

MARY KAY

applause

SEE INSIDE!
BE YOUR OWN
SUCCESS STORY

OCTOBER 2012

NEW!

For Fall

HOLLYWOOD GLAMOUR –
EYE, LIP AND NAIL COLORS
YOUR CUSTOMERS WANT!

MARY KAY®
PERSONAL
WEB SITE:
CHECK OUT WHAT'S
NEW WITH THIS
GAME-CHANGING TOOL.

MARY KAY
**one woman
can™**
50 YEARS

Two Mary Kay Independent Sales Directors Share
Stories on Life, Love, Learning and More.



Q: I'd love to increase my Mary Kay Facebook Fan page visibility by sharing Mary Kay® videos. How do I do that? **A:** Go to youtube.com/marykay and choose the video you want to share. Click the "Share" button under the window that plays the video. You'll see a list of sites; click "Facebook," which links to your Facebook account. Log in, and you'll have an option to type a message. We suggest something like, "Check out this great video!" Click "Share" and you're done! Now all your Facebook friends can watch the video you've posted and be spurred to call you and make a purchase!

Q: I was traveling out of state recently and noticed a car with an attractive personalized Mary Kay® decal on the side window. Where can I get one? **A:** The personalized decals are available at MKConnections® on Mary Kay InTouch® and are a great way to get your Mary Kay business noticed! They come in classic pink and black with a bold image of Mary Kay® Creme Lipstick and NouriShine Plus™ Lip Gloss. They have low-tack adhesive on the back to make them easy to apply and reposition. A clear vinyl decal with high-tack adhesive also is available. Each decal offers you up to four lines of contact information. The pink, black and product decals come in three sizes: small, \$25; large, \$38; and extra-large \$45. The clear vinyl decal is available in extra-large for \$30.

october dates to remember

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

■ Columbus Day observed. Postal holiday.

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

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

Winter 2012 Preferred Customer ProgramSM online enrollment for *The Look*, including exclusive samplers (while supplies last), and Month 2 mailer begins.

18 New Independent Sales Director Education begins for Independent Sales Directors who debuted May 1, June 1, July 1 and Aug. 1.

30 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

■ Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. 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 midnight Central time.

SPECIAL EVENT NOTES Get Ready for Leadership 2013!

Registration for Leadership Conference 2013 begins Oct. 15! Look for details and information in the November issue of *Applause*® magazine.



ON THE COVER:

Jennah is wearing the NEW limited-edition* Mary Kay® Eye Intrigue Color Quad shades in neutral, cranberry and light pink; NEW limited-edition* Tempting Teal Mary Kay® Gel Eyeliner With Expandable Brush; Mary Kay® Mineral Cheek Color in Cherry Blossom; Mary Kay® Ultimate Mascara™ in Black; and NEW limited-edition* Mary Kay® Bold Shine Lip Color in Radiant Red.

*Available while supplies last

Mary Kay said it best

The seeds you plant in the hearts and minds of others will be what you receive in return – 100-fold. Only sow that which you wish to receive in return. Sow good, receive good! Plant seeds daily in your Mary Kay business, and your Mary Kay business will return to you.

InsideTHIS ISSUE

5



WEB ENABLED

If you have a **Mary Kay® Personal Web Site (PWS)** and are wondering what's next, or if you haven't gotten one yet, now's a great time to dive in! We've got five easy tips to help you make the most of your PWS, maximize your earning potential, and take personalized shopping and Golden Rule customer service to new levels!

HOLLYWOOD MYSTIQUE

Classic Hollywood beauty inspires this season's picture-perfect look. Mary Kay modernizes this starlet mood with its limited-edition* **Mary Kay® Hollywood Mystique Collection** — complete with colors for bold lips, high-impact nails and well-defined eyes. Get ready for your 15 minutes of fame!

2



MAKE THE SWITCH

Mary Kay® Classic Basic® Formulas 1 and 2 move to the **Last Chance** section of the Sept. 16 Consultant order form to make way for the latest, most scientifically advanced skin care lines. Read how Independent Sales Directors are helping their customers transition from **Classic Basic®** to other great **Mary Kay®** skin care lines.

6



find it online: check out **Mary Kay InTouch®** to see what's hot.



PROPAY®

Check out the new enhancements to **ProPay®**. You'll have instant access to your funds, so use this great tool for all your **Mary Kay** business transactions!



POWER CLASS OF THE MONTH

Take time for yourself this month. Watch the **Power Class of the Month** under the **Education** tab for education and inspiration.



MKCONNECTIONS®

From organizers and totes to business cards and party supplies, **MK Connections®** has got you covered!

DRAMA Queen!



poised pink



radiant red

This fall, THINK MODERN STARLET.

The NEW limited-edition* **Mary Kay® Hollywood Mystique Collection** takes us back to a time when femininity ruled. Inspired by screen stars of the '40s and '50s, this modern version of Hollywood glamour is anything but demure.

Channel your inner femme fatale and create ladylike appeal with **true reds, deep fuchsias, pinks and teal**. Achieve this picture-perfect look with iconic red lips, sophisticated neutrals and eyes precisely lined in teal.

Mary Kay® Cream Eye Color
Apricot Twist, Pale Blush and Beach Blonde are beauty essentials this fall!



\$13 each



apricot twist

pale blush

beach blonde

Consider **Mary Kay® Creme Lipstick** in these fashion-forward shades.

\$13 each



really red

sunny citrus

sweet nectar

blaze

red

pink passion

hibiscus

Get all the trend information your customers crave.

Check out:

- Mary Kay InTouch® Trend Site
- New *Trend Report* eCatalog
- Features in the Fall/Holiday *The Look*
- *Mary Kay® Style Guide* featured in the September issues of *People StyleWatch* and *People en Español* magazines, which hit newsstands in August.



Get the perfect combination of extreme, rich color payoff and intense, bold shine. The creamy, lightweight liquid formula of limited-edition* **Mary Kay® Bold Shine Lip Color** quenches lips with moisture as it glides on to deliver stay-true color and provides a smooth, even finish.

Limited-Edition* Mary Kay® Bold Shine Lip Color, \$15 each
Poised Pink or Radiant Red

\$15
each

Velvety-soft limited-edition* **Mary Kay® Eye Intrigue Color Quad's** lightweight formula provides true color payoff with a smooth, even finish. Glides on easily and holds while buildable coverage with superior blendability lets you layer any of the four shades for deep color effects.

Limited-Edition* Mary Kay® Eye Intrigue Color Quad, \$20
Mary Kay® Compact mini (unfilled), \$16

\$16
Compact (unfilled)



\$20

\$16
each



The water-resistant, quick-drying limited-edition* **Mary Kay® Gel Eyeliner** delivers intense color payoff as it glides along the lashline without tugging or pulling. Get precise application with the expandable brush applicator, perfect for creating fine to dramatic lines.

Limited-Edition* Mary Kay® Gel Eyeliner With Expandable Brush, \$16 each
Tempting Teal or Jet Black

Application tips:

For precise application, start in the middle of the eye and gently sweep liner outward, getting as close to the lashline as possible. Using short strokes, continue the line toward the inner corner of the eye until desired line is created. You may go over the entire line once with liner for a more intense color payoff.

DON'T FORGET!
The Mary Kay® *Hollywood Dreams*™ Makeover Contest is a great way to promote these color trends to your customers.



\$9
each

Get instant, high-gloss finish from limited-edition* **Mary Kay® Nail Lacquer**. This long-wearing formula applies evenly and smoothly thanks to the easy-to-use brush. Color resists fading as the durable finish protects nails.

Limited-edition* Mary Kay® Nail Lacquer, \$9 each
Radiant Red or Tempting Teal



SEE THE MARY KAY®
STYLEGUIDE AS ADVERTISED
IN SEPTEMBER PEOPLE
STYLEWATCH AND
PEOPLE EN ESPAÑOL.
Get the free mobile app
at <http://gettag.mobi>

pink changing lives®

This lip gloss can do a lot!

You can join Mary Kay in its worldwide efforts to change the lives of women and children through your purchase of limited-edition* *Beauty That Counts*® Mary Kay® NouriShine Plus™ Lip Gloss. In the U.S., from Sept. 16 through Dec. 15, 2012, \$1 will be donated to The Mary Kay Foundation™ from each sale of this limited-edition* lip gloss. In its efforts to end domestic violence, The Mary Kay Foundation™ provides grants to shelters throughout the U.S.



THE MARY KAY FOUNDATION.

DOMESTIC VIOLENCE BY THE NUMBERS

- Nearly one in four women is abused in her adulthood.
- Domestic violence programs serve more than 60,000 victims per day in the U.S.
- Domestic violence is the No. 1 cause of injury for women ages 15 to 44.

