

MARY KAY

applause[®]

SEPTEMBER 2015

NEW! *Cityscape*[™]
Eau de Parfum

NEW! *Cityscape*[™]
Cologne Spray

PLUS! Limited-
Edition[†] *Mary Kay*[®]
City Modern Collection



FOR HER



FOR HIM



Look Picture-Perfect.
NEW! *TimeWise*[®]
Microdermabrasion Plus Set

[†]Available while supplies last

discover what you **LOVE**

PICTURE- Perfect

NEW!

**TimeWise®
Microdermabrasion
Plus Set**

Even better value when
purchased as a set!

Help your customers get ready for their close-up
with this high-definition power duo that pairs the
Microdermabrasion Refine they love with a
POWERFUL NEW Pore Minimizer!

The result? Polished, younger-looking skin and significantly
smaller-looking pores. They'll enjoy **immediate** visible effects
with even better results over time.





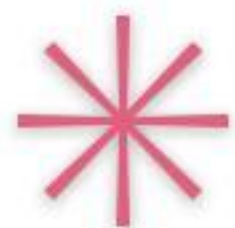
TimeWise® Microdermabrasion Refine, \$32

No change to current formula or aesthetics. Updated packaging only. Immediately refines skin texture and instantly polishes the skin. Reduces the appearance of fine lines and gives the skin a healthy, radiant glow. Follow with NEW *TimeWise®* Pore Minimizer for a skin-calming finish.

NEW! TimeWise® Pore Minimizer, \$27

It's estimated that there is an average of 20,000 pores on a person's face. Use this gentle serum morning and night to:

- Significantly reduce the visible number of pores.[†]
- Immediately improve skin texture.
- Give you close-up-confident skin with even better results over time.
- Comfort skin and reduce the appearance of redness.



Check the **Pink Link®** on *Mary Kay InTouch®* this month for great education on this product.

Close-Up Confidence

Women who tried NEW! *TimeWise®* Pore Minimizer in an independent consumer study* saw real results:

- **87%** Improves skin's appearance
- **80%** Gives me close-up-confident skin
- **83%** Tightens the look of pores
- **90%** Leaves skin feeling silky



[†]Results based on a four-week clinical study in which 25 panelists used the Pore Minimizer twice a day

*Results reflect the percentage of women who agreed with the statements during an independent consumer study in which 226 panelists used the product twice a day for three weeks.

NEW! Deluxe Mini!

TimeWise®

Microdermabrasion Plus Set

Includes Refine and Pore Minimizer. **\$4** introductory price on Section 2.



If you have a **Mary Kay® Personal Web Site**, you can offer this Deluxe Mini to your customers free with a \$40 or more retail purchase (excluding tax).

Here's another great premium sample to offer your customers and help you:

- Create your own gift-with-purchase options.
- Customize gift/hostess items.
- Offer a size perfect for travel.

You'll continue to see **key product samples** on Section 2 as well as part of the Customer Delivery Service program. Don't forget the other Deluxe Minis: **Lash Love®** Mascara in I ♥ black and **Mary Kay®** Oil-Free Eye Makeup Remover.

Also Available!

TimeWise® Microdermabrasion Plus Set Sample Packettes

Refine and Pore Minimizer (pk./6), **\$2.25**



Selling Skin Care

- **#GlowAndTell** is a fun skin care challenge that helps you get in front of your customers. You'll find details on *Mary Kay InTouch®*.
- Hold a **Picture-Perfect party**, and focus on the unique benefits of the *TimeWise®* Microdermabrasion Plus Set and the *TimeWise®* Even Complexion regimen. *TimeWise®* Microdermabrasion is a **big hit at parties** because it can be **demonstrated on the back of your customers' hands** to reveal immediate results!
- The **Mary Kay Show and Sell™ App**, located in the **Mary Kay Digital Showcase**, will help you sell all the wonderful skin care products and help your guests find the regimen perfect for their needs.
- Your customers may like to use products from different skin care lines to best meet their unique needs. Check out the **Mixing and Matching for the Perfect Mary Kay® Skin Care Regimen** in the **Video Lounge** on *Mary Kay InTouch®* for ideas!
- Visit **Product Central** for more education and selling tips.

Race for Red

Mary Kay
RED FEVER just
got hotter with
a revamped *Race
for Red* contest that
starts NOW.

Look for
MORE FUN
ways to *Race for Red*
coming to you this
Seminar year!

Future
Independent
Sales Director –
Tassel

Star Team Builder –
Red and Black Crystals

Team Leader –
Gold and Crystals

This Could Be YOU!

Paste an image
of your face
on the model
and post it in
a prominent
place. It could
be all the
inspiration
you need!

Why Join THE RACE?

When you wear a
red jacket, you'll
enjoy these perks:

- 1 Opportunities for
increased earnings
- 2 A chance to lead others
- 3 A designer red jacket
- 4 Fun prizes and other
perks!

FALL INTO RED.

Aug. 1 – Nov. 30, 2015, Independent Beauty Consultants who are red
jacket achievers can earn gorgeous jewelry each month.

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

Plus! Independent Sales Directors, get in on the action!
Have a minimum of three unit members who achieve
the contest within a month, and you will receive beautiful
necklaces as well!

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

** Team production from wholesale Section 1 products. Cumulative team production is the
combination of yours and your personal team members' wholesale Section 1 production.

MORE PRIZES!

Red jacket achievers who accomplish the contest **three out of four months** can get more prizes! Check *Mary Kay InTouch*® for contest prizes and details.



Meet Red Jacket Achiever

Jessica Cuccio
Fayetteville, Ga.

Independent Beauty Consultant Jessica Cuccio began her Mary Kay business earlier this year! Her tips on how to be a successful Team Leader:

- 1 Start with those you already know: family, friends, co-workers, church members, etc.
- 2 When others see your enthusiasm about the *Mary Kay*® products and the opportunity, they'll share that excitement with you!
- 3 Listen to discover what matters most to a potential team member, then share how a Mary Kay business can fulfill her needs.
- 4 People generally want to see others succeed. Share your I-story so a potential team member sees your dreams. It could spark her to realize her own.



When you're ready, trade in your red jacket for a beautiful **Independent Sales Director** suit. *Mary Kay InTouch*® has all the details.



May | recognition

Congratulations to the winners

TOP NSDs YEAR-TO-DATE



Anita Mallory



Carol Anton



Jan Harris



Gloria Mayfield Banks



Lisa Madson



Karen Piro



Kathy Helou



Gloria Castaño



Patricia Turker



Lupita Ceballos

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 2015, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for April 2015.) 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, 2014 through May 31, 2015.

On-Target for \$900,000 Inner Circle

Anita Mallory \$837,811

On-Target for \$600,000 Inner Circle

Carol Anton \$583,707

On-Target for \$550,000 Inner Circle

Jan Harris \$545,982

Gloria Mayfield Banks 540,684

Lisa Madson 504,681

On-Target for \$500,000 Inner Circle

Karen Piro \$489,350

Kathy Helou 489,085

Gloria Castaño 468,352

On-Target for \$400,000 Inner Circle

Patricia Turker \$376,153

On-Target for \$350,000 Inner Circle

Lupita Ceballos \$359,965

Sherry Windsor 357,905

Halina Rygiel 351,696

Debi Moore 348,589

Stacy James 339,512

Cheryl Warfield 336,727

On-Target for \$325,000 Inner Circle

Sonia Pérez \$310,333

Cindy Williams 307,783

Karlee Isenhardt 307,583

On-Target for \$300,000 Diamond Circle

Pamela Waldrop Shaw \$295,880

On-Target for \$250,000 Diamond Circle

SuzAnne Brothers \$269,994

Mary Diem 267,813

Judie McCoy 260,805

Sara Pedraza-Chacón 255,239

Linda Toupin 247,560

Dayana Polanco 236,819

Lia Carta 232,535

Mary Estupiñán 232,058

On-Target for \$200,000 Diamond Circle

Dacia Wiegandt \$226,351

Julianne Nagle 225,422

Anita Tripp Brewton 222,525

Connie Kittson 216,987

Diane Underwood 213,980

Sandy Valerio 213,916

On-Target for \$150,000 Gold Circle

Consuelo Prieto \$177,081

Maria Monarrez 174,543

Lily Orellana 174,466

Maureen Ledda 172,525

Pamela Fortenberry-Slate 170,799

Lisa Allison 166,280

Alicia Lindley-Adkins 165,335

Valerie Bagnol 162,846

Cathy Bill 162,062

On-Target for \$125,000 Gold Circle

Jeanie Martin \$135,031

Monique Balboa 134,380

Leah Lauchlan 134,167

Juanita Gudiño 133,657

On-Target for \$100,000 Gold Circle

Kimberly Copeland 132,236

Morayma Rosas 129,740

Kate DeBlander 129,465

Alia Head 128,462

Lynne Holliday 128,024

Deb Pike 127,402

Phyllis Pottinger 126,005

Shelly Gladstein 125,489

Janis Z. Trude 125,328

Tammy Vavala 124,396

Michelle Sudeth 123,424

Gay Hope Super 123,294

Ada Garcia-Herrera 122,756

Amie Gamboian 121,618

Kirk Gillespie 118,824

Cristi Ann Millard 117,924

Carmen Hernández 117,839

Kim McClure 117,383

Roxanne McInroe 116,441

Luzmila Abadia Carranza 116,080

Kym Walker 115,322

Lorraine Newton 115,109

Lara McKeever 114,678

Debra Wehrer 114,103

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.

Sapphire

1. Lupita Ceballos** \$51,303

2. Karen Piro** 46,562

3. Shannon C. Andrews* 32,241

4. Judie McCoy* 26,684

5. Dawn A. Dunn 24,183

6. Sara Pedraza-Chacón* 23,556

7. Julianne Nagle* 21,658

8. Sandy Valerio* 20,939

9. Jan L. Thetford 19,536

10. Diana Sumpter 18,855

11. Dianne D. Moul* 18,388

12. Lara F. McKeever 18,173

13. Pam I. Higgs 16,772

14. Pam Klickna-Powell 16,755

15. Gloria Báez* 16,693

16. Tammy Crayk 15,823

17. Tammy Romage 14,121

18. Valerie J. Bagnol* 13,509

19. Sharon L. Buck 13,173

20. Roxanne McInroe 13,028

21. Debra M. Wehrer 12,957

22. Julia Mundy 12,434

23. Krista Neal Warner 12,391

24. Paola Ramirez 12,117

25. Sherril L. Steinman 12,026

26. Angie S. Day* 11,539

27. Julie Weaver 11,498

28. Alia L. Head 11,383

29. Maria Aguirre 11,196

30. Maria Guadalupe Díaz 11,029

31. Lorraine B. Newton 10,982

32. Magdalena Nevárez* 10,916

33. Nancy Moser-Hogan 10,887

34. Diana E. Fraustro 10,841

Emerald

35. Gillian H. Ortega 10,731

36. Joy L. Breen 10,457

37. Karen B. Ford 10,062

38. Diane Bruns 10,024

1. Gloria Mayfield Banks*** \$59,836

2. Sherry Windsor** 49,735

3. Kathy S. Helou** 47,472

4. Debi R. Moore* 42,598

5. Dacia Wiegandt* 27,533

6. Jamie Cruse-Vrinos 26,066

7. SuzAnne Brothers* 25,725

8. Kay E. Elvrum 21,775

9. Yvonne S. Lemmon 19,815

10. Auri Hatheway 19,768

11. Cathy Bill* 18,280

12. Consuelo R. Prieto* 18,220

13. Kerry Buskirk* 18,065

14. Cindy Fox* 17,964

15. Lily Orellana 17,855

16. Morayma Rosas 16,819

17. Pamela Tull 15,848

18. Carmen Hernández 14,792

19. Shelly Gladstein 14,260

20. Kym A. Walker* 14,060

21. Cristi Ann Millard 13,531

22. Brenda Segal* 13,489

23. Joanne R. Bertalan* 13,227

24. Crisette M. Ellis 12,345

25. Heather A. Carlson 12,130

26. Dawn Otten-Sweeney 11,732

27. Phyllis Pottinger* 11,670

28. Evalina Chávez 11,348

29. Kathy Rodgers-Smith 10,980

Pearl

30. Sue Uibel 10,596

31. Natalie Privette-Jones 10,441

32. Elaine Kimble Williams 10,020

1. Jan Harris** \$47,238

2. Stacy I. James** 36,162

3. Pamela Waldrop Shaw** 33,990

4. Cindy A. Williams* 32,237

5. Halina Rygiel* 31,034

6. Cheryl Warfield** 26,507

7. Kristin Myers 25,681

8. Anabell Rocha* 25,597

9. Lia Carta* 24,446

10. Julia Burnett* 23,488

11. Mary Estupiñán* 20,829

12. Lynda Jackson* 20,646

13. Anita Tripp Brewton* 20,265

14. Lisa Allison 19,968

15. Julie Krebsbach* 19,089

16. Maureen S. Ledda* 18,586

17. Patty J. Olson 18,132

18. Anita Conley Rhoden* 18,109

19. Monique Balboa 16,373

20. Kim L. McClure 15,917

21. Jeanie Martin 15,890

22. Alma Orrosteieta 15,449

23. Crystal Trojanowski 14,424

24. Deb Pike 14,166

25. Leah Lauchlan 14,071

26. Royla Mattis 13,887

27. Rosa Carmen Fernández 13,876

28. Glinda McGuire* 13,319

29. Tammy A. Vavala 12,738

30. Amie N. Gamboian 12,615

Diamond

31. Jane Studrawa 11,703

32. Robin Rowland 11,522

33. Virginia S. Rocha 11,215

34. Dorothy D. Boyd 10,855

35. Cathy E. Littlejohn 10,696

1. Anita Mallory*** \$77,387

2. Lisa Madson* 60,780

3. Gloria Castaño*** 49,755

4. Sonia Pérez** 40,739

5. Patricia Turker** 36,074

6. Linda C. Toupin 29,815

7. Dayana Polanco* 24,898

8. Mary Diem* 23,197

9. Diane Underwood 20,994

10. Connie A. Kittson* 20,744

11. Kristin Sharpe 19,438

12. LaRonda L. Daigle 16,295

13. Vivian Díaz* 16,233

14. Sue Pankow 16,095

15. Susan M. Hohlman* 15,609

16. Evelinda Díaz* 14,887

17. Ada Garcia-Herrera* 14,153

18. Ruth L. Everhart 13,517

19. Luzmila E. Abadia Carranza* 13,484

20. Mayuli Rolo* 12,837

21. Rosibel Shahin* 12,049

MARY KAY ANGELS/ ÁNGELES MARY KAY

may/mayo 2015

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in May 2015./Estas Directoras Nacionales de Ventas Independientes, Directoras de Ventas Independientes y Consultoras de Belleza Independientes lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo en o integrantes de unidad en sus áreas de Seminario en mayo de 2015.

