

MARY KAY[®]

applause[®]

OCTOBER 2017

Share a Little Joy!



Welcome to
Your Ultimate Holiday
Headquarters!

More gift ideas inside.

Inside: From dancer to Sales Director! Independent Senior Sales Director Linda Klein brings joy to her world.

June

RECO

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 2017, NSD Area Leadership Development bonuses and NSD commissions earned on all foreign countries for May 2017 **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.

DIAMOND



Lisa Madson

1. Lisa Madson*	\$77,350
2. Gloria Castaño***	72,768
3. Pamela Waldrop Shaw**	44,268
4. Dawn A. Dunn*	34,621
5. Lily Orellana	34,281
6. Julia Burnett*	33,255
7. Connie A. Kittson*	28,404
8. Yosaira Sánchez	27,923
9. Kristin Sharpe	27,638
10. Kay E. Elvrum	24,786
11. Sue Pankow	24,764
12. Yvonne S. Lemmon	23,773
13. María Monarrez	23,533
14. Jeanie Martin	23,504
15. Holli Lowe	22,556
16. Evitelia Valdez-Cruz	22,518
17. Leah Lauchlan	22,349
18. Diana Sumpter	20,943
19. Susan M. Hohlman*	20,251
20. Shannon C. Andrews*	19,743
21. Alia L. Head	18,730
22. Rebbecca Evans*	18,312
23. Lisa Allison	18,176
24. Heidi Goelzer	17,817
25. Lynnea Tate	17,325
26. Sharon L. Buck	16,812
27. Roxanne McInroe	16,600
28. Enma Bermeo	16,562
29. Rosa Bonilla*	16,453
30. Vicki Jo Auth	16,396
31. Pam Ross*	16,268
32. Julia Mundy	15,700
33. Robin Rowland	15,666
34. Marixa González	15,139
35. Lynne G. Holliday	14,485
36. Dorothy D. Boyd	14,228
37. Margaret M. Bartsch	13,466
38. Shelly Gladstein	13,377
39. Candy D. Lewis	12,821
40. Joy L. Breen	12,573
41. O'Nelly Encarnación	12,571
42. Rosa Carmen Fernández	12,513
43. Sandra Chamorro	12,357
44. Gay Hope Super*	12,153
45. Karen B. Ford	11,926
46. Anita Conley*	11,472
47. Kaye Driggers	10,328
48. Amy Allgood	10,301

RUBY



Carol Anton

1. Carol Anton**	\$69,440
2. Cindy A. Williams*	45,598
3. Stacy I. James**	42,031
4. Linda C. Toupin	38,256
5. Lia Carta**	34,562
6. Julie Krebsbach*	31,441
7. Cindy Fox*	30,327
8. Anabell Rocha*	27,479
9. Sandy Valerio*	26,463
10. Jan L. Thetford	25,215
11. Cathy Bill*	23,211
12. Mary Estupiñan*	22,458
13. Gloria Báez*	22,289
14. Juanita Gudiño	21,366
15. Candace Laurel Carlson*	21,176
16. Deb Pike	20,677
17. Jo Anne Barnes	20,583
18. María Flores	20,386
19. Crystal Trojanowski	20,224
20. Lara F. McKeever	20,121
21. Kate DeBlander	20,074
22. Kim L. McClure	19,633
23. Gena Rae Gass	17,763
24. Brenda Segal*	17,737
25. Brittany Kaps*	17,637
26. Elizabeth Muna*	17,609
27. Patty J. Olson	17,097
28. Carmen Hernández*	16,764
29. Annaka Krafka	16,368
30. Cecilia C. James	16,151
31. Tammy A. Vavala	16,146
32. Lynda Jackson*	16,134
33. Kathy Rodgers-Smith	15,490
34. Amie N. Gamboian	15,320
35. Michelle L. Sudeth*	14,702
36. Virginia S. Rocha	14,381
37. Nancy J. Osborn*	13,953
38. Bea Millsagle	13,769
39. Sherril L. Steinman	13,377
40. Tammy Romage	12,454
41. Lily Gauthreaux	12,445
42. Donna B. Meixsell	11,947
43. Sherry A. Alexander	11,401
44. Esther Whiteleather	11,322
45. Mirna Mejía de Sánchez	11,140

SAPPHIRE



Kathy Helou

1. Kathy Helou***	\$84,460
2. Lupita Magaña**	65,099
3. Debi R. Moore*	47,578
4. Sara Pedraza-Chacón*	38,770
5. SuzAnne Brothers*	37,970
6. Pamela A. Fortenberry-Slate*	28,765
7. Davanne D. Moul*	26,322
8. Kristin Myers*	25,567
9. Cyndee Gress*	24,966
10. Consuelo R. Prieto*	23,209
11. Debra M. Wehrer	23,144
12. Alicia Lindley-Adkins*	22,908
13. Lorraine B. Newton	22,745
14. Glinda McGuire*	22,154
15. Diane L. Mentiply	21,788
16. Kimberly R. Copeland	21,707
17. Paola Ramírez	21,316
18. Valerie J. Bagnol*	20,615
19. Morayma Rosas	20,584
20. Angie S. Day*	19,917
21. Alma Orrostieta	19,666
22. Somer Fortenberry	19,490
23. Lupita Díaz	19,210
24. Janis Z. Trude	18,681
25. Scarlett Simpson*	18,538
26. Magdalena Nevárez*	18,523
27. Tina L. Everhart	18,361
28. Elizabeth Sánchez	16,727
29. Cathy E. Littlejohn	16,434
30. Heather A. Carlson	16,208
31. Dawn Otten-Sweeney	16,049
32. Evalina Chávez	16,028
33. LaRonda L. Daigle	15,416
34. Maribel Barajas	14,997
35. Diana Heble	14,305
36. Alejandra Zurita	14,289
37. Tina Hulsman	14,186
38. Phyllis Pottinger*	13,768
39. Krista Warner	13,480
40. Elaine Kimble Williams	13,107
41. Jeanie M. Tamborello	12,929
42. Julia Serrano	12,883
43. Julie Weaver	12,700
44. Sylvia Kalicak	12,084
45. Kelly McCarroll	11,988
46. Mia Mason Porter	11,904
47. Sue Uibel	11,458
48. Rhonda L. Fraczkowski	10,785
49. Josefa Chacón-Alonzo	10,225

EMERALD



Gloria Mayfield Banks

1. Gloria Mayfield Banks***	\$80,507
2. Patricia Turker**	67,307
3. Sonia Páez**	45,217
4. Maureen S. Ledda*	33,529
5. Dayana Polanco*	32,948
6. Jamie Cruse-Vrinos	31,305
7. Dacia Wiegandt*	30,359
8. Kerry Buskirk*	28,969
9. Julianne Nagle*	28,954
10. Tammy Crayk	28,112
11. Anita Tripp Brewton*	27,838
12. Sonia Bonilla	27,744
13. Ada García-Herrera*	27,728
14. Evelinda Díaz*	27,116
15. Pamela Tull	24,968
16. Auri Hatheway	22,823
17. Pam Klickna-Powell	22,705
18. Joanne R. Bertalan*	21,428
19. Gina Rodríguez-Orriola	20,632
20. Rosibel Shahin*	20,585
21. Marilyn Marte de Melo	20,315
22. Kym A. Walker*	19,719
23. Kirk Gillespie	19,484
24. Mayuli Rolo*	19,240
25. Pam I. Higgs	19,012
26. Monique Balboa	18,444
27. Sue Wallace	18,078
28. Crisette M. Ellis	18,064
29. Cristi Ann Millard	17,029
30. Bianny Ramirez	16,590
31. Luzmila Abadia Carranza*	16,296
32. Noelia Jaimés*	15,609
33. Gillian H. Ortega	14,937
34. Kathy P. Oliveira	13,955
35. Jill D. Davis	13,346
36. Mairelys López*	12,578
37. Noemi C. Jaimés	12,331
38. Sabrina Goodwin Monday	12,278
39. Diane Bruns	11,770
40. Mary Beissel	11,719
41. Cindy Z. Leone	11,575
42. Roya Mattis	11,523
43. Cindy Z. Towne	11,085
44. Caterina Harris Earl	10,755
45. Natalie Privette-Jones	10,718

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

Mary Kay Angels/Ángeles Mary Kay

June/Junio 2017

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 2017./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 2017.

