

MARY KAY

SEPTEMBER 2019

applause®

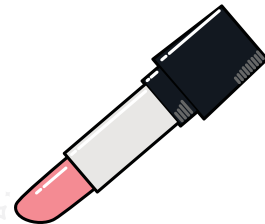


MARY KAY *Naturally*™

Our First Natural-Certified Skin Care Line



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. CT.

2

Labor Day.
All Company offices closed. Postal holiday.

3

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

9

Holiday 2019 Preferred Customer ProgramSM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

10

Early ordering of the new Holiday 2019 promotional items begins for Star Consultants who qualified March 16 – June 15, 2019, and all Independent Beauty Consultants enrolled in *Preferred Customer ProgramSM*.

13

Mary Kay Inc. 56th anniversary

15

Holiday 2019 promotion early ordering for all Independent Beauty Consultants begins.

Postmark deadline for Quarter 1 Star Consultant quarterly program.

Deadline to make Quarter 4 Star Consultant prize selections.

16

Holiday 2019 promotion begins. Official on-sale date.

Quarter 2 Star Consultant quarterly contest begins.

Winter 2019 Preferred Customer ProgramSM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

18

New Independent Sales Director Education in Plano, Texas.

20

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

23

Registration for Nov. 13–16 New Independent Sales Director Education opens at 8:30 a.m. CT.

27

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

30

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.

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

Online Independent Beauty Consultant Agreements accepted until midnight CT.



“

I've often said
that we are doing
something far
more important
than just selling
cosmetics; we are
changing lives.

”

Mary Kay

HELPFUL NUMBER:

Mary Kay Service Center
800-272-9333

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

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. ©2019 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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

Happy Anniversary, MARY KAY!

THIS MONTH IN MARY KAY HISTORY



1963

Mary Kay Ash opened her 500-square-foot storefront in Dallas with the help of her 20-year-old son Richard Rogers, her life savings of \$5,000 and nine Independent Beauty Consultants.



1969

Top five Independent Sales Directors are surprised at Seminar to earn the use of the first pink Cadillacs®.



1970

Mary Kay Ash unveils her famous diamond bumblebees and awards them for the first time at Seminar.



1986

Mary Kay Ash is inducted into the Texas Women's Hall of Fame.

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 PUBLICATIONS SPECIALIST: NICOLE LITTLE
DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA GRAPHIC DESIGNER: BIANCA CAMANO
SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: 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 In Touch®* 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.

MARY KAY *Naturally*TM

Discover our first natural-certified skin care line!

You can offer everything your customers need to look and feel beautiful. That includes a **wide range of skin care lines** – everything from age-defying to acne-fighting, even skin care for him. And now you have **products with naturally derived¹ ingredients**.

Combines naturally derived¹ ingredients, unique to each product, with exciting, versatile forms that elevate a beauty routine. It is our latest commitment to offer a range of products that meet a woman's skin care needs at any stage, or age, in her life.



MARY KAY NATURALLYTM PURIFYING CLEANSER, \$26

Infused with skin-soothing cornflower floral water and sweet almond oil, helps remove dirt and leaves skin feeling nourished and soothed. 99.49% natural origin.²

HOW TO USE: For best results, use with a cotton pad on damp skin.



Use the products together as a skin care regimen or as great add-ons to your customers' favorite *Mary Kay*[®] regimen!



MARY KAY NATURALLYTM EXFOLIATING POWDER, \$34

Gently exfoliates skin with the help of hydrogenated castor oil and citric acid. 100% natural origin.³

HOW TO USE:

- Use a dime- to quarter-sized amount mixed with water for customized exfoliation.
- Can be mixed with *Mary Kay Naturally*TM Purifying Cleanser, *Mary Kay Naturally*TM Nourishing Oil or water for a personalized exfoliating experience.
- Can be used two or three times per week or daily if preferred. Should not be used on the same day as another exfoliator or deep-cleaning mask.

All prices are suggested retail.



MARY KAY NATURALLY™ NOURISHING OIL, \$48

Leaves skin feeling hydrated and contains a blend of sweet almond, olive and sesame oils. 100% natural origin.³

HOW TO USE:

- Can be used all over, including on the face, cuticles, elbows, even ends of hair.
- Can mix 1 or 2 drops with your moisturizer or foundation for a customized beauty experience.*
- Can be used with your morning or evening routine or both.



DID YOU KNOW?

Oily skin can also be dehydrated skin, overproducing oil in response to a lack of moisture.



MARY KAY NATURALLY™ MOISTURIZING STICK, \$28

Made with candelilla wax and beeswax, it relieves dry skin, anywhere, anytime. 100% natural origin.³

HOW TO USE:

Use on any dry areas, such as face, elbows, knees, cuticles or heels. If using in multiple areas, we recommend a moisturizing stick dedicated only to the heels/feet and one dedicated only to the lips.



PSST ... FREE OF

- Parabens
- Synthetic Fragrance/ Synthetic Dyes
- SLS/SLES (Makes products foam or lather)
- Phthalates (Pronounced 'tha- ,lātes)

Also free of silicone, mineral oil and alcohol or any ingredients that have been genetically modified.

Find details on product and ingredient information on *Mary Kay InTouch** > Products > Product Central.

¹At least 90% of ingredients are derived from natural sources processed in allowance with third-party standards — currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients. For more information, go to marykay.com/naturally.

² This means that 99.49% of ingredients are derived from natural sources processed in allowance with third-party standards — currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients. For more information, go to marykay.com/naturally.

³ This means that 100% of ingredients are derived from natural sources processed in allowance with third-party standards — currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients. For more information, go to marykay.com/naturally.

*It is not recommended to mix the oil with sunscreen or acne products. You can apply one product followed by another but avoid mixing together as one application.

GOT *Questions?*

Q: DOES MARYKAYNATURALLY™ REPLACE BOTANICAL EFFECTS®?

A: It is not a replacement for *Botanical Effects*®. *Botanical Effects*® contains nature-inspired ingredients like dragon fruit and aloe extracts. *Mary Kay Naturally*™ is certified natural according to comprehensive standards with at least 90% of ingredients derived from natural sources.¹

Q: WHO IS THE TARGET CUSTOMER?

A: A wide range of customers at any age or stage! Those who:

- are conscious of ingredients.
- like to try unique or new products.
- are not concerned with age-defying.
- want to add something new to their existing skin care regimen.

Q: CAN ANYONE USE MARYKAYNATURALLY™?

A: Its gentle formula is suitable for normal-to-dry skin types and sensitive skin.

- Clinically tested for skin irritancy and allergy.
- Dermatologist-tested.
- Non-comedogenic.

Q: IF MY CUSTOMER USES ALL MARYKAYNATURALLY™ PRODUCTS, WHAT IS THE ORDER OF APPLICATION?

- A:
1. Purifying Cleanser
 2. Exfoliating Powder
 3. Nourishing Oil
 4. Moisturizing Stick



HELP US PROTECT OUR COSMOS NATURAL CERTIFICATION!



We are so excited to enter the emerging natural skin care category with the launch of *Mary Kay Naturally*™. After extensive research, we learned that due to a lack of government regulations on the definition of “natural skin care,” there is a great deal of scrutiny on this category. That’s why we worked closely with a third party called EcoCert to earn the COSMOS Natural certification. This included a careful review of our products and marketing assets to ensure that everything we say about the certification is clear, accurate and approved.

As you promote this amazing new product line, please follow these guidelines:

- **Fun and compelling educational and marketing assets are available** to help you sell *Mary Kay Naturally*™ with confidence. **It is very important to use the Company assets without alteration.** Taking creative license can expose Mary Kay to potential suspension of our COSMOS Natural certification. Check out all the great assets on *Mary Kay InTouch*® > Products > Product Central.

- **Please use approved images to avoid any misunderstanding.** Images and propping are just as important as the words. We want to avoid using any images (such as random flowers) that could potentially confuse customers about ingredients contained in each product.
- When you talk about *Mary Kay Naturally*™, **use only the language provided about COSMOS and EcoCert.** We’ve taken great care to ensure we comply with the third-party standards. Small tweaks can make big differences.
- Mary Kay defines *Mary Kay Naturally*™ products as at least 90% of ingredients are derived from natural sources processed in accordance with third-party standards – currently the COSMOS standard. Please make sure to refer to *Mary Kay Naturally*™ products as “**naturally derived**” or of “**natural origin**” to align with Mary Kay’s definitions and the COSMOS standard.
- While the current four products in the *Mary Kay Naturally*™ line are 99.49% or more naturally derived, please do not give the impression that the line will always be 99.49% or more naturally derived. Instead, reinforce the Mary Kay standard of “**at least 90 percent of ingredients are derived from natural sources.**”

THE Science



THE SCIENCE

"*Mary Kay Naturally*™ is for women who want the essentials for healthy-looking skin using naturally derived¹ ingredients. And it's for women who want formulas that are gentle and suitable for sensitive skin. We wanted these women

to experience Mary Kay the way so many women have for more than 50 years: by always putting you first with a focus on quality, safety and rigorously tested products that meet your skin care needs." – **Dr. Lucy Gildea, Mary Kay Chief Scientific Officer**

Third-Party Certified. Every product in our *Mary Kay Naturally*™ line is third-party certified as natural according to comprehensive standards. The COSMOS standard** requires evaluation of everything from the sourcing and processing of ingredients to the manufacturing of products and packaging.

Ingredients from nature. Nature is full of amazing wonders to benefit skin. And our products feature many of the quality ingredients nature offers. Each *Mary Kay Naturally*™ product contains its own unique blend of ingredients, such as skin-soothing sweet almond oil and olive oil, antioxidant-packed cornflower floral water and vitamin E. We also use squalane derived from plants to provide moisturization benefits. And the small percentage that isn't derived from nature is included to help blend the formulas together and maintain effectiveness.

Environmentally conscious packaging. All packaging complies with comprehensive standards to ensure respect for the environment. Plus, our cartons are made from 100% post-consumer content, are recyclable* and feature Forest Stewardship Council®-certified material.

HELP IS HERE!

How-to videos, product fact sheets, digital assets and more on [Mary Kay InTouch® > Product Central](#).

¹At least 90% of ingredients are derived from natural sources processed in allowance with third-party standards – currently the COSMOS standard. Visit [marykay.com/naturally](#).

*Where facilities exist

**To learn more about the COSMOS standard, see [cosmos-standard.org/the-cosmos-standard](#)

†The Forest Stewardship Council (FSC) is dedicated to supporting the practice of sustainable forestry worldwide. FSC-certified paper and print products contribute to conservation, responsible management and community-level benefits for people near the forests that provide the paper.



EXAMPLE SELLING SCENARIO

You met a woman at your child's recital, and she mentioned that she was only interested in natural skin care products. Here's your opportunity to follow up!

YOU: *Hi, ____! This is _____. I'm the Mary Kay Independent Beauty Consultant you met a couple months ago at the recital. I hope you're doing well!*

POTENTIAL CUSTOMER: *I'm doing great, thank you.*

YOU: *Great! You mentioned you were looking for more natural skin care products. I wanted to let you know that we have a new product line I think you'd like!*

POTENTIAL CUSTOMER: *Wow! I can't believe you remembered.*

YOU: *Of course! I really enjoyed meeting you and would love to show you these products. They're made from naturally derived ingredients and are third-party certified as natural. When would be a good time for me to come by? I am open [dates and times].*

Find more selling scenarios on *Mary Kay InTouch*® > Products > Product Central.



