

MARY KAY

JUNE 2018

applause®



BEAUTIFUL SKIN IS YOUR FUTURE.

You own it!



JUNE *Dates*

1

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

Postmark deadline for Quarter 4 Star Consultant quarterly contest.

Deadline to make Quarter 3 Star Consultant prize selections.

16

Quarter 1 Star Consultant quarterly contest begins.

Fall 2018 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

17

Father's Day.

20

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

28

Last day of the month for Independent Beauty Consultants to place phone orders.

29

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.

30

Seminar 2018 challenge period ends.

Last day of the month for Independent Beauty Consultants to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

You have a choice. You can overcome an obstacle and be a winner, or you can allow it to overcome you and be a loser. Remember that it is far better to be exhausted from success than to be rested from failure.

”

Mary Kay

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)

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. ©2018 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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Applause[®] Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS CONTRIBUTING WRITER: ANUMITA GHOSH ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT CONSULTANT COMMUNICATIONS ASSISTANT: LIZ ESCALANTE ART DIRECTOR: KATIE LOR DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: LISA HORNE, GAYLEEN WOODALL

*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.

Better Starts NOW.



RYAN ROGERS,
CHIEF INVESTMENT OFFICER,
EXECUTIVE GROUP

"I had just started working at Mary Kay when we launched the *TimeWise® Miracle Set®* 17 years ago. Many were concerned that this new skin care regimen would disrupt the loyal *Classic Basic®* Skin Care customers. But

instead, *TimeWise® Miracle Set®* quickly became our top-selling, most-loved skin care regimen.

Our new ***TimeWise® Miracle Set 3D™*** delivers more results and healthier-looking skin in less time. I'm confident that this new regimen will have the same impact some 18 years from now. And I'm excited that the **Research and Development team** we've assembled is **driving Mary Kay to the forefront of innovation** in the beauty industry.

After all, Mary Kay's brand has been **relevant for more than 50 years**. You create and nurture lasting relationships with your customers every day. Our **vision, business opportunity and powerhouse products keep getting better** with time. When we think about the impact this Company has on women's lives around the world, it's really about extending my grandmother Mary Kay's mission and enriching even more women's lives – that's Mary Kay's legacy."



Mary Kay Ash and Ryan
at Seminar in 1983

A LEGACY OF INNOVATIVE SKIN CARE



1963

The Basic Treatment Set, which includes four skin care products and a foundation, offers a new approach to skin care, along with a new opportunity for women.



1970

The Basic Treatment Set is reformulated and renamed the Basic Skin Care Set.

Best Face FORWARD



\$110
Save \$14 when
you buy the set!

Armed with the latest in skin care science, you've got the power to help your customers put their best faces forward.

TIMEWISE® MIRACLE SET 3D™ WITH AGE MINIMIZE 3D™ COMPLEX

Two formulas: [Normal/Dry](#) and [Combination/Oily](#)

- 4-in-1 Cleanser (4.5 oz.), \$24
 - Day Cream SPF 30 Broad Spectrum Sunscreen* (1.7 oz.), \$32
 - Night Cream (1.7 oz.), \$32
 - Eye Cream (.5 oz.), \$36
- Day Cream, non-SPF, also available (1.7 oz.), \$32

All prices are suggested retail.

DEFY AGING WITH THIS THREE-DIMENSIONAL APPROACH:

DEFENDS

More than **double the antioxidant protection*** for our most powerful free-radical skin regimen defense yet. Moisturizes for 24 hours to help defend skin's balance.

DELAYS

Look of premature skin aging **with broad spectrum UVA/UVB protection** and the *Age Minimize 3D™* Complex.

DELIVERS

4 Weeks. Visible improvement of multiple signs of skin aging in just 4 weeks,** including:

Fine lines	Resilience
Smoothness	Wrinkles
Luminosity	Softness
Overall appearance	

4 - 12 WEEKS

The results get even better over time. Improvement in all measured attributes **TRIPLED** from week four to week 12.

A LEGACY OF INNOVATIVE SKIN CARE (CONTINUED)



1980

The Basic Skin Care Set is expanded to include customized formulas.

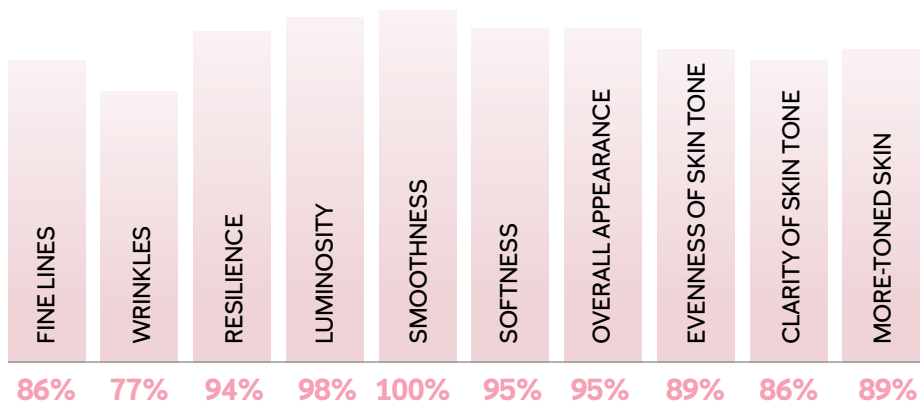


1985

The Cleansing Creams and Skin Fresheners in the Basic Skin Care Set are improved.

After 12 weeks, at least 77% of women improved on *every* attribute measured.**

PERCENTAGES OF WOMEN WHO IMPROVED ON THE LOOK OR FEEL OF:



8 OUT OF 10 WOMEN WERE EXCITED BY WHAT THEY SAW.***

After five weeks, women agreed the regimen exceeded their expectations.***

- Improves overall quality of skin – 89%
- Skin regains a more youthful look – 80%
- Softens the look of expression lines – 75%
- Skin feels considerably more resilient – 79%

*Based on in vitro testing comparing *TimeWise® Miracle Set®* with *TimeWise® Miracle Set 3D™*

**Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day

***Results based on a five-week independent consumer study in which 214 women used the *TimeWise® Miracle Set 3D™* twice a day
†Over-the-counter drug product



CUSTOMERS WITH ROSACEA

A safety clinical study confirmed that *TimeWise® Miracle Set 3D™* is suitable for women with rosacea.†

In a separate clinical study, women with rosacea showed significant improvement of multiple visible signs of skin-aging attributes,** including:

- Fine lines and wrinkles
- Skin resilience
- Overall appearance

†Results based on a two-week independent safety clinical study in which 60 women used *TimeWise® Miracle Set 3D™* twice a day

**Results based on a two-week independent clinical study in which 47 women used the *TimeWise® Miracle Set 3D™* twice a day

Turn the page for powerful details about each product in the set! —————>



1986

The *Mary Kay®* refillable compact is introduced.



1988

The Purifying Bar and Blemish Control Toner are added to the Basic Skin Care Set.

More Features, MORE RESULTS

TimeWise® Miracle Set 3D™ helps defend, delay and deliver when used twice a day, every day.

STEP 1 (MORNING AND NIGHT): ☀️ 🌙

TimeWise® Age Minimize 3D™ 4-in-1 Cleanser, \$24

Achieves four skin-loving benefits: (1) removes complexion-dulling impurities, (2) leaves skin feeling clean, (3) exfoliated and (4) looking brighter. Normal/Dry soothes skin as it cleanses. Combination/Oily removes excess oil without drying.



STEP 2 (NIGHT): 🌙

TimeWise® Age Minimize 3D™ Night Cream, \$32

This moisture-replenishing cream re-energizes skin's natural, youthful glow and helps reduce the look of fine lines and wrinkles. Applied at night, it goes to work while skin is most able to rebuild its reserves. Awake to skin that looks healthier, rested and more radiant. Nongreasy. Moisturizes for 12 hours.



STEP 2 (MORNING): ☀️

TimeWise® Age Minimize 3D™ Day Cream SPF 30 Broad Spectrum Sunscreen,* \$32

This moisture-replenishing cream helps delay visible signs of skin aging. It also provides broad spectrum UVA/UVB protection. It re-energizes skin's natural, youthful glow and helps improve the look of fine lines and wrinkles. And it helps even the look of skin tone. Moisturizes for 12 hours.



STEP 3 (MORNING AND NIGHT): ☀️ 🌙

TimeWise® Age Minimize 3D™ Eye Cream, \$36

Helps improve the appearance of dark circles, undereye puffiness, fine lines and wrinkles. Skin looks firmer as this quick-absorbing cream immediately moisturizes and brightens. Plus, it maintains moisture in the eye area for 12 hours. You'll see overall improvement in your skin's appearance for a more youthful, rested look.



Also available and sold separately: *TimeWise® Age Minimize 3D™ Day Cream*, non-SPF, \$32

TIP! The Eye Cream dispenses easily. A little goes a long way.



TIP! Sell as a set so your customers get maximum benefits and you reap greatest profits. Plus, **your customers can save \$14 when they purchase the set!**

All prices are suggested retail.

*Over-the-counter drug product

A LEGACY OF INNOVATIVE SKIN CARE (CONTINUED)



1991

The masks in the Basic Skin Care Set are updated and include the Moisture Rich Mask, Revitalizing Mask and Clarifying Mask.



2001

The *TimeWise® Miracle Set®* is introduced.

Mary Kay Ash said,
 “ Keep It Simple, Sweetie. ”

TIMEWISE® MIRACLE SET 3D™ VS. TIMEWISE® MIRACLE SET®

From the packaging to the way the products feel and perform, everything is new!

	TIMEWISE® MIRACLE SET 3D™	TIMEWISE® MIRACLE SET®
2x	Provides broad spectrum UV protection and helps improve the visible signs of aging PLUS additional defense against age-accelerating free radicals on skin with more than double the antioxidant power! ¹	Provides broad spectrum UV protection and helps improve the visible signs of aging.
4 VS 12	Clinically shown to provide improvement of visible signs of skin aging in just 4 weeks ² PLUS 12-week clinical results ² , clinical imaging analysis results and five-week consumer study results. ³	Clinically shown to provide visible results in 12 weeks.
ANTI-oxidants	Powerful, multifunctional <i>Age Minimize 3D™</i> Complex in every product to help provide multiple antioxidant benefits PLUS help defy the look of skin aging in more ways than one.*	<i>TimeWise®</i> Complex in <i>TimeWise®</i> 3-In-1 Cleanser and <i>TimeWise®</i> Age-Fighting Moisturizer.
EYE area	Three easy steps morning and night that INCLUDE the important eye area .	Three easy steps, morning and night. Eye Cream not included.
SPF	Moisturizer with SPF protection PLUS multiple age-defying benefits in one product used during the day.	Moisturizer and additional product for SPF protection during the day.
AGE-defying	Moisturizer with replenishing benefits PLUS multiple age-defying benefits in one product used at night.	Moisturizer and additional product for replenishing benefits during the night.

¹Based on in vitro testing comparing *TimeWise®* *Miracle Set*® with *TimeWise®* *Miracle Set 3D™*. ²Results based on a 12-week independent clinical study in which 62 women used the *TimeWise®* *Miracle Set 3D™* twice a day. ³Results based on a five-week independent consumer study in which 214 women used the *TimeWise®* *Miracle Set 3D™* twice a day. *Based on in vitro testing of key ingredients



THE WHOLE PACKAGE

- Our goal is to deliver products that are aesthetically pleasing, easy to sell, easy to demonstrate and easy for your customers to use at home. After testing and evaluating hundreds of options, here are the results:
- **Tubes provide a sanitary means** to dispense the formula and **allow for easy, controlled dispensing** at skin care class demonstrations.
- **Flip-top caps offer convenience** to open and close with one hand. Plus, as a single piece, there's no dropping or misplacing a separate cap.
- **Tubes are not fragile or heavy like glass**, which makes transporting easier.
- **Color palette and minimalist design** are **on-trend**.
- **Day and night formulas are easily distinguishable**. Day is pink; night is gray.
- Pink keeps us true to our Mary Kay heritage, while the **sleek design takes us into the future**.



2002

The *TimeWise®* 3-In-1 Cleansing Bar is introduced.



2004

TimeWise® Age-Fighting Eye Cream launches and becomes the first *TimeWise®* skin care product of many to offer targeted age-fighting benefits. New *TimeWise®* formulas are introduced for normal-to-dry skin and combination-to-oily skin.