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



Lisa Madson
\$77,350
Diamond



Carol Anton
\$69,440
Ruby



Kathy Helou
\$84,460
Sapphire



Gloria Mayfield Banks
\$80,507
Emerald

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

DIAMOND/DIAMANTE — Sherrie Purvis, L. Tate Area	\$154,749
RUBY/RUBÍ — Susan Moore, C. Williams Area	\$210,227
SAPPHIRE/ZAFIRO — Dawn Barton, K. Helou Area	\$219,676
EMERALD/ESMERALDA — Katy Goldstein, J. Cruse-Vrinios Area	\$185,450

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

DIAMOND/DIAMANTE — Kristen Spiker, Go-Give Area	\$34,015
RUBY/RUBÍ — Elizabeth Kramer, Go-Give Area	\$39,363
SAPPHIRE/ZAFIRO — Christine Jessee, Go-Give Area	\$50,983
EMERALD/ESMERALDA — Katy Goldstein, J. Cruse-Vrinios Area	\$70,787

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

DIAMOND/DIAMANTE — Abbey Spiker, K. Spiker Unit, Go-Give Area	\$25,740
RUBY/RUBÍ — Tanya Valdez, B. Kernan Unit, L. Gauthreaux Area	\$51,738
SAPPHIRE/ZAFIRO — Jocquilyn Stalnaker, D. Barton Unit, K. Helou Area	\$43,158
EMERALD/ESMERALDA — Joan Mitsdarffer, G. Snively Unit, J. Cruse-Vrinios Area	\$16,477

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

DIAMOND/DIAMANTE — Mary Clarke, S. Purvis Unit, L. Tate Area	16
RUBY/RUBÍ — Sales Director Roxy Coursey, J. Thetford Area	13
SAPPHIRE/ZAFIRO — Nayeli Bibian, Y. Hernandez, M. Nevarez Area	14
EMERALD/ESMERALDA — Sales Director Josefina Malagon, P. Klickna-Powell Area	29

Top Unit Builders/Primeras Impulsoras de Unidad

June/Junio 2017

Independent Sales Directors with 20 or more new unit members for June 2017./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en junio de 2017.

New Unit Members/Nuevas integrantes de unidad

Diamond/Diamante

Sherrie Clark Purvis	39
Stephanie Anne Mottaz	29
Evangelina Chauca	28
Julia R. Orser	27
Ruth Alvarado	26
Lacey Lee Bradford	25
Nancy Fox Castro	24
Carolyn Elaine Tillman	23
Yira Basilis	21
Maria Sanchez	21
Lindsay R. Stewart	21

Randi S. Gleason	24
Maria Bautista	23
Ethel Bih Ntamsen	22
Laurie Travis Plyler	22
Caitlin Michelle Griffo	21
Taryn Janet Sneed	21
Tamarie M. Bradford	20
Jacqueline Donna	20
Julia Grandy	20
Wendy Lee Masterson	20
Naomi Wethje	20

Sapphire/Zafiro

Jeanette M. Thompson	47
Dawn Barton	38
Ynocenta Hernandez	38
Tracey A. Fields-Hedrick	37
Sarah Louise Neal	33
Patrice Moore Smith	26

Angela Denise Borino	25
Leslie Anne Hall	25
Stephanie Lynne Lenard	25
Karla Rae Plantan	24
Bridget L. Shaw	24
Bridget N. Howerton-Adams	23
Moleda G. Dailey	22
Eno Inoyo	22
Cynthia S. Sheppa	22
Pamela J. Weber	22
Monica Alvarez Flores	21
Kollette Lowe Cleveland	21
Maria Luisa Valle	21
Brenda Ashlock	20
Rheanonda R. Johnson Gray	20

Emerald/Esmeralda

Stephanie Hope Blake	41
Bejaira Cortorreal	41

Katy Goldstein	37
Angel Guerra	29
Josefina Malagon	29
Nikki Hall Edgemon	28
Tracy Ann Clymer	27
Cheryl T. Anderson	26
Brittani Marie Jenks	26
Katherine Lizeth Paez	26
Dania Bello	24
Rachelle Holloway	24
Grace Elizabeth Snively	23
Leslie Wayne	23
Martha Avalos	22
Nancy A. Berlin	22
Yilliam Bruzon	22
Chelsea Gardner Niederklein	22
Leanne Parrino-Pheasant	22
Mabel Bolufe	20
Tania Mineli Lazo	20

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

New
Debuts/
Debutes
April/Abril 2017



Rachel Jane Lott
Fort Wayne, Ind.
J. Medlock Unit

Monica Adriana Sanchez
Pasadena, Texas
A. Saldana Unit

Chelsea Elise Vereen
McKinney, Texas
L. Howell Unit

Not pictured:/Sin foto: Christina Louise Berger, Sumter, S.C., A. Hollifield Unit; Jennifer Leigh Cogley, Saint Johns, Fla., L. Speas Unit; Yadira Y. De Garcia, North Hollywood, Calif., A. Penaloza Unit; Meralyn Dean, Lizella, Ga., K. Freeman Unit; Sheila Joyce Foster, Maxwell, Texas, T. Taylor Unit; Maria Gonzalez, Santa Ana, Calif., M. Rodriguez Unit; Catherine Rebecca Herman, Lovell, Wyo., N. Hopkin Unit; Sanjuana Mendoza, Richmond, Texas, L. Mancini Unit; Alicia Orozco, Winnetka, Calif., M. Orozco Unit; Megan Packard, Wilton, Maine, D. Barton Unit; Marisol Renteria, Union City, Calif., L. Villalpando Unit; Denise D. Sampson, Uniondale, N.Y., V. Bagnol Unit; Natalie Bell Young, Leland, N.C., T. Williams Unit.

Dean's
List/Lista
del Decano
June/Junio 2016



Angel Guerra
Kissimmee, Fla.
B. Ramirez Area
Emerald Seminar

Carolina Pantaleon
Shannon, N.C.
Emerald Go-Give Area
Emerald Seminar

Leah Danelle Randolph
Clarksburg, Md.
P. Klickna-Powell Area
Emerald Seminar



I'M
ALL IN!
#teamMK

Triple
Crown/Triple
Corona
June/Junio 2016



Autumn Renee Braun
Lawrence, Kan.
D. Heble Area

Julie Annette Everts
Kingwood, Texas
K. Copeland Area

Chasity Truesdale
Humphries
Florence, S.C.
S. Fortenberry Area

Lunie Pierre
North Miami, Fla.
Sapphire Go-Give Area

Not pictured:/Sin foto: Evelin Marleny Martinez, Thornton, Colo., P. Ramirez Area; Kelly Zieba, Longmeadow, Mass., C. Gress Area.



Honors
Society/Sociedad
de Honor
June/Junio 2016



Autumn Renee Braun
Lawrence, Kan.
D. Heble Area

Julie Annette Everts
Kingwood, Texas
K. Copeland Area

Chasity Truesdale
Humphries
Florence, S.C.
S. Fortenberry Area

Lunie Pierre
North Miami, Fla.
Sapphire Go-Give Area

Not pictured:/Sin foto: Evelin Marleny Martinez, Thornton, Colo., P. Ramirez Area; Kelly Zieba, Longmeadow, Mass., C. Gress Area.



FABulous 50s/
Fabulosos 50
December/Diciembre 2016

Not pictured:/Sin foto: Lauren Boscoe, Stoughton, Mass., C. Gress Area; Claudia Chicas, Hyattsville, Md., Sapphire Go-Give Area; Carolan Prisco, Park Ridge, N.J., T. Hulsman Area.

- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY

Rings are shown stacked./Los anillos se muestran encimados.

Meralyn Dean
Sheila Joyce Foster

Catherine Rebecca Herman
Sanjuana Mendoza

Alicia Orozco
Denise D. Sampson

Chelsea Elise Vereen

Natalie Bell Young

New Team Leaders/ Nuevas Líderes de Equipo

June/Junio 2017

Jacqueline Alexander
Evelyn L. Alvarado
Donalita Alvarez
Maricela Angulo Lopez
Phyllis Y. Banks
Lizbeth Barajas
Carolina Bello
Alonso Berenice
Leanna K. Black
Debra A. Bonner
Dottie J. Bryant
Katrina Butler
Ma Isabel Carrizoza
Julie Carroll

Michelle L. Casey
Rafaela Y. Ceron Roblero
Carol Cole
Joyce David
Jillian Decker
Guadalupe Dorantes
Arlene Erazo
Sawsan Farrukh
Anabelle Forte
April L. Frederick
Hannah Gonzalez
Hermania Guzman
Tina M. Harris
Julie M. Heckman

Bertha Hernandez
Yunith Hernandez
Jo A. Hobbs
Kiana R. Howard
Pamela R. James
Carley K. Jones
Joanne Joyner
Julie Kampf
Deborah L. Kirby
Elizabeth A. Kohnle
Lisa Loving
LaShawna Lueallen
Fe Mallari
Tjasha Matthews

Brittany R. Mays
Priscilla J. McCallum
Blanca Mejia
Evelyn P. Mendez
Holly C. Messenger
Maricela Millan
Luz V. Miranda
Emily B. Mowell
Melanie Nelson
Blanca Ortiz
Lorena Ortiz
Michelle L. Paulson
Fran Porter
Idalia Ramirez

