

MARY KAY

MAY 2019

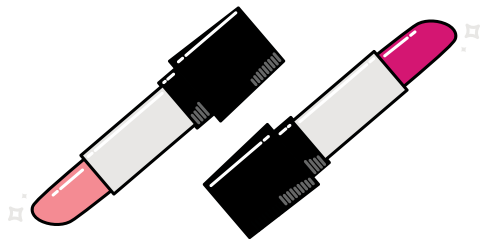
applause[®]



Multiply YOUR CUSTOMERS.

Book, sell and team-build your way to *Destination Red!*

Destination
RED



MAY Dates



1

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

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. CT.

Last day for qualifiers (*Future Executive Senior Sales Directors to Elite Executive Senior Sales Directors*) to register for the **Mary Kay Empowered Leaders™ Event** by 11:59 p.m. CT.

3

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

9

Mary Kay Empowered Leaders™ Event – By invitation only (May 9–10).

10

Early ordering of new Summer 2019 promotional items begins for Star Consultants qualifying for the Dec. 16, 2018 – March 15, 2019, quarter and Independent Beauty Consultants enrolled in *The Look* for Summer 2019 through the *Preferred Customer Program*™.

Summer 2019 Preferred Customer Program™ customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

12

Mary Kay's birthday.

Mother's Day.

15

Summer 2019 promotion early ordering for all Independent Beauty Consultants begins.

16

Summer 2019 promotion begins. Official on-sale date.

27

Memorial Day. All Company offices closed. Postal holiday.

30

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

31

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

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight CT.



“

When holding a skin care class, remember that you are sowing seeds for your future business. ... The relationships formed at that class can last many years and be multiplied into other new contacts, customers, recruits and friends.

”

Mary Kay

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

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

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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.

TRENDING *Now*



Happy Birthday, Mary Kay!

Team Up for Women!®

is a great way to celebrate Mary Kay Ash's birthday and her legacy of giving back. Find out how at marykayfoundation.org.



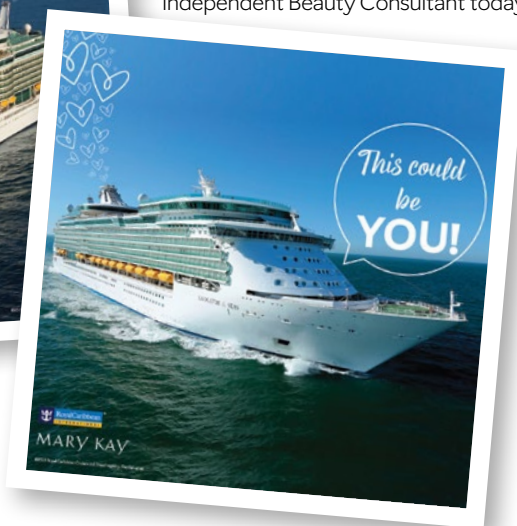
Honor Thy Mother.

Honor someone special this Mother's Day with an exclusive *MKeCard®* benefitting *The Mary Kay FoundationSM*. **Available online for a limited time (May 1 – 12) with a minimum \$5 donation;** visit marykayfoundation.org.



Make 2019 your year! Contact me or your Mary Kay Independent Beauty Consultant to learn more!

I'm sooo cruising for this cruise. You can be too. Contact me or your Mary Kay Independent Beauty Consultant today!



Multiply Your Customers!

Destination Red is a great way to introduce others to Mary Kay. You'll find eye-catching digital posts like this to share on your social media channels.

Details on **Mary Kay InTouch®** >
Contests/Promotions > Contests >
Destination Red > Digital Posts

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

*Within *Applause®* magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch®* website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

Multiply Your CUSTOMERS.

Tried-and-true tips from a Mary Kay pro.



Party!



#MaryKay



Party!



Booking-Booster

The new hostess brochure can help you boost bookings. On Section 2, \$1.50, pk./10!



INDEPENDENT SENIOR SALES DIRECTOR

BRENDA WILBUR, YORK, PA., knows that the best way to multiply her customers is to hold parties. Her party pointers:

Q: WHY IS IT IMPORTANT TO HOLD PARTIES?

A: It's the best use of your time! You meet more people in the same amount of time it takes to do a one-on-one appointment. Plus,

it's great for team-building! Let your hostess watch you collect sales and bookings from her friends and family. It may inspire her to do what you do!

Q: WHAT'S THE OPTIMUM NUMBER OF GUESTS AT A PARTY?

A: The hostess plus four or five people.



New team member!

Q: IS THERE A SECRET TO GETTING PARTIES TO HOLD AND NOT CANCEL?

A: Coaching is booking insurance. Stay in contact with your hostess throughout the process.

- Send her a thank-you note for booking.
- Ask her to provide a guest list with addresses so you can send invitations in the mail. Yes, old fashioned snail mail makes a difference!
- Have her make a wish list so she gets excited about her free products. Be sure to review the hostess program with her so she knows how to earn.
- Preprofile your guests with a phone call. It's a huge accountability-builder!

Q: WHAT'S THE FUNNIEST THING THAT'S HAPPENED AT A PARTY?

A: My son hurt himself an hour before

a party, so I got dressed real quick and rushed him to urgent care for stitches. I managed to make it to my party, but realized halfway through that my skirt was on backward AND inside out!

Q: HOW DO YOU FIND NEW HOSTESSES?

A: Mainly from guests at my parties, but I also make it a point to join community activities to meet new people.

Q: HOW MANY OF YOUR UNIT MEMBERS STARTED A MARY KAY BUSINESS AFTER ATTENDING A PARTY?

A: Nearly 75 percent of my unit came from a party or a unit meeting skin care event. It pays to party! ♥



Miracle-Makers!

These miracle-makers can be your best money-makers at your parties.

***TIMEWISE MIRACLE SET 3D*®, \$110**

Appeals to your broadest range of customers – those looking to address early-to-moderate signs of aging. Defends, delays and delivers visible improvements to help look younger longer!



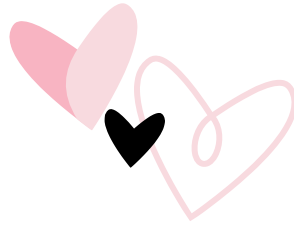
***TIMEWISE*® *ULTIMATE MIRACLE SET 3D*™, \$165**

TimeWise Miracle Set 3D® plus *TimeWise*® Microdermabrasion Refine and *TimeWise*® Pore Minimizer

SPRING *It On!*

Five party ideas to help you spring ahead.

From skin care to color, there are tons of ways to make your parties fun and help you multiply your customers. Presenting five ideas we found from YOU! **#MyMKLife**



1 Smoke and Mirrors

**INDEPENDENT SALES
DIRECTOR KELLY ALLEE,
LOVELAND, COLO.**

"Great class featuring a smokin' hot smoky eye with *Mary Kay Chromafusion™* that my customers love!"

2 Finals Are Finished Pamper Party

**INDEPENDENT
BEAUTY CONSULTANT
CINDY LINGINFELTER,
ALCOA, TENN.**

"Finals are finished! Woohoo! Getting ready to pamper some sweet ladies with this perfect *#CollegeLife* routine!"



3 Spring Clean

**INDEPENDENT BEAUTY
CONSULTANT
REBECCA MCINTOSH,
SPOKANE VALLEY, WASH.**

"Fresh air calls for a deep cleanse. Love this mask!"



4 Pajama Party

**INDEPENDENT SENIOR SALES
DIRECTOR JESSICA WINTER,
CORINTH, TEXAS.**

"Moms Night Out
PJs and Facials Party!"



5 Mask and Mingle

INDEPENDENT SENIOR SALES DIRECTOR
PAMELA BRIGANTE, WHARTON, N.J.

"Don't we look mask-a-rific? These masks
make our skin feel amazing!"

YOU HOLD THE KEY



MARY KAY

July 1, 2018 – June 30, 2019

APRIL 1-30: MULTIPLY YOUR CUSTOMERS.



"Every woman you meet at
a party knows at least five
women you don't know.
These are the new faces you
want to meet next."

– Mary Kay Ash

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



Earn this beautiful
prize! Find out how
on *Mary Kay InTouch*®
under Contests/
Promotions >
Contests.

MARY KAY YOU HOLD THE KEY SEMINAR 2019 CONSISTENCY CHALLENGE

March 1 – June 30, 2019

One Woman Can[®]

FAMILY VALUES

INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR
ELIZABETH FERNÁNDEZ, CRANSTON, R.I., has always been focused on her family, which is what led to her lucrative Mary Kay business.



From left, husband, Édgar Moya, son, Edgar Javier, Elizabeth, son, Ryan David, daughter, Alice Guzmán and her husband, Ricardo Guzmán



#mymklife



Elizabeth Fernández
**INDEPENDENT EXECUTIVE
SENIOR SALES DIRECTOR**

As a young mother, Elizabeth ran a child care center in her native Puerto Rico to be near her children. Then in 1999, she and her family moved to Rhode Island where she worked as a cosmetologist until she was introduced to the Mary Kay opportunity in 2004. “The immediate attraction was the ability to manage my time,” she says. “I wanted to spend more time with my husband, Édgar Moya, and three children, Alice Guzmán, Édgar Javier and Ryan David, and I saw a Mary Kay business as the answer.”

Elizabeth got busy and soon found that she had a knack for selling, sharing the Mary Kay opportunity and building her team, all while enjoying the flexibility to be there for her husband and kids. In 2005, Elizabeth debuted as an Independent Sales Director.

“This business has allowed Édgar and me to be parents who are present.”

AWESOME OPPORTUNITY

“I love to share my Mary Kay business with others so that they can enjoy all the benefits it can provide them. Whether it’s income, flexibility, new friendships, a confidence boost or any combination of these, a Mary Kay business can help anyone reach their goals no matter how big they may be!”

Elizabeth’s daughter, Alice, has followed in her footsteps as a Mary Kay Independent Beauty Consultant. “I love that Alice is committed to her Mary Kay business, and I can’t wait to see where she takes it. Mary Kay has impacted all aspects of our lives. We can take family vacations and support our kids’ goals. This business has allowed Édgar and me to be parents who are present.”



ELIZABETH’S HELPING HEART

During Hurricane Maria in 2017, Elizabeth was committed to helping those in need. “Once we knew my parents and elderly grandparents were OK, we started helping others. Our action created a movement of many people who got involved. The level of need on my island was dire. We received enormous support and countless people embraced us in gratitude. It was an unforgettable experience!”

NEW TO YOUR MARY KAY BUSINESS?

Here are Elizabeth’s five tips:

- 1. Have a clear goal.** You need to know where you’re going.
- 2. Organize your calendar.** In other words, manage your time. Your business demands it!
- 3. Be consistent.** Sometimes we have a “power week” followed by a “vacation week.” I call this pattern the Dream-Killer. You cannot afford it. Consistently repeat the behaviors that advance you toward your goal.
- 4. Be disciplined.** Do what must be done, even if you don’t feel like it. I tell my unit members that there are many factory workers in our area who get up at 4 a.m. to clock in at work. Most don’t like to do it, but they have the discipline to do so in order to get a paycheck. You must do the same with your Mary Kay business.
- 5. Manage your emotions.** Things happen and no one is exempt from hurt. Learn to separate personal from business, and treat your Mary Kay business with professionalism and a cool head.



MISS GO-GIVE®: In 2018, Elizabeth was honored with the Annual Go-Give® Award for the Diamond Seminar, a tradition of more than 40 years and one that was near and dear to Mary Kay Ash.



Presenting the Mary Kay National Area

The MaryK Area was the very first National Area in the history of this great Company. And now, in honor of our iconic Founder Mary Kay Ash and using her principles as our guide, I'm thrilled to introduce the **Mary Kay National Area**, formerly known as the Go-Give Area.

