

MARY KAY

# applause®

OCTOBER 2015

## Glowing Skin.

Share the Secret!  
#GlowAndTell

## Project Runway®

Wow Your Customers  
With Fall Color.

Get All the Perks  
When You

**Race for Red!**

Get Ready for  
**Holiday  
Selling!**



discover what you **LOVE**

# Race for Red

## RED HOT and Ready!

When you earn a red jacket, you are sharing something beautiful! You choose how far and how quickly you want to travel the Mary Kay road to success. Enjoy all the perks along the way!

Star Team Builder –  
Red and Black Crystals



Team Leader –  
Gold and Crystals



Future Independent  
Sales Director –  
Tassel



### Why RACE FOR RED?

You get:

- 1 Opportunity for increased earnings
- 2 Chance to lead and enrich others
- 3 Designer red jacket
- 4 Fun prizes, perks and girlfriend time!

### FALL INTO RED

**Aug. 1 – Nov. 30, 2015, Independent Beauty Consultants** can earn gorgeous jewelry each month.

Who	Do This	Earn This
<b>Star Team Builders*</b> (3 to 4 personal team members)	\$1,200 cumulative team production**	Star Team Builder Necklace
<b>Team Leaders*</b> (5 to 7 personal team members)	\$1,800 cumulative team production**	Team Leader Necklace
<b>Future Independent Sales Directors*</b> (8 or more personal team members)	\$2,400 cumulative team production**	Future Independent Sales Director Tassel

### Consistency Pays!

Those who qualify for the contest **at least three out of four months** can get **even more prizes!** Check *Mary Kay InTouch*® for details.

**Plus! Independent Sales Directors:** Have a minimum of three unit members who achieve the contest within a month, and you can receive **beautiful necklaces** as well!

\*Career path status will be determined as of the last day of the month.

\*\*Cumulative team production is the combination of your personal wholesale Section 1 production and your personal team members' wholesale Section 1 production.

look away from abuse



**Independent Senior Sales Director Shannon Buckmaster** of Newberg, Ore., became a Mary Kay Independent Beauty Consultant in 2010. "I was so impressed with the *TimeWise® Miracle Set®* that I realized I had made the right choice."

Shannon attended a unit meeting held by her **Independent Executive Senior Sales Director Heather Catchpole**. "When I arrived, I was overwhelmed by the kindness, positivity and friendliness. Everyone was genuinely happy to be there and made me feel so welcome," says Shannon.

With an already busy life, Shannon committed to work her Mary Kay business 10 hours a week, scheduling several parties on Sundays and one on Wednesday evenings. "I was teaching part time at a local university," says Shannon. "I loved teaching and thought it would be my career."

### Break the Cycle.

When you hear Shannon's story, you probably think life comes easy for her. But all of her success is a result of her motivation to overcome the tremendous challenges she faced early in her life.

# Motivated for More





Born to a 16-year-old single mother who was unable to provide safety, security or a stable environment, Shannon was not accustomed to being treated with kindness or support. "That unit meeting made me look at myself in the mirror and realize Mary Kay was more than a great skin care and cosmetics company. It was my opportunity to give back, offer support and enrich the lives of other women."

"When I was 16, my mother was no longer able to care for me. I lived through foster care and survived years of every possible form of abuse," she says.

It wasn't easy. Raised in an environment of unhealthy relationships, Shannon found herself in a vicious cycle, making poor choices in partners. "After several abusive relationships, I married an abusive man," she says. "I didn't believe I deserved to be treated fairly. I was grateful anyone would want to commit to me. When I became pregnant with my daughter, Anna, I cried because I was certain I would ruin her life."

Shannon remembers when Anna, as a toddler, would hug her and tell her they would be OK. "I realized then that I needed to be her caretaker. I knew I wouldn't forgive myself if she was hurt because of a situation I allowed. With help from friends and local agencies, I found the courage to leave the abuse to save Anna from the future I saw for us."

## Second Chances

Fast-forward 10 years. Shannon is now married to her husband, Paul, and they have two children, Anna and Bennet.

"I feel like I got a second chance at life and want to use my Mary Kay business as a platform to help others do the same," says Shannon.

Within eight months of consistently working her business, Shannon had earned the use of her first Mary Kay Career Car. "I was happier personally and professionally than I had ever been," she says. "And the income brought so many positive changes for my family that, at age 30, I resigned from teaching." Shannon debuted as an Independent Sales Director



in 2011, just one year after trying the *TimeWise® Miracle Set®*.

## Dream Catcher

Shannon and her team have flourished ever since. "Because of the kindness I experienced at my first unit meeting in 2010, I have worked to build a team of kind, compassionate, hard-working and motivated women – a strong team of emerging leaders," says Shannon. "I believe that consistency, personal responsibility and discipline are solid indicators for success. I still use the *Weekly Plan Sheet* and create my **Six Most Important Things** list daily. I encourage others to do the same."

Today, Shannon is proud of her accomplishments and grateful for the second-chance opportunities she's experienced. "I took a terrifying risk in

leaving my first marriage, and the joy I now have is immeasurable," she says. "Every woman and child deserves the lifestyle that Anna and I now have with Paul and Bennet. Having survived all of this, I now realize how much time and resources were invested in me, without any promise of return. I think most of the people who helped me along the way know how grateful I am, but I feel responsible to show my gratitude by offering hope and resources for others."

## Pass It On.

Shannon sees partnering her Mary Kay business with *The Mary Kay Foundation<sup>SM</sup>* as an opportunity to give back on many levels. "I'm involved because I want to contribute to help heal families and communities hurt by abuse and cancer. Being a survivor of domestic violence and also having a personal history of overcoming cancer, I am always motivated to do



## Four Ways to Stand Up to Domestic Violence

Since the 1980s, Mary Kay and independent sales force members have lobbied at the state and federal level for laws to help victims and survivors of domestic violence. To date, *The Mary Kay Foundation*<sup>SM</sup> and Mary Kay Inc. have awarded more than \$50 million in grants to bring an end to this issue.

Four ways you can get involved during **Domestic Violence Awareness Month:**

1. Visit [marykay.com/dontlookaway](http://marykay.com/dontlookaway) to watch videos featuring real women, including Shannon, and their stories of victory over abuse.
2. Talk to loved ones and be a role model for healthy relationship behaviors. Share that if they have questions or need help, to text "loveis" to 22522 at any time.
3. Help raise awareness through social media. Examples: 1 in 4 women in the U.S. will experience domestic violence. Don't look away from abuse. #loveisrespect #MaryKay.
4. If you or someone you know is experiencing relationship abuse, text "loveis" to 22522. #loveisrespect #MaryKay



more. I'm instantly emotional when I consider the privilege of having a business I love along with the chance to influence positive change."

### From Products to Purpose

Shannon encourages her unit members to participate in community service as ambassadors of *The Mary Kay Foundation*<sup>SM</sup> and the Company values. A few examples:

- **Quarterly Community Service.** Shannon's unit works with Habitat for Humanity®, serves dinner to the homeless, assembles meals for a food bank and works with memory care centers and teen pregnancy shelters. She finds that these events increase the professional reputation of her unit in the community and foster stronger relationships within her unit.

- **Star Consultant Recognition.** Shannon offers personal cash donations based on her team's stars. The money goes to a local charity.
- **Individual contributions.** Her offspring Independent Sales Directors initiated several community service projects with charities of their choice, and many unit members independently organize community service and fundraising events.

"Mahatma Gandhi said, 'Be the change you wish to see in the world.' I think we are called to leadership, and solid leadership arises from compassion and advocacy for others," Shannon says.



*I believe we must be willing to invest in and help others before we can receive life's greatest blessings.*

*I also believe the strongest, healthiest communities thrive when individuals commit to proactively meet the needs of the community.*

# June | recognition

Congratulations to the winners

## 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 2015, NSD Area Leadership Development bonuses and NSD commissions earned on all foreign countries for May 2015 **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.

### Sapphire



Karen Piro

1. Karen Piro\*\* ..... \$80,446
2. Lupita Ceballos\*\* ..... 45,627
3. Sara Pedraza-Chacón\* ..... 40,724
4. Judie McCoy\* ..... 36,339
5. Dawn A. Dunn ..... 32,292
6. Julianne Nagle\* ..... 30,306
7. Sandy Valerio\* ..... 29,044
8. Shannon C. Andrews\* ..... 27,807
9. Jan L. Thetford ..... 23,715
10. Lara F. McKeever ..... 23,658
11. Tammy Crayk ..... 23,216
12. Davanne D. Moul\* ..... 23,173
13. Pam I. Higgs ..... 22,287
14. Pam Klickna-Powell ..... 21,827
15. Krista Neal Warner ..... 21,720
16. Valerie J. Bagnol\* ..... 20,819
17. Gloria Báez\* ..... 20,133
18. Debra M. Wehrer ..... 19,453
19. Roxanne McInroe ..... 18,563
20. Angie S. Day\* ..... 18,077
21. Lorraine B. Newton ..... 17,144
22. Tammy Romage ..... 16,975
23. Nancy Moser-Hogan ..... 16,598
24. Diana Sumpter ..... 16,382
25. Alia L. Head ..... 15,524
26. Sherril L. Steinman ..... 15,013
27. Julia Mundy ..... 14,910
28. Maribel Barajas ..... 14,842
29. Sharon L. Buck ..... 14,797
30. María Guadalupe Díaz ..... 14,547
31. Diane Bruns ..... 14,466
32. Julie Weaver ..... 14,226
33. Joy L. Breen ..... 13,184
34. Magdalena Nevárez\* ..... 13,173
35. Paola Ramírez ..... 13,069
36. Karen B. Ford ..... 12,876
37. María Aguirre ..... 12,389
38. Kimberly D. Starr ..... 11,949
39. Diana E. Fraustro ..... 11,675
40. Gillian H. Ortega ..... 11,603
41. Mirna Mejía de Sánchez ..... 10,834
42. Elizabeth Sánchez ..... 10,574
43. Gladis Elizabeth Camargo\* ..... 10,508

### Emerald



Gloria Mayfield Banks

1. Gloria Mayfield Banks\*\*\$87,233
2. Kathy S. Helou\*\*\* ..... 76,677
3. Debi R. Moore\* ..... 48,301
4. Sherry Windsor\*\* ..... 43,118
5. Jamie Cruse-Vrinios ..... 36,118
6. SuzAnne Brothers\* ..... 33,728
7. Lily Orellana ..... 30,268
8. Dacia Wiegandt\* ..... 29,854
9. Kerry Buskirk\* ..... 27,710
10. Morayma Rosas ..... 26,114
11. Pamela Tull ..... 25,957
12. Yvonne S. Lemmon ..... 25,878
13. Cindy Fox\* ..... 25,768
14. Auri Hatheway ..... 25,635
15. Kay E. Elvrum ..... 25,550
16. Cathy Bill\* ..... 24,605
17. Joanne R. Bertalan\* ..... 24,145
18. Cristi Ann Millard ..... 23,412
19. Carmen Hernández ..... 22,666
20. Kym A. Walker\* ..... 21,906
21. Phyllis Pottinger\* ..... 21,071
22. Consuelo R. Prieto\* ..... 20,823
23. Dawn Otten-Sweeney ..... 19,569
24. Crisette M. Ellis ..... 17,298
25. Heather A. Carlson ..... 16,713
26. Elaine Kimble Williams ..... 16,490
27. Brenda Segal\* ..... 16,281
28. Sabrina Goodwin Monday ..... 14,982
29. Kathy Rodgers-Smith ..... 14,382
30. Jackie LaPrade ..... 14,191
31. Shelly Gladstein ..... 14,173
32. Evalina Chávez ..... 13,906
33. Sue Uibel ..... 13,801
34. Kathy P. Oliveira ..... 13,467
35. Phyllis R. Sammons ..... 12,928
36. O'Nelly Encarnación ..... 12,834
37. Sherry A. Alexander ..... 12,373
38. Caterina M. Harris Earl ..... 11,658
39. Nora L. Shariff\* ..... 11,111
40. Sandra Chamorro ..... 11,095

### Pearl



Jan Harris

1. Jan Harris\*\* ..... \$66,676
2. Pamela Waldrop Shaw\*\* ..... 46,226
3. Stacy I. James\*\* ..... 42,923
4. Cindy A. Williams\* ..... 42,394
5. Cheryl Warfield\*\* ..... 40,409
6. Lia Carta\* ..... 39,687
7. Kristin Myers ..... 39,523
8. Halina Rygiel\* ..... 35,100
9. Maureen S. Ledda\* ..... 33,066
10. Julia Burnett\* ..... 31,841
11. Mary Estupiñan\* ..... 30,002
12. Anabell Rocha\* ..... 29,238
13. Glinda McGuire\* ..... 28,867
14. Crystal Trojanowski ..... 27,553
15. Anita Tripp Brewton\* ..... 27,498
16. Julie Krebsbach\* ..... 25,047
17. Alma Orrostieta ..... 23,797
18. Leah Lauchlan ..... 23,531
19. Lisa Allison ..... 22,985
20. Jeanie Martin ..... 22,706
21. Patty J. Olson ..... 21,886
22. Monique Balboa ..... 21,590
23. Kim L. McClure ..... 21,092
24. Roya Mattis ..... 19,979
25. Tammy A. Vavala ..... 19,644
26. Amie N. Gamboian ..... 18,492
27. Deb Pike ..... 17,470
28. Lily Gauthreaux ..... 16,711
29. Vernella Benjamin ..... 16,649
30. Cathy E. Littlejohn ..... 16,137
31. Lynda Jackson\* ..... 15,516
32. Robin Rowland ..... 15,112
33. Rosa Carmen Fernández ..... 14,900
34. Virginia S. Rocha ..... 13,084
35. Sylvia Kalicak ..... 13,003
36. Jane Studrawa ..... 12,298
37. Dorothy D. Boyd ..... 11,284
38. Julia Serrano ..... 11,215
39. Maureen Myers ..... 11,147
40. Holli Lowe ..... 11,055
41. Kathy C. Goff-Brummett ..... 10,970
42. Mia J. Mason Taylor ..... 10,735
43. Meyra Esparza ..... 10,135

### Diamond



Anita Mallory

1. Anita Mallory\*\*\* ..... \$133,516
2. Lisa Madson\* ..... 78,677
3. Gloria Castaño\*\*\* ..... 65,667
4. Patricia Turker\*\* ..... 49,236
5. Sonia Páez\*\* ..... 41,775
6. Linda C. Toupin ..... 35,960
7. Mary Diem\* ..... 35,314
8. Kristin Sharpe ..... 33,902
9. Dayana Polanco\* ..... 32,635
10. Connie A. Kittson\* ..... 32,303
11. Diane L. Mentipty ..... 28,563
12. Ada García-Herrera\* ..... 27,357
13. Diane Underwood ..... 27,009
14. Sue Pankow ..... 24,369
15. Evelinda Díaz\* ..... 24,308
16. Vivian Díaz\* ..... 22,035
17. Mairelys López ..... 21,963
18. Noelia Jaimes\* ..... 20,414
19. LaRonda L. Daigle ..... 20,113
20. Heidi Goelzer ..... 20,016
21. Mayuli Rolo\* ..... 19,685
22. Susan M. Hohlman\* ..... 19,439
23. Cecilia C. James ..... 19,413
24. Rosibel Shahín\* ..... 19,396
25. Jill D. Davis ..... 18,847
26. Luzmila E. Abadía Carranza\* ..... 18,000
27. Ruth L. Everhart ..... 17,424
28. Elizabeth Muna\* ..... 17,134
29. Sonia Bonilla ..... 14,560
30. Diana Heble ..... 12,446
31. Mary Beissel ..... 11,766
32. Noemi C. Jaimes ..... 10,985
33. Rosa Bonilla\* ..... 10,861
34. Marixa González ..... 10,553
35. Gina Rodríguez-Oriola ..... 10,451
36. Amy Allgood ..... 10,239

### Ruby



Carol Anton

1. Carol Anton\*\* ..... \$70,956
2. Karlee Isenhardt\* ..... 37,760
3. María Monarrez ..... 31,895
4. Alicia Lindley-Adkins\* ..... 30,491
5. Kate DeBlander ..... 25,262
6. Cyndee Gress\* ..... 23,441
7. Candace Laurel Carlson\* ..... 22,092
8. Janis Z. Trude ..... 21,244
9. Pam Ross\* ..... 21,234
10. Juanita Gudiño ..... 20,327
11. Kirk Gillespie ..... 19,749
12. Somer Fortenberry ..... 18,937
13. Gena Rae Gass ..... 18,900
14. Pamela A. Fortenberry-Slate\* ..... 18,550
15. Michelle L. Sudeth\* ..... 18,364
16. Lynne G. Holliday ..... 17,959
17. Scarlett Simpson\* ..... 17,942
18. Rebecca Evans\* ..... 17,763
19. Kimberly R. Copeland ..... 17,091
20. Tina Hulsman ..... 16,473
21. Jo Anne Barnes ..... 16,236
22. Sue Wallace ..... 16,146
23. Kaye Driggers ..... 15,942
24. Margaret M. Bartsch ..... 15,658
25. Kelly McCarroll ..... 15,522
26. Vicki Jo Auth ..... 15,204
27. Donna B. Meixsell ..... 14,933
28. Gay Hope Super\* ..... 14,606
29. María Flores ..... 14,110
30. Candy D. Lewis ..... 13,556
31. Bea Millslagle ..... 13,028
32. Cindy Z. Leone ..... 12,733
33. Terri Schafer ..... 12,187
34. Cheryl Fulcher ..... 10,321

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

# recognition/reconocimientos

## MARY KAY ANGELS/ ÁNGELES MARY KAY

june/junio 2015

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 or unit members in their Seminar areas in June 2015./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo en o integrantes de unidad en sus áreas de Seminario en junio de 2015.

