

MAY 2008

Applause®

MARY KAY®
Enriching Women's Lives™



celebrate
the
dream
08

45 Years of Enriching Lives

Honor Mary Kay Ash's Birthday
With a Worldwide Cause

Glowing Beauty Secrets: Great Tips for Mary Kay®
Mineral Bronzing and Mineral Highlighting Powders

get it **free**

WITH YOUR ORDER

APRIL 16 – MAY 15, 2008

TimeWise® Firming Eye Cream

Suggested use: Your customers can achieve the younger-looking skin they want with TimeWise® Firming Eye Cream. It firms, brightens, provides intense moisturization and minimizes fine lines and wrinkles in the delicate undereye area. One product with multiple benefits! It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



TimeWise® Firming Eye Cream Samplers

Suggested use: Use these handy samplers to introduce customers to the luxuriously rich TimeWise® Firming Eye Cream with brightening and intense moisturization benefits for the delicate skin around the eyes. Two packs of six samplers is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

Suggested use: This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product
not included.



Celebrate the Dream!

Seminar 2008 celebrates the 45th anniversary of Mary Kay Ash's dream company and the personal successes you've achieved this year. You'll also get the education, inspiration and motivation you need to pass the dream on to future generations of women around the world. Don't miss out!

page 19

For more details on BizBuilders bonuses,
see Page 27.

Spring into success

New color options are what this spring is all about. With the Mary Kay® Compact and her many companions, your sales are bound to spring forward. But that's not all. A new global campaign to enrich lives will help you and your customers bond in a new and exciting way. And speaking of bonding, *Celebrate the Dream!* Seminar 2008 is where the Mary Kay sisterhood will unite to celebrate the passion, inspiration and empowerment that have kept the Mary Kay dream alive and growing for 45 years. Come and celebrate!



◀ page 8

Fresh Gift Ideas for Spring

Help your customers find the perfect gifts for moms, dads, grads, brides and more!



page 10 ▶

Giving Back Is Apple Berry Awesome!

Introducing a first-of-its-kind Mary Kay global campaign to enrich lives. During the Beauty That Counts™ promotion, Mary Kay will donate 100 percent of its profits from the sale of Mary Kay® Creme Lipstick in Apple Berry to change the lives of women and children around the world.



a girl's **best friend**

Look no further for a friend who does it all.



So many combinations and choices. Here are just a few ways to customize a compact.

Whatever a woman wants, she gets! With unlimited options, the new customizable Mary Kay® Compact adapts to a woman's every makeup need. Whether it's all eye color, cheek and eye color, a single powder or two bronzers, this gal does it all. And because only

true friendships stand the test of time, the Mary Kay® Compact stays strong during the toughest. From cell phones to loose change to car keys, there's no match for this resilient beauty. She always comes out looking as gorgeous as the day you met her. **\$18**

Easy to Customize

The new Mary Kay® Compact is so easy to customize and change when you use the release lever next to the magnetic refill area. You'll likely want to share this valuable information with your customers so that they understand how the compact operates.

In fact, taking along a compact for "show and tell" is the best way to demonstrate the features and to encourage customers to experience this extraordinary compact for themselves!

Also, you'll find terrific dialogues and compact FAQs on the Mary Kay InTouch® Web site to help you execute the perfect compact transition.



Gently press the lever with an outwardly left motion to automatically release the pans.



color my dreams

Compact Sales Challenge
March 16 – June 15, 2008

45 for 45

**45 compacts
for 45 years.**

*Make your dreams
come true!*



Custom compact
charm for your
Totally Charmed
charm bracelet

Goal: Sell at least 45* Mary Kay® Compacts from March 16 through June 15 to celebrate our 45th anniversary year.

Reward: Custom compact charm for your Totally Charmed charm bracelet

Recognition: Independent Beauty Consultants and Independent Sales Directors who sell 45 compacts by June 15, 2008, can celebrate at Seminar 2008 with a name badge ribbon and standing recognition. The top Independent Beauty Consultant and Independent Sales Director at each Seminar with the highest Mary Kay® Compact sales will receive onstage recognition and an exclusive designer handbag.

Consistency: Receive a custom heart charm when you achieve all sales challenges for the 2007-2008 Seminar year.

*Recognition will be based on wholesale Section 1 Mary Kay® Compact sales, plus early order offers through June 15. Unit Support Package quantities and BizBuilders quantities received as part of the Month 3 bonus (Feb. 16 – March 15, 2008) also count toward qualification. For complete challenge details, please see the Mary Kay InTouch® Web site.

celebrate
the dream
45TH
MK
ANNIVERSARY

powders with **purpose**

More Minerals, More Benefits

Whether your customers choose Mary Kay® Mineral Bronzing Powder, Mineral Highlighting Powder, Sheer Mineral Pressed Powder, Mineral Eye Color or Mineral Cheek Color, they're getting a state-of-the-art formula that delivers skin benefits with every application. Our new mineral-based formulas offer oil-absorbing properties and excellent coverage without settling into fine lines and wrinkles. And vitamins provide antioxidants that help protect against wrinkle-causing free radicals. With so many admirable qualities, our mineral formulas are great influences on skin!

With an oil-absorbing, skin-loving, vitamin-enhanced mineral formula, Mary Kay® Sheer Mineral Pressed Powder, Mary Kay® Mineral Bronzing Powder and Mary Kay® Mineral Highlighting Powder are your exclusive powder pals.

Sheer Perfection

Mary Kay® Sheer Mineral Pressed Powder is an amazing new pressed powder that will give your customers just what they've been looking for – sheer oil control with skin benefits! This lightweight, ultrafine powder imparts an invisible layer of oil-absorbing coverage that keeps makeup looking fresh throughout the day. The perfect translucent powder for a smooth, luminous look! **\$16**



More Benefits to Share:

- Helps control shine and excess oil for at least eight hours.
- Helps minimize the appearance of lines.
- Feels lightweight and silky.
- Looks natural, never dry or chalky.
- Blends evenly and easily.
- Provides long-lasting wear.
- Suitable for sensitive skin.

Brushes to Use

Mary Kay® Sheer Mineral Pressed Powder should be applied with the Compact Powder Brush that fits in the compact or with the Powder Brush from the Mary Kay® Brush Collection (the set is available for \$48 suggested retail). It *should not* be applied with the Mary Kay® Mineral Foundation Brush.



Hints for Selling

Use these tools for getting sales off to a powerful start:

- MKeCard® introduces Mary Kay® Mineral Bronzing Powders and Mineral Highlighting Powders.
- Your Mary Kay® Personal Web Site focuses on these powders with more application tips and an instructional video.
- Mary Kay® Sheer Mineral Pressed Powder Samplers in each shade are available in packs of six for \$2 on Section 2 of the Consultant order form.



Product prices are suggested retail.



Mary Kay® Mineral Bronzing Powders

Four units add natural highlights and warmth to the skin. **\$12**



Mary Kay® Mineral Highlighting Powders

Two units illuminate lighter skin tones for a more radiant look. **\$12**

Selling Advice

“With these new on-trend products, you can help your customers stay up-to-date on all the latest beauty trends and tips, establishing yourself as their exclusive beauty adviser. I apply new products to half of my face only, so they can see the difference those products make. Then I have them do the same. My customers' acceptance of the product is my No. 1 priority. I always follow the Golden Rule and would never sell them anything just to sell.”

– Independent National Sales Director
Elizabeth Sánchez



Prices are suggested retail.

More About Mary Kay® Mineral Bronzing Powders and Mineral Highlighting Powders

Be sure to share the following benefits and tips with customers.

Benefits to Share

- Stay-true color
- Fade-resistant
- Long-lasting wear
- Lightweight, silky texture
- Suitable for sensitive skin
- Vitamins A, C and E provide antioxidants
- Clinically tested for skin allergy
- Non-comedogenic

Application Tips

Each bronzing and highlighting unit includes *two* shades that should be swirled together with a Compact Powder Brush or the Powder Brush from the Mary Kay® Brush Collection for the most natural effect (tap off excess product after swirling). Each unit is either all matte or all shimmer and includes a recommended skin tone. Detailed application tips are provided in your April *Applause*® magazine and on the Mary Kay InTouch® Web site under "Products." Plus, here's how each bronzer and highlighter can be used as eye colors:

Options for Eyes

To use bronzers or highlighters as **eye color**, follow these steps:

Single-Color Eye Color Application Tips

- Apply the lightest shade all over the lid, from lashline to brow bone.
- Swirl both shades together in one pan and apply all over lid, from lashline to brow bone.

Two-Color Eye Color Application Tips

Best for deep-set eyes, but works for all shapes:

- Apply the lightest shade on the brow bone and lid.
- Apply and blend the darker shade along the top of the lashline and into the outside half to three-fourths of the crease.

Best for hooded eyes, but works for all shapes:

- Apply the lightest shade on the brow bone.
- Apply the darker shade all over the lid and into the crease.

two looks to love

Two new looks feature the outstanding benefits of new Mary Kay® Mineral Eye Colors and Mineral Cheek Colors.

Vibrant, fabulous and fun. Your customers will love this new circle of friends! Mary Kay® Mineral Eye Colors and Mineral Cheek Colors are all about the long-lasting, fade-resistant shades. And they offer the same oil-absorbing properties, ease of application, excellent coverage and skin-loving vitamins as their sister Mary Kay® mineral color products. Each shade is designed to look gorgeous on all skin tones and apply smoothly and evenly with a lightweight texture. This spring, six eye colors and two cheek colors get the color party started! They can be purchased individually or in the Color 101 sets shown here.



A professional makeup artist created the Color 101 Tawnies and Berries looks for all skin tones. Both include everyday, easy-to-wear shades your customers will love.

Color 101 Tawnies

Mary Kay® Mineral Eye Colors in Sweet Cream, Sienna and Granite

Mary Kay® Mineral Cheek Color in Shy Blush

Mary Kay® Creme Lipstick in Sweet Nectar

Also includes: Mary Kay® Compact, Steely eyeliner, Neutral lip liner, Coral Rose lip gloss and Ultimate Mascara™ in Black

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50

Mary Kay® Mineral Eye Color, \$6.50 each



Mary Kay® Mineral Cheek Color, \$10 each



Color 101 Berries

Mary Kay® Mineral Eye Colors in Honey Spice, Chocolate Kiss and Navy Blue

Mary Kay® Mineral Cheek Color in Golden Copper

Mary Kay® Creme Lipstick in Berry Kiss

Also includes: Mary Kay® Compact, Black eyeliner, Dark Berry lip liner, Berry Sparkle lip gloss and Ultimate Mascara™ in Black

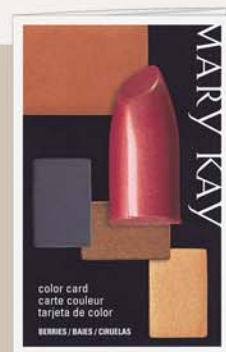
Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50

Product prices are suggested retail.

Pocket Pals

Two new Color Cards help you introduce the Tawnies and Berries looks – anytime, anywhere! Each tri-fold card includes samplers of three eye colors, one cheek color and one lipstick shade. Simply insert your business card in the space provided and share! Pk./five, **\$150**





no sun needed

No sun. No guilt. With new Mary Kay® Subtle Tanning Lotion, achieve a healthy-looking glow in days without leaving home!

With luxurious hydrating ingredients to moisturize skin and a touch of tanner, Mary Kay® Subtle Tanning Lotion develops a gradual, bronze glow that's natural enough to look real. This light-weight, nongreasy formula glides on evenly and absorbs quickly for color that won't rub off. Skin feels soft, smooth and moisturized, while its natural tone appears even – without streaking and blotching. Plus, the scrumptious coconut and honeysuckle fragrance is bound to put you in a beachside mode. Suitable for all skin types and tones. **\$16**

Application Tips

For best results, apply daily as you would your normal body lotion. Smooth on evenly, allowing a few minutes to dry before dressing. Subtle development of color will appear within several days. Maximum color will be reached within a week. It may be used on the face.

More to Share

- Mary Kay® Subtle Tanning Lotion works by gradually darkening only the very top layer of your skin.
- After the first week, it should be applied two to three times a week to maintain a subtle tan.
- Although Mary Kay® Subtle Tanning Lotion moisturizes your skin, your customers can use their normal body lotion for additional moisture. Apply Mary Kay® Subtle Tanning Lotion evenly prior to daily body lotion.
- You'll want to remind customers that the product does not contain a sunscreen and does not protect against sunburn. For sun protection, Mary Kay® SPF 30 Sunscreen* is suggested.



*Over-the-counter drug product

gift-giving ideas for spring

prop it!



Spring has sprung with an abundance of gift-giving opportunities blossoming in the weeks ahead. You can help your customers select the perfect gifts for Mother's Day, Father's Day, graduations, weddings and more with these fresh gift sets.

To get started, simply go to the Mary Kay InTouch® Web site and select "Products." Next, click on "Spring Merchandising Ideas." Here you'll find handy lists of products, plus merchandising props that can be mixed and matched to create multiple eye-catching gift sets sure to please. Get ready for budding sales opportunities this spring!



Check out the Mary Kay InTouch® Web site for ways to create multiple gift set combinations using these same props!

build it!

Picture-Perfect Gift Set

Color 101 Tawnies Collection
\$113.50



mix it!

Wedding Planner Set

Facial Highlighting Pen
Beauty Blotters®
Oil-Absorbing Tissues
Oil Mattifier
Oil-Free Eye Makeup Remover
Ultimate Mascara™
\$67



Fresh Start, New Look Gift Set

Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*
Mary Kay® Nourishine™ Lip Gloss in Pink Diamonds
Ultimate Mascara™
\$46



Dad's Good Scents Gift Set

MK High Intensity™ Cologne Spray
Domain® Cologne Spray
\$72



Great Curves Ahead Gift Set

TimeWise® Cellu-Shape™ Contouring System
\$55



Sun-sational Honeymoon Gift Set

Mary Kay® Lip Protector
Sunscreen SPF 15*
Mary Kay® After-Sun Replenishing Gel
Mary Kay® SPF 30 Sunscreen*
Mary Kay® Subtle Tanning Lotion
Mary Kay® Facial Cleansing Cloths
Waterproof Mascara
\$74.50



Father and Sun Gift Set

Mary Kay® Lip Protector
Sunscreen SPF 15*
Mary Kay® SPF 30 Sunscreen*
\$21.50



All prices are suggested retail.
Gift sets include Mary Kay® products. All other items are for merchandising ideas only.
*Over-the-counter drug product

in support of women and children apple berry to spread a sweet message

Did you know that Mary Kay® Apple Berry is the third most popular Mary Kay® Creme Lipstick shade* and according to global makeup artists, the most suitable shade of our entire product line for all skin tones? Around the world! Because of its on-trend, “every-woman” appeal, now Apple Berry has much more to tout than just a pretty pout. In honor of Mary Kay’s birthday on May 12, Mary Kay markets from the American Southwest to the Asian South Pacific, and points in between and beyond, can turn this hot seller into a heart-felt benefit for women and children. Through a new charitable initiative called Beauty That Counts™, Mary Kay will donate 100 percent of its profits from the sale of Mary Kay® Creme Lipstick in Apple Berry from May 2008 through the end of the year to charitable organizations that support women and children – just part of our Pink Changing Lives™ corporate commitment to change the lives of women and children around the world.

