

MARY KAY

SEPTEMBER 2020

applause®



Beauty Beyond Belief

Fall color is in the air. Time to Spread the Product Love!

SEPTEMBER *Dates*



1

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

3

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

6

Holiday 2020 *Preferred Customer Program*™ customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

7

Labor Day. All Company offices closed. Postal holiday.

10

Early ordering of the new Holiday 2020 promotional items begins for all Independent Beauty Consultants enrolled in *Preferred Customer Program*™ and Star Consultants who qualified March 16-June 15, 2020.

13

Mary Kay Inc. 57th anniversary.

15

Holiday 2020 promotion early ordering for all Independent Beauty Consultants begins.

Postmark deadline for Quarter 1 Star Consultant quarterly contest.

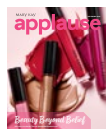
Deadline to make Quarter 4 Star Consultant prize selections.

16

Holiday 2020 promotion begins. Official on-sale date.

Winter 2020 *Preferred Customer Program*™ online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

Quarter 2 Star Consultant quarterly contest begins.



New! *Mary Kay Unlimited*™ Lip Gloss.

20

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

29

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 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.



“

“We have a quality product – one that we can sell with complete honesty and integrity. A product that each of us uses daily so we know that it works. A product that our laboratories, filled with scientists and white-coated doctors, never cease to test for safety, purity and improvement. You can be assured that the product that you sell your customers is at the top of the state of the art of the cosmetic industry. No finer product can be purchased at any price.”

”

Mary Kay

HELPFUL NUMBER: Customer Success Team 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. ©2020 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.

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HAPPY 57TH ANNIVERSARY, MARY KAY!

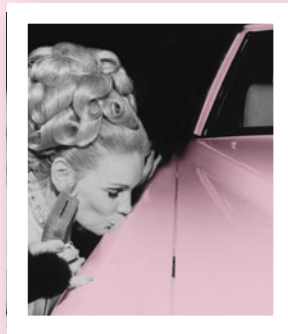


1963

Mary Kay Ash opens a **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

Mary Kay Ash is the **first to introduce the career car concept** to the marketing world when her top five Independent Sales Directors earn the use of the first pink Cadillacs.



1970

Diamond bumblebees are awarded for the first time.

1979

The first Mary Kay **Independent Beauty Consultant exceeds \$1 million in commissions.**



1986

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

1993

The **Mary Kay Museum opens** on the Company's 30th anniversary.

1995

Mary Kay Inc. moves into its **new world headquarters.**

Situated on 34 acres, the 13-floor, pink granite building includes nearly 600,000 square feet and is located in Addison, Texas, just north of Dallas.



2012

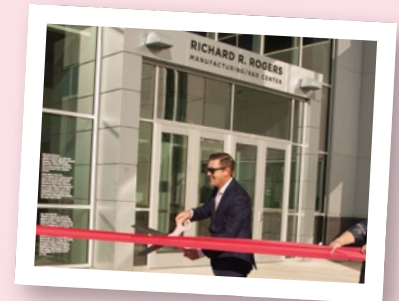
TimeWise Repair® Volu-Firm® Set launches and becomes the **most successful product launch** in company history to date.

2013

Mary Kay Inc. **celebrates its 50th anniversary.** Mary Kay Inc. earns a Guinness World Records title for "Largest Makeup Painting." Measuring 76 feet long by 8 feet high, the painting is created entirely out of *Mary Kay®* makeup products and still hangs in the world headquarters today.

2018

Mary Kay Inc. opens **Richard R. Rogers Manufacturing/R&D Center** in Lewisville, Texas, on 26 acres. Named in honor of Company co-founder, executive chairman and son of Mary Kay Ash, the 453,000-square-foot complex, which includes roughly 41,000 square feet of R&D space, produces skin care products, color cosmetics and fragrances for nearly 40 markets.



2019

Mary Kay Inc. CEO **David Holl is named among top 10 most reputable CEOs in the world**, according to Reputation Institute, a leading provider of reputation measurement.

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 CALDWELL 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.

BEAUTY BEYOND BELIEF

Help your customers break into full-spectrum color this fall! New lip gloss offers modern shades for every skin tone. Eye shadows and blushes add shimmer and wow. And innovative skin care promotes a healthy glow!

NEW! Mary Kay Unlimited™ Lip Gloss, \$16 each

A new generation of **ultrasilky lip gloss** is here! *Mary Kay Unlimited™* Lip Gloss is your **nonsticky, nontacky**, always perfectly shiny solution for gorgeous lips. It's so next-level, even non-lip gloss wearers will want to try it!

**14 SHADES AND FINISHES FOR EVERY SKIN TONE
AND FOR EVERY OCCASION!**

THREE FINISHES TO TAKE YOU FROM WORK TO PLAY!

- **Cream.** Perfectly glossy finish with no shimmer, just pure shine.
- **Pearl.** Subtle luminescent finish.
- **Shimmer.** Playful sparkling finish.

USE THE
FLIER
ON PAGE 6 TO
DROP IN YOUR
CUSTOMERS'
ORDERS.



CONVERSION CHART

IF YOU LIKE ... <i>NouriShine Plus</i> ®	YOU WILL LOVE ... <i>Mary Kay Unlimited</i> ™	NEW SHADE AND FINISH	
Café au Lait	Nude Blush or Unique Mauve	CREAM	CREAM
Pink Luster	Pink Ballerina	PEARL	
Pink Parfait	Soft Nude or Nude Blush	PEARL	CREAM
Pink Wink	Berry Delight	PEARL	
Shock Tart	Pink Fusion	CREAM	
Sparkle Berry	Berry Delight	PEARL	
Berry Dazzle	Berry Delight	PEARL	
Sun Blossoms	Fancy Nancy	SHIMMER	
Fancy Nancy	Fancy Nancy	SHIMMER	
Rock 'n' Red	Iconic Red	CREAM	
Beach Bronze	Beach Bronze	SHIMMER	
Golden	Beach Bronze* or Sheer Illusion*	SHIMMER	SHIMMER
Rich Spice	Copper Aura or Chocolate Nude	SHIMMER	CREAM
Silver Moon	Sheer Illusion*	SHIMMER	

*Shade alternative – not a direct conversion

FEATURES

- Patent-pending **high-shine and high-moisturization** technology.
- Immediately moisturizes and **leaves lips looking healthy**.
- Lightweight formula that glides on with zero drag as it enhances lips with a continuous layer of color and pure, elegant shine.
- Applicator's unique reservoir picks up and distributes the perfect amount of product with every silky swipe.
- Modern shades for **every occasion and skin tone**.
- Subtle vanilla flavor.

YOUR LIPS WILL LOVE YOU.

- **98%** said it glides on effortlessly.**
- **96%** said lips instantly feel moisturized.**
- **91%** said it leaves lips looking healthy.**
- **90%** said it leaves lips feeling silky-smooth.**

HOW IS MARY KAY UNLIMITED™ LIP GLOSS DIFFERENT FROM NOURISHINE PLUS® LIP GLOSS?

This is an **all-new lip gloss formula** made using the advanced technologies of today. It comes in a modernized package with a **brand-new applicator** and up-to-date shades. From the nonsticky, lightweight feel to the perfect amount of shine, everything about this lip gloss is next level and new.

All shades of *NouriShine Plus*® Lip Gloss will phase out and are available while supplies last.

SAMPLES!

Let her try before she buys.

MARY KAY UNLIMITED™ LIP GLOSS SAMPLES, \$1.50, STRIP/8 WITHOUT APPLICATOR.

Sample strips in all 14 shades. Available on Section 2.

LIP GLOSS SET DELUXE MINI, \$5

Package of five shades: Berry Delight, Tawny Nude, Fancy Nancy, Unique Mauve, Iconic Red. Available on Section 2.

**Results based on a majority of panelists who agreed with statements in a one-week independent consumer study during which 100 women used *Mary Kay Unlimited*™ Lip Gloss daily

SHIMMER AND WOW

Turn up the volume on color and sales this fall!

LIMITED-EDITION[†] MARY KAY[®] FOIL EYE SHADOW DUO, \$18 EACH

- Two metallic eye shadow duos with a reflective, full-on foil finish.
- Each duo contains two striking shades that pair together perfectly.
- Super sparkle meets sophistication with every application.
- Intense pigment plus extreme luster to create the ultimate eye looks.
- Light powder formula features a cream-like finish.



LIMITED-EDITION[†] MARY KAY[®] AT PLAY[®] COLOR CORRECTING STICK, \$14

Ditch Dullness: Brighter days begin with less dullness on the skin. With the perfect shade of purple, you can neutralize yellow to help wake your face and brighten your mood.



PINK & GLIMMER



MAUVE & SHIMMER



LIMITED-EDITION[†] MARY KAY[®] CREAM BLUSH DUO STICK, \$18 EACH

- Two creamy cheek combos in stick form.
- Stick features a **soft highlight shade paired with a pop of color** for a flattering flush.
- Creamy texture translates to a powdery, velvet finish.
- Worry-free formula features hydrating ingredients that won't leave skin oily.

How to use: Create naturally blushing cheeks with the matte side, and then add dimension with the shimmery side. Effortlessly blend across cheeks for a seamless, noncreasing finish.

STEP UP TO A Fabulous Fall!

Take advantage of these marketing and selling resources to help you hit your sales goals.



Get acquainted with all the exciting products on the [Quarter At-a-Glance flier](#).



Share [The Look eCatalog](#) and give your customers a place to start by highlighting Mary Kay best-sellers.



Find [fliers](#) to promote all the Mary Kay® skin care regimens plus the limited-edition products this fall.



Download the [Mary Kay Unlimited™ Lip Gloss Skin Tone Flier](#) to see all 14 shades of Mary Kay Unlimited™ Lip Gloss on various skin tones.



The August 2020 [Social Media Playbook](#) will help guide you through social networking this quarter.



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

SPARK A CHAIN REACTION!

SPREAD THE PRODUCT LOVE!

AUG. 1-31:

As you consistently share products and hit your monthly production goals, you're also building a loyal customer base – and maybe meeting future hostesses and team members.



SPARK A CHAIN REACTION! FALL CONSISTENCY CHALLENGE

SPARK YOUR ENTHUSIASM!

JULY 1 – DEC. 31, 2020

Achieve the challenge each month **July through December** to earn this prize from the exclusive **Spark A Chain Reaction!** Collection by R.J. Graziano.

*The \$600+ wholesale Section 1 order requirement per month 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 also count toward your \$600 or more order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.

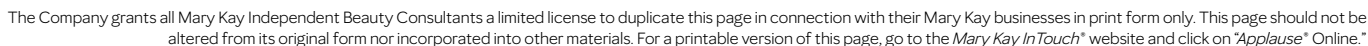
Three Mary Kay lip gloss tubes are shown diagonally across the frame. The tubes are in shades of deep red, light pink, and a darker pink. The brand name 'MARY KAY' is printed vertically on each tube. Some of the gloss has been smeared onto the white background, creating a textured, artistic effect.

Featuring patent-pending high-shine and high-moisturization technology, this gloss contains ingredients designed to condition lips, immediately moisturizing and leaving lips looking healthy.

- Available in 14 shades!**



MARY KAY



NEW LOOK!

Same powerful formula!

You'll notice the packaging has been updated to complement *TimeWise Miracle Set 3D*®. Watch for more packaging updates of *TimeWise*® products to come!

POWER PAIR

TIMEWISE® MICRODERMABRASION PLUS SET, \$55

- Get the look of polished, younger skin and significantly smaller pores with this two-step system.
- Immediately, skin looks younger, and pores look smaller.
- Dramatically improves skin's texture.
- Visibly improves the look of fine lines.
- Makes skin high definition-worthy.

ALSO SOLD SEPARATELY

TIMEWISE® MICRODERMABRASION REFINE, \$32

Gentle exfoliation reduces the appearance of fine lines and immediately refines skin's texture as it removes surface dead skin cells and buildup from pores. Use two or three times a week for beautifully polished skin.

TIMEWISE® PORE MINIMIZER, \$27

Works immediately to reduce the appearance of pores after they are cleared of buildup and dead skin cells by Microdermabrasion Refine. It's the perfect after-step to reduce the appearance of redness and soothe delicate skin. Can also be used on its own twice a day to refine the appearance of enlarged pores over time so you see visibly smoother, flawless-looking skin..

Tip! Keep it in the shower! After you cleanse, apply Microdermabrasion Refine to already damp skin and follow with an easy-peasy rinse!"



RESULTS SELL!

RAYNA LEE, INDEPENDENT

SALES DIRECTOR, HILLIARD, FLA.

"With **Microdermabrasion Refine**, you can see and feel results right away. At in-person parties, guests apply to just the right side of their faces. The difference and the softness of their skin sells it. For

virtual facials, I apply it to myself, explain the benefits and then show the results. That's still very effective!"

THE ULTIMATE EYE AWAKENING

Mary Kay® Hydrogel Eye Patches, \$40, pk./30 pairs

Treat your skin to a burst of cooling hydration. These pick-me-up patches, which contain glycerin to moisturize and help with water loss, gently hug the eye area to lock in benefits and help with the look of puffiness and dullness. Wait 20 tranquil minutes as the patches work their magic.



BENEFITS:



COOL



SOOTHE



HYDRATE



DEPUFF



**CONTACT ME, YOUR INDEPENDENT
BEAUTY CONSULTANT, FOR YOUR
EYE-TRANSFORMING PRODUCTS.**

MARY KAY

All prices are suggested retail.

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CONTINUE THE TRANSFORMATION BY ADDING YOUR FAVORITE EYE CREAM AFTER USE!

