

MARY KAY

OCTOBER 2016

applause®

Skin
is In!

SKIN CARE:

Your Ticket to Happy
Customers and the
Year of Your Dreams!

Inside: Find out how Independent Future Executive Senior Sales Director Belle Martin achieved the life of her dreams one step, one goal at a time.

Earn the *Embrace Your Dreams Bracelet* This Month.

DETAILS ON BACK COVER

THE YEAR OF YOUR DREAMS

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 2016, NSD Area Leadership Development bonuses and NSD commissions earned on all foreign countries for May 2016 **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.

EMERALD



Gloria Mayfield Banks

1. Gloria Mayfield Banks***	\$97,063
2. Patricia Turker**	48,197
3. Sonia Pérez**	38,701
4. Maureen S. Ledda*	33,305
5. Diane Underwood	29,672
6. Dacia Wiegandt*	28,943
7. Dayana Polanco*	28,834
8. Anita Tripp Brewton*	27,919
9. Jamie Cruse-Vrinios	26,189
10. Kerry Buskirk*	25,500
11. Evelinda Díaz*	24,932
12. Julianne Nagle*	24,646
13. Sonia Bonilla	24,372
14. Ada García-Herrera*	23,832
15. Auri Hatheway	23,484
16. Pam Klickna-Powell	21,839
17. Pamela Tull	21,319
18. Tammy Crayk	20,235
19. Monique Balboa	20,075
20. Kym A. Walker*	19,075
21. Crisette M. Ellis	18,994
22. Mayuli Rolo*	18,934
23. Rosibel Shahin*	18,066
24. Joanne R. Bertalan*	17,330
25. Kirk Gillespie	17,261
26. Cristi Ann Millard	17,201
27. Gillian H. Ortega	17,089
28. Pam I. Higgs	16,533
29. Mairelys López	16,196
30. Noelia Jaimes*	16,189
31. Luzmila Abadia Carranza*	15,692
32. Carol Lawler	15,310
33. Nancy Moser-Hogan	14,932
34. Noemi C. Jaimes	14,242
35. Nora L. Shariff*	14,071
36. Jill D. Davis	13,175
37. Diane Bruns	12,814
38. Mary Beissel	12,274
39. Roya Mattis	12,066
40. Gina Rodríguez-Orriola	11,699
41. Sue Wallace	11,675
42. Cindy Towne	11,527
43. Cindy Z. Leone	11,497
44. Sabrina Goodwin Monday	11,291
45. Maureen Myers	10,570
46. Caterina M. Harris Earl	10,326
47. Sonia Arriola	10,280
48. Kathy P. Oliveira	10,213

DIAMOND



Gloria Castaño

1. Gloria Castaño***	\$70,452
2. Lisa Madson*	68,371
3. Pamela Waldrop Shaw**	37,825
4. Mary Diem*	33,410
5. Julia Burnett*	29,539
6. Halina Rygiel*	29,283
7. Lily Orellana	28,716
8. Lisa Allison	27,749
9. María Monarrez	26,178
10. Yosaira Sánchez	26,078
11. Dawn A. Dunn*	25,693
12. Connie A. Kittson*	23,311
13. Yvonne S. Lemmon	23,259
14. Kay E. Elvrum	23,055
15. Kristin Sharpe	22,566
16. Leah Lauchlan	21,877
17. Jeanie Martin	21,408
18. Shannon C. Andrews*	21,024
19. Sue Pankow	20,485
20. Susan M. Hohlman*	19,789
21. Rebbecca Evans*	19,103
22. Lynnea E. Tate	18,749
23. Pam Ross*	18,475
24. Diana Sumpter	17,755
25. Lynne G. Holliday	16,934
26. Heidi Goelzer	16,416
27. Alia L. Head	16,357
28. Shelly Gladstein	15,945
29. Roxanne McInroe	15,631
30. Sharon L. Buck	14,328
31. Terri Schafer	13,729
32. Gay Hope Super*	13,657
33. Vicki Jo Auth	13,425
34. Julia Mundy	13,360
35. Kaye Driggers	12,547
36. Robin Rowland	12,162
37. Karen B. Ford	12,132
38. Marixa González	11,842
39. Rosa Carmen Fernández	11,586
40. Joy L. Breen	11,560
41. Dorothy D. Boyd	11,539
42. Rosa Bonilla*	11,287
43. Margaret M. Bartsch	10,868
44. Amy Allgood	10,719
45. Sandra Chamorro	10,417

RUBY



Carol Anton

1. Carol Anton**	\$570,311
2. Cindy A. Williams*	42,242
3. Lia Carta**	38,834
4. Stacy I. James**	38,491
5. Karlee Isenhardt*	32,843
6. Linda C. Toupin	32,592
7. Anabell Rocha*	30,113
8. Gloria Báez*	28,570
9. Jan L. Thetford	26,357
10. Crystal Trojanowski	26,284
11. Mary Estupiñan*	25,037
12. Julie Krebsbach*	24,293
13. Sandy Valerio*	24,250
14. Cathy Bill*	23,189
15. Cindy Fox*	23,119
16. Kim L. McClure	21,654
17. Brittany Kaps*	21,589
18. Deb Pike	20,016
19. María Flores	19,654
20. Candace Laurel Carlson*	19,606
21. Lara F. McKeever	19,239
22. Amie N. Gamboian	18,972
23. Cecilia C. James	18,431
24. Kate DeBlander	18,228
25. Mirna Mejía de Sánchez	17,989
26. Juanita Gudiño	17,890
27. Brenda Segal*	17,266
28. Annaka Krafka	15,856
29. Patty J. Olson	15,496
30. Virginia S. Rocha	13,948
31. Elizabeth Muna*	13,876
32. Tammy A. Vavala	13,850
33. Lynda Jackson*	13,708
34. Lily Gauthreaux	13,400
35. Donna B. Meixsell	13,320
36. Tammy Romage	13,304
37. Michelle L. Sudeth*	13,271
38. Gena Rae Gass	13,166
39. Carmen Hernández*	12,935
40. Kathy Rodgers-Smith	12,588
41. Sherill L. Steinman	12,555
42. Bea Millsagle	12,511
43. Jo Anne Barnes	12,147
44. Esther Whiteleather	12,027
45. Sherry A. Alexander	10,452

SAPPHIRE



Kathy Helou

1. Kathy Helou***	\$69,739
2. Lupita Ceballos**	51,551
3. Sara Pedraza-Chacón	44,315
4. Debi R. Moore*	41,211
5. SuzAnne Brothers*	34,096
6. Paola Ramírez	30,182
7. Alicia Lindley-Adkins*	27,210
8. Kimberly R. Copeland	26,714
9. Cyndee Gress*	26,696
10. Davanne D. Moul*	26,167
11. Vivian Díaz*	25,981
12. Kristin Myers*	24,123
13. Glinda McGuire*	22,859
14. Scarlett Simpson*	20,739
15. Pamela A. Fortenberry-Slate*	20,243
16. Morayma Rosas	20,161
17. Angie C. Locke	19,373
18. Consuelo R. Prieto*	19,333
19. Alma Orrostieta	18,762
20. Diane L. Mentipty	18,327
21. Somer Fortenberry	18,159
22. Lupita Díaz	17,680
23. Janis Z. Trude	16,350
24. Elizabeth Sánchez	16,200
25. Debra M. Wehrer	16,197
26. Valerie J. Bagnol*	16,052
27. Ruth L. Everhart	15,984
28. Heather A. Carlson	15,966
29. LaRonda L. Daigle	15,857
30. Lorraine B. Newton	14,897
31. Diana Heble	14,610
32. Dawn Otten-Sweeney	14,095
33. Evalina Chávez	13,934
34. Cathy E. Littlejohn	13,757
35. Maribel Barajas	13,675
36. Phyllis Pottinger*	13,526
37. Magdalena Nevárez*	13,232
38. Sylvia Kalicak	13,067
39. Julie Weaver	12,892
40. Alejandra Zurita	12,276
41. Jeanie M. Tamborello	12,240
42. Angie S. Day*	11,938
43. Krista Warner	11,563
44. Tina Hulsman	11,449
45. Kelly McCarroll	11,309
46. Elaine Kimble Williams	11,193
47. Julia Serrano	10,869
48. Mia Mason Porter	10,397

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

Mary Kay Angels/Ángeles Mary Kay

June/Junio 2016

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 2016./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 o integrantes de unidad en sus áreas de Seminario en junio de 2016.

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



Gloria Mayfield Banks
\$97,063
Emerald



Gloria Castaño
\$70,452
Diamond



Carol Anton
\$70,311
Ruby



Kathy Helou
\$69,739
Sapphire

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

EMERALD/ESMERALDA — Tina Dees, <i>Go-Give Area</i>	\$26,409
DIAMOND/DIAMANTE — Kristen Spiker, <i>Go-Give Area</i>	\$25,859
RUBY/RUBÍ — Heather Daniel-Kent, <i>J. Thetford Area</i>	\$30,455
SAPPHIRE/ZAFIRO — Debbie Weld, <i>D. Moul Area</i>	\$26,916

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

EMERALD/ESMERALDA — Gretchen Lundeen, L. Berglund Unit, <i>Go-Give Area</i>	\$12,942
DIAMOND/DIAMANTE — Dayna Erickson, L. Boulton Unit, <i>M. Diem Area</i>	\$17,320
RUBY/RUBÍ — Nouraldin Abukatta, C. James Unit, <i>C. James Area</i>	\$19,854
SAPPHIRE/ZAFIRO — Pamela Huss, M. Elliott Unit, <i>P. Fortenberry-Slate Area</i>	\$20,753

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

EMERALD/ESMERALDA — Grace Snively, <i>J. Cruse-Vrinios Area</i>	\$131,978
DIAMOND/DIAMANTE — Sherrie Purvis, <i>L. Tate Area</i>	\$127,111
RUBY/RUBÍ — Heather Daniel-Kent, <i>J. Thetford Area</i>	\$195,658
SAPPHIRE/ZAFIRO — Marie Vlainck, <i>Go-Give Area</i>	\$142,212

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

EMERALD/ESMERALDA — Sales Director Maylin Garcia Ventura, <i>A. García-Herrera Area</i>	13
DIAMOND/DIAMANTE — Sales Director Lacy Nickelson, <i>P. Ross Area</i>	23
RUBY/RUBÍ — Anylda Marte, E. Santos Unit, <i>Go-Give Area</i>	21
SAPPHIRE/ZAFIRO — Sales Director Blanca Hinojosa, <i>P. Ramírez Area</i>	23

Top Unit Builders/ Primeras Impulsoras de Unidad

June/Junio 2016

Independent Sales Directors with 20 or more new unit members for June 2016./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en junio de 2016.

