

MARY KAY

NOVEMBER 2019

applause®



It's Better to Gift!

Create irresistible gift bundles your customers will love.



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 2019 promotional items begins for Star Consultants who qualified during the June 16 – Sept. 15, 2019, and Independent Beauty Consultants who enrolled in *The Look* for Winter 2019 through the *Preferred Customer Program*SM.

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

11

Veterans Day. Postal holiday.

13

New Independent Sales Director Education begins at 8:30 a.m. Central time.

15

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

Leadership Conference 2020 registration opens to all Independent Sales Directors at 8:30 a.m. Central time.

16

Winter 2019 promotion begins.

26

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

27

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.

28

Thanksgiving Day. All Company offices closed. Postal holiday.

29

Company holiday. All Company offices closed.

30

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

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

By holding skin care classes, Mary Kay Consultants and Sales Directors can make people happy. You can actually send a woman home feeling more wonderful about herself. It really is true that if you help make a woman feel prettier on the outside, she becomes prettier on the inside too. And when you make her feel prettier on the outside, you send her home a better wife, a better mother and a better member of the community. And all that with just that little bit of magic that's in your showcase.

”

Mary Kay



Above: October *You Can Do It!* Challenge prize. Gift tags and 5" x 7" photo card downloadable from the Holiday Hub on *Mary Kay InTouch*[®]. Gift box set on Section 1.

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

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

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

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TRENDING *Now*

Nov. 6:

National Stress Awareness Day!

Treat your customers to a Pamper Party to help them de-stress this holiday season!



Nov. 11:

Red Lipstick Day!

Let your customers know that you can help them find their perfect shades of red for their next holiday party! Is it **Mary Kay® gel lipstick in Poppy Please, Red Smolder or Scarlet Red?** Or what about **NouriShine Plus® Lip Gloss in Rock 'n' Red?** Or how about **True Dimensions® Lipstick in Firecracker or Sizzling Red?** Set up a Hot Lips station for them to try and then buy!



Nov. 30:

Small Business Saturday

Remind your friends, customers and neighbors that you run a small business and would love their support. In 2018, more than **108 million people** shopped and dined on **Small Business Saturday** – generating **\$12 billion in sales**. And **96 percent of consumers** who shopped on Small Business Saturday said the day makes them want to **shop small** all year long!**



THIS MONTH IN MARY KAY HISTORY

1964

Introduces the first men's line, Mr. K, now known as **MKMen®**.



1969

Mary Kay launches first national TV commercial.



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 PUBLICATIONS SPECIALIST: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL SENIOR PROOFREADER: REBECCA MCLENDON

*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" or "Legal" under Resources 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.

**Source: American Express®

American Express® is a registered trademark of American Express Company.

BUNDLE *Up!*

Make gifts irresistible when you bundle products with inexpensive, clever packaging. Don't forget to include those costs in your pricing.

PICTURE-PERFECT, \$24

- **MARYKAY® OIL MATTIFIER, \$18**
- **BEAUTY BLOTTERS® OIL-ABSORBING TISSUES, \$6, PK./75 TISSUES**

Downloadable 5" x 7" frame backgrounds on the **Holiday Hub**.



Frame and rubber bands found at discount store.



Packaged in the **Small** Limited-Edition® Holiday Gift Box: 5.25" (L) x 2.375" (W) x 1.25" (H)

BROW BESTIES, \$28

- **MARYKAY® PRECISION BROW LINER, \$14**
- **MARYKAY® VOLUMIZING BROW TINT, \$14**





SKINVIGORAT-ING

SKINVIGORATE SONIC™ SKIN CARE SYSTEM, \$75

Includes device, one facial cleansing
brush head and USB cord.



WARM AND FUZZY!

FREE* fuzzy socks with every
purchase of **Mint Bliss™ Energizing
Lotion for Feet & Legs, \$11**



CHA-CHING!

More than **174 million Americans** shopped from Thanksgiving through Cyber Monday and spent an average of **\$335 per person** during that five-day period.* Get your piece of those profits by holding parties or through your **Mary Kay® Personal Web Site**. Don't have one? You can fix that! **Mary Kay InTouch®** > Business Tools.

Source: *National Retail Federation



Packaged in the **Medium** Limited-Edition[†] Holiday Gift Box: 6" (L) x 4.5" (W) x 2" (H)
Filler not included

LOVELY LASHES, \$32

- LASH LOVE[®] MASCARA, \$15
- MARYKAY[®] OIL-FREE EYE MAKEUP REMOVER, \$17

LIMITED-EDITION[†] CITYSCAPE[®] SILKENING DRY OIL, \$20

Enriched with natural oils, this lightweight formula leaves skin soft and nourished. Absorbs effortlessly.



LIMITED-EDITION[†] MARYKAY[®] FRAGRANCE TRAVEL SPRAY, \$22 EACH

Choice of these Mary Kay[®] eau de parfum favorites:

CITYSCAPE[®]
FOREVER DIAMONDS[®]
LIVE FEARLESSLY[®]





LIMITED-EDITION* HOLIDAY GIFT BOX SET, \$6, PK./3

One of each: Small, medium, large.

Find in Section 1!

Small: 5.25" (L) x 2.375" (W) x 1.25" (H)
Medium: 6" (L) x 4.5" (W) x 2" (H)
Large: 8" (L) x 6" (W) x 3" (H)

MARY KAY® HEART PACKAGING SEALS, \$12, PK./105

Available in personalized or nonpersonalized



Heart Packaging Seals and Gift Bags on MKConnections®.



MARY KAY® HEARTFELT SMALL GIFT BAGS, \$12, PK./25

Give your product delivery and party presentation a beautiful boost!

TIP: Fill the bottom of the basket with packing peanuts from your orders to lift gifts to the top.



IT'S THE HOLIDAYS, BABY!

INDEPENDENT SALES DIRECTOR MEGAN KALBACH, MOUNTVILLE, PA.

"I create a 'holiday baby' basket filled with gift sets from \$15 to \$36. Just like a real baby, everywhere I go, my 'holiday baby' goes! It's a great conversation starter, and I make it my goal to sell through everything in the basket each week from Halloween to Christmas."

The Gift of BEAUTIFUL SKIN!

It's like a relaxing spa experience morning and night. Help your customers unwrap beautiful skin!



TIMEWISE MIRACLE SET 3D®

For those looking to address **early-to-moderate signs of aging**. It defends, delays and delivers visible improvements to help them look younger longer!



TIMEWISE REPAIR® VOLU-FIRM® SET

For those who want to address **advanced signs of aging**.
Delivers youth-restoring firmness and skin lift.



BOTANICAL EFFECTS® REGIMEN

For those who are **not yet concerned about the signs of aging** or are learning the benefits of a healthy skin care routine.



CLEAR PROOF® ACNE SYSTEM

For those with **acne-prone skin**.

All prices are suggested retail.



MKMEN® REGIMEN

Smoothed. Soothed. Protected. **Clean-face solutions for every man.**



HOLIDAY GLOW

**TIMEWISE REPAIR® LIFTING
BIO-CELLULOSE MASK, \$70,
PK./4**

This luxuriously innovative,
Korean beauty-inspired mask
gives your skin the ultimate boost!
And the benefits grow over time.

A majority of women agreed that:

- **After a single use**, the mask increases skin moisture levels for 24 hours,** and skin is visibly more radiant, soft and smooth.
- **After two weeks of use**,* skin looks lifted and firmed, and it appears more luminous and younger-looking.

*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

MARY KAY NATURALLY™

For those who want naturally derived* ingredients or to elevate their current beauty routine. These **products are great on their own** or can be **worked in to any of the Mary Kay® skin care lines** your customers love!

- Purifying Cleanser, \$26
- Nourishing Oil, \$48
- Exfoliating Powder, \$34
- Moisturizing Stick, \$28



Third-Party Certified: Every product in the *Mary Kay Naturally*™ line is third-party certified as natural according to comprehensive standards. The COSMOS standard** requires evaluation of everything from the sourcing and processing of ingredients to the manufacturing of products and packaging.

*At least 90% of ingredients are derived from natural sources processed in accordance with third-party standards – currently the COSMOS standard. Visit marykay.com/naturally to learn more.

**To learn more about the COSMOS standard, see cosmos-standard.org/the-cosmos-standard.



Gloria Mayfield Banks



Sonia Pérez



Cindy Williams



Pamela Waldrop Shaw



Anabell Rocha

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!



