

NOVEMBER 2007

# Applause®

MARY KAY®  
Enriching Women's Lives<sup>SM</sup>

captivating  
scents

Spark Sales With  
**New Gift Sets**

**Help for**  
Dark Circles and  
Undereye Puffiness  
**Is Here**

The **Charitable**  
**Legacy** Continues



Applause® November 2007

# get it free

WITH YOUR ORDER

OCT. 16 - NOV. 15, 2007



## Indulge™ Soothing Eye Gel

**Suggested Use:** Customers will love how this product provides immediate moisturization and cools and refreshes a tired-looking appearance around the eye area. Clinical tests show Indulge™ Soothing Eye Gel increases skin moisturization up to 130 percent. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## MK Signature® Eye Primer / Color 101 Cards

**Suggested Use:** Customers who want to extend the wear of eye color and prevent it from creasing or smudging are sure to love MK Signature® Eye Primer. All it takes is a small amount applied to the eyelid prior to applying eye color. For upselling opportunities, you can then slip these Color 101 Cards into orders or hand them out to let customers experiment with on-trend color looks. One MK Signature® Eye Primer and an assorted selection of Color 101 Cards are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



## Travel Roll-Up Bag

**Suggested Use:** Customers will love this organizer whether they travel or not! It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders bonuses,  
see Page 27.

Photo from 2006 CMA Awards



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## Makeup on the Music Scene

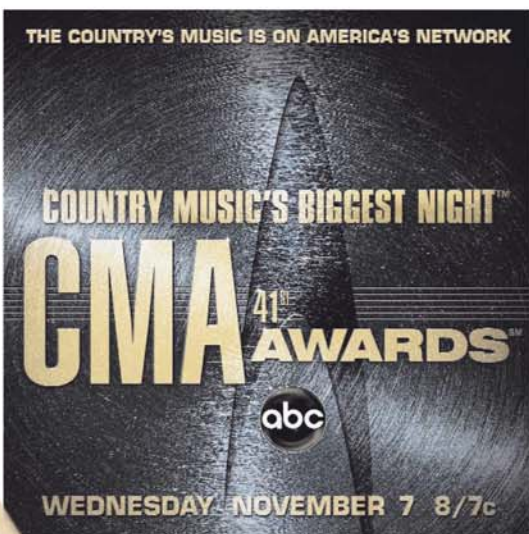
Great music. Top stars. Glamour galore. Add in Mary Kay Inc. as *The Official Beauty Sponsor of the 2007 CMA Awards*, and you have what it takes to harmonize your business with a very popular music awards show on national television. Great CMA Awards viewing party ideas for Nov. 7 abound!





# showing thanks

Did you know Thanksgiving was Mary Kay Ash's favorite holiday? During this special time of year, why not offer customers your thanks, giving them an extra dose of customer service. They'll likely appreciate new fragrances just in time for holiday gift-giving, prearranged holiday gifts and all you have to offer in preparation for new and exciting things to come!



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## Holiday Gifts in a Snap

With multiple mix-and-match merchandising ideas, you have everything you need to assemble gorgeous gift sets for holiday shopping.



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## Giving Back

Carrying on Mary Kay Ash's community service initiatives continues to be one of our top priorities as a Company. Learn what we've been doing recently to enhance our corporate social responsibility.

# captivating scents for the season

Luxurious fragrances are making a comeback as classy holiday gifts. With Bella Belara™ Eau de Parfum as this season's star for women and MK High Intensity™ Cologne Spray for men, you can offer customers options like never before. There truly is a perfect scent for everyone!

## **Bella Belara™ Eau de Parfum**

is more than a fragrance – it's a beautiful feeling. The exuberant floral fruity fragrance captivates immediately. The senses are first treated to a delectable medley of apricot and red nectarine. At its heart, dew-covered rose petals and Moroccan jasmine unfold, while a delightful mix of creamy blond woods and cool moss linger. Perfect for the woman who lives life to the fullest and loves *feeling* beautiful. **\$34**

## **MK High Intensity™ Cologne Spray**

An ambery oriental you'll find as irresistible as the man who wears it. Intriguing top notes of icy black fennel and silver sage are heightened by crushed coffee beans. The fragrance demands attention with notes of living dianthus, Darjeeling black tea and dreamy violet leaves. A powerful masculinity reveals itself when a vintage suede accord merges with smoldering amber. Royal king wood, a Mary Kay exclusive, adds rich intensity. **\$38**







Women's Fragrance Sampler Card



Men's Fragrance Sampler Card



## Fragrance Showcase

You can use the new Women's Fragrance Sampler Card and Men's Fragrance Sampler Card, both available on Section 2 of the Consultant order form in packs of six for \$1, to share our entire family of fragrances all at once! The Women's Fragrance Sampler Card features Bella Belara™, Belara®, Affection®, Elige®, Journey® and Velocity® Eau de Parfums.

The back of this card features a fragrance quiz to help each customer find the Mary Kay® fragrance that best suits her personality while giving you an introductory talking point!

The Men's Fragrance Sampler Card is perfect for customers who want thorough but concise information. It features MK High Intensity™

Cologne Spray, Domain® Cologne Spray, Tribute® for Men Spray Cologne and Velocity® for Him Cologne. Plus, the reverse side of the Men's Fragrance Sampler Card highlights the MKMen™ line.

Both cards leave room to attach a sampler towelette of your choice (available in packs of six for \$1.75). And keep in mind that Affection® Eau de Parfum Sampler Cards are available at a reduced price – \$1 for a pack of six – for even more targeted sales.

You also can send the Women's and Men's Fragrance MKeCard® for a quick and easy way to keep customers informed during this busy time of year while you work toward achieving the *Scent-sational* Sales Challenge!

## Scent-sational Sales Challenge

Sept. 16 – Dec. 15, 2007

Independent Beauty Consultants and Independent Sales Directors who sell at least 21 fragrances by Dec. 15, 2007, will receive a Totally Charmed charm bracelet



along with a beautiful custom fragrance charm to celebrate their achievement.\* Plus, the top Independent Beauty Consultant and Independent Sales Director in each Seminar affiliation will receive a \$200 SpaFinder gift certificate.

Independent Sales Directors who sell at least 21 fragrances by Dec. 15 also will receive a name badge ribbon and standing recognition at Leadership Conference 2008.

Keep in mind that all fragrances qualify for the challenge, including all women's eau de parfum, men's cologne and Angelfire® Eau de Toilette.

## Earn a Heart Charm

By achieving the *Scent-sational* Sales Challenge, you'll be on-target as a yearlong consistency achiever. Your reward for achieving each sales challenge throughout the Seminar year will be a beautiful custom heart charm to add to your Totally Charmed charm bracelet.

\*Recognition will be based on wholesale Section 1 Mary Kay® fragrance sales (excluding ancillaries) from Sept. 16 - Dec. 15, 2007, including early offer orders.

# mix-and-match holiday gift sets

More sets and handy merchandising lists available on the Mary Kay InTouch® Web site make assembly a snap!



prop it!

## Sweet Affection

Affection® Eau de Parfum  
MK Signature® Creme  
Lipstick in Red Salsa  
**\$63**



build it!

## Charmed, I'm Sure

Color 101, Charming  
Mix Selection  
**\$111.50**



mix it!

This quarter, we're offering Independent Beauty Consultants a new way to **mix and match** gift sets for maximum selling leverage. On the Mary Kay InTouch® Web site, click on "Merchandising Ideas" under "Products" to find handy lists of products plus merchandising "props" that can be added together to create multiple eye-catching gift sets for stocking stuffers, Christmas, Hanukkah and more!

You know your customers love "grab-n-go" sets that make shopping easier – especially during the holidays. Now, with more gift set options than ever before, here's your chance to assemble as many gift sets as possible for display at holiday open houses, skin care classes or anywhere you are!

### Lashes of Luxury Stocking Stuffer

Oil-Free Eye Makeup Remover  
MK Signature® Ultimate  
Mascara™  
**\$29**



### Clean Shave

MKMen™ Shave Foam  
MKMen™ Cooling After-Shave Gel  
**\$24**



### No Nonsense

MKMen™ Moisturizer  
Sunscreen SPF 25\*  
MKMen™ Face Bar  
**\$36**



### Miracle Set

TimeWise® Miracle Set  
(includes TimeWise® 3-In-1  
Cleanser, Age-Fighting  
Moisturizer, Day Solution  
Sunscreen SPF 25\*, Night  
Solution and brochure in a  
sheer bag) plus Mary Kay®  
Foundation choice  
**From \$104**



### Turn Back Time

TimeWise® Targeted-Action™  
Eye Revitalizer  
TimeWise® Targeted-Action™  
Line Reducer  
**\$75**



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



# eyes revitalized

One product. Multiple benefits. Real results.

TimeWise® Targeted-Action™ Eye Revitalizer contains an exclusive blend of ingredients specifically formulated to address the multiple causes of dark circles and under-eye puffiness, providing immediate and long-term benefits. The end result? Eyes look rested, refreshed and revitalized!

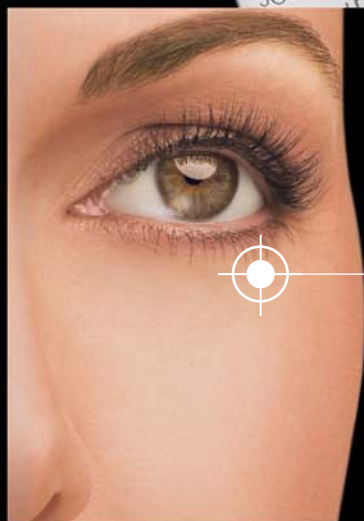
After just two weeks, seven out of 10 women said their dark circles *and* under-eye puffiness were less noticeable.\* **\$35**

\*In a consumer study conducted by an independent research facility

## Multiple Causes, Multiple Answers

Scientists at the Mary Kay Skin Care Laboratories tested hundreds of ingredients to determine the most effective in delivering benefits to the eye area. Here's how the TimeWise® Targeted-Action™ Eye Revitalizer power-packed serum zeros in on eye-area stressors:

- **Environmental exposure** – A special botanical blend helps minimize the impact of environmental stressors while other ingredients help support the skin's structural integrity, improving firmness and elasticity.
- **UV damage** – Powerful extracts join together to make the microcapillaries just below the skin's surface appear diminished, helping to reduce the appearance of dark circles.
- **Aging** – Special ingredients increase microcirculation to help keep excess fluid from settling under the eyes.
- **External irritants** – Selected extracts have been shown to reduce irritation caused by certain environmental elements.
- **Excess melanin** – Additional ingredients have been shown to reduce the appearance of melanin on the surface of the skin.





## Application Tips

Apply TimeWise® Targeted-Action™ Eye Revitalizer morning and evening by holding the bottle at a downward angle, then gliding the rollerball applicator under the eye area, without pressing. Then, gently pat the product into the skin with fingertips. The rollerball provides precise delivery to the undereye area and an immediate cooling sensation.

## Selling Strategies

Introducing TimeWise® Targeted-Action™ Eye Revitalizer can be easy when you know the product and how to promote it. Here are a few tips to consider:

**1** TimeWise® Targeted-Action™ Eye Revitalizer complements other TimeWise® products because of its anti-aging benefits.

**2** As with all Mary Kay® skin care products, TimeWise® Targeted-Action™ Eye Revitalizer was specifically formulated to work beautifully with Mary Kay® concealers and foundations to create a more flawless, youthful look.

**3** TimeWise® Targeted-Action™ Eye Revitalizer was featured in top national general-market and Spanish-language magazines. Why not pick your favorite to show to potential customers on the go and at skin care classes?

**4** Sending the TimeWise® Targeted-Action™ Eye Revitalizer MKeCard® is a great way to let customers know this product is available for their particular needs.



**5** What an appropriate product to offer during an individual close!



## Sorting Out Supplemental Eye Care Products

You can follow these general guidelines for recommending supplemental eye care products to customers, but be sure to cover all your bases. Remember, customers may have more than one need, requiring more than one eye care product.

**Your customer wants ...**

**You recommend:**

... to diminish serious dark circles and undereye puffiness.

TimeWise® Targeted-Action™ Eye Revitalizer



... to firm, moisturize and brighten the eye area.

TimeWise® Firming Eye Cream



... to achieve softer, smoother skin around the eyes.

TimeWise® Age-Fighting Eye Cream



... to target the crow's-feet area and wrinkles on the face.

TimeWise® Targeted-Action™ Line Reducer



... to refresh a tired-looking appearance.

Indulge™ Soothing Eye Gel

(Note: Customers will want to use Indulge™ Soothing Eye Gel OR TimeWise® Targeted-Action™ Eye Revitalizer, but not both.)



Product price is suggested retail.

# countdown to color

## Get Ready for a Fabulous Future

As Mary Kay Ash said, we cannot be caught “standing still” in today's highly competitive environment. With that in mind, we're positive you and your customers will love what's in store for the future – products and packaging designed to give you an even more competitive edge! Now's the time to start planning for breakthrough changes coming during the next several months. With the *Color Insider* educational tools and great tips from top sellers, you can begin transitioning with ease!

# 4

### Capitalize on Holiday Open Houses

Holiday open houses offer many opportunities for sales, including regular-line color products.

After all, wouldn't every woman

love a new look for holiday occasions? **Independent Sales Director Laurie Cole** of Allen, Texas, suggests filling current Color Palettes, Color Compacts or Custom Compacts you have with color products that create a special holiday look. You can then offer the complete sets at open houses – ready to grab and go!



“Our new color lineup and packaging is so awesome that I can hardly wait,” Laurie shares. “I'm really excited about the future of Mary Kay® color products!”

# 3

### Combine Holiday Fragrance With Color

Have you ever thought about turning holiday fragrance sales into holiday color sales? While that may seem like an unusual combination,

**Independent Sales Director Monica Garcia** of

Houston suggests a clever way to do both by using the Women's Fragrance Sampler Card survey to meet potential customers and book color consultations. Here's how:

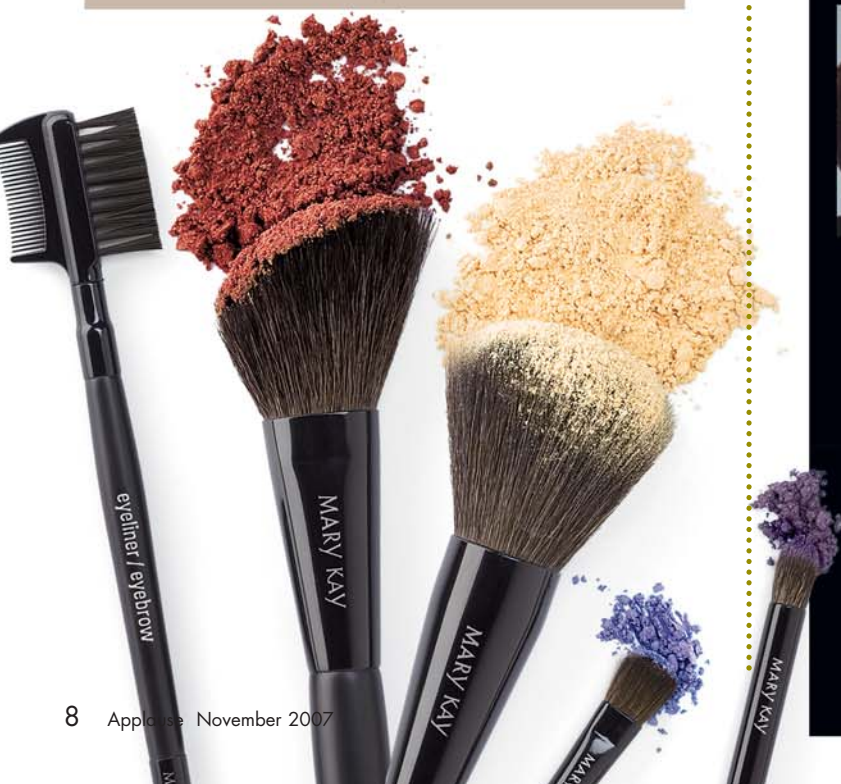
First, Monica asks each woman to take the fragrance quiz on the back of the Women's Fragrance Sampler Card.



