

MARY KAY

SEPTEMBER 2018

applause®



Simple Beauty!

Botanical Effects®: What's new? Everything but the name!

Plus! Brows that wow. Step-by-step on how to get.

SEPTEMBER *Dates*



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.

Labor Day. All Company offices closed. Postal holiday.

10

Early ordering of the new **Holiday 2018 promotional items** begins for all Independent Beauty Consultants enrolled in *Preferred Customer Program*SM.

Holiday 2018 Preferred Customer ProgramSM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

13

Mary Kay's 55th anniversary.

15

Holiday 2018 promotion early ordering for all Independent Beauty Consultants begins.

Postmark deadline for Quarter 1 Star Consultant quarterly contest.

Deadline to make Quarter 4 Star Consultant prize selections.

16

Holiday 2018 promotion begins.

Quarter 2 Star Consultant quarterly contest begins.

Winter 2018 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

17

Registration for Nov. 14–17 session of **New Independent Sales Director Education** opens.

20

Online prize selection available for Quarter 1 Star Consultant quarterly contest

New Independent Sales Director Education begins Orlando, Fla.

27

Last day of the month for Independent Beauty Consultants to place phone orders.

28

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.

30

Last day of the month for Independent Beauty Consultants to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

Take advantage of every single day and every single minute to get your wheels in motion. It will take a plan of action and a foundation from which to build and a great attitude. Moving ahead quickly in your career depends upon setting and reaching goals that will take you right to the top.

”

Mary Kay

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)

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. ©2018 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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TRENDING *Now*

We're Double Nickels!

Here's to 55 years. We stand the test of time and remain true to our values. We surprise and delight and help make every woman feel beautiful inside and out. Now that's worth celebrating!



SOCIAL CALL! September Is Skin Care Awareness Month.

Individuals average nearly two hours on social media every day. Tap into this marketing opportunity with *beautiful images* and posts. On *Mary Kay InTouch*[®] under *Resources > Digital Zone*.

Applause[®] Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLEBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: JUSTO MARTINEZ JR SENIOR PREPRESS ARTIST: RICHARD HUDSON SENIOR PROOFREADERS: LISA HORNE, GAYLEEN WOODALL

*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 parties 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.

UPDATED *Botanicals*

**NOURISHED. REFRESHED.
HEALTHY-LOOKING SKIN.**

NEW! BOTANICAL EFFECTS® SKIN CARE

A fresh, new take on the *Botanical Effects*® Skin Care regimen. New and everything good for your customers' skin and your business. Ideal for those looking for simple, uncomplicated solutions.

WHAT'S NEW? EVERYTHING BUT THE NAME!

- **All-new formula.** Dragon fruit and aloe extracts help defend against free radicals.
- **Simplified.** One formula for all skin types.
- **New packaging.** Fun and fresh, just like the new ingredients. Plus, as with the originals, the cartons and the Refreshing Toner bottle are recyclable, which gives them new life versus going to a landfill. And the caps are about one-third lighter than the originals – so even less plastic is used!
- **Oil-free.** Non-comedogenic (won't clog pores). Suitable for all skin types. Clinically tested for skin irritancy and allergy. Dermatologist-tested. It's also sulfate-free and paraben-free.

WHO'S YOUR CUSTOMER? ANYONE:

- Learning the benefits of a healthy skin care routine.
- Not yet concerned about signs of aging.
- Looking for a no-fuss option that delivers fresh-, healthy-looking skin that feels nourished.
- Younger, typically ages 18 – 25.

ALSO SOLD SEPARATELY, BOTANICAL EFFECTS®:

- Cleansing Gel, \$18
- Refreshing Toner, \$18
- Moisturizing Gel, \$18



Cleansing Gel



Refreshing Toner



Moisturizing Gel



Invigorating
Scrub

**GET THE
THREE-PIECE
REGIMEN
\$54**

**ADD-ON
\$18**

HELP IS HERE!

Updated Skin Care Place
Mat on [Party Central](#).

Product Central has:

- Skin Care Extras video.
- Social media images and posts.

Find fliers, *MKeCards*® and
more on *Mary Kay InTouch*®.

All prices are suggested retail.



EASY TO USE EVERY DAY:

Cleansing Gel ☀️ 🌙
 Refreshing Toner ☀️ 🌙
 Moisturizing Gel ☀️ 🌙

Two or three times per week: Use Invigorating Scrub morning or night after Cleansing Gel.

THE STARS DRAGON FRUIT

A standout superfruit that contains fatty acids and several B-complex vitamins, including the “anti-stress vitamin” B1 (thiamin), plus B2 (riboflavin) and B3 (niacin). It’s full of minerals like iron, calcium and phosphorus. Also rich in antioxidants to help fight skin-damaging free radicals.

ALOE

Often called a “miracle plant” for its reported soothing properties. The gel contains more than 75 nutrients, including 20 minerals and 12 vitamins. It’s shown to help maintain skin’s moisture barrier and is high in vitamin E, an effective antioxidant. It’s also shown to promote healthy skin and cell turnover.

QUESTIONS? WE’VE GOT ANSWERS!

WHO IS THE TARGET CUSTOMER?

The new formula is intended to help you target new younger customers looking for an uncomplicated starter regimen. Some of your current *Botanical Effects*® customers may now want to try *TimeWise*® *Miracle Set 3D*™ or *TimeWise Repair*®.

WHY IS *BOTANICAL EFFECTS*® NO LONGER CUSTOMIZED BY SKIN TYPE?

The new line is designed to deliver the essentials a young woman’s skin needs year-round, regardless of skin type. Even as her skin condition may fluctuate due to hormonal changes, the

seasons, the environment and other factors, *Botanical Effects*® can still deliver the fresh-, healthy-looking skin she wants.

WHY DOESN’T THE NEW *BOTANICAL EFFECTS*® SKIN CARE INCLUDE A MASK?

The new *Botanical Effects*® Invigorating Scrub is a great alternative. Just like a mask, it offers benefits such as exfoliation and a healthy glow, and it leaves skin feeling refreshed, balanced and nourished. And it’s quick and easy to use at the sink or shower – there’s no waiting!

IF SHE LIKED	TRY	SUGGESTED ADD-ONS
Mask Formula 1 (normal to dry)	Invigorating Scrub	<i>TimeWise</i> ® Moisture Renewing Gel Mask, <i>TimeWise Repair</i> ® Lifting Bio-Cellulose Mask
Mask Formula 2 (normal)	Invigorating Scrub	<i>TimeWise</i> ® Moisture Renewing Gel Mask
Mask Formula 3 (combination to oily)	Invigorating Scrub	<i>Clear Proof</i> ® Deep-Cleansing Charcoal Mask, <i>Clear Proof</i> ® Pore-Purifying Serum*

* Over-the-counter drug product

Beauty for Life.

SKIN CARE FOR ALL.

Mary Kay offers the **ideal skin care regimen for all your customers** – any stage and any age. There's something to help everyone enjoy beauty for life.



\$54

SIMPLE FOR YOU

Botanical Effects® Regimen

is ideal for those just learning about the importance of a skin care regimen and not yet concerned about the signs of aging.



\$110

A MIRACLE FOR YOU

TimeWise® Miracle Set 3D™

appeals to your broadest range of customers – those looking to address early-to-moderate signs of aging. It **defends**, **delays** and **delivers** visible improvements to help them look younger longer!



\$205

AGELESS FOR YOU

TimeWise Repair® Volu-Firm® Set

is for your customers who want to target advanced signs of aging. It delivers youth-restoring firmness and skin lift.



\$45

CLEARLY FOR YOU

Clear Proof® Acne System

is a *clear* choice for those with acne-prone skin.

Great Add-On!



Skinvigate™ Cleansing Brush, \$50

(Includes one cleansing brush, two brush heads,† two AA batteries.)

Your customers will love the extra clean feeling. Dermatologist-tested. Suitable for cleansing sensitive skin.

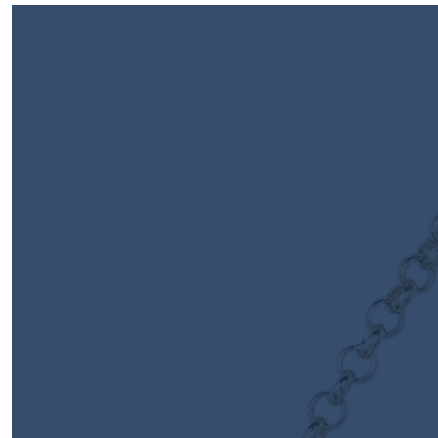
Here's what women ages 13 to 70 said about this cleansing brush in an independent consumer study:*

- 97%** Maximizes my skin care benefits.
- 94%** Transforms dull skin into a radiant complexion.
- 96%** Provides a more even-looking skin tone.
- 93%** Reveals youthful-looking skin.
- 95%** Skin feels softer, smoother and healthier.

YOU HOLD THE KEY



MARY KAY



JULY 1, 2018 – JUNE 30, 2019

With new faces as your goal and the Mary Kay way as your guide, *You Hold the Key* to make your dreams come true. Unlock your potential and imagine what doors can open for you!



12 KEYS TO SUCCESS

Each month, a new key in the [Mary Kay You Hold the Key Challenge](#) centers on the **timeless business basics of booking, selling and team-building.**

Collect all 12!

AUG. 1–31: BE A GOAL-GETTER!

Yours when you sell enough product to place a cumulative **\$600+ wholesale Section 1 order** in August.



INDEPENDENT
SENIOR SALES
DIRECTOR KATHY
VIOLA, EAST
MEADOW, N.Y.

TRACK IT, BABY!

"A tracked number grows. I teach my unit members to write down their goals so they can track, and give goals an end date so that they're measurable within a time frame. (e.g., 'I will find 30 faces in 30 days.' Or 'I will hold 12 parties in four weeks.') The Weekly Accomplishment Sheet and Six Most Important Things list can help you track your progress and are your safety nets of accountability."

Mary Kay Ash didn't just believe in goal-setting; she believed in *goal-getting*! She taught:

- **Select your goals.** Write them down, and be precise to know exactly what you want.
- **Chart your course.** Plan your work, and work your plan.
- **Commit yourself.** Let nothing, no one or any circumstance deter you.
- **Expect results.** Around here, we're realists. We expect a miracle every day.



Get this necklace in August when you place a \$600 wholesale Section 1 order.



Party and **PASS IT ON.**

When you share your love for Mary Kay and the all fun that comes with it, you help others realize their own dreams. Now doesn't that feel good?



YOU GO, GIRL!

2 ACTIVE* PERSONAL TEAM MEMBERS

SENIOR INDEPENDENT BEAUTY CONSULTANT

- 4% personal team commissions
- Order your red jacket
- Qualify for Star Consultant prizes
- Senior Consultant pin enhancer



3 TO 4 ACTIVE* PERSONAL TEAM MEMBERS

STAR TEAM BUILDER (RED JACKET)

- 4% personal team commissions
- Flaunt it in your red jacket
- Qualify for Star Consultant prizes
- Star Team Builder pin enhancer



5 TO 7 ACTIVE* PERSONAL TEAM MEMBERS

TEAM LEADER

- 9 or 13% personal team commissions
- Eligible to be on-target for car and achiever status (Grand Achiever Career Car or Cash Compensation)
- Qualify for Star Consultant prizes
- Team Leader pin enhancer



INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR
MICHELE ARMES, HONEOYE, N.Y.

BEST PART IS SHARING!

"Sharing your Mary Kay life with others is the best part of this business. If you love what you do and it fills your needs, why not share with others? Find 30 women each month to pamper and

work full circle as you book, sell and team-build. It can be your success formula. Remember, every customer is just one step away from being a Mary Kay Independent Beauty Consultant."

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.

RELATIONSHIPS *Matter.*



INDEPENDENT
SALES DIRECTOR
KIMM MOORE,
(RIGHT)
AND HER
NO. 1
INDEPENDENT
BEAUTY CONSULTANT KIM MCMINN

You never know what miracles may come from your Mary Kay business. It's not always about making the sale. Mary Kay is about building relationships.

I had a client for seven years who booked a facial every three months and then might buy one thing, but return it at her next facial.

She was a stay-at-home mom who babysat lots of children, and she just needed some pampering.

Two years ago, she brought her daughter, **Kim McMinn**, to a Mary Kay event. Kim had seen her mother being pampered with *Mary Kay*® products all those years.

Kim liked what she saw, and she signed her Independent Beauty Consultant Agreement.