Marsha K. Reed
Donna Rock
Yazmin I. Rodriguez
Cintia Ruiz
Maria Ruiz
Blanca Saloman
Rosalina Salucio
Cherise Sanford
Vickie B. Segraves
Barbara L. Serocki
Barbara Shaver
Kayla A. Shaw
Sherry L. Shelton
Marjorie Sides

Shanna L. Simmons
Erin M. Simpson
Ana L. Soriano
Rebecca S. Stallings
Maricela Torres
Rachael M. Trimble
Kenia Turcios
Emedary Valdez
Adele Verdiguell
Joslyn R. Ware
Patricia M. Welch
Pamela A. Williams
Denise Zepeda
Schley Zeringue

Grand Achievers/ Gran Ganadoras

June qualifiers/
Calificadas en junio 2017

Consultants/Consultoras
Lisa Allison
Kristin Billman
Deven Elizabeth Brown
Pansy E. Cain
Xochilt Garcia
Katie Mae Hetrick
Tiffany Marie Howard
Michelle Hudson
Sheila Magana-Medina
Mary Catherine C. Perez
Maryann Perry
Reyna Fuentes Pineda
Elizabeth Pittman*
Jessica Erin Rack
Kari Ann Slaughter
Maria Tello
Gabriella G. Villalpando
Amber Koryne Wyskochil

**Sales Directors/
Directoras de Ventas**
Dawn Ackerman
Jeannette Alexander
Marisol Arguelles
Danna K. Barron
Cindy Bliss
Enedina Brito
Artelia Brito Ramirez*
Veronica Camacho*
Alexandra Elizabeth
Carpanzano
Minerva Carrillo*
Christina Catherine Collett
Barbie Cordier
Rebecca Anne Cox
Diane K. Critchlow*
Elizabeth Curcio*
Darlene D. Delash
Martha Delgado
Holly Jennifer Dix
Myrra J. Dunnick*

Charlene Marie Dye
Montanna Marie Elliott
Rachel E. Everhart
Carmen M. Fallas*
Sheila Joyce Foster
Dori White Franklin
Ana Karina Garibay*
Leticia Gomez Gamino
Mandy Beth Gossom
Susan Graham
Griselda M. Guerra Oleas
Maria G. Gutierrez
Amy Eileen Hardy
Rochelle Hawk*
Katia F. Henderson
Ingrid Yesenia Hernandez
Margarita Hernandez*
Arcenia Herrera
Connie L. Hoffman
Kay F. Hollmann
Barbara Holly-Lutalo

Shelley L. Hudson
Cindy Hurst*
Lois Jackson-Taylor*
Martha P. Joyce
Maria Reina Kasper
Elizabeth Kembrowski
Trudy Krintz-Coopman
Connie Lara*
Jannet Adora Lawrence
Charlene Lawson
Elizabeth Lazcano*
Janet E. Leasure
Amy Lee Hiers
Rosa D. Lizarraga*
Christina A. Lofthus
Rosa Lua*
Amber Michelle Lykins
Beth Marie Malave
Margarita Maldonado*
Aimee G. Martinez*
Catalina Martinez

Dawn M. Mas
Carmen Elizabeth Mata
Diane McCauley
Kathy McGinnis
Angela Dawn McLaughlin
Rene Meara*
Brooke Beebe Noble*
Irma Nunez*
Mayra Lidia Orozco*
Elizabeth Brisco Owens*
Effie Parsons
Karen M. Patterson
Sarah A. Peden
Shirley Cheney Penix
Jeri Pierce*
Alejandrina Pina
Crystal A. Poe Smart
Chastey Y. Rayford-Gibson*
Kristine Riley
Paola Roman*
Ana Luisa Rosado

Lidia Flor Sanchez*
Maggie Rose Segneri
Tammy Kay Snow*
Erin C. Sorvillo*
Margarita Torres*
Olivia Torrez
Maria De Jesus Vargas*
Cecilia Villegas
Casandra Shaleuly Webb
Christy Angle Williams
Janice Faye Williams
Marcelle Witten
Janet L. Wolfe*
Judi Hillmann Wulf*
Natalie Bell Young
Sandra Zuniga*

*Denotes requalified driver/
Denota conductora recalificada.

First Gold Medal/Primera Medalla de Oro

June/Junio 2017

New Team Members/ Nuevas integrantes de equipo	
Evelyn Alvarado, E. Villalba Unit	5
Maricela Angulo Lopez, C. Fuentes Unit	8
Norma Baca Caraveo, E. Villalba Unit	5
Cassandra Bartley, C. Sheppa Unit	5
Carolina Bello, M. Valle Unit	5
Debra Bonner, B. Stephens Unit	5
Blair Brading, H. Hill Unit	5
Taliah Brown-McCoy, P. Smith Unit	5
Katrina Butler, J. Thompson Unit	6
Julie Carroll, D. Barton Unit	6
Breanna Carter, L. Garro Unit	5
Rafaela Ceron Roblero, D. Ponce Unit	5
Sales Director Christina Collett	8
Joyce David, C. Jones Unit	5

Guadalupe Dorantes, M. Valle Unit	6
Sales Director Vilma Elescano	8
Debbie Flores, L. Garro Unit	5
Fabiola Garcia, N. Fuentes Unit	5
Xochilt Garcia, A. Santos Soto Unit	5
Valerie Gausemeier, J. Vrana Unit	5
Sales Director Martha Gomez	5
Hannah Gonzalez, K. Plantan Unit	5
Katie Hetrick, B. Sugg Unit	8
Nicole Holzhausen, S. Lenard Unit	10
Kiana Howard, R. Taylor Unit	5
Martha Hutchinson, N. Mitchem Unit	5
Pamela James, D. Coughlan Unit	7
Julie Kampf, B. Noble Unit	8
Priscilla Liverpool, K. Powell Unit	5
Sales Director Kim Loebig	5

Angie McCalla, P. Weber Unit	7
Shanel Mendez, S. Neal Unit	5
Emily Mowell, B. Howerton-Adams Unit	5
Emily Pierce, L. Boscoe Unit	6
Rocio Renteria, J. Guimet Unit	6
Donna Rock, D. Barton Unit	5
Alicia Romo, M. O'Neal Unit	5
Maria Ruiz, G. Torres Unit	5
Vickie Segraves, L. Hall Unit	7
Kayla Shaw, B. Shaw Unit	5
Shanna Simmons, M. Santos Unit	6
Emily Snider, C. Vereen Unit	6
Rebecca Stallings, S. Neal Unit	7
Suzie Tarlton, J. Thompson Unit	5
Adele Verdiguell, A. Borino Unit	10
Amber Wyskochil, B. Gallo Unit	7

13% Club/ Club del 13%

June/Junio 2017

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 Dawn Barton	\$4,208
Sales Director Vicki Piccirilli	4,028
Sales Director Christi Rossi	3,274
Sales Director Kelly Inghland Brock	3,254
Sales Director June Layne	2,956
Sales Director Amy R. Sigler	2,785
Sales Director Margaret Gwendolyn Pehowic	2,672
Sales Director Linné Lane	2,667
Sales Director Amy J. Bowman	2,554

Sales Director Reyna V. Alvarado Rivera	2,486
Sales Director Cynthia S. Sheppa	2,432
Sales Director Erika Duke Hulm	2,388
Sales Director Nancy W. Pettaway	2,347
Sales Director Miranda Kantor	2,235
Sales Director Chelsea Cooley Altman	2,226
Sales Director Katherine LaVerne Longley	2,171
Sales Director Courtney Ham Young	2,168
Sales Director Heather L. Bohlinger	2,161

Sales Director Michele Martella Armes	2,156
Nayeli Bibian, Y. Hernandez Unit	2,117
Sales Director Jessica Scola	2,072
Sales Director Jeanette M. Thompson	2,063
Rosalba Sanchez, Y. Hernandez Unit	2,046
Sales Director Flor De Maria Maldonado	1,991
Sales Director Maria Luisa Valle	1,981

Achievement Circle/Círculo de Logros

Ranking of the top 100 Independent Sales Directors in the **Sapphire** area based on their June 2017 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 2017.