TimeWise® Firming Eye Cream, \$32

Indulge® Soothing Eye Gel With Calming Influence® Botanical Blend, \$16

MKMen® Advanced Eye Cream, \$26

TimeWise® Age Minimize 3D® Eye Cream, \$36

TimeWise Repair® Volu-Firm® Eye Renewal Cream, \$42



Gloria Mayfield Banks



Lisa Madson



Patricia Turker



Cindy Williams



Sonia Pérez



Lupita Magaña



Stacy James



Dayana Polanco



Pamela Waldrop Shaw



Dawn Dunn

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

Legal Tip: Remember, earnings information should never be shared on your social media pages./Consejo jurídico: Recuerda que la información de ganancias nunca se debe publicar en tus redes sociales.

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 2020, NSD Area Leadership Development Bonuses, Boost Your Ranking Credit for March 2020, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for April 2020.) 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, 2019, through May 31, 2020./En marca Para el Círculo Interior/ Diamante /de aLas 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 2020; gratificaciones por desarrollo de liderazgo para Areas de DNV, crédito "Impulsa tu clasificación" de marzo 2020 y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en abril de 2020.) 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 2019 al 31 de mayo de 2020.

INNER CIRCLE /
CÍRCULO INTERIOR
\$650,000

Gloria Mayfield Banks
\$599,137

\$500,000

Lisa Madson
\$454,279

\$450,000

Patricia Turker
\$439,058

\$400,000

Cindy Williams
\$391,487

\$350,000

Sonia Páez
\$356,883
Lupita Magaña
347,213

DIAMOND CIRCLE /
CÍRCULO DIAMANTE

\$300,000

Stacy James
\$276,037

\$250,000

Dayana Polanco
\$266,093
Pamela Waldrop Shaw
265,088

Dawn Dunn
229,351

\$200,000

Pamela Fortenberry-Slate
\$223,355
Julia Burnett
221,296
Dacia Wiegandt
216,512
Sandy Valerio
212,408
Julianne Nagle
197,264
Kerry Buskirk
196,636
Davanne Moul
191,806
Mayuli Rolo
190,769
Anita Wood
189,279
Lia Carta
184,456

GOLD CIRCLE /
CÍRCULO DE ORO
\$150,000

Anabell Rocha
\$179,748
Lorraine Newton
177,123
Kristin Myers
176,696

Somer Fortenberry
172,137
Yosaira Sánchez
168,454
Cindy Fox
164,859
Juanita Gudiño
164,146
Cyndee Gress
157,310
Mary Estupiñan
154,528
Maricarmen Landa Ramos
153,609
Jan Thetford
152,389
Maria Monarrez
152,025
Sue Pankow
151,824
Kim McClure
150,711
Lynnea Tate
148,072
Gloria Báez
146,341
Monique Balboa
146,210
Rebbeca Evans
141,132
Valerie Bagnol
140,508

\$125,000

Shannon Andrews
\$135,875
Tammy Crayk Smith
134,396

Pam Ross
132,704
Mariana Moreno
132,506
Bianny Ramírez
131,334
Kimberly Copeland
129,866
Pam Higgs
129,310
Leah Lauchlan
125,583
O'Nelly Encarnación
125,498
Roxanne McInroe
125,197
Paola Ramírez
124,987
Lisa Allison
124,097
Michelle Sudeth
122,396
Janis Z. Trude
121,680
Morayma Rosas
121,455
Pamela Tull
120,494
Rosibel Shahín
120,107
Diane Mentipty
119,667
Alia Head
117,444
Kristin Sharpe
116,958
Evelinda Díaz
116,264

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.

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$87,403
Sonia Páez**
37,519
Patricia Turker**
34,963
Dayana Polanco*
29,024
Dacia Wiegandt*
24,330
Crisette Ellis
20,296
Pamela Tull
19,689
Kerry Buskirk*
19,460
Caterina Harris Earl
19,332
Julianne Nagle*
19,209
Mayuli Rolo*
18,807
Anita Wood*
18,803
Auri Hatheway
18,073
Monique Balboa
17,836

Tammy Crayk Smith
17,526
Pam Higgs
17,426
Carol Lawler
14,431
Natalie Privette-Jones
14,369

Yudith Pupo
14,215
Kym Walker*
13,559
Cathy Bill*
13,057
Gina Rodríguez-Orriola
12,985
Mairelys López*
11,940
Bianny Ramírez*
11,544
Noemi Jaimes
11,464
Jill Davis
11,395
Sabrina Goodwin Monday
10,974
Mariana Moreno*
10,932
Rosibel Shahín*
10,332
Noelia Jaimes
10,309

DIAMOND/DIAMANTE

Lisa Madson*
\$61,684
Dawn Dunn*
36,044
Pamela Waldrop Shaw**
35,928
Julia Burnett*
30,061
Leah Lauchlan
27,093

MONTHLY Commissions And Bonuses, cont.

Shannon Andrews*
27,001
Lynnea Tate
25,936
Kristin Sharpe
25,088
Pam Ross*
21,973
Yosaira Sánchez*
20,086
Maria Monarrez
19,613
Anita Conley*
18,449
Sue Pankow
17,714
Lisa Allison
17,354
Rebecca Evans*
16,221
Diana Sumpter
15,856
Candy Lewis
15,229
Julia Mundy
15,145
Vicki Jo Auth
14,504
Heidi Goelzer
13,966
Sharon Buck
13,856
Alia Head
13,802
Marixa González
13,775
Evelinda Valdez-Cruz
13,304
Roxanne McInroe
12,524
Indhira Jimenez
11,461
O'Nelly Encarnación
11,096
Margaret Bartsch
10,615
Terri Schafer
10,553
Holli Lowe
10,389

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$50,895
Pamela Fortenberry-Slate*
28,247
Kristin Myers*
26,649
Somer Fortenberry
24,512
Sylvia Kalicak*
23,221
Lorraine Newton*
22,217
Cyndee Gress*
20,678
Davanne Moul*
19,050
Patrice Moore Smith
17,677
Diane Mentipty
16,313
Kimberly Copeland
15,055
Morayma Rosas
14,192
Bridget Shaw
14,019
Elaine Kimble Williams
13,966
Ruth Everhart
13,943
Mia Mason Porter
13,268
Janis Z. Trude
13,120
Valerie Bagnol*
13,101
Alma Orrostieta
12,878
Deb Wehrer
12,362
Dawn Otten-Sweeney
12,155
Elizabeth Sánchez
11,770
Evalina Chávez
11,695
LaRonda Daigle
10,906
Angie Day*
10,399

RUBY/RUBÍ

Cindy Williams*
\$45,215
Stacy James*
37,083
Kim McClure
25,615
Lia Carta**
22,789
Sandy Valerio*
21,218
Jan Thetford
21,061
Cindy Fox*
17,501
Tammy Vavala
17,160
Anabell Rocha*
16,912
Lara McKeever
15,425
Maria Flores
13,291
Mary Estupiñan*
13,105
Juanita Gudiño*
12,790
Cecilia James
12,452
Gloria Báez*
12,399
Annaka Krafka
12,200
Donna Meixsell
12,003
*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD
*Denota DNV Senior
**Denota DNV Ejecutiva
***Denota DNV Ejecutiva de Élite

13% CLUB
CLUB DEL 13%

May/Mayo de 2020

The top 25 independent sales force members in the Sapphire area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during May./Primeras 25 integrantes del cuerpo de ventas independientes en el área Zafiro que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en mayo.

SAPPHIRE/ZAFIRO

Bridget N. Howerton-Adams*
\$2,462
Brooke E. Bennett-Young*
2,440
Marita W. Campbell*
2,406
Amy R. Sigler*
2,389
JoAnn M. Allen*
2,257
Jessica N. Schultz*
2,118
Geri L. Dennis*
2,105
Candy I. Brown*
1,971
Tracey F. Hedrick*
1,961
Larinda J. King*
1,836
Rubi Amateco-Nava Vazquez*
1,822
Amy J. Bowman*
1,798
Laurieann Barclay*
1,798
Jodi L. Feller*
1,797
Hannah M. Brunner*
1,795
Julie B. Sapp*
1,784
Marie E. Vlaminc*
1,781
Chris Burnside-
1,777
Pauline White*
1,766
Debra J. Witmer*
1,763
Kassondra J. Kantz*
1,746
Karla M. Reno*
1,744
Tinia W. Campbell
1,733
Piard*
1,733
Jessica Scol*
1,698
Devin Gole*
1,689
*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in May 2020./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 2020.

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

EMERALD/ESMERALDA

Michelle L. Calbert, *G. Mayfield Banks Area* \$114,532

DIAMOND/DIAMANTE

Chelsea C. Adkins, *L. Tate Area* \$143,798

RUBY/RUBÍ

Heather A. Daniel-Kent, *J. Thetford Area* \$108,492

SAPPHIRE/ZAFIRO

Jordan Eicher, *Mary Kay National Area* \$101,368

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

EMERALD/ESMERALDA

Tracy A. Clymer, *C. Bill Area* \$17,028

DIAMOND/DIAMANTE

Mary Kathryn King, *Mary Kay National Area* \$12,809

RUBY/RUBÍ

Heather C. Feiring, *Mary Kay National Area* \$13,260

SAPPHIRE/ZAFIRO

Barbara Popowski, *Mary Kay National Area* \$13,114

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

EMERALD/ESMERALDA

Peggy Witt, *K. Goldstein Unit, C. Bill Area* \$20,209

DIAMOND/DIAMANTE

Evelyn Yancor, *M. Martínez Unit, Y. Sánchez Area* \$10,748

RUBY/RUBÍ

Urvi V. Jariwala, *K. D'Esposito Unit, Mary Kay National Area* \$19,714

SAPPHIRE/ZAFIRO

Amanda J. Wallace-Drumheller, *J. Kerris Unit, Mary Kay National Area* \$14,289

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

New Team Members

EMERALD/ESMERALDA

Rosendy Mercado, *E. Cespedes Unit, G. Rodríguez-Orriola Area* 26

DIAMOND/DIAMANTE

Savannah Gay, *L. Racer Unit, L. Tate Area* 19

RUBY/RUBÍ

Sales Director Cecilia Solorio, *Mary Kay National Area* 16

SAPPHIRE/ZAFIRO

Sales Director Renita L. Seabrook, *Mary Kay National Area* 23

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?

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for May 2020./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en mayo de 2020.

NEW UNIT MEMBERS/ NUEVAS INTEGRANTES DE UNIDAD

EMERALD/ESMERALDA

Cristina Y. Baez De Mateo 127
Michelle L. Calbert 85
LaKeshia M. Chisholm 85
Noelia E. Jimenez Gutierrez 74
Tiqkia M. Barrow 69
Robyn K. Barnwell 66
Regina M. Clark 59
Althea A. Lawson 58
Cheryl L. Melendez Javier 58
Theodora W. Bradley 57
Yosemy Mora 55
Yaleska Feliciano Rios 48
Dominga Acasio Guzman 47
Oledis A. Santana Taveras 47
Raquel Portes Almonte 45
Brendaliz Cajigas 43
Kelly A. Fuller 43
Eburn Osaze 43
MariaJose Torres 42
Ann Shears 42
Jhona Cumare 39
Lisa J. Charity 37
Dana C. Warren 37
Gloria Heyaime 36
Kijuana R. McKinnie 36
Carmen Trinidad Guzman 35
Soila M. Valdez 35
Elizabeth A. Cespedes 34
Eunice A. Ogando 34
Aida Ramallo de Escribano 34
Jani Macias 31
Lucia Fernandez 30
Tahis Garrido 29
Angel Guerra 29
Latricia M. Henry 29
Maria d. Meraz Medina 29
Dircia Rodriguez 29
Taneshia A. Bain 28
Linda S. Chasten 28
Sara E. Cox 28
Angela R. Davenport 28
Nora Dominguez 28
Jannelik C. Engtronatt Marquez 28

Katie Hayes
Bridgett L. Moore
Niokioh Wright-Smith
Ngazi E. Ojukwu
Claudia M. Pacheco Lazo
Anita Rodriguez
Ruthy Eckhardt
Raven J. Hardy
Delfina Moreta M
Tavia L. Poulos
Gayle T. Shoffner
Cheryl A. Whitehead
Yelenis Cancio
Sylvia H. Hatot
Vanessa P. Keeler
Christina A. Mcgillivray
Denise D. Roland
Kennethea Shuford Wallace
Danielle T. Ahinasi
Cheryl A. Doucette
Marilyn Gonzalez
Vanessa E. Guzman Guerrero
Denise Peterson
Yessica Barrera Gomez
Jodria G. Bufford
Bejaira Cortorreal
Delilah Hill
Rosmary A. Morel
Tammy S. Moretti
Myrna P. Rodriguez
Adriana D. Aguilera Urrutia
Carrie Bloink
Ana Cabrera
Audrey L. Detesco-Nickell
Arellys M. Dubront Pinto
Lakertisha Slade Mciver
Angela D. Tatam
Indira V. Vargas de Mojica
Nayleth Crespo
Patrece D. Johnson
Omayra Rivera
Desiree Valdez
Anita Bowen
Rosanna M. Briceno Sanchez

Yenni M. Filpo Diaz
Lindsay E. Freisthler
Katy Goldstein
Elaine B. Goubil
Irma M. Guerrero
Yuneisy Hidalgo Paz
Andrea C. Leal
Stephanie Piccini
Chelsea C. Adkins
Mariel Santiago
Coty Maldonado
Taylor N. Walker
Astrid Pagan
Sherrie C. Purvis
Shelly M. Smith
Lisa B. Racer
Karime Rosas
Dana Davis-Armstead
Kim C. Meyers
Rachel L. Ryan
Tanya L. Satcher
Bruna J. Serafim
Carol Allen
Megan N. Wilkes
Kimberly George
Jamie V. Taylor
Taylor A. McKnight
Ruth Alvarado
Alyssa K. Harland
Mary Kathryn King
Elvi S. Lampung
Melissa Mays
Denise Miller Silas
Therma A. Aguasvivas
Lacey L. Bradford
Carol C. Zuberer
Sheila Gonzalez
Jenny Siemonsma
Antoinette Whittington-Stanton
Elda A. Blanco
Kathy Fean
Raquel V. Sanchez

