

MARY KAY

JUNE 2016

applause®



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Inside: Bridget Shaw
Shares Her Joys on
Her Mary Kay Journey.

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February Recognition

Congratulations to the winners

Top NSDS Year-To-Date



Gloria Mayfield Banks



Carol Anton



Kathy Helou



Gloria Castaño



Lisa Madson



Patricia Turker



Sonia Páez



Lupita Ceballos



Halina Rygiel



Debi Moore

On-Target Inner/Diamond/Gold Circle

Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for February 2016, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for January 2016.) 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, 2015 through Feb. 29, 2016.

On-Target for \$550,000 Inner Circle
Gloria Mayfield Banks.....\$384,495

On-Target for \$500,000 Inner Circle
Carol Anton.....\$358,303
Kathy Helou.....348,022
Gloria Castaño.....340,365

On-Target for \$450,000 Inner Circle
Lisa Madson.....\$329,601
Patricia Turker.....306,766

On-Target for \$400,000 Inner Circle
Sonia Páez.....\$282,615

On-Target for \$350,000 Inner Circle
Lupita Ceballos.....\$248,913

On-Target for \$325,000 Inner Circle
Halina Rygiel.....\$226,536
Debi Moore.....225,678
Cindy Williams.....225,277
Stacy James.....224,603

Pamela Waldrop Shaw.....221,094

On-Target for \$300,000 Diamond Circle
Karlee Isenhardt.....\$212,408

On-Target for \$250,000 Diamond Circle
SuzAnne Brothers.....\$192,262
Mary Diem.....187,804
Sara Pedraza-Chacón.....186,777
Dayana Polanco.....175,707
Lia Carta.....171,287

On-Target for \$200,000 Diamond Circle
Linda Toupin.....\$161,806
Anabell Rocha.....158,430
Dacia Wiegandt.....156,875
Mary Estupiñan.....153,342
Julianne Nagle.....152,507
Sandy Valerio.....151,909
Diane Underwood.....151,245
Dawn Dunn.....149,950
Julia Burnett.....148,539
Anita Tripp Brewton.....142,293

Cyndee Gress.....138,626
Kristin Myers.....138,530
Connie Kittson.....138,432
Kerry Buskirk.....137,259
Julie Krebsbach.....135,994
Kay Elvrum.....135,538
Cindy Fox.....135,226
Jamie Cruse-Vrinios.....134,583

On-Target for \$150,000 Gold Circle
María Monarrez.....\$129,577
Davanne Moul.....128,632
Shannon Andrews.....124,991
Vivian Diaz.....124,547
Yvonne Lemmon.....122,411
Lily Orellana.....122,133
Gloria Báez.....118,132
Alicia Lindley-Adkins.....116,027
Valerie Bagnol.....115,753
Consuelo Prieto.....114,087
Ada García-Herrera.....114,060
Monique Balboa.....113,648
Mayuli Rolo.....113,140

Maureen Ledda.....113,133
Evelinda Diaz.....112,434
Jan Thetford.....110,480
Sue Pankow.....110,278
Lisa Allison.....109,111
Cathy Bill.....107,884
Candace Laurel Carlson.....107,261
Morayma Rosas.....106,394
Pam Klickna-Powell.....106,071
Tammy Crayk.....105,536
Pam Ross.....104,784
Susan Hohlman.....104,029
Pamela Fortenberry-Slate.....103,866
Crystal Trojanowski.....102,410
Joanne Bertalan.....101,251

On-Target for \$125,000 Gold Circle
Michelle Sudeth.....\$98,247
Rebecca Evans.....98,166
Scarlett Simpson.....97,154
Pam Higgs.....96,872
Kristin Sharpe.....96,144
Leah Lauchlan.....94,898

Jeanie Martin.....94,845
Auri Hatheway.....92,100
Lara McKeever.....91,216
Gay Hope Super.....91,080
Somer Fortenberry.....90,850
Kate DeBlander.....90,532
Diane Mentiply.....90,437
Kimberly Copeland.....89,833
Phyllis Pottinger.....89,057
Kim McClure.....88,464
Rosibel Shahin.....88,080
Diana Sumpter.....87,879
Juanita Gudiño.....87,111
Luzmila Abadia Carranza.....87,057
Janis Z. Trude.....85,897
Sonia Bonilla.....84,746
Mairelys López.....84,705
Alia Head.....84,540
Lynnea Tate.....84,471
Yosaira Sánchez.....83,764
Deb Pike.....83,734
Lynne Holliday.....83,515

Monthly Commissions And Bonuses

Emerald

- Gloria Mayfield Banks*** \$67,066
- Patricia Turker** 42,652
- Sonia Páez** 34,818
- Diane Underwood 22,219
- Dacia Wiegandt* 20,798
- Kerry Buskirk* 20,196
- Jamie Cruse-Vrinios 19,628
- Dayana Polanco* 19,206
- Julianne Nagle* 19,191
- Mayuli Rolo* 18,563
- Pamela Tull 17,479
- Maureen S. Ledda* 17,084
- Sabrina Goodwin Monday 16,810
- Monique Balboa 16,687
- Luzmila Abadia Carranza* 16,498
- Pam Klickna-Powell 16,248
- Pam I. Higgs 16,099
- Tammy Crayk 15,854
- Evelinda Diaz* 15,836
- Sonia Bonilla 15,100
- Ada García-Herrera* 15,099
- Cristi Ann Millard 14,940
- Natalie Privette-Jones 14,371
- Kym A. Walker* 14,326
- Joanne R. Bertalan* 14,248
- Crissette M. Ellis 13,367
- Kirk Gillespie 13,225
- Gillian H. Ortega 12,599
- Auri Hatheway 12,571
- Rosibel Shahin* 12,533
- Nancy A. Moser 11,436
- Diane Bruns 11,380

- Noemí C. Jaimes 11,305
- Noelia Jaimes* 10,999
- Mairelys López 10,559
- Sue Wallace 10,372
- Kathy P. Oliveira 10,089

Diamond

- Lisa Madson* \$51,708
- Gloria Castaño*** 38,778
- Pamela Waldrop Shaw** 31,113
- Yvonne S. Lemmon 28,222
- Halina Rygiel* 27,021
- Mary Diem* 23,578
- Rebecca Evans* 23,306
- Julia Burnett* 23,002
- Lisa Allison 20,770
- María Monarrez 20,650
- Shannon C. Andrews* 20,598
- Dawn A. Dunn* 20,570
- Kristin Sharpe 20,036
- Connie A. Kittson* 19,258
- Kay E. Elvrum 18,087
- Lily Orellana 17,946
- Pam Ross* 15,852
- Susan M. Hohlman* 15,774
- Sue Pankow 15,678
- Lynne G. Holliday 15,392
- Jeanie Martin 14,942
- Diana Sumpter 14,868
- Yosaira Sánchez 14,527
- Leah Lauchlan 13,676
- Roxanne McInroe 13,212
- Sharon L. Buck 13,170
- Lynnea E. Tate 13,025

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.

- Vicki Jo Auth 12,617
- Kaye Driggers 12,524
- Heidi Goelzer 12,383
- Julia Mundy 11,975
- Rosa Carmen Fernández 11,545
- Dorothy D. Boyd 11,525
- Gay Hope Super* 11,117
- Kathy C. Goff-Brummett 11,019
- Aila L. Head 11,010
- Shelly Gladstein 10,960
- Terri Schafer 10,953
- Meyra Esparza 10,417
- Marixa González 10,314

Ruby

- Carol Anton** \$44,642
- Lia Carta** 33,581
- Cindy A. Williams* 32,492
- Linda C. Toupin 28,106
- Stacy I. James** 26,267
- Karlee Isenhardt* 24,047
- Anabell Rocha* 20,455
- Sandy Valerio* 20,430
- Mary Estupiñan* 19,247
- Cindy Fox* 19,028
- Julie Krebsbach* 17,831
- Crystal Trojanowski 17,377
- Jan L. Thetford 17,089
- Cathy Bill* 17,020
- Lara F. McKeever 16,609
- Kate DeBlander 16,283
- Gloria Báez* 16,091
- Kim L. McClure 15,969
- Candace Laurel Carlson* 15,938

- Brenda Segal* 15,045
- María Flores 13,951
- Sherril L. Steinman 13,721
- Tammy A. Vavala 13,584
- Amie N. Gamboian 13,573
- Bea Millsagle 13,523
- Deb Pike 12,649
- Jo Anne Barnes 12,439
- Tammy Romage 12,228
- Cecilia C. James 11,947
- Juanita Gudiño 11,883
- Patty J. Olson 11,876
- Brittany Kaps* 11,679
- Virginia S. Rocha 11,480
- Lynda Jackson* 11,083
- Michelle L. Sudeth* 10,917
- Mirna Mejía de Sánchez 10,385
- Esther Whiteleather 10,220
- Lily Gauthreaux 10,034
- Donna B. Meixsell 10,026