It was Mary Kay Ash's words that motivated the first Independent Sales Directors to achieve more and to dream bigger. It was her lessons that helped them move forward in their Mary Kay businesses. And it was her insight that provided them with the boost they needed to help them climb the Ladder of Success.

And here is our promise to you: In everything we do, we will be guided by the philosophies and the values of Mary Kay Ash. We will continue to use her lessons to support you. We will open our hearts to embrace you and breathe belief into you. And we will strive for your success, upholding and honoring the faith she placed in us all.

You, the Mary Kay National Area, have every reason to be proud. We recognize your determination, your courage and your passion. And we vow to help you achieve the highest heights your dreams can reach.

Every time the **Mary Kay National Area** is called onstage, we hope it feels like a hug from Mary Kay Ash herself. I know my grandmother would be so proud of each and every one of you.

Ryan Rogers

Mary Kay Chief Investment Officer





Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña

ALL IN *On You!*
¡AL CIEN contigo!

There's a reason this magazine is called
Applause® ... to celebrate YOU!/
 Por algo se llama la revista
Aplausos® ... ¡para celebrarte a ti!



Cindy Williams



Debi Moore



Stacy James



Pamela Waldrop Shaw



Pamela Fortenberry-Slate

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

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

Independent National Sales Directors become members of the exclusive when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for January 2019, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for December 2018.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2018, through Jan. 31, 2019./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en enero de 2019; gratificaciones por desarrollo de liderazgo para Áreas de DNV; crédito por *Impulsa tu clasificación* de octubre y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en diciembre de 2018. Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2018 al 31 de enero de 2019.

INNER CIRCLE /
CÍRCULO INTERIOR

\$700,000

Gloria Mayfield Banks
\$416,972

\$600,000

Patricia Turker
\$372,624

\$500,000

Lisa Madson
\$312,692

\$450,000

Sonia Pérez
\$274,259

\$400,000

Lupita Magaña
\$253,018

\$350,000

Cindy Williams
\$214,184
Debi Moore
211,389

\$325,000

Stacy James
\$200,558

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000

Pamela Waldrop Shaw
\$187,738
Paola Fortenberry-Slate
176,612

\$250,000

Dacia Wiegandt
\$170,104

Linda Toupin
168,033

Dayana Polanco
163,611

Sara Pedraza-Chacón
162,223

Dawn Dunn
151,140

\$200,000

Julianne Nagle
\$145,030

Anabell Rocha
142,836

Sandy Valerio
141,555

Julia Burnett
140,212

Julie Krebsbach
138,302

Kristin Myers
136,893

Paola Ramírez
133,833

Kay Elvrum
130,956

Anita Tripp Brewton
130,488

Kerry Buskirk
129,382

Davanne Moul
128,065

O'Nelly Encarnación
125,941

Mayuli Rolo
121,509

Mary Estupiñan
118,980
Lia Carta
117,874
Gloria Báez
117,693
Cyndee Gress
116,949

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000

Lily Orellana
\$116,544

Cindy Fox
115,184

Juanita Gudiño
113,557

Sue Pankow
110,900

Lorraine Newton
109,976

Yosaira Sánchez
109,303

María Monarrez
108,976

Evelinda Díaz
107,998

Rebecca Evans
107,222

Somer Fortenberry
105,177

Jan Thetford
103,101

Morayma Rosas
100,740

Bianry Ramírez
100,686

Ada García-Herrera
100,268

Auri Hatheway
98,622

Kim McClure
97,983

Monique Balboa
96,583

Shannon Andrews
94,995

Valerie Bagnol
94,640

Rosibel Shahín
93,779

Kimberly Copeland
90,483

Pam Higgs
90,150

Alia Head
89,680
Michelle Sudeth
89,139

\$125,000

Pamela Tull
\$86,014
Tammy Crayk Smith
85,882

Susan Hohlman
85,772

Sonia Bonilla
83,770

Diane Mentiply
82,425

Leah Lauchlan
81,869

Janis Z. Trude
81,482

Elizabeth Sánchez
81,336

Deb Wehrer
80,966

Yvonne Lemmon
80,810

Marilyn Marte-De Melo
80,379

Pam Klickna-Powell
80,331

Lisa Allison
78,169

María Flores
77,917

Pam Ross
77,589

Noelia Jaimes
77,269

Alma Orrostieta
76,301

Luzmila Abadia Carranza
75,832

Diana Sumpter
75,586

Elizabeth Muna
74,057

Vicki Jo Auth
73,958

Sharon Buck
73,736

Yudith Pupo
73,213

Kristin Sharpe
72,957

MONTHLY COMMISSIONS
AND BONUS

GRATIFICACIONES Y
COMISIONES MENSUALES

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

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$28,686

Debi Moore*
23,185

Pam Fortenberry-Slate*
20,430

Kristin Myers*
19,319

Davanne Moul*
16,624

Sara Pedraza-Chacón*
15,661

Elizabeth Sánchez
15,548

Lorraine Newton*
14,631

Cyndee Gress*
14,273

Paola Ramírez
13,849
Krista Warner
12,329
Janis Trude
12,224
Morayma Rosas
11,883
Somer Fortenberry
11,823
Diane Mentiply
11,168
Elaine Kimble Williams
10,950
Deb Wehrer
10,409
Alma Orrostieta
10,234
Ruth Everhart
10,035

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$54,803

Patricia Turker**
49,518

Dacia Wiegandt*
35,461

Sonia Pérez**
23,423

Julianne Nagle*
18,063

Dayana Polanco*
17,439

Kerry Buskirk*
17,266

Mayuli Rolo*
16,546

Anita Tripp Brewton*
16,419

Bianry Ramírez*
15,718

Monique Balboa
14,093

Pam Higgs
13,647

Pamela Tull
13,125

Tammy Crayk Smith
13,119

Sonia Bonilla
12,479

Auri Hatheway
11,562

Sue Wallace
11,078

Crissette Ellis
10,644

Pam Klickna-Powell
10,129

DIAMOND/DIAMANTE

Lisa Madson*
\$44,294

Pamela Waldrop Shaw**
24,635

Dawn Dunn*
21,454

Julia Burnett*
16,870

Amy Allgood
16,311

Julia Mundy
16,033

Kay Elvrum
15,529

Kristin Sharpe
15,523

Alia Head
15,086

Lily Orellana
15,063

María Monarrez
14,908
O'Nelly Encarnación
14,778
Diana Sumpter
13,999
Sue Pankow
13,909
Leah Lauchlan
13,144
Shannon Andrews*
12,858
Joy L. Breen
12,623
Susan Hohlman*
12,611
Rebecca Evans*
12,119
Yosaira Sánchez*
11,721
Lisa Allison
11,411
Candy Lewis
11,016
Yvonne Lemmon
10,973
Sharon Buck
10,606
Pam Ross*
10,603
Vicki Jo Auth
10,574
Roxanne McInroe
10,272
Robin Rowland
10,059

RUBY/RUBÍ

Cindy Williams*
\$26,082
Julie Krebsbach*
23,506
Linda Toupin
23,254
Stacy James*
22,147
Gloria Báez*
21,747
Kim McClure
15,889
Juanita Gudiño
15,270
Sandy Valerio*
14,827
Cindy Fox*
13,916

Jan Thetford
13,824
Michelle Sudeth*
13,819
Anabell Rocha*
13,662
Mary Estupiñan*
13,369
Lia Carta**
12,420
Kathy Rodgers-Smith
11,103
Cecilia James
11,059
Tammy Vavala
10,474
Lara McKeever
10,440

* Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

*Denota DNV Senior

**Denota DNV Ejecutiva

***Denota DNV Ejecutiva de Élite

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in January 2019./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en enero de 2019.

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

SAPPHIRE/ZAFIRO Fraida M. Klein, <i>Mary Kay National Area</i>	\$86,117
EMERALD/ESMERALDA Stacy D. Foust, <i>Mary Kay National Area</i>	\$81,881
DIAMOND/DIAMANTE Amy Kemp, <i>Mary Kay National Area</i>	\$82,476
RUBY/RUBÍ Tassyanne Assis, <i>Mary Kay National Area</i>	\$87,084

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

SAPPHIRE/ZAFIRO Angela P. LaFrance, <i>Mary Kay National Area</i>	\$12,792
EMERALD/ESMERALDA Amie E. Kelly, <i>Mary Kay National Area</i>	\$13,000
DIAMOND/DIAMANTE Kelly M. Freeman, <i>K. Ford Area</i>	\$14,961
RUBY/RUBÍ Rebecca S. Allen, <i>K. Rodgers-Smith Area</i>	\$9,787

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

SAPPHIRE/ZAFIRO Jacqueline S. Gonzales, T. Royer Unit, <i>K. Copeland Area</i>	\$18,590
EMERALD/ESMERALDA Yuko Yasuma, D. Stevens Unit, <i>Mary Kay National Area</i>	\$36,247
DIAMOND/DIAMANTE Rosemary G. King, R. Brannon Unit, <i>S. Pankow Area</i>	\$14,087
RUBY/RUBÍ Adrianna M. Bowder, M. Robinson Unit, <i>A. Krafka Area</i>	\$10,745

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO Fredericka Wynn, T. Hedrick Lassiter Unit, <i>Mary Kay National Area</i>	13 New Team Members
EMERALD/ESMERALDA Sales Director Johanna McDougall, <i>M. Balboa Area</i>	14 New Team Members
DIAMOND/DIAMANTE Sales Director Maranda M. Rains, <i>Mary Kay National Area</i>	10 New Team Members
RUBY/RUBÍ Ernesto Raudel Galvez Garcia, I. Lopez Unit, <i>J. Gudíño Area</i>	15 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

SAPPHIRE/ZAFIRO

Yvonne L. Capehart	57 New Unit Members
Ileana P. Castro	38 New Unit Members
Nedra White Wartham	35 New Unit Members
Tracey F. Hedrick Lassiter	34 New Unit Members
Lafreda D. Williams	33 New Unit Members
Cyrcelia D. Matthews	26 New Unit Members
Linne Lane	25 New Unit Members
Tinia W. Campbell Piard	24 New Unit Members
Tehrie Ned	23 New Unit Members
Satarro Purnell	23 New Unit Members
Chris Burnside	22 New Unit Members
Debbie A. Weld	22 New Unit Members
Claudia E. Gonzalez	20 New Unit Members
Vicki Piccirilli	20 New Unit Members
Felicia J. VICE	20 New Unit Members

EMERALD/ESMERALDA

Angel Guerra	23 New Unit Members
Amanda N. Dixon	22 New Unit Members
Katy Goldstein	22 New Unit Members
Delores E. Black	21 New Unit Members
Sheri Farrar-Meyer	21 New Unit Members
Ebun Osaze	21 New Unit Members
Leanne Parrino-Pheasant	21 New Unit Members
Talvia W. Peterson	21 New Unit Members
Lakertisha Slade Mciver	21 New Unit Members
Amber L. Towne-Geehan	21 New Unit Members
Andrea T. Farris	20 New Unit Members
Yosemy Mora	20 New Unit Members
Ayobami O. Olusa	20 New Unit Members
Lateasa L. Scott	20 New Unit Members

DIAMOND/DIAMANTE

Karime Rosas	31 New Unit Members
Denise M. Cadenhead	30 New Unit Members
Coty Maldonado	30 New Unit Members
Celeste Pichardo	30 New Unit Members
Holly S. Neff	29 New Unit Members
Michelle Lara	26 New Unit Members
Ruth Alvarado	23 New Unit Members
Elizabeth Fernandez	22 New Unit Members
Stephanie A. Mottaz	22 New Unit Members
Cynthia Ruccia	22 New Unit Members
Tanya L. Satcher	22 New Unit Members
Antoinette Whittington-Stanton	22 New Unit Members

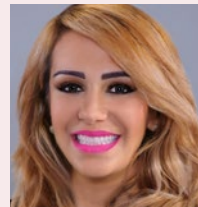
RUBY/RUBÍ

Randi S. Gleason	30 New Unit Members
Traci N. Van Zandt	27 New Unit Members
Chatney Gelfius	26 New Unit Members
Jordan Twilley	26 New Unit Members
Maria Bautista	25 New Unit Members
Pamela D. Cox	25 New Unit Members
Lauren N. Bloomer	24 New Unit Members
Luz A. Perez	23 New Unit Members
Candace L. Doverspike	22 New Unit Members
Teka-Ann Haynes	22 New Unit Members
Maria Rocio Rico De Jacinto	20 New Unit Members

NEW NSD DEBUTS

DEBUTES DE DNVS

New Independent National Sales Director debuts Jan. 1, 2019.
Debut de Directora Nacional de Ventas Independiente del 1 de enero de 2019.



