

MARY KAY

applause®

SEPTEMBER 2012

NEW!

Dance to Life™
Eau de Parfum

Live. Inspire. Be Moved.™

Get
Color Looks
for Fall.



MARY KAY
**one
woman
can**
50 YEARS

We're Kicking Off a
Yearlong Celebration
to Honor Mary Kay's 50th Anniversary!



Q: I just got a smartphone. How do I download Mary Kay InTouch® Mobile? **A:** Congrats! Type <http://InTouch.mk> in your Internet browser window and follow the prompts.

Q: Seminar 2012 was packed with so much excitement, and the classes were great! Now that I'm home, is there anywhere I can find class notes? **A:** We're glad you enjoyed Seminar and got so much out of it! Yes, highlights from Seminar classes are available under the

Events tab on Mary Kay InTouch® through Sept. 9. Be sure to check MK News for updates.

Q: The new features available now on myCustomersSM are fantastic! Where can I learn more about making the most from all it has to offer? **A:** Find out more on Mary Kay InTouch®. It's your one-stop shop where you can learn about all the features and components of the new and improved myCustomersSM.

september dates to remember



Mary Kay said it best

"The most important mile in our business walk is the 'extra mile,' the one called service. It sometimes takes the time we don't think we have, but we always do. It sometimes means going out of our way. But helping someone else along the way helps us on our journey to the top."

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

- Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
- Early ordering of the new Fall/Holiday 2012 promotional items begins for Star Consultants who qualified during the March 16 – June 15, 2012, quarter and Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2012 through the Preferred Customer ProgramSM.

13 Mary Kay Inc. 49th Anniversary.

- Postmark deadline for Quarter 1 Star Consultant quarterly contest.
- Deadline to make Quarter 4 Star Consultant prize selections.
- Postmark deadline for Summer 2012 promotion.
- Early ordering of the new Fall/Holiday 2012 promotional items available for all Independent Beauty Consultants.
- Last day for your customers to take advantage of the Summer 2012 gift-with-purchase offer.
- Last day to enroll online for the Fall/Holiday 2012 Preferred Customer ProgramSM Month 2 mailer.

- Quarter 2 Star Consultant quarterly contest begins.
- Fall/Holiday 2012 promotion begins.

■ Fall/Holiday 2012 Preferred Customer ProgramSM customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

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

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

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

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

InsideTHIS ISSUE



CELEBRATING A LEGACY

MARY KAY
**one
woman
can**
50 YEARS

This month kicks off a **yearlong celebration** to honor the Company's **50th Anniversary**. There's lots in store! Look for exciting products like the commemorative **Dance to Life™ Eau de Parfum**, inspiring events and fun promotions. And we're topping it off with a **2013 Seminar celebration** like none you've ever seen!

2

GOT QUESTIONS?

We've got answers! We know you're excited and eager to learn more about **TimeWise Repair™**, Mary Kay's new **premium skin care** line that targets the **advanced signs of skin aging**.

16



FALL FASHIONS

Fresh off the fall runways of New York, Paris and Milan, we've got the **latest trends** to get you excited. Plus, great ways you can feature **Mary Kay® color looks** to complement these classic styles!

5

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



HAPPY NEW YEAR

It's a new Seminar year with new goals, events and contests. Get the details on the **All-Star Star Consultant Consistency Challenge**, **Class of 2013 Challenge**, **Seminar Awards** and more under the **Contest/Recognition and Events** tabs.



TIMEWISE REPAIR™

A new age of beauty is born! Learn more about this scientifically innovative regimen and find great tips and tools including videos, an eCatalog and more to help you book and sell to your customers. **Products > Product Central > Repair**



FACEBOOK

The world of social media is exciting and changing, and we're always looking for opportunities to provide you with new ways to communicate with your customers. **Business Tools > Digital Zone**



THE MARY KAY
FOUNDATION™

MARY KAY'S STRONG HERITAGE

As we embark on the Company's 50th Anniversary year, you can be proud of the strong heritage that Mary Kay Ash founded this Company upon. You'll learn how it all began by exploring Mary Kay's quotes and learning about The Mary Kay Foundation™ and more under the **Heritage** tab.



one woman canSM

MARY KAY
50 YEARS



You know one woman can do amazing things. **Mary Kay Ash** created a **global cosmetics empire** that has touched countless lives. Many of you have transformed your own lives and achieved incredible success. Helping women find the confidence to do and be what they dream is a foundation of the Mary Kay® brand.

For Mary Kay's 50th Anniversary, we invite you to share and help celebrate our successes and to get inspired about what you personally can achieve. **This year, we Inspire Beauty, Inspire Hearts and Inspire You!**

Because we know that whether it's becoming your most beautiful self, trying a daring new look, achieving a personal goal or reaching out to help others, **one woman can be as powerful as she dreams.**



SCAN TO WATCH THE DANCE TO LIFE™ VIDEO. Get the free mobile app at <http://gettag.mobi>

inspire beauty

**Special-Edition[†] Mary Kay[®]
Dance to Life[™]
Eau de Parfum,
\$50, 1.7 fl. oz.**

Capture the dreams, triumphs, inspirations and possibilities that are the rhythm of every woman's life. **Mary Kay[®] Dance to Life[™] Eau de Parfum** connects us through a universal inner beauty and invites us to share it with the world. It is the momentum that builds when you take a chance, touch a life or live in the moment with true passion.

The **floral scent** immediately entices with notes of **wet apple, jasmine** and **vanilla**. Seize the day with this expression of fragrance and beauty. Order now as it is only **available September 2012 – August 2013**, or while supplies last. **Let this fragrance dance its way into your heart.**

live. inspire. be moved.[™]

Dance to Life[™] Eau de Parfum is for the woman who doesn't just go through the motions, but dances with every beat of her heart. **Whatever moves you, embrace it.**



**Special-Edition[†]
Mary Kay[®]
Dance to Life[™]
Radiant
Shimmer Lotion,
\$16, 5 fl. oz.**

Layer your new favorite fragrance with the perfect companion. The lotion leaves skin feeling soft with a subtle shimmer.

Available September 2012 – August 2013, or while supplies last.



Artfully crafted
by Mary Kay
**Package
Designer
Jenny**

DeMarco, the bottle represents a woman's flowing skirt as she dances. "I was moved by Awards Night at Seminar, so I wanted the bottle to capture the essence of possibility and achievement," she says. "Developing the fragrance and the bottle was a cohesive project. There was a rhythm in the creative process, and it is reflected in the design."



Learn more on Mary Kay InTouch[®]
Products > Product Central > What's New.

inspire hearts

Special-Edition[†] *Miracles Happen* Audiobook



In honor of 50 years of enriching women's lives around the world, the story of Mary Kay Ash and her timeless wisdom is available for a limited time on CD.



Hear her legacy come to life in a story that has inspired millions when Mary Kay's grandchildren **Ryan and Karen Rogers** narrate her autobiography, *Miracles Happen*. The audiobook is available on Section 2 of the Consultant order form for a limited time beginning Aug. 1, 2012, through Dec. 15, 2013, or while supplies last. Price is \$10.

The audiobook is a perfect gift of inspiration to everyone. Mary Kay's story captivates and motivates men and women of all ages. It makes a great holiday or graduation gift.

inspire you

Making a Beautiful Difference

As part of Mary Kay's Pink Changing Lives[®] global initiative, Mary Kay is proud to launch the 2012 *Beauty That Counts*[®] campaign. You can join in the worldwide effort to change the lives of women and children around the world with the purchase of limited-edition[†] *Beauty That Counts*[®]

Mary Kay[®] NouriShine Plus[™] Lip Gloss, \$14 each

in two beautiful shades,
Inspiring and *Possibilities*.
From Sept. 16 – Dec. 15, 2012



\$1 from each lip gloss sold will be donated to The Mary Kay FoundationSM and its efforts to end domestic violence.



