

Applause®

MAY/JUNE 2008

MK 30

MARY KAY
CANADA

Enriching Women's Lives
www.marykay.ca

CELEBRATE 30 YEARS
OF ENRICHING LIVES AT
SEMINAR 2008



page 14!

HOW TO MAKE A
DIFFERENCE
WITH A TUBE OF LIPSTICK



BEACH-READY
beauty

APRIL 2008 ORDERING BONUS

thirst for success travel duo

Quench your thirst for success with this delightful travel duo! Whether you need a warm pick-me-up or a refreshing cool drink, pink and stainless steel accents on both cup and bottle make for practical and stylish sipping. Plus, both containers feature the Mary Kay® logo – which is sure to stir up interest in your business wherever you top up.

Set includes one 14 oz. (420 mL) stainless steel travel cup and one 25 oz. (750 mL) sport water bottle.

FREE
with a \$600
wholesale
Section 1
order!

Thirst For Success Travel Duo

Section 1 Suggested Retail	Beginning Section 1 Wholesale	Number of Bonuses
\$1,200	\$ 600	2
\$3,600	\$1,800	3
\$6,000	\$3,000	4

pink doing greenSM

Filling reusable containers like these with your favourite beverages is a simple yet effective way to reduce the waste created by disposable cups (which generally cannot be recycled). Many coffee shops will readily fill personal containers – and some may even offer a discount if you bring your own, putting a little more “green” in your pocket.

And the best part? Since these cups feature the Mary Kay® logo, you're not only promoting your business – you're letting everyone know that we're a Company committed to reducing our environmental impact.

*You can earn the Thirst for Success Travel Duo when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of April. The higher your order, the more bonuses you'll earn, to a maximum of four. Orders must be received between April 1st and 30th, 2008. Bonus will be applied to your first qualifying order in the month only and is available while supplies last.



Growth comes from learning how to
turn failure into success."

Mary Kay

dates to remember

Registration
begins May 1st!



Find Applause®
magazine
articles online!

When you see this mouse pictured
through Applause® magazine,
know that you can also find more
information on the MKOC!

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APRIL

- 4: **Share The Dream! Career Conference 2008** – St. John's, NL; Halifax, NS; Ottawa, ON; and Saskatoon, SK.
- 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on April 1st.

Preferred Customer Program – Online and mail-in enrolment for the Summer 2008 Preferred Customer Program begins.

- 15: **Name Our Teddy Bear Contest** Deadline.
- 20: April Career Car qualifier paperwork due to Company.
- 30: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Saving Time to count toward April production. Online and faxed orders must be received by midnight Eastern Daylight Saving Time to count toward April production.

MAY

- 1: Registration for **Celebrate The Dream! Seminar 2008** begins today!

- 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on May 1st.

Preferred Customer Program – Mail-in enrolment deadline for the Summer 2008 Preferred Customer Program.

- 12: **Mary Kay Ash's Birthday**

Preferred Customer Program – **Spring Fling** Optional Mailer begins mailing to customers.

Last day to collect donations from customers for the **Team Up For Women! Fundraising Challenge**.

- 15: **Preferred Customer Program** – Online enrolment deadline for the Summer 2008 Preferred Customer Program.

- 19: **Victoria Day**. Mississauga and Montréal offices closed.

- 20: May Career Car qualifier paperwork due to Company.

- 28: **Team Up For Women! Fundraising Challenge** donations must be received by 5 p.m. Eastern Daylight Saving Time to earn recognition at Seminar 2008.

- 30: Last working day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Saving Time to count toward May production.

- 31: Last day of the month. Online and faxed orders must be received by midnight Eastern Daylight Saving Time to count toward May production.

Last day to qualify for the Seminar 2008 Early Bird Registration Draw! See page 10 for details!

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A GIRL'S BEST FRIEND

flexible. forgiving. fashionable.

Your customers have never met anything like the ultra-sleek, ultra-versatile Mary Kay® Compact. With the flexibility to be what they need and the strength to survive the harshest handbag conditions with beauty and grace – this is definitely your customers' new BFF.

Whether she's all about eye colour, powder perfection, beautifying bronzers or a custom makeup look – the Mary Kay® Compact is a pro at multi-tasking. And with millions of combinations, what more could a girl want?

\$22

*more minerals, more benefits,
more to love!*

Whether your customers choose Mary Kay® Mineral Bronzing Powder, Mary Kay® Mineral Highlighting Powder, Mary Kay® Sheer Mineral Pressed Powder, Mary Kay® Mineral Eye Color or Mary Kay® Mineral Cheek Color, they're getting a state-of-the-art formula that delivers powerful skin benefits with every application.

Our new mineral-based formulas offer oil-absorbing properties, excellent coverage – without settling into fine lines and wrinkles – and protective vitamins. With so many admirable qualities, our mineral formulas are great influences on skin!



fabulous fun with berries and tawnies

We know your customers will love the flexibility the new Mary Kay® Compact provides. And to help your customers fall in love with Mary Kay® Mineral Eye and Cheek Colors, the Berries and Tawnies Colour 101 Collections offer colour designed to look great on everyone.

And since your customers will definitely want to mix and match, these new shades can be purchased separately.

Mary Kay® Mineral Eye Color, \$7.50 each

Mary Kay® Mineral Cheek Color, \$12.00 each



Tawnies

Colour 101 Collection, \$147.50

Includes: Mary Kay® Compact; Mary Kay® Mineral Eye Color in Sienna, Sweet Cream and Granite; Mary Kay® Mineral Cheek Color in Shy Blush; Mary Kay® Creme Lipstick in Sweet Nectar; Mary Kay® NouriShine™ Lip Gloss in Coral Rose; Neutral Lip Liner; Steely Eye Liner; Ultimate Mascara® in Black; Compact Cheek Colour Brush and Compact Eye Applicators.



