

MARY KAY

NOVEMBER 2018

applause®



Make It a Party!

Turn your Mary Kay business up a notch with everything holiday!



NOVEMBER *Dates*

1

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

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

3

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

10

Early ordering of the new **Winter 2018 promotional items** begins for Star Consultants who qualified during the June 16 – Sept. 15, 2018, quarter and Independent Beauty Consultants who enrolled in *The Look* for Winter 2018 through the *Preferred Customer Program*SM.

Winter 2018 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7 – 10 business days for delivery.)

14

New Independent Sales Director Education begins.

15

Winter 2018 promotion early ordering begins for all Independent Beauty Consultants.

16

Leadership 2019 registration opens to all Independent Sales Directors.

Winter 2018 promotion begins.

22

Thanksgiving Day. All Company offices closed. Postal holiday.

23

Company holiday. All Company offices closed.

29

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

30

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

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

“Why offer your services to one person when you can make it a party! Parties are where you will get the most sales, plus they maximize your time. Everything comes from a party. Booking, sales and potential team members.”

”

Mary Kay

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

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

APPLAUSE[®] magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2018 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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



TRENDING *Now*



Make It a Party!

Small Business Saturday is **Nov. 24**. You're a small-business owner. Make it a party! Offer incentives, promote yourself on social media, partner with another small business. The sky's the limit!

THIS MONTH IN MARY KAY HISTORY



1964
The Company introduces the first men's line, Mr. K, now known as *MKMen*®.



2001
Mary Kay Ash passes away on Thanksgiving Day, her favorite holiday.

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

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

'Tis the Season FOR SALES!

Turn your Mary Kay business up a notch with *everything* holiday! Celebrate your customers and your Mary Kay business. Make the most of the season with fun parties and products to showcase. Here are some idea-starters for you.



BROWS THAT WOW



**MARY KAY® PRECISION
BROW LINER, \$14**



**MARY KAY®
VOLUMIZING
BROW TINT, \$14**



LIMITED-EDITION† MARY KAY® MATTE LIPSTICK, \$18

Collaborating with the most influential trendsetters in Milan, this lipstick intensifies any look. Available in beautifully bold shades.

- Grazie, Violet
- Puro Mirtillo
- Orange Mio
- Red Roma



LIMITED-EDITION† MARY KAY® LASH LOVE® MASCARA, \$15

Mary Kay is committed to bringing an end to domestic violence. In the United States, from Aug. 26 through Dec. 31, 2018, when you purchase this mascara with limited-edition† packaging, Mary Kay Inc. will donate \$1 from each sale of the mascara to *The Mary Kay Foundation*™, which supports women's shelters and survivors of abuse.



LIMITED-EDITION† MARY KAY® EYELASH CURLER, \$12

Makes a great stocking stuffer.



MARY KAY® OIL-FREE EYE MAKEUP REMOVER, \$15

Gently removes eye makeup, including waterproof mascara. Suitable for contact lens wearers, sensitive skin and sensitive eyes. Hypoallergenic, oil-free and ophthalmologist-tested.



FLAWLESS FINISH MARY KAY® TRANSLUCENT LOOSE POWDER, \$16

Provides a sheer, invisible finish on every skin tone to set foundation. Feels weightless, natural and velvety soft. Controls unwanted shine all day. Add the **Mary Kay® Powder Foundation Brush, \$14, for a perfect pairing!**

The best-seller logo/designation refers to top-selling products within the Mary Kay® product line.

†Available while supplies last All prices are suggested retail.

Gifts to Pamper

Bring her comfort and joy, and watch your sales soar!



LIMITED-EDITION† BLISSFUL POMEGRANATE SATIN HANDS® PAMPERING SET, \$36

Set includes Blissful Pomegranate Nourishing Shea Cream, Fragrance-Free Protecting Softener and Blissful Pomegranate *Satin Smoothie*® Refining Shea Scrub in a giftable bag (not shown).

ALSO SOLD SEPARATELY!

Limited-Edition† Blissful Pomegranate *Satin Hands*® Nourishing Shea Cream, \$12

Sets also available in White Tea & Citrus and Fragrance-Free.



SATIN BODY®

Soothing and skin-nurturing with a refreshing white tea & citrus scent.

- SILKENING SHEA LOTION, \$18**
- INDULGENT SHEA WASH, \$18**
- REVITALIZING SHEA SCRUB, \$18**

UNMASK NEW BEAUTY

BENEFIT

PRODUCT

Added Moisture

TimeWise® Moisture Renewing Gel Mask, \$22



Deep Clean

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



Extra Exfoliation

TimeWise Repair® Revealing Radiance® Facial Peel, \$65



Party Prep

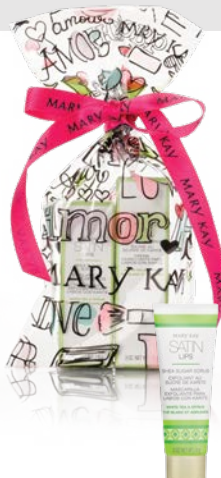
TimeWise Repair® Lifting Bio-Cellulose Mask, \$70, pk./4



MARY KAY® HEADBAND†

Get a **FREE** Mary Kay® terry cloth headband with the purchase of any of these products: *TimeWise Repair*® Revealing Radiance® Facial Peel, *TimeWise*® Moisture Renewing Gel Mask, *Clear Proof*® Deep-Cleansing Charcoal Mask, *TimeWise Repair*® Lifting Bio-Cellulose Mask, Mix and Mask Bundle or *TimeWise Repair*® Ultimate Set. No limits!

†Available while supplies last



SATIN LIPS®, \$22

Formulated with nourishing shea butter and the fresh scent of white tea & citrus, they can leave dry, chapped lips behind, for moisturized bliss in two easy steps. Includes **Shea Sugar Scrub** and **Shea Butter Balm**.



5.9" (L) × 4.5" (W) × 1.9" (H)

Limited-Edition[†]
Holiday Gift Box Set,
\$6.99/3 on Section 1

MARY KAY

5.3" (L) × 2.3" (W) × 1.1" (H)

You're a Gift Guru.

HERE'S WHY!

Personal service. Help her find perfect gifts for any budget. And with the *Mary Kay*® Satisfaction Guarantee, she knows she can trust you.

Try before she buys. She can party and enjoy a relaxing shopping experience with friends. Everyone enjoys some pampering and trying new products, and that can lead to more loyal customers and team members for you!

No hassles. Best news! There's no traffic or crowds or weather to maneuver. AND, if you have a *Mary Kay*® Personal Web Site, you offer the convenience of shopping from home if she prefers.

100% SATISFACTION GUARANTEE

Mary Kay stands behind its products. If your customer is not completely satisfied with a product, it will be replaced without charge, exchanged or refunded when it's returned to you.

8" (L) × 5.9" (W) × 2.7" (H)

Use this flier at parties or drop
in product orders to remind your
customers about your gift services.

Festive Facts



164 million Americans will shop over Thanksgiving Day, Black Friday, Small Business Saturday, Sunday and Cyber Monday.

\$967

Consumers will spend an average \$967 on holiday gifts this year, up 3 percent from last year.



November and December retail sales are expected at \$679 billion, an increase of 4 percent.

Based on the National Retail Federation's survey conducted by Prosper Insights & Analytics.

[†]Available while supplies last



Dream-Making
Magic-Sending
Package-Creating
Bundle-Building
Time-Saving
Gift-Giving Genius ...



Let me be your ...

gift
GURU.

Contact me, your Mary Kay Independent Beauty Consultant, to help you find the perfect gift for everyone on your list.

The Scent OF SALES

Did you know that 45 percent of all U.S. fragrance sales occur October through December?* With prices that range from \$32 to \$50 and scents from spicy to sweet, now's the time to help your customers find a favorite *Mary Kay*® fragrance.

For Her

CITYSCAPE® EAU DE PARFUM, \$50

Notes of red currant, fresh pink pepper, orchid, vanilla beans and velvety amber notes.



MARITZA'S
Best-Seller

THINKING OF LOVE® EAU DE PARFUM, \$32

Features creamy vanilla, spring freesia, French violet and pink honeysuckle. A heart charm is included plus a note to write a heartfelt message.



LIVE FEARLESSLY® EAU DE PARFUM, \$44

Newest fragrance features a blend of Italian bergamot, florals, creamy vanilla and woody notes.



MARITZA'S
Best-Seller

BELARA® EAU DE PARFUM, \$38

A blend of floral and creamy notes.



ENCHANTED WISH® EAU DE TOILETTE, \$36

Features orange oil Brazil, white pineapple, peony, passion fruit, brown sugar and amber.



THINKING OF YOU® EAU DE PARFUM, \$32

Accented with succulent fruits, warm, comforting vanilla and woody notes. Includes a keepsake charm and card to write a special note.

MARITZA'S
Best-Seller



FOREVER DIAMONDS® EAU DE PARFUM, \$40

A blend of tuberose, jasmine, sparkling apricot and peach fruits.



HELP IS HERE!

- Learn about all *Mary Kay*® fragrances and share the [Fragrance eCatalog](#) *Mary Kay InTouch*® > Business Tools.
- You can set up a Scent Station at your parties so guests can try before they buy!

*Source: Euromonitor

All prices are suggested retail.



**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR MARITZA
MURILLO, CONCORD, N.C.**

"I love Mary Kay® fragrances. I keep a basket of retail-sized fragrances with me at all times, decorated with seasonal colors. Just like in department stores, I ask my customers to try. I can sell

immediately from my basket."

**MK HIGH INTENSITY®
COLOGNE SPRAY, \$40**

A blend of ambers, wood plus spicy and soft leathery notes.



**CITYSCAPE® COLOGNE
SPRAY, \$50**

Notes of Italian bergamot, French lavender, rich woods, amber and vetiver.



For Him

**DOMAIN® COLOGNE
SPRAY, \$38**

Notes of crisp macintosh, desert sage, juniper berry, icy mint, black vanilla bean and musk.



MARITZA'S
Best-Seller

**MK HIGH INTENSITY® SPORT
COLOGNE SPRAY, \$40**

Notes of gin berry and icy bergamot, liquid oxygen accord, cardamom, birch and ambers.