SKINVIGORATE™ *Goes Sonic!*

NEW! SKINVIGORATE SONIC™ SKIN CARE SYSTEM, \$75

Sixty seconds to superior sonic clean. Sonic power provides rapid **back-and-forth vibrations** that gently lift away pore-clogging impurities. Moving at a rate of more than **12,000 times per minute**, the sonic oscillations quickly work to remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone. ¹

KEY FEATURES

- Three speeds allow you to customize your cleanse.
- 60-second auto-shutoff keeps your routine consistent.
- Rechargeable battery with USB cord means no searching for replacement batteries.
- It's waterproof and can safely go from sink to shower.²

Skinvigate Sonic™ Skin Care System

(Includes device, one facial cleansing brush head and USB cord for charging.)

Additional Facial Cleansing Brush Heads, \$20, pk./2

60 SECONDS/TWICE A DAY

Use the **facial cleansing brush** with your favorite **Mary Kay® cleanser*** for 60 seconds, twice a day.

- Forehead 15 sec.
- Nose + Chin 15 sec.
- Cheeks 15 sec. each

SPECIAL BUNDLE!

Limited-Edition** *Skinvigate Sonic™*

Skin Care System Bundle (device, facial cleansing brush head + facial massage head + USB cord) for \$45 fixed wholesale (\$100 suggested retail). While supplies last within the Fall 2019 promo period. Part No. 145051.



Watch a
how-to video
demonstrating
usage on

[Mary Kay InTouch® >
Products >
Product Central.](#)

**NEW! SKINVIGORATE SONIC™
FACIAL MASSAGE HEAD, \$25, PK./1**

After trying the device with the facial massage head attached, three out of four women preferred using the facial massage head, rather than their fingers, to apply serum.³ It helped their **serum absorb better and felt like a daily workout** for their face. Mini workout, mighty results! Massage is known to promote microcirculation, bringing oxygen and nutrients to skin.

TWO MINUTES/ONCE DAILY

Use the **facial massage head** with **new Mary Kay Naturally™ Nourishing Oil*** or your favorite **Mary Kay® serum*** for two minutes, once a day.

- Neck 40 sec.
- Jawline/Chin 20 sec.
- Cheeks 25 sec. each
- Forehead 10 sec.

FUN FACT!

Your face has 43 muscles and the ability to make more than 20 facial expressions. That's at least 43 reasons to **pair your favorite Mary Kay® serum*** with the **facial massage head** and give your face the special treatment it deserves!

Facial massage head sold separately, \$25, pk./1



THE DIFFERENCE

NEW! SKINVIGORATE SONIC™ SKIN CARE SYSTEM	FORMER SKINVIGORATE™ CLEANSING BRUSH
Rechargeable	Battery-powered
Waterproof ²	Water-resistant
Three speeds. Plus, one-minute timer and auto shutoff	Two speeds
Oscillating brush head can move back and forth more than 12,000 times per minute.	Rotating brush head can spin more than 400 times per minute.
Includes facial cleansing brush head + USB charging cord	Includes two brush heads + two AA batteries
LED battery-life indicator	
Works with facial massage head attachment (sold separately)	

¹Results based on a one-day independent clinical study during which 21 women used cleanser with the SkinVigorate Sonic™ Skin Care System + SkinVigorate Sonic™ Facial Cleansing Brush Head for 15 seconds

²Fully submerging device in water is not recommended.

³Results based on a majority of panelists who agreed with statements in a four-week independent consumer study during which 208 women used the SkinVigorate Sonic™ Skin Care System and their favorite serum with the SkinVigorate Sonic™ Facial Massage Head once a day for two minutes

*The device was not designed to be paired with acne or sunscreen products.

**Available while supplies last

NEW! Limited-Edition[†] Mary Kay[®]

FALL 2019 COLLECTION

A great way to find new faces. Share these new on-trend colors!

Get 12-hour, pigment-rich **Mary Kay Chromafusion[®] Eye Shadow** in the season's most-wanted shades, paired with a perfectly neutral matte lip.

LIMITED-EDITION[†]
MARY KAY[®] MATTE
LIPSTICK, \$18 EACH

SPICE OF LIFE

TENACIOUS TAUPE

BEAUTY EXTRA

How-to video on
Mary Kay InTouch[®] >
Products > Product
Central

FEEL FIERCE

(From top: Rose Gold,
Pomegranate (new),
Hummingbird (new), Onyx)

RADIATE CONFIDENCE
(From top: Mahogany,
Radiant Blue (new), Golden
Peach (new), Toffee (new))

LIMITED-EDITION[†]
MARY KAY[®]
CHROMAFUSION[®]
EYE SHADOW +
MARY KAY PETITE
PALETTE™ BUNDLE

(Includes four eye shadows
and petite palette), \$36 each

IT'S HERE!

TimeWise 3D™

Foundation is available
in *luminous finish* —
23 shades, from ivory
to beige to bronze.
For normal to dry skin.
\$25 each.

PURCHASE WITH PURCHASE

Limited-Edition[†] Mary Kay[®]
Collection Bag, \$5

Purchase \$55 suggested retail
in limited-edition[†] *Mary Kay[®]*
Fall 2019 Collection products, and
you get the collection bag for \$5.*
No limits!

[†]Available while supplies last

*Available with a qualifying purchase from
participating Independent Beauty Consultants
only and while supplies last.



Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Sonia Pérez



Lupita Magaña

ALL IN *On You!* *¡AL CIEN contigo!*

There's a reason this magazine is called
Applause® ... to celebrate YOU!/
Por algo se llama la revista
Aplausos® ... ¡para celebrarte a ti!



Debi Moore



Cindy Williams



Stacy James



Pamela Waldrop Shaw



Dayana Polanco

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 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 2019, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for April 2019.) 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, 2018, through May 31, 2019./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 2019; gratificaciones por desarrollo de liderazgo para Áreas de DNV; crédito por *Impulsa tu clasificación* de octubre y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en abril de 2019. 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 2018 al 31 de mayo de 2019.

INNER CIRCLE /
CÍRCULO INTERIOR

\$650,000
Gloria Mayfield Banks
\$629,539

\$600,000
Patricia Turker
\$575,329

\$500,000
Lisa Madson
\$487,623

\$450,000
Sonia Páez
\$414,909

\$400,000
Lupita Magaña
\$396,183

\$350,000
Debi Moore
\$333,481
Cindy Williams
321,248

\$325,000
Stacy James
\$304,661

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000
Pamela Waldrop Shaw
\$278,961

\$250,000
Dayana Polanco
\$271,743

Pamela Fortenberry-Slate
266,584
Linda Toupin
257,565
Dacia Wiegandt
243,157
Sara Pedraza-Chacón
241,380
Dawn Dunn
232,132

\$200,000
Julia Burnett
\$220,644
Kristin Myers
218,287
Julianne Nagle
215,042
Anabell Rocha
211,745
Sandy Valerio
209,923
Davanne Moul
207,106
Anita Tripp Brewton
206,542
Julie Krebsbach
205,671
Paola Ramírez
201,611
O'Nelly Encarnación
196,038
Kay Elvrum
195,926
Kerry Buskirk
192,376
Juanita Gudiño
190,530

Mayuli Rolo
186,629
Lia Carta
186,052

GOLD CIRCLE /
CÍRCULO DE ORO

\$150,000
Mary Estupiñan
\$182,087
Lorraine Newton
180,336
Cyndee Gress
177,346
Lily Orellana
176,493
Gloria Báez
176,203
Yosaira Sánchez
175,737
Cindy Fox
173,740
María Monarrez
172,938
Evelinda Díaz
168,866
Sue Pankow
168,359
Somer Fortenberry
166,223
Rebecca Evans
164,550
Jan Thetford
159,864
Kim McClure
156,775
Rosibel Shahin
156,144
Shannon Andrews
155,945
Morayma Rosas
148,980
Bianny Ramírez
147,169
Valerie Bagnol
146,328
Auri Hatheway
143,542
Monique Balboa
142,443
Ada García-Herrera
141,168

Tammy Crayk Smith
139,375
Leah Lauchlan
138,076
Pam Higgs
137,575

\$125,000
Alia Head
\$134,493
Kimberly Copeland
132,295
Pamela Tull
131,207
Susan Hohlman
130,299
Pam Ross
130,035
Luzmila Abadia Carranza
129,196
Diane Mentiply
128,002
Michelle Sudeth
127,116
Janis Z. Trude
125,910
Pam Klickna-Powell
125,395
Marilyn Marte-De Melo
124,159
Yvonne Lemmon
122,223
Deb Wehrer
121,263
Elizabeth Sánchez
119,793
Lisa Allison
119,644
Maria Flores
117,663
Kristin Sharpe
116,603
Yudith Pupo
116,330
Alma Orrostieta
115,499
Gladis Elizabeth Camargo
115,279
Sonia Bonilla
114,964
Noelia Jaimes
114,648

MONTHLY COMMISSIONS
AND BONUSES
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.

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$51,837
Debi Moore*
38,412
Pam Fortenberry-Slate*
27,237
Kristin Myers*
24,225
Sylvia Kalicak*
20,009

Lorraine Newton*
19,933
Sara Pedraza-Chacón*
19,494
Cyndee Gress*
17,411
Somer Fortenberry
17,331
Davanne Moul*
17,077

Paola Ramírez
15,770
Janis Z. Trude
15,010
Patrice Moore Smith
15,002
Diane Mentiply
14,777
Morayma Rosas
12,669
Dawn Otten-Sweeney
12,562
Sue Uibel
12,239
Bridget Shaw
11,537
Evalina Chávez
11,092
Elaine Kimble Williams
11,030
Ruth Everhart
11,026
Deb Wehrer
10,895
Valerie Bagnol*
10,806
Elizabeth Sánchez
10,789
Mia Mason Porter
10,575
LaRonda Daigle
10,272
Kimberly Copeland
10,199
Alma Orrostieta
10,127

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$62,155
Patricia Turker**
49,440
Sonia Páez**
39,800
Rosibel Shahin*
22,636
Dayana Polanco*
20,581
Dacia Wiegandt*
20,359
Julianne Nagle*
19,777
Pamela Tull
16,868
Tammy Crayk Smith
16,125
Kerry Buskirk*
15,623
Anita Tripp Brewton*
15,229
Mayuli Rolo*
14,787
Pam Higgs
14,724
Evelinda Díaz*
14,310
Yudith Pupo
13,922
Monique Balboa
13,260
Mariana Moreno*
13,195
Auri Hatheway
13,128
Pam Klickna-Powell
12,338
Luzmila Abadia Carranza*
12,173
Noemi Jaimes
11,837
Marilyn Marte-De Melo
11,756

Gina Rodríguez-Oriola
11,648
Ada García-Herrera*
10,995
Bianny Ramirez*
10,976
Sue Wallace
10,634
Crisette Ellis
10,479
Cathy Bill*
10,288

DIAMOND/DIAMANTE

Lisa Madson*
\$52,987
Pamela Waldrop Shaw**
26,152
Shannon Andrews*
24,540
Dawn Dunn*
24,417
Pam Ross*
20,750
Julia Burnett*
20,018
Kristin Sharpe
19,384
María Monarrez
17,030
Yosaira Sánchez*
16,737
Kay Elvrum
16,678
Leah Lauchlan
16,455
Anita Conley*
16,420
Sue Pankow
15,700
O'Nelly Encarnación
15,188
Lily Orellana
14,829
Rebecca Evans*
14,202
Lisa Allison
13,762
Susan Hohlman*
13,053
Roxanne McInroe
12,036
Julia Mundy
11,937
Sandra Chamorro
11,889
Sharon Buck
11,831
Alia Head
11,802
Yvonne Lemmon
11,725
Vicki Jo Auth
11,724
Lynnea Tate
11,645
Diana Sumpter
11,546
Heidi Goelzer
11,262
Robin Rowland
11,247
Evitelia Valdez-Cruz
10,751
Candy Lewis
10,625

RUBY/RUBÍ

Stacy James*
\$33,599

Monthly Commissions And Bonuses, cont.