Why wrap this Beauty That Counts™ donation initiative around just one shade? Because Apple Berry is globally suited to any skin tone, the entire world of Mary Kay can rally behind one product with universal consistency. When you see a woman wearing this color you – and your customers and independent sales force members – know she’s helping to make a lasting difference. It’s all part of pink changing lives™ through a cause that’s too important to ignore.

Planned special packaging for Apple Berry lipstick will help tell the story of our mission and offers a brand-building gift item for you and your customers. And because each market will contribute to a local cause that supports women and children, giving and receiving Apple Berry lipstick becomes even more beautiful! Considering the millions of lives we can potentially touch, who wouldn’t love reaching out through this simple gesture?



pink changing lives™

How to Start Making a Difference

Your purchase of Mary Kay® Creme Lipstick in Apple Berry, beginning May 1, 2008, will contribute to this effort. For every tube you buy, you’ll receive in your order a FREE limited-edition bag, available while supplies last. The coordinating bag features special printed messages on the outside that convey the Company’s mission to help change the lives of women and children through this initiative. To ignite your customers’ own spark of generosity, all you have to do is put the tube in the bag with your own special touch. We request that

the bags be used only with Apple Berry lipstick to preserve the impact of this special donation. Why not give your customers a way to reach out to women and children today? You could even make Mary Kay’s May 12 birthday your kick-off point for this campaign.

Mary Kay® Creme Lipstick in Apple Berry, **\$13 – New Part # 10-022682**. (Be sure to use the new part number starting May 1 to ensure that 100 percent of Mary Kay profits go to this important cause!)

*Based on unit sales in the United States, Mexico and Russia

All prices are suggested retail.

act now for *hot sales this summer*

The Look **Gets a Makeover**

Enroll: April 16 – May 15
Cost per customer: 65 cents
Begins mailing: June 25*

The Look is totally new! The Summer 2008 issue launches a redesign of this quarterly Preferred Customer Program mailing, engaging your customers with a trendy format more like a magazine. *The Look* will feature new products, plus insider beauty tips and application suggestions they can use anytime. In the back of each issue, your customers will find a handy new shopping guide that pictures the *entire* product line for quick and easy ordering. And customers who receive the Summer 2008 issue will be the first to sample three Mary Kay® Mineral Eye Colors that are featured in the Summer 2008 gift with purchase. Plus, this issue showcases the four grand-prize winners of last summer's Mary Kay® Model of Beauty™ Search. So be sure to enroll your customers by May 15 to receive the summer issue, and use the Quick Enroll™ feature for even faster enrollment. This is an issue no one will want to miss! Enroll on the Mary Kay InTouch® Web site under "Business Tools" then "Preferred Customer Program."

2007-2008 Preferred Customer Program **Consistency Challenge**

This is the last quarter to qualify for this year's Preferred Customer Program Consistency Challenge by enrolling 45 or more new or existing customers each quarter to receive *The Look*. Those who



do will receive standing recognition and a name badge ribbon at Seminar 2008, plus the beautiful "I Build Customers for Life" pin. And in celebration of the redesigned format of *The Look*, anyone who enrolls 45 or more customers for the Summer 2008 issue will receive Seminar recognition too!

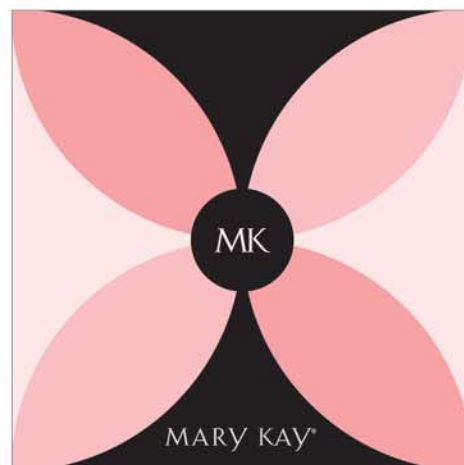
Introduce the Mary Kay® Compact Pro™ **Summer 2008 Month 2 Mailer**

Enroll: April 16 – June 15
Cost per customer: 40 cents

Launching the new Mary Kay® Compact Pro™, the summer Month 2 mailer features everything your customers will want to know about this amazing new compact! The sleek black design offers even more room for new Mary Kay® color products, providing multiple color looks while on the go or at home. Be sure to enroll your customers by June 15 through the Mary Kay InTouch® Web site to have the summer Month 2 mailer delivered just in time to order the Mary Kay® Compact Pro™. Watch for more details about this professionally versatile compact coming soon.

Sample Anything, Anytime.

Now you have one convenient, professional way to offer samplers to your customers. Introducing the all-in-one *Sample Anything!* card that holds everything from fragrance towelettes to Satin Hands® Pampering Set Sampler Packettes all in one place for a professional presentation. Each card features the benefits of the TimeWise® Miracle Set, the TimeWise® Microdermabrasion Set and the Satin Hands® Pampering Set. To encourage action, the *Sample Anything!* card also includes one customer service card that can be redeemed for a complimentary facial or color consultation from you and one to share with a friend. English and Spanish versions sold separately.
Pk./10, \$2.50



Customers simply unfold the four front panels to reveal enclosed samplers.

*Allow seven to 10 days for delivery.

recognition

Congratulations to the winners for January 2008

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for January 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for December 2007.) 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, 2007 through Jan. 31, 2008.

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



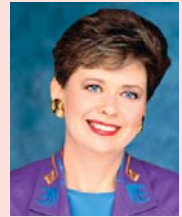
Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

On-Target for \$1,000,000 Inner Circle
Barbara Sunden.....\$586,494.53

On-Target for \$750,000 Inner Circle
Gayle Gaston.....\$529,454.31
Christine Peterson.....464,679.06

On-Target for \$500,000 Inner Circle
Carol Anton.....\$340,027.38
Nan Stroud.....332,726.52
Karen Piro.....311,009.91
Lisa Madson.....298,096.22

On-Target for \$325,000 Inner Circle
Gloria Mayfield Banks.....\$277,287.09
Rena Tarbet.....276,217.45
Joanne Holman.....275,009.98
Jan Harris.....264,966.17
Pat Danforth.....244,664.96
Cheryl Warfield.....242,057.58
Karee Isenhardt.....234,951.31
Patricia Rodriguez-Turker.....233,786.25
Kathy Helou.....233,344.23
Lupita Ceballos.....224,107.00
Gloria Castaño.....222,798.85
Anita Mallory Garrett-Roe.....215,453.04

Darlene Berggren.....213,247.95
Linda McBroom.....213,165.74
Jana Cox.....207,286.70
Sue Kirkpatrick.....203,747.16
Cindy Williams.....202,632.61
Stacy James.....198,128.23
Suzanne Brothers.....196,831.55
Sonia Pérez.....195,093.10
Sherry Giancristoforo.....194,089.58
Holly Zick.....191,869.59

On-Target for \$250,000 Diamond Circle
Johnnette Shealy.....\$178,899.39
Mary Diem.....178,599.83
Julianne Nagle-Hackett.....178,374.43
Jodie McCoy.....177,104.13
Rosa Jackson.....170,478.04
Ronnie D'Esposito Klein.....168,391.90
Pamela Waldrop Shaw.....166,452.74
Debi Moore.....156,701.70
Joyce Z. Grady.....156,263.13
Linda Toupin.....156,116.65
Shirley Oppenheimer.....154,911.17

Jackie Swank.....153,572.79
Sonya LaVay.....153,518.26
Pam Gruber.....153,438.82
Doris Jannke.....153,423.94
Dacia Wiegandt.....151,064.63

On-Target for \$200,000 Diamond Circle
Wanda Dalby.....\$143,071.52
Anita Tripp Brewton.....141,581.66
Tammy Crayk.....136,748.15
Diane Underwood.....136,186.97
Valerie Bagnol.....136,141.90

Lily Orellana.....135,864.94
Kerry Buskirk.....135,490.99
Halina Rygiel.....129,434.40
Jeanne Rowland.....128,950.62
Elizabeth Fitzpatrick.....126,568.68
Nancy Bonner.....124,269.38
Jamie Cruse-Vrinios.....120,407.94
Gloria Báez.....120,016.29
Maureen Ledda.....118,643.90

Monthly Commissions and Bonuses

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

Diamond

Barbara Sunden***.....\$71,567
Karen Piro**.....48,634
Lisa Madson.....42,731
Suzanne Brothers.....42,224
Patricia Rodriguez-Turker.....42,219
Anita Mallory Garrett-Roe.....29,742
Sonia Pérez.....28,006
Joyce Z. Grady.....27,741
Gloria Castaño**.....26,261
Holly Zick**.....24,832
Linda C. Toupin.....23,693
Julianne Nagle-Hackett*.....23,592
Mary Diem*.....22,403
Tammy Crayk.....21,876
Pam Gruber*.....20,483
Dawn A. Dunn.....19,640
Diane Underwood.....19,231
Dalene Hartshorn.....17,734
Jo Anne Cunningham.....16,777
Sandy Valerio.....15,235
Maria I. Monarrez.....14,850
Rosibel L. Shahin.....14,821
Sharon Kingrey.....14,053
Connie A. Kittson.....13,075
Diana Heble.....10,814
Charlotte G. Kosena.....10,486
Betty Gilpatrick.....9,183
Jan Mazzotti.....8,508
Morayma Rosas.....7,655
Sandra Chamorro.....7,405
Carol Lawler.....7,105
Isabel Venegas.....6,743
Andrea C. Newman.....5,684
Caterina M. Harris.....5,395

Ruby

Carol Anton**.....\$52,494
Pat Danforth.....31,578
Karee Isenhardt**.....28,300
Sue Kirkpatrick*.....27,508
Linda McBroom*.....26,953
Johnnette Shealy*.....25,681
Shirley Oppenheimer*.....23,832
Wanda Dalby*.....20,800
Vicky L. Fuselier.....20,130
Ronnie D'Esposito Klein*.....20,061
Judy Kawiecki.....16,232
Jeanne Rowland*.....15,911
Pam Ross*.....15,055
Pamela A. Fortenberry-Slate*.....14,555
Rebecca Evans*.....14,226
Lynne G. Holliday.....13,676
Michelle L. Sudeth*.....13,239
Scarlett S. Walker*.....12,945
Sue Z. McGray.....12,695
Kate DeBlander.....12,604
Toni A. McElroy.....12,492
Kirk Gillespie.....12,456
Vicki Jo Auth.....12,401
Maria Aceto Pirro.....12,335
Janis Z. Moon.....12,283
Kimberly R. Copeland.....11,981
Gena Rae Gass.....11,794
Nancy West Junkin*.....11,725
Cyndee Gress.....11,638
Bea Millsagle.....11,450
Gay Hope Super.....11,421
Patricia Lane.....11,233
Nancy M. Ashley*.....11,166
Cheryl J. Davidson.....10,632
Sharilyn G. Phillips.....9,896
Jean Santin*.....9,661
Amy Dunlap.....9,375
Phyllis Chang.....9,342
Margaret M. Bartsch.....9,273
Candy D. Lewis.....9,104
Donna B. Meixsell.....9,066
Rhonda L. Frackowski.....8,768
Cindy Z. Leone.....8,743
Katie Walley.....8,341
Cindy Towne.....8,263
Kelly McCarroll.....8,237
Thea Elvin.....8,153
Terri Schafer.....8,117
Renee D. Hackleman.....6,045

Sapphire

Christine Peterson***.....\$73,047
Gayle Gaston**.....62,774
Rena Tarbet*.....48,291
Joanne Holman*.....33,908
Jana Cox*.....28,251
Lupita Ceballos*.....27,859
Jodie McCoy*.....24,820
Mattie Dozier.....22,888
Sonya LaVay*.....21,488
Gloria Báez.....21,292
Valerie J. Bagnol*.....21,051
Shannon C. Andrews*.....18,181
Kimberly D. Starr.....17,549
Pam I. Higgs.....17,533
Gladis Elizabeth Camargo.....16,188
Alia L. Head.....15,651
Joy L. Breen.....14,976
Pam Klickna-Powell.....14,331
Mary L. Cane.....13,768
Sherril L. Steinman.....13,357
Jan L. Thetford.....13,284
Sharon L. Buck.....13,070
Nancy A. Moser.....12,596
Karen Kratochvil.....12,431
Jo Anne Barnes.....12,229
Deanne Curtis.....12,048
Dianne D. Moul*.....11,564
Maribel Barajas.....11,383
Debra M. Wehrer.....10,736
Karen B. Ford.....10,497
Vernella Benjamin.....10,300
Britgit L. Bridle.....10,200
Jill Moore.....9,987
Kendra Crist Cross.....9,513
Lorraine B. Newton.....9,126
Maria Aguirre.....8,821
Gillian H. Ortega.....8,574
Elizabeth Sánchez.....8,337
Jill Moore.....7,063
Ann Brown.....6,593
Mirna Mejia de Sánchez.....4,633

Emerald

Kathy Helou*.....\$38,109
Gloria Mayfield Banks***.....33,830
Debi R. Moore*.....25,545
Sherry Giancristoforo**.....24,490
Jamie Cruse-Vrinios.....23,868
Yvonne S. Lemmon.....20,948
Kerry Buskirk*.....20,374
Doris Jannke*.....19,427
Cindy Fox*.....18,003
Lily Orellana.....17,423
Dacia Wiegandt.....16,823
Kay E. Elvrum.....16,781
Janet Tade*.....16,348
Mona Butters.....16,066
Consuelo R. Prieto.....15,559
Cathy Bill*.....14,381
Kathy Rodgers-Smith.....13,469
Pamela Tull.....13,241
Cathy Phillips.....13,108
Miriam Gómez-Rivas.....12,990
Dawn Otten-Sweeney.....12,866
Jo Reynal Rogers.....11,867
Jackie LaPrade.....11,516
Joanne R. Bertalan*.....10,906
Judy Harmon.....10,513
Brenda Segal*.....10,493
Regina Hogue.....10,343
Shelly Gladstein.....10,323
Kym A. Walker*.....9,978
Irene A. Shea.....9,975
Barbara Whitaker.....9,902
Natalie Privette-Jones.....9,489
Sherry A. Alexander.....9,373
Cristi Ann Millard.....9,220
Crisette M. Ellis.....9,126
Sabrina Goodwin Monday.....8,776
Francie McBeth.....8,361
Joanne Hollingsworth.....7,491
Nora L. Shariff*.....6,282
Esther Whiteleather.....6,195
Carmen Rios.....5,905
Phyllis R. Sammons.....5,173
Pamela Cheek.....2,972

Pearl

Nan Stroud***.....\$39,925
Jan Harris*.....30,719
Cheryl Warfield**.....30,528
Darlene Berggren*.....29,364
Cindy A. Williams.....28,120
Pamela Waldrop Shaw.....25,985
Stacy L. James*.....25,481
Anita Tripp Brewton.....24,945
Elizabeth Fitzpatrick*.....24,816
Halina Rygiel.....23,819
Jackie Swank*.....22,233
Rosa Jackson*.....18,715
Mary C. Estupinian-Martel*.....17,530
Sandy Miller.....16,292
Nancy Bonner*.....15,857
Maureen S. Ledda*.....15,357
Lise T. Clark*.....14,484
Monique Todd Balboa.....13,475
Julie Krebsbach.....13,217
Pat Campbell.....13,184
Wilda DeKerlegand*.....13,119
Allison LaMarr.....12,743
Anabel Rocha.....12,719
Beatrice Powell.....12,571
Shirley M. Oshiro.....12,542
Lynda Jackson*.....12,410
Linda Kirkbride.....12,033
Robin Rowland.....11,902
Kathy C. Goff-Brummett.....11,732
Barbara Stimach*.....11,669
Ruth Theodocion.....11,314
Bett Vernon.....11,123
Jane Studrawa.....10,953
Wadene Claxton-Prince.....10,741
Gilda McGuire.....10,659
Cathy E. Littlejohn.....10,527
Maureen Myers.....9,966
Rosalie Ann Medjesky.....9,925
Sylvia Kalick.....8,859
Kathy Jones.....8,404
Deb Pike.....8,165
Sonja Hunter Mason.....6,144
Mary Pat Raynor.....5,951
Bettye M. Bridges.....5,311

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes November/noviembre

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources," click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos," haz clic en "Programa DIQ".



