

MARY KAY

applause®

JUNE 2010

Step into summer with

skin care favorites



And
This **NEW**
Pedicure
Set!

Enrich Lives With the
2010 Beauty That Counts®
Campaign



Get your
NEW HANDBAG
at Seminar!

See **Page 15**
for Seminar details.



free* for you May 16 – June 15, 2010

This month, your free* items with your qualifying order will include the Mary Kay® Eau de Toilette Fragrance in Forever Orchid™, the Mary Kay® Lipstick Caddy, the Summer 2010 Mary Kay® Travel-Sized Sun Care Set gift with purchase, the Pamper Me Set and the Travel-Roll-Up Bag. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site after May 10 and type "BizBuilders" in the search bar.



Mary Kay® Eau de Toilette Fragrance in Forever Orchid™



Mary Kay® Lipstick Caddy (lip colors not included)



Mary Kay® Travel-Sized Sun Care Set



Pamper Me Set



Travel Roll-Up Bag (Product not included.)

wholesale order	receive for free*
\$400	\$25 in suggested retail products
\$600	\$25 in suggested retail products + Section 2 items
\$800	\$25 in suggested retail products + Section 2 items
\$1,200	\$55 in suggested retail products + Section 2 items
\$1,800	\$85 in suggested retail products + Section 2 items
Star Consultant	

june: dates to remember

1 Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
Reminder: Seminar registration is open to everyone (space permitting).

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

8

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

Early ordering of the new Summer 2010 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2010 through the Preferred Customer Program™.

New Independent Sales Director Education begins for those who debuted April 1, May 1 and June 1.

15

Postmark deadline for Quarter 4 Star Consultant quarterly contest, *All-Star* Star Consultant Consistency Challenge and Star Sales Director yearlong contests.

Deadline to make Quarter 3 Star Consultant prize selections.

Postmark deadline for Spring 2010 promotion and to earn the third monthly product bonus.

Early ordering of the new Summer 2010 promotional items available for all Independent Beauty Consultants.

Last day for customers to take advantage of the Spring 2010 gift-with-purchase offer.

Last day to enroll online for the Summer 2010 Preferred Customer Program™ Month 2 mailer.

16 Quarter 1 Star Consultant quarterly contest begins. Summer 2010 promotion and first monthly product bonus begin.

May Career Car qualifier paperwork due to Company.

20

21 Online prize selection available for Quarter 4 Star Consultant quarterly contest.

Summer 2010 Preferred Customer Program™ customer follow-up list and labels master begin mailing.

Summer 2010 Preferred Customer Program™ customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

29

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

30

PROJECT superStar

Deadline to qualify for the It's in the Bag! Seminar Team-Building Challenge. Project SuperStar™ Seminar 2010 registration ends.

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 midnight Central time.

Mary Kay said it best

Belief in success is the one basic absolutely essential ingredient in successful people. Obviously, if you think victory, you will succeed. Belief is the thermostat that regulates what we accomplish in life. A person is actually a product of her own thoughts; and when you think big, you achieve big things. Shakespeare said 'There is nothing good or bad but that thinking makes it so.' He who would attain greatness must make no little plans.

Take Note

- Beginning March 16, Telephone Ordering hours changed to 8:30 a.m. to 10 p.m. Central time (formerly 7:30 a.m. to midnight). Also, the \$3.50 fee per telephone order increased to \$5 per order.
- Online Independent Beauty Consultant Agreements will be accepted until midnight Central time (extended from 7 p.m.) at month end.

summer looks bright



Give tootsies extra-special care this summer with the new limited-edition* **Mary Kay® Pedicure Set** that offers a spa-like treatment you can do at home for less! And while preparing feet for strappy summer sandals, be sure to keep skin protected and soothed with Mary Kay® sun care products perfect for this time of year. With these product offerings, June can be your month to boost sales as you finalize your Seminar 2010 goals and reach for star-quality achievements. The best party of the year is almost here!



Protect Your Skin

These products offer protection, soothing benefits and more as skin meets the warm, sunny days of summer!

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2010 **Beauty That Counts®** Campaign >>

One dollar from the sale of each **Beauty That Counts®** Mary Kay® Creme Lipstick in limited-edition* Confidence, Inspiration and Compassion shades, from May 1 through Sept. 15, 2010, will help in the efforts to end domestic violence.

Page 4



New Best-Sellers List >>

Eight Mary Kay® products top the new best-sellers' list! Let your customers know about these popular products using this reproducible flier.

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*Available while supplies last

*The best-seller logo/designation refers to top-selling products within the Mary Kay® product line.

have a beautiful summer!

daily defense

Multibenefits, including UVA/UVB protection, give you the most value for your dollar.



TimeWise® Day Solution Sunscreen SPF 25*

Nourishing botanicals help energize skin cells while UVA and UVB sunscreens help protect the skin from sun damage.

\$30



Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*

Offers three benefits in one: sheer color, oil-free moisturization and UVA/UVB protection. Six shades.

\$18



Mary Kay® Tinted Lip Balm Sunscreen SPF 15*

This botanical-enriched formula colors, protects and moisturizes for those times when lips need it all! Five shades.

\$13



TimeWise Body™ Hand and Décolleté Cream Sunscreen SPF 15*

No matter how well a woman's face conceals her age, her hands and décolleté usually give it away. But not anymore!

- Minimizes the appearance of crepiness and helps the skin look firmer
- Hydrates and supports the skin barrier[†] helping to reduce the appearance of fine lines and wrinkles and also helps neutralize the damaging effects of UV rays
- Helps reduce the appearance of dark spots
- Protects against future UV damage

\$18



TimeWise® Age- Fighting Moisturizer Sunscreen SPF 15*

When used as part of the TimeWise® skin care regimen, reduces fine lines and wrinkles by accelerating the skin's natural renewal process with the added bonus of sunscreen.

\$22



sound advice from

"Throughout our lives, sun protection is the key to healthy, youthful-looking skin."

Get summer off to a great start with Mary Kay® products that help protect and enhance your skin.

smart sun care

You'll be doing right by your skin with Mary Kay® sunscreen products that protect, moisturize and replenish.

Mary Kay® Lip Protector Sunscreen SPF 15*

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



\$7.50



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. (Does not contain sunscreen and does not protect against sunburn.)



\$16



Mary Kay® SPF 30 Sunscreen*

Provides UVA/UVB protection to help protect against sunburn, skin damage, freckling and uneven coloration.

\$14



Mary Kay® After-Sun Replenishing Gel

Formulated with soothing botanical extracts to replenish vital moisture to the skin lost by exposure to the sun and wind.

\$12

Available May 1!



fantastic feet

\$22

Give feet a beautiful break this summer! The **limited-edition** Mary Kay® Pedicure Set**, available **beginning May 1**, offers an indulgent at-home spa treatment for a great value. Packaged in a coordinating gift bag, it's the perfect way to kick off summer! **Available while supplies last.**

Rosemary Mint Relaxing Foot Soak

Dispense into warm water and soak feet for 15 minutes for softer soles.

Foot File/Brush

Use to help cleanse toenails and to exfoliate and smooth rough areas of the foot.

Rosemary Mint Soothing Foot Balm

Massage onto feet for intense moisturization that soothes dry skin.

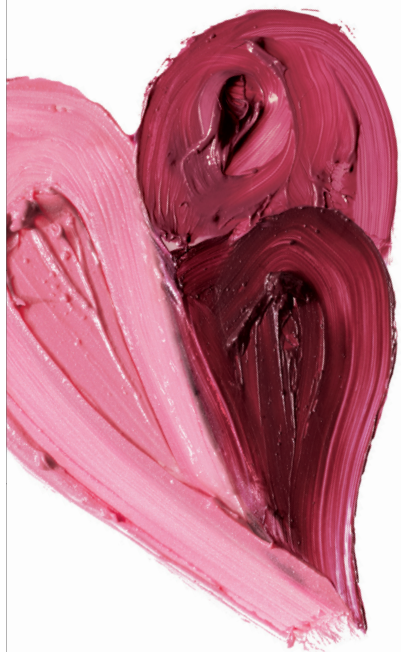
Party tip: This set can help you hold the ever-popular pedicure party that your customers love! Be sure to pair it with Mint Bliss™ Energizing Lotion for Feet & Legs (\$10) to help increase your sales potential!



Dr. Beth Lange, Chief Scientific Officer

"Adults should use about one ounce, or a palm full, of sunscreen to liberally coat all exposed areas and reapply at least every two hours. With continued reapplication, the Mary Kay® SPF 30 Sunscreen can protect your skin for an extended day at the beach."*





Change lives with 2010

Beauty That Counts®

May 1 – Sept. 15, 2010

You can join Mary Kay in its worldwide efforts to change the lives of women and children through your purchase of limited-edition* **Beauty That Counts®** Mary Kay® Creme Lipstick.



In the United States, from May 1 through Sept. 15, 2010, \$1 will be donated from each sale of limited-edition* **Beauty That Counts®** Mary Kay® Creme Lipsticks in Confidence, Inspiration and Compassion. As part of this effort, in the United States, Mary Kay Inc. is proud to support The Mary Kay Foundation in its efforts to end domestic violence.

Each limited-edition shade comes in a specially designed tube with the words "thank you" in 13 languages softly wrapping around it. You'll want to use these part numbers when ordering:

- Limited-Edition **Beauty That Counts®** Mary Kay® Creme Lipstick in Confidence (deep berry), **\$13**, Part #10-036853. Available while supplies last.
- Limited-Edition **Beauty That Counts®** Mary Kay® Creme Lipstick in Inspiration (soft baby pink), **\$13**, Part #10-036852. Available while supplies last.
- Limited-Edition **Beauty That Counts®** Mary Kay® Creme Lipstick in Compassion (fuchsia), **\$13**, Part #10-036854. Available while supplies last.

Each shade was created to flatter all skin tones, and each tube features a color button for easy identification. A limited-edition **Beauty That Counts®** Sampler Card (Part #10-037246) that includes all three shades also is available for ordering, while supplies last (50 cents each).

Together, we can make a beautiful difference!



Purpose and Passion

Independent Senior Sales Director
Marni Hendricks of De Pere, Wis.

Selling more than 100 **Beauty That Counts®** lipsticks last year was a true passion for Marni. "I really loved the Pink Passion shade and made it a point to promote both lipsticks and talk about The Mary Kay Foundation at every opportunity, including parties," Marni says. "The shades look great on everyone and are very easy to sell." Marni took her passion for the Foundation even further by running in a 26.2-mile marathon, raising more than \$1,700 for the Foundation through pledges. "When your purpose is clear, your price will be easy," Marni says. "I needed a purpose for running, and the Foundation was the perfect fit. Like Mary Kay, it's a cause very close to my heart."

Thank You for Selling Lipsticks!

Thanks to you, Mary Kay is donating just under \$3 million from the 2008 and 2009 worldwide sale of **Beauty That Counts®** Mary Kay® Creme Lipsticks to causes that change the lives of women and children around the world.

best-selling Mary Kay® products (2009)



Women across the country turn to these Mary Kay® favorites again and again for their skin care and cosmetic needs! Offering quality and value, they simply are the tried-and-true best. Find out what makes these crowd-pleasers so popular and ask me, your Independent Beauty Consultant, for more information and samples you can try.



Mary Kay®
Oil-Free
Eye Makeup
Remover, **\$15***
(Now in new
packaging!)



Mary Kay®
Eyeliner in
Black, **\$10**



TimeWise®
3-In-1 Cleanser
(both normal/dry
and combination/
oily formulas), **\$18**



Fragrance-Free
Satin Hands®
Pampering Set, **\$34**
(*A new twist on
a Best Seller!)



Mary Kay® Satin
Lips® Set (Mask
and Balm), **\$18**



Mary Kay®
Ultimate
Mascara™
in Black, **\$15**



Mary Kay® Compact,
\$18 (unfilled)



TimeWise® Age-Fighting
Moisturizer (both normal/
dry and combination/oily
formulas), **\$22**

▲ Patented Design

The Mary Kay® Compact has received a patent^{††} for its unique design! Offering the ultimate in makeup organization, the compact features a magnetic refill system that allows you to change the color palette any time you want to match your style and mood.

^{††}U.S. Patent No. D555,288 and Other Pats. Pend.

The best-seller logo/designation refers to top-selling products within the Mary Kay® product line.

All product prices are suggested retail.

*Suggested retail price will increase to \$15 beginning June 16, 2010.

mary kay advertising works!

Mary Kay® consumer sweepstakes are underway, national magazine ads featuring products are circulating and TV segments highlighting Mary Kay® products and the opportunity are airing on major networks. Why? To build **excitement about hosting a Mary Kay® party**; to generate **increased awareness** about Mary Kay® products; to **promote the Mary Kay® brand and the opportunity** as contemporary and relevant; and to **warm the market** to keep Mary Kay top of mind with consumers.

Great Results

We're confident that our 2010 advertising efforts will create as much excitement as last year. Take a look at these results from last year's Mary Kay TV and print advertising campaign:

- 670 million media impressions (meaning those viewers saw Mary Kay advertised in some form).
- More than 150,000 clicks were logged to the "As Seen On TV" site on www.marykay.com – the fourth most popular area visited during the ABC and *Lifetime* campaigns behind the Mary Kay® Virtual Makeover, *The Look* and new products.
- Page views on Marykay.com spiked 50 percent during the hours that *Lifetime's Army Wives* show aired featuring Mary Kay® product segments and color looks.
- More than 55,000 clicks to Marykay.com resulted from online *Lifetime* and ABC banner ads that advertised the *Salute Beauty* consumer sweepstakes.
- 17,567 downloads of the *Army Wives* and ABC color looks fliers from Mary Kay InTouch® were recorded.