Patricia Turker



Dayana Polanco



Lisa Madson



Dawn Dunn



Kerry Buskirk

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

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

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

INNER CIRCLE / CÍRCULO INTERIOR

\$500,000

Gloria Mayfield Banks

\$44,394

Sonia Pérez

44,033

\$400,000

Cindy Williams

\$36,850

\$350,000

Pamela Waldrop Shaw

\$33,097

Anabell Rocha

31,280

Patricia Turker

29,193

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$250,000

Dayana Polanco

\$24,677

Lisa Madson

23,451

Dawn Dunn

22,747

Kerry Buskirk

22,086

Julianne Nagle

21,452

Lupita Magaña

21,178

\$200,000

Anita Tripp Brewton

\$20,768

Sandy Valerio

20,102

Cindy Fox

19,902

Cyndee Gress

19,398

Kristin Myers

19,379

Enma Bermeo

18,724

Debi Moore

17,546

Pamela Fortenberry-Slate

17,289

GOLD CIRCLE / CÍRCULO DE ORO

\$150,000

Stacy James

\$16,439

Ada García-Herrera

16,411

Noelia Jaimes

16,155

Yosaira Sánchez

15,158

Linda Toupin

14,347

Luzmila Abadia Carranza

14,195

Maggie Nevárez

14,067

Carmen Hernández

13,973

Dacia Wiegandt

13,953

Elizabeth Muna

13,800

Lisa Allison

12,741

Kay Elvrum

12,733

\$125,000

Phyllis Sammons

\$12,477

Lily Orellana

12,168

Sara Pedraza-Chacón

12,111

Julia Burnett

11,857

Dawn Otten-Sweeney

11,692

Maricarmen Landa Ramos

11,648

Mariana Moreno

11,517

Kristin Sharpe

11,325

Paola Ramírez

11,115

Julie Krebsbach

10,949

O'Nelly Encarnación

10,555

Mayuli Rolo

10,518

MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y COMISIONES MENSUALES

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

EMERALD/ESMERALDA

Gloria Mayfield Banks***

\$62,994

Sonia Pérez**

44,995

Patricia Turker**

33,296

Kerry Buskirk*

29,855

Dayana Polanco*

29,406

Anita Tripp Brewton*

25,355

Julianne Nagle*

24,699

Ada García-Herrera*

17,557

Pamela Tull

17,068

Noelia Jaimes*

17,019

Tammy Crayk Smith

16,074

Luzmila Abadia Carranza*

15,989

Dacia Wiegandt*

15,788

Pam Higgs

14,008

Rosibel Shahin*

13,273

Auri Hatheway

12,726

Mariana Moreno*

12,376

Mayuli Rolo*

11,659

Pam Klickna-Powell

11,288

Monique Balboa

11,208

Marilyn Marte-De Melo

10,515

Dawn Dunn*

30,354

Enma Bermeo*

21,007

Yosaira Sánchez*

20,139

Lily Orellana

17,372

Kristin Sharpe

16,787

Kay Elvrum

15,187

Lisa Allison

14,243

María Monarrez

14,080

Julia Burnett*

13,677

Roxanne McInroe

13,289

Sue Pankow

12,535

Rebecca Evans*

12,430

O'Nelly Encarnación

12,258

Yvonne Lemmon

11,941

Leah Lauchlan

11,879

Pam Ross*

11,687

Lynnea Tate

11,621

Alia Head

11,421

Sharon Buck

11,178

Heidi Goelzer

11,109

Shannon Andrews*

10,536

Karen B. Ford

10,206

Stacy James*

28,804

Sandy Valerio*

23,990

Linda Toupin

23,252

Cindy Fox*

22,625

Maricarmen Landa Ramos

21,696

Kim McClure

17,821

Elizabeth Muna*

15,897

Jan Thetford

14,392

Carmen Hernández*

14,365

Julie Krebsbach*

14,090

Juanita Gudiño*

13,090

Mary Estupiñán*

12,595

Lia Carta**

11,743

Mirna Mejía de Sánchez

11,669

Vicky Fuselier

11,229

Tammy Valava

10,968

SAPPHIRE/ZAFIRO

Debi Moore*

\$29,739

Lupita Magaña**

28,712

Kristin Myers*

24,269

Cyndee Gress*

22,189

Pamela Fortenberry-Slate*

18,013

Somer Fortenberry

17,326

Dawn Otten-Sweeney

16,161

Maggie Nevárez*

15,206

Patrice Moore Smith

14,690

Lorraine Newton*

14,610

Janis Z. Trude

14,096

Elaine Kimble Williams

13,598

Paola Ramírez

13,379

Phyllis Sammons*

13,152

Kimberly Copeland

12,769

Sara Pedraza-Chacón*

12,549

Deb Wehrer

11,968

Davanne Moul*

11,824

Morayma Rosas

11,584

Mia Mason Porter

11,207

Valerie Bagnol*

10,886

Alma Orrostieta

10,868

Diane Mentiply

10,761

Elizabeth Sánchez

10,355

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

* Denota DNV Senior

** Denota DNV Ejecutiva

*** Denota DNV

Ejecutiva de Élite

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?

13% CLUB

CLUB DEL 13%

July/Julio 2019

The top 25 independent sales force members in the **Emerald** 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 integrantes del cuerpo de ventas independientes en el área **Esmeralda** 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.

EMERALD/ESMERALDA

Dircia Rodriguez*	\$1,847
Jessica Mendoza*	1,481
Jennifer L. Besecker*	1,306
Elva Jordan*	1,236
Lisa Reimer*	1,133
Sharon S. Wisnoski*	1,128
Jill Drehmer, S. Palko Unit	1,100
Shauna L. Abbotts*	1,094
Karla Marin, L. Arocha Duque Unit	1,044
Elsa Abdelrahim*	1,042
Antonia Miranda*	993
Denisse J. Ordóñez*	985
Kimbi L. Bartik*	978
Gloria Lopez, G. O'Kain Unit	956
Christine D. Barrueco*	955
Maria Leonor Celaya Olmos*	954
Betty McKendry*	919
Sheri Miter*	899
Teresa Perez*	898
Liz Voran*	897
Melissa M. Wilson*	887
Amanda Swindle*	869
Belinda J. Miller, S. Foust Unit	864
Misty D. Guyre*	863
Ana I. Reyes-Ramos*	848
Rebecca J. Puckett*	848

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

MARY KAY ANGELS

ÁNGELES MARY KAY

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

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

EMERALD/ESMERALDA Stacy D. Foust, <i>Mary Kay National Area</i>	\$70,793
DIAMOND/DIAMANTE Amy Kemp, <i>Mary Kay National Area</i>	\$61,444
RUBY/RUBÍ Luz A. Perez, <i>M. Landa Ramos Area</i>	\$66,878
SAPPHIRE/ZAFIRO Vicki Piccirilli, <i>C. Littlejohn Area</i>	\$60,680

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

EMERALD/ESMERALDA Velma McMillan, <i>Mary Kay National Area</i>	\$11,765
DIAMOND/DIAMANTE Kelly M. Freeman, <i>K. Ford Area</i>	\$19,632
RUBY/RUBÍ Gina M. Ochoa, <i>M. Estupiñan Area</i>	\$13,935
SAPPHIRE/ZAFIRO Marri M. Hendricks, <i>Mary Kay National Area</i>	\$12,072

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

EMERALD/ESMERALDA Alex Far, L. Klein Unit, <i>Mary Kay National Area</i>	\$19,070
DIAMOND/DIAMANTE Eun S. Jang, D. Pettet Unit, <i>P. Waldrop Shaw Area</i>	\$12,869
RUBY/RUBÍ Maria Mercedes, F. Cervantes Unit, <i>Mary Kay National Area</i>	\$16,659
SAPPHIRE/ZAFIRO Amado Guillen, K. Hernandez Unit, <i>Mary Kay National Area</i>	\$30,955

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

EMERALD/ESMERALDA Rosa Carchi, J. Malagon Unit, <i>P. Klickna-Powell Area</i>	14 New Team Members
DIAMOND/DIAMANTE Sales Director Cynthia Ruccia, <i>Mary Kay National Area</i>	10 New Team Members
RUBY/RUBÍ Amanda M. Froom, S. Coker Unit, <i>L. Carta Area</i>	10 New Team Members
SAPPHIRE/ZAFIRO Debbie Erturk, V. Piccirilli Unit, <i>C. Littlejohn Area</i>	12 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

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

EMERALD/ESMERALDA

Menina M. Givens 20 New Unit Members

DIAMOND/DIAMANTE

Stephanie A. Mottaz 20 New Unit Members

Do you know a go-giver?

Mary Kay Ash said, "The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future."

Nominate a well-deserving Independent Sales Director today!

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



¿Conoces a alguien con el Espíritu de la Entrega?

Mary Kay Ash dijo: "El Premio a la Entrega (Go-Give®) es quizá el honor más grande que se puede ganar la Directora de Ventas Independiente. Quienes poseen el Espíritu de la Entrega son el corazón de esta Compañía y nuestra brillante esperanza en el futuro".

¡Nomina hoy mismo a una merecedora Directora de Ventas Independiente!

Mary Kay InTouch® > Concursos/Promociones > Reconocimientos > Premio Go-Give®.

EMERALD / ESMERALDA

NEW DEBUTS

DEBUTES

May/Mayo 2019

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".



Danielle T. Ahinasi
Los Angeles
M. Givens Unit



Barbara C. Coble
Aurora, CO
M. Strauss Unit



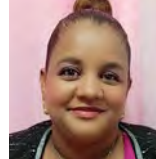
Cleopatra Johnson
Suffolk, VA
T. Bolden Unit



Tamra L. Klotz
Harrington, DE
M. Wynne Unit



Gladys M. Louissaint
Coral Springs, FL
G. Joseph Unit



Gelen Morales
Davie, FL
K. Ramirez Unit



Denisse J. Ordóñez
Springfield, VA
I. Quiroz Zelaya Unit



Veronica Penaloza
Parker, AZ
E. Abdelrahim Unit



Not pictured;/Sin foto: *Edith M. Agudo*, Meriden, CT, M. Colon Unit; *Jennifer Alvarez*, Orlando, FL, G. Valdes Unit; *Yamaly A. Bello*, Tamarac, FL, E. Perez Unit; *Sindy Berganza*, Riverhead, NY, E. Jordan Unit; *Blanca A. Cervantes*, Fresno, TX, K. Burgoin Unit; *Rosario E. Clavel*, Central Islip, NY, R. Shahin Unit; *Sandra I. Fonseca*, Miami, M. Mondragon Unit; *Antonio J. Gomez*, Miami, M. Padilla Perozo Unit; *Hayley Grace*, Shreveport, LA, N. Berlin Unit; *Jocelyn Harris*, South Jordan, UT, K. Johnson Unit; *Debra Hedrick*, Sedalia, NC, A. Shears Unit; *Ana A. Herrera*, Doral, FL, A. Urdaneta Castro Unit; *Faviola Huertas*, Santa Ana, CA, E. Fonseca Unit; *Nadine N. Jamison*, Parma, OH, D. Peterson Unit; *Ivette E. Jefferson*, Lacey, WA, N. Anderson Unit; *Alma Reyes*, Tampa, FL, G. Heyaime Unit; *Patricia A. Robinson*, Arlington, TN, D. Owens Unit; *Yipsi Ruiz-Nicolau*, Pflugerville, TX, A. Jimenez Unit; *Sorayis M. Sandoval*, Orlando, FL, A. Guerra Unit; *Ana M. Sandra*, Pembroke Pines, FL, L. Cerda Unit; *Amy L. Skogen*, Kent, WA, M. Cole Unit; *Grace G. Soltau*, Hialeah, FL, D. Black Unit; *Jessica Vences*, Kernersville, NC, R. Vences Unit.