### Top National Sales Directors — Commissions and Bonuses/Primeras DNVs: Comisiones y gratificaciones



**Karen Piro**  
\$80,446  
Sapphire/  
Zafiro



**Gloria Mayfield  
Banks**  
\$87,233  
Emerald/  
Esmeralda



**Jan Harris**  
\$66,676  
Pearl/Perla



**Anita Mallory**  
\$133,516  
Diamond/  
Diamante



**Carol Anton**  
\$70,956  
Ruby/Rubi

### Top Sales Director — Personal Sales/ Primera Directora de Ventas: Ventas Personales

SAPPHIRE/ZAFIRO — Marie Miller, <i>D. Wehrer Area</i> .....	\$18,300
EMERALD/ESMERALDA — Marilyn Harris, <i>K. Walker Area</i> .....	\$51,789
PEARL/PERLA — Shauna Abbotts, <i>M. Balboa Area</i> .....	\$36,397
DIAMOND/DIAMANTE — Katherine DeSantis, <i>A. Mallory Area</i> .....	\$22,723
RUBY/RUBÍ — Brenda Fenner, <i>Go Give Area</i> .....	\$93,934

### Top Beauty Consultant — Personal Sales/ Primera Consultora de Belleza: Ventas Personales

SAPPHIRE/ZAFIRO — Gwendolyn Diggs, <i>M. Missick Unit, Go Give Area</i> .....	\$28,364
EMERALD/ESMERALDA — Amy Vanbalen, <i>G. Dennison Unit, S. Alexander Area</i> ....	\$16,905
PEARL/PERLA — Bolakunmi Yusuf, <i>A. Yusuf Unit, Go Give Area</i> .....	\$19,793
DIAMOND/DIAMANTE — Ahuva Parker, <i>C. Klein Unit, V. Diaz Area</i> .....	\$28,452
RUBY/RUBÍ — Nancy Sodano, <i>S. Lenser Unit, J. Trude Area</i> .....	\$31,184

### Top Unit — Estimated Retail Production/ Primera Unidad — Producción estimada al menudeo

SAPPHIRE/ZAFIRO — Kristi Anderson, <i>Go Give Area</i> .....	\$147,289
EMERALD/ESMERALDA — Chris Teague, <i>Go Give Area</i> .....	\$162,746
PEARL/PERLA — Stacey Craft, <i>Go Give Area</i> .....	\$203,873
DIAMOND/DIAMANTE — Jessie Vredevelt Schultz, <i>L. Madson Area</i> .....	\$126,204
RUBY/RUBÍ — Brenda Fenner, <i>Go Give Area</i> .....	\$262,118

### Top Team Builder/Primera Impulsora de Equipo

#### New Team Members/Nuevas integrantes de equipo

SAPPHIRE/ZAFIRO — Sales Director Jennifer Rodgers, <i>K. Neal Warner Area</i> .....	19
EMERALD/ESMERALDA — Sales Director Missy Semien, <i>S. Goodwin Monday Area</i> ....	22
PEARL/PERLA — Sales Director Maria Gloria Martinez, <i>A. Rocha Area</i> .....	25
DIAMOND/DIAMANTE — Sales Director Amanda Hudgins, <i>K. Sharpe Area</i> .....	21
RUBY/RUBÍ — Sales Director Suzy McCann, <i>K. DeBlander Area</i> .....	13

## TOP UNIT BUILDERS/IMPULSORAS DE UNIDAD MÁS DESTACADAS

june/junio 2015

### New Unit Members/ Nuevas integrantes de unidad

#### SAPPHIRE/ZAFIRO

Angela D. LaFerry.....	37
Ellen A. Knight.....	32
Lynnea E. Tate.....	31
Grace Jackson LaFerry.....	30
Guadalupe Villanueva.....	27
Brooke E. Bennett-Young.....	25
Herendira Garcia.....	25
Kimberly Smith Moore.....	25
Monique Tafesse.....	25
Joan Margaret Farrell.....	24
Heather A. Daniel-Kent.....	23
Tracey A. Fields-Hedrick.....	22
Kayla Marie Edidin.....	21
Deborah Robina.....	20

#### EMERALD/ESMERALDA

Chelsea Gardner Niederklein.....	50
Leanne Parrino-Pheasant.....	42

Grace Elizabeth Snively.....	36
Terrah Cromer.....	34
Catherine Virginia Slezak.....	33
Marissa Paige Zamudio.....	28
Jennifer Elizabeth Damm.....	27
Maggie Rader.....	25
Amanda Gustafson.....	24
Jessica Brash Holzbach.....	24
Brie Zamudio.....	24
Missy Semien.....	23
Christine Denton Barrueco.....	22
Melissa K. Wade Bluemel.....	21
Anastasia Dawn Alaimo.....	20
Stephanie Scott.....	20

#### PEARL/PERLA

Angie C. Locke.....	44
Laurie Travis Plyler.....	43
Silvia G. Saldana.....	38
Marita W. Campbell.....	33
Brittany Marie Kaps.....	32
Reina Murcia.....	29

Nadine H. Huckabee-Stanley.....	28
Remona Griman.....	27
Jen Yvonne Huston.....	27
Julianne Marie Olson.....	27
Shokhsanam Usmanova.....	27
Stephanie Lynn Coker.....	26
Christina Lynn Frantz.....	25
Maria D. Gloria Martinez.....	25
Lindsay Hull.....	25
Elsa Lugo.....	24
Tasha May Miller.....	24
Kristen Dispenza.....	23
Michelle Hager.....	23
Cynthia Jeter Clements.....	23
Richelle V. Barnes.....	22
Anita Olivares.....	22
Kay Rubin.....	22
Angie Rose Burkle.....	21
Chelsey DeBruin.....	21
Stephanie Lakisha Drzymalski.....	21
Sandy Kay Gant.....	21
April Christine Hutchinson.....	21

Laura Vernon Middleton.....	21
Vicki Piccirilli.....	21
Tinia Campbell Alford.....	20
Lucia Garcia.....	20
Melanie Christine Pope.....	20
Rocio Puga.....	20

#### DIAMOND/DIAMANTE

Yosaira Sanchez.....	45
Elizabeth Fernandez.....	39
Jessie Vredevelt Schultz.....	31
Araceli Ponce.....	30
Maira Lopez.....	29
Amanda Brooke Hudgins.....	26
Mary Kathryn King.....	24
Rachel Lynne Roedel.....	24
April Sheffield Weeks.....	24
Nicole Smith Shelton.....	23
Kimberly Mallory Trimberger.....	23
Rita Michelle Contreras.....	22
Heidi Lillian Lurvey.....	22
Jani Macias.....	22

Jessica Marie Anderson.....	21
JoAnn Marie Calvin.....	21
Indhira Jimenez.....	21
Kari Alice Johnson.....	21
Yinauris Tirado.....	21
Soledad Herrera.....	20
Annaka Krafka.....	20
Susan M. McCoy.....	20
Jamee L. Wright.....	20

#### RUBY/RUBÍ

Kali DeBlander Brigham.....	34
Julie Brindell Sapp.....	26
Candace Lyn Doverspike.....	25
Eno Inoyo.....	25
Chelsea Cooley Altman.....	24
Katie Lyon.....	24
Krystal K. Hunsucker.....	23
Gabriele Lynn Jones.....	22
Jackie M. Craver.....	21
Jennifer M. Tito.....	20



**Melody Fox**  
National Sales Director  
Emerald Seminar

### NEW NSD DEBUTS/ DEBUTES DE NUEVAS DNVs

june/junio 2015

New Independent National Sales Director debuts June 1, 2015./  
Debutes de nuevas Directoras Nacionales de Ventas  
Independientes del 1 de junio de 2015.

### Meet Your NSDs/Conoce a tus DNVs

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?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace **"Conoce a tus DNVs"** bajo el separador "El Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

# sapphire/zafiro

Congratulations to the winners/Felicidades a las ganadoras

## NEW DEBUTS/ DEBUTES

april/abril 2015

**Not pictured/Sin foto:** *Chantelle Barros Ridley*, Richmond, Va., L. Shively Unit; *Debra Ann Bowen*, Lubbock, Texas, C. Bigham Unit; *Michelle S. Fields-Dedeaux*, Pass Christian, Miss., K. Spriggs Unit; *Lisa María Firlan*, Leesburg, Fla., F. Gladding Unit; *Heather Miller*, Catoosa, Okla., A. LaFerry Unit; *Sara Marie Morfitt*, Milliken, Colo., M. Hice Unit; *Jessica Morris*, Alto, Mich., A. Klahn Unit; *Kimberly Renee Moseley*, Jonesboro, Ark., A. Cole-Cook Unit; *Angela F. Perdue-Williams*, Scott Depot, W.Va., M. Dailey Unit; *Ivonne Rebollar*, Corsicana, Texas, A. Gomez Unit; *Tabatha H. Smith*, Camp Hill, Ala., J. Hovey Unit; *Scarlette Elizabeth Tabor*, Lynchburg, Va., J. Taylor Unit; *Dale Townsend Tillman*, Live Oak, Fla., S. Tillman Unit; *Meghan Finney Usry*, Byron, Ga., J. Finney Unit; *Meredith McManus Vasquez*, Amarillo, Texas, L. Grizzle Unit.

## TRIPLE CROWN/ TRIPLE CORONA

june/junio 2014



**Jordan Christa  
Harton**  
Brookshire, Texas  
J. Breen Area

**Natalie Oustrich**  
Lehi, Utah  
J. Nagle Area



## DEAN'S LIST/ LISTA DEL DECANO

june/junio 2014



**Marguerite Kuete  
Teyap**  
Hagerstown, Md.  
E. Muna Area  
Diamond Seminar

**Not pictured/Sin foto:** *Gwen Tinsley*, Norfolk, Va., Emerald Go Give Area, Emerald Seminar; *Jennifer M. Warfel*, Brookeville, Md., D. Pike Area, Pearl Seminar.

## HONORS SOCIETY/ SOCIEDAD DE HONOR

june/junio 2014



**Jordan Christa  
Harton**  
Brookshire, Texas  
J. Breen Area

**Natalie Oustrich**  
Lehi, Utah  
J. Nagle Area

**Katie Rae Spellmeier**  
Lead Hill, Ark.  
K. Neal Warner Area

**Not pictured/Sin foto:** *Maribel Cantu*, Mission, Texas, D. Fraustro Area; *Amanda Houston Dougherty*, Johnstown, Pa., D. Dunn Area; *Gloria Thompson*, Ellettsville, Ind., Sapphire Go Give Area.

## FABULOUS 50s/ FABULOSOS 50

december/diciembre 2014

**Not pictured/Sin foto:** *Grace Jackson LaFerry*, Broken Arrow, Okla., K. Neal Warner Area.

## ON THE MOVE/ EN ACCIÓN

april/abril 2015

Lisa Maria Firlan

Heather Miller

Jessica Morris

## NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

june/junio 2015

Jacqueline M. Agufa  
Amy C. Akabue  
Regina D. Albert  
Monica F. Almore  
Wendy Arnett  
Brooke J. Bailey  
Amber Bauman  
Crystal L. Beatty  
Heather E. Beavers  
Alasia Benedict  
Elizabeth A. Bradley  
Clarissa E. Brown  
Lauren W. Caldwell  
Maria E. Canelas  
Sandra Y. Carranza  
Raven Carter

Griselda Cavazos  
Mary Cawley  
Sandra Cepeda  
Becky S. Champoux  
Latrece M. Clayton  
Bridgette L. Collins  
Mary Ann Conroy  
Jessica A. Cotton  
Danielle R. Diaz  
Charlotte M. Distefano  
Brittany S. Edic  
Quincy L. Edwards  
Kaitlynn M. Ford  
Tracy Ford  
Mariaelena Gavilan  
Claudia P. Gonzalez

Gloria Guardado  
Maria C. Guerrero  
Patsy Harrison  
Ana R. Hernandez  
Maria Hernandez  
Marla R. Hinsley  
Jeanette Howell  
Natali Hurtado  
Leslie Jackson  
Kerry L. Jenkins  
Myla M. Johnson  
Joy N. Jordan  
Alicia D. Keyes  
Kelsey K. Lofton  
Kimberly L. Lovell  
Amanda Massey

Michelle L. McClellan  
Deaetta McCray  
Nicole M. Mendoza  
Ana M. Miranda  
Sherri M. Moeller  
Dana G. Moreland  
Pitchaya Nguyen  
Gaby Olivera  
Lindsey Palacios  
Mandi Palmer  
Brenda Perez  
Danielle M. Pinette  
Michelle A. Provencher  
Manuela Rivas  
Danielle K. Roberts  
Maria Rojas

Gayle Y. Roth  
Tammy L. Signor  
Sheena Simpson  
Roberta Smith  
Jacqueline R. Spires  
Jena A. Stewart  
Crystal A. Terry  
Tammy L. Thies  
Rochelle J. Thompson  
Silvia Vidal  
Tammy S. Walsh  
Brittany Warren  
Ann M. Westmoreland  
Caihong Zhu

## GRAND ACHIEVERS/GRAN GANADORAS

june qualifiers/  
calificadas en junio 2015

### Consultants/ Consultoras

Heather A. Lease Arena  
Joann Marie Brown  
Isabel Chino  
Geraldina Esmeralda Cruz  
Laura Marie Godfrey  
Amanda Lorraine Grasshoff  
Aurora Guzman  
Stephanie Ann Hall  
Erika Duke Hulm  
Amanda Beth Kirkwood  
Lilian Jeannette Lopez  
Brenda E. Martinez  
Nudia V. Merida Fuentes  
Dorothea Moyd  
Pamela Sue Nelson  
Lanika E. Newby  
McKenzie Jo Odhiambo  
Omolayo Olusolu Olayinka  
Amy Marie Pindell  
Ana Luisa Quevedo

Mildred L. Rivera  
Margarita Trejo

### Sales Directors/ Directoras de Ventas

Jodi Leigh Allman  
Diana K. Barajas\*  
Jane F. Beatty  
Suzanne Berends  
Sarah Whitney Blomberg  
Ana I. Bonilla  
Shelbi Boyce  
Penny Burnett\*  
Nancy R. Butler  
Ruama Camp  
Phyllis Ann Capps  
Jennifer Lynn Collier  
Joni Smith Cool  
Diana Irene Coot  
Ashley Autumn Copeland  
Elvira Cortes\*  
Diane K. Critchlow\*

Annabel Saenz Cruz\*  
Elizabeth Sorrells Cuzner  
Linda Day  
Jenny De la Cruz\*  
Mary Duplechin\*  
Arlette Fair-De Vine  
Carmen M. Fallas\*  
Susi B. Felice  
Amy Colleen Ferguson  
Becky M. Fox\*  
Kelly Michelle Freeman  
Tricia Ann Gallagher\*  
Estela Gomez  
Maria de los Angeles Gomez  
Carmen Joy Harper\*  
Lori Haun-Sevier\*  
Margaret F. Jay\*  
Amy Arthur Jones\*  
Teresa Ashley King\*  
Rusty Kurtzrock\*  
Cleotilde Labrada-Vargas  
Zenaida Lagunas\*

Brandy Nichole Lane  
Elizabeth Lazcano  
Danielle Hope Lunsford  
Maria Antonia Manzo\*  
Leticia Martinez  
Deb M. Miller  
Sara Marie Morfitt  
Jordan Elizabeth Murphy  
Germaine Nicholas\*  
Lisa Emily O'Brien  
Agatha Mobi Okocha\*  
Lucia P. Peraza\*  
Jeri Pierce\*  
Barbara Popowski\*  
Susan K. Reynolds  
Leticia Rodriguez\*  
Cindy Rogers\*  
Maria G. Romero  
Lorena Salinas  
Mary Salvatore\*  
Amanda J. Scifres  
Beth Scruggs Senseney

Kathy Simpson\*  
Debra Sitzmann  
Terri Skill  
Donna Kay Smith  
Tabatha H. Smith  
Tammy Kay Snow  
Jodie Lynn Solberg\*  
Jennifer M. Soyars\*  
Janet L. Wolfe  
Noel D. Wright\*  
Debbie Yost  
Sandra Zuniga

\*Denotes requalified driver./Denota conductora recalificada.

## FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

june/junio 2015

### New Team Members/Nuevas integrantes de equipo

Regina Albert, R. Camp Unit.....5  
Heather Arena, C. Jessee Unit.....6  
Brittanie Bond-Riojas, B. Bennett-Young Unit.....7  
Maria Canelas, M. Gomez Unit.....8  
Bridgette Collins, M. Tafesse Unit.....6  
Michelle Daron, L. Spencer Unit.....5  
Karla Davis, P. Brown Unit.....5  
Danielle Diaz, D. Weld Unit.....5  
Cynthia Dougherty, A. LaFerry Unit.....5  
Sheryl Fenelon, L. Grizzle Unit.....6  
Lisa Goodwin, J. Besecker Unit.....6  
Maria Guerrero, G. Villanueva Unit.....10

Aurora Guzman, D. Coot Unit.....8  
Terran Halliburton, P. Fleeman Unit.....6  
Ashley Haws, B. Bledsoe Unit.....5  
Ana Hernandez, D. Leon Unit.....7  
Marla Hinsley, A. Hunsaker Unit.....6  
Leslie Jackson, M. Tafesse Unit.....6  
Dana Kidd, D. Robina Unit.....5  
Lindsay Kimbley, A. Metzger Unit.....5  
Amanda Kirkwood, J. Farrell Unit.....9  
Mardel Knight, E. Knight Unit.....8  
Angela Kyle, D. Lunsford Unit.....5  
Mitralene Macclin, L. Jackson Unit.....5  
Casey McAfee, K. Edidin Unit.....6  
Hillary Medaries, C. Smart Unit.....5  
Gaby Olivera, P. Ramirez Unit.....7  
Lindsey Palacios, S. Walters Unit.....5  
Valerie Peterson-Kelly, K. Bullard Unit.....5  
Danielle Pinette, M. Keller Unit.....6  
Angie Quintero, M. Silvestri Unit.....5  
Heather Richards, D. Dunn Unit.....5  
Linda Schwan, K. Schwan Unit.....5  
Sales Director Jessica Scott.....7  
Sales Director Beth Senseney.....5  
Jena Stewart, M. Rains Unit.....8  
Silvia Vidal, E. Brito Unit.....8  
Sales Director Denise Volcic.....5

For complete qualifications, rules and regulations regarding the awards and achievements on pages 12 – 29, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 12 – 29, ve a *Mary Kay InTouch*®.

\*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./DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS™, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

# sapphire/zafiro

## 13% CLUB/ CLUB DEL 13%

june/junio 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Sapphire** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during June./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Zafiro** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en junio.

Sales Director Reyna Nereyda Lepe.....\$3,534	Sales Director Sarah Sullivan Krycinski.....1,997	Sarah Clay, G. Jackson LaFerry Unit.....1,709	Sales Director Maria Bautista.....1,611
Sales Director Heather A. Daniel-Kent.....3,216	Sales Director Jennifer L. Besecker.....1,913	Sales Director Angela Slickers.....1,682	Sales Director Joan Margaret Farrell.....1,608
Sales Director Celeste Byrd.....2,547	Sales Director Janis Clemens.....1,817	Sales Director Leann Elaine Zondag.....1,677	Savannah Adair, A. LaFerry Unit.....1,589
Sales Director Faith A. Gladding.....2,313	Jackie Wood, L. Tate Unit.....1,810	Sales Director Alison Jurek.....1,669	Sales Director Marie G. Miller.....1,565
Sales Director Patrice Moore Smith.....2,133	Sales Director Mary Lord.....1,801	Sales Director Brooke E. Bennett-Young.....1,663	
Alyssa Marshall, A. LaFerry Unit.....2,062	Sales Director Jennifer Rodgers.....1,784	Aurora Guzman, D. Coot Unit.....1,627	
Sales Director Sherrie Clark Purvis.....2,059	Sales Director Marie E. Vlamincck.....1,733	Pitchaya Nguyen, E. Farquharson Unit.....1,614	

## ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

june/junio 2015

Ranking of the top 100 Independent Sales Directors in the **Sapphire** area based on their June 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Zafiro** según su producción de unidad estimada al menudeo de junio de 2015.