Sapphire

- Kathy Helou*** \$47,117
- SuzAnne Brothers* 34,788
- Lupita Ceballos** 30,988
- Debi R. Moore* 30,160
- Sara Pedraza-Chacón* 25,379
- Valerie J. Bagnol* 23,833
- Kristin Myers* 23,570
- Cyndee Gress* 21,620
- Davanne D. Moul* 19,561
- Pamela A. Fortenberry-Slate* 17,226
- Diane L. Mentiply 16,291
- Morayma Rosas 15,590

- Alicia Lindley-Adkins* 15,491
- Alma Orrostieta 14,940
- Paola Ramirez 14,844
- Vivian Diaz* 14,034
- Consuelo R. Prieto* 13,935
- Angie S. Day* 13,444
- Somer Fortenberry 13,405
- Kimberly R. Copeland 13,266
- Lorraine B. Newton 13,155
- Phyllis Pottinger* 13,014
- Glinda McGuire* 12,895
- Janis Z. Trude 12,847
- Ruth L. Everhart 12,358
- Diana Heble 11,861
- LaRonda L. Daigle 11,795
- Heather A. Carlson 11,762
- Debra M. Wehrer 11,612
- Elizabeth Sánchez 11,591
- Scarlett Simpson* 11,480
- Magdalena Nevárez* 11,444
- Julie Weaver 11,431
- Jeanie M. Tamborello 11,330
- Sylvia Kalicak 11,068
- Dawn Otten-Sweeney 11,024
- Lupita Diaz 10,984
- Elaine Kimble Williams 10,951
- Cathy E. Littlejohn 10,928
- Evalina Chávez 10,745
- Krista Warner 10,311

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

Mary Kay Angels/Ángeles Mary Kay

February/Febrero 2016

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 2016./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 o integrantes de unidad en sus áreas de Seminario en febrero de 2016.

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



Gloria Mayfield Banks
\$67,066
Emerald

Lisa Madson
\$51,708
Diamond

Carol Anton
\$44,642
Ruby

Kathy Helou
\$47,117
Sapphire

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

EMERALD/ESMERALDA — Melinda Balling, <i>Go-Give Area</i>	\$94,652
DIAMOND/DIAMANTE — Ellen Ezekiel Farquharson, <i>S. Andrews Area</i>	\$93,066
RUBY/RUBÍ — Brenda Fenner, <i>Go-Give Area</i>	\$88,583
SAPPHIRE/ZAFIRO — Megan Hornung, <i>Go-Give Area</i>	\$80,072

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

EMERALD/ESMERALDA — Terrah Cromer, <i>J. Cruse-Vrinios Area</i>	\$25,238
DIAMOND/DIAMANTE — Kelly Freeman, <i>K. Ford Area</i>	\$15,381
RUBY/RUBÍ — Evelyn Benitez, <i>S. Saldana Area</i>	\$16,571
SAPPHIRE/ZAFIRO — Jim Cundiff, <i>Go-Give Area</i>	\$22,215

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

EMERALD/ESMERALDA — Morgan Meade, <i>S. Reynolds Unit, D. Bruns Area</i>	\$20,090
DIAMOND/DIAMANTE — Rachel Keller, <i>J. Fraraccio Unit, Go-Give Area</i>	\$17,143
RUBY/RUBÍ — Wanda Nelson, <i>D. Buttrey Unit, Go-Give Area</i>	\$16,927
SAPPHIRE/ZAFIRO — Mojisola Adekoya, <i>A. Yusuf Unit, Go-Give Area</i>	\$18,547

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

EMERALD/ESMERALDA — Lori Papa-Steinhafel, <i>J. McCoy Unit, Go-Give Area</i>	13
DIAMOND/DIAMANTE — Sales Director Funmi Otusajo, <i>Go-Give Area</i>	10
RUBY/RUBÍ — Katharine Brown, <i>J. Cavolaski Unit, V. Fuselier Area</i>	14
SAPPHIRE/ZAFIRO — Sales Director Gloria Johnson, <i>A. Smith Area</i>	12

Top Unit Builders/Primeras Impulsoras de Unidad

February/Febrero 2016

Independent Sales Directors with 20 or more new unit members for February 2016./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en febrero de 2016.

New Unit Members/ Nuevas integrantes de unidad

Emerald/Esmeralda

Ebun Osaze	24
Allyson Lea Thomas	23
Emily Sujey Vijil	22
Tammy West-Murrian	22
Amanda Norris Dixon	20
Leanne Parrino-Pheasant	20
Jamie Porter	20

Diamond/Diamante

Soledad Herrera	41
Allison Wheeler	34
Gloriann Alice Gillespie	29
Terri Lewis	29
Lindsey Denae Christenson	28
Sherrie Clark Purvis	25
Dana Davis-Armstead	24
Claudia Chavez	23
Holly S. Neff	22
Julieta A. Mitchell	21
Margie A. Sanders	21
Lacey Lee Bradford	20
Johnna Elizabeth Cline	20

Ruby/Rubí

Nancy J. Osborn	32
Rachel Page Kellogg	29
Allison L. Carter	28
Stephanie Lynn Coker	28
Candace Lyn Doverspike	27
Jordan Ashli Wolverton	26
Araceli Robles	25
Renee Bianucci Williams	24
Esther Amador	23
Jackie M. Craver	22
Heather A. Daniel-Kent	21
Laurie Travis Plyler	21
Lauren Nicole Bloomer	20
Gloria Moreno Medrano	20

Sapphire/Zafiro

Megan Hornung	27
Kerri Leigh Farrar	26
Maria Elena Coyote	24
Susan Tietjen	24
Jen Yvonne Huston	23
Piper R. Mullin	22
Jessica Scola	22
Tracey A. Fields-Hedrick	21
Stacy O. Ervin	20
Belle L. Martin	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?

Sapphire/Zafiro

Congratulations to the winners/Felicidades a las ganadoras

New Debuts/ Debutes

December/Diciembre 2015

Not pictured:/Sin foto: *JaLee Alger*, Richfield, Utah, R. Howard Unit; *Marisol Arguelles*, Marietta, Ga., P. Prinzi Unit; *Natalie Cargile*, Midland, Texas, R. Miller Unit; *Edith D. Carrasco*, West Valley City, Utah, A. Castro Unit; *Jessica Compton*, Wytheville, Va., T. Caldwell Unit; *Esperanza Duarte-Martinez*, Houston, Z. Garcia Unit; *Sarah Jean Dulaney*, Foxboro, Mass., H. Lurvey Unit; *Antonia Esteban*, Marietta, Ga., A. Lopez Ortuno Unit; *Maria Derosiles Gonzalez*, Fort Worth, Texas, J. Chacon Unit; *Ana Ruth Hernandez*, Houston, D. Leon Unit; *Natali Hurtado*, San Bernardino, Calif., S. Contreras Unit; *Renee Johnson*, Collinsville, Va., T. Fields-Hedrick Unit; *Rebekah Revels Lowry*, Saint Pauls, N.C., C. Altman Unit; *Celvia Martinez*, Houston, D. Leon Unit; *Silvia Lorena Montoya*, Parachute, Colo., M. Corvera Unit; *McKenzie Jo Odhiambo*, Sioux Falls, S.D., J. Stone Unit; *Terri Renee Osgood*, Beaumont, Texas, E. Lopez Unit; *Irene Palomo*, Aurora, Colo., R. Amateco-Nava Vazquez Unit; *Victoria Pryor-Holeman*, Ellenwood, Ga., T. Campbell Alford Unit; *Carrie Ann Sederstrom*, De Soto, Mo., D. Godfrey Unit; *Cristina Solana*, Saint Charles, Ill., G. Villanueva Unit; *Ingrid Thomas*, Marietta, Ga., D. Arevalo Unit; *Silvia Cristel Vasquez*, Santa Clarita, Calif., N. Ferreira Lopez Unit; *Torette Williams*, Shalimar, Fla., B. Martin Unit; *Remedios Zavala*, Austin, Texas, A. Jimenez Unit.

Triple Crown/ Triple Corona

February/Febrero 2015



Crystal Janke-Fry
Texas City, Texas
J. Tamborello Area



Dean's List/ Lista del Decano

February/Febrero 2015



Ashley Somers
Delmar, Del.
P. Tull Area
Emerald Seminar

Not pictured:/Sin foto: *Aygul Azenova*, Brooklyn, N.Y., H. Rygiel Area, Diamond Seminar; *Tracy Ann Clymer*, Wellsboro, Pa., J. Cruse-Vrinios Area, Emerald Seminar.

Honors Society/ Sociedad de Honor

February/Febrero 2015



Crystal Janke-Fry
Texas City, Texas
J. Tamborello Area

Fabulous 50s/ Fabulosos 50

August/Agosto 2015



Mineva C. Strong
Laurel, Md.
Sapphire Go Give Area

Not pictured:/Sin foto: *Maria D. Carreno*, Elgin, Ill., L. Diaz Area; *Barbara Jackson*, Beaumont, Texas, L. Newton Area; *Guadalupe Paredes*, Sylmar, Calif., L. Ceballos Area.