DIAMOND/DIAMANTE

Cheryl A. Whitehead
Danielle Rieger
Ana E. Rodriguez
Deborah Merriwether
Thessy N. Nwachukwu
Magdalena Diaz de Leon
Nikole M. Childress
Eusebia Bonilla
Pamela D. Cox
Jacqueline Donna
Susan Moore
Karisma Muniz
Saneyra E. Taveras
Cynthia L. Frazier
Milagro Ventura Diaz
Guadalupe Palmerin
Ruby M. Olivares
Ginger J. Benedict
Richelle S. Derrah
Lourdes Flores
Melinda E. Nash-Bell
Luz J. Diaz Almeyda
Monica A. Land
Cecilia Solorio
Maria Hernandez
Kenia K. Acosta
Kali DeBlander Brigham
Breanna N. Goodwin
Laurie M. Marte Bonilla
Julia Grandy
Jamie Hudock
Stacey P. Nelson
Lisa Olivares
Kimberly Skinner
Gina Beck

Beatrice Warren
Leslie Jackson
Stephanie A. Mottaz
Elizabeth E. Myers
Elizabeth Fernandez
Esperanza Marcial Silverio
Constance Nugent Miller
Sara R. Pennell
Nicole P. Pratt
Danielle Rieger
Ana E. Rodriguez

RUBY/RUBÍ

Deborah Merriwether
Thessy N. Nwachukwu
Magdalena Diaz de Leon
Nikole M. Childress
Eusebia Bonilla
Pamela D. Cox
Jacqueline Donna
Susan Moore
Karisma Muniz
Saneyra E. Taveras
Cynthia L. Frazier
Milagro Ventura Diaz
Guadalupe Palmerin
Ruby M. Olivares
Ginger J. Benedict
Richelle S. Derrah
Lourdes Flores
Melinda E. Nash-Bell
Luz J. Diaz Almeyda
Monica A. Land
Cecilia Solorio
Maria Hernandez
Kenia K. Acosta
Kali DeBlander Brigham
Breanna N. Goodwin
Laurie M. Marte Bonilla
Julia Grandy
Jamie Hudock
Stacey P. Nelson
Lisa Olivares
Kimberly Skinner
Gina Beck

Kelly-Wesley L. Cooper
Heather A. Daniel-Kent
Lisa Anne Harmon
Shanna M. Kocher-Naccarato
Mary Ruth Love
Norma A. Tovar-Hernandez
Charlotte Y. Garth
Valerie A. Lucio-Polk
Marisol Necochea
Elizabeth A. Viola
Renee M. Wilson

SAPPHIRE/ZAFIRO

Tehrie Ned
Mona L. Murray
Lafreda D. Williams
Keita Powell
JoAnn M. Allen
Missouri H. Simmons
Marita W. Campbell
Tracey F. Hedrick
Beth H. Williamson
Tinia W. Campbell Piard
Carmen B. Jones
Julie B. Sapp
Dwauna Maura
Beth T. May
Christina N. Newsome
Gabriele L. Jones
Stacy O. Ervin
Sharon Byrd
Verlyn D. Jenkins
Julia A. Luna
Latricia R. Vango
Jean A. Wilson
Ester M. Barahona
Tonya Brown Jones
Geri L. Dennis
Herendira Garcia
Felicia W. Maeweather
Maria Montes
Eleanor E. Gwyn-Jones
Belle L. Martin
Marlene Petry

Rheanonda R. Johnson Gray
Renita L. Seabrook
Breanna VanVliet
Moleda G. Dailey
Monica M. Guerrero
Adrienne D. Hollifield
Beverly D. Rogers
Beverly M. Brown
Karla M. Reno
Kayla A. Shaw
Charmayne Wilson-Mayowa
Stephanie B. Bowen
Hannah L. Brown
Columba Contreras
Sreela M. Fitzpatrick
Tanisha Gaskin-Christie
Tommi Pleasure
Jaqueline X. Gonzalez
Akilah Martin-Mayweather
Naomi Mitchem
Beverly A. Stephens
Daisy Cuevas
Jordan Eicher
Yvonne Gomez
Linne' Lane
Felicia J. Vice
Antonya D. Wade
Kesia Webb Dailey
Nedra White Wartham
Reyna V. Alvarado Rivera
Rubi Amateco-Nava Vazquez
Darlene Beckett
Brooke E. Bennett-Young
Ashley R. Dornbos
Charmaine Forbes
Eno Inoyo
Marisol Lopez
Clozella Ray
Cynthia S. Sheppa
Joycelyn B. Westbrooks
MacKenzie N. Wickett

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

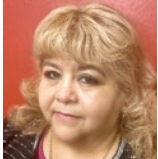
SAPPHIRE / ZAFIRO

NEW DEBUTS

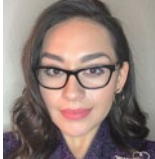
DEBUTS

March/Marzo de 2020

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".



Yolanda Arellano
Oxnard, CA
E. Rosales Unit



Mariana Becerril
Lopez
Tacoma, WA
L. Lopez-Velazco Unit



Becky S. Compton
Bluefield, WV
L. Hall Unit



Patricia E.
McCandlish
Orange, CA
M. Boquin Unit



Not pictured/Sin foto: *Connie Bland*, North Dinwiddie, VA, J. Wilson Unit; *Natural-Lee A. Garcia*, Eleele, HI, J. Tamborello Unit; *Julie M. Garrett*, Burleson, TX, B. Ashlock Unit; *Monica M. Guerrero*, Houston, M. O'Neal Unit; *Isabel Hercules*, Mount Clemens, MI, O. Gil Unit; *Geraldine R. Herrine*, Summerville, SC, B. Shaw Unit; *Naimah T. Kisoki*, Charlotte, NC, C. Mercado-Jenkins Unit; *Miguelina Ladino*, Orange, CA, O. Flores Velazquez Unit; *Brenda X. Martinez*, Rosenberg, TX, R. Garza Unit; *Margarita Montoya*, Thornton, CO, M. Holguin Salgado Unit; *Maria Moreno*, Hope, AR, C. Bello Leyva Unit; *Viola R. Morris*, Cypress, TX, L. Newton Unit; *Kate M. Neidrick*, Little River, SC, K. Kantz Unit; *Myra W. Robins*, Baton Rouge, LA, K. Spriggs Unit.

DEAN'S LIST

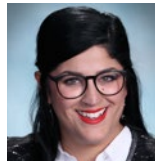
LISTA DEL DECANO



May/Mayo de 2019

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: *Guadalupe Caracheo*, North Hills, CA, Mary Kay National Area, Ruby Seminar.



Ally Burlingame
Independence, MO
J. Thetford Area
Ruby Seminar



Tamra L. Klotz
Harrington, DE
P. Tull Area
Emerald Seminar



Congratulations!

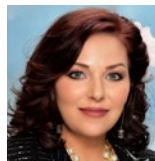
TRIPLE CROWN

TRIPLE CORONA

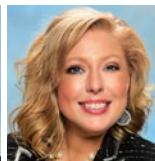


May/Mayo de 2019

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.



Jessica E. Holland
Marianna, FL
E. Williams Area



Paige Moore
Fletcher, NC
M. Fox Area



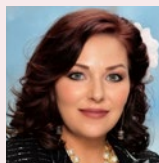
¡Felicitaciones!

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*®. These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary. / Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

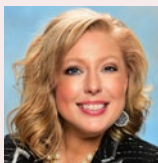
HONORS SOCIETY SOCIEDAD DE HONOR

May/Mayo de 2019

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.



Jessica E. Holland
Marianna, FL
E. Williams Area



Paige Moore
Fletcher, NC
M. Fox Area

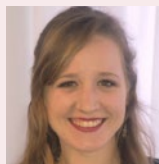
- 1 ON THE MOVE
 - 2 FABULOUS 50s
 - 3 HONORS SOCIETY
- Rings are shown stacked./
Los anillos se muestran encimados.



FABULOUS 50s FABULOSOS 50

November/Noviembre de 2019

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.



Kristen Knapp
Jacksonville, NC
S. Fortenberry Area

Not pictured./Sin foto *Kameron Price, Baytown, TX, K. Copeland Area.*

GRAND ACHIEVERS GRAN GANADORAS

May qualifiers/Calificadas en mayo de 2020

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

Samantha M. French

*Denotes requilified driver.
*Denota conductora recalificada.

CONSULTANTS/CONSULTORAS

Michele Hendrix
Alyssa J. Lane
Jorge Zavala*

ON THE MOVE EN ACCIÓN

March/Marzo de 2020

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.

Becky S. Compton
Natural-Lee A. Garcia

Monica M. Guerrero
Myra W. Robins

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

May/Mayo de 2020

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.



Suzana Aburto
Ashley Adams
Funmilayo Adeniyi
Teresa Aguilar
Keisha Allen
Gleice K. Almeida
Kai Anderson
Freyja F. Aragundy
Mariela Arciniega
Hernandez
Dorisela Atilano

Shavonne T. Austin
Sonia Avila De Campos
Marisol Ayala
Annmarie Baker
Lisa Ball
Tanya R. Barnes
Monica D. Bass
Sherry Baumgardner
Chris-Deanne
M. Bekenyi
Valerie Bernal

Red Jackets, cont.

Karla V. Bitten
Katrina Bobb
Maya A. Bogan
Jean Bonner
Teresa M. Bowie
Virginia L. Bowyer
Jennifer L. Brewer
Gail S. Brice
Amber D. Broadus
Elena Brock
Jessica Brown
Jolie Brown
Michelle M. Brown
Rhonda Brown
Tanya Brown
Marlee K. Bruner
Chaga Burciaga
Carlisa Burt
Lindsay Calderon
Jaunita Call
Myra Cannon
Jenny Cardona
Chelsea V. Carter
Yolanda Casillas
Magdalena Castro
Glenda Chavez
Debra Clark
Aspen T. Cloninger
Angela Coates
Leslie Cochran
Shannon D.
Coleman
Marne Conklin
Dawn M. Conner
Dora M. Cortez
Linda Cotton
Maria Coyotecatl
Crystal Crone
Milena A. Cuba
Norma Cueva
Tanya K. Davis
Deborah De La Cerda
Raquel De Rosas
Lilly Defee

Sharon J. Delesbore
Vernoda Dilbert
Carrie Dodds
Mikayla M. Doria
Olga L. Duenas
De Vargas
Michelle N. Eastwood
Sherene Eckley
Michelle Eschete
Daina C. Estes
Rachel Falgout
Maria C. Flores
Bethany L. Franks
Patricia Frato
Jamie L. Frederick
Christelle G. Garcia
Dionne Gardner
Tiffani Gaylor
Ashleigh H. Gerner
Mindi N. Gibbons
Vanessa R. Giddens-
Cheatham
Samantha L. Goetz
Silvia Gomez
Nancy Gonzalez
Heather N. Goodman
Sheila M. Gothard
Mary Gould
Tiphany S. Grant
Martha Green
Toni Green
Marjo C. Grissom
Guadalupe Guerrero
Brenda Y. Guillen
Sharon M. Gustafson
Frances J. Gutierrez
Melissa Hall
Wendy Hanks
Consuela Harmon
Norrine D. Harper
Kendria D. Harris
Patricia Harris
Amber Hazelwood
Cristal Y. Hernandez

Zuridiana Hernandez
Nunez
Tammie Hill
Angelina T. Hinton
Lynn Howell
Emma L. Huennekens
Pamela J. Hutton
Ruth Ibarra
Michael Ibrahim
Octavia Jackson
Tiffany W. Jackson
Patty S. Janes
Lakicha Jernigan
Amanda Johnson
Chasity S. Johnson
Delmarva Johnson
Cheryl D. Jones
Amanda L. Kines
Alysia Kurtz
Stacey Lawler
Mindy LeBlanc
Alesia E. Lee
Vicki J. Lewis
Nancy Leyva
Kimberly Litton
Tammy J. Long
Amy E. Lopez
Talha Lovick
LeeAnn Lundquist
Teresa A. Mackey
Angeles Marroquin
Maria E. Martinez
Gladys D. Mathews
Bridget E. McCready
Tabbotha McGee
Augusta McGowan-
Hass
Beverly S. McHale
Bethany N. McIntosh
Larose M. McKee
Maggie C. McKinney
Erin Y. McNair
Jehan Mechak
Iliana E. Meza

Kathleen M. Miller
Mary Mistretta
Luz E. Mojica
Cecilia Monsalvo
Jenny R. Montufar
Murcia
Lorrie L. Moralez
Hannah Morris
Magaly Mota
Debra Motto
Angelica Murillo
Sally N. Murphy
Miriam N. Mwaria
Maria Nanton
Djodji A. Nousseassi
Crystal J. O'mara
Robyn Ott
Jacquie Parker
Sarah F. Parker
Tisa M. Pass
Amenia Payne
Veronica Perez
Aremi A. Perez Bravo
Lisa Petriello
Carmen L. Pham
Laura L. Poncho
Raven D. Poskas
Melissa J. Powell
Robin R. Prather
Ashley Raburn
Jessica Ramirez
Jade Ramal
Denisse Ramos
Alexis V. Rigdon
Carmen Rivera
Cortney Robertson
Ashleigh S. Robinson
Kate M. Robinson
Lauren Robinson
Tracy Rollins
Manuela Romero
Mary L. Salvatierra
Leidis Santos
Haylee G. Scott

Tina Shepherd
Debbie A. Sitkowski
Alison M. Sjolander
Marcia Skinner
Liana Smith
Shaneika S. Smith
Jennifer A. Stairs
Marissa Stockamp
Emily N. Strong
Lisa Sullivan
Asha Sutton-Fuzzell
Christie Tant
Carol Tarby
Ruby P. Tarrau
Ivy L. Thomas
Samantha J. Thomas
Barbara Torres
Lateasha M. Townes
Christy Townsend
Ashlyn M. Trombley
Kyra Turner
Vanessa Van Lanen
Maria Vargas
Martha E. Vargas
Simental
Tara M. Vasquez
Laura Velazquez
Jane Vigil
Rosalba Villa
Rosalina D. Villatoro
Michele Wade
Genna E. Wagner
Bressila Walker
Keva Walker
Nila Walton
Crystal L. Whitehead
Orlena Wilkes
Felicia D. Williams
LaToria Williams
Lesley H. Wilson
Kelly L. Wishart
Stephany Wrighton
Tania Zigmund

These figures do not include or otherwise account for the individual's expenses incurred or time and effort expended in their Mary Kay business. Individual results will vary./Estas cantidades no representan las ganancias típicas, ni siquiera promedio, de las integrantes del cuerpo de ventas independiente Mary Kay. Estas cifras no incluyen ni reflejan los gastos individuales en que se incurren, así como tampoco el tiempo y esfuerzo invertidos. Los resultados individuales variarán.

