

JUNE 2009

Applause®

MARY KAY®
Enriching Women's Lives™

Protect Skin From the Sun

Get Ready for a
FRESH FACE

Enrich Lives With the 2009
BEAUTY THAT COUNTS™
Campaign



Be Part of **RED
JACKET HISTORY**
at **SEMINAR!**
See Page 25.



get it free*

WITH YOUR ORDER

May 16 – June 15, 2009



Limited-Edition Mary Kay® Tropical Pineapple™ Gift Set

Get a sneak preview of this limited-edition gift set that includes three great products in a juicy pineapple scent: a sugar scrub (3 oz.), a body lotion (3 fl. oz.) and a fragrance rollerball plus a matching cotton canvas gift bag. Perfect for summer, it will be available as a limited-edition item on the June 16 Consultant order form for \$30 per set.

Limited-Edition Mary Kay® Compact Covers** and Mini Mineral Eye Color Quad Gift With Purchase

Your customers who love the Mary Kay® Compact are sure to want the **Mary Kay® Compact Cover!** The fabric pouch serves as a protective cover and a polishing cloth. You also can be among the first to receive the **Mary Kay® Mini Mineral Eye Color Quad** Summer 2009 gift with purchase that features four Mary Kay® Mineral Eye Color shades: Honey Spice, Sienna, Blue Metal and Vintage Gold. Five compact covers** and one mini mineral eye color quad are your BizBuilders bonuses starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

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.

For more details on BizBuilders bonuses, see Page 27.



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Sun Care Advice

Sunburn is never good, and you can help your customers do their best to prevent it! Look for sun care tips, plus expert advice, from Dr. Beth Lange, Chief Scientific Officer, in her first *Applause*® magazine column.



Make Summer Bright and Beautiful

It's nearing that time of year for sunshine, beach time and preventing sunburn! And since May is national Skin Cancer Awareness Month, why not put Mary Kay® SPF 30 Sunscreen† at the top of your inventory list this season? In this issue, Dr. Beth Lange shares her sun care expertise and how Mary Kay® sun care products can help. You also can start preparing to share the 2009 *Beauty That Counts*™ world-wide charitable initiative, continuing our efforts to change the lives of women and children around the world.



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2009 *Beauty That Counts*™ Campaign Launches May 12

One dollar from the sale of each Mary Kay® Creme Lipstick in limited-edition Pink Passion and in Gingerbread, from May 12 through Dec. 15, 2009, will help in the fight against domestic violence.

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A New Look for Skin Care

With the repackaged Miracle Set coming June 16, Independent National Sales Directors offer selling advice you can count on.



Keep Burns at Bay

Any way you look at it, sunburns are bad for skin. And since May is Skin Cancer Awareness Month, now is a great time to arm yourself with sunscreen protection and prevent any further sun damage.



Welcome to my first column on the science behind skin care. Sunscreen is a topic I am particularly passionate about because my mother was diagnosed with squamous cell skin cancer years ago. Luckily, her form of cancer was easily treatable, but because the lesion was on her face, it could have been disfiguring if not treated quickly. Now I'm a committed user of sunscreen!

Skin cancer is the No. 1 most common cancer, but fortunately, it is highly preventable. Scientific studies have determined that daily use of sunscreens can reduce your chances of developing some forms of skin cancer.

You should select a sunscreen that blocks damaging rays, carries an SPF 15 or greater and is easy to apply. Our Mary Kay® sunscreens do all three!

How Sunscreens Work

Sunlight contains damaging ultraviolet B and A rays. Energetic UVB rays are typically associated with sunburn; UVA rays are less energetic but penetrate more deeply into the skin and can cause sunlight-induced premature skin aging, wrinkling and age spots. Both UVB and UVA rays damage skin and can lead to skin cancer – even on cloudy days!

Sunscreens absorb, reflect or scatter this UV light. Inorganic or “physical” sunscreens form a film that reflects or scatters UV light before it penetrates the skin. These sunscreens include zinc oxide or titanium dioxide. Organic or “chemical” sunscreens absorb UV rays before they can cause damage. Examples include avobenzone and oxybenzone, which protect against both UVB and UVA rays.

A good sunscreen product should be “broad spectrum” – containing ingredients that protect against both UVB and UVA rays. All Mary Kay® sunscreen products provide this broad-spectrum protection in either a physical or chemical form.

What Is SPF?

Another sunscreen consideration is the SPF, or sun protection factor. This number is calculated by comparing the amount of time needed to produce sunburn on protected skin to the amount of time needed to cause sunburn on unprotected skin. The amount of time it takes you to sunburn depends on your skin type, and the SPF number you need depends on how much time you expect to be outdoors.

Interestingly, SPF protection does not actually increase proportionately with a designated SPF number. For example, SPF 4 blocks 75 percent of sunburn damage; however, it may not provide broad-spectrum protection. An SPF 15 screens 93 percent of sunburn damage; and an SPF 30 screens 97 percent of sunburn damage. Most products with an SPF 15 or greater will provide broad-spectrum protection against both UVB and UVA damage, such as our Mary Kay® SPF 30 Sunscreen*.

So what's the benefit of very high SPF products (SPF 70+) that are now on the U.S. market? They are good for people with highly photosensitive skin but do not provide incrementally more protection. For example, an SPF 70 blocks 98.6 percent of sunburn damage, only slightly higher than an SPF 30 product.

You'll also want to know that, for daily use – particularly on the face – an SPF 15 to SPF 30 is recommended. And, of course, all Mary Kay® daily use sunscreens meet this criteria!

Use and Application

Be sure to apply sunscreen to all exposed areas and pay particular attention to the face, ears, hands and arms. Most people apply only 25 to 50 percent of the recommended amount of sunscreen, so be sure to coat the skin liberally! One ounce is considered the average amount needed to cover properly the exposed areas of an adult. Don't forget that lips can sunburn, too, so apply a lip balm that contains

Dr. Lange's Advice At-a-Glance

- ▶ Choose a broad-spectrum sunscreen like Mary Kay® SPF 30 Sunscreen* that blocks both UVA and UVB rays.
- ▶ A good rule of thumb: Adults should use about one ounce of sunscreen to liberally coat all exposed areas and reapply at least every two hours. A single 4 fl. oz. tube of Mary Kay® SPF 30 Sunscreen* can protect your skin for an 8-hour day at the beach!
- ▶ Be wary of very high SPFs.

sunscreen with an SPF 15 or higher, such as Mary Kay® Lip Protector Sunscreen SPF 15* with zinc oxide for broad-spectrum protection and the antioxidant vitamin E.

Sunscreens should be reapplied regularly – at least every two hours or after swimming, perspiring heavily or towel-drying. Water-resistant sunscreens may lose their effectiveness after 40 minutes in the water; very water-resistant sunscreens may lose their effectiveness after 80 minutes in the water. Mary Kay® SPF 30 Sunscreen* is designed to be very water-resistant for up to 80 minutes of protection in the water and is specially formulated for use on the face and body.

Shelf Life

Sunscreens normally remain stable and at their original strength for up to three years. But if a 4 oz. bottle of sunscreen is used properly, it should last only four usages. Remember to discard sunscreen that is past the expiration date or is more than three years old.

To recap, the best sunscreen is the one you actually put on! Use a broad-spectrum SPF 15 or higher sunscreen daily on all exposed skin because every day is a sun day! ■



Sun Care Necessities

Make sun time better for your skin with these Mary Kay® products.

1. **Mary Kay® SPF 30 Sunscreen***
With the Skin Cancer Foundation Seal of Recommendation, Mary Kay® SPF 30 Sunscreen* provides UVA/UVB protection to help protect against sunburn, skin damage, freckling and uneven coloration. **\$14**
2. **Mary Kay® After-Sun Replenishing Gel**
This ultralight, cool blue gel is formulated with soothing botanical extracts to replenish vital moisture to the body lost by exposure to the sun and wind, leaving skin feeling hydrated, smooth and refreshed. **\$12**
3. **Mary Kay® Subtle Tanning Lotion**
For the "safest" tan, this lightweight, nongreasy formula glides on evenly for a gradual bronze glow that's natural enough to look real. For use on the body and face. (It does not contain sunscreen and does not protect against sunburn.) **\$16**
4. **Mary Kay® Lip Protector Sunscreen SPF 15***
This lightweight formula helps keep lips protected and guarded from the drying effects of sun and wind. **\$7.50**



Daily Sunscreen Protection

For daily use, these multibenefit products are great values.



1. **TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15***
Firms, softens and reduces the appearance of fine lines and protects from UVA/UVB rays. **\$22**
2. **TimeWise® Day Solution Sunscreen SPF 25***
Helps prevent lines and discoloration before they occur by blocking damaging UVA/UVB rays. Includes a calming peptide to help relax the appearance of expression lines. **\$30**
3. **Mary Kay® Tinted Moisturizer With Sunscreen SPF 20***
Three benefits in one: sheer color, oil-free moisturization and UVA/UVB protection. Six shades, **\$18**
4. **MKMen® Moisturizer Sunscreen SPF 25***
Provides UVA/UVB protection and moisturization. **\$22**

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

Countdown to Skin Care:

Preparing for a Modern Miracle

When your customers see the modern new TimeWise® Miracle Set packaging in the Summer 2009 issue of *The Look*, they may ask how to get it! The new soft pink packaging is accented with black graphics that give the Miracle Set an upscale design that any woman would be proud to showcase on her bathroom vanity.

While the packaging is changing, the formulas *and* the retail prices remain the same! With that in mind, this packaging transition will not be as dramatic as the color product updates implemented last year, but you still may want to take a look at the Miracle Set inventory you have on hand and plan according to your customers' needs as well as what current Miracle Set inventory you must sell.

You can start now by targeting current Miracle Set users, asking if they need to reorder any of their Miracle Set products. Consider sending the current Miracle Set MKeCard®, available on the Mary Kay InTouch® Web site, as your first point of contact. Then, be sure to follow up with a brief reminder call in a few days.

Quick Facts

- ▶ Beginning June 16, all flagship Miracle Set items shown here will come in the new soft pink packaging with black graphics.
- ▶ The packaging update applies to TimeWise® 3-In-1 Cleansers (normal/dry and combination/oily); TimeWise® Age-Fighting Moisturizer; TimeWise® Day Solution Sunscreen SPF 25*; TimeWise® Night Solution; the Miracle Set bag; and corresponding samplers.
- ▶ All formulas remain the same.
- ▶ TimeWise® Age-Fighting Moisturizer will come in a new 3 fl. oz. tube for \$22 suggested retail. A tube is more user-friendly, and this change makes our manufacturing process more efficient.



▲
**2008 Readers' Choice
Beauty Award
ESSENCE MAGAZINE**

▲
**As seen in
WOMAN'S DAY
MAGAZINE**

▲
**As seen in
PREVENTION
MAGAZINE**

We asked these Independent National Sales Directors who've served on the Advisory Board for their advice on managing this transition. Here's what they say:

Independent Senior National Sales Director **Stacy James**



I'm really excited about the new Miracle Set packaging. Not only does Mary Kay have highly advanced age-fighting formulas in the TimeWise® Miracle Set, Mary Kay also has the most current trends in packaging that women want. Staying on-trend is so important in the competitive marketplace, and I believe this update truly will please my customers.

Unless customers have seen the new pink and black packaging, they probably won't have any concerns about purchasing your current Miracle Set inventory. If they have seen it, you can take one of these courses of action.

1. Explain to your customers that the repackaged Miracle Set products contain the exact same formulas as the current ones, but Mary Kay has refined the packaging in keeping with current trends. You can say, "Because the pink and black packaging is brand-new, I will be phasing it into my inventory, but at this time, I have the current sets available for you to take home today. In fact, I can offer you a special gift for buying the current set." You can go ahead and offer a smaller gift item in addition to the quarterly gift with purchase if you choose to do so.
2. If your customers insist on waiting for the pink and black Miracle Set, you can say, "As soon as I have that inventory available, I will call you and deliver it to you personally."

Independent Executive National Sales Director **Lupita Ceballos**



I'm so thrilled about the new TimeWise® Miracle Set packaging that takes us back to the pink heritage, since skin care products are the heart of the business! This will make it even easier to promote the wonderful benefits of the Miracle Set and showcase it as the foundation for great skin. What an exciting way to get the upcoming Seminar year off to a great start!

My personal goal is to acquire one new customer per day, and I encourage members of my area to do the same. If you make that your goal from now through the end of June, you should have no problem selling through any current Miracle Set inventory you have. Doing so also will help you achieve the *Customers Count* Challenge by June 15! You don't have to wait until the new packaging comes out to increase your sales. You can start building customers at this very moment and then carry that selling momentum into the new Seminar year.

Also, for everyone who purchases a Miracle Set now, you could offer a small discount on their next Miracle Set purchase in the new pink and black packaging. That way, they are already thinking about reordering the Miracle Set. Remember, skin care sales are the foundation of your business, and starting all of your new customers on a Miracle Set routine is the best way to ensure future business.

Independent National Sales Director **Linda Toupin**



I always appreciate the Company's insight into what is trendy and marketable in today's cosmetics world, and I love the new packaging and the energy it will create with my customers. I'm so pleased that Mary Kay gives products a fresh new look when it's appropriate and based on consumer research.

As you determine how to move the inventory you currently have, you'll need to look at your numbers.

1. Determine the number of Miracle Sets in your current inventory. Let's say it's five.
2. Determine the number of Miracle Set users that will reorder normally by the end of June. Let's say that number is 11.
3. Subtract how many sets you currently have from that reorder number. In this example, it would be six sets. Order that many sets now, plus any more sets you think you'll sell at skin care classes and facials through June. To estimate that number, determine how many sets you sell at a typical class and what percentage of your facial customers start with the Miracle Set. It's all about knowing your numbers!

If you have extra sets left over, you'll know how many classes and facials you need to hold in June to sell those sets before the new packaging is available. What a great goal to set for yourself right before Seminar close!

TV Time Works for You



If you haven't seen the newest Mary Kay® brand TV commercials airing on national television, simply go to the Mary Kay InTouch® Web site to find out what you're missing! One commercial features the Mary Kay® product line, while the other is the first to showcase the Mary Kay business opportunity.

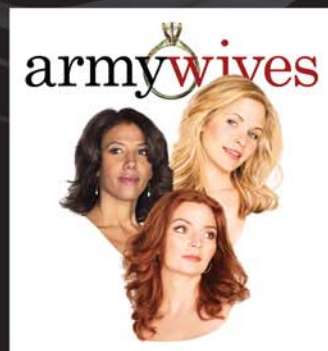
What's more, you may have seen Mary Kay® products featured on The CW's *One Tree Hill* drama. Don't miss the May 18* season finale to see another trendy color look! Your customers can find details about the products used by going to www.marykay.com, and you'll find a reproducible flier on the Mary Kay InTouch® Web site that features the looks and can be used to help you book color parties.