Diana Duran
Chelsea, Mass.
L. Pagoda Unit

Sarah E. Halsted
Ephrata, Wash.
J. Sipe Unit

Vanessa Feleene
Netherlain
Seguin, Texas
H. Goelzer Unit

Congratulations to Sales Directors **Angelica Alvarez**, Fullerton, Calif., B. Arroyo Unit; **Maria Guadalupe Botello**, Commerce City, Colo., D. Ponce Unit; **Vicki Denise Brown**, Strasburg, Va., C. Coffey Unit; **Anayanci Canales**, Central Islip, N.Y., E. Diaz Unit; **Maritza Canales**, Central Islip, N.Y., R. Umana Unit; **Maria Delgado**, Chicago, A. Solis Unit; **Philomene Etienne**, Wellington, Fla., G. Ambrossi Unit; **Leian Fisher**, South Jordan, Utah, N. Marcus Unit; **Jennifer Floyd**, Temple Hills, Md., B. Spriggs Unit; **Maria Isabel Gonzalez**, Miami, M. Rolo Unit; **Maricela Gonzalez**, Placentia, Calif., T. Ramirez Unit; **Yanai Gonzalez**, Oxnard, Calif., A. Garcia Unit; **Maria I. Guerrero**, Charlotte, N.C., E. Diaz Unit; **Victoria Hueso**, Chelsea, Mass., K. Colon Unit; **Lorna Renae Jaquess**, Glendale, Ariz., P. Andersen Unit; **Cindy Keys**, Washington, D.C., M. Anderson-Davis Unit; **Rosa Patricia Lajara**, East Setauket, N.Y., M. Melara Unit; **Lilliana Elizabeth Madera**, Greeley, Colo., M. Madera Unit; **Juana V. Medina Mora**, Lawrenceville, Ga., V. Flores De Medina Unit; **Consuelo Beatriz Mendez**, Westbury, N.Y., E. Diaz Unit; **Irene Z. Morgan**, Noblesville, Ind., M. Butcher Unit; **Mirna Nazco**, Vero Beach, Fla., M. Malagon Unit; **Stephanie Pelaez**, Hialeah, Fla., A. Pelaez Unit; **Josefina Ruiz**, Hialeah, Fla., A. Pelaez Unit; **Miriam Serrano**, Boynton Beach, Fla., S. Páez Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición

Photos must be received from New Director Education Week two months after the debut date to be included in print./A fin de poder publicarse, las fotos tomadas en la Semana de Educación para Nuevas Directoras de Ventas deben recibirse dentro del periodo de dos meses después de la fecha de debut.

Dean's List/Lista del Decano

(January 2007 debuts/debutes de enero 2007)

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 miembros de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad 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.



Leah Lauchlan
Dayton, Ohio
P. Shaw Area
Pearl Seminar

Ayobami Olusa
Middletown, N.Y.
N. Privette-Jones Area
Emerald Seminar

Jalene Weston
Hooper, Utah
T. Crayk Area
Diamond Seminar

Honors Society/Sociedad de Honor

(January 2007 debuts/debutes de enero 2007)

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



Alicia Lynne Adams
Taylorsville, Utah
J. Nagle-Hackett Area

Maria Hernandez
Joliet, Ill.
Diamond Go Give Area

Beth A. Keller
Gladstone, Mo.
Diamond Go Give Area

Anne Elizabeth
Leanos
Metamora, Ill.
K. Piro Area

Melissa D. Simmons
Riverside, Calif.
A. Mallory Garrett-Roe Area

Adelina Toscano
Clovis, Calif.
Diamond Go Give Area

Be sure to check out *Ovation®* on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "*Ovation®*." /No olvides consultar *Ovación™* el primer día de cada mes para ver más reconocimiento. Visita el sitio electrónico *Mary Kay InTouch®* y en "Recursos," haz clic en "Publicaciones" y luego en *Ovación™*.

diamond/diamante

Fabulous 50s/Los Fabulosos 50

(July 2007 debuts/debutes de julio 2007)

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.



Maria Nelly R. Donjuan
Houston
G. Castaño Area

Jennifer Ann Rego
Airmont, N.Y.
B. Sunden Area

Congratulations to Sales Director **Maria Valdovinos**, Jonesboro, Ga., P. Rodríguez-Turker Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

On the Write Track/En buen camino

(November 2007 debuts/debutes de noviembre 2007)

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

Mirna Barranco
Maria Guadalupe Botello

Maritza Canales
Diana Duran

Maria I. Guerrero
Cindy Z. Keys

Josephine Uche Ogbonna

Miriam Serrano

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Jenna L. Allison
Angelica Alvarado
Ifeoma Anagbogwu
Nuria R. Avila
Maria Azana
Patty J. Baker
Tana Bennett
Elena A. Caceres
Juanita Campa
Erin R. Cannon
Kelly Ceiler
Pamela J. Clemens
Jamie L. Coleman
Gloria Coronel
Stephanie R. Crosby

Marisol E. Cruz
Eustolia Cuevas-Favela
Kristy D. Custer
Flavia G. Davila
Angela D. Drinkard
Paula Ellisor
Majida Faour
Maria Flores
Lilian Garcia
Bertha Gonzalez
Rosa Granados
Eliana M. Guerrero
Heather R. Gunnerson
Irma A. Gutierrez
Barbara S. Hansen

Linda J. Hanson
Claudia P. Hernandez
Marlene Hernandez
Irene H. Herrera
Rachel J. Jensen
Dianne L. Lambert
Sara Lojo-Roch
Zelma E. Lopez
Elise A. Mademann
Olga Martinez
Tricia L. McCune
Lindsey M. McFadden
Mary McIntosh
Mary R. Meadows
Julie D. Miele

Roberta M. Moravek
Mary L. Mras
Rose Ndasi
Clara I. Odoemelam
Jennifer Ofarrill
Lidia B. Pabon
Cherise Peter
Adaris Pickett
Lourdes Quezada
Renee Reeves
Maria Renteria
Myrna R. Romero
Maria T. Santiago
Karina Santos
Marlene Serrano

Bertha Silva
Cecilia Soto
Beth D. Stoyer
Karmen A. Sutton
Choua Thao
Emily R. Tramel
Diana R. Van straten
Liliana Vargas
Maria Velasco
Audrea L. Williams
Amber D. Wilson
Anna M. Wood

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during January./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 al mayoreo de la sección 1 y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en enero.

Sales Director Valorie Jean White.....\$4,757.94
Sales Director Ava Lynn Roberts1,913.02
Sales Director Linda C. Weniger1,870.86
Sales Director Shelly Palen.....1,824.40
Sales Director Ruth Ojibeka.....1,594.48
Sales Director Rhonda Jean Taylor1,548.69
Sales Director Cindy Wallace.....1,523.05
Sales Director Nicole Ann Solomon.....1,450.15
Sales Director Jennifer V. Agema.....1,413.17

Sales Director Christine Wittmann1,413.13
Sales Director Karime Rosas1,409.62
Sales Director Alba Pelaez.....1,406.73
Sales Director Silvia Sanchez.....1,395.19
Sales Director Mariah J. Rojas.....1,385.96
Danielle Coughlan, D. Ferguson-Mentiply1,376.93
Vivian Hernandez, I. Hernandez Unit.....1,340.66
Sales Director Cindy D. Hudson.....1,328.02
Sales Director Shelley Olson.....1,296.52

Rubidia Xiomara Mejia, M. Rivas Unit.....1,274.20
Tina Marie Kocourek, S. Pankow Unit.....1,260.94
Sales Director Cindy S. Kriner1,260.22
Sales Director Maria Flores.....1,247.48
Sales Director Emily Sims.....1,193.30
Sales Director Shirley Honey Allen.....1,188.98
Sales Director Anayanci Canales.....1,166.95

diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

85 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Silvia Sanchez.....5

56 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Clara Fuentes.....5

41 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sharon Alverson.....5

37 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Cindy Wallace.....5

34 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Yesenia Mendez.....5

32 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Nicole Solomon.....11

30 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Debbie Frazer.....6

29 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Juanita Gaddy.....7

28 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Flores.....5

27 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Luciana Zook.....6

26 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ana Alvarez.....5
Sales Director Silvia Villa.....6

25 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Elvi Lamping.....5

22 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Margaret Easter.....5

19 GOLD MEDALS/MEDALLAS DE ORO
Dawn Joy Fox, M. Anderson Unit.....9
Sales Director Felicia Nweze.....9
Sales Director Mariana Santos.....6
Sales Director Tanya Satcher.....7

18 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Juana Chihuahua.....7

14 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Gloria Gavilanes.....5
Sales Director Melissa Jensen.....5
Sales Director Georgina Ochoa.....5

13 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Audrey Doller.....5
Sales Director Juana Vega.....7

12 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Toby Loudenback.....5
Sales Director Gloria Manning.....5

11 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Geraldine Kum Ngum.....5

10 GOLD MEDALS/MEDALLAS DE ORO
Virginia Alverson, S. Alverson Unit.....5
Sales Director Graciela Valadez.....5

9 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Terri Francis-Ahlfeld.....5
Sales Director Hilario Morales.....5
Sales Director Maria Sierra Ramirez.....5

8 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Lucrecia Aguirre.....5
Sales Director Nita Heid.....6

7 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ina Collins.....6
Sales Director Diana McKinnon.....5
Sales Director Julieta Mitchell.....5
Kimberly Ryan, J. Rentz Unit.....5

6 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Elvira Bravo Cervantes.....5
Sales Director Magdalena Diaz De Leon.....5
Sales Director Zuleyn Ho Miranda.....5
Dianne Lambert, P. Sperling Unit.....30
Sales Director Laura Polish.....5
Sales Director Argelia Rodriguez.....5

5 GOLD MEDALS/MEDALLAS DE ORO
Melba Concepcion, R. Bonilla Unit.....15
Nkechi Okwara, F. Nweze Unit.....11
Sales Director Karime Rosas.....5
Sales Director Rhonda Taylor.....5

4 GOLD MEDALS/MEDALLAS DE ORO
Queen Addison, M. Easter Unit.....5
Sales Director Ann Anyanwu.....5
Sales Director Lisa Bradley.....5
Sales Director Randi Cecchini.....5
Elsa Gonzalez, J. Perez Unit.....10
Sales Director Bertha Mira.....5
Sales Director Ana Paredes.....5
Sales Director Mariah Rojas.....5
Sales Director Marlene Romero.....5
Maria E. Samaniego, D. Ponce Unit.....11
Sales Director Teodora Sierra.....5
Zetta Sims, L. Shinogle Unit.....5

3 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Aguirre.....5
Sales Director Maria Avila-Marrufo.....5
Sales Director Angelina Ayon.....6
Erodita Diaz, C. Miranda Unit.....5
Sales Director Faith Evans.....5
Sandra Gonzalez, L. Chavez Unit.....8
Sales Director Kara Hail.....5
Sales Director Nancy Kaye.....5
Sales Director Lorena Marquez.....5
Maricela Marquez, N. Caballero-Castillo Unit.....9
Yolanda Morales, V. Johnson Unit.....5
Cheryl Mullen, T. Wenninger Unit.....6
Guadalupe Munoz, C. Hernandez Unit.....9
Dolores Pampillo, M. Giraldo Unit.....8
Guadalupe Ramirez, M. Esparza Unit.....8
Carol Scott, M. Goodwin Unit.....5

Michelle Wallace, K. Meyers Unit.....7

2 GOLD MEDALS/MEDALLAS DE ORO
Maria Alba, A. Garcia Unit.....10
Santos Alfaro, M. Morra Unit.....5
Nuria Avila, G. Maldonado Unit.....6
Ann Azike, S. Ozurigbo-Odum Unit.....5
Lisa Dabney, D. Cadenhead Unit.....5
Qiana Davis, A. Ruffin Unit.....8
Connie Dickson, M. Lentz Unit.....8
Yancy Fernandez, R. Fernandez Unit.....5
Soyini McClellan, D. Harris Unit.....9
Rubidia Mejia, M. Rivas Unit.....7
Elizabeth Napier, C. Burgstahler Unit.....8
Gloria Ocampo, S. Páez Unit.....5
Elena Ortiz, C. Briceno De Lara Unit.....10
Sales Director Michelle Patterson.....5
Alejandra Ramirez, L. Spadlowski Unit.....6
Sales Director Teresa Ramirez.....5
Megan Ritter, K. Rogers Unit.....7
Sales Director Jacinta Ukah-Ogbonna.....5
Enriqueta Veliz, M. Veliz Unit.....8
Santos Zepeda, N. Ascencio Unit.....8

1 GOLD MEDAL/MEDALLA DE ORO
Rosa Avelar, D. Moran Unit.....5
Tana Bennett, K. Cowdell Unit.....5
Iliana Bonilla, A. Canales Unit.....5
Ashley Chadwick, R. Berrett Unit.....5
Gloria Coronel, M. Ortuno Unit.....8
Danielle Coughlan, D. Ferguson-Mentiply Unit.....5
Kristy Custer, N. Newell Unit.....5
Linda Dyer, Y. Willis Unit.....5
Antonella Faieta, L. Varela Unit.....5
Liana Freedy, L. O'Neill Unit.....6
Elana Guerrero, L. Espinosa Unit.....5
Maria De Jesus Gutierrez, M. Morales-Linare Unit.....5
Kelly Henderson, F. Gladding Unit.....6
Tamra Hepworth, T. Crayk Unit.....6
Claudia Hernandez, M. Lemus Unit.....6
Yasmin Hernandez Cruz, M. Gonzalez Unit.....6
Irene Herrera, M. Jimenez Unit.....5
Maria Ibarra, M. Reyna Huerta Unit.....8
Jazmin Jain, D. Ferguson-Mentiply Unit.....6
Laurie Jamieson, T. Newton Unit.....7
Traci Land, J. Huneke Unit.....5
Jannette Levy, A. Briones Unit.....6
Olga Martinez, L. Abadia Carranza Unit.....5
Vanessa Moodie, A. Niculescu Unit.....7
Rose Ndasi, Y. Tazem Unit.....5
Clara Odoemelum, N. Onuoha Unit.....9
Luz Sanchez-Perez, T. Sanchez Unit.....5
Carmen Schippers, P. Giese Unit.....6
Marlene Serrano, G. Esparza Unit.....5
Deborah Smith, B. Spriggs Unit.....9
Judy Sumpter, C. Ashley Unit.....6
Emily Tramel, K. Rogers Unit.....5
Diana Van Straten, K. Larson Unit.....5
Liliana Vargas, L. Colin Unit.....6
Marie William, S. Cleary Unit.....5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their January 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de enero de 2008.