Maritza's Tip!

"It helps to wear a Mary Kay® fragrance. When you smell good, others ask what you're wearing, which opens the door to a sale!"

Holidays AT HEART

While giving back is year-round, the holidays are a perfect time to reflect and help others in need.

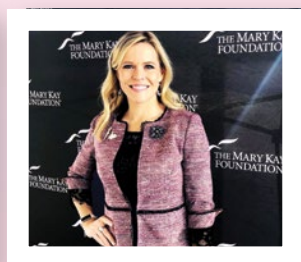
The Mary Kay FoundationSM *transforms lives every day, supporting programs that focus on ending domestic violence and eradicating cancers affecting women.*

DONATING IS EASY AND IMPACTFUL.

More than 97 cents from every dollar donated goes directly to The Foundation's mission.

THREE WAYS TO HELP NOW

1. Host a holiday fundraiser in your community.
2. Add a Foundation donation to your next order.
3. Sign up as an Ambassador to help raise awareness for The Foundation and its mission.



Without YOUR support, *The Mary Kay FoundationSM* cannot achieve its mission and continue Mary Kay Ash's legacy of giving!



More than
97%

of your donation goes directly to support cancer research and programs to prevent domestic violence.

1 ^{IN} **3**

women **will be diagnosed** with **cancer** in her lifetime.

1 ^{IN} **4**

women in the United States will experience **domestic violence** in her lifetime.



**VISIT MARYKAYFOUNDATION.ORG
FOR DONATION DETAILS.**



Sonia Pérez



Kathy Helou



Gloria Mayfield Banks



Patricia Turker



Pamela Waldrop Shaw

ALL IN *On You!* *¡AL CIEN contigo!*

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



Anabell Rocha



Cindy Williams



Stacy James



Lisa Madson



Dayana Polanco

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

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

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

INNER CIRCLE / CÍRCULO
INTERIOR

\$600,000
Sonia Páez

\$53,176
Kathy Helou

\$550,000
Gloria Mayfield Banks

\$450,000
Patricia Turker

\$400,000
Pamela Waldrop Shaw

\$350,000
Cindy Williams

\$325,000
Stacy James

\$28,380
Lisa Madson

\$25,842
Gay Hope Super

\$25,643
Lupita Magaña

\$25,210
Dacia Wiegandt

\$15,519
Maggie Nevárez

\$15,495
Kimberly R. Copeland

Anita Tripp Brewton

24,002
Julianne Nagle

22,784
Sandy Valerio

22,490
Cyndee Gress

22,234
Kerry Buskirk

21,630
Cindy Fox

20,835
Connie Kittson

20,818
Debi Moore

20,412
Lorraine B. Newton

23,805
Morayma Rosas

21,191
Sara Pedraza-Chacón*

20,639
Pamela A. Fortenberry-Slate*

19,378
SuzAnne Brothers*

19,245
Diane L. Mentipty

17,394
Maggie Nevárez*

16,726
Davanne D. Moul*

15,177
Somer Fortenberry

15,033
Paola J. Ramírez

14,765
Phyllis R. Sammons*

14,571
Valerie J. Bagnol*

14,046
Julianne Nagle*

24,763
Debra M. Wehrer

13,057
Alicia Lindley-Adkins*

12,356
Janis Z. Trude

12,136
Ruth L. Everhart

11,939
Lupita Díaz

11,458
Evalina Chávez

11,242
Elizabeth Sánchez

10,999
Dawn Otten-Sweeney

10,887
Sylvia Kalicak*

10,870
LaRonda L. Daigle

10,458
Gladis Elizabeth Camargo*

10,133
EMERALD/ESMERALDA

Gloria Mayfield Banks***

\$69,345
Sonia E. Páez**

58,878
Patricia Turker**

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Dayana Polanco*

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MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in July 2018./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en julio de 2018.

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

SAPPHIRE/ZAFIRO, Lunie Pierre, <i>Sapphire Go-Give Area</i>	\$103,674
EMERALD/ESMERALDA, Hilda L. Moreno, <i>S. Arriola Area</i>	\$83,786
DIAMOND/DIAMANTE, Amy Kemp, <i>Diamond Go-Give Area</i>	\$65,794
RUBY/RUBÍ, Kali DeBlander Brigham, <i>K. DeBlander Area</i>	\$69,374

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

SAPPHIRE/ZAFIRO, Angela P. LaFrance, <i>Go-Give Area</i>	\$10,987
EMERALD/ESMERALDA, Tracy A. Clymer, <i>C. Bill Area</i>	\$9,428
DIAMOND/DIAMANTE, Kelly M. Freeman, <i>K. Ford Area</i>	\$17,825
RUBY/RUBÍ, Margaret M. Leonelli, <i>Go-Give Area</i>	\$12,965

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

SAPPHIRE/ZAFIRO, LaTrese Smith, K. Kirk Unit, <i>K. Copeland Area</i>	\$15,957
EMERALD/ESMERALDA, Vicmar E. Naveda, A. Urdaneta Castro Unit, <i>D. Polanco Area</i>	\$11,341
DIAMOND/DIAMANTE, Gisela E. Padovani, Y. Holguin Unit, <i>Go-Give Area</i>	\$22,711
RUBY/RUBÍ, Justin Martin, M. Shipp Unit, <i>C. Williams Area</i>	\$22,965

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO, Michelle L. Charping, S. Fortenberry Unit, <i>S. Fortenberry Area</i>	14 New Team Members
EMERALD/ESMERALDA, Sales Director Judith W. Willis, <i>G. Banks Area</i>	13 New Team Members
DIAMOND/DIAMANTE, Gisela E. Padovani, Y. Holguin Unit, <i>Go-Give Area</i>	12 New Team Members
RUBY/RUBÍ, Sales Director Tassiane Assis, <i>Go-Give Area</i>	15 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

SAPPHIRE/ZAFIRO

Lunie Pierre	38 New Unit Members
Karla M. Reno	27 New Unit Members
Emily R. Lopez	25 New Unit Members
Marcia DaCosta	24 New Unit Members
Tehrie Ned	24 New Unit Members
Micaela Champagne	23 New Unit Members
Herendira Garcia	23 New Unit Members
Rheanonda R. Johnson Gray	23 New Unit Members
Stacy O. Ervin	21 New Unit Members
Patrice M. Smith	21 New Unit Members

EMERALD/ESMERALDA

Yosemy Mora	31 New Unit Members
Judith W. Willis	26 New Unit Members
Delores E. Black	24 New Unit Members
Michelle A. Cunningham	23 New Unit Members

Michelle L. Calbert	22 New Unit Members
Erika Fonseca	22 New Unit Members
Elsa Gonzales	21 New Unit Members
Gayle T. Shoffner	20 New Unit Members

DIAMOND/DIAMANTE

Yira Basilis	23 New Unit Members
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RUBY/RUBÍ

Stephanie L. Coker	29 New Unit Members
Gloria H. Ebere	28 New Unit Members
Ryan A. Rives	21 New Unit Members
Milbella Sosa	21 New Unit Members
Tassiane Assis	20 New Unit Members
Kali DeBlander Brigham	20 New Unit Members



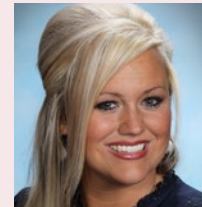
DEAN'S LIST

LISTA DEL DECANO

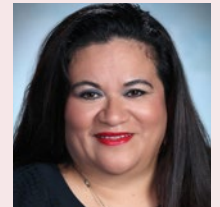


July/Julio 2017

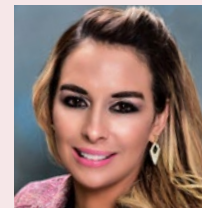
The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date./ Las primeras tres integrantes de la Sociedad de Honor de cada clase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



Lena Marie Hall
Jefferson City, Mo.
Diamond Go-Give Area
Diamond Seminar



Alma Veronica Rios
Charlotte, N.C.
Evelita Valdez-Cruz Area
Diamond Seminar



Zahily Rodriguez*
Louisville, Ky.
Yudith Pupo Area
Emerald Seminar



Not pictured./Sin foto: Rainia H. Winegar, Kingsport, Tenn., Kristin Myers Area, Sapphire Seminar.

*Earned in May/Ganado en mayo.

MEET YOUR NSDS

CONOCE A TUS DNVs

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



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

Mary Kay

SAPPHIRE / ZAFIRO

NEW DEBUTS / DEBUTES

May/Mayo 2018

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



Pamela Basore
Kalamazoo, Mich.
K. Reno Unit



Jennie L. Gay
Waverly, Ga.
L. Purser Unit



Michelle M. Givens
Gainesville, Fla.
R. Everhart Unit



Alicia Guillen
Aurora, Colo.
X. Guevara Flores Unit



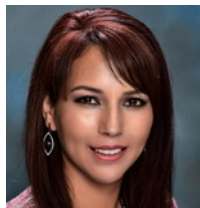
Jennifre Gulledge
Kingsland, Ga.
M. Spencer Unit