SCAN TO WATCH
THE BEAUTY THAT
COUNTS[®] VIDEO.
Get the free mobile app
at <http://gettag.mobi>

THE MARY KAY
FOUNDATIONSM

fall 2012

Classic feminine

iconic fashion ▶

Look for tucked and **tailored menswear** with **ultra-feminine touches** like ruffles, bows and lace to create a polished, timeless look. Add drama with **faux fur** and **animal skin accessories**, while oversized hats and sunglasses add mystery to your look.



captivating eyes ▶

Treat teal as a sultry neutral. It's THE shade of the season. Blend **Mary Kay® Eyeliner in Rich Jade** with **Mary Kay® Mineral Eye Color in Azure**. Finish with **Mary Kay® Ultimate Mascara™**.



◀ **tip:** "Mascara is a must! Always, always use mascara!" — Luis Casco, Celebrity Makeup Artist



Take a peek at the **fall season's trends hot off the fashion runways**. Plus, we've got great tips for you to feature Mary Kay® color looks that complement these styles.

◀ expressive lips for all skin tones

lusciously stained.

Smooth and soften lips with the **Satin Lips® Set**. Apply a **Mary Kay® Creme Lipstick** shade like **Hibiscus** or **Really Red**. Blot with tissue and repeat.



ladylike.

Apply a light layer of **Mary Kay® Creme Lipstick** in a daring shade like **Sunset**, finish with a dab of **Mary Kay® NouriShine Plus™ Lip Gloss** in **Mango Tango** or **Red Passion**.



SCAN TO WATCH "RED LIPS ARE A MUST-HAVE THIS SEASON" VIDEO! Get the free mobile app at <http://gettag.mobi>

colors ▶

This season you'll see a sophisticated palette of **skin-toned neutrals** contrasted by **iconic reds** and **bold brights**. "New nudes" offer **whispers of color** in soft pinks for a **flirtatious, feminine look**, while **true reds, deep fuchsias** and pops of **teal** make a **confident statement**.



fall 2012

Classic feminine

book trend parties! ▶

- **Display latest fashion magazines.** Your customers love seeing Mary Kay® colors tie to fashion trends.
- **Show regular-line eye, lip and cheek shades that complement trends.** Your customers can browse this color playground and fill their favorite Mary Kay® Compact!
- **Use makeup application tips** in the *Mary Kay® Fall/Winter 2012 Trend Report eCatalog* coming soon and in the 9/12 *The Look*.
- **Set the stage for fun!** Visit Product Central on Mary Kay InTouch® for special trend party ideas, place mats and other great party tools.



◀ make a connection!

- Share the **Trend Report eCatalog**. Your customers can shop, share and watch videos from their computer, smartphone or tablet.
- Have your customers try multiple looks using the **Mary Kay® Virtual Makeover tool**. They also can download the NEW **Mary Kay® Mobile Virtual Makeover app** on their smartphone or mobile tablet.
- Post the **Trend videos on Facebook**, and consider adding these sample posts:
 - “Get the season’s latest looks — a modern twist on iconic beauty! Want a FREE *Mary Kay® Fall 2012 Trend Report*? Ask me!”
 - “Hot fall trends: statement lips, sultry starlet eyes. Try out these looks on the Mary Kay® Virtual Makeover.”



Create Buzz: Tell your customers about the *Mary Kay® Style Guide* featured in September’s *People StyleWatch®* and *People en Español* magazines, which hit newstands in August! Your customers will get the hottest picks in style, fashion and makeup from the experts!



SCAN TO WATCH THE MARY KAY® FALL/WINTER 2012 TREND VIDEO. Get the free mobile app at <http://gettag.mobi>

You asked for it,

YOU GOT IT!

New Product Launch Dates BEGIN Next Summer!

We heard you loud and clear. You want more time to book parties and sell hot new products at the end of the Seminar year. You want more products to display at your holiday open houses and a second round of beautiful gifts to take your customers right through Valentine’s Day! You’ll have all of this and more with the new product launch dates.

Beginning next May, new regular-line and limited-edition products will launch one month earlier. In addition to being even more in line with the industry, this change will generate end-of-quarter hype and better correspond with Company-sponsored special events like Seminar and Leadership Conference. The Star Consultant contest quarter dates will remain the same, and the same early ordering privileges apply.

Stay tuned! We’ll keep you updated on what this can mean for you and your business!

Product Launch Dates

2013	2014
March 16	February 16
NEW! May 16	May 16
August 16	August 16
November 16	November 16

MARY KAY® MAKEOVER contest

HOLLYWOOD DREAMS



THIS FALL, Mary Kay® makeovers are sweeping the country and making a dazzling difference, thanks to the **Mary Kay® Hollywood Dreams™ Fall Makeover Contest**.

THREE GRAND PRIZE winners each receive: ■ a trip to Los Angeles ■ a professional makeover and personal stylist consultation ■ \$2,000 donation to a charity of choice.*

START BOOKING NEW and existing customers now for a fabulous Mary Kay® fall makeover. Then submit their makeover photos for their chance to win the trip of a lifetime!

You win too! In addition to growing your customer base and making women feel great, you can win big! Three Independent Beauty Consultants with the **most number of eligible makeovers submitted** will each receive a **\$2,000 donation to the charity of her choice*** and a **star-style L.A. getaway!** Plus, Independent Beauty Consultants of the three consumer grand prize winners will each receive a **\$500 donation to the charity of her choice*** and a beautiful **MKConnections® Insulated Carrier System**.



Members of the independent sales force tell us ...

"I added more than 120 new customers to my database during the contest period. I've gotten tons of reorders, and I'm still getting new customers from referrals."

— **Independent Sales Director Nadine Hammond**, Tega Cay, S.C.



"The charity aspect of the contest gave me a sense of urgency and the confidence I needed to approach potential customers. My 12-year-old niece started

a nonprofit organization. I want to contribute to her charity, but I never dreamed I would **gain so many new customers** along the way."

— **Independent Sales Director Jessica Cummings**, Madison, Ala.

Customers love the Mary Kay® Makeover Contest, and the numbers prove it!

Of the Spring 2012 Mary Kay® Makeover Contest entries:

- 34 percent were **new** to Mary Kay® products.
- 31 percent already had an Independent Beauty Consultant but **had never experienced** a color makeover.

Start promoting.

- MKeCards®, Facebook, Beaute-vites® and your Mary Kay® Personal Web Site are great ways to spread the word.
- Enter makeovers on the go. Look for the new Mary Kay® Makeover Contest app available for your smartphone or tablet. Download from the Apple App Store, Amazon Appstore or Google Play Store.
- Use Company-branded fliers to promote the contest. Look for fliers on Mary Kay InTouch® and in next month's *Applause®* magazine!
- Tie the makeover contest to the fifth annual *Beauty That Counts®* initiative and double the do-good feeling!

Dates to remember

Today! Begin booking and holding makeovers.

Sept. 5 – 19 (4 p.m. Central time) Early Entry Prize Challenge

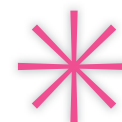
Sept. 5 – Nov. 5 (noon Central time)

Your customers submit before-and-after photos.

Nov. 6 – 16 (noon Central time) Vote for your favorite makeover.

Mid-December Winners announced

With the most number of consumer entries in the Spring 2011 Mary Kay® Makeover Contest, **Independent Beauty Consultant Phyllis Doyle** of Bluffton, S.C., won the prize of a lifetime, a Habitat for Humanity home built in her honor. Mary Kay is proud of its involvement with Habitat for Humanity and was proud to dedicate its 12th Habitat home in Phyllis' name. She held as many makeovers as her date book would allow – and she won!



Get all the details about the Mary Kay® Hollywood Dreams™ Makeover Contest on Mary Kay InTouch®!

Recognition

Congratulations to the winners for May 2012

Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Barbara Sunden



Anita Mallory
Garrett-Roe



Carol Anton



Lisa Madson



Kathy Helou



Karen Piro



Gloria Mayfield
Banks



Jan Harris



Gloria Castaño



Sonia Páez

On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; 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 2012, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for April 2012.) 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, 2011, through May 31, 2012.