Army Wives Looks and Sweepstakes

And here's more exciting news! Mary Kay Inc. will engage in a co-promotional campaign surrounding the *Lifetime* network's *Army Wives*, the highest-rated drama on cable among women ages 18–49 in 2008. During the third season's premiere that airs on *Lifetime* **June 7 at 10/9c**,* you'll see Mary Kay® color products featured in special promotional segments during the show telecast. Mary Kay promotional segments also will air during *Army Wives* telecasts on June 14 and 28, plus Sept. 6, 13 and 20.*

Viewers also will learn about the *Lifetime* / Mary Kay Inc. *Salute Beauty* consumer sweepstakes where they'll have a chance to win a VIP trip for two to Hawaii and Mary Kay® products! Viewers will be directed to www.marykay.com to enter the sweepstakes from June 7 – July 5 for a chance to win this grand prize plus daily prizes featuring Mary Kay® products. Plus, during the *Army Wives* show that airs June 21 at 10/9c*, Mary Kay Inc. will sponsor "Army Wives Gives Back" where the *Lifetime* network will present a special gift to a deserving real-life military family.

Looks shown during *Army Wives* promotional segments will be available on printable fliers for you to use to invite your customers, hostesses and any potential team members to hold parties and learn more about products and the business opportunity from you. *Army Wives* is a drama series about the struggles, dreams and friendships of a diverse group of women – and one man – living with their spouses and families on an active army post. These women and man must deal with the pressures and traditions of the military on those who are left behind while their partners serve their country.



Sundays on Lifetime

More to Come

- ▶ The *Univision* network also will feature a consumer sweepstakes where two grand-prize winners will each have a chance to win a VIP trip to Miami and a taping of the *Cristina Presents: Soñando Contigo* TV show.
- ▶ You'll want to stay tuned for Mary Kay® product segments on the *Good Morning America* show and the *E!*, *Style* and *Univision* networks as well.
- ▶ Be sure to check the Mary Kay InTouch® Web site often for advertising updates and to stay informed of what's happening this spring and summer on a TV near you!
- ▶ You can refer to your May *Applause*® magazine for more tips on using the ad campaign to your advantage.



Updated Team-Building Material Online

You'll be excited to know that the newest Mary Kay® TV commercials have been driving consumers to www.marykay.com and your Mary Kay® Personal Web Sites where they're seeing products and discovering how to start a Mary Kay business! Now, when consumers click on "Sell Mary Kay," they will see the following:

- ▶ New video clips featuring independent sales force members sharing what the opportunity means to them
- ▶ A personality quiz that shows how Mary Kay may be the perfect business opportunity for them
- ▶ Information on how to start a Mary Kay business through an Independent Beauty Consultant
- ▶ An explanation about how to earn money
- ▶ Ability to e-mail a link to a friend who may be interested in the opportunity

Be sure to check it out for yourself! Also, information on the opposite page has been designed for you to share with potential team members. ▶

start earning right away

There's never been a better time to start a Mary Kay business.



get started

For only **\$100** (plus shipping and tax) as a business start-up investment, you'll receive a Starter Kit that includes:

- + Retail-sized products †, easy-to-use product samplers and educational materials – everything you need to begin demonstrating Mary Kay® products to potential customers and learning how to conduct your new business step by step.
- + Two professional tote bags: one for carrying your supplies and products to appointments and a smaller one for “on-the-go” selling.
- + Accessories to help you hold parties and appointments.
- + Free e-card to announce your new business.
- + 15 free Mary Kay® brochures mailed directly to your friends.
- + Free access to Mary Kay InTouch®, a Web site just for Independent Beauty Consultants that offers personalized business-tracking tools, how-to-sell tips and hot news to keep you in the know.
- + Free subscription to *Applause*® magazine for Independent Beauty Consultants.

get more when you place an order

You can get your business off to a great start by placing an inventory order through the Ready, Set, Sell! program*. With a \$600 wholesale initial inventory order, you can receive:

- + **\$100 free** retail product.**
- + A free personalized color look just for you **valued at \$113.50.†**

With an \$1,800 wholesale initial inventory order, you'll receive all that and more!

- + **\$200 more** in free retail product**
- + Exciting prize options for being a Star Consultant††



the best value

Today's challenging economic climate has everyone taking a second look at their incomes. When you start a Mary Kay business, you can earn extra income right away – 50 percent on everything you sell!†††

Being your own boss, enjoying flexibility, deciding for yourself how much of *you* you want to put into your Mary Kay business means you're in charge of your future. That's an option women in every walk of life appreciate. What's more, consumers are comparing and evaluating everything in their lives in more critical ways. Value is in style once again, and multitasking, money-saving Mary Kay® products drive home the message: Mary Kay is even more relevant than ever before. In fact, we *cater* to time-challenged women looking for noticeable results fast and the best cosmetics buys with real solutions. With clinically proven age-fighting Mary Kay® products, you can be confident you'll be offering a better value than many more expensive product lines.

And isn't it great to know that while you'll spend time cultivating your Mary Kay business, you also can introduce women to a company that does good around the world by supporting cancer research and domestic violence prevention?

Ask me, your Independent Beauty Consultant, how to *get started today*.

†Retail-sized products in the Starter Kit are not intended to be purchased from the Company for resale and are for demonstration purposes only.

*Inventory is not required to begin a Mary Kay business. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for more information.

**An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section 1 products to be eligible. The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus.

†A minimum wholesale Section 1 order of \$600 or more must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

††Refer to the *Star Consultant Program* brochure for details.

†††50 percent gross profit calculation based on suggested retail prices

Make a Difference With *Beauty That Counts*™

May 1 – Dec. 15, 2009

Thanks to your generosity, the first-ever global *Beauty That Counts*™ charitable campaign was a tremendous success! And now you have the opportunity to make a beautiful difference for women and children again this year. Beginning in May, Mary Kay Ash's birthday month, you can introduce the 2009 *Beauty That Counts*™ initiative to your customers. Marketing research shows that women like to give back in simple, easy ways, so here's your chance to help them do just that!

You can join Mary Kay in its worldwide effort to change the lives of women and children around the world through your purchase of *Beauty That Counts*™ Mary Kay® Creme Lipstick.

In the United States, from May 1 through Dec. 15, 2009, \$1 will be donated from each sale of *Beauty That Counts*™ Mary Kay® Creme Lipstick in limited-edition Pink Passion and in Gingerbread. As part of this effort, in the United States, Mary Kay is proud to support the Mary Kay Ash Charitable Foundation in its efforts to end domestic violence.

When you order limited-edition Pink Passion or Gingerbread lipstick during this campaign, a beautiful *Beauty That Counts*™ special bag, a sheet of pink tissue paper and a thank-you note will be included. To ignite your customers' own spark of generosity, all you have to do is put the lipstick in the bag with your own special touch. We request that the bags be used only with limited-edition Pink Passion and Gingerbread lipsticks to preserve the impact of this special donation.

Special Part Numbers to Use

Beauty That Counts™ Mary Kay® Creme Lipstick,

Limited-edition Pink Passion, **\$13 –**

New Part #10-029886

Beauty That Counts™ Mary Kay® Creme Lipstick,

Gingerbread, **\$13 – New Part #10-029890**

Be sure to use these new part numbers starting May 1 to ensure that you are supporting this important cause. These part numbers will be available May 1 as write-in items on the order form and through online and telephone ordering. And remember, samplers of each lipstick shade can help you sell! Together, we can make a beautiful difference!



**Counting
on Lipsticks**
Independent Sales
Director Frankie
Shaw Millens of

Decatur, Ga., is passionate about the *Beauty That Counts*™ initiative. Last year, she sold 389 Mary Kay® Creme Lipsticks in Apple Berry!

"I got excited about *Beauty That Counts*™ because I loved that the Company was donating the profits to end domestic violence," Frankie shares. "I talked about the program at every skin care class. I also allowed my customers who purchased two lipsticks to receive a third at half-price. I asked them to buy one for themselves, one for someone they love and one for the ladies at the shelter. I took those lipsticks to a local women's shelter, and each one had a tag naming the woman who had bought it for them. People often donate diapers and things like that to women's shelters but nothing to make the women feel beautiful. The women at the shelters are trying to get their lives back on track, and this is one way they can see that people care about them."



Connect With Your Customers

Here Comes the Virtual Makeover for Brides!

It's here! Introducing a new section of the Virtual Makeover just for brides! Your customers who are preparing to walk down the aisle can experiment with great color looks for their special days – all online and all for free.

With one click, brides can choose from several color looks created by makeup artists that include accessories and hairstyles. From there, they can customize the look with multiple choices of veils, tiaras, hairstyles, jewelry and makeup. Talk about fun and easy wedding planning! You can connect your customers to your Mary Kay® Personal Web Site by sending a new MKeCard® that promotes the bridal section. Once they experiment with colors online, consider contacting them to schedule a special bridal appointment to try their favorite looks for real. And why not suggest making over the entire bridal party? What a great way to boost sales during this busiest wedding time of year!

Promote the Gift With Purchase

Customers can exfoliate on the go with the Spring 2009 gift with purchase – the mini TimeWise® Microdermabrasion Set featuring 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.



Sign Up for a Mary Kay® Personal Web Site

Here's where your customers will find all the latest products you offer, special news and beauty tips they can use every day. With the Mary Kay® TV advertising campaign underway, there's never been a better time to sign up for your Mary Kay® Personal Web Site. At only \$25 for first-time subscribers (plus applicable tax), you can't afford not to take advantage of this valuable marketing tool that offers your customers the chance to shop with you 24/7.

When you sign up, our technical department simply "turns on" the site for you. You don't have to know anything about Web site maintenance or the Internet! It's all automatically run for you, and any orders placed by customers on your Web site come directly to your e-mail. To subscribe, simply go to the Mary Kay InTouch® Web site and click on "Personal Web Site Manager."

Don't miss this opportunity to hang a virtual "open for business" sign on your door!

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 information about the 2009 *Beauty That Counts*™ initiative, the TV advertising campaign and the Virtual Makeover for brides. To send the newsletter, log on to the Mary Kay InTouch® Web site, then click on Business Tools > *Beaut-e-News*® Newsletter. This issue will arrive in your customers' inboxes in mid-May.

driving for **success** Celebrating the

The Mary Kay Career Car program turns 40 this year, and it's better than ever! Every member of the make this your year? If you need a little extra motivation, take a moment to read these stories of four



For **Independent Senior Sales Director Denise Cadenhead** of Rockwall, Texas, divorce was her motivation for considering the Career Car program. "Shortly after I started my Mary Kay business 16 years ago, I became a single mom of three little girls who were ages 2, 3½ and 5. We had no money, and I was left with an old broken-down car," Denise shares. But even though she needed a new car, Denise hesitated.

"I was working five part-time jobs, and while I knew I could earn the use of a car through Mary Kay, I just couldn't take the next step. I called my **Independent National Sales Director Judy Rohde** (now emeritus) and said, 'I have got to earn this car!' I went to her house, and she recommended a plan for me to follow so I could potentially do so in four months. Then I went home and did nothing! Judy never pressed me or reprimanded me," Denise says. "The next month, I visited Judy again. She recommended the same plan, and I did nothing. This scenario happened five times until one day I called her and said, 'I've got this passion welling up in me, and I'm going to earn this car. I'm ready!' Judy said, 'You know, I truly believe that. You can be pregnant only so long. It's time to birth this car!'"

Once Denise committed herself, she earned the use of a car in three months and has been driving one ever since. Denise says it was important for her to see herself achieving her goal to stay focused. "When I was going for the Grand Achiever car, I posted pictures of myself standing outside and sitting inside the car, taking ownership of it," she explains. "When it was time to move up to the Cadillac, I posted a picture of me sitting inside one. I truly believe that if you really want the car goal, you're going to do whatever it takes and then come to get it done. If you step into those dreams, they are there, waiting to be fulfilled."



Independent Future Executive Senior Sales Director Carol Fulton of Huntsville, Ala., is driving her eighth Cadillac, but it all started when she was an Independent Beauty Consultant. "Mary Kay Ash was in Atlanta for Career Conference, and I went to see her," Carol remembers. "At that event, the Company announced the first Career Car for Independent Beauty Consultants – a cream-colored Firenza."

Having never owned a new car, Carol returned home and earned the use of that car in three months, becoming one of the first Career Car drivers in the state. After she became an Independent Sales Director, Carol set her sights on the Cadillac – for her husband! "My husband, who is 6 feet 3 inches tall, had driven a Lincoln Town Car on a trip and really enjoyed the roominess. I thought, 'He'll drive the Cadillac to church, and that will be so nice.'" When the day arrived to pick up her first Cadillac, Carol's husband got behind the wheel. "He drove about 15 feet then stopped and said, 'You earned this car, and you are going to drive it off this lot.' Then, at the first intersection, a man driving a monster truck stopped next to me. He gave me a thumbs-up and honked his horn! I knew then that I'd made it!"

Carol believes anyone can earn the use of a Career Car. "It takes commitment and focus, and you must believe that you can do it. Then, everything falls into place," Carol says. Carol also credits her team for always supporting her. "Even back then, my team believed we could pull together to make something big happen, and they were committed to the goal. Even my customers played a part."

Still today, Carol knows earning a car is a group effort. "Every time I get into my Cadillac, I get chills because I know it's not just me who earned it – my whole unit worked toward this goal." She also sends a note to her customers every time she earns the use of a car to thank them for supporting her.

40th Anniversary of the Mary Kay Career Car Program

independent sales force can qualify to earn the use of a fabulous Mary Kay Career Car, so why not Career Car achievers who started out just like you.



Independent Future Executive Senior Sales Director Margarita Balentin of Bridgeport, Conn., remembers hearing about a Career Car at her very first Mary Kay unit meeting. "Everyone was talking about how hard it was to achieve," she recalls. "In my mind I said, 'Don't listen to them.'"

It was Margarita's eldest daughter, Hidalis, who provided the motivation Margarita needed to work toward earning the use of the car. "To attend my success meeting, I had to take two buses and travel with my two little girls who were then 3 years old and 3 months old. It was so cold during New York winters! One day Hidalis said, 'Mommy, I want you to have a car like Fatima's.' (Fatima is my Independent Senior Sales Director.) That day I made my decision. My daughters and I deserved that car."

Margarita earned the use of her first Career Car in her first nine months as an Independent Beauty Consultant, but not without challenges along the way. "When I earned my car, I felt like the happiest woman ever because it was the first time I reached a goal," she shares. "The hardest part was dealing with my husband's and family's negativity. They did not believe in me or the Company, but I took God as my partner, and He gave me the tools to reach my goal by surrounding me with many good people."

Margarita is now driving her first pink Cadillac. "To date, I've driven three Mary Kay Career Cars. I am grateful for the support I have received from my fabulous unit in achieving these goals. I'm so proud of all of them. They made it possible, and for that reason, I am committed to their dreams and goals."