Janet Robinson Poole
Scott Depot, W.Va.
M. Dailey Unit



Eudene Miller Simmons
Newark, N.J.
S. Charles-Plummer Unit



Juana Rios
Delta, Colo.
B. Hinojosa Lora Unit



Earnestine Wilson
Southaven, Miss.
P. Smith Unit



Wendy C. Tucker*
Yadkinville, N.C.
F. Lankford Unit



Not pictured:/Sin foto: Evelyn Adeyeye, Arlington, Texas, C. Oates Unit; Reyna Aguilar, Santa Rosa, Calif., E. Chavez Unit; Brenda Alvarado, Rialto, Calif., M. Aguayo Unit; Twanna D. Bogan-Cobbs, Indianola, Miss., C. Matthews Unit; Laury Brown Gonzalez, Sylva, N.C., L. Leamon Unit; Kajsa A. Cole, Meridian, Miss., C. Matthews Unit; Whitney Sprinkle Collins, Mount Airy, N.C., S. Fraser Unit; Audrey R. Cooper, Stafford, Va., K. Powell Unit; Naomi Curry, Dacula, Ga., M. Ardohain Unit; Noemi Delgado, Fort Wayne, Ind., M. Bocanegra Aguilera Unit; Sandra Don Juan, Cleveland, Texas, M. Coyote Unit; Kaley M. Elks, Greenville, N.C., B. May Unit; Tristan L. Ellis, Norman, Okla., W. Copeland Unit; Leanne Farris, Gastonia, N.C., S. Fortenberry Unit; Leidy D. Gomez, Los Angeles, H. Marrufo Unit; Rosario Graves, Belvidere, Ill., H. Garcia Unit; Maria Del Rocio Jimenez, Dallas, S. Martinez Unit; Carley K. Jones, Ruston, La., C. Coleman Unit; Stephanie Bearden Lee, Opelika, Ala., S. Graham Unit; Sonia Lopez, Thornton, Colo., J. Luna Unit; Miriam Marquez, Commerce City, Colo., L. Marquez Unit; Amanda McLean, Harrison, Ark., K. Spellmeier Unit; Katarina D. Parsons, Harrison, Ark., R. Miller Unit; Georgina Juarez Ramos, Napa, Calif., E. Chavez Unit; Cyndi A. Rodrigues, San Jose, Calif., J. Stone Unit; Lorena Salinas, Houston, M. Garcia Unit; Donna K. Smith, Broken Arrow, Okla., S. Hudson Unit; Faye W. Smith, Carriere, Miss., R. Moody Unit; Thaddette S. Smith, Charlotte, N.C., P. Smith Unit; Cynthia Boyce Steed, High Point, N.C., T. Fields-Hedrick Unit; Olga Trejo, Brookshire, Texas, R. Cartmill Unit.

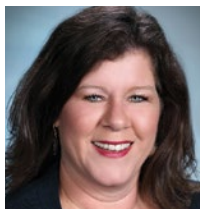
*Previously debuted/Debutó con anterioridad.

TRIPLE CROWN TRIPLE CORONA



July/Julio 2017

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



Lisa Allison
Covington, La.
K. Helou Area



Kristin Billman
Jefferson, Ga.
R. Fraczkowski Area



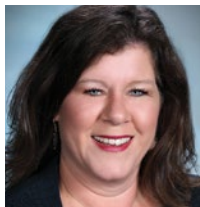
Maria Mars
Rocky River, Ohio
A. Zurita Area

Not pictured:/Sin foto: Alicia Duran, Sylmar, Calif., Zurita Area; Rainia H. Winegar, Kingsport, Tenn., K. Myers Area.

HONORS SOCIETY SOCIEDAD DE HONOR

July/Julio 2017

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



Lisa Allison
Covington, La.
K. Helou Area



Kristin Billman
Jefferson, Ga.
R. Fraczkowski Area



Maria Mars
Rocky River, Ohio
A. Zurita Area

Not pictured:/Sin foto: Alicia Duran, Sylmar, Calif., Zurita Area; Rainia H. Winegar, Kingsport, Tenn., K. Myers Area.

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

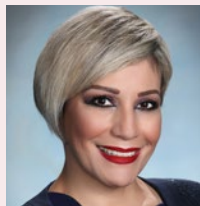
FABULOUS 50s

FABULOSOS 50

January/Enero 2018

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

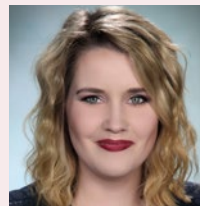
Not pictured/Sin foto: *Ana Canul, Los Angeles, Sapphire Go Give Area; Elvira Cervantes, Montebello, Calif., Sapphire Go Give Area; Pamela D. Culver, Ludlow, Mass., C. Gress Area; Melanie Schwartz, St. Louis, C. Gress Area; Gabriela Valdez, Conroe, Texas, S. Pedraza-Chacon Area.*



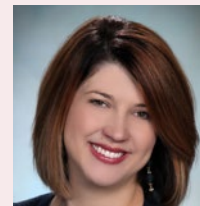
Paula M. Fernandez
Riverside, Calif.
E. Sanchez Area



Clarissa K. Klugh
Stockbridge, Ga.
M. Mason Porter Area



Rikki L. Miller
Omaha, Ark.
K. Warner Area



Michelle L. Stone
Summersville, Ga.
A. Locke Area



Elaine V. Williams
Brooklyn, N.Y.
V. Bagnol Area



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

13% CLUB

CLUB DEL 13%

July/Julio 2018

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

SAPPHIRE/ZAFIRO

Sales Director Fraida M. Klein	\$2,866	Sales Director Hilda Marrufo	1,509	Sales Director Delia Ponce	1,157	Sales Director Meilian Flanagan	1,092
Sales Director Lunie Pierre	2,020	Sales Director Micaela Champagne	1,436	Sales Director Julie A. Griffin	1,139	Sales Director Janis Clemens	1,089
Sales Director Marni M. Hendricks	1,650	Sales Director Trisha Taylor	1,397	Orfelina Almazan, P. Fernandez Unit	1,131	Sales Director Marita W. Campbell	1,088
Sales Director Jennifer J. McNulty	1,585	Sales Director Bridget L. Shaw	1,329	Katie Summers, K. Longley Unit	1,122	Sales Director Marie E. Vlaminc	1,088
Sales Director Maribel Narvaez	1,584	Sales Director Kara Kirk	1,298	Venitiana Mondesir, L. Pierre Unit	1,103		
Sales Director Brooke E. Bennett-Young	1,583	Sales Director Laurieann Barclay	1,208	Sales Director Lorena P. Ramirez	1,099		
Sales Director Reyna V. Alvarado Rivera	1,523	Sales Director Melina Emans	1,157	Geraldina E. Cruz, L. Gomez Unit	1,097		

ON THE MOVE

EN ACCIÓN

May/Mayo 2018

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

Twannna D. Bogan-Cobbs	Miriam Marquez
Laury Brown Gonzalez	Janet R. Poole
Naomi Curry	Georgina J. Ramos
Leanne Farris	Faye W. Smith
Michelle M. Givens	Thaddette S. Smith
Leidy D. Gomez	

FIRST TIME RED JACKETS

SACOS ROJOS PRIMERIZOS

July/Julio 2018

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

Christine M. Allen
Tiffany Anderson
Jennifer M. Autry
Annika Awls
Brittany Aylesworth
Vera J. Bailey-Ceaser
Bernetta Bell
Balbina Bello
Ashley E. Bilbo
Annmarie Bishop
Heather A. Bitner
Sabrina R. Blackwell
Jill Bodine
Tina J. Bowen
Jackie Brake
Tamara L. Brown
Victoria M. Bryant
Chandra D. Burke
Telesha F. Carrington
Burrowes
Marilyn N. Corby
Geraldina E. Cruz
Desiree Devers
Yeny Diaz

Mayra Duran
Melanie Duran
Kasey Espy
Dianna M. Felton
Ana Cecilia Galvan
Rebecca M. Genck
Whitney Gibson
LaShonda Glenn
Maria Edit Gomez
Megan N. Graham
Cynthia L. Graves
Krista P. Gunnell
Neysi C. Gutierrez
Myra D. Hackett
Brittany N. Hallum
Hillary Harrell
Amy Hernandez
Karina O. Hernandez
Yessica Y. Hernandez
Monica Hirsch
Cecilia R. Holman
Candace Horigan
Tamela F. Howard

Red Jackets, cont.

Leisel Innes
Marina Jaimes
Brianna Jennings
Eunice M. Johnson
Marie Johnson
Karen Jones
Jennifer D. Jones-Calhoun
Sherma Kisso
Leslie Lamb
Heather R. Liehr
Juanita Lipscombe
Norma Lopez
Robin Marciano
Lisa M. Mark
Petra Martinez Alvarado
Anitha McKenzie
Patricia McQuirter
Maria C. Minas
Venitiana Mondesir
Sheila Y. Morris
Emilee C. Mullins
Knitra W. Norwood
LeAnetta Obasanjo
Eva Ortuno
Rocio Parra Canche
Maria Regina Pastrana
Angela Perrin
Daphnee Pierre Noel
Peyton A. Piontek
Carol Plata
Mary L. Pruitt

Coulter E. Purdum
Erika Reyes
Karrie S. Rydzinski
Lorena Saavedra
Bobbie J. Schiller
Myisha Shelton
Josefina Solis
Tephine V. St Fleur
Martha D. Tanner
Julie M. Thaxton
Erin Thompson
Olivia Torres
Sibrina M. Tyson
Lea Van Rossum
Maria Velasquez
Marlynda Ware
Ann C. Warren
Steffanie J. West
Janice L. Wilks
Donna J. Wood
Jessica L. Worriax
Christy L. Wylie



GRAND ACHIEVERS GRAN GANADORAS

July qualifiers/Calificadas en julio 2018

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

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Madison Dollar
Hall B. Harp
Cyndi A. Rodrigues
Quinette M. Smith
Ana J. Valle