On-Target for \$1,050,000 Inner Circle
Barbara Sunden.....\$963,061.22

On-Target for \$600,000 Inner Circle
Anita Mallory Garrett-Roe.....\$554,052.68

On-Target for \$550,000 Inner Circle
Carol Anton.....\$538,748.00
Lisa Madson.....504,191.80

On-Target for \$500,000 Inner Circle
Kathy Helou.....\$501,303.15
Karen Piro.....490,999.62
Gloria Mayfield Banks.....485,165.10

On-Target for \$450,000 Inner Circle
Jan Harris.....\$442,943.29

On-Target for \$400,000 Inner Circle
Gloria Castaño.....\$379,434.51
Sonia Páez.....373,858.00

On-Target for \$350,000 Inner Circle
Pat Danforth.....\$365,795.67

Cheryl Warfield.....336,020.66
Stacy James.....328,355.96

On-Target for \$325,000 Inner Circle
Sherry Windsor.....\$318,584.61
Cindy Williams.....317,568.49
Patricia Rodríguez-Turker.....316,025.28
Debi Moore.....310,909.06
Karlee Isenhardt.....308,244.50
Lupita Ceballos.....308,055.17

On-Target for \$300,000 Diamond Circle
Sue Kirkpatrick.....\$294,946.08
Halina Rygiel.....293,974.02

On-Target for \$250,000 Diamond Circle
Pamela Waldrop Shaw.....\$267,996.17
SuzAnne Brothers.....263,160.31
Judie McCoy.....256,111.98
Anita Tripp Brewton.....246,964.32
Dacia Wiegandt.....241,841.70
Shannon Andrews.....237,889.72
Mary Diem.....233,321.17

On-Target for \$200,000 Diamond Circle
Dayana Polanco.....\$227,064.21
Linda Toupin.....223,700.14
Diane Underwood.....222,470.13
Julianne Nagle.....216,279.14
Mary Estupíñan.....213,196.96
Ronnie D'Esposito Klein.....198,368.24
Kerry Buskirk.....196,776.16
Pamela Fortenberry-Slate.....196,129.24
Sandy Valerio.....194,659.47
Auri Hatheway.....193,788.83
Jamie Cruse-Vrinos.....191,657.53
Sandy Miller.....189,897.43
Cyndee Gress.....189,825.38
Julie Krebsbach.....188,306.50

On-Target for \$150,000 Gold Circle
Maria Monarrez.....\$181,318.33
Lily Orellana.....180,827.30
Dawn Dunn.....180,795.02
Jeanne Rowland.....180,157.81
Rebecca Evans.....178,329.66
Kay Elvrum.....177,712.79
Cindy Fox.....175,944.05

Connie Kittson.....175,402.96
Elizabeth Fitzpatrick.....175,292.65
Maureen Ledda.....174,880.50
Sara Pedraza-Chacón.....174,701.15
Nancy Bonner.....172,652.08
Yvonne Lemmon.....172,338.20
Lisa Allison.....170,946.58
Dalene Hartshorn.....170,653.19
Tammy Crayk.....167,249.71
Janet Tade.....162,170.03
Pam Ross.....162,066.76
Vivian Diaz.....159,575.24
Mayuli Rolo.....159,355.82
Consuelo Prieto.....159,290.20
Valerie Bagnol.....157,386.32
Davanne Moul.....155,894.39
Jan Thetford.....154,223.32
Mona Butters.....152,176.87
Lise Clark.....151,276.10
Gloria Báez.....151,065.57
Anabel Rocha.....150,354.18
Pam Klickna-Powell.....145,583.60
Kristin Myers.....144,009.41
Judy Brack.....143,432.66

Cathy Bill.....139,431.92
Alia Head.....138,858.42
Shirley Oshiro.....138,157.73

On-Target for \$125,000 Gold Circle
Kate DeBlander.....\$137,350.29
Jeanie Martin.....134,287.35
Monique Todd Balboa.....133,049.89
Joanne Bertalan.....130,601.76
Janis Z. Moon.....129,743.80
Lynne Holliday.....129,429.42
Evelinda Diaz.....127,458.81
Alma Orrostieta.....126,945.68
Paola Ramirez.....125,468.22
Scarlett Walker-Simpson.....121,888.95
Michelle Sudeth.....120,770.79
Pam Higgs.....119,560.09
Sharon Buck.....119,380.20
Kathy Goff-Brummett.....117,606.68
Linda Kirkbride.....116,579.03
Lorraine Newton.....115,625.20
Ada Garcia-Herrera.....115,186.91
Judy Kawiecki.....114,893.73
Juanita Gudíño.....114,537.93

Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 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.

Pearl

1. Stacy James*.....\$38,996
2. Jan Harris**.....37,425
3. Cindy A. Williams.....34,424
4. Pamela Waldrop Shaw.....30,636
5. Cheryl Warfield**.....28,573
6. Halina Rygiel*.....25,310
7. Lynda Jackson*.....23,266
8. Elizabeth Fitzpatrick*.....22,768
9. Anita Tripp Brewton*.....22,077
10. Lisa Allison.....22,066
11. Mary C. Estupíñan*.....19,460
12. Julie Krebsbach.....19,247
13. Nancy Bonner*.....18,274
14. Anita N. Conley*.....17,598
15. Jeanie Martin.....16,897
16. Maureen S. Ledda*.....16,875
17. Anabel Rocha.....16,684
18. Sandy Miller*.....16,194
19. Lise T. Clark*.....15,957
20. Kristin Myers.....15,840
21. Shirley M. Oshiro.....14,390
22. Judy Brack.....14,381
23. Monique Todd Balboa.....14,339
24. Kathy C. Goff-Brummett.....13,559
25. Bett Vernon.....13,493
26. Jane Studrawa.....12,340
27. Glinda McGuire*.....11,601
28. Robin Rowland.....11,318
29. Cathy E. Littlejohn.....10,825
30. Maureen Myers.....10,564
31. Alma Orrostieta.....10,529
32. Deb Pike.....10,324
33. Linda Kirkbride.....10,291

Diamond

1. Barbara Sunden***.....\$96,000
2. Anita Mallory Garrett-Roe***.....65,357
3. Lisa Madson.....56,487
4. Sonia Páez**.....47,854
5. Gloria Castaño***.....46,616
6. Dayana Polanco.....32,136
7. Patricia Rodríguez-Turker**.....31,574
8. Linda C. Toupin.....22,902
9. Diane Underwood.....22,265
10. Vivian Diaz.....21,155
11. Mary Diem*.....19,936
12. Maria Monarrez.....19,367
13. Connie A. Kittson.....18,050
14. Dalene Hartshorn.....17,980
15. Noelia Jaimes.....16,716
16. Susan M. Hohman*.....16,041
17. María Flores.....13,259
18. Ada García-Herrera.....13,082
19. Carol Lawler.....12,932
20. Juanita Gudíño.....12,877
21. Mayuli Rolo*.....12,831
22. Evelinda Diaz*.....12,127
23. Isabel Venegas.....11,188
24. Meyra Esparza.....10,757
25. Diana Heble.....10,526
26. Gina Rodríguez.....10,240

Ruby

1. Carol Anton**.....\$45,910
2. Pat Danforth.....33,404
3. Pam Ross*.....31,285

4. Sue Kirkpatrick*.....25,820
5. Karlee Isenhardt*.....24,021
6. Cyndee Gress.....21,337
7. Pamela A. Fortenberry-Slate*.....18,531
8. Rebecca Evans*.....17,928
9. Jeanne Rowland*.....17,553
10. Kate DeBlander.....17,534
11. Ronnie D'Esposito Klein*.....17,298
12. Janis Z. Moon.....13,761
13. Bea Millsagle.....13,604
14. Judy Kawiecki.....13,141
15. Lynne G. Holliday.....12,750
16. Kimberly R. Copeland.....12,011
17. Gena Rae Gass.....11,788
18. Scarlett S. Walker-Simpson*.....11,561
19. Margaret M. Bartsch.....11,393
20. Terri Schafer.....11,070
21. Kirk Gillespie.....10,999
22. Michelle L. Sudeth*.....10,624
23. Jo Anne Barnes.....10,531
24. Vicki Jo Auth.....10,491
25. Kelly McCarroll.....10,093