Be the EXPERT.

GOT QUESTIONS?

We've got answers to common questions your customers may ask.

IS *TIMEWISE*[®] *MIRACLE SET 3D*[™] FRAGRANCE-FREE? OIL-FREE?

Yes. All of the products in the set are fragrance- and oil-free.

IF PRODUCTS ARE FRAGRANCE-FREE, WHY DO I DETECT A SCENT?

No fragrance is added, but some people may detect a slight, fresh scent that's inherent to a few ingredients. Each formula is clinically tested for skin irritancy and allergy.

IS *TIMEWISE*[®] *MIRACLE SET 3D*[™] SUITABLE FOR ALL SKIN TYPES? EVEN SENSITIVE SKIN?

Yes. It is developed to provide choices in Normal/Dry and Combination/Oily formulas. The *Age Minimize 3D*[™] Eye Cream is suitable for use on all skin types. All products are suitable for sensitive skin as well as for those with rosacea.

IS *TIMEWISE*[®] *MIRACLE SET 3D*[™] PARABEN-FREE?

Yes. All products in the set are paraben-free.

WHAT ARE THE *AGE MINIMIZE 3D*[™] 4-IN-1 CLEANSER BEADS MADE FROM?

One type is made with plant-derived waxes, the other with polysaccharides. Both are safe and natural solutions well-suited for use in exfoliating skin care formulas such as cleansers. The beads are biodegradable and safe for the environment.

ARE THE DAY AND NIGHT CREAMS MOISTURIZERS?

Yes. While it is a name change from the *TimeWise*[®] Age-Fighting Moisturizer, both products provide moisturizing benefits for 12 hours.



NEW! *TIMEWISE*[®] *MIRACLE SET 3D*[™] *THE GO SET*[™], \$25

- TRAVEL-SIZED! On Section 1.
Available in Normal/Dry and Combination/Oily.
- 4-in-1 Cleanser: .5 oz.
- Day Cream SPF 30 Broad Spectrum Sunscreen*: .3 oz.
- Night Cream: .3 oz.
- Eye Cream: .1 oz.

PLUS! *TIMEWISE*[®] *MIRACLE SET 3D*[™] *SAMPLE SET*, \$3

On Section 2. Three complete regimens per sheet. Available in Normal/Dry and Combination/Oily.

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



THREE STEPS, TWICE A DAY



MORNING

Age Minimize 3D[™] 4-in-1 Cleanser
Age Minimize 3D[™] **Day Cream SPF 30**
Broad Spectrum Sunscreen
Age Minimize 3D[™] Eye Cream



NIGHT

Age Minimize 3D[™] 4-in-1 Cleanser
Age Minimize 3D[™] **Night Cream**
Age Minimize 3D[™] Eye Cream

How Miracles Are MADE

Five years of research ... 5,000 women tested ... 150 ingredients evaluated ... 200 clinical and safety studies performed

20%

WHY TIMEWISE® MIRACLE SET 3D™?

Did you know that only 20 percent of visible skin aging comes from the natural aging process? The rest comes from environmental and lifestyle triggers that age us as we're out living life: UV rays, stress, sleep loss, smoking, poor diet, air pollution.



**THE
POWER
TO DEFY**
DR. LUCY GILDEA,
MARY KAY CHIEF
SCIENTIFIC
OFFICER
"TimeWise®"

Miracle Set 3D™ reflects years of research on the latest ingredient innovations and an understanding of how today's environment impacts the look of skin aging. It's been known that free radicals contribute to the look of premature skin aging, but recently, scientists have discovered the actual triggers that cause free radicals.

More than just UV rays, other environmental stressors, such as car exhaust, air pollution, stress and lack of sleep can lead to the production of free radicals. Antioxidants help defend against free radicals. Since you can't avoid environmental triggers completely, **TimeWise® Miracle Set 3D™** uses the latest skin science to provide powerful antioxidant protection as well as visible results to help you defy the look of aging."

WHAT IS AGE MINIMIZE 3D™ COMPLEX?

An exclusive, patent-pending complex with ingredients from nature and science to neutralize free radicals and counteract the effects of environmental damage – past, present and future. This includes:



An age-defying peptide that provides the building blocks for a lifetime of beautiful skin. It is made up of four amino acids that work together with skin's natural collagen and elastin to contribute to younger-looking skin.



Encapsulated resveratrol, an exciting new ingredient that helps counteract free radicals and promotes even skin tone.



Dual-benefit vitamin B3, a well-known brightening super-power that works double duty to target the look of uneven skin tone by working as an antioxidant.



WE'RE SERIOUS ABOUT SKIN CARE.

You can be confident knowing there's a driving force of science and skill behind this skin care launch. The Mary Kay **Research and Development team** has more than 155 years' experience, holding Ph.D.s and master's degrees across scientific disciplines.

- More than **1,400 patents** reflect our breakthrough innovations.
- **Millions of research dollars** each year and more than **500,000 tests conducted** ensure that *Mary Kay®* products can be trusted to deliver on every promise we make.
- **We partner with leading universities** and external laboratories to understand the latest discoveries and validate the results of our products.
- We create multiple **formulas that achieve a balance of amazing texture, visual appeal and high quality.**

YOUR FUTURE FACE *Will LOVE You!*

NEW! TIMEWISE® MIRACLE SET 3D™, \$110

PRODUCTS ALSO SOLD SEPARATELY

TimeWise® Age Minimize 3D™
4-in-1 Cleanser, \$24

TimeWise® Age Minimize 3D™
Day Cream SPF 30 Broad
Spectrum Sunscreen,* \$32

TimeWise® Age Minimize 3D™
Night Cream, \$32

TimeWise® Age Minimize 3D™
Eye Cream, \$36



\$110

Save \$14 when
you buy the set!

Contact me, your Mary Kay Independent Beauty Consultant, to try this revolutionary new skin care regimen and experience the results yourself.

*Over-the-counter drug product

All prices are suggested retail.

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Gloria Mayfield Banks



Patricia Turker



Kathy Helou



Lisa Madson



Lupita Magaña

ALL IN *On You!*
¡AL CIEN contigo!

There's a reason this magazine is called *Applause*®. That's why we've expanded the recognition to include more pages and more color – to better celebrate YOU! Check it out! / Por algo se llama la revista *Aplausos*®. Por eso hemos ampliado los reconocimientos para incluir más páginas y color... ¡para celebrarte mejor!



Sonia Pérez



Debi Moore



Cindy Williams



Pamela Fortenberry-Slate



Stacy James

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/DIAMOND/
GOLD CIRCLE
EN MARCA PARA EL CÍRCULO
INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 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 2018, NSD Area Leadership Development Bonuses, October and February Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for January 2018.) 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, 2017, through Feb. 28, 2018./ Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Elite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en febrero de 2018; crédito de clasificación del Impulso de Octubre y Febrero; gratificaciones de DNV por desarrollo de liderazgo y comisiones de DNV como parte de la participación de la DNV en el Programa de Desarrollo de Liderazgo Global de enero de 2018.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2017 al 28 de febrero de 2018.

INNER CIRCLE /
CÍRCULO INTERIOR

\$750,000
Gloria Mayfield Banks
\$502,724

\$700,000
Patricia Turker
\$476,248

\$600,000
Kathy Helou
\$414,076

\$550,000
Lisa Madson
\$395,430

\$450,000
Lupita Magaña
\$325,471
Sonia Pérez
325,105

\$350,000
Debi Moore
\$260,919
Cindy Williams
247,790
Pamela Fortenberry-Slate
240,974
Stacy James
238,333

\$325,000
SuzAnne Brothers
\$218,510
Pamela Waldrop Shaw
218,101

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000
Sara Pedraza-Chacón
\$204,862

\$250,000
Dayana Polanco
\$198,107

Linda Toupin
194,853
Dacia Wiegandt
189,490

Anabell Rocha
185,758
Ada García-Herrera
184,244

Evelinda Díaz
181,512
Cyndee Gress
178,836

Julie Krebsbach
174,882
Sandy Valerio
173,667
Julia Burnett
171,338
Kay Elvrum
171,235
Dawn Dunn
169,639
Kristin Myers
168,620

Anita Tripp Brewton
168,100

\$200,000
Julianne Nagle
\$165,681
Lia Carta
163,321
Kerry Buskirk
161,467
Paola Ramírez
161,384
O'Nelly Encarnación
158,428
Mary Estupiñán
157,469
Davanne Moul
154,736
Sonia Bonilla
150,436
Connie Kittson
146,710
Lily Orellana
145,173
Sue Pankow
144,627
Mayuli Rolo
144,484
Kimberly Copeland
143,891
Gloria Báez
143,587
Rosibel Shahín
140,555
Yosaira Sánchez
139,602
Cindy Fox
136,469
María Monarrez
134,551

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000
Shannon Andrews
\$125,296
Scarlett Simpson
123,682
Morayma Rosas
122,799
Valerie Bagnol
121,139
Lorraine Newton
117,999
Jan Thetford
117,270
Alicia Lindley-Adkins
116,191
Monique Balboa
115,772
Susan Hohlman
115,553
Rebecca Evans
112,792
Evetelia Valdez-Cruz
111,534
Lisa Allison
111,144
Yvonne Lemmon
110,206
Kim McClure
109,598
Noelia Jaimes
109,586
Alma Orrostieta
109,530
Joanne Bertalan
108,232
Leah Lauchlan
108,076
Tammy Crayk
106,266
Cathy Bill
102,620

Pam Klickna Powell
101,978
Gay Hope Super
101,014
Michelle Sudeth
100,146

\$125,000
Debra Wehrer
\$99,904
Alia Head
99,818
Janis Z. Trude
98,929
Luzmila Abadia Carranza
98,688
Kym Walker
98,166
Pam Higgs
98,067
Juanita Gudiño
97,987
Somer Fortenberry
97,731
Kirk Gillespie
97,450
Pam Ross
97,448
Diane Mentiply
96,419
Auri Hatheway
96,209
Gladis Elizabeth Camargo
96,151
María Flores
93,969
Lynnea Tate
93,220
Brenda Segal
92,903
Kristin Sharpe
91,772
Roxanne McInroe
91,108
Deb Pike
90,851
Marilyn Marte de Melo
90,834
Kate DeBlander
90,516
Pamela Tull
90,202
Crystal Trojanowski
89,001
Noemi Jaimes
88,640
Bianny Ramírez
88,451
Elizabeth Muna
88,056
Annaka Krafka
86,761
Mairelys López
86,744
Rosa Bonilla
86,645
Lupita Díaz
86,424
Glinda McGuire
85,956
Diana Sumpter
85,825
Sharon Buck
85,498
Dawn Otten-Sweeney
84,679
Marixa González
83,600
Carmen Hernández
83,419

MONTHLY COMMISSIONS
AND BONUSES

GRATIFICACIONES Y
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in February plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts. /Comisiones mayores de \$10,000 ganadas en febrero además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

RUBY/RUBÍ
Cindy Williams*

\$30,417
Linda C. Toupin
28,735
Lia Carta**
24,322
Stacy I. James**
22,717
Gloria Báez*
22,384
Kim L. McClure
21,682
Mary Estupiñán*
17,084
Sandy Valerio*
16,783
Anabell Rocha*
15,858
Jan L. Thetford
15,714
Cindy Fox*
15,391
Bea Millsagle
14,723
Julie Krebsbach*
14,518
Carmen Hernández*
13,272
Lara F. McKeever
12,560
Brenda Segal*
11,546
Gena Rae Gass
11,465
Kate DeBlander
10,700
Cecilia C. James
10,662
Kathy Rodgers-Smith
10,629
Tammy A. Vavala
10,626
Deb Pike
10,528
Elizabeth Muna*
10,486
Lynda Jackson*
10,411
Linda Spadlowski
10,388
Crystal Trojanowski
10,224
María Flores
10,207
Jo Anne Barnes
10,109
Michelle Sudeth*
10,012

SAPPHIRE/ZAFIRO
Kathy Helou***

\$43,244
Lupita Magaña**
37,327

SuzAnne Brothers*
31,234
Debi R. Moore*
27,104
Valerie J. Bagnol*
25,996
Pamela A. Fortenberry-Slate*
24,084
Sara Pedraza-Chacón*
19,338
Cyndee Gress*
19,130
Kristin Myers*
19,082
Davanne D. Moul*
18,264
Paola Ramírez
16,350
Kimberly R. Copeland
14,740
Morayma Rosas
14,416
Somer Fortenberry
14,248
Lorraine B. Newton
13,728
Mia Mason Porter
13,191
Alicia Lindley-Adkins*
13,189
Scarlett Simpson*
12,282
Alejandra Zurita
12,124
Diane L. Mentiply
12,039
Janis Z. Trude
11,703
Angie S. Day*
11,456
Alma Orrostieta
11,327
Julie Weaver
11,168
Debra M. Wehrer
11,042
Evalina Chávez
10,822
Ruth L. Everhart
10,785
Dawn Otten-Sweeney
10,365

EMERALD/ESMERALDA
Gloria Mayfield Banks***

\$65,968
Patricia Turker**
51,465
Sonia Pérez**
32,112
Ada García-Herrera*
25,137
Rosibel Shahín*
24,571
Kerry Buskirk*
22,874

Monthly Commissions and Bonuses, cont.