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



Lupita Ceballos
\$51,303
Sapphire/Zafiro



Gloria Mayfield
Banks
\$59,836
Emerald/
Esmeralda



Jan Harris
\$47,238
Pearl/Perla



Anita Mallory
\$77,387
Diamond/
Diamante



Carol Anton
\$45,695
Ruby/Rubí

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

SAPPHIRE/ZAFIRO — Kimberly Moore, <i>Go Give Area</i>	\$15,075
EMERALD/ESMERALDA — Marilyn Harris, <i>K. Walker Area</i>	\$30,500
PEARL/PERLA — Connie Diest, <i>C. Warfield Area</i>	\$13,405
DIAMOND/DIAMANTE — Heide Grant, <i>A. Mallory Area</i>	\$13,407
RUBY/RUBÍ — Debra Fisher, <i>A. Lindley-Adkins Area</i>	\$20,153

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

SAPPHIRE/ZAFIRO — Mohammed Siddiqui, K. Anderson Unit, <i>Go Give Area</i>	\$40,245
EMERALD/ESMERALDA — Shirley Cooper, K. Willis Unit, <i>J. Cruse-Vrinios Area</i>	\$16,161
PEARL/PERLA — Tena Roberto, L. Keyes-Walker Unit, <i>Go Give Area</i>	\$12,437
DIAMOND/DIAMANTE — Cynthia Strohmeier, H. Fellows Unit, <i>Go Give Area</i>	\$24,866
RUBY/RUBÍ — Nancy Sodano, S. Lenser Unit, <i>J. Trude Area</i>	\$16,731

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

SAPPHIRE/ZAFIRO — Kristi Anderson, <i>Go Give Area</i>	\$226,327
EMERALD/ESMERALDA — Nancy Boucher, <i>Go Give Area</i>	\$92,430
PEARL/PERLA — Reina Murcia, <i>M. Estupiñan Area</i>	\$104,955
DIAMOND/DIAMANTE — Mariana Moreno, <i>M. López Area</i>	\$97,685
RUBY/RUBÍ — Kali DeBlander Brigham, <i>K. DeBlander Area</i>	\$91,443

Top Team Builder/Primera Impulsora de Equipo

New Team Members/Nuevas integrantes de equipo

SAPPHIRE/ZAFIRO — Sales Director Jordan Harton, <i>J. Breen Area</i>	11
EMERALD/ESMERALDA — Glenda Smathers, S. Davis Unit, <i>K. Helou Area</i>	16
PEARL/PERLA — Victoria Pryor-Holeman, T. Campbell Alford Unit, <i>Go Give Area</i>	19
DIAMOND/DIAMANTE — Sales Director Rita Contreras, <i>K. Sharpe Area</i>	15
RUBY/RUBÍ — Sales Director Jennifer Edelson, <i>C. Gress Area</i>	12

TOP UNIT BUILDERS/IMPULSORAS DE UNIDAD MÁS DESTACADAS

may/mayo 2015

New Unit Members/ Nuevas integrantes de unidad

SAPPHIRE/ZAFIRO

Herendira Garcia.....	27
Ellen Ezekiel Farquharson.....	22
Grace Jackson LaFerry.....	21
Marie S. Garcia.....	20

EMERALD/ESMERALDA

Chelsea Gardner Niederklein.....	26
Michelle Anne Cunningham.....	25

Catherine Virginia Slezak.....	22
Terrah Cromer.....	20
Audrey J. Doller.....	20

PEARL/PERLA

Brittany Marie Kaps.....	45
Tinia Campbell Alford.....	35
Laurie Travis Plyler.....	30
Angie C. Locke.....	26
Breanne Sufrin.....	24
Nadine H. Huckabee-Stanley.....	23

Reina Murcia.....	23
Sarah Danielle Oliver.....	23
Shokhsanam Usmanova.....	22
Michael Suzanne Diaz.....	21

DIAMOND/DIAMANTE

Jessica Marie Anderson.....	26
Delmi Cristina Santos.....	23
Jani Macias.....	22
Lucrecia Aguirre.....	21
Elizabeth Fernandez.....	20

Evitelia Valdez-Cruz.....	20
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RUBY/RUBÍ

Breanna Nicole Goodwin.....	25
Sheryl K. Goins.....	23
Heather Jean McKinney.....	20
Kimberly Michelle Perkins.....	20

Meet **Your** NSDs/Conoce a tus **DNVs**

Be sure to visit the *Mary Kay InTouch*® website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the “**Meet Your NSDs**” link under the Heritage tab. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar el sitio electrónico *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en el enlace “**Conoce a tus DNVs**” bajo el separador “El Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

sapphire/zafiro

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

march/marzo 2015



Astrid Carolina Flores
West Jordan, Utah
E. Evans Unit

Jona Grace Harris
Cody, Wyo.
N. Hopkin Unit

Kirbi Huddleston
Bloomburg, Texas
K. Kennedy Unit

Yvonne Elizabeth Romero
Houston
E. Romero Unit

Tonya Rene Trujillo
Erie, Colo.
H. Bartz Unit

Not pictured/Sin foto: **Ruama Camp**, Stafford, Texas, M. Tafesse Unit; **Camille Dimond**, Eagle Mountain, Utah, A. Fager Unit; **Lindsay Harrod**, Apex, N.C., S. Patrick Unit; **Samantha L. Holland**, Hamburg, N.Y., K. Rosetti Unit; **Rahab Mwaniki**, Bound Brook, N.J., J. Wiggins Unit; **Lucy Ochoa Perez**, Glendale Heights, Ill., H. Garcia Unit; **Vilma Ordonez**, Los Angeles, E. Amador Unit; **Evelyn J. Pedroza**, Mountain View, Calif., N. Waltman Unit; **Carmen Perez**, Phoenix, R. Lepe Unit; **Dalila Plaza**, Bakersfield, Calif., E. Cisneros Unit; **Donna Kay Smith**, Broken Arrow, Okla., S. Hudson Unit; **Mayra Sosa**, Fullerton, Calif., A. Sosa Unit; **Karleta Young**, Cottondale, Ala., P. Smith Unit.

TRIPLE CROWN/ TRIPLE CORONA

may/mayo 2014



Not pictured/Sin foto: **Vilma Aracely Garza**, Pharr, Texas, D. Fraustro Area; **Caitlin Michelle Griffo**, Lansdale, Pa., S. Valerio Area.

DEAN'S LIST/ LISTA DEL DECANO

may/mayo 2014



Julianne Marie Olson
Greensboro, N.C.
K. Myers Area
Pearl Seminar

Dee Russell
Forney, Texas
R. McInroe Area
Sapphire Seminar

Not pictured/Sin foto: **Nelly N. Aguilera Ramirez**, Miami, M. López Area, Diamond Seminar.

HONORS SOCIETY/ SOCIEDAD DE HONOR

may/mayo 2014



Dalia Leon
Sugar Land, Texas
S. Pedraza-Chacón Area

Christine M. Loiseau
Spokane, Wash.
Sapphire Go Give Area

Not pictured/Sin foto: **Reyna Aguilar**, Valencia, Calif., L. Ceballos Area; **Enedina Brito**, Pasco, Wash., L. Ceballos Area; **Vilma Aracely Garza**, Pharr, Texas, D. Fraustro Area; **Caitlin Michelle Griffo**, Lansdale, Pa., S. Valerio Area.

FABULOUS 50s/ FABULOSOS 50

november/noviembre 2014



Julie Bickle
The Woodlands, Texas
J. Breen Area

Ana Morales Gamoneda
Surfside Beach, S.C.
Sapphire Go Give Area

Patti Thorn
Glen Arm, Md.
Sapphire Go Give Area

Not pictured/Sin foto: **Megan Nicole Wilkes**, Gretna, Va., D. Dunn Area.

ON THE MOVE/ EN ACCIÓN

march/marzo 2015

Astrid Carolina Flores
Kirbi Huddleston

Rahab Mwaniki

Lucy Ochoa Perez

Vilma Ordóñez

Donna Kay Smith

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

may/mayo 2015

Tomasa Aguilar
Rosalba Alvarez
Clarissa N. Armstrong
Yesenia Banda
Sandra R. Bishop
Emily H. Bolinsky
Frances K. Bowers
Susan Burr
Juana Casillas
Megan D. Castillo
Lety Cervante
Karen K. Chidester
Sarah Clay
Darlyng Cruz
Manuela M. Davalos
Tammy Davenport
Karla M. Davis
Amanda S. Dettmer
Jacqueline Eddington
Julie R. Eichholtz

Maria. E. Evangelista Gonzalez
Silvia Flores
Donna Foltz
Adriana Fout
Kathleen C. Franz
Gemma Garcia
Lisa A. Garcia
Caitlin A. Garvis
Heather M. Gerlach
Yenny Gomez
Amanda Graham
Norelvi Guillen Salazar
Leslie Hackford
Sherry L. Holland
Jacqueline K. Huber
Yaneth A. Jaco
Ashley D. Jones
Courtney M. Jones
Carly R. Kammers
Jeralyn Kendall

Dana M. Kidd
Katy M. Kinder
Amanda B. Kirkwood
Marian K. Krippes
Gina M. Leiphart
Kacie E. Lewis
Jessica J. Lilley
Alberto Lopez
Samantha N. Lyon
Alyssa Marshall
Carmen E. Mata
Robin M. Mauldin
Shea McCain
Candace R. Miller
Melanie A. Moore
Jeovanna P. Navarro
Chinwe N. Ngwu
Amanda K. Nutt
Adrian M. Oberley
Herlinda Paredes

Whitney Pratt
Lindsay Reeves
Martha Rodriguez
Rosa Rodriguez
Trinidad Rosas
Debbie Ross
Kiersten M. Royal
Kelvia Sanchez
Cristina Solana
Abby L. Swank
Ana Vega Rios
Maria S. Virhuez
Leslie A. Wenzel
Kelly Witt
Jackie Wood

GRAND ACHIEVERS/GRAN GANADORAS

May qualifiers/
calificadas en mayo 2015

**Consultants/
Consultoras**
Suhailah Maimuna Abdurrahim
Lindsey Donaven Acker
Oralia Alcazar
Rachel Lee Basham
Chelsea Janae Claytor**
Mindy Powers LaBauve
Bonnie Estella Magera
Sharon Anne Mahoney

Romero Monica
Ashley Marie Muller
Lorena B. Quintero-Corral
Heather Elizabeth Richards
Juanita Thomas
Jaci Jade Tischler
Megan Lindsay Vest*

**Sales Directors/
Directoras de Ventas**
Brenda Ashlock*
Lisa Bonadonna Madden*
Sophia Clarke
Margaret H. Dean*
Rachael Elizabeth Goldson
Mandy Beth Gossom*
Rachelle Louise Kuzma
Amy L. McLaren*

Peggy Nichols*
Rhonda Jean Nicolas*
Karla Sandoval*
Heather Elizabeth Smith*

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

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

may/mayo 2015

New Team Members/ Nuevas integrantes de equipo

Lori Bell, K. Wagner Unit 5
Emily Bolinsky, L. Tate Unit 6
Frances Bowers, R. Camp Unit 8
Sarah Clay, G. Jackson LaFerry Unit 10
Latrece Clayton, J. Throupe Unit 5
Jennifer Cross, E. Farquharson Unit 5

Jacqueline Eddington, J. Throupe Unit 5
Allison Fuller, K. Piro Unit 6
Norelvi Guillen Salazar, B. Caceres Unit 5
Yaneth Jaco, E. Amador Unit 7
Alyssa Marshall, A. LaFerry Unit 10
Laura Moreno, L. Stutheit Unit 5
Ashley Muller, D. Pecore Unit 5
Pitchaya Nguyen, E. Farquharson Unit 5

Amanda Nutt, A. Virnau Unit 5
Mikaela O Toole, D. Robina Unit 6
Guadalupe Paredes, A. Zurita Unit 5
Lindsay Reeves, G. Jackson LaFerry Unit 9
Trinidad Rosas, V. Ordóñez Unit 7
Estella Salinas, M. Garcia Unit 5
Kelvia Sanchez, R. Aguilar Unit 5
Jackie Wood, L. Tate Unit 5

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13% CLUB/ CLUB DEL 13%

may/mayo 2015

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

Ishrath Fatima, K. Anderson Unit.....	\$11,285	Sales Director Zenaída García.....	1,541	Sales Director Catalina T. Barahona.....	1,238	Sales Director Julie Bickle.....	1,157
Sales Director Reyna Nereyda Lepe.....	2,304	Sales Director Linné Lane.....	1,533	Rebecca Kwafoa Nyarko, B. Jagne Unit.....	1,225	Sales Director Celeste Byrd.....	1,142
Sales Director Heather L. Bohlinger.....	2,094	Sales Director Jennifer L. Besecker.....	1,425	Sales Director Robyn S. Cartmill.....	1,218	Sales Director Nathalee Gordon.....	1,136
Sales Director Claudia Lopez.....	2,065	Sales Director Renolda Rena Duncan.....	1,296	Sales Director Ann M. Meis.....	1,205	Sales Director Kimberly Smith Moore.....	1,132
Sales Director Heather A. Daniel-Kent.....	1,916	Rachel Lee Basham, E. Benjamin Unit.....	1,254	Sales Director Linda A. Jones.....	1,198		
Sales Director Marie E. Vlamincck.....	1,899	Sales Director Janis Clemens.....	1,242	Sales Director Araceli Robles.....	1,178		
Sales Director Sherrie Clark Purvis.....	1,585	Sales Director Leann Elaine Zondag.....	1,240	Sales Director Sarah Sullivan Krycinski.....	1,172		

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

may/mayo 2015

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

Kristi Anderson.....	\$226,327	Zasha Levee.....	54,896	Guadalupe Villanueva.....	44,977	Marie Pfarr.....	41,093
Ellen Ezekiel Farquharson.....	80,295	Angela D. LaFerry.....	54,065	Josefa Chacon.....	44,282	Char Griffin.....	40,676
Linné Lane.....	76,883	Shawni Diggan.....	53,210	Gloria Stakemiller.....	44,118	Marie G. Miller.....	40,557
Jennifer L. Besecker.....	72,704	Cheryl T. Anderson.....	52,227	Laura Elizabeth Knight.....	43,940	Angela Slickers.....	40,362
Celeste Byrd.....	72,015	Erin Jayne Antroinen.....	51,798	Sylvia Boggs.....	43,871	Zenaída García.....	40,165
Joni D. Koontz.....	70,904	Moleda G. Dailey.....	51,533	Kim West.....	43,810	Maranda Michelle Rains.....	40,124
Brynne M. Blalock.....	67,294	Sherrie Clark Purvis.....	50,661	Connie L. Russo.....	43,511	Patrice Moore Smith.....	40,103
Debbie A. Weld.....	66,126	Binta Touray Jagne.....	50,448	Jodi L. Feller.....	43,442	Linda J. Bird.....	38,954
Jennifer G. Bouse.....	63,049	Kari Wagner.....	50,361	Amy C. Hayes.....	43,297	Dottie Huse.....	38,935
Ann W. Sherman.....	62,068	Christine M. Jessee.....	49,841	Ashley Vima.....	43,262	Kimberly J. Markham-White.....	38,622
Herendira Garcia.....	61,056	Bonnie Crumrin.....	49,173	Danice C. McEldowney.....	43,169	Melody Missick.....	38,244
Joan Margaret Farrell.....	60,949	Deborah Robina.....	48,936	JoAnna P. Shipe.....	43,161	Leann Elaine Zondag.....	38,094
Tabitha A. Hallums.....	60,722	Diega Escamilla.....	48,798	Kellee L. Valerio.....	42,768	Audrey K. MacDowall.....	37,681
Allison Jurek.....	60,004	Pam Garner Moore.....	48,164	Romaine Korzon.....	42,660	Rayne D. Tubbs.....	37,423
Candy I. Johnston.....	58,906	Phyllis I. Pinsker.....	48,008	Elizabeth O. Branco.....	42,508	Cindy L. Hess.....	37,224
Lady Ruth Brown.....	58,897	Lynnea E. Tate.....	47,748	Kimberly Smith Moore.....	42,487	Marivel Villicana.....	37,130
Sanjuana Sosa.....	58,707	Erin Elise Benjamin.....	47,177	Tracey A. Fields-Hedrick.....	42,437	Tanya L. Satcher.....	37,068
Shari Kendall.....	57,782	Nannette G. Short.....	46,302	Mary K. White.....	42,216	Rosa Elia Meza-Sanchez.....	36,932
Reyna Nereyda Lepe.....	57,320	Esther Amador.....	45,912	Marjorie S. Haun.....	42,137	Kris A. Miller-McGinty.....	36,849
Ryan Ashlee Rives.....	56,955	Marie E. Vlamincck.....	45,521	Cindy S. Kriner.....	42,036	Kassondra Joelle Kantz.....	36,806
Heather A. Daniel-Kent.....	56,750	Tracy Potter.....	45,498	Faith A. Gladding.....	41,979	Maria G. Leon.....	36,650
Dolores Keller.....	56,537	Ruby Garner.....	45,376	Milbella Sosa.....	41,961	Brooke E. Bennett-Young.....	36,647
Cynthia S. Sheppa.....	56,081	Kim I. Sabourin.....	45,044	Maisha A. Bankhead.....	41,594	Andrea I. Zajac.....	36,557
Kathy R. Bullard.....	55,110	Maria Montes.....	45,021	Jim Cundiff.....	41,161	Nathalee Gordon.....	36,459
Randi Stevens.....	55,031	Robyn S. Cartmill.....	45,005	Kaye Yuen.....	41,119	Anne Q. Harris.....	36,371