Kristi Anderson.....\$147,289	Marie E. Vlamincck.....69,838	Ellen A. Knight.....58,650	Marjorie S. Haun.....50,852
Zasha Levee.....130,571	Shari Kendall.....69,260	Rayne D. Tubbs.....58,575	Marie Pfarr.....50,783
Angela D. LaFerry.....129,427	Guadalupe Villanueva.....68,438	Dolores Keller.....57,750	Kimberly J. Markham-White.....50,575
Alison Jurek.....122,721	Kellee L. Valerio.....67,849	Lady Ruth Brown.....57,466	Juliet M. Goodwin.....49,980
Celeste Byrd.....120,867	Bonnie Crumrin.....66,268	Maria Montes.....56,374	Josefa Chacon.....49,868
Joan Margaret Farrell.....117,167	Binta Touray Jagne.....66,152	Chris Havens.....56,269	Shawni Diggan.....49,785
Lynnea E. Tate.....115,032	Deanna L. Spillman.....65,870	Jennifer Rodgers.....56,089	Jennifer Jane Peterson.....49,705
Jennifer L. Besecker.....102,949	JoAnna P. Shipe.....65,817	Elizabeth O. Branco.....55,870	Maranda Michelle Rains.....49,633
Cheryl T. Anderson.....100,713	Heather A. Daniel-Kent.....65,815	Cindy S. Kriner.....55,700	Maria Bautista.....49,073
Faith A. Gladding.....99,544	Christine M. Jessee.....65,198	Moleda G. Dailey.....55,559	Kim I. Sabourin.....49,042
Grace Jackson LaFerry.....96,588	Gloria Stakemiller.....64,594	Jea Summers-Gackowski.....55,167	Brooke E. Bennett-Young.....48,996
Randi Stevens.....88,799	Kim West.....63,263	Sylvia Boggs.....54,520	Anita R. Rabelo.....48,667
Ellen Ezekiel Farquharson.....88,093	Melody Missick.....63,015	Nannette G. Short.....54,391	Denise Yates-Hernandez.....48,489
Marie G. Miller.....78,597	Anne Q. Harris.....63,013	Jill Finney.....54,332	Diana Irene Coot.....48,210
Ann W. Sherman.....78,337	Sanjuana Sosa.....62,844	Tracy Grodsky-Dunn.....54,235	Mary-Beth Anderson.....47,401
Debbie A. Weld.....76,295	Courtney Clayton-Hutson.....62,775	Leann Elaine Zondag.....54,152	Kate Schwan.....47,352
Kenettia A. Adams.....76,099	Herendira Garcia.....62,737	Ryan Ashlee Rives.....53,754	Pilar Najera.....47,224
Patrice Moore Smith.....75,902	Kris A. Miller-McGinty.....62,156	Audrey K. MacDowall.....53,397	Dena Smith.....47,185
Reyna Nereyda Lepe.....73,990	Kerin Miller.....61,468	Deborah Robina.....53,186	Megan Eileen Kalbach.....47,178
Jerlene Vrana.....73,404	Angela Slickers.....60,730	Char Griffin.....52,585	Linda L. Quillin.....47,139
Angie Hunsaker.....72,140	Jennifer G. Bouse.....60,543	Marivel Villicana.....52,436	Julie Bickle.....46,995
Sherrie Clark Purvis.....71,899	Kathy R. Bullard.....60,176	Phyllis I. Pinsker.....52,349	Elva Obregon.....46,594
Linné Lane.....71,473	Beth Thatcher May.....59,278	Laura Elizabeth Knight.....52,150	Monique Tafesse.....46,500
Kimberly Smith Moore.....71,103	Mary G. Gronholz.....59,232	Cynthia S. Sheppa.....51,718	Cindy Harness.....46,482
Tracey A. Fields-Hedrick.....70,199	Tabitha A. Hallums.....59,223	Krista A. Johnson.....51,569	Kari Wagner.....46,428

## COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

june/junio 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Sapphire** area in June 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Zafiro** en junio de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

Angela LaFerry.....\$22,536	<b>Angie Hunsaker</b> .....10,692	<b>Angela Slickers</b> .....9,284	<b>Gloria Stakemiller</b> .....8,186
<b>Lynnea E. Tate</b> .....19,617	Grace Jackson LaFerry.....10,573	Ellen A. Knight.....9,251	<b>Elizabeth O. Branco</b> .....8,159
<b>Celeste Byrd</b> .....17,681	<b>Tracey A. Fields-Hedrick</b> .....10,355	Joni D. Koontz.....9,173	<b>Ryan Ashlee Rives</b> .....8,135
<b>Alison Jurek</b> .....17,578	<b>Brooke E. Bennett-Young</b> .....10,342	Dolores Keller.....9,149	<b>Bonnie Crumrin</b> .....8,131
<b>Kristi M. Anderson</b> .....17,279	<b>Courtney Clayton-Hutson</b> .....10,335	<b>Hilda Marrufo</b> .....9,046	<b>Kris A. Miller-McGinty</b> .....8,119
Zasha Levee.....16,554	<b>Heather L. Bohlinger</b> .....10,283	<b>Jennifer Rodgers</b> .....9,019	<b>Sagrario M. Magana</b> .....8,103
Faith A. Gladding.....16,213	<b>Marie E. Vlamincck</b> .....10,211	<b>Alejandra Zurita</b> .....8,997	<b>Cindy S. Kriner</b> .....8,074
Jennifer L. Besecker.....15,804	Deanna L. Spillman.....10,186	<b>Josefa Chacon</b> .....8,968	<b>Katie D. Nichols</b> .....8,069
<b>Heather A. Daniel-Kent</b> .....13,741	<b>Shari Kendall</b> .....10,084	<b>Binta Touray Jagne</b> .....8,965	<b>Martina Roman</b> .....8,062
<b>Reyna Nereyda Lepe</b> .....13,737	<b>Beth Thatcher May</b> .....10,076	<b>Maranda Michelle Rains</b> .....8,960	<b>Tabitha A. Hallums</b> .....8,062
<b>Joan Margaret Farrell</b> .....13,649	<b>Jerlene Vrana</b> .....10,069	Nannette G. Short.....8,863	<b>Kathy R. Bullard</b> .....8,050
<b>Randi Stevens</b> .....13,212	Deborah Robina.....10,000	<b>Maria Montes</b> .....8,825	<b>Phyllis I. Pinsker</b> .....7,976
<b>Cheryl T. Anderson</b> .....12,973	<b>Christine M. Jessee</b> .....9,985	<b>Shawni Diggan</b> .....8,813	<b>Rosa Elia Meza-Sanchez</b> .....7,903
Ellen Ezekiel Farquharson.....12,693	<b>Char Griffin</b> .....9,932	<b>Anita R. Rabelo</b> .....8,749	<b>Maria G. Leon</b> .....7,879
<b>Sarah Sullivan Krycinski</b> .....11,898	<b>Kerin Miller</b> .....9,703	<b>Jamie Venning Taylor</b> .....8,733	<b>Crystal Dawn McDaniel</b> .....7,861
<b>JoAnna P. Shipe</b> .....11,849	<b>Herendira Garcia</b> .....9,640	<b>Jennifer Jane Peterson</b> .....8,718	<b>Mary G. Gronholz</b> .....7,859
<b>Sherrie Clark Purvis</b> .....11,758	<b>Anne Q. Harris</b> .....9,545	<b>Marivel Villicana</b> .....8,702	<b>Juliet M. Goodwin</b> .....7,837
<b>Marie G. Miller</b> .....11,660	<b>Connie L. Russo</b> .....9,533	<b>Sanjuana Sosa</b> .....8,675	<b>Lorie Ford Ryon</b> .....7,825
<b>Ann M. Meis</b> .....11,649	<b>Kellee L. Valerio</b> .....9,522	<b>Kim I. Sabourin</b> .....8,651	<b>Andrea Rachelle Klahn</b> .....7,808
<b>Patrice Moore Smith</b> .....11,142	Lady Ruth Brown.....9,517	<b>Krista A. Johnson</b> .....8,616	<b>Merissa Joy Hice</b> .....7,722
<b>Leann Elaine Zondag</b> .....11,118	<b>Maria Bautista</b> .....9,500	Sylvia Boggs.....8,563	<b>Tracy Grodsky-Dunn</b> .....7,700
<b>Kimberly Smith Moore</b> .....11,037	<b>Ann W. Sherman</b> .....9,460	<b>Jennifer G. Bouse</b> .....8,429	<b>Jill Finney</b> .....7,697
<b>Guadalupe Villanueva</b> .....11,022	<b>Lisa M VanPatten</b> .....9,415	<b>Cynthia S. Sheppa</b> .....8,428	<b>Kimberly J. Markham-White</b> .....7,625
<b>Debbie A. Weld</b> .....10,895	Moleda G. Dailey.....9,325	<b>Audrey K. MacDowall</b> .....8,346	<b>Milbella Sosa</b> .....7,622
<b>Linné Lane</b> .....10,860	<b>Chris Havens</b> .....9,325	<b>Kenettia A. Adams</b> .....8,283	Melody Missick.....7,612

# emerald/esmeralda

Congratulations to the winners/Felicidades a las ganadoras

## NEW DEBUTS/ DEBUTES

april/abril 2015



**Cheryl Ann Geschke**  
Broadview  
Heights, Ohio  
M. Cunningham Unit

**Mary Ellen Madden**  
Avon Lake,  
Ohio  
M. Cunningham Unit

**Not pictured:/Sin foto:** *Allison Leah Adkins, Salisbury, Md., C. Bosley Unit; Marcela Angeles Bermudez, San Francisco, D. Sevilla Unit; Tiffany Faye Burns, Marshfield, Mo., A. Wright Unit; Cheri Lynn Carter, Tumwater, Wash., L. McCormick Unit; Olga Micaela Castellanos, Summit, Ill., L. Spadlowski Unit; Kaila Day, Sylva, N.C., T. McLaughlin Unit; Joanna Dominguez, Orcutt, Calif., H. Ortiz Unit; Stefanie Effler, Leicester, N.C., M. Fox Unit; Laura Leamon, Whittier, N.C., A. Mull Unit; Schemika Mark-Hayes, Hawthorne, Calif., H. Millard Unit; Samantha Bea Marquez, West Covina, Calif., K. Webb Unit; Kendra Minnix, Garden Grove, Calif., S. Scott Unit; Tina N. Moore, Jonesboro, Ga., K. Shuford Wright Unit; Celia Abelina Moreno, Los Angeles, M. Zuniga Unit; Lyn Owens, Niceville, Fla., D. Barton Unit; Luis Angel Palos, Goshen, Ind., L. Colin Unit; Maricruz Quinonez, Franklin Park, Ill., O. Del Rio Unit; Oledis A. Santana Taveras, St Domingo, D.R., D. Lopez Unit; Diane Kay Smith, Rockford, Mich., J. Root Unit; Nawanda Yvette Turner, Columbus, Ohio, B. Jenks Unit; Meleah Katherine Wood, Saint Clairsville, Ohio, S. Gilson Unit; Emaneli Zavala, Joliet, Ill., M. Hernandez Unit; Maria Cristina Zuniga, Van Nuys, Calif., M. Zuniga Unit.*

## TRIPLE CROWN/ TRIPLE CORONA

june/junio 2014



**Not pictured:/Sin foto:** *Delsy Maria Cachon, Richmond, Calif., L. Orellana Area; Sanjuana Vargas, Bradenton, Fla., Emerald Go Give Area.*

## DEAN'S LIST/ LISTA DEL DECANO

june/junio 2014



**Marguerite Kuete  
Teyap**  
Hagerstown, Md.  
E. Muna Area  
Diamond Seminar

**Not pictured:/Sin foto:** *Gwen Tinsley, Norfolk, Va., Emerald Go Give Area, Emerald Seminar; Jennifer M. Warfel, Brookeville, Md., D. Pike Area, Pearl Seminar.*

## HONORS SOCIETY/ SOCIEDAD DE HONOR

june/junio 2014

**Not pictured:/Sin foto:** *Bryeanna Jene Barmer, Spring Valley, Calif., K. Oliveira Area; Delsy Maria Cachon, Richmond, Calif., L. Orellana Area; Ayla Marlene Kimmel, Bryan, Texas, Emerald Go Give Area; Sanjuana Vargas, Bradenton, Fla., Emerald Go Give Area.*

## FABULOUS 50s/ FABULOSOS 50

december/diciembre 2014



**Jenna Lee**  
Spring, Texas  
Y. Lemmon Area

**Veronica Vazquez  
Pesavento**  
Antelope, Calif.  
Emerald Go Give Area

**Not pictured:/Sin foto:** *Amanda Grace Campise, Clearwater, Fla., J. Cruse-Vrinios Area; Megan Messer, Bryson City, N.C., K. Helou Area; Roxie Delores Pearson, Saraland, Ala., Emerald Go Give Area; Emily Kristina Solis, Valencia, Calif., C. Millard Area.*



“Enthusiasm is the motivating power to success. The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life.”

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**Contact Center**  
**800-272-9333**

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 Mary Kay InTouch®,  
 special events, product  
 information, etc.

**Automated**  
**Information Line**  
**800-454-1130 (24 hours)**

october

# dates: to remember

# 1

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

# 2

**Holiday 2015 Preferred Customer Program<sup>SM</sup>**  
 customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

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

# 3

# 12

Columbus Day observed. Postal holiday.

# 15

Last day to enroll online for the Winter 2015 Preferred Customer Program<sup>SM</sup> mailing of *The Look*, including exclusive samples (while supplies last).

Last day to register/cancel registration for Nov. 4-7 New Independent Sales Director Education by 5 p.m. Central time.

# 26

# 29

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

# 30

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

- Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).
- Online Independent Beauty Consultant Agreements accepted until midnight Central time.



# 31

Also available on *Mary Kay Mobile InTouch<sup>TM</sup>* on your smartphone at [m.marykayintouch.com](http://m.marykayintouch.com).

**APPLAUSE<sup>®</sup>** 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. ©2015 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [marykay.com](http://marykay.com).

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## ON THE MOVE/ EN ACCIÓN

april/abril 2015

Allison Leah Adkins  
Marcela Angeles Bermudez  
Kaila Day

Joanna Dominguez  
Cheryl Ann Geschke  
Mary Ellen Madden

Samantha Bea Marquez  
Tina N. Moore  
Lyn Owens

Luis Angel Palos  
Maricruz Quinonez  
Diane Kay Smith

Emaneli Zavala  
Maria Cristina Zuniga

## NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

june/junio 2015

Juany Aguiar  
Juana Aguilera  
Elizabeth Alcaraz  
Teofila Alejandre  
Jeanette Alston-Watkins  
Sofia Alvarado Lopez  
Isabel Arenas  
Rachel N. Beasley  
Virginia Blanco  
Amber Blount  
Dena Braith  
Laurelee Bunnell  
Michele Bush  
Lauren N. Buxton  
Jennifer B. Caruthers

Martina Castillo  
Chariti H. Chavez  
Angela L. Coard  
Tammi L. Colarusso  
Dana M. Cook  
Eileen G. Crago  
Sabrina Cruz  
Renee Devine  
Monica J. Eischen  
Erika Garcia  
Trisha Glenn  
Guadalupe Gutierrez  
Gloria J. Hayman  
Reese T. Hewett  
Sandra Ibanez

Miosha M. Jackson  
Alesha G. James  
Maricela Jimenez  
Daphne Johnson  
Sherri Jones  
Maya C. Kennedy  
Corina Kuhn  
Amanda R. LaWall  
Thelma Lete  
Amber M. Lloyd  
Lydia M. Lopez  
Christina M. Lowery  
Paulene D. Martin  
Lori L. McCalvin  
Emily Mejia

Teodora Moreno  
Castellanos G. Norberta  
Brianna M. Ortiz  
Desaree Owens  
Susan M. Owens  
Irene Palomo  
Julie A. Parker  
Tracey Parker  
Susanne R. Paterson  
Guadalupe Ramirez  
Lawrence A. Rivera  
Jazmine Roman  
Christine Ross  
Rashidah Salaam  
Diana Santiago

Nichole Schaal  
Sabrina A. Schongalla  
Silia Serrano  
Mary R. Shirey  
Cathylyn Simpson  
Linda Smith  
Victoria Spraggins  
Karen A. Stover  
Lissette Torres  
Maria Torrez  
Lisa Vasallo  
Adriana Velasco  
Sara E. Zayas Gonzalez

## GRAND ACHIEVERS/GRAN GANADORAS

june qualifiers/  
calificadas en junio 2015

### Consultants/ Consultoras

Emma Jones Blackshire  
Ana L. Carrasco  
Amy Jo Ellis  
Ibette Gonzalez  
Callie Elizabeth Gregg  
Patricia Nako Harris  
Stephanie Kay Harris  
Ayumi Henderson  
Amanda Sue Hunley  
Olivia Michele Kobayashi  
Caitlin Anne Kreitman  
Delice Ferreira Lau  
Rebecca Melton  
Luz Yanet Ochoa  
Tania Ormonde  
Leticia Pedroza Guadarrama  
Maribel Quinteros  
Roxanne Reeves  
Mary Carmen Robles  
Maria Lourdes Rojas  
Paige Ashlie Roy

Sandy Celestia Scattergood  
Carmen Veronica Soto  
Rachael Regina Throckmorton  
Tamara Lynne Tobey  
Stephanie Dawn Yocham

### Sales Directors/ Directoras de Ventas

JoAnn Adams  
Allison Leah Adkins  
Ruth Alvarado  
Valeria Amarante\*  
Blanca Lidia Andrade  
Lisa A. Arrington\*  
Jacqueline Becerra\*  
Marcela Angeles Bermudez  
Gloria A. Brooks  
Larelle Bryson  
Patricia Caamano  
Veronica Camacho  
Martha Centeno  
Carmen Chavez\*  
Sandy Cooke

Terri Michelle Dial\*  
Sherry Drysdale-Schruth  
Leticia Duran\*  
Tia Elie\*  
Viviane S. Freitas De Assis  
Cheryl Ann Geschke  
Fatima Maria Gomez  
Margarita Gonzalez\*  
Janeigh Marie Grady  
Jan Hatfield  
Holly A. Hyma  
Bettie W. Jackson\*  
Cecy Johnson-Moore\*  
Rosa D. Lizarraga  
Stephanie Colette Love  
Rosa Lua\*  
Jennifer Lueders  
Mary K. Manning  
Samantha Bea Marquez  
Laura Esther Martinez  
Kelly Maruniak  
Julia Medina  
Gwendolyn E. Miller

Pauline F. Miller  
Teresa L. Mock  
Taunya Narrell Monroe  
Denise Wilson Montgomery  
Gloria Cecilia Neira  
Jessica Marie Nelson  
Alicia M. Nix  
Susan Marie Norman  
Mayra Lidia Orozco  
Luis Angel Palos  
Kathleen Parker\*  
Ruth S. Parker\*  
Kim Peele  
Bethany Samantha Peppers  
Maria Ortencia Perez  
Julie Ann Phalen  
Freda A. Phillips  
Ines Pioquinto  
Beatriz V. Quiroz\*  
Chastey Y. Rayford-Gibson  
Debbie J. Reed\*  
Lisa Reimer  
Angel Rollyson

Paola Roman  
Hilda Sandoval  
Mariel Santiago  
Susan Carpenter Shaffer\*  
Susan Brewer Shropshire  
Lisa Soitan Wehmann  
Esmeralda Steel\*  
Emily Christine Sykes  
Allyson Lea Thomas  
Amanda Suzanne Thomas  
Margarita Torres\*  
Joyce Trafford\*  
Gabriela Trippany\*  
Allison Elaine Tuller\*  
Rosa E. Vaquerano  
Leigh-Ann Vidal  
Zola Vee White\*  
Molly White-Pyles  
Corine Wightman

\*Denotes requalified driver./  
Denota conductora recalificada.

## FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

june/junio 2015

### New Team Members/Nuevas integrantes de equipo

Elizabeth Alcaraz, Y. Lopez Unit.....10  
Isabel Arenas, Y. Alvarado Unit.....9  
Shannon Black, S. Chambers Unit.....6  
Emma Blackshire, O. Young Unit.....8  
Dena Braith, J. Damm Unit.....6  
Michele Bush, T. Cromer Unit.....5  
Lauren Buxton, G. Snively Unit.....6  
Jennifer Caruthers, M. Zamudio Unit.....6  
Milagros Cedeno, J. Rader Unit.....8  
Andrea Chapman, A. Septon Unit.....7  
Sales Director Susan Cline.....6  
Angela Coard, C. Niederklein Unit.....8  
Tammi Colarusso, T. Cromer Unit.....5

Tiffany Colton, A. Thulin-Marrano Unit.....6  
Mayra Cordero, M. Garfias Unit.....5  
Sabrina Cruz, V. Guzman Unit.....5  
Elisa Gonzalez, S. Scott Unit.....5  
Ericka Haddock, C. Barrueco Unit.....5  
Micheala Haynie, S. Gladden Unit.....6  
Rossana Hernandez, M. Wade Bluemel Unit.....5  
Reese Hewett, A. Alaimo Unit.....5  
Daphne Johnson, S. Green Unit.....5  
Sherri Jones, A. Taylor Unit.....6  
Maya Kennedy, E. Groombridge Unit.....5  
Christina Lowery, M. Melendez Unit.....7  
Susan Owens, A. Alaimo Unit.....5  
Julie Parker, L. Smith Unit.....7

Tracey Parker, J. John Unit.....5  
Jeanne Peterson, A. Hurley Unit.....5  
Roxanne Reeves, G. Miller Unit.....11  
Kimberly Rodriguez, C. Slezak Unit.....5  
Jazmine Roman, M. Zamudio Unit.....5  
Brittney Rose, J. Gentry Unit.....6  
Nichole Schaal, N. Jackson Unit.....6  
Sabrina Schreiber, C. Slezak Unit.....7  
Carmen Veronica Soto, M. Escobedo Unit.....6  
Victoria Spraggins, L. Bequette Unit.....6  
Karen Stover, T. West-Murrian Unit.....5  
April Thompson, C. Jackson Unit.....5

For complete qualifications, rules and regulations regarding the awards and achievements on pages 12 – 29, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 12 – 29, ve a *Mary Kay InTouch*®.