Today she is the **No. 1 Independent Beauty Consultant** in my unit and celebrated in the **Princess Court of Personal Sales** at Seminar 2018 with \$20,000 in personal retail production. She got to parade across the Seminar stage for the first time, and now she's working toward Sales Director-in-Qualification!

Meet Red Jacket

Amanda
Lambert



WHY SHE STARTED HER BUSINESS

I love makeup and like the freedom of deciding how high I can climb. Mary Kay has changed my complexion and my confidence.

WHEN SHE GOT HER STARTER KIT

On my 18th birthday. Thanks, Dad, for the best birthday present ever!

WHAT'S HAPPENING IN HER MARY KAY BUSINESS NOW

It's even more fun! I feel like every time I add a new team member and see her excitement, it motivates me to hold more parties and share Mary Kay with even more women.

ONE PIECE OF ADVICE

Don't stop. The only way to fail is to quit. This is a fun business making others feel and look beautiful. Women will want to join you if they see you're having fun. I've met so many wonderful new friends from my Mary Kay business. Also learn from your Independent Sales Director. She's there to help you succeed!

Be genuine
and relax!

This is a fun
business.

GET SOCIAL

If you don't have one, check into a **Mary Kay® Personal Web Site**. It's how consumers shop and can help stretch your circles. Facebook® and Instagram® are great ways to reach out and find new faces through exciting and impactful posts.

Turn the page for a handy flier you can share with your party guests!

BOSS BABE

**WHO WANTS TO PARTY WITH
FUN WOMEN, PLAY WITH
MAKEUP AND EARN \$\$\$?**

A Mary Kay business can give you all
this and more, like **prizes, bonuses,**
recognition and **confidence!** You
choose how far you want to travel down
your road to success. Ask me how!



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Gloria Mayfield Banks



Patricia Turker



Kathy Helou



Lisa Madson



Sonia Pérez



Lupita Magaña



Debi Moore



Cindy Williams



Pamela Fortenberry-Slate



Stacy James

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/DIAMOND/
GOLD CIRCLE
EN MARCA PARA EL CÍRCULO
INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 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 2018, NSD Area Leadership Development Bonuses, October, February and March Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for April 2018.) 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, 2017, through May 31, 2018./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en mayo de 2018; crédito de clasificación del Impulso de Octubre, Febrero y Marzo; gratificaciones de DNV por desarrollo de liderazgo y comisiones de DNV como parte de la participación de la DNV en el Programa de Desarrollo de Liderazgo Global de abril de 2018.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2017 al 31 de mayo de 2018.

INNER CIRCLE / CÍRCULO
INTERIOR

\$750,000
Gloria Mayfield Banks
\$720,285
Patricia Turker
715,845

\$650,000
Kathy Helou
\$603,135

\$600,000
Lisa Madson
\$577,675

\$500,000
Sonia Páez
\$473,147
Lupita Magaña
472,845

\$400,000
Debi Moore
\$389,987
Cindy Williams
376,872

\$350,000
Pamela Fortenberry-Slate
\$352,529
Stacy James
348,346

\$325,000
SuzAnne Brothers
\$312,731
Pamela Waldrop Shaw
306,698

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000
Sara Pedraza-Chacón
\$296,089

Dayana Polanco
295,571
Linda Toupin
286,270
Evelinda Díaz
274,761

\$250,000
Dacia Wiegandt
\$269,452
Anabell Rocha
261,542
Ada García-Herrera
258,635

Julia Burnett
252,533
Cyndee Gress
247,961
Sandy Valerio
247,953

Julianne Nagle
246,894
Kay Elvrum
246,860

Anita Tripp Brewton
246,687
Julie Krebsbach
246,529
Dawn Dunn
243,599

Kristin Myers
239,096
Davanne Moul
237,171
O'Nelly Encarnación
236,001

Paola Ramírez
230,453

\$200,000
Kerry Buskirk
\$226,019
Mary Estupiñan
223,637
Lia Carta
223,205
Mayuli Rolo
221,562
Connie Kittson
214,264
Lily Orellana
210,385
Sue Pankow
210,230
Kimberly Copeland
209,601
Rosibel Shahín
208,908
Sonia Bonilla
208,725
Yosaira Sánchez
204,849
Gloria Báez
204,756
María Monarrez
195,852
Cindy Fox
194,188
Shannon Andrews
191,156
Valerie Bagnol
186,001
Scarlett Simpson
183,439

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000
Morayma Rosas
\$180,792
Lorraine Newton
179,946
Jan Thetford
173,782

Alicia Lindley-Adkins
172,827
Susan Hohlman
172,753
Kim McClure
172,528
Lisa Allison
165,405

Monique Balboa
164,486
Tammy Crayk
162,133
Rebbeca Evans
161,531

Leah Lauchlan
160,954
Somer Fortenberry
160,401
Joanne Bertalan
155,293

Yvonne Lemmon
154,604
Alma Orrostieta
153,440
Pam Klickna Powell
152,989

Noelia Jaimes
152,563
Evitelia Valdez-Cruz
151,243
Pam Ross
149,628

Janis Z. Trude
149,288
Cathy Bill
149,143
Auri Hatheway
148,029

Pam Higgs
146,242
Juanita Gudiño
146,175
Kym Walker
145,742
Debra Wehrer
145,081
Luzmila Abadia Carranza
143,937
Alia Head
143,477
Michelle Sudeth
143,370
Kirk Gillespie
139,439
Diane Mentiply
139,299
Gladis Elizabeth Camargo
138,738
María Flores
137,436

\$125,000
Gay Hope Super
\$136,659

Kristin Sharpe
136,331
Bianny Ramírez
136,052
Crystal Trojanowski
135,746
Brenda Segal
135,292

Pamela Tull
134,230
Lynnea Tate
133,706
Kate DeBlander
131,853

Noemi Jaimes
131,359
Marilyn Marte de Melo
131,096
Deb Pike
130,913
Roxanne McInroe
129,572

Gina Rodríguez-Orriola
125,310
Rosa Bonilla
124,668
Glinda McGuire
123,987
Dawn Otten-Sweeney
123,833

Lupita Díaz
123,417
Sharon Buck
123,195
Diana Sumpter
123,063
Ruth Everhart
121,225

Annaka Krafka
120,347
Vicki Jo Auth
120,233
Gena Rae Cass
119,490
Lynne Holliday
119,489

Mairelys López
119,215
Brittany Kaps
118,826
Elizabeth Sánchez
118,690

Marixa González
117,651
Alejandra Zurita
117,469

Diana Heble
117,375
Nancy Osborn
116,119
Lara McKeever
115,915
Phyllis Pottinger
115,329

Evalina Chávez
115,245
Elizabeth Muna
115,077
Sue Wallace
114,565

MONTHLY COMMISSIONS
AND BONUSSES
GRATIFICACIONES Y
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in May plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts./Comisiones mayores de \$10,000 ganadas en mayo además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

RUBY/RUBÍ

Cindy Williams*
\$41,053
Stacy I. James**
36,241

Linda C. Toupin
28,606
Kim L. McClure
25,102
Anabell Rocha*
22,889

Jan L. Thetford
19,856
Julie Krebsbach*
19,426
Lynda Jackson*
18,897

Sandy Valerio*
17,648
Gloria Báez*
17,191
Mary Estupiñan*
16,823

Lia Carta**
16,743
Cindy Fox*
15,852
Crystal Trojanowski
15,836

Donna B. Meixsell
14,961
Brenda Segal*
13,722
Bea Millslagle
12,898

María Flores
12,847
Lara F. McKeever
12,714
Jo Anne Barnes
12,594

Juanita Gudiño
12,575
Tammy A. Vavala
12,437
Patty J. Olson
12,084

Tammy Romage
11,521
Kate DeBlander
11,409
Deb Pike
11,166

Cecilia C. James
10,939
Michelle Sudeth*
10,728

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$52,450
Kathy S. Helou***
47,594

Debi R. Moore*
39,237
Pamela A. Fortenberry-Slate*
31,922
SuzAnne Brothers*
27,107

Lorraine B. Newton
22,219
Somer Fortenberry
22,204
Sara Pedraza-Chacón*
21,774

Sylvia Kalicak*
21,692
Paola Ramírez
20,291
Davanne D. Moul*
20,272

Cyndee Gress*
20,016
Kristin Myers*
18,947
Morayma Rosas
18,731

Valerie J. Bagnol*
18,238
Kimberly R. Copeland
17,346
Evalina Chávez
16,009

Diane L. Mentiply
14,878
Alicia Lindley-Adkins*
14,619
Scarlett Simpson*
13,889

Janis Z. Trude
13,888
Ruth L. Everhart
13,509
Lupita Díaz
12,636

LaRonda L. Daigle
12,430
Debra M. Wehrer
12,429
Elizabeth Sánchez
12,402

Avelyn R. Smith
12,352
Dawn Otten-Sweeney
11,542



Heather A. Carlson
11,091
Cathy E. Littlejohn
10,647
Julie Weaver
10,343
Alma Orrostieta
10,300
Diana Heble
10,215

EMERALD/ESMERALDA

Gloria Mayfield Banks***

\$73,820
Patricia Turker**
66,187
Sonia Pérez**
39,720
Dacia Wiegandt*
24,831
Ada García-Herrera
23,536

Evelinda Díaz*
21,662
Julianne Nagle*
20,633
Dayana Polanco*
20,058

Mayuli Rolo*
19,435
Anita Tripp Brewton*
19,092
Auri Hatheway
18,566
Kerry Buskirk*
16,838
Rosibel L. Shahin*
16,728

Tammy Crayk
16,598
Monique Balboa
16,405
Pam I. Higgs
16,018
Sonia Bonilla
15,618

Pamela E. Tull
15,358
Noemi C. Jaimes
14,950
Cathy Bill*
14,340
Kirk Gillespie
13,922
Crisette M. Ellis
13,196

Joanne R. Bertalan*
12,743
Bianny Ramírez
12,584
Kym A. Walker*
12,499
Pam Klickna Powell
12,075

Noelia Jaimes*
11,926
Marilyn Marte de Melo
11,630
Sue Wallace
11,595
Luzmila E. Abadia Carranza*
11,228

Kathy P. Oliveira
11,181
Yudith Pupo
11,030
Gina Rodríguez-Oriola
10,705

Roya Mattis
10,254
Diane Bruns
10,217
Jill D. Davis
10,119

DIAMOND/DIAMANTE

Lisa Madson*

\$56,692

Shannon C. Andrews*

27,793

Pamela Waldrop Shaw**

26,567

Dawn A. Dunn*

24,112

Yosaira Sánchez*

21,714

Pam Ross*

21,115

Kay E. Elvrum

19,724

O'Nelly Encarnación

19,608

Leah Lauchlan

18,736

Julia Burnett*

18,398

Anita Conley*

17,936

Lisa Allison

17,250

Connie A. Kittson*

17,216

Sue Pankow

16,724

Lily Orellana

16,601

Kristin Sharpe

16,434

María Monarrez

16,041

Marixa González

15,911

Rebecca Evans*

15,877

Vicki Jo Auth

15,559

Diana Sumpter

15,359

Evitelia Valdez-Cruz

14,726

Susan M. Hohlman*

14,405

Yvonne S. Lemmon

14,278

Enma Bermeo*

13,921

Sharon L. Buck

12,861

Heidi Goelzer

12,858

Julia Mundy

12,688

Robin Rowland

12,437

Alia L. Head

12,375

Roxanne McInroe

11,612

Rosa Carmen Fernández

11,097

Cheryl Fulcher

11,033

Lynnea E. Tate

10,946

Rosa Bonilla*

10,728

Kaye Driggers

10,588

Candy D. Lewis

10,272

Lynne G. Holliday

10,105

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

* Denota DNV Senior

** Denota DNV Ejecutiva

*** Denota DNV Ejecutiva de Élite

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in May 2018./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en mayo de 2018.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

RUBY/RUBÍ, Candace Doverspike, <i>Go-Give Area</i>	\$101,952
SAPPHIRE/ZAFIRO, Linda Meier, <i>D. Moore Area</i>	\$101,062
EMERALD/ESMERALDA, Keiko Nakao, <i>Go-Give Area</i>	\$136,467
DIAMOND/DIAMANTE, Amy Kemp, <i>Go-Give Area</i>	\$122,167

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

RUBY/RUBÍ, Elizabeth A. Kramer, <i>Go-Give Area</i>	\$13,665
SAPPHIRE/ZAFIRO, Sephrene Menogan, <i>S. Brothers Area</i>	\$17,277
EMERALD/ESMERALDA, Terrah Cromer, <i>C. Bill Area</i>	\$12,367
DIAMOND/DIAMANTE, Kelly M. Freeman, <i>K. Ford Area</i>	\$42,700

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

RUBY/RUBÍ, Justin Martin, M. Shipp Unit, <i>C. Williams Area</i>	\$17,020
SAPPHIRE/ZAFIRO, Patricia L. Shallenberger, A. Sherman Unit, <i>Go-Give Area</i>	\$16,305
EMERALD/ESMERALDA, Darlene M. Figgley, M. Hester Unit, <i>Go-Give Area</i>	\$14,102
DIAMOND/DIAMANTE, Christine Rhoney, R. Hirneisen Unit, <i>D. Dunn Area</i>	\$22,356

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

RUBY/RUBÍ, Sales Director Tassiane Assis, <i>Go-Give Area</i>	15 New Team Members
SAPPHIRE/ZAFIRO, Heather L. Garland, B. Howerton-Adams Unit, <i>K. Myers Area</i>	14 New Team Members
EMERALD/ESMERALDA, Bohyung Park, K. Nakao Unit, <i>Go-Give Area</i>	16 New Team Members
DIAMOND/DIAMANTE, Sales Director Ashley R. Harrison, <i>L. Lauchlan Area</i>	12 New Team Members



TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for May 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en mayo de 2018.