As Margarita says, "Driving a Cadillac is the ultimate experience for my family. Now my husband is so happy, and he proudly drives a pink car! And Hidalis, now age 7, wants a Mary Kay business when she grows up!"



Independent Senior Sales Director Linda Bird of Plano, Texas, has been a Career Car achiever since 1989. One of her favorite "car" memories is the moment her unit decided to go for the Super Achiever Cadillac – skipping the Premier Club car and moving straight from the Grand Achiever car to the Cadillac. "I had never dreamt of trying to earn the Cadillac," Linda recalls.

Then, **Independent National Sales Director Fran Cikalo** (now emeritus) came to Linda's unit meeting and heard everyone talking about the Premier Club car. "Fran stood up and said, 'No, no, no! This is a Cadillac unit!' and the whole unit responded, 'Yes, yes, we want to be a Cadillac unit!' Everyone rallied around our new goal," Linda shares. "Soon we were on-target to finish in December."

But Linda was still unsure about achieving the goal during such a busy time until her sister, **Independent Executive National Sales Director Karen Piro**, called. "Karen said to me, 'You can bake cookies and send Christmas cards that no one will remember, or you can earn the use of a Cadillac, and everyone will remember.' Of course, we went for it!"

Linda shares that being a Career Car driver makes it easier for her to paint the picture for others. "Before I earned a car, the hardest part was having the confidence that I could do it. Now, it's easier for me to build belief in others that they can do it too," she says.

In Linda's unit, first-time Career Car achievers get a special treat – hearing a message from Mary Kay Ash recorded on a cassette tape back when Linda earned the use of her first Career Car. "I listened to that tape with tears streaming down my face as Mary Kay talked about how proud she was of me and my team," Linda says. "Now I play it at our party for first-time car achievers."

Linda says that after 20 years of driving Career Cars, it's still a thrill. "Every one that you achieve is just as exciting – it never gets old!"

recognition

Congratulations to the winners for February 2009

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 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for January 2009.) 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, 2008 through Feb. 28, 2009.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



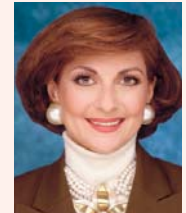
Gloria Mayfield Banks

Pearl



Jan Harris

Diamond



Barbara Sunden

On-Target for \$750,000 Inner Circle
Barbara Sunden.....\$607,050.87
Gayle Gaston.....541,580.89

On-Target for \$500,000 Inner Circle
Carol Anton.....\$371,624.41

On-Target for \$325,000 Inner Circle
Karen Piro.....\$320,195.93

Lisa Madson.....294,792.82
Jan Harris.....283,953.07
Joanne Holman.....268,388.62
Gloria Mayfield Banks.....260,899.65
Darlene Berggren.....260,565.86
Kathy Helou.....257,187.63
Patricia Rodriguez-Turker.....255,649.35
Gloria Castaño.....254,160.92
Pat Danforth.....247,073.62
Cheryl Warfield.....238,405.10

Karlee Isenhardt.....238,134.22
Anita Mallory Garrett-Roe.....237,305.69
Jana Cox.....232,578.61
Lupita Ceballos.....217,272.34

On-Target for \$250,000 Diamond Circle
Sue Kirkpatrick.....\$205,935.17
Stacy James.....203,367.79
Sonia Páez.....199,923.79

Halina Rygiel.....194,079.48
Sherry Giancristoforo.....191,455.68
Cindy Williams.....191,374.18
Suzanne Brothers.....189,285.53
Linda Toupin.....180,612.83
Judie McCoy.....180,461.55
Johnette Shealy.....179,073.47
Debi Moore.....176,705.48
Julianne Nagle-Hackett.....176,171.66
Rosa Jackson.....174,292.56

On-Target for \$200,000 Diamond Circle
Mary Diem.....\$165,718.07
Pam Gruber.....163,746.70
Evelinda Diaz.....162,199.76
Pamela Waldrop Shaw.....161,165.73
Wanda Dalby.....161,071.17
Ronnie D'Esposito Klein.....159,080.75
Shirley Oppenheimer.....157,554.54
Jackie Swank.....157,314.43

Lily Orellana.....149,761.93
Kerry Buskirk.....147,882.87
Diane Underwood.....147,463.05
Joyce Z. Grady.....143,747.59
Cindy Fox.....135,451.49
Tammy Crayk.....133,865.75
Valerie Bagnol.....133,367.27

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.

Ruby

Carol Anton**.....\$44,556
Pat Danforth*.....32,784
Sue Kirkpatrick*.....26,948
Karlee Isenhardt*.....26,460
Rebecca Evans*.....26,347
Shirley Oppenheimer*.....23,730
Johnette Shealy*.....22,943
Kimberly R. Copeland.....21,324
Wanda Dalby*.....21,102
Ronnie D'Esposito Klein*.....19,319
Scarlett S. Walker*.....16,899
Lynne G. Holliday.....16,549
Pamela A. Fortenberry-Slate*.....15,858
Jeanne Rowland*.....15,478
Pam Ross*.....14,686
Janis Z. Moon.....14,376
Cyndee Gress.....14,079
Judy Kawiecki.....13,570
Michelle L. Sudeth*.....13,086
Margaret M. Bartsch.....12,829
Kirk Gillespie.....12,444
Patricia Lane.....11,956
Gay Hope Super.....11,437
Vicki Jo Auth.....11,424
Nancy West Junkin*.....11,251
Toni A. McElroy.....11,089
Gena Rae Gass.....11,071
Candy D. Lewis.....10,903
Kate DeBlender.....10,804
Kelly McCarroll.....10,691
Bea Millsagle.....10,418
Donna B. Meixsell.....10,279
Vicky L. Fuseller.....10,202
Maria Aceto Piro.....9,828
Cheryl J. Davidson.....9,646
Phyllis Chang.....9,435
Thea Elvin.....9,332
Amy Dunlap.....9,239
Katie Walley.....9,236
Terri Schafer.....9,022
Sharilyn G. Phillips.....8,018
Cindy Towne.....7,986
Cindy Z. Leone.....7,608
Rhonda L. Fraczkowski.....6,585
Renee D. Hackleman.....4,998

Sapphire

Gayle Gaston***.....\$65,532
Joanne Holman**.....30,116
Jana Cox*.....28,861
Lupita Ceballos**.....27,060
Shannon C. Andrews*.....26,351
Judie McCoy*.....21,750
Kimberly D. Starr.....16,957
Sharon L. Buck.....16,503
Lorraine B. Newton.....16,269
Mattie Dozier.....16,039
Valerie J. Bagnol*.....15,455
Jan L. Thetford.....14,726
Joy L. Breen.....14,476
Jo Anne Barnes.....14,301
Alia L. Head*.....13,572
Gloria Báez*.....12,801
Pam Klickna-Powell.....12,695
Davanne D. Moul*.....12,526
Pam I. Higgs.....12,277
Maribel Barajas.....12,115
Sheril C. Steinman.....11,291
Magdalena Navez.....10,931
Gillian H. Ortega.....10,778
Debra M. Wehrer.....10,624
Britt L. Bridle.....10,482
Ann Brown.....10,119
Carol L. Stoops.....9,976
Nancy A. Moser.....9,760
Kendira Crist Cross.....8,152
Jill Moore.....7,984
Karen B. Ford.....7,636
Vernella Benjamin.....7,248
Paola J. Ramirez.....7,010
Elizabeth Sánchez.....6,865
Gladis Elizabeth Camargo*.....6,031
Mima Mejia de Sánchez.....5,365
Maria Aguirre.....5,351

Emerald

Gloria Mayfield Banks***.....\$44,522
Kathy S. Helou*.....37,009
Debi R. Moore*.....25,427
Miriam Gómez-Rivas.....22,665
Sherry Giancristoforo**.....22,566
Cindy Fox*.....20,118
Yvonne S. Lemmon.....19,812
Mona Butters.....18,608
Dacia Wiegandt.....18,109
Kerry Buskirk*.....17,814
Lily Orellana.....16,670
Cathy Bill*.....16,089
Miriam Gómez-Rivas.....16,001
Consuelo R. Prieto.....15,514
Kay E. Elvrum.....15,322
Janet Tade*.....15,067
Sabrina Goodwin Monday.....13,407
Joanne R. Bertalan*.....13,336
Pamela Tull.....12,779
Cathy Phillips.....12,321
Carmen Rios.....11,871
Kathy Rodgers-Smith.....11,548
Jackie LaPrade.....11,164
Natalie Privette-Jones.....10,981
Kym A. Walker*.....10,554
Brenda Segal*.....10,511
Cristi Ann Millard.....9,987
Judy Harmon.....9,397
Crisette M. Ellis.....9,288
Dawn Otten-Sweeney.....8,905
Sherry A. Alexander.....8,829
Shelly Gladstein.....8,776
Regina Hogue.....8,648
Barbara Whitaker.....8,288
Nora L. Shariff*.....8,103
Francie McBeth.....7,263
Joanne Hollingsworth.....6,605
Esther Whiteleather.....5,148
Pamela Cheek.....5,043
Phyllis R. Sammons.....4,054

Pearl

Darlene Berggren*.....\$31,441
Jan Harris*.....31,048
Anabel Rocha.....28,767
Cindy A. Williams.....28,161
Pamela Waldrop Shaw.....27,368
Stacy I. James*.....25,075
Halina Rygiel*.....23,441
Rosa Jackson**.....21,643
Jackie Swank*.....20,947
Anita Tripp Brewton*.....18,649
Anabel Rocha.....18,246
Sylvia Kalicak.....17,172
Mary C. Estupian-Martel*.....16,063
Maureen S. Ledda*.....16,043
Julie Krebsbach.....15,631
Lynda Jackson*.....14,864
Sandy Miller.....14,599
Lise T. Clark*.....13,978
Monique Todd Balboa.....13,971
Elizabeth Fitzpatrick*.....13,629
Wilda DeKerlegand*.....13,425
Pat Campbell.....13,284
Nancy Bonner*.....12,773
Judy Brack.....12,696
Kathy C. Goff-Brummett.....12,210
Bett Vernon.....11,874
Anita N. Conley.....11,458
Wadene Claxton-Prince.....11,402
Cathy E. Littlejohn.....11,357
Gilda McGuire.....11,184
Beatrice Powell.....10,867
Maureen Myers.....10,607
Linda Kirkbride.....10,328
Barbara Stimach*.....10,285
Jane Studrawa.....10,010
Allison LaMar.....9,708
Robin Rowland.....9,616
Ruth Theodocion.....8,997
Deb Pike.....8,854
Shirley M. Oshiro.....8,616
Rosalee Ann Medjesky.....8,597
Sonja Hunter Mason.....6,609
Kathy Jones.....6,560
Bettye M. Bridges.....6,097

Diamond

Barbara Sunden***.....\$65,281
Lisa Madson.....42,874
Karen Piro**.....38,232
Suzanne Brothers*.....33,135
Sonia Páez.....31,361
Gloria Castaño**.....30,155
Patricia Rodriguez-Turker**.....27,624
Linda C. Toupin.....27,530
Anita Mallory Garrett-Roe*.....25,993
Julianne Nagle-Hackett*.....23,740
Joyce Z. Grady.....20,521
Mary Diem*.....20,019
Diane Underwood.....19,675
Pam Gruber*.....19,461
Tammy Crayk.....19,469
Jo Anne Cunningham.....17,353
Evelinda Diaz.....17,038
Sharon Kingrey.....16,976
Dawn A. Dunn.....16,223
Maria I. Monarrez.....16,090
Dalene Hartshorn.....15,740
Rosibel L. Shahin*.....14,734
Sandy Valerio.....14,426
Connie A. Kittson.....12,790
Gina Rodriguez.....12,436
Diana Sumpter.....10,726
Andrea C. Newman.....10,090
Morayma Rosas.....9,555
Diana Heble.....9,346
Sandra Chamorro.....9,196
Carol Lawler.....8,028
Charlotte G. Kosena.....7,987
Betty Gilpatrick.....7,574
Jan Mazzotti.....6,470
Caterina M. Harris.....6,125
Isabel Venegas.....6,087
Gladys C. Reyes.....5,458

*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".



Patricia Alvarado
Troy, N.C.
M. Exiga Unit

**Kimberly Simpson
Anderson**
Bowie, Md.
L. James Unit

**Victoria Diana
Carcioppolo**
Dallas, Ga.
M. Byers Unit

**Minerva Macaluso
Umanzor**
Brentwood, N.Y.
J. Canales Martinez Unit

**Vandrenese Quenette
Satterwhite**
Killeen, Texas
S. Krumm Unit

Heather Robin Smith
Parrish, Fla.
R. Everhart Unit

Maria Velasco
South Gate, Calif.
A. Nava Unit

Edith Contreras*
Plainfield, Ill.
M. Guadarrama Unit

Irma Estrada*
Chicago
P. Avila Unit

Kelly Anne Hart*
Louisville, Ky.
S. Cusic Unit



**Orenda Raichel
Hunniford***
Myakka City, Fla.
R. Everhart Unit

Leticia Vargas*
Asheboro, N.C.
M. Avila Unit

Congratulations to Sales Directors **Hermelinda Alarcon**, Lynn, Mass., D. Osorio Unit; **Rebecca Benavides**, Malden, Mass., D. Osorio Unit; **Aurelia Berrum**, Glendale Heights, Ill., L. Evangelista Unit; **Maria Sugeli Calvillo**, Fresno, Calif., E. Cordova Unit; **Reyna Colmenares**, Jeffersonville, Ind., Y. Piotrowski Unit; **Monica Cramer**, Addison, Ill., A. Solis Unit; **Guadalupe Guzman**, New York, V. Rosas Unit; **Nancy L. Hanson**, Racine, Minn., P. Grabau-Friedt Unit; **Deysi Hare**, Lindenhurst, N.Y., N. Carcamo Unit; **Josefina Hernandez**, Charlotte, N.C., I. Fernandez Unit; **Juvelina Interiano**, Lawrence, Mass., B. Sola Unit; **Maria Orbelina Jimenez**, Malden, Mass., B. Sola Unit; **Hollie H. Mahoney**, West Jordan, Utah, K. Wray Unit; **Ginger Ellane Mathes**, Ramsey, Ind., T. Jessup Unit; **Elvia Chavez Molina**, Katy, Texas, L. Zarza Unit; **Celeste Cruz Pichardo**, Charlotte, N.C., D. Santos Unit; **Carol Joy Powell**, Copley, Ohio, K. Piro Unit; **Heather Lyn Robinson**, Willard, Utah, A. Morgan Unit; **Elia Roman**, Kenosha, Wis., L. Vargas Unit; **Isela Judith Testa**, Fresno, Calif., O. Barrera Unit; **Melissa Tew**, Shelley, Idaho, S. Lunt Unit; **Adriana Vazquez**, Kankakee, Ill., M. Vazquez Unit; **Irma Y. Villanueva**, La Puente, Calif., R. Medina Unit; **Abigail Zavaleta**, Kenosha, Wis., L. Colin Unit; photos unavailable at press time./ Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debuto con anterioridad.