Colour 101 Collection, \$147.50

Includes: Mary Kay® Compact; Mary Kay® Mineral Eye Color in Navy Blue, Chocolate Kiss and Honey Spice; Mary Kay® Mineral Cheek Color in Golden Copper; Mary Kay® Creme Lipstick in Berry Kiss; Mary Kay® NouriShine™ Lip Gloss in Berry Sparkle; Dark Berry Lip Liner; Black Eye Liner; Ultimate Mascara® in Black; Compact Cheek Colour Brush and Compact Eye Applicators.



Berries

WATCH FOR
22 MORE MARY KAY®
MINERAL EYE COLORS
AND 8 MORE MARY KAY®
MINERAL CHEEK COLORS
TO LAUNCH IN
JUNE 2008!

easy to customize

The new Mary Kay® Compact is so easy to customize – and change – when you use the release lever next to the magnetic refill area. You'll likely want to share this valuable information with your customers so that they understand how the compact operates.

In fact, taking along a compact for "show and tell" is the best way to demonstrate the features and encourage customers to experience this extraordinary compact for themselves!

Check out the *Countdown To Colour* section on the MKOC to help you execute the perfect compact transition.



BEACH-READY beauty

Beach time is almost here – and so are products to help achieve a summer glow without the sun's harmful rays. Here's what your customers need for a great glow anytime.



Gorgeous colour builds up in about a week!

Eight-hour oil control!



where'd you get that glow?

With luxurious hydrating ingredients to moisturize skin and a touch of tanner, **Mary Kay® Subtle Tanning Lotion** develops a gradual, bronze glow that's natural enough to look real.

This lightweight, non-greasy formula glides on evenly and absorbs quickly for colour that won't rub off. Skin feels soft, smooth and moisturized, while its natural tone appears even – without streaking and blotching. When used daily, gorgeous colour builds up in about a week and can be maintained with limited reapplication. Plus, it can be used on the face and is suitable for all skin types and tones!

Mary Kay® Subtle Tanning Lotion does not contain sunscreen and does not protect against sunburn, so you'll want to remind your customers to use additional skin care products with SPF – such as our **Mary Kay® SPF 30 Sunscreen**, **TimeWise® Day Solution Sunscreen SPF 25** or **TimeWise® Age-Fighting Moisturizer SPF 15**. It's a great opportunity to upsell!

\$20

mary kay® sheer mineral pressed powder

Warmer weather brings out breezy summer skirts and super-stylish sandals, but it also can bring on oilier skin! Now, thanks to new **Mary Kay® Sheer Mineral Pressed Powder**, your customers can put their shine worries aside.

Mary Kay® Sheer Mineral Pressed Powder helps control oil and shine for eight hours. This lightweight, ultrafine powder imparts an invisible layer of oil-absorbing coverage that keeps makeup looking fresh throughout the day. Oil-free and non-comedogenic, this perfect powder won't clog pores and is suitable for sensitive skin. Plus, the coverage looks natural – never dry or chalky. For long-lasting wear, it's the perfect translucent powder for a smooth, luminous look.

\$20

more shades for a sun-kissed look

Why not suggest these products to create even more bronzing effects!

Mary Kay® Mineral Cheek Color
\$12.00



Mary Kay® NouriShine™ Lip Gloss
\$17.50 each



beach bronze

Mary Kay® Mineral Eye Color
\$7.50 each



Mary Kay® Creme Lipstick
\$16.50 each



a perfect pair

A must-have for glowing summer make-up, **Mary Kay® Mineral Bronzing Powder** warms up any look. Shimmer shades add natural highlights to the complexion, while matte shades add warmth.

To add natural highlights to the complexion, look no further than **Mary Kay® Mineral Highlighting Powder**. It brightens areas of the face that deserve a little shimmer.

What could make these perfect powders even better? Both formulas features our new vitamin A-, C- and E-enriched formula, providing stay-true colour and long-lasting wear with a silky feel. Plus, they're non-comedogenic and suitable for sensitive skin.

Mary Kay® Mineral Bronzing Powder, \$15

Mary Kay® Mineral Highlighting Powder, \$15



Summer's
must-have
beauty buys!

application tips

Each bronzing and highlighting pan includes two shades that should be swirled together with the **Compact Powder Brush** or the **Powder Brush** from the **Mary Kay® Brush Collection** for the most natural effect (tap off excess product after swirling). Each pan is either all matte or all shimmer – and there's a shade to suit every skin tone.

Plus, did you know that each bronzer and highlighter can double as eye colour? Here's how!

SINGLE-COLOUR EYE COLOUR APPLICATION TIPS

- Apply the lightest shade all over the lid, from the lashline to the brow bone.
- Swirl both shades together in one pan and apply all over the lid, from the lashline to the brow bone.

TWO-COLOUR EYE COLOUR APPLICATION TIPS

Best for deep-set eyes, but works for all shapes:

- Apply the lightest shade on the brow bone and the lid.
- Apply and blend the darker shade along the top of the lashline and into the outside half to three-fourths of the crease.

Best for hooded eyes, but works for all shapes:

- Apply the lightest shade on the brow bone.
- Apply the darker shade all over the lid and into the crease.

CHECK OUT
PRODUCT LITERATURE
ON THE MKOC FOR FULL
APPLICATION TIPS!



mary kay® mini mineral eye color quad

SUMMER 2008 PREFERRED CUSTOMER PROGRAM GIFT WITH PURCHASE

What's the hottest accessory for summer? Colour, of course! And you can help your customers get set for the season by offering them the mirrored Mary Kay® Mini Mineral Eye Color Quad (with sponge applicator) when they purchase \$50 or more in Mary Kay® product during the upcoming Summer promotion.

