....10,056.07  
Mudupe M. Bajomo .....9,698.67  
Sheryl K. Goins .....9,665.57  
Marnie R. Yunger .....9,407.81  
Stephanie Harvey Valure .....9,148.56  
Judie Roman .....8,777.43  
Kate Onyekere .....8,684.76  
Kathy Monahan .....8,576.24  
Sheila K. Valles .....8,535.64  
Olufunke Monisola  
Akinokun .....8,530.87  
Somer Ballard Carter .....8,483.93  
Krystal D. Downey-Shada .....8,436.76  
Nancy D. Marshall .....8,434.54  
Jennifer I. Ehimika .....8,368.38  
Kathleen C. Savorgnan .....8,365.92  
Nina Jonah-Ndukwe .....8,336.28  
Julie Brindell Sapp .....8,211.21  
Patricia Onyise .....8,207.75  
Sonya F. Goins .....8,140.33  
Gloria Dominguez .....8,113.41  
K. T. Marie Martin .....8,039.75  
Corrin Cresci .....8,029.63  
Sherril L. Clemons .....8,009.98  
Debbie A. Elbrecht .....7,956.38  
Gina Beekley .....7,920.70  
Vicki S. Lindsay .....7,776.65  
Eusebia Bonilla .....7,666.21  
Maribel Olivares .....7,577.80  
Breda M. Teal .....7,547.07  
Kali DeBlender Brigham .....7,542.06  
Jacqueline Donna .....7,379.71  
Karen Pappas .....7,329.85  
Mary A. Mack .....7,277.78  
Diane Covington .....7,211.57  
Connie A. Brinker .....7,152.28  
Janet M. Gammill .....7,148.03  
Carmen Nunez .....7,136.60  
Kimberly Cavarretta .....7,085.94  
Barbara L. Harrison .....7,082.51  
Titilayo Onasanya .....7,052.30  
Kaye Driggers .....7,044.86  
Christy M. Cox .....6,954.24  
Judy Lund .....6,937.80  
Maureen Uzorka .....6,853.67  
Julie Smith .....6,814.78  
Vanessa R. Upkins .....6,791.74  
Phuong L. White .....6,789.14  
Courtney Leanne  
Armstrong .....6,769.89  
Eva E. Holguin .....6,734.07  
Sylvia Limon Martinez .....6,666.78

Susan K. Lenser .....6,658.04  
Laura A. Kattenbraker .....6,645.65  
Lee A. McCarthy .....6,638.02  
May Onumodu .....6,632.08  
Lisa Anne Harmon .....6,609.51  
Jacqueline N. Alford .....6,590.49  
Michelle M. Visco .....6,495.14  
Lupita G. Ramirez .....6,445.32  
Donna Clark .....6,411.61  
Brenda Fenner .....6,386.38  
Jami Lynn Jablonski .....6,384.56  
Rose Mary Neel .....6,343.28  
Linda Omene .....6,261.95  
Mary Jo Dallen .....6,251.57  
Gina M. Gildone .....6,241.39  
Sue Cox .....6,192.14  
Cissy E. Warren .....6,173.31  
Jennifer Jean McNulty .....6,166.74  
Mirna M. Garcia .....6,142.31  
Tina A. Jhin .....6,112.62  
Eleanor M. Reigel .....6,088.66  
Laurie Hallock .....6,081.73  
Debra Moore Kinley .....6,048.71  
Amber L. Faulk .....5,961.35  
Inez M. Thayer .....5,932.85  
Cindy P. Markowski .....5,909.34  
Bonnie Brannan .....5,867.61  
Suzanne Moeller .....5,799.25  
Peggy Young .....5,789.40  
Diana Gutierrez .....5,762.37  
Alicia Bivens-Jones .....5,755.14  
Julie Thomas .....5,752.94  
Florence N. Ohen .....5,694.16  
Mary Alice Dell .....5,604.21  
Lisa Baker .....5,602.37

### Sapphire

Paola J. Ramirez .....12,177.82  
Julia Mundy .....10,715.52  
Heather A. Plasencio .....10,346.28  
Maria G. Diaz .....9,809.49  
Tracy Potter .....9,564.23  
Julie Weaver .....9,439.04  
Melva M. Stythe .....9,369.82  
Roxanne McInroe .....9,222.98  
Jill Beckstead .....9,181.08  
Ladi Ruth Brown .....9,025.72  
Jennifer L. Semelsberger .....8,895.63  
Gena Prince .....8,859.12  
Zasha Noel Lowe .....8,734.17  
Lynise Yee .....8,609.01  
Julie Neal .....8,603.60  
Ana Maria Barba .....8,595.94  
Cheryl T. Anderson .....8,388.90  
Pilar Najera .....8,298.94  
Cheri L. Taylor .....8,258.31  
Ruby Garner .....8,251.18  
Tammy Romage .....8,246.81  
Alison Renee Jurek .....8,035.43  
Kristi M. Nielsen .....7,894.34  
Frances Woodham .....7,833.45  
Angelique M. Talbert .....7,741.25  
Magdalena Rodriguez .....7,693.50  
Giana Marelli Bonheur .....7,686.75  
Sylvia Boggs .....7,593.86  
Blanca Celia Caceres .....7,583.20  
Candy I. Johnston .....7,563.31  
Linné Lane .....7,499.74  
Shaniece M. Wise .....7,421.32  
Linda Klein .....7,417.15  
Bettye Uvinsky .....7,367.54  
Lindsey K. Beauchamp .....7,257.57  
Charlyn C. Eschette .....7,253.42  
Linda L. Quillion .....7,212.03  
Shilisa Evans Moses .....7,148.93  
Janita L. Stone .....7,004.40  
Ann W. Sherman .....7,002.54  
Elen Ezekiel Farquharson .....6,985.65  
Avelyn R. Smith .....6,973.01  
Moleda G. Dailey .....6,957.35  
Amy C. Hayes .....6,907.64  
Jill L. Glockner .....6,868.23  
Randi Stevens .....6,850.90  
Tasha Bergman .....6,814.20  
Debbie A. Weld .....6,811.65  
Angie S. Day .....6,806.93

Ana Ruth Gomez .....6,773.53  
Christy Bigham .....6,770.62  
Deborah A. Urbach .....6,749.98  
Phyllis I. Pinsker .....6,748.21  
Julie M. Moreland .....6,719.14  
Elizabeth A. Poole .....6,709.63  
Satarro Purnell .....6,658.73  
Teodora Ahumada .....6,629.26  
Rhonda G. Deines .....6,598.91  
Hilda Marrufo .....6,553.56  
Regina D. Oliver .....6,472.71  
Lynn Baer Roberts .....6,430.07  
Bonnie Crumrin .....6,325.11  
Nancy W. Pettaway .....6,269.85  
Judy K. Johnson Englund .....6,240.63  
Beverly M. Brown .....6,205.72  
Ann Ferrell Smith .....6,193.54  
Kathleen Bonadie .....6,161.67  
Kim B. Roberts .....6,132.88  
Joanna Helton .....6,112.67  
Kaye Yuen .....6,084.36  
Diane Bruns .....6,066.31  
Dolores Keller .....6,051.50  
Nita Ann Godwin .....6,039.57  
Virginia E. Curry .....6,007.83  
Wendy Clausen .....5,961.17  
Martha Villarreal .....5,940.47  
Maria Montes .....5,908.82  
Josefa Chacon .....5,876.58  
Peggy B. Sacco .....5,860.99  
Kathy R. Bullard .....5,848.93  
Ruth M. Hawkins .....5,843.04  
Deanne Black .....5,842.26  
Sherril Reindl .....5,836.85  
Ronnie Fitzpatrick .....5,821.91  
G. Isela Cassidy .....5,812.86  
Tirza Llanes .....5,794.45  
Debra J. Witmer .....5,742.61  
Dwanna Maura .....5,703.50  
Heather L. Bohlinger .....5,689.24  
Flory Palencia .....5,648.90  
Delmy Ana Torrejon .....5,627.54  
Sandy Altman Welch .....5,600.92  
Gayle J. Green .....5,596.43  
Harriet Pennick .....5,589.78  
Pamela K. Nelson-  
Charlemagne .....5,578.77  
Laura Hernandez .....5,576.13  
Beth S. Austin .....5,565.03  
Ana Echavarría .....5,564.11  
Jeannie Helm .....5,530.00  
Angeles Herrera .....5,526.01