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

may/mayo 2015

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

Kristi Anderson.....	\$25,737	Sherrie Clark Purvis	8,232	Sylvia Boggs.....	7,245	Char Griffin.....	6,496
Jennifer L. Besecker	12,799	Sanjuana Sosa	8,183	Shari Kendall.....	7,207	Angela Slickers	6,435
Linné Lane	11,297	Josefa Chacon	8,178	Martina Roman	7,198	Kimberly J. Markham-White	6,429
Reyna Nereyda Lepe	11,209	JoAnna P. Shipe.....	8,083	Erin Jayne Antroinen	7,192	Esther Cisneros	6,424
Celeste Byrd	10,730	Randi Stevens	8,070	Claudia Lopez	6,979	Christy Bigham	6,365
Joni D. Koontz.....	10,374	Ann W. Sherman	8,067	Leann Elaine Zondag	6,963	Elizabeth O. Branco	6,318
Ellen Ezekiel Farquharson.....	10,119	Allison Jurek.....	8,049	Romaine Korzon	6,929	Marjorie S. Haun	6,316
Debbie A. Weld	9,908	Joan Margaret Farrell	8,008	Ann M. Meis	6,893	Leanne Sexton	6,312
Heather L. Bohlinger	9,824	Shawni Diggan	7,993	Rosa Elia Meza-Sanchez	6,859	Cindy L. Hess	6,302
Angela D. LaFerry.....	9,752	Guadalupe Villanueva	7,900	Amy C. Hayes	6,849	Kimberly Smith Moore	6,280
Heather A. Daniel-Kent	9,693	Ruby Garner	7,837	Kim I. Sabourin	6,838	Natalie Reed	6,164
Brynne M. Blalock	9,545	Moleda G. Dailey.....	7,808	Sarah Sullivan Krycinski	6,838	Erin Elise Benjamin	6,145
Lynnea E. Tate.....	9,267	Zenaída García	7,795	Mary K. White.....	6,832	Gloria Stakemiller	6,135
Lady Ruth Brown.....	9,107	Kathy R. Bullard	7,721	Debra J. Witmer	6,812	Flory Palencia	6,065
Tracy Potter	8,913	Deborah Robina.....	7,720	Audrey K. MacDowall	6,747	Lisa M. VanPatten	6,050
Connie L. Russo	8,638	Cynthia S. Sheppa	7,700	Kari Wagner	6,679	Maria G. Leon	6,045
Faith A. Gladding	8,567	Esther Amador	7,659	Cheryl T. Anderson	6,678	Patrice Moore Smith	6,044
Herendira Garcia	8,562	Maria Montes	7,615	Binta Touray Jagne	6,674	Bonnie Crumrin	6,008
Zasha Levee.....	8,549	Alejandra Zurita	7,608	Maranda Michelle Rains	6,649	Beth Thatcher May	6,000
Ryan Ashlee Rives	8,543	Brooke E. Bennett-Young	7,389	Maisha A. Bankhead	6,635	Peggy B. Sacco.....	5,969
Dolores Keller.....	8,505	Tabitha A. Hallums.....	7,373	Marie Pfarr	6,625	Kaye Yuen	5,957
Candy I. Johnston	8,431	Lynn Baer Roberts.....	7,315	Diega Escamilla	6,553	Laura Elizabeth Knight	5,940
Robyn S. Cartmill	8,396	Phyllis I. Pinsker	7,307	Rusty Kurtzrock.....	6,540	Anita R. Rabelo.....	5,922
Marie E. Vlamincck	8,316	Christine M. Jessee	7,298	Nannette G. Short	6,517	Danice C. McEldowney	5,885
Jennifer G. Bouse	8,300	Pam Garner Moore	7,261	Milbella Sosa	6,500	Marivel Villicana	5,874

emerald/esmeralda

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

march/marzo 2015



Alyssa Michelle Graywater
Bellefontaine, Ohio
B. Ratliff Unit

Kayla Jean Holt
Niota, Tenn.
N. Edgemon Unit

Sarah Joy Mielke
Algonac, Mich.
N. Oliverio-Ziehmer Unit

Rebecca Poole
Pearland, Texas
J. Allen Unit

Crystal Lynn Rooks
Sperry, Okla.
D. Starr Unit

Bonita Andrea Shelby
Canton, Mich.
C. Ellis Unit

Not pictured/Sin foto: **Nacary Arreola**, Chicago, G. Cardenas Unit; **Rosalba Castillo**, Goshen, Ind., N. Hernandez Unit; **Stephanie Spring Clark**, Bend, Ore., V. Hunter Unit; **Mario Dimas**, Caldwell, Idaho, C. Bernabe-Dimas Unit; **Vanessa Elizabeth Guzman**, Santa Domingo, D.R., C. Melo Unit; **Lyndsey Nicole Hand**, Laurel Hill, Fla., B. Llantín Unit; **Grace Larsson**, Glen Spey, N.Y., A. Doller Unit; **Norma Iris Latalladi**, Carolina, P.R., Z. Soto Unit; **Kristina Marie Odom**, Ocean Springs, Miss., D. Bottiaux Unit; **MariaJose J. Torres**, Dorado, P.R., S. Miranda Unit; **Rosa E. Vaquerano**, Santa Clara, Calif., M. Alcaine Unit; **Brie Zamudio**, Indianapolis, M. Zamudio Unit.

TRIPLE CROWN/ TRIPLE CORONA

may/mayo 2014



Tesa Renea Gueret
Mobile, Ala.
D. Otten-Sweeney Area

Christina Struk
Port Jervis, N.Y.
Emerald Go Give Area

Sarah Jo Wagenecht
Jefferson City, Mo.
Emerald Go Give Area



DEAN'S LIST/ LISTA DEL DECANO

may/mayo 2014



Julianne Marie Olson
Greensboro, N.C.
K. Myers Area Pearl Seminar

Dee Russell
Forney, Texas
R. McInroe Area Sapphire Seminar

Not pictured/Sin foto: **Nelly N. Aguilera Ramirez**, Miami, M. López Area, Diamond Seminar.

HONORS SOCIETY/ SOCIEDAD DE HONOR

may/mayo 2014



Tesa Renea Gueret
Mobile, Ala.
D. Otten-Sweeney Area

Bethany Marlene Hahn
Fort Wayne, Ind.
Emerald Go Give Area

Christina Struk
Port Jervis, N.Y.
Emerald Go Give Area

Sarah Jo Wagenecht
Jefferson City, Mo.
Emerald Go Give Area

Not pictured/Sin foto: **Rocio Chavarria**, Henderson, Colo., M. Rosas Area; **Maria Cristina Cuenca**, Palmetto Bay, Fla., D. Wiegandt Area; **Angela Rose**, Statesville, N.C., K. Helou Area.

FABULOUS 50s/ FABULOSOS 50

november/noviembre 2014



Lindsay Rebecca Ufertt
Covina, Calif.
Emerald Go Give Area



“Be a team player. Remember that being a success doesn't always depend on you alone, but also on the work and achievement of your teammates. Your potential is limited if you try to accomplish everything by yourself.”

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

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

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

september dates: to remember

1 - Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. - Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.	3 Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.	7 Labor Day All Company and branch offices closed. Postal holiday.	10 New Independent Sales Director Education begins. All Sales Directors who have not yet taken advantage of this great opportunity are welcome.
	13 Mary Kay Inc. 52nd anniversary.	15 - Postmark deadline for Quarter 1 Star Consultant quarterly contest. - Deadline to make Quarter 4 Star Consultant prize selections.	
	16 - Quarter 2 Star Consultant quarterly contest begins. - Winter 2015 <i>Preferred Customer Program</i>SM online enrollment for <i>The Look</i> begins, including exclusive samplers (while supplies last).	20 Online prize selection available for Quarter 1 Star Consultant quarterly contest.	
29 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).	30 - Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). - Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production. - Online Independent Beauty Consultant Agreements accepted until midnight Central time. Also available on Mary Kay Mobile InTouch™ on your smartphone at m.marykayintouch.com.		

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2015 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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ON THE MOVE/ EN ACCIÓN

march/marzo 2015

Nacary Arreola
Rosalba Castillo

Stephanie Spring Clark
Alyssa Michelle Graywater

Vanessa Elizabeth Guzman
Rebecca Poole

Rosa E. Vaquerano
Brie Zamudio

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

may/mayo 2015

Irma Aguilera
Claudia Aguirre
Jill L. Altenburg
Mary K. Altmann
Ana E. Antunez
Olivia Aragon
Senia Aristizabal
Brittany N. Barnwell
Martha Bautista
Sharalyn G. Beelen
Stephanie E. Berry
Tomeka Bratcher
Elizabeth A. Calderon
Andrea S. Coleman
Deanna Cruz
Maria Cruz
Kimberly Diaz
Cynthia M. Digges
Elizabeth M. Dutton
Roxzana Estrada
Diane Flores

Megan J. Fonseca
Georgia Fox
Jamel Furman
Amanda L. Gallegos
Sonia Garcia
Sandra K. Giffen
Katherine Gonzalez
Liliana G. Gutierrez
Iris A. Guzman
Luz M. Guzman
Alexandra M. Harper
Danielle D. Harrison
Alicia Hernandez
Ana L. Hernandez
Maria G. Hernandez
Claudia Herrera-Vaughn
Phyllis J. Hershey
Tara S. Hier
Viki L. Kaszonyi
Lavern C. Langley
Lili Lin

Mary G. Lopez Alvarez
Betzaida Lopez
Mireya Lopez
Amy MacDonald
Michaela G. Maffe
Kim K. Martin
Sonia Masariegos
Brittany N. Massey
Briana E. McGhee
Julie M. Medlin
Gloria Mejia
Nicole K. Michels
Rachel G. Motley
Julie A. Muliford
Binh T. Nguyen
Ashley P. Nichols
Jenny M. Oran Osment
Ashley N. Pena
Amy B. Pultz
Claudia I. Ramos
Laura Reyes

Tracie L. Reyes
Andrea Ross
Kimitza Sanchez
Enith Santiago Hernandez
Yelena Satalkina
Claudia C. Serrano
Lakertisha Slade Mciver
LaKeisha Stevenson
Luz M. Suarez
Esperanza Torres
Cynthia Urig
Rosina Uscanga
Andrea Weaver
Lisa Wheeler
Michelle K. Will-Martin
Dara Williams
Ashley E. Willis
Lori A. Willis
Carol Wilson
Monique Wright
Leslie A. Zorella

GRAND ACHIEVERS/GRAN GANADORAS

May qualifiers/
calificadas en mayo 2015

**Consultants/
Consultoras**
Stephanie Hope Blake
Phyllis Louise Burruss
Lisa Campise
Kristina Craft-Overstreet
Kimberly Sue Dwyer
Ali Suver Ernest
Aura Fajardo
Jaclyn Mikel Fearis
Marvette Antranette Harris

Debbie Jane Huckins
Megan Knuth
Megan Rider Law
Megan Ann Lovell
Ramona Molina
Bobbie Perry
Jessica Rivera*
Rita Janeth C. Rosas
Glenda Singleton
Glenda Plemmons Smathers
Mitra Teymourian

**Sales Directors/
Directoras de Ventas**
Susan H. Campbell**
Roberto Castillo**
Callie Marie DeTienne**
Maria Guadalupe Felix
Jackie Krieger**
Elaine B. Lewis**
Gloria Maldonado**
Maria Martinez
Lucia Navarrete**

Janet Ravelo**
Elizabeth Wiegandt**

* Denotes requalified driver./Denota conductora recalificada.
** Denotes March qualifier./Denota que calificó en marzo.

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

may/mayo 2015

New Team Members/ Nuevas integrantes de equipo

Juana Aguilera, Y. Alvarado Unit..... 5
Paula Barfield-Hughes, J. Conant Unit..... 5
Stephanie Berry, C. Barrueco Unit..... 5
Elizabeth Calderon, A. Doller Unit..... 5
Deanna Cruz, L. David Unit..... 7
Thomas Flemming, B. Ross Unit..... 5
Georgia Fox, B. Ross Unit..... 5
Gabriela Furtado, J. Abreu Unit..... 6

Lindsey Irwin, S. Sharp Unit..... 5
Lili Lin, Y. Wu Unit..... 8
Betzaida Lopez, O. Encarnacion Unit..... 10
Brittany Massey, M. Milanak Unit..... 6
Lori McCalvin, T. Cromer Unit..... 5
Katey McClenny, S. Scinta Unit..... 5
Julie Medlin, L. Parrino-Pheasant Unit..... 5
W. Rodriguez, J. Cotton Unit..... 6
Jennifer Rogers, T. Cromer Unit..... 5
Andrea Ross, K. Harry Unit..... 6

Maria Santiago, M. Fernandez Unit..... 5
Claudia Serrano, M. Quinonez Unit..... 5
Linda Smith, A. Dixon Unit..... 5
Jeanine Tesch, M. Madden Unit..... 6
Lisa Vasallo, D. Cornalino Unit..... 5
Ashley Willis, M. Fox Unit..... 6
Lori Willis, A. Alaimo Unit..... 5

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13% CLUB/ CLUB DEL 13%

may/mayo 2015

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

Sales Director Carolyn L. DeGroat.....	\$4,095	Sales Director Kathy Robinson.....	1,830	Sales Director Vicki Hunter.....	1,552	Sales Director Ann Ferrell Smith.....	1,426
Sales Director Melissa Bright.....	3,971	Stephanie Hope Blake, M. Cunningham Unit.....	1,810	Sales Director Brittani Marie Jenks.....	1,532	Sales Director Marcela Sierra.....	1,425
Sales Director Nykole Lynne Jackson.....	2,962	Sales Director Michelle Anne Cunningham.....	1,714	Sales Director Ashley N. Clinesmith.....	1,495	Sales Director Ashley Marie Czankner.....	1,414
Sales Director Grace Elizabeth Snively.....	2,510	Sales Director Dora Lopez.....	1,647	Sales Director Delia Ponce.....	1,490	Sales Director Christine Denton Barrueco.....	1,359
Glenda Plemmons Smathers, S. Davis Unit.....	2,375	Sales Director Laurie Albrektson Shumate.....	1,645	Sales Director Karen A. Jorgenson.....	1,484		
Sales Director Chris H. Teague.....	1,936	Sales Director Amanda Gustafson.....	1,603	Sales Director Naomi M. State.....	1,468		
Sales Director Terrah Cromer.....	1,925	Sales Director Amy R. Sigler.....	1,564	Sales Director Maria Sanchez.....	1,460		