Mariana Moreno
Senior National
Sales Director
Emerald Seminar



13% CLUB

CLUB DEL 13%

January/Enero 2019

The top 25 independent sales force members 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 \$225 in wholesale orders during January./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Diamante** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en enero.

DIAMOND/DIAMANTE

Katsiaryna Pratasenia*	\$2,678
Maureen E. Gordon*	2,495
Sherrie C. Purvis*	2,491
Robbie L. Brannon*	2,080
Julie Danskin*	1,768
Audrey K. MacDowall***	1,765
Lisa Rada*	1,712
Celeste Byrd*	1,632
Rochelle Collins*	1,619
Amy Kemp***	1,556
Amie L. Brady**	1,504
Allison Wheeler**	1,494
Jessye R. Nichols*	1,492
Karime Rosas*	1,464
Pamella Stinnett*	1,457
Norma D. Baiza, R. Fernandez Unit	1,411
Claudia Chavez*	1,399
Karen M. Bonura*	1,372
Amy Haniff*	1,343
Bailey R. Ellis, L. Bradford Unit	1,325
Stephanie A. Showers**	1,319
Lucrecia Aguirre*	1,301
Heather M. Julson*	1,276
Ellyn Johnson***	1,254
LaChelle M. Seleski*	1,253
Lucrecia Pereyra*	1,250
Ann M. Meis*	1,249
Teresa Mendoza Ramirez***	1,209
Lisa A. Stengel*	1,189
Linda Kieper*	1,155
Amy Kemp*	1,142
Shelly Palen*	1,118
Sonya C. D'Herde*	1,118
Heather M. Julson***	1,108

* Denotes Independent Sales Director.

** Denotes November qualifier.

*** Denotes December qualifier.

* Denota Directora de Ventas Independiente.

** Denota que calificó en noviembre.

*** Denota que calificó en diciembre.

DIAMOND / *DIAMANTE*

NEW DEBUTS

DEBUTES

November/Noviembre 2018

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



Gabriela Dragan
Buford, GA
R. Green Unit



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

Mary Kay

Not pictured/Sin foto: *Elsy N. Ayestas*, Houston, C. Rangel Unit; *Johanna R. Edwards*, Weyauwega, WI, E. Schuette Unit; *Maria D. Gerrero*, Hayward, CA, E. Alejo Unit; *Awilda M. Giambanco*, Spring Hill, FL, K. Colon Unit; *Jennifer C. Goodman*, Yakima, WA, J. Orser Unit; *Maureen E. Gordon*, Plantation, FL, N. Pratt Unit; *Nicole Herzog*, East Bethel, MN, E. Steinle Unit; *Katie Kearney*, Fort Wayne, IN, K. Fean Unit; *Anabigail Longchamp-Devose*, West Orange, NJ, E. Smith-Patterson Unit; *Elizabeth M. Mena*, Katy, TX, G. Gavidia Unit; *Nelly Ortega*, Saint Helena, CA, R. Navarrete Unit; *Sydney S. Overcast*, Columbus, OH, A. Nieman Unit; *Tempie L. Richie-Flanders*, Grove, OK, T. Oppenheimer-Schafer Unit; *Marilyn R. VanSlyke*, Cortland, NY, K. Rosetti Unit; *Margarita Velazquez*, Nashville, TN, A. Sanchez Unit; *Ali Zornes*, South Point, OH, T. McKnight Unit.

DEAN'S LIST

LISTA DEL DECANO



January/Enero 2018

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

Not pictured/Sin foto: *Sahily Cruz*, Tampa, FL, Y. Pupo Area, Emerald Seminar.



Luz Perez
Norwalk, CA
J. Gudiño Area
Ruby Seminar



Joyce Perry
Lynchburg, VA
D. Dawn Area
Diamond Seminar



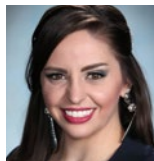
TRIPLE CROWN

TRIPLE CORONA

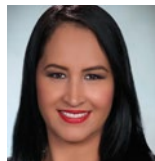


January/Enero 2018

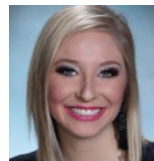
Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su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



Hannel Chavez
Siloam Springs, AZ
L. Orellana Area



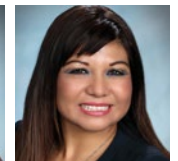
Elvia Figueroa
Hickory, NC
I. Jimenez Area



Kristin M. MacDowall
Forest, VA
D. Dunn Area



Joyce M. Perry
Lynchburg, VA
D. Dunn Area



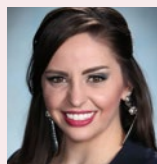
Fabiola Rodriguez
Brooklyn, NY
E. Bermeo
Criollo Area

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

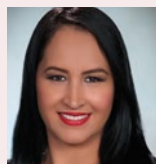
HONORS SOCIETY SOCIEDAD DE HONOR

January/Enero 2018

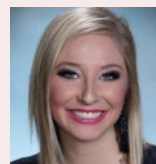
Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen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



Hannel Chavez
Siloam Springs, AZ
L. Orellana Area



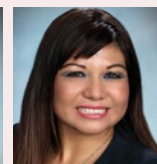
Elvia Figueroa
Hickory, NC
I. Jimenez Area



Kristin M. MacDowall
Forest, VA
D. Dunn Area



Joyce M. Perry
Lynchburg, VA
D. Dunn Area



Fabiola Rodriguez
Brooklyn, NY
E. Bermeo
Crioillo Area

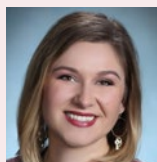
FABULOUS 50s FABULOSOS 50

July/Julio 2018

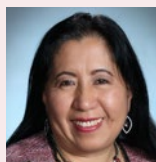
Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y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



Holly Baker
Findlay, OH
Mary Kay
National Area



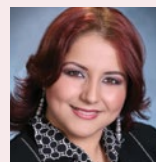
Melody Funkhouser
Columbus, OH
L. Lauchlan Area



Dalia Gonzalez Bello
Seymour, ID
Mary Kay
National Area



Beverlin Greene
South Orange, NJ
C. Lewis Area



Gabriela M. Sanchez
Sacramento, CA
Mary Kay
National Area



Michele M. Stone
Carrollton, TX
Mary Kay
National Area

ON THE MOVE EN ACCIÓN

November/Noviembre 2018

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

Gabriela Dragan
Awilda M. Giambanco
Maureen E. Gordon

Anabigail Longchamp-
Devose
Sydney S. Overcast
Ali Zornes

Louise C. Dunlock
Brenda D. Eccles
Ashley Edwards
Samantha L. Edwards
Tina R. Encarnacion
Maria J. Estrada
Erin Farler
Vanessa M. Ferguson
Renata L. Ferreira
Brenda Figueroa*
Sandy A. Flores
Velia Flores
Kristy A. Frost
Elizabeth L. Gaines
Maria D. Garcia
Savannah Gay**
Morgan Gehrke
Brandon Gillis
Latoya Gordon
Marla Y. Graddick
Irma M. Hacker
Tara Hartman
Kimberely K. Harwell
Aurelia Hernandez
Lauren A. Jones
Taylor M. Knox
Tonia Kroll
Madison P. Lewis
Lucia Lloyd
Carol S. Long
Tia L. Lyn
Paige MacDonald
Queeneth Maduabuchi*
Moreen S. Mall
Aguilar Maria
Candice V. Mata
Del Rio McBrown
Shannon R. McKenzie*
Olivia Medina
Claudia X. Mejia
Johalis N. Melendez
Cindy S. Merrow
Kayla Moats
Vernice Monroe
Mikayla S. Morley
Lidia Navarro
Anna Newcomb

Jely S. Pacheco*
Kimberly C. Paiz
Jessica W. Pierson
Debby Ramirez
Cecilia Rebollar
Sherry Rebuelta
Elizabeth P. Reid
Ana M. Reyes
Erika L. Rodriguez
Maria De Jesus Rodriguez*
Jordan A. Roedl
Theresa L. Rogers*
Maria G. Sanchez
Julia A. Scott
Katia M. Silva
Kayla A. Smith
Cocepcion Solano Cortez
Claudia Solis
Idamaris Sosa
Shannon M. Steele
Wendy G. Stoll
Abra R. Stout
Olga Suben
Doris V. Tejada
Alyah K. Thom
Sandra Toval
Roselyn J. Traylor
Anita S. Trinidad
Celia Trujillo
Shirley A. Tucker
Kim Van De Kieft
Teresa Vasquez
Elia Velazquez
Tina M. Walker*
Renee Whitaker
Mary E. Wilbur
Mindy Williamson

*Denotes November qualifier.

**Denotes December qualifier.

*Denota que calificó en noviembre.

**Denota que calificó en diciembre.

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

January/Enero 2019

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

Juana Acosta Cruz
Angela Alzua
Amy Anderson
Sara Ashley
Vierlande Barthelemy
Iris Y. Belliard
Joanne J. Bigham
Crystal Blixt
Elaine Bolding
Juana C. Bonilla
Beatriz A. Borrego
Melissa A. Breaux

Amavilia Buccat
Themba Bygrave
Thanairy K. Cano
Emilia Castillo
Maria D. Ceron
Cleo Crossley-Rose
Tabitha Day
Celina De La Cruz
Elda Diaz
Talyia Donlon
Joy Dore
Rosa Duenez

MEET YOUR NSDS CONOCE A TUS DNVS

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

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

Mary Kay

GRAND ACHIEVERS GRAN GANADORAS

January qualifiers/Calificadas en Enero 2019

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Andrea Beltran Bojorquez
Monica Buckley
Gabriela Dragan