To learn more about shelter grants at work, visit www.MaryKayFoundation.org



possibilities inspiring

Mary Kay® NouriShine Plus™ Lip Gloss in two limited-edition* shades are designed to flatter all skin tones. \$14 each

\$14 each

BEAUTY THAT COUNTS® GLOBAL CAMPAIGN

allows each market to designate donations to local causes.



RUSSIA

Operation Smile and Podari

Zhizn. Surgical assistance and free operations for children born with facial deformities.



CHINA

China Children and Teenagers'

Fund. Scholarships and teaching facilities for students in Mary Kay® Spring Bud Primary Schools.



BRAZIL

Instituto se Toque (Be Aware).

Provides breast cancer prevention education.

In February, Mary Kay Facebook fans were part of the Company's Pink Changing Lives® initiative by helping name one of the lip gloss shades in the *Beauty That Counts*® campaign. More than 2,000 fans voted and chose the name "Possibilities."

October Violence Awareness Month

In honor of Mary Kay's 50th Anniversary and as part of Domestic Violence Awareness Month, Mary Kay announces its title sponsorship of the nation's first "text for help" program focused on promoting healthy dating relationships and ending dating violence. For more details on how you can help, visit the Corporate Social Responsibility section on Marykay.com.

SOUL
Soothers
Great
NEW
FRAGRANCES
AND BODY CARE!



NEW!
Mary Kay®
True
Original™

Qualities of a truly original guy now captured in an aromatic fragrance as unique as he is.



\$36

Special-Edition* Mary Kay®
Dance to Life™
Eau de Parfum and
Radiant Shimmer Lotion

A floral scent that captures the dreams, triumphs, inspirations and possibilities that are the rhythm of every woman's life. Live. Inspire. Be moved. Dance to Life.™



\$50

\$16

Limited-Edition*
Mary Kay®
Satin Hands® Satin
Smoothie® Hand Scrub

Hands get pampered just when they need it most – during the dry, winter months. Makes a great gift as well! Limited-edition* Mary Kay® Satin Hands® Satin Smoothie® Hand Scrub.



\$18 each

Maybe you've followed the sage advice of sister Independent Beauty Consultants and set up your Mary Kay® Personal Web Site (PWS). Now what? Or if you've put off getting one, now's a great time!

CYBER SERVICE

Thanks to **recent system enhancements** and upgrades, you can take advantage of the **latest and greatest ways to connect with your customers**, offer products and manage your customer relationships.



- 1 **A PICTURE'S WORTH ... Add your photo.** It gives your Mary Kay business a personal touch and offers you a chance to make a great first impression. A professional close-up head and shoulder shot works best. (Snap tag below shows you how to upload a pic to your site!)
- 2 **KEEP IT FRESH.** Give your customers a reason to return to your site often by offering:
 - Product samples ■ Gift-with-purchase promotions ■ Limited-edition products
 - Free shipping ■ The list goes on!
 You can customize and change promotions and offers monthly or whenever you want.
- 3 **ALL ROADS POINT TO YOU.** Send **MKeCards®** or **eCatalogs** to your customers with a **link to your PWS**. Or drive your customers to shop your site by signing them up to receive **Beaut-e-News®**, which offers regular product updates and promotions and links them back to your PWS. Once you sign up, the Company automatically sends **Beaut-e-News®** to your customers each month. All these **options are free!**
- 4 **PROMOTE YOURSELF.** Be sure to **promote your PWS** on your **MKConnections®** business cards and other marketing materials. Customers also can find your site by typing your name in the **Independent Beauty Consultant Locator** feature on marykay.com.
- 5 **PERSONAL SERVICE.** Encourage your customers to register with **myMK** on your PWS and complete a **Customer Profile**. By doing so, you can offer them **personalized product recommendations, tips/trends, easy checkout** and that's just for starters! Once your customers upload their photos and personal information, you can access and manage it all on **myCustomersSM**. You'll get automatic birthday and product reorder reminders and more. It's like having a **24/7 online assistant!**

FIVE EASY TIPS

to help you make the most of your Mary Kay® Personal Web Site.



COMING SOON! Look for an MKeCard® you can send to your customers to promote your Mary Kay® Personal Web Site.

Uploading
your photo to your
Mary Kay® Personal
Web Site
IS EASY!

Watch the video on Mary Kay InTouch®
Business Tools > Personal Web Site Manager.



SEE THE NEW CHANGES TO THE MARY KAY® PERSONAL WEB SITE AND MYCUSTOMERSSM. Get the free mobile app at <http://gettag.mobi>

HOW DO YOU BENEFIT?

Opportunity to sell skin care that ...

1 Can help you **increase your sales!**

2 Offers a regimen for everyone.

- **Botanical Effects™**

For **sensitive skin**; those not yet interested in age-fighting products; **budget-minded** consumers.

- **TimeWise® Miracle Set®**

For **early-to-moderate age-fighting** needs. (You can add **TimeWise®** supplements to either **Botanical Effects™** or the **Miracle Set®** based on your customers' needs.)

- **TimeWise Repair™**

Volu-Firm™ targets **advanced signs of aging** and is our **premier skin care line**.

3 Uses the **most advanced technology**.

4 Reaches new consumers! **Gen Y through baby boomers and beyond.**

Gen Yers, ages 15 to 34, are 42 million strong and growing. Did you know 50 is the new 40? With the strong desire to look younger, baby boomers want premium age-fighting products that can deliver results.

GREAT WAYS to Profile Your Customers!

- Customer Profile
- Register your customers on myMK™/Mary Kay® Personal Web Site
- MK Regimen Adviser™ app for the iPhone for a quick regimen solution when you're at a skin care class.



Beauty editors from top fashion and women's magazines attended the **Botanical Effects™ Beauty Editor event** in New York earlier this year. Response was overwhelmingly positive, and now these editors are writing about Mary Kay's **NEW skin care line** in national publications such as *O, The Oprah Magazine*, and others.



Thanks to the extensive work conducted at the **Mary Kay Research Center**, our team continues to find **new ways** and **improved ingredients** to deliver **benefits** like never before!

Our Mi

Make a Face Beautiful!

We know skin care is the heart of your business. That's why we've invested heavily in product research and development. With this year's launches of:

- **TimeWise Repair™ Volu-Firm™ Set**
- **Mary Kay® Botanical Effects™**

you now have a full menu of skin care regimens to offer your customers.

We're not stopping here! We'll continue to

- **Introduce NEW products**
- **Improve formulas** of current lines and balance additions by discontinuing others. As an example, **Mary Kay® Classic Basic® Formulas 1 and 2** will move to the **LAST CHANCE SECTION** of the **Sept. 16 Consultant order form**. **Classic Basic® Formula 3** and **Velocity®** will remain in the lineup.

All of these changes are part of a well-planned effort to help you offer your customers the most current and best skin care products around!



ssion: GREAT SKIN CARE FOR EVERY WOMAN



WHY DO YOU THINK IT'S CALLED A MIRACLE?

The TimeWise® Miracle Set® works, and it's a great starting point to demonstrate at your skin care parties.

Why? When used as a set, it offers clinically tested results that have benefited millions! And it appeals to the broadest age range (ages 25-50) with early-to-moderate signs of aging.

Be sure to remind your customers with more advanced signs of aging that you now offer TimeWise Repair™. Likewise, Botanical Effects™ may be perfect for your younger customers, those with sensitive skin or budget-minded consumers. Remember, samplers are a great way for your customers to try new products.

Q: How do you know when it's time to move your customer from TimeWise® Miracle Set® to TimeWise Repair™? Or from Botanical Effects™ to the Miracle Set®?

A: Ask her if she's still getting the desired results from her current regimen. By offering her a customized solution for each life stage, you'll build customers for life!



Transition Tip!



"I admit I wasn't excited about Botanical Effects™ at first because I had many

Mary Kay® Classic Basic® customers. While at Leadership Conference, I stopped at the product booth and asked the wonderful staff to help me think a new thought, and they did!

"They explained why they were excited about Botanical Effects™, as well as the reasons behind the Classic Basic® phaseout. Armed with this new knowledge, I came home determined to make this one of my most successful products ever.

"I shared my excitement by carrying a set of Botanical Effects™ samplers everywhere I went. I asked my customers to try them and share their opinions. Some volunteered as Monday night test panelists, others held Botanical Booking parties and many tried the 'facial in a bag' samplers I included in their reorders.

"Results have been phenomenal. Women of all ages love Botanical Effects™, proving what I've always known: Get the product on women's faces, and it will sell itself!" Deb Capello, Independent Senior Sales Director, Watervliet, N.Y.



LOOK WHAT'S AVAILABLE on Mary Kay InTouch® > Product Central to help you transition your customers to Botanical Effects™!