GOLD MEDALS/MEDALLAS DE ORO

May/Mayo de 2020

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

116 GOLD MEDALS		32 GOLD MEDALS		Ruth Eunice Rodas De. Cifuentes*	7	Monica Serrano*	5	Nadine Darien, L. Collette Unit	5	Veronica L. Durden, T. Ned Unit	5
Janet L. Guimet*	7	Betty Alvarado*	7	13 GOLD MEDALS		Madalynn J. Wade*	5	Rachel Falgout, L. Weaver Unit	10	Tanisha I. Evans, N. James Unit	5
112 GOLD MEDALS		Ana K. Garibay*	7	Ma Ana Lilia Benitez*	7	Fredericka Wynn*	5	Amberly M. Garcia, V. Jenkins Unit	11	Laura J. Flores, S. Perez Unit	6
Tracey F. Hedrick*	6	31 GOLD MEDALS		Amy J. Bowman*	5	5 GOLD MEDALS		Heather M. Gerlach, M. White Unit	5	Shercee Flowers, B. Rogers Unit	7
109 GOLD MEDALS		Rheanonda R. Johnson Gray*	5	Danielle Coughlan*	5	Nana K. Afram*	7	Vanessa R. Giddens-Cheatham, B. Williamson Unit	11	Sara E. Floyd, H. Laster Unit	7
Eno Inoyo*	5	30 GOLD MEDALS		Alicia Duran*	6	A. Kennedy-Tull Unit	5	Zulema I. Gonzalez, B. Virrueta Unit	5	Charlotte M. Fontenot, T. Ned Unit	5
106 GOLD MEDALS		Kimberly Leigh Moore*	5	Lourdes Garcia*	14	Jeffrie A. DeBrill*	6	Chere Goode, C. Smith Unit	11	Angela D. Freeman, M. Mason Porter Unit	6
Deborah Riley*	5	29 GOLD MEDALS		Glennita Grant-Greene, B. Shaw Unit	6	Jaqueline X. Gonzalez*	8	Monica M. Guerrero*	7	Aleta Gentry, P. Jones Unit	5
101 GOLD MEDALS		Jennifer M. Ham*	5	Verlyn D. Jenkins*	13	Isabel Medina, M. Leon Unit	6	Amber Hill, K. Myers Unit	7	Tracy A. Gonzales, Y. Gomez Unit	5
Katie D. Nichols*	5	Barbara Jackson*	6	Ileana Melgarejo*	5	Rikki L. Miller*	7	Jo Ann Jamison*	8	Sheila M. Gothard, M. Bernhardt Unit	6
92 GOLD MEDALS		28 GOLD MEDALS		Clozella Ray*	5	Crystal Perkins*	15	Delmarva Johnson, J. Sapp Unit	14	Tumeki S. Griffin, J. Wilson Unit	6
Belinda Carver-Taylor*	6	Hilda Alvarez*	5	12 GOLD MEDALS		June Peters-Brown*	11	Eunice M. Johnson, C. Forbes Unit	5	Melissa Hall, L. Cade Unit	6
80 GOLD MEDALS		Elva Obregon*	5	Cecilia Aguilar*	5	Terri L. Rinko*	6	Alyssa J. Lane, L. Lane Unit	6	Amendra Hamilton, C. Gambin Unit	5
Beverley M. Brown*	5	Yolanda R. Sherrod, P. Smith Unit	5	Daisy Cuevas*	6	Ana L. Tenorio*	6	Robin L. Leonard, T. Campbell Piard Unit	6	Melvina M. Hernandez, C. Burton Unit	5
Hilda Noemi Caballero*	6	27 GOLD MEDALS		Sally M. Davidson*	7	Felicia J. Vice*	6	Tammy R. Lloyd, K. Salters Unit	5	Regenia Hooker, D. Mas Unit	7
75 GOLD MEDALS		Lynn Armstrong*	13	11 GOLD MEDALS		4 GOLD MEDALS		Daylene Martinez Lazos*	5	Marwah Ibrahim, C. Mihai Unit	5
Silvia Lopez*	5	Leticia Pineda*	5	Callie J. Burnside, S. Byrd Unit	9	Rosa M. Arredondo*	5	Caryn McGee, M. Halliburton Unit	5	Wanda Jackson, A. Wade Unit	8
71 GOLD MEDALS		Taylor D. Willis*	6	Linne' Lane*	6	Natisha Ashe, C. Humphries Unit	5	Jennifer Montoya, J. Luna Unit	10	Maria A. Jimenez, M. Bocanegra Aguilera Unit	5
Gloria J. Stanley-Johnson*	9	26 GOLD MEDALS		Catalina Martinez*	5	Vinneth Bailey, A. Smith Unit	10	Virginia Morfin Magana, B. Zapata Unit	6	Amanda Johnson, L. Mosby Unit	9
68 GOLD MEDALS		Maria V. Lopez*	5	Tehrie Ned*	7	Anika Barber, C. Jones Unit	11	Sherita M. Neal, S. Williams Unit	8	LaTrisha W. Kennedy, H. Pennick M.D. Unit	5
Ileana P. Castro*	6	Alejandra Penaloza*	5	Irene N. Ortiz*	8	Courtney Beach, C. Klugh Unit	10	Mary C. Nelson, P. White Unit	5	Lisa J. Keyes, B. May Unit	5
66 GOLD MEDALS		Luz M. Soto*	6	Carlene Petreklin*	6	Julie K. Berg*	15	Jacqueline Newman, B. Stephens Unit	5	E. Gwyn-Jones Unit	7
Dwauna Maura*	5	Beth H. Williamson*	5	Brenda Williams*	5	Tina Broughton*	15	Crystal J. O'mara, B. VanVliet Unit	10	Crystale S. Marrow, D. Maura Unit	8
Keita Powell*	5	25 GOLD MEDALS		Chantal M. Williams, M. Campbell Unit	13	Ana Canul*	9	Shelby R. Oliver, M. DuPont Unit	6	Maria E. Martinez, E. Hulm Unit	5
65 GOLD MEDALS		Lorena de la Cruz*	5	10 GOLD MEDALS		Dora M. Cortez, C. Contreras Unit	10	Rocio Parra Canche*	6	Tabbotha McGee, J. Allen Unit	6
Blanca C. Caceres*	5	Ynocenta Hernandez*	10	Jean A. Aswell*	5	Samantha J. Cortez*	5	Cecilia Polk, M. Murray Unit	10	Janet Miranda, Z. Sanchez Unit	6
64 GOLD MEDALS		Minerva Lara*	5	Leticia Duran*	6	Stephanie Davis*	5	Denisse Ramos, J. Gonzalez Unit	5	Veronica Mosley, M. DaCosta Unit	5
Tinia W. Campbell Piard*	8	Rachel E. Naylor*	8	Brielle Q. Flanagan*	6	Yolanda Davis*	6	Maria Rocha*	6	Shirlene D. Murdock, B. Brown Unit	7
62 GOLD MEDALS		Gabriela Trippany*	5	Margheritta R. Phillips, A. Smith Unit	8	Yvonne Gomez*	12	Aurora Sanchez*	7	Renee C. Myers, D. Otten-Sweeney Unit	6
Carolyn Colter*	6	24 GOLD MEDALS		Beverly D. Rogers*	5	Stacey Jones*	7	Marcia Skinner, C. Lee Unit	10	Maria Nanton, B. Brown Unit	5
Jean A. Wilson*	9	Margarita I. Grados*	6	Lorena Salcedo*	5	Letitia D. McGuire*	5	Mary E. Trent, L. Kates Unit	5	Amey Needham, R. Stubbs Unit	7
61 GOLD MEDALS		Lindsay M. Tuttle*	6	Gillermina M. Trejo*	5	D. Beckett Unit	7	Fabiola Valdez*	7	Rosemarian O. Okolo, N. Afram Unit	5
Joycelyn B. Westbrook*	7	23 GOLD MEDALS		Mearlean M. Wainwright, G. Nitschke Unit	12	Lanita Mosby*	7	Julie A. Vlietstra, M. Bernhardt Unit	5	Olga Olvera, J. Gonzalez Unit	7
60 GOLD MEDALS		Anita R. Rabelo*	6	Janelle R. Witmer*	6	Cecilia G. Rivas*	6	Stephanie M. Akins, A. Martin-Mayweather Unit	5	Enjoli Page, M. Guerrero Unit	8
Belle L. Martin*	6	22 GOLD MEDALS		9 GOLD MEDALS		Dora A. Rodriguez*	5	Virtue Alexander, T. Ned Unit	8	Tisa M. Pass, A. Martin-Mayweather Unit	6
Lafreda D. Williams*	16	Susan C. Davis*	5	Regina Angel*	7	Jennifer Salsbery*	5	Sonia Y. Ambroise, F. Givens Unit	7	Amelia Payne, M. Simmons Unit	5
59 GOLD MEDALS		Carmen B. Jones*	5	Angelica Chaparro Estrella*	6	Jane Shaw, L. Hall Unit	6	Mancha Anthony, D. Minter Unit	5	Marlene Petry*, Tonya B. Potier, M. Perry Unit	5
Juana Contreras*	5	21 GOLD MEDALS		Laura A. Claypool*	5	Glynis L. Thatch*	7	Keeley Powell, J. Vrana Unit	5	Melissa J. Powell, J. Sapp Unit	5
57 GOLD MEDALS		Evelin M. Martinez*	6	Mattie Jackson*	5	Cozzie M. Walker, V. M. Simmons Unit	11	Rosa Reyes, M. Lopez Unit	6	Cortney Robertson, B. VanVliet Unit	7
Marita W. Campbell*	9	Rosa Elia Meza-Sanchez*	5	Carolista M. Jones, T. Hedrick Unit	5	Jacqueline R. Williams*	5	Maria R. Rodriguez, A. Zurita Unit	5	Jean Rowe, P. Jackson Unit	5
Jael Lopez*	6	20 GOLD MEDALS		Connie Lara*	9	Trinelle Willis, F. Maeweather Unit	15	Tony B. Wade, A. Dornbos Unit	7	Leslie L. Sawyer, E. Darden Unit	5
56 GOLD MEDALS		Geri L. Dennis*	11	Victoria Lorenzana*	5	3 GOLD MEDALS		Shayvonne Smith, C. Forbes Unit	5	Miesha L. Stanley, V. Pryor-Holeman Unit	6
Raseen J. Ward*	7	Janeen L. Euler*	5	Kim D. McClure*	5	Lorene Allen*	5	Tanjanai Stewart, T. Dobbs Unit	6	Gloria Taylor, C. Matthews Unit	7
52 GOLD MEDALS		Kym D. Holman-Kirk*	5	Felicia W. Maeweather*	5	Jodi E. Bland*	5	Amber D. Broadus, K. Dorsey Unit	5	K. Perkins Unit	5
Kesia Webb Dailey*	10	Amy R. Sigler*	10	Shirley C. Penix*	5	Rhonda Cotton, K. Powell Unit	6	Stacey Brown, A. Porter Unit	8	Jessie A. Wade, A. Dornbos Unit	7
48 GOLD MEDALS		Antonya D. Wade*	9	Shirley C. Penix*	5	Kristel Coward, B. May Unit	7	Carlisa Burt, T. Ned Unit	5	Keval Walker, L. Vango Unit	7
45 GOLD MEDALS		Charlotte Worthy*	5	Kayla A. Shaw*	12	Elizabeth Curcio*	5	A. Tiffany Bynum, J. Allen Unit	5	Mikaya D. Warren, K. Salters Unit	5
JoAnn M. Allen*	8	19 GOLD MEDALS		Melissa K. Smyre*	5	Gloria Dunston*	5	Carmen D. Caldwell, S. Kidd Unit	5	Lisa Weber, T. Ned Unit	5
Adriana Gomez*	6	Lucina Lopez*	5	8 GOLD MEDALS		Kandace Estep*	5	Bonita C. Wheeler, S. Byrd Unit	5	Cindy R. Whitman, J. Safriet Unit	6
Marcela Sierra*	6	18 GOLD MEDALS		Veronica A. Blackwell, T. Pleasure Unit	5	Sarah Foster, R. Statile Unit	5	Orlena Wilkes, J. Wilson Unit	5	Amy Williams, T. Gaskin-Christie Unit	5
47 GOLD MEDALS		Josefina Delgado*	5	Lisa M. Carpenter, M. Mason Porter Unit	5	Sarah C. Fraser*, Maureen Frasure, L. Esper Tate Unit	5	Chloresse Wright, N. Barrett Unit	8	Stephany Wrighton, S. Gant Unit	5
46 GOLD MEDALS		Jennifer K. Guidry*	8	Lorena Esquivel Sanchez*	6	Sandie Fuenty, S. Bush-Siemion Unit	6	Shermita Wynder, Y. Capehart Unit	9		
Maria G. Botello*	5	17 GOLD MEDALS		Jennifer T. McClure*	6	Jessica P. Garcia, H. Garcia Unit	7				
Naomi Mitchem*	7	Cheryl Bower*	5	Katrina Zurita*	5	Tanisha Gaskin-Christie*	6				
43 GOLD MEDALS		Jeanne S. Meyer*	5	7 GOLD MEDALS		Michele Hendrix, R. Stallings Unit	5				
Kimberly M. Perkins*	5	Irma Nunez*	5	Jazmin Barahona*	6	Bernadette Jefferson*	7				
44 GOLD MEDALS		16 GOLD MEDALS		Susan L. Best*	7	Onda F. Lewman, K. Reno Unit	5				
MaryLou Hartman*	5	Columba Contreras*	7	Chandra D. Burke*	5	Kim A. Loebig*	5				
43 GOLD MEDALS		Kathy Lee*	5	Beth B. English*	6	Maria Mars*	5				
Eduardo J. Balcazar Pasco*	5	Aurelia Vargas*	6	Janet R. Johnson*	8	Nonye Ovugbe*	5				
41 GOLD MEDALS		15 GOLD MEDALS		Sheila Magana-Medina*	5	Alejandra Pena*	6				
Diega Escamilla*	5	Olivia Aguilar*	6	Josefina Mejia*	6	Henrietta Rutherford*	5				
39 GOLD MEDALS		Elizabeth O. Branco*	5	Victoria Mejia*	6	Karen D. Stull, S. Mote Unit	10				
Rocio Renteria*	18	Ashley T. Catanzaro Signorini*	6	Yesenia Miranda*	5	Nayelly R. Villegas, E. Rosales Unit	7				
Laurie A. Shumate*	6	Treva L. Sharpe, B. May Unit	5	Ingrid Thomas*	6	Cherilee Williams, M. Petry Unit	18				
37 GOLD MEDALS		Bridget N. Howerton-Adams*	5	MacKenzie N. Wickett*	6	2 GOLD MEDALS					
Rubi Amateco-Nava Vazquez*	12	Sarah J. Ketter, J. Barber Unit	8	6 GOLD MEDALS		Sharon Ballesterro, T. Ned Unit	10				
36 GOLD MEDALS		Tamiko A. McCormack*	5	Tisha M. Allen, A. Wallace Unit	5	Cherise Barkley*	6				
Ester M. Barahona*	10	Amanda K. Poinsette*	8	Mary Arroyo*	5	LaTia Barnes, F. Vice Unit	5				
Celia E. Estrada*	5	Chastey Y. Rayford-Gibson, B. Shaw Unit	9	Courtney T. Bullard*	5	Rosetta A. Benford*	5				
Guadalupe Moreno*	5	Kerri L. Ross*	5	Jacqueline Chavez, J. Luna Unit	14	Tia A. Benton*	7				
Harriet Pennick M.D.*	5	Christi Rossi*	5	Sharell A. Clifton, K. Powell Unit	5	Electa P. Brown, M. Murray Unit	5				
Jessica Scolia*	14	Jean Tatum*	5	Tammy J. Cononie*	6	Camilla Burrell, A. Boswell Unit	6				
35 GOLD MEDALS		Tanya G. Tylutki*	6	Felicia Harris, R. Johnson Gray Unit	5	Lourdes Cardenas, M. Vargas Unit	5				
Wanda J. Johnson*	6	Jorge Zavala, M. Pasco Unit	7	5 GOLD MEDALS		Mayra Casillas*	5				
Pauline White*	9	14 GOLD MEDALS		Julie Kampf*	5	Maria Coyotecatl, M. Serrano Unit	12				
33 GOLD MEDALS		Freda S. Brattain*	5	Angela M. King*	5	Roikensha Craig, D. Maura Unit	5				
Akilah Martin-Mayweather*	7	Robin Bruessard*	14	Rosie L. Lightning*	5	Milena A. Cuba, S. Smith Unit	6				
		Darnett Cohen-Spencer*	8	Alisa R. Murray*	5	Constance Darby, C. Jones Unit	5				
		Moledd G. Dailey*	8	Monal L. Murray*	21						
		Eleanor E. Gwyn-Jones*	5	Vernie Phillip*	9						
		Tirza Llanes*	5	Carolan Prisco*	5						
		Antonella A. Miccarelli*	6	Renita L. Seabrook*	23						