DEAN'S LIST

LISTA DEL DECANO



July/Julio 2018

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las Primeras 3 integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured;/Sin foto: *Carmen Trinidad Guzman*, Santo Domingo, DR, M. Marte-De Melo Area Emerald Seminar.



Alexandra R.
Urdaneta Castro
Hialeah, FL
D. Polanco Area
Emerald Seminar



Emily Zimmer
Hellertown, PA
S. Valerio Area
Ruby Seminar



Congratulations!

TRIPLE CROWN

TRIPLE CORONA



July/Julio 2018

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

Not pictured;/Sin foto: *Carmen Trinidad Guzman*, Santo Domingo, DR, M. Marte-De Melo Area.



Adrienne C. Manning
Jesup, GA
A. Tripp Brewton
Area



Alexandra R.
Urdaneta Castro
Hialeah, FL
D. Polanco Area



¡Felicitaciones!

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. / Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch*®.

HONORS SOCIETY SOCIEDAD DE HONOR

July/Julio 2018

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

Not pictured/Sin foto: Beth Allen, Broken Arrow, OK, P. Higgs Area; Angelica M. Escalona Medina, Sarasota, FL, B. Ramirez Area; Kayla J. Holt, Niota, TN, Mary Kay National Area; Carmen Trinidad Guzman, Santo Domingo, DR, M. Marte-De Melo Area.



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



Magbis A. Andarcia Mora
Orlando, FL
B. Ramirez Area



Stephanie M. Brandt
Lincoln, IL
C. Bill Area



Jannelik C. Engronatt
Marquez
Kissimmee, FL
B. Ramirez Area



Tiffany M. Graves
Tallahassee, FL
J. Davis Area



Adrianne C. Manning
Jesup, GA
A. Tripp Brewton
Area



Rebekah Thomas
Ocean City, NJ
Mary Kay
National Area



Alexandra R. Urdaneta Castro
Hialeah, FL
D. Polanco Area



FABULOUS 50s FABULOSOS 50

January/Enero 2019

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.

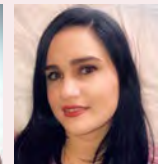
Not pictured/Sin foto: Yanira C. Cortez, Fort Washington, MD, S. Bonilla Area; Ana I. Reyes-Ramos, Port St Lucie, FL, M. Rolo Area; Alberlys K. Uztariz Soto, Orlando, FL, B. Ramirez Area.



Stacy L. Rogers
Mount Hope, KS
K. Buskirk Area



Denise D. Roland
Augusta, GA
G. Mayfield
Banks Area



Yenys Valdespino
Hialeah, FL
Y. Pupo Area



ON THE MOVE EN ACCIÓN

May/Mayo 2019

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.

Danielle T. Ahinasi
Rosario E. Clavel
Sandra I. Fonseca
Tamra L. Klotz

Gladys M. Louissaint
Denisse J. Ordóñez
Grace G. Soltau

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS



July/Julio 2019

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.

Francis B. Acevedo Rodriguez
Maria Alvarez
Maria R. Argueta
Stephanie J. Arnold
Alejandra Bolivar
Lynne M. Borja
Linda Bronson-Abbott
Pearl Burris-Floyd
Elnora S. Campbell
Nayllivis Carrazana
Pilar Castillo
Eileaha Christian
Mary Christian
Diane Christiani
Tracy Clemmons
Blanca Cortez
Anita D. Davis Pearson
Polonia De La Cruz Valdez
Linda DeBolt
Britta A. Del Toro
Kauna Diaz Ochoa
Elaina C. Dobay
Micheline Dorest
Brittany Dunlop
Jessica N. Eisaman
Sheila A. Epps
Mariah J. Erickson

Carmen S. Escalante Melgar
Florcita Espallat de Valerio
Fabiola Evangelista
Elisa Fernandez
Bessy C. Flores
Eva Flores
Sandra Fortes
Blanca Garcia
Jennifer J. Garcia
Jessica M. Garcia
Maricela Gorra Cardosa
Norma Guerra-Martinez
Maria I. Guerrero
Odalys Hechavarría
Sendy J. Hernandez
Solange M. Hernandez
Ashley Herran
Regla E. Hunter
Rebecca Jacquez
Heather R. Johnson
Michelle Johnson
Andrea Konecki
Cheryl Krebeck
Kenny E. Leiva
Sallie Luke
Vickie L. Mack
Karla Marin

Ruth Marin
Eloisa Marquez
Caressa McCormick
Rachel Mertz
Evah Montes
Gloria M. Morales
Andrea G. Morrow
Estela Ortiz
Jacqueline Ortiz
Carmen Y. Perez
Maria L. Perez
Odilis Y. Perez
Aimee B. Pintero
LaToya Preston-Gill
Patricia Reid
Tana Rhodes
Vivian V. Rivera

Sarah Ruggiero
Alcira Serrano
Zanita Spence
Christina M. Taylor
Angela K. Tomlin
Eugenia C. Torres
Alondra S. Torres Diaz
Gladis Umana
Maria Viveros
JoAnn Wesson
Maryrose Wheeler
Peggy R. Williams
Cassandra L. Wilson
Sherri Wronski
Mary Yepes Franco
Marsha A. Young



GRAND ACHIEVERS GRAN GANADORAS

July qualifiers/Calificadas en Julio 2019

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

**SALES DIRECTORS/
DIRECTORAS DE VENTAS**
Kadian N. Lyncooke

“
YOU CAN GO AS FAR AS YOUR
MIND LETS YOU./PUEDES IR
TAN LEJOS COMO TU MENTE
TE LO PERMITA.

” Mary Kay

GOLD MEDALS MEDALLAS DE ORO

July/Julio 2019

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

New Team Members/Nuevas integrantes de equipo

100 GOLD MEDALS Enedina Villarreal*	7	60 GOLD MEDALS Kennetha Shurford Wright*	5
86 GOLD MEDALS Maria de Jesus Rames*	5	59 GOLD MEDALS Maria Leonor Celaya Olmos*	5
81 GOLD MEDALS Ana V. De Leon*	5	55 GOLD MEDALS Mercy N. Bieni*	6
74 GOLD MEDALS Juana Vega*	6	54 GOLD MEDALS Marta P. Hernandez*	5
71 GOLD MEDALS Martina C. Osuna*	5	53 GOLD MEDALS Ana D. Castellon*	5

52 GOLD MEDALS
Mariana D. Santos*

50 GOLD MEDALS
Michelle L. Calbert*
Eibun Osaze*

43 GOLD MEDALS
Bridget N. Ekhaton*
Emily S. Vijil*

41 GOLD MEDALS
Lorena M. Arce*
Elsa Velarde*

38 GOLD MEDALS
Jacinta Gitau*

37 GOLD MEDALS
Imelda Sorto*

36 GOLD MEDALS
Cynthia S. Eichelberger*

35 GOLD MEDALS
Stephanie D. Castro*

28 GOLD MEDALS
Ana Barros*

23 GOLD MEDALS
Damarys Leyva*
Maira Lopez*

19 GOLD MEDALS
Mendy S. Huff*

18 GOLD MEDALS
Laura Hernandez*
Gioconda Munoz*
Leticia Vargas*

16 GOLD MEDALS
Mency Jimenez*

15 GOLD MEDALS
Adrianne C. Manning*

12 GOLD MEDALS
Mary L. Cole*
Teresa Perez*

11 GOLD MEDALS
Irma Arce de Contreras*

8 GOLD MEDALS
Alida Flores*
Inez K. Jones*
Siomara Rivas*

Sierra A. Tippers*

6 GOLD MEDALS
Cheryl A. Whitehead*

5 GOLD MEDALS
Delmy I. Castillo,
L. Chavez Unit

Jill Drehmer,
S. Palko Unit
Diane Morris*
Soila M. Valdez*

4 GOLD MEDALS
Beverly Cozey,
D. Butts Unit

3 GOLD MEDALS
Sylvia H. Hatot,
G. Mayfield Banks Unit

2 GOLD MEDALS
Hattie G. Brown,
S. Kelly Unit

Rosa Carchi,
J. Malagon Unit
Movita C. Harrisingh*
Vickie L. Mack,
M. Givens Unit

6 Maria J. Nunez,
M. Gomez Unit
Taylor Nunez,
L. McKinney-
Smith Unit
5 Maria S. Reyna,
R. Ordonez Unit
7 Niokioh Wright-Smith*

1 GOLD MEDAL
Dayanny Berroa
Concepcion,
D. Rodriguez Unit
5 Luis F. Escobedo,
K. Burgoin Unit
5 Blanca Garcia,
D. Figueroa Unit
8 Sendy J. Hernandez,
M. Hernandez Unit
6 Laura Lainez,
D. Minotta Unit
5 Kenny E. Leiva,
M. Hernandez Unit
5 Jessica Mendoza*

*Denotes Independent
Sales Director.

*Denota Directora de Ventas
Independiente.