- What's Your Type? Quiz
- Thank-You Postcard (Attach Botanical Effects™ samplers!)
- Make the Switch From Mary Kay® Classic Basic® Place Mat
- Make the Switch From Other Brands Place Mat
- Botanical Effects™ MKeCard®
- Botanical Effects™ eCatalog

Recognition

Congratulations to the winners for June 2012

Monthly Commissions and Bonuses

Listed are NSD commissions/bonuses earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for June 2012, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for May 2012 plus the following which do not count toward NSD ranking; Sales Director commissions, Personal Team Commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

Pearl



Jan Harris

1. Jan Harris**	\$59,367
2. Cindy A. Williams	51,689
3. Pamela Waldrop Shaw	42,597
4. Stacy I. James*	41,559
5. Cheryl Warfield*	37,596
6. Lisa Allison	36,289
7. Anita Tripp Brewton*	35,863
8. Maureen S. Ledda*	32,414
9. Julie Krebsbach	32,049
10. Monique Todd Balboa	26,072
11. Sandy Miller*	25,911
12. Judy Brack	25,902
13. Halina Rygiel*	25,395
14. Nancy Bonner*	25,292
15. Glinda McGuire*	25,149
16. Jeanie Martin	24,943
17. Lise T. Clark*	24,616
18. Mary C. Estupian*	23,405
19. Elizabeth Fitzpatrick*	22,891
20. Kristin Myers	21,690
21. Anabell Rocha	20,320
22. Robin Rowland	20,279
23. Kathy C. Goff-Brummett	19,222
24. Lynda Jackson*	17,676
25. Bett Vernon	17,621
26. Cathy E. Littlejohn	16,891
27. Bettye M. Bridges	16,674
28. Deb Pike	16,313
29. Alma Orrosteieta	16,064
30. Linda Kirkbride	15,846
31. Jane Studrawa	15,530
32. Shirley M. Oshiro	14,903
33. Maureen Myers	14,482
34. Sylvia Kalicak	13,204
35. Hollie Lowe	11,585

Diamond



Barbara Sunden

1. Barbara Sunden***	\$118,749
2. Anita Mallory Garrett-Roe**	107,898
3. Lisa Madson	92,040
4. Gloria Castaño***	52,696
5. Sonia Pérez**	48,547
6. Patricia Rodríguez-Turker**	40,090
7. Connie A. Kittson	39,468
8. Dayana Polanco	37,195
9. Linda C. Toupin	35,491
10. Diane Underwood	33,074
11. Mary Diem*	30,865
12. Vivian Diaz	30,177
13. María Monarrez	26,265
14. Noelia Jaimes	25,568
15. Dalene Hartshorn	23,903
16. Ada García-Herrera	21,619
17. Isabel Venegas	20,748
18. Juanita Gudiño	18,764
19. Susan M. Hohlman*	18,404
20. María Flores	18,273
21. Mayuli Rolo*	16,935
22. Gina Rodríguez	15,185
23. Heidi Goelzer	14,823
24. Evelinda Diaz*	14,759
25. Rosibel Shahin*	14,539
26. Diana Heble	12,924
27. Betty Gilpatrick	11,793
28. Meyra Esparza	11,146
29. Carol Lawler	10,238

Ruby



Carol Anton

1. Carol Anton**	\$68,464
2. Pat Danforth*	55,264
3. Sue Kirkpatrick*	35,907
4. Karlee Isenhardt*	34,377
5. Cyndee Gress	28,779
6. Kate DeBlander	28,349
7. Rebbecca Evans*	27,255
8. Ronnie D'Esposito Klein*	24,105
9. Jeanne Rowland*	21,597
10. Bea Millsagle	19,472
11. Pamela A. Fortenberry-Slate*	18,853
12. Pam Ross*	18,632
13. Judy Kawiecki	18,483
14. Kirk Gillespie	18,327
15. Cindy Z. Leone	18,306
16. Janis Z. Moon	17,934
17. Kelly McCarroll	17,341
18. Lynne G. Holliday	16,654
19. Terri Schafer	16,476
20. Kimberly R. Copeland	15,245
21. Scarlett S. Walker-Simpson*	15,094
22. Gena Rae Gass	15,006
23. Gay Hope Super	14,351
24. Vicki Jo Auth	14,322
25. Donna B. Meixell	14,320
26. Jo Anne Barnes	12,636
27. Candy D. Lewis	12,492
28. Michelle L. Sudeth*	11,396
29. Margaret M. Bartsch	10,593
30. Thea Elvin	10,575
31. Vicki L. Fuselier	10,449

Sapphire



Karen Piro

1. Karen Piro**	\$74,453
2. Judie McCoy*	39,659
3. Paola Ramirez	36,439
4. Shannon C. Andrews*	36,149
5. Lupita Ceballos**	35,761
6. Sandy Valerio	34,254
7. Dawn A. Dunn	32,851
8. Tammy Crayk	32,792
9. Jan L. Thetford	31,634
10. Pam Kickna-Powell	27,383
11. Julianne Nagle*	26,109
12. Valerie J. Bagnol*	25,903
13. Lorraine B. Newton	24,302
14. Sara Pedraza-Chacón*	23,782
15. Tammy Ramage	21,192
16. Pam I. Higgs	19,938
17. Sharon L. Buck	18,379
18. Maribel Barajas	17,790
19. Alia L. Head	17,147
20. Kendra Crist Cross	16,823
21. Gloria Báez*	16,580
22. Sherril L. Steinman	16,464
23. Diana Sumpter	16,245
24. Nancy A. Moser	15,496
25. Karen B. Ford	15,331
26. Debra M. Wehrer	14,833
27. Kimberly D. Starr	14,530
28. Ann Brown	14,311
29. Davanne D. Moul*	14,031
30. María Guadalupe Díaz	13,912
31. Carol L. Stoops	13,418
32. Magdalena Nevárez*	12,416
33. Joy L. Breen	12,055
34. Gillian H. Ortega	11,030
35. Jill Moore	10,805

Emerald



Gloria Mayfield Banks

1. Gloria Mayfield Banks***	\$91,517
2. Kathy S. Helou*	79,017
3. Debi R. Moore*	38,877
4. Sherry Windsor**	33,913
5. Auri Hatheway	32,816
6. Suzanne Brothers*	30,271
7. Dacia Wiegandt*	30,191
8. Janet Tade*	29,709
9. Cindy Fox*	25,942
10. Kathy Rodgers-Smith	25,848
11. Kay E. Elvrum	25,083
12. Yvonne S. Lemmon	24,139
13. Crisette M. Ellis	24,113
14. Lily Orellana	23,976
15. Kerry Buskirk*	23,633
16. Consuelo R. Prieto*	23,525
17. Lisa Butters	22,984
18. Jamie Cruise-Vrinos	22,750
19. Sabrina Goodwin Monday	20,376
20. Brenda Segal*	19,935
21. Pamela Tuill	19,902
22. Morayma Rosas	17,714
23. Cathy Bill*	17,451
24. Joanne R. Bertalan*	17,393
25. Jackie LaPrade	17,277
26. Evalina Chávez	16,943
27. Dawn Otten-Sweeney	15,508
28. Kym A. Walker*	15,158
29. Crist Ann Millard	15,109
30. Nora L. Shariff*	14,468
31. Sandra Chamorro	13,691
32. Pamela Cheek	12,778
33. Shelly Gladstein	12,176
34. Candy Jackson	11,685
35. Natalie Privette-Jones	10,537

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2012 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletory and Fragrance Association. *Applause, Beaut-e-News, Beauty Blotters, Beauty That Counts, Belara, Bella Belara, Break the Silence, Classic Basic, Compact Pro, Day Radiance, Domain, Enriching Women's Lives, Exotic Passionfruit, Go-Give, Indulge, Inspiring Beauty Through Caring, Journey, "Let's Ta k" Party!, Luminous-Wear, Mary Kay, Mary Kay InTouch, Matte-Wear, Miracle Set, MK, MKConnections, MKeCards, MKMen, Pink Changing Lives, Pink Doing Green, Promewal, Replenishing Serum+C, Satin Hands, Satin Lips, Simply Cotton, Targeted-Action, Thinking of You, TimeWise, Tribute, Ultimate Miracle Set, Velocity and Visible-Action* are registered trademarks; *Botanical Effects, Dance to Life, Forever Orchid, Lash & Brow Building Serum, Lash Love, Lash Love Lengthening, Lash Response, Lash Spa, Mary Kay Show and Sell, Mint Bliss, MK High Intensity, Night Restore & Recover Complex, NourishPlus, TimeWise Body, TimeWise Repair, Ultimate Mascara, Volu-Firm, Warm Amber and Your Way to Beautiful* are trademarks; and *Beautiful Together, Dare to Dream!, MK Rewards, myCustomers, One Woman Can, Preferred Customer Program, The Mary Kay Foundation, The Silver Wings Scholar Program and You Can Do It!* are service marks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in June 2012. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Pearl

