

MARY KAY

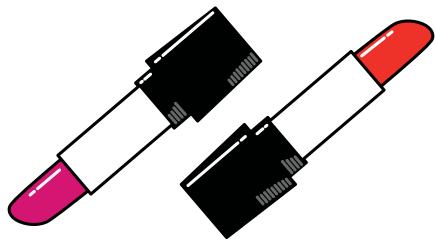
JUNE 2019

applause®



It's What's Underneath!

• Seamless shade matches • Ageless beauty • 12-hour performance



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 2019 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

Father's Day.

20

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

27

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

28

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 2019 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.



“

Failing to follow up with your customers, offering continued guidance and genuine interest is like planting a field and then never watering or weeding the crop. What could become a bountiful harvest instead results in a sparse yield.

”

Mary Kay

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

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

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. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



National Pink Day is June 23!

You can share the fun with a digital asset like this! *Mary Kay InTouch** > Digital Assets > Seasonal.



Cadillac® Courage

Cadillac® dreams do come true!

Independent Senior Sales Director

Lisa Mack, Menomonee Falls, Wis.,

earned the use of a Mary Kay Career Car. You can too! Join us at Seminar to help Mary Kay celebrate the Career Car Program 50th anniversary! #MyMKLife

Do you know a go-giver?

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.*”



Nominate a well-deserving Independent Sales Director today!

*Mary Kay InTouch** > Contests/Promotions > Recognition > Go-Give® Award.

THIS MONTH IN MARY KAY HISTORY



1976

Businessweek names Mary Kay among their Top 100 Corporate Business Women.



1998

The Look is introduced.

*Applause** Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT PUBLICATIONS SPECIALIST: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: 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 parties 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.

New!

TIMEWISE 3D™ FOUNDATIONS

Seamless shade matches.
Ageless beauty. 12-hour
performance is here!

\$25
EACH



Clear band
showcases each
beautiful shade.

Our latest innovation is inspired by YOU! You make each shade truly beautiful, and you deserve a foundation that blends seamlessly with your skin tone, wears as long as you dare it to and infuses your skin with age-defying ingredients.

WHAT'S NEW?

PATENT-PENDING AGE MINIMIZE 3D® COMPLEX

Now infused with our exclusive **Age Minimize 3D® Complex** to help **defend, delay** and **deliver** for beautiful results. This complex includes **encapsulated resveratrol, dual-benefit vitamin B3** and an **age-defying peptide**.

INTELLIMATCH™ TECHNOLOGY FOR YOUR TRUE SHADE

To create foundation shades that mimic your actual skin tone, we captured the authentic, true tones of women from around the world using our exclusive technology. This beautiful diversity guided every amazing shade we created, significantly improving the authenticity of shades.

LONG-LASTING COVERAGE.

MATTE:

- Long-lasting, matte finish.
- 12 hours of oil control.
- Humidity- and sweat-resistant formula.
- Microspheres act like a sponge to absorb oil.
- Won't settle into fine lines.

Tip: It's possible your customers will find an even better match than they wore before. A great reason to reach out and rematch them!



WHO WILL LOVE?

- She is a current *TimeWise*® liquid foundation user.
- She hasn't found her perfect skin tone match.
- She wants a liquid foundation with buildable, medium-to-full coverage.
- She wants to complement her age-defying skin care with a foundation that features our patent-pending *Age Minimize 3D*® Complex.
- She wants 12-hour-wear and a humidity- and sweat-resistant formula.

NEW! MARYKAY® BLENDING BRUSH, \$16

Superior blending in our most densely packed brush! Expert results! High-quality brush empowers your customer to be her own makeup artist as it helps **evenly apply foundation** for an **effortless finish**. Great for full-coverage foundation application. Watch a **how-to video** on *Mary Kay InTouch*® > Products > Product Central.



FOUNDATION FINDER TOOL

\$5 on Section 2. Also in Starter Kits.

Take the guesswork out of shade matching your customers! To use, locate her formula (all *Mary Kay*® foundations included), find her skin tone, then hold clear finder page up to, but not touching, her jawline. The shade that disappears should be her match! Confirm with a foundation stripe test.

HOW TO SELL

Three shade name components make it easier to find the right match.



1. SHADE

Category/skin tone. Ivory, beige or bronze.

2. UNDERTONE

Cool, Neutral or Warm. This is the color just beneath the skin. It never changes.

3. INTENSITY

Represents depth of shade. This can change due to sun exposure and other factors.

FIND HER UNDERTONE.

TimeWise 3D™ foundations come in cool, neutral and warm undertones. To help determine her foundation undertone, ask how her skin responds to the sun. And if you're unsure, start with a neutral shade.

SHE'S MOST LIKELY

COOL

If she burns or turns red easily in the sun.

If skin tone stays the same all year.

NEUTRAL

If she sometimes burns, but her skin tone deepens afterward.

WARM

If she rarely burns.

If skin tone deepens in the summer.

Help Is Here!

Make a flawless transition to the new formula so you can sell with confidence!

SAMPLE, SAMPLE, SAMPLE!

TIMEWISE 3D™ FOUNDATION SAMPLES,
\$1.50, STRIP/6

TIMEWISE® MATTE 3D FOUNDATION **SAMPLE BUNDLE, \$21**

Save 50 percent on the fixed wholesale unit cost when you buy the bundle with each shade of *TimeWise®* Matte 3D Foundation samples.

WHY IS MY CUSTOMER'S SHADE DIFFERENT FROM THE TIMEWISE® FOUNDATION SHADE SHE HAS BEEN WEARING?

- **Technology advancements:** *IntelliMatch™* Technology allows us to be much more exact when developing shades than when the *TimeWise®* liquid foundations were launched eight years ago.
- **Undertone:** You still start with ivory, beige or bronze, but now undertone is factored in to help create a more exact match.



Product not included

SPECIAL-EDITION† TIMEWISE 3D™ **FOUNDATION ORGANIZER**

Create an elegant experience with this sleek case. **\$8**
on Section 2.

MY CUSTOMER DOES NOT USE TIMEWISE MIRACLE SET 3D®. CAN SHE USE THESE FOUNDATIONS?

Yes. Anyone looking for buildable, medium-to-full coverage, 12 hours of wear, a perfect match, plus age-defying benefits can wear these foundations.

See the handy
Conversion Chart
on Page 8.



GET COLOR CONFIDENT!

Check out the updated education for *TimeWise 3D™* foundation. When you take it and pass, you'll **earn this new bling.**

Printable



SELLING
GUIDE



FACT
SHEETS



CONVERSION
CHART



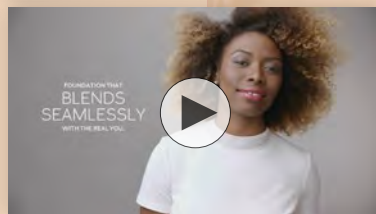
UPDATED
PLACE MATS



FAQs



Mary Kay Global Beauty
Ambassador Luis Casco
shares how to find your
shade plus other tips



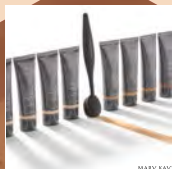
A fun promotional video to
wow your customers and
get them excited to try the
new foundations



Dr. Gildea
TimeWise 3D™ Foundations
Innovation video

Video

Social



Check out fun
images like this on
Digital Assets.

All of these tools and more are available on *Mary Kay InTouch*®!

Destination RED

JAN. 1 – JUNE 30, 2019



CRUISE ON THIS!

Renovated from bow to stern, this ship's got it all! Want adventure? Hop on **The Blaster**, the longest aqua coaster at sea. Relax at **To Dry For**, the first blow-dry bar at sea, before a night of dining and entertainment. It's all yours. Dial up the adventure and Caribbean vibes on this once-in-a-lifetime voyage!

Girl, you gotta get on this cruise!

The ship sails Oct. 7–11 from Miami.
Best news? **ALL Independent Beauty Consultants and Sales Directors** can earn this amped Mary Kay vacay!

YOU GET:

- A five-day, four-night **Bahamas cruise for two** aboard the Royal Caribbean® *Navigator of the Seas*®.
- **Airfare to Miami** for two.
- Stateroom accommodations (first 500 get deluxe balcony staterooms).
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

- \$3,600+ adjusted personal wholesale Section 1 production.
- Add six *Great Start*-qualified* new personal team members.
- And have three personal first-time Star Team Builders.**

*For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

**A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

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REDDER *Is Better!*

When you add three active personal team members, you become a **Star Team Builder, AKA Red Jacket!**

WHAT'S IN IT FOR YOU?

- Up to **8 percent commission** on personal team production.
- **\$100 cash bonus** for first-time Star Team Builders.
- **\$50 cash bonus** for each *Great Start*-qualified new personal team member added – **no limits!**
- **Great Start team-building rewards** – Product bonus bundles (\$220 suggested retail value) for each new personal team member you add within your first four months of starting your business who becomes *Great Start*-qualified – **no limits!**

GREAT START TEAM-BUILDING REWARDS

Choose any two bundles – keep for yourself or sell for maximum profit!



For more details and all product bonus bundle options, go to *Mary Kay InTouch** > Contests/Promotions > *Great Start*

MARCH 1 – JUNE 30

Check
the newest
**first-time red jacket
achievers**
on Pages 13-14!

NEW INDEPENDENT BEAUTY CONSULTANTS

Bring Your Besties!

\$25 STARTER KIT DISCOUNT FOR YOUR FIRST THREE PERSONAL TEAM MEMBERS

Beth became a Mary Kay Independent Beauty Consultant in June. She sold \$600 wholesale Section 1 products and added Susan, Amanda and Elle to her personal team her first month, thanks to the **Bring Your Besties** Promotion. All three also ordered \$600 wholesale Section 1 products within their first four months to become **Great Start**-qualified.

As a Star Team Builder,

BETH EARNS

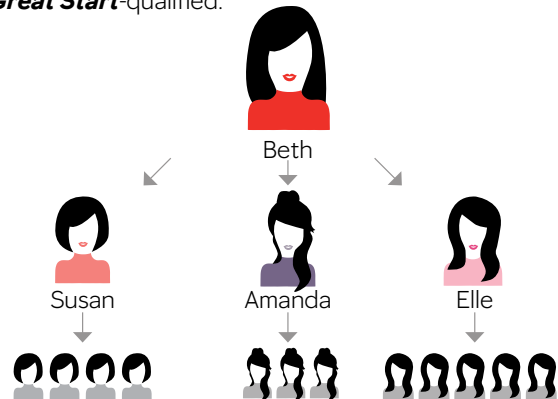
- **\$50** cash bonus for each new added team member.
- **\$100** cash bonus as a first-time Star Team Builder.
- **\$300** earned income off of her \$600 wholesale Section 1 product sales.
- **\$144**, which is 8 percent commission on her team's monthly personal production.

$$\begin{array}{r}
 \$50 \\
 + \$50 \\
 + \$50 \\
 \hline
 \$150 \\
 + \$100 \\
 \hline
 \$250 \\
 + \$300 \\
 \hline
 \$550 \\
 + \$144 \\
 \hline
 \$694
 \end{array}$$

$$\$694 + \$660 = \$1,354$$

Cash Bonuses & Income	Product Bonus Bundles	Total Cash & Incentives!
--------------------------	-----------------------------	---

Susan, Amanda and Elle can each pass along the **Bring Your Besties** Promotion to their first three new personal team members and have the option to earn more when their new personal team members become **Great Start**-qualified.