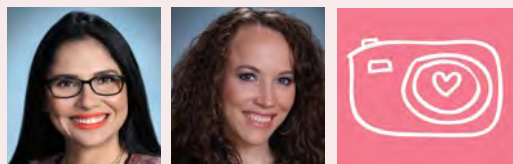
Calling all Independent Sales Directors

We need your photo for recognition in *Applause*® magazine!

What we need:

- Color headshot — **no selfies please.**
- Business attire (preferably Independent Sales Director suit).
- Solid background.
- Minimum 300 dpi resolution.

Examples:



Please email your photo as an attachment to photos@mkcorp.com and be sure to include your **unit/Consultant number** and indicate if it's your first photo or a replacement.

IMPORTANT: If your photo was not taken at a Company-sponsored event, your photographer must send an email to photos@mkcorp.com, granting usage permission. **We cannot publish your photo without permission.**

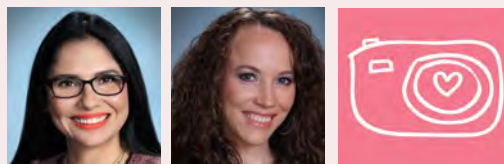
They can add: "I, [fill in name], confirm that I am the original photographer of the attached image and the sole and rightful owner of all rights, including the copyright, in the image. I hereby grant Mary Kay Inc. the royalty-free perpetual worldwide transferable right to use and reproduce the Image without limitation for purpose [OR any and all purposes, including advertising and publicity without time, use or other limitations]."

Un llamado Directoras de Ventas Independientes

¡Requerimos tu foto para fines de reconocimientos en la revista *Aplausos*! Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfis**
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Fondo sólido un solo color.
- Resolucin mínima de 300 dpi.

Ejemplos:



Envíanos por email tu foto como un adjunto a photos@mkcorp.com y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

IMPORTANTE: Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a photos@mkcorp.com donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: "Yo, [nombre], confirmo que soy el fotógrafo original de la imagen adjunta y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (*copyright*) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación en su propósito (O BIEN: para cualesquiera propósitos, incluidos publicitarios, comerciales y sin límite de tiempo ni uso ni otras limitaciones)."

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

July/Julio 2019

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

SAPPHIRE/ZAFIRO

Vicki Piccirilli	\$63,359
Jordan Eicher	51,043
Keita Powell	48,865
Cynthia S. Sheppa	47,431
Ann W. Sherman	45,287
Hilda M. Magana	45,224
Miriam G. Aponte	43,878
Karen V. Hernandez	43,857
Tracy Potter	43,361
Jeanette M. Thompson	42,778
Linda Meier	42,226
Robyn S. Cartmill	40,637
Linda H. Rowsey	40,260
Waverly R. Copeland	39,569
Brenda Ashlock	39,330
Sandi Gaither	38,476
Lady Ruth Brown	38,232
Kelly I. Brock	38,186
Christine M. Jessee	37,864
Laurieann Barclay	37,373
Claudia D. Clem	37,120
Moleda G. Dailey	36,958
Maria Claxton-Taylor	36,739
Krystal K. Hunsucker	36,716
JoAnn M. Allen	36,367
Patty Webster	35,076
Ruby Garner	35,055
Cindy Harness	34,705
Margarita Elisea	34,268
Katherine L. Longley	33,853
Jennifer Levitt	33,768
Ashley R. Becker	33,703
Carol Lee Johnson	33,694
Dolores Keller	33,519
Doris M. Quackenbush	33,357
Suzanne Tripp-Black	33,185
Candace N. Holte	33,032
Michele M. Armes	32,940
Cheri L. Taylor	32,935
Marni M. Hendricks	32,843
Tracey F. Hedrick Lassiter	32,749
Linne' Lane	32,748
Randi Stevens	32,729
Elizabeth J. Carlson	32,469
Charisse Burton	32,283
Kaye Yuen	31,926
Amy J. Bowman	31,896
Tommi Pleasure	31,849
Linda A. Jones	31,842
Tehrie Ned	31,841
Chris Havens	31,577
Lafreda D. Williams	31,253
Shanna H. Jones	31,146
Penny J. Jackson	31,101
Jessica N. Schultz	31,062
Robin S. Moody	30,738
Trisha Taylor	30,705
Kristi M. Anderson	30,655
Jennifer K. Guidry	30,532
Marie E. Vlaminc	30,317
Michele Semper	30,291
Jodi L. Feller	30,151
Nedra White Wartham	30,129
Kim Tarbet Munoz	30,000
Darlene Beckett	29,968
Tracy Grodsky-Dunn	29,740
Autumn R. Heble Britton	29,572
Reyna V. Alvarado Rivera	29,546
Heather L. Bohlinger	29,253
Bonnie Crumrin	29,223
Kayla T. Cornish	29,072

EMERALD/ESMERALDA

Stacy D. Foust	\$70,793
Edie Norquist	70,328
Ginny B. O'Kain	59,820
Nancy Boucher	55,006
Melinda M. Balling	53,538
Hollie R. Sherrick	53,086
Amber L. Towne-Geehan	50,013
Kimbi L. Bartik	49,562
Jennifer L. Besecker	48,866
Mary Strauss	48,574
Brittani M. Jenks	47,918
Amy L. Fields	47,732
Richelle V. Barnes	47,007
Jill Beckstedt	45,106
Kim Williams	43,205
Shannon M. Palko	42,234
Dicia Rodriguez	41,844
Betty McKendry	40,152
Linda Klein	40,036
Stephanie H. Blake	39,813
Menina M. Givens	39,746
Tina M. Dees	39,641
Sheri Farrar-Meyer	39,467
Amanda Swindle	39,131
Christine D. Barrueco	39,094
Doreen Stevens	38,161
Janice B. Hull	37,993
Denise G. Kucharski	37,616
Nicole L. McDaniel	37,600
Pam Kelly	37,560
Brenda Stafford	37,227
Shauna L. Abbotts	37,166
Leslie M. McKinney-Smith	36,805
Phyllis I. Pinski	36,610
Joanna Helton	36,393
Michelle M. Dominiak	35,581
Mary C. Zimmerman	34,392
Stacey Craft	34,119
Luz Pena-Price	33,553
Diane K. Autry	33,434

Tammy West-Murrian	33,347
Liz Voran	33,007
Vicki B. Crank	32,077
Olayinka K. Adegbayi	31,931
Michele S. Rankin	31,814
Bridgett L. Moore	31,320
Ann F. Smith	30,761
Brenda L. Wilbur	30,552
Deanna L. Spillman	30,432
Niokioh Wright-Smith	30,255
Traci D. Wimer	30,248
Ashley N. Clinesmith	29,838
Cindy Anderson	29,678
Rachelle Holloway	29,474
Ann Shears	29,286
Nancy Rodriguez	29,077
Margaret Neill	29,035
Maggie Rader	29,004
Jessica L. Ferguson	28,952
Sidney Crowell	28,855
DeeDee J. Arcuri	28,778
Krista A. Johnson	28,653
Lisbeth C. Arocha Duque	28,606
Martica M. Jenkins	28,502
Joslyn Eaton	28,305
Gracieuse Renard	28,224
Jo M. Cotton	28,021
Sylvia Kelly	28,019
Chris H. Teague	27,841
Kim I. Bessey	27,741
Deirdre L. Eschauzier	27,692
Debra Allison	27,468
Rita J. Barthel	27,392
Jill A. McCoy	27,236
Anna M. Rowe	27,178
Crystal Fritz	27,124
Lindsay E. Freisthler	26,856
Kathleen L. Holmberg-Botelho	26,571
Tami C. Johannsen	26,518
Sally Moreno	26,442
Karla Diaz De Ordenez	26,402
Vickie D. Swinger	26,364
Melissa Makarick	26,310
Katy Goldstein	26,149
Darcy Minotta	26,025
Tandy Fischer	25,847
Penny Pearsall	25,807
Sandra Tatzler	25,582
Audrey L. Detesco-Nickell	25,275
Kathryn L. Engstrom	25,264
Marilyn Schmucker	25,209
Rachel B. Berner	25,196
Jodie Collins	25,121
Diane M. Detesco	24,977
Nancy O'Hara	24,947
Wendy Clausen	24,918
Elaine A. Malley-Snyder	24,900
Teresa Perez	24,871
Maureen Jirkowicz	24,835
Wendi N. Scheuble	24,718

DIAMOND/DIAMANTE

Amy Kemp	\$61,444
Megan N. Wilkes	47,697
Terri J. Beckstead	46,296
Paula Kelsch	46,281
Sherrie C. Purvis	45,700
Mileta K. Kinser	45,695
Deborah S. Bailie	45,573
Jamie V. Taylor	45,396
Sara R. Pennella	43,456
Donna K. Smith	42,567