Mia Mason Taylor.....\$27,998.70
Kim L. McClure.....25,713.34
Lia Rene Carta.....21,418.57
Roya Marie Mattis.....20,529.49
Patti Cornell.....19,987.59
Patty J. Olson.....18,799.99
Julia Sander Burnett.....18,695.03
Tammy A. Vavala.....18,492.81
Crystal June
Trojanowski.....17,997.26
Jaime Marie Bittner.....17,923.75
Vicki Piccirilli.....17,150.09
Leah Michelle Lauchlan.....17,098.64
Nicole J. Canamare.....15,841.62
Jeanie K. Navkar.....15,824.25
Amy Stokes.....15,522.41
Dorothy D. Boyd.....15,320.52
Katherine Mirkes Ward.....15,287.20
Maureen Shipp.....15,185.74
Sylvia Limon Martinez.....15,118.48
Lisa Oliveira.....14,900.76
Richelle V. Barnes.....14,718.76
Christi G. Campbell.....14,385.03
Susan Moore.....14,302.80
Marye Durrer.....14,275.42
Amy Kemp.....14,235.55
Sally Moreno.....14,083.06
Amie N. Gambolan.....14,067.09
Beth H. Piland.....13,879.48
Carmen J. Felix.....13,570.99
September Anne James.....13,392.76
Diane M. Detesco.....13,341.17
Brittany Marie Self.....13,213.82
Anne Geertsen.....13,203.15
Jo Shuler.....12,685.54
Amy C. Schule.....12,528.31
Regina Besem Ati.....12,400.73
Keita Powell.....12,156.17
Merina M. Givens.....11,996.58
Cennie V. Eddings-Foster.....11,872.68
Ashley S. Orr.....11,792.81
Blythe Jolee Egbert.....11,697.28
Amy Kitzell.....11,491.56
Nadine Bowers.....11,491.24
Wendi S. Sumner.....11,484.45
Barbara R. Johnson.....11,223.72
Angela L. White.....11,165.07
Angela J. Fry.....11,117.94
Kristi Sue O'Rourke.....11,096.18
Angel B. Toler.....11,051.31
Ginger V. Benedict.....10,977.94
Rita Schaefer.....10,915.80
Cathy G. Bates.....10,881.85
Betty B. Lucido.....10,861.59
Kristi Mathre.....10,742.90
Jodie Gualano.....10,708.68
Shauna Lynn Abbotts.....10,475.78
Cindy Machado-Flippen.....10,423.40
Shanna H. Jones.....10,360.25
Lily Gauthreaux.....10,238.43
Ingra Williams.....10,230.51
Janice Baxter Hull.....10,216.24
Halle Kathryn Simpson.....10,208.62
Adrianne M. Detesco
Morales.....10,129.27
Sandra M. Munguia.....10,126.43
Evelyn Pirhalla.....10,020.34
Tammy Brown.....10,018.73
Ashley O. Brooker.....9,936.65
Stacey Craft.....9,809.47
Beverly Taylor.....9,721.16
Tina M. Dees.....9,718.71
Lucia Fernandez.....9,709.77
Debbie A. Thomas.....9,631.99
Lisa Jackson Thomas.....9,609.18
Shawna Manning.....9,377.68
Sandy Kay Gant.....9,208.97
Linda S. Pilotti.....9,167.41
Nedra Ruby White.....9,153.08
Shari M. Kirschner.....9,123.07
Milagro V. Diaz.....9,045.07
Tracey L. Chavez.....8,900.24
Mary Stuart Smith.....8,816.06
Alde G. Martinez Charre.....8,811.80
April Landrum-Johns.....8,741.82
Laurie Travis Plyler.....8,715.89

Kathy Ahlwardt.....8,672.50
Cindy L. Armstrong.....8,641.01
Rhonda L. Kinzig.....8,619.54
Randi S. Gleason.....8,602.46
Joyce Recenello.....8,550.62
Virginia S. Rocha.....8,541.62
Darilynn Flournoy.....8,513.69
Sherry L. Fields.....8,513.38
Nicole Medjesky-Dixon.....8,493.79
Denise E. Crosby.....8,488.24
Susan K. Janish.....8,370.74
Angela P. LaFrance.....8,353.30
Irene K. Foster.....8,326.18
Jenn Kirkham.....8,294.25
Kathy Eckhardt.....8,287.96
Maria Claxton-Taylor.....8,202.77

Diamond

Kristin Rogers.....\$29,630.52
Melinda M. Balling.....23,103.07
Diane L. Mentiply.....20,533.36
Karinne Rosas.....18,772.59
Elizabeth Muna-Mudsl.....17,709.09
Anelle B. Kemogne.....17,639.92
Cecilia C. James.....17,591.19
Priscilla McPheeters.....17,073.63
Irene Olebara.....16,917.60
Marsha Morrisette.....16,643.71
LaRonda L. Daigle.....16,636.52
Linda T. Cartiglia.....16,580.37
Mary Strauss.....16,246.54
Celeste Picardo.....16,239.73
Shelly Palen.....16,207.20
Stephanie A. Richter.....15,916.95
Virginia Rowell.....15,765.30
Luisa Urena Mora.....15,254.23
Terri J. Beckstead.....15,188.69
Emily Sims.....14,997.86
Kim A. Messmer.....14,428.63
Robin L. Saller.....14,348.29
Martha Kay Ralle.....14,279.32
Tawnya Kempkes.....13,756.59
Melissa R. Hennings.....13,723.52
Heather Rachel Catchpole.....13,216.07
Jennifer Levitt.....13,057.69
Oyindamola Ogunlana.....12,816.16
Kimberlee F. Simko.....12,384.80
Amy Allgood.....12,379.89
Sonia Arriola.....12,202.26
Noemi C. James.....12,161.58
Bianny Fabiola Ramirez.....12,142.39
Kristen C. Spiker.....12,123.15
Lisa Rada.....12,017.12
Nancy Polish Dove.....12,011.83
Livia M. Genova-Pagano.....11,889.91
Gerri Anne Morris.....11,824.46
Sally K. Anderson.....11,751.61
Nicki R. Hill.....11,695.13
Yuniesy Hidalgo Paz.....11,678.83
Jessica Miller.....11,598.91
Debra Allison.....11,587.23
Rosmary A. Morel.....11,327.84
Leticia Vargas.....11,250.24
Sheryl Peterson.....11,082.13
Stephanie Audino.....11,078.23
Lourdez Gomez Santiago.....10,974.69
Maritza Estela Gonzalez.....10,883.89
Yvonne Tazem.....10,852.83
Kathleen Kocianes.....10,751.23
Tokunboh S. Oyenuga.....10,733.92
Mary P. Crech.....10,680.59
Tammie M. Hanson.....10,654.84
Lisa A. Stengel.....10,631.79
Ellyn Hoadley.....10,581.23
Barbara E. Roehrig.....10,580.60
Carol Lee Johnson.....10,538.22
Denise M. Guthrie.....10,532.90
Denise Nygard.....10,529.87
Danielle Coughlan.....10,465.92
Rosalind Hernandez.....10,462.30
Pamela K. Perkins.....10,452.30
Adella Josephine
Pichardo.....10,300.41
Luci Jobito.....10,284.76
Luzmila E. Abadia
Carranza.....10,273.14

Ruth L. Everhart.....10,262.17
Chatney Gelfus.....10,207.62
Jill D. Davis.....10,178.80
Sandy Griffith.....10,176.64
Maricarmen Gonzalez.....10,142.47
Elvia Cordova.....10,066.33
Nancy Ashton.....10,032.75
Valorie Jean White.....10,006.13
Betty McKendry.....9,943.79
Donna J. Saguto.....9,941.13
Lila DeWeber.....9,857.82
Rose Rodriguez-Capone.....9,755.35
Jennie L. Pepke.....9,721.95
Pat A. Nuzzi.....9,707.40
Julie Schlundt.....9,662.36
Gwen L. Ristow.....9,566.04
Sharon B. Carney-Wright.....9,523.87
Lisa A. Raupp.....9,495.31
Linda Spadolowski.....9,492.41
Karia Rae Plantan.....9,447.80
Enma Patricia Bermeo.....9,440.71
Lila DeWeber.....9,435.87
Zarabeth Lehr Golden.....9,334.96
Maggie Rader.....9,254.83
Maria Siguenza.....9,248.10
Kelli D. Key.....9,108.92
Cindy Wallace.....9,087.82
Rhonda Jean Taylor.....9,022.28
Nicole Coselman.....8,999.10
Elvi S. Lamping.....8,989.27
Aigaelva Nnuro-
Frimpong.....8,977.49
Deborah Dudas.....8,972.53
Andrea Whitcomb.....8,968.77
Amy Zanto.....8,950.37