CONSULTANTS/ CONSULTORAS

Kristina D. Shiles

GOLD MEDALS MEDALLAS DE ORO

January/Enero 2019

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

New Team Members/Nuevas integrantes de equipo

133 GOLD MEDALS Consuelo Z. Tinajero*	5	28 GOLD MEDALS Keysi Y. Colon*	6
130 GOLD MEDALS Maribel Olivares*	5	26 GOLD MEDALS Maria E. Cavazos*	5
83 GOLD MEDALS Emma Morales*	6	25 GOLD MEDALS Twyla M. Menzies*	7
82 GOLD MEDALS Betty Symons*	5	24 GOLD MEDALS Natalia Travilina*	6
77 GOLD MEDALS Ruth Alvarado*	5	23 GOLD MEDALS Emily E. Schuette*	7
70 GOLD MEDALS Teresa A. Lischwe*	5	22 GOLD MEDALS Omosolape O. Akinyoyenu*	5
58 GOLD MEDALS Maria D. Martinez*	5	21 GOLD MEDALS Nicole P. Pratt*	5
53 GOLD MEDALS Maria Chavez*	6	20 GOLD MEDALS Blanca Gonzalez*	6
51 GOLD MEDALS Rhona C. George*	6	19 GOLD MEDALS Stephanie A. Mottaz*	9
48 GOLD MEDALS Rhona C. George*	6	18 GOLD MEDALS Tina M. Kocourek*	5
46 GOLD MEDALS Margarita Guerra*	6	17 GOLD MEDALS Emily E. Schuette*	7
45 GOLD MEDALS Shelia S. Mabrey*	5	16 GOLD MEDALS Emily E. Schuette*	7
44 GOLD MEDALS Wanda K. Thai*	5	15 GOLD MEDALS Emily E. Schuette*	7
43 GOLD MEDALS Maria M. Annunziata*	6	14 GOLD MEDALS Emily E. Schuette*	7
42 GOLD MEDALS Lizbeth Longoria*	8	13 GOLD MEDALS Emily E. Schuette*	7
41 GOLD MEDALS Claudia A. Flores*	6	12 GOLD MEDALS Emily E. Schuette*	7
40 GOLD MEDALS Maria N. R. Don Juan*	6	11 GOLD MEDALS Emily E. Schuette*	7
39 GOLD MEDALS Tanya L. Satcher*	6	10 GOLD MEDALS Emily E. Schuette*	7
38 GOLD MEDALS Mirna E. Alvarez*	5	9 GOLD MEDALS Emily E. Schuette*	7
37 GOLD MEDALS Jea Summers-Gackowski*	5	8 GOLD MEDALS Emily E. Schuette*	7
36 GOLD MEDALS Lynris C. Patterson*	5	7 GOLD MEDALS Emily E. Schuette*	7
35 GOLD MEDALS Hilda Sandoval*	5	6 GOLD MEDALS Emily E. Schuette*	7
34 GOLD MEDALS Elsa F. Santos*	5	5 GOLD MEDALS Emily E. Schuette*	7
33 GOLD MEDALS Monica A. Lueck*	5	4 GOLD MEDALS Emily E. Schuette*	7
32 GOLD MEDALS Elissa Smith-Patterson*	5	3 GOLD MEDALS Emily E. Schuette*	7
31 GOLD MEDALS Teresa M. Danforth*	5	2 GOLD MEDALS Emily E. Schuette*	7
30 GOLD MEDALS Laura Garcia, M. Esparza Unit	5	1 GOLD MEDAL Emily E. Schuette*	7
29 GOLD MEDALS Cristina Martins*	5	0 GOLD MEDALS Emily E. Schuette*	7
28 GOLD MEDALS Mary Kathryn King*	5	0 GOLD MEDALS Emily E. Schuette*	7
27 GOLD MEDALS Laura Ramos*	5	0 GOLD MEDALS Emily E. Schuette*	7

Coty Maldonado*	8	Dana L. Sone*	6
Maranda M. Rains*	10	Martha A. Tabares, L. Orellana Unit	6
Nadia E. Torres*	6		
11 GOLD MEDALS Julia V. Chacho*	5	4 GOLD MEDALS Rocio Albirde*	6
10 GOLD MEDALS Debbie Blackford*	5	Crispina Arellano*	5
Diana Chacho*	5	Marge C. Badini*	5
Maricela Medrano*	5	Mary L. Bryant*	5
Carmen Munoz*	5	Gloria Y. Garrido-Guillen*	5
Eva Orrego*	6	Debra D. Hamilton*	5
Sharon Walls*	6	Lindy K. Horne*	5
		Ana C. Ochoa*	5
		Julie Peacock*	5
		Maria S. Plancarte*	6
		Luz Rivera*	5
9 GOLD MEDALS London A. Arbuckle*	5	3 GOLD MEDALS Alma D. Alvarez, M. Cavazos Unit	5
Christy Bigham*	5	Holly C. Barlow*	8
Joyce Gowdy-Smith*	5	Chinyere D. Crutcher, K. Sharpe Unit	5
Megan E. MacDowall*	5	Julie G. Hopkins*	5
Cindy Machado-Flippen*	8	Teresa M. Kraft, J. Riggan Unit	10
Valerie Peterson-Kelly*	6	Martha N. Ramirez, B. Estrada Unit	6
8 GOLD MEDALS Oygun Hoja*	5	Marley Soto*	5
Jennifer M. Raley*	5	Elise L. Watkins, M. Cape Unit	7
Cheryl A. Searcy*	5	Angela M. Williams*	5
		Michelle L. Wood, D. Cadenhead Unit	8
7 GOLD MEDALS Alicia A. Barlow*	6	Ali Zornes*	9
Maria G. Jacobo*	5	2 GOLD MEDALS Ninfa Aguilar Sanchez, L. Lozada Mendez Unit	7
Isabel Martinez*	5	Leticia Caceres, J. Buenrostro Unit	7
Edith Y. Sanchez*	5	Teisila Cauthen, L. Dade Unit	5
Elizabeth Zafra Gil*	5	Blanca Ceron, J. Torres Unit	5
6 GOLD MEDALS Maureen E. Gordon*	9	Maria C. Correa Almaguer, K. Rosas Unit	5
Casi Hill*	6		
Tammy L. Robinson*	7		
Ada Sanz*	5		
N. Charyse Williams*	5		
5 GOLD MEDALS Flora Bonilla*	5		
Cherie S. Brownlee*	5		
Debra F. Marsh*	5		

Rheanna M. Edenburn, D. Uitermarkt Unit	6	Samantha Ewing, B. Holiday Unit	6
Griselda S. Gonzalez, J. Murguia Unit	5	Elvia Flores, D. Garcia Unit	5
Akeila S. Goolsby*	5	Alandra B. Frye, C. Zuberer Unit	5
Avis J. Green, N. Keys Unit	5	Chante Gadsden, C. Lewis Unit	9
Janekia King Mitchell, T. Satcher Unit	5	Christine George, D. Davis-Armstead Unit	5
Michelle Lara*	9	Melissa A. Greenlee, S. Purvis Unit	5
Neri Montesinos*	5	Erika Guajardo, C. Maldonado Unit	7
Alice V. Muhammad*	5	Minerva Guzman, Y. Carrillo Unit	7
Helena M. Paschal, K. Meyers Unit	6	Melissa L. Jameson, B. Egbert Unit	5
Christina T. Samuels*	5	Irene Kariuki, K. Barta Unit	5
Datrice E. Sledge, J. Scott Unit	5	Hope King, A. Scott Unit	5
Sindy D. Tavares, K. Rosas Unit	5	Esmeralda R. Martinez, M. Lara Unit	7
Alicia West Fancher*	5	Kimberly C. Paiz, N. Godwin Unit	5
1 GOLD MEDAL An Adreon, M. Clarke Unit	5	Adella Pichardo, C. Pichardo Unit	7
Nancy Aguilar, J. Saenz Unit	5	Jessica W. Pierson, L. Thomas Unit	5
Ashlee R. Arnett, T. Duncan Unit	5	Jeanette C. Richards, L. Whitburn Unit	5
Josefina Arreola, M. Schlehuber Unit	5	Ana E. Rodriguez, K. Rosas Unit	6
Martha Bednarowski, C. Wittmann Unit	5	Sheila Ruppert, S. Curry Unit	5
Carley R. Bollema, B. Driggers Unit	5	Chiri Rutledge, A. Philip Unit	5
Tasha A. Bowlin, R. Matthews Unit	5	Lauren B. Stein, S. Pennell Unit	5
Megan I. Cantoran, L. Bradford Unit	5		
Cheryl D. Crouch, L. Zondag Unit	5		
Lizbeth A. Del Rio, C. Ortiz Unit	5		
Joy Dore, E. Anderson Unit	5		
Bailey R. Ellis, L. Bradford Unit	6		

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

ACHIEVEMENT CIRCLE CÍRCULO DE LOGROS

November/Noviembre 2019*

The top 100 Independent Sales Directors in each Seminar area based on their November 2019 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de noviembre de 2019.

DIAMOND/DIAMANTE Amy Kemp \$110,475	Donna K. Smith 52,257	Billie Gillespie 46,547	Helen M. Harlow 42,647
Paula Kelsch 77,647	Linda T. Cartiglia 52,084	Connie L. Russo 46,303	Jil Johnson 42,324
Marsha Morrisette 77,060	Shelly Palen 51,973	Suzanne T. Young 46,223	Wendy Hayum-Gross 42,309
Christi G. Campbell 75,839	Cindy Machado-Flippen 51,901	Anne Geertsen 45,866	Lacey L. Bradford 42,287
Susan M. McCoy 75,560	Emily Franks 51,852	Stephanie A. Mottaz 45,506	Emily E. Schuette 42,255
Julie Danskin 74,241	Jan Geig 51,614	Leanne Sexton 45,327	Rose Rodriguez-Capone 41,931
Geri Anne Morris 74,233	Mary P. Creech 51,553	Dolly A. Metzger-Stearns 45,140	Blythe J. Egbert 41,814
Kelly Willer-Johnson 73,237	Kelly K. Johnsrud 51,197	Carol A. Brown-Mason 45,127	Shelley Olson 41,663
Britt N. Burke 70,961	Deborah Dudas 51,176	Holly A. Brown 45,047	Grace N. Lemke 41,367
Crystal D. Gardner 69,300	Heather M. Julson 50,827	Brenda Spain 45,035	Pat Joos 41,222
Priscilla McPheeters 68,134	Lindsey D. Christenson 50,611	Cheryl A. Searcy 44,754	Mary G. Gronholz 40,838
Kim A. Messmer 67,410	Sherrie C. Purvis 50,147	Annette Pace 44,569	Nadine H. Huckabee-Stanley 40,752
Mariann Biase Mason 64,598	Megan N. Wilkes 49,402	Barbara E. Roehrig 44,247	Lucrecia Aguirre 40,679
Allison Piro 64,224	Tracy Craven 49,287	Amy Zietlow 44,170	Dana Davis-Armstead 40,634
Karime Rosas 63,497	Terri J. Beckstead 48,795	Nancy Lewen 44,070	Laura E. Knight 40,600
Celeste Byrd 62,072	Irene Korobov 48,692	Terri Lewis 43,923	LaChelle M. Seleski 40,466
Alicia Borkowska 60,942	Christina L. Frantz 48,654	Joy H. Rentz 43,659	Ann M. Meis 40,284
Angela J. Fry 60,897	Tanya L. Satcher 48,338	Amanda N. Wright 43,514	Rhonda Kambeitz 40,111
Mileta K. Kinser 58,361	Maria Sanchez 48,274	Sylvia L. Martinez 43,392	Brandi Driggers 39,856
Mary Kathryn King 57,835	Sandy Griffith 48,030	Julie Schlundt 43,244	Lois R. Humbert 39,679
Christy Bigham 56,845	Kathy R. Bullard 47,957	Jessye R. Nichols 43,104	Claudia Chavez 39,612
Susie Kopacz 56,720	Alicia Kingrey-Lokai 47,629	Faith A. Gladding 43,098	Audrey K. MacDowall 39,540
Nicki R. Hill 53,607	Marty T. Wynn 47,269	Susie Moore 43,077	Patricia Carr 39,524
Joan M. Farrell 53,509	Deborah S. Bailie 47,197	Kathe Cunningham 42,836	
Tawnya Krempges 52,802	Michelle Cape 46,604	Sharon B. Carney-Wright 42,764	
Stephanie A. Richter 52,674	Debbie Larson 46,558		

*Seminar specific revised achievers/Ganadoras específicas revisadas para el Seminario

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

January/Enero 2019

The top 100 Independent Sales Directors in each Seminar area based on their January 2019 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de enero de 2019.