On the Move/
En Acción
December/Diciembre 2015

Natalie Cargile Maria Derosiles Gonzalez Rebekah Revels Lowry Silvia Lorena Montoya Ingrid Thomas

New Team
Leaders/
Nuevas Líderes
de Equipo

February/Febrero 2016

Latarsha R. Ahmad	Rosa E. Carbajal	Anayeli Garcia	Rachel D. Klahn	Bagaban A. Ortiz Garcia	Karina Sanchez
Lorene Allen	Ana M. Carreon	Maria E. Garcia	Debra Lakin	Jordan Palmer	Melissa A. Shemwell
Rosa Alvidez	Cristina P. Carrier	Mayra Garcia	Christina Layton	Gabrielle Palmstrom	Heather Shively
Christy A. Angle	Valerie M. Cash	Gwen M. Gay	Juana Lopez	Juana Paucar	Rebecca R. Tuttle
Maria Arroyo	Magali Chepetla	Marcia Herring	Mariela Lopez	Irma E. Pineda	Lourdes Urgiles
Deb Artwell-Doucette	Macy Cobb	Diane L. Hickey	Ermelinda Martinez	Rosa Pizano	Naomi G. Walker
Ashlen Ballagh	Rosario Cortez	Jessica J. House	Maria Mendoza	Lori A. Poling	Michelle P. Ward
Kelsey Ballard	Jessica Currence	Brandi Howell	Islindy Merius	Kim H. Portier	Shirlee J. Ward
Tracy A. Barnes	Samantha J. DeMoss	Chasity T. Humphries	Mary Ann A. Monje	Shekita Rawls	Bonita C. Wheeler
Maria S. Bello	Addie E. Dees	Yolanda R. Hunter	Sidney Montanez	Sarai Reed	Jessica M. White
Cynthia Blocker	Belinda R. Delvasto	Rasha Ibrahim	Kelsey M. Mullen	Martie M. Roberts	Ashley J. Winter
Jocelyn Bravo	Rosalva Diaz	Amanda Iler	Nicolette A. Munguia	Nicole Rogers	Amber D. Wood
Kirstin J. Breglia	Margarita Dorantes	Vilma C. Jeronimo	Christina K. Nagle	Claudia Romero	Ally M. Yost
Sherrí J. Buckner	Lori A. Ellis-Cannon	Brenda P. Johnson	Hope V. Newcomer	Ana L. Rosado	Shannon Young
Shelly A. Campbell	Elvida Esparza-Williams	Angela Jordan	Lynlee K. Nixon	Madeline I. Rosado	

Grand
Achievers/
Gran Ganadoras

February qualifiers/
Calificadas en
febrero 2016

Consultants/ Consultoras	Susan Hudson	Maria S Virhuez	Michenelle Groller†	Shannon Yost Ray†	**Denotes November qualifier./Denota que calificó en noviembre.
Maria Alvarenga	Lisa Kee	Jacqueline Zambrano†	Christie M. Hunt†		† Denotes December qualifier./ Denota que calificó en diciembre.
Libby Brown††	Faylene Rose Lankford	Sales Directors/ Directoras de Ventas	Becky Lauridsen	*Denotes requalified driver./ Denota conductora recalificada.	††Denotes January qualifier./ Denota que calificó en enero.
Inga Faison Cavitt†	Brenda Zuleima Leon††	Michele Arnold†	Maria Ermelinda Pineda		
Rafaela Delgado††	Katherine LaVerne Longley*	Carolyn Colter†	Jenny Ines Quispe†		
Maria Derosiles Gonzalez**	Susan VanBenschoten††	Beatriz Fonseca†	Jamie Leigh Techentin†		
			Lucina Turkewitz†		

First Gold
Medal/Primera
Medalla de Oro

February/Febrero 2016

New Team Members/ Nuevas integrantes de equipo	Diane Hickey, A. Korb Unit.....	10	Juana Paucar, G. Olivera Unit.....	5
Maria Bello, M. Davalos Unit.....	Jennifer Hix, M. Grayson Unit.....	6	Vernie Phillip, A. Smith Unit.....	9
Kirstin Breglia, J. Huston Unit.....	Jessica House, P. Mullin Unit.....	5	Irma Pineda, M. Pineda Unit.....	5
Ana Carreon, I. Thomas Unit.....	Rasha Ibrahim, D. Coughlan Unit.....	5	Rosa Pizano, D. Ponce Unit.....	7
Cristina Carrier, M. Joy Unit.....	Brenda Johnson, T. Smith Unit.....	6	Bryanna Ramirez, J. Anderson Unit.....	5
Magali Chepetla, G. Villanueva Unit.....	Casandra Jones, N. Shelton Unit.....	6	Nicole Rogers, M. Olshefski Unit.....	10
Macy Cobb, L. Leamon Unit.....	Lori Kim, J. Medlock Unit.....	8	Claudia Romero, A. Gomez Unit.....	5
Michelle Coffman, J. Sloan Unit.....	Juliana Langille, K. McDonald Unit.....	5	Ana Rosado, J. Serrano Unit.....	11
Jessica Currence, H. Redmon Unit.....	Mariela Lopez, M. Coyote Unit.....	5	Micki Sanders, C. Hess Unit.....	5
Samantha DeMoss, P. Mullin Unit.....	Cheleatha Lott, D. Roberts Unit.....	6	Anna Stavola, J. Johnson Englund Unit.....	5
Anna Drury, K. Brock Unit.....	Maria Mendoza, B. Martinez Unit.....	10	Sara Stinnett, T. Lloyd Unit.....	6
Kayleigh Dyckson, M. Hornung Unit.....	Carrie Montgomery, M. Hornung Unit.....	5	Araceli Titla, A. Orrostieta Unit.....	5
Lesley Ellis, B. McDowell Unit.....	Alexis Moul, D. Moul Unit.....	7	Nancy Valletta, E. Jackson Unit.....	7
Rosalynn Fairley, J. Shell Unit.....	Kelsey Mullen, J. Scola Unit.....	8	Naomi Walker, B. Noble Unit.....	6
Anayeli Garcia, L. Garcia Unit.....	Nicolette Munguia, C. Darunday Unit.....	8	Brittany Wellborn, D. Andrews Unit.....	7
Sales Director Bernardina Garcia.....	Juana Negrete, N. Ferreira Lopez Unit.....	6	Melissa White, M. Shaw Unit.....	7
Mayra Garcia, M. Coyote Unit.....	Bagaban Ortiz Garcia, B. Alvarado Unit.....	8	Carolyn Williams Galloway, B. Stephens Unit.....	5
Heather Gerlach, M. White Unit.....	Jordan Palmer, K. Farrar Unit.....	8	Ally Yost, M. Yost Unit.....	7
	Gabrielle Palmstrom, J. Scola Unit.....	5		

13% Club/
Club del 13%

February/Febrero 2016

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Sapphire** 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 \$225 in wholesale orders during February./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Zafiro** 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 \$225 al mayoreo en febrero.

Sales Director Adeleke Yusuf.....	\$3,284	Sales Director Katrena Marie Kennedy.....	1,690	Sales Director Jennifer Jane Peterson.....	1,420
Sales Director Ingra Williams.....	2,680	Sales Director Sandy Kay Gant.....	1,629	Sales Director Nellie S. Nutting.....	1,414
Sales Director Jennifer Ann Flesher.....	2,288	Sales Director Lorena P. Ramirez.....	1,598	Sales Director Amy R. Sigler.....	1,413
Sales Director Angela P. LaFrance.....	2,002	Sales Director Pamela Brigante.....	1,529	Sales Director Erika Duke Hulm.....	1,401
Sales Director Danielle Coughlan.....	1,897	Sales Director Freda S. Brattain.....	1,512	Holly Denise Tedder, M. Haynes Unit.....	1,389
Sales Director Debra J. Witmer.....	1,830	Sales Director Melinda Jean Haynes.....	1,507	Sales Director Marie E. Vlamincck.....	1,384
Sales Director Jim Cundiff.....	1,723	Sales Director Vicki Piccirilli.....	1,498	Sales Director Karla Rae Plantan.....	1,376
Sales Director Julie A. Griffin.....	1,719	Sales Director Michele Martella Armes.....	1,476		
Sales Director Jennifer Jean McNulty.....	1,710	Sales Director Julie Holmberg.....	1,446		

Achievement Circle/ Círculo de Logros

February/Febrero 2016

Ranking of the top 100 Independent Sales Directors in the **Sapphire** area based on their February 2016 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Zafiro** según su producción de unidad estimada al menudeo de febrero de 2016.