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

may/mayo 2015

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

Nancy Boucher.....	\$92,430	Ann Ferrell Smith.....	57,136	Michele Martella Armes.....	45,996	Antonia Miranda.....	41,775
Chelsea Gardner Niederklein.....	92,083	Pam Kelly.....	55,687	Susie J. Serio.....	45,759	Cecilia Solorio.....	41,489
Michelle Anne Cunningham.....	88,253	Judith E. Cotton.....	55,259	Amanda Thulin-Marrano.....	45,695	Jennifer A. Enloe.....	41,432
Melinda M. Balling.....	85,275	Jill Beckstedt.....	54,919	Melissa Michelle Wilson.....	45,661	Kathy Robinson.....	41,312
Chris H. Teague.....	83,376	Lorraine S. Kigar.....	53,877	Shara Mobley Gladden.....	45,554	Ilsa Falcon.....	41,267
Paula Kelsch.....	83,335	Susan Houser.....	53,246	Susan C. Davis.....	45,318	Amanda Nicole Wright.....	41,100
Grace Elizabeth Snively.....	78,630	Barbara Pleet.....	52,828	Amanda Grace Campise.....	45,240	Kathleen L. Holmberg-Botelho.....	40,833
Terrah Cromer.....	74,327	Nykole Lynne Jackson.....	52,597	Brie Zamudio.....	45,189	Margaret Neill.....	40,071
Linda Meier.....	71,244	Amanda Gustafson.....	52,213	Nancy S. North.....	44,709	Karen Saladrigas.....	39,986
Melissa Bright.....	69,677	Denise M. Sowder.....	52,194	Trisha Taylor.....	44,663	Evelyn Nail.....	39,901
Betty McKendry.....	67,939	Marty Wynn.....	51,799	Haydee Guzman.....	44,119	Dana Dean Cornalino.....	39,872
Stacy D. Foust.....	66,826	Jo M. Cotton.....	51,794	Leanne Parrino-Pheasant.....	43,735	Lauren Ponder Boggs.....	39,863
Jessica Brash Holzbach.....	65,273	Catherine Virginia Slezak.....	51,549	Rosanna M. Briceno Sanchez.....	43,729	Naomi M. State.....	39,792
Maggie Rader.....	64,909	Denise G. Kucharski.....	51,216	Gerri L. Gurreri.....	43,678	Karina Gonzalez Rivera.....	39,640
Carolyn L. DeGroat.....	64,411	Sara Rider Green.....	50,685	Carolyn L. Lucas.....	43,664	Marialeska Tariba-Edick.....	39,397
Cristina Martins.....	62,714	Heather Wickstrom.....	50,300	Dawn Wilson.....	43,622	Cassandra Jane Hurlburt.....	39,114
Jordan Helou Eicher.....	62,595	Cheryl L. Foster.....	49,420	Rhonda Kambeitz.....	43,436	Emily Stone.....	38,924
Audrey J. Doller.....	61,827	Yolanda Lopez.....	49,201	Nancy L. DeFina.....	43,311	Barbara Gizzo.....	38,923
Brittani Marie Jenks.....	60,136	Jeannine R. DeVore Harris.....	49,006	Amie E. Kelly.....	43,137	Shelley Bottiaux.....	38,559
Maria Sanchez.....	60,000	Rita Jean Barthel.....	48,245	Rubi Amateco-Nava Vazquez.....	43,107	Anastasia Dawn Alaimo.....	38,538
Christine Denton Barrueco.....	59,862	Sheri Farrar-Meyer.....	48,107	Leslie M. McKinney-Smith.....	42,766	Maritza Lanuza.....	38,143
Karen E. Ridle.....	59,637	Linda Spadlowski.....	47,596	Gloria Evans.....	42,700	Robin S. Moody.....	37,889
Vicki Powell.....	59,293	Linda Klein.....	47,575	Ashley N. Clinesmith.....	42,557	Nicole Moriarty.....	37,855
Ann Shears.....	57,914	Valerie Yokie.....	46,825	Marcela Sierra.....	42,260	Tami C. Stewart.....	37,526
Joanna Helton.....	57,732	Karen A. Jorgenson.....	46,624	Kelly Kay Johnsrud.....	42,154	Nikki Hall Edgemon.....	37,464

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

may/mayo 2015

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

Grace Elizabeth Snively.....	\$14,632	Catherine Virginia Slezak.....	8,980	Leanne Parrino-Pheasant.....	7,437	Susan Houser.....	6,596
Carolyn L. DeGroat.....	13,478	Barbara Pleet.....	8,635	Stacy S. Gilson.....	7,372	Rubi Amateco-Nava Vazquez.....	6,590
Paula Kelsch.....	13,028	Jordan Helou Eicher.....	8,618	Jo M. Cotton.....	7,299	Ashley N. Clinesmith.....	6,589
Michelle Anne Cunningham.....	12,646	Maggie Rader.....	8,444	Denise M. Sowder.....	7,290	Gloria Evans.....	6,535
Melinda M. Balling.....	12,041	Pam Kelly.....	8,438	Kathy Robinson.....	7,215	Holly S. Neff.....	6,527
Melissa Bright.....	11,844	Judith E. Cotton.....	8,388	Shara Mobley Gladden.....	7,190	Naomi M. State.....	6,514
Chris H. Teague.....	11,741	Trisha Taylor.....	8,352	Denise G. Kucharski.....	7,148	Lorraine S. Kigar.....	6,499
Nykole Lynne Jackson.....	11,702	Jill Beckstedt.....	8,304	Maritza Lanuza.....	7,147	Jeannine R. DeVore Harris.....	6,467
Terrah Cromer.....	11,461	Amanda Gustafson.....	8,168	Debbie L. Bower.....	6,958	Maria R. Alcaine.....	6,443
Christine Denton Barrueco.....	11,382	Sheri Farrar-Meyer.....	8,005	Brie Zamudio.....	6,954	Marialeska Tariba-Edick.....	6,437
Linda Meier.....	11,224	Yolanda Lopez.....	7,892	Vicki Hunter.....	6,946	Joyce M. Conant.....	6,433
Linda Spadlowski.....	11,211	Haydee Guzman.....	7,882	Dora Lopez.....	6,895	Marty Wynn.....	6,385
Chelsea Gardner Niederklein.....	11,060	Amanda Thulin-Marrano.....	7,863	Dana Dean Cornalino.....	6,879	Barbara Gizzo.....	6,367
Karen E. Ridle.....	10,963	Melody Ann Fox.....	7,863	Dana Ann Lamade.....	6,821	Marina Sanchez Ramirez.....	6,312
Maria Sanchez.....	10,854	Marcela Sierra.....	7,841	Rhonda Kambeitz.....	6,816	Nancy L. DeFina.....	6,292
Jeanie M. Tamborello.....	10,765	Susie J. Serio.....	7,774	Shelley Bottiaux.....	6,804	Cecilia Solorio.....	6,222
Nancy Boucher.....	10,460	Joanna Helton.....	7,740	Gerri L. Gurreri.....	6,777	Julie B. Potts.....	6,171
Betty McKendry.....	10,350	Cheryl L. Foster.....	7,725	Melissa Michelle Wilson.....	6,766	Evelyn Nail.....	6,140
Brittani Marie Jenks.....	9,875	Amanda Grace Campise.....	7,717	Angel L. Hurley.....	6,737	Emily Stone.....	6,127
Ann Ferrell Smith.....	9,720	Ann Shears.....	7,717	Heather Wickstrom.....	6,720	Claudia Chavez.....	6,095
Vicki Powell.....	9,614	Michele Martella Armes.....	7,653	Rita Jean Barthel.....	6,708	Frankie Clapp.....	5,968
Jessica Brash Holzbach.....	9,298	Karen A. Jorgenson.....	7,643	Linda Klein.....	6,664	Vanessa Elizabeth Guzman.....	5,959
Audrey J. Doller.....	9,273	Laurie Albrektson Shumate.....	7,625	Shawna D. Schneider.....	6,637	Lauren Ponder Boggs.....	5,958
Cristina Martins.....	9,177	Antonia Miranda.....	7,552	Jennifer A. Enloe.....	6,637	Susan C. Davis.....	5,916
Stacy D. Foust.....	9,035	Sara Rider Green.....	7,454	Delia Ponce.....	6,636	Ashley Marie Czankner.....	5,910

pearl/perla

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

march/marzo 2015



Keila Raquel Echevarria
Sahuarita, Ariz.
T. Vavala Unit

Amanda Renae Myers
Jeffersonville, Ind.
S. Daniels Unit

Tammy L. Oluvic
Chula Vista, Calif.
S. Beer Unit

Everlla H. Harris Savage
Indianapolis
C. White Unit

Abby Lyn Seal
Rexburg, Idaho
B. Piquet Unit

Monica Lauren Vanzo
Thornton, Colo.
M. Smith Unit

Camille Grace Zecher
Fredericksburg, Va.
S. Gant Unit

Not pictured/Sin foto: *Jennifer Renee Carmichael*, Sykesville, Md., B. Feinstein Unit; *Irene Chavez*, Kearny, N.J., J. Quispe Unit; *Crystal Dillard*, West Monroe, La., H. Lowe Unit; *Nikki Jeanne Dudley*, Shellsburg, Iowa, T. Swenson Unit; *Krista Ann Hannah*, Jamestown, N.C., A. Johnson Unit; *Raven Janel Hardy*, Columbia, S.C., C. Eddings-Foster Unit; *Okareta Hartley*, Jacksonville, Fla., S. Scott Unit; *Starla Nan Metcalf*, Panama City Beach, Fla., J. Bonner Unit; *Norma Rebollar*, Indianapolis, B. Novelo Unit; *Suyapa Reyes*, Rosharon, Texas, R. Fernández Unit; *Jessica Torra*, Pittsfield, Mass., E. Hammes Unit; *Cherie Ann Weber*, Greensboro, N.C., A. Johnson Unit; *Maria Ines Zamora*, Brownsville, Texas, M. Fonseca Unit.

TRIPLE CROWN/ TRIPLE CORONA

may/mayo 2014



Julianne Marie Olson
Greensboro, N.C.
K. Myers Area

Rocio Puga
Grand Prairie, Texas
A. Rocha Area



Not pictured/Sin foto: *Jocelyn Elaine Pond*, Killeen, Texas, L. Carta Area.

DEAN'S LIST/ LISTA DEL DECANO

may/mayo 2014



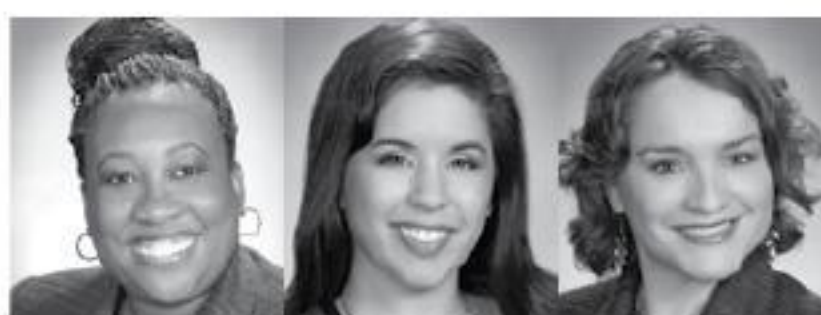
Julianne Marie Olson
Greensboro, N.C.
K. Myers Area
Pearl Seminar

Dee Russell
Forney, Texas
R. McInroe Area
Sapphire Seminar

Not pictured/Sin foto: *Nelly N. Aguilera Ramirez*, Miami, M. López Area, Diamond Seminar.

HONORS SOCIETY/ SOCIEDAD DE HONOR

may/mayo 2014



Ranita Wilson Dement
Allen, Texas
C. Williams Area

Melanie Christine Pope
Ladson, S.C.
J. Krebsbach Area

Rocio Puga
Grand Prairie, Texas
A. Rocha Area

Not pictured/Sin foto: *Melinda Jean Haynes*, Millers Creek, N.C., G. McGuire Area; *Jocelyn Elaine Pond*, Killeen, Texas, L. Carta Area; *Brittney Anderson Spilker*, Woodstock, Ga., R. Mattis Area; *Jorge Zavala*, Comstock Park, Mich., J. Serrano Area.

FABULOUS 50s/ FABULOSOS 50

november/noviembre 2014



Mychelle Kirsten Hastings
Beaverton, Ore.
C. Trojanowski Area

Not pictured/Sin foto: *Jennifer Jackson*, Cloverdale, Calif., L. Gauthreaux Area; *Shukurat Soile*, Atlanta, H. Rygiel Area; *Shokhsanam Usmanova*, Brooklyn, N.Y., H. Rygiel Area.

ON THE MOVE/ EN ACCIÓN

march/marzo 2015

Irene Chavez
Raven Janel Hardy

Okareta Hartley
Tammy L. Oluvic

Suyapa Reyes
Monica Lauren Vanzo

Cherie Ann Weber
Maria Ines Zamora

Camille Grace Zecher

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

may/mayo 2015

Kira Aaron
Christina J. Adams
Kim Adams
Julie Anderson
Celia Arguello
Dorothy G. Arreola
Valerie Bechtel
Rushana Berdieva
Olubunmi Bilewu
Whitney L. Blair
Michelle A. Born
Amanda K. Brandon
Erin L. Bruner
Anna E. Buffalo
Veronica Cambron
Teresa D. Cameron
Blanca E. Castillo
Barbara J. Christopher
Pamela R. Coates

Blanca E. Cortes
Tammy K. Cory
Shay B. Cottingham
Rebecca A. Cox
Audrey K. Cross
Michelle L. Erickson
Antonia Esteban
Maria E. Ferreira
Marta C. Fiallos
Josefa Flores
Jennifer Franklin-Rowe
Olivia Garcia
Amy L. Gassaway
Abby E. Gegner
April R. George
Lisa Gregory
Selia Guncay
Glenda G. Guzman
Catherine C. Hayes

Lissa Herrera
Destany T. Hillis
Jessica A. Holle
Ann Marie Hubbard
Melissa J. Hulse
Maria E. Ibarra
Penny L. Johnson
Nicole M. Jones
Amy S. Joseph
Megan E. Krueger
Chandra L. LeGue
Alicia J. Lear
Connie Lowe
Abigail N. Maas
Joanne M. Mahoney
Jasmine Mason
Rachael J. May
Monica L. McGee
Shawn K. Moore

Nilufar Muhammadieva
Marlene Nelson
Deborah Newton
Sandra A. Nigro
Lynnea J. Numbers
Allaine A. Oleaga Montes
De Oca
Rachel E. Oliver
Angela M. Olsen
Melanie D. Olvey
Stacy Parsons
Erin R. Pederson
Carol Penn
Victoria Pryor-Holeman
Jessica Quesada
Patricia A. Ramirez
Carley Resnik
Belky M. Reyes
Heidi M. Robles

Debbie Sanchez
Brittany D. Schmidt
Cassandra A. Sears
Dawn A. Simmons
Morgan Smithhart
Linda Speake
Amy Y. Springer
Katrena Starks
Rose Sumpter
Cheryl Travis
Jillian Vasseur
Desi Ventura
Mckensi E. West
Nicolby Westover
Stephanie Wilson
Tara A. Yost
Littwanda Young

GRAND ACHIEVERS/GRAN GANADORAS

May qualifiers/
calificadas en mayo 2015

Consultants/ Consultoras

Julie Armijo
Alyssa Marie Arnold
Shannon Brooks*
Kay Browning
Kendra Leigh Brunkow
Bobbi Carraway
Melissa Doub

Jorden Emmert***
Shauna Lea Emery
Christine Fulton
Chris A. Gentry
Kat Haarstad***
Beverly Harris
Samantha Hower
Ashley Jones
Ashley Brielle Mack

Brittany Renee Miles
Janie Katharine Myers
Cheryl Ann O'Donnell
Tricia Marie Pacheco
Johana Lizeth Quintana
Deanna Reid
Rachel Ann Stickel
Cozzie Mashalle Walker
LeeAnn Wright

Maria Ines Zamora***

Sales Directors/ Directoras de Ventas

Doreen Ann Auger**
Nancy Brindley**
Crystal A. Haynes**
Phyllis Jean Hoffpauir
Julie T. Olszewski**

Angelique Onnette
Saddoris**
Stephanie Nicole Tran**

* Denotes requalified driver./
Denota conductora
recalificada.
** Denotes March qualifier./
Denota que calificó en marzo.
*** Denotes April qualifier./
Denota que calificó en abril.