SAPPHIRE/ZAFIRO

Fraida M. Klein	\$86,117
Katherine L. Longley	82,457
Debbie A. Weld	73,649
Linda Meier	71,785
Ileana P. Castro	67,456
Vicki Piccirilli	65,992
Jordan Eicher	65,639
Moleda G. Dailey	65,328
Cynthia S. Sheppa	58,212
Jennifer Levitt	50,971
Susan T. Boothe	50,931
Ann W. Sherman	49,870
Julie Neal	49,447
Lady Ruth Brown	48,336
Miranda Kantor	48,253
Randi Stevens	48,082
Petie L. Huffman	47,301
Kelly L. Brock	46,368
Tracy Potter	46,185
Beth T. May	45,003
Jamie L. Lawrence	44,432
Jeanette M. Thompson	44,184
Linda H. Rowsey	43,891
Carol Lee Johnson	42,773
Amanda Neff	42,722
Michele M. Armes	42,573
Krystal K. Hunsucker	42,512
Tracey F. Hedrick Lassiter	42,016
Jerlene Vrana	41,929
Lafreda D. Williams	41,381
Jeannie S. Meyer	40,945
Jenan W. Wood	40,918
Linne' Lane	40,685
Christine M. Jessee	40,464
Autumn R. Heble Britton	40,451
Keita Powell	40,449
Julie Hetherington	40,388
Hilda M. Magana	40,058
Joyce A. Newell	40,016
Marie E. Vlamincik	39,952
Maria Mora	39,845
Missy M. O'Neal	39,727
Julie A. Griffin	39,406
Suzanne Tripp-Black	39,232
Tracy Foltz	39,083
Maria Claxton-Taylor	38,149
Iseila M. Martinez	38,099
Laurieann Barclay	37,869
Jessica Holzbach	37,852
Nedra White Wartham	37,753
Courtney H. Young	37,618
Dolores Keller	37,606
Kim Tarbet Munoz	37,396
Robyn S. Cartmill	37,318
Gail S. Scott	37,211
Carmen B. Jones	37,041
Patty Webster	37,005
Tommi Pleasure	36,896
Laura Poling	36,557
Jennifer M. Ham	36,511
Yvonne L. Capehart	36,511
Marni M. Hendricks	36,461
Jennifer K. Guidry	36,088
Julie B. Sapp	35,845
Kathy Lee	35,675
Erika D. Hulm	35,644
Brooke E. Bennett- Young	35,326
Jemma H. Imwalle	35,290
Diana V. Caballero	35,234
Beth S. Austin	35,008
Michelle M. Gainer- Stripe	34,803

Heather L. Bohlinger	34,636
Bonnie Crumrin	34,498
Kimberly Leigh Moore	34,431
Elsie Jackson	34,394
Kara J. Boucher	34,248
Andrea R. Klahn	34,179
Karla R. Plantan	34,145
Sherri Reindl	34,038
Linda A. Jones	33,989
JoAnna P. Shipe	33,953
Donna Stephano	33,944
Doris M. Quackenbush	33,915
Evelyn Pirhalla	33,907
Cheri L. Taylor	33,818
Shelley Bottiaux	33,553
Peggy Matish	33,528
Dottie Huse	33,527
Teri E. Anderson	33,348
Ruby Garner	33,265
Mariaelena Boquin	32,983
Penny J. Jackson	32,942
Debbie P. Roberts	32,864
Michele Semper	32,632
Jackie L. Root	32,621
Candace N. Holte	32,477
Joli A. Dockery	32,469
Michele Cobin	32,411
Jacqueline J. Shaw	32,332
Linda F. Merritt	32,317

EMERALD/ESMERALDA

Stacy D. Foust	\$81,881
Nancy Boucher	75,059
Ginny B. O'Kain	70,117
Doreen Stevens	69,288
Mary Strauss	64,810
Deanna L. Spillman	63,644
Rachelle Holloway	62,857
Melinda M. Balling	60,624
Sahily Cruz	58,374
Gloria Mak	57,786
Maggie Rader	57,580
Stacey Craft	57,401
Leslie M. McKinney- Smith	54,112
Amber L. Towne- Geehan	50,891
Pam Kelly	50,482
Hollie R. Sherrick	50,213
Becky Niemeier	48,209
Katy Goldstein	48,159
Carrie Bloink	48,123
Nicole L. McDaniel	48,056
Ebun Osaze	47,439
Michele S. Rankin	47,339
Janice B. Hull	46,770
Bridgett L. Moore	46,508
Tina M. Dees	46,363
Betty McKendry	45,896
Tammy West-Murrian	45,638
Jennifer L. Besecker	44,950
Nikki H. Edgemon	44,912
Menina M. Givens	44,890
Jo M. Cotton	44,801
Ashley N. Clinesmith	44,056
Antonia Miranda	43,856
Audrey J. Doller	43,678
Krista A. Johnson	43,478
Kimbi L. Bartik	43,048
Kathleen L. Holmberg- Botelho	42,511
Jill Beckstedt	42,145
Jennifer A. Enloe	41,865
Lori Lowry	41,031
Joslyn Eaton	41,029

Denise G. Kucharski	40,547
Carolyn Thompson	40,409
Leanne Parrino- Pheasant	40,387
Brenda Stafford	40,214
Phyllis I. Pinsker	40,084
Karen E. Ridle	39,153
Heather D. Hulse	39,037
Debbie A. Thomas	38,992
Tandy Fischer	38,905
Sheri Farrar-Meyer	38,448
Joyce Recenello Armfield	38,160
Michelle A. Cunningham	38,048
Kim I. Bessey	38,004
Kijuan R. McKinnie	37,749
Melissa M. Wilson	37,683
Wendy Clausen	37,681
Denise Peterson	37,532
Jill A. McCoy	37,497
Talvia W. Peterson	37,045
Cindy Anderson	36,858
Amber D. Campbell	36,569
Wendi N. Scheuble	36,520
Ann Shears	36,215
Shauna L. Abbotts	36,157
Amy L. Fields	36,150
Dania Bello	35,958
Dawn Wilson	35,776
Rita J. Barthel	35,703
Amie E. Kelly	35,305
Kendri E. Burkett	35,021
Chris H. Teague	34,930
Margaret Neill	34,912
Krista Erdmann	34,750
Cheryl T. Anderson	34,701
Harriett Sharpe	34,668
Richelle V. Barnes	34,550
Sandra Tatzter	34,109
Delores E. Black	33,577
Irene K. Foster	33,524
Michelle M. Dominiak	33,510
Nancy A. Berlin	33,388
Joanna Helton	33,250
Karen D. Holland	33,094
Gracieuse Renard	32,708
Lisa J. Charity	32,331
Alexandra R. Urdaneta Castro	32,181
Jacquelyn Dykstra	32,066
Ann F. Smith	31,917
Mary-Beth Anderson	31,742
Evelyn Nail	31,539
Becki Hackett	31,499
Jennifer C. Babineau Olais	31,381
Maria C. Piqueras	31,131
Maggie Butcher	31,076
Shawna D. Schneider	31,008
Ilana Fuentes	30,976
Ginger D. Rockett	30,794
Debra Allison	30,717
Kathryn L. Engstrom	30,547

DIAMOND/DIAMANTE

Amy Kemp	\$82,476
Lacey L. Bradford	82,445
Paula Kelsch	78,680
Sherrie C. Purvis	71,781
Maureen E. Gordon	69,160
Karime Rosas	66,175
Kim A. Messmer	59,479
Britt N. Burke	58,777
Gerri Anne Morris	57,357

Donna K. Smith	56,232
Cindy Machado- Flippen	56,089
Deborah Dudas	55,732
Mileta K. Kinser	54,710
Alicia Borkowska	54,663
Celeste Byrd	52,502
Marsha Morrisette	52,356
Mary Kathryn King	51,939
Susan M. McCoy	51,261
Denise M. Cadenhead	50,244
Robbie L. Brannon	50,074
Christi G. Campbell	49,896
Joy H. Rentz	49,645
Shelly M. Smith	48,642
Michelle Cape	48,609
Priscilla McPheeters	47,971
Susie Kopacz	47,761
Kayla A. Holliday-Lamar	47,703
Katsiaryna Pratasenia	47,352
Mariann Biase Mason	47,180
Tawnya Krempges	46,570
Tracy Craven	46,556
Suzanne T. Young	46,391
Mary P. Creech	46,349
Rita M. Krause	46,113
Casey Goff-Martin	46,070
LaChelle M. Seleski	46,024
Kathy R. Bullard	45,420
Christy Bigham	45,367
Heather M. Julson	44,990
Stephanie A. Richter	44,890
Megan N. Wilkes	44,575
Karen M. Bonura	44,087
Terri J. Beckstead	44,049
Maggie J. Eckert	43,751
Holly S. Neff	43,283
Stephanie A. Mottaz	43,198
Sylvia L. Martinez	43,038
Nicki R. Hill	42,839
Angela J. Fry	42,380
Ruth Alvarado	42,140
Jenny Siemonsma	41,397
Jan Geig	41,213
Claudia Chavez	40,958
Breanna M. Holliday	40,365
Deborah S. Bailey	40,227
Danielle H. Lunsford	40,155
Cheryl A. Searcy	40,069
Crystal D. Gardner	40,067
Sara R. Pennella	39,840
Faith A. Gladding	39,443
Anne Geertsen	39,350
Kelly Willer-Johnson	39,301
Cindy Rogers	38,499
Allison Piro	38,488
Celeste Pichardo	38,208
Candy Lasso	38,038
Jessye R. Nichols	37,686
Linda T. Cartiglia	37,658
Ashley S. Orr	37,551
Shelly Palen	37,492
Lucrecia Aguirre	37,427
Pat Joos	37,137
Holly A. Brown	36,901
Amy Hanif	36,816
April C. Hutchinson	36,713
Kathleen Koclanes	36,689
Sandy Griffith	36,641
Julie Danskin	36,624
Emily Sims	36,533
Anita Ruffin	36,475
Denise R. Pettet	36,259
Nancy F. Castro	36,146
Christina L. Frantz	35,299

Susie Moore	35,189
Leanne Sexton	35,086
Marty T. Wynn	34,995
Jill Johnson	34,967
Lindsey D. Christenson	34,810
Cheryl A. Riead	34,749
Grace N. Lemke	34,516
Audrey K. MacDowall	34,490
Alicia Kingrey-Lokai	34,359
Sharon B. Carney- Wright	34,298
Ann M. Meis	34,254
Cindy S. Kriner	34,155
Barbara E. Roehrig	33,740
Julie Schlundt	33,707
Linda Kieper	33,655
Amy Zietlow	33,421
Shannon M. Nelson Duguay	33,381

RUBY/RUBÍ

Tassyanne Assis	\$87,084
Susan Moore	71,939
Donna Clark-Driscoll	71,036
Kali DeBlander Brigham	69,471
Paula M. Kirkpatrick	67,326
Lauren N. Bloomer	66,836
Randi S. Gleason	65,115
Lisa Anne Harmon	62,094
Kaela L. Steinman	61,885
Patti Cornell	61,000
Laurie C. Cole	60,965
Luz A. Perez	58,633
Thessy N. Nwachukwu *	57,531
Diane K. Lundgren	56,284
Ryan A. Rives	55,806
Krystal D. Downey- Shada	55,161
Laura V. Middleton	54,259
Mary A. Dell	54,039
Brenda Fenner	53,545
Susan C. Ehrnstrom	52,668
Amy C. Schule	52,393
Sonya F. Goins	52,151
Jordan Twilley	51,589
Alice R. George	51,020
Heather A. Daniel-Kent	50,940
Pamela J. Sparks	50,596
Candace L. Doverspike	50,578
Suzanne Moeller	50,523
Linda Christenson	49,583
Thessy N. Nwachukwu	49,198
Lisa Hansen	48,886
Stephanie Audino	48,298
Natalyn R. Slaughter	47,896
Marie A. Harbord	47,283
Marnie R. Yunger	46,135
Mary A. Dell*	45,858
Belinda Valdez	45,649
Terry Thole	45,386
Stephanie B. Silver	44,940
Sherri Ammons	44,864
Chatney Gelfius	44,275
K.T.M. Martin	43,488