Megan Hornung.....	\$80,072	Kristi M. Anderson.....	54,198	Ingra Williams.....	46,530	Jennifer Sloan.....	41,669
Vicki Piccirilli.....	72,186	Jenan W. Wood.....	53,943	Tess Dawn Caldwell.....	46,379	Iva Kurz.....	41,461
Laura Poling.....	71,637	Keita Powell.....	53,629	Sandy Kay Gant.....	46,236	Robin S. Moody.....	41,418
Randi Stevens.....	69,936	Adeleke Yusuf.....	53,401	Jen Yvonne Huston.....	45,455	Keri Marie Andre.....	41,317
Ann W. Sherman.....	65,678	Jennifer Jane Peterson.....	52,560	Tonya Brown Jones.....	44,761	Kathy Lee.....	41,126
Linda Meier.....	62,851	Nedra Ruby White.....	52,476	Tracy Potter.....	44,562	Kelly Inland Brock.....	41,034
Andrea Rachelle Klahn.....	61,781	Dolores Keller.....	51,869	Pauline White.....	44,537	Marni McKenna Hendricks.....	41,005
Lady Ruth Brown.....	60,484	Trisha Taylor.....	51,694	Joyce A. Newell.....	44,485	Catherine H. Piland Rogers.....	40,957
Jim Cundiff.....	60,477	Stacy O. Ervin.....	51,212	Sandra A. Zavoda.....	44,464	Mary Lou Ardohain.....	40,724
Robyn S. Cartmill.....	60,213	Tracy Foltz.....	50,380	Satarro Purnell.....	44,139	Piper R. Mullin.....	40,634
Danice C. McEldowney.....	60,175	Pamela Brigante.....	49,877	Julie Brindell Sapp.....	44,017	Brandy J. Nusbaum.....	40,498
Linné Lane.....	59,814	Judy K. Johnson Englund.....	49,632	Jessica Scola.....	43,843	Cheri Pearce.....	40,411
Carol Lee Johnson.....	58,784	Dwauna Maura.....	49,468	Jodi L. Feller.....	43,458	Josefa Chacon.....	40,270
Julie Neal.....	58,318	Jerlene Vrana.....	49,310	Katrena Marie Kennedy.....	42,778	Orenda Raichel Hunniford.....	40,243
Jessica Holzbach.....	58,149	Candace Nicole Holte.....	49,057	Joyce M. Conant.....	42,744	Laurieann Barclay.....	40,157
Lafreda D. Williams.....	58,035	Michele Martella Armes.....	48,488	Jeanette M. Thompson.....	42,744	Jean A. Wilson.....	39,956
Petie L. Huffman.....	56,897	Kaye Yuen.....	48,297	Beth Ellen Morales.....	42,696	Patrice Moore Smith.....	39,910
Angela P. LaFrance.....	56,827	Stephanie Lynne Lenard.....	47,801	Hazel White.....	42,398	Monica Garcia.....	39,774
Cynthia S. Sheppa.....	56,761	Danielle Coughlan.....	47,789	Christine M. Jessee.....	42,381	Kerri Leigh Farrar.....	39,595
Moleda G. Dailey.....	56,601	Marie E. Vlamincck.....	47,654	Jackie L. Root.....	42,047	Shanna H. Jones.....	39,403
Julie Holmberg.....	56,525	Bonnie Crumrin.....	47,323	Judith E. Cotton.....	41,995	Julie A. Griffin.....	39,361
Debbie A. Weld.....	56,212	Susan Tietjen.....	47,138	Missy M. O'Neal.....	41,893	Debbie P. Roberts.....	39,103
Melinda Jean Haynes.....	55,858	Jennifer G. Bouse.....	46,941	Belle L. Martin.....	41,812	Cindy Harness.....	39,008
Elizabeth O. Branco.....	54,652	Brooke E. Bennett-Young.....	46,719	Sylvia Boggs.....	41,773	Amy C. Hayes.....	38,979
Jordan Helou Eicher.....	54,238	Jennifer Ann Flesher.....	46,548	Kim West.....	41,750	Chris Burnside.....	38,845

Commission Circle/ Círculo de Comisiones

February/Febrero 2016

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Sapphire** area in February 2016. 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 **Zafiro** en febrero de 2016. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Vicki Piccirilli	\$11,506	Julie Holmberg	8,703	Sylvia Boggs.....	7,541	Brandy J. Nusbaum	6,651
Megan Hornung	10,409	Pamela Brigante	8,658	Katrena Marie Kennedy	7,493	Jennifer G. Bouse	6,650
Brooke E. Bennett-Young	9,888	Julie Brindell Sapp	8,585	Rosa Elia Meza-Sanchez	7,414	Peggy Matish	6,636
Lady Ruth Brown	9,809	Jordan Helou Eicher	8,557	Tracy Potter	7,385	Tina Louise Hackett	6,634
Josefa Chacon	9,805	Cynthia S. Sheppa	8,446	Marie E. Vlamincck	7,365	Mary K. White	6,619
Alejandra Zurita	9,736	Nedra Ruby White	8,443	Heather L. Bohlinger	7,358	Jeanette M. Thompson	6,584
Debbie A. Weld	9,717	Dolores Keller.....	8,267	Kelly Inland Brock	7,354	Maria De la paz Corvera	6,569
Andrea Rachelle Klahn	9,593	Lafreda D. Williams	8,249	Miranda Bandemer	7,286	Freda S. Brattain	6,559
Robyn S. Cartmill	9,593	Jessica Holzbach	8,198	Jeanette E. Beichle	7,200	Erika Duke Hulm	6,557
Sandy Kay Gant	9,546	Danielle Coughlan	8,184	Elizabeth O. Branco	6,965	Kerri Leigh Farrar.....	6,515
Randi Stevens.....	9,456	Ann W. Sherman	8,177	Julie A. Griffin	6,961	Missy M. O'Neal.....	6,481
Laura Poling	9,389	Maria Claxton-Taylor	8,151	Stephanie Lynne Lenard	6,929	Christine M. Jessee	6,451
Linné Lane	9,376	Jennifer Jane Peterson	8,143	Sandra A. Zavoda	6,916	Krystal K. Hunsucker.....	6,435
Linda Meier.....	9,352	Jennifer Ann Flesher	8,036	Kristi M. Anderson	6,824	Carole Gant	6,433
Bertilia Corral	9,335	Moleda G. Dailey.....	8,009	Jerlene Vrana	6,785	Nannette G. Short	6,424
Adeleke Yusuf	9,257	Jen Yvonne Huston.....	8,000	Satarro Purnell	6,780	Cindy Harness	6,422
Keita Powell	9,244	Tess Dawn Caldwell	7,941	Tracy Foltz	6,753	Maria Elena Coyote	6,408
Angela P. LaFrance	9,192	Jessica Marie Anderson	7,922	Peggy B. Sacco.....	6,740	Rita Schaefer	6,404
Jennifer Jean McNulty	9,170	Debra J. Witmer	7,867	Judy K. Johnson Englund	6,738	Diega Escamilla	6,373
Julie Neal	8,934	Laurieann Barclay	7,856	Susan Tietjen.....	6,717	Jessica Scola	6,355
Jim Cundiff	8,924	Carol Lee Johnson	7,818	Judith E. Cotton.....	6,716	Suzanne Tripp-Black.....	6,351
Ingra Williams	8,919	Trisha Taylor	7,782	Chelsea Cooley Altman	6,699	Evelyn Pirhalla.....	6,351
Michele Martella Armes	8,856	Danice C. McEldowney	7,693	Epsie J. Elmer	6,697	Jean A. Wilson	6,312
Joyce M. Conant	8,841	Stacy O. Ervin	7,610	Amy C. Hayes	6,695	Natalie Reed	6,292
Melinda Jean Haynes	8,796	Petie L. Huffman	7,564	Dwauna Maura	6,674	Belle L. Martin	6,287

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*®.

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

GO-GIVE[®] award

Congratulations to our June 2016 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.



Ginny O'Kain

Emerald

Independent Senior Sales Director

Began Mary Kay Business

July 2009

Sales Director Debut

February 2010

Offspring one first-line

National Sales Director

Joanne Bertalan

Honors Star Consultant; four-times Queen's Court of Sharing; two-times Circle of Achievement; Double Star Achievement

Personal Lives in Ocala, Fla. Husband, Darrell

"I am motivated to help others because it is extremely rewarding to focus on the women God puts in my life more than myself, and I love how the Company was founded on the Golden Rule."

Independent Senior National Sales Director Joanne Bertalan says, "Ginny was my arm to lean on after my father's death and stayed true to her commitments in the midst of her own personal difficulties."



Lindy Horne

Diamond

Independent Sales Director

Began Mary Kay Business

June 2003

Sales Director Debut

February 2005

National Sales Director

Anita Conley Rhoden

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

Personal Lives in Vidalia, Ga. Husband, Keith; sons: Andrew, Kevin

"I am motivated to help others because I enjoy teaching and mentoring women. I love that I am able to customize my business into what works best for me and my priorities: faith, family and my Mary Kay business.

Independent Beauty Consultant Chris Rundlett of York, Maine, says, "Lindy holds special events to raise money for *The Mary Kay Foundation*SM as well as local families and charities in the area."



