

SEPTEMBER 2009

MARY KAY®  
Enriching Women's Lives™

# Applause®

Need a Lift?  
Get It With Ground-  
Breaking TimeWise®  
Replenishing Serum+C.



A Small Package  
With Big Possibilities

Shower Yourself  
With Fragrance

Party Your Way  
to Success

## free\* for you Aug. 16 – Sept. 15, 2009

This month, your free\* items will include TimeWise® Night Solution, the travel-sized Satin Hands® Pampering Set, the TimeWise® Trial Miracle Set and the Travel Roll-Up Bag. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site and type "BizBuilders" in the search bar.



TimeWise®  
Night Solution



Travel-Sized Satin Hands®  
Pampering Set



TimeWise®  
Trial Miracle Set



Travel Roll-Up Bag  
(Product not included.)

wholesale order receive for free\*

\$400 .....	<b>\$30</b>	in suggested retail products
\$600 .....	<b>\$30</b>	in suggested retail products + Section 2 items
\$800 .....	<b>\$148</b>	in suggested retail products + Section 2 items
\$1,200 .....	<b>\$178</b>	in suggested retail products + Section 2 items
\$1,800 .....	<b>\$208</b>	in suggested retail products + Section 2 items
Star Consultant		



### Mary Kay said it best

*"Decide to take leadership over your future and set goals. The difference between top and bottom people is the difference between the goals that they set – so become a goal-setting, goal-inspired, goal-achieving person. And now, one more thing. Up that goal a little. It doesn't cost any more to make it a little bigger."*

## september: dates to remember

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

Labor Day. All Company and branch offices closed. Postal holiday.

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

Early ordering of the new Fall/Holiday 2009 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2009 through the Preferred Customer Program.

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

**13** Mary Kay Inc. 46th anniversary.

Postmark deadline for Quarter 1 Star Consultant quarterly contest.

Postmark deadline for Summer 2009 promotion and to earn the third monthly product bonus.

Deadline to make the Quarter 4 Star Consultant prize selections.

Early ordering of the new Fall/Holiday 2009 promotional items available for all Independent Beauty Consultants.

Last day for customers to take advantage of the Summer 2009 gift-with-purchase offer.

Last day to enroll online for the Fall/Holiday 2009 Preferred Customer Program Month 2 mailer.

*Beaut-e-News*® e-newsletter begins e-mailing midmonth to customers.

Quarter 2 Star Consultant quarterly contest begins.

Fall/Holiday 2009 promotion and monthly product bonus begin.

**20** August Career Car qualifier paperwork due to Company.

Fall/Holiday 2009 Preferred Customer Program customer follow-up list and labels master begin mailing.

Online prize selection available for Quarter 1 Star Consultant quarterly contest.

Fall/Holiday 2009 Preferred Customer Program customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

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

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

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

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

# exciting *applause*<sup>®</sup> updates

After extensive sales force research, we've made changes to *Applause*<sup>®</sup> magazine that make it better than ever! You'll begin receiving an issue of *The Look* quarterly shopping catalog with your October, January, April and July issues of *Applause*<sup>®</sup> magazine. So next month, the Fall/Holiday 2009 edition of *The Look* will be yours to peruse for yourself and share with family and friends. You'll also see more of what you've asked for in *Applause*<sup>®</sup>: sales force member stories, special recognition features and tips on how to sell. Enjoy!



## Shower Power

Make your shower even more invigorating with new Mary Kay<sup>®</sup> Eau de Toilette Shower Gels and Sugar Scrubs.

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## Replenish Your Skin

New TimeWise<sup>®</sup> Replenishing Serum+C is positively uplifting! *Give collagen a boost.<sup>†</sup> Help skin bounce back.*

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<sup>†</sup>Based on in vitro tests

## Trial Miracle Set Offers Options

The Trial Miracle Set can help you generate new skin care customers.

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# age-fighting genius

## Introducing NEW TimeWise® Replenishing Serum+C

Give collagen a boost.†

Help skin bounce back.

Need a lift? TimeWise® Replenishing Serum+C offers benefits† that can help. This antioxidant-rich serum is formulated with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down. It also contains ingredients known to support elastin, a protein that gives skin its elasticity or “spring.” Skin will appear lifted and firmed, and its resilience will be visibly improved. Youthful contours will appear more defined. The overall effect? Positively uplifting. **\$55** (Part #10-031103)



### Results You Will See

An in-depth consumer study showed benefits\*\* women saw after using TimeWise® Replenishing Serum+C. The results speak for themselves:

**89%** said their skin looked lifted and more resilient.

**86%** said their skin looked more toned.

**79%** said their skin looked younger.

**90%** said their skin looked enhanced.

### How It Works

TimeWise® Replenishing Serum+C contains ingredients known to help strengthen existing collagen and elastin.† This powerful antioxidant complex includes extract of pomegranate, which has been used for centuries to combat oxidative stress, and extract of Kakadu plum, reported to have the highest level of vitamin C of any fruit – plus vitamin C-enriched camu camu extract, acerola cherry extract and black currant berry extract. The formula also contains argan seed extract, a botanical that has been shown effective in helping to support collagen and elastin.

### Application Instructions

Used together with the TimeWise® Miracle Set, you have an age-fighting powerhouse. Apply three pumps to face and throat in the morning and evening after cleansing, toning and exfoliating and before moisturizer, TimeWise® Day Solution Sunscreen SPF 25\* or TimeWise® Night Solution. Use three pumps per application. Each vial is designed to last one week.

†Based on in vitro tests. This type of testing is done in a laboratory setting versus in clinical studies.

\*Over-the-counter drug product

\*\*Results reported after a two-week consumer study.

Price is suggested retail.

## EXPERT ADVICE From Dr. Beth Lange, Chief Scientific Officer

### Skin Damage Happens

Your skin is exposed to various stressors on a daily basis. Oxidative stress is caused by free radicals which are unstable molecules produced in your cells due to your own natural metabolism. Excess free radicals also can be formed by environmental exposures to ozone, tobacco smoke and sunlight. This repeated free-radical insult causes skin to accumulate damage. As a result, the supportive network of collagen and elastin can become compromised.

That's certainly not what we want, because collagen plays a critical role in strengthening and supporting the skin, while elastin helps it "snap back" after stretching – which happens thousands of times a day with the facial expressions we make. As we age, cells divide more slowly, and the supporting collagen and elastin begin to thin in addition to having accumulated damage – all contributing to unwanted wrinkling and sagging.

### Vitamin C to the Rescue

One of the best antioxidants for directly inhibiting free-radical damage is vitamin C, also known as L-ascorbic acid. Over time, humans have lost the ability to naturally synthesize vitamin C, so we must obtain this important vitamin through our diets. Vitamin C is very important to the skin since it directly scavenges free radicals, aids in the synthesis of collagen and defends the supportive network that gives skin its definition and fullness.

### Potent Botanicals

TimeWise® Replenishing Serum+C is the result of extensive research by scientists in the Mary Kay Research and Development laboratories

working closely with botanical experts from around the world. In our search for the most effective natural sources of vitamin C, we made some important discoveries. While TimeWise® Replenishing Serum+C contains ingredients known to help strengthen existing collagen and elastin,<sup>†</sup> it also contains ingredients that can help protect collagen from deteriorating. The formula is enriched with a potent blend of multiple botanicals, known for their endogenous high levels of vitamin C, that help guard against the damaging effects of free radicals.

**Pomegranate** – Often referred to as a "superfruit" because of the large number of vitamins it contains, this fruit has a high level of vitamin C, along with other vitamins and antioxidants. It has been used for centuries to help reduce the effects of oxidative stress.

**Kakadu Plum Extract** – Derived from the Kakadu plum, a fruit reported to have one of the highest concentrations of vitamin C. For example, the amount of vitamin C in 3½ ounces of Kakadu plum is 3000 mg, while the same amount of orange contains just 50 mg.

**Camu Camu Extract** – The fruit of the camu camu tree is known to have the second highest level of vitamin C of any fruit. The tree grows in the rainforests of South America and is tolerant of the extreme weather conditions found there.

**Acerola Cherry Extract** – Especially rich in vitamins C and A, this fruit has been shown to have powerful antioxidant benefits.



**Black Currant Berry Extract** – These berries contain high levels of vitamin C and other vitamins and minerals.

**Argan Seed Extract** – A botanical extract derived from the argan tree, which grows only in Africa. Groves of argan trees provide the last barrier against the desert, and this extract has been shown to be effective in helping to support collagen and elastin.

Some vitamin C skin care products can break down over time, but our innovative airless packaging for TimeWise® Replenishing Serum+C ensures that each pump of the product is as potent as the first.

### More to Know

In addition to the lifting and toning benefits reported by the women in the study, a large majority also said that their skin felt refreshed and moisturized and looked smoother and brighter.\*\* TimeWise® Replenishing Serum+C has been clinically tested for skin irritancy and allergy and is non-comedogenic. The serum is also oil-free and fragrance-free, although it does have a slight scent and off-white color. This comes from the botanical extracts which are added to the formula in as natural a state as possible to maximize their benefits. And this product is suitable for all skin types.

You and your customers can be pleased to know Mary Kay continues to develop advanced age-fighting products that deliver amazing results! ■

## A Proven Best Seller

TimeWise® Replenishing Serum+C first launched in the Mary Kay Asia-Pacific region based on tremendous consumer demand for an advanced age-fighting product that contained natural sources of vitamin C and offered lifting and firming benefits. Around the world, Asian women are reknowned for flawless skin.

The product packaging was designed as four individual vials that hold serum for one week's use, helping to ensure that exactly the right amount of product is dispensed each time for optimal benefits. Now, skin firming and lifting benefits have never been more in demand in the United States, and we wanted to get this product to you and your customers as fast as we could! To do so, we are continuing to use the same packaging and specialized manufacturer in Korea. That's why you'll see both languages on the packaging. Rest assured that this product meets Mary Kay's uncompromising standard of quality.

For more information and selling tips on TimeWise® Replenishing Serum+C, go to the "Product Central" section of the Mary Kay InTouch® Web site.





# a small package with big possibilities

The new TimeWise® Trial Miracle Set was created to help you attract new skin care customers and develop them into loyal ones by allowing them to experience the full benefits of the complete Miracle Set.

The Trial Miracle Set offers a lower price point for your new and potential customers, as well as those who have been introduced to other Mary Kay® products but have been hesitant to purchase the full-sized Miracle Set in the past. Plus, it's much more than a sample! While customers enjoy samples, they offer a one-time application only. The Trial Miracle Set includes a one-month supply of the products, encouraging repeated use by the customer so she becomes loyal to the regimen. As she begins to see results, she's likely to be more interested in purchasing the full-sized set.



To help you determine how and when to offer the Trial Miracle Set, we asked **Independent Senior Sales Director Carolyn Lucas of Dallas** to share her suggestions:

"Of course, you want your customers to purchase the full-sized Miracle Set right from the beginning, but you can offer the Trial Miracle Set if they are reluctant to purchase the full size. The best thing about the Trial Miracle Set is that your customers can experience the full benefits of the set. I'd rather my customers have the full set to try instead of just purchasing the cleanser and the moisturizer alone. If they purchase the Trial Miracle Set, I would offer a discount when they are ready for the full-sized set.

"You'll want to be sure to offer Golden Rule customer service by pointing out that the full-sized set is the better value, however. Although it costs more, it contains more than twice the amount of product.

"You also can offer the Trial Miracle Set to existing customers. It's perfect for customers who are flight attendants, those going on vacation or those who travel frequently. It fits easily into the Travel Roll-Up Bag and will pass airport regulations. I think this set will be very fun to sell!"

## **New! TimeWise® Trial Miracle Set, \$44**

Each set includes TimeWise® 3-In-1 Cleanser (2 oz. tube), TimeWise® Age-Fighting Moisturizer (.75 fl. oz. tube), TimeWise® Day Solution Sunscreen SPF 25\* (.5 fl. oz. bottle with pump), TimeWise® Night Solution (.5 fl. oz. bottle with pump) and matching bag.

Part #10-027715 for normal/dry formula  
Part #10-027713 for combination/oily formula



## **Quick Class Dialogue**

The Trial Miracle Set is a great way for your customers to have it all. In a skin care class setting, the trial size gives the customer with a price objection another option to buy everything she is interested in trying. You could say: "I'm thrilled you are interested in all of the products included in the Miracle Set, and I understand your concerns with purchasing it all at one time. Why don't you try the new trial size that I'm now offering; I'll follow up in about a month to see how it's working for you, and you can decide at that time if you are ready for the full size."

**For more Trial Miracle Set selling suggestions, visit the "Product Central" section of the Mary Kay InTouch® Web site.**

Product price is suggested retail.  
\*Over-the-counter drug product

# boost your bath, power your shower

Make cleansing your body an invigorating and fragrant experience with new regular-line Mary Kay® Eau de Toilette Shower Gels and Sugar Scrubs in the tantalizing scents you and your customers have come to love: Warm Amber™, Simply Cotton™, Exotic Passionfruit™ and Sparkling Honeysuckle™.



The shower gels feature a rich, silky formula that leaves skin feeling clean, smooth, soft and refreshed. Gentle enough for daily use and suitable for every skin type, you'll love the sudsy lather that works well while shaving too!

Mary Kay® Eau de Toilette Shower Gels:  
Warm Amber™, Part #10-028996  
Simply Cotton™, Part #10-028992  
Exotic Passionfruit™, Part #10-028994  
Sparkling Honeysuckle™, Part #10-028998

The sugar scrubs gently exfoliate by buffing away dry, rough skin and smoothing rough areas. Skin feels smooth, soft and moisturized with a radiant appearance. Both products come in convenient tubes with flip-top caps.

Mary Kay® Eau de Toilette Sugar Scrubs:  
Warm Amber™, Part #10-029023  
Simply Cotton™, Part #10-029019  
Exotic Passionfruit™, Part #10-029021  
Sparkling Honeysuckle™, Part #10-029025



## Create Fragrant Sets

Pair these new products with Mary Kay® Eau de Toilette Fragrances (\$25 each) and Body Lotions (\$15 each) for a complete fragrance regimen any woman will love! Or create your own combos to meet your budget.



Any way you stack them, layering these fragrance products helps extend the wear of the Mary Kay® Eau de Toilette Fragrance you prefer.





