

MARY KAY

applause®

JUNE 2014



New!

Journey of Dreams™
Eau de Toilette:
A Feel-Good Scent
With a Purpose

Hit the Road.

Summer tips
to help stay
connected with
your customers!

Sweet

Dreams. Purchase a
TimeWise Repair® Volu-Firm®
Set, get a Satin Pillowcase
for \$5.*

*While supplies last



More
New
Shades
Inside!

Say,
"I do"
to Five New
Eye Shades,
10 Colorful Lip
Shades.

discover what you **LOVE™**




Belief in success is the one basic and 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. ”

Helpful Numbers:
Mary Kay Consultant
Contact Center
800-272-9333

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

Automated
Information Line
800-454-1130 (24 hours)

june **dates:** to remember

<p>1</p> <p>Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.</p>	<p>2</p> <p>Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.</p>	<p>3</p> <p>Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.</p>	<p>10</p> <p>Summer 2014 Preferred Customer ProgramSM mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery.)</p>
<p>15</p> <ul style="list-style-type: none"> Postmark deadline for Quarter 4 Star Consultant quarterly contest. Deadline to make Quarter 3 Star Consultant prize selections. 	<p>16</p> <ul style="list-style-type: none"> Quarter 1 Star Consultant quarterly contest begins. Fall 2014 Preferred Customer ProgramSM online enrollment for <i>The Look</i>, including exclusive samplers (while supplies last), and Month 2 mailer begins. 	<p>20</p> <p>Online prize selection available for Quarter 4 Star Consultant quarterly contest.</p>	
<p>27</p> <p>Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).</p>	<p>30</p> <ul style="list-style-type: none"> Seminar 2014 contest period ends. Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production. Online Independent Beauty Consultant Agreements accepted until midnight Central time. <p>Also available on Mary Kay Mobile InTouch™ on your smartphone at m.marykayintouch.com.</p>	<p>30</p> 	

ON THE COVER:
 See [Pages 2-3](#) for this look.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2014 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Applause, Beaut-e-News, Beauty Blotters, Beauty That Counts, Belara, Bella Belara, Botanical Effects, Break the Silence, Compact Pro, Day Radiance, Domain, Enriching Women's Lives, Exotic Passionfruit, Forever Orchid, Go-Give, Indulge, Inspiring Beauty Through Caring, Journey, Lash & Brow Building Serum, Lash Love, "Let's Talk" Party!, Luminous-Wear, Mary Kay, Mary Kay InTouch, Matte-Wear, Miracle Set, MK, MKConnections, MKeCards, MKMen, Night Restore & Recover Complex, Nourishine Plus, Pink Changing Lives, Pink Doing Green, Pronewal, Replenishing Serum+C, Satin Hands, Satin Lips, Simply Cotton, Targeted-Action, Thinking of You, TimeWise, TimeWise Repair, Tribute, Velocity, Visible-Action and Volu-Firm are registered trademarks; Belara Midnight, Clear Proof, Discover What You Love, Journey of Dreams, Lash Love® Lengthening, Lash Response, Lash Spa, Let the Moment Unfold, Mary Kay At Play, Mary Kay Mobile InTouch, Mary Kay Show and Sell, Mint Bliss, MK High Intensity, One Woman Can, TimeWise Body, True Dimensions, Ultimate Mascara, Volu-Firm, Warm Amber and Your Way to Beautiful are trademarks; and Beautiful Together, MK Rewards, myCustomers, Preferred Customer Program, The Mary Kay Foundation and The Silver Wings Scholar Program are service marks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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Trending:

@ Mary Kay

Conversation-Starters

Generate buzz for your Mary Kay business! Share these posts on your Facebook® Fan page. Be sure to include a link to your **Mary Kay® Personal Web Site**.

- Wanna wing it? I've got tips for the perfect winged-eye look.
- What's your makeup mood today?
- Go bold! I'll show you how you can make a statement with color!



Cheers to Dads!

Father's Day is June 15. Let your customers know you've got great grooming solutions for men from age-fighting moisturizer to fragrances. Share the **Mary Kay® Men's eCatalog** on Facebook® or send email reminders to your customer list.



Pink Link® Videos!

You'll find beautiful videos showcasing all the new products you can share via Facebook® as well as great how-to videos for yourself.

Check them out at [Mary Kay InTouch® / Business Tools / Pink Link®](#).



Travelgram

Where have your **Mary Kay At Play™** products traveled this summer? Share your **playful vacation looks on Instagram®** and get your customers excited about these great products.



Discover What You Love™, the new Mary Kay® brand campaign, captures the heart of the Company, its products and the incredible legacy of Mary Kay Ash. Your customers will see this exciting campaign come to life in beautiful graphics and creative taglines to help them discover what they love about Mary Kay!



insideTHIS ISSUE

PRODUCTS:

Summer Color. Get expert color advice and explore the fresh summer shades that your customers will love. From **gorgeous neutral eye shades** to **fresh colorful lipstick hues**, a smashing new look awaits.

[Pages 2-4](#)

Prom Season. Beauty pros use **Mary Kay At Play™** color to help you create gorgeous looks for your teen and young customers.

[Pages 4-5](#)

Sweet Dreams. For a limited time, your customers can purchase the **TimeWise Repair® Volu-Firm® Set** and receive a **beautifully packaged satin pillowcase for only \$5.***

What a great reason to contact your skin care customers and share this special offer!

[Pages 6-7](#)

Scent With a Cause. Introducing limited-edition* **Journey of Dreams™ Eau de Toilette**.

The first **Beauty That Counts®** fragrance will help change the lives of women and children everywhere. **Peel the foil stamp to experience this feel-good scent!**

[Pages 16-17](#)

SELLING:

Hit the Road. Check out great **Mary Kay® travel essentials** for your customers. Plus, discover ways to **stay connected this summer!**

[Pages 20-21](#)

Gifting Ideas. With graduations, weddings and Father's Day, now is a perfect opportunity to sell, sell, sell! **Independent Sales Director Vanessa Johnson** shares ways to take advantage of summer sales and to help you finish your Seminar year strong!

[Page 21](#)

EVENTS:

Shout Out for Seminar! Ready for the time of your life? Those who've attended say Seminar is beyond description – **the best time and education you'll ever experience**. Sound intriguing? Make plans to see for yourself. Get **registration information and all the scoop!**

[Pages 14-15](#)

A Wink and a

Try these new eye colors.

Your customers will love creating simple or dramatic looks with these five fabulous neutral shades of *Mary Kay*® Mineral Eye Color.

Get This Bridal Look!
(Perfect for summer romance)

eyes

- Apply **Ballerina Pink** to eyelids.
- Apply **Stone** along the lashlines, blending from lashlines to creases.
- Apply **Driftwood** in creases, blending well.
- Try an existing mineral eye color such as **Moonstone** as a highlighter on brow bones and inner corners of eyes.
- **Mary Kay® Mineral Eye Color, \$7**



Honeymoon Must-Haves

- A. Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15,† \$20
- B. Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50,† \$17
- C. Mint Bliss™ Energizing Lotion for Feet & Legs, \$10
- D. Bella Belara® Eau de Parfum, \$38
- E. Beauty Blotters® Oil-Absorbing Tissues, \$6



Smile



Mwah!

10 luscious NEW shades.

The intensely moisturizing, buttery-smooth formula of *True Dimensions™* Lipstick melts onto lips, instantly drenching them in moisture and locking it in.

coral bliss

citrus flirt

exotic mango

tangerine pop

sassy fuchsia

lava berry

berry a la mode

tuscan rose

chocolate

first blush

cheeks

- Apply **Sheer Bliss cream blush** to apples of cheeks. Blend **Strawberry Cream mineral cheek color** over cream blush. For extra highlights, add **Crystalline mineral eye color** to the tops of the cheekbones.

- Mary Kay® Cream Blush, \$14
- Mary Kay® Mineral Cheek Color, \$12
- Mary Kay® Mineral Eye Color, \$7

lips

- Apply **Soft Blush lip liner** and **First Blush True Dimensions™ Lipstick**. Finish with **Au Naturel NouriShine Plus® Lip Gloss** in center of lips.
- Mary Kay® Lip Liner, \$12
- Mary Kay® True Dimensions™ Lipstick, \$18
- Mary Kay® NouriShine Plus® Lip Gloss, \$14

Making Room

With all the exciting new shades your customers crave, we must phase out a few older ones. Seven *Mary Kay®* Mineral Eye Color shades and 14 *Mary Kay®* Creme Lipstick shades are moving to the last chance section of the May 16 Consultant order form.



\$14

Photo Op!

Brides want to look fresh and flawless. *Mary Kay®* **Creme-to-Powder Foundation** is a two-in-one product that glides on like cream to hide imperfections, then dries to a soft, powdery matte finish.

(Compact sold separately)



The Big Day

Suggest she complete her look with:

- Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15,†** \$16
- Mary Kay® Translucent Loose Powder,** \$16
- Mary Kay® Makeup Finishing Spray by Skindinavia,**

\$18



Cheers to Natural!

For the perfect natural look, try *Mary Kay®* **Lash Love®**

Mascara in I ♥ brown.

Try two or more light strokes rather than one heavy application.