Ruby

Donna Clark-Driscoll.....\$32,389.69
Sheryl K. Goins.....19,938.05
Kali DeBlander Brigham.....17,954.30
Somer Ballard Fortenberry.....17,291.03
Thessy Nkechi
Nwachukwu.....16,972.65
Candace Laurel Carlson.....15,014.31
Julie Brindell Sapp.....14,966.45
Deborah S. Barker.....13,798.99
Kystal D. Downey-Shada.....13,466.83
Kimberly Michelle Perkins.....13,102.78
Suzanne P. Wallace.....12,747.17
Tina Hulsman.....12,447.22
Brenda Fenner.....11,836.01
Erika Lynn Insana.....11,787.70
Diane Covington.....11,767.80
Mary Sharon Howell.....11,701.71
Laura A. Kattenbraker.....11,537.79
Liz Whitehouse.....11,363.73
Shelia K. Valles.....11,285.04
Lisa Anne Harmon.....11,217.04
K.T. Marie Martin.....11,178.66
Breda M. Teal.....11,176.29
Jeanette M. Thompson.....11,081.12
Sentra Hannasch.....10,903.84
Laura L. Loghry.....10,742.29
Diana Gutierrez.....10,740.18
Marlie R. Yungler.....10,462.36
Cheryl O. Fulcher.....10,416.68
Brandy E. Richwine.....10,411.17
Gloria Dominguez.....10,373.15
Consuelo Z. Tinajero.....10,371.91
Corrin Cresci.....10,272.46
Barbara L. Harrison.....10,248.32
Cleta Colson.....10,107.21
Andrea D. Evans-Dixon.....10,085.38
Becky M. Xepoleas.....10,068.83
Cissy E. Warren.....9,981.45
Elayne J. Watson.....9,939.08
Debbie A. Elbrecht.....9,896.93
Candace Lyn Chambers.....9,771.71
Rebecca W. Cox.....9,676.27
Kaye Driggers.....9,639.38
Mary L. Cahoon.....9,605.32
Nancy N. Danley.....9,589.02
Lisa Baker.....9,566.57
Shella D. Evans.....9,559.31
Patti Maxwell.....9,530.46
Gaynell L. Kennedy.....9,515.87

Sherri Ammons.....9,433.67
Daria R. Bull.....9,432.57
Jill E. Garrett.....9,403.47
Boo Menestrina.....9,308.22
Laurieann Barclay.....9,274.07
Elena Santos.....9,250.89
Missy M. O'Neal.....9,179.68
Rachel Elizabeth Naylor.....9,136.28
Elene S. Okalor.....9,126.43
Mary Alice Dell.....9,125.09
Suzanne Tripp-Black.....8,993.87
Judie Roman.....8,983.39
Stephanie Corine Arbaugh.....8,913.40
Cheryl A. Dechenne-
Sheedy.....8,592.76
Karen E. Gardner.....8,589.41
Helen Amato.....8,586.14
Colleen Robustelli.....8,579.79
Jacqueline Donna.....8,561.46
Shelia Marie Saine.....8,552.03
Suzanne M. Riggs.....8,511.90
Susan C. Ehrstrom.....8,502.92
Mary E. Townsend-Buckley.....8,424.60
Carmen Nunez de Valencia.....8,408.67
Jacqueline N. Alford.....8,389.81
Amber L. Towne.....8,318.35
Tiffany Brooke Stout.....8,310.15
Heather Jean McKinney.....8,243.84
Melissa Regina Almanza.....8,210.74
Karen Cole.....8,189.79
Palia A. Curry.....8,179.17
Stephanie Courington.....8,157.11
Alicia Lindley-Adkins.....8,139.14
Suzanne Moeller.....8,136.94
Cammie L. Otten.....8,109.80
Mary Lou Ardohain.....8,074.62
Reyna Darlene Anderson.....8,053.50
Paulina Fernandez.....7,991.76
Gina Beekley.....7,984.68
Jan Maloney.....7,921.40
Kimberly Cavaretta.....7,920.61
Silia Evans Moses.....7,908.42
Chick Stamschror.....7,901.57
Lee Clouse.....7,884.11
Rosanne Pluchino.....7,877.03
Debbie Oertel.....7,875.24
Peggy Young.....7,872.44
Michele Semper.....7,766.28
Sonia Cecilia Pena.....7,759.48
Judith C. Reid-Haff.....7,699.16
Rosalee Kuhen.....7,674.48
Tammy R. Steed.....7,669.34
Karen D. Johnson.....7,599.31

Sapphire

Jennifer Besecker.....\$21,597.71
Diana E. Frausto.....18,814.26
Kathy R. Bullard.....18,586.53
Phyllis I. Pinsker.....17,667.78
Julia Mundy.....17,111.87
Tabitha A. Hallums.....17,008.79
Binta Touray Jagne.....16,340.28
Julie Weaver.....15,516.70
Lynnea E. Tate.....15,392.20
Angela D. LaFerry.....15,355.89
Roxanne McInroe Williams.....15,195.17
Lara F. McKeever.....14,500.02
Kristen Jennifer Barnett.....13,811.94
Faith A. Gladding.....13,659.99
Patrice Moore Smith.....13,385.38
Kim I. Sabourin.....13,090.86
Leann Elaine Zondag.....12,696.82
Tracy Potter.....12,686.12
Ellen Ezekiel
Farquharson.....12,544.14
Kristi M. Montesana.....12,499.56
Josefa Chacon.....12,434.56
Audrey K. MacDowall.....11,933.88
Lady Ruth Brown.....11,763.55
Heather A. Daniel-Kent.....11,712.57
Krista A. Johnson.....11,605.17
Diane M. Broderson.....11,587.57
Ann W. Sherman.....11,378.54
Diane Bruns.....11,327.82
Svetlana Lipsey.....11,120.31
Sherry Y. Pipes.....11,107.24

Cheryl T. Anderson.....10,835.37
JoAnna P. Shippe.....10,817.43
Barbara Allen-Rosser.....10,767.37
Rosalia Rodriguez.....10,715.14
Kellee L. Valerio.....10,679.51
Juliet M. Goodwin.....10,638.43
Heather L. Bohlinger.....10,425.31
Ryan Ashlee Rives.....10,338.45
Rheanonda R. Johnson
Gray.....10,271.02
Moleda G. Dalley.....10,225.38
Sarah Sullivan Krycinski.....10,194.10
Randi Stevens.....9,947.64
Ruby Garner.....9,932.96
Belkys Gonzalez.....9,821.74
Agnes Stewart.....9,737.66
Sylvia Boggs.....9,646.66
Jerlene Vrana.....9,630.71
Leanne Sexton.....9,605.67
Beverly Denise Wanza.....9,565.39
Debbie L. Frazer.....9,530.84
Jo Carol Lee.....9,523.03
Melody Missick.....9,427.36
Angie S. Day.....9,346.67
Megan D. Swope.....9,338.50
Satarro Purnell.....9,231.43
Allison M. Cheney.....9,165.54
Alison Jurek.....9,075.52
Sanjuana Sosa.....9,063.03
Bonnie Crumrin.....9,025.75
Melva M. Smart-Slythe.....9,016.88
Christine M. Jessee.....8,955.94
Anne Q. Harris.....8,945.07
Joanna Helton.....8,922.03
Jeannie Helm.....8,844.94
Darnett Cohen-Spencer.....8,838.11
Jodi L. Feller.....8,832.25
Lisa Caltabiano.....8,753.67
Beth Anita Hollingshead.....8,749.79
Flor De Maria Maldonado.....8,722.52
Celeste Gabbard Byrd.....8,637.84
Cherie L. Smith.....8,589.19
Maria Bocanegra.....8,562.66
Kellie M. Davis.....8,548.17
Debbie A. Weld.....8,543.30
Linda Klein.....8,541.16
Teodora Ahumada.....8,517.40
Pam J. Lancaster.....8,490.21
Amber Michelle Brown.....8,456.12
Gia Lee Kroschus.....8,440.73
Renee C. Burdette.....8,408.57
Susan Lafferty.....8,381.29
Anita R. Rabelo.....8,328.84
Cathy A. Jacobs.....8,325.14
Monica Garcia.....8,317.77
Mary G. Gronholz.....8,293.65
Deborah Robina.....8,255.58
Jennifer G. Bouse.....8,246.67
Linda Silman.....8,112.74
Amy J. Bowman.....8,067.32
Christy Bigham.....8,036.00
Maggie Sitar.....8,013.11
Kate Schwan.....7,957.34
Aida Norma Ramirez.....7,937.62
Doree Keller.....7,923.61
Lorie Ford Ryon.....7,861.63
Janis Clemens.....7,852.28
Rosario Dagenals.....7,846.14
Megan Eileen Kalbach.....7,836.92
Connie L. Russo.....7,830.07
Jill Beckstedt.....7,823.66

