

OCTOBER 2007

MARY KAY®
Enriching Women's Lives™

Applause®

holiday
gifts
galore

Gorgeous
Holiday Color

Luxurious **Gift Sets**

New Fragrances
and a *Scent-sational*
Sales Challenge

Plus: Open House
Ideas



get it free

WITH YOUR ORDER

SEPT. 16 – OCT. 15, 2007



Intense Moisturizing Cream

Suggested Use: With cooler weather coming, you may want to suggest customers update their beauty routines to include Intense Moisturizing Cream. This skin-quenching formula nurtures the skin with essential moisture for a soft, supple, beautiful look. It helps replenish skin's optimal moisture and leaves the skin feeling hydrated for up to 10 hours. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Bella Belara™ Eau de Parfum Towelette Samplers/Women's Fragrance Sampler Cards

Suggested Use: You can help customers experience the new Bella Belara™ fragrance with these handy towelette samplers – just in time for holiday sales! Simply attach the towelette to the new Women's Fragrance Sampler Card that promotes six popular Mary Kay® fragrances with room for a sampler of your choice plus a customer quiz on the back. A pack of six Bella Belara™ Eau de Parfum Towelette Samplers and a pack of six Women's Fragrance Sampler Cards are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer (no travel required!). It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



page 2 ▲

Holiday Scents

Bella Belara™ Eau de Parfum and MK High Intensity™ Cologne Spray debut this holiday season with limited-edition gift sets that are sure to spread joy! Discover how you can share these new fragrances with customers for maximum impact.

For more details on BizBuilders bonuses,
see Page 27.

rejoice in the holidays

You have everything your customers need for this busy, gift-giving time of year. Why not rejoice in the fact that you, an Independent Beauty Consultant, are poised to be your customers' professional, one-stop gift source for everyone on their holiday lists? From two new prestige fragrances to gifts that dazzle and delight, you can make this your most profitable holiday season yet, while showing customers you truly care.

page 5 ▶

Scent-sational Sales Challenge

The challenge is on! When you sell at least 21 fragrances by Dec. 15, 2007, you can receive the beautiful Totally Charmed charm bracelet along with a custom fragrance charm. The top achievers will receive a \$200 gift card.

Learn more about this challenge and how it can motivate you!



page 6 ▶

Easy Gift-Giving

Help your customers take the guesswork out of gift-giving!

With several limited-edition gift sets, customers can choose one that's just right without any hassle or stress.



feel beautiful. be beautiful.

Live Beautifully

The Bella Belara™ woman lives life to the fullest because she knows how beautiful life can be. And she loves *feeling* beautiful. It's a feeling that can inspire happiness, confidence and contentment. And there is nothing that can invoke a feeling quicker than a fragrance.



Bella Belara™ Eau de Parfum is more than a fragrance. It's a beautiful feeling. The exuberant floral fruity fragrance captivates immediately. The senses are first treated to a delectable medley of apricot and red nectarine. At its heart, dew-covered rose petals and Moroccan jasmine unfold, while a delightful mix of creamy blond woods and cool moss linger. Available regular line on the Sept. 16 Consultant order form. **\$34**

Beauty All Around

The luxurious Bella Belara™ fragrance gift set is sure to delight any woman who celebrates life's beauty. This set includes Bella Belara™ Eau de Parfum and Bella Belara™ Shimmeriffic® Body Lotion with a matching gift bag. Fragrance has never been so luxurious. Limited edition, while supplies last. **\$49**

Smooth Beauty

Bella Belara™ Shimmeriffic® Body Lotion moisturizes while delivering the Bella Belara™ scent, plus it leaves a subtle gold and silver shimmer on the skin that's perfect for holiday festivities. Limited edition, while supplies last. **\$18**

Wrapped Up in Style

A limited-edition gift bag and matching tissue paper set is yours *free* with each Bella Belara™ gift set purchase. Limited edition, while supplies last.



Familiar, Yet New

The new Bella Belara™ Eau de Parfum supports and builds upon the success of Belara® Eau de Parfum, which launched in 1999 and is our best-selling women's fragrance globally. Bella Belara™ Eau de Parfum utilizes a similar name and bottle shape but does not replace Belara® Eau de Parfum. With the new fragrance, Independent Beauty Consultants can build on the Belara® brand equity to attract new customers and rejuvenate fragrance interest among existing customers, especially during this giving time of year. Belara® Eau de Parfum, **\$34**

Product prices are suggested retail.

share the scent

You can purchase a six-pack of Bella Belara™ Eau de Parfum Towelette Samplers for just \$1.75 to start sharing this luxurious new scent. Or you can earn them with your BizBuilders bonus starting with a \$600 Section 1 wholesale order. The towelette samplers are designed to attach to the new Women's Fragrance Sampler Cards available in packs of six for \$1. Both are available on Section 2 of the Sept. 16 Consultant order form. Be sure to note that Preferred Customer Program copies of the Fall/Holiday 2007 issue of *The Look* also contain a Bella Belara™ sampler.

Samplers Sell

Consider offering one of several free fragrance samplers on your Mary Kay® Personal Web Site and sending customers the free sampler MKeCard® to announce the offer. You can opt-in or change your free sampler option by visiting the Mary Kay® Personal Web Site Manager. Then watch for e-mail and Action Items to let you know when a customer requests a free sample. This is the perfect opportunity for customers to experience fragrances — and a great reason to follow up for a sale!

Did you know? Eighty-one percent of women surveyed were more likely to buy a product after receiving a free sample! (The Promotion Marketing Association)

Want to Know More?

For even more exciting details about new fragrances, take a look at the "Product" link on the Mary Kay InTouch® Web site.



simply irresistible

**Captivating. Refined.
Distinctive.**

The man who wears MK High Intensity™ Cologne Spray has a sleek, smooth sense of captivating sophistication mixed with refined charm. His taste and style reflect his worldly experience. He has an intensity for life – an intensity that's irresistible!



MK High Intensity™ Cologne Spray is an ambery oriental you'll find as irresistible as the man who wears it. Intriguing top notes of icy black fennel and silver sage are heightened by crushed coffee beans. The fragrance demands attention with notes of living dianthus, Darjeeling black tea and dreamy violet leaves. A powerful masculinity reveals itself when a vintage suede accord merges with smoldering amber. Royal king wood, a Mary Kay exclusive, adds rich intensity. Available regular line on the Sept. 16 Consultant order form . \$38

The Limited-Edition Gift Set

The MK High Intensity™ gift set offers every man the practical but masculine products he desires. With MK High Intensity™ Cologne Spray, MK High Intensity™ Cooling After-Shave Gel, MK High Intensity™ Body and Hair Shampoo plus a matching gift bag, this set's sure to please the guys – and the women in their lives! Limited edition, while supplies last. **\$69**



Cooling After-Shave Gel

While imparting the MK High Intensity™ fragrance, this cooling after-shave gel shields against razor irritation, leaving skin feeling soft and moisturized. Limited edition, while supplies last. **\$18**

Body and Hair Shampoo

Keeping clean never smelled so good! Guys are sure to love this dual-purpose product that cleanses with the masculine MK High Intensity™ scent. Limited edition, while supplies last. **\$18**

Wrapped Up in Style

A limited-edition gift bag and matching tissue paper is yours *free* with each MK High Intensity™ gift set purchase (while supplies last).

Share the Scent

You can purchase a six-pack of MK High Intensity™ Cologne Spray Towelette Samplers for just \$1.75 to start sharing this masculine new scent. The towelette samplers are designed to attach to the new Men's Fragrance Sampler Cards available in packs of six for \$1. Both are available on Section 2 of the Sept. 16 Consultant order form. Keep in mind that all versions of the Fall/Holiday 2007 issue of *The Look* contain a rub-and-release of the MK High Intensity™ fragrance.

Product prices are suggested retail.

Take the *Scent-sational* Sales Challenge

Sept. 16 – Dec. 15, 2007



Want more incentive to make this your best season yet for fragrance sales? Then the challenge is on! Independent Beauty Consultants and Independent Sales Directors who sell at least

21* fragrances by Dec. 15, 2007, will receive the Totally Charmed charm bracelet along with a custom fragrance charm to celebrate this achievement. Plus, the top Independent Beauty Consultant and Independent Sales Director in each Seminar affiliation will receive a \$200 Spa Finder gift card.

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

All fragrances qualify for the challenge, including all women's eau de parfums, men's colognes and Angelfire® Eau de Toilette.

Heart Charm for Consistency

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

Fragrance Sampler Cards Help You Sell

The new Women's Fragrance Sampler Cards and Men's Fragrance Sampler Cards, both available in packs of six for \$1 on Section 2 of the Sept. 16 Consultant order form, are designed to help you share the entire family of Mary Kay® fragrances all at once!

The Women's Fragrance Sampler Card promotes Affection®, Belara®, Bella Belara™, Elige®, Journey® and Velocity® fragrances and

includes a fragrance personality quiz on the back. The Men's Fragrance Sampler Card promotes Domain®, MK High Intensity™, Tribute® for Men and Velocity® for Him fragrances, with the exciting new MKMen™ Skin Care Line featured on the reverse side.

Each card leaves room to attach a fragrance towelette sampler of your choice.

New Fragrance MKeCards®

You can use the Women's Fragrance MKeCard® and Men's Fragrance MKeCard® to showcase the luxurious line of fragrances. Consider sending MKeCards® to established customers who need a fragrance reminder or to new customers who have never experienced the prestigious Mary Kay® fragrance line. What a quick and easy way to keep customers informed during this busy time of year while you work toward the *Scent-sational* Sales Challenge!

Affection® Makes a Splash

You can tell customers that the Fragrance Foundation recently announced Affection® Eau de Parfum as a Top 10 Finalist in the "Private Label/Direct Sell – Women's" category for the 2007 Fragrance of the Year FiFi® Award.

And you'll be pleased to know that beginning Sept. 16, Affection® Eau de Parfum Sampler Cards are available at a reduced price of \$1 for a pack of six! Consider ordering these

cards at the new price along with Affection® Towelette Samplers.

Women's Fragrance Sampler Card (front)



Men's Fragrance Sampler Card (front)

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

all set for holiday sales

Every woman is sure to love gifts that make skin feel so good! With these lovely sets, her skin will glow as warmly as the season itself.





Luscious Lips

Customers will line up to stand under the mistletoe after receiving the Satin Lips® gift set! It includes a Satin Lips® Lip Mask that buffs away dry skin and a Lip Balm that moisturizes. They're both tucked inside a pretty floral gift box that's ready for giving at a special holiday price. Limited edition, while supplies last. **\$16**

Satin Hands® Smooth Touch

For those who spend hours cleaning, cooking and wrapping presents in preparation for holiday events, here's the perfect gift! Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the Satin Hands® Pampering Set. It includes the fresh, peach-scented Satin Hands® Satin Smoothie™ Hand Scrub that won the "Best Hand Scrub" award in *Self* magazine's Healthy Beauty Awards. In *Self*'s May 2007 issue, editors recommend that users "keep this pump by the sink and use once a day." Also included in this set: Extra Emollient Night Cream and Satin Hands® Hand Cream. The coordinating peach-colored bag makes the set an easy gift to give. **\$30**



Nurture. Renew. Awaken.

These two limited-edition Mary Kay® Body Care Collection gift sets celebrate the beauty of nature, transforming an everyday experience into an extraordinary one. Mary Kay® Loofah Body Cleanser, infused with tiny bits of natural loofah fiber, removes surface impurities and restores skin to its natural radiance. Mary Kay® Nourishing Body Lotion leaves skin feeling nourished and moisturized with emollient sunflower oil. Whether you give Red Tea & Fig for its natural antioxidants

and sweet warmth or Lotus & Bamboo for its clean, crisp scent, the recipient is sure to feel divine! Each set comes with a matching gift bag that's easy for you to arrange! Limited edition, while supplies last.

Red Tea & Fig Gift Set, **\$32**

Lotus & Bamboo Gift Set, **\$32**

Travel-Sized Satin Hands® Pampering Set Gift With Purchase

Your customers are sure to go peachy over the Fall/Holiday 2007 gift with purchase: a travel-sized Satin Hands® Pampering Set. The set includes travel-sized Satin Hands® Satin Smoothie™ Hand Scrub (2 oz.), Satin Hands® Hand Cream (.75 oz.) and Extra Emollient Night Cream (.42 oz.) with a mini version of the peach-colored gift bag. During this hectic season, this set is great for stashing in purses, briefcases or cosmetic carriers for a quick pampering session on the run. It makes a great stocking stuffer too! While only the Fall/Holiday 2007 Preferred Customer Program mailing of *The Look* features this gift with purchase, Independent Beauty Consultants can find a gift-with-purchase flier available for printing and distributing to customers on the Mary Kay InTouch® Web site. Limited edition, while supplies last. Pack of five, **\$20**.



“Handy Tip
Independent Sales Director Sara Mangiaracina of Gaithersburg, Md., uses this fun, seasonal merchandising idea for Satin Hands® Hand Cream: **“I pair this product with inexpensive, trendy gloves, like the lightweight chenille gloves you can find at a local discount retailer. You can purchase gloves in assorted colors and tie them to the product with a colorful ribbon.”**

a fusion of holiday color



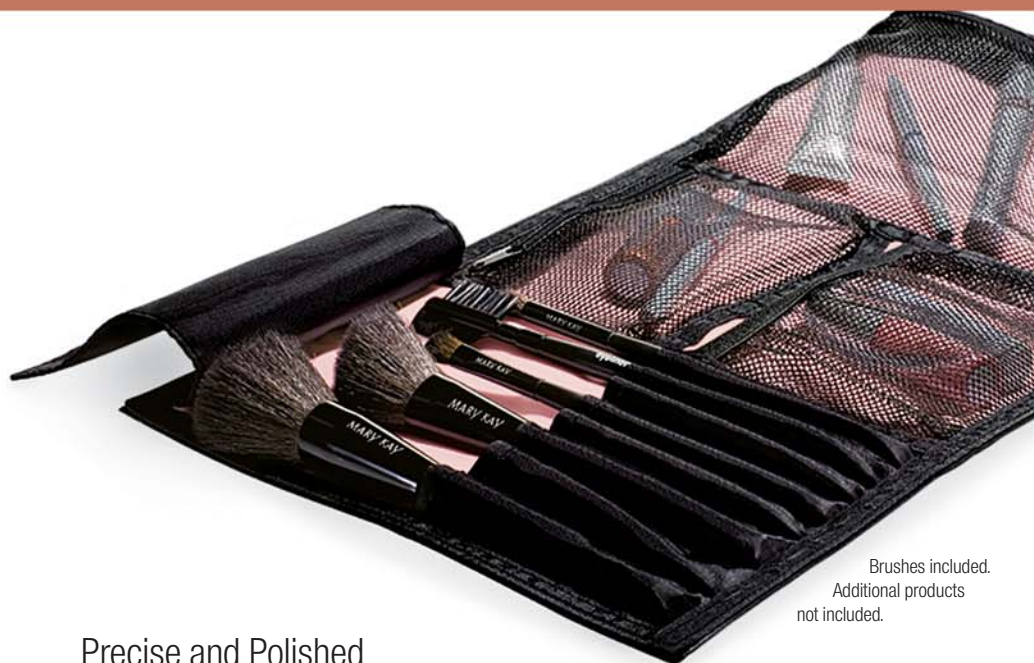
Color has never been so appealing and compact! The limited-edition Mary Kay® Color Fusion Collection delivers on-trend colors for this season with a beautiful range of shades for the lips and eyes. Designed for all skin tones, the colors come in chocolate-colored compacts that include a mirror and a transparent window for easy color identification. They make perfect stocking stuffers and easily slip into party purses for quick touch-ups. The limited-edition Mary Kay® Color Fusion Collection is available while supplies last beginning Sept. 16.

Beautiful Eyes

Mattes mix with pearls, and pastels mingle with deeper shades in these two Mary Kay® Eye Color Quad mirrored compacts. Each comes with four eye colors and instructions for creating everyday and dramatic looks. The shades glide on silky-smooth for long-lasting, crease-resistant coverage. Customers can choose Golden Plum or Simply Neutral. A dual-end applicator is included. Limited edition, while supplies last. **\$18**

Kissable Lips

The creamy formula in each Mary Kay® Lip Color Duo instantly conditions lips leaving them soft, smooth and moisturized for up to six hours. Customers can choose from three gorgeous combos: Raisin/Rosy, Bronze/Amber and Garnet/Gold. The compacts come with a mirror and applicator for quick touch-ups. Limited edition, while supplies last. **\$18**



Brushes included.
Additional products
not included.

Precise and Polished

Introducing the perfect tools for the perfect look! Your customers can turn makeup application into an art form with the new, regular-line Mary Kay® Brush Collection. Five professional-quality brushes boast iridescent black wooden handles for a sleek, stylish look. All are designed to help customers achieve a flawless finish and professional color look with ease, while offering the same high quality you've come to expect from Mary Kay® cosmetic tools.

The set includes a Powder Brush, Cheek Brush, Eye Definer Brush, Eye Crease Brush and Eyeliner/Eyebrow Brush housed in the easy-to-tote Mary Kay® Cosmetic Organizer. This fashionable, tri-fold carrier

stores the brushes and leaves room for other Mary Kay® color products for the perfect organizer and travel companion. A zipper pocket and elastic band closure offer even more convenience.

To clean brushes, simply wash weekly with a mild cleanser and water. The

Mary Kay® Cosmetic Organizer can be wiped down with a damp cloth. Complete application instructions are included.