“If she agrees, let her know you are looking for women to wear the fragrance that best suits them and to receive a color makeup look that corresponds with their fragrance personality,” Monica suggests. For example, if the potential customer selects Elige® Eau de Parfum as her fragrance style, you would then

offer her an elegant color look. If she chooses Journey® Eau de Parfum, the color look could be more natural.

You can use the *Color Insider* book, DVD set and Create-a-Look online makeover tool to select looks for each fragrance. “I would offer the potential customer a small gift for participating,” Monica shares. “If she invites three friends to celebrate her new look and hosts a class, I would offer her a nice hostess gift.” What a great way to upsell color based on fragrance and to begin really moving your current color inventory.





# 2

## Make Makeovers a Priority

Independent National Sales Director Tammy Crayk suggests setting a goal to complete 140 before-and-after customer makeovers from now until next spring as another way to start selling through current color inventory.



"You can make this happen by doing 10 customer makeovers based on each of the 10 makeovers featured in the *Color Insider* book, plus 10 for each of the four Color 101 Looks shown in *The Look*," Tammy suggests. "This should help Independent Beauty Consultants move color inventory quickly, not to mention what it can do to build a customer base."

Again, *Color Insider* education tools are at your service to help! The *Color Insider* book and DVD set offer step-by-step instructions for applying makeup with tips from the best makeup artists around. The Create-a-Look online makeover tool takes application one step further by helping you design a custom color look for each customer. (The tips provided are based on the beauty attributes of your customer that you enter!) Plus, you'll learn how to book color consultations to maximize your overall sales.

You can also offer the new regular-line Mary Kay® Brush Collection, featuring five professional-quality brushes, to help customers brush up on makeup application and boost color sales. These brushes are designed to help customers achieve a flawless finish and professional color look. Plus, the fashionable tri-fold Mary Kay® Cosmetic Organizer stores the brushes and leaves room for other Mary Kay® color products for the perfect organizer and travel companion.



## Focus on Lipsticks

Since the new Mary Kay® Creme Lipstick will be the first product that debuts with the hot new black packaging, you'll want to focus on selling current lipsticks now. Holiday open houses are a great place to offer lipsticks as the perfect stocking-stuffer gifts. You could combine a lipstick, lip liner and lip gloss in a pretty package for a perfect "Under the Mistletoe" stocking stuffer. Or perhaps offer two lipsticks together as a "Double Delight" gift.

For customized lip looks, Laurie suggests printing out the custom natural, classic and dramatic looks from the Create-a-Look online makeover program for each customer. "Customers tend to change their lip colors often, so they may be interested in purchasing each lip look you present from Create-a-Look," Laurie shares.



## Color News You Need to Know

Here is the latest product news to keep you informed and ready to make decisions regarding your inventory in the coming months:

First on the color agenda are new Mary Kay® Creme Lipstick shades and packaging coming this December. The same great formula is fragrance-free with an added hint of vanilla flavoring for an even more pleasant wearing experience. Look for 10 new shades and 22 of the current, most popular shades. Current MK Signature® Creme Lipsticks and Samplers in Copper Mine, Gold Dust, Magenta, Pink Coral, Red Salsa, Redwood, Strike-A-Pose Rose and Pink Daisy will move to the Discontinued Products section of the Dec. 16 Consultant order form while supplies last. You may see some shades of the new Mary Kay® Creme Lipstick phase in this fall.

Several more products will move to the Discontinued Products section of the Dec. 16 Consultant order form to make room for exciting color products. These include:

- Some MK Signature® Eye Colors and Samplers
- Some MK Signature® Cheek Colors and Samplers
- MK Signature® Bronze Highlighting Powder
- Mary Kay® Creme-To-Powder Foundations and Samplers (will return in March 2008 with updated packaging)
- Day Radiance® Cream Foundations (most shades will return in March 2008 with updated packaging)
- MK Signature® Foundation Compacts, Color Compacts and Custom Compacts including brushes and applicators (please note these inventories should last into the March 2008 quarter)

For the latest information on the exciting color product transitions ahead, be sure to check out the Mary Kay InTouch® Web site.

Beginning this fall, you'll begin to notice new Mary Kay graphics and packaging for: MK Signature® NouriShine™ Lip Glosses, MK Signature® Lip Liners and Samplers, Beauty Blotters® Oil-Absorbing Tissues, Cheek Color Brush, Cosmetic Sponges (pk./2), Dual-End Eye Applicator, Round Powder Brush, Mary Kay® Paper Shopping Bag (pk./5), Large Plastic Bag (pk./50), Small Plastic Bag (pk./100).

# tune in *and* take advantage

Now's the perfect time to let all your best customers, loyal hostesses and potential team members know that you, as their Independent Beauty Consultant, will be **hosting a CMA Awards viewing party on Wednesday, Nov. 7, to showcase your Mary Kay business in style.**

With Mary Kay Inc.'s national presence on ABC-TV as *The Official Beauty Sponsor of the 2007 Country Music Association (CMA) Awards*, you have every reason to celebrate – especially since the CMA Awards is one of the most-viewed music awards shows on television.

"It's so impressive," Independent Senior National Sales Director Julianne Nagle-Hackett says. "It's already positively changing many people's view of the Company."

Keep in mind that Mary Kay® TV commercials will be broadcast in Mary Kay's top 20 markets on various ABC programs leading up to the CMA Awards broadcast, so customers may be calling you to learn more about the featured products. That's the perfect time to mention your CMA Awards viewing party and suggest how customers can plan their own if they'd like.

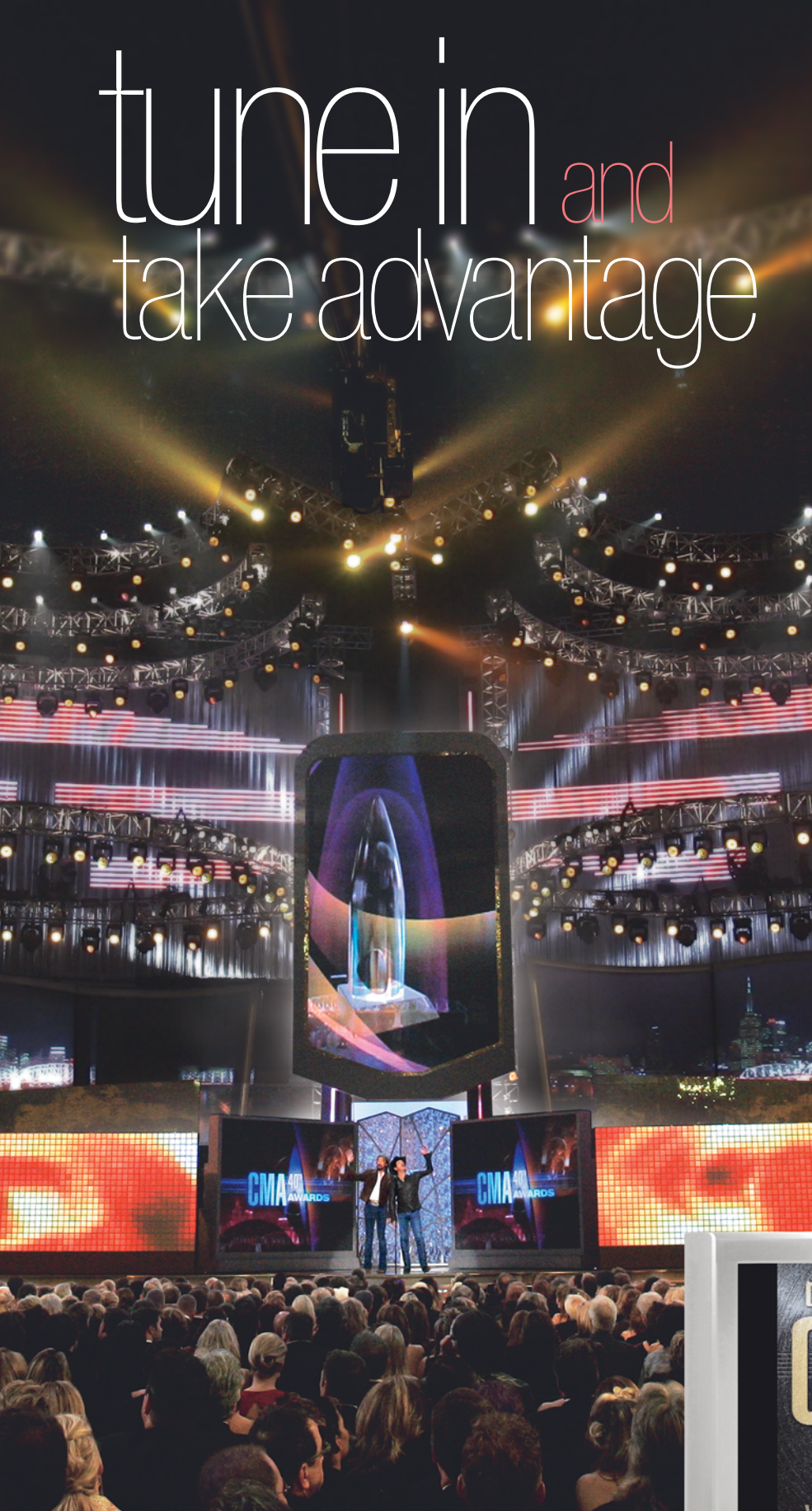


Photo from 2006 CMA Awards





Here are several CMA Awards viewing party promotional ideas to consider as you make the most of this **incredible outreach opportunity**:

### Log On!

Customers who visit your Mary Kay® Personal Web Site will receive the latest and greatest updates on Mary Kay Inc.'s involvement in the CMA Awards, fall trends and a fun style quiz. Then after the awards program airs, look for behind-the-scenes snapshots from the Mary Kay® backstage touch-up station. Plus, Mary Kay® commercials shown during the CMA Awards broadcast will likely warm the market to the Mary Kay® brand and create opportunities for you to reach out to your customers. They can go directly to your Mary Kay® Personal Web Site to shop 24/7. There's never been a better time to have a Mary Kay® Personal Web Site. Don't miss out!

### Take a Break!

After each Mary Kay® commercial and during other breaks, you can choose one Mary Kay® product to feature, describing its benefits and uses.

### Reach Out!

Customers may want to hold their own CMA Awards viewing party. They can contact you or go to your Mary Kay® Personal Web Site for great party ideas. Be sure to keep them up to date and encourage them to call or order from you online after the party.



### Link Up!

When you send customers *Beaut-e-News*™ online, they'll receive more updates on Mary Kay Inc.'s CMA Awards sponsorship, plus fall beauty trends. You can also send a special CMA Awards MKeCard® to remind customers to watch the CMA Awards show and even invite them to attend your viewing party.

### Count on It!

For a fun challenge, you might encourage viewing party attendees to vote for winners in CMA Awards categories! A voting ballot is available to download and copy from the Mary Kay InTouch® Web site. Consider offering a small prize, like a product sampler, to those who vote correctly.

### Hostess Support on the Mary Kay InTouch® Web Site

Booking suggestions and dialogues, printable postcard invitations, a party-planning checklist, party suggestions and party setup ideas make planning easy and fun! Here you can find more great themed party planning ideas to help you make the most of a party – including ones for the CMA Awards and *Host a Class, Help a Cause!*

## Promote Your Own CMA Viewing Party With Color Consultations

### Independent Senior National Sales Director Julianne Nagle-Hackett

shares how you can continue to capitalize on the CMA Awards excitement with your own CMA Awards viewing party offer. First, Julianne suggests creating four

"country music makeovers" using the Create-a-Look online program. Consider giving these looks creative names like "Country Girl," "Glam Country," etc.

"You can then offer these looks to hostesses and customers," Julianne suggests. "If they agree to try one of these great looks and invite several friends to attend a class, then you can reward them with an invitation to your CMA Awards viewing party!" CMA viewing party product giveaways, festive food and other incentives you have planned are sure to build excitement.

In addition to product giveaways, Julianne offers this idea: Hold drawings to receive a country music CD (look for inexpensive ones at music resale shops) tied with raffia.

"Remember, you are your customer's CMA Awards connection, making the show even more fun and appealing than it already is!" Julianne shares.



# recognition

## Congratulations to the winners for July 2007.

**On-Target Inner/Diamond Circle** Independent National Sales Directors become members of the prestigious Inner/Diamond Circle when they earn \$200,000 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, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through July 31, 2007. (This includes NSD commissions earned on all foreign countries through June 2007.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### Diamond



Barbara Sunden

### Ruby



Carol Anton

### Sapphire



Gayle Gaston

### Emerald



Gloria Mayfield Banks

### Pearl



Cheryl Warfield

**On-Target for \$1,000,000 Inner Circle**  
Barbara Sunden .....\$95,741.83

**On-Target for \$750,000 Inner Circle**  
Gayle Gaston .....\$77,802.07

**On-Target for \$500,000 Inner Circle**  
Joanne Holman .....\$59,048.16  
Christine Peterson .....47,364.19  
Karen Piro .....44,051.80  
Carol Anton .....43,340.42  
Gloria Mayfield Banks .....41,947.07

Cheryl Warfield .....41,723.45

**On-Target for \$325,000 Inner Circle**  
Lisa Madson .....\$38,773.41  
Kathy Helou .....38,760.96  
Nan Stroud .....38,480.08  
Jan Harris .....37,891.60  
Linda McBroom .....37,329.45  
Karee Isenhardt .....36,156.37  
Holly Zick .....35,969.06  
Joan Chadborn .....35,302.06  
Rena Tarbet .....32,818.45

**On-Target for \$250,000 Diamond Circle**  
Patricia Rodriguez-Turker .....\$26,734.18  
Nancy Bonner .....26,469.75  
Rosa Jackson .....26,388.33  
Jana Cox .....26,099.01  
Cindy Fox .....25,695.79  
Gloria Castaño .....25,595.76  
Anita Mallory Garrett-Roe .....25,023.74  
Darlene Berggren .....24,335.18  
Kathy Z. Rasmussen .....23,317.53  
Sue Kirkpatrick .....23,316.71  
Kerry Buskirk .....23,171.68  
Sherry Giancristoforo .....22,914.54  
Kym Walker .....22,822.36  
Stacy James .....22,492.57  
Sonia Páez .....21,549.05

Ronda Burnside .....21,352.08  
Linda Toupin .....21,232.77  
**On-Target for \$200,000 Diamond Circle**  
Dacia Wiegandt .....\$20,439.50  
Judie McCoy .....20,314.32  
Suzanne Brothers .....19,589.06  
Lily Orellana .....19,249.29  
Gloria Baez .....18,624.23  
Ronnie D'Esposito Klein .....18,470.51  
Pamela Waldrop Shaw .....18,300.86

Sonya LaVay .....18,212.92  
Doris Jannke .....17,923.42  
Debi Moore .....17,839.59  
Jackie Swank .....17,629.51  
Pam Gruber .....16,897.03  
Anita Tripp Brewton .....16,886.46  
Halina Rygiel .....16,823.87  
Tammy Crayk .....16,701.46  
Diane Underwood .....16,695.91

## Monthly Commissions and Bonuses

NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Listed are NSD commissions earned in July by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and