Mary Kathryn King	41,651
Christy Bigham	41,206
Kelly K. Johnsrud	41,176
Marsha Morrisette	41,089
Suzanne T. Young	40,497
Susan M. McCoy	39,728
Deanna L. Manning	39,025
Casey Goff-Martin	38,584
Gerri Anne Morris	38,212
Nadine H. Huckabee-Stanley	38,034
Alicia Kingrey-Lokai	37,924
Susie Kopacz	37,841
Deborah Dudas	37,785
Barbara E. Roehrig	37,712
Priscilla McPheeters	37,544
Mariann Biase Mason	37,300
Kim A. Messmer	37,024
Kathy M. Viola	36,896
Cindy Rogers	36,877
Mary P. Creech	36,745
Stephanie A. Mottaz	36,561
Billie Gillespie	35,673
Pat Joos	35,439
Lacey L. Bradford	35,410
Kelly Willer-Johnson	35,251
Elsa F. Santos	34,845
Janis Onstott	34,335
Cheryl A. Searcy	34,153
Omosolape O. Akinyoyenu	33,883
Allison Piro	33,788
Denise Nygard	33,241
Sherralynn Arnold	32,978
Christi G. Campbell	32,808
Christina L. Frantz	32,806
Angela J. Fry	32,777
Lucrecia Aguirre	32,677
Cindy Machado-Flippen	32,649
Audrey K. MacDowall	32,521
Constance Nugent Miller	32,507
Lisa A. Stengel	32,462
Ingrid E. Smith	32,247
Sandy Griffith	32,217
Terri Lewis	32,032
Kathy R. Bullard	31,996
Marty T. Wynn	31,921
Hillary L. Puthoff	31,866
Laura E. Knight	31,851
Nancy M. Polish	31,662
April C. Hutchinson	31,501
Tawnya Krempges	31,321
Taylor A. McKnight	31,103
Lindsey D. Christenson	30,992
Christine Wittmann	30,893
Rhonda Kambeitz	30,807
Gertie Janda	30,541
Virgen V. Ortiz	30,484
Karen M. Bonura	30,374
Maggie Pereyra	30,345
Shelley Olson	30,172
Sylvia L. Martinez	30,107
Cheryl A. Riead	29,896
Stephanie A. Richter	29,762
Beth Brinkley	29,684
Crystal D. Gardner	29,609
Norma Lee Shaver	29,605
Jenny Siemonsma	29,542
Celsa Menjivar-Gutierrez	29,505
Linda Kieper	29,404
Patricia Carr	29,262
Karime Rosas	29,240
Berenice Sanchez	29,107

Denise M. Cadenhead	29,065
Julie Schlundt	29,055
Jill Johnson	28,697
Rose Rodriguez-Capone	28,641
Claudia Chavez	28,606
Anne Geertsen	28,521
Brenda Barrows	28,367
Nicki R. Hill	28,245
Celeste Pichardo	28,199
Amy Zietlow	28,097
Grace N. Lemke	27,926
Elvi S. Lamping	27,811
Celeste Byrd	27,437
Sheryl Peterson	27,144
Beatriz Novelo	26,936
Nancy Lewen	26,876
Cathy L. Gilmore	26,872
Elizabeth Fernandez	26,852
Dayna L. Lemke	26,788

RUBY/RUBÍ

Luz A. Perez	\$66,878
Laurie C. Cole	56,873
Kali DeBlander Brigham	54,425
Jessica L. Williams	53,920
Diane K. Lundgren	51,905
Nikole M. Childress	48,321
Kaela L. Steinman	47,449
Milagro V. Diaz	47,345
Suzanne Moeller	46,833
Brenda Fenner	45,539
Paula M. Kirkpatrick	45,380
Randi S. Gleason	43,979
Tamarie M. Bradford	43,477
Jaime M. Bittner	42,294
Karen E. Gardner	41,590
Lauren N. Bloomer	41,583
Mary A. Dell	41,508
Susan Moore	41,117
Ginger J. Benedict	40,929
Lori M. Langan	40,888
Susan C. Ehrmstrom	40,042
Donna Clark-Driscoll	39,213
Terry Thole	39,079
Krystal D. Downey-Shada	38,312
Barbara L. Harrison	38,068
Laura V. Middleton	38,062
Judie Roman	37,372
Lisa V. Bauer	37,313
Bridgette R. Conley	36,681
Laurie T. Plyler	35,929
Rose Campbell	35,717
Lisa Hansen	35,526
Sherri Ammons	34,877
Tiffany M. Malt	34,825
Lisa Anne Harmon	34,712
Julie Smith	34,485
Lisa Olivares	34,465
Andrea Jackson Berger	33,781
Maria D La L. Gabriel	33,350

Patti Cornell	33,159
Tammy Brown	32,989
Breanna N. Goodwin	32,696
Stacey P. Nelson	32,637
Brittany Mitchell	32,404
Jenna M. Larson	32,331
Stephanie Audino	32,292
Christy M. Cox	32,169
K.T. M. Martin	32,000
Stephanie B. Silver	31,870
Cathy Burrell	31,853
Marnie R. Yunger	31,797
Amy Stokes	31,758
Tameka N. Ephraim	31,735
Kelley L. Valerio	31,363
Cleta Colson-Eyre	30,959
Ruthie Bresette	30,607
Stephanie L. Coker	30,387
Rose Mary Neal	30,136
Rebecca H. White	30,112
Trudy D. Nikolas	30,051
Sylvia T. Barritt	29,959
Tassiane Assis	29,766
Regan L. Danforth House	29,611
Amy C. Schule	29,594
Debbie A. Elbrecht	29,212
Jenn Kirkham	29,198
Maureen Shipp	29,080
Barbara Baty	29,067
Raul Delgado	28,560
Tammy D. Niehaus	28,260
Angela P. Brannon	28,237
Maricruz Flores	27,872
Jan Deardorff	27,833
Nancy N. Danley	27,681
Silvia Farias	27,610
Tshanna C. Diggan	27,531
Melissa Nix Gill	27,516
Debby LaMendola	27,444
Jan M. Moses	27,192
Marie A. Harbord	27,190
Jill L. Smith	27,050
Monique N. McIntyre	26,762
Shari M. Kirschner	26,679
Barbara Fleet	26,651
Marye Durrer	26,632
Tracey L. Chavez	26,592
Lorri E. Woehle	26,504
Thessy N. Nwachukwu	26,402
Patty L. Bojan	26,355
Judy Lund	26,263
Jeanie K. Navrkal	26,224
Liz Whitehouse	26,091
Heather J. McKinney	25,962
Chick Stamschror	25,879
Kay Rubin	25,660
Elida A. Polanco	25,591
Connie A. Brinker	25,565
Pamela D. Cox	25,496
Toni L. Moore	25,415
Angela M. Burrows	25,374

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

July/Julio 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in July 2019. Names in **bold** print earned the maximum 23 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 cada área del Seminario en julio de 2019. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFIRO

Vicki Piccirilli	\$9,443
Hilda M. Magana	9,009
Karen V. Hernandez	8,573
Linda Meier	8,108
Jordan Eicher	7,562
Lady Ruth Brown	7,419
Cynthia S. Sheppa	7,389
Tracey F. Hedrick	
Lassiter	7,329
Brenda Ashlock	7,314
Keita Powell	7,291
Maria Claxton-Taylor	7,084
Marni M. Hendricks	6,970
Kelly I. Brock	6,797
Tracy Potter	6,783
Pam Garner Moore	6,616
Satarro Purnell	6,557
Margarita Elisea	6,554
Katherine L. Longley	6,318
Katie D. Nichols	6,227
Moleda G. Dailey	6,224
Brooke E. Bennett-	
Young	6,217
Dolores Keller	6,197
Ruby Garner	6,125
Charisse Burton	6,080
Robyn S. Cartmill	6,043
Casie Hembree	6,023
Delia Ponce	5,978
Trisha Taylor	5,930
Ann W. Sherman	5,896
Laurieann Barclay	5,861
Julie Neal	5,678
Jeanette M. Thompson	5,675
Carmen B. Jones	5,647
Tommi Pleasure	5,627
Tehrie Ned	5,608
Sylvia Boggs	5,583
Christine M. Jessee	5,421
Jennifer J. McNulty	5,416
JoAnn M. Allen	5,416
Karla R. Plantan	5,414
Michele Semper	5,413
Lafreda D. Williams	5,397
Jennifer Levitt	5,258
Julie B. Sapp	5,256
Waverly R. Copeland	5,256
Marita W Campbell	5,251
Jessica N. Schultz	5,247
Linne' Lane	5,233
Paige Moore	5,198
Linda H. Rowsey	5,182
Cindy Harness	5,177
Rheanonda R.	
Johnson Gray	5,172
Suzanne Tripp-Black	5,170
Nedra White Wartham	5,169
Miriam G. Aponte	5,158
Janet L. Guimet	5,071
Cheri L. Taylor	5,069
Maria G. Leon	5,045
Linda A. Jones	5,020
Michele M. Armes	5,004
Patty Webster	4,975
Penny J. Jackson	4,927
Jennifer K. Guidry	4,924
Cyelia D. Matthews	4,886
Joycelyn B.	
Westbrooks	4,853
Debbie L. Bower	4,851
Marie E. Vlamincck	4,850
Karla M. Reno	4,849
Erika D. Hulm	4,842

Miranda Kantor	4,830
Oralia Gil	4,824
Jessica Scola	4,810
Maria Montes	4,800
Krystal K. Hunsucker	4,794
Amy J. Bowman	4,787
Heather L. Bohlinger	4,765
Julie A. Griffin	4,740
Claudia D. Clem	4,709
Fraida M. Klein	4,702
Doris M. Quackenbush	4,668
Rocio Renteria	4,653
Randi Stevens	4,623
Sarah L. Neal	4,608
Missy M. O'Neal	4,603
Lorena P. Ramirez	4,602
Mariaelena Boquin	4,599
Carol Lee Johnson	4,596
Stephanie B. Bowen	4,528
Lynn Baer Roberts	4,520
Stacy O. Ervin	4,493
Ashley R. Becker	4,492
Bridget N. Howerton-	
Adams	4,483
Pauline White	4,472
Candy I. Brown	4,466
Linda F. Owens-Hale	4,448
Elizabeth J. Carlson	4,425
Sandi Gaither	4,425
Reyna V. Alvarado	
Rivera	4,385
Mary Burnett	4,378
Mary Lou Ardohain	4,372