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

may/mayo 2015

New Team Members/ Nuevas integrantes de equipo

Christina Adams, J. Ball Unit..... 7
Anabel Alvira, E. Lugo Unit..... 7
Julie Anderson, L. Hull Unit..... 10
Aikaterini Bailey, B. Kaps Unit..... 5
Valerie Bechtel, L. Plyler Unit..... 5
Alicia Bradley, T. Campbell Alford Unit..... 5
Kayla Briggs, B. Serrano Unit..... 5
Heather Castro, L. Carta Unit..... 8
Blanca Cortes, M. Esparza Unit..... 5
Tammy Cottingham, P. Cornell Unit..... 5
Taleesa Crawford, J. Judkins Unit..... 5
Audrey Cross, B. Kaps Unit..... 7
Stephanie Dukes, E. Wiltz Unit..... 5

Michelle Erickson, T. Swenson Unit..... 6
Josefa Flores, L. Valdez Unit..... 5
Amy Gassaway, K. Manship Unit..... 8
Lisa Gregory, A. Johnson Unit..... 10
Selia Guncay, R. Murcia Unit..... 7
Gail Hamilton, E. Wiltz Unit..... 5
Lissa Herrera, M. Olson Unit..... 8
Ann Marie Hubbard,
N. Huckabee-Stanley Unit..... 11
Penny Johnson, A. Locke Unit..... 10
Jacqueline Keyes, A. Dorsey Unit..... 5
Sydney Klein, E. Martin Unit..... 5
Alexandra Lidgett, R. Frey Unit..... 6
Shawn Moore, B. Sufrin Unit..... 5
Rachel Oliver, J. Olson Unit..... 11

Carol Penn, K. Uduhiri Unit..... 7
Victoria Pryor-Holeman,
T. Campbell Alford Unit..... 19
Belky Reyes, E. Govea Rodriguez Unit..... 6
Sales Director Carolyn Rios..... 6
Heidi Robles, S. Oliver Unit..... 10
Brittany Schmidt, M. Hastings Unit..... 6
Morgan Smithhart, B. Kaps Unit..... 8
Amy Springer, F. Brattain Unit..... 5
Katrena Starks, J. David-Hicks Unit..... 5
Rachel Stickel, S. Abbotts Unit..... 7
Tara Tenille, T. Mitchell Unit..... 5
Jillian Vasseur, B. Sufrin Unit..... 7
Desi Ventura, S. Usmanova Unit..... 5
Stephanie Wilson, D. Davis-Armstead Unit..... 10

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13% CLUB/ CLUB DEL 13%

may/mayo 2015

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Sales Director Ingra Williams.....	\$3,366
Sales Director Cristina Ann Hernandez.....	3,026
Sales Director Olu Biodun Banjoko.....	2,664
Sales Director Shukurat Soile.....	2,422
Sales Director Oluwakemi Kadiri.....	2,395
Sales Director Reina Murcia.....	1,887
Sales Director Alba Rodriguez.....	1,873

Sales Director Joy D. Bailey-Gress.....	1,698
Sales Director Amber Cherie Summerlin.....	1,692
Sales Director Ayo Ibrahim.....	1,660
Sales Director Amy Kemp.....	1,658
Sales Director Pero Omolara Gbadebo.....	1,596
Sales Director Stephanie Rae Vanasco.....	1,546
Sales Director Vicki Piccirilli.....	1,514

April Hess, S. Abbotts Unit.....	1,501
Sales Director Daryllynn Flourmoy.....	1,491
Sales Director Patti Cornell.....	1,487
Sales Director Nicole Prinella Pratt.....	1,437
Hannah Joy Vanderville, M. Diaz Unit.....	1,427
Sales Director Freda S. Brattain.....	1,407
Sales Director Shelley Money-Eldridge.....	1,352

Sales Director Constance Nugent Miller.....	1,322
Sales Director Sarah Danielle Oliver.....	1,307
Sales Director Shari L. Dworkin-Smith.....	1,303
Sales Director Angela P. LaFrance.....	1,291

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

may/mayo 2015

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

Reina Murcia.....	\$104,955
Cindy Machado-Flippen.....	94,845
Brittany Marie Kaps.....	92,562
Angie C. Locke.....	89,884
Stacey Craft.....	84,201
Patti Cornell.....	82,211
Laura Vernon Middleton.....	81,686
Shauna Lynn Abbotts.....	79,116
April Christine Hutchinson.....	76,650
Amy Kemp.....	76,370
Melissa Nix Henderson.....	75,429
Christi G. Campbell.....	75,145
Susan Moore.....	75,070
Tina M. Dees.....	73,053
Richelle V. Barnes.....	72,816
Maria Claxton-Taylor.....	72,134
Vicki Piccirilli.....	69,967
Sara Ruth Pennella.....	69,260
Nedra Ruby White.....	67,554
Laurie Travis Plyler.....	67,431
Sylvia Limon Martinez.....	64,774
Joy D. Bailey-Gress.....	62,135
Janna Judkins.....	61,753
Jordan Leigh Calloway.....	60,846
Katherine Mirkes Ward.....	60,328

Olu Biodun Banjoko.....	59,857
Ingra Williams.....	59,810
Nadine H. Huckabee-Stanley.....	57,349
Terri Lewis.....	56,573
Jennifer Pell.....	56,410
Tamarie M. Bradford.....	55,755
Cristina Ann Hernandez.....	55,470
Michael Suzanne Diaz.....	54,877
Anne Geertsen.....	53,818
Kathy Lee.....	53,339
Christina Lynn Frantz.....	52,587
Mary Stuart Smith.....	52,519
Eleanor E. Gwyn-Jones.....	51,659
Stephanie Lynn Coker.....	50,386
Consuelo Hernandez.....	50,027
Rita Schaefer.....	49,165
Tommi Pleasure.....	49,096
Silvia G. Saldana.....	48,864
Lisa Olivares.....	48,794
Angela P. LaFrance.....	48,591
Constance Nugent Miller.....	48,583
Jennifer Marie Raley.....	48,560
Janice Baxter Hull.....	48,530
Nicole J. Canamare.....	48,510
Delores E. Black.....	47,895

Mary C. Zimmerman.....	47,756
Aimee Wiley Dorsey.....	47,551
Jeanie K. Navrkal.....	47,438
Rachael M. Bullock.....	46,773
Susie Moore.....	46,553
Breanne Sufrin.....	46,423
Nicole Medjesky-Dixon.....	46,392
Sandy Kay Gant.....	45,794
Courtney Morgan.....	45,754
September Anne James.....	45,747
Keita Powell.....	45,143
Betty B. Lucido.....	45,131
Maureen Shipp.....	44,829
Shokhsanam Usmanova.....	44,772
Kay Rubin.....	44,722
Shari M. Kirschner.....	44,630
Shukurat Soile.....	44,480
Belle L. Martin.....	44,102
Cari Newby.....	44,011
Nadine Bowers.....	43,910
Beverly M. Brown.....	43,813
Katie Alexandra Colson.....	43,786
Michele Salisbury Rankin.....	43,434
Jeri-Lynn Arocho.....	42,435
Amy K. Stute.....	42,398

Brenda Stafford.....	42,233
Alba Rodriguez.....	42,048
Amy C. Schule.....	41,456
Nicole Prinella Pratt.....	41,375
Tiffany Marie Malt.....	41,064
Oluwakemi Kadiri.....	40,807
Evelyn Hill.....	40,544
Angel B. Toler.....	40,516
Tinia Campbell Alford.....	40,308
Epsie J. Elmer.....	40,297
Heather Marie Erbe.....	39,864
Mara C. Lane.....	39,805
Guzal Mustafina.....	39,804
Ana M. Carpio-Vazquez.....	39,698
Shelley Money-Eldridge.....	39,642
R. Sue Miller.....	39,429
Iva Kurz.....	39,405
Kijuan R. McKinnie.....	39,403
Evelyn C. Benitez.....	39,375
Connie L. Young.....	39,292
Kenna L. Ervin.....	38,906
Bridget N. Howerton-Adams.....	38,857
Irene K. Foster.....	38,852
Sheryle Frederic.....	38,841
Tracy Williams Jones.....	38,802

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

may/mayo 2015

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

Reina Murcia.....	\$15,723
Patti Cornell.....	13,395
Cindy Machado-Flippen.....	13,121
Shauna Lynn Abbotts.....	12,563
Maria Claxton-Taylor.....	12,384
Angie C. Locke.....	12,110
Amy Kemp.....	12,090
Brittany Marie Kaps.....	12,013
Laurie Travis Plyler.....	11,915
Susan Moore.....	11,432
Vicki Piccirilli.....	11,373
Stacey Craft.....	10,853
April Christine Hutchinson.....	10,728
Ingra Williams.....	10,723
Cristina Ann Hernandez.....	10,584
Sandy Kay Gant.....	10,571
Christi G. Campbell.....	10,273
Melissa Nix Henderson.....	10,171
Richelle V. Barnes.....	9,903
Laura Vernon Middleton.....	9,770
Rita Schaefer.....	9,630
Nedra Ruby White.....	9,566
Nadine Bowers.....	9,461
Breanne Sufrin.....	9,393
Jordan Leigh Calloway.....	9,361

Olu Biodun Banjoko.....	9,347
Katherine Mirkes Ward.....	9,338
Sara Ruth Pennella.....	9,328
Joy D. Bailey-Gress.....	9,162
Tina M. Dees.....	9,065
Shelley Money-Eldridge.....	9,038
Tamarie M. Bradford.....	9,034
Jeanie K. Navrkal.....	8,965
Anne Geertsen.....	8,814
Terri Lewis.....	8,777
Constance Nugent Miller.....	8,728
Silvia G. Saldana.....	8,718
Michael Suzanne Diaz.....	8,706
Rachael M. Bullock.....	8,665
Michele Salisbury Rankin.....	8,493
Lisa Olivares.....	8,412
Janna Judkins.....	8,369
Christina Lynn Frantz.....	8,162
Alicia Morales.....	8,041
Sylvia Limon Martinez.....	7,998
Nadine H. Huckabee-Stanley.....	7,991
Oluwakemi Kadiri.....	7,798
Consuelo Hernandez.....	7,776
Amy Stokes.....	7,664
Eleanor E. Gwyn-Jones.....	7,590

Janice Baxter Hull.....	7,532
Evelyn Pirhalla.....	7,448
Peggy Matish.....	7,427
Angela P. LaFrance.....	7,345
Shukurat Soile.....	7,330
Keita Powell.....	7,262
Kay Rubin.....	7,250
September Anne James.....	7,246
Dana Davis-Armstead.....	7,245
Fern M. Gerdes.....	7,134
Angel B. Toler.....	7,130
Marye Durrer.....	7,062
Mary Stuart Smith.....	7,038
Jennifer Pell.....	7,032
Blythe Jolee Egbert.....	6,996
Alba Rodriguez.....	6,949
Pero Omolara Gbadebo.....	6,944
Brenda Stafford.....	6,938
Judy Gieson.....	6,928
Nicole Prinella Pratt.....	6,911
Sandra Giraldo Kirchhoff.....	6,903
Evelyn C. Benitez.....	6,877
Carrie V. Eddings-Foster.....	6,838
Kathy Lee.....	6,817
Jennifer Marie Raley.....	6,791

Jeri-Lynn Arocho.....	6,758
Tammy Brown.....	6,745
Aimee Wiley Dorsey.....	6,727
Tommi Pleasure.....	6,705
Beverly M. Brown.....	6,697
Maureen Shipp.....	6,670
Sally Moreno.....	6,643
Tracy Williams Jones.....	6,615
Denise E. Crosby.....	6,600
Epsie J. Elmer.....	6,582
Delores E. Black.....	6,572
Belle L. Martin.....	6,545
Mara C. Lane.....	6,530
Diane M. Detesco.....	6,528
Sarah Danielle Oliver.....	6,502
Shari M. Kirschner.....	6,486
Sandra M. Munguia.....	6,473
Abigail Jayne Voorhees.....	6,338
Stephanie Lynn Coker.....	6,335
Amy C. Schule.....	6,330
Sherry L. Martin.....	6,322
Mary C. Zimmerman.....	6,306
Betty B. Lucido.....	6,246
Freda S. Brattain.....	6,227
Sherree E. Koehler.....	6,204

diamond/diamante

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

march/marzo 2015



Kori Lynn King
Norfolk, Neb.
L. Langan Unit

Rachel Ann Liebelt
Saint Helens, Ore.
C. Chitwood Unit

Vilma Yanet Munoz
Florida City, Fla.
D. Savigne Unit

Daniela Neves
Ossining, N.Y.
A. Barros Unit

Maria C. Padilla
El Campo, Texas
M. Almaguer Unit

Not pictured:/Sin foto: **Silvia Alvarez**, West Lafayette, Ind., M. Orozco Unit; **Brisa Buholm**, Bothell, Wash., M. Elisea Unit; **Yatnelys Castellano**, Miami, T. Robaina Unit; **Marisela Castillo**, Federal Way, Wash., R. Sanchez-Salas Unit; **Edna Escalona**, Memphis, Tenn., V. Mercado Unit; **Gloria M. Flores**, Central Islip, N.Y., N. Paz Unit; **Nia Chanel Gilbert**, McKinney, Texas, F. Weathers Unit; **Shirley Vanessa Gramajo**, Belcamp, Md., Y. Tirado Unit; **Katie Hogan**, Gillsville, Ga., M. Cape Unit; **Milagros Kelly**, Winston Salem, N.C., N. Jaimes Unit; **Gloria Mak**, Brooklyn, N.Y., P. Turker Unit; **Leticia Martinez**, Goodlettsville, Tenn., E. Doyle Unit; **DeKeshia Lashonda Melendez**, Kingsland, Ga., A. Newman Unit; **Rosa E. Mendiola**, Santa Barbara, Calif., L. Saavedra Unit; **Felicitas Mendoza**, Grandview, Wash., E. Vaca-Jimenez Unit; **Marleny Molina**, Miami, D. Rodriguez Unit; **Deysi G. Molina-Aguilar**, Bakersfield, Calif., O. Castillo Unit; **Maria Monteverde**, Miami, V. Vargas Unit; **Vanessa Morales**, Fort Lauderdale, Fla., G. Rodriguez Unit; **Angela Ortiz**, Durham, N.C., N. Jaimes Unit; **Delia E. Pena**, Chelsea, Mass., B. Sola Unit; **Yeimi Perla**, Woodbridge, Va., D. Nunez Unit; **Dalquis D. Polo De la hoz**, Miami, N. Aguilera Ramirez Unit; **Sandra Yamileth Rubio**, Silver Spring, Md., M. Ramirez Bravo Unit; **Dioselina Ruiz**, Kent, Wash., M. Elisea Unit; **Ofelia Soto**, Douglasville, Ga., M. Rubio De Benitez Unit; **Angie Marie Stoecker**, Ocala, Fla., C. Newman Unit; **Dixie Ann Taylor**, Hoschton, Ga., T. Patterson Unit; **Patricia Turner**, Lighthouse Point, Fla., S. Páez Unit; **Marcita Mines Wade**, Chesterfield, Va., A. Ruffin Unit; **Jennifer Elizabeth Walters**, Ewart, Mich., S. Smith Unit.

TRIPLE CROWN/ TRIPLE CORONA

may/mayo 2014



**Rosie V. Ventura
Gomez**
Manassas, Va.
A. Garcia-Herrera Area

Not pictured:/Sin foto: **Josephine Apsondaise**, Woodbridge, Va., Diamond Go Give Area; **Odette Ngeumou**, Washington, D.C., E. Muna-Mudsi Area; **Juana Vega**, Dallas, M. Beissel Area.



DEAN'S LIST/ LISTA DEL DECANO

may/mayo 2014



**Julianne Marie
Olson**
Greensboro, N.C.
K. Myers Area
Pearl Seminar

Dee Russell
Forney, Texas
R. McInroe Area
Sapphire Seminar

Not pictured:/Sin foto: **Nelly N. Aguilera Ramirez**, Miami, M. López Area, Diamond Seminar.