### Emerald

Helen Jakpor .....\$15,787.84  
Hollie R. Sherrick .....10,847.26  
Ayobami O. Olusa .....10,263.70  
Denise G. Kucharski .....9,998.30  
Aurl Hatheway .....9,760.17  
Kimbi L. Bartik .....9,493.58  
Jane Okundaye .....9,346.48  
Candy Jackson .....8,883.65  
Elaine K. Williams .....8,745.76  
Paula Vander Vorste .....8,444.01  
Rose Campbell .....8,431.83  
Pam Kelly .....8,361.98  
Maria Sanchez .....8,360.91  
Pat Forehand .....8,329.07  
Marianne L. Anderson .....8,208.69  
Heather A. Carlson .....8,047.46  
Michelle Martella Armes .....8,035.62  
Trisha Taylor .....8,034.16  
Kathy P. Oliveira .....7,984.11  
Sue J. Serio .....7,627.86  
Traci L. Smith .....7,504.96  
Karen A. Jorgenson .....7,500.51  
Toya M. Drew .....7,430.48  
Gale H. Slater .....7,262.27  
Linda Bradley .....7,142.51  
Tandy L. Ludin .....7,104.26  
Laura A. Armstrong .....7,081.98  
Maritza Lanuza .....7,056.98  
Sheri L. Farrar-Meyer .....7,024.84  
Debbie L. Bower .....6,972.20  
Denise M. Sowder .....6,945.01  
Tanya Olivia King .....6,882.76

Pamela J. Borghesani .....6,767.37  
Nancy Harder .....6,756.70  
Ann Shears .....6,711.85  
Stacy S. Gilson .....6,653.78  
Emily Stone .....6,627.76  
Nancy A. Berlin .....6,591.88  
MaryAnn V. Knox .....6,524.85  
Annette D. Oxley .....6,500.75  
Aliuska Entenza .....6,491.79  
Barbara Gizzo .....6,483.07  
Evalina Chavez .....6,481.29  
Kelly S. Shannon .....6,440.69  
Pamela Rowe Krzmarzick .....6,435.98  
Martha J. Roman .....6,410.33  
Jo M. Cotton .....6,386.81  
Kathleen L. Holmberg .....6,355.05  
Stacy D. Foust .....6,333.86  
Denise W. Montgomery .....6,326.37  
Charlotte Mantooth .....6,277.78  
Hope S. Pratt .....6,233.44  
Cathy Kazzi .....6,232.35  
Jeannine R. DeVore Harris .....6,225.52  
Kam Fredericks .....6,219.63  
Sheila J. McCune .....6,147.96  
Teresa Maynard .....6,144.41  
Diane K. Autry .....6,114.74  
Christine J. Kurzawa .....6,092.88  
Maria R. Alcaine .....6,083.79  
Vicki Powell .....6,078.00  
Frankie Clapp .....6,069.76  
Barbara Pleet .....6,059.79  
Rosemary Mitchell .....6,034.22  
Haydee Guzman .....6,003.31  
Mercedes Maria Cruz .....5,920.72  
Holly Lynne Martin .....5,905.74  
Celsa Menjivar .....5,894.10  
Connie S. Miller .....5,851.27  
Abigail Madrid .....5,848.21  
Bridget L. Shaw .....5,820.00  
Casie Hembree .....5,762.28  
Kay Dickerson .....5,726.30  
Deanna M. Smith .....5,717.36  
Grace Y. Adeoye .....5,683.55  
Amanda Thulin-Marrano .....5,615.87  
Pattie A. Robinson .....5,594.46  
Yolanda Lopez .....5,556.34  
Shara Mobley Gladden .....5,535.60  
J. L. Bolton .....5,524.52  
Meredith Richardson .....5,507.05  
Oluyinka K. Adegbayi .....5,487.34  
Maria Beddick .....5,479.55  
Danette Kelley Smith .....5,445.75  
Angel L. Hurley .....5,425.81  
Carolyn J. Bishop .....5,336.45  
Michelle B. Ehrich-Stravolo .....5,331.96  
Anique M. Bryan .....5,323.74  
Lynne Worcester .....5,268.38  
April Leigh Price .....5,240.21  
Anne Louise Goodman .....5,231.93  
Mayra Smalley .....5,227.56  
Anita Kay Cunningham .....5,222.78  
Holly E. Sanders .....5,216.84  
Sue Uibel .....5,202.44  
Caroline Nesbitt Osmon .....5,198.61  
Nikki Knott .....5,190.11  
Carolyn L. Lucas .....5,185.83  
Anita Rodriguez .....5,182.38  
Kimberly Dawn Reed .....5,165.14

### Pearl

Jeanie Martin .....\$13,594.09  
Lisa Allison .....13,563.75  
Kim L. McClure .....13,263.16  
Sharon Smith Wisnoski .....13,190.24  
Amie N. Gamboian .....12,089.93  
Alma Orrosetti .....12,022.66  
Anita N. Conley .....11,933.64  
Susan M. Hohman .....10,700.85  
Elizabeth B. Muna .....10,610.19  
Sandra M. Munguia .....10,164.67  
Judy Brack .....10,160.76  
Janice Baxter Hull .....10,068.89  
Kristin Myers .....9,577.68  
Jatashia A. Bennett Manson .....9,477.53  
Sandra Giraldo Kirchhoff .....9,312.93  
Anne Geertsens .....9,059.66