Kayla L. Willingham
Tamara Wilson-Tippett

CONSULTANTS / CONSULTORAS

Karen V. Hernandez
Katie Summers

GOLD MEDALS

MEDALLAS DE ORO

July/Julio 2018

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

New Team Members/Nuevas integrantes de equipo

180 GOLD MEDALS

Sales Director
Angel Cruz Garciaguirre

50 GOLD MEDALS

Sales Director Betty Jones
Sales Director Raseen Ward

149 GOLD MEDALS

Sales Director Brenda Gill

47 GOLD MEDALS

Sales Director Jael Lopez

130 GOLD MEDALS

Sales Director Meilian Flanagan

44 GOLD MEDALS

Sales Director
Kesia Webb Dailey

127 GOLD MEDALS

Sales Director Elda Ventura

43 GOLD MEDALS

Sales Director Naomi Mitchem

101 GOLD MEDALS

Sales Director
Tracey Hedrick Lassiter

42 GOLD MEDALS

Sales Director Juana Contreras

96 GOLD MEDALS

Sales Director Eno Inoyo

41 GOLD MEDALS

Sales Director
MaryLou Hartman

92 GOLD MEDALS

Sales Director
Maria Elena Coyote

40 GOLD MEDALS

Sales Director JoAnn Allen

86 GOLD MEDALS

Sales Director Deborah Riley

38 GOLD MEDALS

Sales Director Regina Oliver

85 GOLD MEDALS

Sales Director Lorena Ramirez

34 GOLD MEDALS

Sales Director Karyz Figueroa

81 GOLD MEDALS

Sales Director
Belinda Carver-Taylor

33 GOLD MEDALS

Sales Director
Margaret Shields

76 GOLD MEDALS

Sales Director Maria Bautista

32 GOLD MEDALS

Sales Director Rubi
Amateco-Nava Vazquez

66 GOLD MEDALS

Sales Director Lidia Cerron

30 GOLD MEDALS

Sales Director
Eduardo Balcazar Pasco

63 GOLD MEDALS

Sales Director
Ana Bertha Arciga

29 GOLD MEDALS

Sales Director
Laurieann Barclay

62 GOLD MEDALS

Sales Director Carmen Fallas

28 GOLD MEDALS

Sales Director Wanda Johnson

61 GOLD MEDALS

Sales Director
Hilda Noemi Caballero

27 GOLD MEDALS

Sales Director Ester Barahona

59 GOLD MEDALS

Sales Director Carolyn Colter

26 GOLD MEDALS

Sales Director Cheryl Bower

57 GOLD MEDALS

Sales Director Rosa Orozco

25 GOLD MEDALS

Sales Director Yvonne Capehart

56 GOLD MEDALS

Sales Director Belle Martin

24 GOLD MEDALS

Sales Director Joyce Perry-Arthur

55 GOLD MEDALS

Sales Director Tina Campbell

23 GOLD MEDALS

Sales Director Zorabeth Golden Quinn

53 GOLD MEDALS

Sales Director Lufreda Williams

22 GOLD MEDALS

Sales Director Annette Phansiri

51 GOLD MEDALS

Sales Director
Joycelyn Westbrooks

21 GOLD MEDALS

Sales Director Diane Van Boxtel

26 GOLD MEDALS

Sales Director Ella Ham

Sales Director Latricia Vango

25 GOLD MEDALS

Sales Director Tess Caldwell

Sales Director Maria Holguin

Sales Director
Alma Santos Soto

Sales Director Michele Semper

24 GOLD MEDALS

Sales Director Susan Boothe

Sales Director Diane Covington

23 GOLD MEDALS

Sales Director Betty Alvarado

Sales Director Laura Gonzalez

Sales Director Yolanda Sherrod

22 GOLD MEDALS

Sales Director Carmen Chavez

Sales Director Debra Daniel

Sales Director Jennifer Ham

Sales Director Lunie Pierre

Sales Director Wendy Presley

21 GOLD MEDALS

Sales Director Yolanda Campos

Sales Director
Kollette Cleveland

Sales Director M. Erika Garcia

Sales Director Anita Rabelo

Sales Director Patrice Smith

20 GOLD MEDALS

Sales Director
Kym Holman-Kirk

Sales Director JoAnna Shippe

19 GOLD MEDALS

Sales Director Pamela Brigante

Sales Director Nancy Butler

Sales Director Joycelyn Gayle

Sales Director Della Godfrey

Sales Director
Margarita Grados

Sales Director Debbie Miller

Sales Director
Edelmira Velasquez

Sales Director Viveca Wilson

18 GOLD MEDALS

Sales Director Reyna Arroyo

Sales Director Charisse Burton

Sales Director Paula Castelan

Sales Director Marisela Castillo

Sales Director
Maria Cuevas De Sanchez

Sales Director Sandra Finch

Sales Director Bryniah Gossett

Sales Director
Angeles Lopez Ortuno

Sales Director Rosa Maldonado

Sales Director Jennifer Newton

Sales Director Beth Williamson

17 GOLD MEDALS

Sales Director Kelly Brock

Sales Director Doris Braswell

Sales Director Kathy Freeman

Sales Director
Elizabeth Prauner

16 GOLD MEDALS

Sales Director Doris Braswell

Sales Director Kathy Freeman

Sales Director
Elizabeth Prauner

Sales Director
Reyna Alvarado Rivera

Sales Director Pansy Cain

Sales Director Jasmine Davila

Sales Director Melissa Gulotta

Sales Director Tina Hackett

Sales Director Carolyn Pelts

Sales Director
Barbara Benjamin

Sales Director Herendira Garcia

Sales Director
Guevara Flores

Sales Director
Earnestine Nash-Mobley

Sales Director
Elvira Astran-Cuellar

Sales Director Cheryl Bower

Sales Director Yvonne Capehart

Sales Director Maria Loyd

Sales Director Tehrie Ned

Sales Director Judith Ortega

Sales Director Linda Gates

Sales Director Mimma Guzman

Sales Director Verlyn Jenkins

Sales Director Adela Jimenez

Sales Director Maria Loyd

Sales Director Tehrie Ned

Sales Director Judith Ortega

Sales Director Jordan Palmer

Sales Director Elizabeth Webb

12 GOLD MEDALS

Sales Director Olivia Aguilar

Sales Director Annette Gordon

Sales Director
Theresa Kusak-Smith

Sales Director Felicia Lee

Sales Director Susana Martinez

Sales Director
Chastey Rayford-Gibson

Sales Director Rocio Renteria

Sales Director Norma Rogel

Sales Director Debra Witmer

11 GOLD MEDALS

Sales Director Honoria Garcia

Sales Director Olga Garcia

Sales Director Erika Insana

Sales Director Jeannie Meyer

Sales Director Susan Stratton

Sales Director Nelida Vargas

10 GOLD MEDALS

Sales Director Callie Burnside

Sales Director Sherry Bussiere

Sales Director Amy Cole-Cook

Heather Malloy, G. Green Unit

Sales Director Janeth Montoya

Sales Director Melissa Olsheski

Sales Director Vickie Roach

Sales Director Christi Rossi

Sales Director Sandra Zuniga

9 GOLD MEDALS

Sales Director
Micaela Champagne

Sales Director Sally Davidson

Sales Director Martha Gomez

Sales Director Lisa Gutierrez

Dominga Orellana,
M. Hernandez Unit

Sales Director Angela Rose

Sales Director
Missouri Simmons

Sales Director
Constance Sweeney

Sales Director Jaci Tischer

Sales Director Brenda Williams

Sales Director Marcelle Witten

8 GOLD MEDALS

Sales Director Terrie Allen

Sales Director Veronica Araiza

Elton Calderon, B. Caceres Unit

Sales Director Mandy Hancock

Sales Director Rosa Lizarraza

Sales Director
Sandy McKee-Rini

Sales Director Kerin Miller

Sales Director
Shannon Penquite

Sales Director
Angelica Revolorio

Sales Director Martie Roberts

7 GOLD MEDALS

Sales Director Maria Castaneda

Sales Director Laura Claypool

Sales Director Tiffany Howard

Sales Director Amy Jackson

Sales Director Kara Kirk

Sales Director
Cleotilde Labrada-Vargas

Sales Director Lori Litzer

Sales Director Phyllis Mason

Sales Director Luisa Quije

Sales Director
Christina Ramirez

Sales Director Steffi Rivera

Sales Director Beverly Rogers

Sales Director Terri Skill

6 GOLD MEDALS

Sales Director
Meka Asbury Backman

Sales Director Martha Briseno

Sales Director Yuridia Garcia

Sales Director Linda Gates

Sales Director Mimma Guzman

Sales Director Verlyn Jenkins

Sales Director Adela Jimenez

Sales Director Maria Loyd

Sales Director Tehrie Ned

Sales Director Judith Ortega

Sales Director Jordan Palmer

Sales Director
Mary Catherine Perez

Sales Director Ashlie Potter

Sales Director Lori Powell

Sales Director
Kelly Keaton Rucker

Sales Director Osiris Salgado

Sales Director Cassandra Scott

Sales Director Kimberly Till

Sales Director Susan Twyman

5 GOLD MEDALS

Sales Director Regina Angel

Robin Arasa, S. Reindl Unit

Sales Director Debra Bonner

Sales Director Claudia Carlin

Sales Director Aracely Castro

Sales Director Maria Espinosa

Sales Director
Araceli Esquivel-Angeles

Sales Director Lori Frymire

Sales Director Katia Henderson

Sales Director Mariana Kantor

Renada Kelly Bonham,
E. Hill Unit

Sales Director Dorothy Lewis

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

July/Julio 2018

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

SAPPHIRE/ZAFIRO

Lunie Pierre	\$103,674
Keita Powell	64,300
Randi Stevens	63,259
Katherine L. Longley	60,730
Fraida M. Klein	57,705
Cynthia S. Sheppa	54,470
Casie Hembree	52,775
Brooke E. Bennett-Young	51,930
Micaela Champagne	51,401
Tracy Potter	47,693
Penny J. Jackson	47,610
Lady Ruth Brown	47,264
Diane Covington	45,850
Tommi Pleasure	44,596
Hilda Marrufo	44,430
Maria Montes	44,342
Rheanonda R. Johnson Gray	43,874
Angela P. LaFrance	43,758
Marni M. Hendricks	43,284
Jerlene Vrana	41,678
Tiffany E. Hoelzel	41,651
Robyn S. Cartmill	41,557
Evelyn Pirhalla	40,329
Linda Meier	40,281
Vicki Piccirilli	40,152
Patrice M. Smith	39,903
Pamela L. Castellana	39,327
Susan T. Boothe	39,236
Krystal K. Hunsucker	38,749
Gloria Stake Miller	38,370
Debbie A. Weld	38,128
Kathy Lee	38,029
Maria Claxton-Taylor	37,992
Laura M. Villalpando	37,868
Cindy Harness	37,723
Candace N. Holte	37,575
Patty Webster	37,242
Tracy Foltz	37,060
Dynetta M. Minter	36,232
Auldon Sweeney-Wydo	35,984
Marie E. Vlaminc	35,956
Kristi M. Anderson	35,907
Trisha Taylor	35,686
Linda H. Rowsey	35,425
JoAnn M. Allen	35,208
Elsie Jackson	35,075
Petie L. Huffman	34,932
Jennifer Levitt	34,833
Laurieann Barclay	34,762
Kathleen Bonadie	34,751
Amy C. Hayes	34,685
Peggy Matish	34,422
Paula M. Fernandez	34,259
Elaine Hipsher	34,129
Sherri Reindl	34,055
Shirley Jenkins	33,735
Ann W. Sherman	33,638
Jennifer J. McNulty	33,595
Jeni Tjelle	33,104
Laura Poling	32,921
Gayle J. Green	32,769
Jessica Holzbach	32,720
Kim West	32,606
Amanda Neff	32,513
Lynn F. Huckels	32,471
Natalie Cargile	32,407
Julie Neal	32,307
Cheri L. Taylor	32,096
Sandra A. Zavoda	31,789
Beverley M. Brown	31,578
Bonnie Crumrin	31,567
Jamie L. Lawrence	31,527