Emerald

Christine Denton.....\$33,121.25
Jeanie M. Tamborello.....21,004.12
Grace Hull.....19,553.68
Stacy D. Foust.....19,331.22
Kimbli L. Bartik.....16,493.74
Carol M. Fulton.....16,486.48
Jordan Helou Eicher.....16,432.64
Christie L. Ehiobu.....15,637.36
Monique Patrice Starks.....14,572.53
Michele Martella Ames.....14,355.82
Sheri Farrar-Meyer.....14,341.38
Sue Ulbel.....13,898.85
Jessica Brash Holzbach.....13,655.50
Pam Kelly.....13,420.26

Karen E. Riddle.....13,227.86
Angie Sidden.....13,093.67
Kay Dickerson.....12,807.23
Roxie Soto.....12,493.49
Jeannine R. DeVore
Harris.....12,446.50
Susie J. Serio.....12,388.56
Heather A. Carlson.....12,309.30
Linda Bradley.....12,151.16
Connie Marie Ackroyd.....11,907.02
Kathy P. Oliveira.....11,715.61
Vicki Powell.....11,650.61
Marcela Sierra.....11,596.38
Arvis D. Bridges-Epps.....11,541.99
Elaine K. Williams.....11,519.14
Melissa Bright.....11,282.61
Tanya O. King-Lee.....11,252.12
Debbie Crawford.....11,039.70
Brittani Marie Stal.....10,877.40
Debra C. Thompson.....10,867.92
Yuvris Robio Alvarado.....10,814.92
Shara Mobley Gladden.....10,733.84
Dana Ann Lamade.....10,722.11
Rita Jean Barthel.....10,547.92
Ann Shears.....10,539.60
Denise G. Kucharski.....10,456.43
Amy R. Sigler.....10,406.20
Jackie L. Root.....10,351.04
Tatiana Rodriguez.....10,315.19
Jo M. Cotton.....10,194.63
Yolanda Lopez.....9,668.40
Valerie Cashin.....9,649.88
O'Nelly Encarnacion Gomez.....9,640.76
Leanne Parrino.....9,609.73
Barbara Pleet.....9,548.77
Judith E. Cotton.....9,499.86
Heather Wickstrom.....9,470.01
Marika McMillen.....9,436.85
Nancy A. Berlin.....9,337.11
Lisa Daniel Snow.....9,301.07
JoAnn M. Fazekas.....9,300.21
Susan A. Smith.....9,253.31
Julie A. Griffin.....9,169.37
Trisha Taylor.....9,112.13
Ana Reyes.....9,095.44
Charis Lauren Williams.....9,086.54
Cheryl L. Foster.....9,031.46
Kara Jean Gallup.....8,839.24
Carolyn J. Bishop.....8,808.16
Gia Lee Kroschus.....8,670.42
Janet Lee Ellis.....8,653.24
Ayobami Olanrewaju
Olusa.....8,648.99
Grace Elizabeth Snively.....8,605.84
Jeannette E. Beilche.....8,584.09
Holly S. Neff.....8,496.98
Dana C. Warren.....8,483.54
Maria Sanchez.....8,477.41
Hope S. Pratt.....8,467.26
Paula Kelsch.....8,389.41
Judith Beede.....8,297.13
Maria Guadalupe Botello.....8,220.90
Flavia A. Rivera.....8,217.56
Dawn M. Starr.....8,184.49
Rhonda Kambelitz.....8,163.35
Helen Jakpor.....8,142.44
Della Ponce.....8,138.45
Nancy Boucher.....8,126.54
Kelly S. Shannon.....8,082.75
Anaitzel Avila.....8,029.57
Shawna D. Schneider.....8,014.71
Stacy S. Gilson.....7,991.62
Amanda Thulin-Marrano.....7,961.70
Alyson R. Young-Guerra.....7,918.05
Pattie A. Robinson.....7,880.14
Diane K. Auty.....7,866.11
J. L. Bolton.....7,827.19
Holly Lynne Martin.....7,783.52
Tahvia W. Peterson.....7,669.11
Doreen Stevens.....7,629.23
Renee Duencel.....7,612.65
Katie McKenzie Kunkler.....7,585.32
Amanda R. Leong.....7,534.81
Marisa Sanchez Ramirez.....7,499.61
Brenda D. Elliott.....7,498.99
Hollie R. Sherrick.....7,461.62
Cristina Martins.....7,417.06
Debbie L. Bower.....7,387.29

WITHIN APPLAUSE MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

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 2012.

Top National Sales Directors — Commissions and Bonuses



Jan Harris
\$59,367
Pearl



Barbara Sunden
\$118,749
Diamond



Carol Anton
\$68,464
Ruby



Karen Piro
\$74,453
Sapphire



Gloria Mayfield Banks
\$91,517
Emerald

Top Unit — Estimated Retail Production

PEARL — Mia Mason Taylor, <i>Go Give Area</i>	\$155,005
DIAMOND — Kristin Rogers, <i>C. Kittson Area</i>	\$195,297
RUBY — Donna Clark-Driscoll, <i>Go Give Area</i>	\$194,805
SAPPHIRE — Jennifer Besecker, <i>P. Higgs Area</i>	\$150,380
EMERALD — Christine Denton, <i>A. Hatheway Area</i>	\$205,950

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for June 2012.

New Unit Members Pearl

Mia J. Mason Taylor.....	51
Leah Michelle Lauchlan.....	34
Shawna Manning.....	33
Beth H. Pfland.....	33
Marcia DaCosta.....	31
September Anne James.....	31
Roya Marie Mattis.....	30
Lia Rene Carta.....	29
Janet Jackson-Street.....	28
Nedra Ruby White.....	27
Julla Sander Burnett.....	26
Lucia Fernandez.....	25
Katherine Mirkes Ward.....	24
Nicole J. Canamare.....	23
Cast Hill.....	22
Kim L. McClure.....	22
Kristi Sue O'Rourke.....	22
Jaime Marie Bittner.....	21
Crystal June Trojanowski.....	21
Lily Gauthreaux.....	20
Kristi Mathre.....	20
Lisa Olivares.....	20
Jennifer Pell.....	20

Brittany Marie Self.....	20
Christi Marisa Smith.....	20
Barbara L. White.....	20

Diamond

Diane L. Mentiply.....	62
Kristin Jenae Rogers.....	48
Minerva Catala.....	38
Sonia Arriola.....	35
Rosmary A. Morel.....	33
Elizabeth Muna-Mudsi.....	31
Noemi C. Jalmes.....	30
Zarabeth Lehr Golden.....	29
Cecilia C. James.....	29
Maria Janet Koo.....	29
Bianry Fabiola Ramirez.....	29
Amy Allgood.....	27
Karlme Rosas.....	27
Luzmila E. Abadia Carranza.....	26
Luci Jobity.....	26
Karla Rae Plantan.....	26
Robin L. Saller.....	26
Lizmet Fernandez.....	25
Jennifer Levitt.....	24
Damarys Leyva.....	24
Zalda Rodriguez.....	24
Jessica Miller.....	23

Adella Josephine Pichardo.....	23
Celeste Pichardo.....	23
Denise Sosa.....	23
LaRonda L. Daigle.....	22
Melissa R. Hennings.....	22
Nicole Coselman.....	21
Rosalin Hernandez.....	21
Yunelsy Hidalgo Paz.....	21
Milagros Mesa.....	21
Melinda E. Nash-Bell.....	21
Donna J. Saguto.....	21
Luisa Urena Mora.....	21
Leonor Collin.....	20
Mairelys Lopez.....	20
Maria Medina Meraz.....	20
Nancy Rodriguez.....	20

Ruby

Sherly K. Gohis.....	29
Kimberly Michelle Perkins.....	29
Diane Covington.....	25
Erika Lynn Insana.....	25
Elena Santos.....	25
Jeanette M. Thompson.....	25
Somer Ballard Fortenberry.....	23
Missy M. O'Neal.....	22

Top Sales Director — Personal Sales

PEARL — Jaime Bittner, <i>Go Give Area</i>	\$27,331
DIAMOND — Marlene Davitt, <i>B. Sunden Area</i>	\$21,214
RUBY — Donna Clark-Driscoll, <i>Go Give Area</i>	\$48,259
SAPPHIRE — Barbara Allen-Rosser, <i>P. Klickna-Powell Area</i>	\$36,591
EMERALD — Debbie Crawford, <i>Go Give Area</i>	\$34,736

Top Beauty Consultant — Personal Sales

PEARL — Marilyn Hemsath, <i>C. Mason Unit, S. James Area</i>	\$12,940
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$28,670
RUBY — Susan Cummings, <i>M. Mings Unit, S. Kirkpatrick Area</i>	\$21,949
SAPPHIRE — Ishrath Fatima, <i>K. Montesana Unit, Go Give Area</i>	\$21,224
EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i>	\$33,737

Top Team Builder

PEARL — Sales Director Barbara White, <i>C. Williams Area</i>	15 New Team Members
DIAMOND — Sales Director Minerva Catala, <i>D. Polanco Area</i>	31 New Team Members
RUBY — Sales Director Consuelo Tinajero, <i>T. Schafer Area</i>	21 New Team Members
SAPPHIRE — Sales Director Barbara Thomas, <i>L. Newton Area</i>	14 New Team Members
EMERALD — Sales Director Arvis Bridges-Epps, <i>N. Privette-Jones Area</i>	31 New Team Members

New NSD Debuts

New Independent National Sales Director
Debuts June 1, 2012.