New Unit Members/Nuevas integrantes de unidad

Sapphire/Zafiro

Josefa Chacon.....	36 New Unit Members
Kerri Leigh Ross.....	30 New Unit Members
Maria Elena Coyote.....	26 New Unit Members
Marita W. Campbell.....	24 New Unit Members

Melinda Jean Haynes.....	23 New Unit Members
Blanca Yasmin Hinojosa.....	23 New Unit Members
Julie Brindell Sapp.....	22 New Unit Members
Maria Derosiles Gonzalez.....	20 New Unit Members
Jen Yvonne Huston.....	20 New Unit Members

Eno Inoyo.....	20 New Unit Members
Beth Thatcher May.....	20 New Unit Members
Beth Evans McDowell.....	20 New Unit Members

New NSD Debuts/Debutes de nuevas DNVs

June/Junio 2016

New Independent National Sales Directors debut June 1, 2016./Debutes de nuevas Directoras Nacionales de Ventas Independientes del 1 de junio de 2016.



Enma Bermeo
National Sales Director
Diamond Seminar



Annaka Krafka
National Sales Director
Ruby Seminar



Alejandra Zurita
National Sales Director
Sapphire Seminar

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 **"Meet Your NSDs"** at the bottom of the home page. 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"** en la parte inferior de la página principal. 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 2016



Viridiana Gutierrez
Rogers, Ark.
L. Garcia Unit

Cristina Hernandez
Chicago
Y. Hernandez Unit

Maria D. Vera
Junction, Texas
R. Meza-Sanchez Unit

Not pictured:/Sin foto: **Dulce Maria Arechiga**, San Fernando, Calif., B. Zapata Unit; **Connie Bowen**, Medford, Okla., S. Hudson Unit; **Geraldina Caceres**, Taylorsville, Utah, G. Rivero Unit; **Mindy Ann Cremont**, Largo, Fla., R. Everhart Unit; **Yadira Deleon**, Chicago, B. Corral Unit; **Jamie C. Fritsch**, Johnson City, Tenn., B. Howerton-Adams Unit; **Juana Galindo**, Chilton, Wis., E. Lopez Unit; **Lauren Gentry**, Brownsburg, Ind., M. Hornung Unit; **Allison Lea Hall**, Calhoun, Ga., C. Mitchell Unit; **Liliana Hernandez**, Chicago, B. Corral Unit; **Lisa Kee**, St. Louis, Mo., J. Schultz Unit; **Scarlette Langley**, Chocowinity, N.C., B. May Unit; **Christie Moody**, Bryson City, N.C., M. Fox Unit; **Joelle Nwoke**, Reading, Pa., T. Hackett Unit; **Micaela Ochoa**, Mesa, Ariz., P. Roman Unit; **Chelsey Reynolds**, Medway, Mass., J. Scola Unit; **Blanca Mylady Rosales**, Newburgh, N.Y., M. Grados Unit; **Benita L. Sharpe**, McKinney, Texas, S. Finch Unit; **Andrea Weaver**, Waycross, Ga., G. Carter Unit; **Pauline D. Williams**, Brooklyn, N.Y., G. Nicholas Unit; **Ashley Wright**, Brooklyn, N.Y., M. Bacchus Unit.

Triple Crown/ Triple Corona

June/Junio 2015



Michelle Canfield
Sacramento, Calif.
C. Jackson Area

Estela Gomez
Chicago
B. Corral Area

Sandra Zuniga
Glendale Heights, Ill.
L. Díaz Area

Not pictured:/Sin foto: **Rita Janeth Cobos Rosas**, Denver, M. Rosas Area.

Dean's List/ Lista del Decano

June/Junio 2015



Stephanie Hope Blake
Boynton Beach, Fla.
Emerald Go Give Area
Emerald Seminar

Heather Louise Castro
Visalia, Calif.
L. Carta Area
Ruby Seminar

Tana Marie Tidd
Avoca, Ind.
G. Super Area
Diamond Seminar

Honors Society/ Sociedad de Honor

June/Junio 2015



Michelle Canfield
Sacramento, Calif.
C. Jackson Area

Estela Gomez
Chicago
B. Corral Area

Jamie Kelly Medlock
Norfolk, Va.
Sapphire Go Give Area

Sandra Zuniga
Glendale Heights, Ill.
L. Díaz Area

Not pictured:/Sin foto: **Rita Janeth Cobos Rosas**, Denver, M. Rosas Area.

Fabulous 50s/ Fabulosos 50

December/Diciembre 2015



Natalie Cargile
Midland, Texas
Sapphire Go Give Area

Ingrid Thomas
Marietta, Ga.
Sapphire Go Give Area

On the Move/ En Acción

April/Abril 2016

Dulce Maria Arechiga
Jamie C. Fritsch

Juana Galindo

Allison Lea Hall

Scarlette Langley

Joelle Nwoke

Chelsey Reynolds

Laura A. Aguilar
Manuela Aguilera
Eva Alvarez
Sonia Appel
Fanny O. Bernabe
Sharon F. Bhavsar
Erica M. Bridgeman
Amy Briggs
Laury Brown Gonzalez
Ilda Calixtro
Angela Carter
Vanessa Castillo

Cathy L. Caughron
Kait Cerneich
Carrie Chudzikiewicz
Susan A. Conklin
Gail S. Copeland
Mirna Cupido
Jessica E. Dixon
Mayra Escobar
Bertha A. Esquivel
Camila Ghio
Patricia Gonzales
Miriam G. Guerrero

Anna Harvley
Amanda Henry
Uby Hernandez
Natalie C. Hogeboom
Denise Holloway
Michelle Houser
Pamela C. Huss
Karen R. Ivey
Brittney L. Jolly
Courtney L. Kemp
Amy S. Kromer
Lirio I. Landeros

Jatina G. Lowery
Nichole C. Martinez
Carla McClure
Autumn M. Mitchell
Kim Moran
Shani Mouzon
Stacy Noah
Dyan Perez
Gloria Prieto
Imelda Ramirez
Cheryl D. Ray-Jones
Elena Maria M. Reeves

Michelle Robinson
Imelda Sainz
Maria E. Salgado
Vanessa Sanchez
Maria Soriano
Ashley N. Stephan
Sharon K. Stevenson
Brenda L. Strauss
Nely Suarez
Jennifer Thayer
Natalie A. Thomas
Pascuala Trujillo

Madison M. Tyson
Becky Vandenhoeck
Chelsea E. Vereen
Jeanette A. Wells
Maria I. Zarazua-Juarez

New Team Leaders/ Nuevas Líderes de Equipo

June/Junio 2016

Grand Achievers/ Gran Ganadoras

June qualifiers/
Calificadas en
junio 2016

Consultants/Consultoras

Tarra Lynn Allen
Monica Alvarez Flores
Maria Sandra Bello
Heather Thomas Burns+
Irma Calderon
Crysta G. Call
Magali Chepetta+
Alba Cecilia Coria
Maria E. Evangelista-Gonzalez
Carolina Falcon De Villegas**
Nelly Yolanda Fuentes
Melissa Gates
Keri Lynn Hamilton
Isabel Hercules
Opal Sannette Hill
Amber Nicole Keller
Anne Lepeltier
Tiffany Michelle Luffman
Barbara Quaintance
Mathewson**
Phyllis P. Mathis
Myra Pollock Mowrer
Kelly Naderi

Monica Regalado
Angelica Revolorio**
Ronna Sue Stubbs+
Pat A. Thompson
Barbara Ann VanCattenburch
Jo Lynn Vereen
Carolyn R. Williams Galloway+
Crystal Mollee Zinn*

Sales Directors/ Directoras de Ventas

Tracey Aden
Tijarah Saliha Alford
Marisa Almaraz*
Barbara E. Anderson
Janet Anderson-Kiel**
Justine Armes Wenzel
Cynthia Arne
Brandy L. Augustine
Elsa Avelar
Maria Avila Huerta
Maria G. Avila-Marrufo*
Alicia Jean Bankston*
Sande Bardwell*
Sherrian Beagle**

Jodi E. Bland*
Autumn Renee Braun
Brooke Anne Bright
Martha R. Briseno*
Maria L. Bustos*
Becky Dawn Caminiti*
Kasey Dawn Campbell*
Gina T. Carr*
Ana Maria Carreon
Linda J. Chambers
Michelle Elaine Correll*
Jessica Beth Crouch
Brenda L. Davis
Josefina Delgado*
Maria Delgado
Anna Drury
Lori Dyer
Ronda Jane Eickholt
Linda L. Enden
Penny Enders
Kelly Lynn Erra*
Luz Elena Escudero*
Loren Esquivel Sanchez**
Janeen Lynne Euler*

Roxanne C. Falconer*
Sarah Cox Fraser
Jamie C. Fritsch
Teresa Fuqua Liuzza
Juana Galindo
Ana Karina Garibay
Tammy M. Gasperson
Jan L. Gensel-Bates*
Jaqueline Xiomara Gonzalez
Lisa Gonzalez*
Lorine Grayer*
Alyssa Michelle Graywater
Sara Rider Green**
Sandy S. Harrison*
Rosalinda Hernandez-Causor
Margaret A. Hill*
Kathy Jo Hoover*
Laurie Ann Johnson**
Susan Lee*
Wendy Marie Lemacks
Mayra Leos
Tricia Ann Lera
Christine M. Loiseau*
Jael Lopez**

Fermina Macario-Campos*
Natalie Carlson Marignoni
Tamiko Annette McCormack*
Glenda G. McCravez*
Ileana Melgarejo*
Dale E. Memmelaar
Brielle Quincy Menegazzi**
Roxie Meyer*
Mindy Jo Mikesic
Earnestine Nash-Mobley
Gloria Nordmeyer*
Marti Novak
Rose L. Paige*
Joyce Phillips
Kym Kathy Phillips*
Renee Ruth Pierce*
Karen E. Rapp
Pamela A. Rawlins Glover
April Lynn Rayder
Sandra Reddish
Ruth Eunice Rodas De
Cifuentes
Mayte Rodriguez
Norma Rogel*

Jessica Elizabeth Sanders**
Tara Elizabeth Sargent
Ivy Senanu*
Sharon Smail
Cindy Solarek
Shirley A. Talley
Melanie J. Vandenberg*
Sarah Jane VanderLeest*
Roxy Wade*
Cindy Watkins*
Lori Whitnell*
Kay Whitney**
Lisa Wiggs McMinn*
Janelle Renee Witmer
Dea Xhama

* Denotes requalified driver/
Denota conductora recalificada.