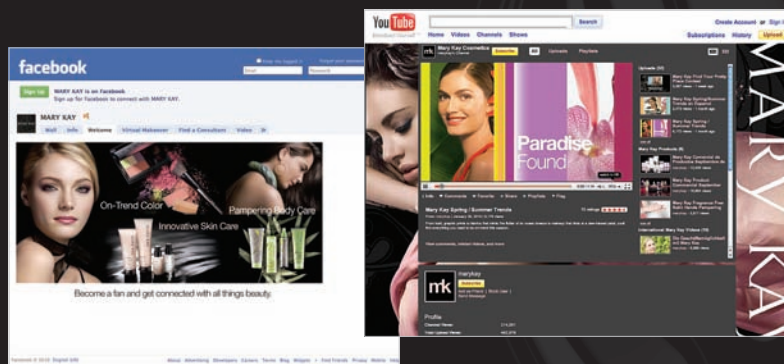
You can rest assured that Mary Kay advertising works, but it can have even more impact when you make your existing and potential customers aware of these national advertising promotions. By doing so, you can hope to increase customers' interest in hosting a Mary Kay® party as well as in Mary Kay® products and the business opportunity.

Tools at Your Fingertips

You have multiple Company-created tools to help you spread the word about current advertising events.

- **"Advertising" site on Mary Kay InTouch®.** Here you'll find the latest print ads, editorial product mentions and printable fliers related to the current advertising campaign – all designed to share with your customers. Click on **Resources > Advertising**.
- **Your Mary Kay® Personal Web Site.** Features the latest consumer sweepstakes and more.
- **Beaut-e-News® e-newsletter.** You can announce consumer sweepstakes directly to your customers by e-mail.
- **MKeCards®.** You can send these targeted messages to your customers announcing advertising news.
- **Mary Kay® YouTube Channel.** Features videos of the latest TV spots, commercials, "Get the Look" segments with celebrity makeup artists and more.
- **Mary Kay® Facebook Fan Page.** Posts by the Company for sharing can help you keep fans apprised of the latest advertising news.

The "Digital Zone" on the Mary Kay InTouch® Web site can help you understand and maximize Mary Kay® digital tools and follow Company guidelines.



Effort Worth the Time

Independent Senior Sales Director Amie Gamboian of Omaha, Neb., takes advantage of Mary Kay advertising to promote her own business. "Mary Kay external advertising provides an additional layer of credibility and integrity to our own businesses," Amie shares. "I laminate the 'As Seen In' fliers and display them at guest events, parties and during team-building appointments."

"And staying on top of the Company's advertising efforts takes very little time, especially with the online tools available to us," Amie says. She reads the NewsDesk on Mary Kay InTouch® and issues of the Mary Kay® *eMessenger* online newsletter for independent sales force members that both feature the latest advertising news and links to advertising-related fliers so she can stay up to date on what's happening.

demonstrating with brushes: what you need to know



Mary Kay® Mineral Foundation Brushes

Based on your feedback, the Starter Kit now includes the popular Mary Kay® Mineral Powder Foundation and Mineral Foundation Brushes for demonstration at facials and parties. You can use the brushes to demonstrate as long as you carefully follow these cleaning instructions.

INSTRUCTIONS

When you use the Mary Kay® Mineral Foundation Brush for product demonstrations, it is critical for you to follow safe, hygienic practices to minimize the possibility of spreading bacteria and germs between customers. Do not allow use on customers with broken skin or visible skin outbreaks. Never allow brushes to be shared between guests at the same appointment.

Brushes must be sanitized and thoroughly air-dried between each customer use.* Why is it important to clean Mary Kay® Mineral Foundation Brushes between each customer use? Because contamination can spread easily, even from a tool like a brush. Cleaning brushes between each use ensures that customers can sample the product safely and effectively.

Sanitize. After every customer use, clean and sanitize the brush using a commercially available brush cleaner that lists alcohol (isopropyl alcohol, SD alcohol 40 or alcohol denat.) as the first or second ingredient on the label. Follow the instructions on the brush cleaner label.

Dry. Allow the brush to dry naturally by laying the brush flat on a clean tissue and protecting it from air currents until it completely dries. Always allow the brushes to dry thoroughly before storage and avoid touching the brush hairs with bare hands. Store the cleaned, completely dry brushes individually in a clean plastic bag between demonstrations.

Precautions:

- Use only brush cleaners that are recommended for natural hair brushes.
- The use of regular rubbing alcohol for brush sanitation is not recommended as it may significantly damage the brushes.
- Never dry brushes upright as the cleaner may weaken the handle.
- Never use a hair dryer or sunlight for drying as they will damage the brush hairs.
- Never allow brushes to be shared between guests at the same appointment.

Additional tips:

- If you prefer, you can dispense Mary Kay® Mineral Powder Foundation for your customers to sample into a cupcake liner or small paper plate instead of the disposable tray.
- Remember, a little goes a long way.

- Mary Kay® Mineral Powder Foundation makes shade-matching easy. As **Independent National**



Sales Director Cindy Williams shares, "I always say the hardest thing at my skin care classes is matching foundation. Mary Kay®

Mineral Powder Foundation is all about simplicity. Compare the number of Mineral Powder Foundation shades to the number of Medium-Coverage Foundation shades. It's much easier to pick a color with Mineral Powder Foundation, and it saves everyone time. Mineral Powder Foundation offers fewer choices, making the process of shade-matching easier for new Independent Beauty Consultants and giving them more confidence. One Mineral Powder Foundation color will serve many more skin tones; it lessens the risk for a Beauty Consultant to make a mistake when she shade-matches her customer."

For a complete Mary Kay® Mineral Powder Foundation demonstration and application instructions and to watch a tutorial video, visit: www.marykayintouch.com > "Product Central."

Proper Care of Personal Brushes

The Mary Kay® Mineral Foundation Brush and brushes in the Mary Kay® Brush Collection should be properly cleaned once your customers have purchased them from you. Instructions for weekly cleaning are included with the Mary Kay® Brush Collection. Also, your customers may want to *sanitize* their brushes from time to time, using the sanitizing instruction above, to ensure their brushes are fully disinfected.*

*The frequent use and sanitation of these brushes may shorten their durability and shelf life.

Recognition

Congratulations to the winners for February 2010

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 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for January 2010.) 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, 2009, through Feb. 28, 2010.

Sapphire



Karen Piro

On-Target for \$950,000 Inner Circle
Barbara Sunden.....\$652,393.18

On-Target for \$500,000 Inner Circle
Carol Anton.....\$357,472.88
Karen Piro.....349,006.74
Gloria Mayfield Banks.....341,585.32

On-Target for \$450,000 Inner Circle
Lisa Madson.....\$305,581.10

Emerald



Gloria Mayfield Banks

On-Target for \$400,000 Inner Circle
Jan Harris.....\$275,606.58
Pat Danforth.....268,361.07

On-Target for \$350,000 Inner Circle
Anita Mallory Garrett-Roe.....\$263,731.18
Kathy Helou.....262,338.50
Darlene Berggren.....261,474.19
Cheryl Warfield.....251,671.25
Jana Cox.....246,065.49
Karlee Isenhardt.....240,438.51

Pearl



Jan Harris

On-Target for \$325,000 Inner Circle
Gloria Castaño.....\$237,654.91

On-Target for \$300,000 Diamond Circle
Sue Kirkpatrick.....\$214,573.76
Lupita Ceballos.....212,505.12
Stacy James.....211,678.16
Sherry Giancristoforo.....211,085.11
Cindy Williams.....206,727.04
SuzAnne Brothers.....200,546.14

Diamond



Barbara Sunden

On-Target for \$250,000 Diamond Circle
Patricia Rodriguez-Turker.....\$196,153.55
Debi Moore.....187,862.52
Linda Toupin.....187,567.86
Jodie McCoy.....186,919.52
Halina Rygiel.....181,852.54
Sonia Páez.....179,372.11
Mary Diem.....168,622.83
Julianne Nagle.....167,809.41

On-Target for \$200,000 Diamond Circle
Dacia Wiegandt.....\$166,245.39

Ruby



Carol Anton

Shirley Oppenheimer.....\$160,430.53
Pamela Waldrop Shaw.....157,617.88
Kerry Buskirk.....157,170.52
Wanda Dalby.....155,535.15
Ronnie D'Esposito Klein.....155,233.75
Jackie Swank.....153,842.60
Shannon Andrews.....152,870.70
Diane Underwood.....146,168.30
Lily Orellana.....142,120.93
Jamie Cruse-Vrinos.....136,885.07
Anita Tripp Brewton.....133,781.52

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.

Sapphire

Karen Piro**.....\$41,157
Jana Cox.....28,290
Lupita Ceballos*.....27,984
Julianne Nagle*.....25,316
Jodie McCoy*.....24,882
Tammy Crayk.....24,596
Shannon C. Andrews*.....21,243
Pam L. Higgs.....17,870
Dawn A. Dunn.....17,692
Valerie J. Bagnol*.....17,381
Davanne D. Moul*.....16,793
Diana Sumpter.....16,366
Lorraine B. Newton.....15,318
Jan L. Thetford.....15,194
Alia L. Head.....15,012
Gloria Báez*.....14,675
Sandy Valerio.....14,238
Ann Brown.....13,611
Pam Klickna-Powell.....13,468
Debra M. Wehrer.....12,782
Kimberly D. Starr.....12,515
Sharon L. Buck.....11,269
Charlotte G. Kosena.....10,805
Sherril L. Steinman.....10,719
Maribel Barajas.....10,490
Joy L. Breen.....10,258
Gillian H. Ortega.....10,220
Carol L. Stoops.....10,108
Paola Ramirez.....9,990
Nancy A. Moser.....9,876
Britt L. Bridle.....9,771
Maria Guadalupe Diaz.....9,091
Kendra Crist Cross.....8,809
Jill Moore.....8,425
Magdalena Nevárez*.....8,315
Karen B. Ford.....7,942
Mirna Mejía de Sánchez.....7,283
Gladis Elizabeth Camargo*.....6,714
Elizabeth Sánchez.....6,672
Maria Aguirre.....5,260

Emerald

Gloria Mayfield Banks***.....\$60,537
Kathy S. Helou*.....38,116
SuzAnne Brothers*.....35,627
Debi R. Moore*.....26,916
Dacia Wiegandt.....24,139
Sherry Giancristoforo**.....24,056
Lily Orellana.....20,337
Cindy Fox*.....19,506
Joanne R. Bertalan*.....19,217
Kerry Buskirk*.....18,546
Mona Butters.....17,992
Consuelo R. Prieto.....17,724
Yvonne S. Lemmon.....16,481
Kay E. Elvrum.....16,348
Janet Tade*.....16,170
Nancy Bonner*.....15,077
Kathy Rodgers-Smith.....14,814
Morayma Rosas.....14,620
Cathy Bill*.....14,176
Crisette M. Ellis.....13,964
Kym A. Walker*.....13,137
Sabrina Goodwin Monday.....12,393
Shelly Gladstein.....12,304
Cathy Phillips.....12,223
Carmen Rios.....12,011
Brenda Segal*.....11,916
Miriam Gómez-Rivas.....11,875
Natalie Privette-Jones.....11,723
Pamela Tull.....10,961
Dawn Otten-Sweeney.....10,871
Cristi Ann Millard.....10,815
Jackie LaPrade.....10,450
Nora L. Shariff*.....10,349
Sherry A. Alexander.....9,121
Regina Hogue.....8,992
Esther Whiteleather.....8,718
Judy Harmon.....8,510
Barbara Whitaker.....8,064
Sandra Chamorro.....7,959
Caterina M. Harris.....6,682
Phyllis R. Sammons.....4,982
Pamela Cheek.....4,675

Pearl

Darlene Berggren**.....\$31,217
Jan Harris**.....30,909
Cheryl Warfield**.....30,458
Cindy A. Williams.....26,186
Stacy I. James*.....25,365
Pamela Waldrop Shaw.....24,992
Halina Rygiel*.....20,551
Anita Tripp Brewton*.....19,351
Sandy Miller.....18,109
Jackie Swank*.....18,018
Joyce Z. Grady.....16,698
Maureen S. Ledda*.....16,601
Julie Krebsbach.....15,484
Mary Estupiñan-Martel*.....15,127
Monique Todd Balboa.....15,108
Nancy Bonner*.....15,083
Lise T. Clark*.....14,464
Isabel Venegas.....14,183
Judy Brack.....14,123
Anabell Rocha.....13,772
Lynda Jackson*.....13,318
Glinda McGuire.....12,895
Wilda DeKerlegand*.....12,868
Elizabeth Fitzpatrick*.....12,751
Linda Kirkbride.....12,537
Sylvia Kalicak.....12,108
Kathy C. Goff-Brummett.....11,847
Pat Campbell.....11,590
Bett Vernon.....11,574
Anita N. Conley.....11,420
Maureen Myers.....11,325
Barbara Stimach*.....10,864
Vernella Benjamin.....10,819
Beatrice Powell.....10,715
Wadene Claxton-Prince.....10,682
Robin Rowland.....10,607
Shirley M. Oshiro.....10,536
Cathy E. Littlejohn.....10,491
Jane Studrawa.....10,049
Sonja Hunter Mason.....9,803
Rosalie Ann Medjesky.....8,933
Deb Pike.....8,743
Allison LaMarr.....8,565
Kathy Jones.....7,977
Betty M. Bridges.....5,871

Diamond

Barbara Sunden***.....\$70,579
Lisa Madson.....43,276
Anita Mallory Garrett-Roe**.....29,010
Linda C. Toupin.....28,103
Sonia Páez.....27,453
Gloria Castaño**.....25,326
Patricia Rodriguez-Turker**.....24,785
Mary Diem*.....20,505
Maria Monarrez.....18,234
Joyce Z. Grady.....18,165
Diane Underwood.....18,000
Jo Anne Cunningham.....17,239
Dalene Hartshorn.....17,012
Connie A. Kittson.....13,313
Evelinda Diaz*.....12,148
Ada Garcia-Herrera.....11,278
Gina Rodriguez.....10,332
Isabel Venegas.....10,079
Diana Heble.....9,574
Andrea C. Newman.....7,770
Rosa Carmen Fernández.....7,506
Jan Mazzotti.....7,014
Rosibel Shahin*.....6,989
Betty Gilpatric.....6,795
Carol Lawler.....6,476
Gladys C. Reyes.....5,941

Ruby

Carol Anton**.....\$42,911
Pat Danforth*.....33,549
Rebecca Evans*.....27,729
Sue Kirkpatrick*.....24,999
Karlee Isenhardt**.....24,880
Shirley Oppenheimer*.....22,317
Kimberly R. Copeland.....20,367
Wanda Dalby**.....20,122
Ronnie D'Esposito Klein*.....18,562
Kelly McCarroll.....17,359
Lynne G. Holliday.....15,867
Scarlett S. Walker*.....15,739
Pam Ross*.....15,414
Jeanne Rowland*.....15,300
Judy Kawiecki.....15,074
Kate DeBlander.....14,927
Pamela A. Fortenberry-Slate*.....14,639
Janis Z. Moon.....14,191
Michelle L. Sudeth*.....13,608
Bea Millsagle.....13,251
Jo Anne Barnes.....13,236
Patricia Lane.....12,348
Cyndee Gress.....11,977
Candy D. Lewis.....11,565
Kirk Gillespie.....11,408
Toni A. McElroy.....11,302
Gena Rae Gass.....10,999
Vicki Jo Auth.....10,838
Terri Schafer.....10,768
Cheryl J. Davidson.....10,704
Gay Hope Super.....10,578
Margaret M. Bartsch.....9,424
Cindy Towne.....9,031
Cindy Z. Leone.....8,772
Vicky L. Fuselier.....8,718
Katie Walley.....8,525
Donna B. Meisell.....8,473
Thea Elvin.....7,719
Amy Dunlap.....7,546
Rhonda L. Fraczkowski.....6,470
Renee D. Hackleman.....4,974

*Denotes Senior NSD

**Denotes Execu ive NSD

***Denotes Elite Execu ive NSD

Ruby/Rubí

New Debuts/Debutes december 2009/diciembre 2009

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".