Diamond/Diamante

Ivonne Hernandez	\$89,878
LaRonda L. Daigle	82,025
Kim I. Cowdell	80,783
Pat A. Nuzzi	75,689
Arianne C. Morgan	73,357
Cecilia C. James	69,802
Marsha Morrisette	69,698
Connie L. Russo	68,356
Amy Lynn Allgood	66,675
Valorie Jean White	64,630
Joye Z. Stephens	62,350
Audrey K. MacDowall	59,885
Patricia Carr	57,717
Carol Lee Johnson	57,374
Ana X. Solis	57,104
Barbara E. Roehrig	56,929
Julie Schlundt	55,490
Andrea Shields	54,981
Terri J. Beckstead	54,759
Julie Danskin	54,134
Kim A. Messmer	53,505
Susan Hattam Weeks	53,315
Evitella Valdez-Cruz	52,542
Yvonne Tazem	52,367
Gayle Lenarz Kolsrud	52,201
Ruth L. Everhart	51,958
Felicia Ifeyinwa Nweze	51,432
Diane Ferguson-Mentiply	51,266
Susan M. McCoy	51,222
Cindy S. Kriner	50,678
Melissa R. Hennings	50,492
Vivian Diaz	50,459
Melinda M. Balling	50,291
Cynthia L. Frazier	50,181
Priscilla McPheeters	50,041
Chatney Gelfius	49,895
Vicki O'Bannon	49,287
Eileen M. Huffman	48,976
Betty McKendry	48,485
Karime Rosas	47,818
Titilla Ozurigo-Odum	47,523
Ava Lynn Roberts	46,561
Nancy Fox Castro	46,481
Lisa A. Stengel	46,237
Heidi Goelzer	45,971
Rhonda Jean Taylor	45,875
Gerri Anne Morris	45,567
Jenny Siemonsma	45,470
Shelly Palen	44,851
Karen L. Kunzler	44,737
Judy Flummerfelt-Gerstner	44,349
Mariann Biase Mason	44,092
Lynnea E. Tate	44,055
Holly V. Crumley	43,797
Sandy K. Griffith	43,539
Brenda K. Howell	43,251
Jan K. Siesky	42,819
Kristen C. Spiker	42,587
Peggy Sperling	42,402
Faith A. Gladding	42,167
Susan J. Pankow	42,088
Rebecca Alvarado	41,898
Pamela K. Perkins	41,719
Ruth Ojibeka	41,041
Nuvia Ascencio	41,010
Sheryl Peterson	40,605
Maritza Estela Gonzalez	40,582
Lisa Hackbarth	40,335
Ana Carolina Alvarez	40,254
Kelly Miller-Johnson	39,786
Kathie Cunningham	39,498
Kathy M. Viola	39,454
Barbara Werkmeister	39,405
Meyra Esparza	39,390
Shelley Olson	39,274
Gertie Janda	39,130
Piper R. Mullin	38,967
Elizabeth K. Daniels	38,550
Norma Lee Shaver	38,516
Sandy L. Kaiser-Dzalo	38,417
Maricarmen Gonzalez	38,232
Deborah Dudas	38,093
Carmen Hernandez	38,030
Emily Sims	37,894
Pat Joos	37,742

Ada Y. Garcia-Herrera	37,624
Martha Kay Raile	37,594
Cindy Wallace	37,588
Jenny R. DeMell	37,501
Anita Ruffin	37,474
Krista A. Johnson	37,450
Kristin Jenae Rogers	37,294
Lois R. Humbert	37,049
Mary P. Creech	36,872
Mary Strauss	36,833
Nellie R. Anderson	36,659
Christine DeGrammont	36,545
Gina Rodriguez	36,498
Virginia Rowell	36,497
Patty Gutierrez	36,445

Ruby/Rubí

Ekene S. Okafor	\$203,419
Thessy Nkechi Nwachukwu	125,453
Oye A. Onuoha	106,382
Rol Akperi	104,459
Apolonia Nnediogo	
Onwuanagbule	98,075
Olubunmi Ebiwonjumi	97,295
Patricia Onyise	86,134
Dorothy C. Ibe	77,965
Stella Nwokoye-Pius	77,438
Anne Obiageli Akanonu	77,161
Krystal D. Downey-Shada	75,869
Sonya F. Goins	75,673
Joyce Omene	75,406
Kali DeBlander Brigham	70,567
Adaora Eucharua Umeh	63,300
Marnie R. Yunger	61,816

Sheila K. Valles	36,808
Rose Mary Neel	36,786
Chioma Ajaegbu	36,783
Darla L. Issa	36,599
Macy Lynn Cason	36,094
Polly L. Smith	36,046
Casey Lynn Degler	35,985
Connie A. Brinker	35,985
Donna Beisel	35,902
Augusta C. Onyenemere	35,779
Helen Naomi Godswill	35,523
Amber L. Faulk	35,384
May Onumodu	35,337
Regina M. Busca	34,904
Suzanne Moeller	34,787
Sylvia Limon Martinez	34,742
Alicia Bivens-Jones	34,550
Kathy Williams	34,523
Patricia Kay-Clear	34,377
Michelle L. Mathews	34,214
Palia A. Curry	34,203
Susan C. Ehrnstrom	34,087
Carol A. Scholes	34,056
Crystal Caldwell Hubbard	33,634
Corrin Cresci	33,594
Bonnie Brannan	33,580
Donna Clark	33,554
Marcia Hunt	33,538
Jeanette M. Thompson	33,447
Stella Nkiru Krueger	33,341
Dori M. Fennell	33,241
Elizabeth Medernach	33,145
Karen M. Getty-Hopkins	32,985
Suzanne Tripp-Black	32,837

Sapphire/Zafiro

Kristi M. Nielsen	\$85,135
Tracy Potter	62,958
Joanna Helton	62,203
Debra A. Urbach	62,143
Kathy R. Bullard	60,621
Julie Neal	57,862
Sylvia Boggs	57,107
Alyson Renee Jurek	56,072
Randi Stevens	55,434
Julie M. Moreland	55,253
Candy I. Johnston	54,616
Jennifer L. Semelsberger	54,351
Binta Touray Jagne	54,034
Jennifer G. Bouse	53,445
Heather A. Plascencia	52,102
Sherri Ammons	52,091
Gena Prince	51,346
Jill L. Glockner	51,071
Ann W. Sherman	50,864
Virginia E. Curry	50,081
Ruby Garner	49,882
Phyllis I. Pinksler	49,473
Julie Weaver	48,833
Lady Ruth Brown	47,937
Sandra A. Zavoda	46,888
Terry A. Hensley	45,545
Jill Beckstedt	45,133
Bonnie Crumrin	44,947
Robyn S. Cartmill	44,653
Charlyn C. Eschette	44,594
Pam Garner Moore	44,459
Miranda Katie Bandemer	44,423
Brynn M. Blalock	44,410
Elsie Jackson	44,337
Beth S. Austin	44,209
Petie L. Huffman	44,203
Zasha Noel Lowe	44,166
Ann Ferrell Smith	44,061
Christy Bigham	44,028
Dolores Keller-Wills	43,959
Mary K. White	43,700
Tammy Ramage	43,494
Jerlene Vrana	43,445
Linda Klein	43,419
Sherri Reindl	43,417
Lindsey K. Beauchamp	43,365
Peggy B. Sacco	43,352
Kim B. Roberts	43,207
Judy K. Johnson Englund	43,055
Pamela Pearson	42,909

Moleda G. Dailey	42,729
Roxanne McInroe	42,390
Betty H. Schuler	42,038
Danice C. McEldowney	41,892
Angie S. Day	41,816
Julia Mundy	41,746
Eileen Fricke	41,453
Linda L. Quillin	41,280
Linné Lane	40,880
Nancy W. Pettaway	40,800
Angeles Herrera	40,759
Caroline Grady	40,607
Linda A. Jones	40,358
Diana E. Fraustro	39,840
Paola J. Ramirez	39,487
Patrice Moore Smith	39,312
Sandi Fitzpatrick	39,293
Cheryl T. Anderson	39,243
Norma Hood	39,111
Lynn A. Cervini	38,965
Debbie A. Weld	38,784
Blanca Celia Caceres	38,701
Marty Ulmer	38,679
Cindy Harness	37,246
Brandy Michelle Redden	37,005
Maria G. Diaz	36,676
Junanne B. Mosley	36,648
Marie G. Miller	36,277
Shelia Berry	36,245
Patsy A. Glunt	36,137
Cheri L. Taylor	35,965
Ana Ruth Gomez	35,773
Gayle J. Green	35,559
Lyris Yee	35,405
Beverly M. Brown	35,379
Eileen Ezekiel Farquharson	35,072
Susan Lackey Best	34,769
Barbara A. Tyler	34,720
Nita Ann Godwin	34,705
Mary Goss	34,647
Frances Woodham	34,470
Tasha Bergman	34,451
Erin Jayne Antroinen	34,217
Dwauna Maura	34,169
Agnes Stewart	34,139
Amy N. Ashworth	34,094
Dena Smith	33,789
Teodora Ahumada	33,744
Cecilia Boothood	33,729
Shaniece M. Wise	33,713

Emerald/Esmeralda

Pam Robbins Kelly	\$78,325
Hollie R. Sherrick	63,967
Traci L. Smith	59,820
Candy Jackson	57,943
Rose Campbell	57,095
Ayobami O. Olusa	53,406
Elaine K. Williams	51,591
Denise G. Kucharski	51,441
Angel L. Hurley	49,659
Hope S. Pratt	49,350
Stacy D. Foust	48,816
Trisha Taylor	48,741
Auri Hatheway	48,580
Kimbi L. Bartik	47,727
Nancy A. Berlin	47,432
Susan Houser	46,744
Holly E. Sanders	46,607
Laura A. Armstrong	46,387
Barbara Pleet	45,868
Karen A. Jorgenson	45,358
Pattie A. Robinson	44,925
Sheila J. McCune	44,678
Karen E. Riddle	44,167
Jeanne R. DeVore Harris	43,815
Jane Okundaye	43,273
Nancy Harder	42,896
Helen Jakpor	42,835
Roxanne K. Youngton	42,455
Kimberly Dawn Reed	42,130
Nancy Graham	41,344
Haydee Guzman	39,982
Heather Shea Catts	39,862
Kristen L. Voyles	39,795
Caroline Nesbitt Osmon	39,764

Brenda D. Elliott	38,492
Stacy M. Houy	38,318
Grace Hull	38,278
Holly Lynne Martin	37,825
Marianne L. Anderson	37,491
Grace Y. Adeoye	37,285
Vicki Hunter	37,210
Pat Forehand	37,167
Christine J. Kurzawa	37,088
Paula Vander Vorste	36,973
Polly A. Pace	36,835
Maria Grey Boza	36,304
Linda Bradley	35,384
Evalina Chavez	35,190
Michelle Hanslik Goins	34,858
Rita Jean Barthel	34,814
Elaine Jegi	34,814
J. L. Bolton	34,785
Nancy S. North	34,768
Charlotte Mantooth	34,720
Tanya Olivia King	34,695
Dana M. Chamberlin	33,273
Lori Lowry	33,154
Celsa Menjivar	32,805
Maritza Lanuza	32,626
Shawna D. Schneider	32,483
Kay Dickerson	32,462
Susie J. Serio	32,385
Rhonda L. Feisley	32,350
Rhonda Kambetiz	32,075
Jackie L. Root	32,069
Connie S. Miller	31,995
Sonya C. D'Herde	31,925
Pat Abernathy	31,619
Tara C. McLaughlin	31,432
Jo M. Cotton	31,411
Rachelle Lea Brinker	31,404
Susan C. Manocchio	31,316
Lisa A. Hawkins	31,281
Cathy Apicello-Schneithorst	31,281
Carrell A. Cannon	31,275
Kami Fredericks	31,227
Adriana Gonzalez Fajet	31,212
Susan A. Smith	31,050
Kelly S. Shannon	30,926
Judy Dunlap	30,871
Carol Shuff	30,801
Karen J. Saphos	30,706
Janae Arancibia	30,697
Barbara Gizzo	30,634
Ann Shears	30,605
Annette D. Oxley	30,523
Amanda Thulin-Marrano	30,361
Maria Sanchez	30,287
Cathy Kazzi	30,266
Abigail Madrid	30,261
Stacy S. Gilson	30,134
Linda Jackson	30,093
Sue Uibel	30,034
Maria Beddick	29,999
Lyn Said	29,930
Heather A. Carlson	29,860
Frankie Clapp	29,779
Linda S. Robinson	29,748
Pamela Rowe Krzmarzick	29,552
Melody Ann Fox	29,541

Pearl/Perla

Jeanie Martin	\$105,586
Lisa Allison	85,970
Kim L. McClure	77,402
Kristin Myers	74,611
Sharon Smith Wisnoski	73,727
Janice Baxter Hull	73,241
Amy Stokes	65,134
Elizabeth B. Muna	63,375
Dorothy D. Boyd	58,254
Laurie C. Cole	53,844
Amie N. Gamboian	53,759
Anne Geertsen	53,239
Sandra M. Munguia	52,611
Betsy C. Richard	51,503
Evelyn Pirhalla	50,563
Luz J. Diaz Almeyda	50,434
Jo Shuler	49,696
Ruthie Bresette-Mount	49,636

Roya M. Mattis	49,378
Terri Lewis	49,365
Patricia Fitzgerald	48,481
Cindy Machado-Flippen	47,870
Kathryn L. Engstrom	47,804
Charlene Grubbs	46,756
Hazel White	45,769
Joyce A. Bruggeman	45,729
Betty B. Lucido	45,170
Alma Orrosta	44,814
Julia Sander Burnett	44,714
Menina M. Givens	44,065
Patti Cornell	43,978
Tina M. Wright	43,766
Amy C. Schule	42,980
Irene K. Foster	42,919
Sheryle Frederic	42,472
Denise E. Crosby	41,875
Sherry S. Hanes	41,658
Amie J. Bennett	41,473
Amy Kirell	41,273
Jeraline B. Long	41,126
Lindsay R. Stewart	40,973
Patty Webster	40,650
Anna Marie Rowe	40,369
Anita N. Conley	40,367
Brenda Stafford	40,284
Jeanie K. Navkal	39,919
Angel B. Toler	39,904
Stephani Estrada	39,257
R. Sue Miller	39,090
Vicki Piccirilli	39,026
Shari M. Kirschner	38,981
Laura Poling	38,967
Pat Ringnald	38,663
Alicia Borkowska	38,374
Tracey D. Koch	38,164
Sherry Kostner	37,917
Kathy Eckhardt	37,462
Richelle V. Barnes	37,233
Esther Beeman	37,208
Hill L. Ennis	37,044
Jolly A. Unruh	36,971
Andrea Lee Converse	36,900
Heather Marie Erbe	36,577
Mary Beth Pavuk	36,451
Holly J. Sawyers	36,201
Renee Brooks	36,180
Tammarie M. Bradford	35,659
Alicia A. Barnhart	35,582
Leah G. Nelson	35,075
Judi Tapella	34,764
Susan T. West	34,571
Stacey Craft	34,462
Lori L. Kreh	34,279
Peggy Matish	34,193
Lana Shusterman	33,913
Ella M. Chick-Power	33,847
Susanne Harvey	33,751
Jenny Spain	33,736
Carmen J. Felix	33,665
Judy Brack	33,538
Carrie J. LeCompte	33,389
Harriett Sharpe	33,243
Jean A. Wilson	33,214
Melissa Kelley	33,098
Nadine Bowers	33,076
Fern M. Gerdes	32,816
Tammy Brown-Hale	32,776
Linda F. Owens-Hale	32,698
Gina Beck	32,693
Tracey L. Choez	32,414
Jennifer Koennicke	32,197
Tammy A. Vavala	32,176
Andrea D. Andrews	32,025
Hilli Thompson Lowe	31,866
Amy Dawn Adams	31,832
Carolyn Wilson	31,751
Michelle Annesse Bleichert	31,746
Sherry Moir	31,524
Susan K. Janish	31,491
Melissa Nix Henderson	31,446