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

ACHIEVEMENT CIRCLE CÍRCULO DE LOGROS

May/Mayo de 2020

The top 100 Independent Sales Directors in each Seminar area based on their May 2020 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 2020.

EMERALD/ESMERALDA		Carol Mouradian	53,568	Christy Bigham	67,636	RUBY/RUBI		Milagro Ventura Diaz	50,804	Jeanette M. Thompson	60,254
Michelle L. Calbert	\$114,532	Lizi M. Gregory	53,275	Christina L. Frantz	67,518	Heather A. Daniel-Kent	\$108,492	Brenda K. Howell	50,697	Linda A. Burns	59,665
Bridgett L. Moore	109,832	Leanne Parrino-Pheasant	53,185	Melissa Mays	65,756	Kali DeBlander		Holly L. Skolnik	50,485	Vicki Piccirilli	58,974
Brendaliz Cajigas	107,664	Arielle C. Ryan	52,015	Lacey L. Bradford	64,938	Brigham	106,890	Brittany D. Plassmann	50,390	Randi Stevens	57,673
Audrey L. Detesco-Nickell	106,808	Menina M. Givens	51,762	Audrey K. MacDowall	64,704	Monica A. Land	105,918	Pamela D. Cox	50,152	Debbie A. Weld	57,582
Katy Goldstein	106,013	Stacy M. Emerson	51,542	Dana Davis-Armstead	64,214	Elizabeth K. Toupin	97,636	Shanna M. Kocher-Naccarato	49,951	Stacy O. Ervin	57,427
LaKeshia M. Chisholm	104,450	Tasha M. Miller	50,935	Mariel Santiago	64,094	Randi S. Gleason	95,772	Elizabeth A. Elder	49,390	Lafreda D. Williams	57,383
Stacy D. Foust	100,466	Shelley Money-Eldridge	50,866	Jamie V. Taylor	63,760	Lisa Anne Harmon	95,639	Wendy L. Masterson	49,340	Linda A. Holmquist	57,119
Lisa J. Charity	92,336	Tina L. Baker	50,845	Sylvia L. Martinez	63,461	Kenia K. Acosta	94,554	Mary Ruth Love	49,308	Sreela M. Fitzpatrick	56,972
Dejuana R. McKinnie	92,193	Misty D. Guyre	50,818	LaChelle M. Seleski	62,936	Donna Clark-Driscoll	91,199	Mary A. Dell	48,855	Gabriele L. Jones	56,604
Kijuan L. Spillman	88,248	Heather D. Hulsey	50,505	Joan M. Farrell	61,704	Kellee L. Valerio	87,212	Sylvia T. Barritt	48,622	Sarah Irvin	56,387
Brittani M. Jenks	83,867	Janice B. Hull	50,431	Kathe Cameron	61,166	Suzanne Moeller	87,000	Charlotte Y. Garth	48,463	Hannah L. Brown	56,285
Amber L. Towne-Geehan	83,505	Tahis Garrido	50,213	Sabra A. Adkins	61,131	Bridgette R. Conley	83,985	Gina Beck	48,278	Michele M. Armes	56,276
Lindsay E. Freisthler	81,790	Phyllis I. Pinsker	50,121	Kathy R. Bullard	60,497	Laura V. Middleton	81,510	Laurie C. Cole	47,765	Lady Ruth Brown	55,826
Ebun Osaze	81,089	Omayra Rivera	50,017	Shelly Palen	60,256	Stephanie L. Coker	80,985	Judie Roman	47,735	Julie Neal	55,746
Denise Peterson	80,165	Allison L. Adkins	49,706	Blythe J. Egbert	59,969	Kaela L. Steinman	77,750	Traci N. Van Zandt	47,394	Robyn S. Cartmill	55,542
Ginger D. Rockett	79,349	Jodria G. Bufford	49,684	Constance Nugent Miller	58,944	Jaime M. Bittner	77,326	Renee C. Burdette	47,155	Rachel Statile	55,348
Christine D. Barrueco	78,961	Emily Stone	49,629	Deanna L. Manning	58,670	Tamarie M. Bradford	76,387	Richelle S. Derrah	47,128	Herendira Garcia	54,923
Leslie M. McKinney-Smith	78,351	Jennifer A. Enloe	49,493	Corrina M. Langworthy	57,855	Diane K. Lundgren	72,700	Kimberly D. Galindo	46,995	Linda H. Rowsey	54,839
Carrie Bloink	78,008	Kayla Kaurich	49,483	Casey Goff-Martin	57,503	Monique N. McIntyre	72,253	Tonya J. Blackburn	46,735	Dolores Keller	54,339
Tammy West-Murrian	77,389	Nancy A. Berlin	49,270	Cassandra R. Chitwood	57,050	Susan Moore	72,190	Sherri Ammons	46,719	Tracey F. Hedrick	53,547
Tiqkia M. Barrow	76,336	Tavia L. Poulos	49,107	Terri J. Beckstead	56,808	Mya Hull	71,606	Lisa D. Prescott	46,710	Latricia R. Vango	53,400
MariaJose Torres	75,945	Nora Dominguez	48,808	Sara K. Turco	56,726	Lauren N. Bloomer	70,645	Laura A. Kattenbraker	46,504	Jennifer G. Bouse	53,275
Nancy Boucher	74,487	Rosanna M. Briceno Sanchez	48,670	Sheila Gonzalez	56,649	Paula M. Kirkpatrick	69,399	Sandra Braun	46,248	Lesley Speas	53,254
Shauna L. Abbotts	74,380	Jennifer D. Carr	48,420	Michelle Cape	56,608	Valerie A. Lucio-Polk	67,995	Susan C. Ehrnstrom	46,133	Christi Rossi	53,168
Deirdre L. Eschauzier	74,198	Roseanne Bair	48,363	Ashley S. Orr-Graves	56,562	Lindsay Zimmerman	67,573	Debbie A. Elbrecht	45,852	Nedra White Wartham	53,142
Nicole L. McDaniel	72,970	Nancy D. Beckwith	48,310	Mary P. Creech	56,552	Kelly-Wesley L. Cooper	67,000	Kimberly Cavarretta	45,817	Missy M. O'Neal	52,805
Mary Strauss	72,771	Taneshia A. Bain	48,260	Deborah Dudas	56,331	Maureen Shipp	66,702	Amy Kitrell	45,783	Julia M. Stern	52,500
Stacey Craft	72,481	Kimbi L. Bartik	47,794	Priscilla McPheeters	56,304	Ryan A. Rives	64,250	Christy M. Fetzer	45,237	Casie Hembree	52,430
Hollie R. Sherrick	72,359	Mario Pfarr	47,765	Marsha Morrisette	56,202	Tshanna C. Diggan	63,879	Michelle L. Sanders	45,128	Stephanie L. Lenard	52,286
Brenda L. Wilbur	69,991	Elsi Coto	47,690	Kristiana M. McElroy	56,165	Nikole M. Childress	63,142	Rose Mary Neel	44,736	Jessica N. Schultz	51,992
Denise G. Kucharski	69,656	Dana C. Warren	47,675	Lisa B. Racer	55,933	Heather C. Feiring	62,897	Margi Whitworth	44,692	Mariaelena Boquin	51,784
DeeDee J. Arcuri	69,480	Zuliam Mejias	47,601	Tawnia Krempges	55,850	Patti Cornell	62,027	Rachel P. Kellogg	44,528	Nancy W. Pettaway	51,534
Kathy Eckhardt	68,940	DIAMOND/DIAMANTE		Kimberly George	55,198	Lisa Hansen	61,979	SAPPHIRE/ZAFIRO		Bridget N. Howerton-Adams	51,094
Theodora W. Bradley	68,711	Chelsea C. Adkins	\$143,798	Cheryl A. Riead	55,195	Stacy P. Nelson	61,673	Jordan Eicher	\$101,368	Cindy Harness	50,954
Jennifer C. Cabineau		Sherrie C. Purvis	132,576	Danielle H. Lunsford	54,957	Jordan Twilley	61,620	Keita Powell	95,689	Tehrie Ned	50,870
Olaiz	68,471	Karime Rosas	122,591	Kathy Fean	54,692	Brenda Fenner	61,434	Candy I. Brown	92,332	Petie L. Huffman	50,549
Pam Kelly	68,190	Megan N. Wilkes	114,429	Emily E. Schuette	54,671	Stephanie B. Silver	60,728	Cynthia S. Sheppa	87,653	Nocona L. Koenig	50,498
Regina M. Clark	67,379	Sara R. Pennella	111,657	Tami K. Cloute	53,184	Marissa M. Robinson	59,935	Katherine L. Longley	85,297	Carol Lee Johnson	50,368
Jhona Cumare	66,876	Beverly Taylor	109,105	Kelly K. Johnsrud	52,941	Ginger J. Benedict	59,858	Ashley R. Dornbos	83,683	Candace N. Holte	50,098
Jennifer L. Besecker	66,468	Coty Maldonado	106,089	Tanya L. Satcher	52,613	Amy J. Spence	59,664	Moleda G. Dailey	82,471	Maria Montes	49,690
Auburnee S. Stanley	66,334	Amy Kemp	104,069	Chanel C. Weddington	52,565	Heather J. McKinney	59,533	Brooke E. Bennett-Young	80,668	Mary K. White	49,580
Melinda M. Balling	65,802	Astrid Pagan	94,929	Linda T. Cartiglia	52,462	Eusebia Bonilla	59,292	Beth T. May	79,426	Haley Laster	49,398
Margaret Neill	65,653	Shelly M. Smith	92,177	Mileta K. Kinser	52,398	Jeanie K. Navrkal	58,776	Geri L. Dennis	76,045	Leslie A. Hall	49,123
Kelly A. Fuller	63,422	Angela J. Fry	85,753	Linda Kieper	51,942	Courtney L. Armstrong	58,548	Julie B. Sapp	75,823	Maria Claxton-Taylor	48,671
Maggie Rader	63,120	Carol C. Zuberer	83,611	Alicia Kingrey-Lokai	51,858	Barbara Baty	58,417	Linne' Lane	74,670	Ashley Virnau	48,579
Denise M. Guthrie	62,436	Susan M. McCoy	82,407	Jil Johnson	51,835	Lori M. Langan	57,433	Devin Gole	73,490	Laurieann Barclay	47,794
Brenda Stafford	61,456	Christi G. Campbell	82,401	Rita M. Krause	51,778	Terry Thole	57,315	Autumn R. Heble Britton	72,951	Marita W. Campbell	47,779
Ann Shears	61,444	Mary Kathryn King	82,228	Shannon M. Nelson Duguay	51,635	Breanna N. Goodwin	57,116	Jessica Holzbach	72,426	Larinda J. King	47,747
Althea A. Lawson	61,355	Suzanne T. Young	81,432	Amy M. Kirby	51,150	Amy C. Schule	57,044	Christina N. Newsome	71,332	Marie E. Vlamincik	47,407
Nikki H. Edgemon	61,139	Deborah S. Bailye	81,085	Vonda Hartung	50,845	Caitlin M. Griffo	56,661	JoAnn M. Allen	69,344	Ann W. Sherman	47,306
Michele S. Rankin	61,028	Kayla A. Holliday-Lamar	80,348	Claudia Chavez	50,782	Tiffany B. Stout	56,377	Karla M. Reno	69,102	Kimberly Leigh Moore	47,123
Tracy A. Clymer	60,674	Crystal D. Gardner	80,213	Nancy F. Castro	50,387	Elizabeth A. Kramer	55,912	Tinia W. Campbell		Chris Burnsde-Traynor	47,018
Paula Tyree Bowman	60,467	Taylor A. McKnight	79,758	Celeste Byrd	50,233	Cynthia L. Frazier	55,719	Piard	67,390	Jennifer J. McNulty	46,862
Tandy Fischer	59,968	Jenny Siemonsma	79,539	Tracy Craven	50,107	Krystal D. Downey-Shada	54,924	Tonya Brown Jones	66,364	Charlene Grubbs	46,810
Michelle Williams	59,028	Gerri Anne Morris	78,905	Lindsay R. Stewart	50,037	Sheryl J. Arena	54,288	Hannah M. Brunner	65,991	Krystal K. Hunsucker	46,467
Yaleska Feliciano Rios	57,732	Jessye R. Nichols	78,597	Christine Wittmann	49,894	Maria Hernandez	54,102	Sandi Gaither	65,781	Julie A. Griffin	46,342
Tina M. Dees	57,642	Stephanie A. Mottaz	77,275	Alicia Borkowska	49,871	Sonya F. Goins	53,462	Jerlene Vrana	65,629	Adrienne D. Hollifield	46,188
Kim I. Bessey	57,111	Nicki R. Hill	72,096	Christina L. Lutz	49,382	Kerri D'Esposito	53,404	Carolyn I. Kelley	46,006	Carolyn I. Kelley	46,006
Yessica Barrera Gomez	56,948	Paula Kelsch	71,610	Lisa A. Stengel	49,201	Jacqueline Donna	53,036	Heather L. Bohlinger	45,793	Heather L. Bohlinger	45,793
Patrece D. Johnson	56,814	Kim A. Messmer	71,206	Donna F. Knotts	49,050	Jamie Hudock	53,028	Tricia A. Gallagher	45,784	Tricia A. Gallagher	45,784
Amanda Swindle	56,142	Terri Lewis	70,859	Bruna J. Serafim	48,902	Cleta Colson-Eyre	52,812	Jodi L. Allman	45,732	Jodi L. Allman	45,732
Ginny B. O'Kain	55,729	April C. Hutchinson	70,282	Robbie L. Brannon	48,687	Melissa S. Olivarez	52,198	Diane Covington	45,522	Diane Covington	45,522
Cindy Anderson	55,389	Abby Heltsley	68,200	Stacy L. Walter	48,650	Cathney Gelfuz	52,032	Leah P. Cade	45,384	Leah P. Cade	45,384
Lisa J. Mahoney	55,323	Rachel L. Ryan	68,070	Jilly Danskin	48,618	Rebecca H. White	52,008	Jennifer K. Guidry	45,310	Jennifer K. Guidry	45,310
Keila Lopez	55,025	Lindsey D. Christenson	67,744	Sharon B. Carney-Wright	48,588	Pamela J. Sparks	51,868	Amy J. Burris	45,286	Amy J. Burris	45,286
Robyn K. Barnwell	54,322	Emily Franks	67,723	Cindy Machado-Flippen	48,570	Julie Smith	51,315	Mona L. Murray	45,178	Mona L. Murray	45,178
Lucia Fernandez	53,934							Eno Inoyo	44,918	Eno Inoyo	44,918
Anita Rodriguez	53,916										