Menina M. Givens .....8,952.42  
Jeanie K. Navrkal .....8,861.35  
Nadine Bowers .....8,722.08  
Luz J. Diaz Almeyda .....8,714.58  
Roya M. Mattis .....8,592.38  
Evelyn Pirhalla .....8,500.73  
Holly L. Ennis .....8,449.00  
Sherry Moir .....8,393.08  
Tara Lynn Mitchell .....8,132.79  
Holli Thompson Lowe .....8,099.76  
Alicia Borkowska .....8,089.55  
Amy Kirell .....7,990.60  
Charlene Grubbs .....7,971.01  
Lisa Olivares .....7,969.03  
Renee Brooks .....7,941.61  
Vicki Piccirilli .....7,732.22  
Betsy C. Richard .....7,691.43  
Patti Cornell .....7,553.89  
Angel B. Toler .....7,536.10  
Belle L. Martin .....7,386.81  
Tarryn A. Vavala .....7,367.42  
Carmen J. Felix .....7,364.65  
Melissa Nix Henderson .....7,312.98  
Kathy Eckhardt .....7,237.64  
Penny J. Jackson .....7,186.67  
Luanne Stewart .....7,185.74  
Patty Webster .....7,121.05  
Kathryn L. Engstrom .....7,105.23  
Barbara Ashworth .....7,095.34  
LeAnne Brown .....6,988.28  
Lori L. Kreh .....6,900.53  
Leah G. Nelson .....6,807.29  
Dorothy D. Boyd .....6,805.10  
Jo Shuler .....6,803.41  
Delores E. Black .....6,734.34  
Gloria Heyaime .....6,661.11  
Sandra Hatzel .....6,603.45  
Cindy Machado-Flippen .....6,572.23  
Kyla Jean Dodson .....6,558.13  
Julia Sander Burnett .....6,453.24  
Harriett Sharpe .....6,447.84  
Shari M. Kirschner .....6,425.98  
Betty B. Lucido .....6,396.75  
Laura Poling .....6,365.43  
Barbara R. Johnson .....6,307.67  
Halle Kathryn Simpson .....6,304.57  
Vicki B. Crank .....6,270.46  
Keita Powell .....6,261.20  
Jeraline B. Long .....6,260.15  
Stephani Estrada .....6,248.37  
Irene K. Foster .....6,196.36  
Maye Durrer .....6,174.50  
Sheree E. Koehler .....6,051.03  
Amy Stokes .....6,005.78  
Peggy Matish .....6,001.76  
Laura Michelle Spies .....5,974.29  
Judi Tapella .....5,968.38  
Leah Michelle Lauchlan .....5,934.92  
Ella M. Chick-Power .....5,882.87  
Susie Kopacz .....5,879.57  
Stephanie Nicole Tran .....5,878.21  
Joyce Bruder .....5,868.99  
Angele P. LaFrance .....5,867.20  
Jamie Leigh Techentin .....5,847.76  
Ginger J. Benedict .....5,845.59  
Tamarie M. Bradford .....5,840.31  
Denise M. Roberts .....5,835.05  
Jean A. Wilson .....5,823.81  
Gail A. Clark .....5,775.57  
Denise D. Williams .....5,706.15  
Denise D. Roland .....5,699.83  
Sherry R. Marze .....5,657.63  
Mary Beth Pavuk .....5,633.27  
Lia Rene Carata .....5,620.07  
Ruthie Bresetette-Mount .....5,607.48  
Alma Diea Ortega .....5,598.35  
Cheryl Marie Brown .....5,564.25  
Mary Claire Tapley .....5,549.91  
Caroline Williams .....5,534.82  
Ikpenwosa Ahiho .....5,531.61  
Rochelle Hawk .....5,530.05  
Epsie J. Elmer .....5,517.67  
Patricia Fitzgerald .....5,512.32  
Janet L. Lane .....5,504.03

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# 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 2008.

## Top National Sales Directors — Commissions and Bonuses



**Barbara Sunden**  
\$78,300  
DIAMOND



**Carol Anton**  
\$49,610  
RUBY



**Gayle Gaston**  
\$75,664  
SAPPHIRE



**Gloria Mayfield Banks**  
\$47,472  
EMERALD



**Nan Stroud**  
\$60,653  
PEARL

## Top Unit — Estimated Retail Production

<b>DIAMOND</b> — Kim Cowdell, <i>T. Crayk Area</i> .....	\$114,213
<b>RUBY</b> — Ekene Okafor, <i>Go Give Area</i> .....	\$213,589
<b>SAPPHIRE</b> — Heather Plasencio, <i>C. Peterson Area</i> .....	\$77,795
<b>EMERALD</b> — Helen Jakpor, <i>S. Goodwin Monday Area</i> .....	\$71,383
<b>PEARL</b> — Lisa Allison, <i>D. Berggren Area</i> .....	\$87,960

## Top Sales Director—Personal Sales

<b>DIAMOND</b> — Marie Lee, <i>P. Gruber Area</i> .....	\$27,220
<b>RUBY</b> — Sheila Valles, <i>R. Evans Area</i> .....	\$12,414
<b>SAPPHIRE</b> — Jessica Barber, <i>M. Dozier Area</i> .....	\$13,573
<b>EMERALD</b> — Vickie Durfee, <i>K. Helou Area</i> .....	\$13,232
<b>PEARL</b> — Laura Spies, <i>A. Tripp Brewton Area</i> .....	\$10,535

## Top Beauty Consultant—Personal Sales

<b>DIAMOND</b> — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$21,112
<b>RUBY</b> — Lily Nwogu, <i>C. Ajaegbu Unit, Go Give Area</i> .....	\$18,445
<b>SAPPHIRE</b> — Lynn Shives, <i>C. Miller Unit, S. Steinman Area</i> .....	\$19,813
<b>EMERALD</b> — Karlina Garcia, <i>J. Rivera Unit, D. Wiegandt Area</i> .....	\$18,686
<b>PEARL</b> — Theresa Jones, <i>S. Wisnoski Unit, A. Tripp Brewton Area</i> .....	\$11,617

## Top Team Builder

<b>DIAMOND</b> — Alejandra Ramirez, <i>L. Spadlowski Unit, Go Give Area</i> .....	12 New Team Members
<b>RUBY</b> — Tamela Jones, <i>A. Moll Unit, Go Give Area</i> .....	17 New Team Members
<b>SAPPHIRE</b> — Crystal Williams, <i>S. Lafferty Unit, L. Newton Area</i> .....	19 New Team Members
<b>EMERALD</b> — Luz Garcia, <i>R. Hernandez Unit, L. Orellana Area</i> .....	16 New Team Members
<b>PEARL</b> — Margo Collins, <i>T. Reeves Unit, A. LaMarr Area</i> .....	13 New Team Members

## Top Unit Builders Independent Sales Directors with 20 or more new unit members for February 2008.

### Diamond

#### New Unit Members

Ada Y. Garcia-Herrera.....	40
Maritza Estela Gonzalez.....	35
Kim I. Cowdell.....	33
Ana X. Solis.....	33
Cynthia L. Frazier.....	30
Gladis Maldonado.....	30
Peggy Sperling.....	29
Ngozi Onuoha.....	28
Amy Lynn Allgood.....	26
Ruth L. Everhart.....	24
Yvonne Tazem.....	23
Paula M. Genkinger.....	21
Cecilia C. James.....	21

### Ruby

Ekene S. Okafor.....	55
Thessy Nkechi Nwachukwu.....	33
Dorothy C. Ibe.....	30
Appolonia Nnediogo Onwuiaegbule.....	30
Patricia Onyese.....	27

Lupita G. Ramirez.....	27
Nancy D. Marshall.....	26
Adaora Eucharia Umeh.....	26
Sheryl K. Goins.....	25
Vanessa R. Upkins.....	24
Corrin Cresci.....	23
Kemi E. Madunta.....	23
Mary Jo Dallen.....	22
Kristie Britton.....	21
Vicki S. Lindsay.....	21
Angie Moll.....	21
Mariah Kate Myton.....	20
Maribel Olivares.....	20