\$15

Color Confidence

Selling color is fun! Be color confident and market yourself as a color professional when you earn your **Advanced Color Consultant** designation. It's easy and **takes about 15 minutes to do!** Read the content on the [Color Confident site on Mary Kay InTouch®](#), watch videos and pass four quizzes.



**ADVANCED
COLOR
CONSULTANT**



Fast Fact! Last fall the **Company** visited 10 college campuses to introduce Mary Kay to young women. As part of the experience, **women connected with an Independent Beauty Consultant.** Time and again they chose an Independent Beauty Consultant with the **Advanced Color Consultant** designation on the Consultant Locator.

Mary Kay At Play™ MORE WAYS TO PLAY!

NEW! Mary Kay At Play™ Bold Fluid Eyeliner

Go from simple to sleek in one swipe with **Mary Kay At Play™ Bold Fluid Eyeliner**.

- Brightens eyes with dramatic definition and intense color.
- Bold and fluid so it doesn't pull skin.
- Eyeliner blunders? Not with this ultrathin, flexible applicator.
- Hot shades dry quickly and stay put to keep you on the go.



\$10
each

When it comes to prom, finding the perfect dress ranks higher than finding the right date. And choosing the perfect makeup is a close second. This year, it's all about pretty with an edgy twist. **Mary Kay At Play™** has everything girls need for a perfect look.

Dramatic with metallic!

Mary Kay At Play™ Baked Eye Trio in **Sunset Beach** looks gorgeous with **Mary Kay At Play™ Bold Fluid Eyeliner** in **Gold Metal**.

Go retro. Try a '60s-inspired cat eye in a bold color palette and finish with **Mary Kay At Play™ Bold Fluid Eyeliner** in **Blue My Mind**, **The Real Teal** or **Hello Violet**.

You'll find a how-to video for creating these eye looks at [Mary Kay InTouch® / Business Tools / Pink Link®](#).



in the plum



pink again



orange you lovely



atomic red

Everyone will go crazy for **NEW Mary Kay At Play™ Triple Layer Tinted Balm**.

THREE layers of soft color and moisturization leave lips soft with a gorgeous glow.

\$10
each

Want cool party ideas for this hip crowd?

How about tweets and other ways to use social media to reach these young consumers? You'll find this and more at [Mary Kay InTouch® / Products / Product Central / Mary Kay At Play™](#).

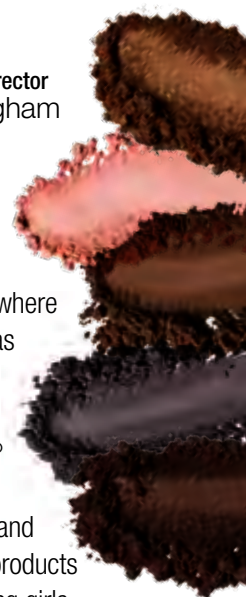


Party idea!



Independent Future
Executive Senior Sales Director
Kali DeBlander Bringham
Pensacola Beach, Fl.

A favorite of mine is “Generations of Pink,” where I invite moms, grandmas and daughters. I share **Mary Kay® mineral colors** and **Mary Kay® True Dimensions™ Lipstick** for the ladies and **Mary Kay At Play™** products for daughters. The young girls have fun playing and sampling, and I usually learn application tips from them! Sales tend to be high because everyone falls in love with something, and moms usually buy for themselves and their daughters.



Fill her clutch with these prom essentials!

- Mary Kay® Lash Love® Mascara, \$15
- Mary Kay® Sheer Mineral Pressed Powder, \$16
- Mary Kay At Play™ Jelly Lip Gloss, \$10

Dance away! Spring's hottest prom trends

- Peplums are fun, flirty and flattering.
- Add drama with lace insets or necklines.
- Make a statement in neon.
- Opt for an elegant high-low style.
- Short with a sheer overlay is a tasteful way to show a little skin.

TimeWise Repair®

Reveal youthful-looking skin. Reduce the look of deep lines and wrinkles. Restore the appearance of lifted contours. Recapture youthful volume.

Set includes: ■Lifting Serum ■Foaming Cleanser ■Day Cream Sunscreen Broad Spectrum SPF 30*
■Night Treatment With Retinol ■Eye Renewal Cream

Here's proof it works!

While the research, technology and ingredients behind *TimeWise Repair*® are impressive, what matters most to your customers are results.

The regimen underwent the **most comprehensive consumer and clinical testing** of any new *Mary Kay*® product to date. We conducted more than 65 clinical, consumer and safety studies involving more than 3,000 panelists.

Based on a 12-week clinical study,† an **independent skin measurement expert saw these changes** after women used the *TimeWise Repair*® regimen:

91% had less noticeable deep lines and wrinkles.

86% had skin that looked lifted.

98% had less undereye puffiness.

93% had skin that looked more even-toned.

93% had a significant improvement in overall appearance.

†Results reflect the percentage of women who showed improvement during a 12-week independent clinical study.

FACT: Skin ages as the result of many factors that include not only age but also what skin has been exposed to and how well it has been cared for. Regardless of the reasons, at some point, advanced signs of aging will appear.

TIP!

A little goes a long way with this product regimen.

For the *TimeWise Repair*® *Volu-Firm*® Lifting Serum, one pump should cover your entire face.

Your customers can use a second pump for neck and décolleté if desired.



Save \$36 when you buy the set! Products also sold separately.

\$199

Get it ALL in ONE premium set.



Independent Senior Sales Director
Jennifer Toney
Carrollton, Ga.

Seeing is believing, so for me, the best approach to sell the *TimeWise Repair*® *Volu-Firm*® Set is to let my customers try it. Of course, their skin feels amazing afterward! When time is precious, I've even shared during lunchtime on-the-go appointments, where I demo on the backs of their hands.

I emphasize how it's **scientifically advanced** and **targets advanced signs of skin aging**. My customers like its **simple, four-step routine** which saves time. The set has earned the **Good Housekeeping Seal** and is backed by the *Mary Kay*® **Satisfaction Guarantee**, so they can't lose!

I sell it to all ages, not just those 50+. My customers can benefit – those with advanced signs of aging as well as those who want advanced age-fighting products.

Sweet Dreams!

NOW when your customer purchases a *TimeWise Repair® Volu-Firm®* Set, she also can purchase a satin Mary Kay branded pillowcase in a beautiful drawstring bag for only \$5.[†] Hurry, supplies are limited.

\$5

Satin Pillowcase

Advantages of Satin:

Don't forget the benefits of a great night's sleep! A cotton pillowcase can draw moisture away from your skin, while satin allows your face to move easily across the pillow so there is minimal tension or stress to skin.

Ideal Customers

1. **Those with advanced signs of aging.** *If your customers use the TimeWise® Miracle Set® and multiple supplements and are no longer seeing the results they want, they would be great TimeWise Repair® candidates.*
2. **Women who want the latest in skin care technology and are willing to invest in their skin.** *It's important to know that the benefits of using TimeWise Repair® may not be as dramatic if your customers' skin is not showing advanced signs of aging.*
3. **Women with dry skin.**

Advanced skin aging ... telltale signs:

- Sun damage, deep expression lines
- Dry skin, deep wrinkling, sagging on the neck
- Pronounced dark spots, undereye crepiness, sagging
- Loss of firmness, sagging skin, loss of elasticity

Print, online and mobile tools await!

Whether you're looking for product fliers, great videos to share or **updated product information**, you'll find it all and more on [Mary Kay InTouch® / Products / Product Central](#). It's your one-stop place for everything you need to help you book and sell this terrific skin care line.



Did you know ... You can send the *TimeWise Repair®* eCatalog to your customers from your **Mary Kay® Personal Web Site** so they can order with ease! Just one more way to connect with your customers and offer top-notch Mary Kay customer service!

Application Order

DAY

1. Volu-Firm® Foaming Cleanser
2. Volu-Firm® Lifting Serum
3. Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30*
4. Volu-Firm® Eye Renewal Cream

NIGHT

1. Volu-Firm® Foaming Cleanser
2. Volu-Firm® Lifting Serum
3. Volu-Firm® Night Treatment With Retinol
4. Volu-Firm® Eye Renewal Cream

February | recognition

Congratulations to the winners

TOP NSDs YEAR-TO-DATE



Anita Mallory



Carol Anton



Gloria Mayfield Banks



Jan Harris



Karen Piro



Lisa Madson



Kathy Helou



Gloria Castaño



Patricia Turker



Halina Rygiel

ON-TARGET INNER/ DIAMOND/GOLD CIRCLE

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; 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 2014, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for January 2014.) 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 through Feb. 28, 2014.