# party with a purpose

go for **5 million**

Talk about **buzz** ... the Seminar 2009 arena went absolutely **electric** with breaking news of a goal to hold **5 million parties** in the 2009-2010 Seminar year! If you jump on the bandwagon, this **bodacious new challenge** to paint your world pink through parties can propel you to Star Consultant status while helping you achieve the *Customers Count* Challenge. Imagine what your participation in this important goal can do for your business and the Mary Kay mission to enrich women's lives: The more lives you touch, the more lives you, and we, can enrich around the world. When you do more, you become more. As you hold parties with a purpose, such as those for the *Beauty That Counts*™ cause, you build your business – **build your momentum** – and become a strategic ally with the Company. Every party you hold pushes us that much closer to our **“5 by 50”** goal. We can reach that \$5 billion mark by our 50th anniversary with your help. **Together we can do it!** You'll be able to track and celebrate this historic progress – including your own party tally – as often as you wish when you check the party countdown on the Mary Kay InTouch® Web site.

Just think, Mary Kay is uniquely identified with parties and skin care classes. And *you know* we're known for our **outrageous recognition!** It only makes sense, then, that we would spice up the 5-million-party challenge all Seminar year with plenty of reco opportunities – an exuberant parade of contests and challenges, prizes and programs, success stories, tips and tools designed to “rally the tally.” You won't want to miss a single one, so be sure to watch for motivating updates in your product orders, in *Applause*® magazine and on the Mary Kay InTouch® Web site – all the way to Seminar 2010.

## Get your own buzz going: **It's good for business!**

As you talk up parties and generate excitement over your 2010 goals and challenges, you'll be strengthening your customers' view of you and your business. They'll see from your upbeat, supercharged attitude that you're serious about the best skin care and cosmetics products around – **in a fun way!** Your enthusiasm will be contagious when you share all the ways your customers can get involved:

- ✿ Host a party.
- ✿ Go to a party.
- ✿ Buy a product.
- ✿ Invite friends.
- ✿ Share the word.
- ✿ Become a champion of the Mary Kay® brand.
- ✿ Have a great time doing it!

As you set off on a year of unprecedented party performance, you can look forward to engaging your “party partners” in helping you achieve Star Consultant status and the *Customers Count* Challenge. Experience shows that when you share your goal, many customers will be eager to help you reach it. They may even want to join you in the fun of becoming an Independent Beauty Consultant during this **energizing party plan!**

## Enhanced hostess program **reels 'em in.**

Throwing a party was never more fun than right now with the new enhanced hostess program. If you went to Seminar, you heard all about it! From the new look and feel of the many tools that help you book parties – such as the hostess ad in *The Look* that appears in this article – to new hostess rewards for you to promote, the enhanced program is sure to excite your hostesses like never before.

For more information on hostess incentives, the hostess program and tools to help you book parties, log on to the Mary Kay InTouch® Web site. And be sure to check out the fabulous new hostess brochure and postcard on the Sept. 16 Consultant order form. These tools, plus having a Mary Kay® Personal Web Site, are keys to helping you book parties and be part of reaching the 5-million-party goal!

If you don't have a Mary Kay® Personal Web Site, you should know it is the single most powerful way for you to connect with your customers and hostesses – even potential team members – at their convenience, 24/7, for Mary Kay® ads, the latest hostess information, exciting new products and so much more. While you're logged on to the Mary Kay InTouch® Web site, subscribe today!



## It's a **social whirl**, girl!

All that excitement might be enough for an ordinary effort. But when has ordinary ever been our Mary Kay® style? One of the most innovative, energizing aspects of this renewed party focus is the **hip social networking site** that launched Aug. 1 on the Mary Kay InTouch® Web site.

As described at Seminar, this incredible communication exchange is a true "community" such as those on Facebook and MySpace, where the independent sales force can share, rate and build on – **in real time** – ideas, tips, tools, photos and more. As fast and as easily as you can click the keys on your keyboard, you'll be able to network, share, encourage and be encouraged. You will experience the **vibrant Mary Kay sisterhood** through cyberspace as you come together with other Independent Beauty Consultants, united in a common powerful force, to meet – and even beat – the 5-million-party goal. Blogosphere, get ready for pink prime time!



# Life Happens.

Go to your **pretty place**.

Sometimes it's almost impossible to feel pretty. Here's an idea – get together with your girlfriends to party with a purpose. Hosting a Mary Kay® party is an effortless way to look fabulous and feel good because you're supporting a company that does good. Once you've been there, you'll definitely want to go more often.

To find out what it means to party with a purpose, visit my Mary Kay® Personal Web Site. Then call me to set a date for your party today. Now doesn't that make you feel pretty?



Know anyone who needs to take a time-out? Your hostesses won't be able to resist a party when they see this oh-so-identifiable ad in the Fall/Holiday 2009 issue of *The Look!* Check out new eye-catching designs for other tools that will help you book parties, such as Beaute-vites® and MKeCards®, on the Mary Kay InTouch® Web site.

## **There's more scoop** where this came from.

So much will be happening soon and throughout the year that you'll want to keep an eye on the Mary Kay InTouch® Web site and Company publications for late-breaking news and info about prize giveaways, contests and challenges. To learn more about how to "party your way to Star Consultant status," you can start right now by checking out the back cover of this issue of *Applause*® magazine for some *Customers Count* inspiration. And throughout the year, whenever you need a renewed focus or pick-me-up, just remember to "party on!"

# recognition

## Congratulations to the winners for May 2009

### On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions 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 May 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for April 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2008, through May 31, 2009.

#### Ruby



Carol Anton

#### Sapphire



Gayle Gaston

#### Emerald



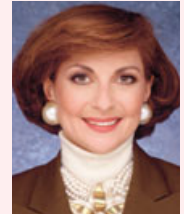
Gloria Mayfield Banks

#### Pearl



Jan Harris

#### Diamond



Barbara Sunden

**On-Target for \$750,000 Inner Circle**  
Barbara Sunden.....\$860,250.89  
Gayle Gaston.....763,241.07

**On-Target for \$500,000 Inner Circle**  
Carol Anton.....\$555,030.79

**On-Target for \$325,000 Inner Circle**  
Karen Piro.....\$455,076.40  
Lisa Madson.....440,243.88  
Jan Harris.....390,127.00

Gloria Mayfield Banks.....380,142.86  
Gloria Castaño.....376,871.03  
Darlene Berggren.....376,322.10  
Joanne Holman.....373,967.86  
Patricia Rodriguez-Turker.....367,098.23  
Kathy Helou.....365,831.20  
Pat Danforth.....356,852.76  
Karlée Isenhardt.....342,315.60  
Jana Cox.....341,408.09  
Cheryl Warfield.....338,092.17  
Lupita Ceballos.....332,671.04

Anita Mallory Garrett-Roe...324,607.20  
Sherry Giancristoforo.....304,183.93  
Stacy James.....301,644.14

**On-Target for \$250,000 Diamond Circle**  
Sonia Páez.....\$297,416.27  
Sue Kirkpatrick.....287,973.74  
Halina Rygiel.....276,648.12  
Cindy Williams.....274,544.22  
Judie McCoy.....264,161.58

SuzAnne Brothers.....261,114.76  
Linda Toupin.....259,578.83  
Debi Moore.....259,529.77  
Julianne Nagle-Hackett.....251,686.12  
Johannette Shealy.....250,947.81  
Rosa Jackson.....247,091.18  
Wanda Dalby.....246,567.71  
Pam Gruber.....243,933.26  
Mary Diem.....237,434.00  
Pamela Waldrop Shaw.....236,902.22  
Shirley Oppenheimer.....234,198.97

Evelinda Diaz.....230,371.54  
**On-Target for \$200,000 Diamond Circle**  
Ronnie D'Esposito Klein.....\$222,586.28  
Shannon Andrews.....221,180.44  
Jackie Swank.....218,775.66  
Lily Orellana.....215,576.62  
Diane Underwood.....208,928.58  
Joyce Z. Grady.....206,821.59  
Kerry Buskirk.....202,208.35

Dacia Wiegandt.....199,245.20  
Cindy Fox.....195,601.24  
Anita Tripp Brewton.....195,132.54  
Tammy Crayk.....192,036.50  
Valerie Bagnol.....189,509.29  
Jamie Cruse-Vrinios.....188,568.93

### Monthly Commissions and Bonuses

Listed are NSD commissions earned in May by Independent National Sales Directors as defined above **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.

#### Ruby

Carol Anton\*\*.....\$46,584  
Wanda Dalby\*\*.....30,695  
Pat Danforth\*\*.....29,251  
Karlée Isenhardt\*\*.....26,247  
Pam Ross\*\*.....24,684  
Sue Kirkpatrick\*\*.....24,475  
Johannette Shealy\*\*.....22,795  
Kimberly R. Copeland\*\*.....22,026  
Shirley Oppenheimer\*\*.....19,373  
Ronnie D'Esposito Klein\*.....18,668  
Scarlett S. Walker\*.....17,345  
Rebecca Evans\*.....17,061  
Pamela A. Fortenberry-Slate\*.....15,756  
Lynne G. Holliday.....15,263  
Cyndee Gress.....14,679  
Jeanne Rowland\*.....14,610  
Janis Z. Moon.....13,630  
Judy Kawiecki.....12,353  
Kelly McCarroll.....12,273  
Patricia Lane.....12,254  
Kate DeBlander.....12,217  
Maria Aceto Piro.....12,044  
Vicki Jo Auth.....11,964  
Kirk Gillespie.....11,869  
Gay Hope Super.....11,383  
Cheryl J. Davidson.....11,287  
Toni A. McElroy.....11,255  
Bea Millagale.....11,254  
Michelle L. Sudeth\*.....10,747  
Phyllis Chang.....10,633  
Gena Rae Gass.....10,592  
Nancy West Junkin\*.....10,248  
Candy D. Lewis.....10,171  
Vicky L. Fuseller.....10,024  
Thea Elvin.....10,006  
Terri Schafer.....9,933  
Amy Dunlap.....8,772  
Margaret M. Bartsch.....8,574  
Donna B. Meisell.....7,981  
Katie Walley.....7,612  
Cindy Z. Leone.....6,940  
Rhonda L. Fraczowski.....6,882  
Cindy Towne.....6,181  
Shariyn G. Phillips.....5,819  
Renee D. Hackleman.....4,310

#### Sapphire

Gayle Gaston\*\*\*.....\$77,502  
Lupita Ceballos\*\*.....56,973  
Shannon C. Andrews\*.....34,090  
Jana Cox\*.....29,409  
Joanne Holman\*\*.....29,288  
Judie McCoy\*.....24,146  
Valerie J. Bagnol\*.....20,301  
Lorraine B. Newton.....19,766  
Alia L. Head.....18,057  
Kimberly D. Starr.....17,165  
Mattie Dozier.....16,593  
Jo Anne Barnes.....15,201  
Gloria Báez\*.....15,199  
Pam Klickna-Powell.....15,183  
Davanne D. Moul\*.....14,729  
Brigit L. Bridle.....14,225  
Sherril L. Steinman.....13,365  
Magdalena Nevarez.....13,138  
Pam I. Higgs.....12,992  
Jan L. Thetford.....12,785  
Joy L. Breen.....12,599  
Nancy A. Moser.....12,242  
Maribel Barajas.....12,200  
Debra M. Wehrer.....11,974  
Sharon L. Buck.....11,903  
Gillian H. Ortega.....11,487  
Vernella Benjamin.....10,484  
Ann Brown.....10,459  
Kendra Crist Cross.....9,859  
Carol L. Stoops.....9,516  
Paola J. Ramirez.....9,003  
Mima Mejia de Sanchez.....8,079  
Maria Aguirre.....7,634  
Karen B. Ford.....7,227  
Elizabeth Sanchez.....6,547  
Gladis Elizabeth Camargo\*.....5,781  
Jill Moore.....5,465

#### Emerald

Sherry Giancristoforo\*\*.....\$43,232  
Gloria Mayfield Banks\*\*\*.....43,203  
Kathy S. Helou\*.....38,291  
Debi R. Moore\*.....33,814  
Dacia Wiegandt.....27,678  
Lily Orellana.....26,564  
Joanne R. Bertalan\*.....24,292  
Cindy Fox\*.....20,843  
Jamie Cruse-Vrinios.....20,747  
Kerry Buskirk\*.....18,889  
Yvonne S. Lemmon.....16,593  
Mona Butters.....16,021  
Cathy Bill\*.....15,929  
Consuelo R. Prieto.....15,395  
Kay E. Elvrum.....14,598  
Kathy Rodgers-Smith.....13,806  
Pamela Lull.....13,719  
Cathy Phillips.....13,399  
Janet Tade\*.....13,323  
Sabrina Goodwin Monday.....13,093  
Jackie LaPrade.....12,895  
Natalie Privette-Jones.....12,071  
Brenda Segal\*.....11,966  
Cristi Ann Millard.....10,956  
Miriam Gómez-Rivas.....10,368  
Shelly Gladstein.....9,844  
Ottan Sweeney.....9,793  
Barbara Whitaker.....9,496  
Carol L. Stoops.....9,448  
Sherry A. Alexander.....9,302  
Nora L. Shariff\*.....9,130  
Kym A. Walker\*.....8,110  
Regina Hogue.....7,699  
Elizabeth S. Worth.....7,150  
Joanne Hollingsworth.....6,419  
Esther Whiteleather.....6,344  
Pamela Cheek.....6,317  
Francie McBeth.....6,198  
Phyllis R. Sammons.....4,416

#### Pearl

Darlene Berggren\*.....\$42,693  
Stacy I. James\*.....39,188  
Cheryl Warfield\*\*.....31,554  
Jan Harris\*\*.....28,352  
Cindy A. Williams.....27,958  
Pamela Waldrop Shaw.....25,688  
Lynda Jackson\*.....23,822  
Elizabeth Fitzpatrick\*.....23,187  
Halina Rygiel\*.....22,552  
Rosa Jackson\*\*.....22,527  
Jackie Swank\*.....21,659  
Mary C. Estupifian-Martel\*.....20,133  
Anabell Rocha.....17,177  
Judy Brack.....16,375  
Anita Tripp Brewton\*.....15,905  
Sandy Miller.....15,808  
Lise T. Clark\*.....14,905  
Wilda DeKerlegand\*.....14,751  
Maureen S. Ledda\*.....14,653  
Nancy Bonner\*.....14,612  
Julie Krebsbach.....14,525  
Ruth Theodocion.....14,263  
Robin Rowland.....13,682  
Pat Campbell.....13,499  
Monique Todd Balboa.....12,933  
Shirley M. Oshiro.....12,781  
Sylvia Kalicak.....12,561  
Maureen Myers.....12,298  
Beatrice Powell.....11,968  
Jane Studrawa.....11,554  
Cathy E. Littlejohn.....11,151  
Glinda McGuire.....10,927  
Linda Kirkbride.....10,789  
Barbara Stimach\*.....10,786  
Anita N. Conley.....10,734  
Bett Vernon.....10,324  
Wadene Claxton-Prince.....9,720  
Kathy C. Goff-Brummett.....9,609  
Rosalee Ann Medjesky.....9,436  
Allison LaMarr.....9,089  
Deb Pike.....8,880  
Kathy Jones.....8,859  
Sonja Hunter Mason.....7,508  
Betty M. Bridges.....4,488