Evelinda Díaz*	Julia Burnett*
21,012	19,728
Dacia Wiegandt*	Kay E. Elvrum
20,836	18,077
Dayana Polanco*	Sue Pankow
20,077	17,373
Julianne Nagle*	Connie A. Kittson*
19,659	16,472
Anita Tripp Brewton*	Shannon C. Andrews*
16,214	15,949
Natalie Privette-Jones	Kristin Sharpe
15,032	15,060
Tammy Crayk	Lily Orellana
14,748	14,965
Mayuli Rolo*	Lisa Allison
14,355	14,720
Joanne R. Bertalan*	Leah Lauchlan
14,041	14,716
Sonia Bonilla	María Monarrez
13,939	14,385
Pamela Tull	Susan M. Hohlman*
13,741	14,185
Sabrina Goodwin Monday	Yosaira Sánchez*
13,676	13,299
Monique Balboa	Yvonne S. Lemmon
13,617	12,958
Mairelys López*	Robin Rowland
12,900	12,885
Pam I. Higgs	Sharon L. Buck
12,790	12,848
Cathy Bill*	Diana Sumpter
12,695	12,710
Kirk Gillespie	Vicki Jo Auth
12,546	12,339
Kathy P. Oliveira	Lynnea E. Tate
12,416	11,799
Kym A. Walker*	Enma Bermeo*
12,203	11,513
Auri Hatheway	Alia L. Head
12,081	11,260
Crisette M. Ellis	Evitelia Valdez-Cruz
11,695	11,182
Pam Klickna Powell	Lynne G. Holliday
11,621	11,088
Noemi C. Jaimes	Marixa González
11,599	11,029
Sue Wallace	Julia Mundy
11,116	10,966
Luzmila Abadia Carranza*	Rosa Bonilla*
10,381	10,705
Gina Rodríguez-Oriola	Kaye Driggers
10,142	10,448
Bianny Ramírez	Pam Ross*
10,078	10,409
	Candy D. Lewis
	10,121

DIAMOND/DIAMANTE

Lisa Madson*

\$46,489

O'Nelly Encarnación

32,935

Pamela Waldrop Shaw**

27,287

Rebecca Evans*

22,731

Dawn A. Dunn*

22,155

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

* Denota DNV Senior

** Denota DNV Ejecutiva

*** Denota DNV Ejecutiva de Élite

MARY KAY ANGELS ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in February 2018./Integrantes del cuerpo de ventas independiente que 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 2018.

TOP UNIT – ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

RUBY/RUBÍ, Candace Doverspike, <i>Go-Give Area</i>	\$83,456
SAPPHIRE/ZAFIRO, Keita Powell, <i>Go-Give Area</i>	\$87,983
EMERALD/ESMERALDA, Eburn Osaze, <i>G. Mayfield Banks Area</i>	\$85,076
DIAMOND/DIAMANTE, Laura Knight, <i>K. Ford Area</i>	\$87,591

TOP SALES DIRECTOR – PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

RUBY/RUBÍ, Carol Pittman, <i>Go-Give Area</i>	\$12,471
SAPPHIRE/ZAFIRO, Maria Cuevas De Sanchez, <i>E. Chávez Area</i>	\$13,650
EMERALD/ESMERALDA, Terrah Cromer, <i>C. Bill Area</i>	\$13,423
DIAMOND/DIAMANTE, Kelly Freeman, <i>K. Ford Area</i>	\$17,088

TOP BEAUTY CONSULTANT – PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

RUBY/RUBÍ, Christine Brown, <i>K. Gardner Unit, Go-Give Area</i>	\$10,589
SAPPHIRE/ZAFIRO, Jessica James, <i>M. Jordan Unit, Go-Give Area</i>	\$13,319
EMERALD/ESMERALDA, Darlene Matilda Figley, <i>M. Hester Unit, Go-Give Area</i>	\$12,040
DIAMOND/DIAMANTE, Tatiana Serova, <i>K. Pratasenia Unit, Go-Give Area</i>	\$17,040

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

RUBY/RUBÍ, Tassyane Assis, <i>G. Popp Unit, Go-Give Area</i>	15 New Team Members
SAPPHIRE/ZAFIRO, Kimberly Moore, <i>B. May Unit, Go-Give Area</i>	17 New Team Members
EMERALD/ESMERALDA, Althea Lawson, <i>L. Chisholm Unit, G. Mayfield Banks Area</i>	15 New Team Members
DIAMOND/DIAMANTE, Alfonsa Tapia, E. Chauca Unit, <i>M. Sigüenza Area</i>	14 New Team Members

TOP UNIT BUILDERS PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for February 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en febrero de 2018.

RUBY/RUBÍ

Candace L. Doverspike	37 New Unit Members
Laurie T. Plyler	31 New Unit Members
Reyna N. Lepe	25 New Unit Members
Maria Bautista	23 New Unit Members
Megan R. Spencer Estrada	22 New Unit Members
Stephanie L. Coker	21 New Unit Members
Laura Escamilla	21 New Unit Members
Yareli Garcia Ramirez	21 New Unit Members
Cleta Colson-Eyre	20 New Unit Members
Tina M. Ellender	20 New Unit Members

SAPPHIRE/ZAFIRO

Yvonne L. Capehart	34 New Unit Members
Cycelia D. Matthews	34 New Unit Members
Beth T. May	29 New Unit Members
Herendira Garcia	28 New Unit Members
Maria Bocanegra Aguilera	26 New Unit Members
Tracey A. Fields-Hedrick	25 New Unit Members
Keita Powell	24 New Unit Members
Reyna Aguilar	22 New Unit Members
Rikki L. Miller	22 New Unit Members
Julie B. Sapp	22 New Unit Members
Bridget L. Shaw	22 New Unit Members
Rachel E. Everhart	21 New Unit Members
Vicki Piccirilli	21 New Unit Members
Gaila Rae	21 New Unit Members
Monica Garcia	20 New Unit Members
Rosa Elia Meza-Sanchez	20 New Unit Members
Elizabeth A. Prauner	20 New Unit Members
Lafreda D. Williams	20 New Unit Members

EMERALD/ESMERALDA

Regina M. Clark	32 New Unit Members
Brendaliz Cajigas	31 New Unit Members
Michelle L. Calbert	30 New Unit Members
Maylin S. Garcia Ventura	27 New Unit Members
LaKeshia M. Chisholm	23 New Unit Members
Robyn K. Barnwell	21 New Unit Members
Lisa J. Charity	20 New Unit Members
Breanne Sufrin	20 New Unit Members

DIAMOND/DIAMANTE

Tanya L. Satcher	34 New Unit Members
Luz M. Flores	30 New Unit Members
Macaria Ramirez-Santana	25 New Unit Members
Dana Davis-Armstead	24 New Unit Members
Christi G. Campbell	23 New Unit Members
Evangeline Chauca	20 New Unit Members
Sara R. Pennella	20 New Unit Members
Karime Rosas	20 New Unit Members

**A LEADER IS SOMEONE WHO
KNOWS WHERE HE OR SHE
IS GOING AND IS ABLE TO
TAKE OTHERS WITH THEM./
UNA LÍDER ES LA QUE SABE
ADÓNDE VA, CAPAZ DE LLEVAR
A OTRAS CON ELLA.**

**TENACITY AND PERSEVERANCE
ARE ESSENTIAL QUALITIES FOR
SUCCESS IN BUSINESS./ LA
TENACIDAD Y LA PERSEVERANCIA
SON CUALIDADES ESENCIALES
PARA EL ÉXITO EN LOS NEGOCIOS.**

Mary Kay

RUBY / RUBÍ

NEW DEBUTS

DEBUTES

December/Diciembre 2017

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



THE SALES DIRECTORS IN MY COMPANY ARE THE PILLARS UPON WHICH THE COMPANY HAS BEEN BUILT. THEY, IN ESSENCE, ARE THE SPIRIT OF MARY KAY. / LAS DIRECTORAS DE VENTAS EN MI COMPAÑÍA SON LOS PILARES SOBRE LOS CUALES SE HA CONSTRUÍDO LA COMPAÑÍA. EN ESENCIA, ELLAS SON EL ESPÍRITU DE MARY KAY.

Mary Kay

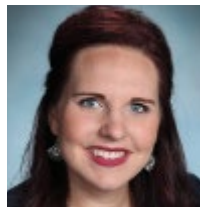
Not pictured./Sin foto **Jolene Brave Rock**, Lodi, Calif., A. Dingman Unit; **Evangeline Frausto**, Yuma, Ariz., D. Reyes Unit; **Angel Goodrich**, Sulphur, La., T. Ellender Unit; **Laura M. Gordon**, Granite Bay, Calif., D. Gurrola Auger Unit; **Donna S. Guillory**, Semmes, Ala., T. Ellender Unit; **Kelly D. Mardis**, Antioch, Tenn., T. Jhin Unit; **Amanda Cherie Nelsen**, Lansing, Mich., D. Rankin Unit; **Deborah A. Porath-Ashman**, Sarasota, Fla., B. Segal Unit; **Isabel Ramirez**, Escondido, Calif., M. Lara Unit; **Laura P. Roman-Gallegos**, National City, Calif., I. Camargo Unit; **Nicole Kay Savage**, Huntington, W.Va., J. Krebsbach Unit; **Mikaila Angelique Sharp**, Tucson, Ariz., C. Felix Unit; **Kaela Lee Steinman**, Pigeon, Mich., S. Steinman Unit; **Maria Tapia**, South Gate, Calif., E. Aguilar Unit; **Linda Marie Vaughn**, West Point, Miss., T. Collins Unit.

DEAN'S LIST

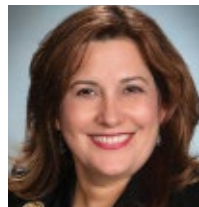
LISTA DEL DECANO

February/Febrero 2017

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



Elizabeth J. Carlson
Green Bay, Wis.
Sapphire Go Give Area
Sapphire Seminar



Dania Bello
Louisville, Ky.
D. Polanco Area
Emerald Seminar

Not pictured./Sin foto:
Noelani M. Mitchell,
Sainte Genevieve, Mo.,
C. Bill Area, Emerald Seminar.



TRIPLE CROWN

TRIPLE CORONA

February/Febrero 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.



Maricruz Flores
Charlotte, N.C.
Ruby Go Give Area



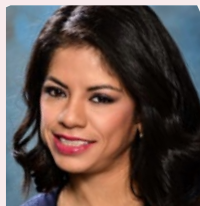
For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch*®.

HONORS SOCIETY SOCIEDAD DE HONOR

February/Febrero 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured/Sin foto: Alma L. Castro Magana, Hanford, Calif., M. Flores Area; Pelenaisi S. Ginigini, Lincoln, Neb., A. Krafka Area.



Maricruz Flores
Charlotte, N.C.
Ruby Go Give Area

- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked,
Los anillos se muestran encimados.