Tehrie Ned	31,429
Beth S. Austin	31,324
Herendira Garcia	31,304
Elizabeth J. Carlson	31,302
Moleda G. Dailey	31,017
Kayla T. Cornish	30,865
Kelly I. Brock	30,807
Nancy W. Pettaway	30,789
Emily R. Lopez	30,704
Maribel Narvaez	30,678
Linne' Lane	30,593
Shelia Berry	30,574
Ruby Garner	30,560
Kathleen Kirkwood	30,366
Brenda Ashlock	30,287
Carol Lee Johnson	30,255
Karen Linkous	30,225
Joyce A. Newell	30,165
Taylor Moore-Fehring	30,147
Jenan W. Wood	30,119
Stephanie J. Brotherton	30,099
Karla R. Plantan	29,878
Heather L. Bohlenger	29,722
Amy J. Bowman	29,626
Kathy L. Silva	29,607
Carmen B. Jones	29,539
Brenda K. Igarta	29,464
Dolores Keller	29,443

EMERALD/ESMERALDA

Hilda L. Moreno	\$83,786
Stacy D. Foust	64,650
Olayinka K. Adegbayi	58,588
Ginny B. O'Kain	58,386
Christine D. Barrueco	56,607
Nancy Boucher	55,710
Doreen Stevens	54,193
Menina M. Givens	51,892
Pam Kelly	50,397
Mary Strauss	48,597
Carrie Bloink	48,589
Jill Beckstedt	44,689
Stacey Craft	44,665
Nicole L. McDaniel	44,110
Karen E. Ridle	44,084
Melinda M. Balling	43,698
Janice B. Hull	43,459
Deanna L. Spillman	41,458
Michele S. Rankin	41,154
Angel Guerra	40,841
Hollie R. Sherrick	40,640
Joanna Helton	40,155
Betty McKendry	40,136
Ashley N. Clinesmith	39,651
Dawn Wilson	39,456
Tina M. Dees	39,254
Audrey J. Doller	38,421
Linda Klein	38,233
Kim Williams	38,136
Maggie Rader	37,823
Brenda Stafford	37,775
DeeDee J. Arcuri	37,598
Richelle V. Barnes	37,595
Debbie A. Thomas	37,270
Kimbi L. Bartik	36,283
Candace McCarthy	35,929
Jennifer A. Enloe	35,916
Michelle A. Cunningham	35,886
Diana M. Bermudez	35,833
Diane K. Autry	35,524
Ann F. Smith	35,164
Carolyn Thompson	35,162
Ebun Osaze	35,101
Joslyn Eaton	35,052
Cindy Anderson	34,553

Jenny B. Paulus	34,456
Jennifer L. Besecker	34,397
Susan M. Norman	34,377
Hannah Marks	34,171
Katy Goldstein	34,160
Nikki H. Edgemon	33,570
Mckenna M. McWhorter	33,405
Kathleen L. Holmberg-Botelho	33,305
Rachelle Holloway	33,298
Cheryl T. Anderson	33,176
Jo M. Cotton	33,095
Jill A. McCoy	32,822
Rita J. Barthel	32,721
Sandra Tatzert	32,536
Sheri Farrar-Meyer	32,423
Denise Peterson	32,421
Yinaurys Tirado	32,408
Michelle L. Calbert	32,399
Jeri O'Dell	32,344
Kristyn A. Humphreys	32,225
Amber D. Campbell	32,189
Denise G. Kucharski	32,119
Shauna L. Abbotts	31,836
Michelle M. Dominiak	31,706
Jennifer Steiger	31,486
Bridgett L. Moore	31,327
Phyllis I. Pinski	31,274
Samantha R. Dawson	31,195
Alexandra R. Urdaneta Castro	30,891
Elaine Jegi	30,881
Leslie M. McKinney-Smith	30,799
LaKeshia M. Chisholm	30,734
Claudia A. Barrett	30,086
Pamela Burchill	30,045
Shelley Money-Eldridge	29,995
Mattie E. Conley	29,993
Tammy Steele	29,892
Chris H. Teague	29,793
Audrey L. Detesco-Nickell	29,722
Nancy Graham	29,649
Nicole Coselmon	29,406
Joyce Recenello Armfield	29,334
Brenda L. Wilbur	29,290
Kim I. Bessey	29,190
Leanne Parrino-Pheasant	29,028
Yaleska Feliciano Rios	28,980
Rosmary A. Morel	28,975
Wendy Clausen	28,808
Connie S. Burch	28,666
Nancy O'Hara	28,638
Ivette Rivera	28,571
Kathy Eckhardt	28,555
Amber L. Towne-Geehan	28,476
Shelly E. Ehler	28,458
Kendri E. Burkett	28,359

DIAMOND/DIAMANTE

Amy Kemp	\$65,794
Terri J. Beckstead	58,610
Paula Kelsch	55,245
Patty Y. Rovano	53,076
Julie Danskin	52,937
Marty T. Wynn	51,559
Holly A. Brown	50,751
Claudia Chavez	50,397
Lucrecia Aguirre	49,506
Marsha Morrisette	49,437
Donna K. Smith	48,566
Tawnya Krempges	47,887

Cindy Machado-Flippen	47,553
Kelly Willer-Johnson	46,941
Gerri Anne Morris	46,798
Paula Grabau-Friedt	46,737
Amanda B. Kirkwood	46,639
Mariann Biase Mason	46,203
Linda T. Cartiglia	45,270
Denise M. Cadenhead	44,008
Sandy Griffith	43,467
Kim A. Messmer	43,162
Mary P. Creech	42,815
Yerardin Holguin	42,403
Ruth Alvarado	42,026
Kathy Fean	41,811
Allison Piro	41,085
Deborah Dudas	40,817
Beth Brinkley	40,732
Priscilla McPheeters	39,930
Julia R. Orser	39,918
Cheryl A. Searcy	39,620
Deborah S. Bailye	39,507
Susan M. McCoy	39,318
Sherrie C. Purvis	39,078
Barbara E. Roehrig	39,004
Ann M. Meis	38,284
Christy Bigham	37,881
Cindy S. Kriner	37,802
Holly S. Neff	37,765
Lacey L. Bradford	37,673
Emily Sims	37,354
Jenny Siemonsma	37,257
Sylvia L. Martinez	37,048
Amanda N. Wright	36,703
Billie Gillespie	36,545
Pat Joos	36,512
Jessye R. Nichols	36,279
Alicia Kingrey-Lokai	36,229
Sara R. Pennella	35,592
Megan N. Wilkes	35,578
Alicia Borkowska	35,438
Brenda K. Gingrich	35,115
Susie Kopacz	35,042
Emily E. Schuette	34,873
Nadine H. Huckabee-Stanley	34,503
LaChelle M. Seleski	34,363
Nancy F. Castro	34,154
Nicole L. Lammerts	34,022
Susie Moore	33,983
Angela J. Fry	33,809
Kelly K. Johnsrud	33,741
Crystal D. Gardner	33,458
Anne Geertsen	33,436
Lindsey D. Christenson	33,411
Amy Zanto	33,280
Laurie A. Shult	33,231
Karen M. Bonura	33,208
Jody L. Rigglin	33,145
Ingrid E. Smith	32,920
Ellen E. Farquharson	32,654
Christina L. Lutz	32,556
Shelly Palen	32,426
Debbie Larson	32,353
Yira Basilis	32,193
Mileta K. Kinser	31,963
Greta L. Carver	31,795
Nadine Bowers	31,577
Kelly L. Loneker	31,574
Christina L. Frantz	31,550
Casey Goff-Martin	31,390
Pamela Stinnett	31,355
Sandy Lasso	31,312
Celeste Byrd	31,110
Danielle H. Lunsford	30,975

Audrey K. MacDowall	30,937
Julie Schlundt	30,839
Rose Rodriguez-Capone	30,502
Suzanne T. Young	30,457
Pat A. Nuzzi	30,403
Mary K. King	30,190
Nicki R. Hill	30,062
Joy H. Rentz	30,027
Maggie J. Eckert	29,964
Annette Pace	29,927
Chanel C. Weddington	29,687
Christi G. Campbell	29,055
Tracy Craven	28,968
Kathy R. Bullard	28,940
Kathy I. Rosetti	28,796

RUBY/RUBÍ

Kali DeBlander Brigham	\$69,374
Cleta Colson-Eyre	61,340
Stephanie L. Coker	60,413
Ryan A. Rives	58,397
Kaela L. Steinman	57,350
Ginger J. Benedict	55,300
Thessy N. Nwachukwu	54,982
Maureen Shipp	54,047
Lisa V. Bauer	52,338
Laura V. Middleton	50,518
Lisa Hansen	50,430
Luz A. Perez	50,079
Judie Roman	50,049
Rachael M. Bullock	50,009
Candace L. Doverspike	49,625
Ana P. Farrell	49,467
Brenda Fenner	49,314
Mary A. Dell	46,665
Gloria H. Ebere	46,507
Paula M. Kirkpatrick	46,213
Diane K. Lundgren	45,229
Amy C. Schule	44,586
K.T.M. Martin	44,406
Laurie C. Cole	44,359
Alice R. George	43,846
Tamarie M. Bradford	43,424
Kimberly Otto	42,862
Lisa Anne Harmon	42,665
Marnie R. Yunger	42,544
Milbella Sosa	42,316
Sylvia T. Barritt	42,309
Kately Delgado	41,982
Randi S. Gleason	41,056
Susan C. Ehrnstrom	40,872
Linda Christenson	40,271
Patti Cornell	40,264
Sonya F. Goins	40,092
Terry Thole	39,544
Sandra Estudillo	39,397
Ruthie Bresette	38,805
Corrin Cresci	38,279
Heather A. Daniel-Kent	37,998
Tammy D. Niehaus	37,511