### Diamond

**Barbara Sunden\*\*\* \$106,715.38**  
Anita Mallory Garrett-Roe .....90,865.91  
Lisa Madson .....61,487.14  
Karen Piro .....60,775.14  
Patricia Rodriguez-Turker .....44,540.10  
Mary Diem .....40,704.24  
Julianne Nagle-Hackett .....38,066.59  
Holly Zick .....37,113.31  
Sonia Páez .....32,857.08  
Gloria Castaño .....31,974.25  
Tammy Crayk .....30,403.59  
Kathy Z. Rasmussen .....29,380.69  
Joyce Z. Grady .....28,103.19  
Linda C. Toupin .....26,684.05  
Suzanne Brothers .....26,533.60  
Diane Underwood .....23,104.39  
Pam Gruber .....22,330.62  
Dalene Hartshorn .....19,997.30  
Jo Anne Cunningham .....18,258.66  
Sandy Valerio .....17,234.72  
Dawn A. Dunn .....17,123.00  
Maria I. Monarrez .....16,823.62  
Connie A. Kittson .....15,921.61  
Sharon Kingrey .....15,399.58  
Jan Mazzio .....14,424.83  
Sandra Chamorro .....14,250.63  
Sharon Z. Stempson .....14,160.54  
Charlotte G. Kosena .....12,070.81  
Diana Heble .....11,949.25  
Diana Sumpter .....11,944.37  
Linda O. Scott .....11,295.59  
Betty Gilpatrick .....9,598.47  
Isabel Venegas .....8,468.74  
Naomi Ruth Easley .....7,474.92  
Carol Lawler .....7,192.06  
Andrea C. Newman .....5,641.11

### Ruby

**Linda McBroom\* \$49,311.61**  
Carol Anton .....49,239.49  
Karee Isenhardt .....41,935.17  
Pat Danforth .....39,656.36  
Johanne Shealy .....38,111.39  
Sue Kirkpatrick .....35,664.04  
Judy Kawiecki .....23,655.40  
Ronnie D'Esposito Klein .....22,687.50  
Shirley Oppenheimer .....21,758.33  
Dana Dalby .....20,759.87  
Jeanne Rowland .....19,328.12  
Sue Z. McGray .....18,825.97  
Lynne G. Holliday .....17,778.20  
Cyndee Gress .....17,472.14  
Bea Millislagle .....17,311.53  
Pam Ross .....16,990.49  
Margaret Winner .....16,952.03  
Kirk Gillespie .....16,890.83  
Janis Z. Moon .....16,563.32  
Vicky L. Fuselier .....15,481.42  
Toni A. McElroy .....14,749.80  
Pamela A. Fortenberry-Slate .....14,608.39  
Cheryl J. Davidson .....14,097.32  
Scarlett S. Walker .....13,332.06  
Rebecca Evans .....13,168.26  
Elizabeth Sapanero .....13,022.06  
Michelle L. Sudeth .....12,647.07  
Gena Rae Gass .....12,624.57  
Nancy M. Ashley .....12,450.66  
Jessie Hughes Logan .....12,424.56  
Jean Santin .....11,804.52  
Patricia Lane .....11,400.25  
Phyllis Chang .....11,278.03  
Vicki Jo Auth .....11,150.22  
Maria Aceto Pirro .....11,104.33  
Donna B. Meixsell .....10,800.60  
Kate DeBlander .....10,547.51  
Kimberly Copeland .....9,874.62  
Amy Dunlap .....9,643.45  
Nancy West Junkin .....9,606.83  
Gay Hope Super .....9,429.20  
Rhonda L. Fraczowski .....9,269.34  
Cindy Z. Leone .....9,207.35  
Thea Elvin .....8,680.05  
Cindy Towne .....8,646.51  
Sharilyn G. Phillips .....8,555.50  
Katie Walley .....8,432.92  
Terri Schafer .....7,552.12  
Kelly McCarroll .....6,911.36  
Renee D. Hackleman .....6,651.21  
Margaret M. Bartsch .....5,858.44

### Sapphire

**Gayle Gaston\*\*\* \$99,864.01**  
Joanne Holman .....72,353.61  
Christine Peterson .....60,879.24  
Rena Tarbet .....45,843.41  
Lupita Ceballos .....44,015.98  
Jana Cox .....31,282.41  
Gloria Baez .....26,956.87  
Judie McCoy .....26,780.87  
Sonia LaVay .....26,160.60  
Valerie J. Bagnol .....24,577.40  
Mattie Dozier .....21,707.47  
Pam Klickna-Powell .....21,082.06  
Alia L. Head .....19,741.34  
Martie Sibert .....18,861.85  
Vernella Benjamin .....17,730.39  
Sharon L. Buck .....17,595.65  
Shannon C. Andrews .....17,332.71  
Maribel Barajas .....17,129.45  
Britig L. Briddle .....16,717.60  
Jan L. Thetford .....16,527.94  
Jo Anne Barnes .....16,058.80  
Pam I. Higgs .....15,409.43  
Jeanne Curtis .....15,133.06  
Mary L. Cane .....14,385.98  
Karen Kratochvil .....13,567.59  
Debra M. Wehrer .....13,262.25  
Nancy A. Moser .....12,884.29  
Elizabeth Sanchez .....12,757.38  
Sherril L. Steinman .....12,006.16  
Dyvanne D. Moul .....11,402.48  
Joy L. Breen .....11,230.95  
Karen B. Ford .....10,996.75  
Gillian H. Ortega .....10,795.07  
Kendra Crist Cross .....10,711.74  
Carol L. Stoops .....10,083.85  
Jill Moore .....8,605.53  
Ann Brown .....7,078.78  
Maria Aguirre .....6,303.33

### Emerald

**Kathy Helou\* \$49,452.51**  
Gloria Mayfield Banks .....47,866.98  
Lily Orellana .....33,429.21  
Dacia Wiegandt .....31,288.23  
Sherry Giancristoforo .....31,048.40  
Kerry Buskirk .....29,225.14  
Cindy Fox .....28,678.95  
Ronda Burnside .....28,469.12  
Kym A. Walker .....26,355.72  
Doris Jannke .....24,731.63  
Debi Moore .....22,629.70  
Consuelo R. Prieto .....20,440.61  
Mona Butters .....19,688.06  
Janet Tade .....19,227.53  
Miriam Gomez-Rivas .....18,939.48  
Pamela Tull .....18,396.29  
Jamie Cruse-Vrinos .....17,991.92  
Joanne R. Bertalan .....17,630.56  
Cathy Phillips .....16,458.77  
Kay E. Elvrum .....15,868.16  
Jackie LaPrade .....13,581.35  
Cathy Bill .....13,424.01  
Brenda Segal .....12,644.18  
Shelly Gladstein .....12,400.47  
Barbara Whitaker .....12,397.04  
Irene A. Shea .....12,385.12  
Christi M. Ellis .....12,368.94  
Yvonne S. Lemmon .....12,041.51  
Jo Reynal Rogers .....11,430.74  
Regina Hogue .....11,055.44  
Phyllis R. Sammons .....10,997.83  
Judy Harmon .....10,849.50  
Sabrina Goodwin Monday .....10,277.79  
Kathy Rodgers-Smith .....10,170.53  
Sherry A. Alexander .....10,097.83  
Judy A. Rohde .....9,489.39  
Cristi Ann Millard .....9,194.46  
Dawn Otten-Sweeney .....8,773.53  
Carmen Rios .....8,541.19  
Joanne Hollingsworth .....8,072.11  
Natalie Privette-Jones .....7,761.20  
Francie McBeth .....6,278.53  
Esther Whiteleather .....5,703.53  
Nora L. Shariff .....5,594.59  
Pamela Cheek .....2,659.71

### Pearl

**Nan Stroud\*\*\* \$57,613.84**  
Cheryl Warfield .....51,760.15  
Joan B. Chadborn .....49,099.70  
Cindy A. Williams .....44,994.04  
Jan Harris .....41,995.43  
Darlene Berggren .....35,285.99  
Rosa Jackson .....34,787.95  
Stacy I. James .....34,743.39  
Nancy Bonner .....31,576.24  
Pamela Waldrop Shaw .....27,144.73  
Sandy Miller .....25,049.48  
Elizabeth Fitzpatrick .....23,618.14  
Anita Tripp Brewton .....23,556.87  
Jackie Swank .....21,225.42  
Maureen S. Ledda .....18,635.59  
Halina Rygiel .....18,531.07  
Julie Krebsbach .....17,490.00  
Lise T. Clark .....17,270.79  
Lynda Jackson .....16,859.95  
Pat Campbell .....16,309.64  
Gloria McGuire .....15,895.75  
Monique Todd Balboa .....15,549.61  
Wilda DeKerlegand .....15,404.27  
Shirley M. Oshiro .....15,116.00  
Robin Rowland .....14,397.72  
Maureen Myers .....13,543.14  
Kathy C. Goff-Brummett .....13,523.06  
Allison LaMarr .....13,434.29  
Jane Studrawa .....13,322.29  
Ruth Theodocion .....12,743.34  
Beatrice Powell .....12,618.45  
Bett Vernon .....12,555.50  
Anabell Rocha .....12,445.41  
Sylvia Kalicak .....11,710.43  
Wadene Claxton-Prince .....11,621.87  
Barbara Faber .....11,342.48  
Cathy E. Littlejohn .....10,804.50  
Linda Kirkbride .....10,775.26  
Barbara Stimach .....10,709.34  
Kathy Jones .....10,115.33  
Deb Pike .....9,730.08  
Rosalie Ann Medjesky .....9,372.03  
Mary Pat Raynor .....5,998.90  
Bettye M. Bridges .....5,048.47  
Sonja Hunter Mason .....4,672.56

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD



# diamond/diamante

## new debuts/debutes May/mayo

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".



**Sharon Y. Beckstrand**  
Orem, Utah  
J. Ramirez Unit

**Sandra L. Bee**  
Huntington Beach, Calif.  
B. Peterson Unit

**Kimberli Anne Dunbar**  
Tooele, Utah  
A. Adams Unit

**Angela M. Gallegos**  
Auburn Hills, Mich.  
L. Utley Unit

**Minerva Gomez**  
Maspeth, N.Y.  
M. Lozada Unit

**Alicia Gonzalez**  
Thornton, Colo.  
M. Rosas Unit

**Amparo Guzman**  
Fontana, Calif.  
M. Sierra Ramirez Unit

**Angi Holden**  
W. Valley City, Utah  
K. Cowdell Unit

**Nichol Taylor Lloyd**  
Roy, Utah  
T. Crayk Unit

**Sharon M. McNeal**  
Jacksonville, Fla.  
F. Johnson Unit



**Ingrid S. Naumann**  
Plainville, Conn.  
L. Shively Unit

**Jennifer DiMarco Ratkovich**  
Riverside, Calif.  
M. Simmons Unit

**Marina E. Reyes**  
Battle Ground, Wash.  
S. Reyes Unit

**Penny Sandlin**  
Fresno, Calif.  
M. Kinser Unit

**Tonya Jo Sartin**  
Nicholasville, Ky.  
H. Brown Unit

**Shelly Mae Smith**  
Lakeview, Mich.  
M. Mays Unit

**Babs J. Steinmetz**  
Greeley, Colo.  
J. Beichle Unit

**Corinne Stevenson**  
Midvale, Utah  
B. Walker Unit

Congratulations to Sales Directors **Rubi Aracely Concha**, Fort Lauderdale, Fla., A. Andrade Unit; **Alicia Garcia**, Naples, Fla., C. Hernandez Unit; **Araceli Garcia**, Bronx, N.Y., I. Venegas Unit; **Kerry Anne Germaine**, Holbrook, N.Y., E. Romano Unit; **Cierra Briana Hall**, Bellingham, Wash., M. Jensen Unit; **Elizabeth A. Hancock**, San Jacinto, Calif., C. McCarthy Unit; **Julie M. Johnson**, Mount Horeb, Wis., L. Reinholtz Unit; **Jennifer McWhorter**, Magna, Utah, C. Paull Unit; **Federica Montes**, Ontario, Calif., E. Salazar Unit; **Paula Popenfoose**, Warsaw, Ind., K. Long Unit; **Laura Salazar**, Norcross, Ga., I. Padilla-Hernandez Unit; **Gianelda Then**, New York, V. Costales Unit; **Graciela Valadez**, Avenal, Calif., M. Arteaga Unit; **Michelle C. Zinkiewicz**, Huber Heights, Ohio, C. Fagan Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

## Dean's List/Lista del Decano

(July 2006 debuts/debutes de julio 2006)

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



**Leticia Martinez**  
W. Valley City, Utah  
L. Ceballos Area  
Sapphire Seminar

**Jennifer Jean McNulty**  
South Hadley, Mass.  
C. Gress Area  
Ruby Seminar

**Jackline Pipim**  
Lowell, Mass.  
S. Goodwin  
Monday Area  
Emerald Seminar

## Honors Society/Sociedad de Honor

(July 2006 debuts/debutes de julio 2006)

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 neta 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.



**Sharon Elizabeth Adams**  
Woodbury, Minn.  
A. Mallory Garrett-Roe Area

**Duana Boudreaux**  
Westwego, La.  
Diamond Go Give Area

**Ana Karina Cardona**  
Indio, Calif.  
A. Mallory Garrett-Roe Area



**Tami K. Cloute**  
Fort Atkinson, Wis.  
J. Cunningham Area

**Nikki D. Karst**  
Harrisburg, S.D.  
D. Underwood Area

**Nancy L. Kaye**  
Warren, Pa.  
A. Mallory Garrett-Roe Area

**Maria L. Lemus**  
Chambersburg, Pa.  
P. Rodriguez-Turker Area

**Yusmary Plotrowski**  
Orlando, Fla.  
S. Páez Area

**Maria Irene Revelo**  
Waukegan, Ill.  
S. Páez Area

**Yuvixa L. Telles Florian**  
Manassas, Va.  
P. Rodriguez-Turker Area

**Nereida N. Vento-Jones**  
Helotes, Texas  
J. Cunningham Area

Congratulations to Sales Directors **Veronica M. Landry Johns**, Leesville, La., D. Sumpter Area; **Viviancy Yepes**, Winston Salem, N.C., B. Sunden Area; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

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## Fabulous 50s/Los Fabulosos 50

(Jan. 2007 debuts/debutes de enero 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.



**Alicia Lynne Adams**  
Taylorsville, Utah  
J. Nagle Area

**Anne Elizabeth Leanos**  
Metamora, Ill.  
K. Piro Area

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

**Jalene Simpson Weston**  
Hooper, Utah  
T. Crayk Area

## On the Write Track/En buen camino (May 2007 debuts/debutes de mayo 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 fue 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.

Amparo Guzman

Sharon M. McNeal

Federica Montes

Graciela Valadez

## 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 personales activas.

Evanjelina Alatorre  
Nicole L. Angle  
Sandra Beldanez  
Maria Teresa Brito  
Mary E. Burlingham  
Julie A. Chubb  
Dania Corella  
Temeka M. Crumley  
Cecilia Cruz  
Diana Duran  
Nubia Duran

Rosa M. Escobar  
Carmen D. Espinet  
Laura Espinosa  
Rosa I. Estrada  
Victoria Falcon  
Saida Flores  
Liana M. Freedy  
Susana Fria  
Catalina Garcia  
Araceli Gutierrez  
Katie S. Hamro

Ana Hernandez  
Jessica L. Hixson  
Marcos Jauregui  
Kimberly A. Kidd  
Annette A. Koehler  
Lauren D. Layne  
Tammy G. Le Mons  
Laura Lilley  
Tania E. Lopez  
Angela M. Lowery  
Cleotilde Madrid

Hector Martinez  
Terri Matthews  
Fernanda C. Merizalde  
Cira Michel  
Lily H. Molina  
Maria Moran  
Michelle L. Nichols  
Monica C. Odenigbo  
Theresa M. Oneill  
Elizabeth Onyekewe  
Marcela Orozco

Antonia Pablo  
Susan L. Parks  
Maria Petrowski  
Gladys Quintanilla  
Adela Ramirez  
Lucila Ramirez  
Maria Rangel  
R. Jazmin Reyes  
Celia Rios  
Sonia Rivera  
Lorian L. Roberts

Ericka Rodriguez  
Ana Rodrygez  
Anna D. Sabatino  
Nubia Y. Salazar  
Maria Sanchez  
Rachel S. Sargent  
Mercedes L. Serracin  
Lisa A. Shepps  
Vickie L. Skartland  
Alice J. Smith  
Erika M. Solis

Eva Soto  
Florentia M. Spirens-Kavindama  
Trudy M. Testa  
Herendira Torres  
Nelida Vargas  
Cassandra Q. Vasquez  
Maria S. Vasquez  
Lisa Venn  
Janice D. Williams

## 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 July./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 julio.