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COMMISSION CIRCLE

CÍRCULO DE COMISIONES

May/Mayo de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in May 2020. Names in **bold** print earned the maximum 23 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 2020. Los nombres en **negrilla** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA			RUBY/RUBÍ		
LaKeshia M. Chisholm	\$17,778		Heather A. Daniel-Kent	\$20,630	
Brendaliz Cajigas	17,713		Randi S. Gleason	15,640	
Michelle L. Calbert	17,290		Kenia K. Acosta	15,417	
Katy Goldstein	16,438		Kali DeBlander Brigham	14,592	
Denise Peterson	15,488		Donna Clark-Driscoll	13,441	
Bridgett L. Moore	15,022		Monica A. Land	13,257	
Audrey L. Detesco-Nickell	15,006		Bridgette R. Conley	13,186	
Brittani M. Jenks	15,004		Jaime M. Bittner	13,163	
Lisa J. Charity	14,986		Milagro Ventura Diaz	13,040	
Ebun Osaze	14,867		Lisa Anne Harmon	13,006	
Kijuan R. McKinnie	14,754		Kellee L. Valerio	12,736	
Carrie Bloink	14,681		Stephanie L. Coker	12,735	
Jennifer L. Besecker	14,147		Lisa Olivares	12,401	
Stacy D. Foust	13,849		Marye Durrer	12,008	
Lindsay E. Freisthler	12,756		Tamarie M. Bradford	11,775	
Shauna L. Abbotts	12,544		Suzanne Moeller	11,739	
Christine D. Barrueco	12,413		Elizabeth K. Toupin	11,616	
Ginger D. Rockett	12,197		Lauren N. Bloomer	11,590	
Amber L. Towne-Geehan	11,961		Jeanie K. Navrkal	11,394	
Deanna L. Spillman	11,808		Mya Hull	11,334	
MariaJose Torres	11,234		Susan Moore	11,199	
Leslie M. McKinney-Smith	11,165		Sherry L. Martin	11,178	
Nikki H. Edgemon	11,119		Stephanie B. Silver	11,156	
Shelley Money-Eldridge	11,000		Ginger J. Benedict	11,141	
Latricia M. Henry	10,923		Nikole M. Childress	11,135	
Deirdre L. Eschauzier	10,802		Kelly-Wesley L. Cooper	11,068	
Tiqkia M. Barrow	10,781		Cynthia L. Frazier	10,984	
Stacey Craft	10,760		Jennifer L. Albertini	10,761	
Auburnee S. Stanley	10,571		Maureen Shipp	10,646	
Bridget L. Wilbur	10,373		Monique N. McIntyre	10,629	
Tammy West-Murrian	10,363		Laura V. Middleton	10,620	
Diane M. Detesco	10,357		Rachael M. Bullock	10,417	
Jennifer D. Carr	10,292		Elizabeth A. Elder	10,384	
Hollie R. Sherrick	10,189		Jordan Twilley	10,220	
Michele S. Rankin	10,096		Elvia Cordova	10,166	
Mendy S. Huff	10,092		Mary Ruth Love	10,108	
Emily Stone	10,059		Diane K. Lundgren	10,049	
Denise G. Kucharski	9,950		Carmen J. Felix	10,011	
Nicole L. McDaniel	9,915		Eusebia Bonilla	9,997	
Patrece D. Johnson	9,873		Heather C. Feiring	9,889	
Theodora W. Bradley	9,821		Stacey P. Nelson	9,655	
Janice B. Hull	9,820		Courtney L. Armstrong	9,567	
Pam Kelly	9,798		Ryan A. Rives	9,561	
DeeDee J. Arcuri	9,783		Valerie A. Lucio-Polk	9,395	
Nancy Boucher	9,713		Sheryl J. Arena	9,277	
Cindy Anderson	9,692		Breanna N. Goodwin	9,219	
Misty D. Guyre	9,687		Amy Kitrell	9,184	
Leanne Parrino-Pheasant	9,446		Elizabeth A. Kramer	9,089	
Sally Moreno	9,406		Amy J. Spence	9,070	
Paula Tyree Bowman	9,359		Kaela L. Steinman	9,051	
Dircia Rodriguez	9,349		Brenda Fenner	9,003	
Melinda M. Balling	9,315		Traci N. Van Zandt	8,984	
Anita Rodriguez	9,303		Paula M. Kirkpatrick	8,966	
Regina M. Clark	9,269		Heather J. McKinney	8,904	
Althea A. Lawson	9,268		Tshanna C. Diggan	8,897	
Richelle V. Barnes	9,243		Shanna M. Kocher-Naccarato	8,808	
Tina L. Baker	9,166		Jacqueline Donna	8,792	
Lizi M. Gregory	9,135		Melinda E. Nash-Bell	8,738	
Kelly A. Fuller	9,065		Patti Cornell	8,712	
Omayra Rivera	9,060		Teresa F. Stewart	8,693	
Tandy Fischer	9,050		Roxy H. Coursey	8,641	
Lucia Fernandez	9,043		Richelle S. Derrah	8,589	
Merina M. Givens	9,041		Maria Hernandez	8,578	
Denise M. Guthrie	9,016		Gina Beck	8,515	
Kathy Eckhardt	8,978		Valerie Zimmerman	8,510	
Keila Lopez	8,856		Brenda K. Howell	8,412	
			Melissa S. Olivarez	8,375	
Maggie Rader	8,825		Lori M. Langan	8,369	
Karen E. Riddle	8,800		Faye Shaw Jenkins	8,333	
Ann Shears	8,756		Tiffany B. Stout	8,212	
Lisa J. Mahoney	8,692		Pamela D. Cox	8,166	
Michelle Williams	8,672		Julie Smith	8,164	
Robyn K. Barnwell	8,628		Pamela J. Sparks	8,162	
Liane B. Wall	8,626		Barbara Pleet	8,106	
Mary Strauss	8,537		Maria Bautista	8,095	
Kimbi L. Bartik	8,470		Caitlin M. Griffo	8,071	
Delmy A. Rivas	8,439		Marissa M. Robinson	7,955	
Jennifer C. Babineau	8,422		Amy Stokes	7,857	
Olaiz	8,419		Amy C. Schule	7,830	
Gloria Heyaime	8,419		Barbara Baty	7,807	
Brenda Stafford	8,342		Michelle L. Sanders	7,805	
Jodria G. Bufford	8,323		Wendy L. Masterson	7,805	
Myrna I. Colon	8,292		Chatney Gelfius	7,786	
Jhona Cumare	8,224		Jamie Hudock	7,784	
Sheri Farrar-Meyer	8,216		Lisa Hansen	7,664	
Kim I. Bessey	8,173		Silisia E. Moses	7,626	
Amanda Swindle	8,147		Kimberly D. Galindo	7,597	
Rosanna M. Briceno Sanchez	8,140		Magdalena Diaz de Leon	7,561	
Dania Bello	8,122		Julie B. Potts	7,513	
Tracy A. Clymer	8,116		Cleta Colson-Eyre	7,494	
Tahis Garrido	8,113		Cathy Burrell	7,490	
Betty McKendry	8,112		Margarita Velez	7,460	
Shawna D. Schneider	8,106		Laurie T. Plyler	7,376	
Yaleska Feliciano Rios	8,104		Linda Sigle	7,332	
Tina V. Parkin	8,036		Jenn Kirkham	7,287	
Luanne Stewart	8,033		Rebecca H. White	7,287	
Lesa R. Franken	8,015		Charlotte Y. Garth	7,238	
Amy M. Alber	7,910		Debbie A. Elbrecht	7,236	
Ashlyn N. Clinesmith	7,876		Thessy N. Nwachukwu	7,214	
Stacy M. Emerson	7,836		Loraine Noland	7,175	
Jill Drehmer	7,832				
Liz Voran	7,809				
DIAMOND/DIAMANTE			SAPPHIRE/ZAFIRO		
Jamie V. Taylor	\$21,857		Brooke E. Bennett-Young	\$17,860	
Karime Rosas	20,925		Carmen B. Jones	14,961	
Chelsea C. Adkins	20,223		Tracey F. Hedrick	14,784	
Sherrie C. Purvis	20,011		Julie B. Sapp	14,776	
Taylor A. McKnight	17,776		Marita W. Campbell	14,396	
Sara R. Pennella	16,282		Keita Powell	14,278	
Megan N. Wilkes	15,987		Candy I. Brown	14,243	
Astrid Pagan	15,458		Jordan Eicher	13,352	
Shelly M. Smith	15,342		Karla M. Reno	12,863	
Amy Kemp	14,657		Cynthia S. Sheppa	12,667	
Mary Kathryn King	14,389		Geri L. Dennis	12,604	
Delmi C. Santos	14,045		JoAnn M. Allen	12,131	
Beverly Taylor	13,859		Linne' Lane	12,023	
Coty Maldonado	13,564		Moleda G. Dailey	12,007	
Celeste Byrd	13,328		Tinia W. Campbell Piard	11,673	
Nicki R. Hill	13,309		Christina N. Newsome	11,607	
Stephanie A. Mottaz	13,181		Ashley R. Dornbos	11,451	
Angela J. Fry	12,922		Devin Gole	11,434	
Christina L. Frantz	12,675		Katherine L. Longley	11,354	
Lindsey D. Christenson	12,387		Missy M. O'Neal	11,301	
Terri Lewis	12,244		Linda Meier	11,096	
Kathleen Koclanes	12,181		Lady Ruth Brown	10,835	
Susan M. McCoy	12,101		Bridget N. Howerton-Adams	10,732	
Melissa Mays	11,967		Maria Claxton-Taylor	10,654	
Jessye R. Nichols	11,891		Hannah M. Brunner	10,526	
LaChelle M. Seleski	11,815		Pam Garner Moore	10,455	
Suzanne T. Young	11,674		Amy R. Sigler	10,415	
Tawnya Krepmpges	11,610		Leah M. Tripp	10,396	
Christy Bigham	11,257		Amy J. Bowman	10,217	
Jenny Siemonsma	11,179		Beth T. May	10,169	
Deborah S. Bailye	11,167		Vicki Piccirilli	10,158	
Elizabeth Fernandez	11,025		Autumn R. Heble Britton	10,132	
			Julie Neal	10,123	
April C. Hutchinson	10,869		Jennifer J. McNulty	10,063	
Carol C. Zuberer	10,769		Mariaelena Boquin	10,015	
Crystal D. Gardner	10,758		Tehrie Ned	9,947	
Rachel L. Ryan	10,729		Eleanor E. Gwyn-Jones	9,918	
Audrey K. MacDowall	10,675		Lafreda D. Williams	9,807	
Paula Kelsch	10,675		Jessica Holzbach	9,780	
Alicia Kingrey-Lokai	10,537		Jamie L. Lawrence	9,707	
Nadine Bowers	10,462		Casie Hembree	9,653	
Lacey L. Bradford	10,351		Amy J. Burris	9,541	
Kathy R. Bullard	10,302		Nancy W. Pettaway	9,482	
Christi G. Campbell	10,294		Jennifer K. Guidry	9,423	
Gerri Anne Morris	10,270		Amy C. Schule	9,270	
Tanya L. Satcher	10,205		Marni M. Hendricks	9,248	
Emily Franks	10,130		Debbie A. Weld	9,226	
Dana Davis-Armstead	10,019		Nedra White Wartham	9,184	
Mariel Santiago	9,926		Jessica N. Schultz	9,156	
Shelly Palen	9,837		Michele M. Armes	9,137	
Terri J. Beckstead	9,753		Jeanette M. Thompson	9,048	
Lindsay R. Stewart	9,638		Lesley Speas	9,031	
Claudia Chavez	9,611		Stacy O. Ervin	9,028	
Blythe J. Egbert	9,597		Stephanie B. Bowen	9,014	
Kim A. Messmer	9,559		Julia M. Stern	8,978	
Deanna L. Manning	9,546		Tonya Brown Jones	8,891	
Michelle Cape	9,541		Gabriele L. Jones	8,765	
Kayla A. Holliday-Lamar	9,531		Jodi L. Feller	8,739	
Constance Nugent Miller	9,484		Hannah L. Brown	8,731	
Lisa A. Stengel	9,459		Missouri H. Simmons	8,715	
Sabra A. Adkins	9,331		Linda A. Holmquist	8,646	
Abby Heltsley	9,325		Laurieann Barclay	8,534	
Faith A. Gladding	9,292		Rachel Statile	8,503	
Stephanie A. Richter	9,229		Christi Rossi	8,482	
Marsha Morrisette	9,219		Christine M. Jessee	8,463	
Amy M. Kirby	9,099		Debra J. Witmer	8,436	
Nancy M. Polish	9,083		Dolores Keller	8,408	
Priscilla McPheeters	9,047		Linda A. Burns	8,408	
Donna F. Knotts	9,006		Diane Covington	8,391	
Cheryl A. Riead	8,923		Jessica Scola	8,372	
Carolyn Evans	8,804		Rubi Amateco-Nava Vazquez	8,366	
Chanel C. Weddington	8,793		Erika D. Hulm	8,362	
Katherine M. Ward	8,791		Jeni Tjelle	8,336	
Lisa Rada	8,755		Kimberly M. Perkins	8,276	
Heather M. Julson	8,740		Adrienne D. Hollifield	8,275	
Kristiana M. McElroy	8,722		Marcela Sierra	8,242	
Sandy Griffith	8,719		Sandi Gaither	8,226	
Hannah M. Payne	8,619		Tommi Pleasure	8,149	
Tami K. Cloute	8,590		Brenda Ashlock	8,123	
Linda Kieper	8,586		Stephanie L. Lenard	8,040	
Joni S. Cool	8,574		Sarah Irvin	8,033	
Shannon M. Nelson	8,572		Marie E. Vlamink	8,004	
Duguay	8,528		Randi Stevens	8,001	
Joan M. Farrell	8,519		Latricia R. Vango	7,925	
Sara K. Turco	8,504		Chris Burnside-Traynor	7,877	
Therma A. Aguasvivas	8,479		Robyn S. Cartmill	7,854	
Leslie Jackson	8,473		Sreela M. Fitzpatrick	7,833	
Julie Danskin	8,448		Maria Montes	7,804	
Rita M. Krause	8,442		Saturo Purnell	7,792	
Sylvia L. Martinez	8,344		Penny J. Jackson	7,787	
Ruth Alvarado	8,333		Tess D. Caldwell	7,773	
Corrina M. Langworthy	8,265		Tracy Potter	7,764	
Sue Justin	8,265		Anita R. Rabelo	7,746	
Casey Goff-Martin	8,251		Cindy Harness	7,731	
Nancy F. Castro	8,133		Hayley Laster	7,685	
Marina S. Ramirez	8,126		Pauline White	7,615	
Kimberly George	8,062		Kimberly Leigh Moore	7,584	
Sheryl Peterson	8,051		Nocona L. Koenig	7,576	
Marlinda R. Brown	8,007		Larinda J. King	7,565	
Valerie Peterson-Kelly	8,004		Kathy Lee	7,560	
Deborah Dudas	7,968				
London A. Arbuckle	7,944				