Terri Lynn Bennett
Flower Mound, Texas
M. Harbord Unit

Lacey Dale Cully
Yukon, Okla.
S. Martin Unit

Geneva Harper
Woodstown, N.J.
J. Duckett Unit

Tina M. Moreau-Jones
Utica, N.Y.
L. McCarthy Unit

Carole Annette Motley
Corsicana, Texas
M. Kopec Unit

Sonya Rios
McKinney, Texas
K. Copeland Unit

Molly Elizabeth Swabb
Las Vegas
B. Menestrina Unit

Dannielle Thomas
Goose Creek, S.C.
D. Roberts Unit

Deborah Marie Andrews*
Eules, Texas
M. Kopec Unit

Christina Lynn Furtaw*
Shrewsbury, Pa.
J. Copeland Unit



Tiffany Michelle Hilliker*
Clarksville, Tenn.
T. Huntley Unit

Patricia Marie Perez*
Gilmer, Texas
B. Hicks Unit

Jennifer L. Silverio*
Ware, Mass.
K. Biliotti Unit

Karri Zeiler*
The Colony, Texas
K. Copeland Unit

Congratulations to Sales Directors **Jennifer Maria Almanza**, La Habra, Calif., M. Almanza Unit; **Amanda Wood Amie**, Diamondhead, Miss., S. Corso Unit; **Justine Bessay**, Newark, N.J., S. Smith-Plus Unit; **Maria Encalada**, Santa Ana, Calif., L. Rivera Unit; **Anallia Garcia**, Austin, Texas, M. Espinoza Unit; **Brook James Holley**, Kinston, N.C., J. Imwalle Unit; **Monica Ann Mattson**, Camano Island, Wash., B. Lepo Unit; **Cheryl Monfette**, Albuquerque, N.M., R. Motyka Unit; **Cheryl Montgomery**, Ballwin, Mo., K. Irwin Unit; **Katherine T. Nelson**, Eagle Point, Ore., S. Browning Unit; **Catherine Chibuzor Ohanu**, Alpharetta, Ga., G. Ebere Unit; **Irmira Chaerani Patentreger**, San Francisco, M. Vigo Unit; **Michele H. Plumb**, Troy, Ohio, L. Peterson Unit; **Daniela Romero**, Brooklyn, N.Y., F. Lopez Unit; **Robin Staton**, California, Mo., G. Kirby Unit; **Katie Marie Thorn**, Cartersville, Ill., A. Myers Unit; **Laura Velez**, Brooklyn, N.Y., E. Rojas Unit; **Alisa Marie Vitorino**, Dallas, K. Walker Unit; **Ashlie Wiemann**, Saint Charles, Mo., B. Cook Unit; **Cindy Wynn**, Temple, Ga., C. Fulcher Unit; photos unavailable at press time./Felicitades a las Directoras de Ventas mencionadas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debutó con anterioridad.

Dean's List/Lista del Decano february 2009/febrero 2009

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



Natalie Marie Paparella
Frisco, Texas
K. Copeland Area
Ruby Seminar

Melissa May Smith
Thornton, Colo.
S. James Area
Pearl Seminar

Joycelyn Bailey Westbrooks
Houston
L. Newton Area
Sapphire Seminar

Honors Society/Sociedad de Honor february 2009/febrero 2009

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.



Adrienne Nicole Myers
Zeigler, Ill.
K. Isenhardt Area

Suzanne P. Wallace
Enumclaw, Wash.
C. Davidson Area

Thressa Michelle Waller
Frisco, Texas
K. Copeland Area

Fabulous 50s/Fabulosos 50 august 2009/agosto 2009

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.



Megan Joy
South Hadley, Mass.
C. Gress Area

Ingrid Elke Smith
Buda, Texas
V. Auth Area

Congratulations to Sales Director **Rebecca Naomi Beckford**, Richardson, Texas, K. Copeland Area; photo unavailable at press time./Felicidades a la Directora de Ventas mencionada cuya foto no estaba disponible al cierre de edición.

On the Move/En acción december 2009/diciembre 2009

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.

Lacey Dale Cully
Tina M. Moreau-Jones

Carole Annette Motley

Irmira Chaerani Patentreger

Molly Elizabeth Swabb

Alisa Marie Vitorino

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.

Patricia A. Allen
Jennifer D. Atherton
Bunmi V. Awotunse
JoMarie Bartlett
Katherine A. Bennett
Janet L. Betancourt
Kayla Blackwell
Georgianna K. Blizard
Torria D. Bond
Melodye Bradshaw
Glenda Brown
Amy S. Burnside
Sarah J. Burnside
Whitney B. Callaway
Tamra Chavis
Sarah S. Childress

Shelley A. Cook
Lidia L. Cordew
Toria E. Crews-Virulich
Martina Cruz
Kara A. Dunphy
Jennifer L. Elizondo
Maria R. Escobar
Dani Eshee
Brynne D. Evans
Maria Evans
Nadine T. Farmer
Tracie A. Franke
Natalie B. Graves
Deon D. Grissett
LaToya Y. Hamilton
Antoinette R. Hernandez

Lauren K. Hettenhausen
Victoria L. Imm
Damaris Jimenez
Amy Johnson
Lisa A. Kasuske
Jacqueline King
Beatriz A. Konen
Amber A. Lamb
Stacy G. Limbaugh
Charlene M. Lohaus
Carol London
Stacy L. Mayes
Danielle McCracken
Xochitl Mendoza
Michelle L. Miller
Vanessa Miranda

Renee D. Morris
Sandra E. Nerio
Angela A. North
Tammie T. Oliver
JoAnn Papola
Saray Paredes
Wendy Perlmutter
Angie D. Peters
Staci D. Phillips
Elizabeth R. Popp
Della L. Powell
Donna Ramirez
Maria L. Ramirez
Dee A. Rhymer
Rachel L. Rials
Michelle Rialubin

Julie A. Roberts
Barbara H. Robinson
Deysi Y. Rodriguez
Chris A. Ronen
Megan Scholtz
Andrea M. Stanwood
Michele L. Stella
Wendy A. Steller
Crystal Lane Swift
Corine F. Terrell
Estee Tyson
Carla S. Villegas
Veronica M. Vizcaino
Tamara Waters

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Ruby area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during February./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Perla que ganaron las comisiones del 13% por equipo personal. 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 Juliet Okonkwo\$4,500.34
Sales Director Cheri J. VanValkenburg1,861.91
Sales Director Vanessa Laverne Stephens1,831.90
Sales Director Shelly Renae Black.....1,805.47
Sales Director Winifred Nonye Ogbunamiri1,760.59
Sales Director Jennifer Jean McNulty.....1,744.31
Sales Director Thessy Nkechi Nwachukwu1,720.29
Sales Director Vanessa R. Upkins1,716.49
Sales Director Inez M. Thayer1,695.23

Opeoluwa A. Adenuga, G. Ebere Unit1,694.16
Sales Director Allison L. Carter1,590.55
Sales Director Augusta C. Onyenemere1,548.79
Staci Dawn Phillips, K. Zeiler Unit1,490.42
Sales Director Deborah S. Bailye.....1,449.79
Sales Director Stella Smith-Pius.....1,377.46
Sales Director Mary Lou Ardohain.....1,366.17
Sales Director Julie Smith1,349.17
Sales Director Liz Whitehouse1,286.42

Sales Director Stephanie Honeycutt1,254.44
Sales Director Kali DeBlander Brigham.....1,250.41
Sales Director Uzo Ogbutor1,237.11
Sales Director Rebecca E.M. Racine1,225.06
Sales Director Ann Kuehler1,221.09
Marilyn J. Walker, B. Cherry Unit1,210.24
Sales Director Thressa Michelle Waller1,190.05

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				
79 Gold Medals/Medallas de Oro					
Sales Director Tongbai Mason	11	Sales Director Ekene Okafor	5	Sales Director Paula Kirkpatrick	6
49 Gold Medals/Medallas de Oro		14 Gold Medals/Medallas de Oro		Sales Director Walolai Mowoe	5
Sales Director Gloria Dominguez	8	Sales Director Jennifer Ehimika	5	Sales Director Clementina Okorji	5
45 Gold Medals/Medallas de Oro		Sales Director Stephanie Honeycutt	9	Sales Director Adaora Umeh	5
Sales Director Stella Smith-Pius	8	Sales Director Tammy Lacy	5	5 Gold Medals/Medallas de Oro	
44 Gold Medals/Medallas de Oro		Sales Director Mary Mack	5	Sales Director Ginger Carbaugh	6
Sales Director Vanessa Upkins	5	12 Gold Medals/Medallas de Oro		Sales Director Maria Dawson	5
43 Gold Medals/Medallas de Oro		Florence Adu, B. Smith Unit	5	Sales Director Rita Legarda	6
Sales Director Consuelo Tinajero	10	Sales Director Gina Meneses	5	Sales Director Rachel Naylor	5
41 Gold Medals/Medallas de Oro		Sales Director Irma Morales	5	Sales Director Florence Nwabor-Ohen	5
Sales Director Loretta Bible	6	11 Gold Medals/Medallas de Oro		Sales Director Lori Pereira	5
39 Gold Medals/Medallas de Oro		Sales Director Candace Chambers	6	Sales Director Francine Reed	6
Sales Director Thessy Nwachukwu	5	Sales Director Robbin Chatman-Banks	5	4 Gold Medals/Medallas de Oro	
32 Gold Medals/Medallas de Oro		Sales Director Nadine Daniel-Hurry	6	Jessica Gettle, L. Cambia Unit	6
Sales Director Phuong White	7	Sales Director Boo Menestrina	9	Sales Director Rosita Girona	7
30 Gold Medals/Medallas de Oro		10 Gold Medals/Medallas de Oro		Sales Director Christina Howard	5
Sales Director Inez Thayer	16	Sales Director Esther Awe	6	Sales Director Kimberly Perkins	5
24 Gold Medals/Medallas de Oro		Sales Director Dora Escobedo	5	3 Gold Medals/Medallas de Oro	
Sales Director Augusta Onyenemere	5	Sales Director Eva Holguin	5	Opeoluwa Adenuga, G. Ebere Unit	5
Sales Director Maggie Shake	5	Sales Director Fortune Leon-Guerrero	6	Sales Director Silvia Armengol	5
23 Gold Medals/Medallas de Oro		Sales Director Rebecca Tilley	5	Sales Director Vanessa Baeza	5
Sales Director Jacqueline Alford	5	Sales Director Cissy Warren	5	Sales Director Laura Dyess	5
Sales Director Donna Knotts	5	9 Gold Medals/Medallas de Oro		Sales Director Sandi Ferrante	6
22 Gold Medals/Medallas de Oro		Sales Director Grace Epuechi	5	Sales Director N. Anderson Unit	5
Sales Director Helen Godswill	5	Sales Director Andrea Evans-Dixon	6	Whitney Jeffries, B. Menestrina Unit	10
21 Gold Medals/Medallas de Oro		Sales Director Debra Grimaldi	5	Sales Director Natalie Lee	5
Sales Director Edith Okafor	5	Sales Director Luisa Jimenez	5	Sales Director Silvina Melero Herrera	5
18 Gold Medals/Medallas de Oro		8 Gold Medals/Medallas de Oro		Sales Director Gail Nevius	5
Sales Director Sherri Ammons	6	Sales Director Gloria Bello	8	Rosalinda Rivera, E. Ramirez Unit	5
Sales Director Suanne Eaton	5	Sales Director Crystal Carper	5	Sales Director Michelle Sweedar	5
Sales Director Nina Ijere-Ndukwe	7	Sales Director Julie Jennings	5	2 Gold Medals/Medallas de Oro	
Sales Director Silisia Moses	5	Sales Director Angela Jones	5	Jennifer Atherton, K. Shepperd Unit	10
Sales Director Carmen Nunez de Valencia	7	Sales Director Winifred Ogbunamiri	13	Sales Director Maria Bailey	6
Sales Director Phina Onwuachi	5	Sales Director Avette Ware	5	Valentina Chervyakova, P. Maxwell Unit	10
16 Gold Medals/Medallas de Oro		7 Gold Medals/Medallas de Oro		Donna DiCesare, T. Sierra Unit	7
Sales Director Analilia Benitez	7	Sales Director Juliet Goertzen	5	Tywanina Horne-Christian, A. Bethea Unit	6
		Sales Director Kimberly Hendrix	5	Vickie Howell, J. Lee Unit	5
		Sales Director Deborah Merriwether	5	Bobbi Hummel, M. Sudeth Unit	5
		Rosilyn Mitchell, D. Merriwether Unit	5	Margaret Ike, A. Onyenemere Unit	5
		Sales Director Darlene Rodriguez Chavez	5	Sarah Levy, A. Vitorino Unit	5
		Marilyn Walker, B. Cherry Unit	7	Sales Director Angie Limon	6
		6 Gold Medals/Medallas de Oro		Sales Director Adrienne Myers	5
		Sales Director Nikole Childress	5	Kasey O'Neill, T. Hackett Unit	5
		Sales Director Lisa Anne Harmon	5	Sales Director Patricia Onyise	5
				Sales Director Rebecca Racine	5
				Kathy Schulfer, S. Huber Unit	6
				Sales Director Vanessa Stephens	5
				Cristina Zuniga, M. Hayes Unit	5
				1 Gold Medal/Medalla de Oro	
				Patricia Allen, C. Lewis Unit	6
				Rebecca Antonio, T. Hoffman Unit	7
				Sylvie Anyu, C. Ogbonnaya Unit	5
				Georgianna Blizzard, J. Imwalle Unit	5
				Melodye Bradshaw, J. Ferrell Unit	6
				Tina Bratcher, K. Allen Unit	5
				Amy Burnside, K. Copeland Unit	5
				Whitney Callaway, T. Stout Unit	5
				Cynthia Cantu, C. Nunez de Valencia Unit	6
				Tamra Chavis, B. Oxendine Unit	8
				Deborah Duncan, K. Hamer Unit	7
				BreAnna Foddrill, A. Vitorino Unit	6
				Angela Freeman, M. Swabb Unit	7
				Michele Grevich, B. Menestrina Unit	5
				Deon Grissett, J. Thompson Unit	6
				Carrie Gunn, C. Forsythe Unit	6
				Shelly Heffington, R. Lamb Unit	5
				Lauren Hettenhausen, H. McKinney Unit	5
				Shari Hinrichs, J. Franklin Unit	5
				Damaris Jimenez, M. Shake Unit	5
				Amy Johnson, M. Ardohain Unit	5
				Jennifer Knight, S. Tripp-Black Unit	6
				Beatriz Konen, J. Craver Unit	8
				Amber Lamb, A. Vitorino Unit	9
				Charlene Lohaus, D. Henry Unit	5
				Stacy Mayes, T. Colbert Unit	5
				Jennifer McChesney, A. Bond Unit	5
				Vanessa Miranda, I. Smith Unit	6
				Evelyn Osutton, S. Smith-Pius Unit	7
				JoAnn Papola, T. Cooper Unit	5
				Staci Phillips, K. Zeiler Unit	7
				Della Powell, M. Kopec Unit	5
				Shannon Ramsey, C. Carper Unit	7
				Michelle Rialubin, F. Leon-Guerrero Unit	5
				Deysi Rodriguez, M. Camacho Unit	5
				Veronica Vizcaino, R. Beckford Unit	5
				Joanne Williams, V. Davis Unit	5