Donna Comstock

Ruby

Independent Senior Sales Director

Began Mary Kay Business

September 1999

Sales Director Debut

November 2000

Offspring one first-line

National Sales Director

Go-Give Area

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

Personal Lives in Sinclairville, N.Y. Husband, Scott; son, Maxwell; daughter, Josie

"I am motivated to help others because there is nothing better than genuine happy faces, and I love to see people thrive in their unique gifts."

Independent Beauty Consultant Summer Wolcott of Ashville, N.Y., says, "Donna celebrates her teammates every chance she gets and educates me on how to get where I want to be in my business."



Vicki Piccirilli

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay Business

January 2004

Sales Director Debut

March 2005

Offspring four first-line; one second-line

National Sales Director

Cathy Littlejohn

Honors Star Consultant; monthly *Go-Give*[®] Award winner, October 2010; Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; seven-times Circle of Achievement; three-times Circle of Excellence; four-times Double Star Achievement

Personal lives in Wesley Chapel, Fla. Husband, Robert; sons: Charlie, Robbie

"I am motivated to help others because most women just need to be reminded of their unique qualities, and their Mary Kay businesses give them a way to impact so many other lives."

Independent Senior Sales Director Richelle Barnes of Social Circle, Ga., says, "Vicki can often be found mentoring and helping women in her church and community and fund-raising for domestic abuse programs in her area."



Correct, Conceal & Perfect.

It's your lasting coverage cover-up!

TWO PRODUCTS

1 **NEW!** *Perfecting Concealer™*

- Conceals blemishes, age spots and minor skin imperfections.
- Light-diffusing technology helps blur the appearance of fine lines and optically correct minor imperfections.
- Helps hide redness with creamy, long-lasting coverage.
- Neutralizes dark circles beneath the eyes.
- Available in six shades.

Lightweight formula. Creaseproof coverage. Buildable and blendable. Quick-dry finish.

Tips From the Experts

Perfecting Concealer™ can be worn alone or applied **after** your favorite *Mary Kay®* liquid foundation or *Mary Kay®* CC Cream Sunscreen Broad Spectrum SPF 15.* If you wear *Mary Kay®* Mineral Powder Foundation or *Endless Performance®* Crème-to-Powder Foundation, apply the concealer **before** your foundation.

- 1 Use the applicator to place one to three dots to hide blemishes and minor imperfections.
- 2 Gently tap with ring finger or use concealer brush until product blends with surrounding area. Allow to dry.
- 3 Blend edges as needed for smooth, seamless coverage.



Visit the ["Video Lounge"](#) for how-to application tips and product information under the Education tab, then *Pink Link®* / Summer / *The Science Behind the Beauty*.



2 NEW!
Mary Kay® Undereye Corrector

Undereye corrector is a peach shade designed to color-correct shadows beneath the eyes. Adds the **right hint of tint** to help **neutralize dark circles** and **brighten the undereye area**. Helps deliver a refreshed, wide-awake appearance. Plus, it layers beautifully with your skin-tone concealer for natural, seamless coverage. Ideal for ivory and beige skin tones.

Easy to See

Both products feature a clear window, so it's easy to tell your skin-tone concealer from your undereye corrector. The doe-foot applicator allows for precise application so the formula goes where you want it.



q: How is the *Mary Kay® Under-eye Corrector* different from the *Perfecting Concealer™*?

a: They use the same formula, but the **undereye corrector** has a **peach tone** to **address bluish-purple undereye circles**. The undereye corrector works for ivory to beige skin tones. For bronze skin, use your matching skin-tone concealer to neutralize dark shadows.

q: How does the **light-diffusing technology** work?

a: Light-reflecting makeup blends tiny mineral particles to reflect light away from dark spots, wrinkles and blemishes. Compare the effect to using a softening filter on a camera lens to blur the appearance of minor imperfections.

While Supplies Last!

With the launch of the new *Perfecting Concealer™* and *Mary Kay® Undereye Corrector*, the *Mary Kay® Facial Highlighting Pen* (Shades 1, 2, 3, 4) and *Mary Kay® Concealer* (Yellow, Ivory 1, Ivory 2, Beige 1, Beige 2, Bronze 1 and Bronze 2) are being discontinued and will be available while supplies last.



BRIDES Live Wedding
Web series starts June 17.

Wow Factor



Mary Kay® returns as the **Official Beauty Sponsor** of the **BRIDES Live Wedding** hosted by **BRIDES®** magazine and **BRIDES.com®**. Thousands will see *Mary Kay®* products as they watch the all-new Web series that follows a recently engaged social media celebrity, Elle Fowler, who will plan every detail of her wedding, including **four gorgeous *Mary Kay®* makeup looks.**

TIP! Invite brides-to-be and their friends to join you for a new color look. You can use the *Mary Kay®* looks featured on the show and marykay.com and vote for your favorite!

Get This Look – Classic Bridal Look It's one of four you'll find on marykay.com.

- Foundation: *Endless Performance®* Crème-to-Powder Foundation, \$18
- Eyes: Beach Blonde *Mary Kay®* Cream Eye Color, \$14
- Mascara: NEW! *Lash Intensity™* Mascara, \$18
- Brows: *Mary Kay®* Brow Definer Pencil, \$11
- Cheeks: Spiced Poppy *Mary Kay®* Mineral Cheek Color Duo, \$18
- Lips: Firecracker *True Dimensions®* Lipstick, \$18



Get the *Mary Kay®* bridal makeup looks, **BRIDES Live Wedding** details, product bundles, how-to videos and more on marykay.com.





Big Day Must-Haves

- **Forever Diamonds™** Eau de Parfum is inspired by the special milestones in a woman's life – her engagement, wedding day, anniversaries and beyond. \$40
- **Mary Kay®** Makeup **Finishing Spray** by Skindinavia keeps makeup in place. \$18
- **Fragrance-Free Satin Hands®** Pampering Set keeps hands ready for the bling and makes a great wedding-party gift. \$35

Did You Know?

Mary Kay has gone bridal on Instagram®! Visit **#MarryKay** for the best beauty secrets and bridal inspiration.

Bridal Is Booming.

The **bridal beauty industry** is worth **almost \$5 billion**. Share your products and be part of this growing industry! Find a customizable party invitation and flier at Product Central on *Mary Kay InTouch®*.



Independent National Sales Director Crystal Trojanowski

She Said “Yes” to Bridal Biz!

Bridal parties can be a great addition to your business year-round. Here are some tips from Crystal:

BOOK: Offer the bride-to-be a complimentary bridal facial party for her and her bridal party. Don't know any brides? Ask your customers. There's a good chance they do!

AT THE PARTY: Let the group try the *TimeWise®* **Miracle Set®** Set, the *TimeWise®* Microdermabrasion Plus Set and the *Satin Lips®* Set. I usually offer a custom foundation match, too, then book a second appointment for a color consultation. I send everyone home with a goodie bag.

FUN TIP: Make the bride-to-be feel special. A tiara and bridal sash are fun. They are a festive touch she'll love and remember!



Limited-Edition† *Beauty That Counts®* Mary Kay® Creme Lipstick – Hearts Together

April 26–Aug. 15, 2016: \$1 from the sale of each limited-edition† *Beauty That Counts®* Mary Kay® Creme Lipstick – Hearts Together goes to *The Mary Kay Foundation™* in its support of women's shelters and survivors of domestic abuse. Hearts Together is a special version of **Mary Kay®** Creme Lipstick.

To learn more, visit marykayfoundation.org.

About *Beauty That Counts®*

Wherever we are, wherever we go, Mary Kay works to change the lives of women and children. And through the global *Mary Kay®* *Beauty That Counts®* program, millions of dollars have been donated to select organizations serving women and children around the world. Visit marykay.com.

Perfect for Wedding Day Touch-Ups!

NEW!

Limited-Edition† **Mary Kay®** **Rose Gold Compact Mini** (unfilled), \$17



†Available while supplies last

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

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)



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

CALENDAR dates

1	<ul style="list-style-type: none"> Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m., Central time.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight, Central time.
15	<ul style="list-style-type: none"> Postmark deadline for Quarter 4 Star Consultant quarterly contest. Deadline to make Quarter 3 Star Consultant prize selections.
16	<ul style="list-style-type: none"> Quarter 1 Star Consultant quarterly contest begins. Fall 2016 Preferred Customer ProgramSM online enrollment for <i>The Look</i>, including exclusive samples (while supplies last) begins.
20	<ul style="list-style-type: none"> Deadline to submit transfers, cancellation requests and hotel cancellation requests without a \$100 penalty for Seminar 2016. Online prize selection available for Quarter 4 Star Consultant quarterly contest.
29	Last day of the month for Independent Beauty Consultants to place telephone orders.
30	<ul style="list-style-type: none"> Seminar 2016 contest period ends. Last day to make Seminar Awards selection. Call Prize Department to make your selection. Last day of the month for Independent Beauty Consultants to place online orders. Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month’s production. Online Independent Beauty Consultant Agreements accepted until midnight Central time.