HONORS SOCIETY/ SOCIEDAD DE HONOR

may/mayo 2014



Dawn Bill
Clear Lake, Iowa
A. Mallory Area

**Rosie V. Ventura
Gomez**
Manassas, Va.
A. Garcia-Herrera Area

Not pictured:/Sin foto: **Josephine Apsondaise**, Woodbridge, Va., Diamond Go Give Area; **Odette Ngeumou**, Washington, D.C., E. Muna-Mudsi Area; **Folasade Olaopa**, Bowie, Md., Diamond Go Give Area; **Juana Vega**, Dallas, M. Beissel Area.

FABULOUS 50s/ FABULOSOS 50

november/noviembre 2014



Nayribis Vargas
Miami Lakes, Fla.
D. Polanco Area

**Frankie Carmelita
Weathers**
Wylie, Texas
Diamond Go Give Area

Not pictured:/Sin foto: **Leidin Y. Cubillas**, Jacksonville, Fla., Diamond Go Give Area; **Antonia Jimenez**, Gresham, Ore., A. Mallory Area; **Julienne P. Ouadje Koumte**, Gaithersburg, Md., E. Muna-Mudsi Area.

ON THE MOVE/ EN ACCIÓN

march/marzo 2015

Silvia Alvarez
Brisa Buholm
Yatnelys Castellano
Marisela Castillo

Gloria M. Flores
Kori Lynn King
Gloria Mak
Leticia Martinez

DeKeshia Lashonda
Melendez
Daniela Neves
Angela Ortiz

Maria C. Padilla
Yeimi Perla
Sandra Yamileth Rubio
Dioselina Ruiz

Dixie Ann Taylor
Patricia Turner

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

may/mayo 2015

Marina E. Alas
Maria Altamirano
Patricia Alvarez Hernandez
Guadalupe S. Ambrocio
Cristhian Andino
Leticia Belmonte
Tamika Boyd
Vivian Bruno
Cherie Buijk
Maria S. Calderon
Xochitl Carballo
Tracy D. Carter
Kanisha M. Castillo
Idalia E. Castro
Karen M. Clark
Shawna Coleman
Maria Teresa Cota
Chelsea Crofford
Abby N. Cummins
Sara M. Czepczynski
Jean DeGuire

Emily Debes
Raquel Del Risco
Maria E. Diaz
Martha Dos Santos
Jodie L. Echols
Delisa R. Everett
Cecilia D. Fernandez
Alisha C. Gadson
Esther Garcia
Teresa Garcia
Rhonda L. Gilman
Sheila Gonzalez
Elena Gorrostieta
Katuska Granados
Celeste I. Hernandez
Hilda A. Hernandez
Christina L. Hughes
Darah K. Hull
Karla Huntley
Maria E. Ignacio
Concepcion Izarraraz

Yolanda D. Japa
Donna C. Jones
Tina M. Kahanca
Brianna S. Karas
Elsy Lanza
Jeny Linaldy
Paola Andrea Llanos
Rufina Lopez
Alina P. Luis
Sara L. Mann
Klessy A. Marshall
Herlinda Mata
Nicole Mattei
Lisa M. Maudlin
Hannah B. Maurer
Yeny Mejia
Aneliia Miller
Melissa Mitchell
Dayli Molina Placer
Ailyn Montes De Oca
Gioconda Munoz

Corinna G. Murphy
Yessica Navarro
Fatima Padilla
Regla Palma
Natasha M. Pelton
Eleisys C. Perez
Susana Pineda
Nelly Polanco
Mary Posada
Maria J. Pujols
Sol Ramon
Betzaida Reyes
Constance Richards
Erica M. Rineard
Erica M. Rivas
Monica L. Robinson
Amy C. Rock
Perla Rojas
Silvia Romero
Kalei Rowell
Maria Ruiz

Tonita Samuels
Jodi E. Shebester
Brittany Sierakowski
Ayanna Smith
Sue L. Smith
Erika S. Solis
Carmen Soriano
Debbie Stall
Heidi M. Stevens
Cynthia Stringfellow
Maria C. Terrazas
Georgina Torres
Brenda Valdez
Maria G. Vanegas
Laura Vega
Kristina Warford
Wanda L. Weyenberg
Karissa M. Wonders
Hillary Ybarra
Juan You

GRAND ACHIEVERS/GRAN GANADORAS

May qualifiers/
calificadas en mayo 2015

**Consultants/
Consultoras**
Yaima Ale
Erika Alvarado
Yakelin Bermudez
Alexis Loraine Daigle
Brittany Davis
Jenna Leigh Emerton
Enriqueta Escamilla
Niarobia L. Francis-Sunday

Miriam Sabrina Gil
Shalonda Michelle Jiles
Anna Marie C. Johnson
Madeleine Elizabeth Kohnen
Claudia Marleny Lopez
Erica Osley
Sarah Pearson
Crystal Pounds
Ilana Pressel
Aide Ramos

Sheikilya Lewis Thomas
Sueilyn Thomas
Tanya G. Tylutki
Gladis Ulloa
Jean Vaughn*
Mariana Vega
Kimberly M. White
Sindy Raquel Zavala

**Sales Directors/
Directoras de Ventas**
Paulina Fagbuyi**
Lynn A. Gleason**
Beth C. Kubinec
Faith London Epstein**
Twyla M. Menzies**
Nicole T. Mikoda**
Lizeth Paez
Salome Rangel**

Minerva Vazquez Tlatenchi**

* Denotes requalified driver./
Denota conductora
recalificada.

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

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

may/mayo 2015

New Team Members/ Nuevas integrantes de equipo

Tenille Anderson, D. Lemke Unit 5
Maria Calderon, N. Aguilera Ramirez Unit 5
Maria Castillo, M. Almaguer Unit 5
Jennifer Clark, C. Bloink Unit 5
Margaret Crawley, J. Anderson Unit 7
Raquel Del Risco, Y. Pelier Unit 5
Coradean Dugan, V. Otterness Unit 5
Jackeline Espinoza, S. Reyes Unit 5
Jacqueline Gama, E. Valdez-Cruz Unit 5
Lydia Gutierrez, C. Contreras Unit 5

Valerie Hayes, B. Cooksey Unit 5
Hilda Hernandez, D. Polanco Unit 5
Darah Hull, D. Guthrie Unit 6
Yolanda Japa, Y. Monje Unit 10
Brittney Kovar, N. Osborn Unit 6
Maira Lemus, D. Santos Unit 5
Lorraine Li, M. Gonzalez Unit 5
Paola Andrea Llanos, P. Turner Unit 5
Alina Luis, A. Weeks Unit 5
Mercy Mejia, D. Santos Unit 5
Jasmin Michael, R. Sailer Unit 5
Gioconda Munoz, N. Jaimes Unit 7

Yessica Navarro, S. Montes Unit 5
Regla Palma, J. Macias Unit 9
Danielle Patterson, J. Anderson Unit 5
Maria Pujols, D. Santos Unit 5
Perla Rojas, L. Aguirre Unit 6
Maria Ruiz, M. Fonseca Unit 7
Tara Rush, J. Gale Unit 5
Maria Sandavol, E. Bermeo Unit 6
Cynthia Stringfellow, L. Aguirre Unit 5
Samantha Zarazua, J. Vega Unit 5

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

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diamond/diamante

13% CLUB/ CLUB DEL 13%

may/mayo 2015

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

Sales Director Chaya Suri Klein	\$3,688
Sales Director Lisa Rada	2,125
Sales Director Funmi Elizabeth Otusajo	2,004
Sales Director Irene Olebara	1,878
Sales Director Elva Jordan	1,757
Sales Director Valerie Jean White	1,716
Sales Director Maira Lopez	1,682

Sales Director Rochelle Collins	1,644
Sales Director Julie A. Griffin	1,636
Sales Director Beth Brinkley	1,594
Sales Director Shelley Olson	1,578
Sales Director Bisola Gbadamosi	1,556
Sales Director Emily Elizabeth Schuette	1,552
Sales Director Jodi Van Leeuwen	1,531

Sales Director Heidi Kenealy	1,496
Sales Director Amanda Brooke Hudgins	1,472
Sales Director Sharon Elizabeth Adams	1,438
Maira Lemus, D. Santos Unit	1,432
Sales Director Jolinn Andriese	1,419
Sales Director Shellie Anne Miller	1,397
Sales Director Ashlee Campbell Crook	1,374

Sales Director Amy Zanto	1,369
Sales Director Wendy Hayum-Gross	1,364
Sales Director Kathy M. Viola	1,353
Sales Director Jani Macias	1,348

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

may/mayo 2015

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

Mariana Moreno	\$97,685
Delmi Cristina Santos	96,247
Gerri Anne Morris	88,722
Susan M. McCoy	85,632
Elizabeth Fernandez	80,961
Marsha Morrisette	80,277
Mary Strauss	76,289
Tawnya Krempges	71,357
Nicki R. Hill	70,942
Deborah Dudas	66,502
Julie A. Griffin	65,857
Jani Macias	64,350
Menina M. Givens	63,891
Jenny Siemonsma	63,767
Kathy M. Viola	62,681
Emily Sims	62,675
Stephanie Audino	62,419
Pat Joos	61,862
Evitelia Valdez-Cruz	61,846
Donna K. Smith	61,750
Jodi Van Leeuwen	61,146
Mary Kathryn King	60,880
Mariann Biase Mason	60,672
Maria Siguenza	60,096
Julie Neal	59,900

Petie L. Huffman	59,656
Dayna L. Lemke	59,529
Priscilla McPheeters	59,396
JoAnn Marie Calvin	59,081
Chaya Suri Klein	58,550
Lori M. Langan	58,475
Melissa Gulotta	58,100
Hannah May Brunner	57,696
Suzanne T. Young	56,954
Joy H. Rentz	56,331
Maira Lopez	56,296
Carol Lee Johnson	54,402
Melissa R. Hennings	53,662
Tammie M. Hanson	52,309
Pamela J. Sparks	52,218
Araceli Ponce	51,683
Mileta K. Kinser	51,528
Beth Brinkley	51,417
Sharon B. Carney-Wright	50,514
Kim A. Messmer	50,115
Linda T. Cartiglia	49,570
Jessica Marie Anderson	49,256
Elva Jordan	49,103
Jessica Francis	48,380
LaChelle M. Seleski	48,118

Marni McKenna Hendricks	48,077
Susan Keele Finley	47,524
Kristen C. Spiker	47,232
Lisa Rada	47,132
Marissa Marie Robinson	46,992
Alicia Borkowska	46,975
Nancy J. Osborn	46,702
Denise M. Guthrie	46,259
Amy Zietlow	46,188
Wendy Hayum-Gross	46,114
Carolyn Thompson	45,861
Shelley Olson	45,626
Helen G. Fellows	45,491
Sherry L. Belisle	45,465
Lesley A. Bodine-Phillips	45,158
Candace Nicole Holte	44,948
Soledad Herrera	44,756
Shelly Palen	44,728
Sherralynn Arnold	44,681
Barbara E. Roehrig	44,235
Donna J. Saguto	43,724
Jacquelyn Dykstra	43,513
Stephanie Brooke Heusman	43,513
Nancy Fox Castro	43,459
Annaka Krafka	43,011

Halle Katheryn Simpson	42,936
Ashlee Campbell Crook	42,828
Patricia Carr	42,816
Rochelle Collins	42,634
Darcey M. Combs	42,464
Jolinn Andriese	41,899
Billie Gillespie	41,888
Denise M. Cadenhead	41,543
Joye Z. Stephens	41,114
Julie Danskin	40,921
Julie Schlundt	40,723
Mary P. Crech	40,687
Sandy Griffith	40,684
Carolyn Elaine Tillman	40,593
Mary Beth Pfeifer	40,546
Kathe Cameron	40,423
Yosaira Sanchez	40,149
Stephanie A. Richter	40,035
Jodria G. Bufford	39,811
Lucrecia Aguirre	39,634
Indhira Jimenez	39,366
Orenda Raichel Hunniford	39,360
Maria Fernandez	39,340
Kelly Willer-Johnson	39,282
Beth L. Gallagher	38,922

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

may/mayo 2015

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

Delmi Cristina Santos	13,355
Mariana Moreno	11,770
Gerri Anne Morris	11,345
Marsha Morrisette	11,241
Nicki R. Hill	11,115
Yosaira Sanchez	11,057
Tawnya Krempges	10,983
Susan M. McCoy	10,670
Elizabeth Fernandez	10,510
Mary Strauss	10,456
Chaya Suri Klein	10,448
Jani Macias	10,433
Evitelia Valdez-Cruz	10,114
Lisa Rada	9,973
Menina M. Givens	9,956
Julie A. Griffin	9,810
Deborah Dudas	9,727
Lori M. Langan	9,502
Jessica Marie Anderson	9,407
Emily Sims	9,277
Julie Neal	9,234
Maira Lopez	9,198
Maria Siguenza	9,140
Kathy M. Viola	8,971
Sandy Griffith	8,921

Jodi Van Leeuwen	8,857
Priscilla McPheeters	8,746
Araceli Ponce	8,674
Donna K. Smith	8,645
Jenny Siemonsma	8,583
Beth Brinkley	8,579
Mary Kathryn King	8,488
Dayna L. Lemke	8,458
Enma Patricia Bermeo	8,447
JoAnn Marie Calvin	8,359
Shelley Olson	8,335
Melissa Gulotta	8,297
Mileta K. Kinser	8,286
Suzanne T. Young	8,199
Martha Kay Raile	8,197
Funmi Elizabeth Otusajo	8,086
Sheryl Peterson	8,080
Elva Jordan	8,058
Pat Joos	8,046
Barbara E. Roehrig	8,027
Hannah May Brunner	8,004
LaChelle M. Seleski	8,002
Melissa R. Hennings	8,002
Bianny Fabiola Ramirez	8,001
Denise M. Guthrie	7,981

Nancy Polish Dove	7,936
Stephanie Audino	7,918
Mary Beth Pfeifer	7,884
Wendy Hayum-Gross	7,882
Annaka Krafka	7,812
Carol Lee Johnson	7,733
Julie Schlundt	7,710
Omosolape O. Akinyoyenu	7,673
Soledad Herrera	7,636
Bisola Gbadamosi	7,602
Shelly Palen	7,598
Rose Rodriguez-Capone	7,476
Susan Keele Finley	7,464
Joy H. Rentz	7,463
Kim A. Messmer	7,398
Pamela J. Sparks	7,396
Mariann Biase Mason	7,370
Jessica Francis	7,235
Sherralynn Arnold	7,235
Petie L. Huffman	7,158
Sharon B. Carney-Wright	7,125
Nancy O'Hara	7,120
Tammie M. Hanson	7,116
Stephanie A. Richter	7,093
Robin L. Sailer	7,045

Nancy J. Osborn	7,002
Rochelle Collins	6,998
Mary Jacobson	6,880
Stephanie Brooke Heusman	6,841
Julie Danskin	6,801
Jolinn Andriese	6,738
Kori Lynn King	6,733
Carolyn Thompson	6,703
Holly A. Brown	6,612
Heather M. Julson	6,575
Cassandra Renee Chitwood	6,518
Karen D. Costas	6,508
Nancy Fox Castro	6,484
Jessica Joy Mitchell	6,451
Sherry L. Belisle	6,447
Margarita Elisea	6,427
Esperanza Marcial	6,382
Lucrecia Aguirre	6,328
Terri J. Beckstead	6,314
Linda T. Cartiglia	6,313
Luisa Urena Mora	6,301
Mary P. Crech	6,285
Kathleen Koclanes	6,280
Ashlee Campbell Crook	6,248
April Sheffield Weeks	6,245

ruby/rubí

Congratulations to the winners/Felicidades a las ganadoras

NEW DEBUTS/ DEBUTES

march/marzo 2015



**Wandra Yullette
Alleyne**
Floresville, Texas
R. Ruiz Unit

Hillary Ann Brinker
Kansas City, Mo.
C. Brinker Unit

Monica Crane
Sugar Land, Texas
L. Hartzog Unit

**Elizabeth Marie
Garcia**
Tucson, Ariz.
C. Hunt Unit

Not pictured/Sin foto: *Shannon Davidson Carter*, Washington, N.C., E. Bunch Unit; *Cheryl Carnahan Chambers*, Arden, N.C., C. Wingfield Unit; *Dottie Lynn Filiatreault*, Lexington, S.C., K. Driggers Unit; *Elvia Guzman*, Norwalk, Calif., M. Gonzalez Unit; *Yanqing Huang*, Brooklyn, N.Y., C. Zheng Unit; *Ana Audelia Lopez*, Perris, Calif., M. Bencomo Unit; *Ty McDavid*, Houston, T. Nwachukwu Unit; *Silvia Ponce*, Los Angeles, M. Gonzalez Unit; *Velva Jeanay Rainey*, New Castle, Del., K. Williams Oeder Unit; *Elizabeth Ulisse*, Harrington Park, N.J., T. Digan Unit; *Arcida Carmen Valencia*, Los Angeles, S. Cruz de Melendez Unit.