RUBY/RUBÍ

Candace L. Doverspike, 29
Stephanie L. Coker, 27
Esther Amador, 22
Thessy N. Nwachukwu, 20

SAPPHIRE/ZAFIRO

Gloria J. Johnson, 41
Herendira Garcia, 30

Keita Powell, 25
Yvonne L. Capehart, 24
Flor D. Maldonado, 22
Satarro Purnell, 21
Nedra R. White, 21
Xiomara Guevara Flores, 20
Robin S. Moody, 20
Julie B. Sapp, 20
Beverly A. Stephens, 20

EMERALD/ESMERALDA

Rosanna M. Briceno Sanchez, 29
Angel Guerra, 28
Emily S. Vijil, 27
Sahily Cruz, 24
Tracy A. Clymer, 22
Karla P. Vasquez Espinoza, 22
Maria de La Luz Avila, 21
Eburn Osaze, 21

Silvia Rodriguez, 21
MariaJose Torres, 21
Arellys M. Dubront Pinto, 20
Menina M. Givens, 20
Liz Voran, 20

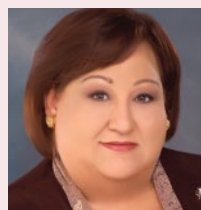
DIAMOND/DIAMANTE

Elizabeth Fernandez, 23
Therma A. Aguasvivas, 20

SALES MENTORS

MENTORAS DE VENTAS

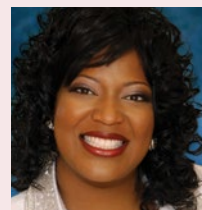
Special thanks to the sales mentors for the April, 2018, *New Independent Sales Director Education class*./Un agradecimiento especial para las mentoras de ventas de las clases de educación para nuevas Directoras de Ventas de abril de 2018.



Mary Estupiñán
Senior National
Sales Director
Ruby Seminar



Cindy Fox
Senior National
Sales Director
Ruby Seminar



Kym Walker
Senior National
Sales Director
Emerald Seminar



Lily Orellana
National Sales Director
Diamond Seminar

DIAMOND / *DIAMANTE*

NEW DEBUTS DEBUTES

March/Marzo 2018

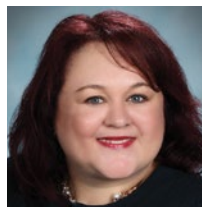
Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch** under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch**. En el apartado "Recursos", haz clic en "Programa DIQ".



Eva Alcantara
Los Angeles
E. Guerrero Unit



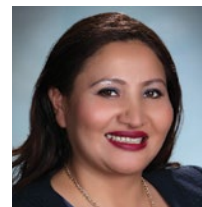
Mirella Algorri
Willingboro, N.J.
K. Colon Unit



Taryn Bentaous
Methuen, Mass.
K. Trow Unit



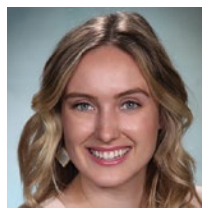
Flora Bonilla
Charlotte, N.C.
L. Flores Unit



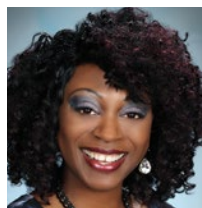
Lilian Cedillo
Roanoke, Va.
M. Espino del cid Unit



Regina Denise Harlan
Columbia, S.C.
K. Briggs Unit



Jaquelin Hurst
San Antonio
H. Hurst Unit



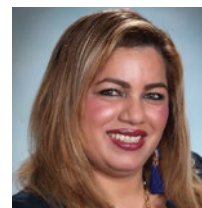
Natalie Keys
Raymore, Mo.
N. Orr Unit



Alice V. Muhammad
South Holland, Ill.
S. Hohlman Unit



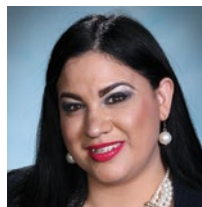
Susan Pascal
West Palm Beach, Fla.
J. Forrest Unit



Mary Y. Posadas
Salem, Va.
J. Del Cid Unit



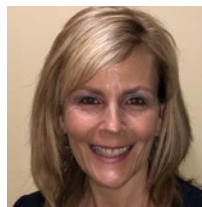
Shirley A. Rice
Bolingbrook, Ill.
B. Bridges-Wheeler Unit



Martha Rodriguez
Detroit
K. Hernandez Trejo Unit



April M. Whaley
Fallbrook, Calif.
C. Fehr Unit



Paula Powlette*
Centerville, Ohio
C. Fagan Unit

Not pictured/Sin foto: *Amarilis Almanzar*, Brooklyn, N.Y., *M. Hernandez Unit*; *Amelia T. Becker*, Chicago, C. Landaker Unit; *Joslin J. Beckmann*, Cornish, Utah, S. Arnold Unit; *Cherie S. Brownlee*, Red Banks, Miss., M. King Unit; *Delia G. Flores*, Dumas, Texas, A. Rodriguez Unit; *Kimberly A. Hall*, Villa Rica, Ga., J. Muchnick Unit; *Lana Held*, Moffitt, N.D., D. Martin Unit; *Maria G. Jacobo*, Jurupa Valley, Calif., F. Garcia Unit; *Virginia A. Kerr*, Sugar Hill, Ga., K. Sharpe Unit; *Tawny Lima*, Anaheim, Calif., I. Castro Unit; *Amy Matthews*, Bainbridge, N.Y., S. Pennella Unit; *Mirian E. Montufar*, Houston, M. Esparza Unit; *Elida Morales*, Austin, Texas, A. Carvajal Unit; *Jessica Nieves*, San Juan, PR, A. Pagan Unit; *Olga E. Pasco*, East Boston, Mass., R. Bonilla Unit; *Maria J. Pujols*, Charlotte, N.C., A. Ramos Unit; *Evangelina Ramirez*, Long Island City, N.Y., E. Santos Unit; *Flor D. M. Rivera*, Brooklyn, N.Y., S. Herrera Unit; *Ana R. Segovia*, Greenbelt, Md., O. Sanchez Unit; *Denise M. Smith*, Linton, N.D., P. Kelsch Unit; *Connie L. Tricebock*, Mint Hill, N.C., S. Lasso Unit; *Efrain Velasco*, Riverside, Calif., V. Beltran Unit; *Stephanie Woodruff*, Noblesville, Ind., H. Puthoff Unit; *Glenda Y. Zavala*, Chelsea, Mass., D. Pena Unit.

*Previously debuted./Debutó con anterioridad.

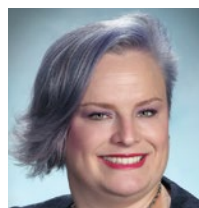
DEAN'S LIST LISTA DEL DECANO



May/Mayo 2017

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

Not pictured/Sin foto: *Liset Hidalgo*, Louisville, Ky., Y. Pupo Area; *Christy L. Jordan*, Sunbury, Ohio, K. Myers Area.



Ginger M. Noel
Fayetteville, Ga.
Sapphire Go-Give Area
Sapphire Seminar

TRIPLE CROWN TRIPLE CORONA



May/Mayo 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date./Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured/Sin foto: *Enedina Vargas*, Wingate, N.C., E. Valdez-Cruz Area.



For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch**. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch**.

HONORS SOCIETY SOCIEDAD DE HONOR

May/Mayo 2017

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



Reina Guzman
Charlotte, N.C.
I. Jimenez Area

Not pictured./Sin foto: Enedina Vargas, Wingate, N.C., E. Valdez-Cruz Area.

FABULOUS 50s FABULOSOS 50

November/Noviembre 2017

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



Lillian Y. Pagoada
Chelsea, Mass.
R. Bonilla Area

Not pictured./Sin foto: Genie Moore, McDonough, Ga., K. Driggers Area; Gialile Remar, Lake Charles, La., D. Sumpter Area.



- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked/
Los anillos se muestran encimados.

ON THE MOVE EN ACCIÓN

March/Marzo 2018

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

Mirella Algorri
Flora Bonilla
Lilian Cedillo
Eva Flores
Kimberly A. Hall
Maria G. Jacobo

Amy Matthews
Mirian E. Montufar
Mary Y. Posadas
April M. Whaley
Glenda Y. Zavala

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

May/Mayo 2018

Independent Beauty Consultants who added at least three active new personal team members during May./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en mayo.

Barb A. Abner
Evelia Alva
Andrea A. Armijos
Stacy Armstrong
Amanda B. Baker
Amanda C. Baker
Claudia Banda
Elizabeth Battee
Persia A. Beato
Lesly V. Blanco
Christina L. Bradford
Ana J. Camacho Hernandez
Laura J. Capone

Isabel Cardenas
Diana M. Castellanos
Berenice Chavez
Patty M. Cheek
Karlee E. Coke
Stephanie Cordova
Jacqueline Crawley
Nora R. Cruz
Tracy Dalton
April B. Damitz
Cristina M. De Garcia
Kate Dileo
Cynthia L. Diaz

Red Jackets, cont.

Stephanie A. Doyle
Mariafernanda Duran
Sandra P. Estrada
de Borunda
Alison R. Eubank
Lyla Evans
Crystal Falero
Natalie Ferry
Dominga M. Flores
Teresa Flores
Ashley Ford
Sally Garces
Elvira N. Garcia
Maria L. Garcia
Heather Gilbert
Bessy Y. Gomez
Griselda S. Gonzalez
Olga M. Gonzalez
Vanessa Griffin
Kayla Guffey
Beatriz Hernandez
Sarah E. Herning
Patrice N. Hicks
Kendyl H. Hudgens
Maria Hurtado
Vieta A. Hutchinson
Charles
Kristen Johnson
Sonya Jones
Sue Justin
Heather Kappenman
Svitlana Karabinosh
Cassy Kariuki
Bethany A. Kirchner
Paula J. Knipp
Jerica R. Ledesma
Erica S. Lee
Sarah M. Leto
Ennice Lugo
Doris Martinez
Brenda Masa
Nicole Maze
Rosemarie P. Miller
Betania Molina
Dania Y. Murillo
Tracy Niemann
Arellys Nunez Cabral
Mercedes I. Perez Rosario
Damaris Pimentel
Becky Plachy

Maria N. Ramirez
Maria P. Ramirez-Garcia
Virginia Rangel
Ana M. Recinos
Ana L. Reed
Kelly Richards
Debra J. Roberts
Elizabeth Rodriguez
Yuridia A. Rodriguez
Santiago
Samantha R. Rogers
Maria G. Romero
Rosario Rubi
Latoria M. Rucker
Paula Sanchez
Amy P. Saunders
Renee T. Scheeler
Blanca M. Segovia
Adela D. Serrano
Erica T. Serrano
Angela R. Sizemore
Alexandria Skeens
DeAnna D. Smith
Jan C. Smith
Summer R. Smith
Toni Smith
Tracy Stapleton
Sophia A. Starks-Madsen
Emma A. Stewart
Keisha Stradford
Angie Taylor
Jennifer Thomas
Celerina Tlaltepēc
Erika Valencia
Catalina Victor
Rafaela Vieyra Rosas
Dalila M. Villacis
Shari M. Wahlers
Kristy K. Walters
Jennifer K. Wilsterman
Julienne A. Yoho



GRAND ACHIEVERS GRAN GANADORAS

May qualifiers/Calificadas en mayo 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch* under "Resources," "Publications" and "Advance Brochure." /Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*®.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Corey Akin
Lori Carlson
Carrie Coffey
Tori T. Cole
Yvette Gerlach
Maria de Jesus Gonzalez
Nancy Kaye
Victoria Marshall
Gabriela Mendoza
Heriberto Orozco
Ashley Payne
Jennifer Raley
Elda Ramirez
Emma N. Smetana
Amanda R. Stanback

Carol Tellier
Judy Thul
Lisa Tucker
Michele Velasquez

CONSULTANTS / CONSULTORAS

Brittany Branham
Lilian Cedillo*
Shannon G. Dean
Virginia Gomez
Dorissa Inman
Kristin L. Fellows
Amy Matthews*
Yoselin A. Valiente

* Denotes requilified driver.