Ginger J. Benedict	43,438
Gloria Moreno Medrano	42,849
Mary Beth Pfeifer	42,721
Laura A. Kattenbraker	42,449
Lisa V. Bauer	42,448
Tshanna C. Diggan	42,223
Barbara L. Harrison	41,697
Ruthie Bresette	41,649
Peggy Young	41,314
Tamarie M. Bradford	40,458
Cleta Colson-Eyre	40,427
Aimee-Ann Benson	40,356
Ana P. Farrell	40,332
Nicole Medjesky-Dixon	40,111
Andrea Jackson Berger	40,103
Julie B. Potts	39,271
Elizabeth A. Kramer	38,881
Ramona Carbajal	38,096
Julia Roman	37,903
Elizabeth A. Viola	37,900
Tammy Brown	37,890
Tammy D. Niehaus	37,595
Stacey P. Nelson	37,593
Jennifer Isenhardt	37,569
Laura L. Waters Vazquez	37,440
Lisa D. Prescott	37,403
Sylvia T. Barritt	37,368
Christina V. Rolfs	36,204
Margaret M. Leonelli	36,050
Patty L. Bojan	36,048
Elayne J. Watson	36,036
Marye Durrer	35,891
Kathy Brennan	35,410
Maria Bautista	35,348
Ashley M. Rangel	35,258
Jeanie K. Navrkal	35,202
Jennifer L. Albertini	35,193
Barbara Fleet	34,892
Kelley L. Valerio	34,706
Liz Whitehouse	34,388
Rachael M. Bullock	34,379
Barbara Baty	34,362
Nancy N. Danley	34,252
Breda M. Teal	34,198
Amy Kittrell	34,181
Rosalie Kuhen	33,816
Carmen J. Felix	33,745
Kathy Williams Oeder	33,734
Iris Lopez	33,670
Liz Whitehouse	33,526
Eusebia Bonilla	33,434
Marsha Mings	33,266
Nikole M. Childress	33,094
Pam Heston	32,878
Kendall A. Rocca Hughes	32,860
Rose Mary Neel	32,834
Heather J. McKinney	32,754
Laurie T. Plyler	32,645
Stephanie L. Coker	32,634
Becky Goshorn	32,619

*Denotes December qualifier.

*Denota que calificó en diciembre.

NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./

NADA PASA HASTA QUE

ALGUIEN VENDE ALGO. *Mary Kay*

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

January/Enero 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in January 2019. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en enero de 2019. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFAIRO

Fraida M. Klein	\$11,523
Katherine L. Longley	11,034
Debbie A. Weld	10,806
Linda Meier	10,273
Vicki Piccirilli	9,910
Jordan Eicher	9,888
Marni M. Hendricks	9,437
Ileana P. Castro	9,182
Jennifer Levitt	8,713
Nocona L. Koenig**	8,415
Miranda Kantor	8,340
Kelly I. Brock	8,217
Moleda G. Dailey	8,159
Julie Neal	8,137
Cynthia S. Sheppa	8,105
Julie B. Sapp	8,025
Cyccelia D. Matthews	7,946
Tracey F. Hedrick	
Lassiter	7,934
Christine M. Jessee**	7,555
Debra J. Witmer**	7,240
Doris M.	
Quackenbush**	7,184
Bridget N. Howerton-	
Adams	7,169
Brenda Ashlock	7,163
Lady Ruth Brown	7,145
Jeanette E. Beichle**	7,129
Brooke E. Bennett-	
Young	7,079
Hilda M. Magana	6,989
Linne' Lane	6,974
Ann W. Sherman	6,943
Michele M. Armes	6,928
Keita Powell	6,839
Amanda Neff	6,818
Tracy Potter	6,795
Maria Montes	6,770
Lafreda D. Williams	6,725
Maria Claxton-Taylor	6,722
Erika D. Hulm	6,557
Julie A. Griffin	6,514
Beth T. May	6,495
Jacqueline J. Shaw	6,490
Carmen B. Jones	6,401
Jeanette M. Thompson	6,388
Yvonne L. Capehart	6,384
Katie D. Nichols	6,372
Susan T. Boothe	6,313
Laurieann Barclay	6,296
Sarah L. Neal*	6,271
Jemma H. Imwalle	6,270
Karla M. Reno	6,251
Andrea R. Klahn	6,249
Nedra White Wartham	6,231
Courtney H. Young	6,177
Dolores Keller	6,138
Randi Stevens	6,110
Christine M. Jessee	6,099
Missy M. O'Neal	6,027
Jamie L. Lawrence	6,003
Michele Semper	6,001
Suzanne Tripp-Black	5,981
Marie E. Vlamnick	5,963
Heather L. Bohlinger	5,951
Nancy W. Pettaway	5,943
Carol Lee Johnson	5,939
Petie L. Huffman	5,936
Jennifer K. Guidry	5,931
Kimberly Leigh Moore	5,883
Jeannie S. Meyer	5,871
Linda H. Rowsey	5,838
Isela M. Martinez	5,824
Delia Ponce	5,801

Margarita Elisea	5,789
Shelley Bottiaux	5,719
Julie Hetherington	5,716
Pam Garner Moore	5,684
JoAnna P. Shipe	5,671
Amy R. Sigler	5,670
Robyn S. Cartmill	5,647
Karla R. Plantan	5,637
Jennifer J. McNulty	5,613
Mary Lou Ardohain	5,609
Evelyn Pirhalla	5,552
Reyna A. Alvarado	
Rivera	5,530
Casie Hembree	5,527
Jerlene Vrana	5,519
Trisha Taylor	5,517
Linda A. Jones	5,506
Autumn R. Heble	
Britton	5,485
Jennifer M. Ham	5,480
Mariaelena Boquin	5,480
Joyce A. Newell	5,478
Tracy Foltz	5,467
Jeanette E. Beichle	5,457
Krystal K. Hunsucker	5,442
Tommi Pleasure	5,389
Enedina Brito	5,378
Rita Schaefer	5,371
Ruby Garner	5,221
Eleanor E. Gwyn-Jones	5,232
Natalie Reed	5,217
Joli A. Dockery	5,210
Maria Mora	5,209
Catalina Martinez	5,192
Patty Webster	5,162
Cheri L. Taylor	5,161
Chris Burnside	5,127
Laura Poling	5,089

EMERALD/ESMERALDA

Stacy D. Foust	\$10,897
Deanna L. Spillman	9,915
Rachelle Holloway	9,468
Michelle A. Cunningham	8,974
Nancy Boucher	8,681
Ebun Osaze	8,621
Maggie Rader	8,504
Doreen Stevens	8,234
Ginny B. O'Kain	8,149
Melinda M. Balling	8,145
Jennifer L. Besecker	8,043
Kimbi L. Bartik	7,908
Katy Goldstein	7,853
Stacey Craft	7,852
Betty McKendry	7,824
Joyce Recenello	
Armfield	7,762
Janice B. Hull	7,748
Pam Kelly	7,640
Mary Strauss	7,563
Sahily Cruz	7,456
Olayinka K. Adegbayi*	7,350
Nikki H. Edgemon	7,262
Antonia Miranda	7,257
Leslie M. McKinney-	
Smith	7,166
Carrie Bloink	7,110
Gloria Mak	7,100
Audrey J. Doller	6,972
Amber L. Towne-	
Geehan	6,855
Tammy West-Murrian	6,802
Jill Beckstedt	6,763
Ashley N. Clinesmith	6,748

Leanne Parrino-Pheasant	6,728
Dania Bello	6,666
Debbie A. Thomas	6,660
Michele S. Rankin	6,602
Heather D. Hulseley	6,595
Shauna L. Abbotts	6,529
Bridgett L. Moore	6,517
Carolyn Thompson	6,404
Hollie R. Sherrick	6,357
Sheri Farrar-Meyer	6,346
Nicole L. McDaniel	6,275
Christine D. Barrueco	6,243
Karen E. Ridle	6,231
Krista Erdmann	6,204
Merina M. Givens	6,100
Jo M. Cotton	6,030
Shawna D. Schneider	5,993
Krista A. Johnson	5,992
Brenda Stafford	5,964
Tandy Fischer	5,898
Jennifer A. Enloe	5,892
Kathleen L. Holmberg-	
Botelho	5,885
Elsi Coto	5,869
Iliana Fuentes	5,864
Denise G. Kucharski	5,856
Shelley Money-	
Eldridge	5,796
Haydee Guzman	5,772
LaKeshia M. Chisholm	5,765
Diane M. Detesco	5,723
Becky Niemeier	5,693
Kim I. Bessey	5,674
Phyllis I. Pinsker	5,653
Cindy Anderson	5,624
Denise Peterson	5,619
Breanne Sufrin	5,604
Tina M. Dees	5,563
Ann Shears	5,530
Ann F. Smith	5,479
Kathryn L. Engstrom	5,474
Lesa R. Franken	5,425
Chris H. Teague	5,404
Nancy O'Hara	5,373
Lori Lowry	5,364
Kijuana R. McKinnie	5,359
Kendri E. Burkett	5,293
Sally Moreno	5,229
Rita J. Barthel	5,224
Alison Jurek	5,203
Evelyn Nail	5,202
Debra Allison	5,171
Harriett Sharpe	5,167
Richelle V. Barnes	5,156
Jessica Mendoza	5,142
Amie E. Kelly	5,135
Amy L. Fields	5,127
Maritza Lanuza	5,110
Delores E. Black	5,078
Melissa M. Wilson	5,066
Nancy A. Berlin	5,020
Lisa Reimer	5,004
Mabel Bolufe	4,987
Judy Gieson	4,960
Sheila J. McCune	4,953
Lisa J. Charity	4,929
Wendi N. Scheuble	4,923
Teodora Ahumada	4,920
Luanne Stewart	4,905
Joslyn Eaton	4,899
Talvia W. Peterson	4,899
Emily Stone	4,864

DIAMOND/DIAMANTE

Sherrie C. Purvis	\$12,695
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Amy Kemp	11,584
Celeste Byrd	11,331
Cindy Machado-	
Flippen**	11,303
Maureen E. Gordon	11,168
Paula Kelsch	11,010
Lacey L. Bradford	10,830
Karime Rosas	10,768
Kathleen Koclanes	9,048
Robbie L. Brannon	8,886
Deborah Dudas	8,844
Cindy Machado-	
Flippen	8,511
Mileta K. Kinser	8,336
Delmi C. Santos	8,205
Mary Kathryn King	8,117
Katsiaryna Pratasenia	8,056
LaChelle M. Seleski	8,047
Britt N. Burke	8,023
Marsha Morrisette	8,015
Stephanie A. Richter	8,010
Kim A. Messmer	7,968
Tawnya Krempges	7,887
Christy Bigham	7,780
Susan M. McCoy	7,613
Audrey K. MacDowall	7,571
Rita M. Krause	7,556
Gerri Anne Morris	7,545
Heather M. Julson	7,525
Faith A. Gladding	7,415
Lucrecia Aguirre	7,316
Julie Danskin	7,211
Amy Hanifl	7,196
Kayla A. Holliday-	
Lamar	7,180
Christi G. Campbell	7,139
Mariann Biase Mason**	7,137
Joy H. Rentz	7,132
Cheryl A. Riead	7,107
Priscilla McPheeters	7,084
Karen M. Bonura	7,051
Sara R. Pennella	7,046
Claudia Chavez	7,017
Ruth Alvarado	6,930
Donna K. Smith	6,913
Anne Geertsens	6,870
Megan N. Wilkes	6,787
Ann M. Meis	6,778
Shelly M. Smith	6,770
Stephanie A. Mottaz	6,728
Michelle Cape	6,689
Terri J. Beckstead	6,687
Susie Kopacz	6,643
Sandy Griffith	6,632
Suzanne T. Young	6,600
Lisa Rada	6,548
Lindsay R. Stewart	6,473
Alicia Borkowska	6,463
Kathy R. Bullard	6,410
Denise M. Cadenhead	6,406
Patricia Chairez	6,301
Holly S. Neff	6,292
Shelly Palen	6,277
Christina L. Frantz	6,265
Nicki R. Hill	6,258
Mary P. Creech	6,238
Marlinda R. Brown*	6,205
Nadine Bowers	6,201
Cindy Rogers	6,134
Deborah S. Bailly	6,087
Martha Kay Raile	6,072
Angela J. Fry	6,069
Ingrid E. Smith	6,043
Nancy F. Castro	6,031
Shannon M. Nelson	
Duguay	6,030