Cindy Williams*	Juanita Gudiño*
28,526	14,750
Linda Toupin	Lara McKeever
26,732	13,627
Maricarmen Landa Ramos	Mary Estupiñan*
21,524	13,332
Kim McClure	María Flores
18,938	11,261
Jan Thetford	Cecilia James
18,226	11,007
Sandy Valerio*	Bea Millsagle
17,854	10,512
Anabell Rocha*	Tammy Vavala
17,182	10,407
Gloria Báez*	* Denotes Senior NSD
16,674	**Denotes Executive NSD
Lia Carta**	***Denotes Elite Executive NSD
16,584	*Denota DNV Senior
Cindy Fox*	**Denota DNV Ejecutiva
16,072	***Denota DNV
Julie Krebsbach*	Ejecutiva de Élite
15,321	



13% CLUB

CLUB DEL 13%

May/Mayo 2019

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 **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 uno pedidos por un mínimo de \$225 al mayoreo en mayo.

DIAMOND/DIAMANTE

Celeste Byrd*	\$2,799
Karime Rosas*	2,796
Sherrie C. Purvis*	2,704
Lisa Rada*	2,453
Nancy M. Polish*	1,986
Claudia Chavez*	1,857
Emma Morales*	1,685
Amy Kemp*	1,672
Melissa Mays*	1,672
Heather M. Julson*	1,644
Robbie L. Brannon*	1,631
Tina M. Kocourek*	1,431
Emily E. Schuette*	1,384
Ruth Alvarado*	1,384
Megan E. MacDowall*	1,348
Kelly Comley*	1,333
Dolly A. Metzger-Stearns*	1,330
Kelly M. Freeman*	1,320
Cindy S. Kriner*	1,312
Nicki R. Hill*	1,310
Joan M. Farrell*	1,295
Lindsey D. Christenson*	1,290
Delmi C. Santos*	1,284
Lucrecia Aguirre*	1,275
Julie M. Maxey*	1,263

*Denotes Independent Sales Director.

*Denota Directora de Ventas Independiente.

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 2019./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 2019.

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

SAPPHIRE/ZAFIRO	
Vicki Piccinilli, C. Littlejohn Area	\$103,635
EMERALD/ESMERALDA	
Stacy D. Foust, Mary Kay National Area	\$89,341
DIAMOND/DIAMANTE	
Amy Kemp, Mary Kay National Area	\$101,647
RUBY/RUBÍ	
Paula M. Kirkpatrick, Mary Kay National Area	\$102,860

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

SAPPHIRE/ZAFIRO	
Barbara Popowski, Mary Kay National Area	\$15,311
EMERALD/ESMERALDA	
Reaunetta Hatcher, Mary Kay National Area	\$13,145
DIAMOND/DIAMANTE	
Kelly M. Freeman, K. Ford Area	\$15,090
RUBY/RUBÍ	
Gina M. Ochoa, M. Estupiñan Area	\$14,010

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

SAPPHIRE/ZAFIRO	
Shirley Singh, V. Meikle Harris Unit, L. Newton Area	\$18,580
EMERALD/ESMERALDA	
Elizabeth Gomez, N. Murphy Unit, Mary Kay National Area	\$25,129
DIAMOND/DIAMANTE	
Loren Robles, K. Casarez Unit, L. Allison Area	\$16,910
RUBY/RUBÍ	
Rocio Perez, M. Simone Unit, M. Estupiñan Area	\$26,896

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO	
Sales Director Heather L. Garland, K. Myers Area	18 New Team Members
EMERALD/ESMERALDA	
Sales Director Cheryl L. Reynon, S. Wallace Area	14 New Team Members
DIAMOND/DIAMANTE	
Teresa Vasquez, C. Cortez Mendoza Unit, I. Jimenez Area	12 New Team Members
RUBY/RUBÍ	
Katelyn Hooper, B. Wirt Unit, B. Wirt Area	12 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for May 2019./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en mayo de 2019.

SAPPHIRE/ZAFIRO

Tracey F. Hedrick Lassiter	43 New Unit Members
Kirara Seldon	29 New Unit Members
Rheanonda R. Johnson Gray	26 New Unit Members
Brooke E. Bennett-Young	24 New Unit Members
Herendira Garcia	23 New Unit Members
Linne' Lane	23 New Unit Members
Debbie A. Weld	23 New Unit Members
Heather L. Garland	22 New Unit Members
Bridget N. Howerton-Adams	21 New Unit Members
Viveca C. Wilson	20 New Unit Members

EMERALD/ESMERALDA

Karen I. Kohan	33 New Unit Members
Cheryl L. Reynon	23 New Unit Members
Emily S. Vijil	23 New Unit Members
Ebun Osaze	22 New Unit Members
Nelis Amaya	21 New Unit Members
Nancy A. Berlin	20 New Unit Members

DIAMOND/DIAMANTE

Monique Vallair	30 New Unit Members
Megan N. Wilkes	30 New Unit Members
Tanya L. Satcher	24 New Unit Members
Ruth Alvarado	21 New Unit Members
Brandi M. Bridges-Wheeler	21 New Unit Members
Elsa F. Santos	21 New Unit Members
Mary Kathryn King	20 New Unit Members
Stephanie A. Mottaz	20 New Unit Members

RUBY/RUBÍ

Michelle L. Sanders	25 New Unit Members
Stephanie L. Coker	24 New Unit Members
Luz A. Perez	24 New Unit Members
Rocio Rodriguez	24 New Unit Members
Jaime M. Bittner	20 New Unit Members

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?



DIAMOND / *DIAMANTE*

NEW DEBUTS DEBUTES

March/Marzo 2019

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".



Teresa Almanza
Irving, TX
D. Gonzalez
Bello Unit



Datrice E. Sledge
West Helena, AR
J. Scott Unit



Sindy D. Tavares
Lovington, NM
K. Rosas Unit

“THE RESPONSIBILITIES OF A LEADER ARE GREAT, BUT SO ARE THE REWARDS.” / LAS RESPONSABILIDADES DE UN LÍDER SON GRANDES, PERO TAMBIÉN LO SON LAS RECOMPENSAS.”

Mary Kay

Not pictured/Sin foto: *Sha'Ron Carruthers*, Dayton, OH, J. Rentz Unit; *Melissa Carter*, Bell Buckle, TN, C. Byrd Unit; *Monissa Childs*, Irvington, NJ, A. Longchamp-Devose Unit; *Chinyere D. Crutcher*, Grosse Pointe Woods, MI, K. Sharpe Unit; *Rebecca Graham*, Pendleton, SC, J. Huggins Unit; *Ashley L. Jameson*, Glens Falls, NY, C. Gardner Unit; *Jely S. Pacheco*, Orlando, FL, K. Martinez Unit; *Ciara N. Peyton*, Springboro, OH, B. Holliday Unit; *Lisa B. Racer*, Milton, WV, A. Zornes Unit; *Martha N. Ramirez*, Upper Marlboro, MD, *Sandy Stare*, Appleton, WI, D. VanRyzin Unit; B. Estrada Unit; *Kelsey Taylor*, Tiger, GA, L. Jolly Unit.

DEAN'S LIST

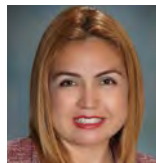
LISTA DEL DECANO



May/Mayo 2018

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 cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured/Sin foto: *Leidy D. Gomez*, Los Angeles, L. Magaña Area, Sapphire Seminar; *Mikaela Garth*, Eureka, MO, C. Bill Area, Emerald Seminar.



Adriana Torres
Queens Village, NY
R. Shahin Area
Emerald Seminar



TRIPLE CROWN

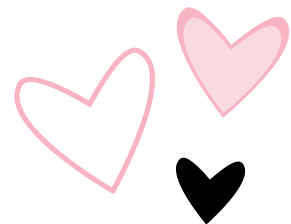
TRIPLE CORONA



May/Mayo 2018

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: *Emma N. Smetana*, Dayton, OH, L. Lauchlan Area.



The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch*®. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. 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 2018

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.



Michelle L. Custer
Fort Collins, CO
L. Madson Area

Not pictured./Sin foto: Emma N. Smetana, Dayton, OH, L. Lauchlan Area.



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

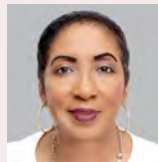
FABULOUS 50s FABULOSOS 50

November/Noviembre 2018

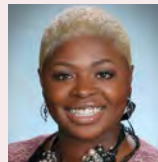
Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y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



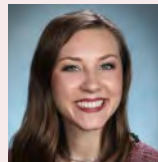
Gabriela Dragan
Buford, GA
P. Ross Area



Maureen E. Gordon
Plantation, FL
P. Waldrop
Shaw Area



Anabigail Longchamp-
Devoise
West Orange, NJ
C. Lewis Area



Sydney S. Overcast
Columbus, OH
J. Burnett Area

Not pictured./Sin foto: Ali Zornes, South Point, OH, L. Tate Area.

ON THE MOVE EN ACCIÓN

March/Marzo 2019

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.

Monissa Childs
Rebecca Graham
Ciara N. Peyton

Datrice E. Sledge
Sindy D. Tavares



FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS



May/Mayo 2019

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.

Brittany S. Ackles
Faiza Adam
Jaqueline Adame
Connie J. Adams
Faviola Aguilar
Jennifer R. Ainsworth
Allysa Alba
Yadira Alba
Adisa A. Alexis
Jeremiah Allen
Adriana Amaya
Suzanne Amling
Naomi A. Andrei

Cindy Archer
Gilma Y. Argueta
Irma Argueta
LaTasha Arline
Ana Armuelles
Tracy A. Arneson
Aspen R. Auld
Keidy S. Avila
Maritza E. Avila
Gloria Azpeitia
Belen Baca
Melissa L. Bailey
Carin Barell

Michele Barrera
Alana M. Barrett
Ashley Barrow
Lori Barth
Jennie Bartlette
Lilian Batres
Elizabeth A. Baumann
Carolina Bautista
Penny M. Becker
Gail Belokur
Euporia Belton
Marianela Beltre Tiburcio
Irina Bengtson
Shanna D. Bennett
Stacy Berry
Bethzaida Betancourt
Carmen Bianca
Shalane Blackmore
Stephanie R. Blair
Josefina Bocardo
Alejandra Bonilla
Kalie M. Bottorff-Wallis
Tammy Brackett
Sorrenta Branch
Amanda Brilinski
Rachel R. Brockl
Glenda S. Bronikowski
Marvina L. Brown
Tamara E. Brown
Deanna C. Brunsmann
Claudia Bustos
Dorothea Caldwell
Bonnie Calhoun
Elpidia Calletano
Dulce N. Camargo
Mercedes J. Campos
Gloria I. Cano
Esmeralda Cantu
Jessica A. Carey
Jessica Carlson
Kimberly Carpenter
Francisca Carranza
Luz Carreno
Jordan B. Carter
Ruth M. Casillas
Cecilia Castillo
Milvia Castillo
Esfania Centeno