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in January 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Diamond

Valorie Jean White.....\$12,812.39
Kim I. Cowdell.....12,247.04
Connie L. Russo.....12,002.69
LaRonda L. Daigle.....11,842.16
Ivonne Hernandez.....10,802.53
Pat A. Nuzzi.....10,801.18
Marsha Morrisette.....10,755.15
Vivian Diaz.....10,513.79
Evelinda Diaz.....10,374.08
Ruth Ojibeka.....10,147.84
Omosolape O. Akinyoye.....10,045.37
Terri J. Beckstead.....9,759.92
Priscilla McPheeters.....9,660.40
Martha Kay Raile.....9,174.76
Cecilia C. James.....9,102.68
Ana X. Solis.....9,012.61
Ada Y. Garcia-Herrera.....8,947.10
Evelita Valdez-Cruz.....8,899.29
Arianne C. Morgan.....8,897.88
Shelly Palen.....8,869.49
Carol Lee Johnson.....8,814.23
Sandy K. Griffith.....8,603.67
Julie Danskin.....8,451.14
Melinda M. Balling.....8,382.25
Susan J. Pankow.....8,347.71
Audrey K. MacDowall.....8,168.36
Barbara E. Roehrig.....8,126.73
Amy Lynn Allgood.....8,124.58
Heidi Goelzer.....8,021.50
Maricarmen Gonzalez.....7,802.06
Karime Rosas.....7,796.38
Julie Schlundt.....7,752.32
Ruth L. Everhart.....7,730.73
Andrea Shields.....7,706.70
Melissa R. Hennings.....7,663.36
Brenda K. Howell.....7,620.04
Kim A. Messmer.....7,603.24
Betty McKendry.....7,525.64
Joye Z. Stephens.....7,516.90
Deborah Dudas.....7,508.33
Felicia Ifeyinwa Nweze.....7,482.94
Rhonda Jean Taylor.....7,449.58
Meyra Esparza.....7,429.70
Eileen M. Huffman.....7,419.28
Holly V. Crumley.....7,404.65
Emily Sims.....7,391.80
Patricia Carr.....7,382.55
Mary Beissel.....7,364.95
Ana Carolina Alvarez.....7,321.27
Cindy S. Kriner.....7,320.75
Vicki O'Bannon.....7,268.08
Lisa Hackbarth.....7,246.39
Peggy Sperling.....7,243.40
Chatney Gelfuss.....7,191.39
Yvonne Tazem.....7,117.29
Nancy Ashton.....7,076.90
Diane Ferguson-Mentiply.....7,039.41
Nancy Fox Castro.....6,975.81
Faith A. Gladding.....6,930.76
Pat Joos.....6,879.69
Ava Lynn Roberts.....6,844.49
Mary Jacobson.....6,817.39
Lisa A. Stengel.....6,796.78
Cindy Wallace.....6,793.87
Jenny Simonsma.....6,742.33
Rose Rodriguez.....6,738.57
Kathie Cunningham.....6,725.93
Susan Hattam Weeks.....6,714.81
Susan M. McCoy.....6,661.09
Sheryl Peterson.....6,635.71
Lou Cinda Utley.....6,626.52
Linda C. Weniger.....6,608.10
Gina Rodriguez.....6,578.65
Kelly Willer-Johnson.....6,571.90
Gerri Anne Morris.....6,514.83
Maria Flores.....6,510.08
Jenny R. DeMell.....6,453.60
Jill D. Davis.....6,442.72
Lesla Rae Franken.....6,442.48
Krista A. Johnson.....6,400.48
Anne Newcomb.....6,397.53
Norma Lee Shaver.....6,372.51
Julie Garvey.....6,356.58
Cynthia L. Frazier.....6,334.54
Lynnea E. Tate.....6,318.21

Trudy Miller.....6,297.66
Lila DeWeber.....6,291.74
Mary P. Creech.....6,289.61
Sandy Lasso.....6,264.24
Stella Ozurigo-Odum.....6,238.31
Mariann Blase Mason.....6,236.93
Tawnya Kremppes.....6,152.64
Karen L. Kunzler.....6,104.33
Silvia Sanchez.....6,080.53
Gayle Lenarz Kolsrud.....6,081.71
Christine DeGrammont.....6,062.21
Mary Strauss.....5,997.21
Annette Pace.....5,984.91
Nellie R. Anderson.....5,976.47
Gladys C. Reyes.....5,956.95

Ruby

Ekene S. Okafor.....\$30,014.44
Thesny Nkechi Nwachukwu.....29,379.26
Oye A. Onuoha.....19,402.62
Dorothy C. Ibe.....18,030.36
Olubunmi Ebiwonjumi.....14,473.98
Joyce Omene.....14,188.95
Apollonia Nnediogo Onwuanaegbule.....13,800.18
Roli Akperi.....12,195.35
Anne Obiageli Akanonu.....12,189.46
Stella Nwokoye-Pius.....12,002.85
Patricia Onyeise.....11,529.26
Kali DeBlender Brigham.....10,339.44
Adaora Eucharua Umeh.....10,258.80
Sonya F. Goins.....9,768.92
Helen Naomi Godswill.....9,497.99
Olufunke Monisola Akinokun.....9,251.06
Krystal D. Downey-Shada.....9,196.84
Marnie R. Yunger.....9,061.22
Cissy E. Warren.....8,798.80
Phuong L. White.....8,477.50
Titilayo Onasanya.....8,305.75
K. T. Marie Martin.....8,270.89
Laura A. Kattenbraker.....8,117.74
Kate Onyekere.....8,091.57
Judie Roman.....7,969.37
Judy Lund.....7,819.02
Debbie A. Elbrecht.....7,793.37
Phina N. Onwuachi.....7,757.33
Michelle M. Visco.....7,682.40
Kathleen C. Savorgnan.....7,676.51
Mary Alice Dell.....7,668.31
Breda M. Teal.....7,639.62
Brenda Fenner.....7,580.64
Kemi E. Madunta.....7,524.72
Modupe M. Bajomo.....7,510.83
Cindy P. Markowski.....7,305.04
Somer Ballard Carter.....7,124.39
Lisa Anne Harmon.....7,074.21
Lisa Baker.....6,979.80
Stephanie Harvey Valure.....6,951.72
Mary Jo Dallen.....6,905.24
Connie A. Brinker.....6,859.20
Kimberly Cavarretta.....6,702.71
Vicki S. Lindsay.....6,660.92
Gaynell L. Kennedy.....6,640.98
Alicia Bivens-Jones.....6,524.20
Laura A. Schmidt.....6,510.22
Nancy D. Marshall.....6,506.26
Rose Mary Neel.....6,475.08
Lee A. McCarthey.....6,391.11
Florence N. Ohen.....6,373.71
Donna Clark.....6,333.36
Sylvia Limon Martinez.....6,327.49
Eleanor M. Reigel.....6,325.68
Pat Z. Allen.....6,276.25
Kaye Driggers.....6,275.19
May Onumodu.....6,248.45
Shay Akin.....6,184.18
Sheila K. Valles.....6,063.13
Chioma Ajaegbu.....6,015.15
Nina Borislav Shull.....5,941.22
Kathy Monahan.....5,935.55
Sue Cox.....5,910.28
Sheryl K. Goins.....5,899.52
Bonnie Brannan.....5,890.32
Sylvia J. Cook.....5,888.13

Eva E. Holguin.....5,832.83
Linda Omene.....5,810.12
Cheryl O. Fulcher.....5,746.06
Dori M. Fennell.....5,648.43
Mary Lou Ardohain.....5,620.99
Edith Ngozi Nwachukwu.....5,609.86
Corrin Cresci.....5,599.41
Palia A. Curry.....5,585.17
Diane Covington.....5,584.21
Lynette L. Meisel.....5,583.00
Candace Laurel Carlson.....5,571.46
Robin R. Tucker.....5,524.32
Augusta C. Onyenemere.....5,496.76
Diane Buckley.....5,450.19
Susan C. Ehrnstrom.....5,449.47
Michele Semper.....5,446.36
Maureen Uzorka.....5,403.22
Donna Beisel.....5,394.89
Vanessa R. Upkins.....5,366.64
Brandy E. Richwine.....5,351.52
Pansy L. Pierce.....5,345.73
Michelle L. Sweedar.....5,303.52
Inez M. Thayer.....5,258.73
Daria L. Issa.....5,241.49
Sherrie L. Clemons.....5,240.21
Laurie Hallock.....5,205.90
Michelle L. Mathews.....5,185.34
Rebecca W. Cox.....5,168.20
Julie Brindell Sapp.....5,165.60
Jeanette M. Thompson.....5,158.03
Mary Lynn Cason.....5,156.98
Margi S. Eno.....5,152.19
Eusebia Bonilla.....5,132.41
Nancy N. Danley.....5,100.40

Sapphire

Paola J. Ramirez.....\$11,979.54
Alison Renee Jurek.....10,729.01
Kristi M. Nielsen.....10,704.94
Tracy Potter.....10,424.94
Julie Neal.....9,296.04
Melva M. Slythe.....9,161.44
Jennifer L. Semelsberger.....9,021.35
Joanna Helton.....9,019.86
Kathy R. Bullard.....8,853.06
Ruby Garner.....8,782.69
Julie Weaver.....8,755.51
Sylvia Boggs.....8,693.36
Lady Ruth Brown.....8,466.01
Randi Stevens.....8,342.09
Lisa Mundy.....8,326.10
Candy I. Johnston.....8,203.02
Ana Maria Barba.....8,087.06
Jill Beckstead.....7,997.06
Roxanne McInroe.....7,967.41
Gina Prince.....7,939.23
Ann W. Sherman.....7,878.90
Julie M. Moreland.....7,874.27
Debra A. Urbach.....7,838.16
Phyllis I. Pinksner.....7,771.85
Paul Garner Moore.....7,622.12
Dolores Keller-Smith.....7,518.78
Ann Ferrell Smith.....7,492.02
Heather A. Plasencia.....7,440.88
Tammy Romage.....7,412.53
Zasha Noel Lowe.....7,411.83
Cheryl T. Anderson.....7,311.24
Linné Lane.....7,229.12
Angie S. Day.....7,217.83
Binta Touray Jagne.....7,155.75
Frances Woodham.....7,093.22
Norma Hood.....7,050.21
Moleda G. Dailey.....6,986.37
Lindsey K. Beauchamp.....6,956.75
Blanca Celia Caceres.....6,906.25
Sherril Reindl.....6,894.33
Sandra A. Zavoda.....6,880.57
Jennifer G. Bouse.....6,871.92
Jill L. Glockner.....6,802.18
Patsy A. Glunt.....6,763.91
Bettye Wilson.....6,750.42
Sherril Ammons.....6,725.43
Petie L. Huffman.....6,695.65
Peggy B. Sacco.....6,654.91
Danice C. McEldowney.....6,648.46
Maria G. Diaz.....6,587.48

Tasha Bergman.....6,417.69
Lynn Baer Roberts.....6,411.24
Mary K. White.....6,377.10
Sandi Fitzpatrick.....6,366.00
Mooniemah Mary Ramsaran.....6,361.83
Nancy W. Pettaway.....6,358.04
Diana E. Fraustro.....6,237.70
Kim B. Roberts.....6,194.32
Linda Klein.....6,188.61
Amy N. Ashworth.....6,166.35
Virginia E. Curry.....6,153.04
Christy Bigham.....6,130.93
Jerlene Vrana.....6,114.74
Robyn S. Cartmill.....6,110.12
Sue Ammons.....6,056.88
Pamela Pearson.....6,036.80
Bonnie Crumrin.....6,033.67
Diane Bruns.....6,017.57
Catalina T. Barahona.....5,998.61
Angeles Herrera.....5,966.19
Dwauna Maura.....5,954.31
Judy K. Johnson England.....5,951.46
Miranda Katie Bandemer.....5,932.26
Charlyn C. Eschette.....5,906.87
Linda A. Jones.....5,888.56
Eileen Fricke.....5,860.91
Beverly M. Brown.....5,852.75
Pilar Najera.....5,818.99
Kathleen Kirkwood.....5,795.74
Avelyn R. Smith.....5,788.62
Barbara J. Puckett.....5,771.58
Rhonda G. Delnes.....5,770.59
Marty Ulmer.....5,768.65
Carmoline Grady.....5,766.61
Betty H. Schuler.....5,759.91
Lynn A. Cervini.....5,726.28
Natalie Reed.....5,659.89
Elsie Jackson.....5,648.32
Linda L. Quillin.....5,647.40
Brynn M. Blacklock.....5,603.72
Beth S. Austin.....5,590.37
Debbie A. Weld.....5,583.08
Flory Palencia.....5,554.62
Tabitha S. Wesley.....5,520.25
Terry A. Hensley.....5,471.23
Elizabeth A. Poole.....5,434.52
Ellen Ezekiel Faruqharson.....5,412.92
Patrice Moore Smith.....5,400.60
Agnes Stewart.....5,366.70
Erin Jayne Antroinen.....5,364.66

Emerald

Pam Robbins Kelly.....\$12,202.38
Helen Jakpor.....10,818.07
Hollie R. Sherrick.....10,406.65
Traci L. Smith.....9,667.93
Rose Campbell.....9,581.06
Auri Hatheway.....9,095.50
Ayobami O. Olusa.....8,713.97
Kimbi L. Bartik.....8,553.93
Denise G. Kucharski.....8,345.10
Candy Jackson.....8,269.88
Elaine K. Williams.....7,929.93
Angel L. Hurley.....7,903.05
Paula Vander Vorste.....7,897.19
Pattie A. Robinson.....7,815.64
Jo M. Cotton.....7,448.58
Karen A. Jorgenson.....7,443.89
Linda Bradley.....7,432.62
Barbara Pleet.....7,424.74
Trisha Taylor.....7,327.59
Candy D. Foust.....7,169.07
Nancy A. Berlin.....7,160.93
Nancy Harder.....7,150.32
Michelle Martella Armes.....7,145.46
Laura A. Armstrong.....7,121.28
Jeannine R. DeVore Harris.....7,075.06
Haydee Guzman.....6,963.23
Sheila J. McCune.....6,836.01
Evalina Chavez.....6,762.16
Susie J. Serio.....6,618.86
Hope S. Pratt.....6,578.57
Charlotte Mantooth.....6,571.39