These four shimmering shades – Silky Caramel, Lemongrass, Amber Glaze and Denim Frost – are a wonderful introduction to the new Mary Kay® Mineral Eye Colors. And once your customers have sampled the sheer beauty of these shades, they won't want to wait to load up a new Mary Kay® Compact with full-sized versions of their faves!

treat
summer
shades!



service with style!

As an independent business owner, you have your own customer service style and tried-and-true methods for personalizing each customer experience. And to encourage your individuality, you'll want to note that the *Follow-Up Dialogue Ideas* posted each quarter on the Preferred Customer Program page were discontinued – effective with the Spring 2008 program. So make this an opportunity to let your style shine and keep up the great work to achieve your well-deserved rewards and recognition at Seminar 2008!

consistency is key!

This is the final quarter of the 2007/2008 Preferred Customer Program Consistency Challenge – the exciting year-long contest in which you can earn exciting Seminar recognition and rewards! Be sure to enrol your customers in the Summer 2008 Preferred Customer Program by the mail-in enrolment deadline of May 5th – or the online enrolment deadline of May 15th! And for full contest details, visit the *Preferred Customer Program* section on the MKOC.

dates to remember

- Enrolment begins: April 5th, 2008.
- Mail-in enrolment deadline: May 5th, 2008.
- Online enrolment deadline: May 15th, 2008.
- Customer and Independent Beauty Consultant versions of *The Look* begin mailing: June 9th, 2008.
- Gift With Purchase and Generic Literature Packs ship by: June 13th, 2008.
- *Summer Sensations* Optional Mailer begins mailing: July 14th, 2008.
- Gift With Purchase offer expires: September 15th, 2008.

see what's blooming on www.marykay.ca!

From warmer weather and brighter outlooks to fresh trends and colourful new looks, what's not to love about spring? And we have one more reason to get excited about the season – www.marykay.ca!

Just like spring flowers that have been growing beneath the soil all winter long, our team of online experts have been working behind the scenes to bring you and your customers a completely re-designed www.marykay.ca! The new site was designed with particular attention to the Company's updated brand image, so you can be confident sharing it with customers and potential new team members.

Check out these tips to help you and your customers navigate the new site with ease.

Potential recruits will find everything they need to know about the Mary Kay opportunity – including information on the direct selling industry, earning potential and how to get started.

Your first stop for all that's new – and a few beauty basics – in Mary Kay.

Customers are just a click away from shopping online! This big, bold link makes it easy to connect with you and your Mary Kay® Personal Web Site through the Independent Beauty Consultant Locator.

The new location of the MKOC login link is your gateway to the Mary Kay® Online Community!

Learn how “pink” is changing lives around the world through social responsibility programs and charitable campaigns.



FIND YOUR ESSENTIAL
SEMINAR INFORMATION
ON THE REGISTRATION FORM
ENCLOSED WITH THIS ISSUE OF
APPLAUSE® MAGAZINE!

an invitation to celebrate



get all the details in a click!



Everything you need to know about Seminar 2008 is at your fingertips! When registration opens on May 1st, be sure to visit the Special Events section on the MKOC for all the details – from registration information to complete recognition qualifications and so much more. Just click on the *Celebrate The Dream!* Seminar 2008 icon!

seminar registration early bird draw

When you register by May 31st, 2008, you'll be entered in a draw to win one of three Seminar prize packs, including:

- a free hotel stay at one of the host hotels;
- a \$100 Sales Booth Shopping Voucher;
- photo recognition in the Seminar 2008 scrapbook on the MKOC; and
- a namebadge ribbon.

Draw to be held June 11th, 2008. One winner from each region (West – British Columbia, Alberta, Manitoba, Saskatchewan and the Territories; East – Québec, New Brunswick, Newfoundland and Labrador, Nova Scotia and Prince Edward Island; and Ontario). Winners will be notified by telephone.

Celebration is the heartbeat of the Mary Kay world – and nowhere more than Seminar do we feel its pulse. Each annual occasion brings an outpouring of appreciation unlike anything anywhere in the world, where amazing accomplishments and the incomparable spirit of sisterhood give birth to new dreams of excellence. At Seminar, the Mary Kay experience comes to life through learning, sharing and moments that capture the vision of one woman.

And in our 30th anniversary year, there's no better time or place to "come home." Join with others to celebrate the opportunity that's a life-changing gift. Experience the joy of Mary Kay at *Celebrate The Dream!* Seminar 2008!

recognition and special functions

Be sure to visit the MKOC to check out the complete list of recognition opportunities and their qualification details – and track your progress using *Web Reporting*.

ONSTAGE RECOGNITION

It's the ultimate thrill: walking across the Seminar stage as your sister Independent Beauty Consultants and Independent Sales Directors applaud your achievements. And here are just a few of the opportunities to earn onstage recognition.

- Queen's Court of Personal Sales
- Queen's Court of Sharing
- Double and Triple Star of Achievement
- *Class of 2008*
- *Team Up For Women!* Fundraising Challenge
- *2007/2008 Preferred Customer Program Consistency Challenge* (all four quarters achieved)



SPECIAL FUNCTIONS

Special achievers deserve special events all their own! Get motivated now – and you can still earn an invitation to these wonderful events.

- Royalty Reception
- Cadillac Reception
- *It's In The Bag!* Rally
- *Embracing The Legacy* Luncheon
- *All-Star* Luncheon



REASON #20: "green" is the new pink!