Marina Centeno
Karina Cepeda
Tammy M. Chamberlain
Halie Chapman
Lameka Chatman
Giovanni Chavez
Karla C. Chavez
Nora Cintron
Annette R. Ciringione
Casie L. Clark
Danielle Clark
Travis Clark
Tiffany Connelly
Teresa Conville
Nancy M. Crockett
Tonya M. Crowe
Juana Cruz
Amy P. Cudnohoske
Simone L. Cuomo
Stephanie M. Cyrus
Luz Damian
Disli M. Dardon
Ketra Dargon
Terry L. Davis
Esly De La Pena
Gabriela A. Degois
Danielle DeMeere
Alice F. DeVose
Cassandra DeWitt
Evelyn Diaz
Kerri Dickerson
Faenita Dilworth
Ashlie H. Dressel
Betty G. Eickhoff
Casandra Elizalde
Beverly A. Emerson
Jennifer Engleskirsh
Alexandria Escue
Cesia Esparza
Jennifer Estrada
Bev Evans
Lynn S. Evans
Cherrilyn B. Fain
Lauren R. Fantz
Janice A. Fearon
Maria Fierro
Shirley Finney
Beth D. Finnson

Leah Fjetland
Blanca Z. Flores
Eleticia Flores
Melissa Flores
Blanca Garcia
Claudia Garcia
Deby Garcia
Enrique Garcia
Grecia Garcia
Paula Garcia
Breanna Glavey
Claudia Godinez
Kara Golden
Ana K. Gomez
Evangeline Gonzalez
Florescia Gonzalez
Olga Gonzalez
Patricia Gonzalez
Gloria Granados
Katherine J. Grandi
Brindle Griffin
Katherine A. Groover
Maria Guajardo
Dolores Guerrero
Marypaz Guerrero
Cecilia Guevara
Gladis C. Guiracocha
Kiomarie Guzman
Sierra D. Hales
Kelley Hamilton
Shannon C. Hankins
Andrea V. Hastings
Jason Haynes
Anna E. Heckman
Taura Henley
Alba C. Henriquez
Kathy J. Henslee
Arturo Hernandez
Delmy M. Hernandez
Guadalupe Hernandez
Keren G. Hernandez
Esperanza Hernandez Salazar
Jacqueline Hicks
Starr L. Hockett
Patricia Holguin
Janet M. Holifield
Emily R. Hornung
Kimberly Hudson

Kathy Huff
Kristin Hughes
Roschelle E. Hughes
Sandra M. Ibanez
Adarely Ibarra
Rosa Isaguirre
Victoria E. Jackson
Joyreese M. James
Minnie Jamison
Emily Jaramillo
Librada Jaramillo
Yesenia Jaramillo
Chrysteney Jeffries
Azucena Jimenez
Clementina C. Jimenez
Valeriana Jimenez
Kay Joho
Rosario Joma
Celine M. Jones
Kara Jones
Kim D. Jones
Tammy C. Jones
Zakira S. Jones
Latoya Jones-Duane
Sarbadienne Joseph
Flor L. Juca
Kenyatta Kelly
Michelle Keppel
Madison R. Kerg
Rosemary G. King
Anne Kleier
April Koenig
Jennifer L. Kyser
Leslie R. Lambert
Gabrielle M. Larsen
Daliris M. Lazala
Claudia L. Lemus
Amanda K. Likes
Jennifer J. Lokhorst
Dee Longoria
Barbara A. Lopategui Perez
Isidra N. Lopez
Romelia N. Lopez
Lesly Lopez Santos
Sarah M. Love
Della L. Loveland
Samantha L. Lowe
Lourdes Lucatero

Red Jackets, cont

Megan Lucio
Candiae R. Lujan
Yessenia Machuca
Fernanda Madrona
Stephanie Mai
Silvia P. Manon
Deonjala Marcellus-Nurmi
Cheryl L. Martin
Norma Martinez
Valerie K. Martins
Kelita N. Matthews
Tamela McCarty
Michele M. McCloskey
Patricia L. McElroy
Shirley McElroy Ray
Julie McGlinchey
Carla McLaughlin
Eugenia M. McNary-Timmons
Rosa I. Medina
Zulema Medina Lopez
Lilian F. Mejia
Carmen Melchor
Rosa Melo
Monica Mendez
Maria Mendivill
Ariadna Mendoza
Nathali Meyado
Rhode A. Monjoie-Whitaker
Maria J. Montelongo
Ellington A. Montenegro
Carmen R. Monterroso
Robyn Moore
Rosa Moreno
Jackie Muermann
Crystal A. Mullins
Silvia Munguia
Karla G. Munoz
Shirley Munoz
Rebeca Murillo
Maria T. Navarro
Lindsay M. Nelson
Linnie A. NeSmith
Gerlean Nicholson
Sammi J. Nixon
Erin Noble
Kriston J. Norris
Terrie O'Day
Yaneth C. Obispo
Elvia Olivares
Kenia Oliveras
Guadalupe Ordas Franco
Lolis Orduña
Rebekah D. Orr
Alyssa K. Osborne-Sukalo
Carolyn K. Ostafinski
Kylie E. Owensby
Ashley Pace
Jennifer A. Padbury
Elida F. Padilla
Ana A. Pagan
Roxana Palacios
Alec Palen
Beau Palen
Elizabeth A. Parks
Linnea M. Patete
Graciela Patino
Berenice Patino- Medrano
Amanda L. Pelegrin
Myriam Perez
Arisbeth Perez Hernandez
Jeanette Perry
Laura A. Pierce
Shekina Plaskett
Yokasty Polanco
Mercedes Portillo
Saidini Portillo
Denae Pottetbaum
Judith Powell
Helen N. Prainito
Javier Quinones
Rocio Quirarte Castillo
Lupe Quiroga

Maria Ramirez
Ninfa Ramirez
Teresa Ramirez
Brennan L. Reed
Valerie Reese
Marilyn J. Reid
Maria C. Renteria Rodriguez
Maria Revercomb
Jodi L. Reyes
Sandy Reyes
Ana D. Rico
Gabriela Rios
Krista D. Robb
Elvia Rodriguez
Shirley Rodriguez
Samantha M. Rohrig
Olivia Romano
Lizeth Romero
Rosa Romero
Morena P. Rosales
Ruth E. Rosario
Florinda Rossitto
Rhonda Rottler
Leonor Rubalcava
Ana M. Rubi Castellano
Elsa M. Rubio
Colleen H. Rud
Jessica C. Rudd
Tiana N. Ruffin
Anika K. Rychner
Elizabeth Ryon
Margaret M. Sablatura
Saodat Saidova
Maria E. Salas
Maria I. Salas
Diana Salazar
Alma D. Saldivar
Heather Salter
Lexi M. Salyer
Maria Sanchez
Silvia Sanchez
Wendy J. Sanchez
Orfa V. Sandoval
Edith Sandoval Cruz
Angelina Santiago Valtierra
Brittany C. Sanwald
Angela L. Sargent
Beatriz C. Saucedo
Mary L. Saucedo
Shana M. Savoie
Beatta Schaettel
Jeanna M. Scheve
Andrea Scott
Carah A. Searcy
Summer M. Seebecker
Nereyda Serrano
Yescenia Serrano
Evelyn Serrano-Boney
Rose Shabaneh
Tyra Shannon
Jadyn T. Sheffield
Janet Shorter
Francisco Sillero Lopez
Diana L. Smith
Lindsay Smith
Heidy B. Solano
Lisa D. Solimando
Karina Soto
Melissa K. Spence
Crystal St. Pierre
Michelle P. StClair
Tammy L. Strahl
Brandi Strasser
Charlotte M. Strickland
Ufemia A. Tapia Ramirez
Krista L. Thumma
Rachel D. Tibbles
Penny D. Tibbs
Sue E. Tice
Linette Torres
Daniela Tortoledo-Niz
Irma Trejo

Tammy J. Truebenbach
Megan A. Turner
Valencia T. Turner
Victoria Turner
Kathy T. Tylen
Courtney Underwood
Jane Underwood
Yvette Uranga
Lidia Valazquez Moreno
Benicia Valentine
Evelin Valerio
Lourdes Vazquez
Marisol Vazquez
Obdulia Vazquez
Lizbeth Vega
Gabrielle A. Vera
Bertha Villa
Maria T. Villa De Morales
Ashley Villarreal

Hattie M. Washington
Michelle Weger
Molly Weis
Joselynn West
Paul H. Wilfert
Celeste Wofford
Katie A. Woitas
Latisha Woods
Nancey W. Woodson
Glenna Workman
Sandra Xique



GOLD MEDALS MEDALLAS DE ORO

May/Mayo 2019

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

138 GOLD MEDALS Consuelo Z. Tinajero*	5	28 GOLD MEDALS Maria E. Cavazos*	5
86 GOLD MEDALS Emma Morales*	6	26 GOLD MEDALS Crispina S. Santos Herrera*	6
60 GOLD MEDALS Maria Chavez*	6	24 GOLD MEDALS Stephanie A. Mottaz*	7
59 GOLD MEDALS Dana Davis-Armstead*	5	Sixta F. Polanco, J. Haddock Unit	7
58 GOLD MEDALS Josefa E. Rosario*	5	21 GOLD MEDALS Tina M. Kocourek*	6
53 GOLD MEDALS Shelia S. Mabrey*	6	15 GOLD MEDALS Heriberto C. Orozco*	5
50 GOLD MEDALS Viviane S. Freitas De Assis*	5	14 GOLD MEDALS Sandra G. Gama*	5
44 GOLD MEDALS Juanita Gaddy*	5	13 GOLD MEDALS Veronica J. Hyba*	5
42 GOLD MEDALS Margarita Gonzalez*	5	11 GOLD MEDALS Diana Chacho*	5
37 GOLD MEDALS Martha G. Mendez*	7	Martha Montelongo*	5
33 GOLD MEDALS Amira Ramos*	5	10 GOLD MEDALS Josefina Sanchez*	5
30 GOLD MEDALS Ma Remi Vega-Cazarez*	5	8 GOLD MEDALS Lindsey D. Christenson*	6

Juana M. Del Cid*	5	Stephanie Cambria,	8
G. E. Ramirez*	5	B. Greene Unit	
Jenny Siemonsma*	5	Gloria I. Cano,	5
		J. Del Cid Unit	
7 GOLD MEDALS Nelly P. Calzada*	12	Tamara J. Choat,	5
		A. Arthur Unit	
Rosa I. Oropeza,	8	Karen Y. Cordova,	5
S. Herrera Unit		G. Gonzalez Unit	
Monique Vallair*	7	Alice R. Day,	6
		A. Zornes Unit	
6 GOLD MEDALS Lynnette R. Hubert*	5	Shirley Finney,	5
		G. Campbell Unit	
5 GOLD MEDALS Kate DiLeo*	5	Claudia Garcia,	7
Delmy Pinto*	5	E. Santos Unit	
4 GOLD MEDALS Martha R. Bermudez*	5	Madison R. Kerg,	8
		C. Peyton Unit	
Rachael G. Cratty,	5	April Koenig,	5
K. Detweiler Unit		H. Puthoff Unit	
Esther Loayza Salas*	5	Daliris M. Lazala,	5
		T. Aguasvivas Unit	
		Gladis Lopez,	5
		M. Sanchez Unit	
		Ariadna Mendoza,	5
		J. Chacho Unit	
3 GOLD MEDALS Stephanie Mitchell,		Ellington A. Montenegro,	6
B. Bridges-		N. Rebollar Unit	
Wheeler Unit	8	Crystal A. Mullins,	5
Amy P. Saunders*	6	M. Vallair Unit	
Ann M. Wagoner*	5	Damaris Pimentel,	5
		Y. Sanchez Unit	
2 GOLD MEDALS Daniela Aguilera,		Aileen S. Roye,	5
L. Monarrez Unit	6	C. Maldonado Unit	
Brandy M. Akins,		Elvira Saldierna,	5
L. Daniel		I. Smith Unit	
Commerford Unit	5	Karina Soto,	5
Wendy Pinto*	5	E. Valdez-Cruz Unit	
Teresa Vasquez,		Tina M. Stewart,	5
C. Cortez		L. Tate Unit	
Mendoza Unit	12	Irma Trejo,	9
		J. Wangerman Unit	
		Lidia Valazquez Moreno,	
		E. Marcial Silverio Unit	5

1 GOLD MEDAL
Jorge Andrade,
M. Sanchez Unit
Dorothea Caldwell,
M. Vallair Unit

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

GRAND ACHIEVERS GRAN GANADORAS

May qualifiers/Calificadas en mayo 2019

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**
Melissa A. Greenlee
Lauralee Cody Jolly*
Cindy S. Merrow
Delmy Pinto
Ana M. Regalado
Teresa M. Valadez

**CONSULTANTS/
CONSULTORAS**
Rachael G. Cratty
Kellie K. Fennell
Jennifer E. Walters

*Denotes March qualifiers.
*Denota marzo calificadores.