#### Diamond

Barbara Sunden\*\*\*.....\$91,995  
Gloria Castaño\*\*.....46,434  
Lisa Madson.....43,659  
Karen Piro\*\*.....38,871  
Patricia Rodriguez-Turker\*\*.....35,552  
Sonia Páez.....30,759  
Linda C. Toupin.....28,441  
Anita Mallory Garrett-Roe\*\*.....27,517  
SuzAnne Brothers\*.....24,998  
Julianne Nagle-Hackett\*.....23,066  
Joyce Z. Grady.....22,038  
Mary Diem\*.....21,782  
Tammy Crayk.....20,338  
Evelinda Diaz\*.....19,967  
Pam Gruber\*.....19,359  
Diane Underwood.....19,304  
Maria I. Monarrez.....18,283  
Jo Anne Cunningham.....17,299  
Sharon Kingrey.....16,806  
Ada Garcia-Herrera.....16,271  
Dawn A. Dunn.....16,142  
Sandra Chamorro.....16,103  
Dalene Hartshorn.....15,411  
Sandy Valerio.....15,122  
Morayma Rosas.....13,580  
Gina Rodriguez.....13,510  
Connie A. Kittson.....12,592  
Diana Sumpter.....11,684  
Isabel Venegas.....10,468  
Charlotte G. Kosena.....9,376  
Rosibel L. Shahin\*.....8,801  
Diana Heble.....8,663  
Andrea C. Newman.....8,482  
Gladys C. Reyes.....7,467  
Carol Lawler.....7,402  
Betty Gilpatric.....7,227  
Jan Mazzioti.....7,036  
Caterina M. Harris.....6,482

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD



## new debuts/debutes March/marzo

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



**Margarita Burnson**  
Port Orchard, Wash.  
S. Stone Unit

**Giselle Dominici**  
Staten Island, N.Y.  
S. Salazar Unit

**Dawna Christine Edwards**  
Forest City, N.C.  
S. Smith Unit

**Therese Luther**  
Tehachapi, Calif.  
E. Solum Unit

**Robbie J. O'Neal**  
Stuttgart, Ark.  
J. Curren-Cochran Unit

**Chinyelu Frances Okeke**  
Alpharetta, Ga.  
G. Emeh Unit

**Guadalupe Romero**  
Santa Barbara, Calif.  
A. Newton Unit

*Congratulations to Sales Directors: **Guerlande Adams**, Union, N.J., J. Isedeh Unit; **Appolonia Ngozi Anike**, Lake Hopatcong, N.J., P. Anyachebelu Unit; **Michelle Christine Bischoff**, Santa Barbara, Calif., M. Ardohain Unit; **Elizabeth Leigh Bunch**, Winterville, N.C., J. Sapp Unit; **Diana M. Buntin**, Tucson, Ariz., D. Fennell Unit; **Casee Elaine Harwell**, Abilene, Texas, M. Cason Unit; **Rachel Nichole Hovis**, Matthews, N.C., L. Holliday Unit; **Vanessa Ann Knight**, Richardson, Texas, F. Smith Unit; **Amber Michelle Lykins**, Huntersville, N.C., D. McNeill Unit; **Mary Kathryn Murray**, Plano, Texas, M. Kopec Unit; **Rhonda Lynn Parr**, Oak Point, Texas, K. Copeland Unit; **Kate Zwiefelhofer**, Wauconda, Ill., L. Blackmore Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.*

## Dean's List/Lista del Decano

(May 2008 debuts/debutes de mayo 2008)

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



**Clara I. Odoemelam**  
Teaneck, N.J.  
B. Sunden Area  
Diamond Seminar

**Michelle D. Robey**  
Lonaconing, Md.  
Emerald Go Give Area  
Emerald Seminar

*Congratulations to Sales Director **Clara D. Negron**, Orlando, Fla., S. Páez Area, Diamond Seminar; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.*

## Honors Society/Sociedad de Honor

(May 2008 debuts/debutes de mayo 2008)

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

No qualifiers this month./No hubo quien calificara este mes.

**Be sure to check out quarterly *Ovation*® for more recognition.** Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "*Ovation*®." /**No olvides consultar *Ovación*™ trimestralmente para ver más reconocimiento.** Visita el sitio electrónico *Mary Kay InTouch®* y en "Recursos", haz clic en "Publicaciones" y luego en *Ovación*™.

# ruby/rubí

## Fabulous 50s/Los Fabulosos 50

(November 2008 debuts/debutes de noviembre 2008)

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./ Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



Patricia N.  
Anyachebelu  
Queens Village, N.Y.  
Ruby Go Give Area

Congratulations to Sales Directors **Natalie Brooke Lawrence**, Martinsville, Va., Ruby Go Give Area; **Gbemisola Salako**, Marietta, Ga., Ruby Go Give Area; photos unavailable at press time./ Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

## On the Move/En acción

(March 2009 debuts/debutes de marzo 2009)

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

Elizabeth Leigh Bunch  
Giselle Dominicci

Casee Elaine Harwell

Rachel Nichole Hovis

Mary Kathryn Murray

Chinyelu Frances Okeke

Clementina Nkiru Okorji

Rhonda Lynn Parr

## New Team Leaders/Nuevas Líderes de Equipo

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

Martha G. Aaron  
Maria S. Ahumada  
Magdalena Alvarez  
Maria Alvarez  
Becky Austin  
Margarita Beltran  
Debby Biggs  
Lisa C. Brennan  
April M. Brewer  
Delana Broeker  
Amy Brown  
Kristine Calara  
Katherine J. Carlin  
Sandra Carrasco  
Evon B. Clark

Amanda Cole  
Linda Collins  
Cathleen A. Cosper  
Pamela Crosley  
Stephanie D. Cross  
Rondeauseaus J. Cyprian  
Victoria E. Davis  
Debbie M. Deans  
Victoria Devito  
Edna A. Dickson  
Alisa E. Dutka  
Marci Dwyer  
Cindy Erickson  
Laura Escamilla  
Kristin A. Estell

Araceli Estrada  
Kathryn R. Evans  
Marie R. Fajardo  
Tosha D. Finley  
Rosa M. Foster  
Melissa F. Franco-  
Donnelly  
Tony S. Gold  
Dahlia Gutierrez  
Melissa A. Harris  
Amy M. Henry  
Mariah C. Herrmann  
Tiffany M. Hilliker  
Carri L. Holt  
Ginger N. Holton

Doris R. Hoover  
Dawn M. Hutchison  
Leton B. Kara  
Melissa L. Kennedy  
Rebecca K. Ketron  
Lynn Landrum  
Phyllis Lapczynski  
Lisa D. Linn  
Joel J. Liwanag  
MaryLou Luera  
Wanda L. Maness  
Liz M. Mantooth  
Shawn M. McCoy  
Linda S. McKnight  
Paula P. Mendola

Tracy L. Moser  
Carole A. Motley  
Indra J. Munoz  
Angelita Muratalla  
Melissa A. Nicoletti  
Grace C. Njoku  
Angie Norris  
Constance M. Nyirongo  
Bobbie Oxendine  
Millicent F. Perez  
Patricia M. Perez  
Rosalba Perez  
Wendy Pichardo  
Roselia Pineda  
Joanie M. Pratt

Donna L. Pugh  
Lilliana Putra  
Antonia M. Quintero  
Deon J. Rasmuson  
Beth M. Richardson  
Elidia Rivas  
Vanessa Rivera  
Kristine K. Rivers  
Sandra L. Ruth  
Megan E. Schaff  
Ashley M. Sherman  
Georgella G. Sims  
LaToya A. Smith  
Katherine Solivan  
Mallika Srinivas

Karysa L. Trombley  
Eucharía O. Umeh  
Maria D. Valdez  
Donna S. VanVliet  
Athica Vatanapradith  
Laura Velez  
Olga Velez  
Awilda V. Villanueva  
Yezenia B. Walder  
Heather R. Wright  
Kelly L. Zielinski  
Melissa C. Zwiesler

## 13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Ruby area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during May./ Felicidades a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Rubí 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 \$200 al mayoreo en mayo.

Sales Director Michele Semper .....\$1,846.59  
Sales Director Sherri Ammons .....1,794.20  
Sales Director Julie Smith .....1,599.34  
Sales Director Nkechi Agim .....1,566.83  
Sales Director Dorothy C. Ibe .....1,516.67  
Sales Director Margaret Marie Leonelli .....1,478.44  
Sales Director Eva E. Holguin .....1,400.45  
Sales Director Appolonia Nnediogo Onwuanaegbule .....1,391.23  
Sales Director Juliet Ebele Okonkwo .....1,379.69

Sales Director Shelly Renae Black .....1,379.31  
Sales Director Liz Whitehouse .....1,288.92  
Sales Director Winifred Nonye Ogbunamiri .....1,279.01  
Sales Director Adaora Eucharía Umeh .....1,241.84  
Sales Director Juliet N. Goertzen .....1,204.26  
Julie P. Torbert, K. Copeland Unit .....1,194.60  
Sales Director Thessy Nkechi Nwachukwu .....1,166.88  
Sales Director Vanessa R. Upkins .....1,166.39  
Sales Director Karen E. Gardner .....1,164.44

Sales Director Maribel Olivares .....1,163.56  
Sales Director Candace Lyn Chambers .....1,157.14  
Sales Director Cheri J. VanValkenburg .....1,147.23  
Lisa L. Dabney, M. Cason Unit .....1,138.64  
Sales Director Phuong L. White .....1,128.29  
Sales Director Carol Fehr .....1,124.92  
Sales Director Latrice Mahalite .....1,116.21



## Gold Medals/Medallas de Oro

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

NAME/NOMBRE	NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO		
<b>75 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Tongbai Mason			5
<b>41 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Gloria Dominguez			6
<b>29 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Phuong White			5
<b>22 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Gina Beekley			6
Sales Director Ivonne Rodriguez			5
<b>21 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Jacqueline Alford			5
<b>17 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Jamie Graves			7
<b>15 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Sandee Popadich			5
<b>12 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Brenda Valley			5
<b>9 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Analilia Benitez			6
Sales Director Maria Ervin			5
Sales Director Tina Hulsman			5
<b>8 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Maria Aguirre			6
Nadine Daniel-Hurry, C. Sandiford-Coleman Unit			7
Sales Director Medinath Esan			5
Sales Director Diane Henry			5
Sales Director Juliet Igboanusi			6
Sales Director Iana Ryan			5
<b>7 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Gloria Ebere			5
Sales Director Debra Grimaldi			5
Sales Director Ronke Okoh			5
Sales Director Jeana Taylor			6
<b>5 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Oluchi Elechi			7
Sales Director Andrea Hudson			5
Sales Director Gwen Kirby			5
Sales Director Paula Kirkpatrick			5
Sales Director Matabani Sithole			5
Sales Director Tami Thomas			5
<b>4 GOLD MEDALS/MEDALLAS DE ORO</b>			
Sales Director Vitalis Anyanwu			7
Sales Director Rolanda Greer			6
Sales Director Maria Jara Morales			5
Sarah Jones, A. Lindley-Adkins Unit			5
Cynthia Tarashuk, R. Wielenta Unit			6
Audra Whitley, M. Stubbs-Hall Unit			20
<b>3 GOLD MEDALS/MEDALLAS DE ORO</b>			
Katie Antonioti, K. DeBlander Brigham Unit			8
Virgie Cochran, C. Majors Unit			12
Rondeauseaus Cyprian, D. Pierce Unit			5
Lisa Dabney, M. Cason Unit			12
Kathy DiGirolamo, L. Morrow Unit			11
Sylvia Garrison, T. Stout Unit			14
Sales Director Juliet Goertzen			6
Sales Director Denise Murphy			5
Monica Nzegwu, T. Nwachukwu Unit			11
Sarah Otero, G. Super Unit			9
Kelly Perry, C. Van Valey Rolfs Unit			5
Sales Director Uloma Saya-Braide			6
Julie Torbert, K. Copeland Unit			8
Inemesit Umoh, U. Ogbutor Unit			13
<b>2 GOLD MEDALS/MEDALLAS DE ORO</b>			
Tracy Cooper, M. Ardohain Unit			6
Chelsi Denback, L. Zimmerman Unit			7
Tracie Fulkerson, C. Adachi Unit			5
Bobbi Grimes-Davis, H. Verity Unit			9
Pam McNicoll, K. Kozioi Unit			11
Gennier Moreno, S. Pena Unit			6
Megan Petty, M. Deck Unit			5
Edna Rojas, A. Ledesma Unit			7
Roxy Satterfield, S. Brazil Unit			7
Nancy Tebeau, K. Denton Unit			7
Tina Weaver, R. Watford Unit			7
<b>1 GOLD MEDAL/MEDALLA DE ORO</b>			
Amber Blankenship, L. Jernejcic Unit			5
Cathy Breslin, P. Fortenberry-Slate Unit			7
Amy Brown, K. McCarroll Unit			8
Barbara Burditt, M. Reina Unit			5
Analisa Castro, A. Chavez Unit			7
Ashley Catanzaro, L. Barclay Unit			5
Amanda Cole, M. Cason Unit			5
Victoria Devito, K. Shepperd Unit			5
Anthonia Ekwenugo, A. Umeh Unit			6
Kristin Estell, K. Copeland Unit			8
Kathryn Evans, R. Hovis Unit			6
Obiageli Ezekwesili, N. Ovuegbe Unit			6
Virginia Gates, C. Nelson Unit			7
Tiffany Hilliker, T. Huntley Unit			5
Doris Hoover, C. Hayman Unit			7
Joel Liwanag, R. Schwartz Unit			5
Wanda Maness, D. Kinley Unit			6
Sandra Marshall, A. Frangos-Pasley Unit			5
Angelita Muratalla, K. Gardner Unit			7
Angie Norris, N. Lee Unit			5
Bobbie Oxendine, M. Cox Unit			8
Millicent Perez, C. Carper Unit			5
Jolene Rash, K. Shepperd Unit			5
Kristine Rivers, M. Cason Unit			5
Sales Director Sonia Y. Salazar			5
Ifeoma Uchendu, N. Okafor Unit			5
Cinnamon Vanputte, S. Moeller Unit			6
Laura Velez, E. Rojas Unit			5
Courtney Zumwalt, D. Boggs Unit			5
Melissa Zwiesler, L. Rudd Unit			6

# recognition/reconocimiento

## Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their May 2009 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de mayo de 2009.