Tracy Craven	6,007
Jamie V. Taylor	5,994
Debbie Larson	5,923
Jessye R. Nichols	5,852
Lisa A. Stengel	5,842
April C. Hutchinson	5,841
Linda Kieper	5,810
Barbara E. Roehrig	5,804
Casey Goff-Martin	5,797
Mariann Biase Mason	5,740
Alicia Kingrey-Lokai	5,734
Sylvia L. Martinez	5,702
Beth Brinkley	5,674
Maria Sanchez	5,659
Taylor A. McKnight	5,645
Nancy M. Polish	5,627
Paula Grabau-Friedt	5,594
Lou Cinda Utley	5,590
Jenny Siemonsma	5,585
Holly A. Brown	5,570
Connie L. Russo	5,562
Cindy S. Kriner	5,539
Kelly Willner-Johnson	5,514
Emily Sims	5,509
Sheryl Peterson	5,462
Leanne Sexton	5,445
Sandy Lasso	5,341
Sharon B. Carney-	
Wright	5,322
Heidi Kenealy	5,267
Kathe Cunningham	5,258

RUBY/RUBÍ

Tassyane Assis	\$11,457
Susan Moore	10,496
Jenn Kirkham*	10,314
Donna Clark-Driscoll	10,211
Kali DeBlander Brigham	10,124
Lauren N. Bloomer	9,886
Thessy N. Nwachukwu	9,796
Luz A. Perez	9,736
Randi S. Gleason**	9,445
Paula M. Kirkpatrick	9,411
Elizabeth A. Kramer**	9,181
Kellee L. Valerio*	8,968
Randi S. Gleason	8,891
Patti Cornell	8,724
Jordan Twilley	8,639
Heather A. Daniel-Kent	8,560
Ryan A. Rives	8,509
Lisa Anne Harmon	8,483
Candace L. Doverspike	8,353
Cleta Colson-Eyre*	8,333
Jacqueline N. Alford	8,244
Stephanie B. Silver	8,061
Laurie C. Cole	8,060
Maricarmen Gonzalez	7,809
Brenda Fenner	7,780
Laurie T. Plyler	7,669
Belinda Valdez	7,511
Marie A. Harbord	7,487
Laura V. Middleton	7,411
Kaela L. Steinman	7,354
Julie B. Potts	7,350
Mary A. Dell	7,326
Alice R. George	7,311
Diane K. Lundgren	7,309
Rachel P. Kellogg	7,201
Krystal D. Downey-	
Shada	7,156
Gloria Moreno Medrano	7,139
Susan C. Ehrnstrom	7,136
Jeanie K. Navrkal	7,074
Maria Bautista	7,017
Elvia Cordova	6,992

Chatney Gelfius	6,957
Mary Beth Pfeiffer	6,912
Suzanne Moeller	6,818
Elvia Guzman	6,817
Pamela J. Sparks	6,815
Marye Durrer	6,761
Amy C. Schule	6,725
Amy Kittrell	6,666
Peggy Young	6,650
Ginger J. Benedict	6,647
Cleta Colson-Eyre	6,599
Barbara Pleet	6,585
Rachael M. Bullock	6,547
Marnie R. Yunger	6,541
Stephanie Audino	6,382
Tamara M. Bradford	6,340
Aimee-Ann Benson	6,319
Jennifer L. Albertini	6,301
Linda Christenson	6,287
Lisa Hansen	6,263
Sonya F. Goins	6,236
Natalyn R. Slaughter	6,222
Sheri Ammons	6,191
Elizabeth A. Kramer	6,158
Carmen J. Felix	6,112
Laura A. Kattenbraker	6,054
Pat Z. Allen	6,025
Lisa V. Bauer	6,006
Esther Cisneros	5,869
Tracey L. Chavez	5,818
Gloria J. Popp	5,781
Lisa Olivares	5,779
Stephanie L. Coker	5,774
K.T.M. Martin	5,761
Liz Whitehouse	5,758
Barbara L. Harrison	5,677
Terry Thole	5,599
Ruthie Bresette	5,584
Ana P. Farrell	5,574
Ramona Carbajal	5,560
Tammy D. Niehaus	5,541
Heather J. McKinney	5,484
Maria Rocio Rico De	
Jacinto	5,482
September A. James	5,407
Amy Stokes	5,391
Yolanda Ortega	5,352
Tshanna C. Diggan	5,317
Elizabeth A. Viola	5,274
Eusebia Bonilla	5,264
Laura L. Waters	
Vazquez	5,226
Rachel Mega	5,189
Judie Roman	5,179
Kellee L. Valerio	5,145
Patty L. Bojan	5,141
Melanie S. Abernathy	5,136
Debbie A. Elbrecht	5,127
Rose Mary Neel	5,107
Cathy G. Huhta	5,087
Stacey P. Nelson	5,067
Jenn Kirkham	5,042
Lisa D. Prescott	5,032
Sheryl J. Arena	5,004
Fern M. Gerdes	4,973
Tina M. Moreau-Jones	4,949

*Denotes November qualifier.

**Denotes December qualifier.

*Denota que calificó en

noviembre.

**Denota que calificó en

diciembre.



Go-Give® Award



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



SAPPHIRE

Candy Brown

Independent Senior Sales Director

Began Mary Kay Business
May 1989

Sales Director Debut
December 1993

Offspring two first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales; 18-times Circle of Achievement; Circle of Excellence; 10-times Double Star Achievement

Personal Lives in Brentwood, Tenn. Husband, Vince

“I am motivated to help others because many others have done that for me, and everyone deserves encouragement and belief. That is what Mary Kay Ash asked of us, and it's what makes this Company different.”

Independent Sales Director Robin Chunn of Lewisburg, Tenn., says, “Words could never express the gratitude I have for Candy's generous heart. She provided her beautiful home to my team and their guests, treating us all as though we were her own. Watching her conduct themed meetings for guests gave me more confidence to know that as an Independent Sales Director, I, too, can be an effective leader. Candy is a fine example of the Miss *Go-Give*® that Mary Kay Ash herself would vote for.”



EMERALD

Bridgett Moore

Independent Sales Director

Began Mary Kay Business
August 2002

Sales Director Debut
June 2003

National Sales Director
Mary Kay National Area

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

Personal Lives in Hewitt, Texas. Husband, Pat

“I am motivated to help others because I love seeing a woman realize how truly amazing she is.”

Independent Sales Director Debbie Jones of Hewitt, Texas, says, “Bridgett touches the lives of many, both through her Mary Kay business and outside that arena. She has been known to pay rent, buy groceries, pay for car repairs for women in her unit, as well as donate time and product to charitable organizations in our city (nursing homes, domestic abuse shelters, etc.). She has a heart as big as Texas and is always looking for ways to bless others! Mary Kay Ash would be very proud of the way she exemplifies the *Go-Give* spirit!”



DIAMOND

Britt Burke

Independent Sales Director

Began Mary Kay Business
February 2014

Sales Director Debut
November 2016

National Sales Director
Karen Ford

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

Personal Lives in Harrodsburg, Ky. Husband, Aaron; son, Trace

“I am motivated to help others because it's what God calls us to do. I want women to be able to have experience and dream the way I have been able to because of Mary Kay, even if it's just a tiny glimpse. I know their lives will be brighter.”

Independent Sales Director Kelly Comley of Feura Bush, N.Y., says, “Britt and I met backstage at Seminar a couple of years ago. She is transparent, faith-filled, kind and generous with her time. She exemplifies how I imagine National Sales Director Sue Z. Vickers was seen by those she touched. We are not in the same National Area, and we never met prior to that brief encounter backstage. She is the definition of *Go-Give*, and I earnestly pray that she will be honored with this reward.”



RUBY

Stephanie Coker

Independent Senior Sales Director

Began Mary Kay Business
April 2010

Sales Director Debut
April 2011

Offspring two first-line

National Sales Director
Lia Carta

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

Personal Lives in Loomis, Calif. Husband, Michael; son, Alex; daughter, Adelyn

“I am motivated to help others because it brings me joy, and I believe it's my calling in life.”

Independent Executive National Sales Director Lia Carta of Decatur, Texas, says, “Stephanie has a contagious energy that impacts everyone around her. She has led countless *Go-Give* Independent Beauty Consultants to DIQ and has inspired independent sales force members to move up the career path quickly and with strength. She is joyful in all that she does, and she is always the first to volunteer to help anyone who needs mentorship in her business.”



Destination RED

JAN. 1 – JUNE 30, 2019



♥
FIRST 500
ACHIEVERS
GET BALCONY
STATEROOMS!

Royal Caribbean® is registered trademark of Royal Caribbean International.

Coco Beach Club and overwater cabanas are scheduled to open December 2019. Images and messaging for Perfect Day™ at CocoCay™ and Navigator of the Seas® reflect current design concepts and may include artistic renderings and/or images of other Royal Amplified™ ships. All destination and ship features, related delivery timing, experiences, itineraries and planned ship enhancements are in development and are subject to change without notice. Royal Amplified™ features and experiences vary by ship. Perfect Day™, CocoCay™ and Royal Amplified™ are trademarks of Royal Caribbean®.

Crystal-clear waters, white sandy beaches, crazy-delicious food, five wonder-filled days and four magnificent nights. Girl, you and your [guest gotta get on this cruise!](#) The ship sails Oct. 7–11, 2019, from Miami. **ALL Independent Beauty Consultants and Sales Directors** can earn this Mary Kay vacay!

Tip! Let everyone know your goal – especially your guests! They'll encourage you to have those parties and make it happen.

YOU GET:

- A five-day, four-night cruise to the Bahamas for two aboard the newly renovated Royal Caribbean® *Navigator of the Seas*®.
- Airfare for two to Miami.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE DURING THE QUALIFICATION TIME FRAME:

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

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

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

Get Me ON THE SHIP!

Chatney was among the first to lock in a spot on the ship, and she wants all her Mary Kay Bahama mamas (aka you) to join her.



**INDEPENDENT SENIOR
SALES DIRECTOR CHATNEY GELFIUS,
HARTSVILLE, IND.**

"I finished the three qualification requirements the first month. There's three months left – that's plenty of time to earn the cruise when you start today. Chatney shares tips to make it happen!



Tip! Get passports for you and your guest now. Having those in hand can confirm your commitment to finish strong!

STEP 1 MAKE THE DECISION TO EARN.

And choose who you are taking along. Mark it in your calendar. Begin to make arrangements as if it's already finished, because it will be. Then, choose your strategy, and get organized. Know where you are now for each of the three qualifications.