Sapphire

1. Lupita Ceballos**.....\$52,025
2. Karen Piro**.....44,183
3. Shannon C. Andrews*.....31,689
4. Dawn A. Dunn.....23,998
5. Judie McCoy*.....23,526
6. Tammy Crayk.....22,623
7. Julianne Nagle*.....22,044
8. Sandy Valerio.....18,784
9. Jan L. Thetford.....18,761

10. Valerie J. Bagnol*.....18,338
11. Sara Pedraza-Chacón*.....18,170
12. Tammy Ramage.....16,971
13. Paola Ramirez.....16,426
14. Ann Brown.....16,406
15. Pam Klickna-Powell.....16,368
16. Davanne D. Moul*.....14,333
17. Pam I. Higgs.....14,162
18. Nancy A. Moser.....13,989
19. Gloria Báez*.....13,728
20. Jill Moore.....13,289
21. Maribel Barajas.....13,275
22. Lorraine B. Newton.....13,052
23. Sharon L. Buck.....12,399
24. Alia L. Head.....11,950
25. Sherill L. Steinman.....11,704
26. Kimberly D. Starr.....11,410
27. Gladis Elizabeth Camargo*.....11,328
28. Diana Sumpter.....11,087
29. Gillian H. Ortega.....10,612

Emerald

1. Gloria Mayfield Banks***.....\$61,816
2. Kathy S. Helou*.....55,907
3. Sherry Windsor*.....46,642
4. Debi R. Moore*.....36,837
5. Dacia Wiegandt*.....25,912
6. SuzAnne Brothers*.....23,325
7. Lily Orellana.....20,850
8. Auri Hatheway.....20,687
9. Jamie Cruse-Vrinos.....19,236
10. Kay E. Elvrum.....19,059
11. Janet Tade*.....17,841

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

Recognition

Commission Circle

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

Pearl

Kim McClure	\$18,258.42
Lia Rene Carta	16,713.03
Leah Michelle Lauchlan	16,425.74
Julia Sander Burnett	13,687.01
Roya Marie Mattis	13,613.46
Amie N. Gamboian	12,709.75
Mia J. Mason Taylor	12,438.07
Lisa Olivares	11,729.40
Crystal June Trojanowski	11,659.55
Patty J. Olson	11,033.13
Amy Kemp	10,871.09
Janice Baxter Hull	10,792.06
Vicki Piccirilli	10,637.49
Beth H. Piland	10,343.89
Carrie V. Eddings-Foster	10,263.00
Tammy A. Vavala	10,163.36
Angela P. LaFrance	10,106.85
Cindy Machado-Flippen	10,068.63
Dorothy D. Boyd	9,916.08
Kelita Powell	9,883.31
Diane M. Detesco	9,705.66
Amy Stokes	9,362.95
Jaime Marie Bittner	9,322.95
Jeanie K. Navkal	9,042.95
Cindy S. Koenig	8,930.77
Michele Salisbury Rankin	8,643.43
Tamarie M. Bradford	8,482.60
Linda S. Piloli	8,368.30
Sara Ruth Pennella	8,352.07
Marlye Durrer	8,253.97
Amy C. Schule	8,232.41
Jennifer Pell	8,102.33
Katherine Mirkes Ward	8,086.48
Nicole J. Canamare	8,000.45
Blythe Jolee Egbert	7,925.60
Evelyn Pirhalla	7,888.37
Susan Moore	7,812.59
Nadia Claxton-Taylor	7,801.59
Medra Ruby White	7,761.46
Ruthie Bresette-Mount	7,709.22
Susan K. Janish	7,700.84
Missy May Smith	7,689.43
Tammy Brown	7,685.49
Breanne Bechard	7,676.09
Patti Cornell	7,567.79
Nadine Bowers	7,528.51
Anne Geertsen	7,495.81
Patty Webster	7,484.29
Kathryn L. Engstrom	7,471.80
Lucia Fernandez	7,453.80
Menina M. Givens	7,447.78
Lisa Jackson Thomas	7,424.68
Christi G. Campbell	7,424.32
Audrey L. Detesco-Nickell	7,384.63
Sally Moreno	7,312.28
Richelle V. Barnes	7,310.18
Sandra M. Munigua	7,271.04
Angel B. Toler	7,145.59
Amy Kirell	7,145.05
Betsy C. Richard	7,140.19
Shanna H. Jones	7,105.79
Tina M. Dees	7,092.19
Stacey Craft	7,054.51
Betty B. Lucido	7,017.07
Jo Shuler	6,991.27
Adrianne M. Detesco	
Morales	6,952.04
Virginia S. Rocha	6,900.77
Stephani Prendes	6,867.79
Irene K. Foster	6,857.69
Robin Dempsey	6,844.97
Amy M. Alber	6,788.42
Maureen Shipp	6,784.39
Sandy Kay Gant	6,749.82
Carleen J. Felix	6,712.29
Barbara R. Johnson	6,655.67
Kathy Lee	6,648.35
Regina Besem Ati	6,616.45
Randi S. Gleason	6,524.53
Cari Newby	6,515.47
Fern M. Gerdes	6,496.70
Kathy Eckhardt	6,482.34
Shelley Eldridge	6,472.25
Laurie Travis Plyler	6,452.13
Aide G. Martinez Charre	6,412.16
September Anne James	6,354.99

Kristi Mathre	6,352.65
Sylvia Limon Martinez	6,316.54
Sherry L. Fields	6,311.75
Lily Gauthreaux	6,294.13
Kristi Sue O'Rourke	6,287.11
Brittany Marie Self	6,276.45
Kijuanu R. McKinnie	6,268.37
April Landrum-Johns	6,268.04
Martha Martinez	6,255.78
Cynda Leigh Worrell	6,222.22
Jenn Kirkham	6,205.63
Crystal Richardson	6,193.92
Silvia Farias	6,166.36
Shauna Lynn Abbotts	6,163.05
Heather Marie Erbe	6,159.21

Diamond

Irene Olebara	\$14,748.35
Emily Sims	14,282.02
Amelie B. Kemogne	14,023.86
Karime Rosas	13,444.05
Andrea Whitcomb	13,089.16
LaRonda L. Daigle	12,972.52
Marsha Morrisette	12,455.82
Diane L. Mentiply	12,357.22
Kristin Jenae Rogers	12,072.12
Amy Allgood	11,809.54
Noemi C. Jaimes	11,027.31
Priscilla McPeeters	10,799.65
Celeste Pichardo	10,675.91
Tawnya Kremges	10,430.65
Missy R. Hennings	10,429.57
Stephanie A. Richter	10,401.97
Luisa Urena Mora	10,387.24
Maritza Estela Gonzalez	10,235.13
Cecilia C. James	10,196.74
Nicki R. Hill	10,191.58
Mary Strauss	9,982.37
Virginia Rowell	9,772.51
Heather Rachel Catchpole	9,752.36
Gerri Anne Morris	9,400.31
Elizabeth Muna-Mudsi	9,385.06
Julie Schlundt	9,293.17
Sheryl Peterson	9,284.43
Sonia Arratia	9,211.44
Ruth L. Everhart	9,140.21
Sandy Griffith	9,122.70
Robin L. Sailer	9,090.03
Martha Kay Raile	9,041.26
Melinda M. Balling	8,913.84
Lila DeWeber	8,904.27
Jennifer Levitt	8,716.33
Maricarmen Gonzalez	8,694.70
Nancy Polish Dove	8,670.03
Bianny Fabiola Ramirez	8,657.84
Beth Brinkley	8,609.36
Mairleys Lopez	8,572.37
Jill D. Davis	8,468.79
Adenice Morakinyo	8,367.35
Kristen C. Spiker	8,355.94
Julie Neal	8,294.10
Lisa Rada	8,268.99
Yosaira Sanchez	8,164.18
Deborah Dudas	8,162.42
Elvia Cordova	8,139.78
Delmi Cristina Santos	8,119.58
Margarita Velez	7,899.98
Maria Janet Koo	7,889.96
Nancy Fox Castro	7,889.57
Evitelia Valdez-Cruz	7,827.60
Shelly Palen	7,813.29
Carmen Hernandez	7,734.91
Kari Alice Johnson	7,721.72
Heidi Goelzer	7,715.08
Patty Gutierrez	7,712.49
Lisa A. Stengel	7,703.48
Luzmila E. Abadia Carranza	7,692.85
Sharon B. Carney-Wright	7,664.42
Rose Rodriguez-Capone	7,545.84
Araceli Ponce	7,536.90
Denise M. Guthrie	7,528.87
Ana Carolina Alvarez	7,454.43
Barbara E. Roehrig	7,424.50
Kim A. Messmer	7,413.73
Robin S. Lantz	7,357.30
Susan K. Carlson	7,353.65