Simply wonderful for anyone who loves glamour! **\$48**

Mary Kay® Color Fusion Collection Special Offer

Customers who buy a Mary Kay® Eye Color Quad and Mary Kay® Lip Color Duo from the limited-edition Mary Kay® Color Fusion Collection will receive this adorable cosmetic bag free! The stylish lilac microfiber bag with chocolate brown velveteen trim makes a fashion statement all its own. It's designed to hold one Mary Kay® Eye Color Quad, one Mary Kay® Lip Color Duo, a lip liner, an eyeliner and a mascara. Limited edition, while supplies last.



Joyful Holiday Sales



The limited-edition *Holiday Wishes* purse set, exclusive to hostesses, makes an elegant statement. The back of the compact features a Mary Kay Ash quote that captures the spirit of giving: "All you send into the lives of others comes back into your own."

The holiday season is a wonderful time to make the most of your Mary Kay business. From the *Host a Class, Help a Cause* initiative to holiday open houses, you have many convenient ways to share Mary Kay® limited-edition gift items and regular-line products while simplifying your customers' lives with one-stop gift-giving.

Host a Class, Help a Cause Sept. 16 – Dec. 15

It's back and better than ever! Offer potential hostesses even more incentive to host a class this season with the gorgeous limited-edition *Holiday Wishes* purse set. For each \$10 set you give away, 100 percent of the proceeds benefit the Mary Kay Ash Charitable Foundation (MKACF). Last year, *Host a Class, Help a Cause* raised \$1 million for the MKACF, and we'd like to double that this year!

Through this fundraising initiative, your hostess will not only enjoy the black velvet evening bag and the mirrored, black enamel compact, but she'll know she's supporting a valiant cause. What's more, this hostess offer comes at the perfect time since October is awareness month for breast cancer and domestic violence.

Beginning Sept. 16, the quarterly hostess gift flier will be discontinued due to declining sales. However, you have several other ways to promote *Host a Class, Help a Cause*. You can display the ad on the inside back cover of this *Applause*® magazine, use the fall/holiday issue of *The Look* or send the *Host a Class, Help a Cause* MKeCard®. Plus, the "Have a Party" portion of your Mary Kay® Personal Web Site will highlight *Host a Class, Help a Cause*, and you can use printable postcards and the *Beaute-vite*™ online party planner. Please note that the hostess brochure will still be available on Section 2 of the Consultant order form.

Hostess Support on Mary Kay InTouch®

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



Beaute-vite™ Online Party Planner

This online party-planning tool helps make holiday party planning quick and easy. With just a few clicks, you can organize skin care classes and parties, help your hostesses send out invitations and keep track of attendees! Plus, look for a new holiday open house invitation available this quarter as well.



New Holiday MKeCards®, More Options

To capture potential sales, you can send customers the enticing new holiday MKeCards® designed to keep you in the forefront as customers begin their holiday gift-giving.

Several MKeCards® will be available this quarter for you to send to customers letting them know you have great gift ideas for everyone – including our luxurious new fragrances! Plus, on Nov. 16, you can send a “Merry Christmas” MKeCard® to share this season’s cheer. Or you may want to opt for the more general “Happy Holidays” MKeCard® that allows you to choose from optional text referring to Thanksgiving, Christmas, Hanukkah or Kwanzaa. These MKeCards® help you send a holiday greeting that appeals directly to your customers while promoting your business.

Remember, sending MKeCards® can help you create a positive image, reinforce the Mary Kay® brand and direct customers to your Mary Kay® Personal Web Site!

Brighten Holiday Sales With an Open House

With the biggest shopping season of the year just around the corner, one way to entice your customers and build relationships is to consider holding an open house or holiday party.

Independent Sales Director Sara Mangiaracina of Gaithersburg, Md., has become locally renowned for her annual open house. Here she shares her foundation for success – consistency in planning:

- **Set the date and time.** Sara shares: “Schedule your open house for the same weekend every year. Mine is always the first Sunday in December because people are in the mood to shop, and Sundays are a little easier on schedules.”
- **Send out invitations three weeks prior to the event.** Sara’s pointer: “Mail invitations in a bold-colored envelope, like red, that piques curiosity.” Or simply use Beaute-vite™ e-mail invitations created for this purpose!
- **Follow up, follow up!** Sara’s tip: “The week of the event, I call both customers who have not yet responded as well as those who have (both groups appreciate reminders of the date).”

Create an Enticing Environment

The holiday season can tend to feel chaotic – but it should be fun! An open house really should feel like a holiday party since it’s an opportunity for customers to relieve some holiday shopping stress. And you want them to take care of as many people on their gift lists as possible at *your* open house! Why not put Sara’s advice for creating the right open house atmosphere to work for you? “The feel should be casual and social – not ‘salesy.’ You want people to feel comfortable, not pressured,” Sara says.

- **Serve food and play some background music.** Sara’s thought: “You want people to linger long enough for you to help them experience the products.”
- **Consider hosting with another Independent Beauty Consultant.** Sara suggests: “If you’re concerned about turnout, try partnering with other team members. Added bodies help to ‘fill’ the room and stir conversation. It might be a good learning experience for a new team member too.”
- **Hold small prize drawings.** Sara offers: “Give away small product gifts throughout the open house to keep things energetic.”
- **Build on the momentum with booking incentives.** Sara reveals: “A holiday party puts people in a social mood. Ask customers to book a class in December or January, and as a bonus, offer a small gift on the spot.”

recognition

Congratulations to the winners for June 2007.

Monthly Commissions and Bonuses

Listed are NSD commissions/bonuses earned in June 2007 by Independent National Sales Directors on the monthly wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, NSD bonuses for first-line offspring from their personal unit and NSD offspring and NSD commissions earned on all foreign countries for May. Also included are the following, which do not count toward NSD ranking; Sales Director commissions, Personal Team commissions, and NSD contest bonuses.

Pearl



Cindy Williams

Diamond



Barbara Sunden

Ruby



Carol Anton

Sapphire



Christine Peterson

Emerald



Gloria Mayfield Banks

Cindy Williams \$43,809	Barbara Sunden*** \$111,654	Carol Anton** \$60,930	Christine Peterson** \$80,273	Gloria Mayfield Banks*** \$59,371
Pamela Waldrop Shaw.....41,801	Karen Piro**.....68,428	Linda McBroom*.....44,362	Gayle Gaston***.....72,555	Dacia Wiegandt.....48,528
Nan Stroud***.....41,686	Lisa Madson.....63,750	Pat Danforth*.....43,816	Rena Tarbet*.....61,094	Debi R. Moore*.....39,330
Jan Harris**.....40,991	Anita Mallory Garrett-Roe*.....63,517	Kariee Isenhardt*.....37,446	Lupita Ceballos*.....54,400	Kathy S. Helou*.....38,980
Cheryl Warfield**.....40,225	Patricia Rodriguez-Turker*.....44,657	Sue Kirkpatrick*.....36,524	Joanne Holman**.....46,155	Sherry Giancristoforo**.....34,968
Stacy L. James*.....38,543	Tammy Crayk.....44,347	Ronnie D'Esposito Klein.....36,456	Jana Cox*.....38,913	Ronda Burnside*.....34,669
Darlene Berggren*.....37,128	Linda C. Toupin.....40,242	Johnnette Shealy*.....35,863	Valerie J. Bagnol*.....38,367	Jamie Cruse-Vrinios.....29,314
Joan B. Chadborn*.....36,353	Sonia Páez.....37,528	Shirley Oppenheimer*.....30,164	Judie McCoy*.....38,029	Doris Jannke*.....28,679
Jackie Swank*.....31,603	Julianne Nagle-Hackett*.....37,203	Wanda Dalby**.....29,104	Vernella Benjamin.....29,497	Joanne R. Bertalan*.....26,899
Anita Tripp Brevton.....30,274	Holly Zick**.....35,975	Jeanne Rowland*.....28,673	Gloria Baez.....29,420	Kerry Buskirk*.....26,012
Maureen S. Ledda*.....30,134	Gloria Castaño**.....35,479	Janis Z. Moon.....26,188	Sonya LaVay*.....27,090	Lily Orellana.....24,522
Rosa Jackson**.....28,955	Mary Diem*.....33,695	Pam Ross*.....24,085	Jo Anne Barnes.....23,272	Kym A. Walker*.....24,124
Beatrice Powell.....22,544	SuzAnne Brothers*.....33,583	Judy Kawiecki.....20,961	Pam L. Higgs.....21,837	Janet Tade*.....23,089
Halina Rygiel.....22,113	Joyce Z. Grady.....33,101	Rebecca Evans*.....19,379	Alia L. Head.....20,512	Cathy Phillips.....22,869
Sandy Miller.....22,027	Pam Gruber*.....28,807	Margaret Winner*.....18,708	Shannon C. Andrews*.....20,079	Pamela Tull.....22,596
Lise T. Clark*.....21,967	Kathy Z. Rasmussen**.....25,518	Elizabeth Sapanero.....18,581	Martie Silbert*.....20,067	Mona Butters.....22,083
Anabel Rocha.....20,095	Dawn A. Dunn.....22,488	Kirk Gillespie.....18,482	Carol L. Stoops.....19,471	Cindy Fox*.....21,555
Elizabeth Fitzpatrick*.....19,969	Sandy Valerio.....22,405	Kate DeBlander.....17,044	Mattie Dozier.....19,446	Cathy Bill*.....20,663
Nancy Bonner*.....19,709	Diane Underwood.....21,118	Lynne G. Holliday.....16,934	Jan L. Thetford.....18,445	Kay E. Elvrum.....20,309
Monique Todd Balboa.....18,336	Maria I. Monarrez.....20,966	Pamela A. Fortenberry-Slate*.....16,771	Pam Klickna-Powell.....18,020	Consuelo R. Prieto.....19,886
Sylvia Kalicak.....17,489	Jo Anne Cunningham.....20,694	Toni A. McElroy.....16,761	Brigit L. Briddle.....17,930	Jackie LaPrade.....18,500
Allison LaMarr.....17,083	Sharon Kingrey.....20,630	Michelle L. Sudeth*.....16,503	Davanne D. Moul*.....16,343	Sabrina Goodwin Monday.....17,343
Julie Krebsbach.....17,060	Connie A. Kittson.....19,517	Sue Z. McGray.....15,958	Jeanne Curtis.....16,246	Yvonne S. Lemmon.....16,401
Wilda DeKerlegand*.....16,602	Linda O. Scott.....17,300	Nancy West Junkin*.....15,723	Maribel Barajas.....16,047	Irene A. Shea.....16,317
Bett Vernon.....16,484	Dalene Hartshorn.....16,113	Jessie Hughes Logan*.....15,587	Debra M. Wehrer.....15,969	Kathy Rodgers-Smith.....16,177
Cathy E. Littlejohn.....15,898	Sharon Z. Stempson*.....15,220	Cyndee Gress.....15,304	Karen Kratochvil.....15,676	Miriam Gómez-Rivas.....15,940
Lynda Jackson*.....15,310	Diana Heble.....13,852	Gena Rae Gass.....15,295	Nancy A. Moser.....15,497	Barbara Whitaker.....15,021
Robin Rowland.....15,244	Sandra Chamorro.....13,807	Terri Schafer.....15,082	Sharon L. Buck.....15,094	Brenda Segal*.....14,941
Kathy C. Goff-Brummett.....14,213	Isabel Venegas.....13,800	Cindy Z. Leone.....14,917	Kendra Crist Cross.....13,918	Crisette M. Ellis.....14,743
Barbara Stimach*.....13,478	Diana Sumpter.....13,607	Vicky L. Fuselier.....14,763	Mary L. Cane.....13,741	Sherry A. Alexander.....14,683
Jane Studrawa.....13,161	Betty Gilpatrick.....11,249	Cheryl J. Davidson.....14,251	Karen B. Ford.....13,179	Judy A. Rohde.....12,645
Glinda McGuire.....13,116	Charlotte G. Kosena.....10,966	Jean Santin*.....14,035	Joy L. Breen.....12,970	Judy Harmon.....12,564
Pat Campbell.....12,809	Bea Mazzioti.....9,975	Bea Millsagle.....14,016	Elizabeth Sanchez.....12,802	Cristi Ann Millard.....12,058
Ruth Theodocion.....12,803	Carol Lawler.....8,277	Scarlett S. Walker*.....13,676	Sherril L. Steinman.....12,183	Shelly Gladstein.....11,861
Maureen Myers.....12,494	Naomi Ruth Easley.....8,186	Vicki Jo Auth.....13,402	Gillian H. Ortega.....11,632	Dawn Otten-Sweeney.....11,613
Linda Kirkbride.....12,326	Andrea C. Newman.....5,950	Phyllis Chang.....13,245	Ann Brown.....9,747	Jo Reynal Rogers.....10,772
Shirley M. Oshiro.....11,910		Patricia Lane.....12,947	Jill Moore.....8,107	Regina Hogue.....10,101
Wadene Claxton-Prince.....11,123		Maria Aceto Pirro.....12,740	Maria Aguirre.....6,151	Nora L. Shariff*.....9,815
Kathy Jones.....10,879		Nancy M. Ashley*.....12,640		Natalie Privette-Jones.....9,794
Barbara Faber.....10,826		Kelly McCarroll.....12,238		Joanne Hollingsworth.....8,814
Rosalie Ann Medjesky.....9,729		Amy Dunlap.....11,775		Francie McBeth.....8,535
Deb Pike.....9,674		Cindy Towne.....11,424		Esther Whiteleather.....8,155
Mary Pat Raynor.....8,558		Katie Walley.....11,410		Phyllis R. Sammons.....7,689
Betty M. Bridges.....6,916		Margaret M. Bartsch.....10,873		Pamela Cheek.....6,827
Sonja Hunter Mason.....5,921		Kimberly Copeland.....10,843		Carmen Rios.....3,974
		Donna B. Meixsell.....10,279		
		Rhonda L. Fraczowski.....10,062		
		Thea Elvin.....9,262		
		Gay Hope Super.....8,306		
		Sharilyn G. Phillips.....8,123		
		Renee D. Hackleman.....6,168		

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD

Be sure to check out *Ovation*® on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site under Resources, click on Publications and then *Ovation*®.

diamond/diamante

new debuts/debutes April/abril

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



Lorena Rubi V. Beerhalter
Chula Vista, Calif.
G. Atwell Unit

Wanda L. Eastwood
Fair Grove, Mo.
S. Palen Unit

Pamela Fowler-Greene
Kissimmee, Fla.
H. Julson Unit

Sandy Gamba
Henderson, Nev.
L. Verdi Unit

Pilar Garcia
Long Beach, Calif.
M. Diaz De Leon Unit

Traci Harmon
Shawnee, Kan.
F. Siemens Unit

Antonett Jones
Washington, D.C.
P. Green Unit

LaReina Olson Landen
Panama City
Beach, Fla.
E. Sims Unit

Dolores M. Macauley
Newark, N.J.
C. Alston Unit

Caroline Carl Y. Pettit
Pensacola, Fla.
E. Sims Unit



Catherine Ann Quinn
Tucson, Ariz.
C. Johnson Unit

Lorena I. Romero-Cabra
San Diego
D. Ferguson-Mentiply Unit

Cesie Saucedo
Fort Lupton, Colo.
L. Escudero Unit

Nancy Lee Wilson
Steamboat
Springs, Colo.
K. Andre Unit

Lori R. Wiseman
Lexington, Ky.
T. McLean Unit

Congratulations to Sales Directors **Andrea Michelle Birden**, San Francisco, C. Harris Unit; **Julie A. Davis**, Ogden, Utah, S. Arnold Unit; **Irma Fuentes Luna**, Modesto, Calif., S. Montes Unit; **Olga L. Gonzalez**, Long Beach, Calif., I. Gamboa Unit; **Jennifer Crenshaw Johnson**, Los Angeles, C. Harris Unit; **Rosario Martinez**, High Point, N.C., E. Bermudez Vargas Unit; **Marla J. Mellor**, Murray, Utah, T. Beckstead Unit; **Marilyn Itagracia Payero**, Paterson, N.J., M. Reyes Unit; **Irma Martinez Spence**, Fontana, Calif., A. Avila Unit; **Desiree Thomas-Woods**, Cropwell, Ala., T. Satcher Unit; **Socorro Zurita**, Sylmar, Calif., R. Rivas Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(June 2006 debuts/debutes de junio 2006)

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



Jacqueline Denise Moya
Irmo, S.C.
J. Barnes Area
Sapphire Seminar

Brandy Michelle Redden
Conroe, Texas
J. Breen Area
Sapphire Seminar

Congratulations to Sales Director **Anne Oblagell Akanonu**, Union, N.J., Ruby Go Give Area, Ruby Seminar; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

Honors Society/Sociedad de Honor

(June 2006 debuts/debutes de junio 2006)

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



Heather Rachel Kramlen
Beaverton, Ore.
L. Madson Area

Misty Renee Lakes
Mc Kee, Ky.
L. Toupin Area

Jamie L. Lopez
Milano, Texas
J. Cunningham Area

Silvia I. Marta
Liberál, Kan.
M. Monarrez Area

Tina Velvet Parkin
Sandy, Utah
T. Crayk Area

Tina Dianne Ward
Pensacola, Fla.
Diamond Go Give Area

Congratulations to Sales Directors **Alma Arias**, Los Angeles, A. Mallory Garrett-Roe Area; **Vonne Hernandez**, Wellington, Fla., S. Páez Area; **Christina L. Lutz**, Bucyrus, Ohio, Diamond Go Give Area; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2007 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beauty Blotter, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKeCards, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Lips, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity* are registered trademarks; and *Beaut-e-News, captivating color, powerhouse skin care, Darci, Girl Time, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, Mint Bliss, Pink Link, Private Spa Collection, Pronewal, Satin Smoothie, Smart Wiper and Ultimate Mascara* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com./La revista *Applausos™* se publica como fuente de reconocimiento e información para la organización de contratistas de ventas independientes de Mary Kay Inc., Directoras Nacionales de Ventas Independientes ("Directoras Nacionales de Ventas") y Consultoras de Belleza Independientes ("Consultoras") en Estados Unidos, Puerto Rico, las Islas Virgenes (EUA) y Guam por Mary Kay Inc., Dallas, Texas. ©2007 Mary Kay Inc. Miembro: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, AprendeMK, Beauty Blotter, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Romance, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKeCards, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Lips, Smart Start, Sun Essentials, TimeWise, Tribute y Velocity* son marcas registradas; y *Applausos, Beaut-e-News, Belleza en línea, Colección Private Spa, captivating color, powerhouse skin care, De corazón a corazón, Darci, Enlace en rosa, Girl Time, Hora de poder, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, maquillaje y cuidado de la piel a la máxima potencia, Mint Bliss, MK Signature, Ovación, Para enriquecer vidas, Pink Link, Premio a la Entrega, Private Spa Collection, Pronewal, Pronovación, Smart Wiper, Vanta Inteligente y Ultimate Mascara* son marcas de Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause®* magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company./**TU STATUS DE CONTRATISTA INDEPENDIENTE:** Como contratista independiente, no eres empleada o agente de Mary Kay Inc. A través de *Applausos™* recibirás consejos, guías y sugerencias en relación a tu negocio Mary Kay. Sin embargo, tienes la libertad de elegir tu propio horario y los métodos de negocios que mejor funcionen para ti. La Compañía no retiene ningún control sobre ti excepto en los términos y condiciones presentados en tu Acuerdo de Consultora de Belleza Independiente, Acuerdo de Directora de Ventas Independiente y/o Acuerdo de Directora Nacional de Ventas Independiente respectivo(s) con la Compañía. Tú, a su vez, no tienes ningún poder ni autoridad de incurrir en deuda alguna, obligación o reclamación, ni de hacer representación o contrato alguno en nombre de la Compañía.

diamond/diamante

Fabulous 50s/Los Fabulosos 50 (Dec. 2006 debuts/debutes de Dic. 2006)

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.