\*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. DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

## 13% CLUB/ CLUB DEL 13%

june/junio 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during June./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en junio.

Sales Director Chris H. Teague ..... \$4,100	Sales Director Brie Zamudio ..... 2,417	Sales Director Stephanie Hope Blake ..... 2,147	Sales Director Amanda Gustafson ..... 1,894
Sales Director Grace Elizabeth Snively ..... 3,307	Sales Director Michele Martella Armes ..... 2,366	Sales Director Cynthia Pack ..... 2,082	Sales Director Maria Sanchez ..... 1,893
Sales Director Terrah Cromer ..... 3,255	Sales Director Crystal Janke-Fry ..... 2,317	Sales Director Marissa Paige Zamudio ..... 2,040	Sales Director Robin Smith ..... 1,884
Sales Director Carolyn L. DeGroat ..... 3,222	Sales Director Delia Ponce ..... 2,278	Sales Director Erica Melcher ..... 2,004	Sales Director Paula Kelsch ..... 1,863
Sales Director Bridgett Leigh Moore ..... 2,718	Sales Director Ashley N. Clinesmith ..... 2,218	Sales Director Melissa Elizabeth Milanak ..... 1,966	
Sales Director Missy Semien ..... 2,612	Sales Director Sarah Elizabeth Perdue ..... 2,213	Sales Director Karen E. Ridle ..... 1,947	
Sales Director Melissa Bright ..... 2,543	Sales Director Eburn Osaze ..... 2,170	Sales Director Nykole Lynne Jackson ..... 1,908	

## ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

june/junio 2015

Ranking of the top 100 Independent Sales Directors in the **Emerald** area based on their June 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Esmeralda** según su producción de unidad estimada al menudeo de junio de 2015.

Chris Teague ..... \$162,746	Stephanie Scott ..... 74,181	Denise G. Kucharski ..... 61,295	Carolyn L. DeGroat ..... 55,395
Nancy Boucher ..... 159,577	Michele Martella Armes ..... 74,134	Yolanda Lopez ..... 60,875	Silvia Sanchez ..... 54,807
Chelsea Gardner Niederklein ..... 156,993	Maria Sanchez ..... 73,035	Melissa Elizabeth Milanak ..... 60,707	Stephanie Hope Blake ..... 54,769
Maggie Rader ..... 142,101	Nikki Hall Edgemon ..... 72,479	Ashley Somers ..... 60,190	Cheryl L. Foster ..... 54,256
Melinda M. Balling ..... 130,863	Tracy Ann Clymer ..... 72,261	Vicki Hunter ..... 59,290	Melissa K. Wade Bluemel ..... 54,018
Paula Kelsch ..... 129,175	Antonia Miranda ..... 72,135	Kay Dickerson ..... 58,672	Shara Mobley Gladden ..... 53,650
Jennifer Elizabeth Damm ..... 122,193	Vicki Powell ..... 71,990	Tatiana Rodriguez ..... 58,645	Dora Lopez ..... 53,499
Terrah Cromer ..... 116,211	Barbara Pleet ..... 71,931	Sheri Farrar-Meyer ..... 58,411	Susan G. Carmichael ..... 53,265
Catherine Virginia Slezak ..... 111,717	Jill Beckstedt ..... 71,815	Amanda Nicole Wright ..... 58,243	Amanda Grace Campise ..... 53,140
Jessica Brash Holzbach ..... 111,028	Marty Wynn ..... 71,715	Anastasia Dawn Alaimo ..... 58,093	Christy Harvey ..... 53,049
Amanda Gustafson ..... 103,247	Joanna Helton ..... 70,380	Missy Semien ..... 57,760	Karen Saladrigas ..... 52,924
Karen E. Ridle ..... 100,728	Eburn Osaze ..... 69,980	Susie J. Serio ..... 57,638	Kelly A. Fuller ..... 52,218
Bridgett Leigh Moore ..... 99,355	Amanda Thulin-Marrano ..... 69,725	Jennifer D. Carr ..... 57,575	Barbara Gizzo ..... 50,766
Grace Elizabeth Snively ..... 94,955	Brittani Marie Jenks ..... 68,819	Lynn F. Huckels ..... 57,040	Marilyn Marte De Melo ..... 50,744
Linda Meier ..... 90,262	Heather Wickstrom ..... 67,506	Bethany Anita Benenati ..... 56,834	Sara Rider Green ..... 50,619
Cristina Martins ..... 87,775	Pam Kelly ..... 66,709	Shawna D. Schneider ..... 56,505	Maritza Lanuza ..... 50,428
Ashley N. Clinesmith ..... 81,257	Ann Ferrell Smith ..... 66,173	Marialeska Tariba-Edick ..... 56,398	Maria Elena Guadarrama ..... 50,102
Susan Houser ..... 80,919	Betty McKendry ..... 65,603	Ofelia Del Rio ..... 56,210	Valerie Yokie ..... 49,684
Melissa Michelle Wilson ..... 79,352	Dawn Wilson ..... 65,207	Nancy S. North ..... 56,127	Denise M. Sowder ..... 49,637
Romy L. Portuondo Remior ..... 79,009	Marilyn Harris ..... 65,156	Dawn M. Starr ..... 56,079	Judith E. Cotton ..... 49,534
Leanne Parrino-Pheasant ..... 78,577	Christine Denton Barrueco ..... 64,103	Leslie M. McKinney-Smith ..... 55,936	Carol M. Fulton ..... 49,242
Stacy D. Foust ..... 78,207	Linda Berglund ..... 63,418	Haniel Ortiz ..... 55,882	Gerri Lin Dennis ..... 49,225
Gale H. Dennison ..... 75,791	Michele D. Robey ..... 62,675	Linda Spadlowski ..... 55,841	Leigh Ann David ..... 49,053
Ann Shears ..... 75,675	Brie Zamudio ..... 62,511	Trisha Taylor ..... 55,733	Marcela Sierra ..... 49,047
Laura DeBadts ..... 74,587	Erica Melcher ..... 62,468	Sarah Elizabeth Perdue ..... 55,717	Beth Ann Bailey ..... 48,934

## COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

june/junio 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Emerald** area in June 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Esmeralda** en junio de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

Chris Teague ..... \$21,062	Jill Beckstedt ..... 12,121	Tatiana Rodriguez ..... 10,241	Dora Lopez ..... 9,175
Chelsea Gardner Niederklein ..... 19,200	Nikki Hall Edgemon ..... 12,036	Sheri Farrar-Meyer ..... 10,198	Anne Newcomb ..... 9,174
Maggie Rader ..... 18,869	Cristina Martins ..... 11,849	Pam Kelly ..... 10,162	Barbara Gizzo ..... 9,057
Paula Kelsch ..... 18,755	Michelle Anne Cunningham ..... 11,797	Cynthia Pack ..... 10,134	Marissa Paige Zamudio ..... 9,009
Karen E. Ridle ..... 17,987	Brie Zamudio ..... 11,795	Ofelia Del Rio ..... 10,045	Delia Ponce ..... 8,991
Grace Elizabeth Snively ..... 17,744	Michele D. Robey ..... 11,782	Joanna Helton ..... 10,027	Kimbi L. Bartik ..... 8,960
Nancy Boucher ..... 17,648	Tracy Ann Clymer ..... 11,584	Ashley Somers ..... 9,899	Dawn M. Starr ..... 8,951
Melinda M. Balling ..... 17,312	Kay Dickerson ..... 11,554	Yolanda Lopez ..... 9,866	Susan G. Carmichael ..... 8,946
Jessica Brash Holzbach ..... 16,644	Antonia Miranda ..... 11,481	Ann Shears ..... 9,785	Marina Sanchez Ramirez ..... 8,904
Terrah Cromer ..... 16,561	Barbara Pleet ..... 11,319	Linda Berglund ..... 9,764	Angie Sidden ..... 8,896
Catherine Virginia Slezak ..... 16,366	Carolyn L. DeGroat ..... 11,307	Melissa Elizabeth Milanak ..... 9,755	Denise G. Kucharski ..... 8,762
Jennifer Elizabeth Damm ..... 15,043	Brittani Marie Jenks ..... 11,229	Marilyn Marte De Melo ..... 9,693	Vicki Hunter ..... 8,734
Amanda Gustafson ..... 14,180	Gale H. Dennison ..... 11,154	Audrey J. Doller ..... 9,609	Shara Mobley Gladden ..... 8,707
Bridgett Leigh Moore ..... 14,173	Laura DeBadts ..... 11,059	Jeanette E. Beichle ..... 9,540	Angel L. Hurley ..... 8,681
Linda Meier ..... 14,057	Stephanie Scott ..... 11,047	Betty McKendry ..... 9,475	Sara Rider Green ..... 8,645
Michele Martella Armes ..... 13,853	Shawna D. Schneider ..... 10,986	Jennifer D. Carr ..... 9,465	Beth Ann Bailey ..... 8,612
Leanne Parrino-Pheasant ..... 13,751	Vicki Powell ..... 10,922	Trisha Taylor ..... 9,440	Laurie Albrektson Shumate ..... 8,600
Maria Sanchez ..... 13,577	Ann Ferrell Smith ..... 10,875	Stacy D. Foust ..... 9,346	Cheryl L. Foster ..... 8,469
Christine Denton Barrueco ..... 13,437	Erica Melcher ..... 10,854	Susan Houser ..... 9,318	Melissa Bright ..... 8,406
Ashley N. Clinesmith ..... 13,263	Melissa Michelle Wilson ..... 10,812	Maritza Lanuza ..... 9,291	Gerri L. Gurreri ..... 8,400
Nykole Lynne Jackson ..... 13,162	Heather Wickstrom ..... 10,677	Sarah Elizabeth Perdue ..... 9,235	Silvia Sanchez ..... 8,358
Linda Spadlowski ..... 12,537	Amanda Thulin-Marrano ..... 10,675	Christy Harvey ..... 9,231	Crystal Janke-Fry ..... 8,342
Jeanie M. Tamborello ..... 12,491	Eburn Osaze ..... 10,663	Stephanie Hope Blake ..... 9,217	Delmy Ana Torrejon ..... 8,299
Susie J. Serio ..... 12,457	Romy L. Portuondo Remior ..... 10,539	Bethany Anita Benenati ..... 9,197	Amanda Nicole Wright ..... 8,290
Missy Semien ..... 12,270	Haniel Ortiz ..... 10,415	Marialeska Tariba-Edick ..... 9,188	Joyce M. Conant ..... 8,238

# pearl/perla

Congratulations to the winners/Felicidades a las ganadoras

## NEW DEBUTS/ DEBUTES

april/abril 2015



**Dena Hebert**  
Lafayette, La.  
D. DeKerlegand  
Blanchard Unit

**Not pictured/Sin foto:** **Ligia Borlean**, Auburn, Calif., C. Morgan Unit; **Latisha Cronin**, Evansville, Ind., A. Hutchinson Unit; **Gena Deboe**, Warner Robins, Ga., B. Piland Unit; **Colleen Rae Elliott**, Anna, Ohio, L. Lauchlan Unit; **Domicilda Espinoza**, Plano, Texas, E. Benitez Unit; **Kat Haarstad**, Brookings, S.D., W. James Wemhoff Unit; **Laura Herrera**, Elizabeth, N.J., S. Taveras Unit; **Graciela Jimenez**, Katy, Texas, M. Casillas Unit; **Starla A. Lynch**, Omaha, Neb., P. Cornell Unit; **Tammy Jo Middlebrooks**, Italy, Texas, C. Hill Unit; **Marcy Moreno**, Chicago, S. Moreno Unit; **Carrie Marie Narvaez**, Montevallo, Ala., B. Watts Unit; **Patricia Albert Oakley**, Radford, Va., K. Myers Unit; **Jade Kathryn Pearson**, Riverside, Calif., C. Trojanowski Unit; **Amy Postma**, Newaygo, Mich., E. Elmer Unit; **Courtney Renee Rose**, Southfield, Mich., B. Bridges-Wheeler Unit; **AnaCristina Sandoval**, Las Cruces, N.M., R. Bond Unit; **Laura Jean Thompson**, Newport, N.C., S. Gant Unit; **Dania Upton**, Port Saint Lucie, Fla., R. Rodriguez Diaz Unit; **Patsy Wall**, Clovis, Calif., P. Cornell Unit; **Nicole West**, Snow Hill, Md., J. Calloway Unit.

## TRIPLE CROWN/ TRIPLE CORONA

june/junio 2014



**Monique Spence**  
Friendswood, Texas  
Pearl Go Give Area



**Jamie Rachel  
Wieging**  
Grove City, Ohio  
Pearl Go Give Area



**Not pictured/Sin foto:** **Jennifer M. Warfel**, Brookeville, Md., D. Pike Area.

## DEAN'S LIST/ LISTA DEL DECANO

june/junio 2014



**Marguerite Kuete  
Teyap**  
Hagerstown, Md.  
E. Muna Area  
Diamond Seminar

**Not pictured/Sin foto:** **Gwen Tinsley**, Norfolk, Va., Emerald Go Give Area, Emerald Seminar; **Jennifer M. Warfel**, Brookeville, Md., D. Pike Area, Pearl Seminar.

## HONORS SOCIETY/ SOCIEDAD DE HONOR

june/junio 2014



**Emily Elise Call**  
Omaha, Neb.  
J. Harris Area



**Kerry Ellen Hiett**  
Orchard Beach, Md.  
J. Krebsbach Area



**Kathryn Kiczuk**  
Suffield, Conn.  
R. Mattis Area



**Cherie Nugent  
Thibodeaux**  
Sunset, La.  
Pearl Go Give Area



**Kay Payton**  
Hutto, Texas  
P. Olson Area



**Carolyn Rios**  
Washingtonville, N.Y.  
P. Shaw Area



**Monique Spence**  
Friendswood, Texas  
Pearl Go Give Area



**Jamie Rachel  
Wieging**  
Grove City, Ohio  
Pearl Go Give Area

**Not pictured/Sin foto:** **Missy Volz Conrad**, Spanish Fort, Ala., Pearl Go Give Area.

## FABULOUS 50s/ FABULOSOS 50

december/diciembre 2014



**Mehrnaz Nazmi-  
Williams**  
Boulder, Colo.  
R. Mattis Area

**Not pictured/Sin foto:** **Krystle Gomez**, Cedar Hill, Texas, L. Allison Area; **Susan M. Rance-Locke**, Lewis Center, Ohio, Pearl Go Give Area.

ON THE MOVE/  
EN ACCIÓN

april/abril 2015

Colleen Rae Elliott  
Kat Haarstad  
Laura Herrera  
Tammy Jo Middlebrooks  
Jade Kathryn Pearson  
Amy Postma  
AnaCristina Sandoval  
Laura Jean Thompson

NEW TEAM  
LEADERS/  
NUEVAS LÍDERES  
DE EQUIPO

june/junio 2015

Rachel Abdallah  
Christina M. Adzima  
Olayinka Akinola  
Ayisha Alhassan  
Carmen C. Alvarez  
Tasha Ammons  
Maria Andersen  
LaTonya C. Anderson  
Freda Archie  
Adriana Armenta  
Aikaterini Bailey  
Amanda Baldassario  
Vicki N. Beale  
Heather Boucher  
Donna M. Bowling  
Kelly Carlie  
Teresa Casablanca  
Mary L. Cherolis  
Megan L. Cole  
Juditha E. Collins  
Teresa Damian Hernandez  
Dawn W. Dowell  
Tanya A. Dyer Jenkins  
Carol Echols  
Elizabeth Edelmann  
Tina Edwards  
Adele Ekeblad  
Vilma E. Elescano  
Sheryl B. Emmett  
Liza J. Faith  
Bola Fashola  
Maureen Fiudo  
Esther J. Frazier  
Amber Garner  
Lauren Gentry  
Yezenia Gonzalez  
Candace Griffin  
Janet Guy  
Gail A. Hamilton  
Sarah Harley  
Jeannie Harris  
Melissa Hinson  
Sherri J. Howard  
Hanna N. Hughes  
Aigul I. Ibrayeva  
Kelsey L. James  
Stephanie K. James  
Christina D. Jarvis  
Nicole Jones  
Billie J. Jordan  
Vilmary Kausits  
Jemicia O. Killebrew  
Shannon King  
Tabatha A. Knopp  
Teresa Lautrup  
Rosa Leiva  
Brenda Z. Leon  
Haley Matthews  
Stephanie B. McMillin  
Heather E. McPheron  
Chelsea Medearis  
Yarlene Merida  
Jackie Newgard  
Anne M. Newman  
Gina Ortega  
Amanda R. Pepper-Yowell  
Patti Percy  
Jennifer Phippin  
Christine Rader  
Blanca Ramirez Romero  
Michelle R. Revers  
Amy M. Robinson  
Marta Rodriguez  
Anna Rolland  
Kiria Rovelo  
Gilda Ruff  
Caitlyn Ryan  
Maria G. Saldivar  
Ashley L. Schisler  
Heather Shepherd  
Clarissa Sloggett  
Danielle M. Smith  
Sarah K. Smith  
Emily Soileau  
Jennifer Stanley  
Demetria W. Stokes  
Berle R. Stroom  
Crystal Sweeney  
Doris V. Tejada-Castro  
Bertha A. Troncoso  
Barbara A.  
VanCattenburch  
Lilliam Varela  
Wendy C. Vaught  
Amanda D. Villanueva  
Helen C. Walker  
Keyshea Walker  
Rachel Watson  
Jade A. Weaver  
Eilyn K. Wilhelm  
Sherry B. Williams  
Kristi Wright

GRAND  
ACHIEVERS/GRAN  
GANADORAS

june qualifiers/  
calificadas en junio 2015

**Consultants/  
Consultoras**  
Latrina L. Braxton  
Erica Brewton  
Natalie Marie Brooks  
Jeri N. Bullard  
Heather Butler  
Meagan Cain  
Desserrae Cordell  
Joan Dugan  
Theresa Baranco Fitch  
Lisa Gregory  
Gladys Saron Guevara  
Amanda Woods Hall  
Jennifer Lynn Henrich  
Traci Leigh Herb  
Carmen Hicks  
Keri Jenkins  
Marilyn Lawrence  
Kira Marie Lazore  
Kathaleen G. Lynch  
Paige McFarland  
Christen Mitchell  
Rayman Mohan  
Suzanne Nolin  
Joyce Perry-Arthur  
Elizabeth Pittman  
Miriam Ramirez  
Christy Rutherford  
Lidia Flor Sanchez  
Jocelyn Abdul Sherrad  
Ebony Rashon Stigall  
Allison Michelle Vest  
Danielle L. Wadsworth  
**Sales Directors/  
Directoras de Ventas**  
Vickie R. Adams\*  
Sharon Marie Alleman\*  
Alicia Anaya-Gonzales  
Donna Archibald  
Brittne Michelle Ash  
Tasha M. Bach  
Janell Marie Ball\*  
Leticia Bautista  
Aimee-Ann Benson  
Tracy S. Brown\*  
Lucia Carbajal  
Cheryl W. Carey\*  
Mae Florence Williams  
Amanda Lee Zehnder  
Lauren Elizabeth Cronin\*  
Beth B. English  
Domicilda Espinoza  
Bonnie Louise Ferrell\*  
Rachel Nicole Garcia  
Lana T. Gaydon  
Cindy Hurst\*  
Jennifer Katherine Immel  
Carmela J. Irwin  
Lois Jackson-Taylor\*  
Mauvline E. Johnson\*  
Terri L. Lord\*  
Dena Lukasik\*  
Samantha Ann Lyons  
Carol Marie May\*  
Robin E. McKenzie\*  
Tammy Jo Middlebrooks  
Laura Jane Morgan\*  
Amanda Renae Myers  
Amber Rae Needham  
Bonnie Newbold  
Arica Anne Ohloff  
Pat L. Osbourn  
Gloria S. Petry\*  
Denise R. Pettet\*  
Tammera Porter\*  
Sharon M. Pratt  
Tanya Denise Quinn  
Alberta Jean Reed\*  
Sylvia Diane Rennie  
Diane Reynolds  
Patricia Reynoso  
Kendall Allyson Rocca  
AnaCristina Sandoval  
Carla M. Santiago\*  
Peggy Schoenfeld  
Gina L. Shetzer\*  
Sandra P. Valencia\*  
Hannah Joy Vanderville  
Rosa Maria Ventura  
Heidy Villarreal-Soto\*  
Lin A. Viola\*  
Stephanie Vos\*  
Michelle West\*  
Judy Wimbs  
Jessica Youngker\*  
Astri Zambrano  
Brandi Zenzel\*

\*Denotes requalified driver/  
Denota conductora  
recalificada.