* Denota conductora recalicada.

MEET YOUR NSDS CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*® for inspiring success stories about Mary Kay Independent National Sales Directors. Click "[Meet Your NSDs](#)" under Heritage. 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 *Mary Kay InTouch*® para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en "[Conoce a tus DNVs](#)" bajo el separador "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?

GOLD MEDALS

MEDALLAS DE ORO

May/Mayo 2018

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

New Team Members/Nuevas integrantes de equipo

127 GOLD MEDALS	Sales Director	
Sales Director	Diana Phillips	5
Manibel Olivares	Sales Director	5
	Amira Ramos	5
125 GOLD MEDALS	Sales Director	
Consuelo Tinajero	Carlos Rodriguez	6
90 GOLD MEDALS	Sales Director	
Abigail Madrid	Ma Remi Vega-Cazarez	5
79 GOLD MEDALS	Sales Director	
Emma Morales	Sales Director	5
Betty Symons	Rosa Dután, M. Siguenza Unit	6
76 GOLD MEDALS	Sales Director	
Jerusher Wiggins	Kayla Holliday-Lamar	5
62 GOLD MEDALS	Sales Director	
Juanita Pedroza	Beatriz Molina-Trevino	5
54 GOLD MEDALS	Sales Director	
Maria Chavez	Delmi Santos	5
53 GOLD MEDALS	Sales Director	
Belky Almanzar	Carolyn Tillman	7
48 GOLD MEDALS	Sales Director	
Julietta Mitchell Jr.	Laura Hernandez De Perez	5
44 GOLD MEDALS	Sales Director	
Lizbeth Longoria	Jea Summers-Gackowski	11
43 GOLD MEDALS	Sales Director	
Maria R. Don Juan	Lille Hernandez	5
41 GOLD MEDALS	Sales Director	
Mirna Alvarez	Heriberto Orozco	5
40 GOLD MEDALS	Sales Director	
Claudia A. Flores	Rachel Monnin	6
37 GOLD MEDALS	Sales Director	
Bertha Mira	Mireya Rojas, M. Ramirez-Santana Unit	5
34 GOLD MEDALS	Sales Director	
Silvia Ramos	Elsa Santos	5
30 GOLD MEDALS	Sales Director	
Maricela Gonzalez	Lindsay Stewart	6
Sonia Unibe	Eugenia Valencia	5
29 GOLD MEDALS	Sales Director	
Cira Michel	Lisa Salada	5
28 GOLD MEDALS	Sales Director	
Lee Ann Commerford		9

Sales Director	Amelia Flores	5
Ebony George, K. George Unit		5
Sales Director	Cleotilde Juarez	7
9 GOLD MEDALS	Sales Director	
Elizabeth Alvarez		5
Sales Director	Nadia Torres	8
8 GOLD MEDALS	Sales Director	
Adilia Arenibar		5
Sales Director	Diana Chacho	5
Sales Director	Yolanda Gutierrez	5
7 GOLD MEDALS	Sales Director	
Dinora Argueta		5
Sales Director	Debbie Clark	5
Sales Director	Lauren Davis	6
Sales Director	Sarahi Garcia	6
Sales Director	Azzari Jones	5
Sales Director	Carmen Munoz	5
Nancy Wenzel Patterson, L. Boulton Unit		8
6 GOLD MEDALS	Sales Director	
Kelly Freeman		5
Sales Director	Miriam Montufar	5
Sales Director	Pamela Porter	7
Sales Director	Stacy Riccio	5
5 GOLD MEDALS	Sales Director	
Idalia Castro		5
Monica Guzman, M. Sanchez Unit		5
Sales Director	Jennifer Walls	5
4 GOLD MEDALS	Sales Director	
Ingrid Alvaranga, C. Rangel Unit		8
Sales Director	Magnolia Bermejo	6
Sales Director	Brenda Blasco Preza	6
Amy Brines, A. Hunt Unit		6
Sales Director	Lilian Cedillo	5
Sales Director	Elvia Figueroa	5
Sales Director	Virginia Guillen	5
Ashley Harrison, B. Egbert Unit		12
Sales Director	Yolanda Montes Garcia	5
Sales Director	Lizeth Ocadiz	5
Sales Director	Valerie Peterson-Kelly	5
Terry Presley, B. Muench Unit		5
Sales Director	Yahel Citlalli Robles Rendon	6
Sales Director	Luisa Rocchild-Smith	5
3 GOLD MEDALS	Sales Director	
Carmen Cortez		5
Roxana Gonzalez-Rivera, R. Rivera Unit		6
Sales Director	AnaLuz Montoya Garcia	5
Sales Director	Joyce Perry	5
Sales Director	Leda Saucedo	5
Yoselin Valiente, S. Argueta Unit		7
2 GOLD MEDALS	Teresa Alfaro, M. Garcia Unit	7
Sales Director	Lucia Aquino Matias	5
Brittany Branham, C. Ruccia Unit		7
Alyssa Brewer, J. Keyes Unit		11
Marangeli Correa, E. Fernandez Unit		6
Angelica Davis, T. Wilkes Unit		5
Shannon Dean, C. Byrd Unit		10
Brenda Estrada, O. Encarnacion Unit		9
Vilmary Fernandez, E. Fernandez Unit		5
Dilorom Ganieva, A. Azenova Unit		6
Karen Garcia, R. Bonilla Unit		5
Jessica Johnson, M. Wilkes Unit		5
Sue Justin, L. Jackson Unit		5
Yaniv Lagos, R. Guzman Unit		9

Sales Director	Alma Lara	6
Angela Moreland, G. Black Unit		10
Sales Director	Yessica Navarro	6
Thalia Orozco, C. Campos Unit		7
Sales Director	Lauren Peterson	7
Sales Director	Rashael Salbert	7
Stephanie Walden, S. Emerson Unit		6
Brittany Wilson, C. Carper Unit		5
1 GOLD MEDAL	Sonia Alanis, M. Esparza Unit	7
Tracy Allen-Eck, M. Schlehuter Unit		7
Esmeralda Batres, E. Cosajay Unit		7
Peggy Browder, C. Thomas Unit		5
Melody Byrd, C. Bourman Unit		5
Claudia Campos Perez, E. Bermeo Criollo Unit		8
Rhonda Cluley, B. Driggers Unit		7
Jacqueline Crawley, W. Cherry Unit		7
Nora Cruz, J. Del Cid Unit		8
Cynthia Diaz, E. Lanza Unit		5
Jeanette Eldridge, E. Ezekiel Farquharson Unit		7
Lidia Estupinian, C. Chavez Unit		5
Kristin Fellows, H. Fellows Unit		9
Florinda Figueroa, A. Rios Unit		5
Dominga Flores, E. Alvarez Unit		9
Elvira Garcia, E. Figueroa Unit		5
Heather Gilbert, H. Allen Unit		5
Ana Gonzales, D. Uzho Sumba Unit		5
Griselda Gonzalez, J. Murguia Unit		6
Olga Gonzalez, P. Guzman Unit		7
Vanessa Griffin, W. Cherry Unit		5
Jessica Haag, E. Schuette Unit		7
Samantha Hill, K. Hall Unit		5
Breanna Holliday, C. Frantz Unit		6
Maria Hurtado, E. Jimenez Unit		6
Linda Ivory, T. Lewis Unit		7
Paula Knipp, J. Pitzer Unit		6
Gena Landstrom, W. Cherry Unit		6
Irma Marroquin, F. Rodriguez Unit		5
Maria Martinez, P. Ramirez Unit		6
Johanne McCrory, K. Meyers Unit		5
Diana Miller, D. Rodriguez Unit		5
Sheila Moorser, K. Driggers Unit		5
Nicole Morin, P. Graser Unit		5
Dionesi Navarro, T. Aguasvivas Unit		7
Ana Nova, T. Aguasvivas Unit		5
Zaida Ortiz, Y. Mercado Unit		5
Adelia Reyes, M. R. Don Juan Unit		6
Kelly Richards, M. Byers Unit		7
Deborah Rios, W. Alleyne Unit		5
Maria Romero, A. Plancarte Unit		6
Rosario Rubi, M. Chavez Unit		5
Latonia Rucker, S. Coleman Unit		5
Maria Salazar, A. Williams Unit		5
Blanca Segovia, B. Heras Leon Unit		6
Adela Serrano, K. Colon Unit		6
Angela Sizemore, L. Bradford Unit		6
DeAnna Smith, D. Rodriguez Unit		5
Glenda Stoll, E. Alvarez Unit		5
Keisha Stradford, E. Ezekiel Farquharson Unit		6
Erika Valencia, L. Hernandez Unit		6
Karen Weiner, R. Tilley Unit		6

13% CLUB

CLUB DEL 13%

May/Mayo 2018

The top 25 independent sales force members 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./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Diamond** 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.

DIAMOND/DIAMANTE

Kristin L. Fellows, H. Fellows Unit	\$2,476	Alyssa A. Brewer, J. Keyes Unit	1,527
Sales Director Karime Rosas	2,385	Sales Director Delmi C. Santos	1,487
Sales Director Bisola Gbadamosi	2,194	Sales Director Ingrid E. Smith	1,478
Sales Director Rebekah Hirnisen	2,039	Sales Director Nancy P. Dove	1,413
Sales Director Sherrie C. Purvis	2,035	Sales Director Julie Danskin	1,383
Sales Director Celeste Byrd	1,960	Sales Director Patty Y. Rovano	1,371
Sales Director Lisa Rada	1,933	Sales Director Kathy R. Bullard	1,369
Sales Director Lucrecia Aguirre	1,887	Sales Director Maritza Murillo	1,358
Sales Director Amy Kemp	1,826	Sales Director Heather M. Julson	1,333
Sales Director Helen G. Fellows	1,639	Bessy Y. Gomez, L. Salazar Unit	1,314
Sales Director Rochelle Collins	1,584	Sales Director Linda Kieper	1,286
Sales Director Marina S. Ramirez	1,582	Sales Director Karen M. Bonura	1,281
Sales Director Titilayo F. Otusajo	1,569		



ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

May/Mayo 2018

The top 100 Independent Sales Directors in each Seminar area based on their May 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de mayo de 2018.