### Ruby/Rubi

Donna Clark.....	\$85,046
Krystal D. Downey-Shada.....	82,948
Karen E. Gardner.....	80,082
Sherri Ammons.....	76,161
Phuong L. White.....	73,395
Sonya F. Goins.....	73,327
Jeanie Ripley.....	70,763
Vanessa R. Upkins.....	69,373
Kathleen C. Savorgnan.....	67,805
Krystal K. Walker.....	67,448
Thesey Nkechi Nwachukwu.....	63,811
Gloria Dominguez.....	62,796
Oye A. Onuoha.....	62,496
Melissa Kaye Kopeck.....	60,131
Somer Ballard Carter.....	59,463
Debra Moore Kinley.....	58,322
Shelia D. Evans.....	57,793
Lacy Janel Nickelson.....	57,648
Cheryl O. Fulcher.....	56,231
Lisa Anne Harmon.....	55,327
Cindy P. Markowski.....	55,208
Macy Lynn Cason.....	54,900
Candace Laurel Carlson.....	54,300
Suzanne Moeller.....	53,344
Jacqueline N. Alford.....	53,133
Kali DeBlander Brigham.....	51,859
Ekene S. Okafor.....	51,296
Linda Kieper.....	50,816
Laura A. Kattenbraker.....	50,570
Brenda Fenner.....	50,294
Patti Maxwell.....	49,388
Sherrie L. Clemens.....	48,401
Meg Springer.....	48,315
K. T. Marie Martin.....	47,987
Debbie A. Elbrecht.....	46,643
Lynette L. Meisel.....	46,565
Julie Smith.....	46,557
Christina A. Van Valey Rolfs.....	44,803
Eleanor M. Reigel.....	43,783
Carol Fehr.....	43,691
Tina Hulsman.....	43,689
Theresa Ann Huntley.....	43,263
Liz Whitehouse.....	43,010
Bridgette Rae Conley.....	42,872
Michele Semper.....	42,837
Tiffany Brooke Stout.....	42,797
Lisa Baker.....	42,489
Nancy D. Marshall.....	42,330
Jami Lynn Jablonski.....	42,329
Candace Lynn Chambers.....	42,082
Rebecca W. Cox.....	42,060
Becky M. Xepoleas.....	41,975
Diane Covington.....	41,692
Sylvia J. Cook.....	41,499
Julie Kirmer.....	41,403
Sandra Braun.....	41,116
Margaret Marie Leonelli.....	40,743
Carmen Nunez de Valencia.....	40,690
Laurieann Barclay.....	40,511
Eva E. Holguin.....	40,365
Kerri L. Koziol.....	39,991
Terry Thole.....	39,821
Susan E. Goodson.....	39,782
Maribel Olivares.....	39,408
Jeanette M. Thompson.....	39,280
Rosalie Kuhen.....	39,203
Lucinda Rudd.....	38,917
Corrin Cresci.....	38,900
Bonnie Brannan.....	38,725
Jemma Holley Imwalle.....	38,650
Jacqueline Donna.....	38,625
Jill E. Garrett.....	38,447
Anne Weidenweber.....	38,001
Connie Lynn Wooten.....	37,958
Nkechi Agim.....	37,798
Winifred Nonye Ogbunamiri.....	37,663
Suzanne Tripp-Black.....	37,344
Juliet N. Goertzen.....	37,177
Rachel Nicole Hovis.....	36,963
Fabiola Lopez.....	36,957
Lisa A. DeLucia.....	36,693
Paulina Fernandez.....	36,673
Courtney Leanne Armstrong.....	36,455
Rose Mary Neel.....	36,454

Chick Stamschror.....	36,266
Charlyn C. Eschette.....	36,151
Esther M. Maston.....	35,799
Crystal Caldwell Hubbard.....	35,659
Judie Roman.....	35,650
Julie Thomas.....	35,568
Margaret H. Gormly.....	35,567
Breda M. Teal.....	35,449
Linda Sigle.....	35,078
Terri Voth Romero.....	34,930
Jan Martino.....	34,866
Barbara L. Harrison.....	34,847
Marnie R. Yunger.....	34,789
Terezeja Marie Lemieux.....	34,672
Juliet Ebele Okonkwo.....	34,643
Maria Salazar Ibarra.....	34,636

### Sapphire/Zafiro

Sylvia Boggs.....	\$82,818
Tracy Potter.....	79,735
Julia Mundy.....	76,891
Julie Weaver.....	73,401
Jennifer G. Bouse.....	70,293
Katie D. Nichols.....	66,602
Dena Smith.....	65,054
Ann W. Sherman.....	64,686
Birita Touray Jagne.....	63,987
Jennifer Sloan.....	63,519
Heather L. Bohlinger.....	63,261
Roxanne McInroe.....	62,522
Kathy R. Bullard.....	59,173
Jill L. Glockner.....	58,783
Kim Maynor.....	57,917
Maria Elena Coyote.....	56,992
Debbie A. Weld.....	56,248
Diane Bruns.....	56,179
Angie S. Day.....	55,792
Nita Ann Godwin.....	55,654
Lyriss Yee.....	53,713
Maria Montes.....	53,677
JoAnna P. Shippe.....	53,545
Christy Bigham.....	53,070
Tabitha A. Hallums.....	51,612
Joanna Helton.....	50,761
Janelle A. Ferrell.....	50,192
Pam Garner Moore.....	50,066
Linda Klein.....	50,059
Randi Stevens.....	49,574
Angela D. LaFerry.....	49,206
Linda L. Quillin.....	48,192
Anne Marie Slightam.....	47,528
Ruby Garner.....	47,468
Bonnie Crumrin.....	46,819
Lady Ruth Brown.....	45,762
Michele McCracken Wetteland.....	45,178
Jocelyn Bailey Westbrook.....	44,490
Marty Ulmer.....	44,488
Kaye Yuen.....	44,468
Theresa Kusak-Smith.....	44,135
Carmoline Grady.....	44,098
Hilda Maruffo.....	43,976
Bea Heath.....	43,958
Phyllis I. Pinksner.....	43,847
Dwauna Maura.....	43,841
Angelique M. Talbert.....	43,514
Josefa Chacon.....	43,318
Flory Palencia.....	42,661
Cheryl T. Anderson.....	42,392
Tammy Romage.....	42,357
Pamela K. Nelson-Charlemagne.....	41,850
Danice C. McElowney.....	41,774
Lynn Baer Roberts.....	41,314
Monica Garcia.....	41,098
Patrice Moore Smith.....	40,976
Ronda R. Cousins.....	40,944
Tracey A. Fields-Hedrick.....	40,906
Dolores Keller.....	40,472
Cecilia Boodhoo.....	40,060
Patsy A. Giunt.....	40,012
Sandi Fitzpatrick.....	39,759
Moleda G. Dailey.....	39,629
Margaret Neill.....	39,479
Lynn A. Cervini.....	39,244
Sherri Reindl.....	39,191
Rosa Orozco.....	39,172

Elaine B. Lewis.....	39,041
Rosa Elia Meza-Sanchez.....	39,019
Terry A. Hensley.....	38,806
Shelia Berry.....	38,530
Maria G. Diaz.....	38,246
Kathy L. Benitez.....	37,980
Brandi Driggers.....	37,958
Lorenda M. Younger.....	37,822
Teodora Ahumada.....	37,718
Esther Cisneros.....	37,527
Jill Beckstedt.....	37,161
Satarro Purnell.....	37,146
Tirza Llanes.....	37,114
Teresa K. Ceder.....	36,981
Alison Renee Jurek.....	36,865
Ann Ferrell Smith.....	36,577
Miranda Katie Bandemer.....	36,393
Deborah Hepworth.....	36,386
Estela Saucedo.....	36,215
Kristi M. Anderson.....	35,818
Cheryl Banks.....	35,787
Maria G. Leon.....	35,427
Marjorie S. Haun.....	35,400
Lorraine S. Kigar.....	35,289
Robyn S. Cartmill.....	35,248
Beth S. Austin.....	35,177
Jeanie Helm.....	35,005
Elaine Hipsher.....	35,001
Kelly A. Fuller.....	34,963
Cathy Blasingame Keene.....	34,940
Maria Pfarr.....	34,863
Krista Neal Warner.....	34,786
Luz M. Madrigal-Navarrete.....	34,761

### Emerald/Esmeralda

Nancy Berlin.....	\$105,660
Marianne L. Anderson.....	78,642
Karen E. Riddle.....	77,202
Christie I. Ehibio.....	73,493
Roxie Soto.....	72,829
Yolanda Lopez.....	72,531
Helen Jakpor.....	66,879
Auri Hatheway.....	66,503
Hope S. Pratt.....	63,823
Hollie R. Sherrick.....	61,305
Angel L. Hurler.....	59,644
Tammy K. Ayers.....	58,865
Tanya Olivia King.....	55,668
Traci L. Smith.....	54,667
Pam Kelly.....	53,810
Ayobami O. Olusa.....	53,467
Holly Lynne Martin.....	53,321
Gerril L. Gurreri.....	53,294
Trisha Taylor.....	53,268
Roxanne K. Youngton.....	52,947
Kami Fredericks.....	51,983
Candy Jackson.....	51,687
Linda Bradley.....	51,391
Donna Rajcula.....	50,208
Nancy Graham.....	49,239
Denise W. Montgomery.....	49,044
Flavia A. Rivera.....	48,069
Maria Beddick.....	47,886
Amanda Didia.....	47,866
Stacy D. Foust.....	47,345
Evalina Chavez.....	46,341
Susie J. Serio.....	46,076
Gilda Canales.....	46,053
Linda Jackson.....	45,676
Maritza Lanuza.....	45,123
Nancy L. DeFina.....	43,755
Elaine K. Williams.....	43,740
Nicole Lloyd.....	43,684
Holly S. Neff.....	43,400
Leanne Parrino.....	42,992
Nancy Boucher.....	42,776
Brenda D. Elliott.....	42,360
Barbara Gizzo.....	42,220
Stephanie Dwight.....	42,217
Karen A. Jorgenson.....	42,050
Adriana Gonzalez Fajet.....	41,765
Carolyn J. Bishop.....	41,068
Marina Sanchez Ramirez.....	40,824
Rose Campbell.....	40,696
Laura A. Armstrong.....	40,667

Pattie A. Robinson.....	40,546
Julie B. Potts.....	40,367
Jackie L. Root.....	40,129
Sheri L. Farrar-Meyer.....	39,514
Pat Forehand.....	39,412
Denise G. Kucharski.....	39,302
Julie A. Griffin.....	39,165
Maria Sanchez.....	39,056
Lindsey Harper.....	38,632
Loretta A. Ramsey.....	38,258
Talvia W. Peterson.....	38,214
Maria Grey Boza.....	37,734
Connie S. Miller.....	37,679
Sandy McKee-Rini.....	37,434
Eva Reyes.....	37,344
Denise M. Sowder.....	37,020
Grace Hull.....	37,009
Nedra Ruby White.....	36,940
Sheila J. McCune.....	36,931
Grace Y. Adeoye.....	36,903
Gloria E. Sandoval.....	36,827
Carolyn L. Lucas.....	36,815
Jo M. Cotton.....	36,677
Rebecca C. Allen.....	36,489
Anita Rodriguez.....	36,326
Theodora W. Bradley.....	36,158
Alyson R. Young-Guerra.....	36,121
Emily Stone.....	36,057
Michele Martella Armes.....	35,801
Ann Shears.....	35,694
Andrea Steinmetz.....	35,483
Anna Joseph Peet.....	35,381
Amie E. Kelly.....	35,248
Sarah L. Cook.....	35,117
Caroline Nesbitt Osmon.....	34,731
Nancy Harder.....	34,672
Lynn R. Zaremsky.....	34,487
Kathy P. Oliveira.....	34,426
Jennifer Spriggs.....	34,380
Aya Fubara Eneli.....	33,950
Malissa B. Obame.....	33,813
Cathy Apicello-Schneithorst.....	33,786
Susan Houser.....	33,684
Amanda Thulin-Marrano.....	33,320
Aida Ramallo de Escibano.....	33,193
Kimberly Richardson Edwards.....	33,018
Jenny Benzan Sanchez.....	32,529
Elsa Velarde.....	32,412
Kimberly Hutchens Poulson.....	32,285
Katie L. Ashby.....	32,264

### Pearl/Perla

Kim McClure.....	\$98,397
Kristin Myers.....	97,750
Holl Thompson Lowe.....	78,914
Alma Orrosetti.....	75,446
Betsy C. Richard.....	74,421
Diane M. Detesko.....	71,603
Cindy Machado-Flippen.....	67,860
Stephani Prendes.....	67,332
Kathryn L. Engstrom.....	66,612
Keita Powell.....	65,609
Sherry L. Fields.....	63,451
Leah Michelle Lauchlan.....	62,561
Jeanie Martin.....	60,273
Ella M. Chick-Power.....	59,859
Laura Poling.....	58,900
Lisa Allison.....	58,274
Patty Webster.....	57,366
Cheryl Marie Brown.....	57,245
Anne Geertsen.....	57,102
Nicole J. Canamare.....	56,154
Vicki Piccirilli.....	55,006
Susan M. Hohlman.....	54,738
Jeanie K. Navrak.....	53,893
Irene K. Foster.....	53,532
Tammy A. Avala.....	53,156
Ruthie Brestette-Mount.....	52,893
Diana Maria Bermudez.....	52,110
Janice Baxter Hull.....	51,539
Angel B. Toler.....	51,091
Laura Ann Zipay.....	50,204
Tina M. Wright.....	50,176
Alice C. Mahone.....	49,964
Tammy Brown.....	49,759