Kristen L. Voyles.....6,564.25
Pamela Rowe Krzmarzick.....6,431.99
Jane Okundaye.....6,307.79
Christine J. Kurzawa.....6,264.66
Maritza Lanuza.....6,229.37
Susan Houser.....6,221.51
Karen E. Ridle.....6,212.63
Sheri L. Farrar-Meyer.....6,210.67
Nancy Graham.....6,208.11
Debbie L. Bower.....6,204.49
Dana M. Chamberlin.....6,150.63
Kimberly Dawn Reed.....6,010.97
Connie S. Miller.....5,973.65
Heather A. Carlson.....5,945.38
Brenda D. Elliott.....5,941.80
Grace Y. Adeoye.....5,938.54
Pat Forehand.....5,850.69
Stacy S. Gilson.....5,798.63
Grace Hull.....5,791.52
Shawna D. Schneider.....5,764.74
Rhonda L. Feisley.....5,668.20
Kay Dickerson.....5,607.08
Holly E. Sanders.....5,584.37
Vicki Hunter.....5,566.06
Helen M. Harlow.....5,548.59
Danette Kelley Smith.....5,504.71
Rita Jean Barthel.....5,484.28
Carol M. Fulton.....5,457.67
Cathy Kazzi.....5,398.32
Holly Lynne Martin.....5,368.59
Roxanne K. Youngton.....5,368.09
Rachelle Lea Brinker.....5,364.24
Tanya Olivia King.....5,338.86
Maria R. Alcaine.....5,328.87
J. L. Bolton.....5,314.02
Linda Jackson.....5,301.65
Tandy L. Ludin.....5,299.03
Frankie Clapp.....5,298.36
Abigail Madrid.....5,220.68
Susan C. Manocchio.....5,219.56
Nancy A. Coleman.....5,210.63
Vicki Powell.....5,185.20
Gail Patton Menefee.....5,172.71
Lori Lowry.....5,155.92
Ann Shears.....5,092.62
Evelyn Nail.....5,079.04
Heather Shea Catts.....5,066.72
Annette D. Oxley.....5,012.41
Sonya C. D'Herde.....5,011.87
Barbara Gizzo.....5,010.15
Caren Crosby Fields.....5,007.59
Lisa A. Hawkins.....4,999.12
Maria Sanchez.....4,965.37
Cheryl L. Foster.....4,944.93
Toya M. Drew.....4,928.95
Caroline Nesbitt Osmon.....4,906.30
Polly A. Pace.....4,889.54
Marianne L. Anderson.....4,882.68
Marla Beddick.....4,872.35
Elaine Jegi.....4,858.47
Sue Uibel.....4,847.67
Julie A. Griffin.....4,763.03
Celsa Menjivar.....4,736.63
Kam Fredericks.....4,727.29
MaryAnn V. Knox.....4,721.60
Nancy S. North.....4,696.38
Amanda Thulin-Marrano.....4,663.87
Stacy M. Houy.....4,662.21
Vickie R. Griffiths.....4,651.34

Pearl

Jeanie Martin.....\$16,906.38
Anita N. Conley.....13,956.56
Lisa Allison.....13,150.38
Kim L. McClure.....12,901.52
Sharon Smith Wisnoki.....11,909.82
Janice Baxter Hull.....10,854.54
Jeanie K. Navrkal.....9,722.66
Dorothy D. Boyd.....9,556.95
Sandra M. Munguia.....9,553.44
Alma Orroisteta.....9,522.52
Nadine Bowers.....9,502.98
Amy Stokes.....8,863.93
Kristin Myers.....8,862.82
Judy Brack.....8,764.64
Amie N. Gamboian.....8,600.88

Anne Geertsens.....8,589.82
Evelyn Pirhalla.....8,578.93
Kathryn L. Engstrom.....8,508.30
Elizabeth B. Muna.....8,021.83
Holli Thompson Lowe.....7,965.44
Irene K. Foster.....7,761.26
Susan M. Hohlman.....7,694.12
Kathy Eckhardt.....7,650.01
Charlene Grubbs.....7,564.61
Julia Sander Burnett.....7,541.83
Amy Kitrell.....7,462.91
Luz J. Diaz Almeyda.....7,246.45
Jo Shuler.....7,242.39
Patty Webster.....7,182.10
Ruthie Bressette-Mount.....7,159.88
Peggy Matish.....7,080.64
Menina M. Givens.....7,060.99
Renae Brooks.....7,053.20
Tammy A. Vavala.....7,030.28
Cindy Machado-Flippen.....7,022.27
Betsy M. Mattis.....7,007.26
Roya C. Richard.....7,004.02
Betty B. Lucido.....6,888.21
Anna Marie Rowe.....6,806.27
Hazel White.....6,740.15
Jeraline B. Long.....6,697.30
Stephani Estrada.....6,655.45
Vicki Piccirilli.....6,635.74
Terri Lewis.....6,619.19
Laurie C. Cole.....6,482.87
Mara C. Lane.....6,389.81
Patti Cornell.....6,173.33
Judi Tapella.....6,154.54
Delores E. Black.....6,097.88
Sally Moreno.....6,082.22
Tracy L. Chavez.....6,065.25
Alicia Borkowska.....6,014.08
Amy C. Schule.....6,009.59
Angel B. Toler.....5,980.82
Sherry Moir.....5,931.84
Luanne Stewart.....5,908.33
Patricia Fitzgerald.....5,901.47
Linda F. Owens-Hale.....5,895.25
Mary Durrer.....5,884.80
Brenda Stafford.....5,877.95
Susie Kopacz.....5,872.64
Denise E. Crosby.....5,858.15
Darlene Rutledge.....5,849.33
Sheryle Frederic.....5,788.80
Tracey D. Koch.....5,777.47
Marilyn A. Ricker.....5,774.47
Sherry S. Hanes.....5,751.34
Joyce Bruder.....5,690.28
Carmen J. Felix.....5,679.19
Keita Powell.....5,621.98
Heather Marie Erbe.....5,562.39
Amie J. Bennett.....5,558.31
Shari M. Kirschner.....5,551.56
Harriett Sharpe.....5,549.03
Lindsay R. Stewart.....5,487.92
Lynette Sorrentino.....5,444.25
Tina M. Wright.....5,437.89
Penny J. Jackson.....5,429.82
Lori L. Kreh.....5,411.06
Stacey Craft.....5,373.10
Sherry R. Marze.....5,362.70
Carolyn A. Smith.....5,362.63
R. Sue Miller.....5,356.89
Joyce A. Bruggeman.....5,342.25
Lisa Olivares.....5,299.43
Pat Ringnald.....5,290.62
Tamarie M. Bradford.....5,279.13
Jenny Spain.....5,260.14
Cathy A. Barnhart.....5,215.18
Vicki B. Crank.....5,188.18
Sharon S. Levan.....5,148.19
Jean A. Wilson.....5,141.58
Barb S. Yopst.....5,118.87
Barbara Ashworth.....5,078.96
Rita Schaefer.....5,036.15
Carolyn Wilson.....5,010.34
Epsie J. Elmer.....4,990.48
Sandra Tatzter.....4,973.61
Michele Salisbury Rankin.....4,948.48
Carrie J. LeCompte.....4,938.12

*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 E-MAIL, 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 INTUOUCH® WEB SITE 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.

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in January 2008.

Top National Sales Directors — Commissions and Bonuses



Barbara Sunden
\$71,567
DIAMOND



Carol Anton
\$52,494
RUBY



Christine Peterson
\$73,047
SAPPHIRE



Kathy Helou
\$38,109
EMERALD



Nan Stroud
\$39,925
PEARL

Top Unit — Estimated Retail Production

DIAMOND — Ivonne Hernandez, <i>S. Pérez Area</i>	\$89,878
RUBY — Ekene Okafor, <i>Go Give Area</i>	\$203,419
SAPPHIRE — Kristi Nielsen, <i>Go Give Area</i>	\$85,135
EMERALD — Pam Robbins Kelly, <i>Go Give Area</i>	\$78,325
PEARL — Jeanie Martin, <i>S. Miller Area</i>	\$105,586

Top Sales Director—Personal Sales

DIAMOND — Marie Lee, <i>P. Gruber Area</i>	\$21,460
RUBY — Sheila Valles, <i>R. Evans Area</i>	\$13,242
SAPPHIRE — Jessica Barber, <i>M. Dozier Area</i>	\$13,999
EMERALD — Helen Jakpor, <i>S. Goodwin Monday Area</i>	\$12,519
PEARL — Laura Spies, <i>A. Tripp Brewton Area</i>	\$17,484

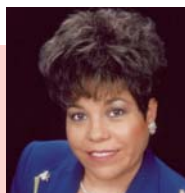
Top Beauty Consultant—Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$21,367
RUBY — Paulinus Onu, <i>O. Onuoha Unit, Go Give Area</i>	\$18,563
SAPPHIRE — Lynn Shives, <i>C. Miller Unit, S. Steinman Area</i>	\$25,796
EMERALD — Leota Runfola, <i>H. Sanders Unit, Y. Lemmon Area</i>	\$15,480
PEARL — Susan Broach, <i>S. Wisnoski Unit, A. Tripp Brewton Area</i>	\$14,093

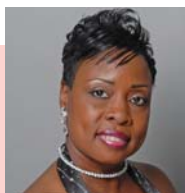
Top Team Builder

DIAMOND — Dianne Lambert, <i>P. Sperling Unit, A. Mallory Garrett-Roe Area</i>	30 New Team Members
RUBY — Veronica Lundy, <i>M. Gomez Unit, S. Oppenheimer Area</i>	15 New Team Members
SAPPHIRE — Elizabeth Winn, <i>B. Redden Unit, J. Breen Area</i>	16 New Team Members
EMERALD — Kathryn Earley, <i>K. Stillwell Unit, Y. Lemmon Area</i>	13 New Team Members
PEARL — Yukari Hamann, <i>J. Martin Unit, S. Miller Area</i>	14 New Team Members

New Independent National Sales Directors Debut Jan. 1, 2008



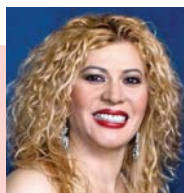
Mirna Mejía de Sánchez
National Sales Director
Sapphire Seminar
Jan. 1, 2008



Lorraine Newton
National Sales Director
Sapphire Seminar
Jan. 1, 2008



Morayma Rosas
National Sales Director
Diamond Seminar
Jan. 1, 2008



Rosibel Shahín
National Sales Director
Diamond Seminar
Jan. 1, 2008

Meet your NSDs

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

Top Unit Builders Independent Sales Directors with 20 or more new unit members for January 2008.

Diamond

Peggy Sperling.....	35 New Unit Members
Felicia Ifeyinwa Nweze.....	28 New Unit Members
Ivonne Hernandez.....	27 New Unit Members
Ana X. Solis.....	25 New Unit Members
Faith A. Gladding.....	23 New Unit Members
Kim I. Cowdell.....	22 New Unit Members
Cynthia L. Frazier.....	22 New Unit Members
Anita Ruffin.....	22 New Unit Members
Maritza Estela Gonzalez.....	20 New Unit Members

Ruby

Ekene S. Okafor.....	43 New Unit Members
Appolonia Nnediogo Onwuanaegbule.....	39 New Unit Members
Thessy Nkechi Nwachukwu.....	32 New Unit Members
Joyce Omene.....	31 New Unit Members
Carol A. Scholes.....	25 New Unit Members
Somer Ballard Carter.....	20 New Unit Members
Debra Moore Kinley.....	20 New Unit Members

Sapphire

Jill L. Glockner.....	26 New Unit Members
Ynocenta Hernandez.....	22 New Unit Members

Magdalena Rodriguez.....	22 New Unit Members
Heather A. Plasencio.....	21 New Unit Members
Brandy Michelle Redden.....	20 New Unit Members

Emerald

No qualifiers this month.

Pearl

Jeanie Martin.....	25 New Unit Members
Elizabeth B. Muna.....	25 New Unit Members
Menina M. Givens.....	21 New Unit Members

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2008 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKeCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, Bella Belara, captivating color, powerhouse skin care, Darci, Indulge, Inspiring Beauty, Enriching Lives, Luscious Color, Mint Bliss, MK High Intensity, Pronewal and Smart Wiper* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause®* magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.

an invitation to joy



Celebration is the underlying heartbeat of the Mary Kay world, and nowhere more than Seminar do we feel its pulse. Each annual occasion brings an outpouring of appreciation unlike anything anywhere in the world, where amazing accomplishments and incomparable sisterhood give birth to new dreams of undreamed-of excellence. Throughout the year, the Mary Kay experience begs comparison with other business opportunities. At Seminar, those comparisons come to life through learning, sharing and award moments that capture the vision of one woman 45 years ago. In this anniversary year, there's no better time and place to "come home." Join with others for whom this opportunity has been a life-changing gift. Experience the joy of Mary Kay at *Celebrate the Dream! Seminar 2008*.

At-a-Glance:

Seminar Dates:

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



Don't miss your exciting product giveaway!
You'll be among the first to receive the Mary Kay® Compact Pro™ and more, exclusively for you, which will practically equal your registration fee. But only when you attend *Celebrate the Dream! Seminar 2008*.

Special Functions

Royalty Reception – Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts, Unit Circles or Go-Give® Award nominees.

Special Cadillac Unit Dining Area – Independent Sales Directors who qualify for the use of a pink Cadillac as of June 30, 2008, and their unit members enjoy a separate dining area during special luncheons.

It's in the Bag Reception – Independent Beauty Consultants and Independent Sales Directors who add three or more qualified* new personal team members from March 1 through June 30, 2008, will receive an invitation to this exciting reception where they will pick up their beautiful special-edition patent handbags – a black one to complement a Beauty Consultant's red jacket career apparel or a chocolate one to match the 2008 Sales Director suit.

It's in the Bag Luncheon – Independent Beauty Consultants and Independent Sales Directors who add four or more qualified* new personal team members from March 1 through June 30, 2008, will receive an invitation to the reception to pick up their handbags plus an invitation to this special luncheon.

Be an All-Star Luncheon – Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, with at least 14400 or more in total year-end contest credits, qualify. Independent Sales Directors who achieve Star Sales Director status and have at least 60 Star Consultants in their units from June 15, 2007, through June 16, 2008, will also be invited.

Awards Night

Queens' Courts of Personal Sales – Independent Beauty Consultants and Independent Sales Directors who achieve at least \$36,000 in estimated personal retail production.

Queen's Court of Sharing – Independent Beauty Consultants and Independent Sales Directors with at least 24 new personal qualified team members.

Double Star Achievement – Independent Beauty Consultants who achieve the Queens' Courts of

Personal Sales and Sharing and Independent Sales Directors who achieve two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence.

Triple Star Achievement – Independent Sales Directors who achieve the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence.

Circle of Achievement – Independent Sales Directors with at least \$300,000 or more in estimated unit retail production.

Circle of Excellence – Independent Sales Directors with at least \$650,000 or more in estimated unit retail production.

Onstage Recognition

Be an All-Star – Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, with at least 19200 or more in total contest year-end credits will receive a custom charm, a name badge ribbon and onstage recognition.

Grand Achievers – New and requalified since last Seminar

Premier Club Sales Directors – New and requalified since last Seminar

Cadillac Sales Directors – New and requalified since last Seminar

Color My Dreams Sales Challenge – The top Independent Beauty Consultant and top Independent Sales Director in each Seminar affiliation with the highest sales will receive an exclusive designer handbag and onstage recognition.

Class of 2008 New Sales Directors who debuted April 1, 2008, through July 1, 2008, will be introduced onstage with their Independent Senior Sales Directors.