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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.



DIAMOND

Laurie Shult

Independent Sales Director

Began Mary Kay Business
March 1984

Sales Director Debut
March 1994

National Sales Director
Sharon Buck

Honors Circle of Honor; 12-times Sales Director Queen's Court of Personal Sales; Court of Sharing; 12-times Circle of Achievement; four-times Double Star Achievement; Triple Star Achievement

Personal Lives in Mankato, Minn. Husband, Doug; son, Nathan; daughter, Meghan

"I am motivated to help others because so many others in Mary Kay have given so much to help me over the years, that I want to give back by helping others. Mary Kay always said, 'Pass it on' and I want to continue the tradition of the Golden Rule."

Independent National Sales Director Sharon Buck says, "Laurie has selflessly served Beauty Consultants and Sales Directors for her entire career. She embraces the adoptee program, always welcoming ANY Beauty Consultant. She is the epitome of Go-Give — always thinking of how she can serve others."



RUBY

Laura Waters Vazquez

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
October 1989

Sales Director Debut
July 1993

Offspring three first-line

National Sales Director
Mary Kay National Area

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

Personal Lives in Lincoln, Neb. Husband, Jesus; sons: Craig, Ben, Joey; daughters: Rachel, Rebecca, Nena

"I am motivated to help others because it is so fun to see someone discover and ignite their God-given talents and abilities! It is an honor and a privilege to serve in this company and positively influence the next generation of leaders."

Independent Beauty Consultant Keshia Reynoldson of Lincoln, Neb., says, "Laura is the definition of Go-Give and a servant leader. Laura wholeheartedly believes in the magic of Mary Kay and the power of positivity. Her heart is made of gold!"



SAPPHIRE

Susan Best

Independent Sales Director

Began Mary Kay Business
September 1999

Sales Director Debut
October 2000

National Sales Director
Mary Kay National Area

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

Personal Lives in Wilmington, N.C. Husband, Travis; daughters: Sloan, Emery, Maris

"I am motivated to help others because I see greatness in their eyes and I always believe in a woman's ability to grow and create a life that she loves!"

Independent Future Executive Senior Sales Director Rose Rodriguez-Capone of Plaquemine, La., says, "Susan Best is the example of Go-Give in every way. She does Mary Kay the Mary Kay way. Always willing to share ideas and help Beauty Consultants who are not in her unit. She is the heart of Mary Kay and loves this Company. She bleeds pink and you can feel her joy in conversations and in her actions."



EMERALD

Leanne Parrino-Pheasant

Independent Future Executive
Senior Sales Director

Began Mary Kay Business
October 2000

Sales Director Debut
January 2007

Offspring four first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; six-times Sales Director Queen's Court of Personal Sales; nine-times Court of Sharing; eight-times Circle of Achievement; two-times Circle of Excellence; four-times Double Star Achievement; five-times Triple Star Achievement

Personal Lives in Santa Ana, Calif. Husband, Sean; son, Luke

"I am motivated to help others because it's what I have been called to do. My job now is to pass it on the way Mary Kay herself would do! 'All you send into the lives of others, does come back into your own.'"

Independent Sales Director Morgan Jenkins of Springfield, Ga., says, "I could not ask for a better adopted director for my Beauty Consultants. She treats them like they are her own unit members. I am forever grateful for you and your positive influence."

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit! Find out how on *Mary Kay InTouch®* under Contests/Promotions > Recognition.

One Woman Can[®]

SOWING HER SEEDS OF SUCCESS

From livestock judging to cottonseed sales to her Mary Kay business, Kassadi Click Rinehart excels, and she does it all while finding balance and joy along the way.

Kassadi grew up in Muldrow, Okla., where she competed in rodeos and livestock shows with the Future Farmers of America (FFA). Upon high school graduation, Kass was awarded a scholarship for livestock judging at Texas A&M University, and she earned the title of All-American Livestock Judge for her exemplary academics and judging performance.

Around that time, Kass was introduced to Mary Kay. “Right before my senior year, I took an internship with an agriculture marketing firm in Lincoln, Neb. That’s where I met Future Executive Independent Senior Sales Director **Laura Waters Vazquez**. I attended a *Mary Kay*[®] party because I literally knew no one in Lincoln, so it seemed like something fun to do.”

Kass was already busy with livestock judging and handling a 22-credit-hour college semester, but she liked the idea of earning money. “I was a broke college kid and thought it would be amazing to be able to afford great *Mary Kay*[®] products and to make enough money to go to a sit-down restaurant instead of a drive thru. It’s the little things! I knew I was a great seller because I had always earned prize trips through the FFA for selling the most Blue and Gold sausage, and I figured I could do the same with Mary Kay.”

Kass started building her Mary Kay business by achieving a Power Start (30 faces in 30 days) or more each month. After graduation, she stayed in Texas, and is now a territory manager for a leading cottonseed company in Lubbock. “West Texas is cotton country, and my territory covers 1.5 million acres of cotton. My role is to help growers maximize their yields and profitability on their farms.”

With her full-time job, Kass hadn’t dreamed of what she’d build with her Mary Kay business. “I am naturally a high



achiever, but the thought of becoming an Independent Sales Director never crossed my mind. And when I debuted, I worried about how to lead – or even how to hold – a unit meeting. But I chose not to worry and to teach my unit from a place of authenticity and to make our unit meetings a *Mary Kay*[®] party!”

STAYING SOCIAL

Kass focuses on bringing value to her customers whether they’re in person or at a distance. “I teach about *Mary Kay*[®] products in a biweekly Tuesday Tip video. This helps me sell some products that I don’t show at a party.

I use Instagram stories to share my life, and I sprinkle in occasional skin care posts or fun product highlights, and that has helped me stay top of mind with my customer base.

We are so blessed because we have an infinite amount of resources when it comes to learning social media and how to do a Facebook party. I personally love using Zoom and FaceTime because I want to see people's faces and feel connected even if I can't be in their presence. I love inviting people into my bathroom and washing my face right along with them. I will continue to use technology to broaden my reach.

I also love the *Mary Kay*® Skin Analyzer App because it helps me look professional in front of my customers and then the *myCustomers*+™ App keeps me organized!"

PROGRAMS TO SUCCEED

"Having Mary Kay programs and challenges to share with new team members certainly adds more validity to this business because it really shows that Mary Kay wants us to be successful. I always get so excited about red jacket bonuses and programs because as an Independent Beauty Consultant, I lived to earn the new red jacket and all the perks that come along with it."

LOVE OF THE CULTURE

Kass works in a male-dominated industry, so she really appreciates the Mary Kay sisterhood and entrepreneurial empowerment. "I'm one of the few females in Texas and across the Cotton Belt who do what I do. The only women I'm in contact with are administrative assistants and occasionally a farmer's wife. It is the opposite of Mary Kay, from gender to the culture."