On-Target for \$900,000 Inner Circle

Anita Mallory \$618,749

On-Target for \$600,000 Inner Circle

Carol Anton \$422,001

On-Target for \$550,000 Inner Circle

Gloria Mayfield Banks \$379,264
Jan Harris 366,452

On-Target for \$500,000 Inner Circle

Karen Piro \$359,512
Lisa Madson 354,135
Kathy Helou 335,694

On-Target for \$450,000 Inner Circle

Gloria Castaño \$306,561

On-Target for \$400,000 Inner Circle

Patricia Turker \$275,051

On-Target for \$350,000 Inner Circle

Halina Rygiel \$262,781
Cheryl Warfield 257,066
Karlee Isenhardt 248,090

Stacy James 240,509
Sherry Windsor 236,912
Debi Moore 233,474

On-Target for \$325,000 Inner Circle

Lupita Ceballos \$231,762
Sonia Páez 231,499
Cindy Williams 220,346

On-Target for \$300,000 Diamond Circle

Pamela Waldrop Shaw \$211,248
SuzAnne Brothers 206,103
Mary Diem 201,067

On-Target for \$250,000 Diamond Circle

Judie McCoy \$185,735
Linda Toupin 182,595
Dacia Wiegandt 180,466
Julianne Nagle 170,633
Dayana Polanco 167,065
Mary Estupiñán 166,020

On-Target for \$200,000 Diamond Circle

Sara Pedraza-Chacón \$159,264
Julia Baret 156,537

Anita Tripp Brewton 154,638
Diane Underwood 152,941
Sandy Valerio 150,591
Kerry Buskirk 143,372
Cindy Fox 140,830
Sandy Miller 139,646
Sonja Cruse-Vrinios 137,947
Julie Krebsbach 137,744
Pamela Fortenberry-Slate 136,920
Dawn Dunn 136,187
Kay Elvrum 135,616
Connie Kittson 134,900

On-Target for \$150,000 Gold Circle

Shannon Andrews \$130,825
Cyndee Gress 129,840
Anabell Rocha 128,795
Maria Monarrez 126,650
Maureen Ledda 125,739
Janet Tade 125,660
Davanne Moul 125,117
Vivian Diaz 123,738
Auri Hatheway 123,430
Joanne Bertalan 121,733
Gloria Báez 120,982

Rebecca Evans 119,593
Candace Laurel Carlson 119,167
Lia Carta 118,647
Mona Butters 116,708
Valerie Bagnol 116,595
Kristin Myers 116,140
Kim McClure 115,624
Lily Orellana 115,352
Consuelo Prieto 115,344
Lisa Allison 115,074
Cathy Bill 115,000
Yvonne Lemmon 111,864
Tammy Crayk 108,742
Alicia Lindley-Adkins 108,354
Mayuli Rolo 108,178
Susan Hohlman 107,371
Jan Thetford 105,562
Elizabeth Muna-Mudsi 104,734
Pam Ross 102,715
Michelle Sudeth 102,660
Jeanie Martin 101,149

On-Target for \$125,000 Gold Circle

Evelinda Diaz \$98,959
Leah Lauchlan 98,787

Somer Fortenberry 97,658
Alia Head 97,030
Rosibel Shahnin 96,718
Scarlett Walker-Simpson 95,618
Pam Klickna-Powell 95,615
Monique Balboa 95,478
Juanita Gudino 92,274
Janis Z. Moon 91,855
Shelly Gladstein 91,372
Sharon Buck 91,199
Ada Garcia-Herrera 91,121
Kate DeBlander 90,606
Lynne Holliday 89,863
Morayma Rosas 89,823
Gay Hope Super 89,457
Heidi Goelzer 89,417
Brenda Segal 88,865
Pam Higgs 88,134
Candy Jackson 87,836
Sylvia Kalicak 87,652
Roxanne McInroe 86,115
Tammy Ramage 85,986
Amie Gambolan 85,270

MONTHLY COMMISSIONS AND BONUSES

Listed are NSD commissions above \$10,000 earned in February by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Ruby

1. Carol Anton** \$60,240
2. Karlee Isenhardt 32,731
3. Rebecca Evans* 26,930
4. Cyndee Gress* 18,954
5. Lynne G. Holliday 18,711
6. Alicia Lindley-Adkins 17,768
7. Maria Monarrez 17,665
8. Candace Laurel Carlson* 17,579
9. Pamela A. Fortenberry-Slate* 16,964
10. Kirk Gillespie 16,079
11. Kate DeBlander 15,686
12. Janis Z. Moon 15,544
13. Bea Millsagle 15,519
14. Somer Fortenberry 15,474
15. Pam Ross* 15,297
16. Kimberly R. Copeland 15,214
17. Michelle L. Sudeth* 13,975
18. Scarlett S. Walker-Simpson* 13,316
19. Vicki Jo Auth 12,951
20. Gay Hope Super* 12,540
21. Gena Rae Gass 12,277
22. Jo Anne Barnes 12,216
23. Teri Schafer 12,032
24. Juanita Gudino 11,723
25. Cindy Towne 11,673
26. Kelly McCarroll 11,486
27. Cheryl Fulcher 11,068
28. Margaret M. Bartsch 11,012
29. Maria Flores 10,743
30. Tina Hulsman 10,250
31. Donna B. Meixsell 10,115

Sapphire

1. Karen Piro** \$48,638
2. Lupita Ceballos** 33,443
3. Judie McCoy* 27,654
4. Dawn A. Dunn 25,447
5. Julianne Nagle* 24,484
6. Shannon C. Andrews* 23,488
7. Sandy Valerio* 22,265
8. Tammy Crayk 21,692
9. Sara Pedraza-Chacón* 21,316
10. Jan L. Thetford 20,497
11. Davanne D. Moul* 19,447
12. Valerie J. Bagnol* 18,943
13. Sharon L. Buck 18,792
14. Gloria Báez* 17,732
15. Roxanne McInroe 17,512
16. Sherill L. Steinman 16,558
17. Pam I. Higgs 15,767
18. Tammy Ramage 15,716
19. Debra M. Wehrer 15,659
20. Julie Weaver 15,130
21. Lorraine B. Newton 14,994
22. Julia Mundy 14,695
23. Pam Klickna-Powell 14,511
24. Alia L. Head 14,462
25. Lara F. McKeever 14,294
26. Ann Brown 13,619
27. Diane Bruns 12,959
28. Diana Sumpter 12,954
29. Gillian H. Ortega 12,872
30. Nancy A. Moser 12,620
31. Maribel Barajas 11,608
32. Joy L. Breen 11,032
33. Karen B. Ford 11,031
34. Carol L. Stoops 10,894
35. Magdalena Nevarez* 10,877
36. Paola Ramirez 10,823
37. Jill Moore 10,368

Emerald

1. Gloria Mayfield Banks*** \$68,593
2. Kathy S. Helou** 50,043
3. SuzAnne Brothers* 35,822
4. Debi R. Moore* 34,390
5. Sherry Windsor** 33,039
6. Jamie Cruse-Vrinios 29,901
7. Dacia Wiegandt* 26,767
8. Janet Tade* 24,829
9. Cindy Fox* 22,713
10. Yvonne S. Lemmon 21,918
11. Cathy Bill* 21,608
12. Mona Butters 21,141
13. Kerry Buskirk* 20,916
14. Kay E. Elvrum 20,323
15. Auri Hatheway 19,867
16. Cristi Ann Millard 19,509
17. Consuelo R. Prieto* 18,165
18. Joanne R. Bertalan* 17,066
19. Lily Orellana 16,958
20. Pamela Tull 16,138
21. Brenda Segal* 15,847
22. Heather A. Carlson 14,264
23. Kym A. Walker* 14,139
24. Crisette M. Ellis 14,041
25. Evalina Chavez 13,883
26. Morayma Rosas 13,765
27. Phyllis Pottinger* 13,595
28. Dawn Otten-Sweeney 13,541
29. Kathy Rodgers-Smith 13,029
30. Shelly Gladstein 12,797
31. Sue Ulbel 12,414
32. Carmen Hernández 12,220
33. Jackie LaPrade 11,597
34. Candy Jackson 11,557
35. Sabrina Goodwin Monday 10,895
36. Sherry A. Alexander 10,022

Pearl

1. Jan Harris** \$47,169
2. Pamela Waldrop Shaw* 36,084
3. Halina Rygiel* 35,203
4. Cindy A. Williams* 34,404
5. Stacy I. James** 32,532
6. Cheryl Warfield** 30,682
7. Julia Burnett* 28,054
8. Kristin Myers 23,545
9. Lia Carta 23,174
10. Anita Tripp Brewton* 21,933
11. Mary C. Estupiñán* 21,580
12. Kim L. McClure 20,489
13. Sandy Miller* 20,441
14. Alma Orrostieta 20,130
15. Julie Krebsbach* 19,916
16. Maureen S. Ledda* 19,463
17. Jeanie Martin 19,366
18. Anabell Rocha 19,307
19. Leah Lauchlan 18,853
20. Lisa Allison 18,521
21. Bett Vernon 15,924
22. Tammy A. Vavala 15,469
23. Monique Balboa 15,281
24. Glinda McGuire* 15,234
25. Lynda Jackson* 15,084
26. Linda Kirkbride 13,429
27. Robin Rowland 13,309
28. Kathy C. Goff-Brummett 12,913
29. Dorothy D. Boyd 12,864
30. Deb Pike 12,817
31. Sylvia Kalicak 12,350
32. Amie N. Gambolan 12,303
33. Holli Lowe 11,544
34. Cathy E. Littlejohn 11,418
35. Meyra Esparza 11,255
36. Maureen Myers 11,084
37. Jane Studrawa 10,936

38. Vernella Benjamin 10,886
39. Roya Mattis 10,832

Diamond

1. Anita Mallory*** \$74,267
2. Lisa Madson 61,386
3. Patricia Turker** 40,763
4. Linda C. Toupin 36,267
5. Gloria Castaño*** 35,443
6. Sonia Páez** 29,230
7. Mary Diem* 26,859
8. Diane Underwood 24,904
9. Connie A. Kittson 22,878
10. Vivian Diaz* 18,909
11. Heidi Goelzer 17,945
12. Dayana Polanco* 17,717
13. Susan M. Hohlman* 17,139
14. Mayuli Rolo* 16,310
15. Ada Garcia-Herrera 14,657
16. Cecilia C. James 14,630
17. Evelinda Diaz* 14,111
18. Jill D. Davis 13,124
19. Elizabeth Muna-Mudsi* 13,045
20. Ruth L. Everhart 12,638
21. Rosibel Shahnin* 12,271
22. Amy Allgood 12,258
23. Mary Beissel 12,203
24. Diana Heble 11,082
25. Luzmila E. Abadia Carranza* 10,901
26. Diane L. Mentiply 10,640
27. Andrea C. Newman 10,037

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

MARY KAY ANGELS/ ÁNGELES MARY KAY

february/febrero 2014

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 or unit members in their Seminar areas in February 2014./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo en o integrantes de unidad en sus áreas de Seminario en febrero de 2014.