RUBY/RUBÍ

Candace L. Doverspike	\$101,952
Heather A. Daniel-Kent	90,661
Krystal D. Downey-Shada	86,992
Susan Moore	83,728
Kaela L. Steinman	79,635
Lisa Hansen	77,412
Thessy N. Nwachukwu	75,999
Ana P. Farrell	75,702
Ruthie Bresette	70,257
Stacey P. Nelson	67,292
Maureen Shipp	67,109
Laura V. Middleton	66,369
Diane K. Lundgren	65,992
Donna Clark-Driscoll	65,933
Lauren N. Bloomer	65,710
Stephanie L. Coker	64,443
Paula M. Kirkpatrick	64,165
Shawn Diggan	63,733
Valerie A. Lucio-Polk	62,545
Brenda Fenner	61,394
Rachael M. Bullock	60,813
Mary A. Dell	59,493
Debbie A. Elbrecht	59,350
Patti Cornell	58,787
Kali DeBlander Brigham	58,366
Tamarie M. Bradford	56,599
Jordan Twilley	56,005
Barbara Pleet	55,993
Cleta Colson-Eyre	55,799
Lisa V. Bauer	55,751
Lisa Olivares	55,207
Laura L. Waters	53,915
Ryan A. Rives	53,535
Taryn J. Sneed	53,520
Gale H. Dennison	52,958
Stephanie Audino	52,354
Sonya F. Goins	52,332
Jacqueline N. Alford	51,648
Amy C. Schule	51,647
Caitlin M. Griffio	51,302
Sylvia T. Barritt	50,837
Barbara Baty	50,504
Jenna M. Larson	50,465
Ginger J. Benedict	50,457
Crystal C. Hubbard	49,700
Carmen J. Felix	49,682
Jeanie K. Navkal	48,858
Barbara L. Harrison	48,699
Monique N. McIntyre	48,648
Paulina Fernandez	48,481
Becky Goshorn	48,458
Christy M. Cox	48,256
Laurie C. Cole	47,990
Maricarmen Gonzalez	47,898
Laura A. Kattenbraker	47,290
Randi S. Gleason	47,193
Elizabeth A. Viola	46,896
Laurie T. Plyler	46,854
Sandra Braun	46,627
Lisa D. Prescott	46,502
Julie L. Byrne	45,972
Suzanne Moeller	45,679
Sandra Estudillo	45,521
Lisa Anne Harmon	45,183
K. T. M. Martin	44,682
Kimberly Cavarretta	44,419
Maricruz Flores	44,220
Tiffany M. Malt	44,214
Marnie R. Yunger	44,130
Elizabeth A. Kramer	44,102
Gloria Moreno Medrano	43,884
Jennifer Isenhardt	43,672

Heather J. McKinney	43,513
Susan C. Ehrnstrom	43,443
Amy Kitrell	43,140
Nancy N. Danley	43,003
Jan M. Moses	42,930
Elena Santos	42,853
Marty Watkins	42,586
Lee A. McCarthy	42,389
Judie Roman	42,294
Sherri Ammons	42,118
Corrin Cresci	41,903
Rachel P. Kellogg	41,889
Teri A. Walter	41,835
Natalyn R. Slaughter	41,676
Karen E. Gardner	41,509
Kay Rubin	41,384
Milbella Sosa	41,338
Rebecca W. Cox	41,082
Kelee L. Valerio	40,989
Nicole Medjesky-Dixon	40,944
Breda M. Teal	40,620
Courtney L. Armstrong	40,578
Tracey L. Chavez	40,163
Elia O. Giner	40,051
Rose Campbell	40,018
Alice R. George	39,878
Gina Beck	39,870
Maria F. Evans	39,701

SAPPHIRE/ZAFIRO

Linda Meier	\$101,062
Keita Powell	92,679
Nedra R. White	85,055
Debbie A. Weld	82,096
Katherine L. Longley	80,234
Vicki Piccirilli	78,096
Jeanette M. Thompson	71,020
Lady Ruth Brown	69,555
Julie Neal	67,766
Cynthia S. Sheppa	66,798
Rheanonda R. Johnson Gray	66,071
Randi Stevens	66,059
Casie Hembree	64,396
Michele M. Armes	63,309
Carol Lee Johnson	62,616
Gloria J. Johnson	60,696
Angela P. LaFrance	59,211
Patrice M. Smith	58,916
Patty Webster	58,888
Tracy Potter	58,756
Ann W. Sherman	57,262
Penny J. Jackson	57,130
Marie E. Vlamink	56,965
Dolores Keller	56,775
Jennifer K. Guidry	56,559
Beverly A. Stephens	56,480
Cindy Harness	56,270
Petie L. Huffman	54,871
Julie B. Sapp	54,740
Maria Claxton-Taylor	54,267
Courtney H. Young	53,789
Lynn F. Huckels	52,896
Jenan W. Wood	52,571
Fraida M. Klein	52,130
Joli A. Dockery	51,970
Christine M. Jessee	51,697
Tracey F. Hedrick Lassiter	51,600
Kathy Lee	51,504
Candy I. Brown	50,339
Jennifer R. Shuler	50,005
Jerlene Vrana	49,936
Julie A. Griffin	49,112
Kathleen Bonadie	48,478

Stephanie L. Lenard	48,098
Robin S. Moody	48,092
Rachel E. Naylor	48,013
Holly L. Bartz	47,832
Laura Poling	47,404
Jessica Holzbach	47,305
Gloria Stakemiller	47,253
Krystal K. Hunsucker	47,187
Jamie L. Lawrence	47,030
Joyce A. Newell	46,711
Linne' Lane	46,649
Sandi Gaither	46,573
Shelia Berry	46,321
Linda A. Burns	45,763
Brooke E. Bennett-Young	45,748
Moleda G. Dailey	45,569
Lynn Baer Roberts	45,485
Kimberly Leigh Moore	45,469
Nannette G. Short	45,161
Evelyn Pirhalla	45,158
Kelly I. Brock	44,962
Linda H. Rowsey	44,836
Karla M. Reno	44,803
Satarro Purnell	44,510
Diane Covington	44,472
Sherri Reindl	44,082
Kaye Yuen	44,041
JoAnn M. Allen	43,956
Jennifer G. Bouse	43,810
Amanda Gustafson	43,464
Sandy Bush	43,316
Hilda Marruffo	43,294
Tirza Llanes	42,680
Burby Garner	42,580
Heather L. Bohlinger	42,395
Autumn T. Hostetler	42,355
Kristi M. Anderson	42,344
Doris M. Quackenbush	42,276
Tommi Pleasure	42,270
Jackie L. Root	42,239
Judith E. Cotton	42,210
Belle L. Martin	41,919
Tracy Foltz	41,734
Hazel White	41,498
Candace N. Holte	41,441
Herendira Garcia	41,360
Robyn S. Cartmill	41,235
Janice F. Williams	41,193
Betty Grant	40,932
Kristen M. Christen	40,786
Kim West	40,667
Chelsea C. Altman	40,587
Kerri L. Ross	40,535
Cecilia Merport	40,289
Sandy K. Gant	40,266
Gina C. Ulicny	40,025
Elsie Jackson	39,866

EMERALD/ESMERALDA

Keiko M. Nakao	\$136,467
Hilda L. Moreno	111,801
Stacy D. Foust	95,166
Nicole L. McDaniel	91,610
Hollie R. Sherrick	87,424
Melinda M. Balling	85,217
Carrie Bloink	84,339
Nancy Boucher	81,534
Mary Strauss	78,609
Menina M. Givens	78,203
Stacey Craft	78,198
Karen E. Ridle	72,811
Deanna L. Spillman	72,400
Angel Guerra	69,230

Emily S. Vijil	68,943
Ebun Osaze	63,852
Debbie A. Thomas	62,477
Allyson L. Jankowski	62,067
Kijuanra R. McKinnie	61,065
Jennifer L. Besecker	60,464
Olayinka K. Adegbayi	59,613
Tina M. Dees	59,598
Maria de La Luz Avila	58,960
Doreen Stevens	58,218
Christine D. Barnueco	58,190
Michele S. Rankin	58,022
Jo M. Cotton	57,019
Jill Beckstedt	56,851
Kim I. Bessey	55,915
Cindy Anderson	55,870
Shauna L. Abbotts	55,451
Silvia Rodriguez	55,358
Kellye D. Conley	54,886
Delores E. Black	54,784
Liz Voran	53,784
Michelle L. Calbert	53,739
Bridgett L. Moore	53,597
Debra Allison	53,575
Chris H. Teague	53,487
Brenda Stafford	53,231
Pam Kelly	52,764
Audrey J. Doller	52,683
Rosanna M. Briceno Sanchez	52,564
Cynthia Pack	51,737
Ginny B. O'Kain	51,633
Melissa M. Wilson	51,508
Katy Goldstein	51,181
Tammy West-Murrian	50,370
Rachelle Holloway	49,868
Nikki H. Edgemon	49,774
Brendaliz Cajigas	48,945
Carolyn Thompson	48,471
Phyllis I. Pinski	48,394
Sheri Farrar-Meyer	48,243
Amber L. Towne-Geehan	48,073
Joslyn Eaton	47,945
Michelle R. Backman	47,917
Linda Klein	47,563
Margaret Neill	47,449
Kathleen L. Holmberg-Botelho	47,268
Maggie Rader	47,191
Dawn Wilson	47,175
Lisa C. Mack	47,171
Liudys Martinez	46,264
Heather D. Hulsey	46,260
Richelle V. Barnes	45,973
Ashley N. Clinesmith	45,910
Lizi M. Gregory	45,427
Cheryl T. Anderson	45,381
Alison Jurek	45,360
Amber D. Campbell	45,326
Ann Shears	45,274
Denise G. Kucharski	45,154
Sally Moreno	44,974
Breanne Sufrin	44,802
Brenda L. Wilbur	44,713
Janice B. Hull	44,508
Tammie M. Hanson	44,479
Ana Hernandez	43,881
Jennifer A. Enloe	43,774
Antonia Miranda	43,686
Michelle M. Dominiak	43,668
MariaJose Torres	43,624
Tracy A. Clymer	43,476
Kimbi L. Bartik	43,377
Vicki Hunter	43,266
Sahily Cruz	43,236

Terry M. Holcomb	42,977
Elva Jordan	42,233
Leslie M. McKinney-Smith	42,177
Leanne Parrino-Pheasant	41,970
Denise Peterson	41,585
Nancy Graham	41,219
Joy D. Bailey-Gress	41,088
Deirdre L. Eschauzier	41,038
Kenna L. Ervin	41,007
Nicole Beat	40,987
Joanna Helton	40,734
Becki Hackett	40,540
Noelia E. Jimenez Gutierrez	40,047

DIAMOND/DIAMANTE

Amy Kemp	\$122,167
Cindy Machado-Flippen	88,326
Marsha Morrisette	81,183
Paula Kelsch	79,202
Celeste Byrd	77,921
Helen G. Fellows	76,077
Shelly Palen	75,837
Mary K. King	73,500
Susan M. McCoy	72,823
Terri J. Beckstead	69,736
Gerri Anne Morris	69,295
Christi G. Campbell	69,077
Nicki R. Hill	66,570
Kim A. Messmer	65,827
Donna K. Smith	65,467
Mariann Biase Mason	64,927
Ingrid E. Smith	64,684
Suzanne T. Young	64,490
Marty T. Wynn	64,468
Crystal D. Gardner	64,141
Kelly Willer-Johnson	63,756
Karime Rosas	63,191
Sherrie C. Purvis	62,830
Patty Y. Rovano	61,564
Holly A. Brown	61,320
Deborah Dudas	61,025
Audrey K. MacDowall	60,369
Priscilla McPheeters	58,965
Kathy R. Bullard	58,792
Lindsey D. Christenson	58,745
Tawnya Krempges	58,497
Mary P. Creech	57,548
Mileta K. Kinser	57,195
Allison Piro	57,163
Patricia Carr	56,671
Laura E. Knight	56,321
Susie Kopacz	56,009
Jan Geig	55,447
Linda T. Cartiglia	54,885
Sara R. Pennella	54,108
Julie Danskin	53,709
Kelly M. Freeman	52,647
Joy H. Rentz	52,326



NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

May/Mayo 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2018. 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 del Seminario en mayo de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

RUBY/RUBÍ

Candace Doverspike \$14,990
Heather A. Daniel-Kent 13,136
Susan Moore 12,170
Jacqueline N. Alford 11,175
Krystal D. Downey-Shada 11,157
Donna Clark-Driscoll 11,030
Thessy N. Nwachukwu 10,728
Lauren N. Bloomer 10,657
Kaela L. Steinman 10,435
Rachael M. Bullock 10,265
Angeles Sosa 10,252
Lisa Hansen 10,000
Ana P. Farrell 9,910
Jennie K. Navrkal 9,420
Maureen Shipp 9,046
Ruthie Bresette 9,015
Stephanie L. Coker 8,888
Carmen J. Felix 8,877
Shawni Diggan 8,872
Kali DeBlander Brigham 8,795
Jordan Twilley 8,759
Valerie A. Lucio-Polk 8,677
Ginger J. Benedict 8,648
Tamarie M. Bradford 8,642
Debbie A. Elbrecht 8,638
Mary A. Dell 8,623
Lisa Olivares 8,594
Rachel P. Kellogg 8,538
Laurie T. Plyler 8,491
Barbara Pleet 8,473
Paula M. Kirkpatrick 8,342
Diane K. Lundgren 8,330
Sandra Estudillo 8,308
Laura V. Middleton 8,285
Ryan A. Rives 8,283
Monique N. McIntyre 8,223
Patti Cornell 8,180
Roxie H. Coursey 8,151
Stacey P. Nelson 8,084
Brenda Fenner 8,083
Diana Gutierrez 8,058
Amy Kitrell 8,019
Caitlin M. Griffo 8,001
Reyna N. Lepe 7,797
Taryn J. Sneed 7,723
Marye Durrer 7,708
Gale H. Dennison 7,698
Laura L. Waters 7,696
Irlene Zapalac 7,682
Maricarmen Gonzalez 7,632
Cleta Colson-Eyre 7,564
Julie B. Potts 7,492
Elena Santos 7,455
Lisa V. Bauer 7,370
Maricruz Flores 7,365
Becky Goshorn 7,300
Reina Murcia 7,120
Maria Bautista 7,040
Amy Stokes 7,028
Terry S. Smith 7,022
Alice R. George 6,978
Laura A. Kattenbraker 6,972
Elizabeth A. Viola 6,899
Stephanie Audino 6,891
Gloria H. Ebere 6,840
K.T.M. Martin 6,810
Sherry L. Martin 6,805
Jenn Kirkham 6,785
Milbella Sosa 6,781
Amy C. Schule 6,727
Sylvia T. Barritt 6,717
Randi S. Gleason 6,703