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

July/Julio 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in July 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en julio de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFIRO

Lunie Pierre	\$15,796
Patrice M. Smith	10,413
Fraida M. Klein	10,334
Marni M. Hendricks	9,896
Angela P. LaFrance	9,818
Keita Powell	9,718
Micaela Champagne	9,292
Maria Montes	9,275
Herendira Garcia	8,978
Hilda Marrufo	8,943
Brooke E. Bennett-Young	8,853
Bridget L. Shaw	8,835
Katherine L. Longley	8,561
Cynthia S. Sheppa	8,414
Randi Stevens	8,271
Tracy Potter	7,571
Jennifer J. McNulty	7,355
Gloria J. Johnson	7,230
Lady Ruth Brown	7,193
Tirza Llanes	7,110
Anita R. Rabelo	7,094
Nedra R. White	7,031
Trisha Taylor	6,981
Casie Hembree	6,973
Linda Meier	6,973
Tracey F. Hedrick Lassiter	6,917
Susan T. Boothe	6,811
Tommi Pleasure	6,803
Pam Garner Moore	6,762
Penny J. Jackson	6,613
Brenda Ashlock	6,605
Diane Covington	6,578
Yvonne L. Capehart	6,574
Rheanonda R. Johnson Gray	6,460
Robyn S. Cartmill	6,331
Jeanette M. Thompson	6,312
Debbie A. Weld	6,284
Evelyn Pirhalla	6,230
Amy C. Hayes	6,205
Vicki Piccirilli	6,136
Lorena Marquez	6,130
Carmen B. Jones	6,117
Janet L. Guimet	6,101
Maria Claxton-Taylor	6,099
Laurieann Barclay	6,080
Laura M. Villalpando	5,974
Sandra G. Kirchhoff	5,967
Michele Semper	5,930
Dynetta M. Minter	5,901
Reyna V. Alvarado Rivera	5,883
Maribel Narvaez	5,876
Julie A. Griffin	5,848
Michele M. Armes	5,805
Jennifer Levitt	5,739
Carole Gantt	5,727
Kerri L. Ross	5,709
Jeni Tjelle	5,709
Marita W. Campbell	5,608
Cyrcelia D. Matthews	5,588
Linne' Lane	5,555
Cheri L. Taylor	5,537
Linda H. Rowsey	5,525
Delia Ponce	5,491
Jeannie S. Meyer	5,491
JoAnn M. Allen	5,487
Devin Gole	5,459
Elsie Jackson	5,426
Flor D. Maldonado	5,386
Meilian Flanagan	5,357
Julie Neal	5,355
Pamela L. Castellana	5,339

Marie E. Vlaminc	5,310
Jerlene Vrana	5,308
Gayle J. Green	5,282
Catalina Martinez	5,279
Kayla T. Cornish	5,269
Auldon Sweeney-Wydo	5,244
Peggy Matish	5,227
Blanca C. Caceres	5,196
Joycelyn B. Westbrooks	5,194
Evelyn Hill	5,192
Maria L. Bautista	5,190
Beverly A. Stephens	5,189
Katie D. Nichols	5,174
Melina Emans	5,157
Candy I. Brown	5,150
Kathy Lee	5,150
Carolyn M. Lynch	5,120
Tracy Foltz	5,115
Krystal K. Hunsucker	5,095
Lynn Baer Roberts	5,093
Tiffany E. Hoelzel	5,087
Rubi Amateco-Nava Vazquez	5,086
Kara Kirk	5,061
Lorena P. Ramirez	5,060
Steffi M. Rivera	5,058
Amanda Neff	5,056
Paula M. Fernandez	5,037
Sindy Harness	5,032
Candra A. Zavoda	4,996

EMERALD/ESMERALDA

Christine Barrueco	\$10,392
Hilda L. Moreno	10,082
Olayinka K. Adegbayi	9,234
Stacy D. Foust	8,998
Karen E. Ridle	8,338
Angel Guerra	7,835
Jennifer L. Besecker	7,802
Katy Goldstein	7,719
Ebun Osaze	7,644
Nikki H. Edgemon	7,533
Michelle A. Cunningham	7,486
Stacey Craft	7,406
Doreen Stevens	7,265
Audrey J. Doller	7,246
Debbie A. Thomas	7,222
Pam Kelly	7,107
Elva Jordan	7,084
Carrie Blook	7,008
Ginny B. O'Kain	6,980
Menina M. Givens	6,793
Jill Beckstedt	6,783
Diana Figueroa	6,743
Melinda M. Balling	6,654
Delmy A. Rivas	6,608
Diana M. Bermudez	6,486
LaKeshia M. Chisholm	6,485
Michele S. Rankin	6,423
Sheri Farrar-Meyer	6,383
Mariana Moreno	6,375
Nicole L. McDaniel	6,324
Hollie R. Sherrick	6,305
Nancy Boucher	6,295
Liz Voran	6,287
Carolyn Thompson	6,284
Silvia Rodriguez	6,281
Yucelin Gonzalez	6,259
Kimbi L. Bartik	6,228
Cindy Anderson	6,117
Rosmary A. Morel	6,089
Mary Strauss	6,042
Michelle L. Calbert	6,036
Kim Williams	6,028

Betty McKendry	5,987
Janice B. Hull	5,987
Ann F. Smith	5,930
Joyce Recenello Armfield	5,871
Denise Peterson	5,858
Shelley Money-Eldridge	5,813
Shauna L. Abbotts	5,753
Ashley N. Clinesmith	5,727
Deanna L. Spillman	5,720
Richelle V. Barnes	5,662
Arelis M. Dubront Pinto	5,650
Renita G. Peele	5,630
Margaret Meggison	5,585
Brendaliz Cajigas	5,497
Nancy O'Hara	5,495
Maggie Rader	5,404
Allyson L. Jankowski	5,403
Sally Moreno	5,374
DeeDee J. Arcuri	5,301
Brenda L. Wilbur	5,258
Kathleen L. Holmberg-Botelho	5,256
Lizi M. Gregory	5,236
Ynaury Tirado	5,224
Rachelle Holloway	5,223
Linda Klein	5,220
Jennifer A. Enloe	5,214
Brenda Stafford	5,194
Joslyn Eaton	5,142
Sahly Cruz	5,129
Joanna Helton	5,125
Leslie M. McKinney-Smith	5,117
Mckenna M. McWhorter	5,040
Les R. Franken	5,006
Tina V. Parkin	5,006
Bridgett L. Moore	4,987
Audrey L. Detesco-Nickell	4,961
Kenettia A. Adams	4,943
Susan M. Norman	4,893
Kathy Eckhardt	4,881
Tina M. Dees	4,858
Jessica Mendoza	4,856
Tammy Steele	4,847
Jenny B. Paulus	4,817
Nora Dominguez	4,799
Connie S. Burch	4,785
Evelyn Nail	4,766
Michelle M. Dominiak	4,759
Diane K. Autry	4,679
Antonia Miranda	4,670
Pamela Rowe Krzmarzick	4,666
Dawn Wilson	4,663
Terrah Cromer	4,662
Maria de La Luz Avila	4,656
Samantha R. Dawson	4,622
Mendy S. Huff	4,605
Anita Rodriguez	4,604
Diane M. Detesco	4,570
Leanne Parrino-Pheasant	4,551

DIAMOND/DIAMANTE

Patty Rovano	\$10,911
Amy Kemp	10,584
Claudia Chavez	10,567
Terri J. Beckstead	9,717
Paula Kelsch	9,188
Lucrecia Aguirre	9,175
Nancy F. Castro	8,894
Ingrid E. Smith	8,267
Julie Danskin	8,254
Delmi C. Santos	8,249
Holly A. Brown	8,144

Deborah S. Bailye	8,086
LaChelle M. Seleski	8,085
Amanda B. Kirkwood	7,921
Cindy Machado-Flippen	7,683
Alicia Kingrey-Lokai	7,509
Kathleen Koclanes	7,421
Marsha Morrisette	7,386
Tawnya Krempges	7,366
Tanya L. Satcher	7,360
Ann M. Meis	7,178
Sara R. Pennella	7,053
Maria Sanchez	7,016
Ruth Alvarado	6,944
Taylor A. McKnight	6,872
Sandy Griffith	6,847
Kelly Willer-Johnson	6,759
Yerardin Holguin	6,709
Kathy Fean	6,699
Emily E. Schuette	6,675
Emily Sims	6,634
Audrey K. MacDowall	6,605
Barbara E. Roehrig	6,577
Paula Grabau-Friedt	6,562
Amy Zanto	6,547
Megan N. Wilkes	6,514
Susan M. McCoy	6,503
Jessye R. Nichols	6,444
Sherrie C. Purvis	6,414
Julia R. Orser	6,325
Kim A. Messmer	6,320
Gerri Anne Morris	6,303
Beth Brinkley	6,251
Nadine Bowers	6,198
Deborah Dudas	6,179
Marty T. Wynn	6,137
Donna K. Smith	6,136
Celeste Byrd	6,127
Lacey L. Bradford	6,116
Linda T. Cartiglia	6,116
Katherine M. Ward	6,079
Denise M. Cadenhead	5,999
Nicole L. Lammerts	5,992
Priscilla McPheeters	5,871
Angela J. Fry	5,832
Annette Pace	5,765
Christina L. Frantz	5,741
Cindy S. Kriner	5,715
Anne Geertsens	5,715
Mary P. Creech	5,710
Sherly Peterson	5,662
Ana E. Segovia	5,621
Jenny Siemonsma	5,616
Holly S. Neff	5,591
Suzanne T. Young	5,565
Nadine H. Huckabee-Stanley	5,565
Helen G. Fellows	5,504
Christy Bigham	5,449
Rose Rodriguez-Capone	5,448
Ellen Ezekiel Farquharson	5,437
Teresa A. Lischwe	5,436
Nancy M. Polish	5,412
Amanda N. Wright	5,374
Kathy R. Bullard	5,335
Patricia Chairez	5,318
Mary Kathryn King	5,302
Debbie Larson	5,281
Eva Orrego	5,266
Julie Schlundt	5,261
Mariann Blase Mason	5,242
Lindsey D. Christenson	5,237
Deborah Robina	5,234
Mary Jacobson	5,232
Nicki R. Hill	5,216