Tara Lynn Mitchell.....	49,079
Connie L. Young.....	48,988
Dorothy D. Boyd.....	48,846
Maureen Shipp.....	48,647
Lia Rene Carta.....	48,616
Rebecca Milligan.....	48,510
Amy Kemp.....	47,659
Tamarie M. Bradford.....	46,537
Terri Lewis.....	46,505
Kyla Jean Dodson.....	45,569
Susan K. Janish.....	45,434
Shari M. Kirschner.....	45,428
Lisa Olivares.....	45,091
Heather Marie Erbe.....	45,025
Patti Cornell.....	44,970
Sheryl Jean Arena.....	44,561
Amie N. Gambolan.....	44,550
Nedra Ruby White.....	44,403
Amy Stokes.....	43,257
Sara Ruth Pennella.....	43,221
Virginia S. Rocha.....	43,067
Roxanne Rodriguez-Diaz.....	42,812
Laurie C. Cole.....	42,588
Holly L. Ennis.....	42,275
Judy Gieson.....	41,548
Joyce Recenello.....	41,544
Carmen J. Felix.....	41,374
Leah G. Nelson.....	41,276
Jaime Marie Bittner.....	41,221
Gina Beck.....	40,870
Tracey L. Chavez.....	40,222
Anna Marie Rowe.....	40,155
Kathy Ahlwardt.....	40,114
Richelle V. Barnes.....	39,958
Melissa Nix Henderson.....	39,776
Stacey Craft.....	39,755
Sherry Moxley Moir.....	39,733
Sharon Smith Wisnoski.....	39,517
April Christine Hutchinson.....	39,449
Amy C. Schule.....	39,413
Beth H. Piland.....	39,374
Cindy S. Koenig.....	38,500
Shauna Lynn Abbotts.....	38,454
Tina Smith.....	38,373
Donna L. Comstock.....	37,917
Belle L. Martin.....	37,656
Barbara R. Johnson.....	37,342
Halle Kathryn Simpson.....	37,325
Heather K. Gieson-Cowman.....	37,144
Elizabeth B. Muna.....	36,870
R. Sue Miller.....	36,826
Tammy L. Czazasty.....	36,802
Shelley Eldridge.....	36,668
Kathy Eckhardt.....	36,454
Denise E. Crosby.....	36,429
Joyce Bruder.....	36,425
Julie Holmberg.....	36,227
Sherry S. Hanes.....	36,225
Beverly Taylor.....	36,218
Ann Nivens Brown.....	36,156
Menina M. Givens.....	36,143
Kristi Sue O'Rourke.....	36,028
Lucia Fernandez.....	35,877
Anne M. Raynor.....	35,785
Mary Beth Pavuk.....	35,699
Amie J. Bennett.....	35,693
Kim Deel.....	35,582

### Diamond/Diamante

Olga Giraldo.....	\$106,752
Kim I. Cowdell.....	99,329
LaRonda L. Daigle.....	88,298
Dayana Polanco.....	82,893
Lara F. McKeever.....	78,065
Melinda M. Balling.....	77,676
Amy Allgood.....	76,493
Delmi Cristina Santos.....	75,062
Shelly Palen.....	74,503
Andrea Shields.....	74,382
Karime Rosas.....	73,661
Ivonne Hernandez.....	71,672
Julie Schlundt.....	71,581
Donna J. Saguto.....	63,357
Pat A. Nuzzi.....	62,871
Lisa A. Stengel.....	62,564

Terri J. Beckstead.....	61,747
Maritza Estela Gonzalez.....	61,558
Mery C. Ramirez Bravo.....	60,815
Faith A. Gladding.....	59,903
Julie Danskin.....	59,837
Mary Kathryn King.....	58,804
Maricarmen Gonzalez.....	58,783
Nancy Fox Castro.....	57,447
Mary Strauss.....	57,314
Holly A. Brown.....	56,722
Kristen C. Spiker.....	56,326
Brenda K. Howell.....	56,325
Cecilia C. James.....	56,323
Lisa Rada.....	55,917
Ana X. Solis.....	55,889
Mariaelena Boquin.....	55,253
Marsha Morrisette.....	55,192
Tawnya Kremppes.....	54,732
Barbara E. Roehrig.....	54,294
Priscilla McPheeters.....	53,460
Eileen M. Huffman.....	53,457
Betty Symons.....	53,165
Sheryl Peterson.....	53,140
Petie L. Huffman.....	53,084
Kiersten Vavrina.....	53,025
JoAnn Marie Calvin.....	52,986
Sonia Ariola.....	52,771
Leonor Collin.....	52,747
Teresa A. Lischwe.....	52,500
Susan M. McCoy.....	51,946
Terri R. Jessup.....	51,701
Susan Hatten Weeks.....	51,255
Chatey Gellius.....	50,974
Vivian Diaz.....	50,945
Rhonda Jean Taylor.....	50,921
Joy H. Rentz.....	50,822
Nuvia Ascencio.....	50,080
Veronica M. Rosas.....	50,065
Julie Neal.....	49,951
Ymy Zanto.....	49,739
Yosaira Sanchez.....	49,094
Ana Carolina Alvarez.....	48,879
Evitelia Valdez-Cruz.....	48,602
Silvia Sanchez.....	48,379
Judy Flummerfelt-Gerstner.....	48,270
Audrey K. MacDowall.....	48,265
Ruth L. Everhart.....	47,880
Deborah Dudas.....	47,622
Lesley A. Bodine.....	47,482
Mariann Biase Mason.....	47,058
Saida Flores.....	47,016
Rosario Martinez.....	46,838
Erika Ramirez.....	45,994
Robbie L. Brannon.....	45,767
Luz H. Balcazar.....	45,717
Shelly Mae Smith.....	45,157
Leticia Gutierrez-Barajas.....	44,789
Joye Z. Stephens.....	44,764
Betty McKendry.....	44,225
Yoanni Espinal.....	44,224
Esther Benitez.....	44,158
Nita Kathylene Heid.....	44,010
Leticia Vargas.....	43,783
Brandie T. Hubbard.....	43,260
Meyra Esparza.....	43,014
Lupita Castillo.....	42,730
Edith Judith Orellana.....	42,648
Robin L. Sailer.....	42,626
Linda T. Cartiglia.....	42,547
Indhira Fernandez.....	42,263
Cindy S. Kriner.....	42,196
Jill D. Davis.....	42,054
Brenda Bennett.....	41,962
Milvia Morales.....	41,861
Barbara H. Peterson.....	41,846
Sonia Suyapa Bonilla.....	41,753
Marni McKenna Hendricks.....	41,721
Juanita Gaddy.....	41,716
Chris Landaker.....	41,542
Kari Alice Johnson.....	41,516
Eli S. Lamping.....	41,492
Lisa Peterson Hackbarth.....	41,387
Lyneae E. Tate.....	41,330
Deanna L. Spillman.....	41,118



# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2009. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Ruby

Thessy Nwachukwu ..... \$16,836.20  
Donna Clark ..... 12,703.17  
Krystal D. Downey-Shada ..... 11,158.97  
Sherri Ammons ..... 10,875.92  
Phuong L. White ..... 10,811.99  
Karen E. Gardner ..... 10,757.38  
Ekene S. Okafor ..... 10,501.55  
Krystal K. Walker ..... 10,385.21  
Gloria Dominguez ..... 10,323.24  
Vanessa R. Upkins ..... 9,868.63  
Candace Laurel Carlson ..... 9,678.86  
Michele Semper ..... 9,586.17  
Kathleen C. Savorgnan ..... 9,369.86  
Sonya F. Goins ..... 9,297.53  
Melissa Kaye Kopec ..... 9,101.98  
Dorothy C. Ibe ..... 8,855.19  
Oye A. Onuoha ..... 8,819.49  
Julie Smith ..... 8,814.16  
Somer Ballard Carter ..... 8,792.96  
Jeanie Ripley ..... 8,782.18  
Jacqueline N. Alford ..... 8,404.34  
Macy Lynn Cason ..... 8,191.19  
Carmen Nunez de Valencia ..... 7,988.58  
Lisa Anne Harmon ..... 7,923.93  
Laura A. Kattenbraker ..... 7,923.02  
Lacy Janel Nickelson ..... 7,871.12  
Shelia D. Evans ..... 7,843.81  
Cindy P. Markowski ..... 7,780.59  
Diane Covington ..... 7,573.05  
Nkechi Agim ..... 7,467.83  
Mary Sharon Howell ..... 7,426.93  
Patti Maxwell ..... 7,406.90  
Debra Moore Kinley ..... 7,360.16  
Juliet N. Goertzen ..... 7,296.10  
Eva E. Holguin ..... 7,281.39  
Sherrie L. Clemons ..... 7,246.16  
Cheryl O. Fulcher ..... 7,218.88  
Nancy D. Marshall ..... 7,216.38  
Kali DeBlander Brigham ..... 7,192.67  
Kathy Monahan ..... 7,148.21  
Lynette L. Meisel ..... 7,062.02  
Eleanor M. Reigel ..... 7,050.78  
Liz Whitehouse ..... 6,950.95  
Suzanne Moeller ..... 6,943.43  
Appolonia Nnediogo  
Onwuanaegbulue ..... 6,928.67  
Maribel Olivares ..... 6,924.72  
Bonnie Brannan ..... 6,920.16  
Debbie A. Elbrecht ..... 6,898.81  
Carol Fehr ..... 6,867.09  
Jeanette M. Thompson ..... 6,853.80  
Margaret Marie Leonelli ..... 6,770.57  
Cissy E. Warren ..... 6,764.22  
Tina Hulsman ..... 6,748.56  
Brenda Fenner ..... 6,515.62  
Judie Roman ..... 6,449.10  
Jami Lynn Jablonski ..... 6,448.55  
Corrin Cresci ..... 6,438.67  
Adaora Eucharua Umeh ..... 6,425.47  
Sylvia J. Cook ..... 6,412.64  
Linda Kieper ..... 6,398.03  
Candace Lynn Chambers ..... 6,380.97  
Rose Mary Neel ..... 6,340.87  
Juliet Ebele Okonkwo ..... 6,332.27  
Lisa A. DeLucia ..... 6,326.88  
Suzanne Tripp-Black ..... 6,300.23  
Mary Alice Dell ..... 6,270.69  
Karen Pappas ..... 6,249.80  
K. T. Marie Martin ..... 6,203.10  
Julie Brindell Sapp ..... 6,158.26  
Susan E. Goodson ..... 6,136.51  
Mary Lou Ardohain ..... 6,097.93  
Marnie R. Yungler ..... 6,088.53  
Sandra Braun ..... 6,075.78  
Rachel Nichole Hovis ..... 6,010.59  
Christina A. Van Valey Rolfs ..... 5,961.85  
Meg Springer ..... 5,956.41  
Theresa Ann Huntley ..... 5,950.72  
Chick Stamschror ..... 5,897.43  
Sheryl K. Goins ..... 5,878.44  
Laurieann Barclay ..... 5,809.38  
Bridgette Rae Conley ..... 5,775.97  
Gail Bauer ..... 5,744.41  
Fabiola Lopez ..... 5,710.12  
Jacqueline Donna ..... 5,660.20

Barbara L. Harrison ..... 5,662.73  
Kerri L. Koziol ..... 5,627.96  
Mary L. Morgan ..... 5,601.94  
Linda Sigle ..... 5,591.67  
Tiffany Brooke Stout ..... 5,576.19  
Becky M. Xepoleas ..... 5,571.79  
Amy J. Spence ..... 5,552.33  
Connie Lynn Wooten ..... 5,532.50  
Terry Thole ..... 5,499.99  
Rebecca W. Cox ..... 5,479.44  
Terezeja Marie Lemieux ..... 5,456.73  
Courtney Leanne Armstrong ..... 5,433.20  
Winifred Nonye Ogbunamiri ..... 5,427.98  
Charlyn C. Eschette ..... 5,414.43  
Vicki S. Lindsay ..... 5,412.72  
Patty Garner ..... 5,400.75

### Sapphire

Julia Mundy ..... \$15,079.65  
Julie Weaver ..... 12,349.36  
Sylvia Boggs ..... 11,824.39  
Roxanne McClintre ..... 11,190.81  
Tracy Potter ..... 11,163.91  
Maria G. Diaz ..... 10,625.37  
Jennifer Sloan ..... 10,227.88  
Diane Bruns ..... 10,154.85  
Katie D. Nichols ..... 10,065.77  
Ludy Ruth Brown ..... 9,437.82  
Ann W. Sherman ..... 9,092.61  
Debbie A. Weld ..... 9,057.99  
Kathy R. Bullard ..... 9,027.32  
Angie S. Day ..... 8,982.78  
Maria Elena Coyote ..... 8,920.66  
Josefa Chacon ..... 8,764.82  
JoAnna P. Shippe ..... 8,701.05  
Jennifer L. Semelsberger ..... 8,661.32  
Jill L. Glockner ..... 8,612.77  
Jennifer G. Bouse ..... 8,558.79  
Heather L. Bohlinger ..... 8,556.95  
Jill Beckstedt ..... 8,393.42  
Dena Smith ..... 8,318.63  
Alison Renee Jurek ..... 8,261.07  
Janelle A. Ferrell ..... 8,257.52  
Binta Touray Jagne ..... 8,142.27  
Ruby Ramir ..... 8,031.06  
Nita Ann Godwin ..... 7,933.90  
Maria Montes ..... 7,848.09  
Pam Garner Moore ..... 7,744.69  
Randi Stevens ..... 7,716.60  
Tammy Ramage ..... 7,484.89  
Hilda Marrufio ..... 7,333.90  
Dolores Keller ..... 7,293.05  
Patsy A. Glunt ..... 7,200.53  
Joanna Helton ..... 7,186.86  
Linda Klein ..... 7,145.47  
Flory Palencia ..... 7,105.82  
Sara Pedraza-Chacon ..... 7,058.56  
Lynn Baer Roberts ..... 6,970.13  
Angelique M. Talbert ..... 6,952.04  
Tabitha A. Hallums ..... 6,940.11  
Estela Saucedo ..... 6,935.05  
Frances Woodham ..... 6,888.65  
Barbara J. Puckett ..... 6,866.94  
Moleida G. Dailey ..... 6,861.88  
Bea Heath ..... 6,843.98  
Theresa Kusak-Smith ..... 6,798.64  
Kim Maynor ..... 6,705.40  
Anne Marie Slightam ..... 6,686.07  
Lyriss Yee ..... 6,648.36  
Angela D. LaFerry ..... 6,619.96  
Phyllis I. Pinksch ..... 6,604.66  
Christy Bigham ..... 6,582.61  
Rosa Orozco ..... 6,545.33  
Sagrario M. Magana ..... 6,536.57  
Michele McCracken  
Wetland ..... 6,469.09  
Teodora Ahumada ..... 6,439.99  
Melva M. Sylthe ..... 6,409.73  
Gena Prince ..... 6,397.21  
Diwauna Maura ..... 6,366.33  
Oralia Gil ..... 6,311.65  
Marilyn Ulmer ..... 6,258.90  
Tracey A. Fields-Hedrick ..... 6,221.74  
Carmoline Grady ..... 6,144.60  
Maria G. Leon ..... 6,126.87  
Satarro Purnell ..... 6,107.12