Gloria Sua Manning
Wilmington, N.C.
P. Rodriguez-Turker Area

Yanira D. Zuniga
Bay Shore, N.Y.
P. Rodriguez-Turker Area

On the Write Track/En buen camino (April 2007 debuts/debutes de abril 2007)

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

Lorena Rubi V. Beerhalter
Irma Fuentes Luna

Pilar García

Rosario Martinez

Catherine Ann Quinn

Cesie Saucedo

Desiree Thomas-Woods

New Team Leaders/Nuevas Líderes de Equipo

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

Beth J. Abell
Maria L. Acosta
Arelis Aguilar
Joanna E. Aliaga
Tamala Allen
Edith Alonso
Lyssette Ambriz
De La Rosa
Cyndi Ambrose
Tracy V. Anderson
Jenny L. Applonie
Laura Arellano
Robin D. Arila
Kunemofa Asu Ekiye
Ruby J. August
Sandra J. Barrera
Cynthia Barrett
Lucia Bernabe
Alison T. Bimbo
Misty D. Bohannon
Silvia Branson

Korinda Bullard
Shannon Burnham
Pam S. Bussey
Maria Calderon
Dinora G. Campos
Karen A. Carter
Kamrin Carver
Lucia L. Casas
Kristi Casaus
Guillermina Castro
Manuela Celis
Rhonda D. Cimorelli
Kami Clark
Dinorah E. Collazo
Athena M. Colon
Amber D. Coursey
Danielle Dean
Ann B. DiAntonio
Dawn M. Dowd
Gail A. Drake
Tanya J. Duesterhoeft

Yolanda H. Duran
Rosalie Durante
Lude Duval
Kristi W. Eggers
Amy C. Engh
Carmen L. Faya
Dora Fernandez
Veronica Fernandez
Aurelia Flores
Candida R. Garcia
Maria V. Garcia
Michelle R. Garrett
Jill M. Gernentz
Adriana R. Gonzalez
Kelly V. Gonzalez
Maricela Gonzalez
Maritza Gonzalez
Tiffany S. Goode
Beth M. Granger
Sarah E. Halsted
Anne C. Hanson

Nitia Harris
Gloria A. Henao
Carla L. Hollman
Linabelle Hornedo
Martha R. Horton
Susan M. Hott
Stacey A. Inmon
Nina F. Irvin
Teresa M. Johnson
Patricia Johnson-Hall
Deby Johnston
Jennifer M. Jokela
Lelani Kasper
Jamie A. Knoblauch
Jodi L. Kusturin
Noreen T. Lemon
Ana Lopez
Skye W. MacLeod
Milagros Martinez
Yanira Martinez
Marla V. McAdams

Jennifer McAllister
Kim McCarthy
Kimberlynn M. McCoy
Virginia M. McCoy
Mary F. McReynolds
Juana V. Medina Mora
Rosa L. Mendez
Monica Mendoza
Debbie C. Mitchell-Byron
Gail G. Mohamed
Diana P. Monje
Katrina Y. Moore
Alisia Morales
Uma R. Muddasani
Emilia Navarrete
Cheryl Naylor
Nohellyz J. Noda
Cynthia L. Okun
Kimberly J. Oliver
Rosemary C. Omeihe

Iris Orellana
Teodora Ortega
Josefina D. Osorio
Patience A. Otaigbe
Nanayaa T. Owusu-Prempeh
Lilian B. Penafiel
Betty J. Penrod
Darling S. Perez-Rosales
Debbie A. Petrilli
Connie Ramirez
Rosa I. Raudales
Iary Y. Rayo
Bernarda Reyes
Maria D. Robles
Gretchen G. Rodriguez
Rosalinda Rodriguez
Mariah J. Rojas
Tina Rose
Josefina Ruiz

Juana Sanchez
Miriam Serrano
Rebeca C. Serrano
LaShawn Shoptaw
Frenae F. Smith
Tamera Stanley
Kelly L. Stewart
Gretchen Studeny
Rosa M. Talavera
Kimberly A. Telford
Tari Tom-Brown
Susan C. Turner
Brianna M. Varnadoe
Margarita Velazquez
Cruz Vicens
Fely Villafuerte
Kelli C. Williams

13% Club/Club del 13%

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

Sales Director Ava Lynn Roberts\$5,836.12
Sales Director Valerie Jean White4,718.22
Sales Director Nicole Ann Solomon3,870.49
Sales Director Audrey K. MacDowall3,617.97
Sales Director Brenda Bennett3,099.83
Yanira Martinez, E. Hernandez Unit2,545.76
Consuelo Beatriz Mendez, E. Diaz Unit2,455.54
Zoila M. Ruiz, M. Ramirez Bravo Unit2,374.65
Sales Director Rosmary A. Baez2,348.55

Sales Director Chatney Gelfius2,324.08
Sales Director Nikki Hall Edgemon2,288.07
Sales Director Debbi Banker2,287.64
Sales Director Terri J. Beckstead2,224.30
Sales Director Vicki O'Bannon2,219.57
Sales Director Judy Higgins2,146.50
Sales Director Heather M. Julson2,108.76
Sales Director Emily Sims2,097.37
Sales Director Aimee Niculescu2,096.93

Sales Director Sandra Juanita Shipp2,093.26
Sales Director Tina Velvet Parkin2,029.72
Sales Director Ruth Ojibeka2,014.16
Sales Director Melissa Mays1,989.85
Sales Director Nma Roz Okeke1,978.08
Sales Director Morayma Rosas1,967.49
Sales Director Linda Faye Dowell1,963.13

diamond/diamante

Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

80 Gold Medals/Medallas de Oro	Sales Director Gloria Manning.....6	Sales Director Amparo Guzman.....5	Jillian Tingley, G. Tubolino Unit.....8
Sales Director Silvia Sanchez.....5	Sales Director Julia Medina.....10	Sales Director Noemi Jaimes.....9	Sales Director Luz Tolamati.....5
74 Gold Medals/Medallas de Oro	Sales Director Georgina Ochoa.....5	Sales Director Janette-Andrew James.....7	Maria Valdovinos, R. Shahin Unit.....6
Sales Director Ana Solis.....5	Sales Director Sandra Shipp.....10	Sales Director Debbie Larson.....5	Arline Wagstaff, K. Kimball Unit.....10
53 Gold Medals/Medallas de Oro	8 Gold Medals/Medallas de Oro	Sales Director Ileana Melgarejo.....5	Angela Wallace, K. Rosetti Unit.....11
Sales Director Blanca Arroyo.....5	Virginia Alverson, S. Alverson Unit.....6	Sales Director Deysi Molina-Aguilar.....5	1 Gold Medal/Medalla de Oro
49 Gold Medals/Medallas de Oro	Sales Director Gloria Escobar De Barrientos.....7	Sales Director Eileen Ortiz.....5	Beth Abell, E. Lamping Unit.....5
Sales Director Clara Fuentes.....6	Sales Director Laura Flores.....12	Sales Director Jackie Pavlosky.....8	Arelis Aguilar, G. Ambrossi Unit.....5
38 Gold Medals/Medallas de Oro	Sales Director Francisca Franco.....6	Sales Director Rosa Pecina.....5	Cyndi Ambrose, H. Goelzer Unit.....5
Sales Director Sharon Alverson.....10	Sales Director Morena Gaitan.....12	Sales Director Judith Perez.....5	Robin Arila, J. Wilcher Unit.....8
29 Gold Medals/Medallas de Oro	Sales Director Martha Hernandez.....5	Sales Director Transito Perez.....6	Ruby August, C. Latour Unit.....5
Sales Director Debbie Frazer.....10	Sales Director Veronica Landry Johnson.....7	Sales Director Denise Petty.....5	Sandra Barrera, A. Pelaez Unit.....5
28 Gold Medals/Medallas de Oro	Sales Director Mireya Pace.....5	Jennifer Rego, V. Diaz Unit.....10	Claudia Bartshe, A. Shields Unit.....5
Sales Director Nicole Solomon.....16	Sales Director Julia Salas.....6	Sales Director Lynda Ritter.....6	Lori Benton, B. Spriggs Unit.....5
27 Gold Medals/Medallas de Oro	7 Gold Medals/Medallas de Oro	Sales Director Jenny Siemonsma.....6	Misty Bohannon, M. Browning Unit.....8
Sales Director Yesenia Mendez.....5	Sales Director Lucrecia Aguirre.....8	Linda Venters, V. White Unit.....7	Patricia Booker, M. Crocker Unit.....9
Sales Director Yvonne Tazem.....11	Sales Director Sylvania Arriaza.....9	3 Gold Medals/Medallas de Oro	Lynette Brown, M. Hartle Unit.....9
26 Gold Medals/Medallas de Oro	Sales Director Karen Bonura.....5	Sales Director Alberta Aldana.....5	Maritza Canales, R. Umana Unit.....7
Sales Director Nma Roz Okeke.....6	Sales Director Dee Dennison.....10	Marlene Bozarth, D. Biondi Unit.....18	Kimberly Cardona-Smith, D. Russo Unit.....6
24 Gold Medals/Medallas de Oro	Sales Director Nikki Edgemon.....6	Sales Director Beth Brinkley.....7	Lucia Casas, T. Lischwe Unit.....5
Sales Director Elvi Lamping.....7	Sales Director Lilian Maldonado.....7	Addie Bruner, M. Beissel Unit.....8	Athena Colon, V. Diaz Unit.....8
Sales Director Rosa Rivera.....5	Sales Director Maria Martinez-Ardon.....6	Sales Director Maria Camacho.....5	Gloria Contreras, A. Quintana Unit.....5
22 Gold Medals/Medallas de Oro	Sales Director Ngozi Ojukwu.....6	Valerie Carter, J. Partridge Unit.....6	Lori Crespín, M. Arapiles Unit.....6
Sales Director Chatney Gelfius.....5	Sales Director Luz Pena-Price.....5	Melody Curry, B. Meniru-Hudson Unit.....14	Donna Crummer, L. Johnson Thomas Unit.....6
Sales Director Patricia Schneider.....5	Sales Director Yvonne Tazem.....11	Sales Director Benedita Dealmeida.....9	Dawn Dowd, M. Luchuk Unit.....7
21 Gold Medals/Medallas de Oro	Emerita Roman, M. Lozada Unit.....11	Saffie Deen, Y. Tazem Unit.....5	Lude Duval, G. Ambrossi Unit.....5
Sales Director Mary Williams.....5	Sales Director Chikodili Ugokwe-Udamba.....6	Gladys Escalera, A. Ortiz Unit.....10	Amy England, C. Bussell Unit.....5
20 Gold Medals/Medallas de Oro	6 Gold Medals/Medallas de Oro	Carolyn Evans, L. Dowell Unit.....5	Winifred Evans-Jordan, J. Gaddy Unit.....5
Sales Director Ruth Ojibeka.....10	Sales Director Amy Allgood.....6	Sales Director Antonia Franco.....5	Carmen Faya, V. Vargas Unit.....5
Sales Director Luciana Zook.....7	Sales Director Duana Boudreaux.....11	Sales Director Sharon Greenblath.....5	Veronica Fernandez, J. Buenrostro Unit.....5
18 Gold Medals/Medallas de Oro	Sales Director Ana Cardona.....9	Levern Hicks, E. Coleman Unit.....15	Leian Fisher, N. Marcus Unit.....5
Sales Director Anaitez Avila.....10	Sales Director Frankie England.....7	Sales Director Jolee Lamatrice.....6	Graciela Gamino Arias, A. Rivas Unit.....8
Sales Director Mary Satterfield.....5	Sales Director Deb Hegland.....10	Sales Director Jovita Luna.....10	Michelle Garrett, B. Spriggs Unit.....5
16 Gold Medals/Medallas de Oro	Junie Legister, P. Pottinger Unit.....6	Raisa Martinez, B. Sola Unit.....10	Melba Giraldo, A. Pelaez Unit.....5
Sales Director Bertha Reed.....6	Martha Menjivar, P. Guerra Unit.....6	Sales Director Gerri Anne Morris.....5	Silvia Giron, R. Serpa Unit.....8
15 Gold Medals/Medallas de Oro	Sales Director Ramona Molina.....5	Christabel Nduhuisi, S. Ozuigbo-Odum Unit.....5	Kelly Gonzalez, A. Pelaez Unit.....7
Sales Director Olga Giraldo.....5	Sales Director Edna Ostafinski.....6	Sales Director Aimee Niclescu.....9	Maritza Gonzalez, E. Fernandez Unit.....5
Sales Director Maria De Jesus Gonzalez.....7	Sales Director Tina Parkin.....7	Lynn Peterson, J. Mazziotti Unit.....13	Kris Goodell, P. Nuzzi Unit.....5
Sales Director Maria Lemus.....5	Sales Director Carmen Perdomo.....6	Sales Director Lori Powell.....7	Jessica Goodgame, M. Hennings Unit.....6
Sales Director Julia Santos.....5	Sales Director Maria Reyes.....5	Sales Director Ann Purdy.....5	Isabel Gurrola, P. Garcia Unit.....5
14 Gold Medals/Medallas de Oro	Sales Director Julie Sharla.....5	Sales Director Gladys Reyes.....5	Araceli Gutierrez, C. Hernandez Unit.....5
Sales Director Rosmary Baez.....6	Sales Director Oralía Tarango.....5	Sales Director Alfidia Rodriguez.....11	Bertha Gutierrez, A. Pelaez Unit.....6
Sales Director Edrenia Coleman.....9	Sales Director Gladys Thompson.....5	Amy Rosenbaum, K. Spiker Unit.....11	Sarah Halsted, J. Sipe Unit.....5
Sales Director Morayma Rosas.....5	Sales Director Cristina Venegas.....5	Amanda Self, A. Williams Unit.....10	Linabelle Hornedo, Y. Piotrowski Unit.....6
Sales Director LaChelle Seleski.....6	Sales Director Patricia Woodworth.....5	Sales Director Kimberlee Simko.....7	Nina Irvin, M. Eades Unit.....5
Sales Director Betty Symons.....5	5 Gold Medals/Medallas de Oro	Sales Director Debra Ann St. Hilaire.....7	Noreen Lemon, K. Erdmann Unit.....5
13 Gold Medals/Medallas de Oro	Cynthia Allen, M. Rains Unit.....5	Sales Director Geraldine Thigpen.....5	Ana Lopez, M. Diaz De Leon Unit.....8
Sales Director Alma Arias.....5	Sales Director Terri Beckstead.....8	Sales Director Jalene Weston.....5	Skye MacLeod, J. Agema Unit.....5
Sales Director Paula Grabau-Friedt.....9	Sales Director Lesley Bodine.....8	2 Gold Medals/Medallas de Oro	Fanny Macias, G. Ambrossi Unit.....6
Sales Director Debbie Merrick.....5	Laura Casas, T. Lischwe Unit.....8	Shauna Anderson, K. Wray Unit.....7	Loretta Martin, C. Kuiken Unit.....6
Sales Director Sandra Sanchez.....11	Sales Director Carol Cobbs.....5	Berta Benitez, E. Diaz Unit.....5	Maria Martinez, S. Galvan Unit.....9
Sales Director Alma Torres.....8	Sales Director Veronica Flores De Medina.....6	Gladis Castro, M. Reyes Unit.....13	Yanira Martinez, E. Hernandez Unit.....8
12 Gold Medals/Medallas de Oro	Angel Fontenot, J. Fontenot Unit.....10	Marina Cruz-Carlson, N. Vento-Jones Unit.....11	Maria Adams, K. DeVilbiss Unit.....5
Sales Director Tomilayo Agunbiade.....7	Sales Director Sara Galvan.....6	Sales Director Maria Edgington.....5	Juana Medina Mora, V. Flores De Medina Unit.....7
Sales Director Juana Chihuahua.....5	Sales Director Edith Gomez.....5	Aurelia Escamilla, D. Melendez Unit.....8	Valerie Mellerson-Napper, B. Spriggs Unit.....9
11 Gold Medals/Medallas de Oro	Sales Director Zuleyn Ho Miranda.....8	Chi-Chi Ezike, B. Peterson Unit.....5	Consuelo Mendez, E. Diaz Unit.....5
Sales Director Melissa Jensen.....6	Sales Director Anita Kellar.....7	Evelyn Garcia, C. Zaldivar Unit.....5	Alisia Morales, Y. Carrillo Unit.....6
Sales Director Audrey MacDowall.....5	Sales Director Heidi Kenealy.....8	Yudelka Garcia, C. Zaldivar Unit.....7	Uma Muddasani, L. McKeever Unit.....5
10 Gold Medals/Medallas de Oro	Sales Director Adela Laguna.....5	Alba Gomez, A. Ortiz Unit.....7	Teodora Ortega, O. Giraldo Unit.....6
Sales Director Toby Loudenback.....5	Sales Director Maira Lopez.....5	Faith Heitzelman, K. Ham Unit.....5	Josefina Osorio, M. Teran Unit.....7
Sales Director Gloria Medrano.....8	Sales Director Marisa Morra.....8	Cruz Hernandez, R. Fernandez Unit.....11	Denise Pagan, A. Leone Unit.....7
Sales Director Bonita Meniru-Hudson.....5	Mojisola Odulaja, T. Agunbiade Unit.....12	Sales Director Beth Keller.....7	Kelly Parks, J. Tyler Unit.....6
Sales Director Vivian Price-Butler.....5	Sales Director Margarita Orozco.....5	Terri Kunzler, C. Gainsford Unit.....5	Lilian Penafiel, N. Bruno Unit.....5
9 Gold Medals/Medallas de Oro	Sales Director Alicia Ortiz.....5	Angela Lealaogata, A. Hayner Unit.....5	Betty Penrod, A. Santamaria Unit.....6
Sales Director Christine Ali.....5	Sales Director Ines Padilla-Hernandez.....10	Julia Luna, L. Escudero Unit.....11	Norma Quinonez, P. Gutierrez Unit.....6
Sales Director Yolanda Alvarez.....5	Sales Director Alice Rothbauer.....7	Melanie Lundell, N. Swanson Unit.....5	Maria Nelly R. Donjuan, R. Fernandez Unit.....6
Sales Director Gloria Campbell.....5	Sales Director Emily Schuette.....8	Araceli Mairs, L. Saavedra Unit.....12	Iary Rayo, L. Saavedra Unit.....5
	Sales Director Natalie Swanson.....5	Gladis Maldonado, Y. Sanchez Unit.....7	Lyz Reagen, S. Young Unit.....5
	Sales Director Graciela Valadez.....6	Theresa Martin, C. Burks Unit.....11	Bernarda Reyes, M. Germosen Unit.....5
	Sales Director Tina Ward.....5	Sales Director Kelly Maruniak.....5	Angelica Reynoso, J. Gudino Unit.....5
	Sales Director Tara Woodford.....6	Kimberly McCowen, D. Rocco Unit.....7	Erika Rodriguez, J. Martinez Hernandez Unit.....5
	Sales Director Patricia Yousef.....10	Sales Director Guadalupe Melendez.....9	Josefina Ruiz, A. Pelaez Unit.....8
	4 Gold Medals/Medallas de Oro	Darlene Misciagno, J. Deardorff Unit.....7	Andrea Sanders, K. Dravage-Smith Unit.....5
	Miriam Alfaro, S. Niell Unit.....13	Tami Mullenix, J. Van Leeuwen Unit.....5	Cherlyn Schmitting, C. Wittmann Unit.....5
	Margarita Argueta, A. Rivas Unit.....12	Sales Director Katie Oney.....5	Merianne Schwieltz, J. Danskin Unit.....5
	Sales Director Luz Balcazar.....8	Petrona Perez, M. Gonzalez Unit.....9	Maria Silva, P. Escalante Unit.....7
	Sales Director Elvira Bravo Cervantes.....5	Darling Perez-Rosales, M. Reyes Unit.....11	Tamera Stanley, J. Siemonsma Unit.....9
	Milittza Brightman, S. Sanchez Unit.....6	Margie Raymond, B. Kirk Unit.....12	Rosa Talavera, A. Guzman Unit.....5
	Sales Director Debra Cerenzia.....5	Alma Renteria, K. Rosas Unit.....10	Lois Tamayo, S. Johnson Unit.....5
	Sales Director Ana Chevez.....5	Monique Richardson, P. Green Unit.....14	Altargracia Valdez, G. Gavilanes Unit.....7
	Sales Director Sandra Daniels-Gibson.....6	Alyssa Romshek, N. Romshek Unit.....6	Brianna Varnadoe, J. Agema Unit.....7
	Sales Director Anita DeCelle.....6	Azucena Ruiz, G. AcuOa Robles Unit.....9	Monica Watson, R. Chesser Unit.....6
	Sales Director Lisette Defoe.....7	Zoila Ruiz, M. Ramirez Bravo Unit.....6	Saranya Whiting, W. Rickertsen Unit.....7
	Ruth Everhart, V. Diaz Unit.....10	Olvin Sagastume, A. Garcia-Herrera Unit.....5	Celinda Wilson, N. Romshek Unit.....9
	Sales Director Sandy Gamba.....8	Gwendolynn Simmons, K. Meyers Unit.....7	Donna Yarbrough, K. Rogers Unit.....5
	Maria Guevara, M. Diaz De Leon Unit.....13	Sales Director Pamela Simonson.....5	Shelly Zollinger, K. Cowdell Unit.....5
		Mary Small, M. Farmer Unit.....8	
		Sales Director Susie Sommer.....6	