Top National Sales Directors — Commissions and Bonuses/Primeras DNVs: Comisiones y gratificaciones



Carol Anton
\$60,240
Ruby/Rubi



Karen Piro
\$48,638
Sapphire/Zafiro



Gloria Mayfield
Banks
\$68,593
Emerald/
Esmeralda



Jan Harris
\$47,169
Pearl/Perla



Anita Mallory
\$74,267
Diamond/
Diamante

Top Sales Director — Personal Sales/ Primera Directora de Ventas: Ventas Personales

RUBY/RUBÍ — Abosede Oyediran, K. Isenhardt Area.....	\$13,350
SAPPHIRE/ZAFIRO — Jim Cundiff, Go Give Area	\$18,315
EMERALD/ESMERALDA — Tawny-Raquel Collins, G. Mayfield Banks Area	\$13,158
PEARL/PERLA — Karen Gimblet, G. McGuire Area.....	\$33,836
DIAMOND/DIAMANTE — Marie Lee, Go Give Area	\$21,248

Top Beauty Consultant — Personal Sales/ Primera Consultora de Belleza: Ventas Personales

RUBY/RUBÍ — Daphne Lewis, R. Rodstrom Unit, Go Give Area	\$12,386
SAPPHIRE/ZAFIRO — Margaret Nathurst, B. Keen Unit, S. Steinman Area	\$21,500
EMERALD/ESMERALDA — Helen Leiby, M. Bright Unit, G. Mayfield Banks Area.....	\$36,190
PEARL/PERLA — Mariam Kaba, B. Khan Unit, V. Benjamin Area.....	\$12,215
DIAMOND/DIAMANTE — Carolyn Nelson, D. Hettinger Unit, A. Mallory Area	\$23,745

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

RUBY/RUBÍ — Anna Lewis, K. Mardis Unit, Go Give Area	9
SAPPHIRE/ZAFIRO — Sales Director Juana Contreras, M. Nevárez Area	11
EMERALD/ESMERALDA — Sales Director Tammy Ayers, C. Fox Area	13
PEARL/PERLA — Valerie Cancellieri, L. Hull Unit, R. Mattis Area	13
DIAMOND/DIAMANTE — Maria Fernandez, M. Steward Unit, C. Kittson Area	15

Top Unit — Estimated Retail Production/ Primera Unidad — Producción estimada al menundo

RUBY/RUBÍ — Crystal Carper, L. Holliday Area	\$94,682
SAPPHIRE/ZAFIRO — Kristi Anderson, Go Give Area	\$107,216
EMERALD/ESMERALDA — Grace Snively, J. Cruse-Vrinios Area	\$99,939
PEARL/PERLA — Bibi Khan, V. Benjamin Area	\$110,709
DIAMOND/DIAMANTE — Kristin Sharpe, C. Kittson Area	\$113,283

TOP UNIT BUILDERS/IMPULSORAS DE UNIDAD MÁS DESTACADAS

february/febrero 2014

New Unit Members/Nuevas integrantes de unidad

Ruby/Rubi

Teka-Ann Haynes.....	42
Crystal Huskins Carper.....	30
Elizabeth Anne Viola.....	25
Kelly Hogan.....	24
Amber Rosalie Lesseg.....	24
Abiodun Oladunni.....	23
Tiffany Brooke Stout.....	23
Courtney Leanne Armstrong.....	22
Rachelle Holloway.....	22
Toni Zaino.....	22
Tina M. Francis.....	21
Sasha Jackson.....	21
Donna F. Knotts.....	21
Kimberly Michelle Perkins.....	21
Jennifer E. Crosby.....	20
Gabriele Lynn Jones.....	20
Deanna Lee Manning.....	20

Sapphire/Zafiro

Gloria J. Stanley.....	32
Avelyn R. Smith.....	28
Moleda G. Dailey.....	27
Latricia Raynor Vango.....	26
Brooke E. Bennett-Young.....	24
Laura Elizabeth Knight.....	23
Sarah Sullivan Krcynski.....	22
Jennifer L. Besecker.....	21
Vilma B. Cantu.....	21
Angela D. LaFerry.....	21
Patrice Moore Smith.....	21
Zasha Levee.....	20
Beth Thatcher May.....	20

Emerald/Esmeralda

Grace Elizabeth Snively.....	35
Beth Ann Bailey.....	30
Michelle L. Calbert.....	30

Elaine K. Williams.....	28
Jennifer Elizabeth Damm.....	27
Melody Ann Fox.....	25
Leanne Parrino-Pheasant.....	25
Roxie Soto.....	25
Talvia W. Peterson.....	23
Kellie M. Davis.....	22
Shelley Bottiaux.....	21
Nykolle Lynne Jackson.....	21
Jeanie M. Tamborello.....	21
Jesiree Felicia Charity.....	20
Latricia M. Henry.....	20
Brittani Marie Jenks.....	20

Pearl/Perla

Dana Davis-Armstead.....	31
Stephanie Lynn Coker.....	30
Keita Powell.....	30
Lindsay R. Stewart.....	27
Sandy Kay Gant.....	26

Janna Dee Judkins.....	23
April Landrum-Johns.....	23
Blythe Jolee Egbert.....	22
Melanie Kaye Bass.....	20
Amy Branch.....	20
Shanna H. Jones.....	20

Diamond/Diamante

Sonia Suyapa Bonilla.....	30
Denise M. Cadenhead.....	30
Amelie B. Kemogne.....	30
Cynthia L. Frazier.....	27
Kristin Jenae Sharpe.....	27
Meg Booker Steward.....	26
JoEllen S. Bare.....	24
Sharna Acree.....	22
Audrey Leigh Hamilton.....	22
Lisa M. Boulton.....	20
Nicki R. Hill.....	20
Celia Armina Ventura.....	20

Meet Your NSDs/Conoce a tus DNVs

Be sure to visit the *Mary Kay InTouch®* website 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?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch®* para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace **"Conoce a tus DNVs"** bajo el separador "El Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?



diamond/diamante

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

december/diciembre 2013



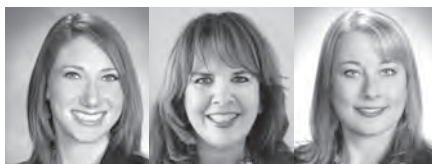
Laura Marie Sherman*
Huntingburg, Ind.
K. Messmer Unit

Not pictured/Sin foto: **Rochelle L. Dolford**, Humble, Texas, M. Givens Unit; **Nirlenis Escalona**, Miami, N. Rodriguez Unit; **Rachel E. Everhart**, Gainesville, Fla., R. Everhart Unit; **Veronica Flores**, Oxon Hill, Md., J. Mendoza Unit; **Michelle Gaither**, Commerce, Ga., G. Carver Unit; **Arianna Gomez**, Austell, Ga., D. Santos Unit; **Elizabeth Karina Guerrero**, Reno, Nev., R. Ramirez Unit; **Stephanie Harris**, Philadelphia, Miss., L. Moore Unit; **Jennifer Rebecca Hoke**, Goshen, Ind., R. Clark Unit; **Beth Crawford Kellum**, Jefferson, Ga., G. Carver Unit; **Leissel Lancaster**, Brooklyn, N.Y., C. Oni Unit; **Deborah McDanel Landis**, Sarasota, Fla., O. Hunniford Unit; **Isa Lawson**, Duluth, Ga., C. Hennings Unit; **Rhina Margarita Li**, Miami, M. Leyras Unit; **Tereza Lopez**, Everett, Mass., R. Bonilla Unit; **Dolores M. Macauley**, Newark, N.J., C. Alston Unit; **Lisa Marie Martinez**, Raleigh, N.C., B. Hubbard Unit; **Tiffany Lynn Meadows**, Greensburg, Ky., A. Heltsley Unit; **Miriam Mesa**, Homestead, Fla., O. Castro Unit; **Marisa Morra**, Hempstead, N.Y., R. Shahin Unit; **Rosann Owen**, Harrisville, Utah, S. Arnold Unit; **Anna Papavasiliopoulos**, Dix Hills, N.Y., K. Vadoros Unit; **Carolina Ponce**, Fresh Meadows, N.Y., L. Juro Unit; **Allison Crystal Richards**, Phoenix, A. Michalak Unit; **Maria Tereza Santiago**, Dallas, J. Mitchell Unit; **Jose W. Serrano**, Alexandria, Va., S. Bonilla Unit; **Kimberly Ann Welsh**, Fort Worth, Texas, M. Hennings Unit; **Leisa Ann Wilson**, Olathe, Kan., S. Lawlor Unit.