Cheryl Banks ..... 6,098.83  
Cheryl T. Anderson ..... 6,095.73  
Sandra A. Zavoda ..... 6,074.88  
Joyce Lynn Westbrooks ..... 6,074.68  
Rosa Elia Meza-Sanchez ..... 6,065.93  
Martha Alicia Gonzalez ..... 5,975.88  
Sheri Reindl ..... 5,974.86  
Elizabeth McCandless ..... 5,973.51  
Rosario Dagenais ..... 5,965.29  
Marie Pfarr ..... 5,936.89  
Zasha Noel Lowe ..... 5,912.12  
Bonnie Crumrin ..... 5,905.56  
Marjorie S. Haun ..... 5,896.24  
Kaye Yuen ..... 5,859.34  
Ann Ferrell Smith ..... 5,848.29  
Monica Garcia ..... 5,838.84  
Lynn A. Cervini ..... 5,831.92  
Sandi Fitzpatrick ..... 5,829.42  
Mary K. White ..... 5,818.97  
Linda L. Oullin ..... 5,813.36  
Jeanie Helm ..... 5,790.26  
Natalie Reed ..... 5,752.85  
Tirza Llanes ..... 5,728.93  
Peggy B. Sacco ..... 5,726.66  
Danice C. McElowney ..... 5,706.92  
Odilia Vasquez ..... 5,653.21  
Patrice Moore Smith ..... 5,636.75  
Maria Elvia Lopez ..... 5,607.36  
Brandi Driggers ..... 5,563.27  
Robyn S. Cartmill ..... 5,535.01  
Alejandra Zurita ..... 5,529.17  
Brenda L. Gill ..... 5,525.30  
Esther Cisneros ..... 5,483.24

### Emerald

Helen Jakpor ..... \$14,988.81  
Nancy A. Berlin ..... 13,836.83  
Hollie R. Sherrick ..... 11,784.34  
Christie I. Ehiobu ..... 11,596.07  
Marianne L. Anderson ..... 11,550.41  
Candy Jackson ..... 11,076.73  
Auri Hatheway ..... 10,999.92  
Yolanda Lopez ..... 9,985.36  
Tammy K. Ayers ..... 9,856.57  
Karen E. Riddle ..... 9,647.14  
Roxie Soto ..... 9,417.13  
Angel L. Hurley ..... 9,019.79  
Maritza Lanza ..... 8,856.24  
Trisha Taylor ..... 8,821.51  
Evalina Chavez ..... 8,727.21  
Denise W. Montgomery ..... 8,697.20  
Ayobami O. Olusa ..... 8,585.38  
Hoy S. Pratt ..... 8,558.30  
Traci L. Smith ..... 8,419.38  
Elaine K. Williams ..... 8,352.78  
Maria Sanchez ..... 8,290.31  
Linda Bradley ..... 8,073.88  
Pam Kelly ..... 8,021.94  
Amanda Dida ..... 7,974.01  
Grace Y. Adeoye ..... 7,736.62  
Kimbli L. Bartik ..... 7,718.99  
Michele Martella Armes ..... 7,671.93  
Aida Ramallo de Escribano ..... 7,517.09  
Susie J. Serio ..... 7,479.26  
Roxanne K. Youngton ..... 7,472.86  
Julie B. Cook ..... 7,433.65  
Tanya Olivia King ..... 7,394.59  
Linda Jackson ..... 7,354.91  
Jo M. Cotton ..... 7,258.58  
Donna Rajcuka ..... 7,182.29  
Nancy Graham ..... 7,118.91  
Gerril L. Gurreri ..... 7,096.70  
Talvia W. Peterson ..... 6,961.28  
Stacy D. Foust ..... 6,920.80  
Flavia A. Rivera ..... 6,863.19  
Sheri L. Farrar-Meyer ..... 6,833.31  
Sarah L. Potts ..... 6,776.73  
Holly Lynne Martin ..... 6,761.18  
Laura A. Armstrong ..... 6,710.98  
Kamli Fredericks ..... 6,697.54  
Maria Beddick ..... 6,657.44  
Sandy McKee-Rini ..... 6,624.28  
Karen A. Jorgenson ..... 6,587.90  
Maria Grey Boza ..... 6,541.61  
Helen M. Harlow ..... 6,539.73  
Rose Campbell ..... 6,527.26

Debbie L. Bower ..... 6,518.36  
Marina Sanchez Ramirez ..... 6,514.24  
Adriana Gonzalez Fajet ..... 6,467.70  
Heather A. Carlson ..... 6,395.45  
Barbara Gizzo ..... 6,283.23  
Lindsey Harper ..... 6,258.74  
Loretta A. Ramsey ..... 6,220.48  
Caroline Nesbitt Osmon ..... 6,204.72  
Julie A. Griffin ..... 6,191.41  
Stephanie Dwight ..... 6,189.99  
Pamela Rowe Krzmarzick ..... 6,149.63  
Brenda D. Elliott ..... 6,133.72  
Elsa Velarde ..... 6,114.31  
Jackie L. Root ..... 6,079.44  
Aya Fubara Eneli ..... 6,060.90  
Denise G. Kucharski ..... 6,055.64  
Pat Forehand ..... 6,025.42  
Gilda Canales ..... 5,970.71  
Carolyn J. Bishop ..... 5,963.75  
Margarita Guerra ..... 5,931.90  
Cecilia Merport ..... 5,891.93  
Charlotte Mantooh ..... 5,872.43  
Barbara Pleet ..... 5,870.68  
Shela J. McCune ..... 5,851.08  
Nicola Lloyd ..... 5,832.95  
Kathy P. Oliveira ..... 5,824.61  
Nancy L. DeFina ..... 5,819.30  
Nancy Harder ..... 5,817.36  
Leanne Parrino ..... 5,798.46  
Anita Rodriguez ..... 5,795.74  
Antonia Miranda ..... 5,702.32  
Emily Stone ..... 5,693.54  
Denise M. Sowder ..... 5,626.01  
Connie S. Miller ..... 5,558.68  
Toya M. Drew ..... 5,528.10  
Jennifer Spriggs ..... 5,498.38  
Stacy S. Gilson ..... 5,497.26  
Rebecca C. Allen ..... 5,479.79  
Carol M. Fulton ..... 5,466.08  
Holly S. Neff ..... 5,465.70  
Jenny Benzan Sanchez ..... 5,425.42  
Tandy L. Ludin ..... 5,369.11  
Haydee Guzman ..... 5,345.86  
Nancy A. Coleman ..... 5,344.94  
Misty McCain Pollard ..... 5,341.42  
Andrea Steinmetz ..... 5,314.18  
Grace Hull ..... 5,298.56  
Paula Kelsch ..... 5,296.93  
Nancy Boucher ..... 5,289.37

### Pearl

Alma Orrostita ..... \$15,107.36  
Kim L. McClure ..... 14,636.74  
Kristin Myers ..... 14,361.23  
Lisa Allison ..... 13,545.90  
Jeanie Martin ..... 13,412.18  
Tammy A. Avala ..... 12,478.81  
Hollie Thompson Lowe ..... 12,109.93  
Jeanie K. Navrak ..... 10,880.53  
Susan M. Hohman ..... 10,444.93  
Keita Powell ..... 10,394.30  
Julia Sander Burnett ..... 10,129.50  
Betsy C. Richard ..... 9,939.47  
Leah Michelle Lauchlan ..... 9,589.26  
Sherry L. Fields ..... 9,438.62  
Anne Geertsen ..... 9,424.90  
Diane M. Delesco ..... 9,423.49  
Kathryn L. Engstrom ..... 9,188.74  
Cindy Machado-Flippen ..... 9,120.04  
Dorothy D. Boyd ..... 9,059.19  
Patty Webster ..... 8,828.64  
Ella M. Chick-Power ..... 8,792.98  
Vicki Piccirilli ..... 8,704.38  
Laura Ann Zipay ..... 8,680.54  
Tara Lynn Mitchell ..... 8,442.27  
Lisa Olivares ..... 8,428.16  
Irene K. Foster ..... 8,323.64  
Stephani Prendes ..... 8,276.45  
Elizabeth B. Muna ..... 8,196.93  
Laura Poling ..... 7,997.16  
Cheryl Marie Brown ..... 7,834.26  
Angel B. Toler ..... 7,799.27  
Maureen Shipp ..... 7,657.11  
Ruthie Bresette-Mount ..... 7,565.01  
Janice Baxter Hull ..... 7,548.98  
Belle L. Martin ..... 7,528.78

Judy Gieson ..... 7,464.07  
Nicole J. Canamare ..... 7,414.82  
Amy Kemp ..... 7,356.13  
Virginia S. Rocha ..... 7,238.37  
Sandra M. Munguia ..... 7,217.48  
Carmen J. Felix ..... 7,200.09  
Barbara R. Johnson ..... 7,194.58  
Luanne Stewart ..... 7,157.02  
Evelyn Pirhalla ..... 7,137.32  
Roxanne Rodriguez-Diaz ..... 7,106.91  
Tamarie M. Bradford ..... 7,059.36  
Heather Marie Erbe ..... 7,041.09  
Alice C. Mahone ..... 6,995.69  
Lia Rene Carta ..... 6,947.77  
Shelley Eldridge ..... 6,868.52  
Joyce Recenello ..... 6,853.05  
Amie N. Gamboian ..... 6,837.39  
Connie L. Young ..... 6,798.40  
Tracey L. Chavez ..... 6,775.08  
Patti Cornell ..... 6,763.16  
Marye Durrer ..... 6,741.20  
Kathy Eckhardt ..... 6,737.57  
Shauna Lynn Abbotts ..... 6,650.97  
Joyce Bruder ..... 6,628.79  
Stacey Craft ..... 6,612.56  
Sandra Giraldo Kirchhoff ..... 6,571.77  
Alicia Borkowska-Sattler ..... 6,485.38  
Rebecca Milligan ..... 6,478.09  
Diana Maria Bermudez ..... 6,467.69  
Susan K. Janish ..... 6,458.17  
Tina M. Wright ..... 6,318.36  
Silvia Farias ..... 6,221.72  
Denise E. Crosby ..... 6,220.99  
Melissa Nix Henderson ..... 6,191.40  
Amy Stokes ..... 6,182.21  
Ann Nivens Brown ..... 6,181.61  
Amy Kitzrell ..... 6,169.44  
Gail A. Clark ..... 6,096.40  
Sherry Moxley Moir ..... 6,059.43  
Darlene Rutledge ..... 6,000.74  
Shari M. Kirschner ..... 5,977.27  
Leah G. Nelson ..... 5,977.21  
Amy C. Schule ..... 5,960.07  
April Christine Hutchinson ..... 5,944.84  
Tammy Brown ..... 5,902.03  
Terri Lewis ..... 5,881.18  
Kyla Jean Dodson ..... 5,879.48  
Michele Salisbury Rankin ..... 5,845.32  
Sally Moreno ..... 5,838.15  
Amie J. Bennett ..... 5,817.93  
Cathy A. Barnhart ..... 5,797.04  
Sharon Smith Wisnoski ..... 5,788.39  
Donna L. Coststock ..... 5,756.31  
Temilope Odeyale ..... 5,720.00  
Debra Bokash ..... 5,675.08  
Nadine Bowers ..... 5,672.06  
Menina M. Givens ..... 5,663.57  
Adenike Morakinyo ..... 5,660.64  
Alberta Vargas-Rodriguez ..... 5,657.82  
Collette Parker ..... 5,640.41  
Rachael M. Bullock ..... 5,634.57  
Judi Tapella ..... 5,594.54  
Sheryl Jean Arena ..... 5,586.92  
Sara Ruth Pennella ..... 5,573.39  
Cindy S. Koenig ..... 5,507.58

### Diamond

Olga Giraldo ..... \$19,135.91  
Kim I. Cowdell ..... 13,853.23  
Vivian Diaz ..... 13,852.62  
LaRonda L. Daigle ..... 11,873.68  
Rosa C. Fernandez ..... 11,750.44  
Lara F. McKeever ..... 11,513.74  
Melinda M. Balling ..... 11,309.95  
Ana X. Solis ..... 11,252.54  
Terri J. Beckstead ..... 11,107.74  
Amy Allgood ..... 11,096.90  
Pat A. Nuzzi ..... 11,063.68  
Shelly Palen ..... 10,954.31  
Delmi Cristina Santos ..... 10,758.32  
Julie Schlundt ..... 10,557.04  
Karime Rosas ..... 10,363.24  
Priscilla McPheeters ..... 10,327.22  
Yosaira Sanchez ..... 10,287.53  
Maricarmen Gonzalez ..... 10,248.76  
Dayana Polanco ..... 10,139.05

Sheryl Peterson ..... 10,064.25  
Ana Carolina Alvarez ..... 9,901.45  
Maritza Estela Gonzalez ..... 9,677.24  
Evelita Valdez-Cruz ..... 9,637.20  
Andrea Shields ..... 9,494.58  
Connie L. Russo ..... 9,442.14  
Ruth L. Everhart ..... 9,296.13  
Brenda K. Howell ..... 9,292.75  
Julie Danskin ..... 9,276.09  
Donna J. Saguto ..... 9,261.03  
Ivonne Hernandez ..... 9,207.91  
Meyra Esparza ..... 9,142.98  
Mary Strauss ..... 9,115.91  
Martha Kay Ralle ..... 9,093.79  
Barbara E. Roehrig ..... 9,082.96  
Lisa A. Stengel ..... 9,021.08  
Maria Flores ..... 9,023.11  
Omosolape O. Akinyoyenu ..... 8,881.81  
Lisa Rada ..... 8,837.68  
Faith A. Gladding ..... 8,752.41  
Marielena Boquin ..... 8,559.18  
Cecilia C. James ..... 8,481.07  
Marsha Morrisette ..... 8,473.30  
Heldi Goelzer ..... 8,465.62  
Marta Teresa Lozada ..... 8,414.98  
Mery C. Ramirez Bravo ..... 8,411.24  
Nancy Fox Castro ..... 8,407.53  
Holly A. Brown ..... 8,356.17  
Sandy Griffith ..... 8,354.48  
Rosa Bonilla ..... 8,312.98  
Joy H. Rentz ..... 8,207.62  
Julie Neal ..... 8,201.80  
Teresa A. Lischwe ..... 8,152.31  
Deborah Dudas ..... 8,141.27  
Sonia Arriola ..... 8,081.72  
Silvia Sanchez ..... 8,045.52  
Leticia Gutierrez-Barajas ..... 8,003.72  
Jill D. Davis ..... 7,973.36  
Amy Zanto ..... 7,926.43  
Rose Rodriguez-Capone ..... 7,922.64  
Indira Fernandez ..... 7,829.20  
Betty Symons ..... 7,794.61  
Amy Kathryn King ..... 7,757.89  
Eileen M. Huffman ..... 7,682.63  
Yoanni Espinal ..... 7,436.68  
Tawnya Krempegas ..... 7,411.87  
Leonor Colin ..... 7,410.84  
Nuvia Ascencio ..... 7,393.94  
Neomi C. Jaimes ..... 7,286.42  
Rhonda Jean Taylor ..... 7,268.21  
Robbie L. Brannon ..... 7,245.28  
Kiersten Vavrina ..... 7,194.54  
Blanca E. Sola ..... 7,190.61  
Evelyn Bermudez Vargas ..... 7,141.73  
Juanita Gudino ..... 7,097.11  
Pettie L. Huffman ..... 7,094.53  
Mayuli Maria Rolo ..... 7,089.35  
Rosario Martinez ..... 6,957.96  
Blanca E. Arroyo ..... 6,934.19  
Chatey Gelfuss ..... 6,931.78  
Luz H. Balcazar ..... 6,919.38  
Leticia Vargas ..... 6,888.30  
Susan M. McCoy ..... 6,883.87  
Sandy Lasso ..... 6,874.27  
Lisa Peterson Hackbarth ..... 6,858.65  
Melissa Mays ..... 6,819.94  
Fern Hendricks ..... 6,806.68  
Esther Benitez ..... 6,776.91  
Suzanne T. Young ..... 6,753.83  
Kristen C. Spiker ..... 6,742.73  
Linda T. Carliglia ..... 6,734.78  
Deanna L. Spillman ..... 6,729.44  
Emily Sims ..... 6,725.67  
Nicki R. Hill ..... 6,712.53  
Beatriz Perez ..... 6,705.46  
Melissa R. Hennings ..... 6,704.64  
Veronica M. Rosas ..... 6,670.80  
Noraida Hernandez ..... 6,632.21  
Susan Hattem Weeks ..... 6,628.86  
Kristin Jenae Rogers ..... 6,594.88  
Mary Beissel ..... 6,575.10

\*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 E-MAIL, 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® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

# recognition

## Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in May 2009.