You have a wealth of influence, and everyone you meet forms an impression of you by your words and actions – make the Golden Rule your way of life. / Tienes una gran influencia y todas las personas que conozcas tendrán una impresión de ti por tus palabras y acciones: convierte la Regla de Oro en tu forma de vivir.

Mary Kay



ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

May/Mayo 2019

The top 100 Independent Sales Directors in each Seminar area based on their May 2019 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 2019.

SAPPHIRE/ZAFIGO

Vicki Piccirilli	\$103,635
Jordan Eicher	85,278
Linne' Lane	83,671
Debbie A. Weld	83,661
Katherine L. Longley	71,442
Reyna V. Alvarado	
Rivera	70,115
Moleda G. Dailey	69,934
Tracey F. Hedrick	
Lassiter	67,202
Cynthia S. Sheppa	64,687
Christine M. Jessee	61,870
Brooke E. Bennett-	
Young	59,908
Tracy Foltz	58,074
Robyn S. Cartmill	57,489
Nedra White Wartham	57,111
Margarita Samano	56,710
Keita Powell	56,651
Chelsea C. Altman	56,642
Brenda Ashlock	56,291
Lady Ruth Brown	56,049
Hilda M. Magana	55,368
Julie Neal	55,202
Jessica Holzbach	55,058
Jennifer Levitt	54,679
Carolyn I. Kelley	53,915
Leah P. Cade	53,888
Casie Hembree	53,845
Karla R. Plantan	53,838
Rheanonda R. Johnson	
Gray	53,280
Randi Stevens	52,362
Pamela O. Pruitt	51,965
Linda Meier	51,355
Petie L. Huffman	51,013
Linda H. Rowsey	50,822
Candace N. Holte	50,141
Cheri L. Taylor	49,767
Tracy Potter	49,697
Lafreda D. Williams	49,510
Tehrie Ned	48,966
Lesley Speas	48,643
Joyce A. Newell	48,390
Stacy O. Ervin	47,638
Kristen M. Christen	47,487
Beth S. Austin	47,211
Bridget N. Howerton-	
Adams	46,930
Beth T. May	46,695
Jenan W. Wood	46,325
Tommi Pleasure	46,225
Michele M. Armes	46,214
Charlene Grubbs	46,179
Marni M. Hendricks	45,505
Ashlie S. Potter	45,183
Jeanette M. Thompson	44,651
Kristi M. Anderson	44,441
Courtney H. Young	43,910
Julie A. Griffin	43,775
Suzanne Tripp-Black	43,212
Joli A. Dockery	43,198
Tracy Grodsky-Dunn	43,183
Krystal K. Hunsucker	43,028
Marie E. Vlaminc	42,868
JoAnn M. Allen	42,680
Nocona L. Koenig	42,553
Kivian Diaz-Harris	42,305
Carol Lee Johnson	42,214
Beth E. Morales	42,200
Kara J. Boucher	42,078
Jackie L. Root	42,065
Beverley M. Brown	41,842
Diane Covington	41,833
Peggy Matish	41,610

Dolores Keller	41,446
Larinda J. King	41,324
Jerlene Vrana	41,230
Janis Clemens	41,058
Autumn R. Heble	
Britton	40,884
Vinette Meikle Harris	40,597
Mary K. White	40,555
Jaci J. Baccus	40,191
Viveca C. Wilson	40,171
Gloria Dominguez	40,147
Gloria Stakemiller	39,970
Shelia Berry	39,941
Flor D. Maldonado	39,767
Julie B. Sapp	39,512
Michele Semper	39,352
Estela Gonzalez	39,345
Breanne Sufrin	38,885
Ann W. Sherman	38,687
Kim Tarbet Munoz	38,645
Kaye Yuen	38,605
Jennifer G. Bouse	38,560
Heather L. Bohlinger	38,169
Amy J. Bowman	38,124
Trisha Taylor	37,976
Adrienne D. Hollifield	37,885
Chris Burnside	37,814
Michelle M. Gainer-	
Stripe	37,783
Patty Webster	37,679
Linda A. Jones	37,479
Katie D. Nichols	37,182

EMERALD/ESMERALDA

Stacy D. Foust	\$89,341
Nancy Boucher	88,316
Mary Strauss	86,019
Melinda M. Balling	81,266
Hollie R. Sherrick	79,002
Rachelle Holloway	75,878
Deanna L. Spillman	72,151
Bridgett L. Moore	67,048
Karen I. Kohan	66,500
Amber L. Towne-	
Geehan	65,995
Maggie Rader	63,715
Kimbi L. Bartik	63,426
Richelle V. Barnes	62,434
Kijuanra R. McKinnie	62,376
Nicole L. McDaniel	61,084
Nancy A. Berlin	61,057
Brenda Stafford	59,931
Ginny B. O'Kain	59,905
Tammy West-Murrian	59,822
Stacey Craft	59,795
Tina M. Dees	59,228
Menina M. Givens	58,318
Deirdre L. Eschauzier	56,670
Jill Beckstedt	55,772
Nikki H. Edgemon	55,695
Leslie M. McKinney-	
Smith	54,978
Pam Kelly	54,299
Amy L. Fields	53,711
Jennifer L. Besecker	52,792
Phyllis I. Pinsker	52,752
Sheri Farrar-Meyer	52,504
Kellye D. Conley	52,423
Chris H. Teague	52,098
Carolyn Thompson	51,372
Christy Harvey	51,357
Janice B. Hull	50,765
Jo M. Cotton	50,381
Dercy Minotta	49,865
DeeDee J. Arcuri	49,673

Michele S. Rankin	49,590
Shannon M. Palko	49,577
Ashley N. Clinesmith	49,027
Elva Jordan	48,799
Nelis Amaya	48,710
Joanna Helton	48,448
Doreen Stevens	47,608
Noelia E. Jimenez	
Gutierrez	46,884
Lizi M. Gregory	46,337
Nancy S. North	46,154
Shauna L. Abbotts	46,091
Sally Moreno	45,874
Joslyn Eaton	45,852
Karen E. Riddle	45,474
Sue Webb	45,276
Brittani M. Jenks	45,255
Breanne Sufrin	45,037
Kenna L. Ervin	44,998
Audrey L. Detesco-	
Nickell	44,559
Amy M. Alber	44,543
Cindy Anderson	44,486
Andrea T. Farris	44,188
Katy Goldstein	44,035
Melissa M. Wilson	44,008
Vanessa E. Guzman	
Guerrero	43,909
Olayinka K. Adegbayi	43,907
Dawn Wilson	43,552
Anna M. Sempeles	43,530
Krista A. Johnson	43,068
Kim Williams	42,961
Theodora W. Bradley	42,840
Carrie Bloink	42,665
Harriett Sharpe	42,459
Margaret Neill	42,392
LaKeshia M. Chisholm	42,354
Kathleen L. Holmberg-	
Botelho	42,153
Lisa J. Mahoney	42,100
Maria C. Piqueras	41,803
Leticia Vargas	41,714
Brenda L. Wilbur	41,660
Tammie M. Hanson	41,344
Olga Cuzco	41,327
Ayobami O. Olusa	41,172
Mikaela Garth	40,865
Josefina Malagon	40,607
Gioconda Munoz	40,512
Mary-Beth Anderson	40,303
Eva M. Duran	40,239
Jacquelyn Dykstra	40,207
Jennifer A. Enloe	40,197
Kim I. Bessey	40,045
Audrey J. Doller	39,757
Karla Diaz De Ordenez	39,745
Ann Shears	39,724
Carol M. Fulton	39,621
Denise C. Kucharski	39,512
Stephanie H. Blake	39,203
Leanne Parrino-	
Pheasant	39,125
Dawn M. Starr	39,095
Heather D. Hulsey	39,065
Ebun Osaze	39,024

DIAMOND/DIAMANTE

Amy Kemp	\$101,647
Celeste Byrd	98,528
Mary Kathryn King	94,196
Karime Rosas	84,381
Marsha Morrisette	81,982
Paula Kelsch	79,283
Laura E. Knight	78,542

Christi G. Campbell	72,494
Michelle Cape	69,881
Sherrie C. Purvis	68,881
Susan M. McCoy	68,297
Kim A. Messmer	65,668
Angela J. Fry	64,976
April C. Hutchinson	64,510
Gerri Anne Morris	63,830
Deborah S. Bailye	63,609
Lindsey D. Christenson	62,208
Cindy Machado-	
Flippen	61,724
Megan N. Wilkes	61,279
Kelly Willer-Johnson	59,097
Claudia Chavez	57,882
Mary P. Creech	56,907
Anne Geertsen	56,554
Deborah Dudas	55,979
Tawnya Krempges	55,581
Stephanie A. Mottaz	55,383
Monique Vallair	55,278
Joan M. Farrell	54,256
Joy H. Rentz	53,975
Casey Goff-Martin	53,773
Christy Bigham	53,707
Blythe J. Egbert	53,443
Terri J. Beckstead	53,253
Hillary L. Puthoff	53,039
Mariann Biase Mason	52,713
Donna K. Smith	52,614
Priscilla McPheeters	52,501
Suzanne T. Young	52,117
Faith A. Gladding	51,642
Marty T. Wynn	51,253
Alicia Borkowska	51,231
Amy Zanto	51,227
Brandi M. Bridges-	
Wheeler	50,775
Allison Piro	50,704
Mileta K. Kinser	50,485
Audrey K. MacDowall	50,399
Kelly K. Johnsrud	50,161
Nicki R. Hill	50,025
Denise R. Pettet	49,937
Sylvia L. Martinez	49,604
Stephanie A. Richter	49,477
Heather M. Julson	49,377
Cheryl A. Riead	48,591
Pat Joos	47,746
Lisa Rada	47,745
Julie Schlundt	47,609
Mary G. Gronholz	47,410
Julie Peacock	47,103
Shelly Palen	46,782
Kayla A. Holliday-Lamar	46,587
Barbara E. Roehrig	46,288
Sara R. Pennella	46,266
Celeste Pichardo	46,136
Linda T. Cartiglia	45,936
Robbie L. Brannon	45,820
Lisa Caltabiano	45,791
Terri Lewis	45,748
Jessye R. Nichols	44,813
Leanne Sexton	44,181
Shelly M. Smith	44,024
Nancy F. Castro	43,754
Nancy M. Polish	43,669
Emily E. Schuette	43,383
Jil Johnson	43,174
Maranda M. Rains	42,963
Crystal D. Gardner	42,841
Taylor A. McKnight	42,774
Shannon M. Nelson	
Duguay	42,600
Kathy R. Bullard	42,356
Heidi Kenealy	42,313