ON THE MOVE EN ACCIÓN

December/Diciembre 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Evangelina Frausto

Maria Tapia

GRAND ACHIEVERS GRAN GANADORAS

February qualifiers/Calificadas en febrero 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch* under "Resources," "Publications" and "Advance Brochure." /Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Sara Goetz+
Joselita L. Gramajo Reyes+
Joyce A. Gutierrez+
Brittney Kovar+
Amy Marx+
Kati L. Mendyk+
Kathy Morris
M. Marleny Reyna Huerta+
Marissa M. Robinson+
Dejanill Shearer
Diane Tollinche+
Joanne Williams

CONSULTANTS / CONSULTORAS

Andrea Ahumada Jimenez
Nicki Botsford
Christina Newman*
Evangelina Nila**
Anabel Zapien
*Denotes requalified
qualifier.
**Denotes November
qualifier.
+Denotes December
qualifier.
*Denota conductora
recalificada.
**Denota que calificó
en noviembre.
+Denota que calificó
en diciembre.

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

February/Febrero 2018

Independent Beauty Consultants who added at least three active new personal team members during February./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en febrero.

Kayla R. Adair
Morgan J. Adair
Terry L. Adamson
Maria M. Aguilar
Gina Almaraz
Virginia Arias Alvarez
Elisa A. Armentor
Jennifer Artilles
Natia D. Bailey
McKenzie A. Ballentine
Veronica Banuelos
Marcela Barba
Teresa Barraza
Andrea J. Berger
Dawn M. Berkebile
Alie R. Berry
Corrie L. Borck
Julia Bradford
Laura Beth Brown
Ashley M. Brownlee
Roberta Brubacher
Penny J. Bruha
Radie J. Cannady
Julisa Carmona-Medrano
Tracie L. Champion
Cristina Chavarria
Ashley M. Chism
Edith Colunga
Regina M. Dahlgren
Pamela J. Darcey
Elizabeth Davalos
Charis Davenport
Julia A. Davis
Selene Delacruz
Danielle N. Drury
Jessica J. Eckhout
Veronica Espinoza
Rebecca E. Fair
Jeannette K. Fonoti
Vera E. Gaer
Felicitas Gamez
Georgina Garcia
Erika Gaytan
Patricia J. Gray
Sara E. Hair
Blanca A. Hernandez
Christina K. Hill
Debbie Holman
Linda S. Holt
Marissa J. Howard
Nancy L. Jackson
Arlene Jimenez

Rebekah L. Jones
Kathrine P. Kent
Rose King
Andrea Klett
Ann N. Knox
Debbie Landry
Leticia Lentz
Guadalupe Leon
Deanna Liggins
Heather Limp
Danny S. Lopez
Darlin Lopez
Mayra L. Lopez
Ellen L. Mac Isaac
Elizabeth A. Machuca
Ariana N. McCarthy
Gay Lynn Melendez
Carol Mendez
Monica Meza
Paige M. Micheletto
BriAnne Moates
Jane E. Montez
Erica Morales
Roxanne Morales
Jenny Moreno
Erika A. Murillo
Maria A. Myers
Melissa A. Napoli
Jacqueline S. Navarrete
Maritza Navarrete
Adrianna N. Nelson
Jamie Nelson
Bianca Nohrenberg
Betty J. Norcross
San Juanita Padilla
Blancaaguay Maurizaca
Amanda R. Parra
Maria Perez
Kimberly Petrunic
Sara Pina
Katy R. Preston
Stephanie R. Redden
Sabrina Renner
Maria Reyes
Martha Rivera
Olga Rodriguez
Griselda D. Rosales
Paula Sabo
Jessica M. Sandoval
Ana L. Sendir
Natalia Serna
Kristin C. Sheetz

Red Jackets, cont.

Yolanda D. Smith
Colleen Spurgeon
Hali Summers
Jennifer L. Taylor
Feyintola Thomas
Christina Waters
Lauren C. Wehr
Karen L. Wells
Brittany N. Worthington
Saiyun Wu

Petra Xigue
Katie M. Ziehl
Emily Zimmer



GOLD MEDALS MEDALLAS DE ORO

February/Febrero 2018

Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

208 GOLD MEDALS Sales Director Silvia Sanchez	5	55 GOLD MEDALS Sales Director Cenobio Nunez Felix	6
101 GOLD MEDALS Sales Director Esther Amador	9	54 GOLD MEDALS Sales Director Anita Olivares	5
97 GOLD MEDALS Sales Director Ma Bertha Reyes-Tapia	6	51 GOLD MEDALS Sales Director Elsa Lugo	9
90 GOLD MEDALS Sales Director Beatrice Alghali	5	50 GOLD MEDALS Sales Director Gloria Bello	6
79 GOLD MEDALS Sales Director Catherine Ohanu	7	49 GOLD MEDALS Sales Director Rosemary Obeki	6
75 GOLD MEDALS Sales Director Elena Moreno	5	48 GOLD MEDALS Sales Director Alberta Vargas-Rodriguez	5
72 GOLD MEDALS Sales Director Juanita Berumen	5	46 GOLD MEDALS Sales Director Eva Berber	6
67 GOLD MEDALS Sales Director Rachel Mega	6	45 GOLD MEDALS Sales Director Laurie Plyler	6
66 GOLD MEDALS Sales Director Ana Evelyn Rivera	6	44 GOLD MEDALS Sales Director Maria Espinosa	5
63 GOLD MEDALS Sales Director Pamela Cox	6	42 GOLD MEDALS Sales Director Maria Garfias	6
61 GOLD MEDALS Sales Director Francine Reed	5		
60 GOLD MEDALS Sales Director Velia Rubio	5		

Congratulations!
¡Felicitaciones!