BRING YOUR USED, EMPTY COMPACTS
FOR RECYCLING COLLECTION.



6. Make your mark on the Seminar stage!

19. Explore the expo.

#23: SEE THE

sparkle
OF SEMINAR 2008/2009 JEWELRY

26. Share the spirit of sisterhood.

REASONS 21 & 22:

*be inspired
inspire others*

Learn beauty basics
from professional
make-up artist
DIANA CARREIRO –
only on Day 0!

#12



15. Achieve your goals... 16. ...and set some new ones!

30

REASONS TO ATTEND SEMINAR

Our 30th anniversary should be reason enough to attend Seminar! But just in case you need a little more motivation, here are 30 more reasons to be there.

REASON #1: EXPECT 30 TIMES THE FUN – IT'S OUR ANNIVERSARY, AFTER ALL!

REASONS 10 & 11:
MEET MARY KAY CORPORATE STAFF, INCLUDING...

Ryan Rogers

– MARY KAY ASH'S GRANDSON!

25. Get your glam on at Awards Night!

14. You've got to be there to win
Seminar-exclusive prizes!

3. Connect with someone new.

Learn how to live
the life you LOVE
from Mary Kay
leaders.

24

FIND OUT THE NAME OF OUR
2008 MKACF TEDDY BEAR!



REASON #13:

shop 'til you drop

FOR SEMINAR SOUVENIRS AND BUSINESS
ESSENTIALS IN THE SALES BOOTH

4. Sample fun, fabulous Fall/Holiday 2008 product.

17. Gab, giggle and get focused
with your Mary Kay girlfriends.

7. Share ideas.

5

SEE THE HEART AND HERITAGE
OF OUR COMPANY WITH A
SPECIAL DISPLAY OF ITEMS ON
LOAN FROM THE MARY KAY
MUSEUM IN DALLAS, TX.



reason #18

RECEIVE AN EXCITING PRODUCT
GIVEAWAY – AND EARN ESTIMATED
RETAIL CREDIT FOR THE QUEEN'S
COURT OF PERSONAL SALES AT
SEMINAR 2009!

29. Be a dancing queen! Put on your
platform shoes and get in to the groove at
our disco-themed Motivational Evening.

#30:

make memories

TO LAST A LIFETIME.

28

Check out the (horse) power of pink!
Pose with your Career Car of choice.



27. Take a peek at the new
Preferred Customer Program
Consistency Challenge prizes.

9

You're on the VIP list! Whether you earn an invitation to Royalty
Reception, the *It's In the Bag!* Rally or the *Embracing The
Legacy Luncheon*, we can't wait to see you there!



QUARTER THREE GO-GIVE AWARD™ WINNER

Kimberly Shankel

INDEPENDENT SALES DIRECTOR

STARTED MARY KAY: May 1998

DEBUTED AS AN INDEPENDENT SALES DIRECTOR: December 2001

PERSONAL: "I have a wonderful, supportive husband of 12 years, Wayne, who is 'my rock'. He gives me a push when I need it and I consider him my business partner. We work as a team to run our family and my Mary Kay business. My two beautiful and talented sons – Noah, 10, and Jonah, 8 – are my inspiration for choosing to make Mary Kay my full-time career. My business is truly a family affair because my mom also works for me as my assistant, doing everything from office work to laundry. My dad even says he'll work for me when he retires! It's a blessing to be able to put faith and family first – and still have a rewarding career helping other women."

UNIT NAME: Kim's Consistent Climbers (because consistency is one of the most important keys to success!)

GOALS: To become a pink Cadillac unit by June 30th!

ENRICHING LIVES:

"Kim is so supportive to her unit and is always a breath of fresh air when you need a boost."

-Anita Keddy, Independent Beauty Consultant

"Kim is kind-hearted, warm, caring and truly focused on her unit members' success. She always goes the extra mile and has many adoptee unit members who she nurtures as her own. She is the true epitome of the Mary Kay go-give spirit."

- Alex Quinn, Independent Senior Sales Director

ON BEING NOMINATED:

"I've had many wonderful moments in my Mary Kay journey – but this takes the cake. It's such an honour to know that my Mary Kay family (the most go-give women around!) feel this way about me. It brings tears to my eyes and I am truly humbled by the nomination. I thank God every day for the blessings I've received through this opportunity – especially the sisterhood of independent sales force members – and I only hope that I can continue to carry Mary Kay's torch of enriching women's lives. When we change the life of a woman, we change the life of everyone she loves. What a gift!"

- Kimberly Shankel, Independent Sales Director

satisfaction... guaranteed!

As an independent sales force member, you should be proud to offer your customers product with a 100 percent satisfaction guarantee. If, for any reason, your customer is not completely satisfied with any Mary Kay® product, you can replace, exchange or refund the full purchase price of the product once it's returned to you.

The satisfaction guarantee is our way of helping you retain customer trust and goodwill. It allows new and existing customers to try and buy our products with confidence – and helps you build your business on the principles of customer service and satisfaction that Mary Kay Cosmetics Ltd. upholds.

As a reminder, when returning product for which your customer has been refunded or received a replacement product, you'll want to use the Product Replacement Form. You can download it from the *Forms & Worksheets* section on the MKOC. 



During our 30th anniversary year, we'll celebrate Mary Kay Ash's vision by bringing even greater focus to the positive values on which our Company was built and that fill the hearts of millions of Mary Kay independent sales force members around the world. Watch each issue of *Applause®* magazine in 2008 for a special feature highlighting the inspiring ways we enrich women's lives. You can embrace the legacy by living our core values in your business and in your life each and every day.

balance

A true pioneer for women, Mary Kay Ash knew something about balance. She masterfully juggled three young children and a successful direct selling career in an era when it was rare for women to work full-time and take care of their family.