** Denotes March qualifier/
Denota que calificó en marzo.

† Denotes April qualifier./Denota
que calificó en abril.

†† Denotes May qualifier./Denota
que calificó en mayo.

First Gold Medal/Primera Medalla de Oro

June/Junio 2016

New Team Members/Nuevas integrantes de equipo

Nichole Alsey, C. Ramirez Unit..... 6
Maria Blythe, K. Perkins Unit..... 6
Amy Briggs, S. Davis Unit..... 5
Victoria Cadena, J. Chacon Unit..... 9
Vanessa Castillo, I. Serrano Unit..... 5
Kait Cerneich, J. Huston Unit..... 6
Sales Director Linda Chambers..... 5
Carrie Chudzikiewicz, J. Scola Unit..... 5
Geneen Cochran, E. Branco Unit..... 7
Olga Daley Harvey, A. Smith Unit..... 6
Tammy Davis, J. Nwoke Unit..... 5
Jillian Earhart, B. Howerton-Adams Unit..... 5
Sales Director Kay Earnhart..... 5
Maria Evangelista-Gonzalez, M. Miller Unit..... 6
Judy Fabian, J. Davis Unit..... 5
Cassandra Gamblin, L. Williams Unit..... 5
Maria Garcia, J. Holzbach Unit..... 5

Camila Ghio, L. Díaz Unit..... 8
Claudia Gomez, A. Korb Unit..... 5
Patricia Gonzales, L. Lane Unit..... 5
Hortencia Hernandez, M. Coyote Unit..... 9
Denise Holloway, K. Ross Unit..... 5
Sales Director Courtney Howe..... 8
Courtney Kemp, M. Dailey Unit..... 8
Francis Leyva, L. Alvarado Unit..... 5
Kelsey Lofton, C. Jessee Unit..... 6
Jatina Lowery, C. Altman Unit..... 5
Jacquie Martinez, H. Cornell Unit..... 6
Maria Martinez, J. Chacon Unit..... 12
Nichole Martinez, E. Lovato-Morgan Unit..... 6
Kim Moran, J. McNulty Unit..... 6
Laura Orr, B. Augustine Unit..... 5
Nicole Perry, L. Huckels Unit..... 5
Gregoria Ramirez, J. Chacon Unit..... 9

Antonia Recendiz, K. Sandoval Unit..... 5
Melissa Roberts, B. McCoy Unit..... 5
Maria Salgado, Y. Torres Unit..... 5
Roxana Sanchez, L. Ramirez Unit..... 5
Lisa Scola, J. Scola Unit..... 6
Maria Soriano, N. Waltman Unit..... 5
Penny Spaur, M. Dailey Unit..... 5
Ashley Stephan, A. Potter Unit..... 5
Nely Suarez, V. Reyes Unit..... 5
Pascuala Trujillo, Y. Hernandez Unit..... 6
Madison Tyson, J. Rowe Unit..... 6
Maribel Villagrana, C. Calabro Unit..... 5
Tracy Williams, J. Sapp Unit..... 7

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 Marie Vlaminc.....\$4,340
Sales Director Michele Martella Armes.....3,611
Sales Director Jessica Scola.....3,123
Sales Director Marita W. Campbell.....2,868
Sales Director Blanca Yasmin Hinojosa.....2,743
Sales Director Angela P. LaFrance.....2,546
Sales Director Vicki Piccirilli.....2,285
Sales Director Belle L. Martin.....2,222
Sales Director Angela Denise Borino.....2,139

Maria L. Martinez, J. Chacon Unit.....2,137
Sales Director Jennifer Jean McNulty.....2,098
Nancy Garcia, V. Reyes Unit.....2,078
Sales Director Elvia Villalba.....2,065
Sales Director Kimberley Victor.....2,062
Sales Director Erika Duke Hulm.....2,029
Sales Director Chelsea Cooley Altman.....1,995
Sales Director Amy J. Bowman.....1,991
Sales Director Nikki Renee Hopkin.....1,961

Nelly Yolanda Fuentes, R. Alvarado Unit.....1,943
Sales Director Meilian Flanagan.....1,927
Sales Director Marcela Sierra.....1,916
Sales Director Nocona L. Koenig.....1,908
Sales Director Carmen Buford Jones.....1,895
Sales Director Melinda Jean Haynes.....1,885
Sales Director Tina W. Campbell.....1,884

13% Club/ Club del 13%

June/Junio 2016

Achievement Circle/ Círculo de Logros

June/Junio 2016

Ranking of the top 100 Independent Sales Directors in the **Sapphire** area based on their June 2016 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 2016.

Marie Vlaminc	\$142,212	Linné Lane	63,779	Virginia Reyes	53,286	Sarah Louise Neal	47,753
Debbie A. Weld	139,231	Marni McKenna Hendricks	63,698	Courtney Ham Young	53,263	Evelyn Hill	47,741
Vicki Piccirilli	128,180	Christine M. Jessee	62,581	Nocona L. Koenig	52,842	Lorie Ford Ryon	47,698
Maria Elena Coyote	105,447	Beth Thatcher May	62,007	Pamela Brown	52,098	Carmen Buford Jones	47,683
Josefa Chacon	94,163	Jennifer G. Bouse	60,131	Joli A. Dockery	51,691	Linda L. Quillin	47,568
Michele Martella Armes	93,422	Satarro Purnell	59,010	Jeanette M. Thompson	51,662	Pauline White	47,502
Jessica Holzbach	90,612	Chelsea Cooley Altman	58,588	Casee Elaine Harwell	51,265	Jodi L. Feller	47,208
Randi Stevens	88,652	Doris M. Quackenbush	57,637	Casie Hembree	51,126	Gloria Stakemiller	47,065
Carol Lee Johnson	86,550	Kimberly Michelle Perkins	57,033	Candace Nicole Holte	51,027	Jen Yvonne Huston	47,029
Julie Neal	85,362	Sanjuana Sosa	56,915	Stephanie Lynne Lenard	50,948	Celia E. Estrada	46,937
Julie Brindell Sapp	84,902	Linda Meier	56,892	Sylvia Boggs	50,717	Dolores Keller	46,825
Keita Powell	82,387	Stacy O. Ervin	56,843	Donna Stephano	50,689	Maria Isabel Martinez	46,510
Jerlene Vrana	78,473	Marcela Sierra	56,527	Mary Stuart Smith	50,498	Freda S. Brattain	46,461
Petie L. Huffman	77,733	Ann W. Sherman	55,934	Michele Semper	50,068	Tommi Pleasure	46,414
Abby Louis Johnson	77,335	Lady Ruth Brown	55,750	Nannette G. Short	49,855	Christina Tomi Ramirez	46,307
Kerri Leigh Ross	76,177	Angela P. LaFrance	55,481	Blanca Yasmin Hinojosa	49,845	Robin S. Moody	46,248
Reyna Victoria Alvarado	74,936	Marie G. Miller	55,291	Angela D. LaFerry	49,638	Dawn Barton	46,154
Lafreda D. Williams	72,467	Trisha Taylor	55,128	Jeanette E. Beichle	49,463	Melissa Gulotta	46,109
Sarah C. Godfrey	68,817	Nikki Renee Hopkin	54,673	Beth Evans McDowell	49,134	Lorena P. Ramirez	45,904
Melinda Jean Haynes	68,791	Maria De la paz Corvera	54,416	Maria Claxton-Taylor	49,118	Elva Obregon	45,765
Bonnie Crumrin	66,474	Ruby Garner	54,270	Jennifer Jean McNulty	49,093	Michelle E. Bonner	45,653
Moleda G. Dailey	66,236	Belle L. Martin	54,087	Kimberley Victor	48,888	Nancy W. Pettaway	45,443
Jessica Scola	64,961	Amy J. Bowman	53,900	Kristi M. Anderson	48,573	Suzanne Tripp-Black	45,407
Chris Burnside	64,497	Ester Maria Barahona	53,776	Jordan Helou Eicher	48,079	Carolyn Iris Nava	44,948
Judith E. Cotton	64,416	Marita W. Campbell	53,296	Erika Duke Hulm	47,882	Anne Q. Harris	44,934

Commission Circle/ Círculo de Comisiones

June/Junio 2016

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Sapphire** area in June 2016. 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 2016. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

Marie Vlaminc	\$21,356	Anne Q. Harris	11,093	Kimberley Victor	9,520	Evelyn Pirhalla	8,533
Josefa Chacon	19,702	Maria De la paz Corvera	11,030	Stephanie B. Bowen	9,411	Jo Carol Lee	8,478
Vicki Piccirilli	19,305	Lady Ruth Brown	10,972	Elvia Villalba	9,221	Celia E. Estrada	8,466
Debbie A. Weld	19,126	Melinda Jean Haynes	10,865	Brooke E. Bennett-Young	9,100	Marni McKenna Hendricks	8,453
Michele Martella Armes	17,046	Satarro Purnell	10,827	Maria Isabel Martinez	9,059	Megan Joy	8,453
Julie Brindell Sapp	15,443	Jerlene Vrana	10,801	Maria Claxton-Taylor	9,057	Laurieann Barclay	8,419
Marita W. Campbell	15,010	Marcela Sierra	10,685	Peggy B. Sacco	9,036	Karla Rae Plantan	8,381
Maria Elena Coyote	14,805	Sanjuana Sosa	10,633	Amy R. Sigler	8,934	Miranda Bandemer	8,366
Kerri Leigh Ross	14,108	Belle L. Martin	10,621	Tinia W. Campbell	8,910	Jennifer G. Bouse	8,355
Abby Louis Johnson	13,203	Petie L. Huffman	10,520	Christine M. Jessee	8,857	Lynn Baer Roberts	8,355
Jessica Holzbach	13,109	Jeanette E. Beichle	10,450	Ester Maria Barahona	8,826	Tirza Llanes	8,310
Erika Duke Hulm	13,029	Sarah Louise Neal	10,401	Michele Semper	8,786	Evelyn Hill	8,309
Julie Neal	12,854	Lorie Ford Ryon	10,353	Tiffany Dawn Lindeman	8,750	Jessica Marie Anderson	8,298
Reyna Victoria Alvarado	12,793	Judith E. Cotton	10,296	Sarah C. Godfrey	8,746	Reyna Nieto	8,255
Lafreda D. Williams	12,497	Chris Burnside	10,261	Nannette G. Short	8,740	Courtney Ham Young	8,237
Randi Stevens	12,422	Chelsea Cooley Altman	10,257	Kelly Inland Brock	8,693	Mary Stuart Smith	8,201
Jennifer Jean McNulty	12,231	Bonnie Crumrin	9,973	Elva Obregon	8,637	Nocona L. Koenig	8,199
Jessica Scola	12,181	Carmen Buford Jones	9,903	Doris M. Quackenbush	8,623	Casie Hembree	8,168
Keita Powell	11,784	Beth Evans McDowell	9,814	Suzanne Tripp-Black	8,623	Nikki Renee Hopkin	8,056
Blanca Yasmin Hinojosa	11,663	Trisha Taylor	9,773	Sylvia Boggs	8,615	Linda L. Quillin	8,051
Linné Lane	11,660	Freda S. Brattain	9,706	Carole Gantt	8,607	Virginia Reyes	8,028
Kimberly Michelle Perkins	11,605	Moleda G. Dailey	9,702	Casee Elaine Harwell	8,604	Christina Tomi Ramirez	8,004
Carol Lee Johnson	11,575	Linda Meier	9,643	Ruby Garner	8,573	Donna Stephano	7,975
Beth Thatcher May	11,479	Amy J. Bowman	9,620	Dolores Keller	8,562	Nedra Ruby White	7,878
Angela P. LaFrance	11,158	Pamela Brown	9,574	Lorena P. Ramirez	8,541	Susan C. Davis	7,849