Grand Achievers/Gran Ganadoras february 2010 qualifiers/calificadas en febrero 2010

Independent Beauty Consultants who earned the use of a Consultant Career Car or up to \$375 monthly Cash Compensation. Independent Sales Directors who earned up to \$375 monthly Cash Compensation. Grand Achievers must achieve \$18,000 combined personal/team wholesale Section 1 production and have at least 12 active personal team members within a one- to four-month qualification period./Las Consultoras de Belleza Independientes que han ganado el uso del auto profesional para Consultoras o hasta \$375 en compensación mensual en efectivo. Las Directoras de Ventas Independientes que han ganado hasta \$375 en compensación mensual en efectivo. Las Gran Ganadoras deben lograr \$18,000 en producción personal/de equipo combinada al mayor de la sección 1 y contar por lo menos con 12 integrantes de equipo personal activas en un periodo de calificación de uno a cuatro meses.

Consultants/Consultoras
Opeoluwa A. Adenuga
Rebecca Antonio

Valentina Chervyakova
Angela Freeman

Margaret Ike
Whitney Skyi Jeffries

Mikkalisa Lefkowitz
Marilyn J. Walker

Achievement Circle/Círculo de Logros

Ranking of the top 100 Independent Sales Directors in each Seminar area based on their February 2010 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de febrero de 2010.

Sapphire/Zafiro

Debbie Weld.....	\$82,205
Tammy Romage.....	77,417
Kim I. Cowdell.....	75,444
Julie Weaver.....	75,140
Jalene Simpson Weston.....	73,118
Patrice Moore Smith.....	71,886
Angela D. LaFerry.....	65,200
Kim Maynor.....	64,687
Kristi M. Montesana.....	62,961
Lara F. McKeever.....	62,527
Krista A. Johnson.....	61,392
Joanna Helton.....	61,033
Roxanne McInroe.....	61,021
Maranda Michelle Rains.....	60,978
Audrey K. MacDowall.....	58,806
Michelle Sara Moore.....	57,600
Randi Stevens.....	56,860
Christy Bigham.....	55,478
Sylvia Boggs.....	55,370
Brynne M. Blalock.....	55,082
Angie S. Day.....	55,009
Faith A. Gladding.....	53,391
Sharon K. Swayzer.....	52,528
Julia Mundy.....	51,427
Linda Klein.....	50,868
Maria K. Eades.....	50,679
Brenda Bennett.....	50,645
Terry A. Hensley.....	49,786
Heather L. Bohlinger.....	49,735
Lenora Anderson.....	49,129
Erika Guajardo.....	49,007
Bonnie Cummis.....	48,825
Tracy Potter.....	48,404
Martha Alicia Gonzalez.....	47,890
Tanya L. Satcher.....	47,729
Kaye Yuen.....	47,227
Tabitha A. Hallums.....	46,804
Jill Beckstedt.....	46,509
Lady Ruth Brown.....	45,791
Cindy S. Kriner.....	45,656
Jodi L. Feller.....	45,527
Julie Peacock.....	45,418
Maria Eugenia Silva.....	45,308
Ann W. Sherman.....	44,824
Krista Neal Warner.....	44,653
Lynnea E. Tate.....	44,421
Melody Missick.....	44,408
Lorraine S. Kigar.....	43,465
Cheryl T. Anderson.....	43,394
Judy Pennington.....	42,747
Tina Velvet Parkin.....	42,600
Dena Smith.....	42,376
Brenda Ashlock.....	42,217
Susan Lackey Best.....	41,750
Silvia Rodriguez.....	41,711
Amy C. Hayes.....	41,212
Connie L. Russo.....	41,203
Linda J. Bird.....	41,032
Kim B. Roberts.....	40,915
Angela Shack.....	40,915
Phyllis I. Pinksner.....	40,634
Nancy W. Pettaway.....	40,414
Doris R. Braswell.....	40,380
Binta Touray Jagne.....	40,014
Josefa Chacon.....	39,635
Rayne D. Tubbs.....	39,610
Linné Lane.....	39,548
Peggy B. Sacco.....	39,543
Bea Heath.....	39,495
Cheryl Kay Shaver.....	39,447
Jennifer L. Semelsberger.....	39,173
Marjorie S. Haun.....	38,716
Ruby Garner.....	38,636
Satarro Purnell.....	38,355
Miranda Katie Bandemer.....	38,123
Cindy L. Hess.....	37,935
Binta Touray Jagne.....	37,837
Lyriss Yee.....	37,580
Kathy R. Bullard.....	37,463
Candy I. Johnston.....	37,415
Sanjuana Sosa.....	37,383
Sue Ammons.....	37,317
Margaret Neill.....	37,224
Julie Garvey.....	37,054

Marty Ulmer.....	36,818
Sharon Rath.....	36,802
Diane Bruns.....	36,745
Moleida G. Dailey.....	36,636
Elizabeth A. Poole.....	36,499
Hilda Marrufo.....	36,311
Deborah Robina.....	36,220
Deanne Black.....	36,002
JoAnna P. Shipe.....	35,784
Linda F. Merritt.....	35,732
Dolores Keller.....	35,658
Gena Pinner.....	35,640
Sherry Y. Pipes.....	35,374
Lynn A. Cervini.....	35,285
Della S. Godfrey.....	35,008
Darlene Brown.....	34,863

Emerald/Esmeralda

Auri Hatheway.....	\$99,820
Arianne C. Morgan.....	66,306
Linda Bradley.....	62,768
Nancy Boucher.....	62,490
Ann Shears.....	61,482
Pam Kelly.....	59,967
Renita Griswell Peele.....	57,011
Elaine K. Williams.....	54,835
Christie I. Ehiobu.....	52,699
Julie A. Griffin.....	52,015
Debbie L. Bower.....	51,472
Vicki Powell.....	49,635
Tanya Olivia King.....	49,300
Jo M. Cotton.....	48,122
Hollie R. Sherrick.....	48,085
Jeannine R. DeVore Harris.....	47,872
Pattie A. Robinson.....	47,224
Stacy D. Foust.....	46,953
Sheri Farrar-Meyer.....	44,859
Kimbi L. Barlik.....	44,388
Penny R. Walker.....	44,308
Christine J. Kurzawa.....	43,890
Cheri Pearce.....	43,362
Myrna I. Colon.....	42,856
Amanda Didia.....	42,310
Anita Rodriguez.....	41,912
Pat Forehand.....	41,908
Lin M. Hoff.....	41,908
Kristen L. Voyles.....	41,333
Annette D. Oxley.....	41,158
Hope S. Pratt.....	40,954
Grace Hull.....	40,686
Maureen Frances Hausler.....	40,618
Maurice A. Berlin.....	40,586
Karen E. Riddle.....	40,405
Denise G. Kucharski.....	40,386
Judith Beede.....	40,265
Valerie Yokie.....	39,247
Cynthia Pack.....	39,243
Karen A. Jorgenson.....	39,231
Melissa Bright.....	39,077
Carol M. Fulton.....	38,749
Carolyn J. Bishop.....	38,506
Rose Campbell.....	38,267
Keiko M. Nakao.....	38,252
Katie L. Ashby.....	38,112
Callie Marie DeTienne.....	38,017
Traci L. Smith.....	37,767
Jordan Helou Eicher.....	37,490
Lisa Snow.....	37,072
Cheryl L. Foster.....	36,975
Maria Bertha Godinez.....	36,685
Nancy L. DeFina.....	36,675
Brenda D. Elliott.....	36,634
Yolanda Lopez.....	36,474
Kay Dickerson.....	36,426
Marla Beddick.....	36,171
Jennifer Spriggs.....	36,121
Isabel Arbelo.....	35,928
Michelle Lyle.....	35,820
Talvia W. Peterson.....	35,466
Barbara Gizzo.....	35,334
Paula Kelsch.....	35,333
Michele Martella Armes.....	35,263
Marcela Sierra.....	34,952
Connie S. Miller.....	34,914
Jackie L. Root.....	34,783

Lorena Maria La Rosa.....	34,643
Caren Crosby Fields.....	34,630
Margaret E. Baros.....	34,616
Andrea Steinmetz.....	34,483
Gale E. Carter.....	34,481
O'nelly Encarnacion Gomez.....	34,423
Tammy Steele.....	34,411
Christy Harvey.....	34,144
Dana Dean Cornelino.....	34,126
Sonya C. D'Herde.....	33,836
Stacy S. Gilson.....	33,781
Amie E. Kelly.....	33,730
Natalie M. Oliverio-Ziehm.....	33,699
Poliana De Freitas.....	33,692
Janet S. Harmon.....	33,661
Bridget L. Shaw.....	33,622
Ayobami Olanrewaju Olusa.....	33,521
Trisha Taylor.....	33,474
Kami Fredericks.....	33,338
Michele R. Tucker.....	33,325
Denise M. Sowder.....	33,178
Kathy P. Oliveira.....	33,142
Nancy Graham.....	32,765
Janeigh Marie Grady.....	32,508
Dana Ann Lamade.....	32,462
Susan H. Campbell.....	32,444
Jean Mac Donald.....	32,371
Michelle Williams.....	32,309
J.L. Bolton.....	32,110
Victoria Momah.....	32,100
Angel L. Hurley.....	32,000
Kelly S. Shannon.....	31,900
Jana Kay Rampton.....	31,695

Pearl/Perla

Lia Carta.....	\$101,003
Jeanie Martin.....	90,597
Nedra Ruby White.....	87,562
Nancy H. Jones.....	85,948
Kristin Myers.....	85,927
Kim L. McClure.....	80,819
Tina M. Wright.....	73,804
Betsy C. Richard.....	73,803
Kathy E. Wickler.....	70,517
Brenda Stafford.....	69,498
Cheryl Marie Brown.....	65,383
Patty Webster.....	61,360
Loreto Chavez.....	61,341
Katherine Mirkes Ward.....	60,780
Amie N. Gambolan.....	60,404
Angel B. Toler.....	59,911
Janice Baxter Hull.....	59,650
Susan M. Hohlman.....	58,568
Diane M. Detesco.....	57,347
Debbie A. Thomas.....	57,062
Cindy Machado-Flippen.....	56,522
Patti Cornell.....	56,312
Sharon Smith Wisniski.....	55,573
Holly L. Ennis.....	55,342
Joy D. Bailey-Gress.....	54,254
Shelley Eldridge.....	53,358
Vicki Piccirilli.....	52,513
Stacey Craft.....	52,493
Lisa Olivares.....	52,467
R. Sue Miller.....	52,405
Terri Lewis.....	51,701
Anne Geertsen.....	51,247
Keita Powell.....	51,034
Krist H. O'Rourke.....	50,462
Beth H. Pland.....	49,209
Diane M. Tervilliger.....	49,166
Amy Kirtrell.....	49,025
Tracey L. Chavez.....	47,984
Lucia Fernandez.....	47,600
Ruthie Brette-Mount.....	46,912
Julie Holmberg.....	45,652
Alma Orsosteta.....	45,592
Regina I. McDermott.....	45,375
Dorothy D. Boyd.....	44,941
Kathryn L. Engstrom.....	44,479
Maribel Olivares.....	43,700
Rebecca Milligan.....	43,350
Irene K. Foster.....	42,791
Lerna E. Valdez.....	42,720
Amada Arroyo.....	42,079