Gold Medals, cont.**39 GOLD MEDALS**

Sales Director
Magdalena Diaz de Leon 5

Sales Director
Reyna Lepe 5

Sales Director
Ethel Ntamsen 5

Sales Director
Maria Steinman 7

38 GOLD MEDALS

Kate Onyekere, T. Nwachukwu Unit 5

36 GOLD MEDALS

Sales Director
Stephanie Coker 6

Sales Director
Athena Frangos-Pasley 5

Sales Director
Cecilia Solorio 5

34 GOLD MEDALS

Sales Director
Toni Moore 5

33 GOLD MEDALS

Sales Director
Tekla Ann Haynes 6

32 GOLD MEDALS

Sales Director
Rosa Jimenez-Contreras 5

31 GOLD MEDALS

Sales Director
Naomi Wethje 7

29 GOLD MEDALS

Sales Director
Sherry Martin 5

Sales Director
Laura Rivera 5

27 GOLD MEDALS

Sales Director
Kali DeBlander Brigham 5

Sales Director
Maria Mayorga 6

24 GOLD MEDALS

Sales Director
Christy Cox 6

23 GOLD MEDALS

Sales Director
Stephanie Arbaugh 7

22 GOLD MEDALS

Sales Director
Maria Guerrero-Payan 7

Sales Director
Maria Hernandez 5

Sales Director
Margaret Leonelli 7

Sales Director
Susie Serio 5

21 GOLD MEDALS

Sales Director
Patience Baabel 5

Sales Director
Marisol Necocheha 7

Sales Director
Rebeca Rodriguez 8

20 GOLD MEDALS

Sales Director
Norma Tovar-Hernandez 5

19 GOLD MEDALS

Sales Director
Judy Boston 6

Sales Director
Aimee Dorsey 6

Sales Director
Carolyn G. Johnson 5

Sales Director
Rosa Vaquerano 6

18 GOLD MEDALS

Sales Director
Silvia Espino 5

Sales Director
Ofelia Martinez 5

17 GOLD MEDALS

Sales Director
Beatriz Lopez Bermajo 5

Sales Director
Maureen Shipp 5

16 GOLD MEDALS

Veola Davis, J. Curren-Cochran Unit 7

Sales Director
Cynthia Frazier 7

Sales Director
Isabel Garcia 5

Sales Director
Mariella Ramirez 5

Sales Director
Leticia Rodriguez 5

15 GOLD MEDALS

Sales Director
Maria Camacho 5

14 GOLD MEDALS

Sales Director Marisela Escamilla-Martinez 5

Sales Director
Maria Nunez 5

13 GOLD MEDALS

Sales Director
Maria Alcaine 5

12 GOLD MEDALS

Sales Director
Maricruz Flores 6

Sales Director
Luz Maria Puga 5

11 GOLD MEDALS

Sales Director
Flora Hernandez 5

Sales Director
Sarah Oliver 5

Sales Director
Maria Valdez 5

10 GOLD MEDALS

Gricelda Guerrero, M. East Unit 6

Sales Director
Stephanie Hall 5

Sales Director
Sherry Nugent 5

Sales Director
Maria Ramirez 5

9 GOLD MEDALS

Tassiyane Assis, G. Popp Unit 15

Sales Director
Kately Delgado 5

Sales Director
Lisa Fox 5

Sales Director
Rosalba Huanan 5

Sales Director
Breanna Kernan 5

Sales Director
Maria Torres 5

8 GOLD MEDALS

Sales Director
Lauren Bloomer 5

Sales Director
Laurie Cole 6

7 GOLD MEDALS

Sales Director
Ana Alba 7

Sales Director
Angela Concannon 6

Sales Director
Alma De Dios 5

Sales Director
Gale Dennison 6

Amanda Faison, D. Meixsell Unit 5

Margarita Jaimes, B. Esparza Ortiz Unit 5

Sales Director
Ruth Payton 5

Sales Director
Kellee Valerio 7

6 GOLD MEDALS

Sales Director
Bertha Guillen 5

Kimberly Micheletto-Kurtak, G. Gass Unit 10

Sales Director
Gail Nevius 5

Sales Director
Maria Regalado 10

5 GOLD MEDALS

Sales Director
Jill Browning 5

Sales Director
Ana De Haro 7

Sales Director
Jan Hubbard 5

Linda Tribble, S. Nelson Unit 5

4 GOLD MEDALS

Sales Director
Maria Ardón 5

Sara Arellano, M. Ruiz Unit 7

Sales Director
Josefina Camargo 5

Aimee Gardner, H. Nordmeyer Unit 6

Sales Director
Leslie Hinrichsen 5

Sales Director
Kelly Macias 5

Sales Director
Kathy McDonald 5

Brooke Smith, T. Ellender Unit 6

3 GOLD MEDALS

Elizabeth Babitz, K. McClure Unit 5

Sales Director
Lourdes Berber 8

Nicki Botsford, M. Sidari Unit 5

Erendira Cerda Ortiz, M. Barragan Aguilar Unit 7

Maria Jacobo, R. Lepe Unit 5

Sales Director
Elaine Jones 5

Henrietta Melton, M. Stewart Unit 5

Sales Director
Yazodin Mendez Juarez 5

Crystal Moudy, M. Spencer Estrada Unit 6

Sales Director
Anastasia Nsa 7

Sales Director
Tyra Olson 5

Sales Director
Zarahi Pioquinto 5

Sales Director
Maria Tapia 6

Maria Valadez, P. Yousef Unit 8

Olga Vaughan, E. Bodilovskaya Unit 11

Sales Director
Nicole West 6

Sales Director
Christine Zinnecker 5

2 GOLD MEDALS

Ngzoi Ajoku, G. Ebere Unit 6

Jessica Allen, L. Sigle Unit 5

Bertha Arce, I. Camargo Unit 5

Maria Bernardino Vasquez, E. Aguilar Unit 8

Lynde Blair, C. Colson-Eyre Unit 8

Consuelo Cordova, L. Escamilla Unit 12

Carolina Flores, V. Rocha Unit 5

Jacquelynn Hess, A. Jayne Unit 6

Patricia Jaramillo S., O. Morquecho Alcantar Unit 7

Andrea Leibensperger, K. Gummo Kirst Unit 5

Mayra Lopez, M. Garfias Unit 10

Sonia Martinez, M. Lara Unit 5

Luciana Mendez, R. Puga Unit 5

Stefanie Meyer, L. Fischbach Unit 7

Isabel Montesino, M. Flores Unit 5

Alejandra Morales, M. Bautista Unit 6

Sales Director
Maria Oliva 5

Anaceli Ornelas, A. Castro Magana Unit 10

Maria Penuelas, A. Mendivil Unit 5

Sales Director
Muriel Perez 5

Adaora Umeh, G. Ebere Unit 7

Jamides Zamora, M. Diaz Unit 11

Anabel Zapien, S. Estudillo Unit 7

1 GOLD MEDAL

Kayla Adair, L. Plyler Unit 6

Morgan Adair, L. Plyler Unit 5

Maria Aguilar, Y. Garcia Ramirez Unit 5

Sales Director
Jessica Anderson-Jordan 5

Natia Bailey, S. Rucker Unit 7

Aprie Brennan, E. Stugart Unit 5

Valerie Caldwell, T. Odeyale Unit 5

Julisa Carmona-Medrano, Y. Garcia Ramirez Unit 8

Laurie Collins, A. Zimmerman Unit 5

Sarah Covell, T. Bradford Unit 5

Elizabeth DeMatteo, L. Williams Thompson Unit 5

Selene Delacruz, M. James Unit 5

Anita Enoch, E. Ntamsen Unit 5

Norma Figueroa, Y. Gallo Unit 5

Gloria Gonzalez, B. Cruz Unit 6

Kelsey Helgoth, R. Johnson Unit 6

Blanca Hernandez, A. Espinoza Unit 7

Faustina Hernandez, L. Flores Unit 9

Julia Hernandez, D. Gutierrez Unit 6

Theresa Jankowski, L. Plyler Unit 6

Alma Jimenez, G. Palmerin Unit 5

Arlene Jimenez, R. Lepe Unit 6

Sales Director
Rossy Jimenez 5

Heather Limp, J. Potts Unit 5

Janet Lopez, M. Rico De Jacinto Unit 5

Pricila Martinez, J. Litherland Unit 7

Andrenette Moore, M. Campbell Unit 5

Teanna Moore, A. Cunagin Unit 5

Eduarda Murillo, A. De Haro Unit 6

Maritza Navarrete, E. Aguilar Unit 5

Abigail Nguyen, S. Pogue Unit 6

San Juanita Padilla, M. Ramirez Unit 7

Pauletta Polmounter, C. Williams Unit 8

Stacey Pons, M. Spencer Estrada Unit 6

Deana Ratcliffe, C. Doverspike Unit 6

Stephanie Redden, H. McKinney Unit 5

Maria Reyes, M. Bautista Unit 6

Lori Sharpe, J. Deardorff Unit 6

Sales Director
Sheikilya Thomas 5

Sonya Thompson, C. Doverspike Unit 5

Graciela Torres, B. De Gregoris Unit 8

Alaina Van Gelder, J. Twilley Unit 5

Carolina Vazquez, F. Alcazar-Chavez Unit 5

Christina Waters, W. Wemhoff Unit 6

Emily Zimmer, C. Griffo Unit 5

13% CLUB**CLUB DEL 13%****February/Febrero 2018**

The top 25 independent sales force members in the **Ruby** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during February./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Ruby** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en febrero.

RUBY/RUBÍ

Sales Director Sandra Estudillo \$1,951

Sales Director Kari Wagner 1,714

Sales Director Melissa Nix Henderson 1,686

Abigail A. Nguyen, S. Pogue Unit 1,558

Sales Director Reyna N. Lepe 1,451

Sales Director Laurie T. Plyler 1,398

Sales Director Jennifer L. Albertini 1,390

Sales Director Laura L. Waters 1,364

Sales Director Christy M. Cox 1,336

Sales Director Rachael M. Bullock 1,330

Sales Director Jacqueline N. Alford 1,294

Sales Director Maria Bautista 1,271

Sales Director Angeles Sosa 1,242

Sales Director Patty L. Bojan 1,241

Sales Director Heather A. Daniel-Kent 1,227

Sales Director Patti Cornell 1,214

Sales Director Heather J. McKinney 1,179

Sales Director Ryan A. Rives 1,151

Sales Director Jan Maloney 1,150

Sales Director Taryn J. Sneed 1,132

Sales Director Lori M. Langan 1,103

Sales Director Eusebia Bonilla 1,097

Sales Director Julie B. Potts 1,094

Sales Director Lauren N. Bloomer 1,090

Sales Director Teresa F. Stewart 1,085

MEET YOUR NSDS**CONOCE A TUS DNVs**

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. 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 *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “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?

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

February/Febrero 2018

The top 100 Independent Sales Directors in each Seminar area based on their February 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de febrero de 2018.

RUBY/RUBÍ

Candace Doverspike	\$83,456
Krystal D. Downey-Shada	70,608
Susan Moore	69,719
Kaela L. Steinman	66,314
Cleta Colson-Eyre	64,003
Heather A. Daniel-Kent	63,014
Patti Cornell	61,044
Paula M. Kirkpatrick	60,611
Sherri Ammons	60,461
Laura V. Middleton	59,652
Stephanie L. Coker	58,253
Thessy N. Nwachukwu	57,791
Karen E. Gardner	57,732
Lisa Hansen	57,568
Debbie A. Elbrecht	55,139
Stephanie Audino	54,506
Julie B. Potts	54,392
Stacey P. Nelson	54,264
Ginger J. Benedict	53,785
Laurie T. Plyler	53,275
Terry S. Smith	53,221
Amy C. Schule	52,648
Brenda Fenner	52,583
Laura L. Waters	52,572
Mya Hull	52,258
Megan R. Spencer Estrada	52,067
Carmen J. Felix	51,611
Christy M. Cox	51,610
Maria Bautista	50,366
Lisa D. Prescott	50,364
Ryan A. Rives	49,828
Yareli Garcia Ramirez	48,966
Diane K. Lundgren	48,536
Crystal C. Hubbard	48,534
Suzanne Moeller	48,421
Kellee L. Valerio	48,274
Jan M. Moses	47,641
Debbie A. Hocott	47,173
Vanessa R. Upkins	47,130
Mary A. Dell	46,886
Ashley Cunagin	46,855
Lauren N. Bloomer	46,392
Donna Clark-Driscoll	46,339
Jennifer Isenhardt	46,087
Barbara Pleet	45,351
Randi S. Gleason	45,027
Whitney Wemhoff	44,529
Gloria J. Popp	44,458
Kali DeBlander Brigham	43,801
Sonya F. Goins	43,448
Judie Roman	43,127
Stephanie B. Heusman	43,005
Reyna N. Lepe	42,419
Tammarie M. Bradford	42,314
Lisa V. Bauer	41,939
Becky Goshorn	41,797
Valerie A. Lucio-Polk	41,159
Eusebia Bonilla	41,066
Lisa Anne Harmon	41,003
Tracey L. Chavez	40,936
Jill E. VanderMeer	40,820
Rhonda L. Barnett	40,713
Kimberly Cavarretta	40,551
Caitlin M. Griffo	40,354
Jackie M. Craver	40,251
Nicole West	40,071
Jenna M. Larson	39,995
Barbara L. Harrison	39,932
Lori M. Langan	39,798
Patti Maxwell	39,792
Vicki O'Bannon	39,715

Elayne J. Watson	39,374
Sheryl J. Arena	39,197
Mary Beth Pfeiffer	39,032
Gloria Moreno Medrano	38,935
Dori M. Fennell	38,706
Pamela D. Cox	38,494
Sarah N. Pogue	38,376
Kari Wagner	38,265
Trudy D. Nikolas	38,197
Maureen Shipp	38,119
Jeannette Curren-Cochran	37,942
Brenda K. Howell	37,639
Marnie R. Yunger	37,548
Jeanie K. Navrkal	37,431
Heather J. McKinney	37,430
Tammy Brown	37,287
Rachael M. Bullock	36,779
Diana Gutierrez	36,597
Gale H. Dennison	36,524
Liz Whitehouse	36,503
Jordan Twilley	36,431
Natalyn R. Slaughter	36,401
Ruthie Bresette	36,372
Tammy D. Niehaus	36,284
Elizabeth A. Viola	36,259
Christy Huber	36,043
Brenda D. Elliott	36,013
Michelle L. Sidari	35,534
Taryn J. Sneed	35,442

SAPPHIRE/ZAFIRO

Keita Powell	\$87,983
Debbie A. Weld	79,828
Katherine L. Longley	73,610
Linda Meier	70,880
Vicki Piccirilli	64,851
Julie Neal	63,025
Robyn S. Cartmill	62,946
Beth T. May	61,992
Randi Stevens	60,790
Cyrelia D. Matthews	60,618
Jeanette M. Thompson	58,652
Tommi Pleasure	58,232
Moleda G. Dailey	57,853
Tracey A. Fields-Hedrick	56,710
Missy M. O'Neal	56,655
Angela P. LaFrance	54,857
Kimberly Leigh Moore	54,426
Mary Lou Ardohain	53,935
Kristen M. Christen	53,072
Julie B. Sapp	52,435
Michele M. Armes	52,093
Nedra R. White	51,814
Bridget L. Shaw	51,637
Marie E. Vlaminck	50,614
Patty Webster	50,596
Lady Ruth Brown	50,340
Shelia Berry	49,720
Kathy Lee	49,545
Carol Lee Johnson	47,686
Jessica Holzbach	47,369
Lafreda D. Williams	47,271
Patrice M. Smith	46,945
Robin S. Moody	46,699
Tracy Potter	46,559
Candy I. Brown	46,377
Kim West	46,157
Jenan W. Wood	46,087
Cynthia S. Sheppa	46,024
Candace N. Holte	45,934
Petie L. Huffman	45,542

Anita R. Rabelo	44,904
Ann W. Sherman	44,665
Stephanie L. Lenard	44,529
Lynn F. Huckels	44,137
Julie A. Griffin	43,978
Dynetta M. Minter	43,677
Rachel E. Naylor	43,115
Maria Claxton-Taylor	43,032
Faylene R. Lankford	42,805
Brooke E. Bennett-Young	42,803
Jeni Tjelle	42,793
Kaye Yuen	42,545
Linda H. Rowsey	42,376
Ruby Garner	42,240
Dolores Keller	42,165
Waverly R. Copeland	42,127
Jamie L. Lawrence	42,102
Herendira Garcia	41,914
Bonnie Crumrin	41,893
Maria Montes	41,763
Cheri L. Taylor	41,589
Diana V. Caballero	41,568
Tirza Llanes	41,407
Shanna H. Jones	41,328
Nannette G. Short	41,234
Yvonne L. Capehart	41,180
Trisha Taylor	40,929
Monica Garcia	40,642
Tracy Foltz	40,515
Krystal K. Hunsucker	40,306
Kristi M. Anderson	40,063
Casie Hembree	39,946
Linné Lane	39,097
Jordan Eicher	38,708
Sarah L. Neal	38,700
Elsie Jackson	38,385
Penny J. Jackson	38,173
Michele Cobin	37,963
Sandy K. Gant	37,923
Chelsea C. Altman	37,692
JoAnna P. Shipe	37,560
Joni D. Koontz	37,386
Rachel E. Everhart	37,379
Laurieann Barclay	37,299
Nancy W. Pettaway	37,282
Kathleen Kirkwood	37,228
Epsie J. Elmer	37,183
Fraida M. Klein	37,063
Cheryl Bower	36,865
Melva M. Slythe	36,618
Lynn C. Purser	36,540
Amy C. Hayes	36,249
Hilda Marrufo	36,159
Judith E. Cotton	36,032
Jeannie S. Meyer	36,026
Rheanonda R. Johnson Gray	35,934
Debra J. Witmer	35,908
Gloria J. Johnson	35,808
Cynthia M. Cummings Jones	35,751
Mary K. White	35,745

EMERALD/ESMERALDA

Ebun Osaze	\$85,076
Stacey Craft	84,338
Melinda M. Balling	80,844
Hollie R. Sherrick	71,384
Breanne Sufrin	69,796
Kim I. Sabourin	69,761
Keiko M. Nakao	66,189
Stacy D. Foust	65,718
Sheri Farrar-Meyer	65,396
Mary Strauss	65,343