For complete qualifications, rules and regulations regarding the awards and achievements on pages 8 – 12, go to *Mary Kay InTouch*®./Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 8 – 12, 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.

GO-GIVE[®] award

Congratulations to our October 2016 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! Look for the **online nomination form** on *Mary Kay InTouch[®]*. Click Recognition tab/Seminar/Seminar Recognition/Go-Give Award[®].



Cherisse Hixson

Diamond

Independent Sales Director

Began Mary Kay Business

September 1998

Sales Director Debut

April 2006

National Sales Director

Go-Give Area

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

Personal Lives in Germantown, Tenn. Husband, Matt; son, Drew

"I am motivated to help others because others have poured into me and shaped who I am today. My thanks to the Mary Kay culture, sisterhood and women who have mentored me along the way."

Independent Sales Director Brooke Hilton of Jackson, Tenn., says, "Cherisse took me in, educated and encouraged me like one of her own while I finished up Sales Director-in-Qualification. She teaches bounce-back ability and changes the date, not the goal!"



Jordan Twilley

Ruby

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

February 2010

Sales Director Debut

February 2013

Offspring three first-line;
one second-line

National Sales Director

Tammy Vavala

Honors Star Consultant; two-times Queen's Court of Sharing; Circle of Achievement; Circle of Excellence; Double Star Achievement

Personal Lives in Salisbury, Md. Husband, Eric

"I am motivated to help others because that's what we are called to do! To watch a woman grow, gain confidence and become financially stable is what this incredible opportunity is all about."

Independent Senior Sales Director Brittany Mitchell of Virginia Beach, Va., says, "When all of our guests canceled, Jordan spent one-on-one time inspiring and encouraging my Sales Director-in-Qualification. Jordan took the time knowing she had a rainy three-hour drive home."



Pamela Brigante

Sapphire

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

September 2011

Sales Director Debut

May 2012

Offspring three first-line

National Sales Director

Cyndee Gress

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

Personal Lives in Wharton, N.J. Husband, John; son, Johnnie

"I am motivated to help others because I can influence the lives of women and future generations to realize their dreams and create the life they are meant to live."

Independent Senior National Sales Director Cyndee Gress, says, "Pam is deeply committed to Mary Kay Ash's philosophies, and anyone will tell you she leaves them blessed and feeling important. She helps women see their beauty and abilities and has a joyful way about her."



Joyce Recenello

Emerald

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

March 1991

Sales Director Debut

February 1994

Offspring three first-line;
one second-line

National Sales Director

Go-Give Area

Honors Circle of Honor; Consultant Queen's Court of Personal Sales; nine-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 17-times Circle of Achievement; 10-times Double Star Achievement

Personal Lives in Brandon, Fla. Son, Michael; daughter, Carol; two grandchildren

"I am motivated to help others because I have a strong desire for them to experience the abundant life that they've been given."

Independent Beauty Consultant Catherine Yarbrough Brower of Brandon, Fla., says, "Knowing that I am loved unconditionally by this beautiful woman has had a tremendous healing effect on my heart and in my soul."

Rock HOLIDAY SALES!



KEIKO TAKAGI
Mary Kay Global Makeup Artist

"Blue shadow is versatile when you use it as an accent. To give this look an everyday twist, add it to just the lashlines."

RUNWAY-READY COLOR

Smoky Eye With a BLUE HUE

Share this holiday look with your customers.

EYES: Sweep Gold shade from limited-edition[†] *Mary Kay® Runway Bold Eye Color Palette* over entire eyelids up to creases, including the corners of the eyes. Apply **Blue** to creases and along the lower lashlines, and blend **Navy** along the top lashlines, outer corners and lower lashes to create depth. Finish with two coats of *Mary Kay® Ultimate Mascara™*.

CHEEKS: Sweep **Sunny Spice** *Mary Kay® Mineral Cheek Color* across apples of the cheeks.

LIPS: Line lips with *Mary Kay® Lip Liner* in **Light Nude**, then follow with *True Dimensions® Sheer Lipstick* in **Subtly You**.

- Limited-Edition[†] *Mary Kay® Runway Bold Eye Color Palette*, \$25
- *Mary Kay® Ultimate Mascara™*, \$15
- *Mary Kay® Mineral Cheek Color*, \$12
- *Mary Kay® Lip Liner*, \$12
- *True Dimensions® Sheer Lipstick*, \$18

TIP: When applying dramatic eye makeup, add extra loose powder under eyes. It catches any shadow that falls. Once finished, brush loose powder off the face.



**ADVANCED
COLOR
CONSULTANT**

Get COLOR CONFIDENT.

DID YOU KNOW? Research shows two main struggles women have with color are selecting shades and applying them. The **Color Confident Program** lets you offer your customers simple solutions to both! *Color Confident* is a step-by-step approach to make it easy to achieve beautiful results. Become an **Advanced Color Consultant** on *Mary Kay InTouch®*!

GET SET FOR SALES.

Color Bundles to **Sell Now!**

Ready Set, \$36

Part No. 10-089243

- **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15***
- **Mary Kay® Makeup Finishing Spray by Skindinavia**

Brush On Beautiful, \$65

Part No. 10-089245

- **Mary Kay® Brush Collection**
- **Mary Kay® Brush Cleaner**

Party 'til Dawn, \$69

Part No. 10-080368

- **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15***
- **Mary Kay® Gel Eyeliner With Expandable Brush Applicator in Jet Black**
- **Lash Love® Waterproof Mascara in I ♥ black**
- **Mary Kay® Makeup Finishing Spray by Skindinavia**

Shine Busters, \$22

Part No. 10-080373

- **Mary Kay® Translucent Loose Powder**
- **Beauty Blotters® Oil-Absorbing Tissues, pk./75**



OFFER A VIRTUAL MAKEOVER.

You meet someone while you're on the go – or she doesn't have time to try a look. Show her how amazing she'll look using the *Mary Kay® Virtual Makeover App!*

IT'S EASY.

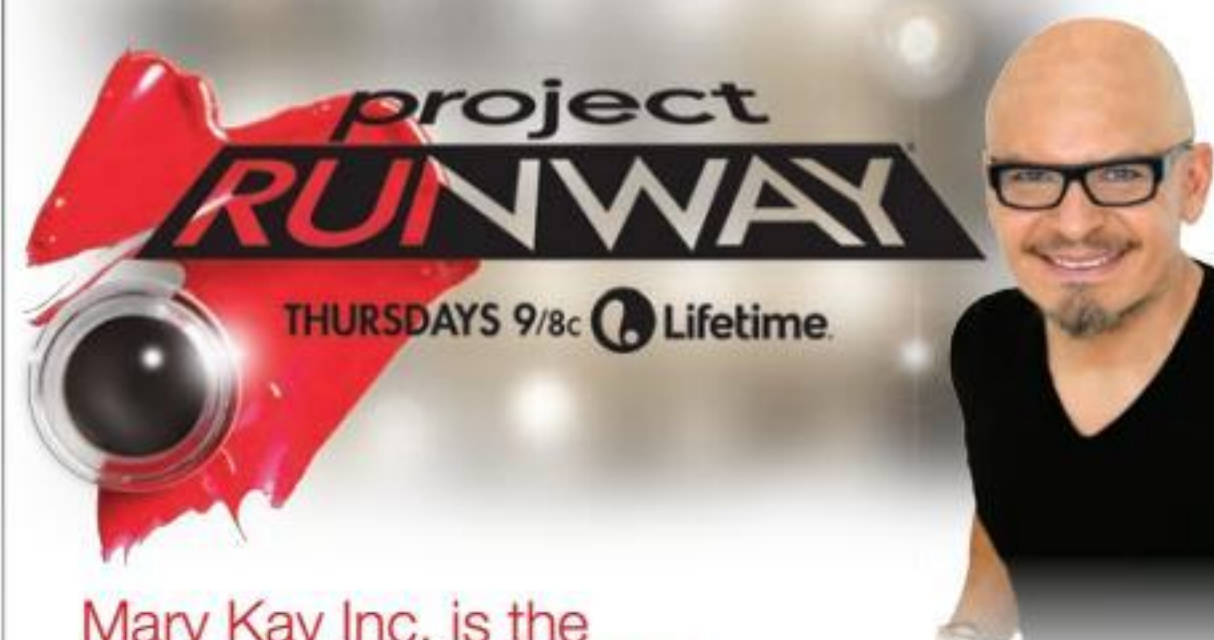
1. Ask to take her picture or offer to use one of the models with similar features.
2. She can choose a trend, bridal or everyday look, and even a hairstyle!
3. Send her look along with the product list and a link to your *Mary Kay®* Personal Web Site so she can order from you.

Chances are you'll have a new customer and sale! She can download the app and try the different looks on her own time.

IT'S FUN. Take pics of your guests **at parties**, and show them different looks on your phone! It's a cool way to play with color!