EMERALD/ESMERALDA

Stacy D. Foust	\$9,584
Jennifer L. Besecker	8,557
Kimbi L. Bartik	7,972
Dircia Rodriguez	7,937
Eddie Norquist	7,685
Melinda M. Balling	7,385
Jill Beckstedt	7,250
Ginny B. O'Kain	7,225
Brittani M. Jenks	7,207
Christine D.	
Barrueco	7,133
Jessica Mendoza	6,983
Shauna L. Abbotts	6,953
Amber L. Towne-	
Geehan	6,688
Nancy Boucher	6,649
Hollie R. Sherrick	6,502
Sheri Farrar-Meyer	6,494
Richelle V. Barnes	6,476
Menina M. Givens	6,348
Betty McKendry	6,061
Janice B. Hull	5,986
Stephanie H. Blake	5,955
Amy L. Fields	5,909
Kim Williams	5,886
Karen E. Ridle	5,853
Mary Strauss	5,789
Liz Voran	5,702
Diane M. Detesco	5,630
Nancy O'Hara	5,613
Linda Klein	5,484
Michele S. Rankin	5,472
Shelley Money-	
Eldridge	5,326
Krista A. Johnson	5,302
Joanna Helton	5,269
Pam Kelly	5,269
Luanne Stewart	5,247

Amanda Swindle	5,230
Leslie M. McKinney-	
Smith	5,218
Denise G. Kucharski	5,213
Phyllis I. Pinsker	5,207
Ann F. Smith	5,139
Nicole L. McDaniel	5,123
Sally Moreno	5,098
Teresa Perez	5,097
Rachelle L. Brinker	5,001
Shannon M. Palko	4,993
Olayinka K. Adegbayi	4,944
Brenda Stafford	4,927
Graciuse Renard	4,901
Bridgett L. Moore	4,893
Maria Leonor Celaya	
Olmos	4,857
Ashley N. Clinesmith	4,843
Rachelle Holloway	4,833
Tina M. Dees	4,831
Stacey Craft	4,806
Katy Goldstein	4,802
Doreen Stevens	4,775
Kathryn L. Engstrom	4,762
Denise Peterson	4,755
Antonia Miranda	4,736
Martica M. Jenkins	4,724
Ebun Osaze	4,614
Maria de La Luz Avila	4,544
Frankie Clapp	4,519
Niokiah Wright-Smith	4,479
Brenda L. Wilbur	4,451
Diane K. Autry	4,425
Nancy A. Berlin	4,379
Breanne Sufrin	4,354
Cindy Anderson	4,350
Mary C. Zimmermann	4,344
Delmy A. Rivas	4,334
Shawna D. Schneider	4,331
Deanna L. Spillman	4,312
Vicki B. Crank	4,295
MaryAnn V. Knox	4,288
Linda S. Chasten	4,272
Pamela Rowe	
Krzmarzick	4,254
Rita J. Barthel	4,250
Luz Pena-Price	4,249
Debbie A. Thomas	4,245
Ann Shears	4,229
Emily Stone	4,228
Tammy West-Murrian	4,221
Nancy Harder	4,204
Delores E. Black	4,203
Elva Jordan	4,202
Nancy Rodriguez	4,164
Nelis Amaya	4,149
Lesia R. Franken	4,135
Sharon S. Wisnoski	4,109
Michelle M. Dominiak	4,107
Karen D. Costas	4,103
Traci D. Wimer	4,084
Maggie Rader	4,058
Noelia E. Jimenez	
Gutierrez	4,058
Debra Allison	4,008
Harriett Sharpe	3,982
Liane B. Wall	3,973
Elaine A. Malley-Snider	3,946
Maria J. Koo	3,940

DIAMOND/DIAMANTE

Jamie V. Taylor	\$9,617
Amy Kemp	8,504

Terri J. Beckstead	8,272
Sherrie C. Purvis	8,213
Kathleen Koclanes	7,685
Sara R. Pennella	7,596
Celeste Byrd	7,477
Delmi C. Santos	7,423
Tawnya Krempges	7,263
Marsha Morrisette	7,019
Paula Kelsch	7,017
Nadine Bowers	6,961
Deborah S. Bailye	6,858
Lucracia Aguirre	6,697
Megan N. Wilkes	6,653
Alicia Kingrey-Lokai	6,534
Claudia Chavez	6,428
Taylor A. McKnight	6,349
Anne Geertsen	6,298
Elvi S. Lamping	6,239
Mileta K. Kinser	6,204
Christy Bigham	6,187
Nancy M. Polish	6,146
Deborah Dudas	6,103
Audrey K. MacDowall	6,072
Karime Rosas	6,062
Sandy Griffith	6,037
Susan M. McCoy	6,027
Cindy Machado-	
Flippen	5,863
Barbara E. Roehrig	5,792
Julie Danskin	5,736
Sheryl Peterson	5,718
Mary Kathryn King	5,669
Martha Kay Raile	5,663
Amy Zanto	5,554
Constance Nugent	
Miller	5,550
Priscilla McPheeters	5,528
Lacey L. Bradford	5,524
Lisa Rada	5,465
Stephanie A. Mottaz	5,451
Deanna L. Manning	5,431
Stephanie A. Richter	5,424
Lisa A. Stengel	5,407
Kelly K. Johnsrud	5,400
Kathy M. Viola	5,380
Donna K. Smith	5,367
Denise Nygard	5,351
Suzanne T. Young	5,338
Christina L. Frantz	5,332
Angela J. Fry	5,309
Gerri Anne Morris	5,294
Rose Rodriguez-	
Capone	5,268
Heather M. Julson	5,216
Cindy Rogers	5,205
Casey Goff-Martin	5,178
Elizabeth Fernandez	5,155
Susie Kopacz	5,111
Kelly Willer-Johnson	5,084
Blythe J. Egbert	5,038
Kim A. Messmer	5,023
Virgen V. Ortiz	5,017
Mery Carina Ramirez	
Bravo	5,003
Amy Hanifl	4,998
Nadine H. Huckabee-	
Stanley	4,991
Faith A. Gladding	4,986
Karen M. Bonura	4,964
Kathy R. Bullard	4,952
Crystal D. Gardner	4,901
Michelle Cape	4,888
Rita M. Krause	4,874
Ingrid E. Smith	4,855

Lou Cinda Utley	4,855
Mary P. Creech	4,853
Cheryl A. Riead	4,805
Elsa F. Santos	4,796
Pat Joos	4,708
Julie Schlundt	4,700
April C. Hutchinson	4,681
Leanne Sexton	4,677
Sherralynn Arnold	4,667
Annette Pace	4,641
Nicki R. Hill	4,640
Katherine M. Ward	4,597
Susan K. Carlson	4,561
Rhonda Kambeitz	4,559
Lindsey D. Christenson	4,554
Leanna M. Honaker	4,552
Ruth Alvarado	4,552
Omosolape O.	
Akinoyenu	4,545
Patricia Carr	4,516
Mariann Biase Mason	4,512
Shelley Olson	4,508
Shelly Palen	4,502
Celsa Menjivar-	
Gutierrez	4,490
Veronica J. Hyba	4,475
Linda Kieper	4,453
Billie Gillespie	4,432
Beth Brinkley	4,430
Deborah Robina	4,427
Norma Lee Shaver	4,402

RUBY/RUBÍ

Luz A. Perez	\$11,354
Elvia Guzman	9,347
Kali DeBlander	
Brigham	7,771
Maria D La L. Gabriel	7,443
Laurie T. Plyler	7,192
Milagro V. Diaz	7,116
Amy Stokes	6,976
Mary A. Dell	6,945
Randi S. Gleason	6,910
Carmen J. Felix	6,890
Lauren N. Bloomer	6,881
Diane K. Lundgren	6,841
Laurie C. Cole	6,786
Nikole M. Childress	6,762
Barbara Pleet	6,450
Ginger J. Benedict	6,425
Susan Moore	6,366
Raul Delgado	6,349
Lori M. Langan	6,259
Thessy N. Nwachukwu	6,254
Brenda Fenner	6,217
Jeanie K. Navrkal	6,192
Maryste Durrer	6,162
Karen E. Gardner	6,126
Jenn Kirkham	5,920
Lisa Olivares	5,902
Suzanne Moeller	5,893
Donna Clark-Driscoll	5,787
Tracey L. Chavez	5,772
Jessica L. Williams	5,767
Paula M. Kirkpatrick	5,695
Jaime M. Bittner	5,668
Rose Campbell	5,665
Lisa V. Bauer	5,634
Kaela L. Steinman	5,600
Tamarie M. Bradford	5,599
Cleta Colson-Eyre	5,547
Jacqueline N. Alford	5,463

Magdalena Diaz	
de Leon	5,458
Tiffany M. Malt	5,405
Irlene Zapalac	5,400
Bridgette R. Conley	5,377
Susan C. Ehrnstrom	5,335
Silvia Farias	5,252
Stephanie B. Silver	5,241
Judie Roman	5,236
Patti Cornell	5,151
Barbara L. Harrison	5,032
Breanna N. Goodwin	5,030
Rachael M. Bullock	5,012
Amy Kitrell	4,926
Julie B. Potts	4,866
Julie Smith	4,857
Laura V. Middleton	4,825
Diana Gutierrez	4,814
Kellee L. Valerio	4,798
Elvia Cordova	4,786
Lisa Hansen	4,760
Liz Whitehouse	4,743
Terry Thole	4,699
Krystal D. Downey-	
Shada	4,662
Jennifer L. Albertini	4,647
Monique N. McIntyre	4,630
Lisa Anne Harmon	4,618
Stephanie Audino	4,614
Pat Z. Allen	4,562
Patty L. Bojan	4,549
Brittany Mitchell	4,516
Marnie R. Yunger	4,487
Melissa Nix Gill	4,457
Pamela D. Cox	4,448
Toni L. Moore	4,444
Debbie A. Elbrecht	4,414
Connie A. Brinker	4,405
Ramona Carbajal	4,392
Marie A. Harbord	4,357
Cissy E. Warren	4,315
Tammy Brown	4,307
Maria Bautista	4,279
Susana Deniz	4,278
Sheri Ammons	4,271
Angeles Sosa	4,267
Christy M. Cox	4,261
Juana Molina	4,249
Jenna M. Larson	4,237
Stacey P. Nelson	4,237
Laura A. Kattenbraker	4,231
Maureen Shipp	4,229
Reyna N. Lepe	4,227
Esther Amador	4,217
Juana Molina	4,212
Rose Mary Neel	4,185
Lorri E. Woehrl	4,151
K.T. M. Martin	4,140
Heather A. Daniel-	
Kent	4,110
Laura L. Waters	
Vazquez	4,089
Tammy D. Niehaus	4,089
Milbella Sosa	4,084
Barbara Baty	4,082
Aide G. Martinez	
Charre	4,061





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.