Nancy Boucher	64,258
Nicole L. McDaniel	62,232
Amber L. Towne-Geehan	61,619
Michelle L. Calbert	60,781
Michele S. Rankin	57,760
Cindy Anderson	56,882
Deanna L. Spillman	55,026
Brendaliz Cajigas	54,937
Katy Goldstein	54,521
Tina M. Dees	53,715
Rachelle Holloway	53,624
Brenda Stafford	53,216
Ashley N. Clinesmith	52,830
Christine D. Barrueco	52,310
Shauna L. Abbotts	52,178
Jill Beckstedt	50,491
Bridgett L. Moore	50,252
Krista A. Johnson	49,827
Karen E. Ridle	49,521
Brenda L. Wilbur	49,256
Janice B. Hull	49,065
Olayinka K. Adegbayi	48,953
Laura M. Gomez	48,527
Jo M. Cotton	48,392
Paula Tyree Bowman	47,577
Heather D. Hulsey	47,379
Chris H. Teague	47,279
Kijuana R. McKinnie	46,707
Cheryl T. Anderson	46,673
Cynthia Pack	46,664
Phyllis I. Pinsker	46,324
Tracy A. Clymer	46,231
Menina M. Givens	45,046
Alison Jurek	44,837
Tandy Fischer	44,603
Jennifer A. Enloe	44,264
Nikki H. Edgemon	43,939
Carolyn Thompson	43,623
Kelly A. Fuller	43,390
Lesla R. Franken	42,793
Jennifer L. Bessecker	42,745
Jeri-Lynn Arocho	42,422
Dawn Wilson	42,139
Doreen Stevens	42,091
Teresa Bolden	41,758
Allyson L. Jankowski	41,727
Debra Allison	41,277
LaKeshia M. Chisholm	41,241
Audrey J. Doller	41,220
Richelle V. Barnes	41,084
Maylin S. Garcia Ventura	40,696
Carrie Bloink	40,498
Betty McKendry	40,377
Regina M. Clark	39,610
Melissa M. Wilson	39,577
Kathleen L. Holmberg-Botelho	39,272
Liz Voran	39,084
Ann Shears	38,789
Michelle M. Dominiak	38,691
Terrah Cromer	38,585
Dawn M. Starr	38,537
Maggie Rader	38,238
Joslyn Eaton	38,152
Debbie A. Thomas	37,999
Vickie D. Swinger	37,807
Nancy A. Berlin	37,712
Angel Guerra	37,554
Jessica Mendoza	37,548
Anna M. Rowe	37,172
Yucdelin Gonzalez	37,143
Amy L. Myers	36,884
Tammy Steele	36,722
William Y. Bruzon	36,585

Leanne Parrino-Pheasant	36,560
Mara C. Lane	36,072
Margaret Neill	36,060
Becky Niemeier	35,887
Amy M. Alber	35,721
Kenna L. Ervin	35,700
Mary C. Zimmerman	35,686
Harriett Sharpe	35,649
Lucia Fernandez	35,635
Sheila J. McCune	35,425
Michelle R. Parks LaBrake	35,347
Ginger D. Rockett	35,168
Tammy West-Murrian	35,139
Jeri O'Dell	35,065
Michelle Lyle	34,957
Delores E. Black	34,919
Leah L. Bilancione	34,915

DIAMOND/DIAMANTE

Laura Knight	\$87,591
Suzanne T. Young	87,152
Cindy Machado-Flippen	83,177
Mary Kathryn King	76,731
Amy Kemp	74,091
Paula Kelsch	73,455
Maggie J. Eckert	70,693
Sara R. Pennella	68,841
Deborah Dudas	67,707
Katherine M. Ward	67,142
Celeste Byrd	64,438
Donna K. Smith	63,500
Christi G. Campbell	62,617
Susan M. McCoy	62,204
Priscilla McPheeters	62,137
Crystal D. Gardner	61,880
Gerri Anne Morris	60,671
Titilayo F. Otusajo	59,203
Nancy F. Castro	58,010
Kim A. Messmer	57,673
Sylvia L. Martinez	56,806
Kathy R. Bullard	56,649
Holly A. Brown	56,441
Terri J. Beckstead	56,238
Susie Kopacz	53,183
Mariann Biase Mason	52,761
LaChelle M. Seleski	52,035
Marsha Morrisette	51,644
Tanya L. Satcher	51,226
Linda T. Cartiglia	51,163
Sherrie C. Purvis	50,762
Julia R. Orser	50,429
Veronica J. Hyba	50,405
Latrice Mahalitc	49,668
Lindsey D. Christenson	49,517
Dana Davis-Armstead	48,966
Joan M. Farrell	48,804
Maranda M. Rains	48,782
Karime Rosas	48,659
Nicki R. Hill	48,648

Kelly Willer-Johnson	48,334
Allison Piro	47,973
Anne Geertsen	47,213
Tawnya Krempges	47,212
Deborah S. Bailye	47,158
Blythe J. Egbert	46,985
Ashley S. Orr	46,823
Patricia Carr	46,581
Shelly Palen	46,545
Yuvis R. Alvarado	46,155
Sandy Griffith	45,536
Alicia Borkowska	45,326
Kay Dickerson	45,310
Alicia Kingrey-Lokai	45,060
Sandy Lasso	44,755
Stephanie A. Richter	44,740
Carol Fehr	44,261
Christina L. Frantz	43,725
Kelly K. Johnsrud	43,683
Angela J. Fry	43,590
Mileta K. Kinser	43,129
Rebekah Hirnisen	42,894
Terri Lewis	42,811
April C. Hutchinson	42,750
Cheryl A. Read	42,686
Rita M. Krause	42,124
Connie L. Russo	42,005
Marty T. Wynn	42,003
Taylor A. McKnight	41,810
Kathy I. Rosetti	41,810
Katsiaryna Pratasenia	41,477
Jenny Siemonsma	41,415
Paula Grabau-Friedt	40,854
Christine Wittmann	40,751
Megan N. Wilkes	40,651
Teresa A. Lischwe	40,619
Mary P. Creech	40,617
Joy H. Rentz	40,414
Dolly A. Metzger-Stearns	39,912
Billie Gillespie	39,890
Kristen C. Spiker	39,862
Neressa Orr	39,533
Lisa A. Raupp	39,496
Julie Schlundt	39,421
Melissa Mays	39,219
Pat A. Nuzzi	38,807
Wendy Hayum-Gross	38,590
Gena Prince	38,300
Bisola Gbadamosi	38,178
Funmi E. Otusajo	38,155
Pat Joos	38,152
Julie Danskin	38,105
Jessye R. Nichols	38,070
Karen M. Bonura	37,999
Alanna Dotson	37,958
Jennifer Messoro	37,839
Faith A. Gladding	37,242
Cheryl A. Searcy	37,197
Sheryl Peterson	37,062
Shannon M. Duguay	37,057

NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

February/Febrero 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2018. 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 del Seminario en febrero de 2018. 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.

RUBY/RUBÍ

Candace Doverspike	\$12,130
Laurie T. Plyler	10,544
Susan Moore	10,062
Kaela L. Steinman	9,879
Reyna N. Lepe	9,844
Patti Cornell	9,835
Heather A. Daniel-Kent	9,770
Paula M. Kirkpatrick	9,476
Krystal D. Downey-Shada	9,371
Diana Gutierrez	9,102
Julie B. Potts	8,893
Cleta Colson-Eyre	8,632
Donna Clark-Driscoll	8,608
Maria Bautista	8,586
Laura L. Waters	8,583
Ginger J. Benedict	8,475
Carmen J. Felix	8,431
Debbie A. Elbrecht	8,396
Sherri Ammons	8,395
Karen E. Gardner	8,292
Thessy N. Nwachukwu	8,229
Stephanie B. Heusman	8,189
Angeles Sosa	8,187
Rachael M. Bullock	8,158
Kellee L. Valerio	7,990
Christy M. Cox	7,852
Stephanie L. Coker	7,849
Terry S. Smith	7,773
Jacqueline N. Alford	7,699
Laura V. Middleton	7,676
Ryan A. Rives	7,606
Jeanie K. Navrkal	7,503
Mya Hull	7,484
Tamarie M. Bradford	7,477
Reina Murcia	7,450
Lauren N. Bloomer	7,417
Suzanne Moeller	7,411
Lisa Hansen	7,404
Patty L. Bojan	7,404
Debbie A. Hocott	7,391
Sandra Estudillo	7,310
Stephanie Audino	7,293
Barbara Pleet	7,250
Yareli Garcia Ramirez	7,157
Marye Durrer	7,131
Melissa Nix Henderson	7,035
Kari Wagner	7,030
Kali DeBlander Brigham	6,981
Diane K. Lundgren	6,939
Crystal C. Hubbard	6,908
Jenn Kirkham	6,885
Amy Stokes	6,883
Mary A. Dell	6,877
Stacey P. Nelson	6,838
Megan R. Spencer Estrada	6,806
Lisa D. Prescott	6,786
Randi S. Gleason	6,768
Jordan Twiley	6,742
Ashley Cunagin	6,724
Brenda Fenner	6,670
Amy C. Schule	6,606
Mary Beth Pfeifer	6,563
Lori M. Langan	6,533
Eusebia Bonilla	6,499
Amy Kitrell	6,430
Vanessa R. Upkins	6,401
Judie Roman	6,344
Heather J. McKinney	6,339
Susie J. Serio	6,299

Margarita Velez	6,274
Lisa V. Bauer	6,255
Tracey L. Chavez	6,243
Jackie M. Craver	6,188
Roxy H. Coursey	6,181
Kimberly Cavarretta	6,169
Elayne J. Watson	6,094
Jeanette Curren-Cochran	6,032
Jill E. VanderMeer	6,014
Pamela D. Cox	6,004
Liz Whitehouse	6,004
Jennifer L. Albertini	5,983
Whitney Wemhoff	5,976
Patti Maxwell	5,966
Sonya F. Goins	5,959
Brenda K. Howell	5,957
Irlene Zapalac	5,939
Jennifer Isenhardt	5,902
Caitlin M. Griffo	5,899
Taryn J. Sneed	5,876
Barbara L. Harrison	5,856
Gloria Moreno Medrano	5,829
Lisa Anne Harmon	5,798
Jan M. Moses	5,743
Nicole West	5,738
Karen Paluga-Larson	5,726
Stephanie C. Arbaugh	5,676
Becky Goshorn	5,669
Maricruz Flores	5,653
Elizabeth A. Kramer	5,614
Valerie A. Lucio-Polk	5,591

SAPPHIRE/ZAFIGO

Linda Meier	\$12,150
Keita Powell	11,325
Debbie A. Weld	10,929
Cyrella D. Matthews	10,388
Bridget L. Shaw	10,306
Julie Neal	10,088
Angela P. LaFrance	9,983
Lafreda D. Williams	9,758
Lynn C. Purser	9,721
Katherine L. Longley	9,629
Tracey A. Fields-Hedrick	9,590
Julie B. Sapp	9,495
Jeanette M. Thompson	9,445
Vicki Piccirilli	9,410
Patrice M. Smith	9,381
Marni M. Hendricks	9,297
Trisha Taylor	9,140
Tommi Pleasure	8,821
Michele M. Armes	8,534
Robyn S. Cartmill	8,532
Beth T. May	8,524
Mary Lou Ardohain	8,495
Candy I. Brown	8,444
Cynthia M. Cummings Jones	8,371
Waverly R. Copeland	8,369
Kimberly Leigh Moore	8,263
Maria Claxton-Taylor	8,260
Brooke E. Bennett-Young	8,110
Stephanie L. Lenard	8,049
Lady Ruth Brown	8,025
Laurieann Barclay	7,798
Debra J. Witmer	7,740
Randi Stevens	7,715
Linné Lane	7,657
Kristen M. Christen	7,561
Maria Montes	7,530
Jennifer J. McNulty	7,454

Moleda G. Dailey	7,454
Sandra G. Kirchhoff	7,428
Marie E. Vlamincik	7,416
Missy M. O'Neal	7,395
Tracy Potter	7,371
Nedra R. White	7,269
Michele Semper	7,242
Julie A. Griffin	7,152
Robin S. Moody	7,148
Sarah L. Neal	7,114
Pam Garner Moore	7,059
Tirza Llanes	7,006
Amy C. Hayes	6,995
Lynn F. Huckels	6,969
Carole Gantt	6,935
Petie L. Huffman	6,907
Carol Lee Johnson	6,866
Natalie Reed	6,840
Yvonne L. Capehart	6,832
Kimberly M. Perkins	6,820
Dolores Keller	6,810
Anita R. Rabelo	6,801
Faylene R. Lankford	6,791
Jordan Eicher	6,737
Patty Webster	6,656
Gloria J. Johnson	6,654
Jeni Tjelle	6,644
JoAnna P. Shipe	6,565
Kathy Lee	6,559
Jessica Holzbach	6,525
Cynthia S. Sheppa	6,523
Belle L. Martin	6,497
Ruby Garner	6,471
Cheri L. Taylor	6,393
Pamela Brigante	6,352
Heather L. Bohlinger	6,343
Lynn Baer Roberts	6,340
Rachel E. Naylor	6,333
Amy R. Sigler	6,305
Casie Hembree	6,292
Dynetta M. Minter	6,261
Tess D. Caldwell	6,225
Jamie L. Lawrence	6,179
Mariaelena Boquin	6,162
Shanna H. Jones	6,160
Kathleen Kirkwood	6,156
Tina L. Hackett	6,141
Joli A. Dockery	6,140
Cheryl Bower	6,110
Melva M. Slythe	6,105
Miranda Kantor	6,104
Flor D. Maldonado	6,066
Elizabeth A. Prauner	6,043
Kelly I. Brock	6,034
Jeannie S. Meyer	6,026
Zenaida Garcia	6,020
Fraida M. Klein	6,013
Kim B. Roberts	6,012
Shelia Berry	5,951
Sylvia Boggs	5,939
Evelyn Pirhalla	5,894
Leslie A. Hall	5,868
Nannette G. Short	5,860