June/Junio 2017

Dawn Barton.....	\$219,676	Rheanonda R. Johnson Gray.....	83,187	Maria Claxton-Taylor.....	71,514	Dwauna Maura.....	62,146
Vicki Piccirilli.....	216,655	Stephanie Lynne Lenard.....	82,787	Lafreda D. Williams.....	70,527	Rubi Amateco-Nava Vazquez.....	61,557
Jeanette M. Thompson.....	167,744	Linda Meier.....	82,419	Monica Garcia.....	70,259	Fraida M. Klein.....	61,198
Randi Stevens.....	149,201	Judith E. Cotton.....	81,296	Miranda Kantor.....	70,085	Sarah Louise Neal.....	60,307
Christine M. Jessee.....	147,036	Ann W. Sherman.....	80,711	Linné Lane.....	69,358	Jenan W. Wood.....	60,287
Ynocenta Hernandez.....	146,732	Bridget L. Shaw.....	80,669	Michele Semper.....	69,299	Amanda Gustafson.....	60,246
Nedra Ruby White.....	128,986	Jerlene Vrana.....	80,278	Sandi Gaither.....	69,158	Andrea D. Andrews.....	60,015
Debbie A. Weld.....	121,057	Lady Ruth Brown.....	80,093	Patty Webster.....	68,672	JoAnn Marie Allen.....	59,491
Robyn S. Cartmill.....	118,876	Mariaelena Boquin.....	79,090	Kollette Lowe Cleveland.....	68,537	Dolores Keller.....	58,909
Tracey A. Fields-Hedrick.....	111,646	Nicole Smith Shelton.....	78,162	Bonnie Crumrin.....	67,245	Mary Stuart Smith.....	58,694
Marie E. Vlamincck.....	107,044	Angela D. LaFerry.....	78,095	Jessica Holzbach.....	67,237	Karen Ponce.....	58,639
Michele Martella Armes.....	104,696	Carol Lee Johnson.....	77,639	Penny J. Jackson.....	66,852	Stacy O. Ervin.....	57,976
Keita Powell.....	103,666	Maria Luisa Valle.....	77,385	Mary Lou Ardohain.....	66,477	Ruby Garner.....	57,523
Kelly Inghland Brock.....	103,134	Casie Hembree.....	77,085	Chris Burnside.....	65,876	Kristi M. Anderson.....	57,374
Leslie Anne Hall.....	102,796	Jeanette E. Beichle.....	76,707	Julie Brindell Sapp.....	64,973	Marjorie S. Haun.....	57,360
Robin S. Moody.....	102,531	Jennifer G. Bouse.....	75,516	Michelle E. Bonner.....	64,729	Lynn F. Huckels.....	57,308
Shelley Bradshaw.....	99,990	Moleda G. Dailey.....	75,157	Angela Denise Borino.....	64,236	Auldon Sweeney-Wydo.....	57,111
Petie L. Huffman.....	95,791	Katherine LaVerne Longley.....	74,776	Reyna V. Alvarado Rivera.....	64,095	Kimberley Victor.....	56,978
Patrice Moore Smith.....	95,269	Karla Rae Plantan.....	74,486	June Layne.....	63,989	Jodi L. Feller.....	56,918
Julie Neal.....	94,140	Christi Rossi.....	73,558	Maria Montes.....	63,347	Devin Gole.....	56,893
Linda H. Rowsey.....	93,944	Amy J. Bowman.....	73,398	Belle L. Martin.....	63,066	Laura Poling.....	56,551
Joli A. Dockery.....	90,215	Jamie Lauren Lawrence.....	73,380	Jennifer K. Guidry.....	63,010	JoAnna P. Shipe.....	56,463
Missy M. O'Neal.....	88,993	Tommi Pleasure.....	73,139	Marcela Sierra.....	62,732	Cindy Harness.....	56,307
Lana Michelle Hartzog.....	85,794	Kathy A. Freeman.....	72,800	Chelsea Cooley Altman.....	62,726	Tracy Foltz.....	56,173
Nancy W. Pettaway.....	84,775	Cynthia S. Sheppa.....	71,735	Kimberly Leigh Moore.....	62,174	Mary K. White.....	56,141

Commission Circle/Círculo de Comisiones

Independent Sales Directors who earned the top 100 commissions and bonuses in the **Sapphire** area in June 2017. 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 2017. 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.

June/Junio 2017

Vicki Piccirilli.....	\$30,878	Amy J. Bowman.....	13,516	Erika Duke Hulm.....	11,758	Mary Lou Ardohain.....	10,421
Dawn Barton.....	30,781	Moleda G. Dailey.....	13,379	Jamie Lauren Lawrence.....	11,737	Penny J. Jackson.....	10,352
Jeanette M. Thompson.....	23,186	Shelley Bradshaw.....	13,300	Dolores Keller.....	11,734	Cindy Harness.....	10,348
Ynocenta Hernandez.....	22,160	Joli A. Dockery.....	13,268	Bridget N. Howerton-Adams.....	11,676	Marcela Sierra.....	10,327
Randi Stevens.....	20,560	Karla Rae Plantan.....	13,258	Jennifer G. Bouse.....	11,647	Maria Guadalupe Rodriguez.....	10,313
Nedra Ruby White.....	19,544	Lana Michelle Hartzog.....	13,191	Rheanonda R. Johnson Gray.....	11,618	Kimberley Victor.....	10,305
Christine M. Jessee.....	19,438	Linda H. Rowsey.....	13,176	Judith E. Cotton.....	11,529	JoAnna P. Shipe.....	10,206
Michele Martella Armes.....	18,148	Mariaelena Boquin.....	13,106	Tommi Pleasure.....	11,482	Kimberly Leigh Moore.....	10,128
Debbie A. Weld.....	18,126	Petie L. Huffman.....	13,099	Casie Hembree.....	11,467	Patty Webster.....	10,039
Kelly Inghland Brock.....	17,079	Kollette Lowe Cleveland.....	13,081	Jessica Holzbach.....	11,460	Dwauna Maura.....	10,036
Tracey A. Fields-Hedrick.....	16,405	Katherine LaVerne Longley.....	13,024	Flor De Maria Maldonado.....	11,416	Angela D. LaFerry.....	10,022
Robyn S. Cartmill.....	15,676	Lady Ruth Brown.....	12,942	Reyna V. Alvarado Rivera.....	11,379	Lynn F. Huckels.....	10,004
Maria Claxton-Taylor.....	15,257	Linda Meier.....	12,864	Jerlene Vrana.....	11,237	Tracy Potter.....	9,990
Miranda Kantor.....	15,066	Missy M. O'Neal.....	12,768	Heather L. Bohlinger.....	11,066	Monica Garcia.....	9,937
Julie Neal.....	14,999	Jeanette E. Beichle.....	12,644	Carol Lee Johnson.....	11,051	Amy R. Sigler.....	9,915
Keita Powell.....	14,960	Stephanie Lynne Lenard.....	12,541	Julie Brindell Sapp.....	10,992	Courtney Ham Young.....	9,895
Bridget L. Shaw.....	14,925	Nicole Smith Shelton.....	12,403	Fraida M. Klein.....	10,938	Kerri Leigh Ross.....	9,838
Patrice Moore Smith.....	14,768	Michele Semper.....	12,335	Sarah Louise Neal.....	10,937	Sandi Gaither.....	9,796
Marie E. Vlamincck.....	14,589	Maria Montes.....	12,183	Ann W. Sherman.....	10,935	Nannette G. Short.....	9,741
Nancy W. Pettaway.....	14,250	Kathy A. Freeman.....	12,178	Wendy Griffin Presley.....	10,657	Julie A. Griffin.....	9,727
Christi Rossi.....	14,179	Kimberly Michelle Perkins.....	11,940	Margaret Gwendolyn Pehowic.....	10,596	June Layne.....	9,709
Cynthia S. Sheppa.....	14,116	Lafreda D. Williams.....	11,914	Stacy O. Ervin.....	10,566	Amanda Gustafson.....	9,693
Linné Lane.....	14,098	Diane Covington.....	11,905	Brenda Ashlock.....	10,525	Rubi Amateco-Nava Vazquez.....	9,664
Leslie Anne Hall.....	13,961	Chelsea Cooley Altman.....	11,879	Chris Burnside.....	10,490	Lynn Baer Roberts.....	9,662
Robin S. Moody.....	13,800	Maria Luisa Valle.....	11,840	Laurie Albrektson Shumate.....	10,447	Satarro Purnell.....	9,637

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®

MARY KAY ASH SAID, "The Go-Give® Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These October award recipients best exemplify the Golden Rule – helping others **unselfishly** and **supporting** adoptees as much as unit members.



RUBY

Tamarie Bradford

Independent Future Executive
Senior Sales Director

Began Mary Kay Business

September 1997

Sales Director Debut

June 1999

Offspring four first-line; five second-line

National Sales Director Stacy James

Honors Circle of Honor; nine-times Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; three-times Circle of Excellence; seven-times Double Star Achievement

Personal Lives in Thornton, Colo. Husband, Rich; sons: Ethan, Ashton; daughters: Julie, Jerica

"I am motivated to help others because it is thrilling to watch them achieve through encouragement and support. It honors the women before me who set this example."