IT'S FREE.

Download the *Mary Kay® Virtual Makeover App* now.



Mary Kay Inc. is the Official Beauty Sponsor of *Project Runway® Season 15* beginning Sept. 15.

You and your customers can make it a party every Thursday! Schedule a watch party to see the exclusive looks by **Mary Kay Global Makeup Ambassador Luis Casco**. Then share a color look to help you achieve the **Year of Your Dreams!**

Find how-to videos and other tools on *Mary Kay InTouch®*.

Watch for a special October episode celebrating you, an Independent Beauty Consultant!

*Over-the-counter drug product

Lifetime® is a registered trademark of Lifetime Entertainment Services, LLC.

Project Runway® is a registered trademark of Fashion Cents LLC.

Diva Dreams

Contest quarter: Sept. 16 - Dec. 15, 2016

STAR CONSULTANT PROGRAM

This quarter, reward yourself with a new bicycle or Bose® headphones, just to name a few!

PRIZES AWAIT when you work your Mary Kay business one step at a time.

Two Ways to Earn. Your Points Add Up!

- 1 **SELL.**
Start with a minimum \$1,800 in wholesale Section 1 orders = 1,800 points.
- 2 **TEAM-BUILD.**
Each qualified new personal team member you add = 600 points. The higher the points, the bigger the prizes!

Points Award!

POINTS	AWARD
1800	Sapphire
2400	Ruby
3000	Diamond
3600	Emerald
4800+	Pearl

I WANT IT, I'LL GET IT!

I'VE GOT MY EYE ON THIS PRIZE:



Get all the details and a downloadable prize poster under the "Contests" tab on **Mary Kay InTouch®**!

Mary Kay® Personal Web Site

You pay \$30* the first year,
\$60 each following year.



You sign up,
we turn it on
and your
customers
shop!

Nothing replaces face-to-face
customer interaction, but an online
presence can complement your
customer service. Mary Kay has
everything you need for your online
business – even if you're not
internet savvy.

Just set up your **Mary Kay® Personal
Web Site (PWS)** and **ProPay® account**,
and you're ready to do business!

Mary Kay® Personal Web Site (PWS)

Let your customers shop 24/7 – even while you sleep.

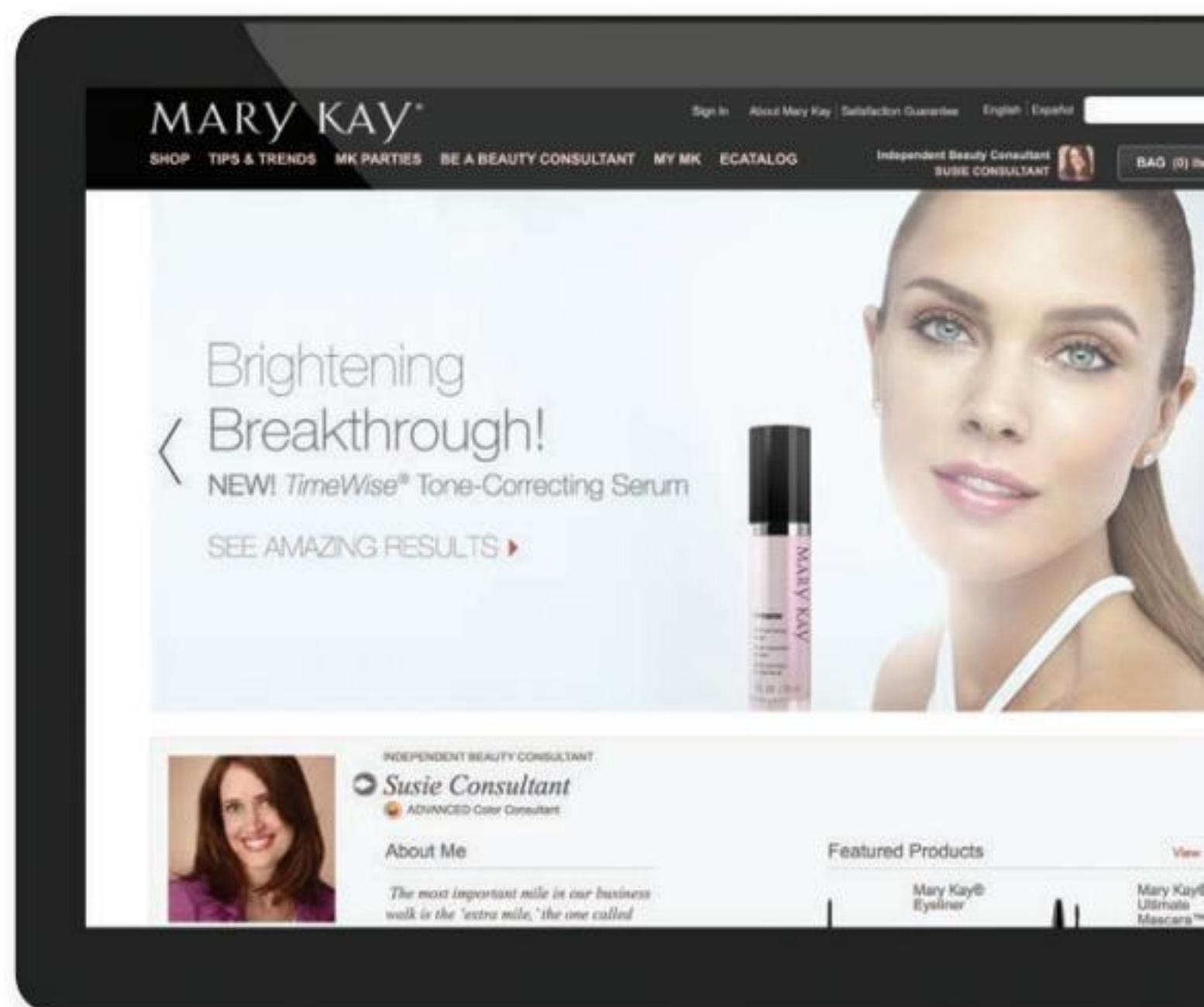
- Introduce them to products they'll love.
- Inspire online purchases.
- Offer free samples and gifts with purchases.
- Share an eCatalog and direct your customer back to your PWS to purchase.
- A Consultant Locator on marykay.com helps customers find you.



**Independent Sales
Director**
Sherry Bussiere
Orange City, Fla.

“I have built a wide customer base by
marketing my **Mary Kay® Personal Web
Site**. I offer free shipping and gifts with purchase,
and I'm **consistently in contact with my
customers**. They can depend on me to **deliver
promptly** thanks to the different delivery options.
Having a **Mary Kay® Personal Web Site** means
no boundaries which has truly **increased my
audience reach and my sales**. I can't imagine
life without it!”

**Be Ready for
Holiday Shopping!**
Consumers are
projected to spend
\$27.7 billion ONLINE
for personal care items
this holiday season,
according to a report
by eMarketer.



PWS + Mary Kay® Social Publisher = **A POWERFUL PAIR**

Put the power of social media to work for you! With
more than **one billion active users**, Facebook®
is the perfect place to promote your Mary Kay business.
With Social Publisher, you will have engaging,
Mary Kay-created and approved content automatically
posted to your **Mary Kay® Facebook® Business Page**!

All you need is a **Mary Kay® Personal Web Site**
and a Facebook® page for your Mary Kay
business.

PROPAY

Your ProPay® account lets you **securely
process** your customers' **credit and
debit cards immediately**. And you get
immediate access to those funds so you
can place your customers' orders! That could mean
NO out-of-pocket cash from you!

Learn more and sign up
for all of these tools on
Mary Kay InTouch®.

Helpful Numbers:**Mary Kay Consultant****Contact Center****800-272-9333**

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

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



"I believe that my dream has changed many thousands of women's lives for the better, and yet I know that there are so many more lives out there waiting for the touch of our hand. There is indeed 'room at the top' for many, many more women."

CALENDAR

dates

1	<ul style="list-style-type: none"> Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
5	<ul style="list-style-type: none"> Holiday 2016 Preferred Customer ProgramSM customer mailing of <i>The Look</i> begins. (Allow 7-10 business days for delivery.) Ordering of the new Holiday 2016 promotional items available for all Independent Beauty Consultants.
10	Columbus Day observed. Postal holiday.
17	Last day to enroll online for the Winter 2016 Preferred Customer Program SM mailing of <i>The Look</i> , including exclusive samples (while supplies last).
28	Last day of the month for Independent Beauty Consultants to place telephone orders.
31	<ul style="list-style-type: none"> Last day to register/cancel registration or hotel reservations for Nov. 9-12 New Independent Sales Director Education by 5 p.m. Central time. Please note that hotel reservations canceled after today will be subject to a one-night room charge plus tax. Last day of the month for Independent Beauty Consultants to place online orders. Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production. Online Independent Beauty Consultant Agreements accepted until midnight Central time.



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Team-Build to Dream-Build

This Can Be the Year of Your Dreams.

Set your goals, and stretch beyond what you think is possible. Challenge yourself to embrace your dreams and grow.

Are You Ready to Build Your Team?

TAKE THIS QUIZ.

- _____ Do I have a goal and am I willing to do what it takes to achieve it?
- _____ Do I feel confident in my basic skills?
- _____ Do I work with integrity and follow through?
- _____ Can I live in my vision as an enthusiastic leader?

If you answered yes, then guess what? You're ready. Your Independent Sales Director or mentor is waiting to bring out the champion in you. She sees your potential and believes in your vision. Together, you can collaborate, see the big picture and discover how you can reach and even surpass your goals.