So it seems only fitting that at the heart of her dream company is a simple guideline for prioritizing one's life and ultimately finding balance: faith first, family second and career third. This simple philosophy remains a guiding principle for independent sales force members and corporate employees worldwide.

"My definition of success would include living a balanced life," Mary Kay advised. "Balance means advancing your career up to, but not past, the point where it interferes with your happiness and relationships. But balance doesn't just happen. A working woman must walk that fine line that balances her career with her personal life – and she must make a sustained effort to achieve and maintain it."

Achieving and maintaining balance does take work – but by keeping Mary Kay's guiding principle at the forefront of your personal and professional goals, you and your business are sure to be a success!

a gorgeous new guide!

Included with this issue of *Applause*® magazine, you'll find a sample of a brand new eight-page brochure called *Every Girl's Guide To Getting Gorgeous*.

Complete with beauty how-tos, quick fixes and age-appropriate skin care suggestions, this limited-edition guide is a wonderful way to share and promote essential product with customers who may have already received their copy of *The Look* – or potential new customers as an introduction to the world of Mary Kay beauty.

Stock up on this stylish beauty guide now, while supplies last!

\$5 (pack of five)

Available online April 15th, 2008, under Section 2 Literature, or as a write-in item on the Spring 2008 Independent Beauty Consultant Order Form. English – part #186006; French – part #186606.



pink doing green™

Knowing our actions today will affect the quality of life for future generations, Mary Kay Inc. and Mary Kay Cosmetics Ltd. continuously seek opportunities to reduce our environmental impact. While we always “think pink”, we’re also thinking “green” as we strive to establish sustainable initiatives that support our independent sales force, consumers and community.

Here are just a few ways we’re thinking green – and few ways you can too!

RECYCLE YOUR COMPACTS

Because the materials used in our former pink and platinum compacts must be processed through a special recycling plant, you'll want to make use of our compact recycling program through December 31st, 2008.

If you're in the neighbourhood, you can drop off your and your customers' empty compacts at the Mary Kay corporate office in Mississauga, ON. The Company will also provide recycling bins at Seminar in July so that these former faves are properly collected and recycled. And if you can't bring your compacts to a Mary Kay event or the corporate office, why not “compact-pool” and send them with another independent sales force member? Please note that in an effort to reduce the Company's carbon footprint, we'll be unable to accept compacts by mail. Creating a new mail stream would result in additional fuel resources, which could negate our green efforts.

And although no product, cash or credit will be given by Mary Kay in exchange for recycled compacts, you may be able to deduct MK Signature® platinum compact inventory as obsolete on your 2008 income tax return forms. You'll want to contact an accountant or tax professional to determine what documentation is necessary for such a deduction.

REDUCE COLOUR PACKAGING

Have you noticed the new, clear-plastic outer packaging for the re-branded Mary Kay® colour products? This updated material features a recyclable plastic snap-closure case with a clear window for easy shade identification.

By converting to this new outer packaging, Mary Kay Inc. will globally eliminate more than 6.5 million units of packaging annually – reducing waste by 55 percent! You'll want to check with your local municipality – and encourage customers to do the same – to ensure these cases are recyclable in your province.

SHOPPING SMART

Your customers undoubtedly value the personalized service you provide – and now you can take that service one step further. Although packaging materials like the stylishly re-branded **Paper Gift Bag** and **Tissue Paper** (\$8.00/pack of five), **Small Plastic Bag** (\$7.00/pack of 100) and **Large Plastic Bag** (\$6.00/pack of 50) provide a convenient way for customers to take their products home, your customers may request alternative, reusable packaging – or no packaging at all.

The **Miracle Set Bag** (\$3.00 each) provides a reusable, travel-friendly option for customers purchasing skin care items, while **Quick Zip Bags** (\$1.50) are ideal for showing off all the shades she loves.

Additionally, many women don't want to wait to stash their latest beauty buy directly in their purse or cosmetic bag – so make a point of asking customers if they require a shopping bag for their purchase. It's an easy way to reduce your business expenses and reduce waste.

beauty that countsSM

APPLE BERRY TO SPREAD A SWEET MESSAGE IN SUPPORT OF WOMEN AND CHILDREN

MAY 1ST – DECEMBER 31ST, 2008

Did you know that Apple Berry is the third most popular Mary Kay® Creme Lipstick shade*? According to global make-up artists, it's also one of the more suitable shades of our entire product line for all skin tones – around the world! Because of its on-trend, “everywoman” appeal, now Apple Berry has much more to tout than just a pretty pout

In honour of Mary Kay's birthday on May 12th, Mary Kay markets from the American Southwest to the Asian South Pacific – and all points in between and beyond – can turn this sensational seller into a heartfelt benefit for women and children.

Through a new charitable initiative called *Beauty That Counts*SM, Mary Kay will donate 100 percent of wholesale profits from May 2008 through the end of the year to charitable organizations that support women and children. It's just part of our corporate commitment to change the lives of women and children around the world.

Why wrap this *Beauty That Counts*SM donation initiative around just one shade? Because Apple Berry is globally suited to any skin tone, the entire world of Mary Kay can rally behind one product with universal consistency. When you see a woman wearing this colour you – and other customers and independent sales force members – will know she's helping to make a lasting difference. We want to “paint the world pink” for a cause that's too important to ignore.

And because each market can contribute to a local cause that supports women and children, giving and receiving Apple Berry lipstick becomes even more beautiful! In Canada, proceeds from the sale of Apple Berry lipstick will benefit the Mary Kay Ash Charitable Foundation to support women living with cancer and to help stop violence against women. Considering the millions of lives around the world we can potentially touch, who wouldn't love reaching out through this simple gesture?