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their June 2007 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de junio de 2007.

Pearl/Perla

Roya M. Mattis.....	\$147,842
Leah G. Nelson.....	128,635
Amie N. Gamboian.....	125,994
Kim L. McClure.....	120,651
Kathy Eckhardt.....	120,620
Cindy Machado.....	113,930
Stacey Craft.....	112,404
Jeanie Martin.....	108,838
Kristin Myers.....	106,078
Laura Ann Zipay.....	102,749
Shari M. Kirschner.....	93,812
Keita Powell.....	89,985
Maria Dowling.....	87,698
Holly L. Ennis.....	87,621
Rachael M. Bullock.....	84,662
Kathryn L. Engstrom.....	84,307
Alma Orroistia.....	83,069
Lisa Allison.....	80,179
Charlene Grubbs.....	78,070
Peggy Matish.....	77,812
Laurie C. Cole.....	77,790
Menina M. Givens.....	76,690
Alice L. Murphy.....	74,509
Victoria Rachel Piccirilli.....	73,207
Tammy Bone.....	72,520
Heather Marie Erbe.....	71,319
Leah Michelle Lauchlan.....	69,353
Holli Thompson Lowe.....	68,938
Jo Shuler.....	68,816
Sandra M. Munguia.....	68,705
Kerry Umphrey.....	67,736
Jatashia A. Bennett Manson.....	67,473
Deanie W. Fuller.....	67,473
Betsy C. Richard.....	66,692
Yvonne C. Wood.....	66,435
Sally Moreno.....	65,333
Denise E. Crosby.....	64,789
Alma A. Munoz.....	64,743
Tamarie M. Bradford.....	64,624
Carmen J. Felix.....	63,797
Janice Baxter Hull.....	63,478
Barbara R. Johnson.....	62,446
Joyce Recenello.....	61,901
Marla Bolling.....	61,460
Teresa N. Miller.....	59,991
Judy Brack.....	59,959
Melissa Nix Henderson.....	58,934
Rose A. Harvell.....	58,809
Amy Kemp.....	58,106
Stephanie Nicole Tran.....	57,709
Debbie Jacobs.....	57,610
Stacy O. Ervin.....	57,442
Rita Schaefer.....	57,163
Patti Cornell.....	56,381
Nedra White.....	56,340
Kylie Ann Sanchez.....	55,935
Anne Geertsens.....	55,275
Tracey L. Chavez.....	55,206
Judi Tapella.....	55,183
Renee Brooks.....	55,150
Tammy D. Glunz-Niehaus.....	54,933
Evelyn Hill.....	54,727
Terri Lewis.....	53,963
Michelle Annese Bleichert.....	53,915
Sandra F. Goldsby.....	53,718
Francene M. Anderson.....	53,587
R. Sue Miller.....	52,834
Cathy A. Barnhart.....	52,707
Susan Moore.....	52,222
Misty D. Guyre.....	52,016
Joyce A. Bruggeman.....	51,884
Richelle V. Barnes.....	51,595
Lisa Olivares.....	51,572
Cheryl Marie Brown.....	51,351
Renee Conn-Enos.....	51,205
Tammy A. Vavala.....	51,116
Alicia Borkowska.....	51,082
Danielle Lois Desiante.....	50,993
Vanessa A. McClearn.....	50,986
Elena Hempel.....	50,680
Gwen L. Gihring.....	50,654
Sherry Kostner.....	50,290
Elizabeth B. Muna.....	50,288
Carolyn A. Smith.....	50,158
Amy Kirell.....	49,999

Penny J. Jackson.....	49,958
Kimberly R. Visser.....	49,866
Sherry L. Fields.....	49,798
Susan M. Hohlman.....	48,942
Karen E. Rapp.....	48,895
Natalia Travilina.....	48,756
Dorothy D. Boyd.....	48,586
Pat Ringnald.....	48,219
Hazel White.....	47,827
Tracey D. Koch.....	47,702
Brenda Stafford.....	47,417
Laura Poling.....	47,116
Annette Hazuka.....	47,002
Beth H. Piland.....	46,885
Vicki B. Crank.....	46,810

Diamond/Diamante

Evelinda Diaz.....	\$181,651
Kim I. Cowdell.....	128,417
Vivian Diaz.....	122,739
Pat A. Nuzzi.....	121,030
Audrey K. MacDowall.....	119,797
LaRonda L. Daigle.....	114,442
Kristen P. Marks.....	112,977
Ava Lynn Roberts.....	107,766
Ada Y. Garcia-Herrera.....	106,186
Chatney Gelfius.....	99,789
Stephanie A. Richter.....	96,876
Lara F. McKeever.....	95,379
Faith A. Gladding.....	95,373
Priscilla McPheeters.....	94,695
Debi Christensen.....	94,603
Jennifer V. Agema.....	93,898
Martha Reyes.....	91,460
Olga Cecilia Giraldo.....	89,357
Kim A. Messmer.....	89,307
Valorie Jean White.....	88,445
Brenda Bennett.....	88,368
Judy Higgins.....	86,481
Arianne C. Morgan.....	84,563
Kristen C. Spiker.....	84,349
Julie Danskin.....	84,269
Shelly Palen.....	83,063
Cheryl B. Gainsford.....	82,580
Marsha Morrisette.....	81,880
Lisa A. Stengel.....	80,494
Karime Rosas.....	79,121
Sheryl Peterson.....	79,114
Cindy S. Kriner.....	78,624
Judy Flummerfelt-Gerstner.....	77,557
Maricarmen Gonzalez.....	75,052
Jolinn Andriese.....	74,087
Susan M. McCoy.....	73,945
Gerri Anne Morris.....	73,676
Terri J. Beckstead.....	73,565
Janis Onstott.....	73,382
Michelle L. Farmer.....	73,085
Eileen M. Huffman.....	72,807
Ana X. Solis.....	72,195
Karen L. Kunzler.....	72,057
Krista A. Johnson.....	71,243
Cecilia C. James.....	71,204
Elvi S. Lamping.....	70,604
Julie Peacock.....	70,435
Connie L. Russo.....	70,343
Mary C. Ramirez Bravo.....	70,190
Vicki O'Bannon.....	67,807
Patricia Schneider.....	67,650
Lisa Rada.....	67,376
Heather M. Julson.....	66,609
Aimee Niculescu.....	66,360
Kerry J. DeVilbiss.....	66,228
Nicole Ann Solomon.....	65,886
Heidi Goelzer.....	65,824
Julie Schlundt.....	65,681
Teresa A. Lischwe.....	65,629
Laura Martinez.....	65,436
Leticia Saavedra.....	64,553
Suzanne T. Young.....	63,884
Lori M. Langan.....	63,863
Nancy Fox Castro.....	63,740
Bernadette Spriggs.....	63,000
Elizabeth Ferguson-Mentiply.....	62,852
Melissa Mays.....	62,736
Lisa Bonadonna Madden.....	62,321

Chris DeMeuse.....	62,281
Donna J. Saguto.....	62,229
Brenda K. Howell.....	61,473
Patricia Carr.....	61,284
Gina I. Ambrossi.....	60,631
Jill Johnson.....	60,415
Cruz L. Zaldivar.....	60,158
Magdalena Diaz De Leon.....	60,112
Denise M. Guthrie.....	60,027
Mary Strauss.....	59,722
Nancy J. Romshek.....	59,362
Carol Lee Johnson.....	59,353
Evitelia Valdez-Cruz.....	59,172
Andrea Shields.....	58,662
Sharon B. Carney-Wright.....	58,445
Nikki Hall Edgemon.....	58,194
Mary P. Creech.....	58,181
Susan K. Carlson.....	58,004
Melinda M. Balling.....	57,869
Yosaira Sanchez.....	57,867
Shelley Olson.....	57,684
Karen M. Bonura.....	57,674
Monica J. Hartle.....	57,341
Anaizel Avila.....	57,082
Noemi C. Jaimies.....	56,902
Julie Garvey.....	56,768
Estela Hernandez.....	56,743
Kristin Jenae Rogers.....	56,051
Janette E. Beichle.....	55,866
Debra L. Kottwitz.....	55,711
Patricia A. Woodworth.....	55,631
Edrenia G. Coleman.....	55,555

Ruby/Rubi

Ekene S. Okafor.....	\$248,738
Roli Akperi.....	192,089
Krystal D. Downey-Shada.....	152,443
Maribel Fedri.....	146,702
Dorothy C. Ibe.....	119,728
Thessy Nkechi Nwachukwu.....	114,973
Diane Covington.....	110,144
Phuong L. White.....	104,427
Jacqueline N. Alford.....	94,178
Candy D. Lewis.....	89,683
Kimberly Cavarretta.....	89,500
Oye A. Onuoha.....	86,336
Olubunmi Ebiwonjumi.....	86,145
Julie Thomas.....	85,233
Kali DeBlander Brigham.....	85,081
Connie A. Brinker.....	83,776
Donna Clark.....	82,777
Sheila K. Valles.....	82,403
Carmen Nunez.....	82,311
Phina N. Onwuachi.....	81,357
Mary Sharon Howell.....	80,101
Judith Roman.....	79,770
Deborah S. Bailey.....	78,515
Laura A. Kattenbraker.....	78,361
Cindy L. Yates.....	76,935
Amber J. Schaffner.....	76,923
Lisa V. Bauer.....	76,816
Ingrid Randall.....	73,552
Corrin Cresci.....	73,044
Alicia Bivens-Jones.....	72,847
Sherrie L. Clemons.....	72,290
Chioma Ajaebu.....	72,149
Joyce Omene.....	71,231
Eleanor M. Reigel.....	70,847
Nina Jonah Ndukwue.....	70,106
Gina Beekley.....	69,028
Terezeja Marie Lemieux.....	68,152
Tina M. Butzbach.....	67,550
Nicole Ann Colbert.....	66,782
Mary Lou Ardohain.....	66,144
Lucinda Rudd.....	65,352
Lisa Anne Harmon.....	65,304
Olufunke Monisola Akinokun.....	65,138
Dori M. Fennell.....	64,606
Margi S. Eno.....	64,914
Suzanne Moeller.....	64,469
Gale Elliott.....	64,054
Marnie R. Yunger.....	63,272
Molly A. Williamson.....	62,821
Nancy D. Marshall.....	62,815
Toni Nipp.....	62,505

Elizabeth Medernach.....	61,009
Laurie Hallock.....	60,508
Christy M. Cox.....	60,374
Jill E. Garrett.....	60,313
Mary Jo Dallen.....	59,876
Carol Neat.....	59,620
Lisa Baker.....	59,418
Liz Whitehouse.....	59,346
Marilynn Coleman White.....	58,896
Mary L. Holmes.....	57,899
Debbie A. Elbrecht.....	57,676
Gaynell L. Kennedy.....	57,219
Laura L. Loughry.....	57,098
Darla L. Issa.....	56,254
Carol Fehr.....	56,046
Gwendolyn Dynell Ratliff.....	55,739
Deborah K. Hack.....	55,149
Karen L. Hamer.....	55,062
Breda M. Teal.....	54,527
Gloria Dominguez.....	53,882
Brenda Fenner.....	53,870
Jesslyn Ponce-Dick.....	53,604
Tammy Krueger.....	53,297
Sonya F. Goins.....	52,991
Joelen M. Hallouer.....	52,444
Tanya Michelle Johnson.....	52,128
Julie Rene Jennings.....	51,753
Stella Nwokoye-Pius.....	51,602
Lesla L. Patterson.....	51,327
Amy J. Spence.....	51,165
Debbie Lee Nahlen.....	50,616
Crystal Caldwell Hubbard.....	50,391
Edith Ngozi Nwachukwu.....	50,195
Michelle L. Sweedar.....	50,135
Julie Smith.....	49,751
Anne Obiageli Akanonu.....	49,407
Vicki S. Lindsay.....	49,357
Jami Lynn Jablonski.....	48,993
Eileen M. Brookshire.....	48,530
Patricia Onyeise.....	48,482
Krista Diane Micho.....	48,372
Rose Mary Neel.....	48,322
Erin Lynch.....	48,145
Suzanne Tripp-Black.....	47,823
Amber L. Faulk.....	47,747
Lupita G. Ramirez.....	47,388
Christy Barnett.....	47,359
Judi L. Heacock.....	46,964
Michele Semper.....	46,871