Sales Director Valorie Jean White.....\$3,629.76  
Lisa Venn, T. McLean Unit.....1,938.27  
Charlene Marie Ames, J. Deardorff Unit.....1,709.27  
Ruth L. Everhart, V. Diaz Unit.....1,689.45  
Kathleen Wilkinson, C. Stevenson Unit.....1,619.93  
Sales Director Lisa Rada.....1,600.69  
Sales Director Maria Flores.....1,494.77  
Sales Director Pamela Stinnett.....1,387.62  
Sales Director Carroll Towle.....1,347.29

Monica Lynn Watson, R. Chesser Unit.....1,329.06  
Yanira Martinez, E. Hernandez Unit.....1,326.00  
Sales Director Karime Rosas.....1,279.82  
Sales Director Ana X. Solis.....1,260.55  
Sales Director Denise Nygard.....1,258.17  
Sales Director Omosolape O. Akinyoyenu.....1,236.01  
Sales Director Peggy Sperling.....1,221.58  
Sales Director Missy Shopshire.....1,219.04  
Sales Director Shirley Honey Allen.....1,214.88

Sales Director Ava Lynn Roberts.....1,211.76  
Sales Director Eitelvia Valdez-Cruz.....1,191.29  
Carrie Lynn Rote, M. Holyoak Unit.....1,183.21  
Sales Director Judy M. Suhonen.....1,165.61  
Sales Director ReNee C. Hooker.....1,145.63  
Sales Director Trudy Miller.....1,111.34  
Sales Director Blanca E. Arroyo.....1,087.42

**B**e 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

## 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

#### 81 Gold Medals/Medallas de Oro

Sales Director Silvia Sanchez.....	5
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#### 75 Gold Medals/Medallas de Oro

Sales Director Ana Solis.....	5
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#### 54 Gold Medals/Medallas de Oro

Sales Director Blanca Arroyo.....	5
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#### 50 Gold Medals/Medallas de Oro

Sales Director Clara Fuentes.....	6
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#### 30 Gold Medals/Medallas de Oro

Sales Director Imelda Hernandez.....	5
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#### 29 Gold Medals/Medallas de Oro

Sales Director Nicole Solomon.....	5
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#### 28 Gold Medals/Medallas de Oro

Sales Director Yesenia Mendez.....	6
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#### 25 Gold Medals/Medallas de Oro

Sales Director Rosa Rivera.....	5
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#### 23 Gold Medals/Medallas de Oro

Sales Director Meyra Esparza.....	7
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#### 21 Gold Medals/Medallas de Oro

Sales Director Luciana Zook.....	5
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#### 19 Gold Medals/Medallas de Oro

Sales Director Mary Satterfield.....	5
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#### 16 Gold Medals/Medallas de Oro

Sales Director Maria De Jesus Gonzalez.....	5
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Sales Director Mariana Santos.....	5
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#### 15 Gold Medals/Medallas de Oro

Sales Director Betty Symons.....	5
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#### 13 Gold Medals/Medallas de Oro

Sales Director Juana Chihuahua.....	6
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Sales Director Desiree De Florimonte.....	5
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Sales Director Blanca Vasquez.....	5
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Sales Director Enedina Villarreal.....	5
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#### 12 Gold Medals/Medallas de Oro

Sales Director Melissa Jensen.....	5
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Sales Director Maria Koo.....	5
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Sales Director Macaria Ramirez-Santana.....	5
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#### 11 Gold Medals/Medallas de Oro

Sales Director Ana Castellon.....	5
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Sales Director Maricela Gonzalez.....	8
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Sales Director Gwen Messina.....	7
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#### 10 Gold Medals/Medallas de Oro

Sales Director Yolanda Alvarez.....	5
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Sales Director Alexis Noel.....	5
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Sales Director Georgina Ochoa.....	5
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#### 9 Gold Medals/Medallas de Oro

Sales Director Maria DeLourdes Exiga.....	6
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Sales Director Martha Hernandez.....	5
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Sales Director Mireya Pace.....	5
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#### 8 Gold Medals/Medallas de Oro

Sales Director Estela Hernandez.....	7
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Sales Director Denise Nygard.....	5
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#### 7 Gold Medals/Medallas de Oro

Sales Director Rebeca Escobar.....	6
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#### 6 Gold Medals/Medallas de Oro

Sales Director Graciela Valadez.....	5
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Sales Director Juanita Walker.....	7
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#### 5 Gold Medals/Medallas de Oro

Sales Director Juana Andrade.....	5
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Sales Director Maria Fajardo.....	6
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#### 4 Gold Medals/Medallas de Oro

Sales Director Kimberly Anderson.....	5
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Sales Director Traci Hill.....	10
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Angela Lealaogata, A. Hayner Unit.....	13
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Sales Director Maritza Lewis.....	17
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Susan Lynch, S. Langford Unit.....	5
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Sales Director Jeannie McCollister.....	5
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Azucena Ruiz, G. Acuña Robles Unit.....	10
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Sales Director Ana Rosa Torres.....	5
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Sales Director Altia Wilcox.....	6
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#### 3 Gold Medals/Medallas de Oro

Sales Director Amy Anderson.....	5
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Sales Director Patricia Araujo.....	6
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Sales Director Angela Davenport.....	7
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Sales Director Tammie Denson.....	8
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Sales Director Kathleen Larson.....	5
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Sales Director Monique Lindsey.....	6
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Sales Director Nichol Lloyd.....	5
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Sales Director Araceli Mairs.....	5
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Darlene Misciagno, J. Deardorff Unit.....	5
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Sales Director Khalisha Mitchell.....	5
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Tami Mullenix, J. Van Leeuwen Unit.....	6
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#### 2 Gold Medals/Medallas de Oro

Kunemofa Asu Ekiye, S. Ozurigo-Odum Unit.....	6
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Adela Briones, C. Saucedo Unit.....	12
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Lucia Carbajal, L. Gutierrez-Barajas Unit.....	5
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Gloria Contreras, A. Quintana Unit.....	8
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Rosa Corella, M. Sagal-Gaona Unit.....	12
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Fanny Cortez, C. Ortiz Unit.....	10
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Maira Espinoza, C. Ortiz Unit.....	5
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Winifred Evans-Jordan, J. Gaddy Unit.....	5
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Carmen Faya, V. Vargas Unit.....	5
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Jackie Ford, J. Ames Unit.....	9
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Sales Director Ana Galdamez.....	5
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Sales Director Karen Johnson.....	5
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Felicia Lassiter, P. Jackson Unit.....	9
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Heather McClain-Ness, A. Santamaria Unit.....	5
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Alesia Morales, Y. Carrillo Unit.....	5
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Maricela Ortega, P. Escalante Unit.....	9
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Melissa Thiesen, J. Davis Unit.....	14
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Monica Watson, R. Chesser Unit.....	7
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#### 1 Gold Medal/Medalla de Oro

Candelaria Aragon, J. Martinez Hernandez Unit.....	6
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Vanessa Ash, K. Spiker Unit.....	6
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Elvira Barrera, E. Diaz Unit.....	5
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Tina Belanger, A. Wade Unit.....	6
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Michelle Brubaker, E. Krueger Unit.....	5
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Wanda Charles, R. Richards Unit.....	5
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Juana De Los Santos, M. Escobar Unit.....	9
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Andrea De Ramos, Y. Espinal Unit.....	5
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Diana Duran, L. Pagoada Unit.....	6
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Nubia Duran, L. Pagoada Unit.....	5
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Laura Espinosa, I. Fernandez Unit.....	6
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Victoria Falcon, L. Falcon Unit.....	5
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Maribel Gama, E. Valdez-Cruz Unit.....	7
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Laura Garcia, G. Castaño Unit.....	6
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Maria Garfias, M. Guadarrama Unit.....	6
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Suzette Grant, A. Noel Unit.....	9
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Tammy Harper, C. Gelfius Unit.....	7
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Shawna Herd, S. Palen Unit.....	5
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Jessica Hixson, T. Wenninger Unit.....	5
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Leodegaria Jaimes, G. Trujillo Unit.....	8
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Kimberly Kidd, E. Daniels Unit.....	5
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Lauren Layne, M. Ward Unit.....	5
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Maria Leon, A. Pelaez Unit.....	5
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Susana Manriquez, L. Spadlowski Unit.....	5
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Hector Martinez, M. Amador Unit.....	5
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Monica Martinez, M. Amador Unit.....	5
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Ruth McKenzie, L. McKeever Unit.....	6
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Lily Molina, P. Rodriguez-Turker Unit.....	5
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Maria Moran, A. Quintana Unit.....	5
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Maria Naula, M. Siguenza Unit.....	5
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Michelle Nichols, J. Deardorff Unit.....	6
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Ventura Nolasco, C. Zaldivar Unit.....	5
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Monica Odenigbo, I. Collins Unit.....	7
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Elizabeth Olumese, R. Imoekor Unit.....	9
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Alejandra Ornelas, P. Bibian Unit.....	5
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Marcela Orozco, M. Diaz De Leon Unit.....	7
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Patricia Pablo, M. Santillan Unit.....	5
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Janet Renteria, M. Lopez Unit.....	5
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Sonia Rivera, R. Tecaxco Unit.....	8
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Brenda Robinson, M. Hughes Unit.....	9
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Nubia Salazar, E. Hernandez Unit.....	8
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Maria Sanchez, A. Garcia Unit.....	6
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Mari Santan, M. Pereyra Unit.....	5
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Jeanne Summers, C. Russo Unit.....	6
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Ana Terrazas, A. Laguna Unit.....	9
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Sales Director Rosalia Torres.....	5
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Nelida Vargas, M. Vargas Unit.....	5
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# 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 July 2007 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 julio de 2007.

### Diamond/Diamante

Pat A. Nuzzi.....	\$138,520
LaRonda L. Daigle.....	93,878
Vivian Diaz.....	88,140
Evelinda Diaz.....	82,320
Ada Y. Garcia-Herrera.....	81,184
Chatney Gelfius.....	78,506
Ana X. Solis.....	78,278
Kim I. Cowdell.....	71,345
Jennifer V. Agema.....	70,616
Stephanie A. Richter.....	63,939
Estela Hernandez.....	63,162
Ana Carolina Alvarez.....	62,264
Blanca E. Arroyo.....	60,280
Connie L. Russo.....	60,122
Cruz L. Zaldivar.....	57,861
Evitelia Valdez-Cruz.....	56,662
Lisa Rada.....	56,305
Amalia Quintana.....	55,377
Maricarmen Gonzalez.....	54,778
Melissa R. Hennings.....	54,722
Valorie Jean White.....	54,074
Yoanni Espinal.....	53,497
Faith A. Gladding.....	53,409
Lara F. McKeever.....	52,851
Marsha Morrisette.....	51,769
Karen L. Kunzler.....	50,020
Peggy Sperling.....	49,918
Elvi S. Lamping.....	48,897
Marge Ward.....	48,351
Melinda M. Balling.....	48,157
Lillian Y. Pagoda.....	47,563
Jan Dearthoff.....	46,971
Andrea Shields.....	46,693
Mariaelena Boquin.....	46,255
Karime Rosas.....	46,158
Marti A. Dettmann.....	45,668
Yosaira Sanchez.....	45,652
Sheryl Peterson.....	45,597
Arianne C. Morgan.....	45,505
Maria K. Eades.....	45,459
Eileen M. Huffman.....	45,176
Martha Reyes.....	44,461
Karen M. Bonura.....	44,447
Cindy S. Kriner.....	44,065
Blanca E. Sola.....	42,430
Gertie Janda.....	42,162
Brenda Bennett.....	41,861
Susan Hatten Weeks.....	41,209
Chris Krabbe-Landaker.....	40,895
Kelly Miller-Johnson.....	40,489
Ava Lynn Roberts.....	39,598
Teresa A. Lischwe.....	39,502
Donna J. Saguto.....	39,322
Michele F. Holyoak.....	39,254
Mery C. Ramirez Bravo.....	39,214
Tina Nicole McLean.....	39,201
Gloria Medrano.....	39,142
Barbara E. Roehrig.....	39,007
Heidi Goelzer.....	38,606
Ashley K. Payne.....	38,602
Krista Erdmann.....	38,376
Margarita Velez.....	38,315
Mary Kathryn King.....	38,300
Olga Cecilia Giraldo.....	38,283
Janis Onstott.....	38,262
Carroll Towle.....	38,221
Carmen Ortiz.....	37,993
Betty McKendry.....	37,871
Viviana Vargas.....	37,856
Maricela Gonzalez.....	37,834
Maria R. Hernandez Romero.....	37,829
Krista A. Johnson.....	37,810
Jewell Mull.....	37,702
Ana Gloria Garcia.....	37,331
JoInn Andriese.....	37,265
Indhira Fernandez.....	37,248
Jill D. Davis.....	37,042
Luz H. Balcazar.....	36,856
Marlene Davitt.....	36,755
Jan K. Siesky.....	36,687
Virginia Rowell.....	36,643
Gayle Lenarz Kolsrud.....	36,455
Denise M. Guthrie.....	35,970
Rhonda Faye Chesser.....	35,967

Tawnya Krempges.....	35,823
Leticia Gutierrez-Barajas.....	35,820
Rosa C. Fernandez.....	35,787
Diane Ferguson-Mentiply.....	35,767
Shelly Palen.....	35,456
Blanca M. Vasquez.....	35,134
Maria Flores.....	35,080
Kim A. Messmer.....	34,999
Meyra Esparza.....	34,979
Carol Lee Johnson.....	34,689
Joyce M. Conant.....	34,134
ReNee C. Hooker.....	33,945
Lisa Hackbarth.....	33,894
Julie Danskin.....	33,873
Digna Urbina.....	33,864
Julie Schlundt.....	33,789

### Ruby/Rubi

Ekene S. Okafor.....	\$132,554
Roli Akperi.....	121,206
Olubunmi Ebiwonjumi.....	78,743
Dorothy C. Ibe.....	77,234
Thessy Nkechi Nwachukwu.....	65,996
Phina N. Onwuachi.....	63,063
Anne Obiageli Akanonu.....	61,850
Suzanne Moeller.....	60,332
Oye A. Onuoha.....	58,778
Phuong L. White.....	58,774
Laura A. Kattenbraker.....	57,835
Linda Christenson.....	56,818
Sherrile L. Clemons.....	54,719
Lisa Anne Harmon.....	53,576
Kimberly Cavarretta.....	52,338
Jeanette M. Thompson.....	52,067
Mary Sharon Howell.....	51,172
Kemi E. Madunta.....	50,619
Kathleen C. Savorgnan.....	48,458
Kathy Monahan.....	48,277
Aimee Elizabeth Power.....	47,401
Judie Roman.....	47,131
Joyce Omene.....	46,900
Diane Covington.....	46,302
Mary Jo Dallen.....	45,987
Gloria Dominguez.....	45,801
Carmen Nunez.....	45,458
Olufunke Monisola Akinokun.....	45,226
Debbie A. Elbrecht.....	45,145
Deborah K. Hack.....	44,733
Darla L. Issa.....	44,279
Connie A. Brinker.....	44,205
Marnie R. Yungler.....	44,121
Augusta C. Onyenemere.....	43,992
Jan Martino.....	42,397
Alicia Bivens-Jones.....	42,292
Anne Weidenweber.....	42,035
Sonya F. Ramirez.....	41,790
Donna F. Knotts.....	41,700
Gloria Mendez.....	41,560
Krystal D. Downey-Shada.....	41,384
Ann Clement.....	40,802
Jann Fargnoli.....	40,552
Liz Whitehouse.....	40,320
Eva E. Holquin.....	40,201
Deborah S. Bailly.....	39,832
Gina Beekley.....	39,768
Patty Yambay.....	39,734
Stella Nwokoye-Pius.....	39,600
Julie Smith.....	39,560
Linda Omene.....	39,507
Regina M. Busca.....	39,502
Patti Maxwell.....	39,029
Sylvia Limon Martinez.....	38,996
Michelle L. Mathews.....	38,841
Maribel Fedri.....	38,360
Patricia Onyise.....	38,332
Florence N. Ohen.....	37,441
Maggie G. Shake.....	37,297
Cindy L. Yates.....	37,190
Jacqueline N. Alford.....	37,170
Lee A. McCarthy.....	37,092
Dori M. Fennell.....	36,709
Renee L. Motyka.....	36,609
Donna Clark.....	35,980
Cathleen Walter.....	35,698
Ingrid Randall.....	35,626