TRIPLE CROWN/ TRIPLE CORONA

may/mayo 2014

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



DEAN'S LIST/ LISTA DEL DECANO

may/mayo 2014



**Julianne Marie
Olson**
Greensboro, N.C.
K. Myers Area
Pearl Seminar

Dee Russell
Forney, Texas
R. McInroe Area
Sapphire Seminar

Not pictured/Sin foto: *Nelly N. Aguilera Ramirez*, Miami, M. López Area, Diamond Seminar.

HONORS SOCIETY/ SOCIEDAD DE HONOR

may/mayo 2014



**Justeen Akiana
Goddard**
Renton, Wash.
S. Wallace Area

Tricia Lynn Melnikov
Auburn Hills, Mich.
M. Bartsch Area

Not pictured/Sin foto: *Patricia Amaro*, Austin, Texas, Ruby Go Give Area.

FABULOUS 50s/ FABULOSOS 50

november/noviembre 2014



Cally A. Huston
Kent, Wash.
S. Wallace Area

ON THE MOVE/ EN ACCIÓN

march/marzo 2015

Wandra Yullette Alleyne
Shannon Davidson Carter

Cheryl Carnahan Chambers
Monica Crane

Yanqing Huang
Ty McDavid

Velva Jeanay Rainey
Elizabeth Ullisse

NEW TEAM LEADERS/ NUEVAS LÍDERES DE EQUIPO

may/mayo 2015

Araceli A. Aleman
Martha I. Alvarez
Sandra A. Anderson
Yabet Arizmendi
Tammy L. Atchison
Heather Barnes
Anessa Barton
Brittany M. Boggs
Torri D. Briggs
Breana M. Buchner
Susan G. Buck
Joenna Castilla
Lara D. Chan
Cassidy R. Chitwood
Marjorie E. Cocchio
Jessica L. Coldwell

Robin A. Crain
Lindsey M. Drain
Catherine M. Flayhan
Jeannette Forlini
Margarita Fry
Yareli Garcia R
Melissa Gordon
Rebecca A. Helmer
Lori M. Hering
Whitney I. Hiebert
Kendra M. Huhnerkoch
Noel A. Janney
Tara L. Kalar
Gabrielle M. Lavoie
Joelle Lawrence
Deanna Leon

Ashley Lokey
Michelle Lynn
Martha Mariscal
Rhonda E. McElroy
Melissa D. McMunn
Katie Melvin
Francisca Mendez Alberto
Pamela Moore
Sarah Mugabo
Maria Obie
Melissa Olshefski
Shellie D. Ortega
Peggy B. Pedigo
Airel L. Perkins
Maria D. Polvos
Velvet Potter

Chelsea Ricotta
Michelle Rincon
Kinede Ross
Linda M. Ross
Christine M. Starin
Carolyn D. Steamer
Athena P. Tillman
Jill A. Torres
Claudia L. Tutt
Angela D. Vaughan
Daphne M. Walters
Linda G. Walters
Karen R. Weiner
Melissa K. Whiting

GRAND ACHIEVERS/GRAN GANADORAS

May qualifiers/
calificadas en mayo 2015

**Consultants/
Consultoras**
Yajaira Bernabel
Christel Stewart Carlyle**
Alicia Nicole Carrizales
Jozette L. Harker
Joline C. Mascis
Trina Morales Morales
Rosalba Noyola
Sharon Kay Picou

Patience Kristina Prickett
Andrea Nicole Roddy
Elisa Salgado
Montana Turpin**

**Sales Directors/
Directoras de Ventas**
Sherry Dean
Amy B. Duncan*
Katie Ann Fish*

Maggie Hammond*
Linda K. Jordan*
Mary Jo Kiefer*
Katie Marie Krause
Donna L. Lohman*
Rita J. McCans*
Janet McCluer*
Alma D. Moreno Garcia
Oye A. Onuoha*
Sue Papajcik

Patty Rondinelli-Berg*
Rebecca L. Setzer*
Tina Sierra*

*Denotes March qualifier/
Denota que calificó en marzo.

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

FIRST GOLD MEDAL/ PRIMERA MEDALLA DE ORO

may/mayo 2015

New Team Members/Nuevas integrantes de equipo

Sandra Anderson, L. Kattenbraker Unit5
Tammy Atchison, C. Colson-Eyre Unit5
Krystle Beam, K. Perkins Unit6
Brittany Boggs, K. Patterson Unit5
Torri Briggs, A. Cano Unit5
Connie Bush, B. Manz Unit5
Amber Clark, G. Jones Unit5
Marjorie Cocchio, T. Hulsman Unit8
Jessica Coldwell, T. Francis Unit5
Robin Crain, L. Barclay Unit5
Kristen Davis, J. Ellerbee Unit5
Lindsey Drain, A. Frangos-Pasley Unit5
Courtney Hept, N. Wethje Unit5

Tamara Jones, K. Holmes Unit6
Michelle Lynn, S. Goins Unit5
Porscha Lyons, V. Contreras Unit9
Katie Melvin, K. Driggers Unit10
Sarah Mugabo, P. Asu-Eze Unit7
Melissa Olshefski, P. Brigante Unit7
Celeste Orzabal, M. Ozuniga Unit5
Sharon Picou, J. Hyde Unit8
April Rizzi, B. Xepoleas Unit7
Kayla Sloan, S. Moeller Unit5
Angela Vaughan, L. Younger Unit6

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

*WITHIN *APPLAUSE*® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR EMAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE *MARY KAY INTOUCH*® WEBSITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS./DENTRO DEL CONTENIDO DE LA REVISTA *APLAUSOS*™, PERIÓDICAMENTE PUEDES ENCONTRAR ARTÍCULOS QUE SUGIERAN EL DESARROLLO DE EQUIPO DE TU NEGOCIO A TRAVÉS DE LA COMUNICACIÓN CON PERSONAS RECOMENDADAS Y/O CON INVITADAS POTENCIALES A TUS PRÓXIMAS CLASES DEL CUIDADO DE LA PIEL U OTROS EVENTOS. ANTES DE COMUNICARTE CON ESTAS PERSONAS POR VÍA TELEFÓNICA O CORREO ELECTRÓNICO, DEBERÁS CONSIDERAR SI ESTAS COMUNICACIONES ESTÁN EN CONFORMIDAD CON LAS LEYES Y REGLAMENTACIONES ESTATALES Y/O FEDERALES RELACIONADAS CON LAS LLAMADAS TELEFÓNICAS O MENSAJES DE CORREO ELECTRÓNICO COMERCIALES NO DESEADOS, CONOCIDAS EN INGLÉS COMO *DO-NOT-CALL LAWS* Y *SPAM LAWS*. PARA OBTENER MÁS INFORMACIÓN SOBRE ESTE TEMA, PUEDES VISITAR EL SITIO ELECTRÓNICO *MARY KAY INTOUCH*® Y HACER CLIC EN EL ENLACE "IMPUESTOS Y ASUNTOS LEGALES" EN EL MENÚ DESPLEGABLE. EN CASO DE QUE SE PRESENTE CUALQUIER DUDA, MARY KAY INC. SIEMPRE RECOMIENDA EL CONTACTO CARA A CARA, LO CUAL PUEDE AYUDARTE A EVITAR PROBLEMAS CON ESTE TIPO DE REGLAMENTACIONES.

Trending:

© Mary Kay



City Chic

Take your customers' style and confidence sky high with the NEW **Mary Kay® City Modern Collection** and **Cityscape™** fragrances. You'll find ideas to help you sell on **Mary Kay InTouch®**! Check out the **Fall 2015 Trend Report eCatalog**, **how-to videos** for the limited-edition† color palettes, and more, all designed to support these amazing city-inspired products.



Runway Returns

Lifetime's **Project Runway®** is back, and Mary Kay is proud to return as the **Official Beauty Sponsor**. Enjoy the spotlight and potential sales! Be sure to let your customers know, and tune in on Thursdays at 8/7c starting Aug. 6 on Lifetime®. Want more how-tos and party ideas? Visit **Mary Kay InTouch®** for color looks, party invitations and marketing tools you can download!



Back-to-School Beauty

Here comes fall! A great reason to treat moms to a little pampering. You can offer makeovers or spa time so they can relax and enjoy a little extra attention.



Designer Beauty Coat

Designers from Italy to L.A. put their passion behind this fashion. The look of easy elegance is highlighted with a **detachable belt** and **two-way full-length hidden front zipper**. Think of it as the **NEW little black dress** for your Mary Kay business! Made of 95 percent polyester, 5 percent spandex, it's \$49 and comes in XXS-3X. Available on **MKConnections®**.

insideTHIS ISSUE

Simple Sophisticate

Introducing **Cityscape™**, a fine fragrance collection and the first simultaneous **his-and-hers fragrances launch** by Mary Kay! A great fall update and just in time for the holiday selling season! Plus, promote the fragrances at your parties using the **Cityscape™ consumer flier!**
pages 2-5

Fall for Color.

The NEW limited-edition† **Mary Kay® City Modern Collection** will have you falling for color. Check out the gorgeous, rich city-inspired shades!
pages 6-7

Close-Up Confidence

The popular **TimeWise® Microdermabrasion Refine** is now paired with the powerful new **TimeWise® Pore Minimizer**. The result? Polished, younger-looking skin. Plus, it's a perfect companion to the **#GlowAndTell** skin care challenge!
pages 8-9

Race for Red

Race for Red rounds the corner again. That's right — it's back and bigger than ever to help you rev up your Mary Kay business in this new Seminar year!
pages 10-11

Thumbs-Up

We love to celebrate independent sales force members who reach new heights! For **September** and **October Applause®** magazines, while we "catch up" to our new move to four Seminar affiliations, we're doing something fun and special. We will include **May recognition (September issue)** and **June recognition (October issue)** for **all five Seminars in each issue**. It's time to applaud your successes, reach for the stars and carry on Mary Kay's dream!
pages 12-29

13% CLUB/ CLUB DEL 13%

may/mayo 2015

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the **Ruby** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during May./Felicitaciones 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. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en mayo.

Sales Director Karime Rosas	\$2,496	Sales Director Lacy Janel Nickelson	1,529	Sales Director Ma Ana Lilia Benitez Radilla.....	1,346	Sales Director Sha Ron Martin	1,167
Sales Director Thessy Nkechi Nwachukwu.....	1,977	Sales Director Mirna M. Garcia.....	1,460	Sales Director Rachelle Holloway.....	1,337	Sales Director K.T. Marie Martin.....	1,156
Sales Director Gloria Dominguez	1,925	Sales Director Vanessa R. Upkins	1,438	Sales Director Candace Lyn Doverspike.....	1,330	Sales Director Christina Newman	1,143
Sales Director Kali DeBlander Brigham	1,875	Sales Director Marie A. Harbord	1,435	Sales Director Karen E. Gardner.....	1,308	Sales Director Maria A. Steinman	1,137
Sales Director Sandra Estudillo	1,853	Sales Director Tina M. Moreau-Jones.....	1,423	Sales Director Rosanne Pluchino.....	1,268		
Sales Director Laurieann Barclay.....	1,765	Sales Director Elizabeth A. Kramer	1,377	Sales Director Susana Deniz	1,194		
Sales Director Heather Christine Feiring.....	1,576	Sales Director Rachel Mega.....	1,377	Sales Director Trish Digan.....	1,174		

ACHIEVEMENT CIRCLE/ CÍRCULO DE LOGROS

may/mayo 2015

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

Kali DeBlander Brigham.....	\$91,443	Thessy Nkechi Nwachukwu	52,715	Lacy Janel Nickelson.....	44,704	Kathy Brennan.....	40,107
Candace Lyn Doverspike	80,440	Deanna Lee Manning	52,245	Julie Smith	44,470	Allison L. Carter	39,615
Brenda Fenner.....	76,886	Leslie Anne Reynolds	51,225	Heather Christine Feiring	44,449	Mary Sharon Howell.....	39,206
K.T. Marie Martin.....	73,502	Diane K. Lundgren	51,215	Courtney Leanne Armstrong	44,291	Eleanor M. Reigel.....	38,925
Cleta Colson-Eyre	73,360	Paulina Fernandez.....	51,185	Judy Lund	44,277	Corrin Cresci.....	38,719
Krystal D. Downey-Shada	69,999	Mary Lou Ardohain.....	51,014	Trudy D. Nikolas.....	44,081	Mary L. Morgan	38,703
Paula M. Kirkpatrick	67,446	Christy M. Cox	50,878	Debbie A. Elbrecht.....	43,893	Shirley R. Aga	38,647
Sheryl K. Goins	65,888	Sylvia Thomas Barritt.....	50,207	Jeanette M. Thompson.....	43,577	Michele Semper.....	38,500
Lisa Hansen.....	65,762	Rhonda L. Barnett	49,780	Rosanne Pluchino	43,494	Liz Whitehouse	38,174
Sherri Ammons.....	64,311	Sandra Braun	49,676	Elayne J. Watson.....	43,339	Chasity Marie Bromley.....	38,161
Donna Clark-Driscoll	63,072	Barbara L. Harrison	49,659	Breda M. Teal.....	43,158	Cindy Anderson.....	38,082
Susan C. Ehrnstrom	62,695	Sandra Estudillo	49,060	Connie A. Brinker	42,578	Rosalie Kuhen.....	37,890
Lisa Anne Harmon.....	62,642	Rachelle Holloway	48,761	Lisa A. DeLucia.....	42,329	Margarita Velez.....	37,805
Laurieann Barclay	61,933	Mary Alice Dell.....	48,193	Vanessa R. Upkins	42,147	Katie Lyon	37,783
Karime Rosas	61,263	Karen E. Gardner.....	48,099	Carma J. Schmidtke.....	42,097	Elena Santos.....	37,649
Heather Jean McKinney.....	60,444	Kimberly Michelle Perkins.....	47,951	Chelsea Cooley Altman.....	41,874	Lynette L. Meisel.....	37,352
Gloria Dominguez	56,750	Linda F. Marvin	47,829	Rebecca Tilley.....	41,741	Eusebia Bonilla	37,281
Pansy L. Pierce	56,702	Jacqueline N. Alford	47,698	Sandi Gaither.....	41,656	Heather A. Verity	37,203
Jennifer M. Tito.....	56,308	Laura A. Kattenbraker.....	47,262	Breanna Nicole Goodwin.....	41,581	Michelle L. Sanders.....	37,153
Julie Brindell Sapp	55,895	Gloria Moreno Medrano.....	46,276	Becky M. Xepoleas.....	41,226	Emma Morales.....	36,862
Janelle A. Ferrell.....	55,533	Ann Tinucci Anderson.....	45,996	Peggy Young.....	41,016	Claudia Cervantes.....	36,780
Marnie R. Yunger	54,788	Missy M. O'Neal.....	45,935	Diane Covington.....	40,929	Julie S. Wojcik	36,725
Diana Gutierrez.....	53,980	Suzanne Tripp-Black.....	45,860	Debbie P. Roberts.....	40,820	Susan K. Lenser.....	36,683
Suzanne Moeller.....	53,626	Amber L. Towne-Geehan	45,757	Stacy Rozwadowski.....	40,328	Nancy N. Danley	36,657
Sonya F. Goins	53,211	Krystal K. Hunsucker.....	45,451	Tiffany Brooke Stout	40,151	Karen Cole.....	36,592