EMERALD/ESMERALDA

Ebun Osaze	\$12,311
Stacey Craft	11,547
Melinda M. Balling	11,453
Sheri Farrar-Meyer	10,214
Breanne Sufrin	10,080
Katy Goldstein	10,049
Kim I. Sabourin	9,480
Michelle L. Calbert	9,279
Michele S. Rankin	9,089

Amber L. Towne-Geehan	8,940
Kary Strauss	8,904
Deanna L. Spillman	8,768
Brenda L. Wilbur	8,707
Nicole L. McDaniel	8,662
Janice B. Hull	8,648
Jessica Mendoza	8,575
Cindy Anderson	8,527
Ashley N. Clinesmith	8,513
Krista A. Johnson	8,499
Shauna L. Abbotts	8,339
Christine D. Barrueco	8,300
Lessa R. Franken	8,252
Hollie R. Sherrick	8,239
Brendaliz Cajigas	8,210
Brenda Stafford	8,148
Shelley Money-Eldridge	8,096
Mariana Moreno	8,057
Olayinka K. Adegbayi	8,000
Maylin S. Garcia Ventura	7,957
Stacy D. Foust	7,905
Keiko M. Nakao	7,905
Karen E. Ridle	7,888
Jill Beckstedt	7,797
Yassmin Alvarado	7,736
Nancy Boucher	7,472
Bridgett L. Moore	7,470
Jennifer L. Besecker	7,371
Delmy A. Torrejon	7,354
Audrey J. Doller	7,291
Teresa Bolden	7,222
Rachelle Holloway	7,081
Nikki H. Edgemon	7,041
Carolyn Thompson	7,037
Terrah Cromer	7,032
Rosmary A. Morel	7,005
Tandy Fischer	6,981
Yudith Pupo	6,921
Tracy A. Clymer	6,880
Chris H. Teague	6,866
Laura M. Gomez	6,860
Liz Voran	6,759
Sally Moreno	6,732
Kelly A. Fuller	6,712
Tina M. Dees	6,701
Menina M. Givens	6,603
Heather D. Hulsey	6,593
Eva M. Hall	6,557
Jennifer A. Enloe	6,551
Cynthia Pack	6,547
Luisa Urena Mora	6,539
Phyllis I. Pinsky	6,533
Allyson L. Jankowski	6,502
Kijuana R. McKinnie	6,500
Jo M. Cotton	6,481
Paula Tyree Bowman	6,449
Linda J. Wicks	6,429
Yucdelin Gonzalez	6,413
Leanne Parrino-Pheasant	6,396
Cheryl T. Anderson	6,356
Michelle R. Parks LaBrake	6,355
Antonia Miranda	6,334
Maritza Lanuza	6,275
Jeri-Lynn Arocho	6,264
Shawna D. Schneider	6,237
Alison Jurek	6,236
Richelle V. Barnes	6,193
Diane M. Detesco	6,184
Melissa M. Wilson	6,076
Kimbi L. Bartik	6,058

Amy L. Fields	6,058
Dawn M. Starr	6,052
Amy M. Alber	5,939
Sheila J. McCune	5,928
Ann Shears	5,908
Linda S. Chasten	5,890
Gerri L. Gurreri	5,881
Carrie Bloink	5,868
Emily Stone	5,865
Regina M. Clark	5,850
Betty McKendry	5,811
LaKeshia M. Chisholm	5,801
Debbie A. Thomas	5,775
Mary C. Zimmerman	5,728
Nancy O'Hara	5,665
Michelle M. Dominiak	5,664
Debra Allison	5,654
Ginger D. Rockett	5,642
Kathleen L. Holmberg-Botelho	5,637
Martha L. Garay	5,624
Angel Guerra	5,595

DIAMOND/DIAMANTE

Celeste Byrd	\$12,644
Suzanne T. Young	11,718
Paula Kelsch	11,633
Cindy Machado-Flippen	11,494
Amy Kemp	11,422
Titilayo F. Otusajo	11,348
Laura E. Knight	11,295
Mary Kathryn King	10,794
Karime Rosas	10,546
Deborah Dudas	10,384
Sara R. Pennella	9,764
Terri J. Beckstead	9,622
Blythe J. Egbert	9,581
Katherine M. Ward	9,379
Nancy F. Castro	9,233
Susan M. McCoy	8,999
Veronica J. Hyba	8,990
Sherrie C. Purvis	8,875
Priscilla McPheeters	8,689
Christi G. Campbell	8,622
Nicki R. Hill	8,608
Kathy R. Bullard	8,498
LaChelle M. Seleski	8,412
Crystal D. Gardner	8,378
Kay Dickerson	8,368
Maranda M. Rains	8,327
Delmi C. Santos	8,321
Joan M. Farrell	8,241
Dana Davis-Armstead	8,176
Maggie J. Eckert	8,164
Sylvia L. Martinez	8,085
Gerri Anne Morris	8,063
Sandy Griffith	8,037
Yuvris R. Alvarado	8,026
Lindsey D. Christenson	7,992
Kim A. Messmer	7,973
Holly A. Brown	7,950
Lisa Rada	7,904

Donna K. Smith	7,897
Tanya L. Satcher	7,844
Deborah S. Bailye	7,801
Stephanie A. Richter	7,788
Bisola Gbadamosi	7,705
Shelly Palen	7,674
Taylor A. McKnight	7,639
Martha Kay Raile	7,588
Susie Kopacz	7,585
Sheryl Peterson	7,573
Marsha Morrisette	7,564
Connie L. Russo	7,530
Anne Geertsens	7,426
Kathleen Koclanes	7,360
Christina L. Frantz	7,243
Shannon M. Duguay	7,241
Tawnya Krempges	7,236
Vicki Powell	7,234
Audrey K. MacDowall	7,231
Katsiaryna Pratasenia	7,169
Mileta K. Kinser	7,133
Terri Lewis	7,119
Melissa Mays	7,100
Alicia Kingrey-Lokai	7,079
Funmi E. Otusajo	7,074
Paula Grabau-Friedt	6,981
Claudia Chavez	6,942
Lucrecia Aguirre	6,917
Kelly Willer-Johnson	6,907
Amy Hanifl	6,897
Faith A. Gladding	6,883
Lisa A. Raupp	6,850
Cheryl A. Riead	6,816
Megan N. Wilkes	6,804
Deanna L. Manning	6,790
Julie Danskin	6,786
Christine Wittmann	6,774
Ellyn Johnson	6,763
Latrice Mahalitic	6,760
Nancy P. Dove	6,712
Patricia Carr	6,663
Julia R. Orser	6,593
Christy Bigham	6,556
Sandy Lasso	6,528
Mariann Biase Mason	6,521
April C. Hutchinson	6,509
Jamie V. Taylor	6,425
Linda T. Cartiglia	6,402
Joy H. Rentz	6,362
Cheryl A. Searcy	6,308
Ashley S. Orr	6,257
Rebekah Hirneisen	6,253
Luz M. Flores	6,236
Angela J. Fry	6,185
Karen M. Bonura	6,173
Barbara E. Roehrig	6,168
Rita M. Krause	6,145
Gena Prince	6,127
Nadine Bowers	6,023
Rhonda Kambeitz	5,983
Heather M. Julson	5,955
Carol Fehr	5,941

WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTES A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay



Go-Give® Award



Mary Kay Ash said, “The *Go-Give® Award* is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future.” These June award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



RUBY

Tonya Blackburn

Independent Sales Director

Began Mary Kay Business
May 1990

Sales Director Debut February 1992

National Sales Director
Jan Thetford

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

Personal Lives in Lubbock, Texas.
Husband, Rod; son, Shawn

“I am motivated to help others because I believe, as Mary Kay Ash did, that every woman comes into this Company as a tight rosebud, but with love and support she will blossom into a gorgeous, beautiful rose.”

Independent Beauty Consultant Virginia Florez of Lubbock, Texas, says, “Tonya welcomes and mentors all adoptees like her own and has done so much for me and my team. When I attend her meetings I leave with so much knowledge and enthusiasm.”



SAPPHIRE

Megan Arapkiles

Independent Senior Sales Director

Began Mary Kay Business
March 1993

Sales Director Debut June 1995

Offspring one first-line

National Sales Director
SuzAnne Brothers

Honors Circle of Honor; five-times Sales Director Queen's Court of Personal Sales; 11-times Circle of Achievement; Double Star Achievement

Personal Lives in Westminster, Colo. Husband, Strat; son, Nick; daughter, Ali

“I am motivated to help others because I love seeing the joy and excitement when women have success. Watching a woman develop in greater self-esteem and confidence is priceless!”

Independent Senior National Sales Director SuzAnne Brothers says, “Megan is quick to remember people and any special circumstances they may be experiencing in life. Her spirit of gratitude is always present, inspiring us all in how to be better people and leaders.”



EMERALD

DeeDee Arcuri

Independent Sales Director

Began Mary Kay Business
June 1996

Sales Director Debut August 2001

National Sales Director
Go-Give Area

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

Personal Lives in San Antonio.
Husband, Tony; son, Jake; daughter, Alex; one grandson

“I am motivated to help others because I desire to help women feel loved and powerful and to believe they can succeed in having the life they dream of.”

Independent Beauty Consultant Lydia Garza of San Antonio says, “DeeDee is a great educator and if not for her motivation and the love she has for this business, I probably would not have experienced the great things my business has provided for me and my family.”



DIAMOND

Esme Frangiosa

Independent Sales Director

Began Mary Kay Business
October 1979

Sales Director Debut May 1983

National Sales Director
Go-Give Area

Honors Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; eight-times Circle of Achievement

Personal Lives in Chadds Ford, Pa.
Husband, Michael; son, Christopher

“I am motivated to help others because of the friendships and support of my amazing Mary Kay mentors. How fortunate we are to work together with women who become lifelong friends.”

Independent Senior Sales Director Marian Saylor of Dunwoody, Ga., says, “As a leader in her community and as an ambassador for *The Mary Kay Foundation*SM, Esme always shines a light on Mary Kay Ash's work benefiting the health and well-being of women.”

Beautiful Skin **FOR ALL**

Every woman deserves to be comfortable in her own skin. When you find new faces and introduce them to *Mary Kay*® skin care, you empower others to feel confident, connected and beautiful. Every regimen delivers on the highest standards of quality and innovation.



TIMEWISE® MIRACLE SET 3D™, \$110

Suits your broadest range of customers – those who are experiencing early-to-moderate signs of aging.

Price is suggested retail.

YOUR CUSTOMER:

- Loves the current *TimeWise*® *Miracle Set*®.
- Wants to be proactive and maintain her youthful appearance by defending against the environmental and lifestyle factors that can lead to visible signs of premature skin aging.
- Notices early signs of skin aging and wants a simple three-step routine to help delay the visible progression and look younger longer.
- Experiences early-to-moderate signs of skin aging and wants to feel confident that investing time in caring for her skin will deliver visible improvement of multiple attributes of younger-looking skin in as soon as four weeks.
- Feels that most age-defying skin care is too harsh. *TimeWise*® *Miracle Set 3D*™ was tested on and shown to be suitable for those with sensitive skin.
- Hasn't shown interest in skin care before.
- Has rosacea and wants age-defying benefits suitable for her skin.

↗ **NEW FACES** *take you* **PLACES** ↘

TAKE THE CHALLENGE!

JULY 1, 2017 – JUNE 30, 2018

MAY 1 – 31: BELIEVE CHARM

YOU EARN: Each month, an exclusive designer charm bracelet featuring a new power word.