The agricultural industry is one where a person's livelihood is out of their control. "We deal with a lot of stressors because our livelihood depends on the rain we may or may not receive. Since environmental conditions are huge factors in a farmer's success, there can be a lot of negativity during difficult times. Mary Kay has become my happy place and is a business that's joy-filled and fun. My spirit is always lifted when I'm in my pink bubble."



FINDING BALANCE

"When I first started my Mary Kay business, I was 21 and single, and I worked all the time because I didn't have anyone to come home to. Now that I'm married, spending time with my husband, Austin, is a priority. Balance for me is

spending less time in front of a TV and getting up earlier in the morning. I've learned to prioritize my mental space and personal growth by spending my first hours of every day to ground myself in scripture, read personal growth books, journal and exercise. When I do this, I'm so much better for my husband, my job, my Mary Kay and my friends. I've learned to say no and to give my decisions my best yes.

I also plan my schedule throughout the month and then get more detailed every week. I can tell you what I'll be doing every hour of the day, and that helps me get so much more done. I've also learned to give myself grace. I used to think I had to work seven days a week, but soon learned that you can burn out fast if you don't give yourself a break. I take at least one full day to re-energize, and I always come back stronger when it's time to work."

"I tell everyone I meet that Mary Kay is the best thing that's ever happened to me. I'm so much more confident, I've learned to appreciate the way I look, and I truly feel happier than I ever used to be. The best thing that's happened is I've developed a closer relationship with the Lord. I've never been around so many people who've influenced me to make my faith the upmost priority. Mary Kay has not only made me prettier on the outside, but more importantly, it's made me more beautiful on the inside, and I couldn't be more grateful."

The Red Zone

Fun & Rewards – CHECK & CHECK!

Whether you're new in your Mary Kay business or a seasoned pro, Mary Kay is there for you with exciting programs and rich rewards to help you reach your biggest dreams. If you're just starting out, the **Great Start** Program is one you should definitely check out. It has three parts, and you can benefit from each one.

PART 1: READY, SET, SELL!

FIRST TWO MONTHS:

This one offers the richest rewards and can help you get set up for success when you start strong and sell right away. When you place an initial minimum \$600 wholesale Section 1 order **within the first two months** of starting your business, you can receive a **free** Ultimate Product Bonus Bundle **valued at up to \$158**.



What's even better? The **larger your initial order, the more product bonus bundles you can earn** (up to six with a \$3,600 initial wholesale Section 1 order). And then, you can sell those products at suggested retail to earn 100% profit.

PART 2: READY, SET, KEEP SELLING!

FIRST FOUR MONTHS:

Ok. You've placed your initial inventory order within your first two months and started growing your customer base. Now it's time to take advantage of **Ready, Set, Keep Selling!** to earn even more.



Here's how it works. You can earn **additional** Essential Product Bonus Bundles **valued at approximately \$100** for each



cumulative \$600 wholesale Section 1 order you place during your **Great Start** time frame, which includes the month you sign your Independent Beauty Consultant Agreement and the following three months.

Once again, the more you order within the first four months, the more product bonus bundles you can earn and then sell to earn 100% profit.

PART 3: – TEAM-BUILDING REWARDS

FIRST FOUR MONTHS:

It's more fun to work a Mary Kay business with your friends, and when you add **GreatStart**-qualified† new personal team members in your **Great Start** time frame, you can earn two free Team-Building Product Bonus Bundles valued at up to \$220 suggested retail. What's more, any Independent Beauty Consultant through Elite Team Leader can earn a **\$50** Team-Building Cash Bonus for each person they add who becomes **Great Start**-qualified.† No limits!





You know, Mary Kay Ash always taught that every new Independent Beauty Consultant deserves to be set up for success to sell and team-build. The **Great Start** Program does that and more.

Check out awesome resources to help you maximize each part of the program on *Mary Kay InTouch*®.

MARYKAY GREAT START® APP!



Geared for new Independent Beauty Consultants, this free app offers brochures, personalized tracking reports, Grand Opening invitations and checklists and so much more.

Plus, quick access to educational support, such as the **Skin Care Party How-To video** and **Skin Care Confident and Color Confident education**.

It even has **social media posts** that feature best-selling *Mary Kay*® products. Additionally, the app features a conversation guide and a team-building flier so you can sell and share the Mary Kay opportunity with confidence.



START WITH A BANG

CHRISSIE NEWSOME,
INDEPENDENT SENIOR SALES
DIRECTOR, GREENSBORO, N.C.

"The *Great Start* Program
is an amazing way for new

Independent Beauty Consultants to grow confidence in their selling right away. Selling skin care and color products is new to many starting out, so the program's rich rewards are nice incentives.

I always say, if it's free, it's for me! I remind those who *think* they lack selling skills that they 'sell' things every day. Every time you flaunt a new pair of shoes or go on about a new hair salon to your friends, you're selling that product or service.

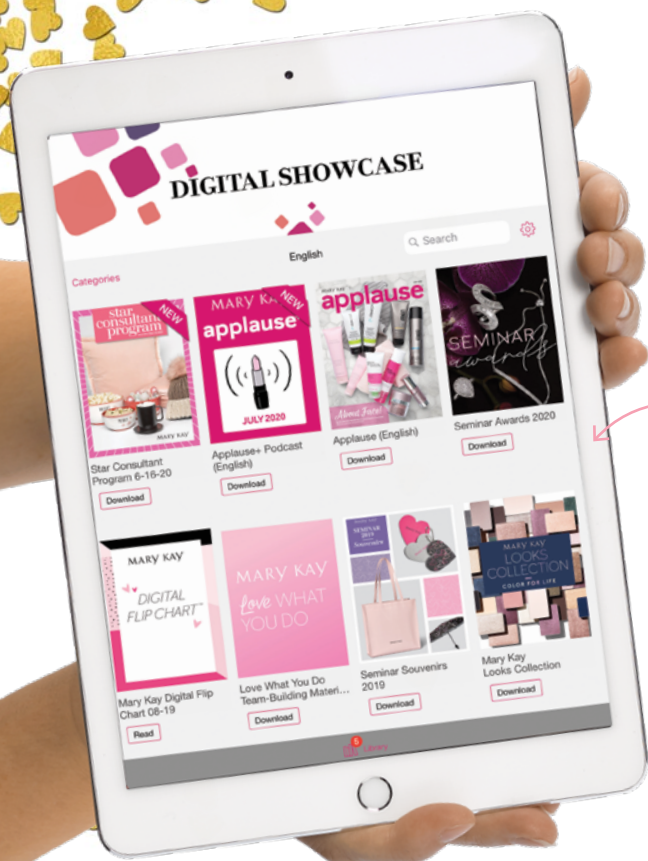
I'm big on tracking, so I show them how close they are to getting these free product bonus bundles and what they need to reach their goals. I also recognize the **Great Start** achievers in my unit to make them feel as special as they are. We talk about what they might do with their earnings. If her dream is to make enough to take her family on a Disney vacation, I'll help her paint the picture by saying, 'With that sale, you just paid for your park tickets!'

Even with the **free product bonus bundles**, there's still more to be excited about like being one step closer to the Court of Personal Sales and Court of Sharing. I love cheering on women as they flourish and feel beautiful and confident."

*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

APPS FOR YOUR BUSINESS

Whether you're placing an order, holding a party or sharing the opportunity, Mary Kay has the apps you need to help you meet your goals. And they're all free!



PLACE ORDERS



The Mary Kay® Ordering App. Let's you order wholesale Section 1 products and Section 2 products while you're on the go! Download by going to mkapps.com from any mobile browser.

DIGITAL PUBLICATIONS



Mary Kay® Digital Showcase is your one-stop app for digital publications and includes:

Applause® Magazine. An interactive, mobile-friendly version of the publication you love!

Applause Podcast. You'll laugh, you'll cry, you'll be inspired as you listen to **top achievers share real-life stories** of their climbs to success.

Mary Kay® Looks Collection. Includes shareable how-to videos with application tips based on eye shape for 10 looks. Plus, each look is shown on alternate skin tones.

Mary Kay Digital Flip Chart™. Use this on your phone or tablet on its own or as a companion to the printed Flip Chart.



MARIE HARBORD,
INDEPENDENT SENIOR
SALES DIRECTOR,
HIGHLAND VILLAGE, TEXAS
"I love the **myCustomers+™**
App. I also use the
Mary Kay® Ordering App
and encourage new team

members to download the **Mary Kay Great Start® App** right away to dive in. And I LOVE the **Mary Kay® Skin Analyzer App!** I already used it, but when it became available to customers, I encouraged everyone to download it to help me offer them better and more customized service. I had 10 customers do so right away and sold \$1,000. The app suggested some supplements they hadn't tried before, and some even changed their skin care regimens altogether!"

Love What You Do Team-Building Materials. A collection of videos, Conversation Guide and more! Share the Team-Building Flier by text, email or social media.

Also, find brochures for the **Star Consultant Program, Seminar Awards** and **Seminar Souvenirs!** Once downloaded, digital publications do not require an internet connection.

BOOK PARTIES AND SELL PRODUCTS



Mary Kay® Skin Analyzer App. Both you and your customers can download and use to provide personalized **Mary Kay®** product recommendations.



Mary Kay Mirror Me™. A virtual makeover app that uses augmented reality to try color products on the face in real time, allowing the user to move naturally and view makeup in a lifelike setting.

TEAM-BUILDING AND INSPIRATION



Mary Kay Great Start® App. An educational and onboarding resource for new team members in their first four months. Includes a tracking report to maximize rewards, a digital Grand Opening invitation and social posts to help get started.



Mary Kay® Mobile Learning App. Offers inspirational and educational audio recordings and videos, including best-of-the-best speeches and classes from Company-sponsored events, product education videos, as well as timeless recordings from Mary Kay Ash herself!



myCustomers+™ App. Your virtual business assistant that helps manage your customers, products and orders. You can create customer groups to communicate and filter your lists to see last order dates or upcoming birthdays. You can track and manage inventory with ease. And so much more!

DOING BUSINESS.... AT A DISTANCE



ABOUT FACE

LEAH TRIPP, INDEPENDENT
SENIOR SALES
DIRECTOR, ARCHDALE, N.C.

Leah says she's had some
of **her best selling and
team-building months** this
spring and summer after

doing a quick pivot due to the country's social
distancing mandates.

"Building in-person customer relationships is how I
built my business, so I had to react quickly in March
and adjust," she says. "These days, my reach is even
further, thanks to my **digital parties** and **online
presence** – I've had online events with women in
far away places," says Leah. "Women still want to
have fun with their girlfriends and they definitely
need some retail therapy. With a *Mary Kay*® digital
party, I can give them both! Using social media and
technology has definitely allowed me to **expand
my Mary Kay business with more ways to
serve my customers.**"

Looking to the future, Leah hopes to complement
her in-home parties with an online presence. "My unit
members and I have gained confidence and success
selling online. We can use both ways to give our
customers the personal service they deserve and
pass along this amazing opportunity to others."

MK University has more ideas and tips! On ***Mary Kay
InTouch*® > Education > MKUniversity > Step 7 The
Art of Selling > How to Work Virtually.**

DIGITAL PARTY PERKS

Use to sell and team-build just like you do at in-person
parties. You can:

- Reach those who live far away or others with whom you don't
have regular, in-person contact.
- Reach anyone who may not be interested in a
face-to-face party.
- Host a party wherever there's an internet connection!

FACEBOOK BUSINESS PAGE

Social media is a great way to promote your Mary Kay business
and expand your reach. From a Facebook business page, you
can highlight promotions, hold digital parties, share before
and after photos and happy customer testimonials. You can
also sprinkle in posts on why you love your life as a Mary Kay
Independent Beauty Consultant or why you love a product.

It is against Facebook's terms of service to use your personal
Facebook page to engage in business. Find how to create your
Facebook Business Page at [facebook.com/business/pages/set-
up](https://facebook.com/business/pages/setup). Keep in mind that to create a Facebook business page, you
first need a personal Facebook profile.

MARY KAY SOCIAL MEDIA GUIDELINES



You'll find answers to your questions on how to promote
your business within the terms of your Independent Beauty
Consultant Agreement. It's on ***Mary Kay InTouch*® >
Resources > Digital Zone.**



DIGITAL PARTY TIPS

- Keep parties to no more than 30 minutes to be courteous of others' time and attention.
- If you like, send product samples ahead so guests can try at the party.
- You can tout the benefits of a follow-up consultation or second appointment anytime you message your guests. These can be digital too!
- Don't forget to enter guest information into your **myCustomers+**™ App.

FACEBOOK PARTY POSTS

Use these as idea-starters, or create your own fun social posts on your Mary Kay Business pages.

“The right skin care routine can transform how you feel about your skin. Treat it well now and enjoy the confidence of beautiful skin for years to come. Message me to book your Mary Kay digital party and find out the special skin care perks you could earn!”

“Stop your scroll!!! Book your Mary Kay digital party with me today, and you could earn Mary Kay® products and gifts while you hang out with your friends online. I'd call that a no-brainer! Message me!”

“Is your beauty wish list bigger than your budget? What if you could earn products by hosting your own Mary Kay digital party? PM or comment for the scoop.”



SAMPLE UP

The personalized Sample Cards from **MKConnections**® are great ways to find new faces or up-sell products to existing customers.



DANIELLE MCCRACKEN, INDEPENDENT SALES DIRECTOR, HENDERSON, NEV.

“I invite guests from all over the U.S. to try Mary Kay® products virtually. Once I get a yes, I send out sample packs ahead of time, and then run the event like I would if I were with them in person. My unit also takes part in virtual groups to create more opportunities for themselves and their customers to meet virtually.”

MARY KAY®

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

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