It's in the Bag Top 50 – The top 50 Independent Beauty Consultants and the top 50 Independent Sales Directors in each Seminar affiliation with the highest number of qualified* new personal team members from March 1 through June 30, 2008.

In this last quarter of the contest year, you still have time to add substance to your Star Consultant dreams! Why not polish your goals with a little more "star" shine?

Executive Senior Sales Directors and Elite Executive Senior Sales Directors as of July 1, 2008
Million-Dollar Units

Additional Recognition

Be an All-Star

Independent Beauty Consultants or Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2007, through June 15, 2008, and achieve any of the following categories will receive a name badge ribbon, a custom charm and standing recognition:

- Sapphire \$7,200
- Ruby 9600
- Diamond 12000
- Emerald 14400

Preferred Customer Program

- Independent Beauty Consultants or Independent Sales Directors who enroll 45 or more customers to receive *The Look* during the last four enrollment periods will receive a name badge ribbon, a special pin and standing recognition.
- Independent Beauty Consultants or Independent Sales Directors who enroll 45 or more customers to receive *The Look* during the summer enrollment period will receive a name badge ribbon and standing recognition.
- Independent Sales Directors with at least 35 percent unit participation during the summer enrollment period will receive a name badge ribbon and standing recognition.

Star Sales Directors – Independent Sales Directors who achieve Star Sales Director status will receive a name badge ribbon and standing recognition.

Color My Dreams Sales Challenge – Independent Beauty Consultants and Independent Sales Directors who sell at least 45 compacts will receive a name badge ribbon, a *Color My Dreams* compact charm and standing recognition.

Pioneer Recognition – All Independent Beauty Consultants and Independent Sales Directors who have had their independent Mary Kay businesses

*A qualified, new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period from March 1 through June 30, 2008.

for 35 years or more.

Just a Click Away

You'll find everything you need to know about Seminar 2008 on the Mary Kay InTouch® Web site, including details about the following topics and more:

- Registration information and forms
- Schedule At-a-Glance
- Travel assistance
- Details about special functions and events
- Class descriptions
- Tours and activities for spouses
- Contest rules
- Map of the Dallas Convention Center
- Online sales booth early ordering

Other Important Dates to Remember

Cancellation Deadlines:

Full Refund: June 30, 2008, less service fee of \$75:

Diamond	July 16	Emerald	July 27
Ruby	July 20	Pearl	July 30
Sapphire	July 23		

Note: No refunds after each Seminar affiliation cancellation date.

Priority Awards Seminar Registration:

April 11–30, 2008:

- Mary Kay InTouch® Web site: Click on the *Celebrate the Dream!* Seminar 2008 icon
- Mail: Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045
- E-mail notification will be sent and registration forms mailed to qualifiers who do not have e-mail addresses.
- Preorder sales booth items on Mary Kay InTouch® and receive a 10 percent discount.

Registration Open to All Independent Sales

Force Members: May 1, 2008

Registration Deadline: June 30, 2008

Registration Fee: \$175; must be received in Special Events by June 30; \$200 on-site, space permitting (except new Independent Beauty Consultants who submit Agreements in July and August 2008). You won't want to miss the exciting product giveaway "just for you" who attend. The \$175 value will practically equal your registration fee.

Transfer Fee: \$25

Independent National Sales Director Natalie Privette-Jones

"I saw the power of Seminar at work recently when several guests viewed the Seminar 2007 DVD in my home. At the end, all but one decided to start their Mary Kay businesses. I asked what it was that made such a dynamic impression. They all talked about how the inspiration, the corporate image, the celebration of accomplishments and realization of goals came through in such an amazing, memorable way. I told them when they experience it all in person, it will be even more powerful!"



Independent Senior Sales Director Sonya Goins

"My Mary Kay business was only four months old when I attended my first Seminar in 1993. I was deeply moved by the sight and story of a disabled woman who had earned the use of a Mary Kay Career Car. Even though I had suffered from low self-esteem for years, her example inspired me to go on-target for my own Career Car just a month later. In the years to come, I was like a sponge listening to the top Sales Directors' speeches. I wanted to be like them, but I couldn't quite see myself in their position. Until Seminar 2007, when I truly internalized the dream. That Top Independent Sales Director Trip is now in sight, and I can't wait for Seminar 2008! Seminar has been a life-changing event for me."

Independent National Sales Director Rosibel Shahín

"As the biggest event of the Mary Kay year, Seminar is the 'adrenaline' that helps us grow our businesses, the perfect place for educating and refocusing ourselves. Seminar inspires me to work harder to help other women so that they can believe in themselves too. I tell everyone to hurry and register to get a great seat!"



Independent Elite Executive Senior Sales Director Kimberly Cavarretta

"Seminar is where we make memories that last all yearlong. One of my new offspring Independent Sales Directors had had her business for just a few months when her first Seminar rolled around. She wondered if she really needed to go. I asked her, 'Do you trust me? You can't afford *not* to go.' She went, and her experience launched her momentum. She went on-target for her Mary Kay Career Car, completed her Power Start, finished her Independent Sales Director-in-Qualification requirements and set her goal to do the Triple Crown. Seminar ignited her Mary Kay future!"

class conscious

...the making of a 10-show week

Do thoughts of “motivation” and “momentum” create a rush of excitement on your business radar? Do success words cause you to click into recap mode, recalling your recent successes, re-evaluating results to improve your best performance? Then again, have you ever truly tested your known limits? Mary Kay Ash was

a master at helping women expand their vision. Independent National Sales Director Janis Z. Moon often saw Mary Kay in action and was influenced by her example. When Janis issued a 10-show-week challenge to the women in her National Area, she was calling upon a tried-and-true Mary Kay method ...

Nuts and Bolts Before Sweet Rewards

Last June, back when Janis was considering the challenge, reality came knocking. She knew she had to do what she expected of others, but she had no customers, and besides, it had been 12 years since she'd held a skin care class. She'd have to call Independent Sales Directors in her area for tips, and they had good-humoredly ribbed her about her ability to meet the goal. "My husband videotaped me opening a new Starter Kit, and he kept the tape rolling while I called people for bookings," Janis reveals with a laugh. She devised an "I Want You!" poster with her face in place of Uncle Sam's and announced to her area that the challenge would launch at Seminar 2007. That was it. No backing down. "On area night, I showed Eric's spoofy DVD of me making all those booking calls," she says. "Along the way, I had doubts, but I just kept reminding myself of Mary Kay's adage, 'The speed of the leader is the speed of the gang.'"

To start, Janis made a list of contacts through her church, her children's friends and other associations, and asked for their help. "They all rose to the occasion. I arranged 10 classes, some double-booked, within three days and sent a reminder postcard after each booking." She tucked in an issue of *The Look* from which hostesses could choose an incentive. The first class cancelled two hours before starting time, but she rebooked it for the next night. "We definitely raised the bar!" she says with a twinkle. "About 80 percent of those who held even a five-show week were able to reach their Star Consultant targets early. Contemplating the power of positive intention, Janis poses a thought-provoking proposition. "Just think: If every independent sales force member kicked off the first week of every month with a five-show week, the resulting sales and prospects would be unbelievable. Sometimes we don't know our own capabilities until we put ourselves to the test!"

Those who answered Janis' challenge learned about themselves and their businesses as they stretched their horizons. Journey with them as several discuss their epiphanies along with their efforts.



Independent Senior
Sales Director
Deborah Alliano

"I had never held 10 classes in one week, and I was inspired that Janis did it right along with us. When your Independent National Sales Director calls to find out how to use her Starter Kit and which products to show at skin care classes, you know she's really going to hold those classes. How could you not do them yourself? As it turned out, holding classes was the easy part. Setting them up, preprofiling and getting them to 'stick' was the real work. You just have to be diligent and make the phone calls. Even so, it's still more fun than what most women do at their J-O-B. I learned that when a woman really sets her mind to do something, nothing can stop her. I met new women, gained new customers and a few new team members and made money. Who knows? At the end of *your* 10 classes, you could be on-target for a Career Car!"



Independent Future
Executive Senior
Sales Director
Mary Lou
Ardohain

"When Janis said she was going to have a 10-class week, I knew I needed to do that too. We Independent Sales Directors needed to lead our units the way she was leading us. Mary Kay said the way we lead is 'by example, by example, by example.' I double-booked several classes, and at the end, I felt exhilarated and ready to do more! It's fun being out there in the field. Everyone I talked to had such a great time. I loved the sheer energy of the experience. I had excellent product sales and got some fabulous new customers and one new team member. Why do we spin our wheels and try to rewrite the book? It's already been written! Since I did it that week, more women in my unit are holding classes, and I'm grateful that they're working their businesses. It's amazing what we can do once we put our minds to it!"



Independent Senior
Sales Director
Cheri Reuter

"Just thinking about such a challenge can stop many women.

It was overwhelming for me too. But if my Independent National Sales Director was going to do it, I needed to do it too! Preparation was the key. I got plenty of issues of *The Look*, Color Cards and other samplers. Then I taped a lip liner, eyeliner and lip gloss to each Color Card. I put all the products for a class in my Travel Roll-Up Bag and readied my mirrors and trays. I labeled Styrofoam® trays with product initials, and my hostess helped me fill trays before the classes. I packed disposable washcloths and cotton balls with the trays. Finally, I held some classes at my house because once the house was clean, why not? Hostesses brought a small dessert or snack for their guests. The better the service we provide our customers, the easier we make it on our customers, the more likely they'll be to help us achieve our goals!"





Independent Future
Executive Senior
Sales Director
Kimberley Victor



Independent Senior
Sales Director
Cathy Calabro

"For those who are 'on the fence' about this type of event, just JUMP. It's so worth it! The scariest part is getting started, but it was great having a goal to work toward, knowing that the finale would be a sense of accomplishment. The customers you'll meet will be excited for you, and they're 'not shy to buy.' Women love to help and encourage one another. Mary Kay Ash knew that all along. This challenge put the fire back in me, and that alone is exciting! My reorder business has grown, and that goes along with building your core customer base *every time*. Not completing the challenge never occurred to me. If you're afraid to move forward because you might fail, just remember, if you never start, you've already failed. What have you got to lose?"

"I've been in the Queen's Court of Personal Sales 18 times and have more than 400 customers. But I had never, ever held 10 classes in one week! But I believe in rising to the occasion, so first, I made a list of 10 potential customers and called them to explain the contest. I booked two, then three classes, and I continued until I had booked all 10. By the time the contest was over, I had held 11 classes, and enjoyed great sales and recruiting results. One of my new unit members held six classes in October. She's enjoying her Mary Kay business while working full time as a software engineer. Another didn't complete the five-show week, but she planted seeds for future sales. She's enjoying the personal growth and positive environment she doesn't receive at her full-time job. A third new member recruited her daughter during a five-show week, and they're building their businesses together."



Independent Senior
Sales Director
Michelle Correll

"I was one of those who wasn't sure how I'd do. I have a busy home with five kids, and I thought, 'Wow, a 10-show week! Are you kidding?' But my family got on board and cheered me on. When I booked an appointment, we would all do a dance, and then I would get right back on the phone! I had a great sales and recruiting week. I found when you tell customers you're in a National Area contest, they want to be part of that. My unit got the bug, and it was amazing to see belief barriers breaking and women holding onto Mary Kay's dream. And to see Janis, our *very amazing mentor*, showing us how to do it! Incredible! We're so blessed that she's not afraid to get in the trenches with people and teach us what Mary Kay would be teaching if she were here today. I love how this challenge turned into a meaningful journey. When you're having fun along the way, the destination doesn't seem far away!"

Independent National Sales Director Janis Z. Moon called upon the women in her National Area to outdo themselves – Mary Kay style! Pictured are independent sales force members who enjoyed the sweet rewards of Janis' chocolate-and-pajama party:



(from l to r) Row 1: Independent National Sales Director Janis Z. Moon

Row 2: Mariah Myton, Savannah Doehne, Elena Aguirre-Gillam, Paula Fuller-Levand, Diane Covington, Kathy Pfalzgraff, Toni Moore, Lia Carta, Cathy Calabro

Row 3: Rachel Hewitt, Jill McCann, Julie Majnarich, Dee Johnson, Ashley Hernandez, Cori Schroer, Deborah Alliano, Julie Strupeni, Francene Anderson, Lori Lagerstrom, Agnes Dugan

Row 4: KimLien McBride, Evona Stonebarger, Patty Marquis, Stacey Brown, Fortune Leon-Guerrero, Cassandra Patterson, Michelle Bischoff, Mary Lou Ardohain, Adriana Zidek, Jessica Villareal, Sharon Durant, Jane Hahn

Row 5: Katrin Crow, Ann Nicolodi, Kari Romano, Michelle Correll, Lucinda Skelton, Kimberley Victor, Dee Hawkins, Kathy Martinez, Kimmi Porter

Row 6: Sabrina Paynter, Natalie Craven, Sandi Harrison, Jane Chambers, Nikki Wrzesinski, Stefanie Redahan, Trish Fontes, Nancy Bryle, Sheri Randall, Rosalyn Daily, Janine Greenwald

Row 7: Tamara Watson, Terri Price, Inya Creswell, Heather Shields, Angela Manuel

Independent Achievers not pictured: Autie Bayaban, Aubrey Dyer, Camelia Houston, Katherine Howell, Mary Ann Kenmuir, Cheri Reuter, Cheri VanValkenburg, Shay Whitehead

Reflections From Mary Kay

“If you treat people right, they will work more efficiently, and the profits will come in. The same advice applies to your customers. For good value and exceptional service, they will reward you with repeat business and by referring additional customers. Being successful in business isn't a matter of taking advantage of people. On the contrary, it's a matter of giving them so much value, care and attention, they would feel guilty even *thinking* about doing business with somebody else.”

– Mary Kay Ash



Dates to Remember

APRIL 2008

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

MAY 2008

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

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

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

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

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

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

April 11: *Celebrate the Dream!* Seminar 2008 Priority Awards Seminar Registration and online sales booth ordering opportunity begin.

April 15: Postmark deadline to earn the Mary Kay® Eye Primer and Beauty Blotters® Oil-Absorbing Tissues product bonus.

April 16: Summer 2008 Preferred Customer Program online enrollment (monthly and quarterly) begins. Consultant First Look enrollment begins for the Summer 2008 Preferred Customer Program version of *The Look*, including exclusive samplers of three new Mary Kay® Mineral Eye Colors. Month 2 product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

April 20: March Career Car qualifier paperwork due to Company.

Next Month:

May 8: Spring 2008 Preferred Customer Program mailing of the Month 2 *Customize Your Perfect Compact* brochure begins. (Allow 7-10 business days for delivery.)

May 12: Mary Kay's birthday.

May 15: Last day to enroll online for the Summer 2008 Preferred Customer Program mailing of *The Look*, including exclusive samplers of three new Mary Kay® Mineral Eye Colors, while supplies last. Postmark deadline to earn second monthly product bonus.

May 16: Third monthly product bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

May 20: April Career Car qualifier paperwork due to Company.

May 26: Memorial Day. All Company and branch offices closed. Postal holiday.