EMERALD

Jeri-Lynn Arocho

Independent Senior Sales Director
Began Mary Kay Business
May 2001

Sales Director Debut
November 2009

Offspring one first-line

National Sales Director
Mary Kay National Area

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

Personal Lives in Cape Coral, Fla.
Husband, Omar

“I am motivated to help others because I wouldn't be where I am today without the help of others. We are called to serve, and I am so very grateful that our Company culture and Mary Kay business enable us to do that in our daily work.”

Independent Beauty Consultant Sarah Connell of Wylie, Texas., says, “Jeri-Lynn is giving of her time and her support. She is constantly coaching and mentoring those who are ready to move up in their businesses. She truly enjoys her Mary Kay business and loves what it can bring to others. Her light in our unit shines so bright!”



DIAMOND

Carrie LeCompte

Independent Sales Director
Began Mary Kay Business
September 1997

Sales Director Debut
June 2001

National Sales Director
Mary Kay National Area

Honors Circle of Honor; eight-times Circle of Achievement

Personal Lives in Aurora, Colo.
Husband, Guy; son, Tyler; daughters: Whitney Baylis, Carlie Erwin

“I am motivated to help others because I want to share this opportunity with others. I love the journey through life, embracing others and helping them become the best version of themselves both internally and externally.”

Independent Beauty Consultant Heather Pankratz of Parker, Colo., says, “Carrie is my adopted Sales Director. She hosts an amazing, Spirit-filled, educational and motivational success meeting every Monday night. Carrie answers so many questions and shares her stories of setbacks and successes. She is exactly the kind of leader who Mary Kay Ash would be so proud of!”



RUBY

Tracey Chavez

Independent Future Executive
Senior Sales Director
Began Mary Kay Business
October 1993

Sales Director Debut
November 1996

Offspring three first-line

National Sales Director
Cindy Williams

Honors Circle of Honor; 16-times Circle of Achievement; five-times Circle of Excellence

Personal Lives in Tucson, Ariz.
Husband, Art; sons: Sam, Mikey; daughter, Sarah

“I am motivated to help others because Mary Kay Ash and the incredible women associated with this Company have immensely impacted my life. This inspires me to empower others in their own God-given strengths. If I can help one woman provide for her family or have the flexibility that she so craves, it ignites my soul.”

Independent Executive Senior Sales Director Carmen Felix of Tucson, Ariz., says, “Tracey loves to educate, motivate and inspire all Mary Kay Beauty Consultants and Sales Directors by pouring wisdom and hope into each of their lives. She exemplifies the Mary Kay Go-Give spirit.”



SAPPHIRE

Tracy Norris

Independent Sales Director
Began Mary Kay Business
March 1992

Sales Director Debut
October 2009

National Sales Director
Julie Weaver

Honors Circle of Honor; two-times Sales Director Queen's Court of Personal Sales

Personal Lives in Louisville, Ky.
Husband, Mike; daughters: Jasmine, Ja'Lisa

“I am motivated to help others because I was taught at a young age by my mother, the late Independent Senior Sales Director Merque Wilson, to reach out to others and to show love whenever and wherever I could. Nothing makes me happier than to continue that legacy of helping other women to become all that God created them to be.”

National Sales Director Julie Weaver says, “Tracy treats her customers, Beauty Consultants, her adoptees, her sister Sales Directors and her National Sales Directors as her family! I am so proud of how she lives and exemplifies the Go-Give spirit in everything she does and with every person she meets. I am honored to be her National Sales Director and friend!”

SHARE *the Joy!*

Company programs and a strong area leader with a focus on Reds have helped these women reach new heights. And they're still growing!



From Dec. 1 through June 30, 2019, **INDEPENDENT SENIOR NATIONAL SALES DIRECTOR LORRAINE NEWTON** and her area created phenomenal growth:

14 new Independent Sales Directors, 38 Sales Directors-in-Qualification, 107 First-Time Red Jackets and 24 *Destination Red* achievers. "My role is to keep Mary Kay programs and incentives in front of my area members to build momentum, along with supporting their excitement as they advance. The more they share, the more they continue to share! I create an atmosphere that we are a selling and sharing area, and I give special recognition for those who do both. I host a monthly Red Jacket event, and we work to win together! It brings tears to my eyes to see so many successes!"



INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR TEHRIE NED, CYPRESS, TEXAS

"One thing I've learned is to move with the Company. And right now all I can say is RED explosion! With *Destination Red*, I set up education to help my unit members based on the qualifications, a selling class to help meet the \$3,600 requirement with a plan and weekly goals. Next, we focused on Red Jackets with a 'Red-in-Qualification' class to help them race to red! Then I held a class about building more Reds. We experienced massive unit growth and excelled from the \$250,000 Unit Circle to the \$650,000 Unit Circle! I'm excited for what's next!"



INDEPENDENT SALES DIRECTOR BARBARA JACKSON, BEAUMONT, TEXAS

"For me, a light bulb turned on at a Red Jacket rally with my leaders. I tried on **Lorraine Newton's** National Sales Director jacket and was motivated to become an

Independent Sales Director. I did it! But Hurricane Harvey hit while I was going through chemotherapy. Everything flooded. Then I was in a severe car accident and now, after many months of therapy, I make the most of every day. My Mary Kay sisters and family have supported me though it all. My next goal is to earn the use of a pink Cadillac®. It's all about Red Jackets!"



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR CARMEN JONES, ROSHARON, TEXAS

"The *You Can Do It!* \$600 monthly challenges are motivating and help us maintain Star Consultant status. And the rewards turn heads and start conversations! *Destination Red* was a true game changer! It set our unit on fire and helped us build Red Jackets and new Independent Sales Directors. Like many, I have a family, work full time and am active in my community, along with building an AMAZING Mary Kay unit. I've learned how to ask for help at home, delegate and set appointments. I now say 'no' or 'not right now' to things that won't help us achieve our goals. We have strong momentum, and it's so exciting!"

READY FOR RED?

There's lots to love about being red and building a team of Red Jackets! Bonuses are available for you and your first-time Red Jackets! Get details on *Mary Kay InTouch*® > Contests/Promotions > Contests.



INDEPENDENT SENIOR SALES DIRECTOR
VIVECA WILSON, MESQUITE, TEXAS

"Destination Red was a catalyst that created energy and excitement within my unit. There was so much excitement about the possibility of any Independent Beauty Consultant achieving a trip. Red Jackets are excited to earn more commissions and products with *Great Start* and other programs! We

remained consistent while working through any obstacles that came our way, and many rose to the top! This year's unit goals are to develop and build more leaders using all of the programs Mary Kay has in place!"



INDEPENDENT SALES DIRECTOR
ELLA BANKS, DESOTO, TEXAS

"I have always loved Mary Kay and the idea of earning the use of a pink Cadillac®! When I met Independent Sales Director Paula Brown, I didn't know how she would impact my future. I started my Mary Kay business in 2016, and my excitement came from Paula's energy. As I continued, my

desire to grow became stronger. Last year, Paula passed away, which was devastating, but I knew her passion and it has become mine. With the help of my Mary Kay family, I carry on. As a new Independent Sales Director, I plan to soar wherever God leads me, and I know Paula will be smiling."



INDEPENDENT SENIOR SALES DIRECTOR
CASSANDRA SCOTT, PEARLAND, TEXAS

"The ongoing Company challenges and promotions motivate me to make sure that my unit and I are always on the road to success. **Independent Senior National Sales Director Lorraine Newton** has coached us to build Red Jackets for years, and these programs give us the tools to win daily, weekly,

monthly and yearly. Mary Kay Ash said, 'If you help enough people get what they want, you will get what you want.' I want to earn the use of the pink Cadillac®!"



INDEPENDENT SALES DIRECTOR
ANNETTE GORDON, HOUSTON, TEXAS

"Last year, I pushed my comfort zone to a new level. I encouraged one of my unit members to

contact everyone she knew and coached her to share the opportunity. She became a Red Jacket! I also asked my unit members to reignite their businesses with an income-producing activity. I am coping with the recent loss of my son and have helped my mom through a double mastectomy. Prayer has been my peace, and thanks to the help of prayer warriors, **Lorraine Newton**, my unit and my husband, I see a brighter future. I plan to have a sea of Red Jackets, and my goal is to earn the next Top Sales Director Trip. I now know that I can achieve anything!"



The Red Zone



INDEPENDENT BEAUTY CONSULTANT
MYSHUNDRE DAVIS, DALLAS, TEXAS

"Viveca Wilson believed in me when I did not believe in myself. I wanted to earn a red jacket and worked until I did. Then came **Destination Red**, which gave me more energy and more goals to accomplish! I knew that if I could achieve the cruise, I could do anything! I stayed focused despite a serious illness. I achieved the cruise in

May! My next goal is to become an Independent Sales Director. I will keep my powerful faith in God and know that I can achieve any goal!"



INDEPENDENT SENIOR SALES DIRECTOR JOYCELYN
WESTBROOKS, HOUSTON, TEXAS

"Lorraine Newton coaches us to grow our teams. When others win, you win! I coach my unit members to plan ahead. I let my family know what I'm working toward so they can be part of it. They have grown up with Mary Kay and appreciate my hard work. I spend quality time with my family and create special memories with my Mary Kay team. I just finished

Premier Plus Career Car qualification and am very grateful to my unit!"