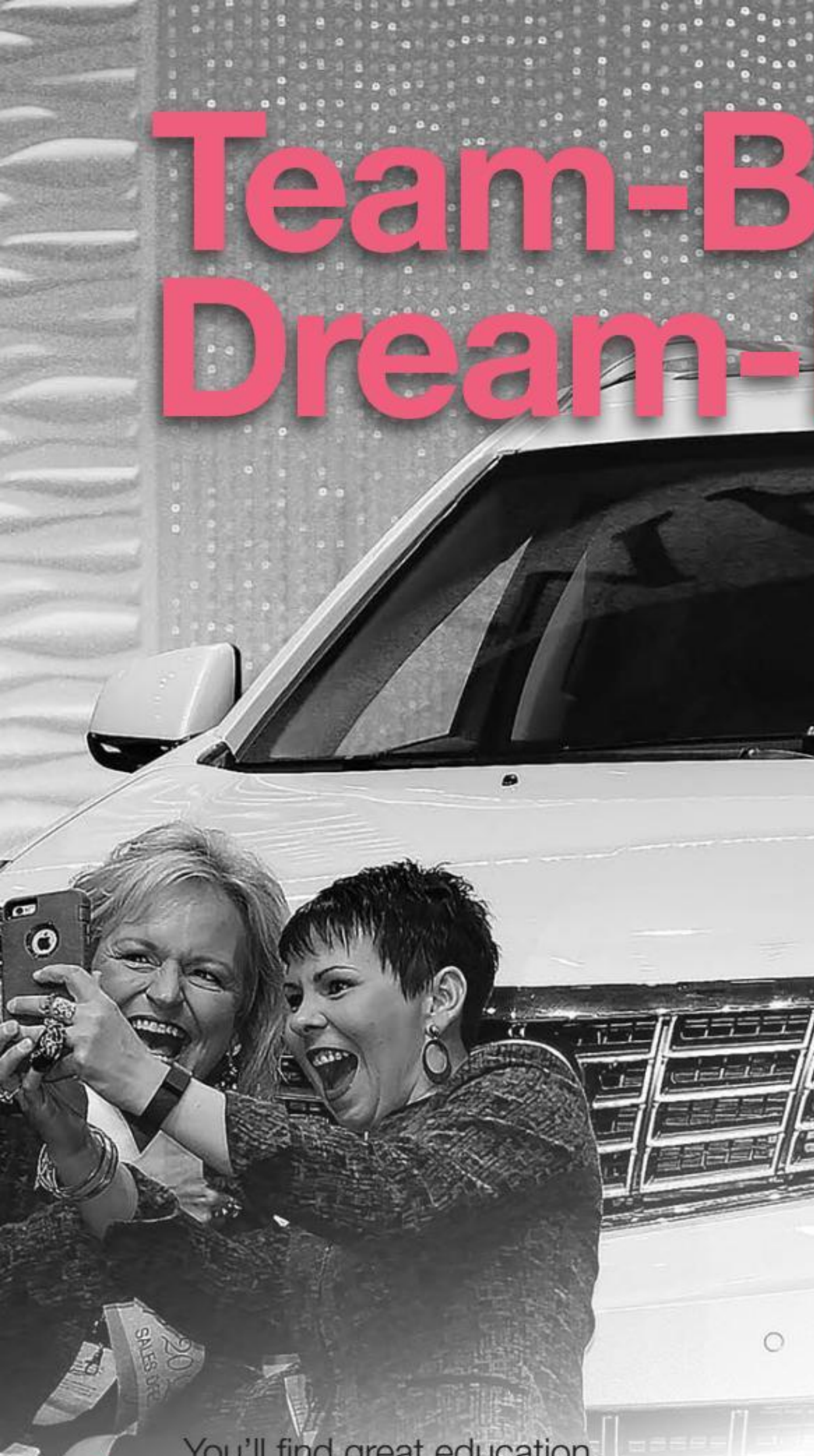
Thought-Starters

- What fears do I want to overcome?
- What skills do I need to improve to get better results?
- Where do I need support or encouragement?
- What does the next chapter in your Mary Kay life look like?

You Can Have the Year of Your Dreams!

1. Determine your "why." What motivates you in your Mary Kay business?
2. Set a goal and a plan to reach it. Set a time frame.
3. Focus on the basics: Book, Sell and Team-Build.
4. Choose someone you would love to have on your team.
5. Work with your coach to determine your strategy.

Remember to share the Mary Kay opportunity at your skin care classes. Guests will experience wonderful *Mary Kay*® products, see your enthusiasm and want to be part of the fun!



You'll find great education, team-building tools, videos and tips plus, the new team-building app on ***Mary Kay InTouch*®!**

Tip!

At team-building appointments, get to know her! As you learn more, you can determine if the Mary Kay opportunity is something that would add value to her life. Ask questions and listen. Through your conversations, you'll probably discover her vision. You also may discover her natural strengths, where she is in life, her personality and goals.

New Team-Building Flier!

You can find this new team-building flier on *Mary Kay InTouch®*.
Share with anyone you think would love to do what you do!



I can turn parties into a profit.
#MyMKLife

Success Is in the Bag!
The \$100⁺ Starter Kit is more than a bag. It's a beginning! It includes these must-haves and more.
*plus shipping, handling and tax

Full-Sized Products and Samples
Start smart with Mary Kay® best-sellers™ and more!

The Look
Amaze your customers with new looks and products in this catalog.

Start Something Beautiful® DVD
Press play to become a skin care party expert!

Beauty Book and Skin Care Party Guide
Get the party started with sleek literature and a guide for you.

Contact me to start your Mary Kay business today!

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*The best-selling tagline registration refers to top-selling products within the Mary Kay® product line.



Independent Future Executive Senior Sales Director
Nadine Huckabee-Stanley
Lake Worth, Fla.

'Tis the Season to Team-Build.

Now is a great time to grow your team!

- 1. Have the right mindset.** You have an amazing opportunity to share. So be bold, courageous and confident in your business, and share the opportunity with others. This is what gets others excited to do what you do.
- 2. Cast a vision.** At every party, cast the vision of how the Mary Kay opportunity can make dreams come true. Invite your guests to start dreaming again. What do they want? A little extra money? A new career? You can have the key to their dreams.
- 3. Be the gift.** Let the opportunity you offer be a gift to your customers. This is a great time of year to start a business and earn that extra holiday money while helping friends and family find the perfect gifts on their lists. Plus, starting a new business NOW means they'll be running strong by the new year.

A Life-Changing Opportunity
They say if you love what you do, it won't even feel like work. But, what if you could love your work and enjoy doing the things you love in life – like spending time with family, traveling, shopping or following your artistic passions? Mary Kay gives you the chance to do that and more as a small business owner while you support your family and your own dreams.



FREEDOM
Set your own schedule, it's yours for the making.

FLEXIBILITY
You can be your own boss and decide the working style that works best for you!

KNOWLEDGE
Part of a sisterhood of Independent Beauty Consultants worldwide.

FULFILLMENT
You can become more confident, empowered and inspired as you use your strengths to discover success.

FUN
You can make money having parties and be richly rewarded for all of your hard work.

FABULOUS
You can see real women love their lives thanks to the Mary Kay opportunity on Instagram® #MyMKLife.

The Proof Is in the Numbers!

- Mary Kay offers a solid business opportunity. These are just a few of our most impressive figures.
- \$50 MILLION** Mary Kay Inc. and The Mary Kay Foundation™ have donated to help and domestic violence.
 - \$4 BILLION** Mary Kay's global annual sales.
 - 35 INTERNATIONAL MARKETS** Mary Kay® products are sold all over the world.
- No. 1 Direct Selling Color Cosmetics Brand and No. 1 Direct Selling Beauty and Personal Care Brand in the U.S.** according to a 2015 study by independent market research provider Euromonitor International. www.euromonitor.com
- Printed in U.S.A. Instagram® is a registered trademark of Instagram, LLC.

NEW LOOK: Love What You Do Team-Building App

The *Love What You Do!* team-building app has been updated with new images to complement the team-building flier that's available on *Mary Kay InTouch®*. This app is a fun and modern way to share the Mary Kay® opportunity. Use it to:

- Easily navigate through the all that's great about being an Independent Beauty Consultant.
- Be guided by talking points as you share beautiful images and videos.
- Link to the online Independent Beauty Consultant Agreement when your potential team member is ready to sign up!

FREE in any app store under "MK Digital Showcase."

TRY IT. Buy It.

Deluxe Minis and samples are a great way to share products. Whether it's a new customer or a long-time fan, samples can lead to more sales.

Why Deluxe Minis?

COMPETE with beauty retailers who offer deluxe samples with purchases.

Your **CUSTOMERS** can **TRY BEFORE THEY BUY.**

You can create your own **GIFT-WITH-PURCHASE OPTIONS** or **HOSTESS GIFTS.**

GREAT FOR TRAVEL and on the go.

NEW Samples!

Popular shades for every skin tone. Apply a full color look or focus on eyes, cheeks or lips. Available on Section 2 of the Consultant order form or online on *Mary Kay InTouch*®.

Mary Kay® Mineral Cheek Color Samples: They're back! In Strawberry Cream, Sunny Spice and Golden Copper.

NEW FORMULA! Mary Kay® Lip Liner Samples: New formula in light nude, medium nude and deep nude.

NEW! Mary Kay® Gel Semi-Matte Lipstick Samples: One strip contains all eight new shades.

Mary Kay® Mineral Eye Color Samples: 15 gorgeous shades.

NouriShine Plus® Lip Gloss Samples: Six beautiful shades.

True Dimensions® Lipstick Samples: Eight popular shades.

Color Cards: Offer a complete customized color look by eye color.



Independent
Sales Director
Monica Goubeaux
Versailles, Ohio

Sample Script

“If a customer says she just wants a mascara, I say, ‘You are so close to getting a free gift! A \$40 order qualifies you for a gift with purchase! What else can I get for you? How about an Oil-Free Eye Makeup Remover and Eyeliner?’

“Typically, they spend more to get the gift with purchase.

“Here's an example. Darlene rarely spends more than \$40, and she recently placed a \$30 order. I told her about the gift with \$40 and she increased her order, so I gave her the *TimeWise® Replenishing Serum+C®* Deluxe Mini! A couple of days later, she called and ordered the serum. Not only did I increase my sales in the first order, but I have one of my loyal customers sold on a new product.”



Independent
Sales Director
Marie Miller
Buffalo, Wyo.

Samples Sell

Marie uses Deluxe Minis and samples to boost sales and build her customer base:

- I recently offered the *Mary Kay®* Oil-Free Eye Makeup Remover Deluxe Mini to clients who preordered the *Lash Intensity®* Mascara, and I sold 46 mascaras!
- I put a Deluxe Mini in all of my orders of \$40 or more as a gift.
- I give the Deluxe Mini as a thank-you for allowing me to share the Mary Kay opportunity.
- I hold drawings at parties for a gift set of travel-size *Mary Kay®* products.
- I use samples (lip glosses, lipsticks and eye colors), along with candy and my *Mary Kay®* business card in a cello bag, as a “warm chatter” gift when I meet someone new.