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. ©2016 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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RACE FOR RED

Summer of Reds

MARCH 1 – MAY 31, 2016

Earning your red jacket is just the start! When you're part of the [Race for Red](#), you can go up the career path to even more lucrative rewards.

How It Works				
Who ▶		Star Team Builders* (3 to 4 active [†] team members)	Team Leaders* (5 to 7 active [†] team members)	Future Independent Sales Directors* (8 or more active [†] team members)
Do This ▶		\$1,200 cumulative team production**	\$1,800 cumulative team production**	\$2,400 cumulative team production**
PERIOD March 1 – May 31	Any One Month Receive ▶	Crystal Bracelet	Crystal Bracelet	Crystal Bracelet
	Any Two Months Receive ▶	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet
	All Three Months Receive ▶	Onyx Bracelet	Onyx Bracelet	Onyx Bracelet



Consistency Pays!
 Earn this fabulous tote and the coordinating clutch inside when you *achieve all three months* of the contest. It's waiting for you at Seminar 2016 at the prize party. Check *Mary Kay InTouch*® for details.



*Career path status will be determined as of the last day of the month.

[†]An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.

**Cumulative team production is the combination of your personal wholesale Section 1 production and your personal team members' wholesale Section 1 production.



CATCH THE DREAM.

MARY KAY SEMINAR 2016



1

LISTEN TO ROCK STARS.



2

BE READY FOR THE BIG REVEALS.



3

CELEBRATE CINDERELLA MOMENTS.



4

SEE AND TOUCH NEW PRODUCTS!



5

SEMINAR IS A MAGICAL PLACE WHERE DREAMS ARE BORN!



Independent Executive Senior Sales Director
Kali DeBlander
Brigham
Pensacola Beach, Fla.

Seminar Changed Me!

Kali grew up watching her mother, Independent **National Sales Director Kate DeBlander**. Kali was a brand-new Independent Beauty Consultant when she attended her first Seminar. "I signed my Independent Beauty Consultant Agreement at the end of June, and my Independent Sales Director (aka Mom) registered me at the last minute," Kali recalls. "The first day, I met a Seminar teacher who

had just quit her job to build her business and an Independent Sales Director who was *my age*, and I realized I could be successful. It was up to me! The following Seminar, I was back as a brand-new Independent Sales Director, a Grand Achiever and a member of the Sales Director Queen's Court of Personal Sales. Seminar gave me the 'big picture' and the permission to dream. It was most definitely the launching pad for my success!"



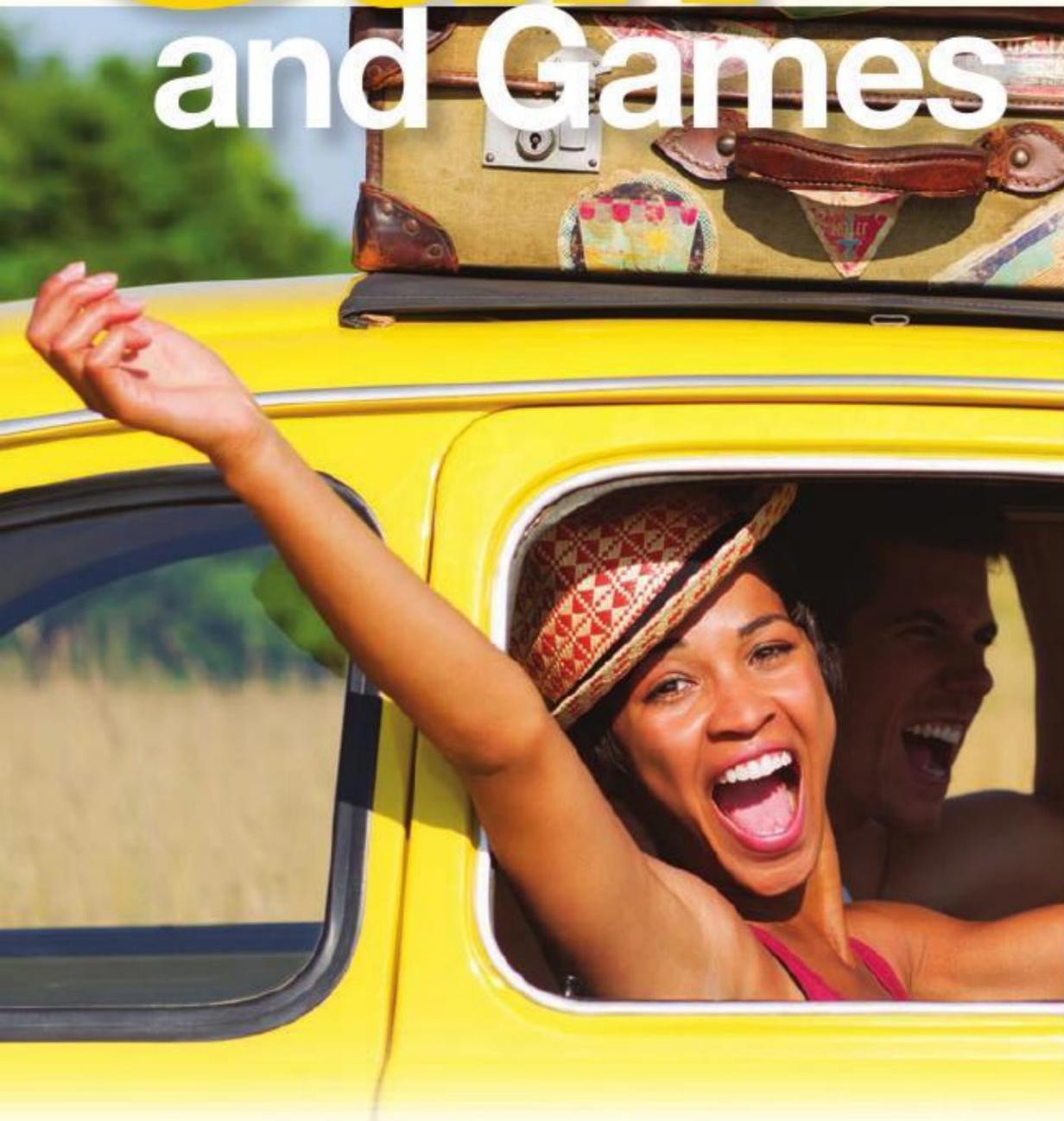
Independent Senior Sales Director
Brenda Fenner
Flower Mound, Texas

Put a Ring on It!

Brenda began her Mary Kay business when she was 18. After attending Seminar for a few years, she made it her goal to be on the Seminar stage. "My unit and I worked hard all year. I picked out the ring I wanted from the Seminar brochure, cut out the picture and took it everywhere!" Brenda earned her place onstage that following Seminar. "This recognition catapulted my unit's vision to

the Seminar Circle of Achievement and then the Circle of Excellence," Brenda says. "From that point, I *always* wanted to be on the Seminar stage! I think my mother, **Independent Senior National Sales Director Emeritus Jessie Hughes Logan**, who was a top Sales Director at the time with her own Seminar stage recognition, was more proud of *my* unit's achievements than her own!"

Sun and Games



Temperatures on the rise?
Your business can be too! Hot ideas
to help your sales sizzle this summer.



Independent
Senior Sales
Director
Tina Frantz
Carlisle, Ohio

"There's so much
Mary Kay can offer
any time of year --
from great products to
a great opportunity."

- **SHARE YOUR GOAL.** Is it a family vacation? Sending your child to a summer camp? Whatever it is, tell your customers. Women are usually more willing to buy when they know they're contributing toward a meaningful goal.
- **SHOW YOUR GRATITUDE.** When a customer takes the time to hear about your business, try the products or book a party, let her know how much you appreciate her. Sincere gratitude can open the door to future business.
- **MAKE IT FUN!** Theme your parties:
 - ♥ **Summer Spa party:** Cool off with pink lemonade, and play fun summertime music. Show the **limited-edition[†] Into the Garden™ Pedicure Set, Nail Appliqués and Soap Set.** Add favorites like **Mint Bliss™ Energizing Lotion for Feet & Legs.**
 - ♥ **Pajama party:** Invite guests to party in their PJs while enjoying facials that include skin care plus **Indulge® Soothing Eye Gel** and the **Satin Lips® Set.** Pop popcorn and play games.
 - ♥ **School's Out for Summer party:** Ask college students to invite friends to a party with facials by the pool (or in an air-conditioned living room if it's really hot!). Start with the basics such as **Botanical Effects® Skin Care** and the **Clear Proof® Acne System.**

Discover
What You Love®
BAGS and **RIBBON,**
starting at \$12 and
available through
[MKConnections®.](#)



TIP! At the **School's Out for Summer party,** issue the **#GlowAndTell challenge.** Then watch a new generation fall in love with Mary Kay as they share their glowing skin on social media. Learn more about **#GlowAndTell** on *Mary Kay InTouch®.*

Summer Kickoff Checklist

- Boost bookings with fun, summer-themed parties.
- Add some sizzle to my sales with gifts for graduations, weddings and Father's Day!
- Finalize my Mary Kay year-end goals and pack for Seminar!
- Take the family on a vacation with money earned at my *Mary Kay*® parties.