INDEPENDENT
EXECUTIVE
SENIOR SALES
DIRECTOR
KATIE NICHOLS,
HOUSTON,
TEXAS

"Challenges

like *You Can Do It!* and a focus on red are huge motivators to help develop consistency and leadership skills. These are strategies I was taught 21 years ago, so it's exciting to get back to basics! I am committed to lead by example and speak to my unit about goals. We focus on Reds and celebrate successes all along the way. I'm still living on an air mattress and out of boxes, thanks to Hurricane Harvey, but that hasn't stopped me! I focus on adding 30 new unit members and 5 new Red Jackets a month!"

you can

do it

JULY 1, 2019 - JUNE 30, 2020



be
fearless!

Yours when you sell enough products to place a cumulative \$600 or more* wholesale Section 1 order in October.

OCT. 1-31



YOU CAN DO IT!
FALL CONSISTENCY
CHALLENGE:

BE YOUR POTENTIAL.

JULY 1 - DEC. 31, 2019

Achieve the ***You Can Do It!*** Challenge each month, July through December 2019, to earn this jewelry piece from the exclusive ***You Can Do It!*** Challenge Collection by R.J. Graziano.



*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.

BOLD RED *Look*

By Mary Kay Global Beauty Ambassador **Luis Casco**



Help your customers get this bold lip look – perfect for the holidays! Subtle eyes let the lips speak for themselves!

- **Mary Kay® Eye Primer**, \$12
- **Mary Kay Chromafusion® Eye Shadow** in Biscotti and Dusty Rose, \$8 each
- **Mary Kay Chromafusion® Blush** in Shy Blush, \$14
- **Mary Kay® Gel Semi-Shine Lipstick** in Scarlet Red, \$18

GREAT ADD-ONS:

- **TimeWise 3D™ Foundation** in Matte or Luminous, \$25 each
- **Lash Love® Mascara**, \$15
- **Mary Kay® Oil Mattifier**, \$18



COLOR IS FUN!

Color Confident is a step-by-step approach that makes it easy for you to achieve beautiful results. Learn the basics, then make up your own rules! Find more on *Mary Kay InTouch®* > Education.

MERRYMAKERS

These Independent Sales Directors know how to make the most of the holiday season! Here are a few of their ideas.



HELP THE HUSBANDS! INDEPENDENT SENIOR SALES DIRECTOR EMILY ANDERSON, SAINT CLOUD, FLA.

"I ask my customers if they have a wish list (Wish List available at the Holiday Hub on *Mary Kay InTouch*®) and if they'd like me to reach out to their husbands. They gladly accept the help, and I deliver the gifts wrapped and ready. He has no worries, she gets the perfect gift, and they're both so grateful. When you build strong relationships with your customers, they trust you with their friends and family. This can lead to more business! Remember, in addition to products, we offer a very valuable gift – TIME! We can save them time by doing their holiday shopping!"



REWARD YOUR LOYAL CUSTOMERS. INDEPENDENT SENIOR SALES DIRECTOR JAMIE PORTER, MELBOURNE, FLA.

"I kick off the holidays with a **customer appreciation sale**. I send a thank-you letter to my top customers and share highlights of my year, along with special deals just for them. I follow with a video email, text and social media posts. This usually results in presales for my two-day event (just a few hours each day) that I call the **Pink Posh Palooza**. My customers can pick up their prepaid, beautifully packaged orders. Plus, I have products and gift bundles available for any of my customers who were unable to take part in the presale. I've also tracked sales on the **myCustomers+**™ App all year, so I reward my customers based on what they spent that year."



SELL THROUGH SOCIAL. INDEPENDENT SALES DIRECTOR AMBER LYKINS, SALISBURY, N.C.

"My unit loves using social platforms for those who can't attend an in-person holiday open house. We create an online experience (i.e., Facebook® Live) we call our Holiday Shopping Channel. We educate our customers on products – application, ingredients and target customer – and invite them to place orders. They can either message us with their orders or shop through our *Mary Kay*® Personal Web Sites. It's fun, interactive and can boost your sales!"

Facebook® is a registered trademark of Facebook, Inc.

HOLIDAY HUB

Find more merrymaking ideas and resources on *Mary Kay InTouch*® > Products > Product Central > Holiday 2019.

November To-Dos

- Download Wish List from the Holiday Hub on *Mary Kay InTouch*® to help make customers' holiday shopping easy!
- Hold online sale events via social media!
- Host an open house and include gift wrapping! Find a customizable invite on the Holiday Hub..



HOLD PERSONAL SHOPPING APPOINTMENTS.

INDEPENDENT SALES DIRECTOR

JULIE KRASCHINSKY, WESTLAKE VILLAGE, CALIF.

"Instead of holiday open houses, I invite my customers to set up personal shopping times. I serve warm cider and cookies and allow them to take their time to shop and create their own gift packages. I start in November and go right up to the days before Christmas for last-minute shoppers. I invite each customer to bring a friend and offer a gift or discount for their referral."



FESTIVE FACTS**

More than **165 million Americans** plan to shop during Thanksgiving weekend. This includes Thanksgiving Day, Black Friday, Small Business Saturday, Sunday and Cyber Monday.

Holiday retail sales in 2018 reached **\$719 billion**, up from **\$687 billion** in 2017.

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



TURN BLACK FRIDAY INTO PINK FRIDAY!

INDEPENDENT SALES DIRECTOR JODIE REED, JOPLIN, MO.

"I love to kick off the holiday season with a Pink Friday Sale right after Thanksgiving. I rarely offer a sale like this, which makes this day feel exclusive, and my customers love it! I offer a discount on a product that they haven't tried before. This gets them hooked on new products and reordering more throughout the year!"

3 Reasons to Buy From You:

PERSONALIZED SERVICE.

You can be her personal merry-maker as you help her find the perfect gift for everyone on her list. She knows she can trust you and has the **Mary Kay® Satisfaction Guarantee** if there's a product she doesn't love.

TRY BEFORE SHE BUYS.

She can have a party and a fun shopping experience with her friends. They enjoy some pampering and try the products, which will hopefully lead to more money, more customers and even more team members for you!

NO HASSLE. No traffic or crowds. No high-pressure salespeople. Just a fun party to play with products. AND if you have a **Mary Kay® Personal Web Site**, you offer the convenience of shopping from home if that's what she prefers.

VISIT THE HOLIDAY HUB ON *MARY KAY INTOUCH*® FOR MORE TOOLS AND IDEAS!

\$25
EACH

TIMEWISE 3D™ FOUNDATIONS

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



TimeWise 3D™ foundations are infused with the exclusive **Age Minimize 3D® Complex** to help defend, delay and deliver for beautiful results. Our **IntelliMatch™ Technology** captured the skin tones of women around the world. This guided each and every shade we created.

MARY KAY® BLENDING BRUSH, \$16

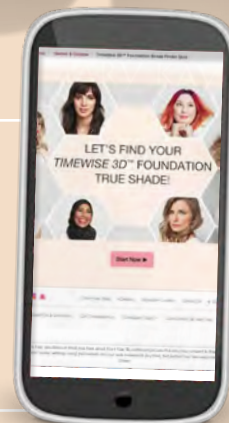
This high-quality brush helps evenly apply foundation for an effortless finish.

HANDY TOOLS!

TimeWise 3D™ Foundations Shade

Finder Quiz A fun way to interact and share with your customers. On your *Mary Kay®* Personal Web Site and marykay.com.

Foundation Finder Tool, \$5 on Section 2.
Also in Starter Kits.



TWO FLAWLESS FINISHES.

MATTE:

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

LUMINOUS:

- Skin gets an instantly brighter look.
- 12 hours of moisturization.
- Weightless coverage creates a skin-perfecting finish.
- Contains light-reflecting minerals.
- Jojoba for lasting comfort and 12 hours of moisturization.

MARY KAY LEADERSHIP 2020

[ORLANDO]

JAN. 12-15, 2020



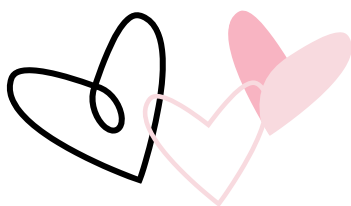
Get ready to soak up the sunny vibes of Florida! This [leaders-only event](#) is a great way to celebrate the new year and your successes! Be the first to discover new products and programs, sharpen your leadership skills and share ideas with your sister Mary Kay Independent Sales Directors.

One Event for ALL LEADERS!

RUBY, EMERALD, DIAMOND, SAPPHIRE AND CANADA

NOV. 15
REGISTRATION OPENS
FOR ALL INDEPENDENT
SALES DIRECTORS!

And if you register for Leadership Conference 2020 without canceling, you will receive a **\$50 wholesale/\$100 retail credit** toward your first Section 1 product order placed Jan. 26 – Feb. 29, 2020.



\$ 20	\$ 20	\$ 20
\$ 20	\$ 20	\$ 20
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12-WEEK SAVINGS PLAN

Leadership Conference 2020 is 12 weeks away. Now's the time to save party earnings to help pay for your trip. Here's a suggested plan – you can customize to meet your needs!

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!

GET ALL THE DETAILS ON *MARYKAYINTOUCH*® > EVENTS > SPECIAL EVENTS.

MARY KAY®

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MARY KAY
LEADERSHIP
2020



One Event for **ALL LEADERS!**

RUBY, EMERALD, DIAMOND, SAPPHIRE AND CANADA

ORLANDO, FLORIDA

JAN. 12–15, 2020

Ready to heat things up this winter? Mary Kay Independent Sales Directors: Join us in Orlando for Leadership Conference 2020!

See inside for details!