“When you stretch to complete your goals, you inspire your team members to grow their teams! Paint the picture of what’s in it for them as a Star Team Builder like the cash and incentives!”

Independent Beauty Consultant and *Destination Red* qualifier Sumer Herd, Arlington, Texas

NEW! TimeWise 3D™ FOUNDATIONS CONVERSION CHART

- CURRENT IVORY - TimeWise® Liquid FOUNDATION:	- NEW! IVORY - TimeWise 3D™ FOUNDATION:	- CURRENT BEIGE - TimeWise® Liquid FOUNDATION:	- NEW! BEIGE - TimeWise 3D™ FOUNDATION:	- CURRENT BRONZE - TimeWise® Liquid FOUNDATION:	- NEW! BRONZE - TimeWise 3D™ FOUNDATION:
Ivory 1	Ivory C 100	Beige 1	Beige C 120	NEW!	Bronze W 100
Ivory 2	Ivory W 130	Beige 2	Beige W 100	NEW!	Bronze W 110
Ivory 3	Ivory C 110	Beige 3	Beige C 110	Bronze 1	Bronze W 120
Ivory 4	Try Ivory W 130	NEW!	Beige C 120	NEW!	Bronze W 130
Ivory 5	Ivory W 130	Beige 4	Beige C 130	NEW!	Bronze W 140
Ivory 6	Ivory N 140	NEW!	Beige C 140	NEW!	Bronze W 150
Ivory 7	Ivory N 160 or Beige C 110	Beige 5	Beige N 150	BRONZE 2 - TRY THIS NEW SHADE!	Bronze C 160
NEW!	Ivory W 150	Beige 6	Beige W 160	BRONZE 3 - TRY THIS NEW SHADE!	Bronze C 170
NEW!	Ivory N 160	NEW!	Beige C 170	Bronze 5	Bronze C 170
		Beige 7	Beige W 180	BRONZE 4 - TRY THIS NEW SHADE!	Bronze C 170
		Beige 8	Beige N 190	BRONZE 6 - TRY THIS NEW SHADE!	Bronze C 180
			Beige N 200		
			Beige N 210		
			Beige C 220		





Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña



Cindy Williams



Debi Moore



Stacy James



Pamela Waldrop Shaw



Pamela Fortenberry-Slate

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 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 2019, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for January 2019.) 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, 2018, through Feb. 28, 2019./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 mayorero de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en febrero de 2019; gratificaciones por desarrollo de liderazgo para Áreas de DNV; crédito por *Impulsa tu clasificación* de octubre y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en enero de 2019. 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 2018 al 28 de febrero de 2019.

INNER CIRCLE /
CÍRCULO INTERIOR

\$650,000

Gloria Mayfield Banks
\$465,269

\$600,000

Patricia Turker
\$419,645

\$500,000

Lisa Madson
\$354,130

\$450,000

Sonia Pérez
\$301,843

\$400,000

Lupita Magaña
\$284,231

\$350,000

Cindy Williams
\$243,326
Debi Moore
238,370
\$325,000
Stacy James
\$225,357

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000

Pamela Waldrop Shaw
\$212,586

\$250,000

Pamela Fortenberry-Slate
\$197,037
Linda Toupin
195,114

Dacia Wiegandt

186,606

Dayana Polanco

183,445

Sara Pedraza-Chacón

181,363

Dawn Dunn

171,449

\$200,000

Julianne Nagle

\$164,263

Julia Burnett

160,613

Anabell Rocha

160,260

Sandy Valerio

159,244

Paola Ramírez

156,363

Julie Krebsbach

155,711

Kristin Myers

154,222

Anita Tripp Brewton

148,838

Kay Elvrum

148,380

Davanne Moul

147,721

O'Nelly Encarnación

147,130

Kerry Buskirk

146,626

Lia Carta

141,934

Mary Estupiñan

135,842

Mayuli Rolo
135,515

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000

Gloria Báez

\$131,318

Lily Orellana

130,833

Cindy Fox

130,752

Juanita Gudiño

130,631

Cyndee Gress

130,499

Rebecca Evans

129,671

María Monarrez

126,638

Sue Pankow

125,060

Lorraine Newton

124,890

Yosaira Sánchez

124,835

Somer Fortenberry

121,292

Jan Thetford

119,726

Evelinda Díaz

117,899

Valerie Bagnol

114,182

Morayma Rosas

114,095

Kim McClure

112,083

Bianny Ramírez

109,882

Auri Hatheway

109,376

Monique Balboa

108,997

Ada García-Herrera

108,850

Shannon Andrews

108,449

Rosibel Shahín

104,037

Pam Higgs

102,523

Kimberly Copeland
101,791

Alia Head

101,497

Tammy Crayk Smith

101,325

\$125,000

Michelle Sudeth

\$98,775

Pamela Tull

97,960

Susan Hohlman

97,806

Leah Lauchlan

94,579

Yvonne Lemmon

92,386

Deb Wehrer

92,339

Diane Mentiply

91,875

Pam Klickna-Powell

91,448

Janis Z. Trude

91,312

Marilyn Marte-De Melo

90,912

Luzmila Abadia Carranza

90,890

Elizabeth Sánchez

90,517

Sonia Bonilla

89,797

Lisa Allison

89,766

María Flores

88,474

Pam Ross

87,754

Alma Orrostieta

87,398

Noelia Jaimes

85,747

Sharon Buck

84,722

Diana Sumpter

84,670

Evitelia Valdez-Cruz

84,643

Kristin Sharpe

83,598

Patrice Moore Smith
16,317

Morayma Rosas

15,683

Alma Orrostieta

14,934

Deb Wehrer

13,572

Elaine Kimble Williams

13,277

Diane Mentiply

12,963

Janis Z. Trude

12,128

Cathy Littlejohn

12,054

Ruth Everhart

12,039

Dawn Otten-Sweeney

11,911

Kimberly Copeland

11,620

Evalina Chávez

11,508

Lupita Díaz

11,298

Krista Warner

11,069

Angie Day*

11,048

Heather Carlson

10,906

Sylvia Kalicak*

10,877

LaRonda Daigle

10,815

Elizabeth Sánchez

10,806

Maggie Nevárez*

10,669

Gladis Elizabeth Camargo*

10,644

Bridget Shaw

10,528

Julie Weaver

10,074

EMERALD/ESMERALDA

Gloria Mayfield Banks***

\$64,859

Patricia Turker**

49,684

Sonia Pérez**

29,919

Dayana Polanco*

22,752

Julianne Nagle*

21,801

Tammy Crayk Smith

20,628

Dacia Wiegandt*

20,141

Kerry Buskirk*

19,956

Anita Tripp Brewton*

19,512

Pamela Tull

17,837

Luzmila Abadia Carranza*

15,794

Pam Higgs

15,225

Monique Balboa

15,215

Sue Wallace

14,883

Mayuli Rolo*

14,194

Auri Hatheway

13,248

Rosibel Shahín*

13,034

Marilyn Marte-De Melo

12,878

Pam Klickna-Powell

12,640

Yudith Pupo

12,451

Evelinda Díaz*

12,347

Noemi Jaimes

11,672

Crissette Ellis

11,591

Cathy Bill*

10,814

Natalie Privette-Jones

10,745

Cindy Towne

10,498

Carol Lawler

10,360

Jill Davis

10,217

Mariana Moreno*

10,165

Ada García-Herrera*

10,141

DIAMOND/DIAMANTE

Lisa Madson*

\$48,982

Pamela Waldrop Shaw**

32,332

Rebecca Evans*

25,637

Dawn Dunn*

25,589

O'Nelly Encarnación

24,574

Julia Burnett*

23,191

María Monarrez

20,031

Kay Elvrum

18,960

Kristin Sharpe

18,600

Leah Lauchlan

17,755

Lily Orellana

17,140

Candy Lewis

16,964

Shannon Andrews*

16,939

Yosaira Sánchez*

16,720

Sue Pankow

15,549

Evitelia Valdez-Cruz

15,459

Lisa Allison

14,494

Susan Hohlman*

14,447

Diana Sumpter

14,103

Alia Head

14,048

Sharon Buck

13,831

Monthly Commissions And Bonuses, cont.

Stacy James*	26,343	María Flores	12,376
Juanita Gudiño	22,515	Carmen Hernández*	11,629
Kim McClure	20,211	Virginia Rocha	11,034
Cindy Fox*	20,002	Gena Rae Gass	10,932
Anabell Rocha*	19,714	Patty Olson	10,695
Jan Thetford	19,617	Michelle Sudeth*	10,679
Sandy Valerio*	19,295	Kathy Rodgers-Smith	10,416
Mary Estupiñan*	18,066	Lily Gauthreaux	10,246
Julie Krebsbach*	17,530	Tammy Romage	10,078
Gloria Báez*	14,977	Silvia Saldaña	10,063
Bea Millsagle	14,730	Elizabeth Muna*	10,060
Tammy Vavala	14,158		
Cecilia James	13,128		
Lara McKeever	12,450		

* Denotes Senior NSD
** Denotes Executive NSD
*** Denotes Elite Executive NSD
* Denota DNV Senior
** Denota DNV Ejecutiva
*** Denota DNV Ejecutiva de Élite

13% CLUB

CLUB DEL 13%

February/Febrero 2019

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 **Rubí** 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

Daiana Herrera, T. Assis Unit	\$2,579
Heather A. Daniel-Kent*	2,299
Ryan A. Rives*	2,298
Eusebia Bonilla*	2,013
Chatney Gelfius*	2,004
Elizabeth A. Kramer*	1,954
Kenia K. Acosta*	1,785
Patti Cornell*	1,719
Luz A. Perez*	1,686
Reyna N. Lepe*	1,616
Lauren N. Bloomer*	1,566
Vinh Nguyen, L. Christenson Unit	1,563
Gale H. Dennison*	1,536
Kelly-Wesley L. Cooper*	1,522
Jodie A. Reed*	1,513
Kali DeBlander Brigham*	1,509
Liz Whitehouse*	1,509
Jacqueline N. Alford*	1,492
Jennifer L. Albertini*	1,475
Monique N. McIntyre*	1,471
Brandy E. Richwine*	1,467
Shara M. Gladden*	1,450
Linda S. Holt, R. Chinchilla Porras Unit	1,436
Heather C. Feiring*	1,389
Julie B. Potts*	1,383

* Denotes Independent Sales Director.

* Denota Directora de Ventas Independiente.

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 2019./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 2019.