Tara Lynn Mitchell.....	41,672
Keri L. Loneragan-Trudeau.....	41,635
Toni Louise Moore.....	41,237
Andrea Lee Converse.....	41,205
Holli Thompson Lowe.....	41,199
Susan K. Janish.....	41,119
Shauna Lynn Abbotts.....	41,054
Nicole Prinella Pratt.....	40,946
Tammy Brown.....	40,943
Jo Shuler.....	40,762
Jennifer B. Hucks.....	40,107
Jeanie K. Navrkal.....	39,679
Arietta M. Lower.....	39,657
Amy M. Alber.....	39,211
Kathy Eckhardt.....	39,146
Maureen Shipp.....	38,750
Alice C. Mahone.....	38,475
Marlene Adams.....	38,470
Jennifer C. Olaz.....	38,443
Sylvia Limon Martinez.....	38,298
Darlene Rutledge.....	38,243
Tamaria M. Bradford.....	38,202
Amy C. Schule.....	38,193
Stephanie Nicole Tran.....	38,087
Laurie C. Cole.....	38,048
Kathleen Deal.....	37,923
Tamir Ciriol-Irwin.....	37,835
Linda F. Owens-Hale.....	37,635
Nicole J. Canamare.....	37,600
Carol Marie May.....	37,577
Kenna L. Ervin.....	37,133
Rachael M. Bullock.....	36,873
Hazel White.....	36,847
Kathleen Bonadie.....	36,709
Shari M. Kirschner.....	36,519
Carmen J. Felix.....	36,349
Barbara R. Johnson.....	36,144
Cindy S. Koenig.....	36,103
Denise Marie Yerkes.....	36,076
Mary Beth Pavuk.....	35,941
Amie J. Bennett.....	35,608
Amy Kemp.....	35,453
Kathy Ahlwardt.....	35,433
Nadine Bowers.....	35,429
Fern M. Gerdess.....	35,351
Nadine H. Hucklebee-Stanley.....	35,327
Ella M. Chick-Power.....	35,159
Denise E. Crosby.....	35,063
Leah Michelle Lauchlan.....	34,827
Joyce Recenello.....	34,690

Diamond/Diamante

LaRonda Daigle.....	\$103,548
Priscilla McPheeters.....	93,015
Dayana Polanco.....	81,432
Karime Rosas.....	77,756
Gerri Anne Morris.....	68,670
Marsha Morrisette.....	68,370
Amy Allgood.....	68,024
Cecilia C. James.....	66,164
Mary Kathryn King.....	64,785
Shelly Palen.....	63,936
Orenda Raichel Hunniford.....	63,278
Mary Strauss.....	63,172
Jenny Siemonsma.....	62,384
Andrea Shields.....	59,327
Tawnya Kremposges.....	59,237
Melinda M. Bailing.....	58,583
Mariann Biase Mason.....	58,465
Beth Brinkley.....	58,326
Patricia Carr.....	56,666
Amanda Blair Stokes.....	56,505
Linda L. Mentiply.....	56,066
Janet S. Chapman.....	55,619
Petie L. Huffman.....	55,503
Sheryl Peterson.....	55,366
Alicia M. McCoy.....	55,043
Susan Kingrey-Lokai.....	54,443
Kristen C. Spiker.....	54,258
Heather M. Julson.....	54,205
Lisa Rada.....	53,984
Nancy Fox Castro.....	53,821
Joy H. Rentz.....	53,239
Lila DeWeber.....	52,921
Heidi Goelzer.....	52,425

Sonia Suyapa Bonilla.....	52,362
Nicki R. Hill.....	52,299
Blanca E. Arroyo.....	51,978
Gayle Lenarz Kolsrud.....	50,806
Julie Schlundt.....	49,745
Pat A. Nuzzi.....	49,460
Donna J. Saguto.....	49,311
Margarita Fregoso.....	48,299
Kim A. Messmer.....	48,011
LaChelle M. Seleski.....	47,793
Eli S. Lamping.....	47,237
Tami K. Cloute.....	46,902
Sandy Lasso.....	46,747
Delmi Cristina Santos.....	46,740
Lisa A. Stengel.....	46,696
Emily Sims.....	46,595
Virginia Rowell.....	46,035
Lisa Peterson Hackbarth.....	45,591
Mami McKenna Hendricks.....	45,540
Jolinn Andriese.....	45,478
Donna K. Smith.....	45,431
J. Susie Gleyze-Thomas.....	45,219
Deborah Dudas.....	44,464
Heidi J. Norton.....	44,236
Terri J. Beckstead.....	44,155
Kristin Jenae Rogers.....	44,127
Julie Neal.....	43,709
Suzanne T. Young.....	43,663
Cynthia L. Frazier.....	43,014
Vivian Diaz.....	42,958
Martha Kay Raile.....	42,789
Linda T. Cartiglia.....	42,551
Maricarmen Gonzalez.....	42,285
Ana Carolina Alvarez.....	42,255
Nancy Polish Dove.....	42,123
Jill Johnson.....	42,090
Mary Jacobson.....	41,657
Pamela K. Perkins.....	41,584
Carol Lee Johnson.....	41,481
Carolyn Marie Carnino.....	41,462
Terri J. Prange.....	41,277
Chatney Gelfius.....	41,275
Erica D. Hunt.....	41,011
Barbara E. Roehrig.....	40,840
Leticia Barajas.....	40,551
Robin L. Sailer.....	40,156
Evitelia Valdez-Cruz.....	39,981
Joanne Fraraccio.....	39,801
Betzaida Ariaga.....	39,774
Debra Allison.....	39,477
Mireya Torres.....	39,375
Bonita A. Meniru-Hudson.....	39,274
Melissa Mays.....	39,265
Norma Lee Shaver.....	39,093
Elizabeth K. Daniels.....	38,946
Susan Hattum Weeks.....	38,936
Stephanie A. Richter.....	38,825
Ana X. Solis.....	38,752
Wendy Hayum-Gross.....	38,617
Lori M. Langan.....	38,377
Julie Danskin.....	38,375
Cindy Wallace.....	38,277
Patty Gutierrez.....	38,093
Stephanie Audino.....	38,049
Rose Rodriguez-Capone.....	37,769
Paula Grabau-Friedt.....	37,739
Celeste Pichardo.....	37,623

Ruby/Rubí

Krystal Downey-Shada.....	\$100,574
Juliet Ebele Okonkwo.....	82,210
Janelle A. Ferrell.....	70,745
Vanessa R. Upkins.....	67,255
Erin Lynch.....	66,159
Allison L. Carter.....	64,677
Robin R. Tucker.....	62,193
Shelia D. Evans.....	61,986
Cheri J. VanValkenburg.....	61,127
Phuong L. White.....	59,980
Sonya F. Goins.....	59,699
Sheryl K. Goins.....	59,419
Cheryl O. Fulcher.....	56,245
Candace Lyn Chambers.....	55,865
Patti Maxwell.....	53,360
Donna Clark-Driscoll.....	52,821

Kathleen C. Savorgnan.....	52,090
Breda M. Teal.....	51,929
Vicki S. Lindsay.....	51,591
Rosalie Kuhen.....	51,541
Brenda Barrows.....	51,375
Mary Sharon Howell.....	51,216
Jeanette M. Thompson.....	51,194
Lisa Anne Harmon.....	51,116
Debbie A. Elbrecht.....	51,076
Heather Jean McKinney.....	50,816
Janet M. Gammill.....	50,596
Karen L. Hamer.....	50,161
Diane Covington.....	50,051
Vanessa Laverne Stephens.....	49,709
Liz Whitehouse.....	49,277
Julie Smith.....	48,547
Somer Ballard Carter.....	48,330
Christy M. Cox.....	47,780
Sherrie L. Clemons.....	47,651
Cindy P. Markowski.....	47,199
Eva E. Holguin.....	47,126
Thessy Nkechi Nwachukwu.....	46,936
Suzanne Moeller.....	46,288
Inez M. Thayer.....	45,667
Karen E. Gardner.....	45,131
Melissa Kaye Kopec.....	45,110
Karri Zeiler.....	44,715
K.T. Marie Martin.....	44,686
Suzanne Tripp-Black.....	44,373
Heather A. Verity.....	44,218
Linda Christenson.....	43,890
Cristina Nevens Carper.....	43,787
Boo Menestrina.....	43,545
Kali DeBlander Brigham.....	43,436
Gloria Dominguez.....	43,364
Marnie R. Yungler.....	43,325
Oye A. Onuoha.....	43,209
Mary Lou Ardohain.....	42,974
Sherri Ammons.....	42,829
Tina Sierra.....	42,662
Julie Rene Jennings.....	42,094
Deborah J. O'Leary.....	42,047
Deborah S. Bailly.....	41,900
Crystal Huskins Carper.....	41,599
Crystal Caldwell Hubbard.....	41,092
Connie A. Brinker.....	41,090
Becki Hoisington.....	40,887
Patty L. Bojan.....	40,814
Lisa D. Prescott.....	40,651
Molly A. Williamson.....	40,510
Brenda Fenner.....	40,323
Jackie M. Craver.....	39,976
Margaret H. Gormly.....	39,507
Jennifer Jean McNulty.....	39,187
Wanda Metzger.....	39,110
Courtney Leanne Armstrong.....	39,051
Eusebia Bonilla.....	38,968
Maggie G. Shake.....	38,525
Tina Hulsman.....	38,523
Lorna Walker.....	38,343
Rose Mary Neel.....	38,247
Laura A. Kattenbraker.....	38,178
Carmen Nunez de Valencia.....	38,017
Chick Stamschror.....	37,887
Lisa A. DeLucia.....	37,862
Nancy D. Marshall.....	37,733
Stephanie Lynne Lenard.....	37,310
Judy Lund.....	37,118
Stella Smith-Plus.....	37,102
Almece Elizabeth Pelen.....	36,955
Helen Amat.....	36,817
Gina M. Gildone.....	36,674
Elayne J. Watson.....	36,435
Michele Semper.....	36,364
Alicia Bivens-Jones.....	36,360
Sylvia J. Cook.....	36,192
Lisa Baker.....	35,981
Becky J. Seim.....	35,929
Cissy E. Warren.....	35,904
Juliet N. Goertzen.....	35,586
Cathy DeBlander Wolf.....	35,492
Toni Nipp.....	35,169
Mary L. Morgan.....	35,164
Eleanor M. Reigel.....	34,644

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2010. Names in **bold** print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Sapphire

Debbie Weld	\$12,327.04
Julie Weaver	12,038.90
Tammy Romage	11,699.45
Roxanne McInroe	11,668.76
Krista A. Johnson	10,931.87
Patrice Moore Smith	10,293.52
Angie S. Day	10,265.17
Lara F. McKeever	10,100.94
Jalene Simpson Weston	9,978.92
Kim I. Cowdell	9,663.38
Julia Mundy	9,426.49
Brenda Bennett	9,963.61
Julie Beckstedt	8,931.26
Sylvia Boggs	8,871.02
Kristi M. Montesana	8,789.31
Faith A. Gladding	8,705.45
Angela D. LaFerry	8,684.18
Michelle Sara Moore	8,616.54
Connie L. Russo	8,592.68
Heather L. Bohlinger	8,474.61
Audrey K. MacDowall	8,442.11
Joanna Helton	8,398.05
Randi Stevens	8,340.02
Maranda Michelle Rains	8,253.63
Jennifer L. Semelsberger	8,212.91
Diane Bruns	8,100.22
Lady Ruth Brown	7,940.99
Gena Prince	7,919.43
Brynne M. Blalock	7,848.75
Linda Klein	7,838.85
Tracy Potter	7,806.71
Tabitha A. Hallums	7,440.79
Kim Maynor	7,397.57
Christy Bigham	7,390.68
Amy C. Hayes	7,287.03
Sharon K. Swayzer	7,232.45
Maria K. Eades	7,220.67
Deanna L. Spillman	7,197.86
Phyllis I. Pinksler	7,053.07
Brenda Ashlock	6,953.00
Ruby Garner	6,939.68
Jodi L. Feller	6,905.66
Tanya L. Satcher	6,896.77
Moleida G. Dailey	6,881.88
Krista Neal Warner	6,880.83
Julie Garvey	6,786.93
Dolores Keller	6,779.75
JoAnna P. Shipe	6,758.64
Josefa Chacon	6,747.52
Cheri L. Taylor	6,707.50
Martha Alicia Gonzalez	6,685.92
Lyneea E. Tate	6,674.70
Cheryl T. Anderson	6,631.86
Bonnie Crumrin	6,591.90
Erika Guajardo	6,576.58
Kim B. Roberts	6,559.83
Peggy B. Sacco	6,530.34
Dena Smith	6,521.46
AnaMaria R. Cruz	6,451.29
Angeles Sosa	6,437.94
Maria Eugenia Silva	6,433.59
Elizabeth A. Poole	6,424.99
Lenora Anderson	6,420.59
Marixa E. Funes De	
Escobar	6,418.44
Linné Lane	6,404.88
Miranda Katie Bandemer	6,379.62
Cindy L. Hess	6,379.25
Kathy R. Bullard	6,367.16
Maria Elena Coyote	6,341.59
Judy L. Staats	6,335.44
Beth S. Austin	6,319.89
Lisa Louise Winton	6,306.57
Candy I. Johnston	6,291.44
Ann W. Sherman	6,270.28
Barbara J. Puckett	6,250.42
Sue Ammons	6,244.41
Lynn A. Cervini	6,212.16
Sataro Purnell	6,206.44
Marjorie S. Haun	6,166.94
Jill L. Glockner	6,163.89
Linda A. Jones	6,163.07
Kaye Yuen	6,129.50
Sagrario M. Magana	6,081.39
Maria Elvia Lopez	6,069.35