Marilinda R. Brown	7,337.53
Terri J. Beckstead	7,324.32
Lesley A. Bodine	7,287.77
Shelley Olson	7,275.21
Jessica Miller	7,268.42
Mary Jacobson	7,268.00
Melinda E. Nash-Bell	7,208.24
Tami K. Cloute	7,041.04
Cynthia L. Frazier	7,035.43
Mabel Bolufe	6,998.06
Leticia Saavedra	6,972.93
Meg Booker Steward	6,914.42
Carol Lee Johnson	6,905.59
Linda J. Wicks	6,866.37
Orenda Raichel Hunniford	6,841.57
Nikki Hall Edgemon	6,842.61
Shannon Lee Buckmaster	6,799.93
Suzanne T. Young	6,789.82
Wendy Hayum-Gross	6,788.39
Nancy Ashton	6,671.29
Linda Siguenza	6,662.62
Linda Spadrowski	6,651.82
Omosolape O. Akinyoyemu	6,576.40
Lisa Peterson	6,570.56
Jenny Siemonsma	6,568.32
Janet S. Chapman	6,564.64
Jacqueline Prendes	6,550.00
Heather M. Julson	6,523.83
Cindy Wallace	6,484.28
Jennie L. Pepke	6,451.47
Maria de La Luz Avila	6,399.30

Ruby

Somer Fortenberry	\$13,928.56
Thesny Nkechi Nwachukwu	12,387.96
Donna Clark-Driscoll	12,083.60
Mary Sharon Howell	12,038.60
Diane Covington	10,636.93
Krystal D. Downey-Shada	10,203.69
Brenda Fenner	9,267.63
Glenda Dominguez	9,019.09
Candace Laurel Carlson	8,950.59
Winifred Noye Ogburnamiri	8,828.12
Amber L. Towne	8,580.80
Kali DeBlander Brigham	8,516.67
Meg Springer	8,477.30
Julie Brindell Sapp	8,459.74
Jeanette M. Thompson	8,453.14
Sherri Ammons	8,366.19
Jacqueline N. Alford	8,336.13
Kimberly Michelle Perkins	8,281.90
Lesley Speas	8,275.99
Lisa Anne Harmon	8,172.86
Candace Lynn Chambers	8,053.78
Cheryl O. Fulcher	7,985.19
Tina Hulsman	7,955.77
Mary Alice Dell	7,909.42
Diana Gutierrez	7,896.40
Suzanne P. Wallace	7,833.17
Stephanie Corrine Arbaugh	7,750.99
Sheryl K. Goins	7,718.79
Patti Maxwell	7,714.12
Michele Semper	7,634.02
Deborah S. Bailye	7,579.86
Laura A. Kattenbraker	7,521.50
Irene Zapalac	7,500.90
Corrin Cresci	7,473.73
Karen E. Gardner	7,461.10
Missy M. O'Neal	7,296.90
Camen Nunez de Valencia	7,265.68
Debbie A. Elbrecht	7,232.87
Pat Z. Allen	7,229.53
Elsa A. Ramirez Pacheco	7,138.50
Melissa Regina Almanza	7,129.84
Mary Lou Ardohain	7,126.74
Laurieann Barclay	7,107.16
Isabel Mejia	7,080.94
Suzanne Tripp-Black	7,035.63
K.T. Marie Martin	6,999.33
Cissy E. Warren	6,968.28
Shelli D. Evans	6,954.51
Vicki S. Lindsay	6,888.00
Sonya F. Goins	6,863.90
Ekene S. Okafor	6,859.59
Daria R. Bull	6,859.01
Jennifer Jean McNulty	6,843.72

Kathy Monahan	6,745.55
Liz Whitehouse	6,742.56
Breda M. Teal	6,704.88
Rose Mary Neel	6,703.21
Mary L. Cahoon	6,553.69
Susan C. Ehrnstrom	6,526.45
Sherrie L. Clemens	6,505.85
Suzanne Moeller	6,505.34
Marnie R. Yunger	6,504.71
Kaye Driggers	6,447.03
Cleta Colson	6,431.05
Kimberly Cavarretta	6,408.33
Debbie A. Hocott	6,397.82
Deborah S. Barker	6,385.55
Rosalie Kuhen	6,341.57
Erika Lynn Insana	6,234.46
Eva E. Berber	6,192.77
Janelle A. Ferrell	6,191.50
Rachel L. Hall	6,158.41
Chasity Marie Bromley	6,071.69
Alexis Shaw	6,046.58
Barbara L. Harrison	6,019.40
Bonnie Brannan	6,018.07
Palia A. Curry	5,951.67
Lupita G. Ramirez	5,937.34
Gina Beekley	5,924.47
Cathy DeBlander Wolf	5,878.15
Ma Ana Lilia Benitez Radilla	5,845.32
Judie Roman	5,818.39
Crystal Huskins Carper	5,818.01
Michelle M. Visco	5,812.10
Sylvia J. Cook	5,809.60
Jill E. Garrett	5,806.14
Teresa Gale Martin	5,787.15
Gina M. Gildone	5,688.02
Mia Broussard	5,660.25
Silisia Evans Moses	5,637.91
Jemma Holley Imwalle	5,635.67
Dorothy C. Ibe	5,605.22
Alicia Lindley-Adkins	5,603.64
Rosanne Pluchino	5,603.27
Elena Santos	5,587.19
Cristina Neves Carper	5,581.82
Laura L. Loghry	5,576.73
Robin R. Tucker	5,569.82
Alysa Michelle Wolf	5,543.08
Charlyn C. Eschette	5,529.12

Sapphire

Jennifer Besecker	\$14,621.81
Tracy Potter	12,639.55
Tabitah A. Hallums	12,162.08
Allison Jurek	11,548.34
Krista A. Johnson	11,295.23
Julie Weaver	11,153.49
Roxanne Monroe Williams	11,023.00
Lyneae E. Tate	10,738.01
Lara F. McKeever	10,667.30
Alejandra Zurita	10,589.02
Audrey K. MacDowall	10,483.83
Julia Mundy	10,263.20
Patrice Moore Smith	10,225.55
Sarah Sullivan Krycinski	10,124.57
Diane Bruns	9,877.93
Angie S. Day	9,718.67
Leann Elaine Zondag	9,690.61
Diana E. Fraustro	9,356.15
Kathy R. Bullard	9,331.04
Maranda Michelle Rains	9,262.84
Lady Ruth Brown	9,026.48
Ellen Ezekiel Farquharson	8,797.96
Sanjuanosa Sosa	8,732.17
Faith A. Gladding	8,544.15
Anne Elizabeth Leanos	8,532.36
Maria Montes	8,454.26
Binta Touray Jagne	8,374.56
Flor De Maria Maldonado	8,357.74
Hilda Maruffo	8,088.60
Kristi M. Montesana	7,937.18
Heather L. Bohlinger	7,873.62
Peggy B. Sacco	7,841.33
Rheanonda R. Johnson Gray	7,818.48
JoAnna P. Shippe	7,757.05
Phyllis I. Pinsker	7,680.86
Monica Garcia	7,676.24
Connie L. Russo	7,672.91