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

SAPPHIRE/ZAFIRO	
Debbie A. Weld, D. Moul Area	\$102,147
EMERALD/ESMERALDA	
Amber L. Towne-Geehan, C. Towne Area	\$111,144
DIAMOND/DIAMANTE	
Karime Rosas, M. Monarrez Area	\$110,455
RUBY/RUBÍ	
Candace L. Doverspike, Mary Kay National Area	\$104,477

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

SAPPHIRE/ZAFIRO	
Angela P. LaFrance, Mary Kay National Area	\$13,230
EMERALD/ESMERALDA	
Christel Perkins, S. Wallace Area	\$11,500
DIAMOND/DIAMANTE	
Claudia Chavez, L. Orellana Area	\$14,392
RUBY/RUBÍ	
Rebecca S. Allen, K. Rodgers-Smith Area	\$11,059

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

SAPPHIRE/ZAFIRO	
Kellie L. Powell, D. Weld Unit, D. Moul Area	\$12,714
EMERALD/ESMERALDA	
Trudy Steffanus, M. Givens Unit, Mary Kay National Area	\$10,906
DIAMOND/DIAMANTE	
Patricia Glasscock, M. Cahill Unit, Mary Kay National Area	\$18,082
RUBY/RUBÍ	
Tiffany Keithley, J. Reed Unit, Mary Kay National Area	\$12,294

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO	
Veronica Valencia, L. Villalpando Unit, Mary Kay National Area	12 New Team Members
EMERALD/ESMERALDA	
Sales Director Lindsay Webb, Mary Kay National Area	18 New Team Members
DIAMOND/DIAMANTE	
Ignacia Moreno Perez, M. Cortes Unit, S. Herrera Area	14 New Team Members
RUBY/RUBÍ	
Crystal Mitchell, T. Roper Unit, C. James Area	13 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for February 2019./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en febrero de 2019.

SAPPHIRE/ZAFIRO

Brooke E. Bennett-Young	31 New Unit Members
Carmen B. Jones	28 New Unit Members
Aecy Walker	28 New Unit Members
Karla R. Plantan	27 New Unit Members
Yvonne L. Capehart	26 New Unit Members
Fraida M. Klein	25 New Unit Members
Dwauna Maura	23 New Unit Members
Katherine L. Longley	22 New Unit Members
Adrienne D. Hollifield	21 New Unit Members
Chasity T. Humphries	21 New Unit Members
Cyrcelia D. Matthews	21 New Unit Members
Tehrie Ned	21 New Unit Members
Katie D. Nichols	21 New Unit Members
Lafreda D. Williams	21 New Unit Members
Patricia W. Henderson	20 New Unit Members
Lesley Speas	20 New Unit Members

EMERALD/ESMERALDA

Krista A. Johnson	28 New Unit Members
Sahily Cruz	23 New Unit Members
Lauren M. Sweeney	23 New Unit Members
Eraicy Perez	22 New Unit Members
Elisa Suarez	22 New Unit Members
Amanda N. Dixon	20 New Unit Members
Deirdre L. Eschauzier	20 New Unit Members
Bridgett L. Moore	20 New Unit Members

DIAMOND/DIAMANTE

Karime Rosas	35 New Unit Members
Angela J. Fry	33 New Unit Members
Coty Maldonado	25 New Unit Members
Breanna M. Holliday	24 New Unit Members
Delmi C. Santos	24 New Unit Members
Melchor Cortes	22 New Unit Members
Mary Kathryn King	22 New Unit Members
Dana Davis-Armstead	20 New Unit Members
Tanya L. Satcher	20 New Unit Members

RUBY/RUBÍ

Jordan Twilley	27 New Unit Members
Stephanie L. Coker	26 New Unit Members
Pamela D. Cox	24 New Unit Members
Luz A. Perez	23 New Unit Members
Isidora Camargo	21 New Unit Members
Kelly-Wesley L. Cooper	21 New Unit Members
Caitlin M. Griffo	21 New Unit Members

RUBY / RUBÍ

NEW DEBUTS

DEBUTES

December/Diciembre 2018

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".



Carmen Antigua
Carolina, PR
E. Bonilla Unit



Portia Franklin
Lakeside, CA
L. Bowen Unit



Maribel Zamora
Peralta
Orange, NJ
R. Zepeda Unit

“THE RESPONSIBILITIES OF A LEADER ARE GREAT, BUT SO ARE THE REWARDS.” / LAS RESPONSABILIDADES DE UN LÍDER SON GRANDES, PERO TAMBIÉN LO SON LAS RECOMPENSAS. ”

Mary Kay

Not pictured/Sin foto: *Noelia Arciga*, Phoenix, S. Medrano Unit; *Angela A. Awuzie*, Houston, T. Nwachukwu Unit; *Leah Bushland*, Humble, TX, L. Hays Unit; *Martha Camacho*, Elgin, IL, C. Hernández Unit; *Maria R. Cera*, New York, M. Ruiz Unit; *Vanessa Correa*, Norwalk, CA, M. Gonzalez Unit; *Melissa Garner-Perez*, Pittsburgh, J. Albertini Unit; *Debbie G. Harden*, La Plata, MD, C. Cosans Unit; *Lona K. Holdridge*, Farnham, NY, D. Comstock Unit; *Erika Martinez*, Corona, CA, J. Aguilera Unit; *Kanisha R. Moore*, Pueblo West, CO, C. Doverspike Unit; *Toni W. Moore*, Toney, AL, C. Caffey Unit; *Jessica N. Morris*, Amanda, OH, C. Zinnecker Unit; *Edith N. Okafor*, Wake Forest, NC, T. Nwachukwu Unit; *Nubia Rios*, Lake Forest, CA, M. Gonzalez Unit; *Bernadette R. Rolland*, Sunnyvale, CA, M. Mathews Unit; *Sherry Torres*, Paris, TX, D. Lundgren Unit; *Santos E. Zavala*, Middlesex, NJ, R. Reyes Unit.

DEAN'S LIST

LISTA DEL DECANO



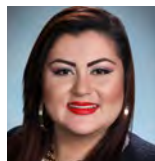
February/Febrero 2018

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 cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured/Sin foto: *Kylie Mims*, Kingsport, TN, K. Myers Area, Sapphire Seminar.



Leila Hays
Kingwood, TX
Mary Kay
National Area
Ruby Seminar



Steffi Rivera
Indianapolis
E. Sánchez Area
Sapphire Seminar



TRIPLE CROWN

TRIPLE CORONA



February/Febrero 2018

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.

Not pictured/Sin foto: *Lourdes Orozco Berber*, Buckeye, AZ, G. Báez Area.



Leila Hays
Kingwood, TX
Mary Kay
National Area



The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. 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 2018

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: Lourdes Orozco Berber, Buckeye, AZ.
G. Báez Area.

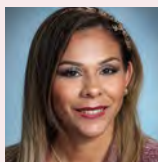


Leila Hays
Kingwood, TX
Mary Kay
National Area

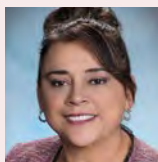
FABULOUS 50s FABULOSOS 50

August/Agosto 2018

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



Iris Lopez
Lynwood, CA
J. Gudiño Area



Belinda Valdez
Norwalk, CA
J. Gudiño 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 2018

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.

Angela A. Awuzie
Martha Camacho
Vanessa Correa
Erika Martinez

Kanisha R. Moore
Nubia Rios
Bernadette R. Rolland
Sherry Torres



FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

February/Febrero 2019

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.

Kim Abernathy
Evelyn O. Aguaze
Disenia Aguilar
Rose Ahuchaogu
Sandi A. Allen
Kay Alleyne
Carmen Alonzo
Maria Alvarado
Cathy Alvarez
Ma Consuelo Anaya

Irma E. Anderson
Genoveva Araujo
Elizabeth Archilla
Rebeca Arias Lopez
Danielle C. Arner
Lisbeth Arroyo
Imelda Yamillet Arriola
Rubi Arteaga
Dawn M. Ashby
Rosa Elia Avendano

Dora Nely Avila
Afua N. Baah
Mariana Barajas
Gladis M. Bautista
Regina Bautista
Kathy A. Beacham
Kim D. Beckett
Courtney E. Belcher
Kelly D. Biggs
Donna Binda
Helen A. Bishara
Cathy Blair
Gail A. Blair
Shannon N. Blanks
Sonci Bleckinger
Amber R. Block
Bethany N. Bokschooten
Celia Bonilla
Keely Booser
Ceneida Boresoff
Debbie A. Brady
Kimberly L. Branyan
Genia L. Brewer
Geraldine Brinkley
Alicia Brooks
Sarah R. Brooks
Veronica Brown
Sugar L. Browning
Heather L. Buchanan
Cheryl L. Bulcher
LaKeshia Burton
Melissa Burton
Magali Bustamante
Susie Byrd
Juana Silvia Caballero
Melany Camacho
Fernanda Camacho Perez
Michelle M. Cameron
Janet C. Carlan
Sandra Carmona
Jenny Casquejo
Jennifer D. Castonguay
Jasmin J. Cenicerros
Isidra Chaverria
Liz Chrestman
Danielle L. Clark
Kimberly A. Clark

Allison H. Cleary
Angela Clubb
Celeste D. Cole
Cindy A. Cole
Morgan Coles
Jaquelyn Contreras
Kari J. Cook
Maribel Cortes
Ofelia Cortes
Rosa Cortez
Ashley Cox
Rubi Crosthwaite
Janeth Cruz
Maria G. Cruz
Blanca L. De La Garza
Maria M. De La O
Maribel De La Paz
Irene Del Rosario
Susan A. Denbow
Laura R. Denzler
Maria Desarden
Betty G. DeSimone
Regina K. DeSimone-Ricketts
Peggy L. Dick
Elizabeth Dils
Crystal A. Doherty
Sone Dore
Marie Dunford
Hollie Duvall
Jordan E. Dyer
Jessica L. Eberhardt
Helen D. Edwards
Torre Edwards
Josefa Encarnacion
Cedra M. Epp
Luscila Escoto
Pasita Estrada
Marcos Fernandez
Pamela Fields
Eva M. Flanagan
Kaitlyn Fontenot
Stephanie Fontenot
Courtney K. Foreman
Diane M. Foster
Alyssa Fox
Jennifer L. Fox
Francisco Frias Sanchez

Allison Galloway
Clara Garcia
Claudia I. Garcia
Leticia Garcia
Rebeca Garcia
Carole R. Gerges
Jamie A. Gill
Natalie Gillon
Kara A. Gittings
Meghan E. Gleason
Aracely Gonzalez
Ma Abel Gonzalez
Mariana Gonzalez
Terry Gonzalez
Bridget Gooding
Katee M. Gray
Carol Green
Kizzy Green
Nikki Gregory
LilliAnne C. Gress
Claudia Guerra
Dorothy M. Guier
Blanca E. Gutierrez
Camila Guzman
Maria L. Guzman
Katelin R. Haky
Jennifer Hare
Erica D. Hargrove
Linda Harrington
Kay Harrison
Brooke A. Helfrick
Stacey L. Hendricks
Sherril Henson
Leticia Herera Rosas
Victoria Hernandez
Maria A. Hernandez
Nayely Hernandez
Kristen Hill
Kristen Hilton
Katelyn Hooper
Sarah Hoover
Lori A. House
Alexis N. Huerta
Jazmin Huertas
Emmanuel Idah
Shadara C. Ingram
Shannon M. Irish

Yoselin Islas Mucino
Valtoria G. Jackson
Myranda R. Jiles
Lupita Jimenez
Ashley N. Johnson
Carisa B. Johnson
Penny J. Johnson
Vicki Kalina
Tyler C. Kelley
Lilian Ken-Kayama
Karen E. Kerns
Valerie J. Kesterson
Jennifer G. Kilmer
Brittini L. Kingston
Cassandra Knight
Constance M. Knott
Leesa A. Koopman
Ellyssa Kubicki
Kelsey K. LaFollette
Gloria I. Leal
Socorro Lerma
Meredith Lewis
Sparkle S. Li
Lori M. Lister
Jamie L. Logan
Alma R. Lomeli
Kathy Longeill
Claudia Lopez
Huberta Lopez
Lesley Lopez
Nohemi Lopez
Margarita Lucio
Kerry Lundelius
Blas Ma De Jesus
Jermeis Madison
Sharon F. Maerten
Gloria I. Magana
Vickie L. Maloch
Imelda Manzano
Stacey M. Martinez
Veronica Martinez
Lauren Maschner
Kaitlyn R. Mast Gruidl
Josie Maya
Rosemary McAtee
Alba McClatchey
Candinda McCurdy

Red Jackets, cont.