Terri Voth Romero.....	35,569
Karen Pappas.....	35,156
Amy J. Spence.....	34,975
Lupita G. Ramirez.....	34,970
Mary L. Holmes.....	34,800
Elizabeth Medernach.....	34,309
Teri A. Nichols.....	34,272
Mimi A. Novak.....	34,247
Michelle L. Sweedar.....	34,194
Joleen M. Hallouer.....	33,783
Lesa L. Patterson.....	33,521
Polly L. Smith.....	33,412
Lisa Hackbarth.....	33,242
K. T. Marie Martin.....	33,184
Gale Elliott.....	33,170
Melinda A. Delahoz.....	33,022
Nia Putnam.....	32,883
Melanie S. Abernathy.....	32,847
Tammy Krueger.....	32,588
Lisa V. Bauer.....	32,393
Margi S. Eno.....	32,308
Moderne M. Bajomo.....	31,991
Barbara L. Harrison.....	31,850
Julie Thomas.....	31,758
Gail Nevius.....	31,640
Helen Naomi Godswill.....	31,598
Cathy G. Huhta.....	31,404
Linda Leonard Thompson.....	31,105
Jennifer Ann Hoeltzel.....	31,076
Carol Rodriguez.....	31,059
Laura A. Schmidt.....	30,974
Appollonia N. Onwuanaegbule.....	30,936
Cissy E. Warren.....	30,798

### Sapphire/Zafiro

Paola J. Ramirez.....	\$99,150
Kristi M. Nielsen.....	81,229
Tracy Potter.....	73,407
Ann W. Sherman.....	65,432
Julie Neal.....	61,846
Alison Renee Jurek.....	61,753
Blanca Celia Caceres.....	61,503
Moleda G. Dailey.....	60,985
Julie Weaver.....	57,024
Linda L. Quillin.....	55,387
Judy K. Johnson Englund.....	55,358
Heather A. Plascencia.....	54,507
Elaine B. Lewis.....	53,105
Tricia Ann Gallagher.....	52,501
Kim B. Roberts.....	52,303
Ruby Garner.....	51,377
Alejandra Zurita.....	51,214
Zasha Noel Lowe.....	50,190
Julia Mundy.....	49,541
Pilar Najera.....	49,388
Melva M. Slythe.....	47,511
Cheri L. Taylor.....	47,506
Linne' Lane.....	47,490
Lorraine B. Newton.....	47,411
Anabel S. Cantu.....	46,805
Jami B. Hovey.....	46,368
Candy L. Johnston.....	46,257
Cheryl T. Anderson.....	46,123
Theresa Kusak-Smith.....	45,717
Tammy Romage.....	45,207
Jill Beckstedt.....	45,021
Randi Stevens.....	44,813
Lady Ruth Brown.....	44,629
Nita Ann Godwin.....	44,525
Jodi L. Feller.....	44,101
Marilyn Jackson.....	43,791
Robyn S. Cartmill.....	43,542
Tasha Bergman.....	43,514
Joanna Helton.....	43,076
Ann Ferrell Smith.....	43,037
Nancy W. Pettaway.....	42,731
Lynn Baer Roberts.....	42,374
Phyllis I. Pinsker.....	42,069
Catalina T. Barahona.....	41,389
Bonnie Cummrin.....	41,148
Angie S. Day.....	40,446
Jeanne Helm.....	40,039
Jennifer Bessey.....	39,930
Sylvia Boggs.....	39,693
Estela Saucedo.....	39,389

Dolores Keller-Wills.....	39,291
Debbie Clifton.....	39,273
Angeles Herrera.....	38,901
Angeles R. Murray.....	38,059
Virginia E. Curry.....	38,038
Brynnne M. Blalock.....	38,026
Kathy R. Bullard.....	37,917
Barbara Olesen Randall.....	37,752
Janet E. Leasure.....	37,550
Julie M. Moreland.....	37,279
Elizabeth McCandliss.....	36,864
Ronda Compton.....	36,720
Margaret Neill.....	36,705
Mary Goss.....	36,529
Wendy Clausen.....	36,069
Patrice Moore Smith.....	36,020
Ana Echavarria.....	35,973
Barbara A. Tyler.....	35,939
Elsie Jackson.....	35,767
Marie Pfarr.....	35,686
Lynn A. Cervini.....	35,605
Jennifer G. Bouse.....	35,421
Miranda Katie Bandemer.....	35,419
Sherril Ammons.....	35,252
Beverly M. Brown.....	35,173
Binta Touray Jagne.....	34,939
Linda Klein.....	34,911
Jennifer L. Semelsberger.....	34,824
Pamela Pearson.....	34,661
Silvia Padilla.....	34,660
Danice C. McElDowney.....	34,555
Pam Garner Moore.....	34,319
Carmoline Grady.....	34,255
Terry A. Hensley.....	34,244
Maria G. Diaz.....	33,957
Aura Ruth Gomez.....	33,737
Amy J. Bowman.....	33,263
Norenda M. James.....	32,977
Marty Ulmer.....	32,973
Mary C. Schmid.....	32,969
Barbara D. McKeenly.....	32,968
Maria Guadalupe Rodriguez.....	32,935
Maria Guardado.....	32,796
Dena Smith.....	32,760
Heather A. Daniel-Kent.....	32,720
Kaye Yuen.....	32,437
Nancy J. Kasprzyk.....	32,255
Lisa D. Jilge.....	32,151
Carmen R. Robles.....	31,962
Angelica Lucero.....	31,959

### Emerald/Esmeralda

Auri Hatheway.....	\$88,579
Candy Jackson.....	67,366
Hollie R. Sherrick.....	61,199
Denise G. Kucharski.....	59,607
Maritza Lanuza.....	59,040
Pam Robbins Kelly.....	58,092
Kathy P. Oliveira.....	56,314
Rose Campbell.....	52,971
Marianne L. Anderson.....	51,689
Anita Rodriguez.....	51,572
Nancy A. Berlin.....	50,724
Maria Grey Boza.....	49,003
Yaleska Feliciano Rios.....	48,992
Paula Vander Vorste.....	47,511
O'Nelly Encarnacion Gomez.....	47,323
Laura A. Armstrong.....	47,219
Emily Stone.....	47,209
Talvia W. Peterson.....	45,796
Nancy L. DeFina.....	45,753
Heather A. Carlson.....	45,307
Robin S. Moody.....	45,207
Barbara Pleet.....	45,176
Trish Reuser.....	44,901
Hope S. Pratt.....	44,495
Irma Ortiz.....	44,398
Traci L. Smith.....	43,808
Tara C. McLaughlin.....	43,232
Adriana Gonzalez Fajet.....	42,918
Luz Fernandez.....	42,750
Tanya Olivia King.....	42,646
Joan F. Ragas.....	42,153
Karen A. Jorgenson.....	42,036
Elaine K. Williams.....	41,669

Pattie A. Robinson.....	41,651
Rachelle Lea Brinker.....	41,604
Flavia A. Rivera.....	41,563
Joyce Young.....	41,497
Celsa Menjivar.....	41,065
Judith E. Cotton.....	40,856
Valerie Yokie.....	40,719
Barbara Gizzo.....	40,560
Sheri L. Farrar-Meyer.....	40,347
Aluska Entenza.....	40,074
Michele Martella Armes.....	39,959
Myrna I. Colon.....	39,658
Nora L. Clavijo.....	39,566
Nancy A. Coleman.....	39,542
Lorena M. La Rosa.....	39,219
Brenda D. Elliott.....	39,162
Carol Taylor.....	38,845
Maria R. Alcaine.....	38,362
Linda S. Robinson.....	38,250
Yolanda Lopez.....	37,272
Silvia Valencia.....	36,885
Nancy Harder.....	36,771
Trisha Taylor.....	36,727
Abigail Madrid.....	36,586
Mayra Smalley.....	36,438
Sandy Malkin.....	36,291
Gloria E. Sandoval.....	36,164
Gisela Rodriguez.....	36,105
Donna M. Sullivan.....	35,917
Nancy Graham.....	35,905
Pamela Rowe Krzmarzick.....	35,572
Roxanne K. Youngton.....	35,515
Kathleen L. Holmberg.....	35,311
Maria Bertha Godinez.....	35,057
Tandy L. Ludin.....	34,341
Ayobami O. Olusa.....	34,309
Vicki Powell.....	33,507
Ann Shears.....	33,309
Carolyn L. DeGroat.....	33,308
Rosemary Mitchell.....	33,026
Annette D. Oxley.....	32,599
Julie B. Potts.....	32,549
Susan Houser.....	32,534
Yolanda Mercado.....	32,186
Teresa Gail Auffarth.....	32,149
Candice M. Santomauro.....	32,117
Teresa Maynard.....	31,949
Dupe Odeboe.....	31,941
Frankie Clapp.....	31,761
Nikki Knott.....	31,751
Jenny Benzan Sanchez.....	31,582
Melissa Ann Beckett.....	31,573
Kelly S. Shannon.....	31,562
Martha R. Lopez.....	31,561
Michelle McLaughlin.....	31,487
Jennifer Spriggs.....	31,321
Haydee Guzman.....	31,159
Susan A. Smith.....	31,056
Pam Salinas.....	30,885
Linda Jackson.....	30,881
Curley S. Morgan.....	30,818
Lisa Reimer.....	30,705
Delilah Hill.....	30,680
Rosemary Carolan.....	30,324
Stacy D. Foust.....	30,242
Stacey Deann Cole.....	30,120
Catherine Virginia Slezak.....	30,074

### Pearl/Perla

Jeanie Martin.....	\$106,107
Kristin Myers.....	82,456
Ikpenwosa Aihoo.....	69,989
Holly L. Ennis.....	69,963
Kathryn L. Engstrom.....	68,274
Betsy C. Richard.....	64,391
Roya M. Mattis.....	63,286
Laura Ann Zipay.....	57,125
Shari M. Kirschner.....	56,339
Kim L. McClure.....	56,270
Sharon Smith Wisnoski.....	50,861
Amie N. Gamboian.....	50,706
Julie Hetherington.....	50,374
Tina M. Wright.....	49,415
Cindy Machado.....	49,107
Anne Geertsen.....	49,075

Alma Orrosetti.....	48,999
Lisa Allison.....	48,682
Mary C. Estupinan-Martel.....	47,972
Lisa Olivares.....	47,943
Stacey Craft.....	47,871
Amy Kemp.....	47,536
Rita Schaefer.....	46,655
Carmen J. Felix.....	46,617
Patty Webster.....	46,382
Dorothy D. Boyd.....	46,099
Holli Thompson Lowe.....	45,859
Mirin M. Garcia.....	45,812
Judi Tapella.....	44,314
Debbie A. Sands.....	43,793
R. Sue Miller.....	43,790
Laurie C. Cole.....	43,366
Janice Baxter Hull.....	42,718
Pat Ringnada.....	41,987
Lori Sander Burnett.....	



# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in July 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Pat A. Nuzzi	\$15,524.69
Evelinda Diaz	14,863.71
Vivian Diaz	14,599.34
LaRonda L. Daigle	14,263.29
Ada Y. Garcia-Herrera	12,905.60
Kim I. Cowdell	10,887.89
Valorie Jean White	10,830.90
Ana X. Solis	10,767.16
Mari Carmen Gonzalez	10,339.39
Maria Flores	10,102.49
Blanca E. Arroyo	9,897.86
Stephanie A. Richter	9,791.83
Evelina Valdez-Cruz	9,741.31
Melinda M. Balling	9,332.16
Ana Carolina Alvarez	9,291.19
Melissa R. Hennings	9,246.13
Connie L. Russo	9,212.15
Chatney Gelfuss	9,148.37
Jennifer V. Agema	9,039.63
Estela Hernandez	8,855.17
Peggy Sperling	8,516.13
Yosaira Sanchez	8,269.93
Sheryl Peterson	8,265.51
Marsha Morrisette	8,255.87
Karlene Rosas	8,109.21
Faith A. Gladding	8,071.25
Martha Kay Ralle	8,038.88
Lara F. McKeever	7,945.73
Lisa Rada	7,904.45
Caterina M. Harris	7,828.20
Meyra Esparza	7,662.40
Yoanni Espinal	7,662.40
Mariaelena Boquin	7,570.85
Kelly Miller-Johnson	7,570.85
Margarita Velez	7,564.82
Rose Rodriguez	7,527.97
Heidi Goetzer	7,477.46
Sandy Lasso	7,443.90
Omosolape O. Akinyoye	7,375.15
Juanita Gudino	7,349.93
Morayma Rosas	7,314.64
Carroll Towle	7,275.23
Karen L. Kunzler	7,260.36
Jeanie Albers	7,255.66
Maria Teresa Lozada	7,235.52
Maria K. Eades	7,204.51
Mary C. Ramirez Bravo	6,907.80
Pat Joos	6,906.99
Eileen M. Huffman	6,884.86
Amalia Quintana	6,872.25
Trudy Miller	6,836.73
Eli S. Lamping	6,824.89
Lisa Hackbarth	6,802.83
Marge Ward	6,800.08
Krista Erdmann	6,770.01
Blanca E. Sola	6,757.42
Deanna L. Spillman	6,740.12
Blanca M. Vasquez	6,722.75
Priscilla McPheeters	6,674.80
Pamella Stinnett	6,578.61
Andrea Shields	6,566.45
Susan J. Pankow	6,537.66
Tawnya Kremppes	6,525.14
Martha Reyes	6,516.04
Rosa C. Fernandez	6,366.58
Mileta K. Kinser	6,356.63
Arianne C. Morgan	6,356.44
Carol Lee Johnson	6,355.88
Jan Deardorff	6,333.12
Krista A. Johnson	6,247.51
Donna K. Smith	6,239.69
Cindy S. Kriner	6,237.78
Jewell Mull	6,209.98
Cruz L. Zaldivar	6,200.87
Joyce A. Newell	6,182.38
Lynda C. Weniger	6,172.98
Gloria Medrano	6,154.15
Mary P. Creech	6,152.40
Mary Strauss	6,137.68
Teresa A. Lischwe	6,114.27
Leticia Saavedra	6,092.05
Kathleen Koclanes	6,088.48
Carmen Ortiz	6,029.91
Joyce M. Conant	5,909.69

Donna J. Saguto	5,892.46
Holly V. Crumley	5,867.63
Stephanie Audino	5,849.67
Terri J. Beckstead	5,845.79
Norma Lee Shaver	5,845.62
Nellie R. Anderson	5,789.03
Rosibel L. Shahn	5,785.32
Barbara E. Roehrig	5,785.27
Jill D. Davis	5,782.65
Annette Pace	5,778.11
Lou Cinda Utley	5,775.98
Char Griffin	5,775.80
Maritza Estela Gonzalez	5,757.09
Julie Danskin	5,753.15
Maricela Gonzalez	5,738.66
Shelly Palen	5,708.81