### Sapphire

Heather A. Plasencio.....	44
Angeles Herrera.....	36
Lindsey K. Beauchamp.....	35
Maria G. Diaz.....	32
Ellen Ezekiel Farquharson.....	30
Regina M. Clark.....	27
Satarro Purnel.....	27
Shaniece M. Wise.....	27

Rosa Alicia Carranza.....	26
Virginia E. Curry.....	25
Avelyn R. Smith.....	25
Vivian L. P. Smith.....	25
Giana Marelli Bonheur.....	23
Gena Prince.....	23
Graciela Arteaga.....	22
Sabrina Marie Elliott.....	22
Oralia Gil.....	22
Ana Ruth Gomez.....	22
Magdalena Rodriguez.....	22
Laura Hernandez.....	21
Alison Renee Jurek.....	21
Zasha Noel Lowe.....	21
Patrice Moore Smith.....	21
Julia A. Barber.....	20
Susan Lafferty.....	20
Jennifer McClure.....	20
Julie M. Moreland.....	20
Pamela K. Nelson-Charlemagne.....	20
Gloria J. Stanley.....	20
Tabitha S. Wesley.....	20

### Emerald

Laura A. Armstrong.....	25
Elizabeth Alcaraz.....	23
Dana C. Warren.....	23
Emilia B. Valles.....	21
Auri Hatheway.....	20
Michele Lejuene James.....	20
Jane Okundaye.....	20
Caroline Nesbitt Osmon.....	20
Hollie R. Sherrick.....	20

### Pearl

Lisa Allison.....	33
Elizabeth B. Muna.....	28
Menina M. Givens.....	27
Michelle McLean Brooks.....	24
Belle L. Martin.....	24
Terri Lewis.....	23
Caroline Williams.....	23
Patricia Fitzgerald.....	21
Sandra Kay Forsyth.....	20
Jodie Gualano.....	20

## Sales Mentors Special thanks to the sales mentors for the February 13, 2008, *New Independent Sales Director Education* class.



**Cathy Littlejohn**  
National Sales Director  
Pearl Seminar



**Pam Garner Moore**  
Senior Sales Director  
Ruston, La.  
Sapphire Seminar



**Chatney Gelfius**  
Senior Sales Director  
Columbus, Ind.  
Diamond Seminar



**Tammy Ramage**  
Executive Senior Sales Director  
Mechanicsburg, Pa.  
Sapphire Seminar



**Julie Smith**  
Future Executive Senior Sales Director  
Ceres, Calif.  
Ruby Seminar

## 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 under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?

**APPLAUSE®** magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2008 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKeCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Luscious Color, Mint Bliss, MK High Intensity, Pronewal and Smart Wiper* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# where **dreams** take flight



For three days at *Celebrate the Dream!* Seminar 2008, women just like you will be toasting a year of outstanding education, achievement and sisterhood, all while stoking the fires of belief and setting new goals for the coming year. See yourself there: inspirational speeches at every turn, bits of conversation grabbed here and there, ideas from women you've never met and those from old friends you're meeting again. Give birth to new dreams destined to come alive, take flight, change lives. Is there any reason why yours shouldn't be one of them? Turnarounds and breakthroughs such as the ones these women have experienced are what give Seminar special standing in Mary Kay hearts ...



**Independent Sales Director Suzanne Jarboe**  
“Seminar, like other Company special events, can be life-changing!”

My **Independent National Sales Director, Pamela Waldrop Shaw**, has instilled in me the importance of never missing Company events, because you never know when you'll have that one *defining moment* that will change your life

forever. I've had many such life-changing moments at Company events, but attending Seminar 2007 was a defining moment that stands out in my Mary Kay journey. Although personally that Seminar year I had achieved the Sales Director Queen's Court of Personal Sales for the first time, as a unit, we were striving, and even struggling, to make minimum production some months. I knew something had to change. At Seminar that year, I heard the top Independent Sales Directors and Independent National Sales Directors share their stories of overcoming obstacles, and their examples gave me *hope*. I recalled again the dream God put in my heart at my first Leadership Conference. During Seminar 2007 education sessions, I was reminded of the importance of consistency and the beautiful simplicity of this proven business plan, full circle. This reminder gave me the boost I needed to go home and turn things around. After attending that Seminar, I came home and booked a Power Start, and my incredible unit's retail sales went from just striving to make production to earning the use of its first Mary Kay pink Cadillac Career Car to being on-target for our first half-million-dollar year! Seminar and all Company special events are a must in my book!



**Independent Future Executive Senior Sales Director Traci Smith**

“Seminar restores the soul.”

I arrived at Seminar 2007 broken and bruised after experiencing a year of extreme personal loss. Not only had I lost most of my offspring Independent Sales Directors, who, for personal reasons, had decided to take a step back from being Sales Directors, but I also lost five family members.

Three passed away in the three months prior to Seminar. During the Opening Session, I received a phone call from my mother, who usually doesn't call during “the highlight of my year.” My gut instinct told me to call her back immediately because something had to be terribly wrong. It was just outside the Arena doors that I learned of our fifth family death for the year — my cousin's first and only child, his 16-month-old son, had passed away in his sleep. I can remember sobbing in my husband's arms. I couldn't believe that our family was going to experience one more funeral that year. Even as the wife of a pastor, I began to doubt. Now, looking back, I believe with all my heart that God used my difficult circumstances to perform some much-needed “heart surgery” on me. Having been an Independent Sales Director for only six years, I already had achieved so many Mary Kay successes, and to be honest, I enjoyed the spotlight. But it had all been about me. At Seminar 2007, I suddenly saw that this Mary Kay journey was not about me but rather about the women I lead. I learned to love the Independent Beauty Consultants in my unit for who they are, not for where they could take me. I even learned to trust again. In my most broken state, Seminar took the limits off my thinking and breathed life back into me. The members of my unit and I have come to see that success, sometimes, is to just keep going.

**Don't miss receiving the new Mary Kay® Compact Pro™ and more, exclusively for you, equal to your registration fee. But only if you attend *Celebrate the Dream!* Seminar 2008.**



### Independent Future Executive Senior Sales Director Jennifer Semelsberger

**"All yearlong I visualize myself walking across the Seminar stage."**

I attended my first Seminar in 2004 when my Mary Kay business was brand-new. I remember like it was yesterday, sitting in the arena, watching the Million-Dollar Sales Directors stand on the Seminar stage and wave to their unit members as they marched across to their "Million Song." The dream to "do a million" was planted in my heart and eventually I came back to Seminar as a Million-Dollar Sales Director. Seminar is a magical three-day event that makes you realize anything is possible so long as you're willing to dream, believe and do the work. All yearlong I visualize myself walking across the Seminar stage. I imagine what I'll be wearing and how it will look. I think about how I'll feel when I complete my goal. Seminar is where you learn to dream bigger than you ever thought possible. The education you'll receive from the Independent National Sales Directors and top Independent Sales Directors is priceless and will help you learn the skills you need to make your dreams come true!

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period from March 1 through June 30, 2008.

## Seminar Dates:

Diamond	July 16 – 19
Ruby	July 20 – 23
Sapphire	July 23 – 26
Emerald	July 27 – 30
Pearl	July 30 – Aug. 2

## Special Functions

**Royalty Reception** – Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles or Go-Give® Award nominees.

**Special Cadillac Unit Dining Area** – Independent Sales Directors who qualify for the use of a pink Cadillac as of June 30, 2008, and their unit members enjoy a separate dining area during special luncheons.