Melva M. Slythe	6,062.25
Terry A. Hensley	6,026.64
Angeles Herrera	6,020.92
Rayne D. Tubbs	5,972.06
Estela Saucedo	5,905.59
Binta Touray Jagne	5,892.62
Della S. Godfrey	5,890.40
Bea Heath	5,873.13
Katie D. Nichols	5,865.78
Debra J. Witmer	5,851.00
Dee Dennison	5,786.77
Tracey A. Fields-Hedrick	5,760.37
Darlene Brown	5,748.03
Marty Ulmera	5,739.59
Cindy S. Kriner	5,732.88
Doris R. Braswell	5,724.07

Emerald

Auri Hatheway	\$14,532.38
Linda Bradley	10,978.09
Debbie L. Bower	9,981.56
Christie I. Ehiobu	9,830.08
Helen Jakpor	9,561.20
Vicki Popwell	9,511.31
Elaine K. Williams	9,491.45
Angel L. Hurley	9,431.27
Arianne C. Morgan	9,182.77
Renita Griswell Peele	8,959.34
Ann Shears	8,889.39
Kimbi L. Bartik	8,571.39
Julie A. Griffin	8,384.10
Pam Kelly	8,348.97
Jo M. Cotton	8,283.99
Sheri Farrar-Meyer	8,277.72
Paula Kelsch	8,217.50
Michele Martella Armes	7,946.34
Christine J. Kurzawa	7,812.44
Nancy Boucher	7,770.55
Trisha Taylor	7,702.41
Tanya Olivia King	7,556.98
Hollie R. Sherrick	7,378.78
Karen E. Riddle	7,309.39
Myrna I. Colon	7,269.22
Patt Forehand	7,217.59
Nancy A. Berlin	7,050.29
Evalina Chavez	7,030.72
Ayobami Olanrewaju Olusa	7,025.91
Traci L. Smith	7,022.08
Antonia Miranda	7,013.45
Carol M. Fulton	6,956.70
Yolanda Lopez	6,948.03
Jeannine R. DeVore Harris	6,866.53
Maria Beddick	6,820.28
Kay Dickerson	6,780.20
Melissa Bright	6,722.55
Karen A. Jorgenson	6,719.57
Maria Sanchez	6,610.63
Hope S. Pratt	6,577.79
Kristen L. Voyles	6,477.62
Candy Jackson	6,442.74
Pattie A. Robinson	6,430.45
Stacy D. Foust	6,389.32
Cynthia Pack	6,359.48
Annette D. Oxley	6,340.98
Kami Fredericks	6,277.88
Penny R. Walker	6,241.25
Carolyn J. Bishop	6,231.90
Rose Campbell	6,225.07
Geri Lin Dennis	6,153.60
Lorena Maria La Rosa	6,146.26
Maritza Lanuza	6,136.42
Janet S. Harmon	6,126.42
Amanda Didia	6,120.49
Dana Ann Lamade	6,104.30
Maureen Frances Hausler	6,087.88
Haniel Ortiz	6,077.64
Marcela Sierra	6,068.33
Kym D. Holman-Kirk	6,057.17
Stacy S. Gilson	6,040.69
Susie J. Serio	6,040.14
Maria Bertha Godinez	5,990.75
Anita Rodriguez	5,959.07
Laura A. Armstrong	5,950.62
Jennifer Spriggs	5,906.41
Lin M. Hoff	5,880.44

Lyn Said	5,862.54
Brenda D. Elliott	5,844.24
Cheri Pearce	5,791.67
Grace Y. Adeoye	5,725.45
Sandy Malkin	5,693.03
Marianne L. Anderson	5,683.29
Victoria Momah	5,666.38
Tandy L. Ludin	5,663.33
Keiko M. Nakao	5,656.63
Grace Hull	5,655.21
Andrea Steinmetz	5,654.97
Denise G. Kucharski	5,579.27
Misty McCain Pollard	5,561.01
Delia Ponce	5,534.77
Sandy McKee-Rini	5,524.23
Judith Beede	5,522.24
Nancy A. Coleman	5,515.93
Valerie Yokie	5,510.15
Connie S. Miller	5,506.36
Jackie L. Root	5,470.21
Nancy Graham	5,468.91
Isabel Arbelo	5,464.56
O'nelly Encarnacion Gomez	5,436.96
Lourdes Monroy Rodriguez	5,417.66
Nancy Harder	5,405.88
Jeannette E. Beichle	5,403.71
Talvia W. Peterson	5,395.00
Pamela Rowe Krmzarick	5,351.56
Cheryl L. Foster	5,332.81
Heather A. Carlson	5,323.23
Sue Uibel	5,299.83
Bukayo Leary	5,298.47
J.L. Bolton	5,275.72

Pearl

Jeanie Martin	\$19,051.31
Kristin Myers	14,569.45
Kim L. McClure	13,471.44
Lia Rene Carta	13,171.59
Holmi Thompson Lowe	11,867.23
Alma Orrostaeta	11,521.15
Susan M. Hohlman	11,490.15
Lisa Olivares	11,200.68
Nedra Ruby White	11,184.75
Shanna H. Jones	10,990.96
Debbie A. Thomas	10,933.78
Betsy C. Richard	10,250.06
Shelley Eldridge	9,782.82
Nadine Bowers	9,698.67
Anne Geertsen	9,503.20
Brenda Stafford	9,473.55
Janice Baxter Hull	9,405.20
Tina M. Wright	8,897.65
Kathy E. Wicker	8,885.00
Patty Webster	8,761.55
Amie N. Gombolan	8,692.10
Angel B. Tolter	8,617.70
Patti Cornell	8,509.00
Jeanie K. Navrkal	8,495.99
Dorothy D. Boyd	8,437.82
Diane M. Detesco	8,433.84
Keita Powell	8,214.17
Cheryl Marie Brown	8,047.85
Tammy A. Vavala	7,986.23
Vicki Piccirilli	7,977.24
Amy Kitrell	7,934.60
Stacey Craft	7,884.44
Loreto Chavez	7,813.11
Katherine Mirkes Ward	7,811.83
Sharon Smith Wisnoski	7,706.29
Holly L. Ennis	7,651.19
Joy D. Bailey-Gress	7,620.01
Darlene Rutledge	7,586.93
Carmen J. Felix	7,534.12
Nicole J. Canamare	7,499.90
Maribel Olivares	7,444.19
Cindy Machado-Flippen	7,430.79
Linda F. Owens-Hale	7,373.01
Terr Lewis	7,305.34
Kathy Eckhardt	7,303.27
Belle L. Martin	7,286.43
Sandra M. Munguia	7,237.78
Diane M. Terwilliger	7,112.95
Ivrene K. Foster	7,041.11
Tara Lynn Mitchell	6,917.48
Evelyn Pirhalla	6,867.65

Angela J. Fry	6,864.94
Regina I. McDermott	6,838.18
Tracey L. Chavez	6,681.24
R. Sue Miller	6,646.22
Julia Sander Burnett	6,621.46
Beth H. Piland	6,558.99
Kathryn L. Engstrom	6,501.59
Hazel White	6,484.05
Kristi Sue O'Rourke	6,473.60
Leah Michelle Lauchlan	6,382.73
Peggy Matish	6,371.51
Cindi Ventura	6,288.28
Amy Kemp	6,277.86
Lucia Fernandez	6,256.47
Ruthie Bresette-Mount	6,248.93
Kathleen Deal	6,244.39
Michele Salisbury Rankin	6,236.11
Mayre Durrer	6,204.47
Toni Louise Moore	6,120.07
Sylvia Limon Martinez	6,108.16
Lindsay R. Stewart	6,076.04
Shauna Lynn Abbots	6,054.27
Julie Holmberg	6,049.29
Kathleen Bonadie	5,975.06
Amada Arroyo	5,942.87
Diane Heckathorne	5,936.58
Susan K. Janish	5,928.33
Amy M. Alber	5,913.72
Keri L. Lonergan-Trudeau	5,895.83
Maureen Shipp	5,887.59
Tammarie M. Bradford	5,883.21
Rachael M. Bullock	5,868.58
Susan T. West	5,864.23
Lerna E. Valdez	5,849.53
Alice C. Mahone	5,845.38
Rebecca Milligan	5,815.78
Alicia Borkowska-Sattler	5,814.13
Susie Kopacz	5,813.77
Judi Tapella	5,798.26
Ella M. Chick-Powder	5,772.64
Angeline N. Nchako	
Niamfa	5,771.99
Cindy S. Koenig	5,721.50
Janet L. Lane	5,718.19
Sandra Giraldo Kirchhoff	5,716.85
Sherry L. Fields	5,707.63
Jo Shuler	5,703.69
Rita Schaefer	5,697.80
Martha W. Campbell	5,696.53
Nicole Prinella Pratt	5,661.68

Diamond

LaRonda Daigle	\$13,979.52
Priscilla McPheeters	13,658.88
Karime Rosas	10,952.27
Heidi Goelzer	10,621.95
Dayana Polanco	10,533.15
Marsha Morrisette	9,982.88
Geri Anne Morris	9,917.27
Ana X. Solis	9,765.08
Shelly Palen	9,724.45
Cecilia C. James	9,636.17
Susan Griffith	9,616.23
Sherly Peterson	9,525.42
Vivian Diaz	9,356.85
Melinda M. Balling	9,254.15
Blanca E. Arroyo	9,198.12
Joy H. Rentz	9,123.59
Mary Kathryn King	9,061.58
Heather M. Julson	9,038.90
Julie Schlundt	9,035.77
Mary Strauss	8,962.79
Lisa Rada	8,950.67
Andrea Shields	8,799.97
Terri J. Beckstead	8,713.61
Nicky Lasso	8,706.01
Nicki R. Hill	8,660.10
Amy Allgood	8,630.43
Orenda Rachel Hunniford	8,579.78
Martha Kay Ralle	8,522.11
Carol Lee Johnson	8,302.17
Janet S. Chapman	8,247.02
Julie Neal	8,197.20
Lila DeWeber	8,190.63
Maricarmen Gonzalez	8,105.13
Susan M. McCoy	8,093.50

Ruth L. Everhart	7,911.84
Rose Rodriguez-Capone	7,903.33
Delmi Cristina Santos	7,898.07
Nancy Fox Castro	7,892.84
Patricia Carr	7,871.20
Cynthia L. Frazier	7,867.37
Beth Brinkley	7,801.50
Nancy Polish Dove	7,789.52
Jenny Siemonsma	7,750.36
Alicia Kingrey-Lokai	7,747.35
Deborah Dudas	7,687.02
Meyra Esparza	7,622.85
Tawnya Krempges	7,541.68
Diane L. Mentiply	7,528.08
Pat A. Nuzzi	7,499.66
Petie L. Huffman	7,465.65
Elvi S. Lamping	7,460.95
Emily Sims	7,408.17
Julie Danskin	7,305.45
LaChelle M. Seleski	7,304.46
Suzanne T. Young	7,284.50
Donna K. Smith	7,277.74
Stephanie Audino	7,176.17
Amanda Blair Stokes	7,146.79
Sonia Suyapa Bonilla	7,121.64
Pamella Stinnett	7,036.70
Mariann Biase Mason	6,989.33
Kim A. Messmer	6,978.45
Evitelia Valdez-Cruz	6,956.20
Margarita Fregoso	6,955.96
Lisa Peterson Hackbarth	6,923.99
Virginia Rowell	6,914.58
Ana Carolina Alvarez	6,897.01
Mary Jacobson	6,885.60
Barbara E. Roehrig	6,821.63
Kristin Jenae Rogers	6,784.53
Donna J. Saguto	6,752.76
Rita M. Krause	6,731.12
Oyindamola Ogunlana	6,678.09
Maria Flores	6,662.49
Linda T. Cartiglia	6,631.39
Jill D. Davis	6,626.94
Leticia Barajas	6,624.68
Silvia Sanchez	6,587.16
Kristen C. Spiker	6,583.94
Terri J. Prange	6,508.70
Erica D. Hunt	6,492.72
Susan J. Pankow	6,488.75
Lisa A. Stengel	6,475.79
Heidi J. Norton	6,446.60
Paula Grabau-Friedt	6,427.37
Betty Symons	6,411.59
Vicki O'Bannon	6,391.92
Fern Hendricks	6,351.57
Maggie Rader	6,319.48
Susan K. Carlson	6,307.28
Mami McKenna Hendricks	6,302.32
Tami K. Cloute	6,253.35
Audrey J. Doller	6,205.88
Maria Janet Koo	6,170.89
Jolinn Andriese	6,136.98
Stephanie A. Richter	6,108.27
Melissa Mays	6,106.93
Mary Beissel	6,090.11
Carol-Bea White	6,079.26
Carolyn Marie Carnino	6,038.41

Ruby

Juliet Okonkwo	\$14,725.06
Thessey Nkechi	
Nwchukwu	12,818.64
Krystal D. Downey	
Shada	12,443.18
Vanessa R. Upkins	10,638.62
Phuong L. White	10,171.63
Mary Sharon Howell	10,031.05
Janelle A. Ferrell	10,026.55
Sherly K. Goins	9,713.22
Cheri J. VanValkenburg	9,490.89
Somer Ballard Carter	9,453.15
Allison L. Carter	9,239.59
Inez M. Thayer	8,922.93
Donna Clark-Driscoll	8,900.45
Gloria Dominguez	8,834.48
Melissa Kaye Kopec	8,771.10