Review your reports to help strategize, and review your prospect list to work your business full circle. Remember, your customers are already warm leads for the Mary Kay opportunity. Use the *Destination Red* tracking sheet to help keep you accountable.

STEP 2 WORK YOUR PLAN.

Understand that although a person is not a number, by increasing the number of people you work with in all categories, it takes the emotion out of it. Get comfortable with team-building. Choose to feel fear, and do it anyway because that's where growth happens. Continue working, even if it looks unattainable, because when a person is committed, providence moves.

Review your prospect list for potential team members. Who have you already shared the Mary Kay opportunity with? Do you need to follow up with them? Or who else can you share it with?

STEP 3 BE READY TO PIVOT.

Be flexible with your plan, and when things don't go exactly how you expect, adjust your activity to meet the new situation. Go into the month knowing that not everything is going to go as you hoped. Life happens. Instead of focusing on what's not happening, ask yourself, "What can I do to move one step closer?" Finding new solutions when unexpected situations arise can help build your confidence and resiliency!

The cruise is not about the cruise, though it will feel that way in the beginning. Instead, the cruise is about who you and your team will become in the process of earning it. Trust me, what you will learn about the woman you are and what you are capable of is better than any trip you could ever take. You becoming a better version of yourself changes everything.

Expand Your Circle!

Some easy ways to meet new faces and share Mary Kay:

MAKE IT A PARTY! Ask your customer if she'd like to invite five friends for some pampering at her second appointment. She gets a color look, and her friends get some pampering time.

HOSTESS PROGRAM. Promote and share the details. Most people love the idea of getting free product when they invite others to party pretty.

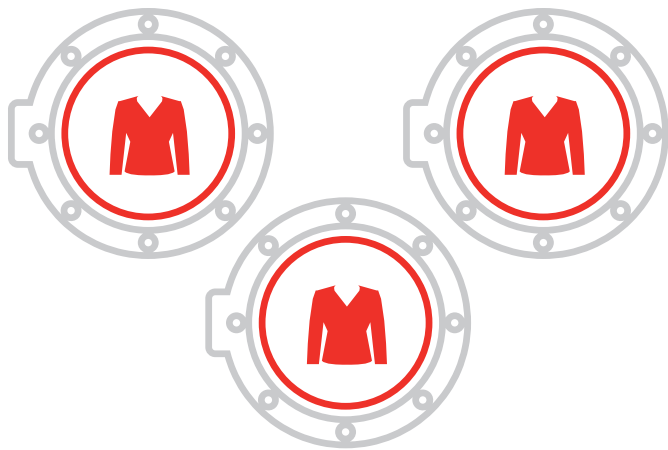
DESTINATION RED TOOLS. You'll find lots to help you, such as a flier, a personal tracking sheet, an action plan, *MKeCards*® and much more on *Mary Kay InTouch*®.

Get Me ON THE SHIP!

Move past the anxiety of sharing the Mary Kay opportunity. Don't be afraid. You can do it!

BUILD YOUR TEAM. DISPEL THE FEAR!

FEAR	REALITY
 She may think I'm pushy.	"Pushy" is trying to convince her to do something she doesn't want to do. Invite her to hear more, and let her decide if she's open to the opportunity.
 What if she says "no"?	That's OK, you'll keep her as a loyal customer! But you'll never know until you ask. Besides, why wouldn't she like the chance to make extra money as she pampers others at parties?
 I'm afraid she won't like me.	Team-building isn't about you; it's about sharing the Mary Kay opportunity with others. Be sincere and transparent.
 I don't know enough about the business to help her be successful.	When you recruit her, you've been working your Mary Kay business one week, month or hour more than her. It's difficult to know everything, so give yourself grace, and have fun learning and growing together.
 What if she's not successful and blames me?	Your role is to guide her and offer support where needed. It's up to her to do the work necessary to be successful.
 What if I recruit someone who isn't like me?	That's the beauty of Mary Kay! It's an opportunity for all. Everyone is unique and can benefit in their own way. Embrace your differences and learn together.



FIRST-TIMERS CAN EARN A \$100 BONUS. THE REDDER, THE BETTER.

The timing's perfect to be a [Star Team Builder](#)! Plus, the more your personal team members sell each month, the higher your commissions.

COMMISSION EARNED ON PERSONAL TEAM PRODUCTION	MONTHLY PERSONAL AND PERSONAL TEAM PRODUCTION
4%	Less than \$1,000
6%	\$1,000–\$1,799
8%	\$1,800 and higher

CELEBRATE *Spring!*

From weddings and graduations to proms, quinceañeras and Mother's Day, it's time to get set for spectacular spring selling!

SPRING CELEBRATION STATS

In 2017, more than

\$56 billion*

was spent on weddings in the U.S.

2018 prom industry sales were

\$1.5 billion**

The U.S. quinceañera market is

\$840 million

and continues to grow 20 percent per year.***

*The Wedding Report

**Omnytics

***Rand Youth Poll



Not sure? The Mary Kay® *SkinSight™* App is your digital

skin care assistant. It spots subtle signs of aging that are easy to miss and offers product recommendations for each customer. It's free at your app store.

For more information, visit the [Digital Zone](#) on Mary Kay InTouch®.

SKIN PREP

The best foundation for any occasion is beautiful, healthy skin. Help her find the right skin care regimen leading up to her big day.



FOR THE BRIDE:

TimeWise Miracle Set 3D®



FOR THE PROM DATE:

Clear Proof® Acne System



FOR THE GRADUATE:

Botanical Effects® Regimen

All prices are suggested retail.



The BIG DAY

Whether it's her wedding, graduation or other special event, help her create a look that lasts.



Mary Kay Global
Beauty Ambassador
Luis Casco
shares his special
occasion product
recommendations.



**Mary Kay® Translucent
Loose Powder**, \$16



**Lash Love®
Waterproof
Mascara**,
I ♥ black, \$15



**Mary Kay® Gel Semi-Matte
Lipstick or Mary Kay®
Gel Semi-Shine Lipstick**,
\$18 each



**Mary Kay®
Makeup
Finishing Spray
by Skindinävia**,
\$18



Mary Kay® Lash Primer, \$15

Mary Kay® Lash & Brow Building Serum®, \$36



MARY KAY MIRROR ME™

The app uses augmented reality to help customers try color products in real time. Your customers can move naturally and view makeup in a lifelike setting. No photo uploads required! Download for FREE on all Apple® and Android™ devices.

All prices are suggested retail.

Apple® and Android™ are registered trademarks and trademarks of their respective owners and not Mary Kay Inc.



SOS KIT

Always good to be prepared and avoid a beauty blunder!

- **Beauty Blotter[®]**
Oil-Absorbing Tissues,
\$6, pk./75 tissues
- **Mary Kay[®] Perfecting
Concealer**, \$16



EXTRA CREDIT: Cotton swabs, mints, tweezers, fashion tape, dental floss, a stain remover pen, hair pins or clips and safety pins.



HONEYMOON VIBES

- **Special-Edition[†] Mary Kay[®] Sun
Care Subtle Tanning Lotion**, \$18
- **Special-Edition[†] Mary Kay[®]
Sun Care After-Sun Replenishing
Gel**, \$15



THE FINISHING TOUCH

It's the icing on the cake! The perfect fragrance makes her day even more special.

- **Belara[®] Eau de Parfum**, \$38
- **Bella Belara[®] Eau de Parfum**, \$38
- **Cityscape[®] Eau de Parfum**, \$50
- **Enchanted Wish[®] Eau de Toilette**, \$36
- **Forever Diamonds[®] Eau de Parfum**, \$40
- **Live Fearlessly[®] Eau de Parfum**, \$44
- **Thinking of Love[®] Eau de Parfum**, \$32
- **Thinking of You[®] Eau de Parfum**, \$32



COMING IN MAY!

TimeWise[®] Matte 3D Foundation and **TimeWise[®] Luminous 3D**

Foundation: The newest three-dimensional approach to skin aging! The best technology coupled with your feedback and thousands of uniquely beautiful skin tones as our guide. The result? The perfect shade match! Get more details on *Mary Kay In Touch[®]* and in *June Applause[®]* magazine.



[†]Available while supplies last

SATIN SKIN *for the Win*

Add some spring to your sales! Offer satin skin from head to toe.

SATIN BODY® COLLECTION, \$18 each

Features enriching shea butter and a refreshing white tea and citrus scent.

Indulgent Shea Wash

gently cleanses and leaves skin feeling refreshed. Contains shea butter and sunflower oil.

Revitalizing Shea Scrub buffs away dry skin while leaving it feeling moisturized. Formulated with shea butter plus conditioning sunflower oil. Gentle enough to use daily.

Silkening Shea Lotion is a quick-absorbing lotion that moisturizes dry skin immediately. And it's clinically shown to moisturize for 24 hours.* Formulated with shea butter plus vitamin E.

*Based on biophysical testing



PAMPER THOSE WHO COULD USE SOME TLC.

- **April 24:** Administrative Professionals' Day
- **May 7:** National Teacher Appreciation Day
- **May 12:** Mother's Day



WHITE TEA & CITRUS SATIN HANDS® PAMPERING SET, \$36

Includes a fragrance-free protecting softener, scented shea scrub and scented nourishing shea cream in a giftable bag. Also available in fragrance-free.



Idea! **POST-PROPOSAL PRIMER**

The bride's hands — and her gorgeous ring — will take center stage. When she gets engaged, offer your services as her bridal beauty advisor, and send a **Satin Hands® Deluxe Mini Set** (\$4, Section 2) along with a congratulatory message.



SATIN LIPS® SET, \$22

Includes shea sugar scrub and shea butter balm.

All prices are suggested retail.

60 Days to SEMINAR

You've gotta be there! Mary Kay pros share their tips to get there.



**INDEPENDENT SENIOR SALES
DIRECTOR NEISHA TORRES,
WEST HAVEN, CONN.**

Be consistent with productive behaviors to achieve your goals.

- **Use social media.** We're all online! Social media is an important component of our businesses.
- **Make them VIPs!** Invite your customers to receive a favorite product when they book and hold a party. This makes them feel special and can help your business!
- **Offer incentives.** Our team promotes a BOGO week where our customers can buy one product at full price and get one at half price.
- **Pamper with partners.** We partner with small businesses like beauty salons to offer a Customer Appreciation Day. Pamper them, and show them Golden Rule customer service!



**INDEPENDENT SENIOR SALES
DIRECTOR KARHLEE ZAMBOS,
HUNTINGTON, W.V.**

Seminar is pure magic, and I fall more in love with Mary Kay every year. I wouldn't miss it! Determine how much money you need and then:

- Calculate how many sets of *TimeWise Miracle Set 3D*® to sell, and start booking parties!
- Make a list of ways you can cut costs. My first year, I packed everything (sequin dress included) into a carry-on to save on baggage fees!

Save for Seminar



**INDEPENDENT NATIONAL SALES
DIRECTOR DIANA SUMPTER**

shares this three-step plan. She believes, "Those who show up, go up!"

- **Month 1: April** – Focus on sales to pay for transportation.
- **Month 2: May** – Focus on sales to pay for registration.
- **Month 3: June** – Focus on sales to pay for hotel and other miscellaneous expenses.



**INDEPENDENT EXECUTIVE
SENIOR SALES DIRECTOR CYCELIA
MATTHEWS, COLUMBUS, MISS.**

Seminar is a non-negotiable goal. It's where color is added to your blank canvas of dreams. And Seminar is where those dreams come true! Our unit creates a savings plan so they know what they need and an action plan to make it

happen. This year, we will do a Seminar-thon where we will promote a product every hour for 24 hours to earn the money for Seminar!

Extra Savings!

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Details on *Mary Kay InTouch*® > Events > Special Events!

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