Go Mobile: Work From Home or the Beach!

It's never been easier than with these mobile selling solutions:

- Host an online *Summer Fun* party through your Facebook® Business Page. Offer weekly deals on fabulous *Mary Kay*® products in June.
- Share amazing *Mary Kay*® eCatalogs through your *Mary Kay*® Personal Web Site, social media or email so your customers can shop online immediately.

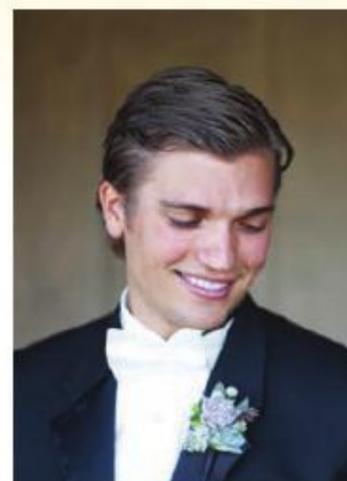
Visit the Digital Zone on *Mary Kay InTouch*® to take advantage of the many innovative digital tools available to help you connect with your customers all summer long.



Facebook® is a registered trademark of Facebook, Inc.
The best-seller logo/designation refers to top-selling products within the *Mary Kay*® product line.

For the Guys

Whether he's the groom or the graduate ... it's his birthday or Father's Day ... you've got what he needs!



If He's ...
ALL ABOUT CONFIDENCE
Give Him:
True Original®
Cologne Spray, \$36



If He's ...
EASYGOING
Give Him:
Tribute® for Men
Spray Cologne, \$28



If He's ...
DARING
Give Him:
MK High Intensity®
Sport Cologne Spray, \$40



If He's ...
INTENSE
Give Him:
MK High Intensity®
Cologne Spray, \$40



If He's ...
SOPHISTICATED
Give Him:
Cityscape®
Cologne Spray, \$50



If He's ...
A CLASSIC GUY
Give Him:
Domain®
Cologne Spray, \$38



Skin Care

MKMen® Skin Care for Men

- Daily Facial Wash, \$16
- Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30,* \$24
- Shave Foam, \$12
- Advanced Eye Cream, \$26
- Cooling After-Shave Gel, \$15

MARY KAY®

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

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MARY KAY INC.



MARY KAY SEMINAR 2016

Register Today!

SEMINAR DATES:

EMERALD: July 24 – 27

DIAMOND: July 27 – 30

RUBY: July 31 – Aug. 3

SAPPHIRE: Aug. 3 – 6

**Kay Bailey Hutchison
Convention Center**

Dallas, Texas

DETAILS ON MARY KAY INTOUCH®.



Independent
Executive Senior
Sales Director
Jamie Taylor
Lynchburg, Va.

Jamie always attends and here's why. She can:

- Spend time with the best women!
- Refresh and re-energize for the new year.
- Fall more in love with Mary Kay!
- See the big picture.
- Meet new friends to run with as we race toward our goals.

“ Seminar is an amazing experience designed to recognize and inspire *us!* I've never had any company work so hard to fill my cup and invest in my success! ”

– Jamie Taylor

trending @ MK



Shade of Change

Your customers can help change the lives of women and children when they purchase the **NEW limited-edition[†] Beauty That Counts[®] Mary Kay[®] Creme Lipstick** in **Hearts Together[®]**. Now's a great time to host a **Love Your Lips** party.



Prom Pretty

Prom season! That means plenty of chances to **boost bookings**. Mom/daughter parties are great for displaying fabulous **Mary Kay[®]** skin care, color and fragrance.

Vow Factor

Here's a great way to gain customers and make sales! Offer inspiration with the new **@MaryKayBrides** and **#MarryKay** on Instagram[®] and bridal boards on Pinterest[®]. Find **great looks** and **selling ideas** on **marykay.com**. Look for **Mary Kay[®]** ads in the June/July issue of **Brides[®]** magazine.



Ready, Set, Register!

Experience the **magic of Seminar**. It's **four action-packed days** of learning and inspiration. Come and catch your dream! Register today on **Mary Kay InTouch[®] / Events**.



inside THIS ISSUE

Glow Pro

Help your customers see brighter and more vibrant skin with the new **Time-Wise[®] Tone-Correcting Serum**. Plus, get tips on how to promote and sell. **pages 2-3**

Lashes Unleashed

The new **Lash Intensity[™] Mascara** is our most intense mascara yet. Explore the entire **Mary Kay[®]** mascara collection. **pages 4-5**

Dream Catcher

Independent Executive Senior Sales Director Bridget Shaw shares the joy she gets professionally and personally through her Mary Kay business. **pages 6-7**

Flawless

The new **Perfecting Concealer[™]** and **Mary Kay[®] Undereye Corrector** conceal blemishes, age spots and minor skin imperfections. Learn how they work together to create flawless-looking skin. **pages 14-15**

Bridal Beauty

Check all the ways you can capitalize on the **booming bridal business** with our exciting **BRIDES[®]** partnership. **pages 16-17**

Red-y for Seminar

Fabulous prizes await in the **Summer of Reds** promotion. Plus, two Independent Sales Directors share how attending Seminar took their Mary Kay businesses from good to great! **pages 18-19**

Summer Sales

Keep your sales sizzling all summer with these **hot Mary Kay[®] products** and sensational selling tips. **pages 20-21**



NEW!

TimeWise[®] **Tone-Correcting** **Serum**

No one has brightened like this before.

Your customers can transform dull, lifeless-looking skin into a more luminous complexion!

The appearance of past damage, skin discoloration, hyperpigmentation, dark spots and freckles are helped when the serum is used twice daily.

- Dramatically **evens the appearance of skin tone.**
- Clinically shown to **significantly improve skin brightness.**
- Works beautifully with **all skin tones, all skin types.**

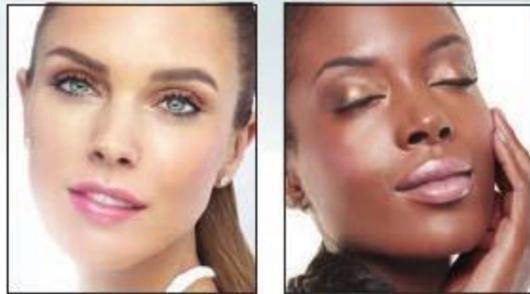
Who will love this serum?

Any woman who:

- Wants her skin tone to appear more even and bright.
- Wants to address the look of dark spots, freckles, skin discoloration and past damage.
- Is looking for products to reclaim a brighter, younger-looking skin tone.
- Is looking for the latest, innovative, industry-first technology.
- Wants to feel more confident without foundation.

You'll find more information on the **["Video Lounge."](#)** Look under the Education tab, then *Pink Link*[®] / Summer / *The Science Behind the Beauty.*





Featuring our patent-pending† **Perfectly Bright™** Complex

Mary Kay Discovery: The Story of Beauty and the Bean

A magic bean? Maybe not. But its power to brighten skin remained undiscovered until now. Always on a quest for new ingredients and untapped technology, **Mary Kay scientists** were intrigued by a powder form of the navy bean typically sold for soup recipes. Could a bean that's nutritious for our bodies also be nutritious for our skin? Surprisingly, it showed impressive results for brightening.

They began a **two-year mission** to identify an extract to be used in a skin care formula. The **result is our proprietary Perfectly Bright™ Complex**, including the industry-first navy bean extract.



Michelle Hines, Director, Mary Kay Research Center

"Brightening from a navy bean? Why not! New sources for skin benefits come from anywhere. Discovering it was easy, but it took years to refine the technology to maintain its brightening properties and deliver those benefits through **TimeWise® Tone-Correcting Serum**. The effort was worth it."

I've reclaimed a brighter, more even-looking skin tone!

That's what **79 percent of women** said after using *TimeWise®* Tone-Correcting Serum in an independent consumer study.* Here's what else they saw:

AFTER **1** WEEK:

Helps skin look brighter: 72%

AFTER **3** WEEKS:

Leaves skin with a more uniform, even appearance: 81%

I feel more confident without foundation: 82%

AFTER **6** WEEKS:

Dramatically improves skin's overall appearance: 77%

Dark spots appear less visible: 71%

Helps reduce the appearance of past damage: 75%

Complexion gets even better with continuous, consistent use: 82%

\$45

The perfect complement to a daily *Mary Kay®* skin care routine. Apply evenly morning and night, after cleansing and before moisturizing.



#GlowAndTell challenge can get your customers excited to commit to a daily skin care regimen and see gorgeous results. Find out more on **Mary Kay InTouch®**.