Mary Lou Ardohain	8,614.61
Carmen Nunez de Valencia	8,580.34
Diane Covington	8,499.48
Julie Smith	8,393.83
Robin R. Tucker	8,302.56
Vanessa Lamea Stephens	8,201.17
Stella Smith-Pius	8,116.92
Patti Maxwell	8,109.99
Shelia D. Evans	8,069.44
Debbie A. Elbrecht	8,028.64
Sonya F. Goins	7,993.96
Liz Whitehouse	7,977.27
Julie Brindell Sapp	7,973.35
Jennifer Jean McNulty	7,918.61
Erin Lynch	7,883.35
Eva E. Holguin	7,850.99
Ekene S. Okafor	7,808.94
Deborah S. Bailye	7,705.61
Michele Semper	7,655.12
Kathleen C. Savorgnan	7,630.82
Lisa Anne Harmon	7,552.61
Candace Lyn Chambers	7,543.39
Janette M. Thompson	7,536.38
Cheryl O. Fulcher	7,464.89
Janet M. Gammill	7,435.40
Boo Menestrina	7,383.67
Krystal K. Walker	7,332.49
Cindy P. Markowski	7,319.97
Cissy E. Warren	7,274.48
Kal DeBlander Brigham	7,260.95
Sherrie L. Clemons	7,226.26
Laura A. Kattenbraker	7,188.78
Karen L. Lamer	7,096.39
Candace Laurel Carlson	6,948.13
Marnie R. Yungler	6,855.87
Winifred Nonye Ogbunam	6,851.57
Heather Jean McKinney	6,839.81
Julie Rene Jennings	6,786.13
Vicki S. Lindsay	6,724.64
Christy M. Cox	6,687.90
Kathal Huskins Carper	6,544.11
Cathy Monahan	6,521.90
Gina M. Gildone	6,518.73
Karen E. Gardner	6,477.57
Gail Bauer	6,452.22
Brenda Barrows	6,437.45
Connie A. Brinker	6,422.18
Nancy D. Marshall	6,382.86
Sylvia J. Cook	6,372.43
Suzanne Triplo-Black	6,345.67
Mary Alice Dell	6,309.29
K.T. Marie Martin	6,253.81
Becky J. Seim	6,208.57
Maggie G. Shake	6,172.58
Alicia Bivens-Jones	6,151.26
Breda M. Teal	6,147.93
Molly A. Williamson	6,127.37
Rosalie Kuhn	6,126.37
Tina Hulsman	6,059.74
Eusebia Bonilla	6,042.53
Becki Hoisington	6,040.12
Linda Christenson	6,033.27
Macy Lynn Cason	5,968.48
Sherri Ammons	5,966.39
Amber L. Faulk	5,905.85
Jeanie Ripley	5,908.47
Augusta C. Onyenemere	5,897.28
Suzanne Moeller	5,883.08
Christa Stamschror	5,866.54
Christine Bivens Carper	5,864.43
Helen Amato	5,846.45
Lee A. McCarthy	5,779.56
Judy Lund	5,759.62
Oye A. Onuoha	5,750.26
Silisia Evans Moses	5,699.74
Corrin Cresci	5,686.29
Mary D. Whitman	5,667.33
Crystal Caldwell Hubbard	5,657.00
Heather A. Verty	5,655.64
Suzanne M. Riggs	5,615.73
Trish Digan	5,598.68
Jacqueline N. Alfaro	5,596.18
Deborah J. O'Leary	5,579.50
Karri Zeiler	5,563.98
Tina Sierra	5,554.54

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 2010.

Top National Sales Directors — Commissions and Bonuses



Karen Piro
\$41,157
Sapphire



Gloria Mayfield Banks
\$60,537
Emerald



Darlene Berggren
\$31,217
Pearl



Barbara Sunden
\$70,579
Diamond



Carol Anton
\$42,911
Ruby

Top Unit — Estimated Retail Production

SAPPHIRE — Debbie Weld, <i>D. Moul Area</i>	\$82,205
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$99,820
PEARL — Lia Carta, <i>J. Krebsbach Area</i>	\$101,003
DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$103,548
RUBY — Krystal Downey-Shada, <i>Go Give Area</i>	\$100,574

Top Sales Director — Personal Sales

SAPPHIRE — Linda Perry, <i>Go Give Area</i>	\$13,467
EMERALD — Connie Ackroyd, <i>Go Give Area</i>	\$12,523
PEARL — Jocelyn DeMartelaere, <i>A. Tripp Brewton Area</i>	\$8,953
DIAMOND — Marie Lee, <i>B. Sunden Area</i>	\$18,578
RUBY — Juliet Goertzen, <i>P. Danforth Area</i>	\$21,124

Top Beauty Consultant — Personal Sales

SAPPHIRE — Jacqueline Chase, <i>M. Silva Unit, Go Give Area</i>	\$32,280
EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i>	\$22,540
PEARL — Likeithia Williams, <i>C. Brown Unit, Go Give Area</i>	\$11,776
DIAMOND — Barbara Henney, <i>J. Gleyze-Thomas Unit, L. Toupin Area</i>	\$13,749
RUBY — Jennifer Bearden, <i>M. Cason Unit, S. Wa ker Area</i>	\$12,054

Top Team Builder

SAPPHIRE — Sales Director Brenda Bennett, <i>T. Crayk Area</i>	11 New Team Members
EMERALD — Sales Director Mery Rodas, <i>Go Give Area</i>	11 New Team Members
PEARL — Sales Director Ethel Ntamsen, <i>D. Berggren Area</i>	10 New Team Members
DIAMOND — Morena Rosales, <i>M. Contreras Unit, R. Fernández Area</i>	11 New Team Members
RUBY — Sales Director Inez Thayer, <i>Go Give Area</i>	16 New Team Members

Top Unit Builders

Independent Sales Directors with **20** or more new unit members for February 2010.

Sapphire

Tabitha A. Hallums..... 33 New Unit Members
Debbie A. Weld..... 24 New Unit Members
Jalene Simpson Weston..... 24 New Unit Members
Rheanonda R. Johnson Gray..... 22 New Unit Members
Brenda Bennett..... 21 New Unit Members
Angie S. Day..... 21 New Unit Members
Michelle Sara Moore..... 21 New Unit Members
Angela Shack..... 21 New Unit Members
Patrice Moore Smith..... 21 New Unit Members
Lisa Louise Winton..... 21 New Unit Members
Maranda Michelle Rains..... 20 New Unit Members
Tanya L. Satcher..... 20 New Unit Members

Emerald

Renita Griswell Peele..... 26 New Unit Members
Ann Shears..... 24 New Unit Members
Leanne Parrino..... 23 New Unit Members
Marcela Sierra..... 20 New Unit Members

Pearl

Loreto Chavez..... 30 New Unit Members
Shanna H. Jones..... 27 New Unit Members
Cheryl Marie Brown..... 24 New Unit Members
Tara Lynn Mitchell..... 24 New Unit Members
Lia Rene Carta..... 22 New Unit Members
Toni Louise Moore..... 22 New Unit Members

Alma Orrostieta..... 22 New Unit Members
Maribel Olivares..... 21 New Unit Members
Nedra Ruby White..... 21 New Unit Members
Jeanie Martin..... 20 New Unit Members

Diamond

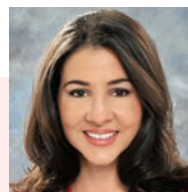
Dayana Polanco..... 38 New Unit Members
Karime Rosas..... 24 New Unit Members
Margarita Fregoso..... 22 New Unit Members
Amy Allgood..... 21 New Unit Members
Orenda Raichel Hunniford..... 21 New Unit Members
Yvonne Tazem..... 20 New Unit Members

Ruby

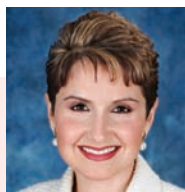
Erin Lynch..... 26 New Unit Members
Boo Menestrina..... 26 New Unit Members
Janet M. Gammill..... 25 New Unit Members
Alisa Marie Vitorino..... 25 New Unit Members
Carmen Nunez de Valencia..... 24 New Unit Members
Elizabeth Leigh Russell..... 23 New Unit Members
Kelly Christine Shepperd..... 22 New Unit Members
Candace Lyn Chambers..... 21 New Unit Members
Ingrid Elke Smith..... 21 New Unit Members
Shelia D. Evans..... 20 New Unit Members
Eva E. Holguin..... 20 New Unit Members
Inez M. Thayer..... 20 New Unit Members

Sales Mentors

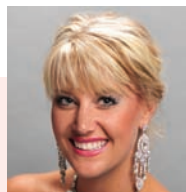
Special thanks to the sales mentors for the Feb. 9, 2010, *New Independent Sales Director Education* class.



Sylvia Kalicak
National Sales Director
Pearl Seminar



Yvonne Lemmon
National Sales Director
Emerald Seminar



Krystal Walker
Elite Executive Senior
Sales Director
Ruby Seminar

Meet Your NSDs

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

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2010 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, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Proneval, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, TimeWise, Tribute and Velocity* are registered trademarks; and *Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, 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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give your business the star treatment

Speeches by top independent sales force members and key Company executives are being prepared. The dancers are in rehearsal, and we're putting the finishing touches on the show-stopping spectacular of the Mary Kay year – *Project SuperStar*™ Seminar 2010! Take your turn in the spotlight, learn from the best as you hear from top Independent National Sales Directors and Independent Sales Directors and relish in the warmth and camaraderie of those who have been where you are and have journeyed along the path you wish to travel! You'll be investing in yourself and your future when you attend *Project SuperStar*™ Seminar 2010. **Seminar registration for all Independent Beauty Consultants begins May 1 and continues through June 30.** Log on to the Mary Kay InTouch® Web site for all the details.

Seminar 2010
**PROJECT
superStar**™

Dates:

- July 21 – 24 Sapphire
- July 25 – 28 Emerald
- July 28 – 31 Pearl
- Aug. 1 – 4 Diamond
- Aug. 4 – 7 Ruby

Location:

Dallas Convention Center, Dallas, Texas

Product Giveaway

When you attend *Project SuperStar*™ Seminar 2010, you'll receive a product giveaway just for you that allows you to be among the first to try new products.

Seminar Registration

Opens May 1 to all Independent Beauty Consultants. \$175 must be received in Special Events by 5 p.m. Central time on June 30; \$200 on-site, space permitting (except for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company in July and Aug. 2010). *Remember: Hall A will not be available at any Seminar this year.*

Cancellation Deadlines

Full refund by June 30, 2010.

Less service fee of \$100:

- July 16 (Sapphire)
- July 20 (Emerald)
- July 23 (Pearl)
- July 27 (Diamond)
- July 30 (Ruby)

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

Transfer Fee: \$25

Order Seminar Souvenirs Now

From magnets to tote bags, you'll find something fun and irresistible to help you remember Seminar 2010! Place your order online now, and it will be shipped directly to your home in July. Orders accepted online only, while supplies last. Hurry!



Be Recognized

Special Functions

- *It's in the Bag!* Reception
- *All-Star* Luncheon
- *It's in the Bag!* Luncheon
- Royalty Reception
- Special Cadillac Dining Area

Awards Night

- Queen's Court of Personal Sales
- Queen's Court of Sharing
- Circle of Achievement
- Circle of Excellence
- Double Star Achievement Award
- Triple Star Achievement Award
- Annual Go-Give® Award

Onstage Recognition

- Grand Achiever (new and requalified)
- Premier Club Sales Directors (new and requalified)
- Cadillac Sales Directors (new and requalified)
- New Class of 2010 new Independent Sales Directors (April – July)
- Independent Executive Senior Sales Directors and Elite Executive Senior Sales Directors as of July 1, 2010
- Million-Dollar Units
- Unit Star Achievers

Additional Recognition

- *All-Star* Star Consultant Consistency
- Star Sales Director
- *It's in the Bag!* Team-Building Challenge
- *Customers Count* Challenge
- Beauty Consultant Enrichment With *Pacesetters*
- Teachers
- Party With a Purpose



Seminar At-a-Glance

Wondering what's in store for you at Seminar 2010? Highlights of what you can expect when you attend *Project SuperStar*™ Seminar 2010 are listed below – the Mary Kay Expo, general sessions, tours and class times!

A complete schedule, along with detailed class descriptions, is posted on the Mary Kay InTouch® Web site. Please note that the schedule is subject to change.

Day Zero

10 a.m. – 6 p.m.	Registration/Class Schedule Packet Pickup Headset Booth Contest Booth Spouse Activity Booth Mary Kay Expo Seminar 2010 Souvenirs Online Ordering Sales Directors Only Area
10:30 a.m. – 4 p.m.	The Mary Kay Building and Museum, and Manufacturing/Research & Development Tours

11 a.m. – 3 p.m. *It's in the Bag! Reception**

1:30 – 3:30 p.m. Optional Classes

Day One

7 a.m. – 4:30 p.m.	Registration/Class Schedule Packet Pickup Headset Booth Contest Booth Spouse Activity Booth
7:30 – 8:15 a.m.	General Breakfast Cadillac Dining
9 a.m. – Noon	Opening General Session
12:15 – 1:30 p.m.	General Luncheon Cadillac Dining <i>It's in the Bag! Luncheon*</i>
2 – 4 p.m.	Afternoon General Session
2:30 – 4 p.m.	Spouse Class

Day Two

6:15 a.m. – 3:45 p.m.	Spouse Activities
7:30 a.m. – 4 p.m.	Registration/Class Schedule Headset Booth Contest Booth Mary Kay Expo Seminar 2010 Souvenirs Online Ordering Sales Directors Only Area
7:45 – 8:45 a.m.	General Breakfast Cadillac Dining
9 – 11:45 a.m.	Independent Beauty Consultant and Independent Sales Director Career Development Classes
Noon – 1:30 p.m.	General Luncheon Cadillac Dining <i>All-Star Luncheon*</i>
1:45 – 3:15 p.m.	Career Development Classes
6 – 6:45 p.m.	Royalty Reception*
7 p.m. – Midnight	Awards Night

Day Three

8:30 a.m. – 1 p.m.	Registration Headset Booth
9:15 a.m. – 12:30 p.m.	Closing General Session

*By invitation only

Path to Stardom



Elite Executive Senior Sales Director **Melva Slythe** of Reading, Pa.

Seminar stimulates your purpose, ignites your passion and fuels your performance! It is an

experience that no one should miss. Everyone who goes will walk away with an experience that is individual for them. So when it comes to Seminar, one size doesn't fit all!

Seminar also has the unique ability to dismiss our internal limitations. You may not think you can succeed because of the current economy, but when you go to Seminar, you'll find women who are exceeding *despite* the economy. Maybe you think you don't have enough time to work your business – but at Seminar you'll see the woman with several kids, a mother in the hospital and a host of other issues who is still getting it done. Be ready to have your internal limitations deflated so that you can move on!

As a newer Independent Beauty Consultant, Seminar will help you see the bigger picture of how Independent National Sales Directors, the Corporate staff and international independent sales force members are all part of Mary Kay's dream. You may have seen a National Sales Director in a video, but at Seminar, you'll see her in person. You may have seen a Mary Kay™ Career Car, but at Seminar, you can sit in the car of your choice at the MK® Expo and then "goal-get" it.