Linda F. Merritt	7,452.65
Cheryl T. Anderson	7,391.58
Ann W. Sherman	7,377.42
Sylvia Boggs	7,304.22
Agnes Stewart	7,232.98
Crystal Dawn McDaniel	7,228.37
Sue Ammons	7,213.04
Debbie A. Weld	7,162.13
Janis Clemens	7,050.61
Kellee L. Valerio	7,034.72
Moleda G. Dailey	7,009.62
Josefa Chacon	7,006.77
Milbella Sosa	6,981.26
Linda Klein	6,980.31
Mary G. Gronholz	6,978.92
Leanne Sexton	6,967.56
Ruby Garner	6,964.96
Lisa Caltabiano	6,920.39
Pilar Najera	6,915.59
Jill Beckstedt	6,844.83
Amber Michelle Brown	6,841.99
Delmy Ana Torrejon	6,797.31
Frances Woodham	6,743.83
Gretchen Ann Tubolino	6,718.22
Melody Missick	6,667.15
Rosa Elia Meza-Sanchez	6,666.09
Dolores Keller	6,613.97
Lyriss Patterson	6,610.80
Angela D. LaFerry	6,597.39
Julie Garvey	6,558.56
Beklys Gonzalez	6,514.98
Micah Kelly Shea	6,468.64
Tracey A. Fields-Hedrick	6,460.78
Deborah Robina	6,459.38
Lynn Baer Roberts	6,458.74
Martina Roman	6,456.14
Martha Villarreal	6,431.47
Lisa M. VanPatten	6,420.42
Joanna Helton	6,336.88
Darnett Cohen-Spencer	6,284.17
Jim Cundiff	6,264.21
Jennifer G. Bouse	6,254.17
Krista Neal Warner	6,214.09
Kim B. Roberts	6,213.06
Kim West	6,161.05
Elizabeth McCandless	6,124.48
Danice C. McElowney	6,109.22
Anita R. Rabelo	6,082.93
Renee C. Burdette	6,067.33
Maria G. Leon	6,059.12
Norma Ferreira Lopez	6,055.82
Jerlene Vrana	6,028.48
Connie J. Lamp	6,010.36
Sherri Reindl	6,000.89
Melva M. Smart-Slythe	5,972.63
Marjorie S. Haun	5,970.56
Maisha A. Bankhead	5,967.76
Rosalva Rodriguez	5,927.02
Natalie Reed	5,926.97
Kim I. Sabourin	5,896.19
Joli A. Dockery	5,894.69
Christy Bigham	5,894.31
Ann Ferrell Smith	5,876.56

Emerald

Christine Denton	\$15,267.63
Michele Martella Armes	14,149.16
Christie L. Ehiobu	13,376.17
Jordan Helou Eicher	12,675.33
Tanya O. King-Lee	12,029.47
Linda Bradley	10,347.22
Pam Kelly	10,318.25
Trisha Taylor	10,314.82
Karen E. Ridle	10,174.17
Sue Ulbel	9,990.74
Kimbi L. Bartik	9,662.96
Arvis D. Bridges-Epps	9,659.46
Jeanie M. Tamborello	9,626.54
Stacy D. Foust	9,613.79
Heather A. Carlson	9,578.03
Nancy A. Berlin	9,510.31
Tatiana Rodriguez	9,509.04
Susan Ruth Cunningham	9,371.07
Sheri Farrar-Meyer	9,360.45
Julie A. Griffin	9,354.10
Leanne Parrino	9,092.31
Paula Kelsch	9,074.73

Connie Marie Ackroyd	8,883.91
Roxie Soto	8,805.60
Elaine K. Williams	8,757.79
Melissa Bright	8,727.09
Helen Jakpor	8,499.82
Vicki Powell	8,296.82
Judith E. Cotton	8,066.13
Susie J. Serio	7,833.06
Carol M. Fulton	7,790.66
O'neily Encarnacion Gomez	7,661.19
Key Dickerson	7,547.64
Barbara Pleet	7,433.22
Ann Shears	7,052.14
Maria Sanchez	7,03

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 2012.

Top National Sales Directors — Commissions and Bonuses



Stacy James
\$38,996
Pearl



Barbara Sunden
\$96,000
Diamond



Carol Anton
\$45,910
Ruby



Lupita Ceballos
\$52,025
Sapphire



Gloria Mayfield Banks
\$61,816
Emerald

Top Unit — Estimated Retail Production

PEARL — Leah Lauchlan, <i>P. Shaw Area</i>	\$109,851
DIAMOND — Emily Sims, <i>Go Give Area</i>	\$95,767
RUBY — Brenda Fenner, <i>Go Give Area</i>	\$73,962
SAPPHIRE — Jennifer Besecker, <i>P. Higgs Area</i>	\$103,904
EMERALD — Jordan Helou Eicher, <i>K. Helou Area</i>	\$95,886

Top Sales Director — Personal Sales

PEARL — Linda Piloli, <i>Go Give Area</i>	\$13,250
DIAMOND — Jessie Vredevelt, <i>L. Madson Area</i>	\$13,410
RUBY — Deborah Barker, <i>C. Anton Area</i>	\$14,476
SAPPHIRE — Linda Perry, <i>Go Give Area</i>	\$13,331
EMERALD — Christie Ehiobu, <i>S. Goodwin Monday Area</i>	\$13,574

Top Beauty Consultant — Personal Sales

PEARL — Debra Hubly, K. Mathre Unit, <i>J. Martin Area</i>	\$12,264
DIAMOND — Amy Van Marel, E. Sims Unit, <i>Go Give Area</i>	\$47,235
RUBY — Sherry Lusklin, C. Kirkland Unit, <i>Go Give Area</i>	\$17,300
SAPPHIRE — Diana Ashruf, J. Jarvis Unit, <i>V. Bagnol Area</i>	\$19,771
EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i>	\$32,852

Top Team Builder

PEARL — Linnette Miller, N. Bonner Unit, <i>N. Bonner Area</i>	13 New Team Members
DIAMOND — Sales Director Adenike Morakinyo, A. M. Garrett-Roe Area.....	13 New Team Members
RUBY — Kerri Farrar, K. Copeland Unit, <i>K. Copeland Area</i>	11 New Team Members
SAPPHIRE — Sales Director Kelly Erra, <i>Go Give Area</i>	14 New Team Members
EMERALD — Sales Director Arvis Bridges-Epps, <i>N. Privette-Jones Area</i>	26 New Team Members

Top Unit Builders

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

New Unit Members

Pearl

Leah Michelle Lauchlan.....	37
Lia Rene Carta.....	36
Toni Louise Moore.....	24
Christina Lynn Frantz.....	23
Kim L. McClure.....	22
Tinia W. Campbell.....	21

Diamond

Noemi C. Jaimes.....	39
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Amelie B. Kemogne.....	34
Kari Alice Johnson.....	30
Andrea Whitcomb.....	30
Mabel Bolufe.....	28
Cynthia L. Frazier.....	27
Nicole Coselmon.....	26
Amy Allgood.....	25
Diane L. Mentiply.....	25
Maria Janet Koo.....	24
LaRonda L. Daigle.....	22
Kristin Jenae Rogers.....	22

Ruby

Candace Lyn Chambers.....	32
Karen E. Gardner.....	23
Sheryl K. Goins.....	23
Somer Ballard Fortenberry.....	22
Kimberly Michelle Perkins.....	22
Krystal D. Downey-Shada.....	20
Erika Lynn Insana.....	20

Sapphire

Tabitha A. Hallums.....	35
Norma Ferreira Lopez.....	27
Patrice Moore Smith.....	24
Rheanonda R. Johnson Gray.....	22
Jennifer L. Besecker.....	21
Audrey K. MacDowall.....	21
Isabella Cheree Ashley.....	20
Regina M. Clark.....	20
Tracey A. Fields-Hedrick.....	20

Emerald

Sue Uibel.....	29
Arvis D. Bridges-Epps.....	26
Connie Marie Ackroyd.....	25
Christine A. Denton.....	24
Michele Martella Armes.....	20
Melissa Kay Wade.....	20

Sales Mentors

Special thanks to the sales mentors for the May 3, 2012, *New Independent Sales Director Education* class.