DELUXE MINIS AVAILABLE ON SECTION 2 AT INTRODUCTORY PRICES



TimeWise Repair® Volu-Firm® Set,
\$12 each



TimeWise® Replenishing Serum +C®,
\$3 each



NouriShine Plus® Lip Gloss Set,
\$5 each
Includes: Café au Lait, Fancy Nancy, Pink Luster, Rock 'n' Red, Sparkle Berry, Silver Moon



Mary Kay® Oil-Free Eye Makeup Remover,
\$2 each



Lash Love® Mascara,
\$2 each



TimeWise® Microdermabrasion Plus Set, \$4 each
Includes: Refine and Pore Minimizer

You've Got GAME.

mkconnections®

It's fall and game time. Show your love for Mary Kay while you root for your favorite team!

Mary Kay® Game Day Chair, \$45

This black chair sports the *Mary Kay*® logo and features a cup holder, an armrest cooler to keep samples cool, plus a mesh bag to keep copies of *The Look* and order forms handy.



Mary Kay® Stadium Blanket, \$25

This snuggly fleece blanket will keep you warm while you sit in the stands and spread the word about your Mary Kay business. Machine washable. 50" x 60"

Business Basics

Remember, *MKConnections*® is your source for basic business needs, such as:

The Classic Beauty Coat, \$49

You can also check out the Designer Beauty Coat option on *MKConnections*®.



Business Cards (prices vary)



Rolling Tote, \$75



Find all of this and more when you visit *MKConnections*® on *Mary Kay InTouch*®.

MARY KAY®

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

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MARY KAY INC.

embrace
YOUR DREAMS

July 1, 2016 – June 30, 2017



YOU HAVE THE
POWER TO MAKE
YOUR DREAMS
COME TRUE.

Mary Kay

September Bracelet Let It Be Me.

Earn this bracelet when you place a \$600 or more wholesale Section 1 order* in September! See Page 3 for ideas to help you reach your sales goal!

Earn an exclusive bracelet each month!

Now through June 30, 2017, you can earn a designer-inspired bracelet featuring a different inspirational Mary Kay Ash quote each month. Collect all 12! You'll receive your bracelet inside your qualifying order.

Mary Kay Math

How do you get \$600 or more in wholesale sales per month?
Let's break it down.



HOLD 3 PARTIES

a week and sell \$100 retail
at each party:

3 parties

X \$100 retail

\$300 retail

\$300 retail

X 4 weeks

\$1,200 retail (\$600 wholesale)

Now's your chance to **Embrace Your Dreams!**
Learn more on *Mary Kay InTouch*®!

*One bracelet per Independent Beauty Consultant while supplies last. Eligibility is based on the Company receiving and accepting a wholesale Section 1 order of \$600 or more during the contest month.

trending @ MK



THE YEAR OF YOUR DREAMS



LIVE YOUR DREAM. IT'S YOUR YEAR!

How do you make your **MARY KAY DREAMS COME TRUE?**

Share fun pics using **#mymklife!**



THURSDAYS 9/8c **Lifetime**

Work It!

Millions tune in each week and see **Mary Kay** as the Official Beauty Sponsor of **Project Runway® Season 15**. Take advantage of the exposure! Consider hosting a color party around the show. Your customers can go from basic to beautiful in 30 minutes! You'll find party tools such as a **customizable invite** on **Mary Kay InTouch®**!

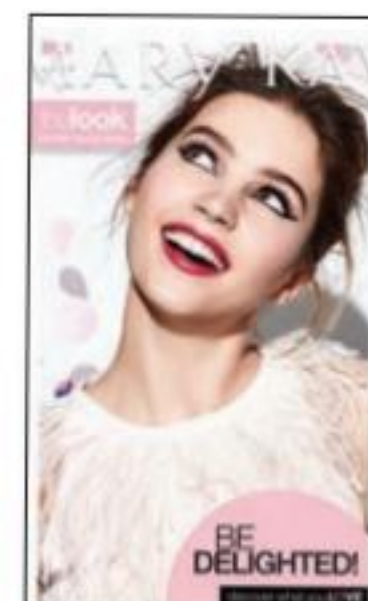


Glow On.

The **#GlowAndTell challenge** can help you sell skin care! Try this fun, **21-day challenge** with your new customers and those not using skin care, and see how it can increase your sales. Live your parties with the **fun party kit**. Get it on **Mary Kay InTouch®**.

Be Delighted!

The **holiday special edition of The Look**, packed with products and gift ideas, is a great way to get your customers excited and ready to spend! You can order extra copies on **Mary Kay InTouch®**. \$3.50 pk./10



inside THIS issue

Get There With Skin Care.

Reach a **\$600 wholesale order** this month, and earn the **Embrace Your Dreams bracelet**. Also, learn more about **TimeWise Repair®** and how to sell.
pages 2-3

Bundle Up.

Check these easy-to-sell gift bundles, and get organized with a handy holiday countdown.
pages 4-5

Lives Enriched

Independent Future Executive Senior Sales Director Belle Martin overcame big obstacles to create the life of her dreams.
pages 6-7

Runway to Real Way

Help your customers refresh with a runway-inspired look. Plus, check these color gift bundles to pamper your customers and help maximize your sales.
pages 14-15

Dreamy Prizes

As a Star Consultant, you can earn fabulous prizes by focusing on the **business basics: book, sell and team-build**. Keep your eye on the prize and make a plan!
page 16

Shop Online.

One great way to enhance your one-on-one customer service is a **Mary Kay® Personal Web Site**. It lets your customers shop 24/7. You can wake up to sales, and who doesn't like that?
page 17

Dream Team

Uncover your dreams as you work your Mary Kay business and build your team. Plus, get team-building tips you can use now!
pages 18-19

Try and Buy.

Mary Kay® product samples are small, but mighty. Two Independent Sales Directors show you how to use samples to increase your sales.
page 20

Get Connected.

MKConnections® has great merchandise to help you promote your business and keep the Mary Kay brand front and center. See what's new!
page 21

Bracelet Bling

Earn this month's **Embrace Your Dreams bracelet**. Get the details.
back cover

EMBRACE THE

FACE.

TimeWise Repair® Volu-Firm® Set

Set includes: Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30,* Night Treatment With Retinol, Eye Renewal Cream



Find detailed product information, along with selling tools and tips, on *Mary Kay InTouch®*.

Just the FACTS

WHAT: Scientifically innovative five-step skin care regimen that fights the reasons signs of advanced skin aging appear.

WHY: Helps you attract new customers and meet your current customers' sophisticated needs.

WHO'S YOUR CUSTOMER:

1. Women with advanced signs of aging based on
 - Sun exposure
 - How well they've cared for their skin and protected it from environmental stressors
 - Chronological age
2. Women who want a premium skin care regimen and whose skin can benefit from the regimen
3. Women who want advanced age-fighting products and are willing to invest in their skin

It's important to know that the benefits of using *TimeWise Repair®* may not be as dramatic if your customer's skin is not showing advanced signs of aging.

*Over-the-counter drug product

Real RESULTS

The *TimeWise Repair® Volu-Firm®* Set underwent the **most comprehensive consumer and clinical testing** of any new *Mary Kay®* product to date. More than **65 clinical, consumer and safety studies were conducted** involving more than 3,000 panelists. Here's what we found:

- 91%** Less noticeable deep lines and wrinkles.
- 86%** Skin looked lifted.
- 98%** Less undereye puffiness.
- 93%** Skin looked more even toned.
- 93%** Significant improvement in overall appearance.

*Results based on a 12-week independent clinical study. The percentages reflect those who showed improvement. All prices are suggested retail.

1 BOOK SKIN CARE PARTIES.



2 BOOST SALES.



3 REPEAT!

Why Focus on \$600 OR MORE?

It's the special number that can help you on your road map for the **Year of Your Dreams**. Each month you place a \$600 wholesale Section 1 order, you earn a beautiful [Embrace Your Dreams](#) bracelet featuring an inspirational Mary Kay Ash quote. (See back cover.)

It's been shown that those who **consistently sell** enough products each month to equal **\$600 wholesale or more** and strive to **add team members**, can move more quickly toward their goals. **\$600+** seems to be the magic number that unlocks the door to a **solid customer base, more bookings and earning potential, and bigger and better rewards**. You can do it!

\$600+ Orders

TAMMY'S TIPS

TO GET THERE WITH SKIN CARE



Independent Sales Director
Tammy Steele
University Place, Wash.

At Parties

1. **CALL** your current *TimeWise Repair*® customers and offer an incentive to hold a skin care party with their best girlfriends. If three out of five guests buy the set, holding two parties can get a \$600 wholesale order for the month.
2. **DEMONSTRATE**. For new customers or those customers not using a skin care regimen, share *TimeWise Repair*® or any *Mary Kay*® skin care regimen best suited for their skin, and let them experience the results. Chances are, they will want to buy.
3. **FOLLOW UP**. 2+2+2. Two days, two weeks, two months. Check their progress. Do this consistently, and reorders can skyrocket with loyal customers who know you care.

Set a Goal.

Book appointments to sustain that goal. Track your progress.

As a new Independent Beauty Consultant, Tammy used the **Weekly Accomplishment Sheet** to track sales. Today, she uses a notebook with three sections:

1. **BOOKING LEADS**. Tammy keeps names/contact information to follow up.
2. **WEEKLY SALES GOAL**. She puts her weekly goal at the top, tracks her sales and makes sure they match to stay on track.
3. **TEAM-BUILDING PROSPECTS**. She keeps names/contact information/next steps.

Warm Chatter

Tammy's favorite way to get new customers and make women feel special is to offer "facials in a bag" – small cello bags with skin care samples or Deluxe Minis. She includes directions for an *ultimate facial* and her *Mary Kay*® business card!

When she's running errands, she says, "Hi, here's a gift for you! Thank you for giving me great service. Today I want to honor you with a pampering gift."

She encourages two-way conversations, which help her get bookings and sell. She asks, "May I follow up with you in 48 hours to get your opinion? If you agree, you can receive a special treat with your first purchase."

Your Customers' COMPLEXION DREAM TEAM

When combined, these products can lift away the years. Sell **FOUR** this month, and you can earn the **Let It Be Me** bracelet. Embrace Your Dreams!