Sonya F. Goins 6,701
Tracey L. Chavez 6,655
Jeannette Curren-Cochran 6,645
Margarita Velez 6,638
Barbara L. Harrison 6,631
Marty Watkins 6,618
Pamela J. Sparks 6,567
Kellee L. Valerio 6,566
Suzanne Moeller 6,539
Heather J. McKinney 6,486
Gloria Moreno Medrano 6,482
Marnie R. Yunger 6,455
Elizabeth A. Kramer 6,433
Kay Rubin 6,430
Crystal C. Hubbard 6,367
Julie L. Byrne 6,325
Teresa F. Stewart 6,305
Paulina Fernandez 6,298
Elizabeth A. Elder 6,254
Pamela D. Cox 6,245
Christy M. Cox 6,240
Joanne C. York 6,238
Karen E. Gardner 6,233
Brenda K. Howell 6,233
Gina Beck 6,229
Connie A. Brinker 6,221
Mary Beth Pfeifer 6,221
Barbara Baty 6,220

SAPPHIRE/ZAFIRO

Keita Powell \$13,982
Linda Meier 13,857
Patrice M. Smith 13,068
Vicki Piccirilli 11,922
Nedra R. White 11,488
Angela P. LaFrance 10,953
Debbie A. Weld 10,946
Lady Ruth Brown 10,897
Michele M. Armes 10,697
Katherine L. Longley 10,670
Gloria J. Johnson 10,532
Julie B. Sapp 10,259
Jeanette M. Thompson 10,247
Julie Neal 10,204
Hilda Marrufo 9,791
Cynthia S. Sheppa 9,768
Rheanonda R. Johnson Gray 9,732
Tirza Llanes 9,331
Linne' Lane 9,117
Marni M. Hendricks 9,067
Tracy Potter 8,971
Dolores Keller 8,870
Fraida M. Klein 8,830
Maria Claxton-Taylor 8,777
Jennifer K. Guidry 8,747
Brooke E. Bennett-Young 8,721
Beverly A. Stephens 8,663
Cindy Harness 8,644
Carol Lee Johnson 8,495
Bridget L. Shaw 8,465
Lynn Baer Roberts 8,393
Casie Hembree 8,335
Tracey F. Hedrick Lassiter 8,294
Patty Webster 8,107
Randi Stevens 8,099
Sandra G. Kirchhoff 8,021
Marie E. Vlamnick 7,966
Cycelia D. Matthews 7,882
Flor D. Maldonado 7,864
Penny J. Jackson 7,859
Erika D. Hulm 7,843

Julie A. Griffin 7,820
Courtney H. Young 7,807
Waverly R. Copeland 7,776
Anita R. Rabelo 7,774
Beth T. May 7,749
Marita W. Campbell 7,695
Diane Covington 7,660
Herendira Garcia 7,625
Lynn F. Huckles 7,617
Miranda Kantor 7,611
Robin S. Moody 7,554
Candy I. Brown 7,515
Joli A. Dockery 7,509
Kerri L. Ross 7,496
Satarro Purnell 7,466
Amy R. Sigler 7,435
Kathleen Bonadie 7,363
Kathy Lee 7,351
Jennifer J. McNulty 7,338
Evelyn Pirhalla 7,337
Kelly I. Brock 7,326
Karla M. Reno 7,311
Belle L. Martin 7,259
Michele Semper 7,245
Ann W. Sherman 7,239
Bridget N. Howerton-Adams 7,227
Rachel E. Naylor 7,072
Heather L. Bohlinger 7,032
Stephanie L. Lenard 7,011
Tommi Pleasure 7,007
Lynn C. Purser 6,977
Maria Montes 6,952
Christine M. Jessee 6,952
Reyna V. Alvarado Rivera 6,938
Petie L. Huffman 6,927
Janice F. Williams 6,914
Jennifer R. Shuler 6,881
Natalie Reed 6,865
Autumn T. Hostetler 6,856
Linda A. Burns 6,795
Pam Garner Moore 6,786
Mary Lou Ardohain 6,783
Jessica Holzbach 6,749
Sandy Bush 6,684
Christi Rossi 6,672
Sherri Reindl 6,667
Jordan Eichler 6,650
Trisha Taylor 6,637
Nannette G. Short 6,611
Krystal K. Hunsucker 6,606
Jerlene Vrana 6,596
Maria Elena Coyote 6,592
Amanda Gustafson 6,565
Jeanette E. Beichle 6,525
Ruby Garner 6,482
Jamie L. Lawrence 6,475
Ileana P. Castro 6,469
Delia Ponce 6,441
Xiomara Guevara Flores 6,435

EMERALD/ESMERALDA

Keiko Nakao \$15,495
Hilda L. Moreno 13,260
Stacy D. Foust 11,932
Melinda M. Balling 11,676
Nicole L. McDaniel 11,501
Carrie Bloink 11,284
Karen E. Riddle 11,146
Stacey Craft 10,809
Hollie R. Sherrick 10,469
Deanna L. Spillman 10,301
Debbie A. Thomas 10,262

Menina M. Givens 10,146
Emily S. Vijil 10,122
Angel Guerra 10,104
Katy Goldstein 10,028
Mary Strauss 10,005
Shauna L. Abbotts 9,945
Christine D. Barrueco 9,774
Ebon Osaze 9,676
Yassmin Alvarado 9,549
Nancy Boucher 9,432
Jennifer L. Besecker 9,408
Olayinka K. Adegbayi 9,384
Michelle A. Cunningham 9,301
Rachelle Holloway 9,197
Maria de La Luz Avila 9,192
Jill Beckstedt 9,115
Allyson L. Jankowski 9,109
Michele S. Rankin 8,934
Sheri Farrar-Meyer 8,919
Sally Moreno 8,915
Audrey J. Doller 8,890
Michelle L. Calbert 8,447
Mariana Moreno 8,314
Cindy Anderson 8,130
Carolyn Thompson 8,002
Delores E. Black 7,999
Elva Jordan 7,986
Silvia Rodriguez 7,874
Kim I. Bessey 7,801
Rosanna M. Briceno Sanchez 7,724
Jo M. Cotton 7,678
Lizi M. Gregory 7,631
LaKeshia M. Chisholm 7,601
Delmy A. Torreon 7,541
Brendaliz Cajigas 7,531
Nikki H. Edgemon 7,511
Breanne Sufrin 7,495
Kimbli L. Bartik 7,431
Melissa M. Wilson 7,429
Kijuan R. McKinnie 7,421
Liz Voran 7,411
Debra Allison 7,397
Ann F. Smith 7,375
Janice B. Hull 7,375
Yuri Zelaya Membreno 7,371
Pam Kelly 7,361
Tina M. Dees 7,303
Amber L. Towne-Geehan 7,288
Ashley N. Clinesmith 7,273
Alison Jurek 7,246
Luisa Urena Mora 7,242
Leanne Parrino-Pheasant 7,228
Antonia Miranda 7,197
Cynthia Pack 7,112
Tammy West-Murrian 7,028
Nancy O'Hara 7,024
Brenda Stafford 6,991
Diana Figueroa 6,975
Ginny B. O'Kain 6,942
Shelley Money-Elridge 6,928
Lisa C. Mack 6,926
Ana Hernandez 6,924
Bridgett L. Moore 6,880
Brenda L. Wilbur 6,798
Jennifer A. Enloe 6,790
Doreen Stevens 6,770
Kellye D. Conley 6,708
Shawna D. Schneider 6,701
Lucinda J. Wicks 6,636
Yudelmin Gonzalez 6,634
Denise G. Kucharski 6,545

Maggie Rader 6,535
Denise Peterson 6,509
Phyllis I. Pinsker 6,498
Linda Klein 6,456
Michelle R. Backman 6,454
Jessica Mendoza 6,443
Tammie M. Hanson 6,412
Chris H. Teague 6,380
Lesa R. Franken 6,373
Diane M. Detesco 6,356
Heather D. Hulsey 6,333
Ann Shears 6,250
Marcia Finkel 6,246
Harriett Sharpe 6,241
Krista A. Johnson 6,207
Ma Socorro Arriaga Gomez 6,175
Emily Stone 6,168
Vicki Hunter 6,162

DIAMOND/DIAMANTE

Amy Kemp \$17,119
Celeste Byrd 13,751
Karime Rosas 12,049
Paula Kelsch 11,871
Marsha Morrisette 11,604
Patty Y. Rovano 11,463
Helen G. Fellows 11,238
Cindy Machado-Flippin 11,219
Sherrie C. Purvis 10,976
Audrey K. MacDowall 10,813
Mary Kathryn King 10,738
Terri J. Beckstead 10,621
Yuvis R. Alvarado 10,601
Ingrid E. Smith 10,478
Shelly Palen 10,473
Kathleen Koclanes 10,084
Susan M. McCoy 9,996
Nicki R. Hill 9,826
Delmi C. Santos 9,726
Sandy Griffith 9,234
Christi G. Campbell 9,192
Holly A. Brown 9,178
Tawnya Krempges 9,167
Gerri Anne Morris 9,002
Deborah Dudas 8,994
Kim A. Messmer 8,951
Sara R. Pennella 8,941
Julie Danskin 8,923
Kathy R. Bullard 8,730
Lindsey D. Christenson 8,672
Kelly Willer-Johnson 8,631
Suzanne T. Young 8,623
Mery Carina Ramirez Bravo 8,594
Teresa A. Lischwe 8,479
Rebekah Hirneisen 8,338
Nadine Bowers 8,270
Priscilla McPheeters 8,247
Donna K. Smith 8,194
LaChelle M. Seleski 8,153
Patricia Carr 8,151

Faith A. Gladding 8,107
Marty T. Wynn 8,052
Anne Geertsens 7,970
Lisa Rada 7,878
Crystal D. Gardner 7,868
Mileta K. Kinser 7,838
Elizabeth Fernandez 7,807
Katherine M. Ward 7,803
Mariann Biase Mason 7,776
Karen M. Bonura 7,737
Marina S. Ramirez 7,724
Susie Kopacz 7,705
Alicia Kingrey-Lokai 7,698
Bisola Gbadamosi 7,666
Deborah S. Bailye 7,638
Christina L. Frantz 7,623
Mary P. Creech 7,610
Virgen V. Ortiz 7,572
Lindsay R. Stewart 7,554
Dolly A. Metzger-Stearns 7,454
Connie L. Russo 7,452
Rosy Rivera 7,420
Nancy F. Castro 7,371
Stephanie A. Richter 7,279
Rita M. Krause 7,277
Linda T. Cartiglia 7,258
Paula Grabau-Friedt 7,226
Leanne Sexton 7,223
Terri Lewis 7,221
Sharon B. Carney-Wright 7,174
Sandy Lasso 7,156
Angela J. Fry 7,148
Kelly M. Freeman 7,134
Tanya L. Satcher 7,123
April C. Hutchinson 7,095
Denise M. Cadenhead 7,045
Jan Geig 7,041
Deborah Robina 7,027
Andrea Pace 7,022
Lucrecia Aguirre 6,962
Christy Bigham 6,918
Kayla A. Holliday-Lamar 6,909
Patricia Chairez 6,898
Heather M. Julson 6,878
Cynthia Ruccia 6,848
Nadine H. Huckabee-Stanley 6,842
Robin L. Sailer 6,831
Laura E. Knight 6,829
Joy H. Rentz 6,808
Martha Kay Raile 6,797
Blythe J. Egbert 6,789
Megan N. Wilkes 6,784
Barbara E. Roehrig 6,770
Claudia Chavez 6,765
Sylvia L. Martinez 6,715
Debbie Larson 6,590
Cindy S. Kriner 6,569
Allison Piro 6,511
Sheryl Peterson 6,477
Amanda N. Wright 6,449



WHEN YOU REACH AN OBSTACLE,
TURN IT INTO AN OPPORTUNITY./
CUANDO TE ENFRENTE A UN
OBSTÁCULO, CONVIÉRTELO
EN UNA OPORTUNIDAD.