*Based on unit sales in the United States, Mexico and Russia.

HOW TO START MAKING A DIFFERENCE

Beginning May 1st, 2008, your purchase of Apple Berry Mary Kay® Creme Lipstick will contribute to this effort. For every tube you order, you'll automatically receive a FREE limited-edition gift bag with your order (available while supplies last).

The coordinating bag features a special, printed message on the outside that conveys the Company's mission to help change the lives of women and children through this initiative. And to preserve the impact of this special donation, we request that the bags only be used with Mary Kay® Crème Lipstick in Apple Berry. Note that you'll want to use Apple Berry's new part number – 10022682 – beginning May 1st to ensure that the wholesale profits are directed to this important cause.

Plus, you'll be excited to learn that the *Beauty That Counts*SM campaign

will be promoted where your customers can't miss it – in *The Look* and on www.marykay.ca. And if you have a Mary Kay® Personal Web Site, you may want to check out the special template option created to promote this campaign. Just visit *Manage My Web Site*, under *My Personal Web Site* on the MKOC, to instantly update your site.

To ignite your customers' own spark of generosity, all you have to do is put the tube in the bag with your own special touch. So why not give your customers a way to reach out to women and children today?

VISIT
THE MKOC ON
MAY 1ST TO CHECK OUT
THE SPECIAL *BEAUTY
THAT COUNTS*SM
GIFT BAG!



head of the CLASS

For more than 18 years, **Nathalie Delisle**, of Gatineau, QC, enriched the lives of former high school dropouts as a full-time teacher. But when it came to her Mary Kay® business, you could say she was less than a model student.

"When I signed my agreement in December 1998, I had so many objections to selling product," remembers Nathalie, now an Independent Senior Sales Director. "I was afraid to bother people and kept telling myself I couldn't be a sales person."

As a single mom with three children under the age of 10, Nathalie says that finding the time to build her business wasn't a priority. She struggled to balance the needs of her family on her small teacher's salary – which didn't include time spent preparing lessons and marking assignments in the evening.

"I wanted to offer my children so much more," says Nathalie. "I wanted to spend more time with them, provide them with a better education and offer them invaluable life experiences through travel and extracurricular activities."

In September 2001, Nathalie's contract teaching career unexpectedly shifted from full-time to only occasional substitute teaching. "Scared to death" that she would be unable to provide even the basic necessities for her family, Nathalie turned to **Josée D'Anjou** – her Independent Sales Director – and asked for a big challenge in order to earn the money she needed to support her family.

"Josée believed in me enough – and thought big enough – to give me the ultimate challenge: 'conduct 20 recruiting interviews in the next four days'", recalls Nathalie.

With a very small customer base, no potential recruits and few other options, Nathalie took Josée's challenge without question. The result of those action-packed four days? "I recruited enough new Independent Beauty Consultants to enter my Independent Sales Director-in-Qualification period on October 1st and earned the use of my first Career Car by the end of November."

Her children – Gabriel, Jade and Eloi (now 17, 14 and 11 respectively) – instantly became Nathalie's biggest supporters. She set her goals with their happiness in mind, offering incentives that couldn't help but garnish their encouragement for her business.

"I promised to take them to the movies every Friday night – as long as my sales increased from the previous week," says Nathalie. "They really pushed me to call my customers – especially on Thursday nights!"

This fantastic Friday night tradition has evolved to keep her kids active in every aspect of Nathalie's business. Mini-manager Gabriel keeps tabs on Nathalie's unit members – whether they're tracking as an Independent Sales Director-in-Qualification or to earn the use of a Career Car – while daughter Jade helps Nathalie stay in-the-know when it comes to the latest fashion and beauty trends. Eloi does his part too, keeping an eye out for potential new unit members and always following up with his *maman* to learn the outcome.

Not only has Nathalie's business grown, her family has too. Fiancé Alain and his children Stéphanie (16) and Jean-François (15) are also part of Nathalie's support network.

"Alain is a big part of our unit's success. He believes in me, the Company and the great opportunity that Mary Kay offers to women," says Nathalie. "His support for the family when I work out of town – and the way he treats my unit



members and customers – makes all the difference. I love working together to create the life of our dreams for our five children."

Alain's support helped Nathalie achieve one of her most recent goals, as she became a two-time Cadillac driver and earned the use of a new Cadillac CTS at the end of March.

And you can be sure that Nathalie plans to achieve plenty of other goals by Seminar in July, including being a top ten Independent Sales Director *and* achieving the Queen's Court of Sharing. "I want to show other independent sales force members that you can have a life and a busy family – and still have great success in your business," says Nathalie. "Plus, the Company-paid trip to China will be a wonderful honeymoon for Alain and I – we're getting married this summer!"

Nathalie is using creative ways to ensure she achieves these goals and many others, such as weekly unit meetings in Montréal and in the Outaouais region of Québec and monthly "muffin and a makeover" sessions on Saturday mornings. Nathalie's unit – *L'envolée* (Take Flight) – is also celebrating the Company's 30th anniversary in Canada with a special challenge to conduct 30 recruiting interviews every month in 2008.

And although Nathalie quit her formal teaching job more than four years ago to work her Mary Kay® business full-time, it's not surprising that these days she finds herself teaching in a new capacity. "I love teaching all the women I meet to start dreaming again – helping them learn, grow and become leaders. I believe I have the best mission in life – and the best job on earth!"

With her passion for all that Mary Kay offers, Nathalie is sure to rise to the head of the class!