Dean's List/Lista del Decano

(February 2008 debuts/debutes de febrero 2008)

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



**Ebele Nwadiogo
Echezona**
Dallas
Ruby Go Give Area
Ruby Seminar

Rosalind A. Onyia
Sugar Land, Texas
Ruby Go Give Area
Ruby Seminar

Reke Shokunbi
Houston
Ruby Go Give Area
Ruby Seminar

Honors Society/Sociedad de Honor

(February 2008 debuts/debutes de febrero 2008)

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 ajustada al mayoreo 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.



Guadalupe Munoz
Hammond, Ind.
Diamond Go Give Area

diamond/diamante

Fabulous 50s/Los Fabulosos 50

(August 2008 debuts/debutes de agosto 2008)

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.

*Congratulations to Sales Director **Luisa Evangelista**, Glendale Heights, Ill., Diamond Go Give Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*



Patricia Avila
Chicago
S. Páez Area

On the Move/En acción

(December 2008 debuts/debutes de diciembre 2008)

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.

Reyna Colmenares

Ana Y. Portillo

Heather Robin Smith

Maria Velasco

Abigail Zavaleta

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.

Elsy Abrego
Emilia Acua
Mutiat F. Ajibola
Christianah A. Alebiosu
Maria S. Arriaga
Jeni A. Asaba
Martha A. Asplund
Julia M. Baker
Tamika M. Baker
Karen Barnes
Maria E. Barranca
Kristen K. Bechtel
Carrie A. Bellah
Dolores Berrum
Rosa I. Blanco
Myrna Q. Bondoc
Ruby L. Brown
Elisa Cabral
Militta Z. Cahuana
Leticia Camou
Ramona Carbajal
Courtney B. Carraway

Karla Castro
Marlin Z. Colon
Luz D. Contreras
Flo Crowley
Julia Cruz
Nereyda Cruz
Maggie E. Cypher
Lisbeth Damaso
Jessica L. Davis
Miriam Diaz
Jennifer D. Dixon
Cheryl Dolan
Tia R. Donohoe
Julie M. Eklund
Nolvia N. Euceda
Gretchen E. Feitz
Aura Flores
Stephanie A. Floyd
Pam Fretz
Carla C. Garcia
Leticia Garcia
Maria E. Garcia

Marina Garcia
Jobeth A. Glenday
Annette Hayes
Blanqui Hernandez
Carla B. Hernandez
Jesus Hernandez
Leticia Hernandez
Maria T. Hernandez
Rosa Hernandez
Jeni A. Hopp
Amanda Hunt
Debra D. Hunter
Jenni Lee Jackson
Angie L. Jones
Monisa L. Joyner
Jessica Knickerbocker
Maria M. Lainiz
Kris M. Langel
Mildred Ledesma
Ana C. Lozano
Rocio Lucas
Blanca Lucero

Maribel Luna
Andrea E. Martin
Rachel S. McKee
Sandra P. Melendez
Nohemi Mendez
Antonia Menjivar
Pamela S. Miller
Tonya P. Minor
Clarivel Miramontes
Helda A. Miranda
Veronica Y. Molina
Lisa M. Montrose
Maria Mora
Senia R. Morales
Valentina Mosso
Lucia Navarro de Cuellar
Tonya A. Newsuan-Artis
Frenchis S. Nichols
Janelle L. Nielsen
Jane H. Nishiyama
Blanca Nunez
Gloria E. Ochoa

Oluwakemi O. Odukomaia
Theresa Okwuchi-Norton
Susan D. Opyoke
Maria Pacheco
Cynthia L. Palla
Erin Pampusch-Bandy
Maria D. Perez
Kim Phillips
Maria L. Pichardo
Erin J. Pierson
Amanda A. Plaster
Evelin Portillo
Maria I. Pulgarin
Juana Quezada
Maribel Rada
Maria G. Ramos
Nilisa Ramos
Primitiva Ramos
Maria I. Ramos Valenzuel
Martha E. Rangel
Heidi L. Rea
Feliciano Reyes

Jaquelin Reyes
Paula D. Rife
Diariatou B. Risinger
Adelina Rivera
Yadira Rojas
Karla G. Rosales
Sandra Ruiz Mercado
Margaret T. Ryan
Blanca Saavedra
Luz M. Sanchez-Perez
Maria R. Sandoval
Isabela R. Santiago
Amie M. Schultz
Melanie R. Scobey
Cindy Segura
Beth S. Senseney
Anita Smith
Lourdes Soriano
Dalila L. Spratt
Gale Springer
Lisa M. Stav
Julie M. Storlie

Gloria O. Tolani
Joan Truss
Bobbie S. Van Til
JoAnn L. Vanderburg
Sonia C. Velasco
Josefina Villagran
Wendy Villanueva
Veronica Villela
Laura E. Vincent
Stephanie Walburn
Chris A. Walker
Janice M. Walker
Linda B. Wallace
Denise D. Wilbanks
Marilyn K. Wilde
Angela M. Wilson
Carty R. York

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. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en febrero.

Sales Director Felicia Ifeyinwa Nweze.....\$2,229.53
Delmi Magaly Orellana, O. Giraldo Unit.....1,943.60
Norma Martinez, R. Fernandez Unit.....1,850.19
Sales Director Ruth L. Everhart.....1,607.66
Sales Director Kristin Jenae Rogers.....1,562.93
Sales Director Heidi Goelzer.....1,498.35
Sales Director Linda C. Weniger.....1,480.18
Sales Director Ana X. Solis.....1,462.13
Sales Director Jacque K. Moore.....1,456.10

Sales Director Valorie Jean White.....1,422.72
Sales Director Ngozi Onuoha.....1,397.18
Sales Director Mary Kathryn King.....1,383.38
Sales Director Ava Lynn Roberts.....1,363.57
Sales Director Silvia Sanchez.....1,329.33
Sales Director Rochelle Collins.....1,327.82
Sales Director Emily Sims.....1,261.55
Sales Director Jacinta Ukah-Ogbonna.....1,224.18
Sales Director Ann M. Jones.....1,211.34

Melissa Ann Conrad, M. King Unit.....1,201.43
Sales Director Omosolape O. Akinyoyenu.....1,178.11
Sales Director Bertha J. Reed.....1,166.39
Sales Director Shelly Palen.....1,165.19
Sales Director Blanca Corina Menjivar.....1,147.51
Sales Director Milvia Morales.....1,140.56
Sales Director Ada Y. Garcia-Herrera.....1,129.05

diamond/diamante

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	17 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Clara Odoemelum	9	Alisha Zeid, M. Nazmi Unit	9
98 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Maria Avila Huerta.....5	5 GOLD MEDALS/MEDALLAS DE ORO		1 GOLD MEDAL/MEDALLA DE ORO	
Sales Director Silvia Sanchez.....5		Sales Director Maria Koo.....5	Sales Director Anayanci Canales.....5		Paula Alvarado, B. Sola Unit.....5	
70 GOLD MEDALS/MEDALLAS DE ORO		16 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Debra Cerenzia.....5		Gabriela Ambriz, J. Luna Unit.....5	
Sales Director Blanca Arroyo.....5		Sales Director Gregoria Lopez.....5	Sales Director Annaka Krafka.....5		Adalia Amigon Bravo, B. Arroyo Unit.....8	
69 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Sandra Sanchez.....6	4 GOLD MEDALS/MEDALLAS DE ORO		Beverly Avello, D. Dudas Unit.....6	
Sales Director Clara Fuentes.....5		15 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Margarita Balentin.....5		Myrna Bondoc, K. Rivaz Unit.....8	
46 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Chikodili Ugokwe-Udumba.....5	Sales Director Mara Deleon.....5		Elisa Cabral, I. Guerrero Unit.....5	
Sales Director Yesenia Mendez.....5		14 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Yolanda Gallo.....5		Militza Cahuana, I. Hernandez Unit.....5	
40 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Lorena Ramirez.....5	Melida Gonzalez, R. Romero Unit.....6		Leticia Camou, A. Castillo Unit.....5	
Sales Director Cindy Wallace.....7		13 GOLD MEDALS/MEDALLAS DE ORO	Norma Martinez, R. Fernandez Unit.....20		Kelly Ceiler, C. Hartke Unit.....7	
38 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Maria Escobedo.....5	Sales Director Sharon McNeal.....6		Lisbeth Damaso, C. Hernandez Unit.....5	
Sales Director Imelda Hernandez.....5		12 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Percy Minotta.....5		Nolvia Euceda, M. Romero Unit.....5	
37 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Ina Collins.....5	Sales Director Gabriela Ortega Solano.....7		Josefina Figueroa, M. Koo Unit.....5	
Sales Director Rosa Rivera.....5		11 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Magdalena Ortiz.....5		Leticia Garcia, O. Del Rio Unit.....7	
35 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Gloria Escobar De Barrientos.....5	Besa Regan, T. Hanson Unit.....10		Sales Director Maria Garcia.....6	
Sales Director Juanita Gudino.....5		Sales Director Dolly Metzger.....10	Sales Director Maria Rubio.....6		Jobeth Glenday, D. Broderson Unit.....5	
Sales Director Felicia Nweze.....5		Sales Director Nkechi Okwara.....5	3 GOLD MEDALS/MEDALLAS DE ORO		Ana Haro, E. Guzman Unit.....6	
32 GOLD MEDALS/MEDALLAS DE ORO		10 GOLD MEDALS/MEDALLAS DE ORO	Zoila Aguilar, D. Duarte de Mollinedo Unit.....12		Maria Hernandez, M. Gaitan Unit.....8	
Sales Director Ana Alvarez.....5		Sales Director Laura Barajas.....5	Sales Director Rubi Amateco-Nava Vazquez.....5		Valentina Hernandez-Hernandez, E. Bermudez Vargas Unit.....5	
28 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Enma Bermeo.....5	Sales Director Kelly Belin.....5		Mary Hinds, C. Tillman Unit.....7	
Sales Director Joselin Torres.....5		Sales Director Vanessa Keeler.....6	Judith Chacca, G. Bueno Unit.....8		Jenni Lee Jackson, M. Eades Unit.....8	
27 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Salome Rangel.....5	Sales Director Cassandra DeJong.....5		Sales Director Jazmin Jimenez.....5	
Sales Director Georgina Ochoa.....5		9 GOLD MEDALS/MEDALLAS DE ORO	Erynne Fuller, J. Jain Unit.....6		Maria Lainiz, L. Gutierrez-Barajas Unit.....7	
26 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Sandra Molina.....5	Sales Director Edith Martinez.....5		Mildred Ledesma, K. Colon Unit.....8	
Sales Director Rita Obrochta.....9		Sales Director Emma Morales.....5	Sales Director Fernanda Morla-Canales.....8		Maria Marcelino, R. Cortes Unit.....5	
Sales Director Mary Satterfield.....5		Delmi Orellana, O. Giraldo Unit.....21	Sales Director Dayana Polanco.....5		Maria Elisa Martinez, M. Esparza Unit.....9	
Sales Director Enedina Villarreal.....5		Sales Director Stella Ozurigo-Odum.....5	Sales Director Luz Reyes-Mogollon.....6		Nohemi Mendez, V. Gonzalez Unit.....5	
25 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Adalgisa Quinonez.....5	Sales Director Elia Roman.....7		Antonia Menjivar, A. Benitez Unit.....7	
Sales Director Maria Ortiz.....5		8 GOLD MEDALS/MEDALLAS DE ORO	Sales Director Maria Valdovinos.....5		Clarivel Miramontes, Y. Sanchez Unit.....6	
23 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Ngozi Ojukwu.....5	Sales Director Santos Zepeda.....8		Helda Miranda, B. Menjivar Unit.....5	
Sales Director Graciela Valadez.....5		Sales Director Minerva Payano.....5	2 GOLD MEDALS/MEDALLAS DE ORO		Lisa Montrose, V. Rowell Unit.....5	
21 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Nicole Shelton.....5	Comfort Akingbemisola, B. Gbadamosi Unit.....9		Maria Mora, C. Fuentes Unit.....9	
Sales Director Macaria Ramirez-Santana.....5		Sales Director Jacinta Ukah-Ogbonna.....6	Margarita Bolivar, P. Ramirez Unit.....5		Vicky Nahue, M. Ramirez Bravo Unit.....6	
20 GOLD MEDALS/MEDALLAS DE ORO		7 GOLD MEDALS/MEDALLAS DE ORO	Claudia Contreras, N. Ascencio Unit.....8		Frenchis Nichols, P. Dace Unit.....8	
Sales Director Maria Nunez-Martinez.....5		Sales Director Dana Bruton.....5	Otilia Dubon Lopez, L. Vargas Unit.....12		Blanca Nunez, C. Pichardo Unit.....6	
19 GOLD MEDALS/MEDALLAS DE ORO		Sales Director Consuelo Hernandez.....5	Briana Duerfeldt, A. Shields Unit.....6		Theresa Okwuchi-Norton, F. Nweze Unit.....6	
Sales Director Juana Vega.....5		Sales Director Vicki O'Bannon.....6	Erika Esparza, R. Martinez Unit.....6		Judith Peralta, M. Rolo Unit.....5	
		6 GOLD MEDALS/MEDALLAS DE ORO	Maria Estevez, G. Rodriguez Unit.....10		Maria Perez, E. Guzman Unit.....6	
		Sales Director Sharon Adams.....6	Sales Director Irma Fuentes Luna.....5		Sales Director R. Jazmin Reyes.....5	
		Lisa Caltabiano, I. Sukalo Unit.....5	Maria Galvan, A. Galicia Maya Unit.....9		Paula Rife, D. Cadenhead Unit.....6	
		Sales Director Ana Chevez.....6	Rita Garcia, G. Melendez Unit.....5		Reina Romero, M. R. Donjuan Unit.....8	
		Sales Director Maria Eades.....6	Sales Director Joyce Huffmyer.....5		Ariana Sanchez, M. Castaneda Unit.....8	
		Sales Director Elizabeth Fernandez.....6	Wanda Jimenez, M. Rodriguez Unit.....8		Anita Smith, P. Jackson Unit.....5	
		Sales Director Ana Garibay.....7	Maria Martin, V. Vargas Unit.....11		Gale Springer, D. Misciagno Unit.....5	
		Sales Director Raisa Martinez.....5	Maria Perez, L. Pagoda Unit.....13		Amber Thurber, L. Taylor Unit.....5	
			Amber Peterson, T. Hand Unit.....7		Joan Truss, T. Satcher Unit.....6	
			Paola Pineda Rivera, R. Fernandez Unit.....7		Carolina Vargas, F. Rojas Unit.....5	
			Luz Sanchez-Perez, T. Sanchez Perez Unit.....7		Sonia Velasco, R. Colmenares Unit.....5	
			Juana Santos, F. Wehbe Unit.....12		Laura Vincent, E. Hunt Unit.....6	
					Chris Walker, J. Weston Unit.....6	
					Angela Wilson, L. Dunnigan Unit.....5	

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

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 2009 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 2009.