Sapphire/Zafiro

Julie Weaver.....	\$165,916
Jennifer L. Semelsberger.....	158,532
Melva M. Slythe.....	144,338
Tracy Potter.....	133,007
Paola J. Ramirez.....	130,713
Cheryl T. Anderson.....	123,096
Linda L. Quillin.....	111,063
Angie S. Day.....	97,932
Bea Heath.....	91,515
Phyllis I. Pinksner.....	90,231
Brenda P. O'Sullivan.....	89,286
Katie D. Nichols.....	88,304
Jill L. Glockner.....	88,004
Debbie A. Weld.....	87,558
Julia Mundy.....	86,518
Ann W. Sherman.....	85,413
Kristi M. Nielsen.....	80,342
Sylvia Boggs.....	80,121
Ana Maria Barba.....	79,917
Elaine B. Lewis.....	79,327
Terry A. Hensley.....	79,269
Lorraine B. Newton.....	79,171
Sherri Ammons.....	78,861
Nannette G. Short.....	77,389
Linda F. Merritt.....	77,177
Julie Neal.....	75,002
Tammy Ramage.....	72,854
Binta Touray Jagne.....	72,545
Kathy R. Bullard.....	71,772
Zasha Noel Lowe.....	71,449
Jodi L. Feller.....	70,403
Adelyn R. Smith.....	70,283
Alejandra Zurita.....	69,913
Randi Stevens.....	69,281

Beverly M. Brown.....	68,612
Linne' Lane.....	67,572
Theresa Kusak-Smith.....	67,427
Lyris Yee.....	66,277
Delmy Ana Torrejon.....	64,950
Angelee R. Murray.....	63,204
Julie M. Moreland.....	62,409
Bonnie Crummin.....	61,670
Marie Pfarr.....	61,565
Janelle A. Ferrell.....	61,362
Lynn A. Cervini.....	60,817
Lavarn Campbell.....	60,702
Jill Beckstedt.....	60,645
Jami B. Hovey.....	60,486
Marty Ulmer.....	59,965
Lynn Baer Roberts.....	58,684
LaVerne Byrd Goodloe.....	58,071
Maribel Gonzalez.....	56,958
Sherry Y. Pipes.....	56,751
Flory Palencia.....	56,494
Ronda Compton.....	55,482
Miranda Katie Bandemer.....	55,133
Pilar Najera.....	54,799
Robyn S. Cartmill.....	54,340
Debra A. Urbach.....	54,328
Nancy Panza.....	54,314
Ellen Ezekiel Farquharson.....	53,938
Darlene Kalan.....	53,688
Gena Prince.....	53,672
Heather L. Bohlinger.....	53,194
Silisia Evans Moses.....	53,009
Nancy W. Pettaway.....	52,830
Windy Louise Franklin.....	52,751
Barbara Olesen Randall.....	52,149
Elaine Hipsher.....	51,977
Jennifer G. Bouse.....	51,955
Sarah C. Godfrey.....	51,908
Ann Ferrell Smith.....	51,786
Petie L. Huffman.....	51,277
Nita Ann Godwin.....	50,931
Carmoline Grady.....	50,623
Christy Bigham.....	50,596
Laureen H. Stehle.....	50,579
Diane C. Epps.....	50,301
Kevin Miller.....	50,231
Betty H. Schuler.....	49,698
Lady Ruth Brown.....	49,475
Kaye Yuen.....	49,450
Kim B. Roberts.....	49,351
Gloria M. Davis.....	48,976
Sara Bennett-Moore.....	48,813
Candy I. Johnston.....	48,774
Lisa D. Jilge.....	48,701
Judy K. Johnson Englund.....	48,468
Alison Marie Ford.....	48,395
Mary C. Bernhardt.....	48,115
Hilda Marrufo.....	47,966
JoAnna P. Shippe.....	47,894
Mooniemah Mary Ramsaran.....	47,873
Debbie L. McWilliams.....	47,683
Elsie Jackson.....	47,475
Beth S. Austin.....	47,414
Roxy H. Coursey.....	47,401
Kathleen Bonadie.....	47,366
Elizabeth A. Poole.....	47,335
Dessi Ford-McLeod.....	47,229

Emerald/Esmeralda

Marianne L. Anderson.....	\$179,195
Aluska Entenza.....	165,840
Auri Hatheway.....	134,725
Nancy A. Berlin.....	116,009
Hollie R. Sherrick.....	104,679
Mayra Smalley.....	102,804
Lisa A. Hawkins.....	100,958
Silvia Ramos.....	100,606
Jeannine R. DeVore Harris.....	95,112
Toya M. Drew.....	91,436
Grace Hull.....	89,092
Celsa Menjivar.....	88,329
Denise G. Kucharski.....	86,175
Sheila J. McCune.....	83,437
Maria Grey Boza.....	81,708
Elaine Oatmeyer.....	78,400
Maritza Lanuza.....	78,321

Yynthia Ann Pack.....	78,079
Jean MacDonald.....	77,712
Pam Robbins Kelly.....	77,252
Helen Asare Jakpor.....	75,254
Adriana Gonzalez Fajet.....	71,996
Gwen Regan.....	70,495
Hope S. Pratt.....	70,187
Barbara Pleet.....	70,142
Joyce Young.....	69,357
Nancy A. Coleman.....	69,219
Sandy Malkin.....	68,947
Barbara Gizzo.....	68,702
Anna Joseph Peet.....	67,779
Liz W. Kimeria.....	67,428
Rosemary Mitchell.....	66,714
Alicia Jane Ouellette.....	66,595
Vicki Powell.....	66,362
Pat Forehand.....	65,122
Renae Harris-Hill.....	65,111
Lisa Worthington.....	64,766
Jane Okundaye.....	64,682
Martha J. Roman.....	64,001
Karen E. Ridle.....	63,923
Heather Shea Catts.....	63,857
Darynelle A. Jervy.....	63,780
Brenda D. Elliott.....	62,454
Nancy Harder.....	62,366
Karen A. Jorgenson.....	62,112
Maria Bertha Godinez.....	60,487
Nancy Graham.....	59,179
Rachelle Lea Brinker.....	58,985
Trish Reuser.....	58,888
Paula Vander Vorste.....	58,763
Luz C. Rosario.....	58,749
Melissa Ann Beckett.....	58,114
Rose Campbell.....	58,049
Stephanie Taylor.....	57,916
Pattie A. Robinson.....	57,629
Kimberly Dawn Reed.....	57,627
Aida Ramallo De Escribano.....	57,328
Candy Jackson.....	57,120
Tammy Steele.....	57,089
Tracy Bryce.....	57,029
Annette D. Oxley.....	56,586
Laura Krewson.....	56,494
Silvia Valencia.....	55,023
Cheryl L. Foster.....	54,579
Shara Mobley Gladden.....	54,144
Amanda Thulin-Marrano.....	53,999
Nancy M. McCabe.....	53,915
Kay Dickerson.....	53,477
Connie S. Miller.....	52,519
Michelle Lyle.....	52,517
Eva Alcantara.....	52,344
Michelle McLaughlin.....	52,202
Gale D. Hollis.....	52,038
Yolanda Lopez.....	51,707
Nancy L. DeFina.....	51,602
Carolyn L. DeGroat.....	51,320
Laura A. Armstrong.....	50,830
Traci L. Smith.....	50,606
Michelle S. Williams.....	50,395
Ann Shears.....	50,369
Andrea Steinmetz.....	49,597
Cory L. Kinchloe.....	49,445
Linda Jackson.....	49,118
Wendy L. Burke-Cutler.....	48,938
Geri L. Gurrieri.....	48,899
Jacque Lynn Grant.....	48,806
Emily Stone.....	48,239
Heather A. Carlson.....	48,229
Caren Crosby Fields.....	48,163
Stacy D. Foust.....	48,084
Yolanda Mercado.....	47,949
Cathy Apicello-Schneithorst.....	47,855
Anita Rodriguez.....	47,755
Stacy M. Houy.....	47,513
Christy M. Sands.....	47,516
Michele Martella Armes.....	46,929
Dupe Odeboe.....	46,880
Roxanne K. Youngton.....	46,689
Sandra Lopez.....	46,557
Ayobami O. Olusa.....	46,465

recognition

Commission Circle

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

Pearl

Keita Powell	\$20,381.99
Roya M. Mattis	19,722.84
Kathy Eckhardt	19,346.88
Kim L. McClure	19,189.93
Amie N. Gambolan	18,542.19
Jeanie Martin	17,960.00
Leah G. Nelson	17,770.94
Cindy Machado	17,247.39
Rachael M. Bullock	15,344.03
Stacey Craft	15,157.01
Laura Ann Zipay	14,850.46
Alma Orrostieta	14,540.06
Menina M. Givens	14,414.09
Judy Brack	14,306.73
Tammy A. Vavala	13,460.80
Kristin Myers	13,441.61
Kathryn L. Engstrom	13,329.08
Peggy Matish	13,250.63
Shari M. Kirschner	13,119.10
Sally Moreno	13,051.55
Mary C. Estupinan-Martel	12,963.02
Maria Dowling	12,822.36
Lisa Allison	12,748.12
Holli Thompson Lowe	12,406.94
Carmen J. Felix	12,269.46
Jeanie K. Navkal	12,187.76
Victoria Rachel Piccirilli	11,985.13
Julia Sander Burnett	11,936.77
Jo Shuler	11,825.20
Marye Durrer	11,821.86
Susan M. Hohlman	11,782.64
Sandra M. Mungula	11,781.66
Alice L. Murphy	11,771.01
Charlene Grubbs	11,546.09
Barbara R. Johnson	11,449.93
Penny J. Jackson	11,053.17
Jatashia A. Bennett-Manson	11,039.99
Renée Brooks	11,032.90
Holly L. Ennis	11,010.74
Leah Michelle Lauchlan	10,995.65
Yvonne C. Wood	10,815.04
Amy Kitzell	10,664.42
Nadine Bowers	10,639.63
Stacy O. Evrin	10,596.30
Deanie W. Fuller	10,483.07
Maria Bolling	10,369.00
Debbie Jacobs	10,365.10
Teresa N. Miller	10,352.93
Judi Tapella	10,139.64
Heather Marie Erbe	10,132.65
Tracey L. Chavez	10,032.46
Anita N. Conley	9,962.31
Kerry Umphrey	9,887.91
Alma A. Munoz	9,886.53
Francene M. Anderson	9,726.10
Laurie C. Cole	9,642.97
Betsy C. Richard	9,626.00
Tammy D. Glunz-Niehaus	9,618.49
Rita Schaefer	9,594.88
Joyce Recenello	9,574.09
Anne Geertsen	9,570.80
Elizabeth B. Muna	9,464.45
Carolyn A. Smith	9,413.93
Tammy Bone	9,362.31
Vicki B. Crank	9,348.15
Yvette Batoula	9,301.65
Amy Kemp	9,220.04
Mildred L. Forbes	9,202.76
Janice Baxter Hull	9,135.26
Dorothy D. Boyd	9,114.41
Denise E. Crosby	9,112.75
Tamarie M. Bradford	9,094.42
Susan Moore	9,000.91
Terri Lewis	8,995.57
Patti Cornell	8,977.68
Karen E. Wilson	8,858.90
Rebecca Milligan	8,837.73
Tracey D. Koch	8,795.56
Betty B. Lucido	8,795.50
Melissa Nix Henderson	8,719.39
Joyce Bruder	8,709.93
Natalia Travilla	8,681.82
Irene K. Foster	8,676.74
Lisa Olivares	8,673.81

Elena Hempel	8,650.48
Shelley Eldridge	8,648.30
Michelle Annese Bleichert	8,622.40
Sandra Giraldo Kirchoff	8,606.95
Jean A. Wilson	8,528.11
Danielle Lois Desiante	8,334.16
Marita W. Campbell	8,327.38
Rose A. Harvell	8,287.54
Judy Gieson	8,251.36
Patty Webster	8,122.76
R. Sue Miller	8,122.35
Pamela Anne Lanning	8,103.61
Pat Ringnald	8,006.20
Misty D. Guyre	8,002.57
Lindsay R. Stewart	7,972.08
Gail A. Clark	7,932.59

Diamond

Everlinda Diaz	\$27,000.41
Vivian Diaz	19,746.33
Priscilla McPheeters	19,266.02
Andrey K. MacDowall	19,239.65
Ava Lynn Roberts	18,888.45
Ada Y. Garcia-Herrera	18,429.03
Valorie Jean White	17,647.04
Pat A. Nuzzi	17,455.87
Kim I. Cowdell	17,394.45
LaRonda L. Daigle	15,938.92
Shelly Palen	15,808.87
Terri J. Beckstead	15,703.16
Faith A. Gladding	15,228.82
Brenda Bennett	15,141.02
Chatney Gelfuss	14,614.44
Kristen P. Marks	14,559.90
Maricarmen Gonzalez	14,475.10
Stephanie A. Richter	14,075.40
Vicki O'Bannon	13,880.62
Connie L. Russo	13,755.36
Julie Danskin	13,713.05
Kim A. Messmer	13,603.65
Olga Cecilia Giraldo	13,567.47
Marsha Morrisette	13,383.11
Gerrri Anne Morris	13,282.30
Emily Sims	13,213.82
Rosibel L. Shahin	13,060.49
Judy Higgins	13,029.79
Krista A. Johnson	12,925.19
Heidi Goelzer	12,879.44
Lara F. McKeever	12,852.90
Nicole Ann Solomon	12,789.91
Jennifer V. Agema	12,758.66
Kristen C. Spiker	12,693.77
Sheryl Peterson	12,634.13
Bernadette Spriggs	12,616.50
Martha Kay Ralle	12,515.66
Heather M. Julson	12,420.01
Susan K. Carlson	12,398.12
Maria Teresa Lozada	12,094.63
Carol Lee Johnson	11,917.14
Almea Niculescu	11,864.51
Julie Garvey	11,849.17
Cheryl B. Gainsford	11,765.48
Lisa A. Stengel	11,737.63
Anaizel Avila	11,699.20
Cecilia C. James	11,659.03
Debi Christensen	11,584.73
Karime Rosas	11,570.04
Yosaira Sanchez	11,476.52
Michelle L. Farmer	11,400.54
Mary Strauss	11,260.01
Jeanette E. Beiche	11,186.67
Lisa Rada	11,179.07
Ruth Ojibeka	11,173.03
Ana X. Solis	11,153.75
Cindy S. Kriner	11,065.17
Evelita Valdez-Cruz	11,013.96
Arianne C. Morgan	10,978.15
Mary Jacobson	10,905.71
Susan M. McCoy	10,887.28
Martha Reyes	10,801.06
Maria Flores	10,724.43
Debbie Larson	10,681.21
Nancy J. Romshech	10,498.12
Maria M. Martinez-Ardon	10,470.07
Omosolape O. Akinyoyenu	10,415.18
Kristin Jenae Rogers	10,401.15

Karen L. Kunzler	10,378.62
Julie Peacock	10,357.21
Julie Schlundt	10,353.10
Peggy Sperling	10,344.09
Susan J. Pankow	10,330.69
Caterina M. Harris	10,261.43
Rosmary A. Baez	10,221.41
Elvi S. Lamping	10,216.21
Eileen M. Huffman	10,196.96
Janis Onstott	10,115.40
Deborah Dudas	10,066.41
Noemi C. James	10,056.11
Mary Beissel	10,055.73
Jolinn Andriese	9,936.88
Kerry J. DeVilbiss	9,885.32
Andrey J. Doller	9,878.81
Mery C. Ramirez Bravo	9,865.86
Nancy Fox Castro	9,859.23
Pat A. Nuzzi	9,838.34
Saundra Juanita Shipp	9,836.53
Nikki Hall Edgemon	9,828.28
Melinda M. Bailing	9,820.05
Phyllis Pottinger	9,718.97
Morayma Rosas	9,703.59
Lori M. Langan	9,698.09
Meyra Esparza	9,655.42
Suzanne T. Young	9,630.55
Patricia Schneider	9,595.70
Karla Grabau-Friedt	9,594.83
Paula M. Bonura	9,570.65
Debbie L. Frazer	9,553.59
Carmen Ortiz	9,547.92