*Previously debuted./Debutó con anterioridad.

TRIPLE CROWN/ TRIPLE CORONA

february/febrero 2013



Valerie Tyndall Goldston
Chapin, S.C.
R. Everhart Area

Allison Nichols
Branson, Mo.
Diamond
Go Give Area

Dawn Michelle Stackhouse
Buckeye, Ariz.
L. Madson Area



Not pictured/Sin foto: **Elizabeth Adelina Garcia**, Piscataway, N.J., S. Páez Area; **Germa Plaza**, Miami, M. Rolo Area.

DEAN'S LIST/ LISTA DEL DECANO

february/febrero 2013



Valerie Tyndall Goldston
Chapin, S.C.
R. Everhart Area
Diamond Seminar

Karen Elizabeth Gimblet
Hickory, N.C.
G. McGuire Area
Pearl Seminar

Jordan Leigh Calloway
Delmar, Del.
T. Vavala Area
Pearl Seminar

HONORS SOCIETY/ SOCIEDAD DE HONOR

february/febrero 2013



Allison Nichols
Branson, Mo.
Diamond
Go Give Area

Dawn Michelle Stackhouse
Buckeye, Ariz.
L. Madson Area

Not pictured/Sin foto: **Elizabeth Adelina Garcia**, Piscataway, N.J., S. Páez Area; **Germa Plaza**, Miami, M. Rolo Area.

FABULOUS 50s/ FABULOSOS 50

august/agosto 2013



Jacqueline Lynne Scott
West Helena, Ark.
Diamond Go Give Area

Not pictured/Sin foto: **Betsy Ngozi Orji**, Baltimore, Diamond Go Give Area; **Rosalina Ramirez**, Sun Valley, Nev., Diamond Go Give Area.

diamond/diamante

ON THE MOVE/ EN ACCIÓN

december/diciembre 2013

Veronica Flores
Michelle Gaither
Arianna Gomez

Elizabeth Karina Guerrero
Jennifer Rebecca Hoke
Beth Crawford Kellum

Miriam Mesa
Carolina Ponce

Allison Crystal Richards
Jose W. Serrano

Leisa Ann Wilson

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

february/febrero 2014

Maria Akhahon
Vivian Albritton
Rosalyn M. Bailey
Rosalba B. Barrientos
Mary E. Benedict
Deborah Blackwood
Sol Mary Blanco
Hilda Bonilla
Shawn Boswell
Emma M. Bowman
Lydia Brown
Nitza Burgos
Cindi M. Byrd
Ashley N. Calvillo
Kimber-Lee Cameron
Maria A. Canul
Monica E. Cardona
Alisha K. Case
Amanda Christensen
Kelsey Coltress
Cassia Cordon
Maria G. Corona

Angela Cortez
Jennifer L. Creason
Delmira Cuevas
Rosie Dawood
Liliana Delcore
Elisa I. Diaz
Karen Erickson
Kimberly R. Evans
Susan R. Flores
Annia Garcia
Diana M. Garcia
Edin Garcia
Leticia Garcia
Anjanette D. Garner
Chingyen I. Garrard
Melissa M. Goff
Guillermina Gonzales
Irene Gonzalez
Nancy Gonzalez
Vanessa M. Gonzalez
Carrie Gordon
Christine H. Gosch

Nadine T. Gray
Bobbi J. Grund
Hannah S. Hamilton
Cynthia D. Hawkins
Robert G. Hayes
Lauri Hewitt
Bethany A. Hill
Jan Hishmeh
Lisa C. Jackson
Christi A. Kemp
Carol King
Katherine E. King
Brittini A. Kuehl
Elsy Lanza
America C. Lascano
Taylor N. Lawrence
Mariele Liranza
Agustina Lopez
Sarah G. Lykins
Mandy Manning
Janet Markelz
Claudia Martinez

Genevieve N. Monthe
Mirtha L. Oseguera
Emily R. Pankow
Yamisdery Pelier
Rosa Perdomo
Jordan N. Perry
Nicole Pettie
Phebe Philippe
Connie Pierce
Paula V. Pineda
Edna L. Ramirez
Griselda Rayas
Claire W. Rice
Debbie S. Rogers
Amy R. Ruckman
Emilia Ruiz
Sandra B. Salmon
Fidelia M. Sanchez
Mindy M. Sanchez
Beth Schadewalt
Kelsey M. Schnoor
Miriam Serrano

Kamilyn L. Smith
Bethany Stump
Kristi L. Sweeney
Kristie M. Taulman
Mandy E. Teater
Belkis Tejeda
Kayla G. Thomas
Cassandra V. Thompson
Sandra Toledo
Lakeisha C. Turpin
Becky Tuttle
Ije L. Ugwu-Oju
Sarah M. Vera
Mirtha Villamil
Linda M. Viscount
Jennifer E. Walters
Samantha S. Wiemuth
Amanda L. Wiley
Abigail J. Yoder
Kym R. Young

GRAND ACHIEVERS/GRAN GANADORAS

february qualifiers/
calificadas en febrero 2014

**Consultants/
Consultoras**
Martha Patricia Aguilar
Courtney Lee Atwood
Maria G. Barrios**
Maria Fernandez

Hilary Blythe Fiskeaux
Kate A. Gunderson
Xiomara E. Jandres
Yipsi Jimenez
Marguerite Tieyap Kuete*
Katherine LaVerne Longley

Nery Paz
Carolina Ponce**
Aleyda Marisela
Quintanilla**
Esperanza Velasquez

**Sales Directors/
Directoras de
Ventas**
Holly M. Bartlett
Leslie Erin Hankins
Briauna Janae Marquis

* Denotes regualified driver/
Denota conductora
recalificada
** Denotes January qualifier./
Denota que calificó en
enero.

FIRST GOLD MEDAL/PRIMERA MEDALLA DE ORO

february/febrero 2014

New Team Members/ Nuevas integrantes de equipo

Nikita Ahmed, A. Hamilton Unit..... 5
Maria Akhahon, B. Alghali Unit..... 7
Maria Arredondo, N. Vargas Unit..... 5
Rosalyn Bailey, B. Brinkley Unit..... 6
Nisha Bobba, S. Fallgren Unit..... 6
Emma Bowman, N. Jamison Unit..... 7
Lacey Bradford, C. Riead Unit..... 6
Lydia Brown, J. Carpenter Unit..... 7
Ashley Calvillo, K. Welsh Unit..... 6
Maria Canul, S. Palen Unit..... 5
Kelsey Coltress, C. Costley Unit..... 5
DeNea Conner, A. Newman Unit..... 8
Angela Cortez, H. Medina Unit..... 5
Rosie Dawood, L. Jaramillo Unit..... 8
Jennifer DeFoore, M. Hennings Unit..... 6
Shannon Downer, C. Tillman Unit..... 5
Tessa Dunnington, T. Cloute Unit..... 6
Annia Garcia, D. Rodriguez Unit..... 6
Edin Garcia, D. Rodriguez Unit..... 6

Irene Gonzalez, E. Guerrero Unit..... 6
Nancy Gonzalez, A. Vergara Unit..... 9
Hannah Hamilton, T. Pinkston Unit..... 6
Robert Hayes, M. Cape Unit..... 6
Jennifer Hooper, C. Weddington Unit..... 6
Shareda Johnson, P. Highsmith Unit..... 6
Donna Krivosky, R. Lantz Unit..... 5
Tori Lambert, B. Neto Unit..... 6
Christie Lewis, S. Lipinski Unit..... 6
Mariele Liranza, Y. Hidalgo Paz Unit..... 7
Sarah Lykins, J. Bare Unit..... 8
Janna McGuire, M. Cahill Unit..... 6
Leslie Minor, B. Merriam Unit..... 5
Yolanda Munoz, G. Perez Unit..... 5
Marlen Nunez, M. Moreno Unit..... 5
Mirtha Oseguera, A. Linares Unit..... 5
Nancy Padilla, M. Bohorquez Unit..... 5
Emily Pankow, S. Pankow Unit..... 6
Amanda Parkhurst, R. Lantz Unit..... 5
Yamisdery Pelier, D. Ugalde Unit..... 5
Lorena Peralta, B. Vasquez Unit..... 5
Rosa Perdomo, C. Perdomo Unit..... 5
Jordan Perry, J. Vredevelt Schultz Unit..... 6
Nicole Pettie, N. Dove Unit..... 5
Paula Pineda, M. Martell Gonzalez Unit..... 5
Claire Rice, K. Sharpe Unit..... 5
Sandra Roche, E. Sims Unit..... 6
Ebelina Rodriguez, C. Bobadilla Unit..... 5
Kendra Roper, L. Peine Unit..... 5
Madeline Rosado, H. Caballero Unit..... 5
Mindy Sanchez, J. Carpenter Unit..... 5
Miriam Serrano, S. Páez Unit..... 6
Laura Sherman, K. Messmer Unit..... 11
Kamilyn Smith, A. Wolfenbarger Unit..... 6
Bethany Stump, N. Hill Unit..... 9
Jesmeen Sultana, A. Hamilton Unit..... 5
Jaime Timmerman, J. Anderson Unit..... 7
Jennifer Tormey, J. Haislip Unit..... 5
Seline Washington, A. Newman Unit..... 5
Rachelle Williams, M. King Unit..... 5
Abigail Yoder, R. Clark Unit..... 5

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to *Mary Kay InTouch®*. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, ve a *Mary Kay InTouch®*.