Ruby/Rubi

Melissa Kopec.....	\$96,737
Krystal D. Downey-Shada.....	90,164
Phuong L. White.....	88,384
Debbie A. Elbrecht.....	73,834
Sonya F. Goins.....	70,529
Vanessa R. Upkins.....	69,378
Somer Ballard Carter.....	65,871
Lisa Anne Harmon.....	65,825
Suzanne Moeller.....	64,591
Ekene S. Okafor.....	64,264
Thessey Nkechi Nwachukwu.....	64,243
Jeanie Ripley.....	64,012
Donna Clark.....	63,870
Gloria Dominguez.....	59,824
Oye A. Onuoha.....	58,759
Rosalie Kuhen.....	56,671
Kathleen C. Savorgnan.....	55,790
Theresa Ann Huntley.....	55,712
Mary Lou Ardchian.....	55,151
Krystal K. Walker.....	54,275
Maribel Olivares.....	54,223
Bridgette Rae Conley.....	53,188
Debra A. Urbach.....	52,993
Dorothy C. Ibe.....	52,575
Julie Brindell Sapp.....	51,080
K. T. Marie Martin.....	50,712
Karen E. Gardner.....	50,587
Crystal Caldwell Hubbard.....	50,352
Stephanie Lynne Lenard.....	49,046
Brenda Fenner.....	48,416
Macy Lynn Cason.....	47,649
Debra Moore Kinley.....	47,163
Cissy E. Warren.....	46,891
Sheryl K. Goins.....	46,811
Suzanne Tripp-Black.....	46,650
Robin R. Tucker.....	46,642
Tina Hulsman.....	44,317
Eleanor M. Reigel.....	43,079
Eva E. Holguin.....	42,846
Cheryl O. Fulcher.....	42,823
Latrice Mahalic.....	42,618
Cathi M. Forsythe.....	42,123
Becky M. Xepoleas.....	41,906
Lynette L. Meisel.....	41,674
Julie Thomas.....	41,476
Alicia Newton.....	41,320
Eusebia Bonilla.....	41,314
Cindy P. Markowski.....	41,101
Sheri Ammons.....	41,068
Carol Fehr.....	40,790
Esther M. Maston.....	40,668
Susan E. Goodson.....	40,493
Deborah S. Bailly.....	40,486
Diane Covington.....	39,974
Lisa Baker.....	39,785
Becki Hisington.....	39,285
Diane Lynn Henry.....	39,231
Lacy Janel Nickelson.....	39,183
Jennifer E. Marinacci.....	39,058
Cathy G. Huhta.....	38,901
Candace Lyn Chambers.....	38,427
Judy Lund.....	38,368
Beverly Cherry.....	38,275
Maryann Clark-Durrell.....	38,160
Elayne J. Watson.....	38,103
Laura A. Kattenbraker.....	38,072
Cordelia Ana-Kwue.....	37,851
Carmen Nunez de Valencia.....	37,771
Deborah J. O'Leary.....	37,483
Christy Huber.....	37,452
Sherrie L. Clemons.....	36,879
Linda Leonard Thompson.....	36,557
Charlyn C. Eschette.....	36,072
Marnie R. Yunger.....	35,930
Janet S. Pavey.....	35,827
Corrin Cresci.....	35,801
Elizabeth A. Elder.....	35,630
Donna F. Knotts.....	35,544
Marcella B. Stewart.....	35,416
Sara Lenise Stone.....	35,226
Becky J. Seim.....	35,204
Jeanette Curren-Cochran.....	35,147
Sylvia J. Cook.....	35,136
Mary Jo Dallen.....	34,944

Julie D. House.....	34,899
Sylvia Limon Martinez.....	34,651
Meg Springer.....	34,582
Terezeja Marie Lemieux.....	34,488
Maria Salazar Ibarra.....	34,462
Obiageli Grace Udodi.....	33,707
Anne Weidenweber.....	33,472
Courtney Leanne Armstrong.....	33,423
Candace Laurel Carlson.....	33,399
Sandra Luna.....	33,341
Lee A. McCarthy.....	33,264
Dori M. Fennell.....	33,185
Nancy D. Marshall.....	33,147
Geraldine Nkechi Emeh.....	32,849
Karen L. Hamer.....	32,464
Collette McNamee.....	32,328

Sapphire/Zafiro

Julia Mundy.....	\$87,763
Tracy Potter.....	74,155
Debbie A. Weld.....	71,328
Sylvia Boggs.....	67,652
Tasha Bergman.....	63,440
Roxanne McInroe.....	62,322
Linné Lane.....	61,752
Leanne Elaine Zondag.....	60,615
Kelli D. Nichols.....	60,319
Oralia Gil.....	60,141
Ruby Garner.....	59,627
Angela D. LaFerry.....	58,996
Kim Maynor.....	57,013
Ann Ferrell Smith.....	56,860
Julie Weaver.....	54,756
Jennifer Sloan.....	54,565
Maria Montes.....	53,166
Kristi M. Anderson.....	52,560
Molede G. Dailey.....	52,087
Linda Klein.....	51,907
Janelle A. Ferrell.....	51,702
Sarah Stiger.....	51,622
JoAnna P. Shippe.....	50,405
Bonnie Crummin.....	49,272
Patrice Moore Smith.....	49,002
Angie S. Day.....	48,747
Elaine B. Lewis.....	48,620
Randi Stevens.....	47,553
Sarah Marie Lang.....	46,839
Ann W. Sherman.....	46,551
Elaine Hipsher.....	45,741
Lady Ruth Brown.....	45,190
Binta Touray Jagne.....	44,994
Alison Renee Jurek.....	44,505
Kathleen Bonadie.....	44,420
Danice C. McElowney.....	44,135
Kathy R. Bullard.....	44,119
Jill L. Glocker.....	43,479
Christy Bigham.....	43,426
Cheryl T. Anderson.....	43,124
Jill Beckstedt.....	43,012
Tabitha A. Hallums.....	42,664
Denise N. Farrell.....	42,570
Terry A. Hensley.....	42,493
Michelle Sara Moore.....	42,105
Mary K. White.....	42,025
Peggy B. Sacco.....	41,856
Theresa Kusak-Smith.....	41,714
Tammy Romage.....	41,241
Cheryl Banks.....	40,701
Dolores Keller.....	40,666
Jennifer G. Bouse.....	40,627
Tracey A. Fields-Hedrick.....	39,899
Bea Heath.....	39,686
Sagrario M. Magana.....	39,664
Agnes Stewart.....	39,581
Joanna Helton.....	39,506
Linda F. Merritt.....	39,455
Sandra A. Zavoda.....	39,426
Nancy W. Pettaway.....	39,210
Sonya Cathey.....	39,003
Cindy L. Hess.....	38,454
Lynris Yee.....	38,417
Theresa Wilkerson Brown.....	37,187
Sherrian Beagle.....	36,890
Beth S. Austin.....	36,883
Barbara D. McNeely.....	36,754

Silisia Evans Moses.....	36,534
Linda L. Quillin.....	36,251
Charmayne Mayowa.....	36,236
Diane Bruns.....	36,091
Aissa Hillebrand.....	35,916
Kim B. Roberts.....	35,719
Sherri Reindl.....	35,619
Diega Escamilla.....	35,614
Nita Ann Godwin.....	35,475
Phyllis I. Pinsker.....	35,474
Paca Pena.....	35,439
Martha Alicia Gonzalez.....	35,361
Lynn A. Cervini.....	35,346
Kaye Yuen.....	35,113
Dena Smith.....	34,915
Jennifer Bessey Sailsbery.....	34,743
Lorraine S. Kigar.....	34,593
Barbara A. Tyler.....	33,914
Gena Prince.....	33,879
Terry M. Holcomb.....	33,841
Barbara Randall.....	33,667
Robyn S. Cartmill.....	33,596
Marty Ulmer.....	33,593
Elizabeth A. Poole.....	33,269
Cynthia M. Cummings.....	33,204
Nannette G. Short.....	33,067
Margaret Neill.....	32,919
Leslie M. McKinney-Smith.....	32,905
Elsie Jackson.....	32,665
Pam Garner Moore.....	32,648
Jerlene Vrana.....	32,477
Linda Perez.....	32,251
Traci D. Wimer.....	32,250

Emerald/Esmeralda

Grace Adeoye.....	\$80,188
Nancy A. Berlin.....	73,894
Angel L. Hurley.....	66,165
Linda Bradley.....	65,562
Aya Fubara Enell.....	63,480
Candy Jackson.....	61,224
Roxanne K. Youngton.....	56,713
Elaine K. Williams.....	55,785
Karen E. Riddle.....	54,938
Traci L. Smith.....	54,470
Jackie L. Root.....	52,349
Hollie R. Sherrick.....	50,768
Haniel Ortiz.....	50,698
Helen Jakpor.....	50,020
Denise G. Kucharski.....	49,689
Karen A. Jorgenson.....	49,544
Trisha Taylor.....	47,964
Nancy Graham.....	47,825
Pattie A. Robinson.....	47,382
Hope S. Pratt.....	47,368
Carolyn J. Bishop.....	47,201
Marianne L. Anderson.....	46,762
Christie I. Ehiobu.....	46,635
Holly S. Neff.....	44,840
Pat Forehand.....	44,432
Brenda D. Elliott.....	44,234
Annette D. Oxley.....	43,314
Pam Kelly.....	43,293
Stacy D. Foust.....	42,720
Brenda Teal Ethridge.....	42,649
Barbara Gizzo.....	42,130
Grace Hull.....	41,943
Kimbi L. Bartik.....	41,491
Michele Martella Armes.....	41,245
Amanda Sherum.....	41,062
Ann Shears.....	40,959
Cheryl L. Foster.....	40,401
Denise M. Sowder.....	40,350
Alluska Entenza.....	40,175
Judith E. Cotton.....	40,169
Carolyn L. Lucas.....	39,566
Katie L. Ashby.....	39,549
Holly Lynne Martin.....	39,497
Rose Campbell.....	39,457
Sheila J. McCune.....	38,997
Sandy McKee-Rini.....	38,420
Alyson R. Young-Guerra.....	38,353
Carol M. Fulton.....	38,333
Gerril L. Gurreri.....	37,948
Ivelise Nieves.....	37,710

Emily Stone.....	37,651
Denise W. Montgomery.....	37,356
Breanne Bechard.....	37,321
Caren Crosby Fields.....	37,161
Caroline Nesbitt Osmon.....	36,926
Auri Hatheway.....	36,848
Barbara Pleet.....	36,637
Sheri L. Farrar-Meyer.....	36,387
Misty McCain Pollard.....	36,192
Amanda Didia.....	36,147
Casie Hembree.....	36,143
Paula Vander Vorste.....	36,020
Tanya Olivia King.....	35,880
Jennifer Spriggs.....	35,669
Anne Sullivan.....	35,610
Kimberly Richardson Edwards.....	35,481
Kathy P. Oliveira.....	35,427
Trish McCrystal Allen.....	35,313
Niurka D. Fuenteseca.....	35,157
Silvia Ramos.....	34,942
Jacque Lynn Grant.....	34,858
Jo M. Cotton.....	34,718
Maritza Lanuza.....	34,637
Ayobami O. Olusa.....	34,393
Nancy L. DeFina.....	34,274
Julie B. Potts.....	34,244
Andrea Steinmetz.....	34,087
Shanna M. Nowling-Brannon.....	33,864
Lin M. Hoff.....	33,662
Renee Duenckel.....	33,172
Marla Sanchez.....	32,947
Rebecca C. Allen.....	32,753
Carrell A. Cannon.....	32,729
Susie J. Serio.....	32,642
Kimberly Dawn Reed.....	32,283
Amanda Thulin-Marrano.....	31,962
Evelyn Nail.....	31,728
Nicole Lloyd.....	31,671
Kelly Kay Johnsrud.....	31,486
Linda Jackson.....	31,430
Maria Beddick.....	31,206
Heather Shea Catts.....	31,189
Elda Ramirez.....	31,188
Sonya C. D'Herde.....	31,145
Tami C. Stewart.....	30,719
Stacy S. Gilson.....	30,661
Geri Lin Dennis.....	30,611
Carol Shuff.....	30,323
Sherry L. Crews.....	30,274
April Leigh Price.....	30,206

Pearl/Perla

Kim McClure.....	\$103,216
Lisa Allison.....	97,041
Kristin Myers.....	96,411
Amie N. Gamboian.....	80,280
Angela G. Blount.....	72,758
Judy Gesion.....	71,618
Betsy C. Richard.....	68,731
Heather Marie Erbe.....	65,086
Laura Poling.....	64,247
Alma Orrostieta.....	63,855
Charlene Grubbs.....	62,436
Joyce Recenello.....	59,310
Angel B. Toler.....	59,271
Jeanie Martin.....	58,087
Lisa Olivares.....	57,029
Amy Stokes.....	55,461
Sharon Smith Wisnoki.....	55,195
Janice Baxter Hull.....	55,145
Julia Sander Burnett.....	55,086
Holly Machado-Flippen.....	54,796
Chidi Thompson Lowe.....	54,643
Patricia Fitzgerald.....	53,247
Lindsay R. Stewart.....	52,773
Amy Kemp.....	52,208
Leah Michelle Lauchlan.....	51,883
Diane M. Detesco.....	50,732
Anne Geertsen.....	50,687
Sherry L. Belisle.....	50,320
Tracey L. Chavez.....	50,165
Laura Ann Zipay.....	49,612
Tina M. Wright.....	49,154
Susan M. Hohlman.....	48,867
Ivrene K. Foster.....	48,514