Ruby

Ekene S. Okafor	\$36,696.28
Thessy Nkechi Nwachukwu	32,276.14
Roli Akperi	22,792.71
Candy D. Lewis	21,721.29
Dorothy C. Ibe	20,634.76
Diane Covington	19,776.66
Krystal D. Downey-Shada	19,932.10
Phuong L. White	18,726.12
Marla Fedri	18,043.78
Sheila K. Valles	15,430.38
Jacqueline N. Alford	14,718.13
Oye A. Onuoha	14,549.76
Joyce Omene	14,548.49
Carmen Nunez	14,170.68
Donna Clark	14,058.37
Laura A. Kattenbraker	13,982.96
Sherrie L. Clemons	13,980.56
Olubunmi Ebiwonjumi	13,259.46
Mary Lou Ardohain	13,227.77
Lisa V. Bauer	12,792.56
Kimberly Cavarretta	12,522.20
Clindy L. Yates	12,239.71
Corrin Cresci	12,212.10
Kali DeBlander Brigham	12,199.84
Marlynn Coleman White	12,064.78
Mary Sharon Howell	12,039.08
Connie A. Brinker	11,990.89
Liz Whitehouse	11,610.00
Deborah S. Bailye	11,452.66
Judie Roman	11,411.36
Ingrid Randall	11,381.07
Tonya Colbert	11,377.83
Terezeja Marie Lemieux	11,353.91
Lisa Baker	11,262.92
Lucinda Rudd	11,149.83
Phina N. Onwuachi	11,083.65
Toni Nipp	11,056.61
Amber J. Schaffner	10,947.92
Deborah K. Hack	10,883.11
Tina M. Butzbach	10,878.60
Gwendolyn Dynell Ratliff	10,840.63
Jana Beekley	10,700.20
Alicia Bivens-Jones	10,608.50
Nina Jonah Nduluke	10,543.08
Elizabeth Medernach	10,525.30
Julie Thomas	10,506.76
Tanya Michelle Johnson	10,460.53
Lisa Anne Harmon	10,208.84
Joelen M. Hallouer	10,170.08
Molly A. Williamson	10,109.62
Eleonor M. Reigel	10,063.71
Dori M. Fennell	10,039.68

Stella Nwokoye-Plus	9,992.60
Gale Elliott	9,824.14
Marnie R. Yunger	9,770.21
Laurie Hallock	9,760.54
Mary Jo Dallen	9,738.08
Mary L. Holmes	9,701.10
Bonnie Brannan	9,652.71
Jesslyn Ponce-Dick	9,604.33
Karen L. Hamer	9,438.73
Chioma Ajaegbu	9,407.26
Gloria Dominguez	9,403.81
Margi S. Eno	9,363.00
Breda M. Teal	9,359.85
Gaynell L. Kennedy	9,348.69
Diana Gutierrez	9,303.02
Michele Semper	9,100.45
Laura L. Loghry	9,095.70
Patti Maxwell	9,066.71
Nancy D. Marshall	9,015.91
Sheryl K. Goins	8,945.49
Debbie A. Elbrecht	8,923.65
Olufunke Monisola Akinkun	8,897.41
Christy M. Cox	8,861.92
Suzanne Moeller	8,842.33
Amber L. Faulk	8,835.92
Kathy Monahan	8,727.90
Cathy O. Calabro	8,716.72
Amy J. Spence	8,686.54
Lesla L. Patterson	8,662.04
Vicki S. Lindsay	8,655.04
Lorraine Davenport	8,651.19
Brenda Fenner	8,574.51
Pansy L. Pierce	8,551.47
Jennifer I. Ehimika	8,548.78
Mirna M. Garcia	8,541.16
Rose Mary Neel	8,519.01
Jill E. Garrett	8,472.39
Cissy E. Warren	8,271.49
Carol Fehr	8,219.12
Sue Cox	8,205.77
Laura A. Schmidt	8,200.24
Barbara L. Harrison	8,191.00
Debbie Deets	8,118.78
Helen Naomi Godswill	8,029.62
Edith Ngozi Nwachukwu	8,025.95
Teri A. Nichols	7,999.96
Lisa A. Williams	7,982.11
Candace Laurel Carlson	7,980.99

Sapphire

Jennifer L. Semelsberger	\$23,392.69
Paola J. Ramirez	23,373.42
Julie Weaver	23,052.29
Melva M. Slythe	20,573.73
Cheryl T. Anderson	19,342.07
Tracy Potter	17,806.37
Lorraine B. Newton	17,747.64
Julia Mundy	16,648.41
Phyllis I. Pinksner	15,496.49
Angie S. Day	15,198.33
Katie D. Nichols	14,761.87
Nannette G. Short	14,708.56
Brenda P. O'Sullivan	14,475.64
Linda L. Quillin	13,694.90
Ana Maria Barba	13,586.83
Bea Heath	13,537.94
Avelyn R. Smith	13,518.71
Randi Stevens	12,935.25
Julie Neal	12,877.90
Ann W. Sherman	12,512.63
Elaine B. Lewis	12,429.81
Jill L. Glockner	12,256.24
Alejandra Zurita	12,250.13
Delmy Ana Torrejon	12,070.13
Linne Lane	11,975.39
Gladi Elizabeth Camargo	11,870.02
Beverly M. Brown	11,646.14
Darlene Kalan	11,644.25
Debbie A. Weld	11,524.74
Pilar Najera	11,524.46
Gena Prince	11,464.49
Tammy Romage	11,461.06
Janelle A. Ferrell	11,361.22
Sherri Ammons	11,248.90
Kimberly D. Starr	11,146.73

Theresa Kusak-Smith	11,087.78
Marie Pfarr	11,046.87
Lynn Baer Roberts	10,934.67
Linda F. Merritt	10,656.37
Sylvia Boggs	10,602.78
Jodi L. Feller	10,498.51
Kristi M. Nielsen	10,467.12
Ruby Garner	10,298.08
Terry A. Hensley	10,075.31
Rosario Dagenals	10,050.16
Kathy R. Bullard	10,014.04
Lady Ruth Brown	9,993.78
Julie M. Moreland	9,959.34
Blinta Touray Jagne	9,824.50
Zasha Noel Lowe	9,817.04
Silisia Evans Moses	9,807.07
JoAnna P. Shippe	9,743.53
Flory Palencia	9,719.78
Hilda Marrujo	9,577.75
Sherry Y. Pipes	9,494.06
Peggy B. Sacco	9,440.20
Debbie L. McWilliams	9,393.99
Frances Woodham	9,362.99
Maria Elvia Lopez	9,252.46
Rhonda G. Deines	9,158.26
Lyriss Yee	9,081.19
Elizabeth A. Poole	9,057.99
Heather L. Bohlinger	9,022.88
Kaye Yuen	8,970.89
Rosa Elia Meza-Sanchez	8,958.67
LaVerne Byrd Goodloe	8,909.43
Windy Louise Franklin	8,880.07
Barbara J. Puckett	8,853.26
Gloria M. Davis	8,813.67
Maribel Gonzalez	8,796.52
Mirna Mejia	8,793.89
Joanna Helton	8,781.45
Jami B. Hovey	8,688.37
Norma Hood	8,636.32
Diane Bruns	8,557.97
Lavarn Campbell	8,509.51
Catalina T. Barahona	8,428.62
Kerin Miller	8,408.33
Maria G. Leon	8,405.24
Nancy Panza	8,389.22
Petie L. Huffman	8,316.75
Marty Ulmer	8,297.94
Elizabeth McCandless	8,287.76
Elaine Hipsher	8,249.81
Carole Gantt	8,240.94
Roxy H. Coursey	8,233.70
Nita Ann Godwin	8,176.84
Lynn A. Cervini	8,129.45
Angelee R. Murray	8,099.69
Bethany Braden Drew	8,079.13
Sarah C. Bowering-Miller	8,012.76
Maria Montes	7,992.53
Ann Ferrell Smith	7,963.77
Bonnie Crumlin	7,958.31
Barbara Olesen Randall	7,921.61
Robyn S. Cartmill	7,917.12
Alison Marie Ford	7,882.05
Lynette R. Bickley	7,871.63
Natalie Reed	7,861.86

Emerald

Marianne L. Anderson	\$25,007.72
Aluska Entenza	24,518.36
Auri Hatheway	22,874.13
Elaine Oatmeyer	20,582.18
Helen Asare Jakpor	19,221.83
Silvia Ramos	17,924.98
Hollie R. Sherrick	16,792.97
Nancy A. Berlin	16,024.99
Mayra Smalley	15,729.14
Grace Hull	15,521.86
Lisa A. Hawkins	15,447.93
Jeanne R. DeVore Harris	15,175.57
Maria Gray Boza	14,515.26
Denise G. Kucharski	13,731.87
Maritza Lantua	13,641.77
Ada Ramallo De Escobar	13,249.42
Celsa Menjivar	12,941.13
Kay Dickerson	12,747.45
Nancy A. Coleman	12,664.19
Michele Martella Armes	12,370.35

recognition

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in June 2007.

Top National Sales Directors — Commissions and Bonuses



Cindy Williams
\$43,809
PEARL



Barbara Sunden
\$111,654
DIAMOND



Carol Anton
\$60,930
RUBY



Christine Peterson
\$80,273
SAPPHIRE



Gloria Mayfield Banks
\$59,371
EMERALD

Top Unit — Estimated Retail Production

PEARL — Roya M. Mattis, A. Tripp Brewton Area.....	\$147,842
DIAMOND — Evelinda Diaz, P. Rodriguez-Turker Area.....	\$181,651
RUBY — Ekene S. Okafor, Go Give Area.....	\$248,738
SAPPHIRE — Julie Weaver, G. Gaston Area.....	\$165,916
EMERALD — Marianne L. Anderson, J. Bertalan Area.....	\$179,195

Top Sales Director—Personal Sales

PEARL — Pamela Anne Lanning, S. James Area.....	\$17,777
DIAMOND — Cheryl B. Gainsford, M. Diem Area.....	\$23,756
RUBY — Amber J. Schaffner, Go Give Area.....	\$25,236
SAPPHIRE — Brenda P. O'Sullivan, B. Briddle Area.....	\$22,771
EMERALD — Rhonda J. Schwartz, R. Burnside Area.....	\$28,930

Top Beauty Consultant—Personal Sales

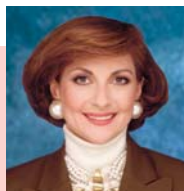
PEARL — Tammy Hill, P. Faul Unit, W. DeKerlegand Area.....	\$17,767
DIAMOND — Cindy Spike, D. Banker Unit, C. Kittson Area.....	\$22,525
RUBY — Audrey Freeman, D. Clark Unit, Go Give Area.....	\$17,400
SAPPHIRE — Ana Yeager, R. Cartmill Unit, R. Tarbet Area.....	\$20,861
EMERALD — William N. Van Osdol, L. Krewson Unit, Go Give Area.....	\$38,261

Top Team Builder

PEARL — Diane Jackson Tilghman, K. Freeman Unit, W. Claxton-Prince Area.....	15 New Team Members
DIAMOND — Marlene L. Bozarth, D. Biondi Unit, Go Give Area.....	18 New Team Members
RUBY — Carolyn S. Ansley, L. Stillman Unit, C. Leone Area.....	16 New Team Members
SAPPHIRE — Diane V. Castillo, B. O'Sullivan Unit, B. Briddle Area.....	17 New Team Members
EMERALD — Sales Director Michelle S. Williams, Go Give Area.....	25 New Team Members

Sales Mentors

Special thanks to the sales mentors for the June 12, 2007, *New Independent Sales Director Education* class.



Barbara Sunden
Executive National
Sales Director
Diamond Seminar



Krystal Downey-Shada
Sales Director
Caldwell, Idaho
Ruby Seminar



Tanya King
Future Executive
Senior Sales Director
Village of Palmetto
Bay, Fla.
Emerald Seminar



Kathleen Savorgnan
Executive Senior
Sales Director
Smithdale, Miss.
Ruby Seminar

Meet your NSDs

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

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for June 2007.

Pearl

Terri Lewis.....	42 New Unit Members
Alma Orrostieta.....	37 New Unit Members
Menina M. Givens.....	36 New Unit Members
Cheryl Marie Brown.....	33 New Unit Members
Maria Dowling.....	33 New Unit Members
Amie N. Gamboian.....	32 New Unit Members
Roya M. Mattis.....	31 New Unit Members
Leah G. Nelson.....	29 New Unit Members
Leah Michelle Lauchlan.....	27 New Unit Members
Ana M. Carpio Vazquez.....	25 New Unit Members
Maria Villegas.....	24 New Unit Members
Lourdes Clement.....	23 New Unit Members
Holli Thompson Lowe.....	23 New Unit Members
Krystal A. Perkins.....	22 New Unit Members
Kylie Ann Sanches.....	22 New Unit Members
Holly L. Ennis.....	21 New Unit Members

Diamond

Vivian Diaz.....	51 New Unit Members
Martha Reyes.....	39 New Unit Members
Adela Rivas.....	38 New Unit Members
Alba Pelaez.....	35 New Unit Members
Gina I. Ambrossi.....	33 New Unit Members
Evelinda Diaz.....	32 New Unit Members
Edrenia G. Coleman.....	30 New Unit Members
Magdalena Diaz De Leon.....	29 New Unit Members
Rosa C. Fernandez.....	29 New Unit Members
Cruz L. Zaldivar.....	29 New Unit Members
Ada Y. Garcia-Herrera.....	28 New Unit Members
Jennifer V. Agema.....	27 New Unit Members
Bernadette Spriggs.....	26 New Unit Members
Leticia Saavedra.....	25 New Unit Members
Meyra Esparza.....	24 New Unit Members

Heidi Goelzer.....	24 New Unit Members
Teresa A. Lischwe.....	24 New Unit Members
Bonita A. Meniru-Hudson.....	23 New Unit Members
Silvana Karina Niell.....	23 New Unit Members
Shelly Palen.....	23 New Unit Members
Karime Rosas.....	23 New Unit Members
Yvonne Tazem.....	23 New Unit Members
Olga Cecilia Giraldo.....	22 New Unit Members
Anaitzel Avila.....	21 New Unit Members
LaRonda L. Daigle.....	21 New Unit Members
Noemi C. Jaimes.....	21 New Unit Members
Jennifer A. Partridge.....	21 New Unit Members
Blanca E. Sola.....	21 New Unit Members
Kristen C. Spiker.....	21 New Unit Members
Tomilayo O. Agunbiade.....	20 New Unit Members
Donna K. Biondi.....	20 New Unit Members
Kim I. Cowdell.....	20 New Unit Members
Elvi S. Lamping.....	20 New Unit Members

Ruby

Mariel Fedri.....	45 New Unit Members
Roli Akperi.....	38 New Unit Members
Thessy Nkechi Nwachukwu.....	37 New Unit Members
Ekene S. Okafor.....	36 New Unit Members
Lucinda Stillman.....	33 New Unit Members
Olubunmi Ebiwonjumi.....	29 New Unit Members
Lupita G. Ramirez.....	29 New Unit Members
Judi L. Heacock.....	26 New Unit Members
Debbie Lee Nahlen.....	25 New Unit Members
Gina Beekley.....	23 New Unit Members
Tonya Colbert.....	23 New Unit Members
Terezeja Marie Lemieux.....	23 New Unit Members
Suzanne Moeller.....	23 New Unit Members
Cindy L. Yates.....	23 New Unit Members

Dorothy C. Ibe.....	22 New Unit Members
Catherine W. Kingori.....	22 New Unit Members
Oye A. Onuoha.....	22 New Unit Members
Ashley Moore Tart.....	22 New Unit Members
Phyllis E. Beers.....	21 New Unit Members
Julie C. Caldwell-Hawk.....	21 New Unit Members
Christy M. Cox.....	21 New Unit Members
Tanya Michelle Johnson.....	21 New Unit Members
Melissa Regina Almanza.....	20 New Unit Members
Connie A. Brinker.....	20 New Unit Members
Sherrie L. Clemons.....	20 New Unit Members
Corrin Cresci.....	20 New Unit Members
Debbi A. Hocott.....	20 New Unit Members
Nina Jonah Ndukwe.....	20 New Unit Members

Sapphire

Avelyn L. Smith.....	51 New Unit Members
Paola J. Ramirez.....	47 New Unit Members
Brenda P. O'Sullivan.....	37 New Unit Members
Melva M. Slythe.....	34 New Unit Members
Jill L. Glockner.....	32 New Unit Members
Danita Sajous.....	30 New Unit Members
LaVerne Byrd Goodloe.....	29 New Unit Members
Martha Villarreal.....	26 New Unit Members
Gloria M. Davis.....	25 New Unit Members
Sherri Ammons.....	24 New Unit Members
Lorraine B. Newton.....	24 New Unit Members
Delmy Ana Torrejon.....	23 New Unit Members
Zasha Noel Lowe.....	22 New Unit Members
Maria S. Ochoa.....	22 New Unit Members
Lorena Merlos.....	21 New Unit Members
Katie D. Nichols.....	21 New Unit Members
Tammy Romage.....	21 New Unit Members
Violeta Lopez.....	20 New Unit Members

Alejandra Zurita.....	20 New Unit Members
-----------------------	---------------------

Emerald

Marianne L. Anderson.....	68 New Unit Members
Ailuska Entenz.....	48 New Unit Members
Mayra Smalley.....	45 New Unit Members
Renae Harris-Hill.....	32 New Unit Members
Alicia Jane Ouellette.....	31 New Unit Members
Ayobami O. Olusa.....	29 New Unit Members
Eva Alcantara.....	28 New Unit Members
Carolyn L. DeGroat.....	28 New Unit Members
Darnielle A. Jervy.....	28 New Unit Members
Michelle S. Williams.....	28 New Unit Members
Auri Hatheway.....	27 New Unit Members
Vicki Powell.....	27 New Unit Members
Aida Ramallo De Escobedo.....	26 New Unit Members
Helen Asare Jakpor.....	25 New Unit Members
Cory L. Kinchloe.....	25 New Unit Members
Celsa Menjivar.....	25 New Unit Members
Yassmin G. Montoya.....	25 New Unit Members
Hollie R. Sherrick.....	25 New Unit Members
Karen Wilson-Davis.....	25 New Unit Members
Luz C. Rosario.....	24 New Unit Members
Silvia Ramos.....	23 New Unit Members
Ann Shears.....	23 New Unit Members
Maria Cristina Cuenca.....	22 New Unit Members
Andrea Kessler.....	22 New Unit Members
Christy M. Sands.....	22 New Unit Members
Quanda B. Bennett-Anderson.....	21 New Unit Members
Wendy L. Blake-Cutler.....	21 New Unit Members
Rachelle Lea Brinker.....	21 New Unit Members
Toya M. Drew.....	21 New Unit Members
Michelle McLaughlin.....	21 New Unit Members

Focus on Customers

With holiday parties to plan, shopping lists to complete and travel plans to make, it may seem like your focus is scattered. But now, especially, is the time to focus clearly on your customers, giving them the best customer service you possibly can. After all, you want them to remain loyal customers into the new year – and for life!