Kelly M. Freeman	42,219
Alicia Kingrey-Lokai	42,003
Patricia Carr	41,549
Cindy S. Kriner	41,036
Britt N. Burke	40,709
Ruth Alvarado	40,535
Emma Morales	40,445
Marina S. Ramirez	40,412
Julie M. Maxey	40,391
Paula Grabau-Friedt	40,385
Cheryl A. Searcy	40,271
Sandy Griffith	40,192
Connie L. Russo	40,046
Glori A. Gillespie	39,996
Constance Nugent	
Miller	39,690
Kathy Fean	39,681
Beth Brinkley	39,476
Tanya L. Satcher	39,421
Kathe Cunningham	39,338
Holly A. Brown	39,130

RUBY/RUBÍ

Paula M. Kirkpatrick	\$102,860
Kali DeBlander	
Brigham	84,348
Krystal D. Downey-	
Shada	79,407
Kaela L. Steinman	77,090
Luz A. Perez	71,392
Laura V. Middleton	69,598
Stephanie L. Coker	69,292
Patti Cornell	67,888
Cleta Colson-Eyre	67,793
Lisa Anne Harmon	67,288
Laurie C. Cole	65,902
Diane K. Lundgren	65,526
Maureen Shipp	63,506
Ryan A. Rives	62,827
Michelle L. Sanders	62,299
Elizabeth A. Kramer	62,259
Tamarie M. Bradford	61,852
Rocio Rodriguez	60,072
Tammy D. Niehaus	59,899
Donna Clark-Driscoll	58,960
Lauren N. Bloomer	58,537
Rachael M. Bullock	58,184
Suzanne Moeller	58,160
Brenda Fenner	58,027
Maria D. La L. Gabriel	57,768
Monique N. McIntyre	56,887
Randi S. Gleason	55,691
Lisa Hansen	54,681
Karen E. Gardner	53,871
Laurie T. Plyler	53,201
Mary A. Dell	52,616
Heather A. Daniel-Kent	52,576
Thessy N. Nwachukwu	52,100
Kellee L. Valerio	52,090
Judie Roman	51,748
Tameka N. Ephraim	51,738
K.T.M. Martin	51,436
Eusebia Bonilla	51,058
Lisa D. Prescott	51,016

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

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

May/Mayo 2019

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2019. 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 2019. Los nombres en **negrilla** 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.

SAPPHIRE/ZAFAIRO

Vicki Piccirilli	\$14,902
Brooke E. Bennett-Young	12,867
Linne' Lane	12,554
Jordan Eicher	11,836
Debbie A. Weld	11,492
Katherine L. Longley	10,600
Hilda M. Magana	10,258
Linda Meier	9,854
Marni M. Hendricks	9,848
Tracey F. Hedrick Lassiter	9,762
Reyna V. Alvarado Rivera	9,610
Brenda Ashlock	9,303
Julie B. Sapp	9,264
Moleda G. Dailey	9,120
Katie D. Nichols	9,059
Julie Neal	8,920
Lady Ruth Brown	8,862
Vinette Meikle Harris	8,568
Karla R. Plantan	8,520
Christine M. Jessee	8,374
Kelly I. Brock	8,350
Casie Hembree	8,345
Bridget N. Howerton-Adams	8,258
Tracy Potter	8,224
Nedra White Wartham	8,129
Jennifer Levitt	8,094
Jennifer J. McNulty	8,060
Cynthia S. Sheppa	7,910
Stacy O. Ervin	7,898
Julie A. Griffin	7,748
Karla M. Reno	7,744
Michele M. Armes	7,685
Lafreda D. Williams	7,677
Robyn S. Cartmill	7,542
Lesley Speas	7,511
Tracy Foltz	7,497
Maria Claxton-Taylor	7,475
Rheanonda R. Johnson Gray	7,469
Amy R. Sigler	7,464
Margarita Samano	7,451
Miranda Kantor	7,371
Cheri L. Taylor	7,326
Jessica Holzbach	7,256
Beverley M. Brown	7,244
Ashlie S. Potter	7,216
Keita Powell	7,191
JoAnna P. Shipe	7,132
Silvia Lopez	7,096
Tommi Pleasure	7,015
Epsie J. Elmer	6,983
Chelsea C. Altman	6,965
Carolyn I. Kelley	6,955
Leah P. Cade	6,934
Carmen B. Jones	6,909
Charisse Burton	6,883
Suzanne Tripp-Black	6,874
Marita W. Campbell	6,805
Candy I. Brown	6,796
Randi Stevens	6,742
Michele Semper	6,730
Linda H. Rowsey	6,725
Trisha Taylor	6,717
Mariaelena Boquin	6,712
Mary Lou Ardohain	6,699
Tehrie Ned	6,697
Jeanette M. Thompson	6,664
Beth S. Austin	6,645
Yvonne L. Capehart	6,642

Pamela O. Pruitt	6,628
Lynn Baer Roberts	6,618
Larinda J. King	6,579
Flor D. Maldonado	6,554
Joli A. Dockery	6,514
Beth E. Morales	6,459
Dolores Keller	6,446
Margarita Elisea	6,359
Diane Covington	6,354
Petie L. Huffman	6,342
Sandra G. Kirchhoff	6,265
Nocona L. Koenig	6,260
Diane Covington	6,236
Joyce A. Newell	6,235
Kristen M. Christen	6,209
Erika D. Hulm	6,156
Jeannie S. Meyer	6,144
JoAnn M. Allen	6,128
Beth T. May	6,119
Peggy Matish	6,105
Judi Tapella	6,026
Candace N. Holte	6,021
Viveca C. Wilson	6,015
Ruby Garner	6,005
Ann W. Sherman	5,995
Cyella D. Matthews	5,988
Delia Ponce	5,931
Fraida M. Klein	5,887
Linda A. Jones	5,863
Rita Schaefer	5,849
Sylvia Boggs	5,838
Kaye S. Hemphill	5,795
Nancy W. Pettaway	5,795

EMERALD/ESMERALDA

Stacy D. Foust	\$11,229
Melinda M. Balling	10,991
Kimbi L. Bartik	10,750
Myra Strauss	10,646
Rachelle Holloway	10,242
Hollie R. Sherrick	10,127
Nancy Boucher	10,066
Bridgett L. Moore	9,436
Deirdre L. Eschauzier	9,157
Deanna L. Spillman	9,080
Jennifer L. Besecker	9,080
Karen I. Kohan	8,967
Nancy A. Berlin	8,804
Richelle V. Barnes	8,764
Stacey Craft	8,720
Brenda Stafford	8,689
Amber L. Towne-Geehan	8,678
Jill Beckstedt	8,640
Sally Moreno	8,560
Menina M. Givens	8,540
Amy M. Alber	8,379
Elva Jordan	8,296
Breanne Sufrin	8,294
Denise Peterson	8,271
Brittani M. Jenks	8,232
Maggie Rader	8,211
Nicole L. McDaniel	8,142
Nikki H. Edgemon	8,100
Katy Goldstein	8,044
Carolyn Thompson	8,025
Pam Kelly	7,988
Leslie M. McKinney-Smith	7,983
Sheri Farrar-Meyer	7,973
Krista A. Johnson	7,972
Janice B. Hull	7,862
Tammy West-Murrian	7,749

Ashley N. Clinesmith	7,715
Christy Harvey	7,683
Shauna L. Abbotts	7,681
Shelley Money-Eldridge	7,666
Kijuana R. McKinnie	7,633
Kellye D. Conley	7,576
Phyllis I. Pinsker	7,486
Chris H. Teague	7,415
Carrie Bloink	7,413
Lizi M. Gregory	7,367
LaKeshia M. Chisholm	7,307
Karen E. Ridle	7,248
Michele S. Rankin	7,210
Ginny B. O'Kain	7,209
Amy L. Fields	7,119
Nelis Amaya	7,026
Tina M. Dees	6,957
Audrey J. Doller	6,927
Nancy S. North	6,890
Leticia Vargas	6,853
Ebun Osaze	6,848
Ayobami O. Olusa	6,800
Cindy Anderson	6,798
Shawna D. Schneider	6,788
Olayinka K. Adegbayi	6,749
Gioconda Munoz	6,725
Kim Williams	6,678
Ann F. Smith	6,672
Harriett Sharpe	6,662
Teresa Bolden	6,661
Melissa M. Wilson	6,630
Jo M. Cotton	6,607
Ann Shears	6,526
Heather D. Hulsey	6,518
Joanna Helton	6,515
Dercy Minotta	6,513
Audrey L. Detesco-Nickell	6,504
Vanessa E. Guzman Guerrero	6,431
Eva M. Duran	6,395
Noelia E. Jimenez Gutierrez	6,377
Maria de La Luz Avila	6,374
DeeDee J. Arcuri	6,349
Anna M. Sempes	6,292
Michele A. Cunningham	6,267
Sue Webb	6,248
Lisa J. Mahoney	6,223
Norma E. Rodriguez	6,221
Antonia Miranda	6,175
Dawn M. Starr	6,104
Josefina Malagon	6,092
Maria C. Piqueras	6,084
Kenna L. Ervin	6,082
Olga Cuzco	6,079
Leanne Parrino-Pheasant	6,064
Diane M. Detesco	6,056
Liz Voran	6,035
Tammie M. Hanson	6,020
Paula Tyree Bowman	5,990
Shannon M. Palko	5,989
Michelle L. Calbert	5,931
Mikaela Garth	5,910
Les R. Franken	5,908
Linda J. Wicks	5,832
Elsi Coto	5,808

DIAMOND/DIAMANTE

Celeste Byrd	\$18,231
Amy Kemp	14,436
Karime Rosas	14,422

Sherrie C. Purvis	12,650
Paula Kelsch	12,020
Marsha Morrisette	11,882
Mary Kathryn King	11,338
Blythe J. Egbert	10,287
Claudia Chavez	10,256
Laura E. Knight	10,220
Christi G. Campbell	10,215
Lisa Rada	10,112
Michelle Cape	9,867
Tawnya Krempges	9,731
Susan M. McCoy	9,683
Audrey K. MacDowall	9,673
Lindsey D. Christenson	9,568
Delmi C. Santos	9,337
Cindy Machado-Flippen	9,245
Anne Geertsen	9,161
Angela J. Fry	9,071
April C. Hutchinson	9,002
Megan N. Wilkes	8,938
Terri J. Beckstead	8,908
Stephanie A. Richter	8,752
Christy Bigham	8,746
Deborah Dudas	8,730
Deborah S. Bailie	8,655
Kim A. Messmer	8,594
Faith A. Gladding	8,445
Heather M. Julson	8,359
Amy Zanto	8,267
Nancy M. Polish	8,241
Sheryl Peterson	8,196
Gerri Anne Morris	8,168
Stephanie A. Mottaz	8,096
Monique Vallair	8,053
Ruth Alvarado	8,013
Melissa Mays	7,951
Kelly Willer-Johnson	7,939
Emma Morales	7,934
Nicki R. Hill	7,789
Dana Davis-Armstead	7,700
Hillary L. Puthoff	7,642
Sandy Griffith	7,524
Julie Schlundt	7,481
Nancy F. Castro	7,452
Mary P. Creech	7,439
Priscilla McPheeters	7,400
Shelly Palen	7,375
Connie L. Russo	7,335
Jamie V. Taylor	7,331
Barbara E. Roehrig	7,306
Joan M. Farrell	7,299
Lindsay R. Stewart	7,228
Brandi M. Bridges-Wheeler	7,218
Celeste Pichardo	7,190
Cheryl A. Read	7,186
Mileta K. Kinsler	7,114
Leanne Sexton	7,104
Robbie L. Brannon	7,101
Joy H. Rentz	7,047
Sara R. Pennella	7,043
Kathleen Koclanes	7,021
Constance Nugent Miller	7,004
Nadine Bowers	6,977
Julie Peacock	6,973
Taylor A. McKnight	6,937
Brandi Driggers	6,917
Cindy S. Kriner	6,901
Paula Grabau-Friedt	6,846
LaChelle M. Seleski	6,820
Suzanne T. Young	6,815