Fern M. Gerdes.....	47,899
Dorothy D. Boyd.....	45,961
Vicki Piccirilli.....	45,851
Teresa A. Thompson.....	45,474
Susan K. Janish.....	45,177
Patti Cornell.....	44,659
Jaime Marie Bittner.....	44,408
Pamela Anne Lanning.....	44,049
Patty Webster.....	43,787
Sherry Moxley Moir.....	43,571
Alicia Borkowska-Sattler.....	43,074
Jeanie K. Navrkal.....	43,003
Holly J. Sawyers.....	42,916
Tara Lynn Mitchell.....	42,549
Blythe Jolee Egbert.....	42,414
Irene Korobov.....	42,328
Terri Lewis.....	42,152
Stacy O. Ervin.....	41,767
Jo Shuler.....	41,335
Shari M. Kirschner.....	41,273
Rebecca Milligan.....	40,700
Victoria A. Pierle.....	40,603
Holly L. Ennis.....	40,575
Tammy A. Vavala.....	40,524
Linda F. Owens-Hale.....	40,476
Stephani Prendes.....	40,474
Laura Sheerin Allen.....	40,428
Kathy Eckhardt.....	39,979
Carmen J. Felix.....	39,936
Denise M. Roberts.....	39,666
Ella M. Chick-Power.....	39,621
Andrea Lee Converse.....	39,384
Melissa Hamby.....	39,290
Amber D. Campbell.....	38,539
Janine F. Johnson.....	38,431
Jodie Guzman.....	38,329
Ashley O. Brooker.....	38,144
Nadine H. Huckabee-Stanley.....	37,639
Temipote Odeyale.....	37,575
Kathy Ahlwardt.....	37,547
R. Sue Miller.....	36,976
Teresa M. Carson.....	36,610
Sheryl Jean Arena.....	36,596
Tammy Brown.....	36,521
Evelyn Pirhalla.....	36,469
Diana Maria Bermudez.....	36,400
Barbara R. Johnson.....	36,249
Elena Hempel.....	36,193
Cheryl Marie Brown.....	36,075
Brenda Stafford.....	36,041
Marye Durrer.....	35,966
Beth H. Piliand.....	35,949
Nicole J. Canamare.....	35,322
Judy Wimbs.....	35,232
Cindy Keske.....	35,153
Sherry Kostner.....	34,878
Kay Rubin.....	34,851
Amy Kirtrell.....	34,817
Laurie C. Cole.....	34,766
Belle L. Martin.....	34,682
Maureen Shipp.....	34,574
Moji Mojtabaie.....	34,557
Carolyn A. Smith.....	34,508
Keita Powell.....	34,373
Penny J. Jackson.....	34,361
April Landrum-Johns.....	34,309
Katrina G. Malone.....	34,287

Diamond/Diamante

LaRonda Daigle.....	\$82,576
Amy Allgood.....	79,224
Cecilia C. James.....	79,045
Pat A. Nuzzi.....	78,974
Rosa C. Fernandez.....	78,407
Ivonne Hernandez.....	78,089
Kim I. Cowdell.....	78,000
Arianne C. Morgan.....	77,121
Andrea Shields.....	75,227
Melinda M. Balling.....	73,863
Eileen M. Huffman.....	71,041
Mary Strauss.....	71,027
Dayana Polanco.....	69,568
Barbara E. Roehrig.....	69,457
Emily Sims.....	67,146
Julie Schlundt.....	66,041

Priscilla McPheeters.....	64,535
Maricarmen Gonzalez.....	63,515
Susan M. McCoy.....	60,750
Lara F. McKeever.....	60,424
Mary Kathryn King.....	60,218
Diane L. Mentiply.....	59,545
Marsha Morrisette.....	59,038
Gerri Anne Morris.....	58,413
Karime Rosas.....	58,249
Joy H. Rentz.....	56,587
Lesley A. Bodine.....	56,388
Kristin Jenae Rogers.....	56,259
Marni McKenna Hendricks.....	56,148
Audrey K. MacDowall.....	55,385
Jenny Siemonsma.....	55,334
Imelda Sorto.....	55,031
Kristen C. Spiker.....	53,729
Faith A. Gladding.....	53,631
Bisola Gbadamosi.....	53,247</

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 2009.

Top National Sales Directors — Commissions and Bonuses



Carol Anton
\$44,556
RUBY



Gayle Gaston
\$65,532
SAPPHIRE



Gloria Mayfield Banks
\$44,522
EMERALD



Darlene Berggren
\$31,441
PEARL



Barbara Sunden
\$65,281
DIAMOND

Top Unit — Estimated Retail Production

RUBY — Melissa Kopec, <i>K. Copeland Area</i>	\$96,737
SAPPHIRE — Julia Mundy, <i>J. Cox Area</i>	\$87,763
EMERALD — Grace Adeoye, <i>G. Mayfield Banks Area</i>	\$80,188
PEARL — Kim McClure, <i>Go Give Area</i>	\$103,216
DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$82,576

Top Sales Director — Personal Sales

RUBY — Boo Menestrina, <i>R. Evans Area</i>	\$9,079
SAPPHIRE — Debbie Tweedie White, <i>J. Cox Area</i>	\$13,515
EMERALD — Kimberly Edwards, <i>N. Privette-Jones Area</i>	\$13,801
PEARL — Jocelyn Knox, <i>A. Tripp Brewton Area</i>	\$8,847
DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$20,713

Top Beauty Consultant — Personal Sales

RUBY — Maren Kelly, <i>K. Gardner Unit, J. Shealy Area</i>	\$13,638
SAPPHIRE — Kelley Smith, <i>M. Dailey Unit, J. Holman Area</i>	\$21,044
EMERALD — Sherry Ary, <i>A. Joseph Peet Unit, B. Whitaker Area</i>	\$10,457
PEARL — Cathy Blum, <i>T. Thompson Unit, C. Williams Area</i>	\$13,028
DIAMOND — Esmeralda Villalobos, <i>J. Calvin Unit, A. Mallory Garrett-Roe Area</i>	\$27,116

Top Team Builder

RUBY — Peggy Kemp, <i>S. Lovegren Unit, Go Give Area</i>	16 New Team Members
SAPPHIRE — Anne Slightam, <i>S. Lang Unit, K. Starr Area</i>	16 New Team Members
EMERALD — Mary Lou Rogers, <i>P. Ancheta Unit, Go Give Area</i>	13 New Team Members
PEARL — Shawn Moudry, <i>K. Scholten Unit, J. Krebsbach Area</i>	11 New Team Members
DIAMOND — Delmi Orellana, <i>O. Giraldo Unit, B. Sunden Area</i>	21 New Team Members

Top Unit Builders Independent Sales Directors with 20 or more new unit members for February 2009.

Ruby

Phuong White.....	34 New Unit Members
Mary Lou Ardohain.....	32 New Unit Members
Melissa Kaye Kopec.....	26 New Unit Members
Rosalie Kuhen.....	25 New Unit Members
Jeanie Ripley.....	25 New Unit Members
Julie Brindell Sapp.....	25 New Unit Members
Theresa Ann Huntley.....	24 New Unit Members
Vanessa R. Upkins.....	23 New Unit Members
Thessy Nkechi Nwachukwu.....	22 New Unit Members
Shirla J. Lovegren.....	21 New Unit Members
Kathleen C. Savorgnan.....	21 New Unit Members
Cordelia Ana-Kwue.....	20 New Unit Members
Somer Ballard Carter.....	20 New Unit Members
Diane Lynn Henry.....	20 New Unit Members
Debra Moore Kinley.....	20 New Unit Members

Kathleen Bonadie.....	23 New Unit Members
Charmayne Mayowa.....	23 New Unit Members
Michelle Sara Moore.....	22 New Unit Members
Carlee Frances Curtin.....	21 New Unit Members
Tracey A. Fields-Hedrick.....	21 New Unit Members
Debbie A. Weld.....	21 New Unit Members

Emerald

Grace Adeoye.....	42 New Unit Members
Aya Fubara Eneli.....	30 New Unit Members
Aliuska Entenza.....	27 New Unit Members
Maria Cristina Cuenca.....	25 New Unit Members
Nancy A. Berlin.....	23 New Unit Members
Misty McCain Pollard.....	21 New Unit Members
Hollie R. Sherrick.....	21 New Unit Members
Carolyn J. Bishop.....	20 New Unit Members

Pearl

Angela Blount.....	35 New Unit Members
Lisa Allison.....	32 New Unit Members
Kristin Myers.....	26 New Unit Members
Elizabeth B. Muna.....	22 New Unit Members
Amie N. Gamboian.....	21 New Unit Members

Judy Gieson.....	21 New Unit Members
Caroline Adedolapo Yussuf.....	21 New Unit Members
Alma Orrostieta.....	20 New Unit Members
Keita Powell.....	20 New Unit Members
Snowe Saxman.....	20 New Unit Members

Diamond

Rosa Fernandez.....	36 New Unit Members
Amy Allgood.....	26 New Unit Members
Maricarmen Gonzalez.....	25 New Unit Members
Rita Obrochta.....	25 New Unit Members
Olga Cecilia Giraldo.....	23 New Unit Members
Leticia Gutierrez-Barajas.....	22 New Unit Members
Lillian Y. Pagoda.....	22 New Unit Members
Fatima I. Wehbe.....	22 New Unit Members
Tammie M. Hanson.....	21 New Unit Members
Ivonne Hernandez.....	21 New Unit Members
Dayana Polanco.....	21 New Unit Members
Blanca E. Arroyo.....	20 New Unit Members
Kim I. Cowdell.....	20 New Unit Members
Rosario Martinez.....	20 New Unit Members
Celeste Cruz Pichardo.....	20 New Unit Members
Viviana Vargas.....	20 New Unit Members

Sales Mentors

Special thanks to the sales mentors for the February 10, 2009, *New Independent Sales Director Education* class.



Kirk Gillespie
National Sales Director
Ruby Seminar



Denise Kucharski
Future Executive
Senior Sales Director
Fordland, Mo.
Emerald Seminar



Emily Sims
Executive Senior
Sales Director
Gulf Breeze, Fla.
Diamond Seminar

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 ©2009 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Smart Wiper, TimeWise, Tribute and Velocity* are registered trademarks; and *Darci, Enriching Women's Lives, Exotic Passionfruit, Mary Kay Simply Cotton, Mint Bliss, MK High Intensity, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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Dare to Go, Dare to Glow!



Seminar Dates

- ▶ July 15 – 18 Ruby
- ▶ July 19 – 22 Sapphire
- ▶ July 22 – 25 Emerald
- ▶ July 26 – 29 Pearl
- ▶ July 29 – Aug. 1 Diamond

Location

Dallas Convention Center, Dallas, Texas

Product Giveaway

Don't forget that when you attend Seminar 2009, you'll receive a product giveaway that's exclusively for you, equal to the cost of your registration fee!

New at Seminar 2009

Something's coming that will rock your world, and you don't want to miss it! Plus, music and dancing that will keep Awards Night rocking nonstop. We loved your suggestions for a more contemporary, upbeat atmosphere, so this year entertainment will flow like the unstoppable recognition! Register today!

Even as headlines everywhere declare an economic downturn, smart business-people know a proven secret for successfully weathering the storm: Invest in those things that offer lasting returns regardless of trends and turmoil. As your own boss, you call the shots. *You* can decide that NOW is the time to *Shine On!*SM at Seminar 2009, where your investment in *you* can start to pay off as soon as you return home. *Now is the time* for the education, motivation and inspiration that will propel you for years to come. *Now is the time* to connect with others who have been where you are and have gone where you want to go. Why not learn from the best *how to be your best*? See yourself in a new light that illuminates the way to your greatest success and a future you've only dreamed about. **Register today and get your *Shine On!*SM**

Seminar 2009 Class Descriptions

Take a look at the exciting business-building classes we have planned for *Shine On!*SM Seminar 2009. Once you've registered, be sure to watch for your Seminar confirmation that includes a list of educational materials. Reviewing them prior to Seminar can heighten your Seminar learning experience! Classes will be available based on your career path status as of June 30, 2009.

Day One

Spouse Class 3 – 4 p.m.

Don't miss this informative class for all spouses registered to attend Seminar. Three specially selected husbands will engage in a panel discussion sharing the knowledge and experiences that have helped them learn how to support their wives in their Mary Kay businesses.

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seminar2009

Registration Fee

- ▶ \$175 per person if received in Special Events Registration by June 30
- ▶ \$200 per person on-site, space permitting (except for new Independent Beauty Consultants whose Agreements are accepted by the Company in July and August 2009)
- ▶ \$25 registration transfer fee

To Register

Choose one of these easy ways:

- ▶ **Mary Kay InTouch® Web Site:** Click on the *Shine On!*SM Seminar 2009 icon beginning May 1 for all Independent Beauty Consultants.
- ▶ **Mail:** Send completed registration forms to Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045.

Deadlines

Online registration will close at midnight Central time on June 30. Mail registrations must be received by Special Events Registration by 5 p.m. Central time on June 30. Please note that due to capacity restrictions in the Dallas Convention Center Arena, it is possible that Awards Seminar Registration may have closed. All registrations must be received by Special Events Registration by 5 p.m. Central time on June 30.

Note: Priority Awards Seminar Registration ended April 30.

Cancellations

Full refund by June 30, 2009.

Less service fee of \$100:

- July 10 (Ruby)
- July 14 (Sapphire)
- July 17 (Emerald)
- July 21 (Pearl)
- July 24 (Diamond)

No refunds will be granted after each Seminar affiliation cancellation deadline date.

Day Two

Career Development Classes

9 a.m. – 3:15 p.m.

Independent Beauty Consultants and Independent Senior Beauty Consultants with one to two years' experience:

9 – 9:30 a.m. Principles and Excellence
9:30 – 10:15 a.m. A Foundation You Can Build On
10:30 – 11:15 a.m. The Critical Link
11:15 – Noon First Steps of Team-Building
1:45 – 2:30 p.m. Taking Charge of Your Financial Future
2:30 – 3:15 p.m. You Can Do It

Independent Beauty Consultants and Independent Senior Beauty Consultants with three to four years' experience:

9 – 9:45 a.m. A Foundation You Can Build On
10 – 10:45 a.m. The Critical Link
11 – 11:45 a.m. Taking Charge of Your Financial Future
1:45 – 2:30 p.m. From Dreams to Realities
2:30 – 3:15 p.m. You Can Do It



Priority Awards Seminar Seating Registration

An Independent Beauty Consultant who achieves Star Consultant status from March 16 – June 15, 2009, may qualify for arena seating on a first-come, first-served basis as space permits. For more information, log on to the Mary Kay InTouch® Web site.

Don't Forget to Order Seminar Souvenirs

Your order will be shipped directly to your home in July. Online ordering only. Go to the Mary Kay InTouch® Web site.



Independent Beauty Consultants and Independent Senior Beauty Consultants with five to eight years' experience:

9 – 9:45 a.m. The Joy Is in the Journey
10 – 10:45 a.m. The Critical Link
11 – 11:45 a.m. Taking Charge of Your Financial Future
1:45 – 2:30 p.m. From Dreams to Realities
2:30 – 3:15 p.m. It Takes Only a Spark to Build a Passion

Independent Beauty Consultants and Independent Senior Beauty Consultants with nine-plus years' experience:

9 – 9:45 a.m. The Joy Is in the Journey
10 – 10:45 a.m. The Critical Link
11 – 11:45 a.m. Taking Charge of Your Financial Future
1:45 – 2:30 p.m. From Dreams to Realities
2:30 – 3:15 p.m. It Takes Only a Spark to Build a Passion

Star Team Builders and Team Leaders:
9 – 9:45 a.m. Becoming a Model of Leadership
10 – 10:45 a.m. See the People, Sell the Product, Show the Way
11 – 11:45 a.m. Taking Charge of Your Financial Future
1:45 – 2:30 p.m. Reach for the Stars
2:30 – 3:15 p.m. The Choices You Make and How They Affect Your Future

Future Independent Sales Directors and Independent Sales Directors-in-Qualification:

9 – 9:45 a.m. Becoming a Model of Leadership
10 – 10:45 a.m. Reach for the Stars
11 – 11:45 a.m. Taking Charge of Your Financial Future
1:45 – 2:30 p.m. Go for 50
2:30 – 3:15 p.m. From Dreams to Realities

Class Options for all Independent Sales Directors:

- 9 – 11:45 a.m.
- ▶ A Mission of Purpose
- ▶ Becoming the “Best of the Best”
- ▶ Building on the Wins
- ▶ How to Empower Potential Leaders
- ▶ Never Give Up



Class Descriptions

A Foundation You Can Build On

Mary Kay said, “Integrity, honesty and caring about my customers became the cornerstones of my business,” and that will never change. Begin your journey with the wisdom of those who have gone before. Learn the most important elements for growing a strong customer base and a foundation that you can build on.