### Ruby

Ekene S. Okafor	\$21,657.46
Thessy Nkiki Nwachukwu	20,303.99
Roll Akper	15,530.30
Dorothy C. Ibe	14,773.73
Olubunmi Ebiwonjumi	12,071.18
Oye A. Onuoha	10,776.60
Phuong L. White	10,002.71
Anne Obiageli Akanonu	9,255.93
Joyce Omene	9,229.26
Phina N. Onwuachi	9,194.11
Laura A. Kattenbraker	9,051.10
Sherril L. Clemons	8,995.19
Stella Nwokoye-Plus	8,887.24
Suzanne Moeller	8,887.85
Gloria Dominguez	8,623.75
Judy Roman	8,527.99
Candy D. Lewis	8,269.44
Helen Naomi Godswill	8,254.82
Kathleen C. Savorgnan	8,113.11
Kimberly Cavarretta	8,046.50
Kathy Monahan	8,044.58
Linda Christenson	8,027.44
Deborah K. Hack	7,859.93
Sylvia Limon Martinez	7,584.65
Patti Maxwell	7,393.30
Lisa Anne Harmon	7,380.77
Carmen Nunez	7,331.45
Jeanette M. Thompson	7,326.77
Alicia Blivens-Jones	7,305.08
Mary Lou Ardohain	7,257.43
Olufunke Monisola Akinkun	7,217.33
Mary Jo Dallen	7,177.44
Liz Whitehouse	7,110.38
Ann Clement	7,098.46
Amy J. Spence	7,095.37
Mary Sharon Howell	7,048.29
Connie A. Brinker	6,963.29
Augusta C. Oyenemere	6,962.79
Aimee Elizabeth Power	6,921.04
Michelle L. Mathews	6,865.42
Marlie R. Yunger	6,809.74
Kemil E. Madunta	6,802.65
Sonya F. Goins	6,799.13
Candace Laurel Carlson	6,783.33
Mary Alice Dell	6,756.45
Gina Beekley	6,645.11
Diane Covington	6,630.12
Mimi A. Novak	6,488.86
Patricia Oneyse	6,457.18
Debbie A. Elbrecht	6,345.48
Lae A. McCarthy	6,265.99
Karen Pappas	6,109.55
Jann Fargnoli	6,093.22
Peggy Young	5,974.32
Stacey P. Nelson	5,947.17
Laurie Hallcock	5,941.57
Donna F. KNOTTS	5,928.22
Maggie G. Shake	5,881.77
Shay Akin	5,876.06
Gaynell L. Kennedy	5,835.98
Lea L. Patterson	5,811.06
Sue Cox	5,760.88
Jan Martino	5,750.49
Dori M. Fennell	5,727.86
Julie Smith	5,604.69
Anne Weldenweber	5,568.94
Donna Clark	5,553.43
Modupe M. Bajomo	5,530.48

Cissy E. Warren	5,526.15
Cheryl O. Fulcher	5,508.31
Michelle Semper	5,501.71
Linda Leonard Thompson	5,471.21
Krystal D. Downey-Shada	5,468.38
Elizabeth Medemach	5,458.68
Lisa V. Bauer	5,438.72
Linda Sigle	5,425.24
Rose Mary Neel	5,412.41
Rocio Rebolgar	5,367.94
Cathy G. Huhta	5,356.14
Maribel Marks	5,332.78
Gale Elliott	5,327.14
Carol Fehr	5,269.42
Donna O. Pruitt	5,241.64
Janie Ripley	5,236.33
Gina M. Gildone	5,235.95
Linda Omene	5,199.51
Jan Maloney	5,146.57
Corrin Cresci	5,133.93
Jacqueline N. Alford	5,132.74
Barbara L. Harrison	5,125.17
Dora L. Issa	5,113.76
Deborah S. Bailie	5,113.49
Tracy Ley	5,110.60
Annette L. Beasley	5,106.51
Cathleen Walter	5,102.17
Florence N. Ohen	5,100.94
Lupita G. Ramirez	5,088.61
Teri A. Nichols	5,080.54
Nina Borislavov Shull	5,072.43
Laura Sainz Rivera	5,051.86

### Sapphire

Paola J. Ramirez	\$16,847.71
Tracy Potter	11,165.24
Pilar Najera	10,848.89
Julia Mundy	10,842.16
Gladis Elizabeth Camargo	10,809.26
Kristi M. Nielsen	10,399.32
Jill Neal	9,917.04
Judy Weaver	9,454.45
Lady Ruth Brown	9,432.60
Ann W. Sherman	9,344.56
Alison Renee Jurek	9,311.36
Moleda G. Dailey	9,085.89
Melva M. Slythe	9,018.53
Cheryl T. Anderson	8,917.31
Blanca Celia Caceres	8,862.32
Ruby Garner	8,821.80
Heather A. Plasencia	8,732.49
Jill Beckstead	8,656.85
Lynn Baer Roberts	8,417.62
Lorraine B. Newton	8,408.83
Candy I. Johnston	8,281.80
Judy K. Johnson England	8,412.18
Zasha Noel Lowe	8,133.00
Elizabeth McCandless	7,939.31
Kim B. Roberts	7,914.05
Rinne E. Lane	7,526.84
Lita E. Siqueiros-Avila	7,511.97
Jennifer Bessey	7,427.66
Linda L. Quillin	7,350.00
Kimberly D. Starr	7,346.05
Cheri L. Taylor	7,309.52
Delmy Ana Torreyon	7,245.65
Catalina T. Barahona	7,143.21
Wendy Clausen	7,067.44
Angie S. Day	6,963.02
Tammy Romage	6,962.06
Jami B. Hovey	6,908.48
Tasha Bergman	6,905.89
Alejandra Zurita	6,817.18
Diana E. Frausto	6,861.67
Anna Gallagher	6,857.21
Dolores Keller-Wills	6,834.14
Ann Ferrell Smith	6,831.96
Sylvia Boggs	6,818.32
Julie M. Moreland	6,691.51
Ana Maria Barba	6,659.21
Podi L. Feller	6,641.86
Jam Garner Moore	6,577.89
Randi Stevens	6,566.11
Ana Ruth Gomez	6,495.90
Peggy B. Sacco	6,490.85

Phyllis I. Pinsker	6,397.99
Joanna Helton	6,386.16
Robyn S. Cartmill	6,357.52
Barbara Olesen Randall	6,165.31
Elaine B. Lewis	6,096.82
Romelia Bjornnes	6,052.21
Barbara J. Puckett	6,029.84
Lynn A. Cervini	6,006.82
Mirna Mejia	5,993.05
Mary Goss	5,987.56
Jeannie Helm	5,938.23
Kathy R. Bullard	5,889.45
Barbara A. Tyler	5,829.59
Nita Ann Godwin	5,813.15
Marie Pfarr	5,809.00
Brynn M. Blalock	5,807.08
Theresa Kusak-Smith	5,781.86
Maria G. Diaz	5,770.49
Andrea I. Zalac	5,762.22
Gloria Stake Miller	5,730.96
Jennifer L. Semelsberger	5,686.95
Judy L. Staats	5,621.81
Nancy W. Pettaway	5,555.72
Mary G. Leon	5,473.79
Kim Williams	5,436.80
Natalie Reed	5,432.61
JoAnna P. Shippe	5,430.21
Linda Klein	5,417.94
Mary C. Schmid	5,417.62
Danice C. McEldowney	5,357.76
Virginia E. Curry	5,344.70
Anabel S. Cantu	5,344.06
Olga Talavera	5,295.08
Betty Wilson	5,294.53
Petie L. Huffman	5,294.44
Marie G. Miller	5,293.02
Silvia Padilla	5,263.66
Roxanne McInroe	5,250.52
Mary G. Gronholz	5,247.12
Frances Woodham	5,240.44
Binta Touray Jagne	5,233.17
Wendy S. Coltrain	5,225.92
Norma Hood	5,225.00
Magdalena Rodriguez	5,219.45
Patsy A. Glunt	5,217.47
Roberto Castillo	5,215.85
Marty Ulmer	5,197.86
Deanne Black	5,196.57
Barbara D. McKeenly	5,182.45

### Emerald

Auri Hatheway	\$13,954.96
Hollie R. Sherrick	11,978.37
Candy Jackson	10,267.20
Michelle Martella Armes	10,105.47
Maritza Lanuza	9,476.41
Denise G. Kucharski	9,352.45
Heather A. Carlson	9,085.19
Marianne L. Anderson	8,771.50
Helen Asare Jakpor	8,744.80
O'Nelly Encarnacion Gomez	8,670.24
Nancy A. Berlin	8,548.61
Rose Campbell	8,461.14
Evalina Chavez	8,427.20
Pam Robbins Kelly	8,265.73
Paula Vander Vorste	8,114.11
Talvia W. Peterson	7,926.00
Nancy L. DeFina	7,710.21
Sheri L. Farrar-Meyer	7,707.81
Haydee Guzman	7,649.01
Laura A. Armstrong	7,590.02
Tanya Olivia King	7,360.49
Aluska Entenza	7,346.42
Paul P. Oliveira	7,323.49
Robin S. Moody	7,313.20
Anita Rodriguez	7,281.11
Nancy A. Coleman	7,256.03
Pamela Rowe Krzmarzick	7,047.42
Barbara Pleet	7,015.11
Abigail Madrid	6,883.03
Valerie Yorkie	6,777.21
Hope S. Pratt	6,729.55
Barbara Gizzo	6,681.94
Maria Grey Boza	6,590.31
Nancy Harder	6,573.71
Yaleska Feliciano Rios	6,540.06

Traci L. Smith	6,531.90
Joyce Young	6,501.31
Ima Ortiz	6,446.35
Yolanda Lopez	6,362.52
Trish Reuser	6,359.12
Frankie Clapp	6,339.04
Debbie L. Bower	6,333.88
Maria R. Alcaide	6,249.62
Celsa Menjivar	6,171.94
Marina Sanchez Ramirez	6,123.08
Judith E. Cotton	6,090.07
Elaine K. Williams	6,086.85
Mayra Smalley	6,084.66
Brenda D. Elliott	6,076.10
Luz Fernandez	6,062.12
Stacy D. Foust	6,035.90
Myrna I. Colon	6,032.89
Karen A. Jorgenson	6,025.23
Pat Forehand	6,005.02
Lorena M. La Rosa	5,924.38
Donna M. Sullivan	5,922.83
Elaine Oatmeyer	5,909.21
Kimbi L. Bartik	5,902.94
Tara C. McLaughlin	5,873.69
Vicki Powell	5,845.18
Nancy Graham	5,837.93
Kathleen L. Holmberg	5,772.18
Candice M. Santomauro	5,740.61
Stacy S. Gilson	5,695.36
Joan F. Ragas	5,626.17
Charlotte Mantooth	5,621.32
Ayobami O. Olusa	5,612.77
Emily Stone	5,608.55
Silvia Valencia	5,599.86
Trisha Taylor	5,590.55
Maria Sanches	5,522.27
Antonia Miranda	5,516.42
Maria Bertha Godinez	5,478.67
Diane K. Autry	5,452.56
Tandy L. Ludin	5,445.11
Michelle McLaughlin	5,423.96
Carol M. Fulton	5,403.41
Denise M. Sowder	5,331.02
Flavia A. Rivera	5,314.98
Carol Taylor	5,308.56
Carolyn L. DeGroat	5,295.26
Linda Bradley	5,252.70
Cathy Kazzi	5,232.63
Dana G. Berry	5,232.49
Caren Crosby Fields	5,207.01
Shawna D. Schneider	5,190.61
Julie B. Potts	5,167.65
Lynne Worcester	5,139.27
Nancy S. North	5,103.79
Gloria E. Sandoval	5,085.67
Jo M. Cotton	5,078.71
Ann Shears	5,075.07
Rachelle Lea Brinker	5,066.15
Julie A. Griffin	5,058.50
Melissa Ann Beckett	5,058.29
Nora L. Clavijo	5,054.48
Silvia Ramos	5,040.47
Gisela Rodriguez	5,040.46
Susie J. Serio	5,030.98
Rosemary Mitchell	5,029.08

### Pearl

Jeanie Martin	\$16,737.34
Mary C. Estupinan-Martel	12,230.62
Kristin Myers	10,477.27
Nadine Bowers	9,968.95
Alma Orrosetti	9,867.24
Kathryn L. Engstrom	9,709.18
Anita N. Conley	8,825.63
Lisa Allison	8,691.37
Patty Webster	8,658.06
Susan M. Hohlman	8,558.28
Cindy Machado	8,443.11
Roya M. Mattis	8,408.75
Kim L. McClure	8,408.04
Betsy C. Richard	8,283.43
Dorothy D. Boyd	8,192.92
Shari M. Kirschner	8,140.70
Julia Sander Burnett	8,114.19
Jeanie K. Navkal	8,059.46
Lisa Olivares	8,033.10

Amie N. Gambolan	7,969.76</
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# 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 July 2007.

## Top National Sales Directors — Commissions and Bonuses



**Barbara Sunden**  
\$106,715  
DIAMOND



**Linda McBroom**  
\$49,311  
RUBY



**Gayle Gaston**  
\$99,864  
SAPPHIRE



**Kathy Helou**  
\$49,452  
EMERALD



**Nan Stroud**  
\$57,613  
PEARL

## Top Sales Director—Personal Sales

<b>DIAMOND</b> — Ava Lynn Roberts, <i>Go Give Area</i> .....	\$15,763
<b>RUBY</b> — Sheila K. Valles, <i>R. Evans Area</i> .....	\$16,185
<b>SAPPHIRE</b> — Ida A. Powell, <i>R. Tarbet Area</i> .....	\$11,360
<b>EMERALD</b> — Denise Marcelt, <i>S. Alexander Area</i> .....	\$11,124
<b>PEARL</b> — Angela R. Douglass, <i>Go Give Area</i> .....	\$11,105

## Top Beauty Consultant—Personal Sales

<b>DIAMOND</b> — Kathleen Jean Neal, <i>V. White Unit, Go Give Area</i> .....	\$21,707
<b>RUBY</b> — Uchegbu Nwabunwann Loretta, <i>D. Ibe Unit, Go Give Area</i> .....	\$17,201
<b>SAPPHIRE</b> — Kristy Michelle Cotten, <i>K. Roberts Unit, G. Gaston Area</i> .....	\$17,011
<b>EMERALD</b> — Yuko Yasuma, <i>M. Bradenburgh Unit, Go Give Area</i> .....	\$18,045
<b>PEARL</b> — Kattena Garnas, <i>D. Sands Unit, M. Myers Area</i> .....	\$16,912

## Top Unit — Estimated Retail Production

<b>DIAMOND</b> — Pat A. Nuzzi, <i>L. Madson Area</i> .....	\$138,520
<b>RUBY</b> — Ekene S. Okafor, <i>Go Give Area</i> .....	\$132,554
<b>SAPPHIRE</b> — Paola J. Ramirez, <i>L. Ceballos Area</i> .....	\$99,150
<b>EMERALD</b> — Auri Hatheway, <i>D. Wiegandt Area</i> .....	\$88,579
<b>PEARL</b> — Jeanie Martin, <i>S. Miller Area</i> .....	\$106,107

## Top Team Builder

<b>DIAMOND</b> — Sales Director Maritza O. Lewis, <i>A. Mallory Garrett-Roe Area</i> .....	17 New Team Members
<b>RUBY</b> — Erin M. Ascher, <i>J. Stark Unit, T. Elvin Area</i> .....	14 New Team Members
<b>SAPPHIRE</b> — Segunda Dias, <i>F. Pena Unit, M. Sibert Area</i> .....	14 New Team Members
<b>EMERALD</b> — Gina C. Joanos, <i>J. Ragas Unit, B. Whitaker Area</i> .....	13 New Team Members
<b>PEARL</b> — Tenika V. Sullivan, <i>J. Knox Unit, A. Tripp-Brewton Area</i> .....	13 New Team Members

## Top Unit Builders Independent Sales Directors with 20 or more new unit members for July 2007.

### Diamond

Amalia Quintana.....	23 New Unit Members
Alexis P. Noe.....	21 New Unit Members
Carmen Ortiz.....	21 New Unit Members
Stella Ozurigbo-Odum.....	21 New Unit Members
Maria M. Amador.....	20 New Unit Members
Evitelia Valdez-Cruz.....	20 New Unit Members

### Ruby

Deborah K. Hack.....	20 New Unit Members
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### Sapphire

Paola J. Ramirez.....	32 New Unit Members
Lorraine B. Newton.....	27 New Unit Members
Katie D. Nichols.....	26 New Unit Members
Rosa Elia Meza-Sanchez.....	25 New Unit Members

Anabel S. Cantu.....	24 New Unit Members
Ana Ruth Gomez.....	24 New Unit Members
Fatima Oralia Pena.....	22 New Unit Members

### Emerald

Celsa Menjiva.....	23 New Unit Members
Maria Grey Boza.....	21 New Unit Members
Mayra Smalley.....	21 New Unit Members
Marianne L. Anderson.....	20 New Unit Members

### Pearl

Ikpenwosa Aiho.....	24 New Unit Members
Holli Thompson Lowe.....	24 New Unit Members
Carrie V. Eddings-Foster.....	22 New Unit Members
Laura Ann Zipay.....	22 New Unit Members
Sharon Smith Wisnoski.....	20 New Unit Members

## New Independent National Sales Director Debut Aug. 1, 2007



**Caterina M. Harris**  
National Sales Director  
Diamond Seminar  
Aug. 1, 2007

## 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?

**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 ©2007 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotters, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Hands & Body, Satin Lips, 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, Lash Lengthening Mascara, Luscious Color, Mint Bliss, MK High Intensity, Pink Link, Pronewal, Satin Smoothie, Smart Wiper and Ultimate Mascara* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# Keep Holiday Sales Humming

## *The Look* Winter 2007

Enroll: Oct. 16 – Nov. 15  
Begins mailing: Dec. 27, 2007  
Cost per customer: 65 cents

A new year can mean a new awakening for customers and your business! By enrolling customers to receive the winter issue of *The Look* through the Preferred Customer Program, you can offer customers fabulous new products to get the year off to a stellar start! Customers who receive this issue will be the first to sample two new Mary Kay® Creme Lipstick shades: Rich Cocoa and Berry Kiss. Customers will also learn about the Mary Kay® Lip Clutch that can be their gift with purchase. Plus, hostesses should be thrilled to discover how they can earn the exclusive *Twice as Nice* watch with an elegant reversible band when they hold a class with \$200 in total retail sales and one booking.