Heidi Goelzer
National Sales Director
Diamond Seminar

Meet Your NSDs

Be sure to visit the Mary Kay InTouch® website 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?



Product spotlight:

Skin feels fabulously moisturized ALL DAY and ALL NIGHT!

TimeWise Repair™ Volu-Firm™ Set,
\$199

Save **\$36** when set is purchased.

Great products within the NEW TimeWise Repair™ Line

DAY

TimeWise Repair™ Volu-Firm™
Day Cream Sunscreen Broad Spectrum
SPF 30*, \$50 (when purchased separately), 1.7 oz.



\$50



what it does ▼

- Restores skin's youthful cushion and even tone
- Helps protect against skin-aging UVA/UVB damage
- Increases skin moisture for 12 hours

Formulated to protect against future damage and help existing damage be less noticeable.

In an independent consumer study,†† a **majority of women** agree this **rich cream** helps **improve the look of existing sun damage** and appears to **brighten skin** instantly. To help preserve benefits from start to finish, it's packaged in an airtight jar.

††Results based on a four-week independent consumer study. The percentages reflect the number of women who agreed with the statement.

NIGHT

TimeWise Repair™ Volu-Firm™
Night Treatment With Retinol,
\$50 (when purchased separately), 1.7 oz.



\$50

what it does ▼

- Helps accelerate cell turnover to reveal radiant-looking skin**
- Fights the appearance of deep lines and wrinkles
- Helps neck area look noticeably smoother

Formulated with retinol, this luxurious cream helps **restore youthful cushion** to your skin and **helps the jawline area appear more defined**.

Retinol is considered a **superhero** when it comes to **fighting the advanced signs of aging**. It's known to encourage cell turnover and renewal, promote collagen production and help

increase elasticity. The retinol is **encapsulated** to **protect its potency**, and the formula is in an **airtight jar** to help **preserve the benefits** start to finish.

This ultrahydrating product also is enriched with **four highly effective botanicals**. One helps **minimize enzyme activity**, which contributes to dark spot formations that can make skin tone look uneven. Two others help minimize the **skin-damaging process**, which can impair collagen function. A fourth helps **increase "water channels"** within skin* that decline with age, helping replenish precious moisture.



*Over-the-counter drug product

*Based on in-vitro testing of key ingredients

All product prices are suggested retail.

**Based on published scientific data



TimeWise Repair™ Volu-Firm™ Foaming Cleanser

Revitalize, renew, go beyond cleansing.
\$25 (when purchased separately), 4.5 oz.

what it does ▼

- Maintains moisture balance
- Renews skin radiance
- Promotes a feeling of suppleness
- Leaves skin feeling pampered

Moisture-rich foam thoroughly cleanses and renews skin texture, leaving pores looking less noticeable.

This is the pampering cleanser your skin is searching for. Every day, skin cells that are ready to be sloughed away accumulate on your skin's surface. As skin ages, this process slows, diminishing the natural radiance that can help your skin look healthy and young. This cleanser **gently sweeps away complexion-dulling impurities** as it leaves your skin feeling **revitalized and hydrated**.



\$25

IDEAL Customer ▶

- Women with advanced signs of aging.
- Women who want the latest and greatest in skin care technology and are willing to invest in their skin.
- Your customers who use TimeWise® Miracle Set® with TimeWise® Firming Eye Cream and TimeWise® Replenishing Serum+C® and are no longer seeing the results they want are great TimeWise Repair™ candidates.



It's important to note that your customers understand the results may not be as dramatic if their skin is not showing advanced signs of aging.



Why not forward the TimeWise Repair™ eCatalog to your customers?

It's on
**Mary Kay InTouch® >
Products >
Product Central.**



**SCAN TO WATCH
THE SCIENCE BEHIND
SKIN AGING VIDEO.**
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at <http://gettag.mobi>

Four decades of life, love, learning and Mary Kay

It's said that change is the only constant in life. Families grow, friendships blossom, careers develop and circumstances change. Just like life, there will be ebbs and flows throughout your Mary Kay business. The two women we spotlight here have been Mary Kay Independent Sales Directors for more than 40 years and through many life stages. They also are part of the international success we celebrate at Mary Kay today.



Mary Dell
Independent Executive
Senior Sales Director

Mary's Advice on having a Mary Kay business.

- Hold yourself accountable and be consistent.
- Have a purpose and stick to it, whether you're saving for a vacation, education or the future or paying off debt.
- To place additional orders, use the proceeds from your Mary Kay business, not from your savings or earnings from your job.
- Work with consistency and have a well-charted plan.
- Work hard while you can so when something unexpected happens, your Mary Kay business can be strong, and you can focus on other matters.

Straight Talk

It is no wonder **Independent Executive Senior Sales Director Mary Dell** has been successful in her Mary Kay business. Her quick wit, empathy for others and strong will don't go unnoticed.

In the early '70s, Mary was a Mary Kay Independent Beauty Consultant on her way to growing a team when her husband's job moved them from their small Oklahoma town to Dallas. She



had never even driven on a freeway, but her family's needs outweighed her fears, so she got to work. And work her Mary Kay business she did! Since signing her Independent Beauty Consultant Agreement, Mary has earned the use of 17 Career Cars (including 14 Mary Kay pink Cadillacs) and has been in the prestigious Seminar Circle of Achievement 35 times.



Mary's Booking Tips

FOR SUCCESSFUL SKIN CARE PARTIES.

Say this ...

"This is my livelihood, and you can count on me to provide the highest-quality products and the utmost personal service."

Not this ...

"This is something I do in my spare time just for fun."

- Preprofile your guests. If a skin care party is worth booking, it's worth coaching.
- Send hostesses a thank-you note with your business card before the party so they know you are professional.
- Facial the hostess before her party, so even if it cancels, you have one new customer.
- Let your customers know you appreciate them. Offer samplers and gifts with purchase.
- Enroll your customers in the Preferred Customer ProgramSM and follow up each quarter.

Straight Talk (cont.)

She's quick to share that the honors received as a result don't compare to the gifts she's able to provide. She says, "I am so grateful to give to my family, church and other charities. I'm able to help people who need it most, and that's the biggest return I could ask for. I have Mary Kay Ash to thank for that."

Mary became an Independent Beauty Consultant as a 31-year-old mother of two who was fed up with working for someone else and not having flexibility. Up to that point, she had quit several jobs because they did not allow her to be the mother she wanted to be. The Mary Kay opportunity and its principles were exactly what she was searching for. Her Mary Kay business has taken her from helping with grocery bills to contributing to her grandchildren's education funds.

Her keys to success? "Customers will take you seriously if you take yourself seriously," she says. "Treat your Mary Kay business like a business, and it will work like one."



Ruth McCance
Independent Executive Senior Sales Director

A lifetime of journeys

In 1968, Independent Executive Senior Sales Director Ruth Williams McCance, a busy mother of four girls, and her dental student husband were trying to make ends meet. Living in Dallas and working in the pathology department at Baylor hospital, Ruth wanted to earn extra money when she was introduced to the Mary Kay opportunity. She says, "Our daughters ranged from a junior in high school to an 8-month-old, so I said 'yes' to the opportunity because I wanted to give my family more. I never dreamed that I would be able to provide financially and also be there when they needed



me. But within six weeks of signing my Independent Beauty Consultant Agreement, I was earning more money selling Mary Kay® products than I was at my job."