COMMISSION CIRCLE/ CÍRCULO DE COMISIONES

may/mayo 2015

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

Kali DeBlander Brigham.....	\$14,644	Sandra Estudillo.....	8,439	Stacy Rozwadowski.....	6,970	Sandra Braun	6,160
Thessy Nkechi Nwachukwu.....	13,103	Lisa Hansen	8,267	Jemma Holley Imwalle	6,930	Peggy Young	6,130
Karime Rosas.....	12,277	Susan C. Ehrnstrom	8,216	Becky M. Xepoleas	6,900	Elena Santos.....	6,109
Candace Lyn Doverspike.....	11,232	Pansy L. Pierce	8,149	Vanessa R. Upkins	6,819	Emma Morales.....	6,097
Donna Clark-Driscoll.....	10,910	Suzanne Moeller	8,020	Missy M. O'Neal.....	6,773	Donna F. Knotts.....	6,055
Paula M. Kirkpatrick	10,732	Rachelle Holloway	7,960	Tiffany Brooke Stout	6,747	Gail Bauer	6,039
K.T. Marie Martin	10,464	Krystal K. Hunsucker	7,731	Linda F. Marvin	6,672	Rhonda L. Barnett.....	5,994
Gloria Dominguez	10,362	Mary Lou Ardohain.....	7,702	Heather Christine Feiring.....	6,583	Rebecca Tilley	5,958
Cleta Colson-Eyre	10,265	Maricarmen Gonzalez.....	7,701	Julie Smith	6,562	Eusebia Bonilla	5,933
Diana Gutierrez.....	10,255	Suzanne Tripp-Black.....	7,616	Deborah S. Bailye	6,531	Chasity Marie Bromley.....	5,861
Julie Brindell Sapp.....	10,127	Mary Alice Dell.....	7,519	Leslie Anne Reynolds.....	6,524	Elayne J. Watson.....	5,806
Krystal D. Downey-Shada	10,044	Karen E. Gardner.....	7,391	Sonya F. Goins	6,523	Sandi Gaither.....	5,796
Brenda Fenner	9,903	Margarita Velez.....	7,367	Lynette L. Meisel.....	6,517	Katie Lyon	5,736
Sheryl K. Goins	9,889	Lacy Janel Nickelson	7,356	Liz Whitehouse	6,513	Judie Roman.....	5,730
Michele Semper.....	9,642	Laura A. Kattenbraker.....	7,280	Diane K. Lundgren	6,497	Carma J. Schmidtke	5,710
Laurieann Barclay.....	9,496	Gloria Moreno Medrano	7,273	Amber L. Towne-Geehan.....	6,423	Patty L. Bojan	5,696
Jacqueline N. Alford.....	9,448	Janelle A. Ferrell	7,264	Cindy Anderson	6,385	Allison L. Carter	5,655
Sherri Ammons	9,017	Mary Sharon Howell	7,238	Elizabeth A. Elder	6,381	Cissy E. Warren	5,650
Heather Jean McKinney.....	8,767	Barbara L. Harrison	7,181	Christy M. Cox.....	6,378	Maria Rocio Rico De Jacinto.....	5,645
Marnie R. Yunger	8,681	Jeanette M. Thompson	7,160	Mirna M. Garcia	6,373	Lisa A. DeLucia.....	5,641
Kimberly Michelle Perkins	8,677	Rosanne Pluchino	7,117	Deanna Lee Manning	6,362	Paulina Fernandez	5,625
Diane Covington.....	8,646	Eleanor M. Reigel.....	7,082	Courtney Leanne Armstrong	6,329	Karen Paluga-Larson	5,619
Jennifer M. Tito.....	8,617	Debbie A. Elbrecht	7,057	Carmen Nunez de Valencia.....	6,275	Betty Symons.....	5,598
Lisa Anne Harmon.....	8,502	Judy Lund	7,022	Ann Tinucci Anderson	6,213	Ma Ana Lilia Benitez Radilla	5,586
Sylvia Thomas Barritt.....	8,467	Connie A. Brinker	7,018	Bonnie Brannan	6,194	Melanie S. Abernathy.....	5,542



GO-GIVE® AWARD

Congratulations to our September 2015 *Go-Give*® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

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



Kaye McGee

Emerald

Independent Senior Sales Director

Began Mary Kay Business
April 1998

Sales Director Debut
July 2001

Offspring one first-line

National Sales Director
Go Give Area

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

Personal Lives in Savannah, Ga. Husband, Harry; son, Luke; daughters: Bonnie, Katie; two granddaughters

"I am motivated to help others because I've been blessed to have many people invest in my life. The Lord has given me a joyful spirit, and it's a privilege to encourage others – especially those in my Mary Kay family."

Independent Beauty Consultant Patricia Howard of Savannah, Ga., says, "Kaye exudes God's love. She gives makeovers for Weddings for Warriors each year and also at the Joy Prom for children with special needs."



Angela Fry

Diamond

Independent Future Executive Senior Sales Director

Began Mary Kay Business
February 1986

Sales Director Debut
May 1987

Offspring three first-line

National Sales Director
Go Give Area

Honors Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; 16-times Circle of Achievement; two-times Double Star Achievement

Personal Lives in Huntington, W.V. Husband, Ed; son, Roman; one granddaughter

"I am motivated to help others because after meeting Mary Kay, I wanted to be just like her! Showing heartfelt compassion, offering an opportunity for a better life and loving them to the top is the Mary Kay way!"

Independent Beauty Consultant Fran Holthaus of Sidney, Ohio, says, "As Angel's adoptee I had a place to stay, transportation, meals and a team to sit with when I attended Career Conference. I was included in all her team activities and treated like a lifelong friend."



Maria Munger

Ruby

Independent Sales Director

Began Mary Kay Business
January 2012

Sales Director Debut
September 2013

National Sales Director
Go Give Area

Honors Star Consultant

Personal Lives in Diamondhead, Miss. Husband, Michael; sons: Andrew, Zachary

"I am motivated to help others because when they realize they have a God-sized dream, it is an honor to be selected to play a part in growing that dream."

Independent National Sales Director LaRonda Daigle says, "My adoptee, Maria, is two hours away in Mississippi, and when I was finishing up my National Area, she came and sat with me until midnight! She prayed and helped my people just to make sure we were all good."



Stephanie Mitas

Sapphire

Independent Sales Director

Began Mary Kay Business
January 2010

Sales Director Debut
September 2011

National Sales Director
Cheryl Warfield

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

Personal Lives in St. Petersburg, Fla. Companion, John

"I am motivated to help others because as our Founder Mary Kay Ash believed, 'If today, just one woman realizes how great she is, it's a great day!'"

Independent Beauty Consultant Christine Walsh of Palm Harbor, Fla., says, "Stephanie has created a momentum in St. Petersburg of monetary and goods donations to CASA, which provides lifesaving services to survivors of domestic violence and their children."

MARY KAY®

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

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Take the 21-day Skin Care Challenge!

Mary Kay InTouch®
has more information on this
fun, interactive challenge.

#GlowAndTell

MARY KAY®

CITYSCAPE™

Where will life take you next™



Introducing *Cityscape*™ – fragrances for men and women inspired by the world's most glamorous skylines and the beauty of aspirations and undiscovered destinations. Help your customers experience the height of effortless elegance with these impeccable new scents.

CITYSCAPE™ FOR HER

NEW! *Cityscape*™ Eau de Parfum, \$50

Layer on the distinct beauty of this ambery floral eau de parfum and luxurious bath and body products.

- Top notes: Bergamot, pink pepper, red currant, apricot, violet leaves
- Middle notes: Phantasia orchid Scent TREK™, orange flower absolute, peony, Florentine orris
- Bottom notes: Sandalwood, damson plum, sustainable vanilla beans from Madagascar Orpur®, angelica, amber

NEW! Limited-Edition†

Cityscape™ Silkening Shower Gel, \$20

Elevate your everyday beauty routine with this pampering product.

NEW! Limited-Edition† *Cityscape*™ Silkening Dry Oil Mist, \$20

Luxurious fragrance experience wraps skin in a **hydrating veil of moisture**, leaving skin feeling satiny soft and silky smooth. **Absorbs effortlessly** and dries quickly, leaving behind a beautiful, silky sheen and a **delicate scent**. It's lightweight, doesn't leave an oily or greasy afterfeel and **infuses skin with moisture**.



CITYSCAPE™ LASTING LAYERS

Layer *Cityscape*™ fragrance products to help extend the scent.

- 1 Massage *Cityscape*™ Silkening Shower Gel onto wet skin, lather, then rinse thoroughly.
- 2 Apply *Cityscape*™ Silkening Dry Oil Mist to legs, arms and décolleté to enjoy a subtle fragrance and a beautiful, silky sheen.
- 3 Spritz *Cityscape*™ Eau de Parfum onto the backs of knees or wrists and nape of neck.



CITYSCAPE™ FOR HIM

NEW! Cityscape™ Cologne Spray, \$50

A combination of wood accents and Italian bergamot make it intoxicatingly masculine.

- Top notes: Italian bergamot, French lavender, pepper
- Middle notes: Geranium oil, Egypt Orpur®, orange flower, whiskey barrel accord
- Bottom notes: Cedarwood, sandalwood, patchouli oil, Indonesia Orpur®, vetiver, amber, Mediterranean rockrose

WHAT'S IN A NOTE?

- The **top note** is the first fragrance impression. It's the initial impact on your sense of smell.
- The **middle note** is the heart of the fragrance, which unfolds and develops a few minutes after you apply the fragrance.
- The **bottom note** is the final fragrance impression and can last for several hours after applied.

DID YOU KNOW?

According to market research firm NPD Group, the **U.S. prestige beauty industry reached \$11.2 billion** in 2014. Of that, **women's fine fragrance experienced the largest increase**, and **fragrance gift sets posted the largest growth for men.**



NEW! Limited-Edition† Cityscape™ Hair and Body Wash, \$20

Formulated to leave him feeling refreshed from head to toe.

Smell Success!

Check *Mary Kay InTouch*® for great tools to help you promote *Cityscape*™ as well as the full *Mary Kay*® fragrance portfolio! You'll find:

- ***Mary Kay*® Social Publisher.** Get beautiful and enticing posts delivered right to your *Mary Kay*® Facebook® page. If you have a *Mary Kay*® Personal Web Site, just opt in and your Facebook® friends can see all the new products – including *Cityscape*™!
- ***What's Your Fragrance Personality? Card Game.*** Updated with *Cityscape*™, this card game is a fun way to help your customers uncover the perfect *Mary Kay*® fragrance.
- ***Discover Your Scents of Style eCatalog.*** Delight and entice your customers to buy! You can email them to promote the full *Mary Kay*® fragrance line.
- ***Beaute-Vite*® Party Planner.** Send electronic invitations with a custom theme to guests. Even better, use the *Add a Personal Message* option to the *Sensorrific party* invitation and include a link to the *Discover Your Scents of Style* eCatalog. Guests get automatic reminders and updates, plus it keeps track of who's coming and saves guest information to *myCustomers*™.

FREE*
with the purchase
of \$90 suggested retail
(excluding tax) of any
Cityscape™ fragrance
or *Cityscape*™ limited-
edition† products.

The tote bag
is lined with an
interior slip pocket.
Approximately
10.5" H X 17.25" W



CITYSCAPE™



WHY YOU AND YOUR CUSTOMERS WILL LOVE IT

- First *Mary Kay*® his-and-hers fragrances launch.
- Complements the *Mary Kay*® City Modern Collection for fun, city-themed parties and cross-selling opportunities (see Pages 6-7).
- Launches in time for the **holiday selling season.**
- Competes with other fine fragrances.
- Reason to **connect with your customers.**

IF THEY TRY, THEY WILL BUY.

Consumers love to try new products, especially if the products are free! You'll find *Cityscape*™ spray vials for her and discovery seals for him on Section 2 of the 8/15 Consultant order form.

- *Cityscape*™ Eau de Parfum Spray Vials (pk./6), \$4
- *Cityscape*™ Cologne Discovery Seals (pk./12), \$3.50

GIFT WITH PURCHASE

Your customers will love this **gorgeous tote!** The *Mary Kay*® *Cityscape*™ Tote Bag embossed with the *Mary Kay*® logo is **FREE*** with the purchase of \$90 suggested retail (excluding tax) of any combination of *Cityscape*™ fragrances or *Cityscape*™ limited-edition products.

(If you qualify for the 50 percent Earned Discount Privilege, you purchase \$45 in wholesale *Cityscape*™ products and get the bag free!)

SALES BOOST!

Display this consumer flier at your parties or copy and insert it in sales bags. ▶

MARY KAY



CITYSCAPE™

WHERE WILL LIFE TAKE YOU NEXT™

This effortlessly elegant fragrance is available exclusively through _____, your Mary Kay Independent Beauty Consultant.

discover what you **LOVE**®
marykay.com



FOR HER

NEW! Cityscape™
Eau de Parfum, \$50



FOR HIM

NEW! Cityscape™
Cologne Spray, \$50

All prices are suggested retail.

City



Available in Naturally Chic, Oh So Currant and Berry Stylish shades.

NEW! Limited-Edition[†] *Mary Kay*[®] Velvet Lip Crème. This velvety-soft lip crème glides on smoothly and effortlessly for color that stays true and feels luxurious. Get moisture-rich lip color for a metropolitan look with a satin finish.

Get **Social!**  

Share the *Mary Kay*[®] Trend Report eCatalog along with images and fun trend videos from the [Video Lounge](#) on your Facebook[®] and Instagram[®]! Find these and more on *Mary Kay InTouch*[®].

Ana Bela is wearing NEW limited-edition[†] City Sophisticate Eye Color Palette, *Mary Kay*[®] Gel Eyeliner in Jet Black, *Lash Love*[®] Mascara in I ♥ black, *Mary Kay*[®] Mineral Cheek Color in Golden Copper, NEW limited-edition[†] Berry Stylish Velvet Lip Crème and NEW limited-edition[†] Gallery Gray Nail Lacquer.

Modern

Welcome to Big City Style
With Rich Colors and Textures.



NEW! Limited-Edition† Mary Kay® Nail Lacquer. Nails become an accessory of their own in fall's luminous shades.



NEW! Limited-Edition† Mary Kay® Eye Color Palette. Bring a confident ease to any look with shades that stay true and last all day. Smudgeproof, luminous and so sophisticated!



NEW! Limited-Edition† Mary Kay® Crossbody Bag

It's \$5* when your customers purchase \$55 (excluding tax) in suggested retail products from the limited-edition† Mary Kay® City Modern Collection.

Approximately
8" H X 5.75" W



Fashion-Forward

Elegance meets effortless. The look is streamlined with a beautiful mix of metallic and matte textures.

- **HAIR:** Sculptured updos, twisted buns, blunt bobs and side waves.
- **FASHION:** Apparel behaves like soft architecture with protective shapes and comforting materials. Fuzzy fabrics and cozy knits in tweed, herringbone, checks, plaid and houndstooth.
- **SHOES:** Square toes, oxfords and slouchy boots.
- **ACCESSORIES:** Chokers, architectural earrings and classic cat eye frames.