Donna K. Smith	6,707
Patricia Carr	6,654
Marina S. Ramirez	6,646
Kathy R. Bullard	6,637
Shannon M. Nelson Duguay	6,612
Tina M. Kocourek	6,604
Alicia Kingrey-Lokai	6,567
Dolly A. Metzger-Stearns	6,531
Alicia Borkowska	6,474
Sylvia L. Martinez	6,458
Casey Goff-Martin	6,449
Lacey L. Bradford	6,436
Karen M. Bonura	6,407
Amy Hanifi	6,401
Martha Kay Raile	6,385
Julie Danskin	6,343
Britt N. Burke	6,328
Elizabeth Fernandez	6,326
Ingrid E. Smith	6,324
Emily E. Schuette	6,283
Pat Joos	6,283
Holly S. Neff	6,280
Shelly M. Smith	6,270
Kathy Fean	6,237
Kathe Cunningham	6,210
Mary G. Gronholz	6,208
Therma A. Aguasvivas	6,203

RUBY/RUBÍ

Paula M. Kirkpatrick	\$13,096
Luz A. Perez	12,343
Kali DeBlander Brigham	12,280
Elvia Guzman	11,954
Lauren N. Bloomer	11,081
Ryan A. Rives	10,137
Cleta Colson-Eyre	9,867
Patti Cornell	9,858
Thessy N. Nwachukwu	9,851
Elizabeth A. Kramer	9,845
Jeanie K. Navrkal	9,683
Stephanie L. Coker	9,677
Laurie T. Plyler	9,560
Krystal D. Downey-Shada	9,510
Tammy D. Niehaus	9,426
Lisa Anne Harmon	9,401
Heather A. Daniel-Kent	9,376
Kenia K. Acosta	9,231
Michelle L. Sanders	9,230
Monique N. McIntyre	9,132
Kaela L. Steinman	9,007
Jordan Twilley	8,912
Diane K. Lundgren	8,715
Maureen Shipp	8,713
Donna Clark-Driscoll	8,650
Barbara Pleet	8,509
Ginger J. Benedict	8,497
Kellee L. Valerio	8,467
Rachael M. Bullock	8,387
Laura V. Middleton	8,332
Randi S. Gleason	8,250
Jacqueline N. Alford	8,246
Laurie C. Cole	8,207
Tammarie M. Bradford	8,077
Brenda Fenner	8,065
Susan Moore	7,994
Rocio Rodriguez	7,990
Tiffany M. Malt	7,729
Amy Stokes	7,682
Eusebia Bonilla	7,679

Rachel Mega	7,637
Maria D. La L. Gabriel	7,473
Carmen J. Felix	7,426
Milagro V. Diaz	7,404
Mary A. Dell	7,401
Marye Durrer	7,370
Judie Roman	7,318
Amy C. Schule	7,238
Karen E. Gardner	7,216
Lisa Hansen	7,180
Gloria H. Ebere	7,035
Marnie R. Yunger	6,994
Amy Kittrell	6,984
Tshanna C. Diggan	6,899
Suzanne Moeller	6,872
Debbie A. Elbrecht	6,836
Lisa D. Prescott	6,805
Pat Z. Allen	6,802
Becky Goshorn	6,603
Susan C. Ehrstrom	6,584
Silvia Farias	6,541
Lisa V. Bauer	6,539
Candace L. Doverspike	6,518
Jaime M. Bittner	6,506
Mary Beth Pfeifer	6,491
Jenn Kirkham	6,480
Maria Bautista	6,432
Elena Santos	6,427
Julie B. Potts	6,424
K.T.M. Martin	6,384
Stephanie Audino	6,355
Stacy S. Gilson	6,347
Melanie S. Abenathy	6,270
Laura A. Kattenbraker	6,269
Ramona Carbajal	6,266
Natalyn R. Slaughter	6,236
Heather J. McKinney	6,220
Caitlin M. Griffo	6,157
Monica M. Simone	6,150
Tameka N. Ephraim	6,059
Valerie A. Lucio-Polk	6,034
Toni L. Moore	6,029
Rebecca H. White	6,001
Julie Smith	5,994
Liz Whitehouse	5,985
Tammy Brown	5,976
Gloria Moreno Medrano	5,963
Amanda P. Michie	5,952
Elizabeth A. Viola	5,913
Blanca E. Rosales	5,912
Kaitlyn Kerven	5,907
Peggy Young	5,885
Jennifer L. Albertini	5,867
Rose Campbell	5,850
Sherri Ammons	5,839
Lisa Olivares	5,792
Marjorie A. Reyes Iainez	5,764
Elvia Cordova	5,759
Susie J. Serio	5,743
Toni Nipp	5,737





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.



EMERALD

Brendaliz Cajigas

Independent Executive Senior
Sales Director

Began Mary Kay Business
October 1995

Sales Director Debut
June 2000

Offspring six first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; one-time Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; eight-times Queen's Court of Sharing; eight-times Circle of Achievement; three-times Double Star Achievement; three-times Triple Star Achievement

Personal Lives in Camuy, Puerto Rico. Husband, Benito Muñiz; sons: Axel, Reynaldo

“I am motivated to help others because people start giving themselves VALUE when they recognize their gifts and skills. They also become unstoppable when they know what they want, where they are going and who called them – God.”

Independent Beauty Consultant Jesenia Rivera of Camuy, Puerto Rico., says, “Brendaliz is a great role model because she never seeks her own benefit; she seeks to benefit others. She is always attentive, providing follow-up to each one of us because she wants each of us to develop as businesswomen, just like Mary Kay Ash did. To me, she is the Mary Kay Ash of 2019.”



DIAMOND

Heidi Newell

Independent Sales Director

Began Mary Kay Business
May 1996

Sales Director Debut
June 1997

National Sales Director
Mary Kay National Area

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

Personal Lives in Pasco, Wash. Husband, Brook; sons: Bryson, Chandler; daughter, Camryn

“I am motivated to help others because I truly believe the secret of living is giving. It's a privilege to make an impact on others, whether they are my own unit members or my beautiful adopted team members, by passing on Mary Kay's legacy.

Independent Beauty Consultant Sharon Cattich of Puyallup, Wash., says, “Heidi is not only an amazing Sales Director to her own unit members, but she is also an incredible support to so many adoptees in the tri-state area of Washington. She always gives recognition to them and supports their businesses. She truly embodies the Mary Kay Go-Give spirit.”



RUBY

Jeanie Ripley

Independent Sales Director

Began Mary Kay Business
May 1991

Sales Director Debut
January 1993

National Sales Director
Mary Kay National Area

Honors Circle of Honor; one-time Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; 21-times Circle of Achievement; one-time Double Star Achievement; two-times Triple Star Achievement

Personal Lives in Carrollton, Texas. Husband, Danny; sons: Shon, Kurt; daughter, Deanna

“I am motivated to help others because that is what Mary Kay taught me, and I have Independent Beauty Consultants all across the country whom other Sales Directors are helping.

Independent Sales Director Stacey Taylor of Rockwall, Texas, says, “Jeanie's love for the Company is apparent in every interaction. She is professional, classy, always positive and real. She has made me strive to be a better Sales Director because of the example she sets. I sincerely believe Jeanie is the epitome of Go-Give.”



SAPPHIRE

Mary Schmid

Independent Sales Director

Began Mary Kay Business
August 1985

Sales Director Debut February 1992

National Sales Director
Mary Kay National Area

Honors Circle of Honor; one-time Consultant Queen's Court of Personal Sales; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; three-times Circle of Achievement; three-times Double Star Achievement

Personal Lives in Attica, Ind. Husband, David Randles; daughter, Ashley

“I am motivated to help others because of all the amazing Go-Give women who have led by example and have given so much to me throughout my Mary Kay career. My mission is to keep Mary Kay's Go-Give dream alive and to pass it on to the next generation. I am so very proud and blessed to be part of a Company whose culture is rooted in Christ's principles.”

Independent Sales Director Valerie Johnson of Lafayette, Ind., says, “Mary graciously and lovingly welcomes ANY Mary Kay Independent Beauty Consultant whose Sales Director has passed on, is unable to hold meetings or is in a different state. Every year, she co-manages a fundraiser in memory of a Beauty Consultant whose life was cut too short by domestic violence. May we all be like Mary in our future units.”

Still Turning HEADS!

Celebrating **50 years** of the iconic Mary Kay pink Cadillac®.



1967

It was 1967 when Mary Kay Ash ordered her first Cadillac® from a Dallas dealership and asked to have it painted to match the pale pink *Mary Kay*® lip and eye palette she carried in her purse.

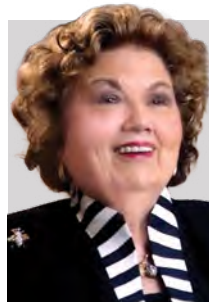
DID YOU KNOW?

- General Motors® named the pink color “Mary Kay Pink Pearl.” And it’s so exclusive, no one else can order a car that color.
- The first five to earn the use of a Cadillac® drove 1970 Coupe de Villes.
- Today, Independent Sales Directors who earn the use of a Cadillac® drive the XT5® or new XT6™, and Independent National Sales Directors drive the Cadillac® CT6®, XTS® or Escalade®.
- Since the inception of the Career Car Program in the U.S., there have been more than 161,000 qualifiers/requalifiers – in a row, the line would stretch 500 miles!
- To date, 21,000 sales force members have been Cadillac® qualifiers/requalifiers.



1969

The car was such a hit that in 1969, she rewarded each of the Company’s top five independent sales force members with the use of her own pink Cadillac®.



INDEPENDENT NATIONAL SALES DIRECTOR EMERITUS VIRGINIA ROBIRDS

was one of the first Cadillac® achievers. “Here we are up on stage wondering what’s going on,” said Virginia. “Then Mary Kay said, ‘You five have earned the use of a pink Cadillac®! Congratulations!’

Well, we went wild, and the audience went wild.”



2013

Mary Kay pink Cadillacs® help celebrate the 50th anniversary of Mary Kay Inc.



Ask any of the Mary Kay independent sales force members who worked so hard to earn the use of these beauties and they'll tell you, *"We're still driven!"*

2019

Fifty years and more than 23,000 pink Cadillacs® later, these attention-grabbers serve as a Mary Kay symbol of success and remain an advertisement on wheels for our independent sales force.

“It all started when I bought that first Cadillac®. Did I have any idea that it would someday become a mobile trademark? Not in a million years!”

– Mary Kay Ash



NEW! Cadillac® Plus Promotion

JULY 1, 2019 – JUNE 30, 2020



MINI® Hardtop 4-Door

PREMIER PLUS



Chevy® Traverse®

**EXTENDED
THROUGH
JUNE 30, 2020!**



Display this flier
at your parties!

You never know
who might be driven
to join your team!