Kathy I. Rosetti	5,204
Patricia Carr	5,192
Joan M. Farrell	5,180
Danielle H. Lunsford	5,175
Connie L. Russo	5,155
Brenda K. Gingrich	5,154
Yolanda Mercado	5,105
Karen M. Bonura	5,103
Stephanie A. Richter	5,067
Sylvia L. Martinez	5,019
Blythe J. Egbert	5,018
Shelly Palen	4,969
Karime Rosas	4,964
Cynthia Ruccia	4,948
Terri Lewis	4,937
Betty Symons	4,893

RUBY/RUBÍ

Kali DeBlander	
Brigham	\$11,355
Thessy N. Nwachukwu	10,794
Ryan A. Rives	9,683
Ginger J. Benedict	9,639
Candace L. Doverspike	9,177
Cleta Colson-Eyre	8,996
Gloria H. Ebere	8,513
Rachael M. Bullock	8,393
Sandra Estudillo	8,239
Kaela L. Steinman	8,083
Stephanie L. Coker	7,911
Lisa Hansen	7,650
Lisa V. Bauer	7,590
Terry S. Smith	7,462
Kately Delgado	7,417
Ana P. Farrell	7,346
Maureen Shipp	7,345
Milbella Sosa	7,049
Heather A. Daniel-Kent	6,982
Donna Clark-Driscoll	6,975
Lauren N. Bloomer	6,971
Jacqueline N. Alford	6,914
Carmen J. Felix	6,821
Laura V. Middleton	6,670
Maricarmen Gonzalez	6,628
Patti Cornell	6,555
Tamarie M. Bradford	6,554
Mary A. Dell	6,541
Brenda Fenner	6,510
Marye Durrer	6,476
Jenn Kirkham	6,456
Luz A. Perez	6,453
Linda Christenson	6,422
Diane K. Lundgren	6,401
Judie Roman	6,321
K.T.M. Martin	6,319
Gloria Moreno Medrano	6,234
Ma Bertha Reyes-Tapia	6,093
Kimberly Otto	6,059
Randi S. Gleason	6,035
Silvia Farias	5,984
Paula M. Kirkpatrick	5,954

Marnie R. Yunger	5,821
Laurie T. Plyler	5,819
Bridgett R. Conley	5,809
Jeannette Curren-Cochran	5,791
Jeanie K. Navrkal	5,785
Laurie C. Cole	5,755
Marie A. Harbord	5,684
Christy M. Cox	5,677
Silvia Sanchez	5,625
Angeles Sosa	5,589
Maria Rosa Rico De Jacinto	5,542
Barbara Pleet	5,514
Krystal D. Downey-Shada	5,493
Esther Cisneros	5,482
Gloria J. Popp	5,478
Sylvia T. Barritt	5,474
Rose Campbell	5,464
Alice R. George	5,463
Laura L. Waters	5,446
Elizabeth A. Viola	5,425
Susan C. Ehmstrom	5,386
Lisa Anne Harmon	5,379
Diana Gutierrez	5,378
Amy C. Schule	5,366
Vanessa R. Upkins	5,339
Kellee L. Valerio	5,286
Rachel P. Kellogg	5,272
Mya Hull	5,248
Corrin Cresci	5,245
Eusebia Bonilla	5,180
Stacey P. Nelson	5,179
Eva E. Berber	5,156
Crystal C. Hubbard	5,146
Angela I. Dingman	5,121
Kay Rubin	5,110
Barbara Gizzo	5,105
Jan Deardorff	5,079
Elena Santos	5,077
Judith Abarca	5,074
Jessica L. Williams	5,066
Susan Moore	5,063
Shawni Diggan	5,051
Maria D. Ramirez	5,042
Jan M. Moses	5,037
Reina Murcia	5,025
Terry Thole	5,003
September A. James	4,997
Margarita Velez	4,980
Tracey L. Chavez	4,976
Caitlin M. Griffo	4,963
Nikole M. Childress	4,932
Rubi Garcia	4,915
Julie B. Potts	4,898
Irlene Zapalac	4,882
Terezaja M. Lemieux	4,860
Debbie A. Hocott	4,841
Julie Smith	4,832
Suzanne Moeller	4,775

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

Mary Kay



Go-Give® Award



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



SAPPHIRE

Jeannie Meyer

Independent Sales Director
Began Mary Kay Business
November 2000

Sales Director Debut
May 2005

National Sales Director
Debi Moore

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

Personal Lives in Napoleon, Ohio. Husband, Jason; sons: Alan, Austin

“I am motivated to help others because I want women to develop confidence in themselves and realize who God created them to be is more than enough. I want to take others with me on this journey and share all the blessings I have received.”

Independent Beauty Consultant Priscilla Conti of Wauseon, Ohio, says, “The word selfless comes to mind immediately. The training that Jeannie gives is bar none, and her support is unwavering. She is just incredible, and we are so lucky to have her.”



EMERALD

Michelle Cunningham

Independent Executive Senior Sales Director

Began Mary Kay Business July 2003

Sales Director Debut
November 2009

Offspring six first-line

National Sales Director
Go-Give Area

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

Personal Lives in Westlake, Ohio. Husband, Brian; son, Brady; daughter, Alyssa

“I am motivated to help others because I owe a huge part of my success to my adopted Independent Sales Director, Maggie Rader. I come from humble beginnings with so few choices, and her belief in me fueled my fire. I want to pass that on to every woman I meet.”

Independent Sales Director Cindy Jordan of Waterford, Conn., says, “Michelle is always looking to help and inspire others. She responds to inquiries and is eager to train. She amazes me with the amount of time she pours into the entire Mary Kay community.”



DIAMOND

Edrenia Coleman

Independent Sales Director
Began Mary Kay Business
July 1991

Sales Director Debut
August 1996

National Sales Director
Go-Give Area

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

Personal Lives in Waldorf, Md. Husband, Albert; son, Ronald; daughter, Stacy

“I am motivated to help others because God directs us to help each other, Matthew 25:40-45. I have been so blessed in my life and Mary Kay business that I must pass on what I have learned during my journey by following my National Sales Director Emeritus Joyce Z. Grady's example.”

Independent Beauty Consultant Beatriz Suarez of Sterling, Va., says, “Edrenia Coleman gives inspiration. She is a motivator. She encourages us, her team, to be the best but in our own individual way. She is the best!”



RUBY

Heather Daniel-Kent

Independent Future Executive Senior Sales Director

Began Mary Kay Business
February 2004

Sales Director Debut
September 2004

Offspring four first-line

National Sales Director
Jan Thetford

Honors Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; 10-times Queen's Court of Sharing; seven-times Circle of Achievement; four-times Circle of Excellence; three-times Double Star Achievement; five-times Triple Star Achievement

Personal Lives in Blue Springs, Mo. Husband, Frank

“I am motivated to help others because it's what I have been placed on this earth to do! I've always wanted to make a difference/make an impact. Mary Kay has given me a vehicle and a platform to do just that.”

Independent Beauty Consultant Christy Romazon of Excelsior Springs, Mo., says, “Heather is amazing at everything she does. She is always so positive and encouraging. She has a giving spirit and heart, spreading the Mary Kay spirit with every move she makes.”

Life of the PARTY

Bryunah never thought of herself as the life of the party, but now reflecting on her 17+ years in her Mary Kay business, parties are how she brings fun, makes others smile and helps herself succeed.



Bryunah Gossett
INDEPENDENT SENIOR SALES DIRECTOR



“I love to show a new product or to share a tip or technique to make life easier,” says Bryunah. “Some of my favorite people are those I’ve met at parties on the other side of a face tray!”

POWER OF 30

When Bryunah started her Mary Kay business in 2001, she was a shy paralegal and new mom. “My goal was to save \$500 a month toward

private school tuition for my son. My Sales Director, now **Independent National Sales Director Debra Wehrer**, suggested I do a Power Start – 30 faces each month, so that’s what I did.”

Her first month, Bryunah earned more than \$2,000 in profit! “I held a Power Start almost every month after that and was soon able to replace my full-time income.” Bryunah earned the use of her first Mary Kay Career Car

and left her legal job. In 2004, she became an Independent Sales Director. “I enjoy my entrepreneurial life. Today, I teach everyone the power of a Power Start!”

MAKE ME FEEL IMPORTANT.

Bryunah quickly learned that if she pampered one woman, that woman would gladly share Bryunah with her friends. “My entire career has been built on making others feel important, booking

follow-up appointments to share with friends and then repeating. I always make that second appointment a priority – customer loyalty and team-building are greater when I do.”

WORK IT.

Bryunah also learned to work her business so it worked for her. “We refinanced our home and needed \$3,191 for closing costs. I borrowed from my parents, promising to pay them back in one week. I got busy



#MYMKLIFE



#TEAMMK

and booked parties, found new faces and even sold products to my dad's co-workers! I earned what we borrowed with \$9 to spare and showed up on my mom's porch. She said, 'Bry, you have learned to WORK your Mary Kay business!' I never saw myself in sales, and now I can't imagine doing anything else because of the freedoms it allows."

MONEY MANAGEMENT

"One of my proudest achievements is paying off \$26,000 of debt in two years. I followed Mary Kay Ash's debt repayment idea, paying off the smallest balance first, then the next one and so on. I calculated how much I needed to sell every week to do that. Today, I teach my unit members to do the same. I love a new pair of shoes as much as the next girl, but it's so much sweeter to have no credit card debt!"

LIFE HAPPENS.