## 2007-2008 Preferred Customer Program Consistency Challenge

You'll want to be sure to stay on track to achieve this year's Preferred Customer Program Consistency Challenge. This year, you can take a step up to success as you build your customer base. When you enroll 45 or more new or existing customers to receive *The Look* mailing each quarter through Summer 2008, you can receive recognition at special events and this beautiful "I build customers for life" pin. Simply enroll customers to receive the Winter 2007 Preferred Customer Program mailing of *The Look* from Oct. 16 through Nov. 15. For complete details, visit the Mary Kay InTouch® Web site.



## Mini Satin Hands® Pampering Set – Smooth Sales

Customers are sure to go peachy over the Fall/Holiday 2007 gift with purchase: a Mini Satin Hands® Pampering Set. The set includes travel-sized Satin Hands® Satin Smoothie™ (2 oz.), Satin Hands® Hand Cream (.75 oz.) and Extra Emollient Night Cream (.42 oz.) with a mini version of the peach-colored gift bag. This handy set is great for stashing in purses, briefcases or cosmetic carriers for a quick pampering session on the run. While only the fall/holiday Preferred Customer Program mailing of *The Look* features this gift with purchase, Independent Beauty Consultants can find

a gift-with-purchase flier available Dec. 16 on the Mary Kay InTouch® Web site for printing and distributing to customers. Limited edition, while supplies last. Pack of five, \$20



(Not actual cover.)

## Send a Customer Valentine Card With Gift Ideas

### Winter 2007 Month 2 Mailer

Enroll: Oct. 16 – Dec. 15  
Begins mailing: Jan. 25, 2008  
Cost per customer: 40 cents

This Valentine's Day, celebrate the friendships you've made with customers by sending them a Valentine's Day greeting card and gift guide all in one. The Valentine's Day Month 2 mailer is a great way to show appreciation and is sure to touch your customers' hearts! To send this beautiful card with gift ideas for him and her, be sure to enroll your customers in the Preferred Customer Program by Dec. 15. The mailer also sends customers to your Mary Kay® Personal Web Site where they can experience the Valentine's Day Virtual Event from Jan. 16 to Feb. 14 that features more gifts, tips and a look for Valentine's Day that's all about loving who they are. Plus, by sending this mailer, you'll be saving yourself time and money. Now that's something to love! To enroll in Preferred Customer Program mailers, visit the Mary Kay InTouch® Web site.



“Strangely enough, the more you give, the more you receive. All you send into the lives of others does indeed come back into your own.”

– Mary Kay Ash

# A Heart for Giving

When Mary Kay Ash created her ideal company back in 1963, her dream to offer women unlimited business potential was considered by many to be just that, a dream. All these years later, her opportunity has far surpassed her original vision. Her Company and the Mary Kay Ash Charitable Foundation have become important, nationally acknowledged instruments for improving women's lives well beyond their business goals.

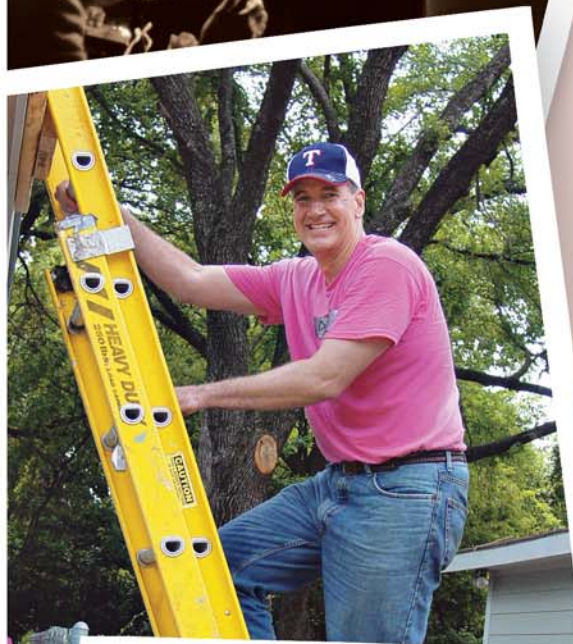
Did you know, for instance, that Mary Kay helped create the first women's shelter in Dallas, The Family Place, in 1978? Since then, the Company has generously supported women's shelters around the country with financial and product donations – raising awareness through education and influencing decision-makers who can extend hope and help to survivors of abuse. We've donated millions of dollars in products and services and collaborated with Habitat for Humanity® to build homes for deserving families.

Since its inception, the Mary Kay Ash Charitable Foundation has been funding research into cures for cancers that affect women and, in more recent years, has worked to end violence against women. This fall, Mary Kay Inc. enters an even more exciting philanthropic era, thanks to a new Global Corporate Social Responsibility Strategy designed to extend its charitable reach even further.

## Mary Kay Ash Charitable Foundation

The Foundation's dedicated work to end suffering from cancer and abuse includes Company contributions and the help of Mary Kay independent sales force members like you. Together we continue to touch lives across the nation as we did when we collected and donated cellular telephones for women at risk, underwrote groundbreaking television programs to raise abuse awareness, and much more. And to think we've just begun . . .

Left: Our Founder began a tradition of giving that continues today through Mary Kay Inc. and the Mary Kay Ash Charitable Foundation. Company employees and members of the independent sales force have built homes for deserving families, raised funds for cancer research and worked to end violence against women as part of our dedication to corporate social responsibility.





## Cancer Research: We're on the Front Lines

Mary Kay Ash Charitable Foundation grants have made national news for supporting breakthrough research. Linking with the National Cancer Institute and the U.S. Department of Defense Breast Cancer Research Program, the Foundation paved the way for researchers to identify a new biomarker that could lead to earlier detection and more effective treatment. The resulting discovery of the structural protein "nestin" could help formulate diagnostic tools where none existed before. The Foundation and Massachusetts General Hospital Cancer Center together funded another study in which researchers identified a resistant form of breast cancer and an innovative course of new treatment.

This year, the Foundation awarded 13 grants of \$100,000 each, totaling \$1.3 million, to extend the fight against these and other cancers that affect women.

## Providing Safety in a Storm

According to the Family Violence Prevention Fund, as many as 10 million children may be exposed to domestic violence each year. That heart-wrenching fact motivated the Foundation to initiate and fund the power-



Independent National Sales Director Bea Powell; Independent National Sales Director Emeritus Rita Potter; Independent National Sales Director Joyce Z. Grady; Independent Executive National Sales Director Kathy Rasmussen; and Independent Senior National Sales Directors Jean Santin and Joan Chadbourne, and their "pink parade," made an impact on Capitol Hill.

ful PBS special "Breaking the Silence: Journeys of Hope" and its sequel, "Breaking the Silence: Children's Stories." In support of the Violence Against Women Act, Independent National Sales Directors and Independent Sales Directors converged on Washington, D.C., in 2005 and positioned their pink Cadillac Career Cars in a visually stunning stream in front of the Capitol building, symbolizing the deep commitment of Mary Kay Inc., the inde-

## Together, We're the Ideal Team to Score Results

Almost all of us have played a team sport, but when the outcome can literally make a life-and-death difference to countless women, everyone wins. And that's what happens when the Mary Kay independent sales force "teams up" with the Mary Kay Ash Charitable Foundation.

Past sporting events have been highly successful fundraisers. In Fresno, Calif., the Fresno Falcons' "Pink at the Rink" was the largest

sporting event in the area's history. These dedicated games, such as the Frisco RoughRiders' "Paint the Park Pink" event in August

in Frisco, Texas, raise funds by allocating a set amount from every ticket to benefit the Foundation. This season, the Women's National Basketball Association is working with independent sales force members to stage fundraising events across the country.

For the past three years, the Foundation also has sponsored the annual MK5K™ Fun Run and Walk, raising more than \$150,000 for cancer research. A number of Independent Beauty Consultants have followed suit and organized fun runs in their areas to benefit Foundation causes. This year, the Southern Branch held its first Annual MK5K™ event, a resounding success that reinforced a spirit of community among all involved.

## Habitat for Humanity®: Opening Doors to New Lives

Collaborating with Habitat for Humanity® provides a unique opportunity for Mary Kay employees to extend the Go-Give® spirit in hands-on fashion, as they donate their time and physical labor. The majority of those applying for and buying Habitat homes are women and mothers, and partnering with them allows us to continue the Company's tradition of "Enriching Women's Lives<sup>SM</sup>," turning houses into homes for deserving families.

After the wrath of Hurricanes Katrina and Rita left thousands homeless along the Eastern seaboard and the Gulf of Mexico, the Company stepped in with funds for Habitat houses in Louisiana and Alabama and has funded other Habitat houses in the Dallas area. Overall, the Company committed more than \$1 million in general hurricane relief and long-term rebuilding efforts, including donations to the American Red Cross, The Salvation Army, the Dallas YWCA and other nonprofit organizations.

## Pitching in With Product: Donations Can Make the Difference

The Look Good . . . Feel Better® public service program provides a cosmetic kit prepared for the special needs of women facing cancer treatment. Last year Mary Kay donated more than \$300,000 to Look Good . . . Feel Better® and the Volunteer Center in Dallas. Over the years, millions of dollars in Mary Kay® product donations have helped comfort and sustain disaster victims, the homeless, the ill, the elderly and those physically and financially challenged.

To learn more and to contribute to the Mary Kay Ash Charitable Foundation, please go to the Mary Kay InTouch® Web site.



# Becoming Your Own Best Friend

“Looking back, I can honestly say that personal growth has been one of the greatest gifts of my Mary Kay business, an essential element in becoming the leader I am today.”





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Whatever pace you've chosen for your Mary Kay business, no doubt you've had your share of exciting moments. It's taking time to achieve your goals, but after all, what could match working hard, building your business and pulling yourself up your own ladder of success as you define it?

Or have you wondered if there's something more? Some other dimension to success? Have you come to the point when you realized there's more to learn about the leader within you, more to master so that you, in turn, can lead others to become their best as well? One woman says her journey to self-understanding is an investment of time she'll never regret . . . nor forget.

Even before she started her Mary Kay business, while she was still a full-time mom, **Independent Executive Senior Sales Director Barbara Harrison of Escondido, Calif.**, in the **Independent National Sales Director Patricia Lane Area**, was longing to grow.

Then one day 18 years ago, this pastor's wife stepped into a pink world, and once exposed to Mary Kay's positive philosophies, she saw herself in a whole new light. "I had always thought I was a positive person. The truth is, before my Mary Kay experience, I had issues. I just didn't *know* I had issues!" she admits with a laugh. "Seeing through Mary Kay's eyes, I suddenly realized I was positive about everyone but *me*."

Self-esteem wasn't the only issue troubling Barbara. "Deep down, I always felt there was more to me than I was using, but before Mary Kay, I didn't know how to tap into it. Now, looking back, I can honestly say that personal growth has been one of the greatest gifts of my Mary Kay business, an essential element in becoming the leader I am today. Every time I've hit a wall or thought I had reached my limits, I've learned a new insight or skill that's taken me even farther."

## Tools for the Task

As an entrepreneur, Barbara has learned a secret or two about self-starters. "The No. 1 weapon in the arsenal of the self-employed woman is her ability to educate herself," she says. "We don't have to wait for someone to rescue us, teach us or fix us. We find our own answers. We learn to recognize and correct what we lack."

But the task is more seamless with the right tools.

Barbara is grateful that she connected with LearnMK® teaching materials, which she calls a blessing. "CDs have saved me many times," she says. "I listen to them constantly, some dozens of times. I've probably heard **Independent Executive National Sales Director Emeritus Maxine Sandvig's** farewell speech a hundred times, and **Independent Elite Executive Senior Sales**

**Director Melinda Balling's** speech on 'abundance mentality' got me through many negative thought processes. **Independent Elite Executive National Sales Director Gloria Mayfield Banks** on 'charisma,' **Independent Senior National Sales Director Kathy Helou** on 'goal-setting' – these women and many more are my friends and mentors each morning as I get ready for the day!"

Other LearnMK® materials, such as the *Set the Pace for Success* series, win high marks from Barbara too. "In my opinion, the *Set the Pace for Success* CD series is the best specific education the independent sales force has ever had," she says. "Each track contains an individual script taught in short segments by several women, a format that provides a wonderful range of input. I use the series at meetings and order it for new Independent Beauty Consultants." She adds with a smile, "You're making your business too hard if you're not using it!"

## From Cover to Cover

But Barbara reserves a special place in her heart for one particular teaching tool. "Working through the LearnMK® *And Then Some* journal/CD helped me feel like part of the larger Mary Kay world," she shares, "like I wasn't the only one who was struggling with certain issues."

She first completed the 13-week journal alone, then worked through it again with some of the women in her unit. "I think we're all looking for ways to grow, to better understand ourselves and expand our thinking. Women want to become more, but often we don't know how to start. *And Then Some* provides a track to run on." Her eyes twinkle. "It's like having our own Oprah journal just for Mary Kay Independent Beauty Consultants!"

Pointing out that *And Then Some* chapters cover "essential aspects" of Mary Kay success, Barbara relates how she and her unit found it simple to understand and apply each topic. "And the CD! The CD is priceless," she



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enthus. “Each track is taught by top Mary Kay leaders and coincides with all 13 weeks of the journal. We used Mary Kay’s inspiring quotes from one page as our affirmation every week. Anything that helps us become our best self has a positive impact on our business. I could tell right away that the areas the journal addresses – such as focus, abundance, influence and self-belief – would help me create a better ‘me.’”

The chapter on “focus” was particularly powerful for her. “I kept asking myself as I worked through the *Weekly Plan Sheet*, ‘Am I truly living in the moment, or am I simply caught up in the relentless pursuit of what’s next?’” That reflection began her quest to live each moment fully. “I’ve continued to read books on the subject, and I’m growing in my ability to savor the moments of my life instead of rushing on to the next obligation,” she says. “To appreciate my life fully, *now*, is a great achievement.”