**INDEPENDENT
SALES DIRECTOR
MADDY JO
BYRNES,
KALAMAZOO,
MICH.**

"Driving a
Mary Kay Career

Car is visual proof of how incredible Mary Kay is. It was such an experience for our team to rally together to earn the use of our first Mary Kay Career Car. Every time I see a Mary Kay Career Car on the road, it reminds me of how hard I work, how hard my team works and that we are part of such a giving Company."



WHAT'S STOPPING YOU?

Learn how you can qualify to earn the use of a Mary Kay Career Car on [Mary Kay InTouch® > Contests/Promotions](#).



**INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR
BRENDALIZ CAJIGAS, CAMUY, PUERTO RICO**

"When I'm out with the beautiful Cadillac®, it's really exciting because people want to know more. Why that color? How did I get it? By being an unstoppable woman, one who wants to change not only her life, but that of her family and other women. My team has grown so much because many are inspired to work and earn the use of the pink Cadillac®. Faith and action were the

two factors to help me earn it. I believe in myself, my unit and the Company."



**INDEPENDENT
SALES DIRECTOR
TAMEKA
EPHRAIM,
HOUSTON,
TEXAS**

"A Mary Kay
Career Car

represents hope, belief and possibility. When I started my Mary Kay business, it was simply to clear my acne. But I did like the idea of earning the use of a Mary Kay Career Car. Now that I have, my mission is to offer that same hope, belief and possibility to others."



**INDEPENDENT SALES DIRECTOR GLORIA JACKSON,
SIKESTON, MO.**

"Driving a Mary Kay Career Car reminds me every day what a blessing it is to lead a professional, loving, consistent group of dedicated women – something I've had the pleasure of doing for 34 years. It's so amazing to be associated with a Company that affords us the opportunity to earn such great rewards."

Start Your Mary Kay Business!



COME ALONG FOR THE

Ride of Your Life!



Chevy® Malibu®

GRAND ACHIEVER



Cadillac XT5®

CADILLAC®



Cadillac XT6™

CADILLAC® PLUS PROMOTION



Chevy® Traverse®

**PREMIER
PLUS
PROMOTION**



Chevy® Equinox®

PREMIER CLUB



MINI® Hardtop 4-Door

Find out more from your
Mary Kay Independent
Beauty Consultant!

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SAMPLE Savvy

Samples are little things that can help you share Mary Kay beauty in a big way. And who doesn't like getting a little something extra? Use these **new samples** as demonstration tools, customer trials or as conversation starters with new faces! Remember to follow up and gauge her interest in purchasing.



NEW!

CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK SAMPLES, \$1, PK./6

TIMEWISE® MOISTURE RENEWING GEL MASK SAMPLES, \$1, PK./6

TIMEWISE® AGE MINIMIZE 3D® DAY CREAM (NON-SPF) SAMPLES, \$1, PK./6

MARYKAY® GEL SEMI-MATTE LIPSTICK SAMPLES, \$1.50 EACH, STRIP/8

- Mauve Moment
- Midnight Red

PLUS!

TIMEWISE 3D™ FOUNDATION SAMPLES, ALL SHADES, \$1.50, STRIP/6 (NOT SHOWN)



INDEPENDENT SENIOR SALES DIRECTOR BRYUNAH GOSSETT, STEVENSON RANCH, CALIF. EXPAND HER PRODUCT ARSENAL

"Sampling is a way to get a customer who is only using one type of product to try something new. If she buys a foundation,

I'll give her a sample of the **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15.*** If she buys **TimeWise Miracle Set 3D® 4-in-1 Cleanser**, I'll give her the **TimeWise Miracle Set 3D The Go Set®**.

The key is to **follow up** and ask what they think about the products and if they're interested in purchasing."



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR RANDI GLEASON, MANY, LA. LITTLE SURPRISES

"I see what products my customer's not using and drop one in her bag. She can try something new, and I follow up right away by saying, 'Tell me how much you loved __.'"

SAMPLE SMART!

Affix a sample with your professional contact information included. Available on [MKConnections®](http://MKConnections.com).



you can

do it 

JULY 1, 2019 – JUNE 30, 2020



**INDEPENDENT SALES
DIRECTOR BRANDI LAMPMAN,
NOVI, MICH.**

"I offer referral incentives at my parties and enjoy meeting lots of new faces from those referrals. If a guest refers 15 ladies, I'll give her a discount on her product.

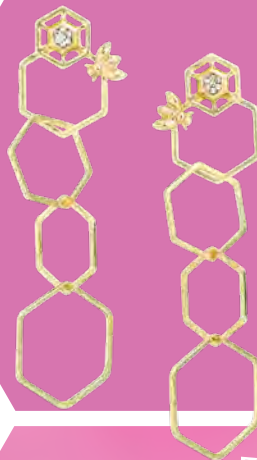
For 20+, I'll give her a free mascara. Being face-to-face is key to keeping your business thriving. That's how you develop relationships that can lead to great customers and possibly even greater team members."



**YOU CAN DO IT!
FALL CONSISTENCY CHALLENGE:**

**BE YOUR
POTENTIAL.**

JULY 1 – DECEMBER 31, 2019



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



be
a face-finder.

AUG. 1 – 31



← Achieve the *You Can Do It!* Challenge each month, July through December 2019, to earn.

*The \$600+ wholesale Section 1 order can be placed in one single order or in cumulative orders as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your \$600+ wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month.

The Red Zone

Fun & Rewarding HAPPENS HERE.

With a Mary Kay business, you can earn extra money, enjoy the flexibility of being your own boss and help others feel empowered and beautiful. Win-win-win!

BONUS!

First-time **Star Team Builders** can earn a \$100 bonus.



SHOW ME THE MONEY!

Whether you're saving for a family beach trip, have your eyes on a chic designer bag or just need money for your monthly bills, extra cash is within reach. With your Mary Kay business, anything's possible when you **hold parties, meet new faces and share your Mary Kay business.**

Let's start with the **50 percent potential earnings** on every sale, e.g., sell \$200, and you can earn \$100. Then there's the **cash and product bonus bundles** and **up to 8 percent commission** potential when you share the fun of a Mary Kay business with others. It can all add up to **big money** when you **plan your work and work your plan.**

PARTY-POINTERS

It's true, everything starts at the party — new faces, potential customers and new team members. When others see you having fun, sharing everything beautiful and making money, they may want to join in.



GREAT Start

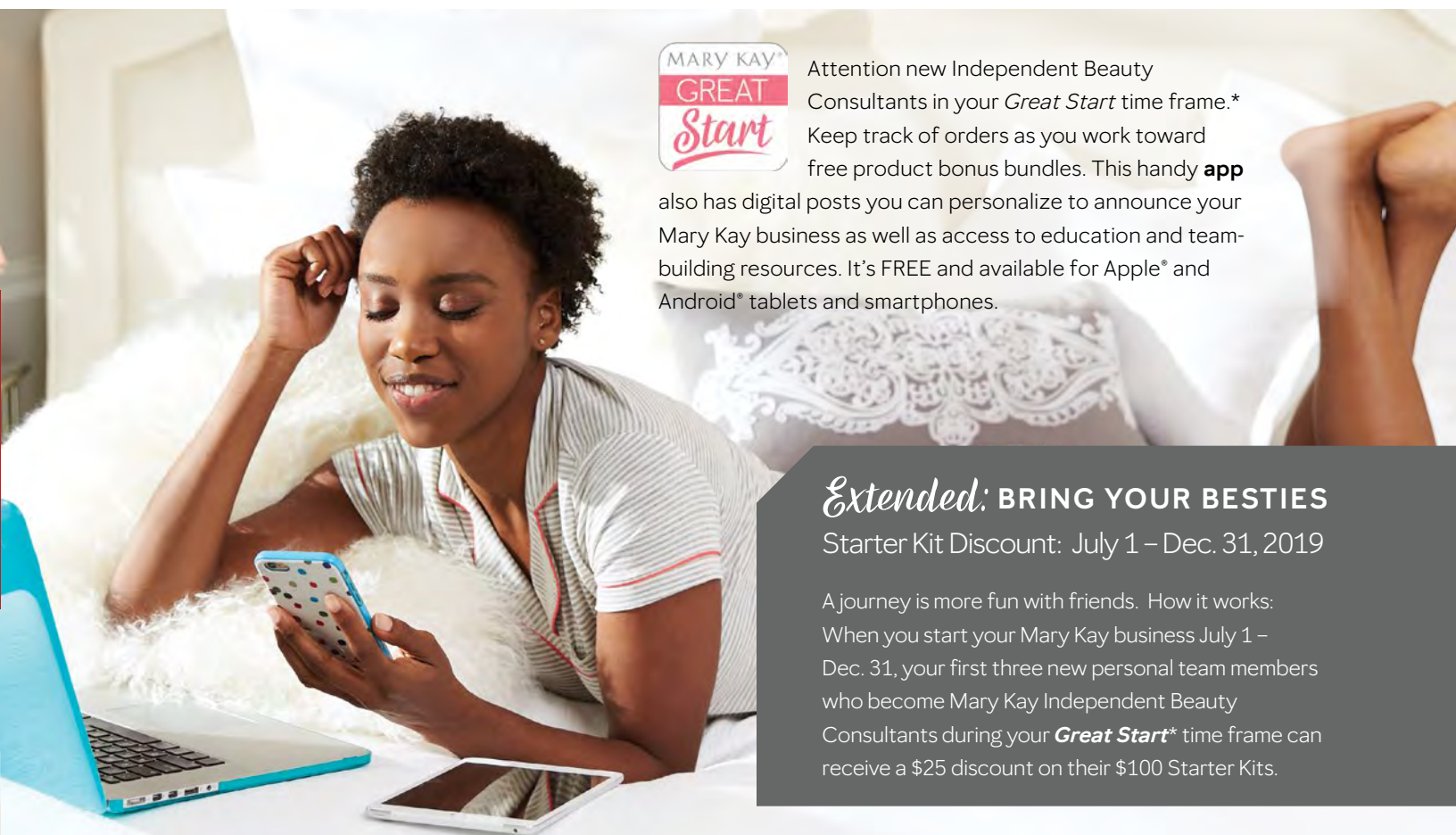
Did you hear? The [Great Start Program](#) is here to stay! Its rich rewards incent a new Independent Beauty Consultant to sell and team-build right away. With each early success, she sees more potential, which can open her mind to even bigger dreams and goals!

How can this help you? By providing a rich pathway for all, you can **grow your team**, move up the Mary Kay career path and **enjoy more perks** such as earning the use of a **Career Car** and so much more.

Find all the perks on *Mary Kay InTouch** > Contests/Promotions.



On Section 2.
\$4, pk. 5/5/5



Attention new Independent Beauty Consultants in your *Great Start* time frame.* Keep track of orders as you work toward free product bonus bundles. This handy **app** also has digital posts you can personalize to announce your Mary Kay business as well as access to education and team-building resources. It's FREE and available for Apple® and Android® tablets and smartphones.

Extended: BRING YOUR BESTIES

Starter Kit Discount: July 1 – Dec. 31, 2019

A journey is more fun with friends. How it works: When you start your Mary Kay business July 1 – Dec. 31, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your **Great Start*** time frame can receive a \$25 discount on their \$100 Starter Kits.

MARY KAY®

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

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U.S. POSTAGE
PAID
MARY KAY INC.



GET IN MY CART!

Need to place an order but you're always on the go? Simply download the **FREE** *Mary Kay®* Ordering App on your mobile device, and place your personal wholesale order! Wherever, whenever. Nothing can stop you now!

**DOWNLOAD THROUGH
MKAPPS.COM
ON ANY MOBILE BROWSER.**

For more information on *Mary Kay®* apps, visit *Mary Kay InTouch®* > Digital Zone.