**It's in the Bag Reception** – Independent Beauty Consultants and Independent Sales Directors who add three or more qualified\* new personal team members from March 1 through June 30, 2008, will receive an invitation to this exciting

reception where they will pick up their beautiful special-edition patent handbags – a black one to complement a Beauty Consultant's red jacket career apparel or a chocolate one to match the 2008 Sales Director suit.

**It's in the Bag Luncheon** – Independent Beauty Consultants and Independent Sales Directors who add four or more qualified\* new personal team members from March 1 through June 30, 2008, will receive an invitation to this special luncheon.

**Be an All-Star Luncheon** – Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, with at least 14,400 or more in total year-end contest credits qualify. Independent Sales Directors who achieve Star Sales Director status and have at least 60 Star Consultants in their units from June 16, 2007, through June 15, 2008, will also be invited.

## Awards Night

**Queens' Courts of Personal Sales** – Independent Beauty Consultants and Independent Sales Directors who achieve at least \$36,000 in estimated personal retail production. Those achieving at least \$45,000 in estimated personal production also will receive a special Mary Kay Ash replica painting and special recognition.

**Queen's Court of Sharing** – Independent Beauty Consultants and Independent Sales Directors with at least 24 qualified new personal team members

**Double Star Achievement** – Independent Beauty Consultants who achieve the Queens' Courts of Personal Sales and Sharing and Independent Sales Directors who achieve two of the following:



Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence

**Triple Star Achievement** – Independent Sales Directors who achieve the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence

**Circle of Achievement** – Independent Sales Directors with at least \$300,000 or more in estimated unit retail production

**Circle of Excellence** – Independent Sales Directors with at least \$650,000 or more in estimated unit retail production

## Onstage Recognition

**Be an All-Star** – Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, with at least 19,200 or more in total year-end contest credits will receive a custom charm, a name badge ribbon and onstage recognition.

**Grand Achievers** – New and requalified since last Seminar

**Premier Club Sales Directors** – New and requalified since last Seminar

**Cadillac Sales Directors** – New and requalified since last Seminar

**Color My Dreams Sales Challenge** – The top Independent Beauty Consultant and top Independent Sales Director in each Seminar affiliation with the highest sales will receive an exclusive designer handbag and onstage recognition.

**Class of 2008 New Sales Directors** who debuted April 1, 2008, through July 1, 2008, will be introduced onstage with their Independent Senior Sales Directors.

**It's in the Bag Top 50** – The top 50 Independent Beauty Consultants and the top 50 Independent Sales Directors in each Seminar affiliation with the highest number of qualified\* new personal team members from March 1 through June 30, 2008

**Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors** as of July 1, 2008

**Million-Dollar Units**

## Additional Recognition

### Be an All-Star

Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, and achieve any of the following categories will receive a name badge ribbon, a custom charm and standing recognition:

- Sapphire \$7,200
- Ruby 9,600
- Diamond 12,000
- Emerald 14,400

### Preferred Customer Program

- Independent Beauty Consultants or Independent Sales Directors who enroll 45 or more customers to receive *The Look* during the last four enrollment periods will receive a name badge ribbon, a special pin and standing recognition.
- Independent Beauty Consultants or Independent Sales Directors who enroll 45 or more customers to receive *The Look* during the Summer 2008 enrollment period will receive a name badge ribbon and standing recognition.
- Independent Sales Directors with at least 35 percent unit participation during the Summer 2008 enrollment period will receive a name badge ribbon and standing recognition.

**Star Sales Directors** – Independent Sales Directors who achieve Star Sales Director status will receive a name badge ribbon and standing recognition.

### Color My Dreams Sales Challenge –

Independent Beauty Consultants and Independent Sales Directors who sell at least 45 compacts will receive a name badge ribbon, a custom *Color My Dreams* compact charm and standing recognition.

**Pioneer Recognition** – All Independent Beauty Consultants and Independent Sales Directors who have had their Mary Kay businesses for 35 years or more

**45 Customers in 45 Days** – Independent Beauty Consultants and Independent Sales Directors who add 45 new customers from May 15 through June 30, 2008, will receive a name badge ribbon, a seat cover, a charm for their Totally Charmed charm bracelet and standing recognition.

## Just a Click Away

You'll find everything you need to know about Seminar 2008 on the Mary Kay InTouch® Web site, including details about the following topics and more:

- Registration information and forms
- Schedule At-a-Glance
- Travel assistance
- Details about special functions and events
- Class descriptions
- Tours and activities for spouses
- Contest rules
- Map of the Dallas Convention Center
- Online sales booth early ordering

## Other Important Dates to Remember

### Cancellation Deadlines:

**Full Refund:** June 30, 2008; **Less service fee of \$75:**

Diamond	July 16	Emerald	July 27
Ruby	July 20	Pearl	July 30
Sapphire	July 23		

Note: No refunds after each Seminar affiliation cancellation date.

### Priority Awards Seminar Registration:

April 11 – 30, 2008:

- Mary Kay InTouch® Web site: Click on the *Celebrate the Dream!* Seminar 2008 icon.
- Mail: Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045
- If you chose Seminar registration as your quarterly contest prize in Quarter 3, you will automatically be registered.
- E-mail notification will be sent and registration forms mailed to qualifiers who do not have e-mail addresses.
- Preorder sales booth items on Mary Kay InTouch® and receive a 10 percent discount.

**Registration Open to All Independent Sales Force Members:** May 1, 2008

**Registration Deadline:** June 30, 2008

**Registration Fee:** \$175; must be received in Special Events by June 30; \$200 on-site, space permitting (except new Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements in July and August 2008). You won't want to miss the exciting product giveaway "exclusively for you" who attend. The \$175 value will equal your registration fee.

**Transfer Fee:** \$25

**Don't forget! Seminar sales booth items will be sold only online this year to those registered for Seminar.**





# seeds of belief

“

Kids, graduate school, full-time work? Even with all that, I can do it, I thought. After all, excuses are what keep us from realizing our dreams. It was then that I gave myself permission to dream again. It was then that the seeds of belief were planted again.

”

**W**hen Independent Sales Director Karen Mitterling Johnson, of Riverton, Utah, in the Independent National Sales Director Tammy Crayk Area said “I do” in 1980, she put on a new perspective along with her wedding ring. A city gal from Fresno, Calif., Karen married a horticulturist, Brent, who had a love of the land deep in his genes and a wide-open dream in his heart. Although Brent’s dream was not her dream, Karen committed herself to helping him bring his vision to life. There was just one cloud on their harmonious horizon: Karen and Brent desperately wanted children, but infertility had left them alone. The couple decided to adopt and brought two biracial sons into their caring home.

But providence saw an even bigger picture, and soon Karen was pregnant with triplets. Their surprise-package daughters only multiplied their bliss, and the tight-knit family felt comfortably complete. Her long-time desire to be a stay-at-home mom had become a reality, and Karen, a former teacher, believed she had retired from the working world for good. They moved to a 90-acre spread near a small Pennsylvania community, where eventually greenhouses dotted their fertile farmland and crops of colorful field mums bobbed in the sunny breezes.