Independent Beauty Consultant Kayla King, of Lakewood, Colo., says, "Tami is the first to greet you at the door and make you feel important! She treats her adoptees like her own, will rearrange her plans to be available for anyone and will help them define their own success."



EMERALD

Pamela Burchill

Independent Sales Director

Began Mary Kay Business July 1994

Sales Director Debut March 1999

National Sales Director

Monique Balboa

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

Personal Sales; five-times Circle of Achievement; Double Star Achievement

Personal Lives in Rochester, Minn. Husband, Darren; daughters: Ella, Gabi

"I am motivated to help others because I believe we are called to serve, and those acts of service can create a positive ripple effect through families and communities that are far greater than any one individual."

Independent Sales Director Sara Erb of Taylors, S.C., says, Pam is on the organizational crew, the set up crew, the clean up crew — she is always ready to help. She is also quick to share her lessons learned with someone like me asking the questions."



SAPPHIRE

Michelle Gainer-Stripe

Independent Sales Director

Began Mary Kay Business June 1984

Sales Director Debut November 1992

National Sales Director Go-Give Area

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

Personal Lives in Barberton, Ohio. Husband, Wayne; daughters: Jimi, Jona

"I am motivated to help others because of the example my Independent National Sales Director Emeritus Jeanne Curtis modeled. She demonstrated a balance of tough love, generosity and never ending belief in me."

Independent Beauty Consultant Carol Williams of Wooster, Ohio, says, "As part of Michelle's unit, I see how wonderfully she treats her adoptees. She goes above and beyond to help others succeed, and I am delighted to be a part of her unit."



DIAMOND

Karen Galbraith

Independent Sales Director

Began Mary Kay

Business April 1984

Sales Director Debut

October 1987

National Sales Director Go-Give Area

Honors Circle of Honor; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; 21-times Circle of Achievement; four-times Double Star Achievement

Personal Lives in Kirkland, Wash. Husband, Scott; son, William; daughter, Susan

"I am motivated to help others because I have been influenced by dynamic and powerful mentors who taught me the Mary Kay way of developing my business. I want to 'pass it on' and be that kind of mentor to others."

Independent Beauty Consultant Deborah Lucas of Bothell, Wash., says, "Karen can coach people through tough situations and circumstances by giving guidance, but also by allowing tough love to happen when it is crucial to learn the life lesson of growing a strong business."

NOMINATE a well-deserving Independent Sales Director who displays the Go-Give spirit! **Three ways:**

1. **New! Email.** Include all nomination form information.
diamondmonthlygogive@mkcorp.com
emeraldmonthlygogive@mkcorp.com
rubymonthlygogive@mkcorp.com
sapphireshmonthlygogive@mkcorp.com
2. **Print online form** (on *Mary Kay InTouch*® under Contests/Promotions tab) and mail or fax.
3. **Submit online form** (on *Mary Kay InTouch*® under the Contests/Promotions tab).



**Independent Senior Sales
Director Linda Klein**
Woodland Hills, Calif.

Love and Joy

What began as a way to earn extra cash for this one-time teacher has evolved into a lifelong passion to enrich the lives of others.

It was 1983, when Linda Klein learned about the Mary Kay opportunity. At the time, she was a teacher at Beverly Hills High School as well as a dance instructor at the Jane Fonda Dance Studio. The ambitious mother of two says, "I even found time to choreograph and dance in the J. Giles Band music video 'Centerfold,' just as MTV was getting started."

SMART CHOICES

Adding one more thing to her plate seemed out of reach, but her teacher's salary was limited, and the freedom and flexibility of having her own business and making extra money for her two boys intrigued her. Today, this **Independent Senior Sales Director** is so happy with the decision she made some 30+ years ago.

"My Mary Kay business is so much more than I could ever imagine," Linda says. "Today I know what true joy is all about. I love to brighten a woman's day and make her feel pretty and special. The joy I receive in return is beyond words. My Mary Kay business is a constant source of joy. I am reminded of it every day, and I live a life of gratitude because of it."



Not long after starting her Mary Kay business, Linda found herself a single mom to her two young sons, Joel and Evan. "Evan has autism, a condition that was not yet widely understood at the time," she says. "Back then, it was next to impossible to find a school or day care that could handle his needs, so I decided to quit teaching, stay home with my sons and pursue my Mary Kay business full time."

Linda immediately immersed herself in any Mary Kay education she could find. "We didn't have *Mary Kay InTouch*® or all the educational videos now available," she says. "We did have cassette tapes, and I listened to every one by **Independent Senior National Sales Director Emeritus Rena Tarbet**. I went to all events, and I learned from other strong, smart businesswomen I met along the way."



Fun Facts

- **Former occupation:** Teacher/dancer
- **Started Mary Kay business:** September 1983
- **My Why then:** To earn extra income, but my secret goal was to make \$100,000 a year.
- **Earned first car:** In 1984. A white Oldsmobile Firenza, followed by many pink Cadillacs.
- **Debuted as Independent Sales Director:** December 1984
- **My Why now:** To support my adult son with autism and to empower other women to live the life of their dreams like I am.
- **I knew I had made it:** Each time I achieved a "first"
1. Sales Director 2. pink Cadillac® 3. Top Director Trip 4. Queen.
- **My fave Mary Kay moment:** On the Seminar stage as Queen of Personal Sales with my husband and two children.

PROVEN PATH

"To me, that's one of the beauties of Mary Kay. There's a proven plan available to all of us and a sisterhood like no other. Mary Kay Ash asked us to carry on our learnings and help others succeed. The Company provides great initiatives like the *Embrace Your Dreams* Challenge and this year, the *New Faces Take You Places* Challenge. I take those challenges and run with them. Why waste time recreating when everything you need is at your fingertips?"



Linda was deliberate in her efforts to hold parties, meet new customers and share the Mary Kay opportunity. By December 1984, she became an Independent Sales Director. She earned the use of her first Mary Kay Career Car that year, earned her pink Cadillac® in 2000 and has been driving pink ever since. With her Mary Kay earnings, she was soon able to purchase a beautiful home for herself and her two sons.

PRIDE AND JOY

Through Evan, Linda met other moms with special needs children. "If they were unable to find child care to come to a party, I came to them," she says. "I was able to make them feel important and give them the pampering they needed. And I offered them the same opportunity for flexibility and income that I had. Through this, we have all been blessed with lifelong friendships."

Linda eventually remarried, and today her husband, Mike, is a huge supporter of her Mary Kay business. "I built my business holding skin care classes and one-on-one appointments, and I still do today," she says. "I raised my sons without compromise. And I was able to afford the special programs Evan needed to grow into the successful man he is today."

Today, both of Linda's sons enjoy their own success. Evan now lives independently and works in merchandising, something Linda says he learned by helping her with her Mary Kay inventory over the years. Joel followed his passion to New York where he teaches music.

Linda has been in the Sales Director Queen's Court of Personal Sales 26 times and the Queen's Court of Sharing seven times. One year at Seminar when she was crowned Queen of Personal Sales, her husband and two sons joined her onstage. Evan held the microphone and told Linda how proud he was of her. "That was one of my most joyful moments. It was a huge inspiration for everyone who knew Evan's story."

The Red Zone

'Tis the gifting season. The perfect time to share the beautiful gift of a Mary Kay business.

When you meet new faces at your skin care parties, you can offer much more than fabulous products; you can also offer the gift of unlimited possibilities. Whether she wants to earn extra money for holiday spending or transform her life with her own business – **Mary Kay can be her ticket to dream big.**



DISC to Share Mary Kay!

*The Mary Kay opportunity can mean something different to so many. You can use the **DISC** personal assessment tool to appeal to all personality types.*

D DOMINANT PERSONALITY

She's focused on results and likes to get things done. When you share the opportunity with a D, she'll likely want all of the tools she can get her hands on (website, newsletter, postcards, ecards). You can share what she needs to do – book, sell and team-build – and she gets it done.