And even if you've attended Seminar several times, remember that we are different from day to day and from year to year. When you attend Seminar this year, you'll see things differently than you did last year based on your current circumstances. So it doesn't matter how many times you've been, it's a new year and a new you! Go to find out what will re-energize and refresh your goals.

I will never forget being at Seminar when one of my offspring Independent Sales Directors earned the No. 3

spot in the Queen's Court of Personal Sales. Standing next to me on the floor was her longtime friend who knew her *before* she started her Mary Kay business. She turned to me crying, "Melva, I'm so proud of my friend. You don't know where we've come from. To see her up on that stage confirms that I can be whatever I dream." The next year, this woman earned a spot in the top three and is now an Independent Sales Director as well.

The greatest gift we can give is to take women beyond what they think they can achieve. So pull the curtains! It's lights, camera and action! Let our dreams unfold with the greatest inspiration on Earth – Seminar.



Independent Executive Senior Sales Director **Melissa Kopec**, Corsicana, Texas

I started my Mary Kay business in June 2003 and attended

Seminar right after starting my business. It was a challenge to get there. I had a very demanding corporate job. I had to take vacation time, get registered and attend this event really not knowing why it was so important for me to be there. All I knew was that my **Independent National Sales Director, Kimberly Copeland**, and my recruiter, **Independent Elite Executive Senior Sales Director Krystal Walker**, both said, "Trust me, you HAVE to go . . .," and I listened!

I attended Seminar and soon after became an Independent Sales Director-in-Qualification! I then debuted as a brand-new Independent Sales Director and retired from that stressful corporate job. I've never looked back! And I've never missed a Seminar or Company special event since.

I truly believe that I caught the dream at Seminar. I gained the knowledge and, most importantly, the belief that I, too, can do this! I can have my cake and eat it too. I can be a successful businesswoman and still be the best me, mom and wife. We can have it all!

Seminar 2010 Special Functions You Won't Want to Miss

Ask any Independent Beauty Consultant or Independent Sales Director who has qualified to attend a Seminar reception or luncheon, and they'll tell you that there's nothing like dining "Mary Kay style!" Here's just a *taste* of some of the special recognition you can earn at Seminar 2010:

It's in the Bag! Seminar 2010 Celebrations

You can be an honored guest at the *It's in the Bag!* Reception and Luncheon when you meet the qualifications for the *It's in the Bag!* Team-Building Challenge. You also can pick up your handbag and matching wallet on-site at Seminar when you qualify. Go for **five** qualified* new personal team members and earn it all! Look for contest details on the Mary Kay InTouch® Web site.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

All-Star Luncheon

Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2009, through June 15, 2010, with at least 14,400 or more in total year-end contest credit will be invited to this special luncheon. Independent Sales Directors who achieve yearlong Star Sales Director status and have at least 60 unit Star Consultants from June 16, 2009, through June 15, 2010, also will receive an invitation.

For more information on all Seminar special functions and recognition, please log on to the Mary Kay InTouch® Web site.



building a strong

three steps to success

Treating your customers like stars and creating a strong customer base can be as easy as 1-2-3, shares **Independent Senior Sales Director Annette Oxley** of Holts Summit, Mo. Annette says the trick is simply asking for your customer's permission to treat her like a star!

The first goal is to get 36 "star customers" and then grow from there. Annette suggests calling each of your customers and asking if she would like to be one of your star customers. Remember, at first you are simply asking her to agree to become a star customer.

Next, Annette explains "the perks" of being a star customer – that she'll receive fantastic specials throughout the year, exclusively for her! Then you can explain that she can become a star customer by allowing you to communicate with her in the following three ways:



Annette Oxley: 38 quarters of Star Consultant achievement; eight times in Unit Circles; estimated highest monthly unit retail: \$109,632

1

Mailing List – Ask for permission to put her on the Preferred Customer ProgramSM mailing list to receive *The Look* product catalog four times a year. Remind her that she can share the *The Look* with friends and family members who may be interested in Mary Kay[®] products.

2

E-mail – Get permission to communicate with her via e-mail. Explain that you will have one or two products each month that are a "special of the month," and you will communicate these specials through e-mail. You may say something like, "Is it OK if I put you on my e-mail list to receive e-mails from me like *Beaut-e-News*?" Annette also creates "personal monthly specials" and shares those by e-mail, such as: *It's January – Power Up With the New TimeWise[®] Even Complexion Mask and Even Complexion Essence!*

3

Quarterly Phone Calls and Open Houses – Let her know that you will call her four times a year – every three months – after she receives her issue of *The Look* in the mail. Annette also hosts an open house four times a year. Her star customers are invited to come and see what's new and exciting for that season. They also have an opportunity to restock and take advantage of other special offers and discounts that are only offered to star customers. If they cannot attend the open house, she offers to personally visit their home or office with a basket of products to show. Annette then uses that time to make sure each star customer is happy with her existing products.

"My customers usually agree to communicate with me in these three ways, because they know they'll receive specials and great customer service throughout the year – which they love!" Annette says. "This also is a great way for new Independent Beauty Consultants to get their businesses off to a strong start since initially they should be building a strong customer base. Once they build that customer base and begin providing Golden Rule customer service, it becomes easier to find hostesses to host parties and to ask for referrals."

Becoming a **Star Consultant**

Once you build a strong customer base, achieving Star Consultant status each quarter becomes possible. Annette says, as a personal example[†], "In my own Mary Kay business, I have generally found that if I can get a customer to fall in love with \$100 suggested retail or more in products, like a TimeWise[®] Miracle Set[™], she is likely to spend an average of \$34 suggested retail per month or \$102 suggested retail every three months. If I have at least 36 customers spending \$102 in three months, that equals \$3,672 suggested retail, which is enough to achieve a \$1,800 wholesale Star Consultant* order."

"I have found that when you treat your customers like stars, you'll be on your way to becoming one too!" Annette says.

Online Resources

The Silver Wings Scholar ProgramSM includes an interactive segment on "Professional Sales" that can help you master selling skills. Plus, the Beauty Consultant Enrichment With *Pacesetters* program can help you set the pace for consistency in your business-building activities. Go to the "Education" tab on Mary Kay InTouch[®] to learn more.

[†]Your personal results will vary. The specific example cited is for illustration purposes only and is not a guarantee as to the financial results you will achieve.

Your personal results will depend, among other things, on the individual spending habits of your unique customer base.

*A minimum of \$1,800 in wholesale Section 1 orders postmarked within the contest quarter is required to qualify as a Star Consultant.

customer base



Moleda Dailey: 12 times in Unit Circles; monthly Go-Give® Award in June 2006; estimated highest monthly unit retail: \$101,358

1,000 and growing

Sometimes a little shift in focus is all it takes to set foot on the path that will lead you to the realization of your dreams.

This audacious plan began in late August 2009 when Moleda decided she was going to shoot for 30 faces in a week – far beyond her ongoing unit challenge of 30 faces a month. “I needed a stretch – something that would truly get me excited.” Her strategy was simple. “Everywhere I went, I told people about my goal,” she says, “and one thing led to another.”

Independent Elite Executive Senior Sales Director

Moleda Dailey of Charleston, W.Va., has a goal of becoming an Independent National Sales Director. And she's taken a somewhat unusual approach to getting there: Moleda's growing her future National Area by challenging herself to do 1,000 faces before the end of the Seminar 2010 year.

“I was in a doctor's office and told a nurse about my goal. She offered to be one of my 30 faces – and brought 16 of her friends along with her for a **party**. Between Monday and the following Saturday that week, I did 27 faces. People initially said yes to help me and then they ended up loving Mary Kay® products. Some of them even went on to become team members. I'm still having parties – even now – out of the momentum I started that week.

“It wasn't hard; there was no magic,” Moleda continues. “It was simply a decision to do something big in a week, and it snowballed into all of these appointments and parties.” From there, Moleda raised the bar further still, challenging herself to do 1,000 faces by Seminar 2010.

She adds that she's loving her renewed focus on parties and the spirit of fun it's generated throughout her unit. In fact, she and her unit members wear badges on their beauty coats that read “**Official Mary Kay Party Patrol.**” Perhaps even more importantly, this return to basics has inspired her to refine and perfect her skin care class so that it better serves the needs of her customers.

“I customized my Flip Chart,” Moleda says. “I added a page that ‘sells’ the hostess program and another page that features my 1,000 faces goal. I ‘sell’ women on wanting to come back and be a

Mary Kay customer. Independent Beauty Consultants tell me that they can't book parties and follow-up facials. You have to develop the desire in people to want to see you again. They say you can lead a horse to water, but you can't make it drink. Maybe you can't make it drink, but you *can* make it thirsty.

“Sometimes we get so wrapped up in the goal that we forget what it takes to get there,” Moleda continues. “We're in love with the concept. But we can't just love the dream, we have to love the process: the one-on-ones, the conversations, the customer focus, your girlfriends around the table. Instead of worrying about becoming an NSD, I concentrate on the journey. **Now that my focus is on the faces again – on holding parties – I'm having fun.** The emphasis is on the activity, not the result. If you have fun with the activity, the result will happen. If I do 1,000 faces, I'm more likely to make the Court of Personal Sales and Court of Sharing. My unit production will be higher. The trips will come. I'll find my next Independent Sales Directors to build our National Area.”

Listening to Moleda, there's no doubt that one day – and soon – she'll debut as an Independent National Sales Director. Instead of gazing at the top of the ladder, she's looking at the next rung. And best of all, she's having fun all the way to the top.



go-give® award

Congratulations to the winners for June 2010

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® Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



Beth Austin

Sapphire

Independent Future Executive
Senior Sales Director

Began Mary Kay January 2001

Sales Director Debut April 2002

Offspring four first-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; five-times Circle of Achievement; Circle of Excellence; two-times Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$91,101

Personal Lives in Talladega, Ala. Husband, Brad; sons: Payton, Grant; daughter, Sara Beth

Favorite Quote "And God is able to make all grace abound to you, so that in all things at all times, having all that you need, you will abound in every good work." 2 Corinthians 9:8

Independent Beauty Consultant Tawana McWilliams of Munford, Ala., says, "Beth believes in excellence and motivates us to conduct our business in the Mary Kay way. Her unit and her adoptees know they can count on her support."



Mel Sims

Emerald

Independent Sales Director

Began Mary Kay February 2006

Sales Director Debut July 2007

National Sales Director

Yvonne Lemmon

Honors Grand Achiever qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales; Honors Society; gold medal winner; estimated highest monthly unit retail: \$34,663

Personal Lives in Odessa, Texas Husband, Danny; sons: Zachary, Aaron, Chris, Brandon; five grandchildren

Favorite Quote "Faith sees the invisible, believes the incredible and receives the impossible!" – Author unknown

Independent National Sales

Director Yvonne Lemmon, says, "Mel cares for and encourages her adoptees daily. She recently supported adoptees whose Independent Sales Director was tragically killed in an auto accident. Mel is a shining star in my National Area, and I am so grateful for her leadership."



Jennifer Clapsaddle

Pearl

Independent Senior
Sales Director

Began Mary Kay July 1990

Sales Director Debut July 2000

Offspring one first-line

National Sales Director

Go Give Area

Honors Premier Club qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$40,232

Personal Lives in Camarillo, Calif. Husband, Matthew; son, Tanner

Favorite Quote "Yet those who wait for the Lord will gain new strength; they will mount up with wings like eagles, they will run and not get tired, they will walk and not become weary." Isaiah 40:31

Independent Future Executive Senior Sales Director Jill Davis of De Soto, Kan., says, "I think of how wonderful Jennifer has been to my adoptees in California and that encourages me to work closely with my own adoptees."



Stephanie Groggoza

Diamond

Independent Future Executive
Senior Sales Director

Began Mary Kay March 1994

Sales Director Debut April 1995

Offspring four first-line

National Sales Director

Anita Mallory Garrett-Roe

Honors Cadillac qualifier; Star Consultant; monthly Go-Give® Award winner, September 2004; five-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$58,754

Personal Lives in Naples, Fla. Husband, Stephen

Favorite Quote "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." – Maya Angelou

Independent Senior Sales Director Teresa Gershon of

Naples, Fla., says, "Stephanie adopted me and my unit and has been instrumental in educating and mentoring us in the Mary Kay way. She is very knowledgeable and consistently demonstrates leadership."



Pat Taylor

Ruby

Independent Senior
Sales Director

Began Mary Kay April 1972

Sales Director Debut March 1976

Offspring one first-line; two second-line

National Sales Director

Go Give Area

Honors Circle of Honor; 14-times Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$42,358

Personal Lives in Longview, Texas Husband, Hugh; sons: Martin, Sam; daughter, Mary; five grandchildren; three great-grandchildren

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 Sales Director Laura Santos of League City, Texas, says, "Pat has a ready smile and an encouraging and fun disposition. She has been a blessing in my life and loves me like one of her own!"

make a beautiful difference

Beauty That Counts® 2010

Starting May 1

You can join Mary Kay in its worldwide efforts to change the lives of women and children through your purchase of limited-edition* *Beauty That Counts®* Mary Kay® Creme Lipstick. In the United States, from May 1 through Sept. 15, 2010, \$1 will be donated from each sale of limited-edition* *Beauty That Counts®* Mary Kay® Creme Lipstick in Confidence, Inspiration and Compassion.

As part of this effort, in the United States, Mary Kay Inc. is proud to **support The Mary Kay Foundation** in its efforts to end domestic violence.



Thanks!

Mary Kay is donating just under \$3 million from the 2008 and 2009 worldwide sale of *Beauty That Counts®* Mary Kay® Creme Lipstick to causes that change the lives of women and children around the world.

pink changing lives™



\$13 each,*
suggested
retail price

*Available while supplies last


party with a **purpose**

Hosting a Mary Kay® party with me, your Independent Beauty Consultant, is an effortless way to have fun and feel fabulous doing it.

When you do, you are supporting a company that does good!

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Online: Go to the Mary Kay InTouch® Web site. Click on the *Project SuperStarSM* Seminar 2010 section.

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