The journal’s section on “abundance” reminded her of little-girl dreams she had relinquished long ago. The section on “influence” emphasized the importance of her words, both spoken and written. “I started writing more postcards and intentionally encouraging others more often,” she shares. “One of the Independent Sales Directors who completed the study said she’d never thought her words made much difference before. Afterward, she spent a week deliberately encouraging her unit members, and their positive reaction changed her life. She became aware that she was a powerful woman in others’ lives. It was incredible to watch the process unfold.”

A spiritual person by nature, Barbara now sees her journey as more than just an exercise in self-improvement. “I believe that choosing to grow and develop and become the woman God envisioned us to be is part of our worship,” she says. “Our growth in turn affects our ability to influence women, as we carry on Mary Kay’s legacy. What I develop in myself, I can give to others. I love this journey and the tools the Company has provided to make the most of it”

Barbara recalls again those days before Mary Kay. The contrast between the woman she was then and the woman she has become still astonishes her. “Seeing ourselves as we really are is a gift that allows us to keep growing. I deeply appreciate what I’ve learned through my Mary Kay business, the insights I’ve gained that reveal my personal progress. The only thing more worthwhile is helping someone else reach her own personal best.”

To order the *And Then Some* journal/CD, see the Consultant order form in this issue of *Applause*® magazine. For more information or to order the *Set the Pace for Success* CD series and other great LearnMK® materials, log on to the Mary Kay InTouch® Web site.



# Reflections From Mary Kay

“The creed of some businesspeople is caveat emptor: Let the buyer beware. This implies that there is no virtue in business, that it's acceptable to take advantage of the customer if you can get away with it. Undoubtedly, some people will brand me a Pollyanna because I believe the Golden Rule has a place in the business world. In fact, I believe it not only has a place, it is a necessity.”

– Mary Kay Ash



## Dates to Remember

### OCTOBER 2007

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			

### NOVEMBER 2007

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	

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:

**Oct. 1:** National Customer Service Week begins (through Oct. 5).

**Oct. 8:** Columbus Day observed. Postal holiday.

**Oct. 9:** New Independent Sales Director Education begins for Independent Sales Directors who debuted Aug. 1 and Sept. 1.

**Oct. 15:** Postmark deadline to earn the first monthly product bonus.

**Oct. 16:** National Boss's Day. Second monthly product bonus begins. Winter 2007 Preferred Customer Program online enrollment for *The Look* with Valentine Card Gift Ideas Month 2 mailer (monthly and quarterly) and mail enrollment (quarterly) begin. Consultant First Look enrollment begins for the Winter 2007 Preferred Customer Program version of *The Look*, including two *exclusive* samplers of the new Mary Kay® Creme Lipstick in Rich Cocoa and Berry Kiss. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**Oct. 20:** September Career Car qualifier paperwork due to Company.

**Oct. 30:** Fall/Holiday 2007 Preferred Customer Program mailing of the Month 2 *Give Thanks*™ sweepstakes brochure begins. (Allow 7-10 business days for delivery.)

### Next Month:

**Nov. 5:** Last day to receive Winter 2007 Preferred Customer Program quarterly enrollment mail orders.

**Nov. 15:** Postmark deadline to earn the second monthly product bonus. Last day to enroll online for the Winter 2007 Preferred Customer Program mailing of *The Look*, including *exclusive* samplers of the new Mary Kay® Creme Lipstick in Rich Cocoa and Berry Kiss while supplies last.

**Nov. 16:** Third monthly product bonus begins.

**Nov. 20:** October Career Car qualifier paperwork due to Company. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**Nov. 22:** Thanksgiving Day. All Company and branch offices closed. Postal holiday. *Give Thanks*™ sweepstakes begins.

**Nov. 23:** Company holiday. All Company and branch offices closed.

**Nov. 26:** Independent Sales Director Early Offer begins for Winter 2007 promotion.

**Nov. 28:** *Give Thanks*™ sweepstakes ends at midnight Central time.

# In Memoriam



Independent  
National Sales  
Director Emeritus  
Luella Gunter

Independent National Sales Director

**Emeritus Luella Gunter** passed away on Friday, July 20, 2007. Luella is survived by many close, dear friends and thousands of her Mary Kay sisters. She placed a high value on her Mary Kay circle of friends: "My Mary Kay business is something I truly love. It is my family, my life and my joy."

A former accountant, Luella began her Mary Kay business in February 1966, just three years after the Company was founded. She debuted as an Independent Sales Director in April 1969, an Independent National Sales Director in March 1984 and an Independent National Sales Director Emeritus in January 1993. Luella was one of the first recipients of the monthly Go-Give® Award in December 1973. Her honors include being a Top 10 Sales Director three times, Circle of Excellence two times, Circle of Achievement 10 times and New Mexico State Queen for 12 years. As an NSD, Luella earned the use of 20 pink Cadillac Career Cars and was a member of the Mary Kay Millionaires Club, earning more than \$1 million in commissions. As an Emeritus, Luella enthusiastically volunteered her time with the Mary Kay Ash Charitable Foundation, especially during New Independent Sales Director Week.

Luella recalled her first Seminar and being welcomed by Mary Kay Ash herself. "I sensed a sisterhood I had never had. These women really wanted me to have the good life they were enjoying." And in return, Luella deeply appreciated watching women develop the potential they never knew they had. She also believed that family support is a key ingredient to success and praised her late husband, Pres, saying he offered her just the right dose of encouragement mixed with prodding.



Independent  
Senior National  
Sales Director  
Nancy Perry-Miles

Independent Senior National Sales

**Director Nancy Perry-Miles** passed away on March 14, 2007. She is survived by her husband, Bill Miles; three children: son James Perry, and daughters; Christine Dean and Jo-Ellyn Robison; grandchildren: Zachery, Michael, Suzanne, Ali and Jeff; and other family members.

Nancy learned from Mary Kay Ash to consistently hold skin care classes, and she shared the Mary Kay opportunity for 32 years with excitement and commitment. She began her Mary Kay business in September 1974, became an Independent Sales Director in July 1975 and debuted as an Independent Senior National Sales Director in February 2003. Nancy was the recipient of the monthly Go-Give® Award in November 1983. Her honors included being a member of the Circle of Excellence seven times and a member of the Circle of Achievement 16 times, including four times in the Half-Million-Dollar Circle. Nancy earned the use of 14 pink Cadillac Career Cars and was a member of the Millionaires Club, earning more than \$3 million in commissions.

Explaining what she enjoyed most about her Mary Kay business, Nancy said, "It's a people business, and I love people. I love that moment when the light bulb turns on for someone. It's thrilling to watch them break their own belief barrier, as I've had to do many times. When each new Independent Sales Director debuts, I'm the one in tears because I remember when she started, petrified and thinking she couldn't do it, and now look at her – confident, with a whole new life ahead. That's a paycheck of the heart!" Nancy learned what to do to advance her Mary Kay business and then used what she learned to teach and empower other women. She was proud to have Independent National Sales Director Pamela Waldrop Shaw as her NSD offspring.





## Darci™ Says: Don't Miss This Teaching Tool!

Don't forget that the *Sales Force Power Hour*® CD has moved. Beginning with the Sept. 16 Consultant order form, you'll find this fabulous business-building asset under "Team-Building/Educational Materials" in Section 2 of the Consultant order form for just \$1.

## Changes to Hostess Gift Ordering

Based on feedback from you, we'll spend the next few months considering various hostess gift ordering criteria. Our aim is to ensure the exclusivity of quarterly limited-edition hostess gifts to make booking easier and hostesses feel special. These steps are also meant to provide fairness to the broadest number of Independent Beauty Consultants. You'll want to keep in mind that since the quarterly limited-edition gift is simply *one of several incentives* you can offer your customers, the ordering limit should not determine the number of events you hold in a quarter. Other ordering incentives include the Hostess Magnifying Mirror, \$75 in Mary Kay® products for \$35, and your own product rewards offering. So keep checking back on the Mary Kay InTouch® Web site for the most recent ordering criteria.

## BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Oct. 16 – Nov. 15, 2007.

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 Indulge™ Soothing Eye Gel	\$15
\$1,200 sugg. retail/ \$600 wholesale	1 Indulge™ Soothing Eye Gel 1 MK Signature® Eye Primer/Color 101 Cards	\$27
\$1,600 sugg. retail/ \$800 wholesale	2 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards	\$42
\$2,400 sugg. retail/ \$1,200 wholesale	3 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards	\$57
\$3,600 sugg. retail/ \$1,800 wholesale	4 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards 1 Travel Roll-Up Bag	\$72
\$4,800 sugg. retail/ \$2,400 wholesale	4 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards 2 Travel Roll-Up Bags	\$72
\$6,000 sugg. retail/ \$3,000 wholesale	4 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards 3 Travel Roll-Up Bags	\$72
\$7,200 sugg. retail/ \$3,600 wholesale	4 Indulge™ Soothing Eye Gels 1 MK Signature® Eye Primer/Color 101 Cards 4 Travel Roll-Up Bags	\$72

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for the *Ready, Set, Sell!* product bonuses. See the October 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 November 2007.

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."



**Gwen  
Ristow**

**Diamond**  
Independent Senior  
Sales Director

**Began Mary Kay**  
August 1987

**Sales Director Debut**  
May 1991

**Offspring** one first-line

**National Sales Director**  
Diane Underwood

**Honors** Cadillac qualifier; Circle of Honor; monthly Go-Give® Award winner, July, 1997; three-times Consultant Queen's Court of Personal Sales; 12-times Sales Director Queen's Court of Personal Sales; 14-times Circle of Achievement; five-times Double Star Achievement; two-times Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$80,629

**Personal** Lives in Davenport, Iowa. Husband, Bob; sons: Jesse, Josh. **Favorite Quote** "I can do all things through Christ who strengthens me." Philippians 4:13

**Independent Future Executive Senior Sales Director Donna Saguto of East Berlin, Pa.**, says, "Gwen adopted my unit in Moline, Ill., and gives me tips on what she feels my Independent Beauty Consultants need in order to move up. She includes and stretches everyone."



**Ann  
Kuehler**

**Ruby**  
Independent Sales  
Director

**Began Mary Kay**  
April 1989

**Sales Director Debut**  
July 1992

**National Sales Director**  
Pat Danforth

**Honors** Cadillac qualifier; Circle of Honor; two-times Consultant Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$49,294

**Personal** Lives in New Braunfels, Texas. Husband, Joe; sons: Ken, Kris; daughter, Katherine; four grandchildren

**Favorite Quote** "Come near to God and He will come near to you." James 4:8a

**Independent Sales Director Laurie Glomski of Lago Vista, Texas**, says, "Ann has taken care of one of my unit members like her own. I see, in my unit member's eyes and in her words, the love and admiration she has for Ann for all Ann has done for her."



**Marty  
Ulmer**

**Sapphire**  
Independent Future  
Executive Senior Sales  
Director

**Began Mary Kay**  
October 1983

**Sales Director Debut**  
August 1984

**Offspring** four first-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Circle of Honor; Queen's Court of Sharing; 15-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$73,081

**Personal** Lives in Paron, Ark. Husband, John; daughter, Jaclyn

**Favorite Quote** "Congratulations! Today is your day. You're off to Great Places! You're off and away! You have brains in your head. You have feet in your shoes. You can steer yourself any direction you choose. Oh, the places you'll go!" – Dr. Seuss

**Independent Beauty Consultant Bridget Tweedy of Maumelle, Ark.**, says, "Marty nurtures and supports her team and adoptees by keeping us positive, motivated and focused on our goals. She helped me realize I can achieve great things with Mary Kay."



**Mary  
Miller**

**Emerald**  
Independent Senior  
Sales Director

**Began Mary Kay**  
May 2001

**Sales Director Debut**  
February 2003

**Offspring** one first-line

**National Sales Director**  
Doris Jannke

**Honors** Premier Club qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$39,484

**Personal** Lives in Bradenton, Fla. Husband, Walter; sons: Stephen, Michael, Clay; three grandchildren

**Favorite Quote** "The future belongs to those who believe in the beauty of their dreams." – Eleanor Roosevelt

**Independent Sales Director Diane Fralix of Bradenton, Fla.**, says, "Mary travels monthly to a women's prison to hold skin care and color classes to educate inmates about their appearance and help them to transition into the workforce."



**Vicki  
Crank**

**Pearl**  
Independent Executive  
Senior Sales Director

**Began Mary Kay**  
February 1991

**Sales Director Debut**  
August 1992

**Offspring** seven first-line; four second-line

**National Sales Director**  
Joan Chadbourn

**Honors** Cadillac qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$80,425

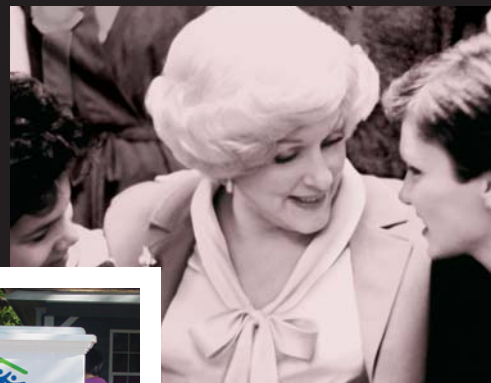
**Personal** Lives in Hampton, Va. Husband, James; son, Christopher; daughter, Jennifer; four grandchildren

**Favorite Quote** "For I know the plans I have for you, declares the Lord, plans to prosper you and not to harm you, plans to give you hope and a future." Jeremiah 29:11

**Independent Sales Director Daretta Burdell of Wildwood, Mo.**, says, "Vicki has been a great leader for several of my unit members since I moved from Virginia to Missouri by welcoming, educating and inspiring them. She wants to see them be successful."



Forty-four years of giving back to the community, enriching lives one woman at a time. And to think Mary Kay Inc. and the Mary Kay Ash Charitable Foundation have only just begun ...



- **Funding research** into cancers that affect women, with \$1.3 million awarded just this year.
- **Helping to end violence against women** with more than \$3 million in contributions to women's shelters in 2007 and ongoing educational efforts to raise awareness and influence decision-makers.
- **Raising well over \$150,000** through sports-related fundraisers, such as the MK5K™ Fun Run and Walk and special days at ballparks.
- **Teaming up with organizations such as Habitat for Humanity®** to build homes for deserving families.
- **Contributing** last year **nearly 30,000 product items**, with a retail value of more than \$300,000 to programs such as Look Good ... Feel Better®.

At Mary Kay Inc. and the Mary Kay Ash Charitable Foundation, we're

*Changing Lives.*

What can you do to help us help others? Learn more at [www.marykay.com](http://www.marykay.com).

MARY KAY ASH  
CHARITABLE FOUNDATION

# Share With Others and the **Rewards** Will Be Yours!

## Queen's Court of Sharing Bee Focused in 2008!

You can go on-target for the prestigious Seminar 2008 Queen's Court of Sharing when you achieve the *Bee Focused!* Challenge. This challenge helps you break down the year-end Queen's Court of Sharing goal into "bite-sized" pieces. By achieving each piece, you'll be steps closer to the ultimate prize!

Independent Beauty Consultants and Independent Sales Directors who:

Add at least 12 qualified\* new personal team members from July 1 – Dec. 31, 2007, will receive a pair of crystal bee earrings.

Add at least 16 qualified\* new personal team members from July 1, 2007 – Feb. 29, 2008, will be recognized at Career Conference 2008 and will receive a crystal bee necklace.

Add at least 24 qualified\* new personal team members from July 1, 2007 – June 30, 2008, will be recognized\*\* onstage in the Queen's Court of Sharing at Seminar 2008. Qualifiers will receive their choice of a special 45th anniversary-edition dazzling diamond and pink sapphire bee pin or ring.

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. The same rules for the maximum number of new team members in a month as for the Queen's Court of Sharing apply.

\*\*A maximum of 13 new actual team members in any calendar month may count toward the 24 required. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.



## MARY KAY®

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