FIRST  
GOLD MEDAL/  
PRIMERA  
MEDALLA DE ORO

june/junio 2015

<b>New Team Members/Nuevas integrantes de equipo</b>	Maureen Fiudo, M. Richardson Unit.....	5	Cora Mercadante, M. Pope Unit.....	6	
Tasha Ammons, B. Piland Unit.....	10	Amber Garner, L. Plyler Unit.....	5	Gina Ortega, M. Hager Unit.....	7
LaTonya Anderson, D. Davis-Armstead Unit.....	6	Chris Gentry, K. Rubin Unit.....	8	Zhazgul Pirmatova, D. Sheehan Unit.....	6
Rosa Avellaneda, J. Velastegui Unit.....	5	Lauren Gentry, J. Huston Unit.....	6	Jessica Quesada, C. Perez Unit.....	6
Amanda Baldassario, L. Hull Unit.....	6	Vanessa Gomez, M. Spencer Estrada Unit.....	5	Christine Rader, D. Auger Unit.....	6
Aiisa Blacketer, M. Rossback-Bates Unit.....	5	Gladys Guevara, A. Rodriguez Unit.....	10	Miriam Ramirez, L. Herrera Unit.....	5
Sales Director Amanda Branch.....	6	Janet Guy, T. Dees Unit.....	10	Sales Director Suyapa Reyes.....	5
Amy Brines, A. Hunt Unit.....	5	Jennifer Henrich, C. Irwin Unit.....	7	Yvette Sampson, S. Kalicak Unit.....	6
Kelly Carlie, C. Richards Unit.....	5	Melissa Hinson, C. Young Unit.....	6	Jocelyn Sherrad, C. Worrell Unit.....	5
Teresa Casablanca, E. Lugo Unit.....	10	Stephanie James, M. Balboa Unit.....	7	Danielle Smith, S. Jones Unit.....	5
Traci Cunningham, K. Manship Unit.....	5	Christina Jarvis, S. Drzymalski Unit.....	6	Autumn Souza, T. Brown Unit.....	5
Dawn Dowell, M. Haynes Unit.....	7	Jemicia Killebrew, S. Ervin Unit.....	5	Marci Stamey, C. Hill Unit.....	5
Joan Dugan, A. Locke Unit.....	10	Teresa Lautrup, M. Hager Unit.....	7	Jennifer Stanley, N. Huckabee-Stanley Unit.....	6
Tina Edwards, A. Potter Unit.....	5	Rosa Leiva, K. Muniz Unit.....	9	Rachel Watson, C. Weber Unit.....	5
Dawn Eisenhauer, P. Shaw Unit.....	6	Margie Lingren, T. Swenson Unit.....	5	Jade Weaver, T. Brockman Unit.....	5
Sheryl Emmett, C. Knight Unit.....	6	Ashley Mack, C. Burling Unit.....	6	Sales Director Cherie Weber.....	7
Liza Faith, B. Kaps Unit.....	5	Kara Marsman, M. Balboa Unit.....	5	Maria Wells, H. Negron Unit.....	9
Bola Fashola, S. Soile Unit.....	6	Chelsea Medearis, C. DeBruin Unit.....	6		

For complete qualifications, rules and regulations regarding the awards and achievements on pages 12 – 29, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 12 – 29, ve a *Mary Kay InTouch*®.

\*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. DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

13% CLUB/  
CLUB DEL 13%

june/junio 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Pearl** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during June./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Perla** que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en junio.

Sales Director Susan Moore.....\$3,426	Sales Director Ingra Williams.....2,499	Laura Hogan Carmichael, A. Locke Unit.....2,238	Sales Director Shukurat Soile.....2,047
Sales Director Olu Biodun Banjoko.....3,206	Sales Director Amy Kemp.....2,435	Sales Director Jennifer Markett.....2,233	Sales Director Stacey Ceyayndra Curry.....2,025
Sales Director Shauna Lynn Abbotts.....2,717	Sales Director Adeleke Yusuf.....2,357	Sales Director Rachel Annette Bond.....2,154	Raiyman Mohan, R. Griman Unit.....2,019
Sales Director Cristina Ann Hernandez.....2,611	Sales Director Gwen L. Krohn.....2,346	Sales Director Tracy Williams Jones.....2,150	Sales Director Jeanie K. Navrkal.....1,973
Sales Director Remona Griman.....2,566	Sales Director Vicki Piccirilli.....2,319	Sales Director Reina Murcia.....2,113	
Christen Mitchell, A. Locke Unit.....2,510	Sales Director Rachael M. Bullock.....2,307	Rachel Elizabeth Oliver, J. Olson Unit.....2,112	
Sales Director Jordan Twilley.....2,506	Sales Director Stacey Craft.....2,296	Sales Director Alba Rodriguez.....2,094	

ACHIEVEMENT CIRCLE/  
CÍRCULO DE LOGROS

june/junio 2015

Ranking of the top 100 Independent Sales Directors in the **Pearl** area based on their June 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Perla** según su producción de unidad estimada al menudeo de junio de 2015.

Stacey Craft.....\$203,873	Lindsay Hull.....82,154	Kay Rubin.....64,738	Tasha May Miller.....55,461
Laura Vernon Middleton.....168,630	Tina M. Dees.....81,463	Kathy Lee.....64,217	Tracy Williams Jones.....55,085
Angie C. Locke.....160,270	Maria Claxton-Taylor.....80,887	Cynthia Jeter Clements.....63,922	Melissa Gabriella Olsheski.....53,985
Nedra Ruby White.....158,284	Mary C. Zimmerman.....79,867	Melissa Nix Henderson.....63,823	Maureen Shipp.....53,776
Susan Moore.....152,390	Katherine Mirkes Ward.....79,721	Christina Lynn Frantz.....62,850	Stacy O. Ervin.....53,333
Cindy Machado-Flippen.....137,654	Amy Kemp.....79,019	Cari Newby.....62,501	Lucia Garcia.....52,883
Vicki Piccirilli.....136,282	Jeanie K. Navrkal.....78,504	Maria Isabel Martinez.....62,313	Cristina Ann Hernandez.....52,694
Nadine H. Huckabee-Stanley.....129,222	Marita W. Campbell.....77,898	Angela Irene Dingman.....61,225	Rachel Kristin Wahle.....52,668
Richelle V. Barnes.....124,783	April Christine Hutchinson.....76,644	Eleanor E. Gwyn-Jones.....61,105	Beth Lange.....52,658
Stephanie Lynn Coker.....124,510	Julianne Marie Olson.....76,179	Rachel Page Kellogg.....61,076	Laura Cassidy Prottzman.....52,567
Reina Murcia.....116,571	Andrea Kay Barts.....76,039	Rachel Annette Bond.....60,530	Janna Judkins.....52,275
Shauna Lynn Abbotts.....110,412	Shukurat Soile.....75,452	Sherree E. Koehler.....60,391	Kimberly Burhoop.....51,625
Sylvia Limon Martinez.....106,594	Anne Geertsen.....73,848	Jennifer Markett.....59,714	Shelley Money-Eldridge.....51,030
Christi G. Campbell.....103,351	Blythe Jolee Egbert.....72,653	Sandy Kay Gant.....59,257	Janice Baxter Hull.....50,997
Sara Ruth Pennella.....102,837	Alba Rodriguez.....72,047	Shokhsanam Usmanova.....59,132	Tracey D. Koch.....50,807
Brittany Marie Kaps.....100,703	Kijuana R. McKinnie.....71,974	Rebecca Anne Frey.....58,708	Penny J. Jackson.....50,780
Rachael M. Bullock.....99,066	Beverley M. Brown.....71,556	Olu Biodun Banjoko.....58,663	Angel B. Toler.....50,619
Patti Cornell.....98,318	Terri Lewis.....71,404	Mychelle Kirsten Kelloff.....58,583	Stephanie Lakisha Drzymalski.....50,570
Laurie Travis Plyler.....92,729	Pauline White.....68,956	Jennifer Pell.....58,420	Tammy D. Niehaus.....50,260
Keita Powell.....90,080	Angela P. LaFrance.....68,617	Mary Stuart Smith.....58,208	Catherine A. Latoski.....50,133
Jordan Twilley.....87,167	Tamarie M. Bradford.....67,966	Laurie C. Cole.....57,845	Sharon Dorsey.....50,125
Joy D. Bailey-Gress.....85,924	Shari L. Dworkin-Smith.....67,407	Gayle T. Shoffner.....56,418	Jane Y. Davis.....49,808
Remona Griman.....83,992	Kristen Dispenza.....66,769	Epsie J. Elmer.....56,128	Jean A. Wilson.....49,803
Jen Yvonne Huston.....83,530	Ashley S. Orr.....66,383	Jennifer Jackson.....55,938	Maria Price.....49,582
Silvia G. Saldana.....82,165	Belle L. Martin.....65,651	Susie Moore.....55,545	Shari M. Kirschner.....49,554

COMMISSION CIRCLE/  
CÍRCULO DE COMISIONES

june/junio 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Pearl** area in June 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Perla** en junio de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

<b>Stacey Craft</b> .....\$25,356	<b>Marita W. Campbell</b> .....13,053	<b>Terri Lewis</b> .....10,239	<b>Epsie J. Elmer</b> .....9,066
<b>Angie C. Locke</b> .....23,604	<b>Sylvia Limon Martinez</b> .....13,051	<b>Rachel Page Kellogg</b> .....10,218	<b>Tammy D. Niehaus</b> .....8,985
<b>Susan Moore</b> .....21,003	<b>Sara Ruth Pennella</b> .....12,870	Julianne Marie Olson.....10,198	<b>Mychelle Kirsten Kelloff</b> .....8,870
<b>Laura Vernon Middleton</b> .....20,325	<b>Jen Yvonne Huston</b> .....12,868	<b>Andrea Kay Barts</b> .....10,196	<b>Eleanor E. Gwyn-Jones</b> .....8,861
<b>Vicki Piccirilli</b> .....18,877	Maria Claxton-Taylor.....12,648	<b>Kay Rubin</b> .....10,154	<b>Stacy O. Ervin</b> .....8,817
<b>Cindy Machado-Flippen</b> .....18,499	<b>Rachel Annette Bond</b> .....12,615	<b>Cristina Ann Hernandez</b> .....10,114	<b>Kristen M. Christen</b> .....8,805
<b>Nedra Ruby White</b> .....18,453	<b>Anne Geertsen</b> .....12,356	<b>Jennifer Markett</b> .....9,964	<b>Shari L. Dworkin-Smith</b> .....8,777
<b>Shauna Lynn Abbotts</b> .....18,112	<b>Blythe Jolee Egbert</b> .....12,337	<b>Belle L. Martin</b> .....9,956	<b>Gayle T. Shoffner</b> .....8,769
<b>Reina Murcia</b> .....17,244	<b>Joy D. Bailey-Gress</b> .....12,056	<b>Angel B. Toler</b> .....9,823	<b>Ashley S. Orr</b> .....8,674
<b>Stephanie Lynn Coker</b> .....16,585	<b>Kristen Dispenza</b> .....11,806	<b>Christina Lynn Frantz</b> .....9,756	<b>Shanna H. Jones</b> .....8,663
<b>Laurie Travis Plyler</b> .....16,376	<b>Alba Rodriguez</b> .....11,778	<b>Rita Schaefer</b> .....9,627	<b>Courtney Ham Young</b> .....8,607
<b>Patti Cornell</b> .....15,910	<b>Katherine Mirkes Ward</b> .....11,672	Nadine Bowers.....9,587	<b>Amy Kitrell</b> .....8,588
<b>Rachael M. Bullock</b> .....15,500	<b>Tamarie M. Bradford</b> .....11,604	<b>Maria Isabel Martinez</b> .....9,530	<b>Deb Altenburger</b> .....8,545
<b>Nadine H. Huckabee-Stanley</b> .....15,362	<b>Olu Biodun Banjoko</b> .....11,439	<b>Kijuana R. McKinnie</b> .....9,508	<b>Kristi Sue O'Rourke</b> .....8,476
<b>Jeanie K. Navrkal</b> .....15,277	<b>Shelley Money-Eldridge</b> .....11,375	<b>Michele Salisbury Rankin</b> .....9,462	Penny J. Jackson.....8,445
<b>Amy Kemp</b> .....15,075	<b>Tina M. Dees</b> .....11,212	<b>Diane M. Detesco</b> .....9,460	<b>Sandra M. Munguia</b> .....8,294
<b>Richelle V. Barnes</b> .....14,753	<b>Sherree E. Koehler</b> .....11,104	<b>Rebecca Anne Frey</b> .....9,440	<b>Ruthie Bresette</b> .....8,287
<b>Jordan Twilley</b> .....14,461	<b>Shukurat Soile</b> .....11,091	<b>Shokhsanam Usmanova</b> .....9,434	Tommi Pleasure.....8,229
<b>Remona Griman</b> .....14,413	<b>Breanne Sufirin</b> .....11,073	<b>Sally Moreno</b> .....9,405	<b>Stephanie Lakisha Drzymalski</b> .....8,208
<b>Sandy Kay Gant</b> .....14,262	<b>Tracy Williams Jones</b> .....11,050	<b>Angela P. LaFrance</b> .....9,400	<b>Tasha May Miller</b> .....8,190
Silvia G. Saldana.....13,605	<b>April Christine Hutchinson</b> .....10,932	<b>Maureen Shipp</b> .....9,344	<b>Melissa Gabriella Olsheski</b> .....8,182
Brittany Marie Kaps.....13,604	Cynthia Jeter Clements.....10,689	<b>Pauline White</b> .....9,270	<b>Kathy Lee</b> .....8,159
<b>Keita Powell</b> .....13,419	<b>Lindsay Hull</b> .....10,637	<b>Amy Stokes</b> .....9,177	Judi Tapella.....8,147
<b>Christi G. Campbell</b> .....13,267	<b>Mary C. Zimmerman</b> .....10,465	<b>Melissa Nix Henderson</b> .....9,110	<b>Angela Irene Dingman</b> .....8,137
<b>Beverley M. Brown</b> .....13,135	<b>Jennifer Jackson</b> .....10,405	<b>Cari Newby</b> .....9,079	<b>Tracey D. Koch</b> .....8,132

# diamond/diamante

Congratulations to the winners/Felicidades a las ganadoras

## NEW DEBUTS/ DEBUTES

april/abril 2015



**Renee Lynne Maier**  
Dane, Wis.  
L. Rada Unit

**Not pictured/Sin foto:** *Angelia Marie Beasley*, Avondale, La., D. Boudreaux Unit; *Ashley Michelle Boehlen*, North Fond Du Lac, Wis., N. Bartell Unit; *Elisabeth Brannon*, Cedar Lake, Ind., E. Elliott Unit; *Nechama Briller*, Lakewood, N.J., F. Sommer Unit; *Samantha Jo Brooker*, Appleton, Wis., A. Kasten Unit; *Cherie Shantell Brownlee*, Olive Branch, Miss., M. King Unit; *Caroline Dockery*, Cleveland, Ga., T. Patterson Unit; *Heather Chrisshawn Fall*, Denver, S. Carlson Unit; *Martha Fonseca*, Miami, Y. Guerra Unit; *Elizabeth Gil*, Springfield, Mass., E. Bermeo Unit; *Amarilis Gonzalez*, Hollywood, Fla., J. Prendes Unit; *Felicia Roberts Heaton*, Gainesville, Ga., K. Cantrell Unit; *Remedios Hernandez*, Anaheim, Calif., P. Sandoval Unit; *Mercedes Ivonnet*, Miami, Y. Pupo Unit; *Beth C. Kubinec*, Lancaster, Pa., E. Romano Unit; *Yolanda Lopez*, Miami, N. Dominguez Unit; *Britt Kelly Lydem*, Hope Mills, N.C., H. Griffith Unit; *Elizabeth Nancy Marciello*, Marlborough, Mass., M. Santos Unit; *Patricia McDonald*, Wakefield, Mass., D. Mentiplay Unit; *Alba Luz Medrano*, Manassas, Va., R. Ventura Gomez Unit; *Kati Lee Mendyk*, Grand Island, Neb., A. Krafka Unit; *Bertha Rodriguez*, Miami, D. Polanco Unit; *Sandra Beatriz Rubio*, Silver Spring, Md., M. Ramirez Bravo Unit; *Treca A. Selkregg*, Vancouver, Wash., N. O'Hara Unit; *Maribel Taxiropoulos*, Brooklyn, N.Y., E. Bermeo Unit; *Blanca Rosa Torres*, Apopka, Fla., A. Alvarez Unit; *Katuska Torres*, Hialeah, Fla., S. Padilla Unit; *Marleny A. Torres*, Lawrenceville, Ga., S. Nunez Unit; *Griselda Marisol Velasquez*, Miami, Y. Pelier Unit.

## TRIPLE CROWN/ TRIPLE CORONA

june/junio 2014



**Margarita Almaguer**  
Needville, Texas  
L. Abadia Carranza  
Area



**Marguerite Kuete  
Teyap**  
Hagerstown, Md.  
E. Muna Area



**Not pictured/Sin foto:** *Susie MacKenzie*, Mandeville, La., L. Daigle Area.

## DEAN'S LIST/ LISTA DEL DECANO

june/junio 2014



**Marguerite Kuete  
Teyap**  
Hagerstown, Md.  
E. Muna Area  
Diamond Seminar

**Not pictured/Sin foto:** *Gwen Tinsley*, Norfolk, Va., Emerald Go Give Area, Emerald Seminar; *Jennifer M. Warfel*, Brookeville, Md., D. Pike Area, Pearl Seminar.

## HONORS SOCIETY/ SOCIEDAD DE HONOR

june/junio 2014



**Margarita Almaguer**  
Needville, Texas  
L. Abadia Carranza  
Area



**Amber Rae  
Campbell**  
Cedar Lake, Ind.  
Go Give Area

**Not pictured/Sin foto:** *Brianna Elise Joo*, Cincinnati, Diamond Go Give Area; *Susie MacKenzie*, Mandeville, La., L. Daigle Area; *Megan E. Santos*, Saco, Maine, D. Mentiplay Area.

## FABULOUS 50s/ FABULOSOS 50

december/diciembre 2014



**Diana Figueroa**  
Homestead, Fla.  
D. Polanco Area



**Patti Morgan**  
Milan, Pa.  
Diamond Go Give Area

**Not pictured/Sin foto:** *Maria Fernandez*, Gainesville, Ga., K. Sharpe Area; *Funmi Elizabeth Otusajo*, Randallstown, Md., Diamond Go Give Area; *Berenice Sanchez*, Roseville, Calif., Diamond Go Give Area; *Nike A. Schwarz*, Roanoke, Va., E. Muna Area.