## Sudden Impact

Then one day their fairy tale took a cruel turn, and the unthinkable happened. In just one day, suddenly and without warning, an aneurysm took Brent and his dream. Close on the heels of nearly paralyzing grief came harsh reality, and Karen found herself – a widow with five children – confronted with a life-changing decision. “First of all, I was no farmer,” she confesses. “Maintaining greenhouses was completely outside my comfort zone. But I now had to earn a living for six people. Death has a way of shaking up your plans. Being a stay-at-home mom was my passion, but now that door seemed closed and locked.” Life insurance didn’t cover the family’s long-term needs, and Karen says her future seemed impossible. “I felt utterly lost and hopeless,” she recalls. “I wasn’t excited about resurrecting my teaching degree, but I was willing to do what was necessary to feed and clothe my children.”

Karen felt she was being drawn back to Utah, where she had received her teaching degree. There she could reactivate her expired certificate, and she hoped to find work immediately. She had a brother in the Salt Lake City area, and she knew he would give her the support she needed for her family’s transition.

She was grateful, and she sensed God had a plan for her new life.

## An Unexpected Harvest of Blessings

Thousands of miles from where she and Brent had sown, cultivated and lost one life, Karen found herself taking steps to plant a new one. She still felt disappointed about giving up her dream to stay home with her kids, but she was reconciled to going it alone. Brent’s memory remained tender, and besides, she was too busy to think about meeting someone and remarrying. Not long after she settled in, however – as though the tapestry of her life had unfurled a new thread – she met Carl Johnson, a recent widower with eight children. In time, they fell in love and married. “Carl’s youngest boys were 12 and 9, my two sons were 13 and 10, and my three girls were 8,” Karen

explains. “We had a litter pack of seven kids at home, all within a five-year span. The arrangement sounds crazy, but Carl and I discovered it was right for us. It felt so good to heal and mend our losses together, and to help our children heal as well.”

And changes were developing in Karen’s work life too. After a few years of teaching, her school district recognized her abilities by asking her to become one of their literacy coaches. She undertook a master’s degree program focused on elementary reading and coaching, a new academic dimension that increased her sense of worth. Then in March 2005, Karen’s daughter-in-law, a brand-new Mary Kay Independent Beauty Consultant, asked if she could practice team

building with Karen.

“She was just getting started, and she wanted to pretend she was approaching the scariest woman she knew,” Karen says with a laugh. “She assured me that I wasn’t scary, but it was scary for her to ask. I agreed. Later, when Carl and I watched the *Consider the Possibilities* video, he got enthusiastic and encouraged me to ‘go for it.’ His belief must have been catching.

Before that, I had had no interest in

sales. After all, I was on the road to new-found success in education, going to grad school, parenting *seven teenagers* at home and working full time as a coach. Who would have thought it was *reasonable* to add something to all that? But I signed my Independent Beauty Consultant Agreement hoping to make about \$400 per month so that my oldest son could serve a church mission. With our bundle of kids and the expenses of extracurricular activities, we were maxed out financially.”

In the beginning, Karen had her doubts about whether “this Mary Kay thing” would work out. But meeting **Independent Senior Sales Director Allison Cheney** enabled her to imagine even greater possibilities. “I thought, ‘She’s driving a Mary Kay pink Cadillac Career Car, and at 28, she’s making more money than I am. If she can do it, I could too.’” Within a few months, Karen discovered she was successful at selling product. She surpassed her \$400 goals by fitting in skin



**Karen’s balancing act has provided plenty of opportunities for honing her organizational skills. With seven teens at home, “never a dull moment” is an understatement! L to R: Jason, husband Carl, Alex, Daniel (top row) Ashley, Karen, Jessica, Kaci (inset: Justin)**



care classes and team-building appointments around school, soccer, dance lessons, doctor visits, etc. And the best was yet to come. "It wasn't until Seminar that I conceived the idea that women can be really successful when they become teachable and are willing to do the work," she says. "What did it for me was seeing at Seminar that there are more than just a few women who are successful in this business. There are *many*! One woman went across the stage in her wheelchair and received a diamond ring. I mentally tallied my excuses and came up with none. Kids, graduate school, full-time work? Even with all that, I can do it, I thought. After all, excuses are what keep us from realizing our dreams. It was then that I gave myself permission to dream again. It was then that the seeds of belief were planted again."

That fall Karen entered Sales Director-in-Qualification. "Right after Seminar, I started grabbing every opportunity I could," she says. "I participated in **Independent National Sales Director Tammy Crayk's** challenge to do Power Starts for a solid 12 months. If I could do a Power Start consistently, everything would fall into place, and I knew I would move forward more smoothly. I began to resurrect my little girl dreams of traveling, building my perfect home, staying home with my children again – just to name a few. My passion was building. I earned the use of my first Mary Kay Career Car while balancing my family, graduate school and coaching, and I've continued to improve my processes. My Mary Kay business provides ultimate flexibility."

## Ducks, and Duties, in a Row

So just *how* does she make it all work with so many family and school obligations? Karen quickly gives credit to her not-so-secret helpers. "Carl's been an inspiring supporter from day one. He saw in me what I couldn't see in myself," she says. "He's my biggest cheerleader and sounding board. By day he's a project manager for a construction company. By night he's a taxi driver and computer guru for whatever I need. Plus, he comes to all our weekly success meetings!" In addition, the Johnson family regularly sits down and constructs a plan sheet on a

board mounted in the kitchen. There, chores are delegated, meals are assigned, product deliveries are arranged and even some office duties are parceled out. Karen's eyes twinkle mischievously. "Doing those plan-sheet honey-dos are how my kids earn all those dance lessons, soccer paraphernalia, car insurance – we have lots of car drivers in our house! – and anything else they need. It's a family effort!"

Karen confesses a few other efficiency secrets: She uses every break at her school job to make phone calls; she uses an earpiece for working in the car while waiting to pick up the kids. She multitasks five minutes here and five minutes there, "instead of waiting for a chunk of time, which would never appear!" She reserves one night per week for her unit meetings and another for skin care classes. She works her business all day on Saturday. "Failure was not, and is not, an option," she says. "Having the freedom to work my Mary Kay business and still be at home as needed, it's almost a miracle. Now that flexibility has allowed my goals and dreams to truly flourish, my passion to grow my Mary Kay business has grown all the more."

## Working Her Plan

With all her success, how does she deal with a setback? "I'm a super results-oriented person, and when results don't come as planned, I can become discouraged. During these times, I seek the wisdom of my Independent National Sales Director and Independent Senior Sales Director, my husband and others I respect and with whom I'd like to trade places. God is a very important part of my life, my ultimate source of inspiration and comfort. Thankfully, I've learned to trust the process of moving forward in

## Karen's personal keys to success

1. Make God your partner.
2. Do Power Starts – consistently!
3. Work skin care classes full circle.
4. Make unit meetings priorities.
5. Be teachable to build skills in booking, coaching, selling and team building.
6. Work with your Independent Sales Director.
7. Plan your work and set your goals.
8. Work your plan with passion, keeping your purpose in the forefront.
9. Stay positive and believe in miracles.
10. Become excuse-free.

my Mary Kay business, which has given me great tools for life. This journey is truly one of personal growth. I chose to embrace the lulls, the barriers, the nos as well as the yeses, knowing that they are my highway to excellence. No pain, no gain means to me no true happiness or real accomplishment. I still have so much to learn, but I'm ready and willing. I will get there. My dream is to go on a Top Sales Director Trip, become a Million-Dollar Sales Director and then an Independent National Sales Director. I just have to keep those seeds of belief alive, and I'll see you all at the top!"