Ruth is thankful for the time she could devote to her family based on the flexibility of her Mary Kay business. She says,



from Dallas to a small Texas town in the early '70s, she placed facial boxes in area businesses to get her name out and meet new customers. As many people are when they relocate, Ruth was anxious about settling in a new place and starting over. She says, "Those facial boxes were the only way to get my name out. People were so accommodating, and they really wanted to help me. Today, independent sales force members have options such as Facebook and their Mary Kay® Personal Web Site to gain exposure."



"I always made time for my Mary Kay business, but I was able to be there for my kids too. I would drop off customer orders while my daughter was at her piano lesson. It just took some planning and organization to get it done."

Nearly 44 years later, Ruth is still going strong in her Mary Kay business. She has earned the use of 15 Mary Kay Career Cars and has been a Star Consultant 97 times! Her loyal customer base and growing unit are thriving throughout the country. She factors two main ingredients in her recipe for longevity and success.

1. Seek Adventure and New Opportunities.

Ruth says you only grow when you're stretched, and she embraces growth opportunities. When her family moved



Two successful decades later, Ruth got an opportunity in 1989 to build her Mary Kay business in Mexico City as part of the Global Leadership Development program. It was another step outside her comfort zone, but she took a leap of faith and learned to speak Spanish. Today, many women in her unit are Spanish-speaking, and Ruth's determination, tenacity and hard work has helped them build strong businesses of their own.

Because of her growing unit, Ruth found herself traveling across the country to work with them. Although the road trips were a great way to meet new customers, she wanted to be more efficient. That is when she made another huge decision to become a pilot, purchase an airplane and travel by air for easier accessibility.



2. Trust the Company and Your Customers Will Trust You.

"I trust Mary Kay, and my customers trust me," she says. "When a new product is introduced, I learn all I can about it and start selling it immediately. Likewise, when a product is discontinued, I quickly try to educate my customers and transition them to the new, improved product."

Ruth builds relationships with her customers through regular follow-ups and gets to know them both professionally and personally.

As an Independent Sales Director for 42 years, Ruth has seen many changes, including product launches and discontinuations, but she trusts these changes are good ones.



"I trust the Company is using the latest and most advanced technology to produce the best products possible," she says. "And my customers trust me to serve them."



GO-GIVE® AWARD

Congratulations to our October 2012 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on Mary Kay InTouch® under the Contests/Recognition tab.

Julie Nicholson

Diamond

Independent Sales Director

Began Mary Kay

March 1999

Sales Director Debut

July 2000

National Sales Director

Lisa Madson

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

Personal Lives in Sauk City, Wis. Husband, Jerry; daughters: Kelly, Kristy

"I am motivated to help others because I am more joyful and know how much it means to have a hand up when life is hard. I love that this Company is built on the philosophy of faith, family and career, and the Golden Rule!"

Independent National Sales Director Lisa Madson says, "Julie has been a leader to her adoptees. May, one of my new Independent Sales Directors in my National Area, said she never felt adopted or left to figure things out on her own."

Kelly Hogan

Ruby

Independent Senior Sales Director

Began Mary Kay

September 1999

Sales Director Debut

September 2002

Offspring

one first-line

National Sales Director

Pat Danforth

Honors Star Consultant; two-times Circle of Achievement

Personal Lives in Raleigh, N.C. Husband, Martin; sons: Thomas, Timothy; daughters: Tyler, Teagan

"I am motivated to help others because when others have been there for me, I felt appreciated, loved and respected with a sense of belonging. I truly want others to feel the exact same way!"

Independent Beauty

Consultant Alison Brady of

Apex, N.C., says, "Kelly educates us on how to run our businesses with integrity, to be women of our word and to remember we do what we do to enrich women's lives and not just our own."

Adassa Christie-Palmer

Sapphire

Independent Sales Director

Began Mary Kay

September 2000

Sales Director Debut

May 2001

National Sales Director

Valerie Bagnol

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

Personal Lives in Brooklyn, N.Y. Husband, Lincoln; son, Daine; one grandson

"I am motivated to help others because in our giving and doing unconditionally, we have had tremendous blessings. The Bible states, 'The more you give, the more you shall receive.'"

Independent Beauty

Consultant Sonya Waters of

Bronx, N.Y., says, "Adassa teaches and inspires integrity and accountability from each of us. As her adoptee, I am more determined and dedicated as she helps me to keep my focus on building a stronger business."

Nancy Boucher

Emerald

Independent Senior Sales Director

Began Mary Kay

May 1979

Sales Director Debut

September 1980

Offspring

two first-line

National Sales Director

Go Give Area

Honors Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 15-times Circle of Achievement; two-times Circle of Excellence

Personal Lives in Cape Neddick, Maine. Husband, Dan; son, Toby; daughter, Tammi

"I am motivated to help others because Mary Kay asked us to keep the dream alive by passing it on. It is gratifying to see the results of lessons learned come to fruition!"

Independent Beauty

Consultant Lisa Porro of

Malden, Mass., says "Nancy takes the time to be with me and my team even though we are two hours away. Everything she does is just like Mary Kay – she is a Mary Kay angel."

Christi Campbell Walters

Pearl

Independent Senior Sales Director

Began Mary Kay

August 2000

Sales Director Debut

July 2001

Offspring

one first-line

National Sales Director

Go Give Area

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

Personal Lives in Branson, Mo. Husband, Joshua

"I am motivated to help others because my mission is to radiate joy, exude love, ignite hope and inspire excellence!"

Independent National Sales Director

Dalene Hartshorn says, "Christi is a great encourager, and if you have ever received one of her handwritten notes, you feel like a million bucks! After last year's tornado disaster, Christi was a major fundraiser for Joplin, Mo."

MARY KAY® MAKEOVER contest HOLLYWOOD DREAMSSM



YOU COULD
WIN A TRIP TO LOS ANGELES
AND A GLAM MAKEOVER!

Three grand prize winners will receive:



Trip to Los Angeles



Professional Makeover
Personal Stylist Consultation and Wardrobe



PLUS, a \$2,000 donation to a charity of your choice*

Entering Is Easy!

1. Call me and schedule your makeover.
2. Enter online from Sept. 5 – Nov. 5, 2012, by 12 p.m. Central time.
3. Rally your friends to vote for YOU Nov. 6 – 16, 2012!



SCAN TO WATCH
THE MARY KAY® MAKEOVER
CONTEST HOLLYWOOD
DREAMS VIDEO.
Get the free mobile app
at <http://gettag.mobi>

Go to mkmakeovercontest.com to enter and for official rules.

NO PURCHASE NECESSARY TO ENTER OR WIN. A PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. Void where prohibited. Offered and open only to female legal residents of the United States, the District of Columbia, Puerto Rico and the U.S. Virgin Islands, U.S. territories and possessions (excluding all military bases located therein) who are 18 or older. Employees, directors and officers of Mary Kay Inc., Mary Kay Independent Beauty Consultants (at time of entry), and professional and/or semi-professional models, any individual who has made over U.S. \$5,000 modeling in any calendar year in the past five years or models under contract are not eligible to enter. Limit one (1) Entry per person. Begins on or about 8:00 a.m. Central time on July 18, 2012, and ends at 12:00 p.m. Central time on Dec. 14, 2012. All entries must be received by Sponsor between 8:00 a.m. Central time on Sept. 5, 2012, and 12:00 p.m. Central time on Nov. 5, 2012, and Public Voting will be held between 12:00 p.m. Central time on Nov. 6, 2012, through 12:00 p.m. Central time on Nov. 16, 2012. Photographs must be taken no sooner than July 18, 2012, and submitted for this Fall 2012 contest only. Grand Prize (3): three-day/two-night trip for winner and one adult guest to Los Angeles, Calif., which includes a professional makeover, personal stylist consultation and wardrobe for winner selected by stylist (up to \$500); and a \$2,000 donation to charity (subject to Sponsor's final approval; does not give rise to tax implications or deductions for the winner). ARV: \$5,085 each. Limit 1 finalist and overall prize per person. Subject to Complete Official Rules, available at mkmakeovercontest.com beginning on or about July 18, 2012. *Subject to sponsor approval.

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BE THE Best YOU CAN BE!

Independent Sales Director Education

Dallas, Texas
Crowne Plaza Hotel

Two sessions remain in 2012!

■ Oct. 17 – 20 ■ Nov. 5 – 9

YOU RECEIVE:

- **Valuable education.** Learn from successful Mary Kay independent sales force leaders.
- **Networking opportunities.** Meet, mingle and make connections with your sister Independent Sales Directors.
- **Answers to your questions.** Mary Kay corporate staff as well as your Mary Kay peers are available to answer all your questions!

BEST NEWS? It fits your budget!

- **NO** registration fee. ■ **ALL** meals provided.
- **ALL** education materials included. ■ **SPLIT** the cost of your hotel room. If interested, once in Dallas, we'll connect you with a roommate to split hotel cost.



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Sales Director
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