## ON THE MOVE/ EN ACCIÓN

april/abril 2015

Angella Marie Beasley  
Caroline Dockery

Renee Lynne Maier  
Elizabeth Nancy Marciello

Patricia McDonald

Maribel Taxiarchopoulos

Blanca Rosa Torres

Elizabeth Zafra Gil

## NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

june/junio 2015

Sharon P. Adamson  
Kudirat Adeleke  
Carla L. Agnos  
Damilola H. Akinsola  
Ursula Albury  
Terry L. Alexander  
Crispina Arellano  
Deysi J. Arriaza  
Maria D. Arroyo  
Doris Balbuena  
Whitney Bateman  
Inalvis Bernal  
Meagan Bjornstad  
Tracey M. Bloom-Chaney  
Beth Boggs  
Sandra E. Bonilla Diaz  
Elena Brito Aleman  
Leticia Caceres  
Maritza Cardenas

Ma.delourdes Castillo  
Enely E. Cesar  
Brittany A. Chojnacki  
Diana M. Clark Cox  
Romina Conejo  
Lidia Cuzco  
Jennifer S. Czuczajko  
Xiomara De Los Santos  
Juana M. Del Cid  
Regina R. Dial  
Coradean Dugan  
Sarah J. Dulaney  
Ashley Dunn  
Maria V. Escobar  
Eunice Eze  
Amy N. Farrara  
Yadira L. Figueroa  
Bethany H. Ford  
Maria Francisco

Maximiliano Garcia  
Amber Giver  
Ana Gomez  
Elizabeth Guerra  
Yerlen Guzman  
Nikki A. Hague  
Samantha N. Hahn  
Karen L. Hardy  
Maria M. Hernandez  
Rosaida Hernandez  
Angela E. Herrera  
Sharena L. Hicks  
Donna E. James  
Dainerys Jimenez  
Carolina Jimenez Mendes  
Jamie L. Jones  
Latreasa P. Jones  
Dana J. Kennedy  
Mary Kilroy

Yanira Larin  
Remington A. Lee  
Lorraine Li  
Tara Lovitz  
Natasha Manley  
Lymaris Mantilla  
Sandra Martinez  
Lucia Medrano de Lopez  
Adriana Mongelli  
Ana M. Montoya  
Myra J. Mulholland  
Catalina Muro  
Maria Esther Orozco  
Laura I. Paniagua  
Danielle Patterson  
Vita J. Peabody  
Dulce Perez  
Darlene M. Perkins

Brianna L. Perry  
Tricia Perry  
Rosa A. Pierrottet  
Jessica Pizarro  
Rebeca B. Pruzan  
Stephannie Ramirez  
Brittany E. Rayan  
Cecilia Rivera  
Yudy J. Rodriguez  
Liz M. Roemer  
Brenda F. Romero  
Cindi M. Rose  
Maria E. Rubio  
Tara M. Rush  
Linda Saldana  
Aida Sanchez  
Maria E. Sanchez  
Amanda Schmitz  
Jessica F. Seifert

Mara Sierra  
Stephanie Sosebee  
Kayla Spata  
Brittany M. Stoll  
Autumn Swiney  
Ernestine H. Taylor  
Jeny Trenhs  
Agustina Valdovinos  
Carlina M. Velasquez  
Marina Ventura  
Monica Verdiguell  
Maria D. Villa  
Grace M. Waters  
Leticia Watkins  
Lindsay D. Woodis  
Rubha Yagnik  
Maria Zavala

## GRAND ACHIEVERS/GRAN GANADORAS

june qualifiers/  
calificadas en junio 2015

### Consultants/ Consultoras

Nelis Amaya  
Jill Archer  
Heather Bartels  
Elsa Cristina Benitez  
Christy Bingle  
Maria Carolina Bohorquez  
Susan W. Brooks-Morris  
Kelly Lynn Bushu  
Mariadelsocorro Fernandez  
Olga Hernandez  
Susel D. Iparraguirre  
Carla Jacinto  
Maria F. Limon  
Monica Lopez  
Molly Kate MacKenzie  
Lissette Mejia  
Barbara J. Nielson  
Gregoria Ochoa  
Maria Padilla  
Nancy Wenzel Patterson  
Dinora Pena

Yolanda Perez  
Claudia Yohanna Ramirez  
Nelida Ramirez  
Tavita Ramirez  
Kenia Rios  
Maria Guadalupe Sanchez  
Maria N. Silva-Hernandez  
Ann M. Staley  
Nadia Erika Torres  
Patti Turner\*  
Maria Velasquez

### Sales Directors/ Directoras de Ventas

Maria L. Aguilar Navarrete\*  
Georgia J. Atwell\*  
Maria Banuelos  
Valerie T. Beatty\*  
Pamela Blanchard\*  
Lucy Bond  
Maria de la luz Campos  
Ana Daisy Castellon\*  
America Castillo\*

Deb E. Cerenzia  
Lynda C. Chandler  
Sonia Cordova\*  
Leidin Y. Cubillas  
Francisca M. De Franco\*  
Karen D. Dorsey  
Rosa Dutan  
Margaret A. Easter  
Betsi B. Esposito\*  
Leslie Jean Fabris\*  
Marie E. Felis\*  
Mary Pat Ferrio\*  
Erika Fonseca  
Martha Fonseca  
Iliana Fuentes  
Ana Gloria Garcia  
Angelina Garcia  
Irma Garcia Mendez  
Maylin S. Garcia Ventura  
Charis L. Goelzer  
Zarabeth Golden Quinn  
Olivia Gonzalez\*

Claudia Sorayda Granados  
Jody L. Grizzel-West  
Irma V. Guajardo  
Caitlin Anne Hanley  
Yency B. Hernandez Herrera  
Diane E. Hicks\*  
Caren Higdon  
Julie K. Huneke\*  
Linda M. Jabara\*  
LaNissir W. James  
Antonia Jimenez  
Tracy Lynn Kabara\*  
Vanessa P. Keeler\*  
Roslyn V. Kelley\*  
Margrette J. Lamkin\*  
Maria Landaverde\*  
Ashley Christine Langer  
Connie Lara\*  
Gregoria V. Lopez  
Becky Lyons\*  
Janet Markelz  
Yolanda Mateus\*

Kristi Ann McAllister  
Carrie Ann McHargue\*  
Greysi Carolina Mendoza  
Kati Lee Mendyk  
Jennifer K. Miller\*  
Kristi L. Mimbela\*  
Wilma Miranda  
Silvia C. Montes\*  
Barbara M. Muench  
Lynn Neal  
Vivian Z. Neeley  
Edna L. Ostafinski\*  
Eileen Marie Pankake\*  
Zoe Hall Patterson\*  
Lisa Peine  
Ann Piscitello  
Jennifer Mae Pitzer  
Kayla Leland Prigid  
Luz Arminda Reyes  
Lauren Eliise Richards  
Maricela Rodriguez\*  
Rebecca Lynn Rogers\*

Sandra Yamileth Rubio  
Maria Fernanda Sagal  
Berenice Sanchez  
Yessenia Santos  
Shari Schlapman  
Mary Lou Schlehuber  
Glenna Soenneker\*  
Paula M. Sonsalla Bisek\*  
Dixie Ann Taylor  
Carole G. Telly\*  
Blanca Rosa Torres  
Ana Luisa Vargas  
Maria De Jesus Vargas  
Claudia Vasquez  
Mary Helen Wheeler\*  
Allison G. Williams\*  
Patricia Winn\*  
Marie A. Zinck

\*Denotes requalified driver./  
Denota conductora  
recalificada.

## FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

june/junio 2015

### New Team Members/Nuevas integrantes de equipo

Kudirat Adeleke, T. Odeyale Unit .....6  
Damilola Akinsola, E. Muna Unit .....11  
Ursula Albury, K. Sharpe Unit .....11  
Jennifer Althouse, A. Townsend Unit .....6  
Deysi Arriaza, Y. Tirado Unit .....10  
Maria Arroyo, M. Aguilar Navarrete Unit .....5  
Doris Balbuena, S. Bonilla Unit .....9  
Angelina Bedolla, K. Bedolla Unit .....7  
Inalvis Bernal, M. Capote Unit .....9  
Jenee Bishop, R. Clark Unit .....5  
Kamila Blank, B. Davis Unit .....5  
Sandra Bonilla Diaz, M. Garcia Ventura Unit .....9  
Mallory Boor, A. Frick Unit .....5  
Elena Brito Aleman, A. Ponce Unit .....7  
Cherie Buijk, S. McCoy Unit .....5  
Enely Cesar, Y. Pupo Unit .....5

Romina Conejo, Y. Sanchez Unit .....9  
Sara Czepczynski, A. Wheeler Unit .....5  
Juana Del Cid, E. Valdez-Cruz Unit .....7  
Bethany Ford, M. Imbach Unit .....5  
Yerlen Guzman, B. Ramirez Unit .....8  
Nikki Hague, L. Bradford Unit .....7  
Angela Herrera, A. Sanchez Unit .....5  
Jamie Jones, A. Krafka Unit .....5  
Elsy Lanza, M. Pineda Unit .....7  
Yanira Larin, A. Sanchez Unit .....5  
Tara Lovitz, J. Anderson Unit .....8  
Ana Mendez, M. Lopez Unit .....8  
Lorena Nava Figueroa, K. Belin Unit .....8  
Agnes Nylander, H. Chea Unit .....5  
Leticia Ortiz, C. Morgan Unit .....5  
Laura Paniagua, A. Ponce Unit .....10  
Araceli Panol, C. Rua-Mendez Unit .....5

Vita Peabody, R. Logan Unit .....5  
Natasha Pelton, H. Brunner Unit .....7  
Dulce Perez, J. Mendoza Unit .....5  
Cecilia Rivera, E. Vijiil Unit .....5  
Yudy Rodriguez, Y. Sanchez Unit .....5  
Liz Roemer, K. Koenecke Unit .....5  
Doni Rogers, K. Lentz Unit .....5  
Linda Saldana, N. Jimenez Unit .....5  
Aida Sanchez, M. Lopez Unit .....10  
Maria Sanchez, B. Ramirez Unit .....5  
Nidia Sanchez, Y. Marrero Unit .....6  
Amanda Schmitz, K. Johnson Unit .....5  
Kelly Straub, S. McCoy Unit .....8  
Carlina Velasquez, M. Koo Unit .....5  
Leticia Watkins, P. Sparks Unit .....5  
Lindsay Woodis, A. Krafka Unit .....5  
Dea Xhama, Z. Golden Quinn Unit .....5

For complete qualifications, rules and regulations regarding the awards and achievements on pages 12 – 29, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 12 – 29, ve a *Mary Kay InTouch*®.

\*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. DENTRO DEL CONTENIDO DE LA REVISTA *APLAUSOS*®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO *DO-NOT-CALL LAWS* Y *SPAM LAWS*. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO *MARY KAY INTOUCH*® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

# diamond/diamante

## 13% CLUB/ CLUB DEL 13%

june/junio 2015

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 \$225 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 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en junio.

Sales Director Chaya Suri Klein ..... \$4,830	Sales Director Bisola Gbadamosi ..... 2,624	Sales Director Christine Wittmann ..... 2,100	Sales Director Karia Rae Plantan ..... 1,795
Sales Director Helen G. Fellows ..... 4,171	Sales Director Melissa Gulotta ..... 2,502	Sales Director Kimberly Mallory Trimberger ..... 2,095	Jill Archer, M. Kinser Unit ..... 1,793
Sales Director Nancy Polish Dove ..... 3,757	Sales Director Stephanie Ann Showers ..... 2,367	Sales Director Luisa Urena Mora ..... 2,032	Sales Director Nicki R. Hill ..... 1,773
Sales Director Amanda Brooke Hudgins ..... 3,555	Sales Director Shelly Palen ..... 2,336	Sales Director Jolinn Andriese ..... 1,959	Sales Director Beth Brinkley ..... 1,767
Sales Director Jessie Vredevelt Schultz ..... 3,175	Sales Director Sue M. Fischer ..... 2,283	Sales Director Angeline Nchako Njamfa ..... 1,885	
Sales Director Heather M. Julson ..... 3,013	Sales Director Elva Jordan ..... 2,121	Sales Director Julie Danskin ..... 1,849	
Sales Director Heidi Lillian Lurvey ..... 2,763	Sales Director Rosie V. Ventura Gomez ..... 2,105	Sales Director Lisa Rada ..... 1,809	

## ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

june/junio 2015

Ranking of the top 100 Independent Sales Directors in the **Diamond** area based on their June 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Diamante** según su producción de unidad estimada al menudeo de junio de 2015.

Jessie Vredevelt Schultz ..... \$126,204	Amanda Brooke Hudgins ..... 81,826	Deborah Dudas ..... 62,302	Kari Alice Johnson ..... 56,674
Mary Kathryn King ..... 125,230	Dayna L. Lemke ..... 80,493	Patricia Carr ..... 62,285	Suzanne T. Young ..... 56,311
Mileta K. Kinser ..... 122,322	Carol Lee Johnson ..... 79,608	Shelly Palen ..... 62,198	Rochelle Collins ..... 56,227
Marsha Morrisette ..... 122,017	Beth Brinkley ..... 78,422	Sue M. Fischer ..... 62,035	Jan Deardorff ..... 55,773
Nicki R. Hill ..... 113,732	Nicole Smith Shelton ..... 78,056	Chatney Gelfius ..... 62,026	Rosanne Clark ..... 55,188
Susan M. McCoy ..... 113,459	Chaya Suri Klein ..... 75,934	Cheryl A. Riead ..... 61,629	Linda A. Wiseman-Jones ..... 55,165
Sharon B. Carney-Wright ..... 110,664	Maira Lopez ..... 75,304	Alicia Borkowska ..... 61,146	Sherry L. Belisle ..... 55,043
Elizabeth Fernandez ..... 103,874	Petie L. Huffman ..... 73,939	Jani Macias ..... 60,652	Lisa M. Boulton ..... 54,876
Pamela J. Sparks ..... 103,420	Kristen C. Spiker ..... 73,523	Kathy M. Viola ..... 60,639	Evitelia Valdez-Cruz ..... 54,801
Tawnya Krempges ..... 100,241	Mariann Biase Mason ..... 71,234	Bianny Fabiola Ramirez ..... 60,599	Chris Landaker ..... 53,962
Yosaira Sanchez ..... 100,210	Stephanie Audino ..... 70,549	Maria Siguenza ..... 60,544	Susan Keele Finley ..... 53,872
Nancy Polish Dove ..... 97,630	Heather M. Julson ..... 67,774	Cecilia Rua-Mendez ..... 59,717	Melissa Sue Imbach ..... 53,642
Helen G. Fellows ..... 96,689	LaChelle M. Seleski ..... 67,366	Julie A. Griffin ..... 59,146	Denise M. Guthrie ..... 53,524
Mariana Moreno ..... 96,391	Joy H. Rentz ..... 67,294	Jolinn Andriese ..... 58,758	Bisola Gbadamosi ..... 53,192
Donna K. Smith ..... 93,596	Stephanie Ann Showers ..... 67,004	Nancy J. Osborn ..... 58,639	Nancy Fox Castro ..... 53,047
Menina M. Givens ..... 91,943	Melissa Gulotta ..... 66,968	Lisa A. Stengel ..... 58,284	Indhira Jimenez ..... 52,977
JoAnn Marie Calvin ..... 90,038	Elva Jordan ..... 66,888	Cindy W. Hennings ..... 58,279	Jenny Siemonsma ..... 52,676
Araceli Ponce ..... 88,298	Melissa R. Hennings ..... 66,162	Kimberly Mallory Trimberger ..... 57,764	Julie Danskin ..... 52,669
Kim A. Messmer ..... 86,927	Jessica Marie Anderson ..... 66,026	Rose Rodriguez-Capone ..... 57,629	Stephanie Brooke Heusman ..... 52,412
Gerri Anne Morris ..... 86,820	Lisa Rada ..... 65,944	Jacquelyn Dykstra ..... 57,511	Greta Leigh Carver ..... 52,102
Heidi Lillian Lurvey ..... 86,712	Linda T. Cartiglia ..... 65,657	Cheri Pearce ..... 57,469	Kerry J. DeVilbiss ..... 51,689
Julie Neal ..... 86,253	Katherine DeSantis ..... 65,597	Rebecca Manning ..... 57,318	Darcey M. Combs ..... 51,310
Annaka Krafka ..... 84,629	Mary Strauss ..... 63,869	Heidi Kenealy ..... 57,288	Karla Rae Plantan ..... 51,299
Emily Sims ..... 83,787	Jil Johnson ..... 63,272	April Sheffield Weeks ..... 57,238	Lesley A. Bodine-Phillips ..... 51,298
Soledad Herrera ..... 83,295	Priscilla McPheeters ..... 63,212	Jessica Francis ..... 56,765	Brenda L. Haag ..... 51,266

## COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

june/junio 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Diamond** area in June 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Diamante** en junio de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

Yosaira Sanchez ..... \$18,902	<b>Soledad Herrera</b> ..... 12,594	<b>Rosie V. Ventura Gomez</b> ..... 10,355	<b>Greta Leigh Carver</b> ..... 9,123
<b>Nancy Polish Dove</b> ..... 18,589	<b>Gerri Anne Morris</b> ..... 12,447	<b>Luisa Urena Mora</b> ..... 10,260	<b>Veronica M. Rosas</b> ..... 9,017
<b>Jessie Vredevelt Schultz</b> ..... 17,944	<b>Julie Neal</b> ..... 12,030	<b>Julie Danskin</b> ..... 10,255	<b>Lisa Peterson</b> ..... 8,969
<b>Mary Kathryn King</b> ..... 17,906	<b>Cheryl A. Riead</b> ..... 12,000	<b>Sandy Griffith</b> ..... 10,208	<b>Chatney Gelfius</b> ..... 8,948
<b>Nicki R. Hill</b> ..... 16,056	<b>Jani Macias</b> ..... 11,988	<b>Carol Lee Johnson</b> ..... 10,177	<b>Allison Wheeler</b> ..... 8,942
<b>Helen G. Fellows</b> ..... 15,954	<b>Kari Alice Johnson</b> ..... 11,727	<b>Karla Rae Plantan</b> ..... 10,092	<b>Mary Beth Pfeifer</b> ..... 8,934
<b>Amanda Brooke Hudgins</b> ..... 15,928	<b>Nicole Smith Shelton</b> ..... 11,625	<b>Nancy J. Osborn</b> ..... 10,088	<b>Jil Johnson</b> ..... 8,922
<b>Mileta K. Kinser</b> ..... 15,764	<b>Elva Jordan</b> ..... 11,584	<b>Melissa R. Hennings</b> ..... 10,067	<b>Jan Deardorff</b> ..... 8,909
<b>Marsha Morrisette</b> ..... 15,570	Bianny Fabiola Ramirez ..... 11,416	<b>Evitelia Valdez-Cruz</b> ..... 10,064	<b>Kathy M. Viola</b> ..... 8,892
<b>Susan M. McCoy</b> ..... 14,780	<b>JoAnn Marie Calvin</b> ..... 11,398	<b>Stephanie Audino</b> ..... 10,048	<b>Sheryl Peterson</b> ..... 8,880
<b>Tawnya Krempges</b> ..... 14,316	<b>LaChelle M. Seleski</b> ..... 11,349	<b>Omosolape O. Akinyoyenu</b> ..... 10,045	<b>Delmi Cristina Santos</b> ..... 8,858
<b>Sharon B. Carney-Wright</b> ..... 14,158	<b>Sue M. Fischer</b> ..... 11,242	<b>Kristen C. Spiker</b> ..... 10,040	<b>Heidi Kenealy</b> ..... 8,768
<b>Chaya Suri Klein</b> ..... 13,916	<b>Kimberly Mallory Trimberger</b> ..... 11,229	<b>Nancy Fox Castro</b> ..... 10,030	<b>Jacquelyn Dykstra</b> ..... 8,733
<b>Kim A. Messmer</b> ..... 13,851	<b>Stephanie Ann Showers</b> ..... 11,223	<b>Joy H. Rentz</b> ..... 10,006	<b>April Sheffield Weeks</b> ..... 8,727
<b>Heidi Lillian Lurvey</b> ..... 13,846	<b>Beth Brinkley</b> ..... 11,160	<b>Rochelle Collins</b> ..... 9,971	<b>Lori M. Langan</b> ..... 8,692
<b>Annaka Krafka</b> ..... 13,404	<b>Melissa Gulotta</b> ..... 11,097	<b>Denise M. Guthrie</b> ..... 9,914	<b>Sally K. Anderson</b> ..... 8,678
<b>Pamela J. Sparks</b> ..... 13,370	<b>Mariana Moreno</b> ..... 10,923	Priscilla McPheeters ..... 9,873	<b>Chris Landaker</b> ..... 8,673
Donna K. Smith ..... 13,299	<b>Rose Rodriguez-Capone</b> ..... 10,846	<b>Julie A. Griffin</b> ..... 9,848	<b>Cindy W. Hennings</b> ..... 8,666
<b>Shelly Palen</b> ..... 13,223	<b>Bisola Gbadamosi</b> ..... 10,716	<b>Mary Strauss</b> ..... 9,747	<b>Barbara E. Roehrig</b> ..... 8,660
<b>Heather M. Julson</b> ..... 13,199	<b>Cecilia Rua-Mendez</b> ..... 10,713	<b>Enma Patricia Bermeo</b> ..... 9,634	<b>Darcey M. Combs</b> ..... 8,639
<b>Emily Sims</b> ..... 13,144	<b>Rosanne Clark</b> ..... 10,621	<b>Terri J. Beckstead</b> ..... 9,536	<b>Andrea Weston</b> ..... 8,609
Araceli Ponce ..... 13,137	<b>Maira Lopez</b> ..... 10,545	<b>Cheri Pearce</b> ..... 9,263	<b>Susan Keele Finley</b> ..... 8,560
<b>Elizabeth Fernandez</b> ..... 13,043	<b>Dayna L. Lemke</b> ..... 10,457	<b>Deborah Dudas</b> ..... 9,250	<b>Susan Hattem Weeks</b> ..... 8,552
<b>Menina M. Givens</b> ..... 12,995	<b>Jessica Marie Anderson</b> ..... 10,434	<b>Petie L. Huffman</b> ..... 9,239	<b>Linda A. Wiseman-Jones</b> ..... 8,542
<b>Lisa Rada</b> ..... 12,874	<b>Maria Siguenza</b> ..... 10,367	<b>Jolinn Andriese</b> ..... 9,205	<b>Lisa A. Stengel</b> ..... 8,539