While Supplies Last

TimeWise® Tone-Correcting Serum works around the clock to help restore skin's natural, even-looking tone – all in one power-packed formula! Because of this, **TimeWise® Even Complexion Essence** and **Dark Spot Reducer** are being **discontinued** and will be **available while supplies last**. If you have customers who have loved the Even Complexion products, be sure to introduce them to this new product that offers the same benefits in one product!

*Results reflect the percentage of women who agreed with the statements during an independent consumer study in which 230 participants used the product twice a day for six weeks.

†U.S. Pat. Nos. 8,747,926 and 8,481,090 and Other Pats. Pend. Price is suggested retail.

NEW!

Lash IntensityTM Mascara

Magnify. Maximize. Multiply the look of your lashes. **That's intense!**



GET **wow-worthy** volume plus irresistible length.

200%

more volume.*

It's like adding the thickness of two lashes for every one.

84%

longer-looking lashes*

- New ***Double Impact***TM Brush helps plump while combing through to lengthen the look of lashes.
- Mineral-rich, high-impact pigment envelops each lash in a perfect shade of black.
- All-day wear that resists smudging.

EXPAND: Plump up the volume with the look of doubly expanded lashes. Lashes look magnified, and the formula coats each lash without fading. So intense, you won't believe your eyes.

EXTEND: Go to serious lengths with lashes that look significantly extended and elongated and that seem to go on and on. And because the formula is buildable, you can achieve impressive new heights for maximum, eye-catching impact.

Double Impact

Brush for Our Most Intense Mascara Yet!

- **VOLUME:** The brush's short bristles are designed as the "volume zone" to create a formula reservoir. Plus, a single reservoir row without bristles allows additional formula pickup. With every coat, a healthy dose of mascara gets deposited from the reservoir to the root of lashes to help build volume.
- **LENGTH:** The longer bristles create a "combing zone" designed to give each lash intense attention. With each stroke of the brush, precisely placed bristles are engineered to stretch and extend the formula, hugging lashes all the way from the root up to and beyond the very tip.

TO APPLY: Place brush at root of lashes and use a back-and-forth motion as you work the brush along the length of lashes. Then rotate the brush 180 degrees as you sweep from root to tip to help the dual brush zones work through lashes.

A Little TLC – Triple Lash Conditioning

*Lash Intensity*TM Mascara is formulated with **Pro Vitamin B5** (commonly used in hair products) to help protect, condition and strengthen lashes. It's also formulated with an emollient fatty-acid compound shown to bind 170 percent of its weight in water to help prevent lash breakage. Plus, the formula **contains vitamin E**, a well-known protective antioxidant.

See the Difference!

Unretouched images show the look of added volume and length achieved *with Lash Intensity*TM Mascara.**



BEFORE**



(clean lashes without mascara)



\$18

Try Before They Buy.

- **NEW! Lash Intensity™ Mascara Deluxe Mini, \$3** (introductory price) (shown below) Welcome this Deluxe Mini to our growing list of regular-line minis! All create a **great first impression** and allow your customers to **try before they buy**. Plus, they're perfect for gifts with purchase and for travel.
- **Double Impact™ Brush Sample Wands, pk./6, \$3**



Both the Deluxe Mini and sample wands are available on Section 2 of the Consultant order form.

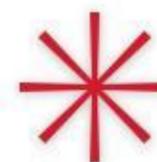


(with Lash Intensity™ Mascara)



LASH Wardrobe

A Mascara for Every Occasion



Party Idea!

Host a **Yes Eye Can** party. You can play with eye color and products shown here. Take before-and-after pics to post on social media.

Tip!

Be sure to have plenty of sample wands on hand. Available on Section 2 of the Consultant order form.

a NEW! Lash Intensity™ Mascara, \$18, when you want:

Significantly longer-, more voluminous-looking lashes

Significantly expanded and extended-looking lashes in one mascara

Latest formulations and brush design to exaggerate the look of lashes

Perfect shade of black that doesn't fade

Triple-conditioning benefits to help care for lashes

Shade: Black

b Lash Love® Mascara, \$15, when you want:

Voluminous, naturally flawless lashes

Significant volume and perfect definition

Volume that still looks natural

Strong pigments for deep color in a water-resistant formula

Conditioning benefits for healthy-looking lashes

Shade: I ♥ black

c Lash Love® Waterproof Mascara, \$15, when you want:

Triathlon-tested: Stays put through swimming, bicycling, running and exercising

Tearproof, pool-proof, saltwater-proof and humidity-proof

Shade: I ♥ black

d Lash Love® Lengthening Mascara, \$15, when you want:

Long, strong, seriously separated lashes

Significant length and perfect separation

Length that also lifts and curls lashes

Conditioning benefits for healthy-looking lashes

Shade: I ♥ black in a formula that wears for more than 10 hours

e Mary Kay® Ultimate Mascara™, \$15, when you want:

Big, bold, separated lashes

Volumizing and super-thickening formula

Shades: Black Brown or Black

ADD THESE Lash Favorites!

■ **Mary Kay® Lash & Brow Building Serum®:**

Improves the overall appearance of lashes; leaves brows looking healthier. \$36

■ **Mary Kay® Lash Primer:**

Get more from your mascara – intensifies lash volume and creates longer-looking lashes. \$15

■ **Mary Kay® Oil-Free Eye Makeup Remover:**

This best-seller gently removes eye makeup! \$15



Go for the JOY.



Independent Executive
Senior Sales Director
Bridget Shaw,
Hanahan, S.C.

“If you don’t make your goal, it doesn’t mean you can’t achieve it. It just means that you change the dates and keep going.”



When **Bridget Shaw** met **Independent Elite Executive National Sales Director Kathy Helou** on a cruise 20 years ago, she never imagined that she would be where she is today.

“Kathy talked to me about the Mary Kay opportunity,” says Bridget. “All I knew about Mary Kay was the pink Cadillac®. But there was a calmness about Kathy that I liked, and I admired the way her family interacted while we got to know each other on the cruise.” With Kathy still on her mind when they returned from vacation, Bridget did some research.

“My husband and I were newly married with a young daughter,” she says. “He was in Seminary, and I had earned a degree in accounting and worked for a major automotive company. We talked about the opportunity, and with his entrepreneurial spirit, he encouraged me to go for it. I was hesitant because I was raised to grow up, go to college and then work for someone else.”

Trust the Plan.

Bridget signed up and instantly knew she had made the right choice. “I found myself surrounded by supportive women who taught me to praise other women to success – to focus on strengths and let the weaknesses work themselves out. It was a sisterhood that I needed, and it became so much more.”

At first, she did her own thing. “I did what I wanted to do the way I wanted to do it,” Bridget says. “Then, I hit a few roadblocks and realized if others were finding success using tools like the *Weekly Plan Sheet* and Six Most Important Things list, then maybe that’s something I should do. The *Race for Red* is another great tool. It’s designed to help Independent Beauty Consultants grow – and grow the right way. We don’t have to reinvent. Mary Kay has a plan in place to help us succeed. We just need to trust and support the plan.”





Independent Elite Executive
National Sales Director
Kathy Helou and Bridget.

“You’ll find that every person you need on your journey will show up.”



Build Me Up.

Bridget knows that every woman has different strengths. “It’s my job as a leader to help others become the best versions of themselves, not duplicated versions of me,” she says. “This is something I’ve learned over the years – that I have to guide from afar and let people make their own choices. It’s hard to watch talented women miss out on their goals and give up. I try to teach that when you hit roadblocks, you just sharpen your skills and get better. If you don’t make your goal, it doesn’t mean you can’t achieve it. It just means that you change the dates and keep going.”

Bridget has hit her share of roadblocks. “I went through the Director-in-Qualification process three times. I earned the use of a Cadillac® for years, but because life happens, I stepped back in Career Car levels. These were humbling moments, but I didn’t give up. My kids, now 21 and 12, see that I’m a fighter and that God’s delay is not a denial.”



A Family of Leaders

Through her Mary Kay sisterhood, Bridget’s family has been surrounded by women who work together and bring everyone up with them. “My daughter is focused on college right now, and I’m hoping she’ll start her own Mary Kay business because I know she’ll make a great Independent

Sales Director. I’m just waiting until she’s ready. At 12, my son is already a leader. After playing baseball for years, he switched to football, and many of his friends switched too. He recently joined the Fellowship of Christian Athletes, and his friends are following his lead. My husband is my Mary Kay Man. He is there whenever I need him in addition to being accomplished on his own – in the Army, as a pastor and as an active member of our community. I am truly blessed.”

Pass It On.

“If you’ve made the decision to become an Independent Beauty Consultant, to earn the use of your first Career Car and to become an Independent Sales Director, you’ll find that every leader and every person you need on your journey will show up,” she says.

“From picking up my first Career Car to earning my highest commission check to seeing my offspring Independent Sales Directors walk across the stage at Seminar, there’s been so much joy. My most joyous moment? Right now. Watching the women in my unit grow and mature in this business – sharing in their joy as they debut as leaders. It’s amazing. And I’ll forever be grateful for the women in my circle, like Kathy, who believed in me before I ever believed in myself.”