A Mission of Purpose

Hear more about how the Leadership Principles that Mary Kay created from the writing of *The Mary Kay Way* came about and discover which three Principles have had the most impact in shaping the Company. Learn why these Principles are still relevant today and how they can shape your future.

Becoming a Model of Leadership

Mary Kay believed that the art of leading can be taught and mastered. As you set goals to build your future unit, you might keep in mind that all eyes are on you! In this class, you can learn the five key ingredients of leadership that Mary Kay believed leaders should possess.

Becoming the “Best of the Best”

Mary Kay said, “Many a race is won at the starting gate.” Are you barely achieving your goals or are you exceeding them? Learn how to attain the strengths that Mary Kay said were common among successful people. Listen to see if you measure up and how you might become the “best of the best.”

Building on the Wins

Let's identify those activities that prompt action and lead to achievement. In this class, we will focus on the powerful and the positive, encouraging dialogue and actions that could build your unit. Mary Kay said, “Remember that every big accomplishment results from a series of little ones.”

First Steps of Team-Building

Discover the layering process that enables a customer to understand the Mary Kay opportunity from the very start. Learn dialogue and team-building tips that can help boost your confidence and increase your circle of influence.



From Dreams to Realities

Get ready to be inspired by those who learned to believe and to achieve. In this class, you will hear I-stories that take you from dreams shared to realities achieved. Mary Kay said, *"Winning begins when you throw away your pride and go for broke."* Dare to grow into your dreams!

Go for 50

Mary Kay said, *"Shoot for the moon, and if you miss, you will still land among the beautiful stars!"* And that is exactly what she wants for Independent Beauty Consultants who are building a future unit! Mary Kay honored those who debuted with 40 and celebrated those who debuted with 50! Take her advice, and you'll see why going for 50 can be so FABULOUS!

How to Empower Potential Leaders

Empowering the professional growth of a potential leader is an opportunity to change a life in ways both great and small. Hear tips about how others have helped Independent Beauty Consultants climb the ladder of success to create the next generation of leaders.

It Takes Only a Spark to Build a Passion

Mary Kay built this Company from a spark that turned into a burning passion to help women. Are you ready to ignite the spark in your business? Do you have a burning desire to achieve your goals for the new year? Open discussion and role-play could help you build your business like wildfire! Don't miss the fun!

Never Give Up

Mary Kay said, *"We didn't set the world on fire from the first day: Disappointments, setbacks and work have created the Company as it is today."* In this class, you will discover a powerful lesson that Mary Kay and Independent National Sales Directors learned on their journeys to success. Don't miss it!

Principles and Excellence

Achieve excellence through learning and applying key legal principles that make an impact in your Mary Kay business.

Reach for the Stars

In this class, you'll hear tips that could help you attract stars and achieve your Star Consultant goals. You also

may discover how maintaining Star Consultant status can help you climb the ladder of success. Don't miss this powerfully informative class!

See the People, Sell the Product, Show the Way

One of the goals you might set in order to achieve your dreams is to build a large customer base. It is from that customer base that new team members can be found, Mary Kay Career Cars could be earned and a future unit could be born. It really is true that, *"Nothing happens until somebody sells something!"*

Taking Charge of Your Financial Future

Learn how to take charge of your financial future. Discover money management skills that can empower you as a business professional.

The Choices You Make and How They Affect Your Future

You've caught the vision and now, as Mary Kay said, *"you must embrace your dream with all your might and work at it every single day with love-filled intensity."* Are you making the choices and taking the steps that lead you closer to your dreams? Listen as an Independent Sales Director shares the decisions she made that turned her dreams into realities.

The Critical Link

You are the critical link between the Mary Kay® brand and your customers. In this class, you'll not only hear how to maximize the connection with your customers, but also how to cross generations!

The Joy Is in the Journey

Mary Kay's objective in starting this Company was to give women the business opportunity that she had been denied. Mary Kay has provided the opportunity; the journey and the success depend on you. *"Success is not measured by how fast you go but how many lives you touch along the way."*

You Can Do It

Do you ever feel like *you* are your biggest obstacle? Whether it's fear, procrastination, lack of confidence or discipline, it's time to move past these roadblocks to reach your goals and achieve your dreams! Hear how others have done it because you can do it too!

When you compare all the value you'll receive at *Shine On!*SM Seminar 2009, it only makes dollars and sense to start today making arrangements to go. After all, *you're the boss*. What better investment could you make than in your future? *See you there!*

Shine On!SM With These Recognition Opportunities Special Functions

- ▶ Stars in Red, White & Blue Reception
- ▶ All-Star Luncheon
- ▶ Stars in Red, White & Blue Luncheon
- ▶ Royalty Reception

Awards Night

- ▶ Queen's Court of Personal Sales
- ▶ Queen's Court of Sharing
- ▶ Double Star Achievement
- ▶ Triple Star Achievement
- ▶ Circles of Achievement
- ▶ Circles of Excellence

Onstage Recognition

- ▶ Grand Achiever (new and requalified)
- ▶ Premier Club Sales Directors (new and requalified)
- ▶ Cadillac Sales Directors (new and requalified)
- ▶ Teachers
- ▶ Class of 2009 New Independent Sales Directors (April – July)
- ▶ Executive Senior Sales Directors and Elite Executive Senior Sales Directors as of July 1, 2009
- ▶ Million-Dollar Units

Additional Recognition

- ▶ All-Star Challenge Achievers
- ▶ Stars in Red, White & Blue Challenge Achievers
- ▶ Customers Count Challenge Achievers
- ▶ Perfect Attendance
- ▶ Star Sales Director
- ▶ Consultant Enrichment With Pacesetters

Be sure to check out the details and qualifications of all of these outstanding recognition opportunities on the Mary Kay InTouch® Web site.



Storm Trooper

Everyone at some point in her life has felt the rising waters of adversity threatening to swamp the human spirit in their wake. So all of us can identify with that sinking feeling, and we rejoice with survivors when the raging tide can be turned back. Sometimes the victory is won by the sheer force of human will, faith and loving support, as in this story of a woman who faced the fury and overcame. She lost nearly everything she had but her own life and her family, only to discover that, in hindsight, disaster was the gateway to a whole new way of being ...

MARY KAY



22 Applause June 2009



Even for those of us who live far inland, closer to waves of corn and wheat than surf and sand, the prospect of humanity versus a violent sea has become a vivid reality thanks to television. We've all seen the pictures of busy home-improvement centers and grocery stores, the good-natured crowds stocking up on plywood, bottled water, bread and batteries, signaling the arrival of another hurricane season. We've considered what it would be like for the fate of life and limb to ride on a dangerous whim, whipping its deadly way toward us and those we love from waters on the other side of the world. We can imagine the dilemma of trusting indecipherable TV weather maps streaked with all those swirly, colorful lines, as we and our neighbors check in for the latest updates.

But unless we've been through it, we can't really appreciate the sheer weight of making a life-or-death decision to stay or go. For **Independent Beauty Consultant Julie Leissner** of Jamaica Beach, Texas, in the **Independent National Sales Director Cyndee Gress** Area, that decision as Hurricane Ike bore down on the Gulf of Mexico last September seemed a fairly straightforward one. At the time, she and her family — husband Kirk, 16-year-old son Christopher, 14-year-old daughter Cassie and Kirk's elderly father — were comfortably settled in their two-story home where they felt reasonably secure. Although clouds overhead had been growing more ominous for days, Julie says there was no reason to think she was putting her family in deadly peril by staying instead of evacuating, even though the storm's immense mass ballooned ever larger as it churned angrily toward them from its origin in Cape Verde, Africa. In 2005, the Leissners had come through Category 5 bully hurricanes Rita and Wilma in good shape. They knew the preparedness drill. And besides, it would be difficult, if not life-threatening, to move Kirk's seriously ailing dad who depended on Julie's knowledgeable nursing care. Everything seemed to indicate sheltering at home was the best course.

It took 96 hours for their lives to change. Four days during which the hurricane steadily worsened and finally tore a furious swath across the island, destroying the University of Texas Medical Branch in Galveston and with it, Julie's full-time nursing job. She saw more than half her home, all four of the family's cars and most of their possessions slide into the Gulf on Ike's crushing tides. But none of those dire results seemed likely in the beginning. In the beginning, Julie and Kirk monitored weathercasts as they had on previous occasions,

watching Ike swing wide and wild, veering first here and then there as it jigsawed its way into and across the Gulf. Julie admits they clung to hope despite the storm's erratic behavior, hoping against hope that Ike would spare them. Now she shakes her head at the thought. "Looking back, we way underestimated this one. We had no idea it would turn out to be as bad as it did. But I kept thinking of Grandpa. He was so frail that I couldn't imagine him being hauled up into a basket by the helicopters passing overhead." So they stuck with their plan. Before their ordeal was over, before rescuers snatched them to higher ground at the last moment of safety, the family of five, along with an assortment of six pets that included Christopher's beloved bearded dragon "Spike," would endure horrifying sights and sounds.

But first, Ike had surprises in store.

Prayers in the Night

From their beautiful beach location, the Leissners had a front-row seat for the dramatic performance to come. "As the storm approached, we were all pretty calm," Julie remembers. "The whole thing seemed like an adventure. Then, gradually, after a couple of days, fear started to creep in as we looked out to sea in disbelief that the ocean could come in *so fast and so high*. Our first floor was only three feet above sea level. The surge — great white foaming walls of it — began at eight feet and swelled to 10 feet, 14 feet and finally to 16 feet above normal. It was breathtaking to see nature so out of control." As hours dragged on and the water rose perilously higher, Julie ran for her camera and started snapping pictures. "When the pounding waves slammed against our front door and tore it off its hinges, then ripped into an enclosed staircase inside, the sound was one of the most incredible things I've ever heard," she recalls. "Like a wild thundering. We were stunned by the tremendous force."

Yet even then, unbelievably for those who have never witnessed such a thing, Julie says they didn't expect their situation to get much worse. "Even knowing the damage, I don't think any of us were truly scared. We still thought we could ride it out." But Ike had delivered only his first greeting to Jamaica Beach, which lies on the far western tip of Galveston Island. That was Thursday. On Friday, the power went out. "It got very hot very fast. I'm a Yankee, and I've never liked Texas heat," says Julie. "It was 100 degrees outside, but we were forced to keep the windows and doors

closed because the wind was blasting at 65 miles per hour. We felt like we were suffocating."

Late that afternoon, Julie watched fearfully as the surging water began to pour in under the windowsills. "At one point, Kirk came over and whispered that the life vests were in a tub in the dining room. We didn't want to tell the kids and scare them. Sitting there in the deepening dark, I wondered if the vests would do any good if we did put them on. No one ate anything all day, but I made them drink plenty of water. We sat around sweltering and waiting, with Grandpa stripped down to his underwear and dangerously weak. The dogs and cats were restless, and the bunny kept thumping his feet. Everyone went to sleep by 10 o'clock Friday night — except me. I had curled up into my chair and couldn't move for more than two hours. I was rigid in a sort of paralyzed trance, immobilized by the constant screeching of the wind and the scary pressure on the house. I kept praying, "OK, God, have I learned my lesson from this yet? Can the storm stop now? I've had enough, God. *Please, please, please ...*"

An Uneasy Truce

When the eye finally passed over early the next morning, the family gathered and went outside. The calm was like the breath of an eerie presence all around them. "There was no rain or wind at all," Julie remembers. "The water had swept away our two-story perimeter wall, and a set of stairs was bobbing surreally in the waves. We felt numb. No panic, fear, anger — nothing. We were simply dazed." But the calm was a temporary lull. They went back inside, and an hour later, the gale resumed its shrill whining. Julie describes how, before long, the sounds were nearly unbearable. She remembers those hours with a kind of humbled respect, awed by the hurricane's sheer magnitude. "I could hear all four cars smashing into one another and into our pillars. The entire frame of the house shuddered every time the cars hit. Because of the wind's direction, we could go out on our back deck and be protected. From there we watched one of our trucks shove our scuba cabinet and brand-new stainless steel barbecue pit right through the back wall before coming to rest on a fence post, almost in the canal behind us. Later, we discovered that huge chunks had been torn out of the pillars, and Christopher's truck also penetrated the back wall. When he saw his truck's remains and what used to be his room and all its contents just gone, my 6-foot-4-inch very macho son doubled over and started bawling

like a tiny baby. He had worked so hard to earn the money to buy those things. It just about killed me to see him like that."

While Julie and the others were trying to come to grips with the damage and wondering what was coming next, Julie's friend Monica, who lived in Galveston, managed to get an emergency cell phone call through to the fire department. The time had come to go, and Julie prayed for Grandpa's stamina and strength. The arrival of the rescue team meant leaving the animals behind. The children's tearful goodbyes hit home hard. "My heart broke all over again because, again, I felt responsible and guilty," says Julie. "I asked myself over and over: *How could we not have known this storm was going to be this bad?* Every time I saw my devastated son, waves of anguish washed over me."

In the midst of her physical and emotional turmoil, just before the rescuers whisked the family away, Julie grabbed a change of clothes with one hand and her Mary Kay® Travel Roll-Up Bag, full of product, with the other. "I had only had my Mary Kay business for two months at that point, but I had to make sure my best friend came with me," she says. "That Travel Roll-Up Bag just *had* to go wherever I was headed." Julie's prized metallic opal PT Cruiser wasn't so lucky. "I turned to take one last look and saw my brand-new 'baby' crushed and broken amid all the strewn debris on the beach. I felt sick. We all had a sense of losing everything as we got in the fire truck without saying a word." As they rode, Julie clutched her Mary Kay® Travel Roll-Up Bag to her chest. "I know it sounds corny, but it gave me comfort," she confides. "I realized in that moment that in just two months, Mary Kay had become the work family I had always longed for: unconditional love and support, the most amazing women I've ever met. I thought about the irony. From total devastation was emerging an unmistakable new day, a fork in the road, and my heart had already embraced the new direction. My nursing job was gone; my car was gone. We would wind up being relocated to two different makeshift shelters and eventually have to move to a temporary apartment for months. But in that darkness, I kept feeling determined to funnel all my energies into my Mary Kay business — thoughts that gave me hope and strength throughout the aftermath. I had bad days here and there, but the vision of a strong, vital Mary Kay future kept my spirits up."