# ruby/rubí

Congratulations to the winners/Felicidades a las ganadoras

## NEW DEBUTS/ DEBUTES

april/abril 2015



**Veronica Harrison**  
Jackson, Miss.  
T. Johnson Unit

**Katie Lira**  
Denton, Texas  
M. Harbord Unit

**Not pictured/Sin foto:** *Ashlee Michele Blanchard*, Burlington, N.C., S. Tripp-Black Unit; *Becky Callahan*, Pensacola Beach, Fla., K. DeBlander Brigham Unit; *Janice Cavolaski*, Lake Charles, La., J. Hyde Unit; *Shelly Jo Chambers*, Ferndale, Wash., C. Streubel Unit; *Rose L. Chase*, Austin, Texas, P. Amaro Unit; *Mindy Valerie Davis*, New Iberia, La., L. Prescott Unit; *Holly L. Gazarek*, North Baltimore, Ohio, B. Apple Unit; *Graciela Johnson*, Rock Hill, S.C., L. Holliday Unit; *Claudia Maldonado*, Hawaiian Garden, Calif., P. Cardenas Unit; *Heather Marie Matricciani*, White Hall, Md., S. Wallace Unit; *Alma D. Moreno Garcia*, Compton, Calif., G. Moreno Medrano Unit; *Monica O'Neill*, Algonquin, Ill., D. Bailye Unit; *Phyllis Pelzer*, Orangeburg, S.C., P. Cox Unit; *Tanya Teresa Rose*, Albuquerque, N.M., C. Romero Unit; *Kim Terese Schenk*, Edgewood, Wash., B. Snope Unit; *Stephanie Vogel*, Freeburg, Ill., S. Moeller Unit; *Krystal Williams*, Mesquite, Texas, S. Witherspoon Unit.

## TRIPLE CROWN/ TRIPLE CORONA

june/junio 2014



**Tiffany Joyelle Burnett**  
Cypress, Texas  
K. Copeland Area

**Christina Angela Roliz**  
Concord, Calif.  
T. Elvin Area



**Not pictured/Sin foto:** *RachelAnn Arnott*, Budd Lake, N.J., C. Gress Area; *Rachel Ann Kasprzyk*, Shelbyville, Tenn., M. Bartsch Area.

## DEAN'S LIST/ LISTA DEL DECANO

june/junio 2014



**Marguerite Kuete Teyap**  
Hagerstown, Md.  
E. Muna Area  
Diamond Seminar

**Not pictured/Sin foto:** *Gwen Tinsley*, Norfolk, Va., Emerald Go Give Area, Emerald Seminar; *Jennifer M. Warfel*, Brookeville, Md., D. Pike Area, Pearl Seminar.

## HONORS SOCIETY/ SOCIEDAD DE HONOR

june/junio 2014



**Tiffany Joyelle Burnett**  
Cypress, Texas  
K. Copeland Area

**Kasey Elizabeth Ingle**  
Granite Falls, N.C.  
S. Fortenberry Area

**Sarah Journey**  
Frisco, Texas  
K. DeBlander Area

**Christina Angela Roliz**  
Concord, Calif.  
T. Elvin Area

**Maricela Vasquez**  
Boulder, Colo.  
M. Monarrez Area

**Not pictured/Sin foto:** *RachelAnn Arnott*, Budd Lake, N.J., C. Gress Area; *Lisa Fox*, Roswell, N.M., Ruby Go Give Area; *Virginia Herrera*, Visalia, Calif., M. Flores Area; *Rachel Ann Kasprzyk*, Shelbyville, Tenn., M. Bartsch Area.

## FABULOUS 50s/ FABULOSOS 50

december/diciembre 2014

**Not pictured/Sin foto:** *Brianna Marie Andrews*, Yucaipa, Calif., Ruby Go Give Area; *GraceLynn DeLeon*, Franklin Park, N.J., C. Gress Area; *Jennifer Ball Edelson*, Ho Ho Kus, N.J., C. Gress Area; *Lizbeth Longoria*, Guymon, Okla., M. Monarrez Area.

## ON THE MOVE/ EN ACCIÓN

april/abril 2015

Ashlee Michele Blanchard  
Janice Cavolaski

Grace Johnson  
Katie Lira

Claudia Maldonado

Alma D. Moreno Garcia

Kim Terese Schenk

## NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

june/junio 2015

Sandra S. Adams  
Maria G. Alvarado  
Kim M. Ashbaugh  
Naoma Babbitt  
Merle Bejarano  
Andrea Benard  
Virginia A. Bonnici  
Tasha B. Boyette  
Jessica M. Brown  
Sarah Burd  
Tina A. Calderon  
Nicole J. Carter  
Hortencia Cerda

Guadalupe Chavez  
Anna M. Cheney  
Holly M. Clouthier  
Chrissy M. Coble  
Carrie E. Cochran  
Sindy Colindres  
Olivia Colvin  
Angela Concannon  
Angelica Davis  
Jennifer K. Davis  
Melody A. Frazier  
Amalia Galan  
Nina T. Goodwin

Monica A. Gutierrez  
Kimberly R. Jenkins  
Tammy R. Keener  
Keri-Ann Knight-Francis  
Audrey L. Koch  
Desiree Lawing  
Ebony W. Looney  
Ashley D. Mansker  
Wendy S. Marshall  
Gabriela Martinez  
Tracey McInnes  
Ginger L. Ory  
Amy C. Ottmers

Patricia M. Parker  
Teresa Perez  
Amanda K. Picken  
Julia R. Powers  
Dana B. Pressley  
Angelica Rivera Elizondo  
Lindy M. Rivera  
Maria G. Rodriguez  
Francisca Romano  
Ashley C. Runyan  
Porsha L. Sales  
Amanda R. Seibert  
Melinda M. Skytte

Louise C. Smith  
Rosy Solis  
Infinity Swaim  
Joan A. Taylor  
Patricia M. Thomas  
Theresa Thomas  
Jacey Toney  
Isabel T. Trujillo Moreno  
Kayla Williams

## GRAND ACHIEVERS/GRAN GANADORAS

june qualifiers/  
calificadas en junio 2015

### Consultants/ Consultoras

Nichole Suzanne Arzu  
LaRie Barfield  
Tameka Brown  
Yesenia D. Fuentes  
Emily Jean Hawk  
Carolyn G. Johnson\*  
Laura M. Johnson  
JoAnna T. Mayon  
Paula C. Mohamed-Cornwall  
Leslie Susan O'Brien  
Veronica Pina  
Jenifer Robison  
Kachina Rowell  
Lori Ann Sacco  
Kathy Schmittgens  
Molly Marie Semon  
Patricia Ann Smith  
Nanette Wagner  
Joy Alisha Wright

### Sales Directors/ Directoras de Ventas

Pamela Adams  
Catherine Algeria  
Linda R. Beaver\*  
Judy A. Boston\*  
Cheryl Bower  
Amanda Brown\*  
Sarah M. Burgess\*  
Latisha Carimbocas  
Janice Cavolaski  
Cheryl Carnahan Chambers  
Carina Chica\*  
Lisa N. Chovil  
Patricia Cohen  
Lorraine Davenport  
Paula DeLa Rosa  
Alma G. Dixon  
Elia Olivia Giner\*  
Sonia Gomez  
Vicky Gonzalez  
Susan Lin Grover

Joyce A. Gutierrez  
Shelly Harpenau  
Cathy Hayman\*  
Diane Lynn Henry\*  
Amber Hernandez\*  
Enevelia Hernandez\*  
Tiffany Elizabeth Hoelzel  
Sheila W. James  
Victoria Johnson\*  
Mary Ann Kaiser\*  
Monica Alana Land  
Laurie S. Landis\*  
Bridgett Lavigne  
Marlin Lizeth Lazo\*  
Beth A. Leet\*  
Jennifer Michelle Lund  
Porscha Shalana Lyons  
Liliana Elizabeth Madera\*  
Elba Mahoney  
Claudia Maldonado  
Isabel Maldonado  
Pamela M. Mann

Maria Mares\*  
Mandee C. Mays  
Patricia Elizabeth McCandlish\*  
Dotti McGuinness\*  
Brittany Mitchell  
Carla Robison Mitchell  
Angela Moore  
Valerie A. Mullin\*  
Ruby Marie Olivares  
Lisa Perry  
Tammy L. Pope\*  
Micah L. Putnam Trzesniewski\*  
Celia Quintero\*  
Alejandra Rivera  
Gladys Ivette Rodriguez\*  
Tiffani Palmer Rodriguez  
Tanya Teresa Rose  
Sharon Rucker  
Colleen R. Russell\*  
Brandy Saffle\*  
Lisa M. Sarullo\*  
Monica Lee Scaduto

Erin Leigh Seal  
Danelle Rae Sherman  
Cathy F. Sims  
Barbara Vaughn  
Cindy Vizcarra\*  
Stephanie Vogel  
Gloria C. Walker\*  
Karen Gayle Warzecha\*  
Teriegh A. Wilson  
Kristie Lynn Winchester\*  
Kim M. Witt\*  
Susan E. Zartman  
Bertha Zubia de Franco\*

\*Denotes requalified driver/Denota conductora recalificada.

## FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

june/junio 2015

### New Team Members/Nuevas integrantes de equipo

Kristin Algeria, C. Algeria Unit.....11  
Randi Angyal, T. Sneed Unit.....9  
Tameka Brown, S. Moses Unit.....5  
Tina Calderon, M. Manley Unit.....6  
Katherine Cid, K. Driggers Unit.....5  
Chrissy Coble, S. Tripp-Black Unit.....6  
Angelica Davis, T. Wilkes Unit.....5  
Trudy Davis, S. Wallace Unit.....5  
Jeannette Forlini, M. O'Neal Unit.....5

Nina Goodwin, O. Grant Unit.....5  
Kimberly Jenkins, C. Teems Unit.....5  
Keri-Ann Knight-Francis, J. Grandy Unit.....9  
Jennifer Lawson, J. Hodge Unit.....5  
Tracey McInnes, D. Knotts Unit.....5  
Luz Elena Mora, G. Guilliano Unit.....6  
Patricia Parker, S. Ferrante Unit.....9  
Elizabeth Prater, C. Fulcher Unit.....5  
Lori Sacco, E. Elder Unit.....9  
Lindsey Satterwhite, K. Gravitt Unit.....7

Rachel Testa, M. Turpin Unit.....10  
Patricia Thomas, T. Zaino Unit.....6  
Daphne Walters, B. Conley Unit.....7  
Kayla Williams, A. Heiny Unit.....5  
Jennifer Yopp, J. Sapp Unit.....6

For complete qualifications, rules and regulations regarding the awards and achievements on pages 12 – 29, go to *Mary Kay InTouch*®. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 12 – 29, ve a *Mary Kay InTouch*®.

\*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. DENTRO DEL CONTENIDO DE LA REVISTA APLAUSOS®, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO DO-NOT-CALL LAWS Y SPAM LAWS. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO MARY KAY INTOUCH® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

## 13% CLUB/ CLUB DEL 13%

June/junio 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Ruby** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during June./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Rubi** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en junio.

Sales Director Kali DeBlander Brigham.....	\$4,610	Sales Director Lorna Walker.....	1,947	Sales Director Sandee Popadich.....	1,820	Sales Director Julie Brindell Sapp.....	1,672
Sales Director Lisa Anne Harmon.....	3,022	Sales Director Ekene S. Okafor.....	1,928	Sales Director Jemma Holley Imwalle.....	1,817	Sales Director Annie Leigh Guest.....	1,618
Sales Director Karime Rosas.....	2,673	Sales Director Gloria Dominguez.....	1,876	Sales Director Karen Paluga-Larson.....	1,808	Sales Director Lacy Janel Nickelson.....	1,618
Sales Director Thessy Nkechi Nwachukwu.....	2,226	Sales Director Debbie A. Hocott.....	1,874	Sales Director Peggy Young.....	1,770	Jacquelyn Candace Gallimore, S. Gaither Unit.....	1,610
Sales Director Renee L. Motyka.....	2,148	Sales Director Elizabeth Anne Prauner.....	1,868	Sales Director Vanessa R. Upkins.....	1,699		
Sales Director Laurieann Barclay.....	2,069	Sales Director Betty Symons.....	1,860	Sales Director Tonya Colbert.....	1,692		
Sales Director Candace Lyn Doverspike.....	1,985	Sales Director Deborah S. Bailye.....	1,843	Sales Director Sheila K. Valles.....	1,673		

## ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

June/junio 2015

Ranking of the top 100 Independent Sales Directors in the **Ruby** area based on their June 2015 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área **Rubi** según su producción de unidad estimada al menudeo de junio de 2015.

Brenda Fenner.....	\$262,118	Jeanette M. Thompson.....	66,042	Terry Thole.....	57,723	Kimberly Cavarretta.....	51,970
Kali DeBlander Brigham.....	198,661	Thessy Nkechi Nwachukwu.....	65,745	Corrin Cresci.....	57,371	Tonya Colbert.....	51,950
Candace Lyn Doverspike.....	140,442	Lisa Hansen.....	65,448	Sheryl K. Goins.....	57,305	Jennifer K. Guidry.....	51,581
Lisa Anne Harmon.....	132,607	Elayne J. Watson.....	65,063	Ann Tinucci Anderson.....	57,274	Cammy L. Otten.....	51,383
Cleta Colson-Eyre.....	112,259	Elizabeth A. Elder.....	64,013	Gina M. Guilliano.....	56,973	Mayra L. Owen.....	51,248
Sherri Ammons.....	102,831	Krystal K. Hunsucker.....	63,918	Elizabeth Anne Prauner.....	56,019	Ronda Faber.....	51,216
Pansy L. Pierce.....	98,075	Christy M. Cox.....	63,886	Mary Sharon Howell.....	55,610	Deanna Lee Manning.....	49,991
Julie Brindell Sapp.....	92,589	Gloria Dominguez.....	63,803	Judie Roman.....	55,507	Elizabeth A. Kramer.....	49,850
Donna Clark-Driscoll.....	89,356	Amber L. Towne-Geehan.....	63,506	Marnie R. Yunger.....	55,258	Tiffany Brooke Stout.....	49,690
Paula M. Kirkpatrick.....	86,223	Sonya F. Goins.....	63,372	Gloria Moreno Medrano.....	55,247	Calli Jo Thorne.....	49,635
Heather Jean McKinney.....	84,584	Erin C. Lynch.....	63,323	Laura A. Kattenbraker.....	55,049	Chelsea Cooley Altman.....	49,491
Karime Rosas.....	84,538	Diana Gutierrez.....	62,654	Sandra Braun.....	55,047	Ekene S. Okafor.....	48,545
Suzanne Moeller.....	81,653	Helen Amato.....	62,571	Katie Lyon.....	54,881	Reba Kathleen Lasater.....	47,956
Krystal D. Downey-Shada.....	79,666	Debbie P. Roberts.....	62,288	Vanessa R. Upkins.....	54,872	Jacqueline N. Alford.....	47,443
Peggy Young.....	79,527	Rachelle Holloway.....	60,095	Valerie A. Lucio-Polk.....	54,486	Linda F. Marvin.....	47,107
Sandi Gaither.....	75,164	Jennifer M. Tito.....	60,092	Rebecca Tilley.....	54,482	Liz Whitehouse.....	46,243
Sheila K. Valles.....	73,091	Laurieann Barclay.....	59,864	Julie S. Wojcik.....	54,114	Connie A. Brinker.....	46,235
Mary Lou Ardohain.....	72,525	K.T. Marie Martin.....	59,188	Diane K. Lundgren.....	53,967	Lisa A. DeLucia.....	46,043
Deborah S. Bailye.....	72,088	Debbie A. Elbrecht.....	58,992	Breda M. Teal.....	53,865	Julie Thomas.....	45,940
Lorna Walker.....	71,844	Susan K. Lenser.....	58,829	Lacy Janel Nickelson.....	53,684	Gabriele Lynn Jones.....	45,688
Julie L. Byrne.....	70,928	Shirley R. Aga.....	58,762	Michelle L. Sanders.....	53,666	Jill E. VanderMeer.....	45,508
Susan C. Ehrnstrom.....	67,878	Heather A. Verity.....	58,485	Marsha Mings.....	53,498	Stacy Rozwadowski.....	44,958
Debbie A. Hocott.....	66,535	Kimberly Michelle Perkins.....	58,239	Karen E. Gardner.....	53,401	Karen D. Johnson.....	44,918
Paulina Fernandez.....	66,295	Mary Alice Dell.....	57,890	Jackie M. Craver.....	52,533	Lesley Speas.....	44,733
Sylvia Thomas Barritt.....	66,276	Shelia D. Evans.....	57,741	Suzanne Tripp-Black.....	52,396	Ashley Michele Rangel.....	44,677

## COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

June/junio 2015

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Ruby** area in June 2015. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área **Rubi** en junio de 2015. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas mas el 13 por ciento máximo de comisión por reclutas personales.