### Top National Sales Directors — Commissions and Bonuses



**Carol Anton**  
\$46,584  
RUBY



**Gayle Gaston**  
\$77,502  
SAPPHIRE



**Sherry Giancristoforo**  
\$43,232  
EMERALD



**Darlene Berggren**  
\$42,693  
PEARL



**Barbara Sunden**  
\$91,995  
DIAMOND

### Top Unit — Estimated Retail Production

<b>RUBY</b> — Donna Clark, <i>Go Give Area</i> .....	\$85,046
<b>SAPPHIRE</b> — Sylvia Boggs, <i>Go Give Area</i> .....	\$82,818
<b>EMERALD</b> — Nancy Berlin, <i>Go Give Area</i> .....	\$105,660
<b>PEARL</b> — Kim McClure, <i>Go Give Area</i> .....	\$98,397
<b>DIAMOND</b> — Olga Giraldo, <i>B. Sunden Area</i> .....	\$106,752

### Top Sales Director — Personal Sales

<b>RUBY</b> — Juliet Goertzen, <i>J. Shealy Area</i> .....	\$16,370
<b>SAPPHIRE</b> — Debbie Tweedie White, <i>J. Cox Area</i> .....	\$13,318
<b>EMERALD</b> — Kim Manire, <i>Go Give Area</i> .....	\$13,359
<b>PEARL</b> — Tammy Caswell, <i>B. Stimach Area</i> .....	\$9,286
<b>DIAMOND</b> — Cheryl Riead, <i>Go Give Area</i> .....	\$12,935

### Top Beauty Consultant — Personal Sales

<b>RUBY</b> — Luz Orozco, <i>J. Alford Unit, Go Give Area</i> .....	\$18,142
<b>SAPPHIRE</b> — Kimberly Hill, <i>J. Sloan Unit, J. Cox Area</i> .....	\$12,503
<b>EMERALD</b> — Margaret Meggison, <i>H. Jakpor Unit, S. Goodwin Monday Area</i> .....	\$16,294
<b>PEARL</b> — Malissa Martin, <i>C. Newby Unit, A. LaMarr Area</i> .....	\$13,469
<b>DIAMOND</b> — Nancy Martinez, <i>J. Calvin Unit, A. Garrett-Roe Area</i> .....	\$25,282

### Top Team Builder

<b>RUBY</b> — Audra Whitley, <i>M. Stubbs-Hall Unit, P. Danforth Area</i> .....	20 New Team Members
<b>SAPPHIRE</b> — Bibi Thomas, <i>C. Boodhoo Unit, V. Bagnol Area</i> .....	18 New Team Members
<b>EMERALD</b> — Sales Director Berenice Fragoza, <i>L. Orellana Area</i> .....	19 New Team Members
<b>PEARL</b> — Michelle Lee-Barksdale, <i>G. Somerville Unit, R. Jackson Area</i> .....	19 New Team Members
<b>DIAMOND</b> — Elsy Abrego, <i>Y. Zelaya Unit, S. Páez Area</i> .....	14 New Team Members

## Top Unit Builders

Independent Sales Directors with 20 or more new unit members for May 2009.

### Ruby

Phuong White.....	27 New Unit Members
Macy Lynn Cason.....	25 New Unit Members
Tiffany Brooke Stout.....	22 New Unit Members
Monique Y. Stubbs-Hall.....	21 New Unit Members
Debra Moore Kinley.....	20 New Unit Members

### Sapphire

Cecilia Boodhoo.....	40 New Unit Members
Tabitha A. Hallums.....	27 New Unit Members
Katie D. Nichols.....	24 New Unit Members
Janelle A. Ferrell.....	23 New Unit Members
Theresa Kusak-Smith.....	21 New Unit Members
Carlee Frances Curtin.....	20 New Unit Members
Tracey A. Fields-Hedrick.....	20 New Unit Members
Michelle Sara Moore.....	20 New Unit Members
Satarro Purnell.....	20 New Unit Members

Anne Marie Slightam.....	20 New Unit Members
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### Emerald

Tanya King.....	34 New Unit Members
Karen E. Ridle.....	27 New Unit Members
Nancy A. Berlin.....	24 New Unit Members
Marianne L. Anderson.....	23 New Unit Members
Yolanda Lopez.....	23 New Unit Members
Auri Hatheway.....	21 New Unit Members
Eva Reyes.....	21 New Unit Members
Maritza Lanuza.....	20 New Unit Members
Leanne Parrino.....	20 New Unit Members

### Pearl

Alma Orrostieta.....	24 New Unit Members
Kristin Myers.....	22 New Unit Members

Keita Powell.....	22 New Unit Members
Cheryl Marie Brown.....	21 New Unit Members
Gloria Somerville.....	21 New Unit Members

### Diamond

Ivonne Hernandez.....	36 New Unit Members
Kim I. Cowdell.....	28 New Unit Members
Maricarmen Gonzalez.....	28 New Unit Members
Jovita Luna.....	22 New Unit Members
Blanca E. Arroyo.....	21 New Unit Members
Gladis Maldonado.....	21 New Unit Members
Dayana Polanco.....	21 New Unit Members
Joy H. Rentz.....	21 New Unit Members
Heather Robin Smith.....	20 New Unit Members
Ana X. Solis.....	20 New Unit Members

## Online Tools For You

Visit the Mary Kay InTouch® Web site to find several new “mini-sites” to help you party! The social, hostess and “party with a purpose” sites contain all you need to know! Also, check out the “Discover How to Team Build” and “Star Consultant” sites that can help support you as you build your Mary Kay business!

**APPLAUSE®** magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors (“National Sales Directors”), Independent Sales Directors (“Sales Directors”) and Independent Beauty Consultants (“Consultants”) in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2009 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Affection, Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Domain, Elige, Eyesicles, Go-Give, Heart to Heart, Indulge, Inspiring Beauty Through Caring, Journey, LearnMK, Lucentrix, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MK, MKConnections, MKeCards, MK Men, MK Signature, myBusiness, myCustomers, Nutribeads, Ovation, Pink Link, Power Hour, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Smart Start, Smart Wiper, TimeWise, Tribute and Velocity* are registered trademarks; and *Darci, Enriching Women's Lives, Exotic Passionfruit, Mint Bliss, MK High Intensity, Simply Cotton, Sparkling Honeysuckle and Warm Amber* are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# why not reach for your star?

Great things come to those who allow themselves to soar, and reaching Star Consultant status may be more achievable than you think, says **Independent Elite Executive Senior Sales Director Carmen Nuñez de Valencía**. As a long-time consistent Star Consultant herself, Carmen has coached scores of women to Star success. She eagerly shares her experience with those who aspire to stellar performance, as revealed here ...

**“When it comes to achieving Star Consultant status, the first and most important thing to do is identify specifically which Star level you want to attain,” Carmen advises. “I can’t over-emphasize that point. Be very clear about your desired destination before you set out for it. Once you’ve established where you’re going, you can start thinking of your journey in terms of milestones: Ask yourself, ‘What retail selling goals should I have accomplished by the end of week one, week two, and so on, to arrive successfully at the end of 13 weeks?’”**

As you plan your work, Carmen says don’t forget to make use of as many of these marketing opportunities as possible:

- 1 ) In Person
- 2 ) On the Go
- 3 ) Online
- 4 ) At a Party
- 5 ) On Paper

As you’re acquainting yourself with these selling methods, “Take a few moments to think through your working style, as well as your access to customers and potential customers,” she suggests. “Then decide how you can best incorporate these methods into your schedule and your agenda.” In addition, Carmen recommends one-day events such as holiday open houses as one more tool toward reaching your selling goal. “Open houses work

well as an ‘extra,’ an added boost that can make a big difference when you consider the amount of time devoted to them,” she explains. “It’s smart to increase sales through a one-time activity that lasts only a few hours.”

Carmen calls the Star Consultant journey “total freedom.” “Reaching for the Star gives you so many opportunities to be creative. Most of us women love a sense of urgency! We love investing a few hours in a skin care class, facial appointment or other selling activity and earning income from it. But at the base of any successful sales venture must first be a strong customer base and caring relationships that maintain that base. A solid customer foundation is essential.” Even with a loyal customer base in place, sometimes things can happen, and you may suddenly find yourself coming up short with a limited number of days or hours before the quarter ends. “That’s when we have to make something hot work!” says Carmen. “For me, that’s when I have to rely on my best customers’ support, those who most love the product and have a Go-Give® spirit. I’ve found that Preferred Customer Program hostesses are the best thing that can happen to you at times like that. It’s important to sell them on your goal.”

Carmen routinely runs through her Customer Profiles to see which product customers haven’t yet tried. “Then I start calling and making offers they can’t refuse. For example, I’ll offer a particular gift set and include an additional product on that one day only, such as the TimeWise® Miracle Set and

TimeWise® Firming Eye Cream for just \$99. That kind of package enables me to generate a 30 percent discount – not in dollars – but in product. Another favorite tactic is to challenge a hostess to sell \$100 with her friends. She receives \$75 for just \$25. So my gift is actually \$12.50 for a \$100 sale. I use this one when I’m in an emergency near the end of the quarter. I also like the type of formula **Independent Senior National Sales Director Rebbecca Evans** uses: 24 people x \$24 in 24 hours. I loved promoting the 45th anniversary with 25 people who bought at least \$45 in 24 hours, then received their choice of a Preferred Customer Program gift. Just remember that where there’s a will, there’s a way!”

Finally, remember not to make your goal harder than it has to be, says Carmen. “When you support and share your goal with others, you give them the opportunity to participate and personally experience the privilege of having their own Mary Kay businesses. The great thing is, as you build your team, you also earn points toward your Star goal. When you boil it all down, all you really have to do is just be ready to work. I love the Star Consultant program because I know that I, and any other Independent Beauty Consultant who sets her sights on this goal, can achieve it. Stars earn cars, jewelry, trips, bonuses and commission checks. You have a ‘Star’ within you. I invite you to let the world see you shine!”



# new star consultant perk: customer delivery service

The benefits of being a Star Consultant are now even better! Introducing the new Customer Delivery Service program – exclusively for Star Consultants – that gives you a convenient and fast new way to ship products to your customers.

Give your customers star treatment with the new Customer Delivery Service for Star Consultants!



Beginning Aug. 1, 2009, the Customer Delivery Service for Star Consultants allows you to choose to have the Company ship products directly to your customers. This program is designed just for Star Consultants – those who show a strong commitment to running their businesses. It's perfect for immediately shipping products that you may not have in your inventory at the time or when you want to save yourself the time and hassle (and gas costs) it takes to deliver them yourself!

With the Customer Delivery Service, your customers' orders will be professionally packaged with environmentally conscious materials and branded the "Mary Kay" way. Each order includes a specially decorated box, a beautiful packing slip and a copy of *The Look* or two samplers – all for an \$8.75 shipping and handling fee (plus applicable sales tax). You may choose to customize each order with additional samplers or a gift with purchase (at an additional cost).



To be eligible to use this program, you must:

- Be a Star Consultant in the prior quarter or become one (immediately after you place an \$1,800 wholesale order) in the current quarter.
- Have a ProPay® account.
- Accept orders on your Mary Kay® Personal Web Site or create orders from a sales ticket on the Mary Kay InTouch® Web site.

## Testimonials

Independent Sales Directors with Star Consultant status were the first to use this program. Here are a few comments:

*"Last year, I relocated to the East Coast. I still have several loyal customers in Kansas City. Prior to the Customer Delivery Service, I would spend so much time and money packaging up orders, paying for delivery insurance and confirmation and waiting in line at the post office. Now, it's so much easier! And the packaging is much more professional and attractive than I could ever create myself."*

— Independent Sales Director  
Gynetta Thompson of Easton, Pa.

*"I used the Customer Delivery Service to ship almost \$200 in suggested retail product to a customer. She appreciated that everything arrived in a timely manner, plus she said she would recycle the box."*

— Independent Sales Director  
Kathryn Egenberger of Danbury, Conn.

As a Star Consultant, you are working hard to be successful in your Mary Kay business, and this program is designed to help you do that even better! To learn more about this program and how it works, go to the Mary Kay InTouch® Web site and click on the "Star Consultant" section.

## Mary Kay InTouch® On the Go!

Now you can access several functions of the Mary Kay InTouch® Web site directly from any mobile device with Internet access. With MKITGO, you can access action items, estimated wholesale production, online Independent Beauty Consultant Agreements, customer lists and more! To learn more, go to the Mary Kay InTouch® Web site and click on Business Tools > MKITGO or go to [www.MKITGO.com](http://www.MKITGO.com) from your cell phone browser.



# stars have it all!

Give your business the success it deserves! When you reach Star Consultant status each quarter during the Seminar year, you're building a business foundation based on selling products to a growing customer base. And that translates to more income for you!