Mary Kay



Go-Give® Award



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



SAPPHIRE

Jeanette Thompson

Independent Future Executive
Senior Sales Director

Began Mary Kay Business August 1996

Sales Director Debut August 1997

Offspring three first-line

National Sales Director
Rhonda Fraczkowski

Honors Circle of Honor; four-times Sales Director Queen's Court of Personal Sales; one-time Queen's Court of Sharing; 13-times Circle of Achievement; five-times Circle of Excellence; two-times Double Star Achievement; one-time Triple Star Achievement

Personal Lives in Duluth, Ga. Husband, Bucky; son, Chase; daughters, Anna Marie, Gabrielle

“I am motivated to help others because I love seeing women excel, reach their goals and become the best versions of themselves. If I can play a small part in the process, we win!”

Independent National Sales Director Cecilia James says, “Jeanette truly exemplifies the Go-Give spirit and upholds the Mary Kay principles. She is one of the most selfless, honest, ethical, dependable, hardworking and focused Independent Sales Directors I know. She truly understands the Mary Kay culture and impresses it upon everyone she meets.”



EMERALD

Deanna Spillman

Independent Executive Senior
Sales Director

Began Mary Kay Business
October 1990

Sales Director Debut November 1991

Offspring five first-line; one second-line

National Sales Director
Julianne Nagle

Honors Circle of Honor; monthly **Go-Give®** Award winner, November 2004; one-time Queen's Court of Sharing; 18-times Circle of Achievement; four-times Circle of Excellence; one-time Double Star Achievement

Personal Lives in Alpine, Utah. Husband, Jim; daughters, Jennifer, Independent Sales Director Amanda Marusek

“I am motivated to help others because I want them to be able to live a life without limits and find the greatness inside of them.”

Independent Beauty Consultant Marie Mendenhall, Pleasant Grove, Utah, says, “Deanna goes above and beyond to help all Independent Sales Directors and Independent Beauty Consultants. She is a sharing and caring person who gives her time and advice to motivate and encourage us to be our best. Deanna is Mary Kay through and through.”



DIAMOND

Lizuly Monarrez

Independent Senior Sales Director

Began Mary Kay Business April 2011

Sales Director Debut
September 2011

Offspring one first-line

National Sales Director
Maria Monarrez

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

Personal Lives in Wichita, Kan.

“I am motivated to help others because living for others is a rule of God and nature. Life is good when you are happy, but it is **BETTER** when the people around you are happy and you contribute to their happiness! I love this phrase: ‘Because flowers do not spread their fragrance for themselves. Because the sun does not shine for itself, and the rivers do not drink their own water.’”

Independent Beauty Consultant Rosalba Torres, Los Lunas, N.M., says, “Lizuly is an awesome person who is always willing to help. She inspires me with everything that she does, and she is so giving.”



RUBY

Jessica DeJesus

Independent Senior Sales Director

Began Mary Kay Business
February 2009

Sales Director Debut
May 2012

Offspring one first-line

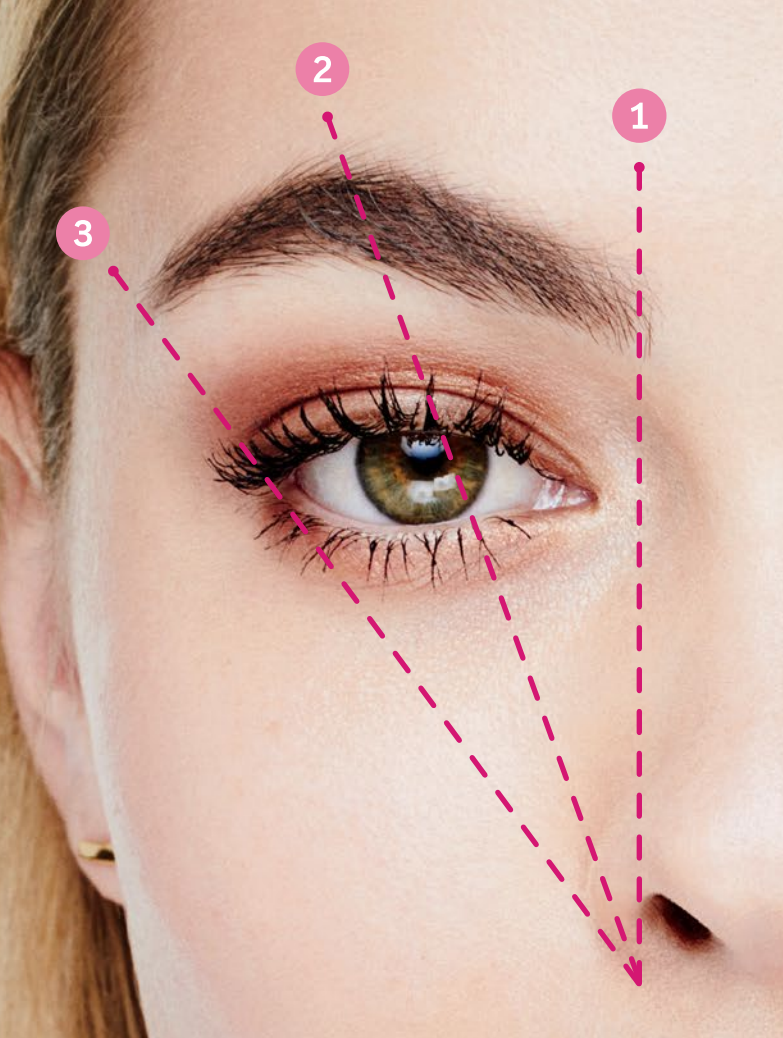
National Sales Director
Kim McClure

Honors Circle of Honor; one-time Sales Director Queen's Court of Personal Sales

Personal Lives in Erie, Pa.

“I am motivated to help others because it brings me joy to see women grow in their God-given gifts.

Independent Sales Director Angela King, Erie, Pa., says, “Jess displays the epitome of the Go-Give spirit by unselfishly giving of her time and energy. She takes the time to answer questions and to give advice and guidance to all. She sincerely welcomes adoptees, and her passion for women and their success outpours from her soul.”



HOW TO MAP BROWS

Determine the ideal brow shape for your face (opposite page), map it out, and fill it in!

- 1 Hold the *Mary Kay*® Eyebrow/Eyeline Brush parallel to the side of your nose. Draw a light line with the *Mary Kay*® Precision Brow Liner to mark your brow starting point.
- 2 Measure from the outer corner of your nose across the iris of your eye to find your natural arch, and draw a light line at this point.
- 3 Measure from the outer corner of your nose across the outer corner of your eye to find where your brow tail should end. Draw a light line here. Then fill it in!

HELP IS HERE!

Color Confident is updated to help you learn great brow how-tos! Find on *Mary Kay InTouch*® > Education.



Brows That WOW!



NEW! MARY KAY® VOLUMIZING BROW TINT

Long-lasting color* and microscopic fibers cling to hairs to give all brows – thin, sparse, faded, overtweezed or flat – a visible boost. Lifeproof formula with flexible hold helps set brows so they won't budge, no matter the workday, workout or weather. Effortless application and quick dry time.

HOW IT WORKS

Select shade to best complement your hair color. Sweep through brows with mini spoolie brush for a wow-worthy finish.

♥ **Tip!** Wipe excess formula from brush tip. Starting at the thickest part of brow, apply **Volumizing Brow Tint** in short, upward strokes following the direction of hair growth until you achieve desired look. Use tapered spoolie tip to go back and fill in areas you may have missed.



All prices are suggested retail.

A BROW GUIDE



Oval Face:

Use a soft, angled brow that goes up from inner corner, curves at the top, then down to the tail.



Heart-Shaped Face:

Use eyebrows as the top of the heart, and create a lower, rounded arch for a soft, natural look.



Long Face:

Creating a flatter, more horizontal brow will make face appear shorter.



Round Face:

To slim your face, create a higher-arched, more graphic brow. Stay away from rounding!



Square Face:

A curved, thicker brow (often of a stronger color) will soften the jawline.

QUESTIONS? WE'VE GOT ANSWERS!

CAN I USE VOLUMIZING BROW TINT ON MY EYELASHES?

Volumizing Brow Tint was not tested for use on eyelashes. Instead, consider using a **Mary Kay® mascara** to make eyelashes stand out.

WHY CAN'T I SEE THE FIBERS?

The fibers in the Volumizing Brow Tint formula are microscopic in size and blend in with the color and consistency of the formula, making them impossible to see.

ARE BOTH PRODUCTS PARABEN-FREE?

Yes.

CAN I USE PRECISION BROW LINER AS EYELINER?

Precision Brow Liner was not tested for use on the eye area. Instead, consider using one of the **Mary Kay® eyeliners** specially formulated for use around the eyes.

NEW! MARY KAY® PRECISION BROW LINER

Features a retractable, no-sharpening-needed microtip to line, define and fill in brows with hairlike precision. It's easy to stay in control and make feathery strokes where you want. Flakeproof, smudge-resistant and dermatologist-tested.

HOW IT WORKS

Select the shade to best complement your hair color. Make soft strokes for natural-looking brows with true definition and fuller appearance. The lifeproof claim means your perfectly polished brows won't smudge, smear or fade.



Tip! Precision Brow Liner features a thinner, more fragile

tip. To avoid breakage, twist up just enough product to line, define and fill in brows with feather-light strokes.

Women agree: "Everyone thinks these are my natural brows!"**

Mary Kay® Precision Brow Liner fills in brows with precision and delivers natural-looking brows that last.

Below are other benefits women loved:**

- Delivers hair-by-hair definition.
- Brows look beautiful and stay put all day.
- It's like a daily confidence booster.



Add-Ons!

MARYKAY® EYEBROW/EYELINER BRUSH

Tames brows, blends eyebrow color, fills in brows and applies eyeliner.

MARYKAY® LASH & BROW BUILDING SERUM®

Improves the overall appearance of lashes; leaves brows looking healthier.



*Results based on a majority of panelists who agreed with statements in a one-week independent consumer study during which 52 women used *Mary Kay® Volumizing Brow Tint* daily.

**Results based on a majority of panelists who agreed with statements in a one-week independent consumer study during which 53 women used *Mary Kay® Precision Brow Liner* daily.

Fall in Love With COLOR



START: *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15*, \$20, and *Mary Kay*® Perfecting Concealer, \$16.

EYES: Using **All-Over Eye Shadow Brush** from *Mary Kay*® Essential Brush Collection, \$55, dust **Hazelnut Mary Kay**® Mineral Eye Color across eyelid, then use **Eye Smudger Brush**, \$12, to add **Copper Glow** at lashlines. \$8 each. Apply **Lash Love**® Mascara, \$15.

CHEEKS: *Mary Kay*® Mineral Cheek Color Duo in **Juicy Guava**, \$18. Mix the color and highlighter on back of hand to create desired depth for skin tone.

LIPS: Apply **Coral Mary Kay**® Lip Liner, \$12, then **Sunset Peach Mary Kay**® Gel Semi-Shine Lipstick, \$18.

GET TIPS AND INSPIRATION!

Join the exclusive Mary Kay independent sales force Facebook® group. It's a great way to connect with Mary Kay and one another.

LIP SERVICE!

Mary Kay® Gel Semi-Shine Lipstick Samples have moved to regular line! \$1.50 each, strip/8

- Rosewood
- Love Me Pink
- Apple Berry
- Spiced Ginger
- Luminous Lilac
- Haute Pink
- Scarlet Red



*Over-the-counter drug product

All prices are suggested retail.

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New for FALL!

NEW! LIMITED-EDITION* MARY KAY REVIVING FACIAL SPRAY™ BY SKINDINÄVIA



Infused with coconut water (full of electrolytes), vitamin B3, a trio of minerals and an energizing coconut scent, this lightweight spray is a perfect addition to any skin care routine.



NEW! LIMITED-EDITION* MARY KAY® GEL EYELINER WITH EXPANDABLE BRUSH APPLICATOR, \$18 EACH

- Ornate Orchid
- Espresso Ink



THE BEST TIME TO SPRITZ?

- In the morning to awaken skin
- Before workout as a pick-me-up for tired skin
- After workout for a spritz of cooling moisture
- Midday to beat stress and awaken your senses with refreshing coconut
- Anytime you want a moisture boost
- After a long flight to refresh your skin

ADDITIONAL SKIN-LOVING BENEFITS:

- Suitable for sensitive skin
- Non-comedogenic
- Clinically tested for skin irritancy and allergy
- Dermatologist-tested

TO APPLY:

Shake bottle well. Close eyes, hold eight to 10 inches from face, and mist lightly two to four times in "X" and "T" formations.