I INFLUENTIAL PERSONALITY

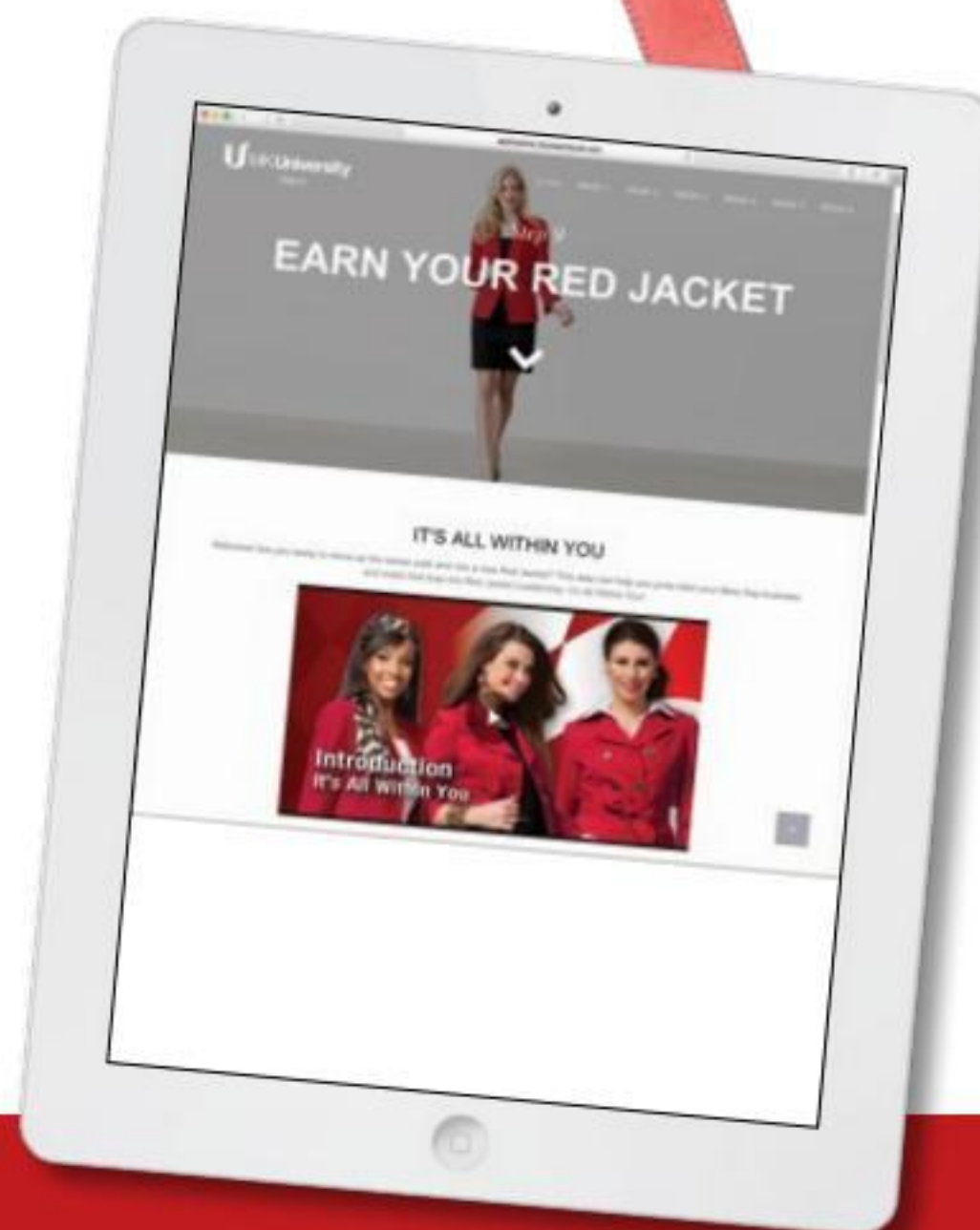
She's a social butterfly. Once she falls in love with Mary Kay, she can influence others. Get her going with Mary Kay-approved messaging on social media, and she'll share, share, share! The tools are on *Mary Kay InTouch*® under Business Tools in the Digital Zone, along with ready-to-share Clip Art/Digital Assets under Resources.

S STEADY PERSONALITY

She may be resistant to change at first, but she values relationships. When you show her how you achieve success with your Mary Kay business, she'll likely become a loyal believer and want to start her own Mary Kay business.

C COMPLIANT PERSONALITY

She is cautious about trying something new and needs the facts before moving forward. She is organized and task-oriented, so if she sees the math and a step-by-step guide on how to achieve success, she gets excited about the opportunity.



*Learn more about **DISC**.*



Step 9:
Learn How to Earn Your Red Jacket. Find it on *Mary Kay InTouch*® under Education.



Bling On!
Complete all the assessments and earn your [MKU](#) designation.



The **NEW Independent Beauty Consultant Starter Kit** is filled with the heart of Mary Kay and is brimming with the education and tools to help her start her new Mary Kay business!



Start the Convo!



From bottom right: **Independent Elite Executive Senior Sales Director Indhira Jimenez** and **Independent Sales Director Edith Sanchez**, Charlotte, N.C., have built their Mary Kay businesses by sharing the opportunity. **You can too!**

At the end of your skin care class, identify at least one guest and share the Mary Kay opportunity.

As you close her sale you can say:

"You seem like you enjoyed yourself tonight. I think you would be a natural at doing what I do. I would love to give you information about the Mary Kay opportunity."

Ask her when she has time to talk – either now or on (DATE) at (TIME).

Then say:

"Of course, I'd love for you to join me, but if you decide it isn't for you, I still would love to have you as my customer."

NEW FACES *take you* PLACES

TEAM-BUILDING CHALLENGE!

JULY 1, 2017 – DEC. 31, 2017

LET'S GO PLACES!

GRAND PRIZE

The **TOP FIVE** Independent Beauty Consultant achievers per Seminar with the highest number of qualified* new personal team members over the six months are eligible for a **TRIP VOUCHER worth \$5,000!**

[Mary Kay InTouch®](#) has complete contest rules.

WHAT CAN I EARN?

Each month, the Independent Beauty Consultant (*one per unit*) with the highest number of personal recruits (*minimum of two*) gets a **SPECIAL PRIZE.**

The September prize is a 5" X 7" *New Faces Take You Places* picture frame.



*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company within the contest quarter.

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)**



"Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going."

CALENDAR dates

1	Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
2	Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
9	Columbus Day observed. Postal holiday.
17	Last day to enroll online for the Winter 2017 <i>Preferred Customer Program</i> SM mailing of <i>The Look</i> , including an exclusive sample (while supplies last).
30	■ Last day to register/cancel registration for Nov. 8-11 New Independent Sales Director Education by 5 p.m. Central time. ■ Last day of the month for Independent Beauty Consultants to place phone orders.
31	■ 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.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2017 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.

YOUR INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause®* magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.

STAR CONSULTANT PROGRAM

SEPT. 16 - DEC. 15, 2017

FOR ALL THE
SEASONS OF
YOUR LIFE

Make Your Winter Wonderful

pearl
9600



Gucci® Pink Handbag



KitchenAid® Professional 600 Series Stand Mixer

\$350
SUPERCERTIFICATE®

pearl
7800



Apple® Watch Series 1

Delsey® Comete Three-Piece Luggage Set

INDEPENDENT
SALES DIRECTOR
SUIT VOUCHER



pearl
6000

Sonicare® DiamondClean Sonic Electric Toothbrush



Women's Vince Camuto® Bracelet Watch

Kate Spade® Rose Market Hallie Tote



RayBan® Aviator® Flash Lens Sunglasses



pearl
4800

emerald
3600

CAREER
CONFERENCE
2018 - \$75
REGISTRATION
VOUCHER



Lenox® Pink Dessert Set
Set of Four Plates and Four Mugs



Chi Air® 1-Inch Flat Iron

MKCONNECTIONS®
VOUCHER

diamond
3000



Pale Pink Cashmere Wrap



Kate Spade® Tech Crossbody



MKCONNECTIONS®
VOUCHER

ruby
2400

Mother-of-Pearl
Necklace and
Earrings Set



MKCONNECTIONS®
VOUCHER



Five-Piece Mercury Glass
Candleholder and Vase Set



Carry-On Suitcase

MKCONNECTIONS®
VOUCHER



Apollo® Tools
for Women



Anna Martina Franco® Desk Set

sapphire
1800



Cuisinart® Mini-Prep®
Plus Processor

The Prize Is **Right!**

Star Consultant Program | Sept. 16 – Dec. 15, 2017

When you find new faces and share *Mary Kay*® skin care, you get more than happy customers and a bigger paycheck. Fabulous prizes await you every quarter.

How Can I Earn?

1

Sell enough product to support a minimum cumulative \$1,800 wholesale Section 1 quarterly order = **1,800 points**.

Hint! Earn the **New Faces Take You Places** charm bracelet each month of the quarter, and you're there!

2

Each qualified* new personal team member you add per quarter = **600 points**.

The more points, the bigger the prize.

Points	Award Category
1,800	Sapphire
2,400	Ruby
3,000	Diamond
3,600	Emerald
4,800+	Pearl

This could be **YOU!**

This quarter, **Independent Beauty Consultant Susie Smiles** made a cumulative \$1,800 wholesale Section 1 order, and she added two qualified* new personal team members.

$$1,800 + 600 + 600 = 3,000 \text{ points}$$

*Susie can select a fabulous prize in the **Diamond Category!***

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company within the contest quarter.