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diamond/diamante

13% CLUB/ CLUB DEL 13%

february/febrero 2014

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Diamond** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during February./ Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Diamante** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 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 Irene Olebara	\$2,824	Bethany Stump, N. Hill Unit	1,791	Sales Director Linda C. Weniger	1,545	Whitney Marie Roe, R. Clark Unit	1,326
Sales Director Shellie Anne Miller	2,739	Sales Director Bisola Gbadamosi	1,791	Sales Director Jennifer Levitt	1,533	Sales Director Greta Leigh Carver	1,303
Sales Director Valorie Jean White	2,649	Sales Director Delmi Cristina Santos	1,768	Sales Director Linda Faye Dowell	1,521	Sales Director Amy Hanifl	1,295
Sales Director Kristin Jenae Sharpe	2,409	Sales Director Nicki R. Hill	1,689	Sales Director Linda J. Bergerson	1,477	Sales Director Robin L. Sailer	1,283
Sales Director Maritza Estela Gonzalez	2,302	Sales Director Shelley Olson	1,644	Sales Director Beatrice Alghali	1,382		
Sales Director Rochelle Collins	1,927	Sales Director Heather M. Julson	1,629	Sales Director Soledad Herrera	1,353		
Maria Fernandez, M. Steward Unit	1,863	Sales Director Lori M. Langan	1,619	Sales Director Lisa Rada	1,333		

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

february/febrero 2014

Ranking of the top 100 Independent Sales Directors in the **Diamond** area based on their February 2014 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Diamante** según su producción de unidad estimada al menudeo de febrero de 2014.

Kristin Sharpe	\$113,283	Amelie B. Kemogne	62,960	Christina Spann	51,263	Chanel Caprice Weddington	45,982
Marsha Morrisette	98,228	Sharon B. Carney-Wright	62,494	Lesley A. Bodine-Phillips	50,388	Tammie M. Hanson	45,973
Nicki R. Hill	92,591	Linda T. Cartiglia	58,389	Katie S. Oney	50,098	Billie Gillespie	45,944
Denise M. Cadenhead	82,588	Lisa A. Stengel	58,325	Patty Gutierrez	49,748	Suzanne T. Young	45,429
Priscilla McPheeters	80,368	Barbara E. Roehrig	57,363	Kelly Willer-Johnson	49,631	JoEllen S. Bare	45,270
Meg Booker Steward	80,207	Stephanie Audino	57,321	Jill Johnson	49,333	Nicole Smith Shelton	45,010
Mariann Biase Mason	79,888	Sharna Acree	57,191	Shellie Anne Miller	49,285	Denise Nygard	44,903
Brenda K. Howell	78,171	Stephanie A. Richter	56,776	Julie Neal	48,807	Valorie Jean White	44,700
Mary Strauss	75,419	Shannon Marie Brown	56,115	Sonia Suyapa Bonilla	48,573	Rhonda Jean Taylor	44,666
Sheryl Peterson	75,138	Chatney Gelfius	55,939	Irene Olebara	48,508	Debra Allison	44,495
Rosanne Clark	73,413	Nancy Fox Castro	55,859	Donna J. Saguto	48,479	Heidi Kenealy	44,492
Deborah Dudas	73,350	Norma Lee Shaver	55,752	LaChelle M. Seleski	48,259	Patricia Carr	44,460
Donna K. Smith	71,688	Julie Schlundt	55,185	Jenny Siemonsma	48,240	Nicole Coselman	44,090
Gerri Anne Morris	70,512	Carolyn Thompson	55,089	Sue Webb	47,876	Carmen Jacqueline Perdomo	43,918
Cynthia L. Frazier	70,047	Sandy Lasso	55,032	Jodi Van Leeuwen	47,838	Dayna L. Lemke	43,423
Deborah R. Hettinger	69,946	Soledad Herrera	54,718	Martha Kay Raile	47,787	Nancy Polish Dove	43,339
Susan M. McCoy	69,842	Tawnya Krempges	54,521	Mitchell Alene Byers	47,710	Pat Joos	43,073
Beth Brinkley	69,625	Holly A. Brown	54,399	Gayle Lenarz Kolsrud	47,543	Pat A. Nuzzi	43,043
Melissa R. Hennings	69,619	Maritza Estela Gonzalez	54,356	Mya Nicole Hull	47,304	Wendy Hayum-Gross	43,025
Mary Kathryn King	69,042	Heather M. Julson	53,026	Rochelle Collins	47,024	Amy Hanifl	43,003
Joy H. Rentz	67,576	Emily Sims	53,015	Lori M. Langan	46,990	Vicki O'Bannon	42,554
Rosa M. Ortiz	67,331	Shelly Palen	52,942	Lois R. Humbert	46,807	Abby Heltsley	42,552
LaRonda L. Daigle	66,363	Kim A. Messmer	52,772	Mileta K. Kinser	46,624	Marni McKenna Hendricks	42,464
Petie L. Huffman	64,589	Bianny Fabiola Ramirez	52,110	Julie Danskin	46,407	Kathy M. Viola	42,311
Carol Lee Johnson	63,441	Mary P. Creech	51,443	Sandy Griffith	46,369	Amy Zietlow	42,213

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

february/febrero 2014

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Diamond** area in February 2014. Names in **bold print** earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Diamante** en febrero de 2014. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

Kristin Sharpe	\$19,333	Carol Lee Johnson	9,659	Irene Olebara	8,193	Suzanne T. Young	7,404
Nicki R. Hill	14,731	Barbara E. Roehrig	9,448	Stephanie Audino	8,156	Sharna Acree	7,358
Marsha Morrisette	13,534	Susan M. McCoy	9,434	LaChelle M. Seleski	8,129	Jessica Marie Anderson	7,354
Sheryl Peterson	12,840	Mariann Biase Mason	9,407	Denise Nygard	8,087	Alicia Kingrey-Lokai	7,328
Priscilla McPheeters	12,483	Delmi Cristina Santos	9,354	Linda T. Cartiglia	8,083	Katie S. Oney	7,322
Maritza Estela Gonzalez	12,048	Kathleen Koclanes	9,347	Norma Lee Shaver	8,047	Terri J. Beckstead	7,298
Brenda K. Howell	12,023	Donna K. Smith	9,278	Julie Neal	8,023	Jodi Van Leeuwen	7,281
Denise M. Cadenhead	11,964	Stephanie A. Richter	9,253	Lori M. Langan	7,929	Robin L. Sailer	7,264
LaRonda L. Daigle	11,561	Rosa M. Ortiz	9,085	Shannon Marie Brown	7,911	Elaine Krueger	7,231
Melissa R. Hennings	11,072	Beth Brinkley	9,033	Marlinda R. Brown	7,894	Linda J. Bergerson	7,185
Deborah Dudas	11,011	Sharon B. Carney-Wright	8,993	Nancy Polish Dove	7,892	Kelly Willer-Johnson	7,131
Meg Booker Steward	10,940	Julie Schlundt	8,976	Mary P. Creech	7,863	Julie Danskin	7,130
Tawnya Krempges	10,802	Sonia Suyapa Bonilla	8,919	Abby Heltsley	7,842	Patty Gutierrez	7,121
Sandy Griffith	10,593	Deborah R. Hettinger	8,775	Rochelle Collins	7,842	Mya Nicole Hull	7,102
Rosanne Clark	10,391	Emily Sims	8,774	Lesley A. Bodine-Phillips	7,772	Wendy Hayum-Gross	7,082
Mary Strauss	10,362	Bisola Gbadamosi	8,632	Rose Rodriguez-Capone	7,698	Chris Landaker	7,046
Holly A. Brown	10,257	Amelie B. Kemogne	8,587	Lou Cinda Utley	7,651	Rhonda Jean Taylor	7,019
Gerri Anne Morris	10,184	Sandy Lasso	8,586	Bianny Fabiola Ramirez	7,637	Christina Spann	7,010
Susan J. Pankow	10,085	Kim A. Messmer	8,527	Nancy O'Hara	7,630	Lila DeWeber	7,009
Mary Kathryn King	9,982	Lisa A. Stengel	8,499	Nancy Fox Castro	7,627	Vicki O'Bannon	6,938
Cynthia L. Frazier	9,946	Petie L. Huffman	8,452	Carolyn Thompson	7,625	Pat A. Nuzzi	6,926
Shelly Palen	9,859	Chatney Gelfius	8,324	Greta Leigh Carver	7,605	Tammie M. Hanson	6,877
Martha Kay Raile	9,715	Shellie Anne Miller	8,267	Valorie Jean White	7,574	Lisa Peterson	6,872
Heather M. Julson	9,710	Soledad Herrera	8,214	Michelle Cape	7,559	Susie Kopacz	6,834
Joy H. Rentz	9,682	Amy Hanifl	8,196	Lisa Rada	7,442	Evitelia Valdez-Cruz	6,814



GO-GIVE® AWARD

Congratulations to our June 2014 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give® spirit for this prestigious honor today! We've made it easy – look for the **online nomination form** on *Mary Kay InTouch*® under the Contests/Promotions tab.