Kristin McIntyre
Dominique L. McLean
Jill McNair
Raquel D. McNeil
Cindy Melvin
Faith L. Mendez
Ingrid Mendoza
Vicki Mesa
Arnedda Metzger
Michelle Michael
Megan B. Michels
Adriana Miller
Destiny N. Molden
Diana C. Molina
Wendy Molina
Rebecca A. Montgomery
Bianca Montoro
Cherise H. Morris
Tiffany Morrow
Rocio Munguia
Angie L. Munoz
Rosa M. Murphy
Debora E. Murray
Roseline Ndumele
Sara J. Nelms
Thuy N. Nguyen
Jenny Noriega
Carmen Ochoa
Maria Ochoa
Mackenzie A. Oestreich
Jeni Ogden
Blessing I. Ogu
Argelia Olea
Esther Onuoha
Virginia Ordonez
Alma Orosco
Darci Orth
Ester Ortiz
Reina Ortiz
Stephanie Ortiz
Rubria Otero
Alexis Padelsky
Eva Paez
Dinora Palacios
Sofia Palma
Maria L. Pardo
Elizabeth Perez Aliseda
Kaylee Peters
Kathy Picazo
Katherine M. Pimentia
Virginia Platon
Petrona Poma
Silvia Ponce Banos
Jazmin G. Prieto Garcia
Janessa Putney
Bernardo Quinonez
Elizabeth G. Ragan
Elvia Ramirez
Jacqueline Rankins-Smith
Danielle S. Rasser
Effat Rasul
Jackie Reed
Nathan Reed
Colette M. Reid
Justine Reitenauer
Franchezaka Ricard
Ginger L. Rice
Marty E. Richardson
Sean J. Richardson
Cinthya M. Rios
Rocio Rios
Edith Rivaldo
Delia Rivera
Jana L. Roberts
Karen Robinson
Sylvia Robinson
Albarita M. Robles

Kenia Z. Rocha
Alison G. Rodriguez
Luz Rodriguez
Maria A. Rodriguez
Martha J. Rodriguez
Melissa S. Rogers
Nancy Romero
Chileudys L. Rosado Guzman
Sherry L. Rosenberger
Deedee R. Ross
Kara M. Ross
Marty Rulo
Rachelle M. Rupp
Danielle Russo
Hailey N. Ruxer
Graciela Saavedra
Yolanda Salinas
Brenda Salmeron
Ashley B. Sanchez
Sonia E. Sanchez
Karla Santillan
Andrea S. Satterfield
Bertha Serrano
Diane H. Shaw
Terri L. Sheckles
Carlie C. Sisson
Christina M. Skelton
Contessa Smith
Orleis Smith
Johana Sorto
Sandra M. Soto
Rachel L. Spires
Kosette L. Stewart
Devanni G. Storie
DeeDee Tebedo
Esther Termival
Brittany A. Thomas
Domonique Thomas
Nona M. Thomas
Eliaka A. Thompson
Rosaura Tomas Aparicio
Catalina Torres
Elizabeth Torres
Jennie E. Torres
Alyssa D. Torrez
Cecilia Tovar
Maria Valderrama
Alison N. Vasquez
Erika Vasquez
Renata Vela
Maria Vidal Diaz
Amparo Villada
Michelle A. Voyzey
Tammy S. Waggett
Beth Walker
Patricia M. Watkins
Rebecca A. Webb
Donna C. Welch
Tiffany M. Wells
Maria Wences
Sharonna White
Courtney M. Wilcox
Sherrie L. Wilkins
Aimee Wilson
Leah D. Wilson
Bertine Yabit
Wendy Yeager
Jennifer N. Young



GRAND ACHIEVERS GRAN GANADORAS

February qualifiers/Calificadas en Febrero 2019

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 *Advance* en *Mary Kay InTouch*®.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Susan E. Goodson*
Rachael Elisabeth Johnson*
Sheryl Lynn Lonsbury*
Jan Martino*
Juana Molina
Patty Rondinelli-Berg*
Mary B. Wilkinson*

CONSULTANTS/ CONSULTORAS

Lucia Cerrito
Kanisha Rae Moore*

*Denotes December qualifier.

*Denota que calificó en diciembre.

GOLD MEDALS MEDALLAS DE ORO

February/Febrero 2019

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

221 GOLD MEDALS

Silvia Sanchez*

112 GOLD MEDALS

Esther Amador*

97 GOLD MEDALS

Beatrice Alghali*

77 GOLD MEDALS

Rachel Mega*

71 GOLD MEDALS

Esther O. Awe*

67 GOLD MEDALS

Francine D. Reed*

63 GOLD MEDALS

Chinyelu F. Okeke*

62 GOLD MEDALS

Cenobio Nunez Felix*

60 GOLD MEDALS

Gloria Bello*

Michael S. Diaz*

59 GOLD MEDALS

Thessy N. Nwachukwu*

55 GOLD MEDALS

Elena Aguilar*

51 GOLD MEDALS

Eva E. Berber*

48 GOLD MEDALS

Maria Espinosa*

47 GOLD MEDALS

Maria M. Bailey*

Maria M. Hayes*

45 GOLD MEDALS

Evelyn Hernandez*

43 GOLD MEDALS

Stephanie L. Coker*

Heather A. Daniel-Kent*

41 GOLD MEDALS

Reyna N. Lepe*

31 GOLD MEDALS

Maria Hernandez*

30 GOLD MEDALS

L. Isela Ramos*

28 GOLD MEDALS

Rebeca Rodriguez*

25 GOLD MEDALS

Patience L. Baabel*

24 GOLD MEDALS

Elsa A. Ramirez Pacheco*

22 GOLD MEDALS

Angeline Nchako Njamfa*

21 GOLD MEDALS

Fany Aguilar Ornelas*

Angela A. Awuzie*

20 GOLD MEDALS

Reina Murcia*

19 GOLD MEDALS

Maria Nunez*

Vilma Ordonez*

18 GOLD MEDALS

Rocio Puga*

17 GOLD MEDALS

Marisela Escamilla-Martinez*

Monica A. Land*

Susana Manriquez*

16 GOLD MEDALS

Maricruz Flores*

Flora Hernandez*

Rosalva M. Huaman*

Isabel T. Trujillo Moreno*

14 GOLD MEDALS

Lisa L. Bradley*

13 GOLD MEDALS

Dee Clark-Riley*

Maria E. Guadarrama*

12 GOLD MEDALS

Lisa Fox*

Brandy E. Richwine*

10 GOLD MEDALS

Olukoyinsola Coleman*

Lisa Anne Harmon*

Nneka Ndefo*

8 GOLD MEDALS

Ebere P. Anyanwu*

Mary Ruth Love*

7 GOLD MEDALS

Tshanna C. Diggan*

Shirla J. Lovegren*

Monique N. McIntyre*

Nkechi T. Nwabeke*

6 GOLD MEDALS

Uchechi A. Emeruwa*

Tamara L. Kelley*

Amy Marx*

Elida A. Polanco*

Shawna M. Rhoades*

Melissa Tackett*

5 GOLD MEDALS

Brenda K. Howell*

Cindy M. Levitt-Amador*

Gina Ortega*

Jodie A. Reed*

Ana L. Sendir*

Li Fang Song*

Jamides Zamora*

4 GOLD MEDALS

Hermelinda M. Duarte,

I. Camargo Unit

Jessica J. Eckhout*

Robbie J. Hobbs,

J. Curren-Cochran Unit

Laurie Jackson*

Valada R. Morris,

P. Cox Unit

Muriel J. Perez*

Lauren E. Schifer*

Stephanie C. Smith*

Kellie K. Tongson*

Graciela Torres*

Maria C. Valdez Reyenc*

Marissa M. Vallesteros*

3 GOLD MEDALS

Ruth DeBonneth-Southall,

N. Childress Unit

Alisa E. Dutka,

S. Inman Unit

Ana J. Maldonado*

Eva Marin,

M. Rodriguez Unit

Kimberly Meacham,

K. Hayes Unit

Crystal Mitchell,

T. Roper Unit

Juana Molina*

Ashley H. Powell,

K. Martin Unit

Aubrey Rogers*

San Juanita Torralba,

S. Platas Unit

Erika Zuniga Rodriguez*

2 GOLD MEDALS

Adejumoke A. Adeyemi,

O. Coleman Unit

Amanda E. Duffy,

P. Bojan Unit

Kimberly J. Duncan*

Brittany D. Elkins*

Kylee J. Hebert*

Quarneeka Murry,

T. Freeman Unit

Angelica Olivares,

M. Bautista Unit

Alejandra Rodriguez,

M. Landa Ramos Unit

Sonia E. Sanchez,

E. Polanco Unit

Diane H. Shaw,

C. Hersh-Palmieri Unit

1 GOLD MEDAL

Jessie Boroski, K. Kerven Unit

Veronica Brown,

C. Colson-Eyre Unit

Jasmin J. Cenicerros,

F. Cervantes Unit

Breanna Clark, C. Dunn Unit

Kari J. Cook,

B. Seim Unit

Ashlie N. Deneau,

J. Twilley Unit

Aracely Gonzalez,

R. Rodriguez Unit

Katee M. Gray,

S. Moore Unit

Jazmin Huertas,

M. Diaz de Leon Unit

Maria Larios, R. Garcia Unit

Jacqueline M. Lee,

A. Jackson Berger Unit

Mari C. Martinez,

J. Donna Unit

Adriana Miller, J. Fitz Unit

Bianca Montoro,

B. Colon Miller Unit

Maribel Mora-Martinez,

R. Barnett Unit

Sara J. Nelms,

K. Duncan Unit

Blessing I. Ogu,

G. Ebere Unit

Reina Ortiz,

I. Camargo Unit

Sofia Palma,

O. Del Rio Unit

Juanita Pinon,

N. Osborn Unit

Meredith T. Pintler*

Bernardo Quinonez,

B. De Gregoris Unit

Primitiva Ramos,

M. Landa Ramos Unit

Cinthya M. Rios,

R. Garcia Unit

Contessa Smith,

S. Smith Unit

Cecilia Tovar, M. Perez Unit

Amparo Villada,

L. Diaz Almeyda Unit

*Denotes Independent

Sales Director.