IF YOU NEED A SEMINAR YEAR-END BOOST, NATHALIE ADVISES TO KEEP IT SIMPLE! "GO TO YOUR WEEKLY UNIT MEETING TO BREATHE THE DREAM, GRASP THE PINK SPIRIT AND EXPERIENCE THE RECOGNITION. TRUST MARY KAY'S LEADERS TO BELIEVE IN YOU AND PROVIDE YOU WITH A WELL-PROVEN TRAINING FOR SUCCESS."

{ Nathalie's Keys To Success }

1. **DECIDE TO BE SUCCESSFUL** – it's a choice not a coincidence!
2. **WRITE DOWN YOUR GOALS** and give them a date – daily, weekly, monthly and yearly. It will help you keep your focus.
3. **VISUALIZE YOUR GOALS** everyday as if you had already achieved them.
4. Get up, get cute and **GET OUT THERE!**
5. **BE THANKFUL** for every step you achieve – the small ones as well as the big ones.

recognition/reconnaissance

Congratulations to all **January 2008** achievers. / Félicitations à toutes les championnes de **janvier 2008**.

NSD Commissions/Commissions DNV Listed below are Independent National Sales Director commissions earned in January by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through December. / Commissions touchées en janvier par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{re}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en décembre.

Angie Stoker



\$16,889.00

Renée Daras



\$15,517.00

Dalene Allen



\$12,806.00

Heather Armstrong



\$12,221.00

Doreen Burggraf



\$12,109.00

Brenda Summach
Gloria Boyne
Elena Sarmago
Donna Lowry

\$11,644.00
10,626.00
9,796.00
9,334.00

Bernice Boe-Malin
Gail Adamson
Sandy Campbell
Marcia Grobety

\$8,644.00
7,840.00
7,324.00
7,084.00

Anne Austin
Olive Ratzlaff
Darlene Ryan-Rieux
Susanne Felker

\$6,974.00
6,873.00
5,848.00
5,651.00

Betty Elliott-Kichler
Linda MacDonald
Jane Kosti
Donna Weir

\$5,210.00
4,500.00
4,204.00
4,190.00

Phil Warren
Debbie Mattinson
Janice Connell

\$4,158.00
3,907.00
3,469.00

Diamond Circle/Cercle diamant Independent National Sales Directors become members of the prestigious Diamond Circle when they motivate their unaffiliated area to increase retail sales by 5 percent (Level 1) or 10 percent (Level 2) over the previous Seminar year. Congratulations to the following Independent National Sales Directors who have achieved the Diamond Circle during the month of January. / Les Directrices nationales des ventes indépendantes accèdent au prestigieux Cercle Diamant en enregistrant dans leur famille non affiliée une hausse des ventes au détail de 5 % (niveau 1) ou 10 % (niveau 2) par rapport à la précédente année Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle Diamant en janvier.

Betty Elliott-Kichler



Level 1/Niveau 1

Brenda Summach



Level 1/Niveau 1

Stars on the Ladder of Success/Étoiles sur l'échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800) and Emerald (\$3,600) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$) et Émeraude (3 600 \$) en UN mois!

Gail Hennig
Shelley Recoskie
Ann Lane

\$6,644.75
6,500.00
4,961.75

Deanna Blue
Rupinder Johal
Paulette Noel

\$4,837.75
4,600.75
4,583.50

Leona Bouchard
Isabelle Dore
Kathy Lu

\$4,507.75
4,501.50
4,500.25

Linda Ratte
Cindy Chambers
Sherry Oakes

\$4,500.00
3,803.75
3,705.50

Gurdeep Pahal
Lorna Hosker

\$3,641.00
3,630.25

These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'Échelle du succès en UN mois seulement!

Erna Voth
Frankie Hammond
Samantha Randell
Nora Davis
Micheline Lefebvre
Gail Cavin
Carla Ferreira
Mariluz Salgado
Janice Ropp

\$3,550.50
3,410.75
3,254.00
3,223.50
3,188.75
3,108.50
3,105.00
3,102.50
3,060.75

Veronique Lachance
Cheryl Stutz
Lisa Anderson
Penny Duplessis
Cynthia Harris
Rae Naka
Shayden Elie Robert
Rhonda Duncan
Gina Glover

\$3,008.75
3,006.00
3,005.50
3,005.50
3,004.50
3,004.50
3,002.75
3,001.75
3,000.50

Isabelle Lavigne
S. Jones-Luckovitch
Heather Heath
Michele Thomson
Antje Cavanagh
Cassandra Lay
Loreen Gummeson
Terri Kurtzweg
Cindy Levesque

\$3,000.50
3,000.25
3,000.00
3,000.00
2,965.00
2,964.50
2,935.75
2,824.00
2,813.75

Karen Goldrick
Audrey Ehalt
Jeannine Rouleau
Michelle Gordon
Mary Humber
Bethany Ha
Linda Feldman
Linda Giesbrecht
Kristin Bird

\$2,796.25
2,764.75
2,757.25
2,748.50
2,718.00
2,708.75
2,661.50
2,648.50
2,633.00

Annette Guerrette
Tabatha Graham
Rita White
Joan Rivett
Heather Reeds
Sylvie Fortin
Krista Denison
Tiffany Friesen
Marlene Quinton

\$2,632.00
2,631.00
2,576.00
2,518.50
2,504.25
2,499.00
2,477.25
2,475.25
2,469.50

Maureen Gusway
Ravinder Shergill
Gina Hormann
Wendy Weckworth
Abby-Gail Betancourt
Beverly March
Amber Sobool
Aline Carrières
Denise Titus

\$2,431.00
2,411.50
2,410.00
2,408.00
2,407.50
2,406.75
2,405.00
2,403.75
2,402.50

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA, OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Stars on the Ladder of Success (continued)/Étoiles sur l'échelle du succès (suite)