FACIAL SPRAY VS. FINISHING SPRAY WHAT'S DIFFERENT?

	Reviving Facial Spray	Makeup Finishing Spray
Awakens skin with burst of moisture	✓	
Awakens senses with refreshing coconut scent	✓	
Infused with electrolyte-rich coconut water, vitamin B3 and trace minerals	✓	
Provides instant hydration boost after cleansing and before priming	✓	
Refreshes skin throughout the day	✓	✓
Works as a final step to set makeup application		✓
Delivers up to 16 hours of staying power		✓
Helps makeup look freshly applied		✓
Makes skin look smoother while still feeling breathable		✓

Only \$5!



NEW! LIMITED-EDITION* MARY KAY® COLLECTION BAG

It's \$5 when you purchase \$56 suggested retail (excluding tax) in Mary Kay® Fall 2018 Collection products on this page.

All prices are suggested retail.

*Available while supplies last

*Available with qualifying purchase through participating Independent Beauty Consultants only and while supplies last. No limits apply.

Fall

SELLING

It's a Change of Seasons.
Make the Most of It!

Think busy moms who'd benefit from a fresh take on skin care. Or, those sun worshippers with their neglected summer skin. Time for a moisture-rich mask or soothing supplements. And who doesn't get excited about a seasonal color look?



FALL GAME PLAN

INDEPENDENT
SENIOR SALES
DIRECTOR AMBER
TOWNE-GEEHAN,
KEARNEY, MO.

"With four kids,

fall for me is back to school and back to routines! I love to reach out to new and existing customers with products that make them feel good about themselves.

"I keep it simple and pick one focus (see Mary Kay ABCs). Make it more fun and engaging, and ask your customers to affirm their "pledge" via social media. Example: 'I pledge to care for my skin, apply my skin care twice daily for 30 days and enjoy the results.' They can post selfies periodically to track and tag you. Doing so helps you showcase your Mary Kay business and find new faces! You can post something 'pledge-like' for almost any product. Be creative!

MARY KAY ABCs -

Back-to-Basics Skin Care. You want everyone on *Mary Kay*® skin care because it's the bread and butter of your business. Plus, a glowing face starts with beautiful skin! We have the new *TimeWise*® *Miracle Set 3D*™ to showcase how great it works for the majority of faces.

Contour/Highlighting Workshop.

Very popular! You can showcase the *Mary Kay*® *Essential Brush Collection*, *Mary Kay*® *Blending Sponge*, *Mary Kay*® *Bronzing Powder*, *Mary Kay*® *Mineral Cheek Color Duo*, *Mary Kay*® *Perfecting Concealer* and *Mary Kay*® *Undereye Corrector*. *Color Confident* on *Mary Kay InTouch*® under Education has tutorials to help!

Multimasking Party. One of my favorites! My customers love the *Clear Proof*® *Deep-Cleansing Charcoal Mask*, *TimeWise Repair*® *Lifting Bio-Cellulose Mask* and *TimeWise*®

Moisture Renewing Gel Mask. You'll find great multimasking how-tos on the Video Lounge. Search "Multi-Masking".

Eye & Brow Clinic. Eyes are a big attraction, and fall is an opportune time for a new eye look. I find an easy out-the-door look is appealing to busy moms.

Hydration 2.0. With the transition to winter, keeping skin dewy soft takes some work! You can share *Mary Kay*® *Intense Moisturizing Cream* and *Mary Kay*® *Oil-Free Hydrating Gel*, *TimeWise Repair*® *Lifting Bio-Cellulose Mask* and *TimeWise*® *Moisture Renewing Gel Mask*. Don't forget *Mint Bliss*™ *Energizing Lotion for Feet & Legs*, *Mary Kay*® *Hydrating Lotion* and the White Tea & Citrus *Satin Hands*® *Pampering Set*!



AMBER'S PARTY TIPS!



“Beauty Bars or a Girls Night Out is a fun way for your guests to relax, play with products and learn. I demo on the backs of hands to keep it easy. One idea? Demo TimeWise® Microdermabrasion Plus on one hand, then apply Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15* in a shade darker or lighter than her skin to both hands. She'll see immediate benefits to her skin from the Microdermabrasion Plus, and you've got a potential sale!” – Amber

*Over-the-counter drug product

You Can Do It!

Pick your sales goal, make an action plan, and get to work.

MY GOAL THIS MONTH

Ex. \$1,200 retail sales (\$600 wholesale)

ACTIONS

Ex. One skin care party/week @ avg. \$200/party = \$800 retail sales

Customer product reorders @ \$200 retail sales

Four color parties @ avg. \$100/party = \$400 retail sales

Totals \$1,400 retail sales (\$200 above my goal)!

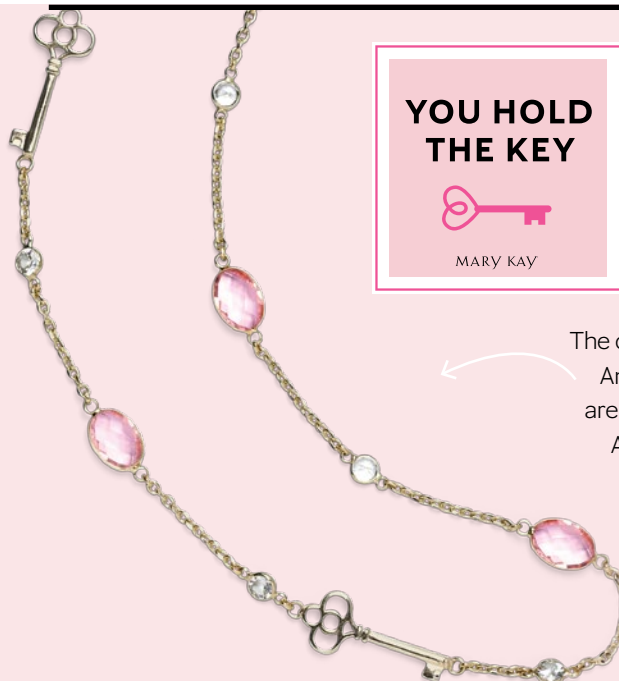
1.

2.

3.

4.

5.



**YOU HOLD
THE KEY**



MARY KAY

**MARY KAY YOU HOLD THE KEY FALL
CONSISTENCY CHALLENGE**

AND THEN SOME!

JULY 1 – DEC. 31, 2018

The difference between average and top performers is summed up in three words:

And Then Some! Top performers do what is expected, And Then Some. They are considerate and kind, And Then Some. They meet their responsibilities fairly, And Then Some. They are good friends you can count on, And Then Some.

Achieve the Mary Kay *You Hold the Key* Challenge each month, **July through December 2018**, and you'll **get this jewelry piece** from the exclusive *You Hold the Key* Jewelry Collection by R.J. Graziano.

World of OPPORTUNITY

How one woman traveled thousands of miles to discover her dreams.
Today, she shares the Mary Kay opportunity in the Big Apple.



Jacqueline Alford
INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR



An immigrant from Guyana, South America, Jacqueline arrived in the United States as a teenager 35 years ago. “I was in search of new, exciting adventures and opportunities,” says Jacqueline. “I began my new life in a new country as a dance student with the Alvin Ailey School while pursuing a degree in Fine Arts. After graduation, I accepted a corporate management position, but after having my two children, I decided to be a stay-at-home mom.” At the time, she was unaware that she could unleash her dreams with

a Mary Kay business. “I was invited to a *Mary Kay*® skin care class and instantly fell in love with the products,” she says. “But I didn’t become an Independent Beauty Consultant until a few years later when I met **Independent Senior Sales Director Pansy Pierce** while out shopping. As a mom to seven-week-old Matthew and four-year-old Gabrielle, it was then that the Mary Kay opportunity and flexibility were appealing. I signed my Independent Beauty Consultant Agreement in October 1994.”

CITY LIVING

As a New Yorker, Jacqueline notes a difference working her Mary Kay business in the city versus the suburbs. “I enjoy the flexibility of finding new faces to turn into skin care customers everywhere I go, but the city and the suburbs are two different experiences.”

With her fast-paced city life, she tends to book appointments on the spot or later the same day, rather than planning two days from making initial contact through warm chatter. Her prospective customers and team members tend to be women on the go.



#MYMKLIFE



#TEAMMK

"I find relationship-building opportunities everywhere, including on trains and buses, in salons and other places while 'doing life.' It's natural for my new team members to evolve from these everyday situations. In New York, the best time to share Mary Kay and team-build is anytime because people work many shifts: 7 a.m. – 3 p.m.; 3 p.m. – 11 p.m.; and 11 p.m. – 7 a.m. There's always someone to share the advantages of a Mary Kay business with at any time of day!"

It's through this consistency seeing new faces and sharing her love of Mary Kay with others that Jacqueline debuted as an Independent Sales Director in 1995 and continues to grow 23 years later!

GOAL-GETTER

"The Company's monthly challenge

I was in search of new, exciting adventures and opportunities.

and focus on new faces has greatly inspired me and my unit members. We have a consistent monthly goal. And we are more creative and flexible in our approach to growing our Mary Kay businesses. This has led to us increasing our activity in planning and implementing networking events.

"I keep myself and my unit inspired by constantly painting the picture of success, whether it's earning the use of a Mary Kay Career Car, being your own boss or potential leadership opportunities. We're all busy, which is why the flexibility offered by the Mary Kay opportunity, along with the earning potential, are attractive to

women who want more for themselves and their families.

"My 23-year journey so far has made me more optimistic, and it has strengthened my faith in God. I love the flexibility, freedom and the sisterhood. I enjoy celebrating other women as their lives are transformed for the better.

"The Mary Kay opportunity has allowed me to find my own voice and discover my power. I am a better wife to my husband, Matthew Alford, Sr., a mother to my kids and an only child to my 87-year-old father. Today, both of my children are college graduates with no student loans, due in great part to my Mary Kay income and the opportunity to be home to mentor them to adulthood." ♥

MARY KAY®

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

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Confidence Starts Here!

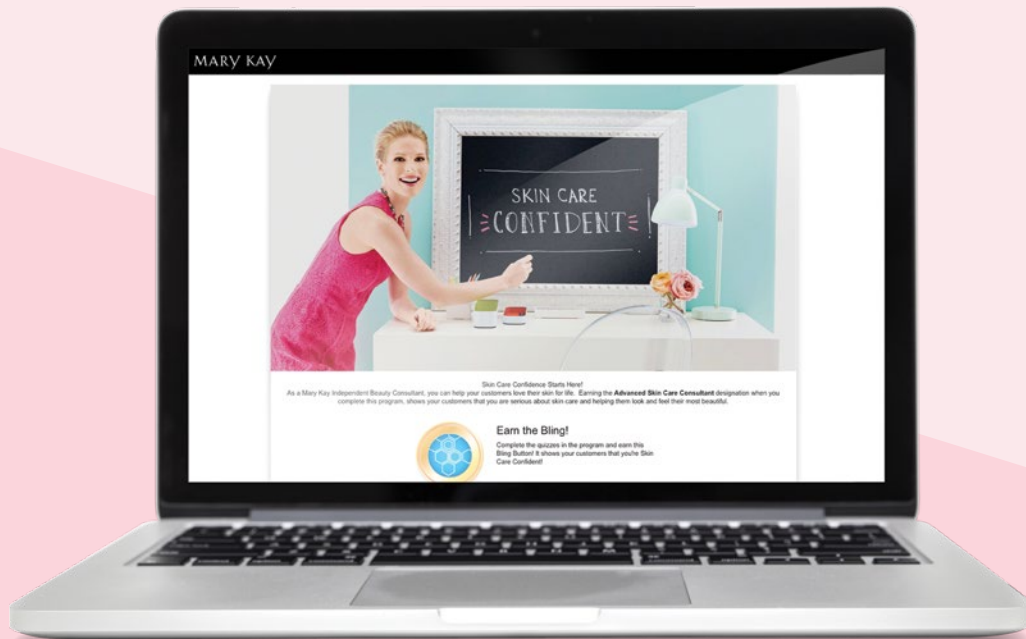
Mary Kay offers you the best product education in the business, so you can sell with confidence!

Skin Care Confident is an online program to help you learn exactly what products to recommend based on your customers'

needs. Complete to earn the **Skin Care**

Confident designation and get some bling.

Your customers will love knowing you have the knowledge to help them with the latest on how to look and feel beautiful.



It's Free! FIND IT ON **MARY KAY INTOUCH®** > [EDUCATION](#).