*Denota Directora de

Ventas Independiente.

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 2019

The top 100 Independent Sales Directors in each Seminar area based on their February 2019 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 2019.

SAPPHIRE/ZAFIRO

Debbie A. Weld	\$102,147
Katherine L. Longley	92,099
Moleda G. Dailey	91,195
Vicki Piccirilli	86,974
Fraida M. Klein	82,071
Mary K. White	81,460
Cynthia S. Sheppa	79,229
Julie Neal	72,194
Chasity T. Humphries	71,860
Jessica Holzbach	70,740
Lafreda D. Williams	70,528
Jordan Eicher	69,205
Tracy Potter	68,654
Jamie L. Lawrence	67,578
Linne' Lane	67,510
Carolyn I. Kelley	66,959
Cindy Harness	66,659
Randi Stevens	66,597
Lady Ruth Brown	66,585
Ann W. Sherman	66,372
Julie B. Sapp	64,592
Jeanette M. Thompson	63,407
Autumn R. Heble	
Britton	63,287
Keita Powell	61,521
Krystal K. Hunsucker	61,446
Robyn S. Cartmill	61,304
Kelly I. Brock	60,221
Michele M. Armes	59,083
Brooke E. Bennett-Young	58,439
Linda Meier	57,125
Jennifer M. Ham	56,149
Courtney H. Young	55,994
Joli A. Dockery	55,914
Nedra White Wartham	55,902
Christine M. Jessee	55,489
Petie L. Huffman	55,138
Carol Lee Johnson	54,921
Marcela Sierra	54,809
Beth S. Austin	53,877
Gail S. Scott	53,374
Kristi M. Anderson	52,777
Jerlene Vrana	52,723
Jenan W. Wood	52,595
Diane Covington	52,231
Beth T. May	51,987
Jeannie S. Meyer	51,939
Elsie Jackson	51,445
Julie A. Griffin	51,354
Heather L. Bohlenger	50,757
Julia M. Stern	50,655
Maria Claxton-Taylor	50,606
Lesley Spears	50,442
Hilda M. Magana	50,415
Linda A. Burns	50,394
Yvonne L. Capehart	49,788
Carmen B. Jones	49,495
Dolores Keller	49,477
Amanda Neff	48,749
Tehrie Ned	48,423
JoAnn M. Allen	48,405
Robin S. Moody	48,340
Linda H. Rowsey	48,050
Jennifer K. Guidry	48,035
Chris Burnside	47,600
Jeni Tjelle	47,440
Linda S. Gates	46,826
Jennifer Levitt	46,601
Cheri L. Taylor	46,490
Adrienne D. Hollifield	46,314
Miranda Kantor	46,275
Kayla T. Cornish	46,017
Satarro Purnell	45,784

Reyna V. Alvarado Rivera	45,519
Marni M. Hendricks	45,370
Marie E. Vlamincik	45,293
Patty Webster	45,221
Epsie J. Elmer	45,076
Stephanie L. Lenard	44,969
Brenda Ashlock	44,495
Kimberly Leigh Moore	44,368
Geri L. Dennis	44,330
Maria D. Osorio	44,206
Casie Hembree	44,143
Tracy Grodsky-Dunn	44,098
Suzanne Tripp-Black	44,039
Chandra D. Burke	43,862
Peggy Matish	43,804
Barbara B. Dobbs	43,426
Jemma H. Imwalle	43,312
Tracy Foltz	43,285
Kara J. Boucher	43,261
Michele Semper	43,027
Rachel E. Naylor	42,988
Nancy W. Pettaway	42,892
Michelle E. Bonner	42,889
Margarita Elisea	42,813
Orenda R. Hunniford	42,806
JoAnna P. Shipe	42,682
Jan L. Gensel-Bates	42,258
Charlene Grubbs	42,243

EMERALD/ESMERALDA

Amber L. Towne-Geehan	\$111,144
Krista A. Johnson	94,195
Bridgett L. Moore	90,885
Nancy Boucher	90,729
Leslie M. McKinney-Smith	86,035
Kim I. Bessey	84,818
Stacy D. Foust	84,283
Sheri Farrar-Meyer	82,690
Melinda M. Balling	79,840
Mary Strauss	79,069
Maggie Rader	77,831
Tammy West-Murrian	76,234
Jennifer L. Besecker	74,250
Ginny B. O'Kain	74,023
Nicole L. McDaniel	73,831
Richelle V. Barnes	71,514
Stacey Craft	70,138
Audrey J. Doller	67,698
Tina M. Dees	67,693
Brenda Stafford	67,562
Sahily Cruz	65,241
Deanna L. Spillman	65,225
Antonia Miranda	65,129
Hollie R. Sherrick	64,839
Kellye D. Conley	63,462
Denise Peterson	62,467
Michele S. Rankin	61,542
Jill Beckstedt	61,277
Menina M. Givens	60,800
Deirdre L. Eschazier	60,775
Phyllis I. Pinski	60,514
Kijuna R. McKinnie	60,034
Leanne Parrino-Pheasant	58,440
Ebun Osaze	57,205
Melissa M. Wilson	56,835
Shawna D. Schneider	55,700
Debbie A. Thomas	55,666
Janice B. Hull	55,114
Nancy A. Berlin	54,057
Harriett Sharpe	53,733
Nikki H. Edgemon	53,363
Nancy S. North	52,531

Betty Furniss	52,373
Jennifer A. Enloe	52,024
Pam Kelly	51,918
Betty McKendry	51,786
Jo M. Cotton	51,779
Anna M. Semples	51,678
Ashley N. Clinesmith	51,523
Kimbi L. Bartik	50,747
Allison L. Adkins	50,726
Delores E. Black	50,544
Karen E. Ridle	50,305
Carrie Bloink	50,241
Kendri E. Burkett	50,081
Lindsay E. Freisthler	50,004
Jennifer C. Babineau	
Olaiz	49,550
Cindy Anderson	49,283
Dawn Wilson	49,194
Tandy Fischer	48,817
Shauna L. Abbotts	48,421
Angel M. Mueller	48,411
Heather Wickstrom	48,277
Katy Goldstein	48,028
Chris H. Teague	47,688
Lacy Tyree Bowman	47,572
Heather D. Hulsey	47,424
Kenna L. Ervin	47,350
Shelley Money-Eldridge	46,889
Gerri L. Gurreri	46,531
Denise M. Guthrie	46,059
Tina V. Parkin	46,025
Carolyn Thompson	45,887
Audrey L. Detesco-Nickel	45,820
Wendi N. Scheuble	45,250
Ashley C. Butler	45,138
Sally Moreno	44,927
Angel Guerra	44,743
Brenda L. Wilbur	44,660
Ginger D. Rockett	44,468
Kathleen L. Holmberg-Botelho	44,179
Joyce Recenello Armfield	43,931
Dawn M. Starr	43,849
Debra Allison	43,832
Stephanie H. Blake	43,793
Amy L. Fields	43,761
Amy M. Alber	43,628
Misty D. Guyre	43,551
Mabel Bolufe	43,077
Lizi M. Gregory	42,960
Melissa A. Walczak	42,895
Leticia Vargas	42,818
Michelle M. Dominiak	42,782
Joanna Helton	42,660
Becky Niemeier	42,501
Debra E. Lipnick	42,214
Kim Henry	42,104
Noelia E. Jimenez Gutierrez	42,052
Kelly A. Fuller	42,039
Doreen Stevens	41,982

DIAMOND/DIAMANTE

Karime Rosas	\$110,455
Mary Kathryn King	104,138
Sherrie C. Purvis	103,927
Amy Kemp	102,209
Britt N. Burke	89,507
Angela J. Fry	87,634
Celeste Byrd	82,504
Tawnya Krempges	81,217
Paula Kelsch	79,140
Marsha Morrisette	78,220

Delmi C. Santos	77,936
Christi G. Campbell	75,395
Susan M. McCoy	74,793
Tracy Craven	74,278
Cindy Machado-Flippen	72,979
Kim A. Messmer	71,157
Suzanne T. Young	69,700
Gerri Anne Morris	69,079
Deborah S. Baiyle	68,670
Mary P. Creech	66,976
Alicia Borkowska	66,747
Sara R. Pennella	66,338
Denise Nygard	66,297
Shelly Palen	65,042
Donna K. Smith	64,525
Sylvia L. Martinez	64,521
Kelly Willer-Johnson	64,176
Deborah Dudas	64,022
Jenny Siemonsma	63,208
Terri J. Beckstead	62,964
Laura E. Knight	62,308
Mileta K. Kinser	61,897
Coty Maldonado	61,574
Lacey L. Bradford	61,316
Heather M. Julson	61,256
Kathy R. Bullard	60,683
Nancy M. Polish	59,750
Dolly A. Metzger-Stearns	59,701
Mariann Biase Mason	59,640
Priscilla McPheeters	59,196
Audrey K. MacDowall	58,625
Amy Zanto	57,910
April C. Hutchinson	57,312
Tanya L. Satcher	57,235
Megan N. Wilkes	57,128
Holly S. Neff	57,123
Joy H. Rentz	56,636
Crystal D. Gardner	55,877
Nadine H. Huckabee-Stanley	55,197
Martha Kay Raile	55,179
Stephanie A. Mottaz	55,018
Jil Johnson	54,869
Patricia Carr	54,803
Michelle Cape	54,761
Shelley Olson	54,102
Denise M. Cadenhead	54,029
Shelly M. Smith	53,992
Lindsey D. Christenson	53,877
Kelly K. Johnsrud	53,421
Kathy M. Viola	53,099
Christy Bigham	52,857
Jan Geig	52,835
Barbara E. Roehrig	52,566
Nicki R. Hill	52,505
Lindsay R. Stewart	52,414
Maranda M. Rains	52,250
Marilyn A. Cahill	52,051
Maureen E. Gordon	51,602
Claudia Chavez	51,097
Jessye R. Nichols	50,817
Anne Geertsen	50,597
Rose Rodriguez-Capone	50,177
Ashley S. Orr	50,167
Holly A. Brown	50,083
Casey Goff-Martin	50,072
Sandy Griffith	50,006
Sharon B. Carney-Wright	49,964
Linda T. Cartiglia	49,304
Cheryl A. Riead	49,260
Alicia Kingrey-Lokai	48,741
Cindy Rogers	48,691

Julie Danskin	48,563
Dana Davis-Armstead	48,445
Karen M. Bonura	48,320
Robbie L. Brannon	48,196
Paula Grabau-Friedt	48,130
Allison Piro	47,997
Beth Brinkley	47,945
Joan M. Farrell	47,917
Elizabeth Fernandez	47,456
Deanna L. Manning	46,942
Billie Gillespie	46,903
Debbie Larson	46,753
Nancy F. Castro	46,590
Stephanie A. Richter	46,298
Stacy Rozwadowski	46,057
Cheryl A. Searcy	45,949
Amy Haniif	45,915
Blythe J. Egbert	45,771
Jamie V. Taylor	45,413