Karen hit the ground running after Seminar 2005 and debuted as an Independent Sales Director (earning the top spot on the Dean's List) in April 2006, all while working full time, taking graduate courses and rearing seven teenagers. She's also earned the use of a Mary Kay pink Cadillac Career Car. Karen credits her success to "an incredible unit and powerful team players, a supportive husband and commitment to the Power Start!" "Being willing to do 'and then some' sets you apart from average, helps catapult your business and strengthens your relationships. Success is a decision!"



# Reflections From Mary Kay

“Within you the person of your tomorrow is struggling to get out. Awaken to your hopes within and the gifts within you, ready to be brought forth. These gifts are free, but the success and happiness that they bring must be brought forth through effort, commitment and discipline. It is faith, not reason, that will be your guide. Your person of tomorrow will be determined by how you see with faith-filled eyes today. Through faith you will see a vital, emerging, magnificent you. You are writing your life story.”

– Mary Kay Ash



## Dates to Remember

### MAY 2008

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 2008

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:** *Celebrate the Dream!* Seminar 2008 registration opens.

**May 8:** Spring 2008 Preferred Customer Program mailing of the Month 2 *Customize Your Perfect Compact* brochure begins. (Allow 7-10 business days for delivery.)

**May 12:** Mary Kay's birthday.

**May 15:** Last day to enroll online for the Summer 2008 Preferred Customer Program mailing of *The Look*, including exclusive samplers of three new Mary Kay® Mineral Eye Colors, while supplies last. Postmark deadline to earn second monthly product bonus.

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

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

**May 26:** Memorial Day. All Company and branch offices closed. Postal holiday.

### Next Month:

**June 10:** Early ordering of the new Summer 2008 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2008 through the Preferred Customer Program April 16 – May 15. New Independent Sales Director Education begins for Independent Sales Directors who debuted April 1, May 1 and June 1.

**June 15:** Postmark deadline for Quarter 4 Star Consultant quarterly contest, *All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests. Deadline to make Quarter 3 Star Consultant prize selections. Postmark deadline for Spring 2008 promotion and third monthly product bonus. Independent Sales Director Early Offer ends for Summer 2008 promotion. Early ordering of the new Summer 2008 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Spring 2008 TimeWise® Travel-Sized Microdermabrasion Set gift with purchase. Last day to enroll online for Summer 2008 Preferred Customer Program Month 2 brochure. *Color My Dreams* Sales Challenge ends.

**June 16:** Quarter 1 Star Consultant quarterly contest begins. Summer 2008 promotion and first monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**June 20:** May Career Car qualifier paperwork due to Company. Online prize selection for Quarter 4 Star Consultant quarterly contest available.

**June 25:** Summer 2008 Preferred Customer Program customer mailing of *The Look* begins including exclusive samplers of three new Mary Kay® Mineral Eye Colors.

**June 30:** *Celebrate the Dream!* Seminar 2008 registration ends.

# 45th Anniversary Pioneer Spotlight

## Following Her Leader's Example

Independent Executive Senior Sales Director

Mary Sharon Howell of Daytona Beach, Fla., in the Ruby Go Give Area, was a former teacher and "military wife" when she agreed to the Mary Kay opportunity in 1972. She and her family were living in Hawaii, and although Mary Kay Ash hadn't yet visited the islands, Mary Sharon immediately made a connection with her message. "All I could say at the time –



and today, these many years later – is WOW! The timeless principles of the Golden Rule way of doing business, the priorities of faith, family and career, the Go-Give® ethics still form the core of this Company I admire so much. My faith grew because I saw Mary Kay Ash walking the walk, not just talking the talk. I even raised my family with a positive attitude because of her example, looking more for good than bad."

The Mary Kay lifestyle made it easier for Mary Sharon to transition through nine cross-country moves. "The Go-Give® spirit was alive and well in Hawaii in 1972," she explains. "As a young military wife, the five other Independent Beauty Consultants I met with easily could have viewed me as competition. Instead they

**"My faith grew because I saw Mary Kay Ash walking the walk, not just talking the talk."**

shared their knowledge and expertise, and continued to encourage me." Initially there were no Independent Sales Directors in the vicinity, and as soon as two debuted, there were many women looking for a place to attend meetings. "Mary Kay was all about teaching and supporting adoptees," says Mary Sharon. "So in eight of our nine moves, adoptees were just part of my business life. I know when Mary Kay looks

## New Mineral Eye Colors Deliver More Than Glam

As we looked at ways to deliver our scrumptious new, on-trend mineral eye colors, the question of how to differentiate them from MK Signature® Eye Colors afforded options such as pan shapes, use-up rates, formula and price. Our research revealed, for instance, that the use-up rate for MK Signature® Eye Colors was as long as 22 months, and that providing more intense colors that worked well for the greatest number of skin tones required changing the shape of our refill pans. Although the new pans contain less product, the price of \$6.50 – which hasn't been changed since 2002 – remains the same and is highly competitive in the marketplace. The new mineral formula includes vitamins A, C and E and uses advanced technology. You might say a little mineral color goes a long way, and so does the price!

## Bringing It Home

On Jan. 23, 2008, Company representatives and members of Mary Kay Ash's family joined Houston's Mayor Pro Tem and representatives from Mary Kay's childhood neighborhood for a donation and commendation ceremony in front of the home where Mary Kay grew up. The historic Old Sixth Ward is the oldest intact neighborhood in the city of Houston and the first Houston neighborhood to be listed on the National Register of Historic Places. Mary Kay Inc. made a \$20,000 donation to the Old Sixth Ward Neighborhood Association, the largest donation in the association's history, as a gesture of gratitude to Houston for hosting the Company's annual Leadership Conference. In addition, the Mary Kay Ash Charitable Foundation made a \$20,000 donation to the Houston Area Women's Center, a local women's shelter which supports one of the causes that was closest to Mary Kay's heart – the prevention of domestic violence against women. The day was declared "Mary Kay Day," and the Company received the key to the city.



Mary Kay Inc.'s Vice President of Government Relations Anne Crews accepts Houston's key to the city from Houston Mayor Pro Tem and City Councilman Adrian Garcia and his wife, Mary Kay Independent Sales Director Monica Garcia.

## Just in Time for Seminar: New Customer-Building Challenge!

What would help build your business and bring you fabulous Seminar recognition at the same time? How about *45 Customers in 45 Days*? An exciting answer to both goals! Designed to support the *Color My Dreams* 45th anniversary year sales challenge, the *45 Customers in 45 Days* customer-building challenge gives you a great reason to reach out to new customers while selling those 45 Mary Kay® Compacts. What's in it for you? Independent Sales Directors and Independent Beauty Consultants who add 45 new customers\* by June 30 will receive a name badge ribbon, seat cover, Golden Rule charm for the Totally Charmed charm bracelet and standing recognition. AND their names will be entered into a drawing for an Awards Night makeover.\*\* That means a chance to update *you* as you "up" your customer list!

\*A new customer is defined as someone who has never purchased from the Independent Beauty Consultant previously and who purchases at least \$45 during the contest period.

\*\*To qualify for the Awards Night makeover, an Independent Beauty Consultant must be in good standing with the Company as well as register for and attend Seminar 2008.