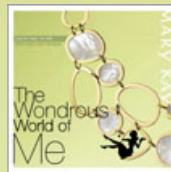
## Star Consultant Benefits

- You ensure immediate delivery of products to your customers, providing Golden Rule customer service.
- Customers who experience your ultimate service are more likely to become customers for life.
- 50 percent profit on everything you sell\*
- Stunning Ladder of Success jewelry to wear proudly on your lapel
- Choice of exclusive Star Consultant prizes
- Option to use the Customer Delivery Service program
- Incentive to set goals, keeping you motivated throughout the year
- Ability to keep your business consistently active with continuous earning potential
- You'll be on your way to becoming an Independent Sales Director-in-Qualification.

## Aim High

It all starts with selling! When you conduct parties and appointments, you "open your doors" to customers who will place orders, refer you to friends and return to you again and again for their skin care and cosmetics needs.

You'll achieve Star Consultant status when you place a minimum combined order of \$1,800 wholesale in Section 1 products during each quarterly contest. It only gets better from there! With each higher contest category you achieve, the prizes are more enticing. By adding qualified<sup>†</sup> personal team members, you can earn 600 contest credit points each and move up even faster.



See the *Star Consultant Program* brochure for complete quarterly contest details.\*\*



## Motivation for Your Goal



“

*Being a Star Consultant means you are selling consistently and reordering. It means you are serious about your business and have a true potential for making a profit. It's a great way to run a profitable business!*

”

— Independent Sales Director  
**Elizabeth Daniels** of Barboursville, Ky.

“

*In my unit, it's all about Star Consultants and Star Team Builders. I focus on them with recognition, rewards and exclusive special treatment.*

”

— Independent Executive Senior Sales Director  
**LaRonda Daigle** of Baton Rouge, La.

Build customers as a Star Consultant and be part of helping the Company enrich even more lives and reach our “5 by 50” goal – \$5 billion in revenue by our 50th anniversary!

\*50 percent gross profit calculation based on suggested retail prices.

\*\*Quarterly *Star Consultant Program* brochures are included in the August, November, February and May issues of *Applause*® magazine to help you plan and aim toward your ultimate prizes!

<sup>†</sup>A qualified personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 products are postmarked and accepted by the Company within the contest quarter.

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throw  
a party,  
and they  
will come

holiday open house 101

You heard the message at Seminar, and the roar of excitement is growing louder: This is the perfect time to par-tay! One great idea is a holiday soiree. What a terrific opportunity to show your customers how special they are, and right now is prime planning time for holiday gatherings, to be certain you get on people's calendars. Assemble your guest list, consider inventory needs and choose an ambiance that will leave them wanting more – from festive candles and tablecloth to background music and lighting. If you went to Seminar 2009 and ordered a Holiday Preview Kit (exclusive to Seminar attendees), you're probably already thinking of ways to use it at your holiday open house. Read on and learn how one "open house pro" stages memorable events. **And to think her road to showmanship began when she lost her job!**



If you've ever been laid off, offshored or cut back to part-time hours, the journey of one of your Mary Kay sisters may sound familiar. Before she started her business in 1997, **Independent Senior Sales Director Anna Sempeles** of Fairfax, Va., in the **Independent National Sales Director Kirk Gillespie** Area, was a high school math teacher and girls basketball coach; she helped run a multistate computer training company and was the computer trainer for an insurance company. She loved life in her brand of fast lane. Then, while she was on maternity bed rest, the insurance company laid her off. Suddenly, Anna went from being a busy professional with a scattered schedule to being a home-based, part-time math tutor. She decided to start her Mary Kay business, then kept it a secret. She laughs about it now, looking back. "The whole truth is, I didn't even tell anyone for six months that I was an Independent Beauty Consultant!"

But when Anna took her Independent Sales Director's challenge to be a Diamond Star Consultant and earn a faux fur coat one quarter, her customer base ballooned to more than 100 women, and she got serious about her business. Soon she was applying her business and academic skills to a whole new way of working. As an Independent Sales Director, she discovered a full life in which she ensured her own financial security, and in the process, she earned loyalty through Golden Rule customer service. Her annual holiday open house – which she calls "Customer Appreciation Open House" – has become the event her customers eagerly anticipate. "I start planning my next open house right after Christmas each year and buy bows, tissue paper, wrapping paper and props on sale all yearlong," Anna shares. "I put together my ready-packaged, easy-to-carry gift items from mid-to-late September."

The business benefits of such an event stack up like beautifully wrapped presents. Anna ticks them off, starting with increased customer loyalty. "My customers tell their friends who are not yet Mary Kay customers about my holiday open house. Their enthusiasm is contagious! My customers also buy in larger volume at my event because that's the only day of the year I give a discount. I also feature 'in-house specials,' which are products I've received as ordering bonuses. This strategy encourages customers to try a new product, save some money and feel like they're truly getting a 'special deal.' And they are!"

Anna always tries to hold her event before Thanksgiving to compete with retail timing. "I believe this is a great tradition for all Independent Beauty

Consultants. Start small, maybe in just one room and for one afternoon the first time. And don't forget to invite, invite, invite! Follow up the postcard invitation with a phone call reminder. You have to train your customers to think of you as a gift service for all occasions and not just for their own skin care needs, even though we love servicing those. I have a large customer base, and because everyone is so busy, sometimes my holiday open house is the only time I see some of my customers face-to-face all year. This is my one opportunity to personally show them what's new in the Mary Kay® product line and make sure their skin care needs are still being met. At the same time, they can leisurely browse for holiday gifts."

This past year has been Anna's most successful Mary Kay year so far. What was her secret? "I focused on holding a Power Start every month, and that meant I had lots of new people to invite to my open house," she explains. "A lot of them had never given my pre-packaged gifts to anyone, so they purchased in greater volume. Many regular customers come to my open houses, too, and they're always looking for what's new. These events strengthen my customer relationships. They can tell I put a lot of time and effort into making the presentation and packaging memorable and 'gift-giving-worthy,' without being cost-prohibitive. Putting tags on all packaged items makes the gift 'cute.' And we all know cute sells. Instead of giving someone a Satin Hands® Hand Cream by itself, they can give them the product packaged with a pair of gloves, a bow and a tag that reads something like 'You Deserve a Hand.' They love it!"

One of Anna's customers offered to help her with her open house last year, held on the weekend before Thanksgiving. Several weeks before that, her customer also helped assemble prepackaged offerings. Some of Anna's unit members, sister Independent Sales Directors and adoptees pitched in. "I appreciated their help so much because I couldn't have handled the crowd without it." She adds that her teenage daughter, Sophia, was the designated door greeter, and her husband John was the "checkout guy." In the past, some customers have signed Independent Beauty Consultant Agreements at Anna's open houses, and others have scheduled skin care classes and holiday makeover parties. As she followed up with customers' wish lists, her strong retail sales continued through Christmas. "I always do a drawing and present a gift basket of products to one person who completed their wish list. I coach my customers to tell their 'Secret Santa' that I'll

be calling them, and they should take my calls!" Pre-packaging gifts that range in price from \$8 to \$20 and arranging them attractively on a table allows women to easily "pick and take" value-oriented gifts home with them. Anna also provides a few packaged gifts priced from \$25 to \$75 that can be customized. This tactic appeals to those who want to be prepared with an emergency gift or two, she says, in case people stop by unexpectedly with something for them.

Anna held her open house at a time to catch the moms while their kids were in school and to attract working women on their way home from work. "I invited 400 customers and 72 attended," she tallies. "If 10 percent of the total invitees attend, I consider that a success. I send out postcard invitations two to three weeks in advance, but I write a reminder on every sales ticket starting in September to save the date. I give a small gift such as a mini Satin Hands® Hand Cream, chocolates and my business card – all packaged in a little baggie – to the first 20 who RSVP, and I state on my invitation that everything will be discounted." Anna offers various values. "They receive 5 percent off just for attending and another 5 percent off for RSVP-ing. I set up a table that I call the 'Lucky Lady' table. Everything on it is 40-50 percent off, with no further discount given. This table would be any limited-edition or discontinued products. They love it, and I love moving the product out. These events are win-win for everyone. Everyone should try it!"



When you send a cute invitation that lets your open house guests know what's in it for them, you put them in an instant party mood!

# Go-Give® Award

Congratulations to the winners for September 2009.

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

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



**Jennie Parker**

**Sapphire**  
Independent Sales Director  
**Began Mary Kay**  
August 2001  
**Sales Director Debut**  
February 2004  
**National Sales Director**  
Carol Stoops  
**Honors** Premier Club qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$36,574  
**Personal** Lives in Saline, Mich.  
Husband, Joe; son, Will; daughter, Emma  
**Favorite Quote** "How wonderful it is that nobody need wait a single moment before starting to improve the world." – Anne Frank  
**Independent Beauty Consultant**  
**Shawn Cerrasco of Chesterfield, Mich.**, says, "Jen coached my husband on ways he could assist me with my business while I recovered from surgery. She called me, sent cards and e-mails of encouragement and continues to be my mentor."



**Cindy Fournier**

**Emerald**  
Independent Senior Sales Director  
**Began Mary Kay**  
August 2001  
**Sales Director Debut**  
December 2003  
**Offspring** two first-line  
**National Sales Director**  
Dawn Otten-Sweeney  
**Honors** Premier Club qualifier; Star Consultant; Circle of Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$54,934  
**Personal** Lives in Canton, Ga.  
Husband, Chris; daughter, Josie  
**Favorite Quote** "Jesus looked at them and said, 'With man this is impossible, but with God all things are possible.'" – Matthew 19:26  
**Independent Senior Sales Director Kathy Horbus of Marietta, Ga.**, says "Cindy is an encourager and hope-giver. She is willing to share challenging life experiences to help others and has spoken at a number of churches and women's groups."



**Brenda Stafford**

**Pearl**  
Independent Future Executive Senior Sales Director  
**Began Mary Kay**  
October 1987  
**Sales Director Debut**  
June 1989  
**Offspring** three first-line; two second-line  
**National Sales Director**  
Linda Kirkbride  
**Honors** Cadillac qualifier; Circle of Honor; Sales Director Queen's Court of Personal Sales; 14-times Circle of Achievement; two-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$98,391  
**Personal** Lives in Mount Vernon, Ohio. Husband, Brian; sons: Corey, Cody  
**Favorite Quote** "God said, 'This too will pass, that it would never be easy, it could be worse, and I will be with you through it all.'" **Independent Beauty Consultant Tara Hayes of Mount Vernon, Ohio**, says, "Between radiation treatments, Brenda would counsel Independent Beauty Consultants and stayed up until midnight to make sure Consultant orders were received before deadline."



**Nancy Castro**

**Diamond**  
Independent Future Executive Senior Sales Director  
**Began Mary Kay**  
January 1987  
**Sales Director Debut**  
July 1989  
**Offspring** three first-line; one second-line  
**National Sales Director**  
Go Give Area  
**Honors** Cadillac qualifier; Circle of Honor; monthly Go-Give® Award winner, February 1997; Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; five-times Circle of Achievement; 13-times Circle of Excellence; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$123,546  
**Personal** Lives in Janesville, Wis. Husband, Kevin; daughters: Eileen, Jill  
**Favorite Quote** "You can do all the right things with the wrong attitude and fail, and you can do all the wrong things with the right attitude and succeed."  
**Independent National Sales Director Lisa Madson** says, "Nancy adopts Independent Beauty Consultants into her unit never distinguishing between who is and who isn't adopted. She also is very Go-Give® in situations when dealing with customers, potential team members and Independent Sales Directors. I've heard it said that when in doubt trying to figure out how to handle a situation, pretend Mary Kay Ash is standing next to you."



**Caryn Salapka**

**Ruby**  
Independent Sales Director  
**Began Mary Kay**  
October 2002  
**Sales Director Debut**  
October 2003  
**National Sales Director**  
Cheryl Davidson  
**Honors** Premier Club qualifier; Star Consultant; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$39,315  
**Personal** Lives in Shelton, Wash. Husband, John; daughters: Hannah, Grace  
**Favorite Quote** "May he give you the desire of your heart and make all your plans succeed."  
Psalm 20:4  
**Independent Sales Director Mary Womack of Shelton, Wash.**, says, "Last January, Caryn visited the Ukraine with the 'Angels for Orphans' organization to deliver clothing and other supplies for children in orphanages. She lives a Go-Give® daily life and I have had all my Mary Kay personal growth breakthroughs under Caryn's wing."

# give your skin the care it deserves

Ask me, your Independent Beauty Consultant, about any of these amazing Mary Kay® products. I'll deliver them to you with caring, personalized service. And if you'd like to earn them free, let's chat about how you can host a Mary Kay® party and receive the products of your choice. It's all about getting what you want, and I'm here to help.



## Miracle Set, \$90

The TimeWise® Miracle Set, now with contemporary pink and black packaging, provides 11 age-fighting benefits in just four amazing products. Working together, these products provide a power-packed punch of clinical results.



And add a foundation of your choice starting at \$14.



## TimeWise® Replenishing Serum+C, \$55

Give collagen a boost.† Help skin bounce back. This vitamin C-enriched serum is formulated with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down.† The overall effect? Positively uplifting.

## Mary Kay® Eau de Toilette Fragrance Collection

Fresh fragrances from the Mary Kay® Eau de Toilette Fragrance Collection offer a budget-friendly fragrance experience. Available in Warm Amber™, Simply Cotton™, Exotic Passionfruit™ and Sparkling Honeysuckle™. Choose from shower gels (\$15), sugar scrubs (\$15), body lotions (\$15) and fragrances (\$25).



View the latest issue of *The Look*, the Mary Kay® product catalog, on your iPhone or BlackBerry! Go to [www.marykay.com](http://www.marykay.com) for details.



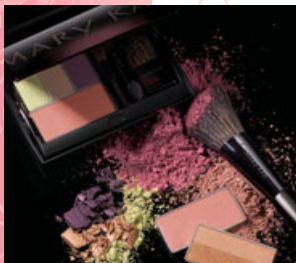
# MARY KAY®

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

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MARY KAY INC.

## Build Customers. Hold Parties. Earn Income! July 1, 2009 – June 15, 2010

Customers count. Parties count. When you have both, you have the makings for business success while reaching for the **5-million-party** goal!



It's so easy to get a few friends together and share your love of Mary Kay® products. When you sell at least \$100 in suggested retail products to 36 new or existing customers each quarter of the Seminar year by achieving the *Customers Count* Challenges, you'll receive exclusive Party Girl Essentials collection prizes. And by holding a few parties, you'll be helping reach the audacious 5-million-party goal! Why not give it a try and watch your business thrive with consistent service and sales? It's not only fun – it's the ultimate way to enrich lives, earn money and help your customers party with a purpose!

  
**party** with a **purpose**  
go for **5 million**

Go to the Mary Kay InTouch® Web site to learn more and get great party ideas when you connect with other independent sales force members.