RUBY/RUBÍ

Candace L. Doverspike	\$104,477
Kali DeBlander Brigham	103,732
Heather A. Daniel-Kent	102,625
Laura V. Middleton	101,239
Ryan A. Rives	97,223
Susan Moore	94,517
Krystal D. Downey-Shada	91,929
Kaela L. Steinman	91,820
Randi S. Gleason	90,184
Lisa Anne Harmon	88,735
Jordan Twilley	88,245
Diane K. Lundgren	84,009
Tassyane Assis	82,790
Paula M. Kirkpatrick	79,210
Brenda Fenner	77,846
Chatney Gelfius	75,635
Lauren N. Bloomer	75,365
Maureen Shipp	71,880
Lisa D. Prescott	69,313
Patti Cornell	69,031
K.T.M. Martin	68,338
Luz A. Perez	67,368
Laurie C. Cole	66,833
Terry Thole	66,366
Linda Christenson	65,322
Eusebia Bonilla	64,830
Tamarie M. Bradford	63,475
Charlotte Mantooth	62,432
Donna Clark-Driscoll	61,067
Tshanna C. Diggan	59,312
Carmen J. Felix	58,651
Amy C. Schule	58,104
Alice R. George	57,850
Laura A. Kattenbraker	57,706
Lisa Hansen	57,113
Debbie A. Elbrecht	56,984
Susan C. Ehrnstrom	56,688
Marie A. Harbord	56,449
Cleta Colson-Eyre	56,276
Tracey L. Chavez	56,203

Patty L. Bojan	56,053
Stephanie Audino	55,698
Sonya F. Goins	54,303
Stacey P. Nelson	54,045
Valerie A. Lucio-Polk	53,880
Suzanne Moeller	53,714
Kellee L. Valerio	52,911
Stephanie B. Silver	52,190
Sherri Ammons	51,929
Marnie R. Yunger	51,728
Mary A. Dell	50,978
Rachael M. Bullock	50,923
Caitlin M. Griffo	50,779
Stephanie L. Coker	50,461
Jeanie K. Navrkal	50,319
Maria Rocio Rico De Jacinto	50,127
Mary Beth Pfeifer	49,404
Stacy S. Gilson	49,337
Bridgette R. Conley	49,029
Laura L. Waters Vazquez	48,871
Lisa Olivares	48,840
Heather C. Feiring	48,309
Whitney Wemhoff	48,252
Gloria Moreno Medrano	48,191
Patti Maxwell	48,166
Kelly-Wesley L. Cooper	48,035
Lori M. Langan	47,728
Brenda K. Howell	47,709
Elizabeth A. Viola	47,471
Ginger J. Benedict	46,512
Christy M. Cox	46,498
Elizabeth A. Kramer	46,384
Tammy Brown	46,216
Roxy H. Coursey	46,160
Patricia G. Vogt	46,116
Barbara L. Harrison	46,048
Julie B. Potts	45,966
Natalyn R. Slaughter	45,801
Melinda E. Nash-Bell	45,753
Milagro V. Diaz	45,664
Christina V. Rolfs	45,577
Elayne J. Watson	45,491
Rose Campbell	45,424
Maria Bautista	45,170
Andrea Jackson Berger	44,586
Jeannette Curren-Cochran	44,553
Kenia K. Acosta	44,413
Thessy N. Nwachukwu	44,404
Ronda Faber	44,203
Susan A. Smith	44,064
Chick Stamschror	44,061
Judy Lund	43,901
Lisa V. Bauer	43,899
Erika Martinez	43,875
Tracy W. Jones	43,510
Pam Heston	43,484
Renee M. Chinchilla Porras	43,338
Melissa Nix Gill	42,938
Julie Smith	42,915
Gail Nevius	42,911

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

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

February/Febrero 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2019. 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 2019. Los nombres en **negrillas** 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.

SAPPHIRE/ZAFIRO

Debbie A. Weld \$13,415
Vicki Piccirilli 12,214
Julie B. Sapp 11,455
Brooke E. Bennett-Young 11,407
Moleda G. Dailey 11,164
Lafreda D. Williams 11,163
Mary K. White 11,051
Linda Meier 11,047
Julie Neal 10,964
Fraida M. Klein 10,949
Katherine L. Longley 10,934
Jordan Eicher 10,864
Linne' Lane 10,763
Marni M. Hendricks 10,560
Tracy Potter 10,539
Hilda M. Magana 10,454
Cynthia S. Sheppa 10,408
Kelly I. Brock 10,217
Cycelia D. Matthews 10,189
Michele M. Armes 10,172
Cindy Harness 10,144
Lady Ruth Brown 10,045
Yvonne L. Capehart 9,919
Jeanette M. Thompson 9,741
Chasity T. Humphries 9,717
Sandra G. Kirchhoff 9,576
Jamie L. Lawrence 9,182
Tracey F. Hedrick Lassiter 9,095
Maria Claxton-Taylor 9,078
Jessica Holzbach 9,002
Ann W. Sherman 8,970
Robyn S. Cartmill 8,908
Randi Stevens 8,901
Beth S. Austin 8,872
Miranda Kantor 8,780
Julie A. Griffin 8,727
Jennifer M. Ham 8,721
Autumn R. Heble Britton 8,694
Keita Powell 8,618
Jennifer K. Guidry 8,540
Diane Covington 8,477
Carolyn I. Kelley 8,458
Amy R. Sigler 8,413
Courtney H. Young 8,355
Marcela Sierra 8,275
Margarita Elisea 8,201
Heather L. Bohlinger 8,129
Christine M. Jessee 8,089
Carmen B. Jones 8,030
Joli A. Dockery 8,022
Mariaelena Boquin 8,008
Satarro Purnell 7,974
Brenda Ashlock 7,969
Jeannie S. Meyer 7,949
Nedra White Wartham 7,847
Jennifer Levitt 7,817
Michele Semper 7,809
Debra J. Witmer 7,801
Rita Schaefer 7,795
JoAnna P. Shipe 7,765
Carole Gantt 7,750
Tehrie Ned 7,672
Krystal K. Hunsucker 7,663
Pam Garner Moore 7,645
Beth T. May 7,543
Dolores Keller 7,518
Jerlene Vrana 7,487
Casie Hembree 7,471
Carol Lee Johnson 7,469
Lesley Speas 7,467

Sarah L. Neal 7,465
Nancy W. Pettaway 7,405
Reyna V. Alvarado Rivera 7,382
Chris Burnside 7,379
Julia M. Stern 7,376
Elvia Viallaba 7,374
Marie E. Vlaminc 7,360
Katie D. Nichols 7,337
Lorena P. Ramirez 7,321
Adrienne D. Hollifield 7,262
JoAnn M. Allen 7,250
Sylvia Boggs 7,198
Petie L. Huffman 7,162
Laurieann Barclay 7,146
Amy C. Hayes 7,135
Michelle E. Bonner 7,131
Kimberly Leigh Moore 7,090
Penny J. Jackson 7,055
Maria D. Osorio 7,034
Epsie J. Elmer 7,025
Robin S. Moody 7,012
Suzanne Tripp-Black 6,982
Geri L. Dennis 6,976
Marie G. Miller 6,975
Dwauna Maura 6,966
Missy M. O'Neal 6,963
Gail S. Scott 6,928
Rachel E. Naylor 6,877
Stephanie L. Lenard 6,859
Cheri L. Taylor 6,843

EMERALD/ESMERALDA

Amber L. Towne-Geehan \$15,044
Krista A. Johnson 14,200
Sheri Farrar-Meyer 13,081
Jennifer L. Besecker 11,903
Bridgett L. Moore 11,812
Leslie M. McKinney-Smith 11,347
Stacy D. Foust 11,187
Kim I. Bessey 11,160
Melinda M. Balling 10,698
Richelle V. Barnes 10,407
Nancy Boucher 10,350
Debbie A. Thomas 10,346
Audrey J. Doller 10,190
Nicole L. McDaniel 10,095
Antonia Miranda 10,042
Janice B. Hull 10,017
Maggie Rader 9,995
Brenda Stafford 9,967
Shelley Money-Eldridge 9,780
Shawna D. Schneider 9,778
Denise Peterson 9,727
Ebon Osaze 9,708
Mary Strauss 9,618
Tammy West-Murrian 9,577
Leanne Parrino-Pheasant 9,407
Deanna L. Spillman 9,324
Kellye D. Conley 9,271
Stacey Craft 9,235
Nikki H. Edgemon 9,188
Michele S. Rankin 9,102
Jill Beckstedt 9,085
Pam Kelly 8,867
Kimbi L. Bartik 8,750
Melissa M. Wilson 8,726
Menina M. Givens 8,716
Deirdre L. Eschauzier 8,681
Sahily Cruz 8,662

Shauna L. Abbotts 8,571
Tina M. Dees 8,480
Katy Goldstein 8,474
Ginny B. O'Kain 8,454
Karen E. Riddle 8,406
Hollie R. Sherrick 8,355
Emily Stone 8,293
Sally Moreno 8,281
Gerri L. Gurreri 8,254
Kijuan R. McKinnie 8,208
Harriett Sharpe 8,150
Phyllis I. Pinsker 8,112
Carrie Bloink 8,058
Ashley N. Clinesmith 7,898
Angel M. Mueller 7,670
Christine D. Barrueco 7,660
Cindy Anderson 7,611
Amy M. Alber 7,591
Misty D. Guyre 7,591
Betty McKendry 7,568
Joyce Recenello Armfield 7,542
Michelle A. Cunningham 7,503
Paula Tyree Bowman 7,479
Heather D. Hulsey 7,478
Jennifer D. Carr 7,448
Tandy Fischer 7,371
Carolyn Thompson 7,360
Lindsay E. Freisthler 7,307
Ginger D. Rockett 7,238
Nancy S. North 7,221
Rosmary A. Morel 7,218
Leticia Vargas 7,152
Denise M. Guthrie 7,097
Elsi Coto 7,096
Delores E. Black 7,088
Anna M. Sempeles 7,055
Kendri E. Burkett 7,027
Nancy A. Berlin 7,021
Brenda L. Wilbur 7,015
Angel Guerra 7,005
Allison L. Adkins 6,960
Jennifer A. Enloe 6,932
Breanne Sufrin 6,882
Diane M. Detesco 6,875
Mabel Bolufe 6,870
Kenna L. Ervin 6,859
Delmy A. Rivas 6,820
Debra Allison 6,816
Betty Furniss 6,777
Stephanie H. Blake 6,776
Audrey L. Detesco-Nickell 6,701
Lizi M. Gregory 6,694
Gloria Mak 6,623
Jo M. Cotton 6,614
Heather Wickstrom 6,552
Ayobami O. Olusa 6,520
Ashley C. Butler 6,490
Andrea L. Peters 6,455
Michelle R. Parks LaBrake 6,435
Kathryn L. Engstrom 6,419
Alison Jurek 6,392
Noelia E. Jimenez Gutierrez 6,387
Dawn Wilson 6,358

DIAMOND/DIAMANTE

Karime Rosas \$17,784
Sherrie C. Purvis 16,237
Celeste Byrd 15,892
Amy Kemp 14,572