All-Star Star Consultant Consistency Challenge

JUNE 16, 2017 – JUNE 15, 2018



Sapphire 7,200 contest credits
kate spade new york®
makeup bag



Ruby 9,600 contest credits
kate spade new york®
wallet



Diamond 12,000 contest credits
kate spade new york®
crossbody



Emerald 14,400 contest credits
kate spade new york®
purse

Pearl 19,200+ contest credits
kate spade new york®
satchel

When you achieve **Star Consultant status all four quarters** and attend **Seminar 2018**, you'll receive a prize from a fabulous **kate spade new york®** collection.

[Mary Kay InTouch®](#) has complete contest rules.

PLUS! New Faces Take You Places All-Star Booster

Receive an additional 2,400 contest credits toward the **All-Star Star Consultant** prize when you **earn Star Consultant status all four quarters**, attend **Seminar** and **achieve the New Faces Take You Places** charm bracelets **all 12 months!** That could be enough points to move you to the next prize level!

kate spade new york® is a registered trademark of Kate Spade, LLC.

mkconnections® Business Boosters

With the right accessories, you are unstoppable! [MKConnections®](#) has everything you need to connect with your customers and serve them with confidence. You'll find these and other items under the Ordering tab on *Mary Kay InTouch®*!



Business-Building Kit

Just what you may need to fashion a growing business.

Starting at **\$39.99**



Party Tote

You'll be the toast of the town with this chic champagne metallic tote.

\$49



Rolling Tote Set (2 pieces)

It's your party on wheels! With the perfect space for paperwork in one tote and products in the other. **\$75**

Limited-Edition† Black Sparkle Cosmetic Bag

Bag features a sparkling Mary Kay logo in clear and pink rhinestones, with a fun striped interior. **\$16**



Mary Kay® Sparkle Tee

Add a little sparkle to your wardrobe with the Mary Kay® logo T-shirt!

\$25



Mary Kay® Collapsible Trunk Organizer

Store everything you need for your next Mary Kay® party in a sleek, easy-to-handle organizer. Also features a soft-sided cooler. Sold unfilled. **\$29**

Mary Kay® Discover What You Love® Gift Bags

Give your product delivery and party presentation a beautiful boost!

Starting at **\$12**



†Available while supplies last

October is ...

National Domestic Violence Awareness Month.

This month, *The Mary Kay Foundation*SM will announce its 2017-18 grant recipients. From the more than 720 grant applications received, it will award **150 grants of \$20,000 each, totaling \$3 million**, to shelters across the U.S. To date, Mary Kay Inc. and the Foundation have raised more than **\$53 million** for lifesaving resources, emergency relief services, prevention and education.

In 2000, when the Foundation expanded its mission to include eliminating domestic violence against women, members of the board of directors visited the National Domestic Violence Hotline in Austin. Board members asked what was the most urgent need. The hotline volunteers replied, "Keeping the shelters open." This has become the major focus of the Foundation's domestic violence prevention funding.

National Breast Cancer Awareness Month.



Since its inception in 1996, *The Mary Kay Foundation*SM has awarded more than **\$20 million in grants** to support groundbreaking and **lifesaving research for cancers affecting women**. These grants have fueled new discoveries in potential cures for cancer, bringing hope to women and their families.

Independent sales force members hold hundreds of events each year including 5Ks, fashion shows, makeovers and more with proceeds benefitting *The Mary Kay Foundation*SM and its efforts to end domestic violence and fund cancer research.

Help is Here!



Mary Kay partners with **loveisrespect**, the lead sponsor of a national "text for help" program that offers support for anyone facing abuse in an unhealthy relationship. Now, you can order a **Don't Look Away® Tool Kit** on Section 2 of the Consultant order form. It's \$25 and comes with a set of 10 *Don't Look Away*[®] resources you can share with your customers or anyone you know who is in need of help.

What Can I Do?

- 1 **Share** Mary Kay's charitable endeavors with your customers and potential team members. Many like to purchase from or be a part of companies that give back. You also can host parties where you donate a portion of the proceeds to *The Mary Kay Foundation*SM.
- 2 **Participate** in the yearly sale of limited-edition[†] *Beauty That Counts*[®] products, where a portion of those sales benefit *The Mary Kay Foundation*SM. Visit marykayfoundation.org to learn more.
- 3 **Download** the *Pink Changing Lives*[®] App on your smartphone or tablet for an easy, fun way to log your *Makeovers for Good*[™] and help us reach one million makeovers.

[†]Available while supplies last



MARY KAY®

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

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

#teamMK

Fun With New Faces!

Show us how much fun you have
finding new faces using #teamMK.

New Faces Take You Places

Fall Consistency
Challenge Bracelet
July 1 – Dec. 31, 2017



Achieve the **New Faces**
Take You Places Challenge
charm bracelets each month,
July – December 2017, and you'll
get this added bracelet with a
crystal-encircled charm featuring
the **power word Grow**.

(NEW FACES take you PLACES)

trending @ MK

New Faces

From left: **Independent Sales Director-in-Qualification Megan Moen**, Fargo, N.D., and **Independent Sales Director Chelsey DeBruin**, Lewisville, Texas, love finding new faces! Are new faces taking you places? Share those new faces and the places you're going with **#teamMK!**



This Month in Mary Kay History

OCTOBER 1971

The Ladder of Success pin replaces the Golden Goblet Award program.



OCTOBER 1981

Mary Kay's autobiography publishes. To celebrate the Company's 40th anniversary in 2003, it's rereleased as *Miracles Happen: The Life and Timeless Principles of the Founder of Mary Kay Inc.*, and includes an updated epilogue that reflects her full life through her passing on Thanksgiving Day in 2001.



Cha-Ching!

Your customers are in the mood to buy now. Deliver **Golden Rule customer service** at your **open houses** and **skin care parties**, and let them know you have perfect gifts for everyone on their lists!

Face-Lift

Check out the new **The Mary Kay FoundationSM** website, which Mary Kay employees volunteered their time to create. Now **mobile responsive** and easier to navigate, you'll be proud to share it with your customers!



OCTOBER 1995

The Company moves its world headquarters to the current location in Addison, Texas. And with 13 floors and 13 passenger elevators (13 was Mary Kay Ash's favorite number), it is the perfect home to Mary Kay employees.



Bring Joy!

Holiday gifting comes early, so you have time to set your plan and sell, sell, sell! Get ready to spread cheer and delight your customers with these **fun and practical new products** available starting this month.



Limited-Edition[†] Mary Kay Eau So Cute™ Eau De Toilette, \$36
Fun floral gourmand fragrance is sure to be a customer favorite!

Did you know? A gourmand fragrance includes synthetic edible notes like chocolate, honey, or in this case, marshmallow!

FRAGRANCE NOTES

Top: Juicy Pear, Sweet Almond Blossom, Italian Bergamot, Neroli
Middle: Freesia, Pink Peony, Daisy, Cyclamen
Bottom: Marshmallow, Cedarwood, Sandalwood

NEW BUNDLES!

Find more popular giftables on *Mary Kay InTouch®*.



Perfectly Pretty Palette, \$65

Mary Kay® Compact Mini**, Mary Kay® Mineral Eye Color in Honey Spice, Precious Pink, Ballerina Pink, Sweet Cream, Hazelnut and Chocolate Kiss



Comfy Cozy, \$49

Indulge® Soothing Eye Gel, TimeWise® Moisture Renewing Gel Mask, Mint Bliss™ Energizing Lotion for Feet & Legs



Mix & Mask, \$46

Clear Proof® Deep-Cleansing Charcoal Mask, TimeWise® Moisture Renewing Gel Mask



TimeWise Repair® Ultimate Repair Set, \$315

TimeWise Repair® Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30, Night Treatment With Retinol, Eye Renewal Cream, Volu-Fill® Deep Wrinkle Filler, TimeWise Repair® Revealing Radiance® Facial Peel

NEW! Holiday Product Promotion On-Sale Dates

Independent Sales Director Early Offer (DEO)	Aug. 26
Preferred Customer Program SM Participants [†] and Star Consultants	Sept. 10
All Independent Beauty Consultants	Sept. 15
Official On-Sale Date. Promotional period starts.	Sept. 16

1. NEW! Mary Kay® Blending Sponge, \$12

Easy-grip ergonomic design and custom dual edges are perfect for precision application and blending of liquid and cream foundations, concealers and more.

2. NEW! Limited-Edition[†] Mary Kay® Eyelash Curler, \$12

Create an eye-opening effect. Use before applying a favorite Mary Kay® mascara.

3. NEW! Limited-Edition[†] Eye Brush Set, \$25

Includes angled eye crease brush, eye blender brush and wider eye color brush in a rose gold-tone bag.



[†]Independent Beauty Consultants who participated in the Fall 2017 Preferred Customer ProgramSM also have early order privileges for Holiday 2017 products. There is no Preferred Customer ProgramSM enrollment for the Holiday 2017 products.