Like Pearls in the Sand

Like the trooper she is, Julie didn't wait to put her new goals into motion. While the family was still in limbo, she looked for ways to connect with others, taking long walks in the neighborhood where they were staying temporarily, striking up conversations with displaced women, in groups or alone. So many were depressed, waiting for the next phase of their lives to unfold, seeking their own comfort in new friends and circumstances. Julie shared the opportunity as conversations permitted, and once she rented a van, she conducted skin care classes right there on the go wherever she was. She decorated the van with pink balloons and streamers to create a festive atmosphere. "You can't hold a skin care class in a rented van with a bunch of women who don't know one another and not laugh!" she says. "I got creative with ways to meet people walking their dogs and just hanging out, taking index cards everywhere so I could write down contact information. I made healthy sales and gained customers in the process. I'm so grateful I had Product Protection Insurance and never missed a beat with my inventory needs. I was fully reimbursed for all my product that floated away."

Two weeks after the storm, Julie attended Cyndee Gress's fall Advance. "Leaving my family to go to New Jersey while we were still in a mess turned out to be a great decision. It was just what I needed. I spoke there about what we had been through, and the outpouring of love and support flowed over me like healing medicine. Once I got back home, I received more than 300 letters from Gress National Area women. The cards still come, and it's like Christmas when I open them. I've been so touched by Cyndee, **Independent Senior Sales Director Jenny McNulty** and **Independent Sales Director Karen Bilotti** who have given me the special 'gift of Mary Kay.' This business helped me learn to take better care of myself while reaching out to help others. Now I want to expand my reach further by becoming an Independent Sales Director and an Independent National Sales Director. I'm so grateful for what Mary Kay Ash did for all of us. She speaks from my heart every time I share the opportunity."



Rebuilding Never Looked So Good

For Julie, Hurricane Ike did more than stir up layers of sediment and send them all fleeing to temporary housing. She considers the tearing down and building up that have become her life. "The moment I realized I was leaving nursing, the sensation felt strange and tremendously freeing all at once," she shares. "I feel like I've embarked on a new life, like I've been given the tools to start over on a grand new adventure that will change my life for the better, forever. I had tried other direct-selling paths before Mary Kay, and there was always something missing. I know now what that 'something' was. There's a sisterhood in the Mary Kay tradition that sets the Company apart. The reassurances I received have eased the guilt and pain I felt about not evacuating. The outpouring from my new 'family' has meant the world to me."

Eventually, the Leissners returned to the shell of their Jamaica Beach home and today still face a long reconstruction period. Grandpa passed away in January, but the family was reunited with their cats, dogs, bunny and dragon, thanks to the Houston SPCA whose rescuers took a worried call from Julie's mom in Massachusetts the day after Julie and her family left home. After Cyndee's fall Advance, Julie made a huge board displaying all the business cards of those who had cheered her on. The testament of lasting friendship hangs in her tattered living room where she can see it every day, and she hopes to add photos as she receives them. "I have never felt so blessed and loved in my entire life," she says, taking a moment to wipe away a tear. "We still have Swiss-cheese brains and feel numb from everything that happened, but the sun has come out to stay." She pauses and shakes her head, laughing off the sentimental catch in her throat. "We went through a lot of uncertainty and questioned a lot of things over the past six months. But the women I've met through Mary Kay have helped me see a future I never would have dreamed possible before. All I can say is, Mary Kay is the best thing that ever happened to me."



Stars in red, white & blue

TEAM-BUILDING CHALLENGE

March 1 – June 30, 2009

Independent Beauty Consultants and Independent Sales Directors can earn fashion-forward rewards for team-building to be awarded at Seminar 2009†! For the first time ever, Independent Beauty Consultants can earn one of three fabulous redesigned Mary Kay® red jackets: “Lauren,” the classic style; “Drew,” a sophisticated trench style; and “Candy,” a cropped, swing style. And Independent Sales Directors can earn a custom Mary Kay® zebra-accented wrap to accompany the brand-new Independent Sales Director suit.

start thinking red

“

Becoming a Star Team Builder is so exciting because it's symbolic of an Independent Beauty Consultant taking 'me' and turning it into 'we' by sharing this business opportunity with others. With this step, you'll discover newfound confidence, empowerment and satisfaction in helping others. Plus, you'll have access to advanced education that develops leadership, communication and people skills. With the new red jacket options, being a Star Team Builder has never been more grand!

”

Independent Future Executive Senior Sales Director Amie Gamboian of Omaha, Neb.

“

When you decide to start your own team, it's the beginning of earning the use of a Career Car and becoming an Independent Sales Director. The pride in seeing your own success reflected in your red jacket is priceless. Start by making sure you know every aspect of the marketing plan, its benefits and rewards. Then set a personal goal for yourself – a reason for making the effort every day.

”

Independent Executive Senior Sales Director Evalina Chavez of Santa Rosa, Calif.

“

There are so many reasons to build a team and wear a red jacket – recognition, leadership, additional income opportunities and the experience of leading a team. And did you know that active Independent Beauty Consultants with two active personal team members are qualified to order the exclusive red jacket? That's a great motivator for reaching your Star Team Builder goal. And leading a team feels great!

”

Independent Elite Executive Senior Sales Director Lisa Allison of Sugar Land, Texas

For complete *Stars in Red, White & Blue* Challenge qualifications, please see your May 2009 *Applause*® magazine or look on the Mary Kay InTouch® Web site.

†Independent Beauty Consultants and Independent Sales Directors will pick up their prizes at the reception on Day 0 at Seminar. You must be present with your invitation to pick up your prize. Those unable to attend Seminar will receive their prizes after Seminar.

Reflections From Mary Kay

“It is important for you to have a goal. You simply can't get there if you don't know where you are going! Begin to build in your mind a dream. Then write it down and make your goal realistic. Aim high enough that you will have to stretch your ability and your potential to reach it.”

– Mary Kay Ash



Dates to Remember

MAY 2009

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 2009

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: Seminar registration opens.

May 8: Spring 2009 Preferred Customer Program mailing of the Month 2 *Beauty That Counts™* lipsticks mailer begins. (Allow 7-10 business days for delivery.)

May 12: Mary Kay's birthday! 2009 *Beauty That Counts™* campaign begins.

May 15: Last day to enroll online for the Summer 2009 Preferred Customer Program mailing of *The Look*, including exclusive samplers, 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 18: Satellite Education Event.

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

May 25: Memorial Day. All Company and branch offices closed. Postal holiday.

Next Month:

June 10: Early ordering of the new Summer 2009 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2009 through the Preferred Customer Program.

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. Last day to complete Phase III of the *Customers Count* Challenge.

Postmark deadline for Spring 2009 promotion and third monthly product bonus. Early ordering of the new Summer 2009 promotional items available for all Independent Beauty Consultants. Last day to enroll online for Summer 2009 Preferred Customer Program Month 2 mailer. *Beaut-e-News®* e-mail newsletter begins e-mailing mid-month to customers.

June 16: Quarter 1 Star Consultant quarterly contest begins. Summer 2009 promotion and first monthly product bonus begin.

June 20: May Career Car qualifier paperwork due to Company. Online prize selection for Quarter 4 Star Consultant quarterly contest available. Summer 2009 Preferred Customer Program customer follow-up list and labels master begin mailing.

June 25: Summer 2009 Preferred Customer Program mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

June 30: Last day of the month. *Shine On!™* Seminar 2009 registration ends. *Stars in Red, White & Blue* Team-Building Challenge ends.

Find It Online – What's on Mary Kay InTouch®

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

- **Beauty Consultant Enrichment With Pacesetters Program.** Participate in this month's exciting Pacesetters challenge to help you get your month off to a great

start! When you complete at least four Pacesetters challenges from January through June, you'll be on track to earn a name badge ribbon at Seminar. You can go to Education > Beauty Consultant Enrichment Program to learn more plus download the free CD of the month.

- **Beauty on a Budget.** Here you'll find fliers, party tips and information on how you can share the value of Mary Kay® products and the business opportunity with your customers.
- **Seminar 2009.** Details on everything you need to know about *Shine On!*™ Seminar 2009 recognition, education and registration.

Sheryl Adkins-Green Joins Mary Kay as Vice President of Brand Development

Leading global product strategy efforts, Sheryl will work closely with regional Sales and Marketing



team leaders as well as Research and Development and other supply chain teams, ensuring our product strategy remains relevant for Mary Kay consumers around the world.

With a Retailing degree

from the University of Wisconsin and a Harvard MBA in Marketing and Finance, Sheryl brings a wealth of consumer marketing and packaged goods experience from a variety of global companies. Most recently, she was General Manager of Alberto-Culver's Pro-Line International business unit. She also has held senior positions with Cadbury Schweppes and Citigroup, and she has worked on well-known brands like Cool Whip and Jell-O.

Familiar with the Mary Kay culture and mission, Sheryl has used the leadership principles of Mary Kay with her teams previously. The Mary Kay commitment to enriching women's lives also aligns with her personal goals, such as supporting shelters for victims of domestic violence.

Welcome to the Mary Kay family, Sheryl!

BizBuilders Bonuses!

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

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy	\$26
\$1,200 sugg. retail/ \$600 wholesale	1 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase)	\$26
\$1,600 sugg. retail/ \$800 wholesale	2 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase)	\$52
\$2,400 sugg. retail/ \$1,200 wholesale	3 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase)	\$78
\$3,600 sugg. retail/ \$1,200 wholesale	3 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase) 1 Travel Roll-Up Bag	\$78
\$4,800 sugg. retail/ \$2,400 wholesale	3 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase) 2 Travel Roll-Up Bags	\$78
\$6,000 sugg. retail/ \$3,000 wholesale	3 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase) 3 Travel Roll-Up Bags	\$78
\$7,200 sugg. retail/ \$3,600 wholesale	3 ea. Mary Kay® Tinted Lip Balm Sunscreen SPF 15 [†] in Blush and Poppy 5 Limited-Edition Mary Kay® Compact Covers [†] 1 Mary Kay® Mini Mineral Eye Color Quad (Summer Gift With Purchase) 4 Travel Roll-Up Bags	\$78

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.

[†]Not intended for resale

[†]Over-the-counter drug product

Go-Give® Award

Congratulations to the winners for June 2009.

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 Riggs

Ruby
Independent Future Executive Senior Sales Director
Began Mary Kay June 1997
Sales Director Debut June 2002
Offspring three first-line; one second-line
National Sales Director Cheryl Davidson
Honors Premier Club qualifier; Star Consultant; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$41,384
Personal Lives in Orting, Wash. Husband, Dave; son, Jacob; daughter, Brittany; one grandson
Favorite Quote "Although there may be tragedy in your life, there's always a possibility to triumph. It doesn't matter who you are, where you come from. The ability to triumph begins with you. Always."
— Oprah Winfrey
Independent Beauty Consultant Robin Norman of Orting, Wash., says, "Suzanne has organized numerous occasions to cook dinners for fellow unit members or Independent Sales Directors who had been hospitalized or were unable to care for their families."



Polly Bankhead

Sapphire
Independent Sales Director
Began Mary Kay January 2003
Sales Director Debut April 2004
National Sales Director Go Give Area
Honors Premier Club Qualifier; Star Consultant; three-times Circle of Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$54,713
Personal Lives in Grand Prairie, Texas. Daughter, Maisha
Favorite Quote "For I know the plans I have for you," declares the Lord, 'plans to prosper you and not to harm you, plans to give you hope and a future.'
Jeremiah 29:11
Independent Beauty Consultant Veronica Walsh of Grand Prairie, Texas, says, "Polly is truly a giving woman. She has given less fortunate young ladies formal attire in order to make their proms a success."



Karen Spada

Emerald
Independent Sales Director
Began Mary Kay November 1988
Sales Director Debut August 1992
National Sales Director Jackie LaPrade
Honors Cadillac qualifier; Circle of Honor; 11-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$51,806
Personal Lives in South Windsor, Conn. Husband, Bob; son, Joe; daughter, Alyssa
Favorite Quote "All you send into the lives of others comes back into your own."
— Mary Kay Ash
Independent Beauty Consultant Ruth Ehrenberger of Stow, Ohio, says, "Karen works with fundraisers in her community and is also a member of her Chamber of Commerce."



Nancy Grojean-King

Pearl
Independent Senior Sales Director
Began Mary Kay May 1992
Sales Director Debut July 1993
Offspring one first-line; two second-line
National Sales Director Julie Krebsbach
Honors Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$58,317
Personal Lives in Mission, Texas Husband, Reggie; daughters: Naomi, Abigail
Favorite Quote "With unwavering faith."
Independent Beauty Consultant Elizabeth Gomez of Edinburg, Texas, says, "Nancy is always encouraging, and if you show initiative, she will guide you to succeed in your dreams."



Ivonne Hernandez

Diamond
Independent Future Executive Senior Sales Director
Began Mary Kay February 2006
Sales Director Debut June 2006
Offspring three first-line
National Sales Director Sonia Pérez
Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Circle of Excellence; Triple Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$128,894
Personal Lives in Wellington, Fla. Husband, Alvaro; daughters: Sofy, Grecia, Daniela
Favorite Quote "A winner knows that adversity is the best of teachers."
Independent Beauty Consultant Lorraine Rodriguez of North Lauderdale, Fla., says, "Ivonne has enriched us through her example of being a woman of excellence in everything she does. She inspires every person to reach their full potential."

Maximize Your Beauty Routine

With Multitasking Money-Savers

When the going gets tough, the tough shop smart and look for products that deliver multiple benefits that end up saving them time *and* money. Here are some high-performing products to invest in.

MARY KAY®

TimeWise® Targeted-Action® Eye Revitalizer, \$35

- ▶ Diminish dark circles
- ▶ Depuff
- ▶ De-stress the undereye area



TimeWise® Microdermabrasion Set, \$55

- ▶ Fight fine lines
- ▶ Refine pores
- ▶ Achieve softer, smoother skin *instantly*



Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*, \$18

- ▶ Sheer color
- ▶ Oil-free moisturization
- ▶ UVA/UVB protection

Mary Kay® Ultimate Mascara™, \$15

- ▶ Longer-looking lashes with up to five times the volume
- ▶ Smart Wiper™ technology that delivers the perfect amount of mascara
- ▶ Smudge-, clump- and flake-resistant formula



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seminar
2009

Don't miss this **OPPORTUNITY**
to **SHINE** in the spotlight,
DISCOVER bright new
BUSINESS IDEAS and attend
the **BEST PARTY** of the year.

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 *Shine On!*™ Seminar 2009 section.

Mail: Special Events Registration
Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

When you attend, you'll receive a Mary Kay® product gift exclusively for you! The total value of this gift will equal your registration fee and count toward Seminar 2009 recognition in the Queens' Court of Personal Sales and Unit Circles.