## Don't Forget These Invaluable Free Downloads

Mary Kay Ash was passionate about educational avenues that enriched the lives and futures of independent sales force members. Today, the Company she created offers unparalleled learning opportunities that continue her quest for excellence. LearnMK®, an educational Web site with ready-to-apply instructional offerings, recently rolled out a powerful new initiative. The Enrichment Program incorporates many different education delivery methods to meet your learning style. Now for the first time, free online CDs are ready for downloading **each month** from the Mary Kay InTouch® Web site. Just go to the "Education" tab, then select "Enrichment Program" to start taking advantage of these self-paced, self-improvement educational sessions. Expect virtual immersion in vital success essentials!

## Take the Online Express to Those Great Sales Booth Items

Don't forget that *Celebrate the Dream!* Seminar 2008 sales booth items will be available for ordering only online. While at Seminar, you can stop by kiosks to place your sales booth orders, which will be shipped directly to your home within approximately five business days. Just think of the money you'll save by not paying those over-limit luggage charges! Online ordering opens to everyone registered for Seminar beginning May 1.

## 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, 2008.

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	2 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad	\$28
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad	\$42
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad	\$56
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad 1 Travel Roll-Up Bag	\$70
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad 2 Travel Roll-Up Bags	\$70
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad 3 Travel Roll-Up Bags	\$70
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Eye Makeup Removers 2 Color Card packs (Chocolates/pack of five and Neutrals/pack of five) 1 Mini Mineral Eye Color Quad 4 Travel Roll-Up Bags	\$70

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, 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 2008.

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 under "Recognition."



**Suzanne  
Young**

## Diamond

Independent Executive Senior Sales Director

Began Mary Kay

September 1996

Sales Director Debut

September 1999

Offspring seven first-line; one second-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Star Consultant; five-times Circle of Achievement; two-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$122,430

Personal Lives in Redding, Calif.

Husband, Darrel; daughters: Kristin, Cassie

Favorite Quote "You are the only Bible some people will ever read." – Mary Kay Ash

Independent Future Executive Senior Sales Director **Caroline Sagunsky of Medford, Ore.**, says, "Suzanne has been the 'ring leader' for our Mount Shasta Summit for four years now and has done a bang-up job! She really brought together the Diamond Go Give Area in northern California and southern Oregon, and we are extremely grateful for her efforts."



**Shirla  
Lovegren**

## Ruby

Independent Executive Senior Sales Director

Began Mary Kay

March 1999

Sales Director Debut

July 2000

Offspring six first-line;

two second-line

National Sales Director

Go Give Area

Honors Premier Club qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales; five-times Circle of Achievement; two-times Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$61,295

Personal Lives in Fresno, Calif.

Daughters: Sarah, Summer; four grandchildren

Favorite Quote "Some wise person once said that a man is what he thinks about all day, so I want you to be thinking every single day that God did not have time to make a nobody, only a somebody, and that you are great. You are going places, and you are going to do great things." – Mary Kay Ash

Independent Sales Director

**Elleen Hedman of Boston, Mass.**, says, "One of Shirla's goals is to open a shelter for women who have suffered from domestic violence. I know that her daily activities enrich, bless and change lives."



**Kaye  
Hemphill**

## Sapphire

Independent Senior Sales Director

Began Mary Kay

October 1979

Sales Director Debut

February 1981

Offspring two first-line;

three second-line

National Sales Director

Go Give Area

Honors Premier Club qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$44,348

Personal Lives in Edmond, Okla. Husband, Jim; sons: Jake, Chad; two grandchildren

Favorite Quote "So many people quit when success is just around the corner!"

Independent Beauty Consultant

**Danielle Roberts of Shawnee, Okla.**, says, "I asked Kaye where she got her angel pin because my mom collects angels since my sister passed away. Kaye just gave me her pin and said to tell my mom that it was from Cindy Nieman and her."



**Traci  
Smith**

## Emerald

Independent Future Executive Senior Sales Director

Began Mary Kay

April 1997

Sales Director Debut

June 2001

Offspring four first-line;

one second-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Star Consultant; three-times Queen's Court of Sharing; four-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$96,035

Personal Lives in College Station, Texas. Husband, Brian; sons: Arrott, Brayson, Caden

Favorite Quote "So do not throw away your confidence; it will be richly rewarded. You need to persevere so that when you have done the will of God, you will receive what he has promised." Hebrews 10:35-36

Independent Senior Consultant

**Lorrie Massie of College Station, Texas**, says, "Without a moment's hesitation, Traci, my adopted Independent Sales Director, took me under her wing and began filling me with all the wisdom I would need as a new Independent Beauty Consultant. Traci poured her heart out through her selflessness."



**Pam  
Heston**

## Pearl

Independent Senior Sales Director

Began Mary Kay

August 1982

Sales Director Debut

October 1985

Offspring one first-line

National Sales Director

Jan Harris

Honors Premier Club Qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$48,799

Personal Lives in Fort Worth, Texas. Son, Cory; daughter, Nikki

Favorite Quote "Our thoughts and words are powerful. Change your thoughts; change your life. Speak the life you desire into existence."

Independent National Sales

**Director Robin Rowland** says, "I have a unit member who moved from North Carolina to Texas a year ago. Pam graciously welcomed Ruth as if the word 'adoptee' never existed. If all Independent Sales Directors were as Go-Give® as Pam, this company would be even more incredible!"

# *It's in the Bag!*

## Seminar 2008 Team-Building Challenge

**March 1 –  
June 30,  
2008**

### **Independent Beauty Consultants and Independent Sales**

**Directors can earn special-edition handbags to be awarded at Seminar 2008 – and more! Beauty Consultants will receive a black patent bag to match their red jacket career apparel, and Sales Directors will receive a chocolate bag to match their 2008 Sales Director suits.**

Here's what's in store for you when you add qualified\* new personal team members during the contest period:

### **Three qualified\* new personal team members**

You'll receive a special-edition patent handbag and an invitation to the *It's in the Bag* Reception at Seminar 2008 featuring tasty treats, a DJ, prize drawings and more.

### **Four qualified\* new personal team members**

You'll receive the handbag, an invitation to the reception, *plus* an invitation to the *It's in the Bag* Luncheon at Seminar 2008 where you'll be treated to scrumptious food, hear from an Independent National Sales Director and participate in fabulous prize drawings.

### **Five qualified\* new personal team members**

You'll receive the handbag, invitations to the *It's in the Bag* Reception and Luncheon AND a coordinating wallet for your handbag! Plus, the top 50 Beauty Consultant and top 50 Sales Director achievers in each Seminar affiliation will receive special onstage recognition.

**Sales Directors will receive a chocolate bag to match their 2008 Sales Director suits.**

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period from March 1 through June 30, 2008.

# celebrate the dream! seminar 2008

**Be a part of the special 45th anniversary celebration.**

Registration opens to all independent sales force members May 1.

Be sure to register by the June 30 deadline.

**Online:** Go to the Mary Kay InTouch® Web site.

Click on the *Celebrate the Dream!* Seminar 2008 icon.

**Phone:** Call (800) 338-3680 from 8:30 a.m. to 5 p.m.

Central time, Monday through Friday, except holidays.

**Mail:** Special Events Registration

Mary Kay Inc.

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When you attend, you'll receive the new Mary Kay®  
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toward Seminar 2009 recognition in  
the Queen's Court of Personal Sales  
and Unit Circles.



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