^{**}U.S. Pat. D629,201 and Other Pats. Pend.



NEW FACES *take you* PLACES

TAKE THE CHALLENGE!

JULY 1, 2017 – JUNE 30, 2018

JOY is a gift you can give every day.

JOY CHARM

SEPT. 1-30

YOU EARN: Each month, you can earn an exclusive designer charm bracelet featuring a different power word.

WHEN YOU: Place a cumulative \$600+ wholesale Section 1 order each month.

Earn Your Bracelet! Want to get this month's bracelet? Some ideas to help you get there!



SELL 1
per week

NEW! Mary Kay Eau So Cute™
Eau De Toilette
\$36 x 4 per month

\$144 retail



SELL 1
per week

NEW! Perfectly Pretty Palette with
Limited-Edition† Eye Brush Set
\$90 x 4 per month

\$360 retail



SELL 2
per week

TimeWise® Miracle Set®
\$95 x 8 per month

\$760 retail

\$1,264 retail ÷ 50% = \$632 wholesale

Get a Holiday Head Start!

■ WISH LIST

Find an **order form flier** on Pages 5-6 and on *Mary Kay InTouch®*. It's a great tool to help your customers find a perfect gift for everyone.

■ HOLIDAY **BROCHURE**

Find one inside, and you can order additional brochures on Section 2, \$2.50, pk./10 to share with your customers.



■ HOLIDAY OPEN HOUSE

INVITE. **Download** from *Mary Kay InTouch®*. You can fill it out, snap a picture and text or share on social media.

COMING NEXT MONTH ...

12 Days of Holiday Gifting videos featuring 12 days of holiday tips from top Mary Kay Independent Sales Directors. Find them on *Mary Kay InTouch®* starting Oct. 1.

Joy to New Faces!

Love the additional sales when you share **Mary Kay® Skin Care?** Then you'll be all smiles as you plan for the busiest selling season of the year! Offer your customers the perfect regimen for *everyone* on their lists.

Stocking Stuffer Idea!

**Mary Kay® Skinvigate™
Cleansing Brush, \$50**



Includes cleansing brush, 2 brush heads, 2 AA batteries and instruction booklet. *Skinvigate™* Replacement brush heads, \$15, pk./2. (Recommend brush head replacement every three months.)



\$95

for her

Your customer deserves a little "miracle" of her own.

**TimeWise®
Miracle Set®**



\$205

**TimeWise Repair®
Volu-Firm® Set**

for mom

Indulge her with this premier regimen.



\$58

**Botanical Effects®
Skin Care Set**

for sister

Offer her an easy beauty solution!



\$45

**Clear Proof®
Acne System**

for son or daughter

A terrific gift to help anyone gain their confidence back.



\$80

**MKMen® Skin Care
Regimen**

*for husband
or dad*

Give your guy a fresh face!



**NEW! Limited-Edition†
MKMen® Dopp Kit Bag**

Only \$5 with any men's fragrance or MKMen® product purchase.

Sell the Glow.

"When you focus on selling skin care, your business can thrive. I tell my customers that having great-looking skin should be their first priority in order to enhance any color look. Like Mary Kay Ash said, 'You don't ice a crumbling cake.' Your face is the first thing other's see. Make sure you take great care of it with a consistent skin care routine!"

All prices are suggested retail. †Available while supplies last

■ ON REORDERS

"When you offer Golden Rule customer service, including follow-ups, your reorder business can generate healthy residual earnings."

■ ON FINDING NEW FACES

"Independent National Sales Director Linda Toupin says five people at a skin care party can turn into 25 new faces. Take advantage of customer referrals as one way to enhance your business."

■ ON SHOPPING LOCAL

"Many people want to support small businesses. Promote your entrepreneurial self, especially this time of year."



**Nikki Hopkin,
Independent Senior
Sales Director,
Basin, Wyo.**

BUNDLE UP.

MARY KAY®



Qty. **TimeWise® Ultimate Miracle Set®, \$182**

Set includes *TimeWise®* 3-In-1 Cleanser, Age-Fighting Moisturizer, Day Solution Sunscreen Broad Spectrum SPF 35,* Night Solution, Microdermabrasion Plus Set and Firming Eye Cream.

PART NO. 10-106784 (Normal/Dry)

PART NO. 10-106785 (Combination/Oily)



Qty. **NEW! TimeWise Repair® Ultimate Repair Set, \$315**

Set includes *TimeWise Repair®* Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30,* Night Treatment With Retinol, Eye Renewal Cream, Volu-Fill® Deep Wrinkle Filler and *TimeWise Repair®* Revealing Radiance® Facial Peel.

PART NO. 10-122178



Qty. **Mix & Mask, \$46**

Set includes *Clear Proof®* Deep-Cleansing Charcoal Mask and *TimeWise®* Moisture Renewing Gel Mask.

PART NO. 10-122033



Qty. **Comfy Cozy, \$49**

Set includes *Indulge®* Soothing Eye Gel, *TimeWise®* Moisture Renewing Gel Mask and *Mint Bliss™* Energizing Lotion for Feet & Legs.

PART NO. 10-122032



Qty. **White Tea & Citrus Satin Hands® Pampering Set, \$36**

Set includes a fragrance-free protecting softener, a scented refining shea scrub, a scented nourishing shea cream and a giftable bag.

PART NO. 10-090638



Qty. **Hello Clean, \$32**

Set includes *Mary Kay®* 2-In-1 Body Wash & Shave and *Mary Kay®* Hydrating Lotion.

PART NO. 10-080376



Qty. **Satin Lips® Set, \$22**

Set includes *Satin Lips®* Shea Sugar Scrub and *Satin Lips®* Shea Butter Balm.

Get an adorable cello gift bag **FREE with every Satin Lips® Set purchase.** (Fibbon not included)

PART NO. 10-098324



Qty. **Daily Double, \$30**

Set includes *MkMer®* Shave Foam and *MkMer®* Cooling After-Shave Gel.

PART NO. 10-080382

All prices are suggested retail. Gift packaging not included.

*Over-the-counter drug product

MK® / MARY KAY® / ©2017 MARY KAY INC. 10-121532 WNS46010 7/17 PRINTED IN U.S.A.

Holiday Countdown



Independent Sales Director
Kimberly Leigh Moore
Harrisburg, Pa.

Corporate Gifting

"A newer Independent Beauty Consultant in my unit tried corporate gifting last year and had much success. Who orders gifts where you work? Also think about your doctor, dentist, accountant or other local businesses. You can create gift sets based on their price point."

Kimberly Leigh Moore was a self-professed Holiday open house flunkie. The only reason she hesitated was because she didn't get great responses. Through the years, she's learned what works, and today she gets awesome results. Her tips!

SEPTEMBER To-Dos

- ☐ **CATCH SHOPPERS EARLY.**
Plan your Holiday open house before Black Friday (Nov. 24). If you're new in your Mary Kay business, you can partner with another Independent Beauty Consultant to broaden your displays and expand your guest list.
- ☐ **ADVERTISE.**
I print fliers and distribute at parties and inside product orders, often with a small product sample (they read if a sample is attached). I also add a Holiday open house countdown on my Mary Kay® Facebook® Business Page.
- ☐ **SET A GOAL.**
Your goal can be financial or the number of new faces you want to meet. You may want to calculate how many new faces you need in order to reach your goal.
- ☐ **GET FAMILY INVOLVED.**
This gives you incentive and broader support. I post my goal in a central location and mark my progress. Everyone sees where we are!
- ☐ **LOOK FOR DÉCOR DEALS.**
I buy on sale after the holidays, but you'll find back-to-school bargains now. I use gold, silver, pink and red colors to create gift bundles. What I don't sell now carries me through Valentine's Day, Mother's Day, Easter and June graduations! Look at discount store end-caps for inexpensive, fun items to bundle with products.
- ☐ **GIVE JOY.**
Our unit chooses a local charity. Some years we contribute one hand cream for every hand cream our customers purchase. It gets us in the giving spirit and feeling good about what we do.

Kimberly's Best-Sellers!

- "I bundle **Mint Bliss™ Energizing Lotion for Feet & Legs** with a pair of fuzzy socks."
- **Coffee and Cream.** "I buy \$5 coffee house gift cards, and they usually give me free cups and lids. I hot glue the lid to the bottom of the cup, put in a **Fragrance-Free Satin Hands® Nourishing Shea Cream**, and use the packing peanuts (that come with Mary Kay® orders) around it to resemble latte cream. Then I wrap it in clear wrap and apply a festive ribbon."
- **NouriShine Plus® Lip Gloss Tree.** "I tie a ribbon around a lip gloss and tie them as ornaments onto a mini fir tree for an adorable table display."



Images are examples only and not available for purchase.