Michelle Sudeth
Senior National Sales
Director
Ruby Seminar



Tammy Romage
National Sales Director
Sapphire Seminar



Christine Denton
Executive Senior Sales Director
Miami
Emerald Seminar

Meet Your NSDs

Be sure to visit the Mary Kay InTouch® website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the **"Meet Your NSDs"** link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?



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Meeting Tammy is like running into the best friend you never knew you had. Her magnetic personality and ability to relate to others are her strongest attributes, and she brings out the best in those around her. Tammy signed her Independent Beauty Consultant Agreement in February 1999 and became an Independent Sales Director 17 months later. She debuted as an Independent National Sales Director on April 1, 2012.



INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

Tammy Romage

Q: What do you love about being an Independent National Sales Director?

A: *I didn't really know what to expect, but the love notes and calls from the Company, sister Independent National Sales Directors and my new National Area are above and beyond anything I imagined. Our National Area is like a family, and I feel blessed to lead these women of true excellence.*

I take leadership seriously and dedicate myself to the moment I am in and the person I am with. There is nothing more amazing than witnessing other women's growth. I love when they realize that things they thought would never happen actually start happening, and they see their hard work pay off.

Q: How did the way you were raised prepare you for success?

A: *Working with purpose and intention was a family value, and I was expected to do my best. My grandparents were entrepreneurs who ran a strawberry cart. That strawberry cart became a restaurant, and eventually they opened a hotel. I saw their values of dedication and determination, and I wanted to be like them.*

My family taught me to focus on the time I have rather than the time I don't have. When I was starting my Mary Kay business, and I only had a couple of hours to hold a skin care class, I would be sure to work full circle and make the most out of the time I had.

Q: Who were your biggest supporters throughout your journey to becoming an NSD?

A: *I have a kind and supportive husband and four wonderful children who have always been my WHY, and they are grateful for what my hard work has provided them. When I was a new Independent Beauty Consultant, we always chose the Star Consultant prize together so they knew what I was working for. This taught my kids to be goal-setters themselves. Daniel Christopher, Nikolas, Sara and Jamieson are my cheerleaders and my reason for working my business.*

Q: What does it mean to be a leader?

A: *Last year, a Mary Kay corporate employee paid me a huge compliment at Seminar when she said, "Thank you for your hard work." I will never forget what she said and how it made me feel, so I try to always thank the Independent Sales Directors in my National Area for all they do and to lead by example. In our National Area, there is mutual respect and a sense of responsibility because you never know whose dream is tied to yours.*

COMING
SOON!

Product spotlight:

Check out two great products within the
**NEW TimeWise Repair™
Volu-Firm™ Set.**

TimeWise Repair™ Volu-Firm™

Lifting Serum Recover the firmness of youth. \$70 (if purchased separately)



what it does ▼

Use twice a day to:

- Help firm and lift skin.
- Promote skin resilience.
- Restore youthful volume and vibrancy.

This scientifically innovative product contains a botanical extract to help minimize damage that ultimately contributes to the visible signs of advanced aging. Dryness occurs as skin ages. Volu-Firm™ Lifting Serum immediately increases skin moisture by 61 percent.

TimeWise Repair™ Volu-Firm™

Eye Renewal Cream Reawaken tired eyes and give them a lifted look. \$40 (if purchased separately)



what it does ▼

Now one eye cream targets:

- Deep lines, wrinkles and sagging skin.
- Undereye bags, puffiness and dark circles.
- Crepiness and dry skin.

This product contains a patented combination of ingredients to address the signs of advanced aging in the eye area. It also features a unique liquid crystal delivery system – chosen because liquid crystals are structurally similar to the skin barrier, potentially helping skin be more receptive to the product's benefits. The custom applicator is perfectly sculpted to fit the eye shape. The zamac metal tip helps stimulate microcirculation as it gently massages the undereye area to help reduce puffiness.

Ideal Customer

- Women with advanced signs of aging. *If your customer uses the TimeWise® Miracle Set® and multiple supplements and is no longer seeing the results she wants, she would be a great TimeWise Repair™ candidate.*
- Women who want the latest and greatest in skin care technology and are willing to invest in their skin. *It's important these customers understand the benefits may not be as dramatic if their skin is not showing advanced signs of aging.*
- Women with dry skin.

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



Print, online and mobile tools await!

Whether you're looking for printable place mats or product fliers, great videos to share, online e-cards, or updated customer profiler, you'll find it all and more on **Mary Kay InTouch® > Products > Product Central**. It's your one-stop place for everything you need to help you book and sell this terrific new skin care line. What are you waiting for? Get started today!



Watch for the
TimeWise
Repair™
eCatalog available
mid-August!

GOOD HOUSEKEEPING SEAL

Great news! The TimeWise Repair™ Volu-Firm™ regimen has earned the prestigious Good Housekeeping Seal! This highly respected Seal is only granted to outstanding products that perform as promised. The Good Housekeeping Seal is easily one of the most recognized and trusted consumer emblems around!





One Woman Can ... inspire a community to take action.



The Tooth Fairy

FOR YEARS, Belinda, a full-time dentist, longed to purchase a mobile dental unit to better serve her aging patient base as well as local children who weren't receiving proper dental care. Although the \$400,000 price tag kept her dreams at bay, she never missed an opportunity to share her idea with city and state officials. She even pitched it to her state senator while he was in her dental chair.

HERO FROM HEARTBREAK

Unfortunately, her call to action was not received in time to prevent a tragedy which rocked her community. In 2007, 12-year-old Deamonte Driver died from an untreated tooth infection that spread to his brain. Belinda rallied with other dental professionals in the area and lobbied for funding from the State of Maryland



Sen. Ben Cardin was a supporter of the project and attended the ribbon-cutting event when the mobile dental unit was unveiled.

Department of Health and Dental Hygiene. In the spirit of Mary Kay, **Independent National Sales Director Emeritus Beatrice Powell** (shown at right) accompanied Belinda to Capitol Hill in her quest to obtain funding. Beatrice says, "I saw how important this was to Belinda, and I knew she needed support from her Mary Kay family." Their initiative got media attention, and soon they began receiving additional support from community partners.



At long last, in 2011, the Deamonte Driver Dental Project was created, which included funding to purchase the first mobile dental unit.

You may see **Independent Senior Sales Director Belinda Carver-Taylor** dressed to the nines in her Independent Sales Director suit cruising Maryland with her unit members. But don't look for them in a sassy pink Cadillac. Instead you'll find them maneuvering in a mobile dental unit. That's right: a dentist office on wheels designed to provide oral care to underserved children from low-income families throughout two Maryland counties.



BELINDA'S "WHY"

Although the state provides generously to the project, there are still many requirements that must be met to serve the children's dental needs. The commissions from Belinda's Mary Kay business play a big role in driving the project's success. As a successful Independent Sales Director, Belinda uses her Mary Kay commissions to help offset additional expenses when the dental unit runs low on supplies.



DENTAL ASSISTANCE

Independent Beauty Consultants in Belinda's unit are onboard with the project. They volunteer to supervise the long patient lines outside the van and demonstrate proper oral care to the children while they wait. One Independent Beauty Consultant, who's also a school bus driver, even volunteers to drive the van in her spare time.



Belinda's unit is "all in" when it comes to helping with the project.

Belinda shares her sentiments about the wonderful volunteers in her unit. "My heart is happy to see these women so dedicated to the cause and volunteering their time. They know that our community should never lose another child due to lack of dental resources, and they believe in the cause."

PAYMENT IN SMILES

Community officials are quick to thank the leaders in this project, but Belinda states nothing says “thank you” like the look on a child’s face when the pain of an abscessed tooth is gone or when he can smile with confidence and pride.



She remembers a visit last summer to a local church where a 9-year-old child waited patiently. When he jumped in the dental chair, he asked Belinda, “Are you the dentist?” She nodded, and he replied with a smile, “I’ve waited a long time for this day. My mouth hurts so bad I can hardly chew my food.” Luckily, Belinda could treat his 10 infected teeth and teach him proper dental hygiene.