Mary Kathryn King 14,497
Delmi C. Santos 13,103
Angela J. Fry 12,594
Tawnya Krempges 12,531
Marsha Morrisette 11,684
Britt N. Burke 11,494
Paula Kelsch 11,439
Cindy Machado-Flippen 11,026
Nancy M. Polish 10,999
Audrey K. MacDowall 10,976
Deborah S. Bailye 10,839
Shelly Palen 10,780
Denise Nygard 10,731
Terri J. Beckstead 10,685
Susan M. McCoy 10,601
Martha Kay Raile 10,304
Tracy Craven 10,139
Amy Zanto 9,996
Kim A. Messmer 9,937
Sara R. Pennella 9,857
Megan N. Wilkes 9,808
Suzanne T. Young 9,690
Deborah Dudas 9,683
Maria Sanchez 9,656
Jamie V. Taylor 9,611
Christi G. Campbell 9,585
Lacey L. Bradford 9,558
Kathy R. Bullard 9,541
Shelly M. Smith 9,349
Tanya L. Satcher 9,343
Jenny Siemonsma 9,322
Barbara E. Roehrig 9,290
Natalia Travilina 9,274
Heather M. Julson 9,256
Lindsay R. Stewart 9,244
Kathleen Koclanes 9,217
Sandy Griffith 9,214
Nicki R. Hill 9,096
Nancy F. Castro 9,018
Holly A. Brown 8,887
Lisa Rada 8,884
Laura E. Knight 8,877
Claudia Chavez 8,876
Maureen E. Gordon 8,864
Stephanie A. Richter 8,856
Gerri Anne Morris 8,849
Mary P. Creech 8,809
Alicia Kingrey-Lokai 8,805
Rose Rodriguez-Capone 8,794
Kelly Willer-Johnson 8,789
Elizabeth Fernandez 8,770
April C. Hutchinson 8,736
Cheryl A. Riead 8,709
Anne Geertsen 8,707
Amy Hanifl 8,644
Coty Maldonado 8,595
Julie Danskin 8,533
Christy Bigham 8,465
Stephanie A. Mottaz 8,278
Alicia Borkowska 8,238
Lindsey D. Christenson 8,234
Mileta K. Kinser 8,176
Dolly A. Metzger-Stearns 8,175
Priscilla McPheeters 8,165
Donna K. Smith 8,130
Sheryl Peterson 8,114
Marina S. Ramirez 8,101
Nadine Bowers 8,080
Karen M. Bonura 8,060
Paula Grabau-Friedt 8,047
Sylvia L. Martinez 8,021
Shelley Olson 8,008

Patricia Carr 7,964
Faith A. Gladding 7,954
Blythe J. Egbert 7,800
Lucrecia Aguirre 7,728
Nadine H. Huckabee-Stanley 7,710
Christine Wittmann 7,694
Jill Johnson 7,681
Michelle Cape 7,626
Holly S. Neff 7,616
Kathy M. Viola 7,515
Cindy S. Kriner 7,462
Connie L. Russo 7,461
Joy H. Rentz 7,429
Lisa A. Stengel 7,379
Stacy Rozwadowski 7,275
Robbie L. Brannon 7,166
Joan M. Farrell 7,163
Maranda M. Rains 7,162
Debbie Larson 7,156
Sharon B. Carney-Wright 7,117
Melissa Mays 7,101
Deanna L. Manning 7,088
Beth Brinkley 6,961
Rita M. Krause 6,957

RUBY/RUBÍ

Heather A. Daniel-Kent \$16,728
Ryan A. Rives 15,254
Candace L. Doverspike 15,089
Kali DeBlander Brigham 15,077
Laura V. Middleton 13,259
Jordan Twilley 13,156
Randi S. Gleason 13,152
Susan Moore 13,107
Lauren N. Bloomer 12,572
Krystal D. Downey-Shada 11,783
Chatney Gelfius 11,759
Luz A. Perez 11,401
Lisa Anne Harmon 11,294
Maricarmen Landa Ramos 11,292
Patti Cornell 11,292
Diane K. Lundgren 10,843
Paula M. Kirkpatrick 10,715
Brenda Fenner 10,500
Rachael M. Bullock 10,490
Kaela L. Steinman 10,409
Thessy N. Nwachukwu 10,327
Carmen J. Felix 10,194
Jeanie K. Navrkal 10,193
Lisa Olivares 10,136
Eusebia Bonilla 9,846
Tamarie M. Bradford 9,809
Tassyane Assis 9,717
Julie B. Potts 9,583
K.T. M. Martin 9,398
Lisa D. Prescott 9,156
Tracey L. Chavez 9,120
Marie A. Harbord 9,117
Kellee L. Valerio 9,094
Maureen Shipp 9,048
Donna Clark-Driscoll 9,013
Cleta Colson-Eyre 8,793
Linda Christenson 8,677
Maria Bautista 8,667
Roxie H. Coursey 8,578
Stephanie B. Silver 8,571
Milagro V. Diaz 8,503
Kenia K. Acosta 8,434

Jacqueline N. Alford 8,417
Magdalena Diaz de Leon 8,344
Debbie A. Elbrecht 8,295
Gloria Moreno Medrano 8,294
Charlotte Mantooth 8,278
Laura A. Kattenbraker 8,145
Terry Thole 8,133
Kelly-Wesley L. Cooper 8,082
Caitlin M. Griffo 8,065
Alice R. George 8,015
Amy Kittrell 8,007
Tshanna C. Diggan 7,989
Laurie C. Cole 7,971
Bridgette R. Conley 7,966
Elvia Cordova 7,948
Diana Gutierrez 7,926
Elizabeth A. Kramer 7,904
Lori M. Langan 7,867
Elvia Guzman 7,797
Barbara Pleet 7,731
Susan C. Ehrnstrom 7,655
Reyna N. Lepe 7,624
Brenda K. Howell 7,619
Lisa Hansen 7,614
Mary Beth Pfeifer 7,613
Jennifer L. Albertini 7,581
Maria Rocio Rico De Jacinto 7,561
Stephanie L. Coker 7,545
Patty L. Bojan 7,466
Ginger J. Benedict 7,452
Pat Z. Allen 7,447
Marye Durrer 7,407
Valerie A. Lucio-Polk 7,401
Amy C. Schule 7,393
Stacy S. Gilson 7,278
Stephanie Audino 7,276
Gale H. Dennison 7,268
Laurie T. Plyler 7,251
Shara M. Gladden 7,217
Reina Murcia 7,130
Mary A. Dell 7,122
Jeannette Curren-Cochran 7,104
Mary Sharon Howell 6,936
Heather C. Feiring 6,906
Suzanne Moeller 6,894
Laura L. Waters Vazquez 6,857
Tracy W. Jones 6,837
Rose Campbell 6,812
Terry S. Smith 6,803
Stacey P. Nelson 6,777
Pamela D. Cox 6,768
Cissy E. Warren 6,760
Marnie R. Yunger 6,710
Jenn Kirkham 6,687
Sonya F. Goins 6,672
Patricia G. Vogt 6,595
Monique N. McIntyre 6,491
Christina V. Rolfs 6,472





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.



SAPPHIRE

Gail Scott

Independent Sales Director

Began Mary Kay Business
September 1994

Sales Director Debut
February 1998

National Sales Director
Mary Kay National Area

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

Personal Lives in Simpsonville, S.C. Husband, Dan; sons: Ethan, Jordan, Zachary; daughters: Haylee, Jennifer

“I am motivated to help others because Mary Kay Ash asked us to ‘pass this on.’ When we help others, we preserve this special opportunity. I am grateful for all of the help that I have received along the way. Without it, I would not be where I am today!”

Independent Sales Director Ginger Noel of Fayetteville, Ga., says, “Gail has always been there for me and for so many. She makes it a point to lift people up and constantly encourages them to be their best. Anyone who has been in her space feels validated and energized to ‘fight the good fight’ — that’s the kind of impact Gail has on others. She is a shining example of Go-Give!”



EMERALD

Terry Holcomb

Independent Sales Director

Began Mary Kay Business
June 1990

Sales Director Debut
September 1993

National Sales Director
Mary Kay National Area

Honors Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; 18-times Circle of Achievement; seven-times Double Star Achievement

Personal Lives in Kankakee, Ill. Husband, Mark; daughters: Kristin, Kelli

“I am motivated to help others because I would not have had the success in my business without the Go-Give principles. I am grateful to Independent Senior National Sales Director Emeritus Gwen Sherman and Independent Sales Director Mary Bernhardt for showing me the way early in my career. It is my passion to keep Mary Kay's Go-Give dream alive!”

Independent Senior Sales Director Jan Hatfield of Chesapeake, Va., says, “Terry has continuously included my Michigan Independent Beauty Consultants in her retreats and other company functions held in their area, always making them feel welcome and included.”



DIAMOND

Rosanne Clark

Independent Sales Director

Began Mary Kay Business
February 2001

Sales Director Debut
November 2002

National Sales Director
Mary Kay National Area

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

Personal Lives in Goshen, Ind. Husband, Jason; sons: Tyler, Gavin; daughter, Sophia

“I am motivated to help others because it's the greatest reward to see another person increase her confidence, relationships, income and lifestyle.”

Independent Senior Sales Director Deanna Manning of Mooresville, Ind., says, “Rosanne goes out of her way to make women feel special and important. She listens well, laughs easily, loves intensely and shares her Mary Kay passion with everyone. She reflects the Go-Give spirit wherever she goes!”



RUBY

Monique McIntyre

Independent Sales Director

Began Mary Kay Business
July 2012

Sales Director Debut
December 2013

National Sales Director
Mary Kay National Area

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

Personal Lives in Palm Coast, Fla. Husband, Adam; sons: John Henry, Eli, Tripp

“I am motivated to help others because it allows God to use me to help women step into their greatness. Helping people to grow in their confidence and faith is the most rewarding thing possible. Everyone is worthy, loved and important, and it's my calling to help them realize that.”

Independent Beauty Consultant Nancy Niemetschek of Winter Springs, Fla., says, “She tirelessly supports, encourages and helps those in her unit. Monique is approachable, encouraging and a blessing to others all the time, day or night. She is one of the most God-loving women I've ever known, and she exemplifies Mary Kay's philosophy of ‘God first, family second and career third.’”

THE BEST THING ABOUT SEMINAR? *You Decide!*

MARY KAY SEMINAR 2019

Dallas, Texas

SAPPHIRE: JULY 18 - 21
EMERALD: JULY 22 - 25
DIAMOND: JULY 26 - 29
RUBY: JULY 30 - AUG. 2

Extra Savings:

Register for Seminar 2019
without canceling and receive a
\$70 wholesale/\$140 retail credit!



TALK TO THE
EXPERTS!



CELEBRATE YOUR
SUCCESSSES!



GET DRESSED
UP WITH
FRIENDS!

TRY NEW
PRODUCTS!





ENJOY
FUN
PHOTO OPS!



GIVE BACK!

LEARN FROM
THE BEST!



WATCH THE
BIG SHOWS!



Set your sights on celebrating at the biggest

MARY KAY EVENT OF THE YEAR!

plus!

Celebrate **Destination Red**

Caribbean cruisers and the

Career Car Program 50th anniversary!



EAT
GREAT FOOD!