Like everyone, Bryunah has experienced life's ups and downs. "I went through a divorce, got remarried to an incredible man and had a premature baby, nearly losing my life in the process. I've raised teenagers, celebrated successes and shed tears. I now have four children in our incredible blended family.

"My son just graduated from high school. He has watched me and now has plans for his own business! Sometimes I'm on top of the world, and the scoreboard shows it. I've had seasons when times were hard, but I persevered. I understand that strong successful businesses require commitment and action. We can't always work 'in passion' but we can always work. Passion will come as long as we stay in motion."

LIVING THE DREAM

On June 30, 2018, Bryunah and her unit finished their best Seminar year ever. "I am grateful for a husband and children who encourage me and for my family who were my first faces and team members. "Also, for my loyal customers who are now my friends and for my Mary Kay mentors – Independent Sales Directors, National Sales Directors and the corporate team. I believe in standing on the shoulders of those who came before us to lean into their successes. And I'm SO grateful for the women who make up our Girls on Fire family. They taught me the joy of being part of others' dreams and growth. They're the best part of my business!"

BRYUNAH'S FIVE PARTY POINTERS

- 1. Focus on parties around the table.** Even during the holidays, I continue those kitchen table appointments.
- 2. Display gift sets** at parties. I let guests know about my **yearlong gift service** for any occasion.
- 3. Wrap gifts in gold or silver** so when the holiday season is over, any gifts not sold still look great for the next occasion. You can stock up in January when holiday décor is discounted.
- 4. Focus on faces and share the opportunity** throughout the year. December is a strong personal team-building month for me.
- 5. Party all year!** Each season brings fun: Summer Splash Parties, Fall Fashion Events, Black Friday or Pink Monday and more.

Oh, What FUN!

What's the best gift you can give this season? How about the opportunity for freedom, flexibility and unlimited potential – aka, a Mary Kay business! When you share Mary Kay, you can grow as you enrich others. That's a gift that keeps on giving!

THE TIME IS RIGHT.

You're around more friends and relatives this month, holding parties and helping others with holiday shopping. They see you having fun and making money. Now's your chance to share the Mary Kay opportunity with them – think girlfriends, family and fun new faces!

What's more, with holiday expenses, the start of a new year and self-improvement resolutions, women may be looking for a side business in order to grow, learn and make extra cash. And discounts on the products they love don't hurt!

And the popular [Great Start Promotion](#) is the icing on the cake, with its **product bonus bundles** for new team members who order inventory when they begin their Mary Kay businesses and **team-building cash bonuses** for all!



GREAT Start



Find *Great Start: Ready, Set, Sell!* and *Ready, Set, Keep Selling!* brochures and the Team-Building Rewards insert on Section 2 of the Consultant order form, \$4, pk./20.

GREAT START CASH BONUSES

\$50 Team-Building Cash Bonus for all active Independent Beauty Consultants through Sales Directors-in-Qualification with each *Great Start*-qualified new personal team member. **No limits!**

A *Great Start*-qualified new personal team member is one whose initial or cumulative order(s) are \$600+ in wholesale Section 1 products, and the orders are received and accepted in the same or following three calendar months as her Independent Beauty Consultant Agreement.



Party Central has it all, from display ideas to invites and social media posts. Find it on *Mary Kay InTouch*®.



Here's one of the Ultimate Product Bonus Bundles new team members can earn when they order at the start. They can sell these bundles for up to 100 percent profit!



The Gift OF GORGEOUS

Help your customers put their best faces forward and **unwrap beautiful skin.**



TIMEWISE MIRACLE SET 3D®, \$110

Appeals to your broadest customer range – those with early-to-moderate signs of aging. **Defends, Delays and Delivers** visible improvements to help your customers look younger longer!



BOTANICAL EFFECTS® REGIMEN, \$54

Ideal for those starting a skin care regimen and not yet concerned about the signs of aging.



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

For those targeting advanced signs of aging. Delivers youth-restoring firmness and skin lift.

CLEAR PROOF® ACNE SYSTEM, \$45

A clear choice for those with acne-prone skin.



For Him

MKMen® SKIN CARE REGIMEN, \$80

Set includes Daily Facial Wash, Shave Foam, Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30+ and Advanced Eye Cream.

ALSO SOLD SEPARATELY:

MKMen® Advanced Facial Hydrator
Sunscreen Broad Spectrum SPF 30+,† \$24
MKMen® Advanced Eye Cream, \$26
MKMen® Daily Facial Wash, \$16
MKMen® Shave Foam, \$14



†Over-the-counter drug product



PREPARTY

The sheet mask is one of the hottest global beauty trends, and **TimeWise Repair® Lifting Bio-Cellulose Mask** is one with instant results, plus more over time. \$70, pk./4

AFTER SINGLE USE:

- It increases skin moisture levels for 24 hours.**
- Skin is visibly more radiant, soft and smooth.

AFTER TWO WEEKS:*

- Skin looks lifted and firmed.
- Skin is younger-looking.
- Skin appears more luminous.

AFTER FOUR WEEKS:*

Appearance of fine lines and wrinkles is reduced.

HOLIDAY MAKEOVER

“The holidays are truly the perfect time to offer pampering sessions. Women like to gather and look their best, so I offer holiday makeovers and pamper my customers with skin care, then show them a fresh makeup look for their holiday parties. And thanks to *TimeWise Miracle Set 3D®*, I predict my skin care sales will be even higher this holiday season. Women want easy steps and quick results, which is exactly what this set provides.”

All prices are suggested retail.

*Results based on a four-week independent consumer study in which 300 women used the product twice a week
** Based on a clinical skin-measurement study



INDEPENDENT SALES DIRECTOR
MEGAN SHAW, SNOVER, MICH.
#TIMEWISE3D



Holiday COUNTDOWN

What you can do the next two months to offer **great service and maximize sales.**

November To-Dos

- **Gifts on the Go.** Wherever you go, carry a decorative basket brimming with last-minute gifts and stocking stuffers from \$12 to \$25.
- **Let's Hear It for the Boys.** Contact the guys, and help them find gifts for their significant others. Offer gift-wrapping as an extra incentive.
- **Holiday Parties.** If you have more than 50 customers, an open house is a great way to let them shop. Or use quick pop-up parties to showcase and sample holiday must-haves. Add festive music and light refreshments to enhance the experience.
- **Social Sales.** Consumers spend an average of two hours a day on social media. To help you reach this captive audience, you can share digital images and posts found on *Mary Kay InTouch*® > Resources > Digital Zone.
- **Weekend Wins.** Make the most of the busy selling weekend that follows Thanksgiving. You can offer an incentive or thank-you gift when someone orders or hosts a party.

December To-Dos

- **Book and Share.** Keep parties going this month. Remind your customers and new faces you meet that now's a great time to start a Mary Kay business!
- **Wrap and Deliver.** If you haven't already, wrap and deliver orders received in November.
- **New Year, New You.** Start booking New Year, New You makeovers for January. And be sure to offer the Mary Kay opportunity as a potential new beginning for their new year. Now's a great time to share the *Great Start* Promotion.
- **Review Your Sales Goal.** What are your average sales per party? Calculate the number of parties you need to reach your goal, and do it! Now's the time to get in gear, work your business and enjoy the sales.



U.S. small business retailers earned a record \$7.9 billion last year* on Small Business Saturday (Nov. 24), an increase of nearly 18% from a year ago.

*Source: Adobe Analytics

YOU HOLD THE KEY



JULY 1, 2018 – JUNE 30, 2019

OCT. 1-31: MAKE IT A PARTY!

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

Achieve the Mary Kay *You Hold the Key* Challenge each month, **July through December**, and get this key jewelry piece from the exclusive Mary Kay *You Hold the Key* Jewelry Collection.

MARY KAY YOU HOLD THE KEY FALL CONSISTENCY CHALLENGE

JULY 1 – DEC. 31, 2018
AND THEN SOME!

Details on *Mary Kay InTouch*®

DIQs INVITED!

MARY KAY LEADERSHIP 2019

Get ready for some fun in the sun, and join your sister Independent Sales Directors in San Diego to sharpen your leadership skills and celebrate your successes!

Jan. 16–19 Emerald, Ruby and Canada
Jan. 20–23 Diamond and Sapphire

San Diego Convention Center

Registration opens Nov. 16!

VIP EVENTS TO QUALIFY FOR:



Located at the Gaslamp Quarter, this fun block party will be rockin' with a live band and entertainment, along with delicious food from area restaurants. **Dress:** Party casual – nice jeans are ok!



Say "Aloha" to the *Mahalo Mary Kay* Leadership Banquet. This upscale luau is complete with live music, entertainment, delicious food and a special gift!

DIQs are invited! Deadline to qualify to attend Leadership Conference 2019 is Jan. 1! Make it your goal to attend this exclusive leader event!

Cost: \$170

Plus, if you register without canceling, you receive a \$50 wholesale/\$100 retail credit toward your first Section 1 product order placed Jan. 26 to Feb. 28, 2019.

Find out how to qualify for both VIP events on *Mary Kay InTouch®* > *Events* > *Special Events*.

GET THE DETAILS.



Mary Kay InTouch® under > [Events](#) > Special Events.
Download the **Mary Kay® Events App** on your phone for updates.

\$ 20	\$ 20	\$ 20
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\$ 20	\$ 20	\$ 20
\$ 20	\$ 20	\$ 20
\$ 20	\$ 20	\$ 20

IDEA! 90-DAY SAVINGS PLAN

Leadership Conference is just three months away, but there's still time to pay for your trip with party earnings. Here's a suggested plan, but you can vary the number of parties or the amount you save to suit you:

Hold 3 parties a week and save **\$20** from each party for 12 weeks:

3 x \$20 = \$60 a week
\$60 x 12 weeks = \$720

That's \$720 to spend on travel and expenses, just from holding parties!

MARY KAY®

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

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MARY KAY INC.



MINI®

PREMIER PLUS PROMOTION
JULY 1, 2018 – JUNE 30, 2019



Chevy® Traverse®

Details on
Mary Kay InTouch®

LOOK WHO'S ROCKING IT!

IF THESE WHEELS COULD TALK, WHAT WOULD YOURS SAY? #MyMKLife

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