<b>Kali DeBlander Brigham.....</b>	\$30,795	<b>Mary Lou Ardohain.....</b>	10,554	<b>Kimberly Michelle Perkins.....</b>	8,958	<b>Karen D. Johnson.....</b>	8,090
<b>Brenda Fenner.....</b>	29,099	<b>Gloria Dominguez.....</b>	10,470	<b>Katie Lyon.....</b>	8,940	<b>Melanie S. Abernathy.....</b>	8,035
<b>Lisa Anne Harmon.....</b>	19,891	<b>Julie L. Byrne.....</b>	10,453	<b>K.T. Marie Martin.....</b>	8,930	<b>Sonya F. Goins.....</b>	8,010
<b>Candace Lyn Doverspike.....</b>	18,151	<b>Rachelle Holloway.....</b>	10,449	<b>Jeanette M. Thompson.....</b>	8,910	<b>Paulina Fernandez.....</b>	8,010
<b>Julie Brindell Sapp.....</b>	15,176	<b>Jennifer M. Tito.....</b>	10,424	<b>Debbie P. Roberts.....</b>	8,876	<b>Ann Tinucci Anderson.....</b>	7,966
<b>Donna Clark-Driscoll.....</b>	14,980	<b>Krystal D. Downey-Shada.....</b>	10,360	<b>Mary Alice Dell.....</b>	8,871	<b>Julie S. Wojcik.....</b>	7,855
<b>Karime Rosas.....</b>	14,485	<b>Elizabeth A. Elder.....</b>	10,139	<b>Jacqueline N. Alford.....</b>	8,733	<b>Lisa Hansen.....</b>	7,806
<b>Debbie A. Hocott.....</b>	14,449	<b>Debbie A. Elbrecht.....</b>	10,125	<b>Gloria Moreno Medrano.....</b>	8,699	<b>Erin C. Lynch.....</b>	7,784
<b>Cleta Colson-Eyre.....</b>	14,277	<b>Laurieann Barclay.....</b>	10,109	<b>Judie Roman.....</b>	8,656	<b>Jennifer K. Guidry.....</b>	7,781
<b>Thessy Nkechi Nwachukwu.....</b>	14,259	<b>Corrin Cresci.....</b>	9,757	<b>Ekene S. Okafor.....</b>	8,481	<b>Valerie A. Lucio-Polk.....</b>	7,740
<b>Paula M. Kirkpatrick.....</b>	13,683	<b>Mary Sharon Howell.....</b>	9,753	<b>Tiffany Brooke Stout.....</b>	8,477	<b>Shelia D. Evans.....</b>	7,737
<b>Pansy L. Pierce.....</b>	13,607	<b>Sheryl K. Goins.....</b>	9,728	<b>Liz Whitehouse.....</b>	8,459	<b>Amber O'Neil Hui.....</b>	7,665
<b>Sherri Ammons.....</b>	13,474	<b>Lacy Janel Nickelson.....</b>	9,690	<b>Christy M. Cox.....</b>	8,442	<b>Stephanie Corrine Arbaugh.....</b>	7,592
<b>Deborah S. Bailye.....</b>	13,103	<b>Sheila K. Valles.....</b>	9,533	<b>Rebecca Tilley.....</b>	8,440	<b>Wanda Metzger.....</b>	7,588
<b>Diana Gutierrez.....</b>	12,151	<b>Terry Thole.....</b>	9,379	<b>Helen Amato.....</b>	8,431	<b>Jackie M. Craver.....</b>	7,576
<b>Peggy Young.....</b>	11,719	<b>Amber L. Towne-Geehan.....</b>	9,181	<b>Elizabeth Anne Prauner.....</b>	8,378	<b>Gina M. Guilliano.....</b>	7,501
<b>Jemma Holley Imwalle.....</b>	11,470	<b>Shirley R. Aga.....</b>	9,178	<b>Wendy Lee Masterson.....</b>	8,347	<b>Connie A. Brinker.....</b>	7,497
<b>Heather Jean McKinney.....</b>	11,160	<b>Elizabeth A. Kramer.....</b>	9,174	<b>Ronda Faber.....</b>	8,334	<b>Lynnae Bowen.....</b>	7,376
<b>Stacy Rozwadowski.....</b>	11,117	<b>Suzanne Tripp-Black.....</b>	9,149	<b>Elayne J. Watson.....</b>	8,304	<b>Maricarmen Gonzalez.....</b>	7,362
<b>Lorna Walker.....</b>	10,935	<b>Susan C. Ehrnstrom.....</b>	9,068	<b>Betty Symons.....</b>	8,286	<b>Calli Jo Thorne.....</b>	7,351
<b>Suzanne Moeller.....</b>	10,905	<b>Karen Paluga-Larson.....</b>	9,039	<b>Tonya Colbert.....</b>	8,259	<b>Cammy L. Otten.....</b>	7,322
<b>Krystal K. Hunsucker.....</b>	10,899	<b>Chelsea Cooley Altman.....</b>	9,029	<b>Lisa A. DeLucia.....</b>	8,227	<b>Donna F. Knotts.....</b>	7,304
<b>Sylvia Thomas Barritt.....</b>	10,768	<b>Sandi Gaither.....</b>	8,991	<b>Cissy E. Warren.....</b>	8,198	<b>Carmen Nunez de Valencia.....</b>	7,268
<b>Laura A. Kattenbraker.....</b>	10,689	<b>Marnie R. Yunger.....</b>	8,975	<b>Kimberly Cavarretta.....</b>	8,157	<b>Marsha Mings.....</b>	7,256
<b>Diane Covington.....</b>	10,668	<b>Vanessa R. Upkins.....</b>	8,972	<b>Maria Rocio Rico De Jacinto.....</b>	8,097	<b>Cindy Anderson.....</b>	7,249



# GO-GIVE® AWARD

Congratulations to our October 2015 *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 easy – look for the **online nomination form** on *Mary Kay InTouch*® under the Contests/Promotions tab.



**Perrie Dralle**

**Emerald**

Independent Senior Sales Director

**Began Mary Kay Business**  
March 1989

**Sales Director Debut**  
November 1991

**Offspring** one first-line;  
two second-line

**National Sales Director**  
Judie McCoy

**Honors** Circle of Honor;  
15-times Circle of Achievement

**Personal** Lives in Wauwatosa, Wis.  
Husband, Doug; daughter, Tia

**"I am motivated to help others because** Mary Kay's adoptee program is sheer brilliance! We reach out to each other in the Go-Give spirit of sharing! The Go-Give spirit sets us apart as a company of excellence and integrity."

**Independent Beauty Consultant Darlene Kelly of Hartland, Wis.,** says, "We are most proud of Perrie's idea to adopt a women's shelter in Milwaukee. Every December, we deliver New Beginnings bags filled with *Mary Kay*® products donated by our customers."



**Stacy Walter**

**Diamond**

Independent Sales Director

**Began Mary Kay Business**  
November 2004

**Sales Director Debut**  
October 2005

**National Sales Director**  
Go Give Area

**Honors** Star Consultant; seven-times Sales Director Queen's Court of Personal Sales

**Personal** Lives in Seatonville, Ill.  
Husband, Jimmy; son, Jaime;  
daughter, Jessica

**"I am motivated to help others because** when I can give to someone, I know I am making a difference somehow, someway."

**Independent Beauty Consultant Kelly Hoffman of La Salle, Ill.,** says, "Stacy is involved in community organizations that work toward helping small businesses boom. She also organizes skin care parties for the local domestic violence shelter."



**Jeannie Warnke**

**Ruby**

Independent Sales Director

**Began Mary Kay Business**  
December 2004

**Sales Director Debut**  
August 2008

**National Sales Director**  
Go Give Area

**Honors** Star Consultant; two-times Sales Director Queen's Court of Personal Sales

**Personal** Lives in Queen Creek, Ariz.  
Husband, Seth; sons: Cameron, Tyler

**"I am motivated to help others because** I have received so much during my journey. It is an incredible honor to help others step into the level of joy and success they deserve."

**Independent Beauty Consultant Danielle Jett of Gilbert, Ariz.,** says, "Jeannie has raised money to help a woman with her husband's funeral expenses and helped a victim of domestic violence obtain a new Starter Kit when the abuser destroyed the one she had just received."



**Tonya Brown Jones**

**Sapphire**

Independent Sales Director

**Began Mary Kay Business**  
August 1999

**Sales Director Debut**  
November 2008

**National Sales Director**  
Go Give Area

**Honors** Star Consultant

**Personal** Lives in Greenville, N.C.  
Husband, William; stepson Mayor;  
daughter, Portland

**"I am motivated to help others because** years ago someone believed in me and offered me my first corporate job. I feel it is my responsibility to pass that blessing on to others with the amazing Mary Kay opportunity!"

**Independent Beauty Consultant Ainee Taylor F. of Winterville, N.C.,** says, "For Christmas, Tonya blessed the senior citizens in our community with *Satin Hands*® Pampering Sets or *Mary Kay*® lotions. She wanted those grandparents to have a gift on Christmas, and she made it happen."

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# All That Glitters /s Gold!



Take a peek  
at the special  
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inside next  
month's *Applause*®  
magazine.



Share fabulous holiday gifts with  
your customers and watch your  
**SALES SPARKLE!**

**There's something for everyone. Teacher gifts? Got it. Something special for him? Bingo. Hostess gifts? How many? Stocking stuffers? Take your pick!**

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# Face Time!



Advanced signs of aging

## TimeWise Repair® Volu-Firm® Set

\$205 set

Your customers save \$39 when they buy the set.



### Who benefits?

Those experiencing more advanced signs of aging or who want a premium skin care regimen

### Wants products that target:

- Deep lines and wrinkles, including the eye area
- Loss of firmness and sagging skin
- Loss of skin volume
- Skin crepiness
- Eye area puffiness and dark circles
- Wrinkles and crepiness in neck area
- Age spots and uneven pigmentation
- Thinning, more fragile skin

### Want a little something extra? Add:

- TimeWise Repair® Volu-Fill® Deep Wrinkle Filler, \$45



Mary Kay is proud to share that the TimeWise Repair® Set has earned the Good Housekeeping Seal. The best-seller logo/designation refers to top-selling products within the Mary Kay® product line.

## Get the Glow!

What's the first step to a gorgeous glow? Commit to a daily skin care regimen! The #GlowAndTell Challenge is a fun and effective way to get started! This "skin care dare" can **get your customers excited** to try something new, **see fantastic results** and make them loyal fans for life! How does it work? Help them find the skin care set that best matches their needs, get them to **commit** to using it **twice a day for 21 days** and voilà – experience the gorgeous results. And you'll want to encourage them to tell their friends!



## TIP! Reward Your Customers for Taking the Challenge!

**Jeanie Martin**  
Independent National Sales Director

"Glowing skin is reward enough! But consider offering your customers a small gift – perhaps a discount on the Skinvigate™ Cleansing Brush – another reason to keep using their daily skin care!"



A consistent skin care regimen is the basis for a healthy, glowing look. Mary Kay offers **skin care for every need and lifestyle**. We break it down to help you determine what's right for your customers!

No skin care set is complete without a **Mary Kay® foundation**. Select one that best suits your customer.

Early-to-moderate signs of aging



**TimeWise®  
Miracle  
Set®**



**Who benefits?**

Included in the *Mary Kay®* Starter Kit, this set suits the needs of a broad range of customers with early-to-moderate signs of aging.

**Wants products that target:**

- Fine lines and wrinkles
- Improvement in skin resilience
- Improvement in softer, more supple skin
- Visible improvement in more even skin tone

**Want a little something extra? Add:**

- *TimeWise®* Firming Eye Cream, \$32
- *TimeWise®* Replenishing Serum+C®, \$56
- *TimeWise®* Microdermabrasion Plus Set, \$55

Mary Kay is proud to share that the *TimeWise®* Miracle Set® has earned the Good Housekeeping Seal. The best-seller logo/designation refers to top-selling products within the *Mary Kay®* product line.

**\$95 set**

**Your customers save \$13 when they buy the set.**

**Need #GlowAndTell Ideas?**

*Mary Kay InTouch®* has terrific marketing tools to help you keep the party glowing! You'll find the Glow flier, Facebook® and Pinterest® content, a tracking sheet and so much more!

**Not Sure Which Skin Care Regimen to Choose?**

The *MK Regimen Advisor®* and *Mary Kay® Show and Sell™* Apps are an easy way to help your customers identify their skin care needs from a smartphone or tablet. Find them as part of the **Mary Kay Digital Showcase** App and download for free!



**Great Add-On Sale!**

**Skinvigorate™  
Cleansing Brush, \$50**

This lightweight, two-speed power brush gently massages as it thoroughly cleans skin, removing residue, dirt and makeup in seconds.

Easy beauty solutions



### Botanical Effects® Skin Care



### Who benefits?

Perfect for those who want a simple approach to skin care and are not yet concerned about aging

### Wants products that are:

- Suitable for sensitive skin
- Personalized to skin type – Dry, Normal and Oily
- Budget-friendly

\$14

Step 1

\$14

Step 2

\$14

Step 3

\$16

Step 4

\$58

Total when purchased together



Wrap up the holidays with these festive cello Mary Kay® gift bags, gift tags and ribbon in festive lime and plum, starting at \$12 (plus sales tax).

### Get Holiday Sales Glowing!

Time to think holiday selling! You can offer the gift of gorgeous, glowing skin to everyone you meet. Once they fall in love with Mary Kay® skin care through #GlowAndTell, you'll have a new list of customers to invite to parties and holiday open houses featuring fun new holiday products – coming your way soon! Watch for more in November *Applause*® magazine as well as on *Mary Kay InTouch*®!



### You Glow, Girl!

This adorable T-shirt is a great conversation-starter to help you spread the word! Available in sizes XXS – 3X. \$24 (plus sales tax)

Find on [MKConnections](#)®.



## Clear Proof® Acne System

### Who benefits?

Anyone experiencing mild to moderate acne

### Wants products that:

- Clear blemishes without irritation
- Help maintain a clear complexion
- Unclog pores, remove excess oil and leave skin feeling healthier
- Fade the look of lingering acne spots
- Control excess oil while helping to reduce the appearance of pores

### Want more acne fighting power? Add:

- *Clear Proof®* Pore-Purifying Serum,<sup>†</sup> \$17

<sup>†</sup>Over-the-counter drug product



**Glow and Grow!**  
**Renee McCormick**  
Independent Sales Director  
Broken Arrow, Okla.

"I contact my customers who take the **#GlowAndTell Challenge** to thank them.

I also offer an incentive when they:

- 1 Post before/after pics on their personal Facebook® page.
- 2 Share the *Mary Kay®* skin care set they use and why they love it.
- 3 Tag me in their post and encourage friends to take the challenge.

"I now have 15 new customers loving their *Mary Kay®* skin care, and I'm just getting started!"

Facebook® is a registered trademark of Facebook, Inc.

## Online Selling

Last year, Independent Beauty Consultants sold more than \$35 million suggested retail in products through [Mary Kay® Personal Web Sites](#). Your customers can shop 24/7.

**How do I get?** Details on *Mary Kay InTouch®* under **Digital Zone**.

**How much?** You pay \$30\* for the first year and \$60\* each year thereafter. You sign up, and your customers can begin shopping. Consider signing up for **ProPay®** to process your customers' credit and debit cards securely and have immediate access to those funds to place their orders.

**FUN FACT:** PWS shoppers who engaged with #GlowAndTell spent nearly \$20 more than the average shopper.

## Great Add-On Sales!

### *TimeWise®* Microdermabrasion Refine, \$32

Immediately refines skin texture and instantly polishes skin. Reduces the appearance of fine lines and gives skin a healthy, radiant glow.

### *TimeWise®* Pore Minimizer, \$27

Use this gentle serum daily morning and night to:

- Significantly reduce the visible number of pores.<sup>††</sup>
- Immediately improve skin texture.

### Purchase the *TimeWise®* Microdermabrasion Plus Set for an even better value.

Contains both products.

\$55 set





Mary Kay® is the **Official Beauty Sponsor** of **Project Runway® Season 14**. Challenge yourself to host a watch party! Share pictures using **#ProjectRunway** and **#MaryKay**.



Mary Kay Global Makeup Artist **Luis Casco** is this year's lead makeup artist on *Project Runway*®.

"A big trend is a bronzed look – like you just returned from the beach!"



# Gorgeous Fall



## Bronze Glow Get the Look

- **SKIN:** A gorgeous glow starts with healthy skin. Use a *Mary Kay*® moisturizer to help skin look smooth and supple.
- **EYES:** Combine *Mary Kay*® Mineral Eye Color shades in **Gold Coast** and **Amber Blaze** and apply across the eyelids. Finish with *Mary Kay*® Gel Eyeliner and *Lash Love*® Mascara.
- **CHEEKS/FACE:** Lightly dust with *Mary Kay*® Bronzing Powder in **Light-Medium** for a sun-kissed effect. Follow with *Mary Kay*® Mineral Cheek Color Duo in **Spiced Poppy**, using the highlighter shade to blend.
- **LIPS:** Finish with a light shade like *NouriShine Plus*® Lip Gloss in **Beach Bronze**.

**TIP:** Share this look with your customers via your *Mary Kay*® Personal Web Site.



Want more  
how-to videos?

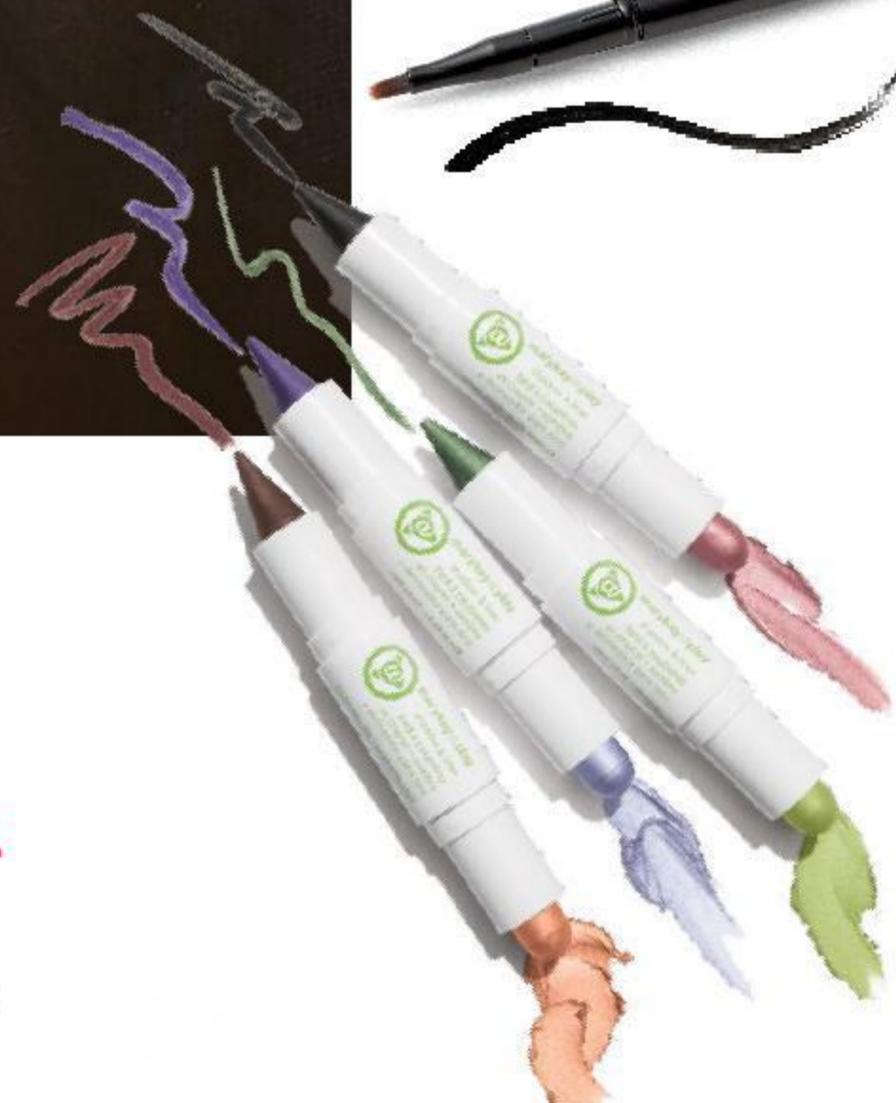
Visit the "[Video Lounge](#)"  
on *Mary Kay InTouch*®.



**Behind-the-Scenes Tip**

“The *Mary Kay*® Gel Eyeliner is a ‘miracle in a pot.’ I created a two-minute smoky eye look by layering it with a *Mary Kay*® Mineral Eye Color on top.”

– Luis Casco



# Color!



## Throw a FABULOUS *Project Runway*® Party.

This Independent Senior Sales Director shows you how!

**Independent Senior Sales Director Pam Lancaster** of Salt Lake City, Utah, uses her unit meetings to double as *Project Runway*® parties. Guests can try a new look from the show.

**DISPLAYS:** Pam keeps it simple and places *Mary Kay*® products (she especially likes *Mary Kay At Play*®) on black tablecloths to make them pop. As a bonus, she scatters colorful candy on the table.

**SKIN CARE:** Even at a color party, she introduces her guests to skin care. After all, great skin is the foundation for a great look.

**GIVEAWAYS:** She takes before-and-after photos, and all of her guests get a goody bag with *Mary Kay*® samples, candy and her *Mary Kay*® business card.