“It’s experiences like this that keep me charging ahead,” she says. “I do it for young children, I do it in the memory of Deamonte, and I do it for God. I get all the inspiration and motivation I need to continue this endeavor. Deamonte’s tragic passing was not in vain as children in our community are no longer denied oral care. I will never give up.”



Dr. Bailey (3rd person from left) volunteers his time and teaches with Howard University College of Dentistry student volunteers.



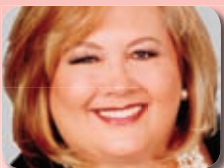
Belinda (center) with her staff members who are all smiles after volunteering their time.



GO-GIVE® AWARD

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

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



Shari Schlapman

Diamond

Independent Sales Director

Began Mary Kay

November 1992

Sales Director Debut

October 1996

National Sales Director

Anita Mallory Garrett-Roe

Honors Circle of Honor; two-times Consultant Queen's Court of Personal Sales; 15-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; five-times Circle of Achievement; five-times Double Star Achievement; Triple Star Achievement

Personal Lives in Denver, Colo. Husband, Bill

"I am motivated to help others because God's ambition for me is to serve and make a difference for Him. My prayer for my Mary Kay business is that my ambitions are His."

Independent Beauty

Consultant TaWanna French of Denver, Colo., says, "Shari's knowledge of Mary Kay's philosophies is top-notch, and she educates us on everything she learns."



Nia Putnam

Ruby

Independent Future Executive Senior Sales Director

Began Mary Kay

November 1976

Sales Director Debut

January 1982

Offspring four first-line; one second-line

National Sales Director

Carol Anton

Honors Star Consultant; 12-times Circle of Achievement

Personal Lives in Fairfield, Calif. Husband, Mike; son, Athan; daughters: Micah, Taylor

"I am motivated to help others because it is what I was taught by Mary Kay herself. There is no yours, mine or theirs. The Mary Kay way is all about enriching the lives of the women in front of me! Period!"

Independent Beauty Consultant Cynthia O'Toole of Napa, Calif., says, "In

addition to mentoring and developing us, Nia is raising money for various charitable events as well as for women in domestic violence shelters."



Krista Johnson

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay

September 1996

Sales Director Debut

April 1998

Offspring three first-line; three second-line

National Sales Director

Tammy Crayk

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

Personal Lives in Draper, Utah Husband, Jim; sons: Brayden, Connor, Jaxon; daughter, Rylee

"I am motivated to help others because I have been blessed by so many people in my life that it just feels good to give back to whomever I can."

Independent Senior Sales Director Crystal Lyon of Salt Lake City, says, "Krista took me

in and treated me like her own from the very beginning! She always radiates the Go-Give spirit in all she does."



María Cuevas López

Emerald

Independent Sales Director

Began Mary Kay

May 2007

Sales Director Debut

October 2009

National Sales Director

Evalina Chávez

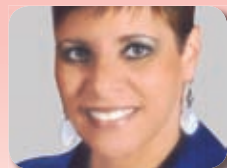
Honors Star Consultant; Consultant Queen's Court of Personal Sales; two-times Sales Director Queen's Court of Personal Sales

Personal Lives in Boonville, Calif. Husband, Roberto; son, Eric; daughters: Nancy, Maritza, Vanessa

"I am motivated to help others because Mary Kay changed my life for the better, and I want the same for others."

Independent National Sales Director Evalina Chávez, says,

"María is keenly aware of the needs in our area, and in spite of driving more than 2 1/2 hours to our meetings, she never misses one."



Belle Martin

Pearl

Independent Senior Sales Director

Began Mary Kay

March 1992

Sales Director Debut

December 1996

Offspring two first-line

National Sales Director

Go Give Area

Honors Circle of Honor; 10-times Sales Director Queen's Court of Personal Sales; four-times Queen's Court of Sharing; seven-times Circle of Achievement; six-times Double Star Achievement; two-times Triple Star Achievement

Personal Lives in Fayetteville, N.C. Son, Anthony; daughter, Tatnaiyah; nephew, Sagie

"I am motivated to help others because I love people and watching them succeed gives me the greatest joy. I thank God every day for Mary Kay Ash and this wonderful business."

Independent Sales Director April Ramirez of Raeford, N.C., says, "Belle nurtured me when I went to Leadership Conference and set my sights on becoming an Independent Sales Director."

MARY KAY®

2012 Fall

go

give
workshop

Beautiful TogetherSM

2012 fall go give area workshops

- Hear tried-and-true methods for business success from Mary Kay independent sales force leaders who've "been there, done that" and succeeded.
- Be wowed and motivated by personal stories of determination and strength.
- Learn effective methods to help you make the most of your Mary Kay business.
- And receive lots of recognition!

who should attend All Independent Beauty Consultants and Independent Sales Directors in the Go Give Areas.

registration opens ► Monday, Aug. 13, 2012

fee ► \$35 (Includes continental breakfast, lunch, general sessions, career development classes)

online registration ► Mary Kay InTouch®

phone registration ► Monday – Friday, 8:30 a.m. – 5 p.m. Central time
800-272-9333. Select option #6, then option #2.

schedule at-a-glance

8 – 9 a.m.	Continental Breakfast/Registration
8:30 – 9:20 a.m.	Independent Sales Directors' Meeting
9:30 – 10:30 a.m.	Opening General Session
10:45 a.m. – noon	Career Development Classes
12:15 – 1:15 p.m.	Lunch
1:30 – 3:30 p.m.	Career Development Classes
3:45 – 5 p.m.	Closing General Session

"You'll see the **big picture** of what Mary Kay is all about. I leave these workshops feeling more **equipped** and **inspired**, and they help move me closer to my goal. Expect **education** from the best of the best, **motivation** and **lifelong friendships**. Invest in your future and your family by attending this valuable workshop!" **Roxanne McInroe Williams, Independent Executive Senior Sales Director, Dublin, Texas**



"I am so impressed with how **affordable** and **accessible** Mary Kay makes this event! The workshop is **power-packed with information** that allows you to refocus your goals and get the education and inspiration you need for your next step. Classes are practical and offer ideas that you can implement right away."

Missy Shopshire, Independent Senior Sales Director, Noblesville, Ind.



*Spanish interpretation provided.

Spanish interpretation also will be available in those locales where 50 or more independent sales force members request a headset when they register by the deadline.

fall go give workshops

Date	City	Location
9/29/12	Dallas, Texas	The Mary Kay Building
9/29/12	Orange, Calif.*	Doubletree Anaheim Orange County
9/29/12	Sacramento, Calif.	Doubletree by Hilton Sacramento
9/29/12	Springfield, Mo.	Ramada Oasis Convention Center
10/6/12	Albuquerque, N.M.	Hyatt Regency Albuquerque
10/6/12	Atlantic City, N.J.	Atlantic City Convention Center
10/6/12	South Bend, Ind.	Century Center
10/6/12	Tacoma, Wash.	Hotel Murano
10/13/12	Lancaster, Pa.	Lancaster Marriott at Penn Square
10/13/12	Galveston, Texas*	Galveston Island Convention Center
10/13/12	Fort Lauderdale, Fla.*	Bahia Mar Resort
10/20/12	Atlanta, Ga.*	Georgia World Congress Center
10/20/12	Columbus, Ohio	Greater Columbus Convention Center
10/20/12	Dallas, Texas	The Mary Kay Building



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Class of 2013. Just debut between Aug. 1, 2012, and July 1, 2013, and you'll receive:

- A stunning "Rock Candy" gold ring to match the 50th Anniversary All That Glitters Is Gold special-edition Sales Director suit.
- A \$500 check.
- A gorgeous Kate Spade handbag.
- A Kate Spade matching wallet to qualifiers with an offspring Independent Sales Director who debuts with 50 or more unit members.

What are you waiting for? Look for more information on **Mary Kay InTouch®** under the **Contests/Recognition** tab. Or talk to your Independent Sales Director. She can help you establish a plan that works for you!



You can be a leader.
Class of 2013



Kate Spade handbag