REGISTRATION IS NOW OPEN!
GET ALL THE DETAILS
AND REGISTER ON
MARY KAY INTOUCH® > EVENTS >
SPECIAL EVENTS.



SUITS FOR SHELTER

Bring any gently used suits to donate to this program.

Your donations help empower women affected
by domestic abuse.



CAPS AND CASES REMINDER

Thanks to YOU, we reached our goal of planting
1 million trees, and we are no longer collecting caps
and cases. Please recycle your items locally.

It's a GUY THING.

Father's Day, graduation, prom or wedding day ... whatever the occasion, you can help your customers find gifts for his special day – and every day.



**INDEPENDENT
SALES DIRECTOR
AMANDA
ARQUETTE,
SARASOTA, FLA.**

AMANDA SHARES THREE TIPS FOR SELLING MEN'S PRODUCTS:

- At your parties, talk about products men might like – they have skin too! Pass around a *Mary Kay*® cologne (I like ***MK High Intensity***®). Women might buy for their husbands and sons.
- The ***MKMen***® Shave Foam and **Cooling After-Shave Gel** make a perfect gift set for any occasion: Father's Day, Valentine's Day, holidays, anniversaries or just to say I love you!
- At the individual close, I always ask who she might like to shop for. Maybe her teenage son can use **Clear Proof**®, or she might want cologne for an upcoming birthday.



FOR HER SUPERHERO:

Clear Proof® Deep-Cleansing
Charcoal Mask, \$24



**GET
SOCIAL!**
REMIND YOUR
CUSTOMERS
THAT YOU HAVE
PRODUCTS THEIR GUYS WILL
LOVE TOO! YOU CAN SHARE:

- **MEN'S ECATALOG:** Go to marykay.com > eCatalog. Then click on this icon to share:
- **DIGITAL ASSETS:** Find them on *Mary Kay InTouch*® > Resources > Digital Assets > Seasonal.



JUNE IS ACNE AWARENESS MONTH!

Help him clear the way
with the **Clear Proof**® Acne
System, \$45.

All prices are suggested retail.

Mary Kay is proud to share that *Clear Proof*® Deep-Cleansing Charcoal Mask has earned the Good Housekeeping Seal.



A Scent That Suits Him

A RANGE OF SCENTS AND PRICES GIVES YOUR CUSTOMERS GREAT OPTIONS WHEN SHOPPING FOR HIM!

CITYSCAPE® COLOGNE SPRAY, \$50

A refined, masculine scent that speaks to a man's sense of elegance and simple sophistication.

MK HIGH INTENSITY® COLOGNE SPRAY, \$40

An ambery oriental with top notes of fennel and sage heightened by crushed coffee beans.

MK HIGH INTENSITY® SPORT COLOGNE SPRAY, \$40

This fresh, invigorating fragrance stimulates the senses with an icy, adventurous scent.

MK HIGH INTENSITY OCEAN® COLOGNE SPRAY, \$42

A fresh, citrus-marine fragrance for the active man who loves the sea.

TRUE ORIGINAL® COLOGNE SPRAY, \$36

A clean, contemporary scent with notes of lemon, Fuji apple and amber.

DOMAIN® COLOGNE SPRAY, \$38

A fresh, aromatic fragrance.

THINK ABOUT THIS!

WOMEN USUALLY BUY THE PRODUCTS FOR THEIR FAMILY. WHY NOT GET THOSE PRODUCTS FROM YOU?

MKMEN® SKIN CARE:

- Advanced Facial Hydrator
- Sunscreen Broad Spectrum SPF 30,* \$25
- Daily Facial Wash, \$16
- Cooling After-Shave Gel, \$16
- Shave Foam, \$14
- Advanced Eye Cream, \$26

*Over-the-counter drug product





Summer SELLING



These summer products can help heat up your sales! Perfect timing to help you earn this month's Mary Kay *You Hold the Key* Challenge prize and work toward your spot on *Destination Red*!



\$20

Protectors

FOR THE FACE

MARYKAY® FOUNDATION PRIMER

SUNSCREEN BROAD SPECTRUM SPF 15*

Glides on easily to fill in imperfections and dries quickly for a flawless foundation application. Oil-free. For all skin types, including sensitive skin. Can be used with any Mary Kay® foundation.



\$22

MARYKAY® CC CREAM SUNSCREEN BROAD SPECTRUM SPF 15*

Acts like makeup to instantly correct complexion imperfections. Lightweight coverage without that "made-up" look. Suitable for acne-prone and sensitive skin.



\$20

FOR THE BODY

MARYKAY® SUN CARE SUNSCREEN BROAD SPECTRUM SPF 50*

Advanced protection against sunburn and premature aging. Lightweight, oil-free.

Sun 101



- **Use sunscreen every day.** Anyone can get skin cancer, regardless of race, age or gender. The sun emits harmful UV rays year-round. Even on cloudy days. Snow, sand and water increase the need for sunscreen because they reflect the sun's rays.
- **Broad spectrum** sunscreens protect against both **UVA rays (aging rays)** that can prematurely age your skin, causing wrinkles and age spots, and **UVB rays (burning rays)**, the primary cause of sunburn.
- **There is no safe way to tan.** Every time you tan, you damage your skin. This speeds up skin aging and increases your risk for all types of skin cancer.
- In addition to wearing sunscreen, dermatologists recommend you:
 1. **Seek shade.** The sun's rays are strongest between 10 a.m. and 2 p.m. Tip: If your shadow is shorter than you are, seek shade.
 2. **Wear protective clothing.** Lightweight, long-sleeved shirt, pants, a wide-brimmed hat and sunglasses.
 3. **Use extra caution near water, snow and sand.** They reflect the damaging rays of the sun.

Source: American Academy of Dermatology



\$15

SKIN SOOTHER

SPECIAL-EDITION[†] MARY KAY[®] SUN CARE AFTER-SUN REPLENISHING GEL

After a day in the sun, enjoy this cooling, hydrating gel. Leaves skin feeling soft and silky, never sticky.

LIP SERVICE

MARY KAY[®] SUN CARE

LIP PROTECTOR SUNSCREEN BROAD SPECTRUM SPF 15*

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

\$10



TIMEWISE[®] AGE-FIGHTING LIP PRIMER

Combines age-fighting and priming benefits in one incredible product. Helps prime the lips for improved lipstick wear. Reduces the appearance of lines and wrinkles on the lips and around the lip area. Helps to prevent feathering and bleeding of lipstick and lip gloss.

\$25



SPECIAL-EDITION[†] MARY KAY[®] SUN CARE SUBTLE TANNING LOTION[‡]

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks.

\$18



NEW LIMITED-EDITION[†] MARY KAY[®] MATTE LIPSTICK IN PAPARAZZI PINK, \$18

You can join Mary Kay's global *Pink Changing Lives*[®] Program and help change the lives of women and their families. In the United States, from April 26 through Aug. 15, 2019, Mary Kay Inc. will donate \$1 from each sale of limited-edition[†] *Mary Kay[®] Matte Lipstick in Paparazzi*

Pink to *The Mary Kay Foundation*SM. In the United States, Mary Kay is committed to helping women and their families through *The Mary Kay Foundation*SM efforts to find cures for cancers affecting women and to help prevent domestic violence.



*Over-the-counter drug product

†Available while supplies last

‡Does not contain sunscreen and does not protect from the sun

July 1, 2018 – June 30, 2019

YOU HOLD THE KEY



MARY KAY



MAY 1–31: ALWAYS FOLLOW UP!



**INDEPENDENT SENIOR SALES DIRECTOR
LINDA KLEIN, PORT HUENEME, CALIF.**

"If you've built good relationships by following up and providing Golden Rule customer service, then in June when you're stretching to reach your Seminar goals, you can ask your customers for help! What's in it for them?

Plenty! Ask if they need end-of-year teacher gifts, graduation, wedding or Father's Day gifts, bridal makeovers, or just-for-fun 10-minute makeovers. More often than not, your customers will want to help you reach your goals!"

Yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in May



Stay in Touch



**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR LAFREDA
WILLIAMS, LITTLE ELM, TEXAS**

Your skin care parties are the best places to find your next team members. They're most likely to join your team because they've tried our amazing products and they've seen you having fun and making money. But you have to follow up!

If you didn't get a 'yes' at the skin care party, look back at the list of attendees you've had in the last 60–90 days. Give them a call

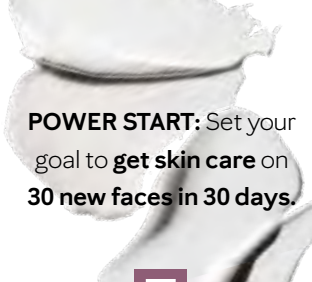
and say, 'Hi, _____. This is _____. How are you liking the *[product]* you purchased? Great! Let me know if you need anything else. Also, I know I shared the Mary Kay opportunity with you, but the timing wasn't right for you. I'm just checking in to see if anything has changed that would make you reconsider?'

She might be ready now! You won't know unless you follow up. Even if she says no again, that's OK. Keep in touch and build that relationship with her as your customer or hostess. Her circumstances may change down the road, and you'll be there when she is ready.

LEARN MORE ABOUT TEAM-BUILDING ON THE MARY KAY® DIGITAL SHOWCASE APP AND ON MARY KAY INTOUCH® > EDUCATION > MKUNIVERSITY!

Countdown to SEMINAR!

These activities can help you **FINISH** the Seminar year on top!
 ✓ Check off as you achieve!

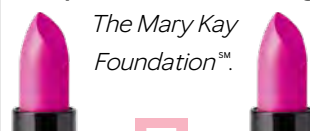


POWER START: Set your goal to **get skin care** on **30 new faces in 30 days.**



Shade match those 30 faces to help you sell the new **TimeWise 3D™ foundations.**

Sell 10 new limited-edition* **Pink Changing Lives® Mary Kay® Matte Lipsticks** in **Paparazzi Pink** benefiting *The Mary Kay FoundationSM.*




Share a pic from a skin care party using **#MyMKLife.**



Sell 15 *Clear Proof* Deep-Cleansing Charcoal Masks. Guys will love it too!

INVEST IN YOU!
 Attend your weekly unit meeting.



Assess your inventory for successful summer selling.



Enroll your customers in the *Preferred Customer ProgramSM.*

REGISTER FOR SEMINAR.
 Online deadline is July 1!




Choose your Star Consultant prize.

Work toward your goal of adding six *Great Start*-qualified new personal team members to get on board the **Destination Red** cruise! Are you there yet?



Achieve this month's Mary Kay *You Hold the Key* Challenge!

Coach three personal team members to become first-time **Star Team Builders**, another qualification to earn the **Destination Red** cruise. You can do it!



Sell five sets of **TimeWise Miracle Set 3D®.**

Sell 10 sun care products.



Pick out your dress for **SEMINAR AWARDS!**

*Available while supplies last.

MARY KAY®

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

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MARY KAY INC.

Destination
RED

Who's on board?

Join us as we celebrate the *Destination Red* achievers in Dallas at Seminar!

SAPPHIRE: July 18 – 21
EMERALD: July 22 – 25
DIAMOND: July 26 – 29
RUBY: July 30 – Aug. 2

GET MORE INFO INSIDE!

MARY KAY
SEMINAR
2019