APPLICATION ORDER

DAY

1. *Volu-Firm*® Foaming Cleanser
2. *Volu-Firm*® Lifting Serum
3. *Volu-Fill*® Deep Wrinkle Filler
4. *Volu-Firm*® Day Cream
Sunscreen Broad Spectrum SPF 30*
5. *Volu-Firm*® Eye Renewal Cream

NIGHT

1. *Volu-Firm*® Foaming Cleanser
2. *TimeWise Repair*® Revealing Radiance™ Facial Peel
3. *Volu-Firm*® Lifting Serum
4. *Volu-Fill*® Deep Wrinkle Filler
5. *Volu-Firm*® Night Treatment With Retinol
6. *Volu-Firm*® Eye Renewal Cream



TimeWise Repair® Volu-Firm® Set, \$205
Set includes: Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30,* Night Treatment With Retinol, Eye Renewal Cream



TimeWise Repair® Revealing Radiance™ Facial Peel, \$65
Use twice weekly in the evening. Allow three days between applications.



TimeWise Repair® Volu-Fill® Deep Wrinkle Filler, \$45
Gives deep wrinkles extra attention. Visibly plumps their appearance in problem areas.

*Over-the-counter drug product

All prices are suggested retail. *One bracelet per Independent Beauty Consultant while supplies last. Eligibility is based on the Company receiving and accepting a wholesale Section 1 order of \$600 or more during the contest month.

Unwrap Sales!

Skin care gift bundles† make shopping easy and selling easier!

Christmas Miracle, \$127

Part No. 10-089247 n/o
Part No. 10-089246 c/o

- **TimeWise®** Miracle Set®
- **TimeWise®** Firming Eye Cream

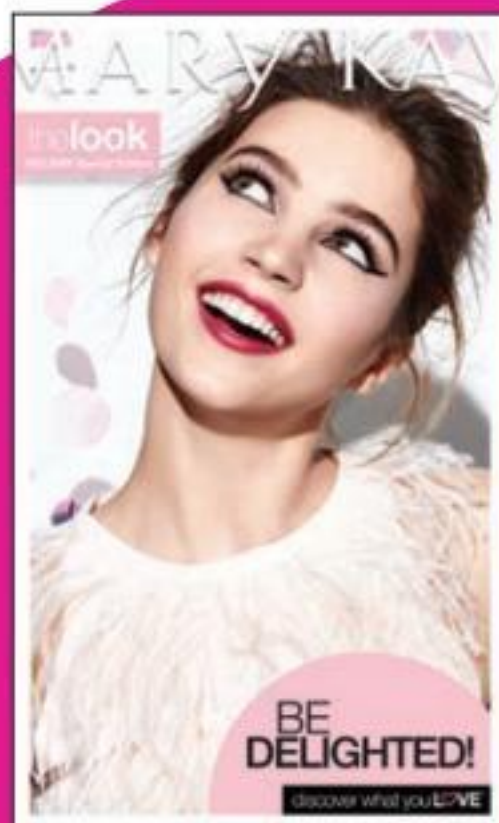


Soft Touches Bundle, \$54

Part No. 10-080377

- **Mary Kay®** Intense Moisturizing Cream
- **TimeWise®** Moisture Renewing Gel Mask

You can display gift bundles using baskets or festive wrap you can find at craft stores.



The Look: The holiday special edition of *The Look* begins mailing Oct. 5. If you enrolled your customers to receive it via the *Preferred Customer Program*™, you'll want to follow up and see how you can help them find perfect gifts for everyone on their lists. You also can order extra copies on *Mary Kay InTouch*®, \$3.50/pk. 10. Want to learn how to enroll your customers in the *Preferred Customer Program*™ for the next issue of *The Look*? Find details and deadlines on *Mary Kay InTouch*®.

Gift Bags: Mary Kay cello bags and ribbon make bundles more festive and fun! Prices start at \$12! [Order](#) today through *MKConnections*® on *Mary Kay InTouch*®.





A.



B.

For the Guys:

A. **MKMen® Dynamic Duo, \$50**
Part No. 10-080381

- Advanced Eye Cream
- Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30†

B. **MKMen® Skin Care Regimen Bundle, \$78**
Part No. 10-093886

- Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30†
- Advanced Eye Cream
- Daily Facial Wash
- Shave Foam

Make a List, Check It Twice.

Gina shares her October countdown to holiday selling success!



Independent Future
Executive Senior
Sales Director
Gina Beck
Forest, Va.

Early October:

- ✓ **Choose your open house venue.**
You can use your home, a club house, recreation center or church – anywhere that affords some privacy and can accommodate your guests.
- ✓ **Set your holiday open house date(s).**
I hold my big event two weeks before Thanksgiving to catch my customers before the big shopping weekend.

- ✓ **Send a “save the date” email, postcard and/or post on your Mary Kay® Facebook® page. Cast a big net – even if they haven’t ordered in a while.** I also keep printed invites with me to pass along as I’m out and about, and share at skin care parties and facials. It’s OK for them to bring friends – the more the merrier and more potential sales!

Midmonth:

- ✓ **My biggest gift items include** *Mint Bliss™ Energizing Lotion for Feet & Legs* and *Satin Hands® Hand Cream* that I package with a pair of soft gloves or socks. Your customers may also like lipsticks packaged in a small red stocking with a *Satin Lips® Set* or lip primer.

- ✓ **If you want, include an incentive in your invite to attend your open house.** This can be anything from hourly giveaways to incentives based on your customers’ purchases. Who doesn’t like the chance to get something extra? It can be just the thing that will get them there!

As an option, place an order of your customers’ favorite products.

My customers appreciate taking their products with them. I’ve found many shop for themselves, so this year, I’ll stock up on the *TimeWise® Miracle Set®*, *TimeWise Repair® Volu-Firm® Set*, *TimeWise® Firming Eye Cream*, *Mary Kay® Oil-Free Eye Makeup Remover*, mascaras and under-eye corrector!

Late month:

- ✓ **Reach out to your customers one week before your open house as a reminder.** If they can’t attend, I schedule separate time for them to see what I have to offer.
- ✓ **Gear up for fun!** This is a chance to greet guests in my home and shop with me. I happily share my enthusiasm about the products. It’s a great time to make new friends, reconnect with others and make everyone feel special!



Independent Future Executive Senior Sales Director **Belle Martin**
Fayetteville, N.C.

Money Matters

Independent Sales

Directors: Take control of your financial destiny. Visit *Mary Kay InTouch®* for Belle's video on Wealth Health.

Pay It Forward.

Remember that **October** is both **Domestic Violence** and **Breast Cancer Awareness Month**. A great time to partner with *The Mary Kay Foundation™* to help others in need. Find out what you can do at marykayfoundation.org.

THE MARY KAY
FOUNDATION™



Independent Future Executive Senior Sales Director Belle Martin Shares Her **WHY** and Her Success.

Before Mary Kay, **Belle Martin** of Fayetteville, N.C., was an educator. "I was introduced to Mary Kay at a skin care class and fell in love with the products," says Belle. "I was happy supporting my Independent Beauty Consultant by hosting parties, then she shared the Mary Kay opportunity and the business plan. I was impressed. She invited me to a success event, and I was sold."

In 1993, Belle attended her first Seminar and met Mary Kay Ash. She had been an Independent Beauty Consultant for a little over a year. "Mary Kay told me I could have it all, and I really took that to heart. I came home from Seminar motivated, but I knew that in order to make real changes in my life, I had to leave an abusive situation at home. So, with my two children in the front seat of our old Pontiac®, our clothes in the back, my Mary Kay inventory in the trunk and \$1,000 in my pocket, we set off for a new life in Fayetteville, N.C."

Belle found a furnished trailer, took a job at a day care and started working her Mary Kay business. "My daughter was skeptical. I assured her that even though we didn't have much at that moment, we would some day. And I promised things would get better. I developed a broad customer base by networking with the women at the day care."





Movie Motivator

Belle shared her sales goal with her children: sell \$1,000 in products, and when she reached that goal, they'd go to a movie.

This made her accountable to her kids and taught them valuable lessons. "I wanted them to see me set a goal and reach it. If I had more than \$1,000 in sales one week, I would put the extra away for emergencies," she says. "Of course, there were weeks when all of my appointments canceled, but I would just get on the phone and start making calls and booking appointments. I kept inventory available because I knew having the right products on hand for my best customers was key."

It only took a few months for Belle to move out of the trailer and into an apartment where she and her children lived for almost three years. All the while, Belle kept her day care job and held skin care classes, sold products and built her team.

In February 1996, Belle set her sights on earning the use of a Mary Kay Career Car. "I missed my initial goal, but managed to qualify the following quarter," she says. "In June 1996, I earned the use of my first Mary Kay Career Car. I was driving a brand-

new, beautiful car, and it felt great. I became an Independent Sales Director in December 1996, and we moved into a rental house the next month."

Over the next three years, Belle paid off long-standing credit card debt and worked on her credit scores in the hope of qualifying for a home loan. "I knew the way to pay off the debt was to set a goal to be in the National Court of Sales, so I did. I paid \$1,000 per month to pay off the credit card and now that I am debt-free, I invest my money."

In 2000, Belle purchased a home and quit her day care job. "I was ready to commit to building Mary Kay leaders and enriching lives."

Sharing the Dream

"When you build your team, you work your Mary Kay business full circle: book appointments, sell products and share the opportunity. If they're not interested, they may know someone who might be. Don't be afraid to offer the opportunity out of fear of rejection. Instead, know that when you share, you're blessing someone with the knowledge to learn more about a worthwhile opportunity."

Living Her Dream

It's been 24 years since Belle signed her Independent Beauty Consultant Agreement. "Looking back, the scariest part of my financial situation wasn't that my income was low or that I was in debt. It was what would happen if I did not take action. That's when I got serious about living the life my family deserved."

Belle has sent her two children and nephew to private school and college. She also paid for her daughter's wedding. "I look forward to debuting one day as an Independent National Sales Director," Belle says. "One of my biggest rewards is that my kids have learned from my journey. They value hard work and discipline, and are financially responsible."

"I learned everything I needed to know by going to Company events and listening to those who were already successful in this business, including my **Independent Senior Sales Director Ann Nivens Brown** and my **Independent Executive National Sales Director Emeritus, the late Rosa Jackson**. I will be forever grateful to my recruiter for sharing the opportunity with me because she truly changed my life."

Candid Comments...

ON TAKING ACTION: "The scariest part of my financial situation wasn't that my income was low or that I was in debt. It was what would happen if I did not take action. It would mean that I'd be giving up on my dreams and the dreams of my children. That's when I got serious about living the life we deserved."

ON TEAM-BUILDING: "If you are afraid to offer the opportunity out of a fear of rejection, think about it this way: when you're sharing, you're blessing someone with the knowledge to learn more about this wonderful opportunity."

ON INVENTORY: "I keep inventory on hand because I want to have the right products for my customers."