Arleigh Morton

Ruby

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
August 1995

Sales Director Debut
October 1996

Offspring four first-line

National Sales Director
Go Give Area

Honors Star Consultant; two-
times Circle of Achievement

Personal Lives in Pocatello,
Idaho. Husband, Larry; son,
Tanner

**"I am motivated to help others
because** I want every woman's
faith in her future to be
unshakeable. There is no greater
reward than knowing our time
and effort made a difference in
someone's life."

Independent Sales Director
Fanny Bolima of Pocatello,
Idaho, says, "Arleigh consistently
educates us in growing our
businesses and knows how to
motivate me when I'm feeling
disappointed."



Nancy Pettaway

Sapphire

Independent Senior
Sales Director

Began Mary Kay Business
February 1986

Sales Director Debut
July 1989

Offspring one first-line

National Sales Director
Go Give Area

Honors Circle of Honor; three-
times Sales Director Queen's
Court of Personal Sales;
two-times Queen's Court of
Sharing; 12-times Circle of
Achievement; four-times
Double Star Achievement

Personal Lives in Killeen, Texas
Husband, Charles; son, Cory;
daughter, Brya

**"I am motivated to help others
because** I believe the
greatest joy in life is watching
transformation take place in
people's lives."

Independent Beauty
Consultant Delores Braddock
of Fort Hood, Texas, says,
"Nancy understood my
challenges and her selfless
service and motivating attitude
assisted me in turning my
business around for the good."



Julie Potts

Emerald

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
November 1989

Sales Director Debut
October 1993

Offspring four first-line;
one second-line

National Sales Director
Cindy Fox

Honors Circle of Honor;
four-times Sales Director
Queen's Court of Personal Sales;
three-times Queen's Court of
Sharing; 14-times Circle of
Achievement; six-times Double
Star Achievement

Personal Lives in Bargersville,
Ind. Husband, CJ; son, Chris;
daughter, Nicole

**"I am motivated to help others
because** my parents taught
me that you can't out-give God.
They live every day of their lives
looking to bless someone."

Independent Senior National
Sales Director Cindy Fox says,
"Julie has always had as many
adoptees as she has had unit
members. She goes above the
call of duty to include them and
make them feel loved, accepted
and appreciated."



Aide Martinez Charre

Pearl

Independent Senior
Sales Director

Began Mary Kay Business
August 2006

Sales Director Debut
June 2007

Offspring two first-line

National Sales Director
Anabell Rocha

Honors Star Consultant;
three-times Sales Director
Queen's Court of Personal Sales;
seven-times Queen's Court
of Sharing; four-times Circle
of Achievement; Double Star
Achievement; three-times
Triple Star Achievement

Personal Lives in Carrollton,
Texas. Husband, Juan Manuel;
son, Juan Manuel; daughter,
Ana Paulina

**"I am motivated to help others
because** Mary Kay Ash left us
a very clear purpose for our
business. We need to preserve
her legacy by enriching the lives
of others and leaving behind our
own mark."

Independent Sales Director
Beatriz Gonzalez of Addison,
Texas, says, "Aide inspires,
shares her knowledge and
guides me in such a way that
I can see the great potential
of my Mary Kay business."



Amy Zanto

Diamond

Independent Executive
Senior Sales Director

Began Mary Kay Business
May 1996

Sales Director Debut
June 2003

Offspring five first-line

National Sales Director
Lisa Madson

Honors Star Consultant;
three-times Sales Director
Queen's Court of Personal
Sales; seven-times Circle of
Achievement; Circle
of Excellence; Double
Star Achievement

Personal Lives in Appleton,
Wis. Husband, Tony; son, Austin;
daughter, Audra

**"I am motivated to help others
because** it's very exciting to
watch the personal growth that
occurs when a woman working
her Mary Kay business reaches
her greatest potential."

Independent Beauty
Consultant Kelly Voss of
Appleton, Wis., says, "Amy
encouraged us to assist
in a fundraiser for a sister
Independent Beauty Consultant's
husband who was in a
motorcycle accident."



Hard Work HAS ITS REWARDS!



All year you've held skin care and color parties, you've shared what you love about Mary Kay, you've given other women the opportunity to discover what they love, you've given back to your communities and enriched the lives of women and children everywhere.

Now, it's time
to rejuvenate,
celebrate
and recharge!

Seminar is a place to:

- Relish in mind-blowing RECOGNITION.
- Gain insight to help you BOOST YOUR BUSINESS.
- Stay in the know on HOT NEW PRODUCTS.

These ribbons are just a sampling of the ones you can EARN and WEAR PROUDLY!





MAKE MUSIC HISTORY AT SEMINAR 2014!
WATCH *MARY KAY INTOUCH®* FOR DETAILS!

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

LOCATION:
Kay Bailey Hutchison
Convention Center
(formerly called
Dallas Convention Center)

FEE:
\$195 (if received by June 16)
\$225 (if received June 17 – July 1)
\$250 (on-site, space permitting)

DETAILS:
Mary Kay InTouch® / Events / Special Events



What to wear:

- Business attire for day, after-five gown or cocktail dress for Awards Show.
- Light sweater. (It's summer in Dallas, but the buildings and restaurants can be chilly.)
- Comfortable shoes. (You'll do lots of walking.)
- Bring those cute Seminar souvenir totes and bags your ordered to hold everything! Souvenirs available online only at [Mary Kay InTouch®](http://MaryKayInTouch.com).

Beauty That Counts®

Limited Edition[†]

NEW! Journey of Dreams™

Dreams. They provide the power to overcome obstacles, achieve the impossible and transform today into a beautiful new future. Now you can help spread hope, inspire change and encourage possibilities with the purchase of the limited-edition[†] **Beauty That Counts® Journey of Dreams™ Eau de Toilette**.

Light and fresh, the scent has the familiar feel of *Journey®* Eau de Parfum but reimagined with a new, feminine twist. Watercolor butterflies decorate the packaging as symbols of the many lives you're helping to transform.

\$25



This fragrance blooms as the scent of flowers fills the air, and the earth comes alive with new growth. The light scent contains captivating notes such as **Sparkling Clementine, Rose Lychee Water, Plush Peony** and **Blooming Turkish Rose**.

THE MARY KAY
FOUNDATIONSM

Participate in the Mary Kay *Beauty That Counts®* program and help change the lives of women and children. In the United States, from May 16 to Aug. 15, 2014, \$2.50 will be donated by the Company from each sale of limited-edition[†] **Beauty That Counts® Journey of Dreams™** Eau de Toilette fragrance. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay FoundationSM grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

great gift idea



Journey of Dreams™ is the perfect gift for anyone, including those embarking on a NEW journey in life. **Moms, sisters, brides-to-be** and **graduates** will appreciate the sentiments of dreams and hope associated with the fresh fragrance and beautiful packaging. Summer is when your customers may look for new lighter scents.

Tip!

Sell alone or, better yet, **bundle with a Mary Kay® lip gloss, mascara or lipstick for a thoughtful gift.**

Share 

Share this new fragrance and Mary Kay's corporate social responsibility efforts on Facebook®. Be sure to include a link to The Mary Kay FoundationSM website marykayfoundation.org.

Your donations, as well as those of your customers, make a beautiful difference. Since its inception in 1996, The Mary Kay FoundationSM has donated more than **\$54 million** to victims of domestic violence and cancer sufferers, giving them a chance to heal and a hope for tomorrow. To learn more about how the Foundation is making a difference in women's lives, visit marykayfoundation.org.



Michael Hughes
CEO, A NEW LEAF

A New Leaf, a 2013 The Mary Kay FoundationSM shelter grant recipient



Thanks to the generosity of The Mary Kay FoundationSM, the women at **Autumn House Domestic Violence Shelter** are making crucial changes in their lives and those of their children.

“With critical needs taken care of, these women can focus on personal empowerment, advancing their education, addressing finances and stopping the cycle of abuse for future generations, starting with their own children. The Foundation's extraordinary support is responsible for impacting hundreds of vulnerable lives of all ages, and we are truly grateful.”



30 DAYS: TIPS TO A STRONG FINISH

When you break them down into bite-sized pieces, those lofty Seminar goals you set this year may not seem so daunting. Congrats, you're on the home stretch.

Here we share ideas, challenges, inspirations and motivation to finish your Seminar year strong

and to help you be the best you can be. Remember, you can do anything you set your mind to do!