45th Anniversary Pioneer Spotlight

Some Things Are Too Good to Change

Independent Future Executive Senior Sales Director Esther Beeman of Wacissa, Fla., and the Pearl Go Give Area, was living in Atlanta, Ga., when she began her Mary Kay business in December 1968. Although she was miles from Mary Kay's corporate home, the idea of meeting Mary Kay Ash drew Esther. She and several other women drove a bus together to their first Seminar, where Esther felt like she was coming to see royalty. "I'll never forget hearing Mary Kay onstage," she recalls. "Her 'angel voice' was a gift from God that held listeners in rapt attention." When Esther told Mary Kay she would return the following year as an Independent Sales Director, Mary Kay's believing reply was life-changing. "She gazed into my eyes and listened to me like I was the only person in the room. Then she pressed my hand and said, 'Somehow I think you will.' How could I *not* live up to her belief?" Mary Kay's profound impression on Esther continued to guide her. "I'll remember what she taught us and will try to live it, until the day I die. Mary Kay's principles were, and are, timeless. When I received the first Sales Director-elected Miss Go-Give® Award, I was just reaping the results of living Mary Kay's Golden Rule philosophy. She taught us that we were the only Mary Kay some people would ever meet. When she passed away, we became more responsible than ever for carrying out her legacy."

As this pioneer thinks back over the 40 years of her Mary Kay business, she's proud that six Independent Sales Directors in her unit went on to become Independent National Sales Directors. Of the 129 women in her unit, ranging from ages 19 to 90, many are adoptees. "Mary Kay taught us to see the entire person because everyone is beautiful, and they deserve to be treated that way. In those early days, we had a little production 'score-board,' but we put a big emphasis on sharing, adopting and making an unselfish difference in people's lives. Like everyone, I've seen my share of life's sadness, but Mary Kay was always there for me on the telephone, every time, for as long as I needed to talk to her. Those kinds of caring values never grow old, and she knew that. Mary Kay Ash was a hero."



Everyone Wins When You Team Up for Women!

As you're busy holding skin care classes to reach your *Celebrate the Dream!* Seminar 2008 goals, don't forget to tell your customers about the *Team Up for Women!* Challenge

Team Up
for **Women!**

honoring our Mary Kay's birthday. The *Team Up for Women!* Challenge benefits the Mary Kay Ash Charitable Foundation's efforts to end domestic violence and fight cancers that affect women. By spreading the word that Mary Kay Inc. is making a difference in communities across the country, you bring positive attention to causes Mary Kay held dear. What a great opportunity to share her legacy and let your customers participate in the good work the Foundation is doing. And you, too, can participate through the "round up" method. Round up sales to the next dollar and donate the change to the Foundation. You can also prominently display a piggy bank at your meetings and get everyone there involved. You might say "small change can change lives."

The challenge ends on Mary Kay's birthday, May 12, and donations must be postmarked by Saturday, May 17, for Seminar 2008 recognition. For more details plus a donation form, log on to the Mary Kay InTouch® Web site, and don't forget to take a moment to imagine the smiles you're helping to bring to thousands of women and their families!



A School of Colorful Solutions

You may have heard that the new containers called "clamshells," designed to hold Mary Kay® Mineral Eye and Cheek Colors, don't quite fit into the existing drawers of the MKConnections® Slip-On Color Case. We now can offer you several solutions that will enable you to continue using the case if you currently have it. In addition, we're offering a cute new case, called the Mini Color Case, that can help everyone during this transition. For more details, just go to the Mary Kay InTouch® Web site and click on the "MKConnections®" link. **Mini Color Case, \$24**



Her Go-Give® Heart Brought Kudos for a Job Well Done

Our congratulations go to Independent Senior Sales Director Becky Kiser on her selection as one of

Women's e-News' "21 Leaders for the 21st Century." Becky was featured in January 2008 *Applause*® magazine for her work with Ethiopian women who suffer from obstetrical fistula. Becky was presented with the other winners at an awards ceremony in New York City.



Before You Decide on Insurance, Check Out the PRO!

You first heard about the advantages of using PRO Insurance last summer, but did you know this great business resource now offers access to healthcare and general liability coverage? Through the "MKConnections®" link on the Mary Kay InTouch® Web site, you can access the Direct Selling Association's exclusive broker for health and general liability coverage. PRO Insurance is not group insurance, but rather an insurance broker that connects individuals, families and small businesses with an affordable insurance plan just right for them. And since your peace of mind is top of mind, you'll be referred only to highly rated, financially stable carriers. You're busy enough building your Mary Kay business. Why not let the professionals at PRO Insurance do the work and save you the time? Find out more on the Mary Kay InTouch® Web site. Just click on "Ordering," then "MKConnections®."

Exciting Changes to Sales Booth Ordering

Please note that *Celebrate the Dream!* Seminar 2008 sales booth items will be available for ordering only online. During Seminar, you'll be able to place sales booth orders at kiosks. All orders will automatically ship out, and you should receive your merchandise within approximately five business days. With recent airline charges added to additional luggage and charges associated with overweight luggage, it only makes dollars and sense to save as much as you can! Don't forget that if you qualify for priority registration and you register for Seminar, you'll receive a **10 percent discount** for ordering early online at the Mary Kay InTouch® Web site from April 11 – 30. Online ordering will open to everyone registered for Seminar beginning May 1. Orders will begin shipping out in late June. Remember, the only way to receive those great Seminar goodies is by ordering online!

BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order April 16 – May 15, 2008.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Firming Eye Cream	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 TimeWise® Firming Eye Creams 2 TimeWise® Firming Eye Cream Samplers (pack of six) 4 Travel Roll-Up Bags	\$150

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See the April issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for May 2008.

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others unselfishly and supporting adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



Marsha Morrisette

Diamond

Independent Elite Executive Senior Sales Director

Began Mary Kay

August 1973

Sales Director Debut

July 1974

Offspring eight first-line; two second-line

National Sales Director

Anita Mallory Garrett-Roe

Honors Cadillac qualifier; Circle of Honor; annual Go-Give® Award winner, July, 1991; monthly Go-Give® Award winner, April, 1991; Sales Director Queen's Court of Personal Sales; 19-times Circle of Achievement; 11-times Circle of Excellence; estimated highest monthly unit retail: \$119,268

Personal Lives in Eden Prairie, Minn. Husband, Gary; son, Guy; daughter, Tiffany; three grandchildren

Favorite Quote "Whatever you do, work at it with all your heart, as working for the Lord, not for men. Since you know that you will receive an inheritance from the Lord as a reward. It is the Lord Christ you are serving." Colossians 3:23-24

Independent Beauty Consultant

Tammy Sanz of Forest Lake, Minn., says, "Several Independent Beauty Consultants and I, not directly related to her area, attended Marshas Autumn Advance and were recognized with awards and tiaras and made to feel special, respected and celebrated."



Sheila Valles

Ruby

Independent Future Executive Senior Sales Director

Began Mary Kay

August 2001

Sales Director Debut

December 2002

Offspring four first-line;

three second-line

National Sales Director

Rebecca Evans

Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; five-times Queen's Court of Sharing; four-times Circle of Achievement; three-times Triple Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$158,949

Personal Lives in Moreno Valley, Calif. Husband, David; sons: Daniel, Richard

Favorite Quote "Somehow I can't believe there are any heights that can't be scaled by a person who knows the secret of making dreams come true. This special secret, it seems to me, can be summarized in the four Cs. They are curiosity, confidence, courage and constancy, and the greatest of these is confidence. When you believe a thing and believe it with all your heart implicitly and unquestionably, dreams will come true." – Walt Disney

Independent Beauty Consultant

Kari Wheatley of Boise, Idaho, says, "Music, food, great education and the motivation that comes from Sheila's weekly meetings makes you want to come back week after week."



Sue Ammons

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay

September 1972

Sales Director Debut

July 1979

Offspring four first-line; five second-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; 18-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$58,550

Personal Lives in Broken Arrow, Okla. Husband, Bill; sons: Les, Billy, Danny, Andy, Tim, Doug, James; daughters: Denise, Debbie, Janet, Kim, Brandy, Cherrie

Favorite Quote "If it's meant to be, it's up to me!"

Independent Beauty Consultant Karen Horn of Broken Arrow, Okla., says, "Sue makes me feel like I am in her unit. When I started attending her meetings, I brought my Weekly Accomplishment Sheets, and at the end of the first month, I was very pleased that she gave me one of her unit's newsletters. I cannot explain how great I felt when I opened it and saw my name! Wow, how special she made me feel and still does."



Mimi Miran

Emerald

Independent Sales Director

Began Mary Kay

May 1998

Sales Director Debut

December 2001

National Sales Director

Cathy Phillips

Honors Premier Club qualifier; Star Consultant; three-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$44,194

Personal Lives in Aldie, Va. Sons: Najib, Fareed; daughters: Tafsir, Jamila, Nasrine; 15 grandchildren

Favorite Quote "Courage is the art of doing what we fear to do and doing it well, no matter how difficult we think it might be. Courage is having the strength and the vision to make a commitment in life, then standing by that commitment simply because you know it's the right decision. Courage is truth. Courage is confidence. No matter how dark a night might be, courage always finds the light and the promise of a distant star." – Mary Kay Ash

Independent Beauty Consultant

Shirley Balding of Leesburg, Va., says, "Mimi has sponsored women from overseas to come to this country. She shares her knowledge of other cultures to servicemen going overseas so they are better able to adapt to their military service. And Mimi has a caring unit that helps other units in time of 'life events.'"



Kathy Eckhardt

Pearl

Independent Executive Senior Sales Director

Began Mary Kay

April 1973

Sales Director Debut

December 1978

Offspring six first-line;

13 second-line

National Sales Director

Go Give Area

Honors Cadillac qualifier; Circle of Honor; Sales Director Queen's Court of Personal Sales; 20-times Circle of Achievement; two-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$120,620

Personal Lives in Williamsburg, Va. Husband, Dave; sons: Allan, Michael; daughter, Kristin

Favorite Quote "If God put the dream in your heart, He also gave you the power to make your dream come true. You may have to work for it, however." – Mary Kay Ash
Independent National Sales Director Emeritus Joan B. Chadborn says, "Kathy holds a WOW night for all local Independent Sales Directors who want to participate. All Sales Directors give prizes, and it proves to be a great event for guests. So many Independent Beauty Consultants have told me how much they love it, and it gives them a bigger picture of Mary Kay, the company."

beauty that counts™

May 1 – Dec. 31, 2008

**Make a beautiful difference for
women and children around the world.**

True beauty. It begins inside and grows from a spark of generosity.
It can light up a child's love of learning. Or help a victim find hope
inside the arms of a safety shelter.

Introducing a first-of-its-kind global campaign to benefit women
and children everywhere. From May 1 – Dec. 31, 2008,

Mary Kay Inc. will donate 100 percent of its profits
from the sale of Mary Kay®

Creme Lipstick in Apple Berry

to help support Break the Cycle, an organization
committed to stopping domestic violence before it starts.

With Apple Berry's universal appeal, it's symbolic of the
unity and strength it requires to truly make a difference.

***Ask me, your Independent Beauty Consultant,
how you can help with this global effort.***

pink changing lives™

MARY KAY®

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay businesses. This page should not be altered from its original form. For a printable version of this page, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

©2008 Mary Kay Inc.

Printed in USA.



It's in the Bag!

Seminar 2008 Team - Building Challenge

Independent Beauty Consultants and Independent Sales Directors can earn special-edition handbags to be awarded at Seminar 2008 – and more! Beauty Consultants will receive a black patent bag to match their red jacket career apparel, and Sales Directors will receive a chocolate patent bag to match their 2008 Sales Director suits.

Here's what's in store for you when you add qualified* new personal team members during the contest period:

Three qualified* new personal team members

You'll receive a special-edition patent handbag and an invitation to the *It's in the Bag* Reception at Seminar 2008 featuring tasty treats, a DJ, prize drawings and more.

Four qualified* new personal team members

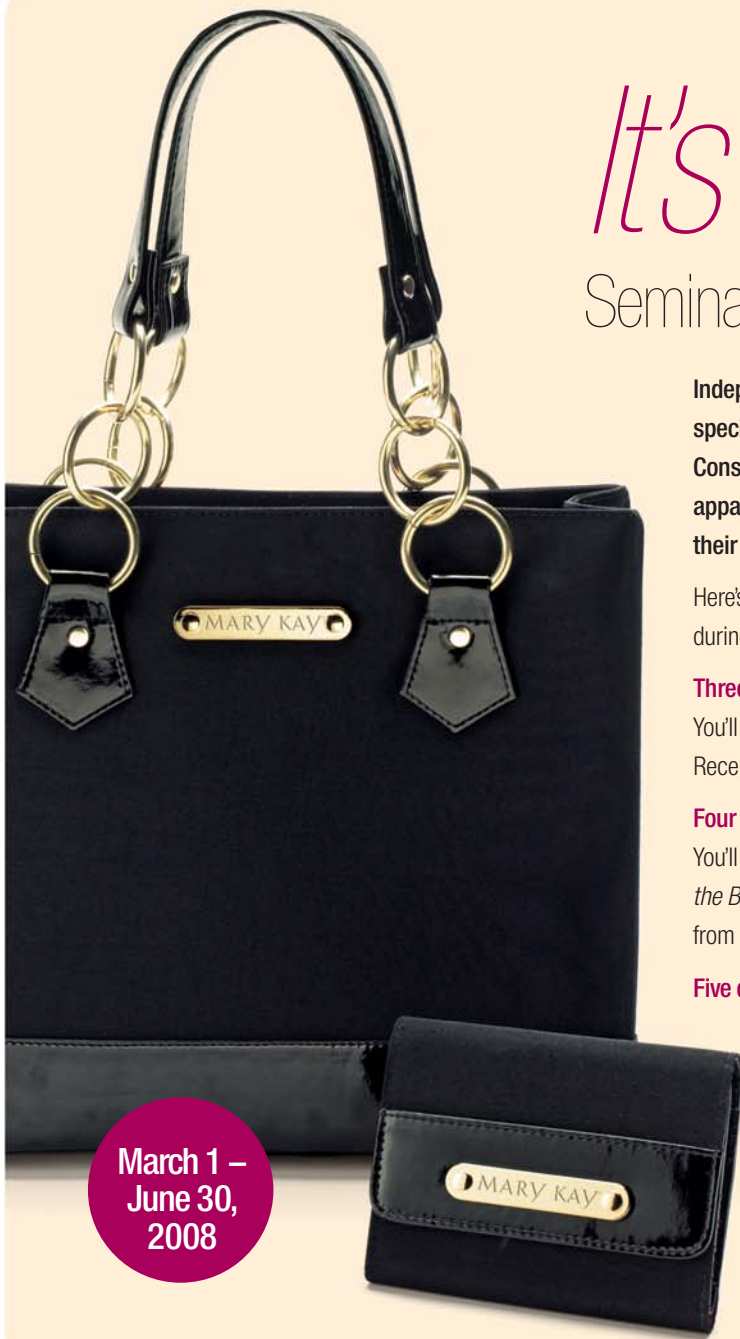
You'll receive the handbag, an invitation to the reception, *plus* an invitation to the *It's in the Bag* Luncheon at Seminar 2008 where you'll be treated to scrumptious food, hear from an Independent National Sales Director and participate in fabulous prize drawings.

Five qualified* new personal team members

You'll receive the handbag, invitations to the *It's in the Bag* Reception and Luncheon AND a coordinating wallet for your handbag!

Plus, the top 50 Beauty Consultant and top 50 Sales Director achievers in each Seminar affiliation will receive special onstage recognition.

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period from March 1 through June 30, 2008.



MARY KAY®

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

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