WHEN YOU: Place a cumulative \$600+ wholesale Section 1 order in a month. Complete details on *Mary Kay InTouch*®.





***Script idea!** Phone call, text or email. Start with, "Hi, [name]! It's [name], your Mary Kay Independent Beauty Consultant. I was just wondering ... Do you believe in miracles? Well, I do, and one is finally here: Mary Kay's new TimeWise® Miracle Set 3D™. It uses the latest skin science to help you look younger longer. I'm SO excited to share it with you. Are you available on [Day] at [Time]? I'd love for you to be one of the first to try this skin care miracle!"*



TIMEWISE REPAIR® VOLU-FIRM® SET, \$205

For your customers with advanced signs of aging.

BOTANICAL EFFECTS® SKIN CARE, \$58

Perfect for your customers who are new to skin care and are not yet concerned about the signs of aging.



CLEAR PROOF® ACNE SYSTEM, \$45

A clear choice for those with acne-prone skin.



It's **wedding season!** Reach out to **brides-to-be** and help them **look their very best** with the **perfect skin care regimen!**



FATHER'S DAY IS JUNE 17!

MKMen® Skin Care Regimen, \$80 – Makes a great gift!

Set includes **MKMen®**:

- Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*
- Daily Facial Wash
- Shave Foam
- Advanced Eye Cream

*Over-the-counter drug product
Brush not included

All prices are suggested retail.

That's What SHE SAID.



Straight talk on the new *TimeWise® Miracle Set 3D™* from four TOP Mary Kay Independent Sales Directors!



DELLA GODFREY **INDEPENDENT SENIOR SALES DIRECTOR,**
DENHAM SPRINGS, LA.

INITIAL REACTIONS: I was surprised to learn it's been nearly 18 years since the current *TimeWise® Miracle Set®* launched. I'm excited to share the **science** and **enhanced formulations**

behind *TimeWise® Miracle Set 3D™*. Tests show **more benefits and healthier-looking skin in less time**, and the **Eye Cream** is the icing on the cake!

POTENTIAL BUSINESS IMPACT: Almost 18 years ago, I took the then newly launched *TimeWise® Miracle Set®* to the hospital when I had my daughter, Stephanie. Now, Stephanie will soon sign her Independent Beauty Consultant Agreement. She can be confident knowing she is offering the **latest, most advanced Mary Kay® products** to her customers. My youngest daughter, Isabella, 11, is next!

HOW SHE WILL SELL: I will **try it** first to experience the differences and use the **education and videos** available to build my knowledge and confidence in selling. Next, I'll **go out and find faces** – via referrals at parties, asking my existing customers and their friends to give me their opinions, sharing my new faces goal with others and building new relationships.

"We asked a group of **Independent Sales Directors** to try the **new TimeWise® Miracle Set 3D™** along with the original *TimeWise® Miracle Set®* and share their preferences. The results were outstanding! **75 percent significantly preferred the new regimen.** For standard testing purposes, the significant preference of a new product over a well-loved product **occurs less than 2 percent of the time!**"

— DR. LUCY GILDEA, MARY KAY CHIEF SCIENTIFIC OFFICER





LESLIE MCKINNEY-SMITH
INDEPENDENT SENIOR SALES
DIRECTOR, DACULA, GA.

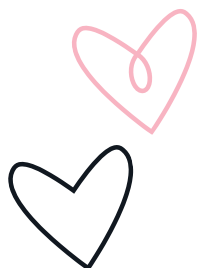
HOW SHE WILL SELL: I'll ask my **top 50 customers for their feedback.** I'll slot them into one of seven skin care classes I'll hold over a 10-day period. I'll also give them

an **incentive to purchase the set** and invite one or two of my unit members to each class. Doing so helps me give my customers Golden Rule service and allows me to coach my team.

For my other customers as well as new faces, I'll create Mary Kay "swag bags"—6-x 9-inch organza drawstring bags (I like pink ones. I purchase 100 at a time online) and fill with two *TimeWise® Miracle Set 3D™* samples, three lip color samples and two fragrance samples.

I'll include a thank-you note, my *Mary Kay®* business card and individually wrapped candy. I'll call my customers and ask if they have **15 minutes for me to drop off a bag and share exciting details on the new skin care.** (I want face-to-face time, so I don't leave it at the doorstep.)

I actually prefer to share at her workplace because she may have interested co-workers who are without a Mary Kay Independent Beauty Consultant. If so, I'll bring bags for them. My **customer typically introduces me to her friends**, who become my potential customers. I get their names and numbers and follow up to schedule a party or facial. It's a great way to warm-chat, build relationships and find new faces.



BRENDA STAFFORD INDEPENDENT
SENIOR SALES DIRECTOR, MOUNT
VERNON, OHIO

INITIAL REACTIONS: This new launch helps us **stay competitive** and offer the most advanced skin care. **The Company invested its resources and years of research** to develop the

most advanced, highest-quality products. I think my customers will love it because it's simple and offers optimal benefits. And I like the packaging – it's simple and classic.

POTENTIAL BUSINESS IMPACT: I believe most women can **benefit from using an eye cream, and this set includes one**, which makes it even more of a value. Change can be emotional, and I want to be **proactive and transparent** with my current skin care customers who already love Mary Kay. As a 30-year veteran, I know change is positive. I'll share that this formula is advanced with improved ingredients and that I'm **positive they'll love it even more.**

HOW SHE WILL SELL: I have roughly 300 customers. I want to have **face-to-face time with my current *TimeWise® Miracle Set®* and *Botanical Effects®* customers** who can benefit from this new regimen. I love that I can provide personal service and advise them on what's right for their skin.



BRANDY RICHWINE INDEPENDENT
FUTURE EXECUTIVE SENIOR SALES
DIRECTOR, LEE'S SUMMIT, MO.

INITIAL REACTIONS: Timing is great! This can help us capture the **No. 1 spot in combined skin care and color cosmetics** in the U.S. It can help re-energize our Mary Kay businesses and gives us an exciting reason to find new faces.

HOW SHE WILL SELL: To build excitement, I'll invite my existing customers to a fun event so they can try it and give their opinions. This gives us a great reason to reach out to new and existing customers with the most advanced skin care around. ♥

Selling TOOLS

Look for the [*TimeWise® Miracle Set 3D™*](#) page on *Mary Kay InTouch®* for these new or updated resources to help you build your confidence and sell, sell, sell!

New!



MKECARD®



TIMEWISE® MIRACLE
SET 3D™ FLIER



SPECIAL EDITION OF
THE LOOK.



POSTCARD

Updated!



SKIN CARE PARTY
HOW-TO VIDEO



MARYKAYDIGITAL
FLIP CHART™



SOCIAL POSTS



FLIP CHART



PARTY CENTRAL



SKIN CARE PARTY
PLACE MAT



SKIN CARE
CONFIDENT



STARTER KIT



CUSTOMER
PROFILES



HOSTESS
BROCHURE



BEAUTYBOOK



MARYKAY® PERSONAL
WEB SITE

Brush With SUCCESS



Mary Kay® Essential Brush Collection brushes are now available to purchase separately.

DID YOU KNOW that how you apply makeup is just as important as the products you choose? These feather-soft, synthetic bristles master the perfectly imperfect texture of natural fibers, creating the best of both worlds. Their fabulous flexibility allows them to hug every contour and blend beautifully.

*Your customers can now purchase these brushes individually, but can **save \$11** when they purchase the Collection.*



MARY KAY® ALL-OVER POWDER BRUSH, \$16

Plush, full, domed bristles are designed to help pick up and evenly distribute just the right amount of face powder or bronzing powder.



MARY KAY® CHEEK BRUSH, \$14

This multitasker features a 3-in-1 shape designed to help you enhance, sculpt and highlight your cheekbones without leaving harsh lines behind.



MARY KAY® ALL-OVER EYE SHADOW BRUSH, \$12

A medium-sized tapered shape helps this brush fit naturally into the eyelid's delicate contours. Flexible bristles make quick work of blending to help diffuse edges.



MARY KAY® EYE CREASE BRUSH, \$12

Flexible, with an angled tip, this brush is designed to fit within the contours and crease of the eyelid to add professional dimension to your eye look.



MARY KAY® EYE SMUDGER BRUSH, \$12

A dense, tapered tip is designed to help you create detailed accents. It allows you to smudge at the lashline to achieve a covetable smoky look, and it helps add detail in hard-to-reach places.

\$10



GREAT ADD-ON!
MARY KAY® BRUSH CLEANER



PINK CHANGING LIVES®
MARY KAY



\$18

MARY KAY® GEL SEMI-MATTE LIPSTICK IN POWERFUL PINK

In the United States, from April 26 to Aug. 15, 2018, **\$1 will be donated** by Mary Kay Inc. from each [sale](#) of the **Mary Kay® Gel Semi-Matte Lipstick in Powerful Pink**. In the United States, Mary Kay is committed to ending domestic violence through the efforts of *The Mary Kay Foundation*™ to provide lifesaving resources to survivors of abuse.

All prices are suggested retail.



See it. Live it. SHARE IT.



MARY KAY SEMINAR 2018

REGISTER TODAY! CHECK EVENTS ON MARY KAY INTOUCH®.

Kay Bailey Hutchison Convention Center Dallas

Ruby: July 20 – 23

Sapphire: July 24 – 27

Emerald: July 28 – 31

Diamond: Aug. 1 – 4



REGISTRATION: \$225

WHAT YOU GET:

- Be first to see and try new products and digital tools.
- Free products! \$140 retail credit* toward your first order. Plus, a surprise giveaway especially for you!
- Live entertainment.
- Access to corporate staff. Ask questions one-on-one.
- Try all the new business tools available through *MKConnections*®.
- Fun, friendships, education and recognition like no other.
- A lifetime of memories!

*Register for Seminar 2018 without canceling, and receive a **\$70 wholesale/\$140 retail credit** toward your first Section 1 product order placed from July 26 to Aug. 31, 2018.

NEW FACES TAKE YOU PLACES SEMINAR CONSISTENCY CHALLENGE

March 1 – June 30, 2018

Earn this beautiful bracelet featuring the power word **SISTERS!** Get details on *Mary Kay InTouch*® under Contests/Promotions.



30 Days: READY. SET. ACTION!

Here's a fun chart to help you take **ACTION** this month and finish the Seminar year on top! Choose an activity or inspiration each day. You can do it!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
 3 <i>"Stop Yourself From Stopping Yourself!"</i>	4 Be well connected! Attend your weekly unit meeting.	5 Ask 2 friends to ask 5 friends over for a Mary Kay® skin care party.	6 Get outside! Warm-chatter 10 women, book 5.	7 Grab 6 girlfriends for an impromptu Pamper party.	1 Real men love Mary Kay! Share MKMen® products with 10 guys.	2 Give facials to 10 women using new TimeWise® Miracle Set 3D™ .
10 Take the Skin Care Confident or Color Confident course on Mary Kay InTouch®.	11 Check on 10 customers who haven't purchased in 3 months.	12 Sell 5 Mary Kay® skin care sets.	13 FREE HUG. You deserve it for your hard work.	14 Sell your favorite Mary Kay® product to 10 customers.	8 <i>"The Hardest Part of Getting Started Is Getting Started."</i>	9 Talk to every woman within 3 feet of you. Offer a product sample, and get their contact info.
17 Share a Mary Kay® product on your Mary Kay® Facebook® Business Page.	18 Set up 3 team-building appointments.	19 Revisit your I-story. Update to reflect recent accomplishments and goals.	20 What was your best sales day this month? Double it!	21 <i>"Consistency Leads to Solid Success."</i>	15 Select 5 lucky customers for a color makeover. Offer incentive!	16 <i>"Work, Don't Worry."</i>
24 Hold 4 parties this week.	25 Sell 10 lipsticks.	26 Do a foundation shade match for 5 customers. Sell Mary Kay® foundations.	27 The Eyes Have It. Sell a Mary Kay® mascara to 10 customers.	28 Sell Mary Kay® Oil-Free Eye Makeup Remover to 15 customers.	22 Contact 15 women to book a party!	23 YOUR CHOICE. Sell 10 of any Mary Kay® product.
					29 No hiding! Sell 15 Mary Kay® masks.	 30 Sell 5 of the Mary Kay® Essential Brush Collections.

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P.O. Box 799045
Dallas, TX 75379-9045

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New faces can take
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