30 – **Sell five** Mary Kay® limited-edition† Honeydew Satin Hands® Pampering Sets today!

29 – **Watch the** [Power Class](#) of the Month on *Mary Kay InTouch®* and get inspired as **Independent National Sales Director Somer Fortenberry** shows you how to finish strong!

28 – **Can you say 10 parties** in 10 days? Share your challenge with your prospective hostesses so they can get behind you and make it happen. Brush up on your party skills with the updated ***Start Something Beautiful™*** DVD available on the May 16 Consultant order form.

27 – **Warm chatter five women** while you're out and about. Give them your business card with a color sampler and/or *The Look* attached.

26 – **"The difference between top and bottom achievers** is the goals they set, so be a goal-setting, goal-achieving person. Now, up that goal a little. It doesn't cost any more to make it a little bigger." – Mary Kay Ash

25 – **Watch the** *Team Building With Integrity* video on The Silver Wings Scholar Program™ on *Mary Kay InTouch®*, then contact five prospective team members who have shown an interest in the Mary Kay opportunity.

24 – **Pick your favorite** *Mary Kay®* product, get on the phone and sell as many as you can.

23 – **Sell 15** *Mary Kay®* lipsticks or lip glosses today!

22 – **Host a Facebook®** *Fun in the Sun* party and direct your customers to your **Mary Kay® Personal Web Site** where they can order summer essentials. Products you may promote: *Mary Kay®* Sun Care, *Lash Love®* Waterproof Mascara, *Mary Kay®* CC Cream Sunscreen Broad Spectrum SPF 15,* Bronzing Powder, summer fragrances, masks, you name it!

21 – **"Remember when God closes a door, He opens a window.** Expect great things and great things will happen." – Mary Kay Ash

20 – **Show the** *Mary Kay® Virtual Makeover App* on your smartphone or tablet to five women today. Email their color looks to them with a link to your **Mary Kay® Personal Web Site** where they can order.

19 – **Ask a friend or friends to host** an impromptu party. Make a goal to sell a minimum of five skin care sets today.

Countdown



discover what you
LOVE™



18 – [Send the Make Over Your Life eCatalog](#)

to women who have expressed an interest in the Mary Kay opportunity. Find it at marykay.com/ Be a Beauty Consultant. Follow up with a phone call. Be ready with an Independent Beauty Consultant Agreement to take to your prospective team member.

17 – Ask a sister Independent Beauty Consultant

to suggest your challenge today; do the same for her!

16 – “I think there’s something wonderful about everyone, and whenever I get the opportunity to tell someone this, I do. If you act enthusiastic, you become enthusiastic.” – Mary Kay Ash

15 – You’re halfway there! Reward yourself today with a long walk. Focus on your goals for the next 15 days, visualize your success, write them down and keep them in a visible place! You can do it!

14 – [Share the Mary Kay® Sun Care eCatalog](#) with your customers via Facebook® or email. Perhaps have a special offer for the first five to place an order.

13 – Help your customers get their glow on.

Sell 10 **Mary Kay® Bronzing Powders** or 10 **Mary Kay® Sun Care Subtle Tanning Lotions**. Want a more aggressive challenge? Sell both!

12 – Don’t forget to promote the Mary Kay Customer Delivery Service as a convenience for your customers.

11 – If they’re not already enrolled, sign up your customers to receive [Beaut-e-News®](#), a weekly e-newsletter highlighting products and beauty essentials. Research shows an increase in visitors to Mary Kay® Personal Web Sites following a [Beaut-e-News®](#) distribution.

10 – “You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on and never look back. May all your dreams come true! You can, indeed, have it all!” – Mary Kay Ash

9 – Brush up on sales. Share the attributes of the **Mary Kay® Brush Collection** with 20 customers – aim for 10 sales!

8 – Ask your Independent Sales Director or a sister Independent Beauty Consultant you admire if you can shadow her for a day. Attend one of her skin care parties and grab some tips.

7 – Smell your budding success? Share the limited-edition[†] **Beauty That Counts® Journey of Dreams™** Eau de Toilette on Facebook®. Share how each purchase helps bring to life the dreams of women and children in need around the world. Shoot for 10 sales!

6 – Post the electronic version of [The Look](#) or a [Mary Kay® eCatalog](#) on Facebook® with a link to your Mary Kay® Personal Web Site.

5 – Ready to finish strong! Sell 10 **Mary Kay® Makeup Finishing Sprays** by Skindinavia today!

4 – Contact 10 of your customers who haven’t ordered in three months and offer them facials or makeovers. Be sure to ask them to invite friends and make it a party!

3 – Pick out your Seminar dress, because you will want to look spectacular at the Awards Show!


2 – It’s in the bag! Nothing makes travel easier than the **Mary Kay® Travel Roll-Up Bag**. Sell 10 today!

1 – You did it! Kudos to you. Celebrate, have some fun and keep that momentum going! And last but not least, [REGISTER FOR SEMINAR!](#)




MARY KAY SEMINAR 2014





Over the past few months, you’ve heard about the Wall to Wall Leaders movement. In the short term, it’s about you debuting as an Independent Sales Director, developing a NEW offspring Independent Sales Director or both. But in the long term, it’s about building strength. It’s an **investment in the Company’s future** to ensure that the legacy left behind by **Mary Kay Ash** lives on in the hearts of the leaders within the independent sales force.



Sun**DAY,** Fun**DAY**

Seasons change as well as your skin protection needs. Help your customers get their daily dose of sun protection with these simple steps.

SPF
50

SPF
15



Protect.

Protecting skin from the sun's harmful rays is important.

Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50* has both UVA and UVB protection. Plus, it's water-resistant up to 80 minutes. Don't forget your lips! **Mary Kay® Sun Care Lip Protector Sunscreen Broad Spectrum SPF 15*** with its invisible sun protection helps seal in moisture.



\$17

\$8

Get Sun Smart.

Basking in the sun may sound tempting, but the end result is not so desirable. Sun damage and wrinkles are just a few side effects from overexposure. Your customers can benefit from regular exfoliation to rejuvenate skin and choosing products with built-in SPF such as **TimeWise® Age-Fighting Moisturizer Sunscreen Broad Spectrum SPF 30.***



\$24

\$18



Add a Mary Kay® Compact Mini+ (unfilled), \$16



Pamper.

The **limited-edition*** **Mary Kay® Sun Care After-Sun Replenishing Gel** is back. This ultralight, cool blue gel contains soothing botanical extracts rich in antioxidants. It replenishes vital moisture, leaving skin feeling hydrated, smooth and refreshed. Also the **limited-edition†** **Honeydew Satin Hands® Pampering Set**, with its fruity scent and a price point that's budget-friendly, is great for summer sales. Set includes fragrance-free hand softener, honeydew-scented hand scrub and hand cream in a giftable bag.

\$13

\$35



Sport a Faux Glow.

Mary Kay® Bronzing Powder can help add warmth to any complexion. Apply wherever the sun would hit: cheeks, nose, forehead and décolleté. Your customers also can build up gorgeous color with no streaks in about a week using **Mary Kay® Sun Care Subtle Tanning Lotion.††**

\$17



Accessorize!

While outside, opt for a **wide-brimmed hat** and oversized **sunglasses**. You'll look chic, and your skin will thank you!



Keep Sales Sizzling!



Independent Sales Director
Vanessa Johnson
Fayetteville, Ga.

It's summertime, and the living is easy, but beware of summer distractions when it comes to working your Mary Kay business.

Vanessa says she stays organized and follows up with her customers during summer. She offers these tips to jump-start your sales and team-building:

1. Offer makeovers to your customers with summer birthdays. Vanessa provides a perk if they invite a friend. She also calls their significant others to offer gift ideas.
2. Promote new products and limited-edition items. You can bundle and take advance orders.
3. Do a **\$1,000 day or week** and offer a perk to your customers. Set the date, tell your customers in advance and ask them for referrals.
4. Host a **Fun in the Sun** party complete with **sun essentials and products of your choice**. If available and weather permits, have it outside near a beach or pool.
5. Contact your preferred customers to set up personal appointments.
6. Remind your customers about any **seasonal needs**: summer foundation shades, sun and skin care, travel essentials, body care and skin supplement needs.
7. Suggest **gift ideas for brides and grooms, graduation, Father's Day** and baby showers.

Vanessa's Marketing 101

Learning to use Mary Kay's marketing tools helps Vanessa take her business to the next level. She uses **MKeCards®** to stay in contact and create lasting relationships. She also uses her **Mary Kay® Personal Web Site**, **Beaut-e-News®**, **The Look eCatalog**, **Facebook®** and **YouTube®** to keep her business thriving and provide Golden Rule customer service all summer long.



MARY KAY®

Mary Kay Inc.
P.O. Box 799045
Dallas, TX 75379-9045

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

TimeWise Repair® Sweet Dreams!

For a limited time, when your customers purchase the TimeWise Repair® Volu-Firm® Set for \$199, they also can purchase this beautifully packaged satin pillowcase for only \$5!*

The Perfect Gift

What a treat! Your customers can recapture youthful-looking skin plus get a lovely satin pillowcase! Share this great promotion today!

\$5*

Satin pillowcase with TimeWise Repair® Volu-Firm® Set purchase

\$199

Set