Building Relationships

Independent Executive National Sales Director Emeritus Mickey Ivey operated her Mary Kay business by putting customers first. On the June 2007 *Pink Link*™ DVD, Mickey shares her tips on customer service with Vice President of U.S. Marketing Greg Franklin.

"You have to be interested in each customer to meet her needs," Mickey advises. "It is very important that she realizes that when you call her, you're calling because you're interested in her and her skin care needs."

That means thinking from the customer's point of view, like Mary Kay Ash taught. First and foremost, you'll want to remember what products she likes most and record her unique preferences. For example, if she loves lip color and likes to be on-trend, then be sure to let her know when new shades are launched.

Once you build trust by remembering a customer's likes and dislikes, she is more likely to introduce you to her friends who have the potential to become new customers. "Each appointment comes from an appointment," Mickey explains. "You don't have to know a lot of people. It just multiplies."

Compliments Still Count

Mickey always made an effort to compliment her customers, making that gesture part of her selling strategy. After selling a product, she'd call the customer to see how many compliments she had received after using it. "If she hadn't received a compliment, I created one and thanked her again for being my customer," Mickey recalls.

In fact, during the first two calls Mickey made to customers after a purchase, she simply asked how they were doing. Those calls weren't about selling products – they were about building trust. On the third call, Mickey would mention a special product she was featuring that month and ask if the customer was interested.

It all boils down to building customer trust first. "You want to service her and make her feel that you truly are *her* Independent Beauty Consultant and not someone just taking her money," Mickey shares.

Satisfaction Guarantee

Another way to build trust is pointing out the Mary Kay satisfaction guarantee to customers. In fact, you may want to consider showing potential customers an actual Mary Kay® product ad featured in several national magazines this fall. The ads highlight the Mary Kay satisfaction guarantee, giving it substance while building your selling confidence and helping new customers feel totally at ease with their purchases. As a reminder, here is the Mary Kay satisfaction guarantee:

Mary Kay Inc. stands behind its products sold by our Independent Beauty Consultants. If for any reason you are not completely satisfied with any Mary Kay® product, it will be replaced without charge, exchanged or the full purchase price refunded following its return to your authorized Mary Kay Independent Beauty Consultant or, if she is no longer active, to the Company with proof of purchase.



More Resources

Customer focus is the topic of the *Customer Care Commitment* CD available for \$2.50 from the LearnMK® Media Source. On this CD, Independent National Sales Director Jan Thetford, who has a proven track record of keeping her customers happy, shares tips

and insights on having a commitment to service.

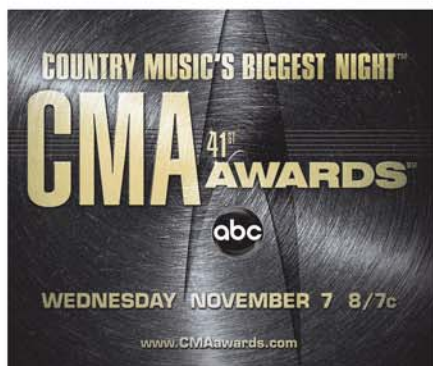
You can hear more from Mickey Ivey on the June 2007 *Pink Link*™ DVD or by clicking on "Mary Kay Videos Online" on the Mary Kay InTouch® Web site home page.

“Outstanding sales depend on your ability to think from the customer’s point of view and understand and respond to your customer’s best interests.”
– Mary Kay Ash

CMA Awards Sponsorship

Puts You in the Spotlight

Mary Kay Inc. is *The Official Beauty Sponsor of the 2007 Country Music Association Awards* that will be held in Nashville and televised live on ABC Wednesday, Nov. 7, at 8/7 c. You can use this first-of-a-kind opportunity to proudly showcase your business!



During the ABC national broadcast on Nov. 7, approximately 30 million people will be watching country music's best perform and receive accolades. In addition, Mary Kay® commercial messages will be seen throughout the award show!

Now's the time to finalize your viewing party plans, inviting hostesses, customers and potential team members to watch the show together. You might strategically place products to garner sales while you enjoy the broadcast. You could also take this opportunity to tie in *Host a Class, Help a Cause* by offering the *Holiday Wishes* purse set to hostesses who bring two guests and obtain \$200 in suggested retail sales plus one booking.

Viewing party ideas abound! Here are just a few ideas to get your creative juices flowing:

- Use themed items to decorate your display tables, similar to the one shown here.
- Ask attendees to vote for winners in each music category and award a small prize to those who guess correctly. Look for a voting ballot you can download from the Mary Kay InTouch® Web site.
- Ask everyone to dress up and "get glam" for this stylish event.
- After each Mary Kay® commercial and during other breaks, choose one Mary Kay® product to feature, describing its benefits and uses.
- Conduct drawings for small product gifts throughout the broadcast to keep everyone excited and eager to stay.

With the Country Music Association (CMA) Awards opportunity, there's never been a better time to have a Mary Kay® Personal Web Site. Beginning in mid-September, your Mary Kay® Personal Web Site will feature CMA Awards news, fall trend information and more. Plus, *Beaut-e-News™* and a special MKeCard® will help you showcase this event. Look for more details to come online and in your November *Applause®* magazine.

It's Not Too Late! Entry Deadline: Sept. 30

Customers still have time to enter *The Mary Kay® Beauty of Country™* consumer sweepstakes for a chance to see the CMA Awards show live and in person! Imagine them watching their favorite country music stars singing and celebrating at this prestigious event!

The Mary Kay® Beauty of Country™ consumer sweepstakes grand prize winner will receive:

- A trip for two to the CMA Awards in Nashville.
- Invitation to an insider event.
- A makeover by a Mary Kay makeup artist before the show.
- The official Mary Kay® makeup kit used by professional makeup artists backstage at the 2007 CMA Awards.

An additional 100 second place winners will each receive a set of Mary Kay® products valued at more than \$275 suggested retail.

The Mary Kay® Beauty of Country™ consumer sweepstakes is featured prominently on your Mary Kay® Personal Web Site and www.marykay.com, including links to enter and complete contest information. To target your customers directly, you can send *The Mary Kay® Beauty of Country™* consumer sweepstakes MKeCard®.



Reach Out This Fall and Connect

October Advertising Focus: Smooth Skin

This TimeWise® Microdermabrasion Set ad will be featured in the October issues of top national general-market and Spanish-language magazines that hit newsstands in September! The one-page ad highlights the immediate benefits of the TimeWise® Microdermabrasion Set. In addition, an “advertorial” focusing on skin care and the Miracle Set will run next to the TimeWise® Microdermabrasion Set ad in select magazines. The advertorial looks like an editorial but is paid for by Mary Kay.

You may want to stash your favorite magazine featuring the ad into your purse to show as you hand out business cards and take advantage of warm-chatter opportunities. Or use it as a display at skin care classes for even more targeted exposure. You can also point out the Mary Kay satisfaction guarantee mentioned in the ad, helping you feel confident in any selling situation and helping new customers feel totally at ease with their purchases.



> Skin Smarts 101
Boost your beauty IQ by using products that excel in their areas of anti-aging expertise. Get the answers to your skin care questions and graduate to skin that shows a reduction in fine lines and wrinkles, improved firmness and a more even skin tone. Brains and beauty—what every girl wants!

- 1. Back-to-Beauty Basics**
As you age, cell turnover slows down, leaving your skin's surface dull and uneven. TimeWise® Microdermabrasion Set gently exfoliates, revealing smoother, brighter skin.
- 2. Dew Your Home**
Ageless skin is your skin's best friend. With your skin's natural glow compromised, TimeWise® Microdermabrasion Set gently exfoliates, revealing smoother, brighter skin.
- 3. Make a Difference**
The No. 1 cause of the visible signs of aging on the face is the sun's rays. So do the smart thing and apply TimeWise® Day Solution Sunscreen SPF 20+ to help prevent the fine lines and wrinkles before they start by blocking damaging UV rays.
- 4. Dream of the Future**
Your skin just has your back, too. It's a 24-hour biological clock. It's geared to repair the damage that occurred during the day while you sleep at night. But as you age, you lose some of the building blocks and capabilities for skin repair. TimeWise® Night Solution optimizes the repair process with an effective blend of ingredients that help reduce appearance of wrinkles to a new level.
- 5. Great Chemistry**
All of these products work together to deliver the ultimate anti-aging results. That's why you can't skip the Miracle Set. And don't skip using the TimeWise® Microdermabrasion Set twice a week, three times a week for truly miraculous skin.

(Data refers to a 4-week testing period for a limited complexion, courtesy of one of our Mary Kay® Consultants.)

To get younger-looking skin, go to www.marykay.com.



**> refine pores
> restore smoothness
> regain radiant skin**

TimeWise® Microdermabrasion Set
Use your skin for a younger-looking, more radiant glow in just two simple steps with the TimeWise® Microdermabrasion Set. The exfoliating cream with microfine crystals immediately polishes and removes dead skin. The mounting serum soothes, smooths and softens skin with an exclusive triple tea complex.

After just one week, 85% of consultants saw an improvement in skin texture.*

The Mary Kay Satisfaction Guarantee: Feeling confident about the products you use is a natural thing. That's why Mary Kay® products are backed with a satisfaction guarantee. Find the nearest dealer at www.marykay.com.

Get It Today!
To try the and other age-fighting products, call your consultant today. Or visit www.marykay.com. Make your connection today at www.marykay.com.

MARY KAY

Advertorial

Ad

Connect Online! Now Is an Even Better Time for a Mary Kay® Personal Web Site

You already know that a Mary Kay® Personal Web Site is a great way to connect with customers. But now you can expand your customer base even further with updates – coming this fall and continuing into next year – that can help you provide the *ultimate* in customer service. With options that enable you to contact your customers and potential customers in the way they request, your professional service becomes personalized more than ever before. When your customers have choices about the way they buy from you, and you respect those choices, you can make customers for a lifetime!

A New Look to Your Mary Kay® Personal Web Site

This Sept. 16, online improvements will create even more appeal for visitors and existing customers. For instance, www.marykay.com and your Mary Kay® Personal Web Site will now attract a broader audience and tell a more comprehensive story about the Mary Kay® brand by featuring:

- A new design that strategically builds upon the worldwide Mary Kay® brand. Look for further exciting enhancements throughout 2008!
- A more prominent, enhanced presentation of the Company's contributions to key causes, highlighting Mary Kay's acclaimed record of “giving back.”

- Rebranding of the current “Start a Business” section with a new name and information to appeal to a wider variety of potential Independent Beauty Consultants.

Expand Your Customer Base Today

In addition, a fabulous new feature is being added to your Mary Kay® Personal Web Site to help you attract and retain customers for life.

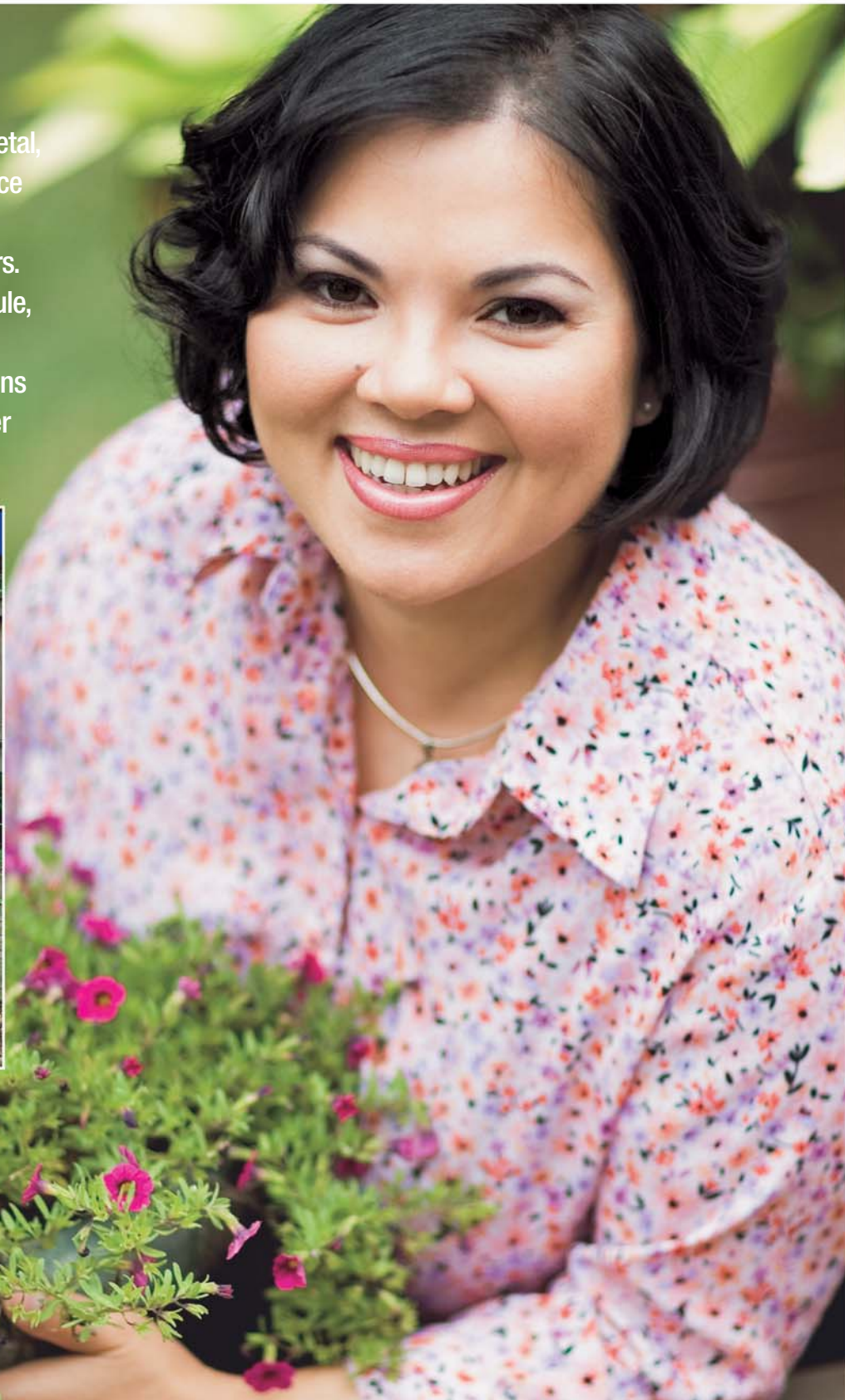
- Online shoppers will have the ability to select their desired level of service – telephone service or e-mail relationship only. Plus, you'll be able to use *Beaut-e-News™* and *MKeCards®* to keep in touch with them!
- Each time customers make purchases on your Mary Kay® Personal Web Site, they'll be prompted to update their desired level of service.

You'll want to remember that *the best way to provide the ultimate in customer service is to contact your customers only through the channel they select until they let you know they're ready for more interaction.* For instance, if a customer selects “e-mail only” contact, you won't want to telephone her. Building trust with your customers leads to loyalty. And loyal customers are customers for life!

A Mary Kay® Personal Web Site has never been a more powerful tool for building your business. If you haven't already discovered this savvy advantage, just go to the Mary Kay InTouch® Web site and subscribe today.

A As a Woman Thinketh

Mary Kay used to liken a woman's journey toward full potential to a tight rosebud unfurling. Petal by petal, shy underachievers gain confidence and become leaders; the inwardly focused reach out to include others. As she incorporates the Golden Rule, its timeless wisdom leads her to put others first, and a woman begins to touch other lives as much as her own life has been touched.



Quiet inner strength and compassion seem to flow from **Independent Beauty Consultant Maria Boyer**, even when she's talking "business." There's a gentle quality in her eyes, an understanding that says she's known the kinds of challenges that build character or break it. In Maria's life-affirming case, there's no doubt about the outcome.

"Some people jump right into Mary Kay. But I started out at a negative-two on the scale, about 10 feet below ground level," she says with a soft smile. "I had to undergo a transformation before I was even ready to build my business monetarily. I joke with my husband, Dave, that he's been married five times to the same woman. That's how much I've grown in our 17 years together."

Intangibles such as personal growth are important to Maria, and she says mentoring may be the most significant gift she's received in her Mary Kay years. Mentoring helped her overcome, and become, who she is today. "My **Independent National Sales Director, Diana Sumpter**, believed in me long before I believed in myself. She's watched me grow," says Maria. "At the first motivational meeting I attended, I was asked to stand up and say my name, and I started crying and left the room. I had so little self-esteem that I didn't think I deserved applause and hugs."

Slowly, through a positive, nurturing atmosphere, Maria began to grow out of her shell and display confidence, a love for people and belief in herself. "Now," she laughs, "people think I'm making up my story because I've become so self-assured and outgoing!"

Because she struggled for so long with low self-esteem, Maria deeply empathizes with women who are like she used to be. "I know that with my love and encouragement, they, too, can blossom into beautiful flowers," she says with assurance. "I see how my positive attitude affects my own children, Victoria, 11, and Matthew, 9. I can now encourage them in ways that I never heard as a child, and they also see positive role models in other Mary Kay women, such as Diana and my team members."

Diana praises Maria's tender heart and her determination to bloom. "The Mary Kay 'garden' is a more beautiful place because Maria is in our midst," she says. "But the blessing doesn't end there. She's passed on what she's learned to others. Even her children are happy, goal-attaining kids who hold their mom to her own goals!"

Dave and Maria have rejoiced in still other intangibles. They appreciate the freedom her Mary Kay business provides, the flexibility for her to be home after school and prepare wholesome meals each night. "My kids volunteer me for school activities, too, because they know I'll be there for them," she says. And then there's the support the whole family received during Maria's cancer diagnosis, surgery and recovery. "When she was bedridden, she had one of her best months ever in sales," Dave recalls. "Her friends and customers would come sit with her for the day, and they would see her Mary Kay® product closet, pick out items they needed, write their own sales ticket and leave her a check by the bed!"

Maria remembers the outpouring from those days. "I received cards and letters from many people I didn't know in the Company and in the independent sales force, and someone sent the inspiring video, *With Hope and Courage*, about cancer survivors. I was touched and strengthened."

Diana notes that many women continue their Mary Kay businesses because the intangible rewards can be even more satisfying than material gain. "Maria was exposed to positive values for the first time in Mary Kay," she explains. "Her life is living proof of what's possible by applying those values. Her faith has become an example to others."

"I want to be a blessing to other women, whether they're new customers, friends or just acquaintances," Maria shares. "Our world can be so negative, and I try to be a beacon of light for those who are looking for positive role models. I see many women trying to make ends meet who are just looking for some sort of peace in their lives. I hope I can provide them with that."

Customer Care: A Conversation With Maria

Where do you find customers? "Everywhere!"

From referrals to playgrounds, from the library to the kids' soccer matches, even the doctor's office. I even made a customer connection while being wheeled into surgery. One of the nurses said she wanted some Mary Kay® products. Virtually anywhere there are women, there are potential customers, team members and new friends to make."

How do you show customer care? "I treat customers the way I want to be treated by returning their phone calls, being on time, being a woman of my word. I keep them on my Preferred Customer mailing list and follow up routinely. But I make sure I don't harass them. If you take care of your customers, they'll take care of you. My own experience proves it. Great customer relations are really just a matter of being 'others focused.' For instance, I always keep products on hand so that when a customer needs something, often on short notice, I have it available and can get it to her when she needs it"

Do you have an example? "One of the most memorable was when a customer called with a 'mascara emergency.' She was going out of town and asked if I could drop everything and deliver some mascara that morning. So I reorganized my schedule, and when I arrived, I found her sister, mother and niece all there as well. I left her house 30 minutes later with more than \$100 in sales. We all left smiling!"

How do you build customer loyalty? "Having inventory on hand has helped me build customer loyalty and enhanced my credibility. Women usually call me when they're completely out of product, and they don't want to wait for me to order for them. Customers know if they need something I'll have it on hand, and that may be why I make many of my sales from reorders. They love that I can deliver on the spot."

sneak peek: color

Mary Kay certainly had vision, and she taught us how important it is to have that same vision too. With that in mind, we are excited to share with you a glimpse of what's coming your way! As you heard at Seminar, we'll be launching some fabulous new color products soon. And you and your customers are going to love these updates:

- Customized, personalized color products
- New shades and formulas
- And packaging designs that celebrate pink in a whole new way!

“In today's fast-changing, highly competitive world, standing still is the same thing as moving backward. If you don't go forward, others will zoom right past you.”

– Mary Kay Ash



First on the agenda are new Mary Kay® Creme Lipstick shades and packaging – coming this December. Mary Kay® Creme Lipstick features the same great formula your customers love and is now fragrance-free with an added hint of vanilla flavoring to create an even more pleasant wearing experience. The December launch will feature 10 exciting new shades and 22 of our current, most-popular shades. And the new black packaging is contemporary and oh-so-gorgeous! Pink always has been and always will be our star – and black is pink's new best friend! You'll get all the details in your January issue of *Applause*® magazine that mails in early December.



This new black packaging is only the beginning of the excitement for Spring 2008: Ultrasleek compacts in black and pink are extremely customizable and allow customers to express their individual style of beauty and carry the products they use most! The shape of the compact fits perfectly in the palm of a woman's hand. The bold pink and black case is modern and on-trend, and the Mary Kay® logo proudly announces and celebrates who we are. (What an impressive image of the Company it can project!) And the new refill system is so easy to use! The refill pans are made of steel and held in place magnetically, which makes it easy for customers to switch out and replace colors. And did we mention that the color combinations are almost endless?

Next spring, we'll have new sheer pressed powder and new bronzing and highlighting powder formulas, plus new formulas and shades of eye and cheek colors that your customers are going to love. We'll give you more details as we get closer to our March 2008 launch date.

exciting futures

We're sharing this information with you *now* because we knew you'd be excited about the future! We know your customers are going to love these new shades and formulas. And we wanted to give you time to sell through your existing color products to get ready for what's ahead. If you have loyal customers who you feel would like some time to stock up on their favorites, you might want to let them know what's coming. You might also want to let those same loyal color customers know that they'll be the first ones you'll call to try the new shades and formulas! And because we are months away from these new compacts and formulas, you have plenty of time to sell your existing products with confidence.

Be watching your *Applause*® magazine as we share tips from top independent sales force members to help you get ready for our exciting color of the future!

Reflections From Mary Kay

“Yes, there will be discouraging times. When you made the decision to become an Independent Beauty Consultant, chances are that somebody said, ‘You can’t do that. You’ve never sold anything. You aren’t the type.’ And the list could go on forever. I know this is true because so many of our Independent Beauty Consultants and Independent Sales Directors relate this in their I-stories. They persisted in spite of those negative statements and went on to achieve success beyond their wildest dreams. And you can too!”

– Mary Kay Ash



Dates to Remember

SEPTEMBER 2007

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

OCTOBER 2007

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

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

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

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

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

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

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

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

This Month:

Sept. 3: Labor Day. All Company and branch offices closed. Postal holiday.

Sept. 8: MK5K™ Fun Run and Walk at the Mary Kay World Headquarters in Addison, Texas.

Sept. 10: Early ordering of the new Fall/Holiday 2007 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2007 through the Preferred Customer Program.

Sept. 13: Mary Kay Inc. 44th anniversary.

Sept. 15: Postmark deadline for Quarter 1 Star Consultant quarterly contest. Postmark deadline for Summer 2007 promotion and to earn the third monthly product bonus. Deadline to make Quarter 4 Star Consultant prize selections. Early ordering of the new Fall/Holiday 2007 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Summer 2007 travel-sized TimeWise® Cellu-Shape™ Contouring System gift with purchase. Last day to enroll online for the Fall/Holiday 2007 Preferred Customer Program Month 2 *Give Thanks*™ sweepstakes brochure. Mary Kay® Model of Beauty™ Search ends.

Sept. 16: Quarter 2 Star Consultant quarterly contest and *Scent-sational* Sales Challenge begin. Fall/Holiday 2007 promotion and monthly product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. *Host a Class, Help a Cause* Mary Kay Ash Charitable Foundation promotion begins.

Sept. 20: August Career Car qualifier paperwork due to Company. Fall/Holiday 2007 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 1 Star Consultant quarterly contest available.

Sept. 25: Fall/Holiday 2007 Preferred Customer Program customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Next Month:

Oct. 1: National Customer Service Week begins (through Oct. 5, 2007).

Oct. 8: Columbus Day observed. Postal holiday.

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

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

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

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

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



Imagine the Possibilities DVD: Team Building That's Smarter, Not Harder

Have you imagined yourself a successful, powerful leader of women but haven't known how to get started? Did you reach out to a potential team member, then feel uncertain about how to respond when she declined the opportunity? Would you like to know what to say when someone thinks she's too young to be selling Mary Kay, or she's not the type?

Now imagine you could hand that person a DVD that would reassure her with real-life examples. You can! Five tracks on the *Imagine the Possibilities* DVD include topics such as *finding a fulfilling business*, *balancing priorities* and *financial freedom*. Personal stories from five diverse Independent Sales Directors reveal how their lives and families were positively changed forever because they stepped out, and stepped into, the Mary Kay experience. And their husbands talk about why *they* think Mary Kay was right for their wives!

Why wait for team-building answers that can pave the way to greater success? Available on the Sept. 16 Consultant order form. 25 min.

\$5 (bilingual)

Packing With a Conscience

Great news for the environment and our corporate social responsibility!

After months of testing with Mary Kay Independent National Sales Directors and other independent sales force members, results conclusively showed that the new eco-friendly packing peanuts enabled Mary Kay to significantly reduce carton damage during shipment. This 100 percent biodegradable, natural packing material is made from cornstarch and potato starch and can be reused for other shipments. Or it can easily be dissolved in warm water and simply flushed down the drain. Look for "bio-peanuts" in order shipments sometime between September and November as we coordinate implementation schedules among the branches. Watch for the latest details on the Mary Kay InTouch® Web site.

Find Your "Power Hour" in a New Place

Beginning with the Sept. 16 Consultant order form, you'll find the *Sales Force Power Hour*® CD has moved. Now look for this fabulous business-building tool under "Team-Building/Educational Materials" in Section 2 of the Consultant order form. For just \$1 per CD, you won't want to miss a single minute!

Eye-Catching Team Builder

"Cute and useful" just got more loveable! The price of the Team-Building Notebook has been reduced from \$10 to \$7, and if you haven't discovered it yet, you don't know what you're missing! Preloaded with 15 colorful talking-points pages to help guide you succinctly through your team-building appointments, this handy mini-organizer may be customized as you see fit by filling the transparent sleeves with photos and postcards of your choice. Scenes from Company events, your open houses, unit gatherings, prizes you've won and more – all will look great housed in the stylish pink- and black-striped tiny personal tote. Available on the Sept. 16 Consultant order form. **\$7**



Prepare for Success With the *Ready, Set, Sell!* Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2007, through June 15, 2008. Refer to the *Ready, Set, Sell!* *Inventory Options for New Consultants* brochure for full details. You can find the *Ready, Set, Sell!* bonus values for the quarter printed in the first issue of *Applause*® each quarter – January, April, July and October!

INITIAL WHOLESALE SECTION 1 ORDER:

\$600
\$1,200
\$1,800
\$2,400
\$3,000
\$3,600

NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:

\$114
\$217
\$362
\$447
\$561
\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

MARY KAY ASH
CHARITABLE FOUNDATION

The Worthy Work Goes On

The Mary Kay Ash Charitable Foundation continues to support its dual missions of finding cures for cancers that affect women and ending violence against women. This year the Foundation awarded \$200,000 to Safety Net, the National Safe and Strategic Technology Project of the National Network to End Domestic Violence. The funds will go toward development, production and distribution of an interactive CD-ROM, a lifesaving resource for sharing with the scores of women who come through the doors of shelters across the country each year. The CD specifically will educate, inform and empower survivors about how to stay one step ahead of perpetrators who misuse technology such as the Internet to terrorize their victims. Enough copies will be produced so that every shelter in the United States will have this crucial support tool.

To help the Mary Kay Ash Charitable Foundation continue helping others, please go to the Foundation link on the Mary Kay InTouch® Web site.

BizBuilders Bonuses!

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

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Intense Moisturizing Cream	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Intense Moisturizing Creams 1 Bella Belara™ Eau de Parfum Towelette Samplers (pack of six)/Women's Fragrance Sampler Cards (pack of six) 4 Travel Roll-Up Bags	\$150

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

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

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

Go-Give® Award

Congratulations to the winners for October 2007.

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

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



Amy
Hanifl

Diamond

Independent Future Executive Senior Sales Director

Began Mary Kay
May 2000

Sales Director Debut
June 2002

Offspring three first-line;
one second-line

National Sales Director
Lisa Madson

Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Honors Society; gold medal winner; two-times Double Star Achievement; estimated highest monthly unit retail: \$57,115

Personal Lives in Saint Charles, Ill. Husband, Chris

Favorite Quote "What we are is God's gift to us. What we become is our gift to God." –Eleanor Powell
Independent Future Executive Senior Sales Director Sheryl Peterson of Oregon, Wis., says, "I had the privilege of adopting Amy and mentoring her in her Mary Kay business. Amy gives from her heart, shares her business knowledge and has adopted many Independent Beauty Consultants. She is the rare friend most people pray for."



Cindy
Anderson

Ruby

Independent Future Executive Senior Sales Director

Began Mary Kay
June 1995

Sales Director Debut
April 1997

Offspring four first-line;
two second-line

National Sales Director
Kirk Gillespie

Honors Cadillac qualifier; Star Consultant; nine-times Circle of Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$63,538

Personal Lives in Woodbury, Minn. Husband, Wayne; daughter, Tina; sons: Joshua, Jacob

Favorite Quote "But they that wait upon the Lord shall renew their strength; they shall mount up with wings as eagles; they shall run, and not be weary; and they shall walk, and not faint." Isaiah 40:31

Independent Sales Director Missy Baumberger of Watertown, S.D., says, "Cindy is having her unit focus on 'makeovers with a mission' to give to others in need. It has inspired me to have my unit also begin giving to families in need."



Jennifer
Bouse

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay
October 1996

Sales Director Debut
June 2000

Offspring three first-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; five-times Circle of Achievement; Circle of Excellence; four-times Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$85,012

Personal Lives in Springfield, Mo. Husband, Kirk; daughters: Makenzie, Madison

Favorite Quote "No discipline seems pleasant at the time, but painful. Later on, however, it produces a harvest of righteousness and peace for those who have been trained by it." Hebrews 12:11

Independent Senior Sales Director Cassandra Lopez of Republic, Mo., says, "I was an adoptee in Jennifer's unit, and I love that she treats her unit and adoptees the same. Jennifer took the time to come to my home and help me organize my office and systems!"



Sandy
Faus

Emerald

Independent Future Executive Senior Sales Director

Began Mary Kay
May 1979

Sales Director Debut
October 1981

Offspring three first-line;
two second-line

National Sales Director
Go Give Area

Honors Premier Club qualifier; Circle of Honor; five-times Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; three-times Double Star Achievement; estimated highest monthly unit retail: \$61,288

Personal Lives in Moorhead, Minn. Sons: Douglas, Keith, Gregg; one grandson

Favorite Quote "God doesn't merely create you; He repeatedly re-creates you." –Norman Vincent Peale

Independent Sales Director Tatiana Wilensky of Crystal, Minn., says, "One year at Seminar Awards Night, when Sandy was to be recognized for a Unit Circle award, an Independent Beauty Consultant became very ill. Recognizing the seriousness of the situation, Sandy called 911 and accompanied the Beauty Consultant to the hospital. Sandy never crossed the stage to accept her award, but she acted in the true Go-Give® spirit"



Kayla
McCormick

Pearl

Independent Senior Sales Director

Began Mary Kay
July 1990

Sales Director Debut
April 2001

Offspring one first-line

National Sales Director
Sandy Miller

Honors Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$54,232

Personal Lives in Ottawa, Ill. Husband, Joe

Favorite Quote "Girls just want to have fun."

Independent Sales Director Stacy Walter of Seatonville, Ill., says, "If she can make a difference daily, Kayla's cup is filled. She is very active with Relay for Life and donates her time to taking people to their appointments even if it takes two or three hours one way"

host a class, help a cause.

For a limited time, whenever you host a class, you can **get the *Holiday Wishes* purse set FREE†**. For each *Holiday Wishes* purse set I give away, 100 percent of the proceeds will be donated to the **Mary Kay Ash Charitable Foundation**. Host a class to help.

The limited-edition *Holiday Wishes* purse set makes an elegant statement. The purse features a black velvety fabric. Carry it by the chain-link strap or tuck the chain inside and carry it as a clutch. And for beautiful touch-ups, you also get a black enamel compact with both a regular mirror and a magnifying mirror. The compact comes with a velvet-like pouch.

Offer available through participating Independent Beauty Consultants only. Quantities are limited and available only while supplies last. Offer expires Dec. 15, 2007. †Yours free with \$200 in total sales and one booking.



The back of the compact (shown above) features a Mary Kay Ash quote that captures the spirit of giving.

Bracelet not included.



reach for your dreams

The beautiful ring • The fabulous new suit
• The sisterhood

Your Opportunity

There's a special place just for you in the sisterhood of Independent Sales Directors! Become a member of the Class of 2008 by building your team and debuting as an Independent Sales Director Aug. 1, 2007, through July 1, 2008, **OR** debut at least one offspring Independent Sales Director during the contest period.

Your Rewards

Each new Independent Sales Director and her Independent Senior Sales Director will receive an exclusive Class of 2008 ring to wear with pride, plus a Class of 2008 name badge ribbon for each of the new offspring Sales Director's unit members to wear at Career Conference 2008 or Seminar 2008.

Your Recognition

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Career Conference 2008 when they debut from Aug. 1, 2007, through March 1, 2008, or at Seminar 2008 when they debut from April 1 to July 1, 2008.

Then Set Your Sights on Leadership Conference!

When you join the Class of 2008 by Dec. 1, 2007, you, too, can be part of the sisterhood heading to bustling Houston, Texas, for Leadership Conference 2008. You can do it!



Class of 2008 Challenge • Aug. 1, 2007 – July 1, 2008

CLASS OF
2008

MARY KAY®

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

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