Christina Rezzara	\$2,402.25	Anne Patrice	\$2,085.00	Joyce Bigelow	\$1,909.00	Georgie Anderson	\$1,814.50	Averil Finlay	\$1,803.50	Lisa Knelsen	\$1,800.00
Herna Bangia	2,402.00	Ellen Hatlevik	2,082.00	Betty Lister	1,905.00	Michele Cloutier	1,814.25	Harpreet Dhaliwal	1,803.00	France Layette	1,800.00
Olabisi Raymond	2,402.00	Marie Monte	2,076.75	Pauline Richardson	1,900.50	Karmjit Dhaliwal	1,812.50	Diane Desgagne	1,803.00	Shauna MacDonnell	1,800.00
Valerie Hay	2,401.00	Ingrid Roehm	2,076.50	Noreen Kroetsch	1,877.50	Julie Jackson	1,811.00	Mary-Anne Walker	1,802.50	Pat MacArthur	1,800.00
Sarah MacLeod	2,401.00	Bev Krueger	2,070.25	Sarah Perry	1,874.50	Valerie Overend	1,810.50	Maggie Brasil	1,802.00	Jocelyn Odo	1,800.00
Sandra Skinner	2,400.75	Penny MacDonald	2,065.50	Judith-Danielle Masse	1,866.25	Carolyn Smith	1,810.50	Marion Garland	1,801.75	Alison Saigle	1,800.00
Victoria Brace	2,400.25	Emilie Kissler	2,062.75	Gordana Mandic	1,863.25	Diana Bailey	1,810.25	Marilyn Thiessen	1,801.50	Maria Thiessen	1,800.00
Amanda Janzen	2,400.25	Bonnie Eidse	2,061.50	Heather Morrison	1,861.25	Deanna Tuplin	1,810.25	Amanda King	1,801.25	Krooden Ten	1,800.00
Sylvie Arseneault	2,400.00	Lila Tanner	2,055.00	Guyline Boudriau	1,848.50	Lu Scott	1,807.50	Marisa Snowden	1,801.25	Carol Whorms	1,800.00
Linda Saltarelli	2,327.25	Sherryl Gilbert	2,043.00	Danielle Bourgault	1,847.25	Clara Ekwueme	1,807.25	Carrie Hilton	1,801.00		
Marcia Amor	2,304.50	June Rumball	2,030.75	Mary Anne Whitford	1,841.50	Kara Merriam	1,807.25	Katelyn Thomas	1,801.00		
Jill Shaw	2,251.25	Cheryl Page	2,023.75	Kim Conaghan	1,837.75	Allison Peters	1,806.75	Nicole Cooke	1,800.75		
Winnifred Barnett	2,249.00	Blanche Moir	2,012.50	Elyse Crook	1,835.00	C. Vanoudenaren	1,806.75	Sharon Cardin	1,800.75		
Sharon Casteel	2,231.25	Loretta Shepherd	2,008.25	Tabinda Sultana	1,834.00	Donna McLean	1,806.50	R. Ewanysbyn-Kapusta	1,800.50		
Lorie Groth	2,211.00	Marcy Beauchamp	2,005.50	Harpreet Maan	1,827.00	Jeanne Wonje	1,806.50	Caroline Grenon	1,800.50		
Carol Krushnisky	2,201.25	Claudia Durand	2,005.00	Jeanne Montague	1,826.75	Jeani Collingwood	1,805.75	Cathy Ouellet	1,800.50		
Sharon Korol	2,163.25	Dana Welch	2,005.00	Maggionie Maruanaja	1,824.75	Sherry Anania	1,805.50	Pat Rowbottom	1,800.50		
Linda Hookenson	2,160.50	Leslie Waldbauer	2,001.25	Alison Brady	1,823.75	Kristina Burke	1,805.50	Candace Friesen	1,800.25		
Tana Letkeman	2,147.50	Sue Rigby-Mallard	1,999.25	Lydia Goulet	1,823.75	Melanie Salvail	1,805.25	Maggy Belzile	1,800.00		
Karen McNulty	2,143.50	Marie Huggard	1,997.50	Carole Duguay	1,823.50	Marisol Laguna	1,805.00	Georgine Cook	1,800.00		
Patricia Boivin	2,129.25	Ashley Devers	1,988.00	Sherry Ogasawara	1,822.75	Annette Langille	1,804.75	Kim Delaney	1,800.00		
Chantal Rivard	2,113.00	Kyla Buhler	1,986.25	Marjorie Hunt-Platt	1,819.75	Samantha Johnston	1,804.25	Kelly De Feo	1,800.00		
Carol Dutchik	2,096.25	Johanna Tobin	1,983.00	Christa Viljoen	1,819.25	Karine Janelle	1,804.25	Kimberly Harney	1,800.00		

Independent Sales Directors in the Limelight/Directrices des ventes indépendantes sous les projecteurs

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in January. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en janvier, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$7,903.49	Angela Hargreaves	\$3,910.94	Donna Melnychyn	\$2,801.27	Linda Gingrich	\$2,537.38	Cheryl Neuman	\$2,292.54	Barbara Martin	\$2,105.83
Harpreet Dhaliwal	7,701.18	Eve Raymond	3,841.39	June Millar	2,798.41	Colleen Hendrickson	2,502.06	Cicily Brewer	2,279.89	Carol Heath	2,101.04
Tamara Swatske	6,775.10	Wanda Groenewegen	3,645.20	Yasmin Manamperi	2,795.88	Carol Hoyland	2,488.74	Deborah Prychidny	2,263.38	Lucie Beauregard	2,094.73
Evelyn Ramanaukas	6,395.65	R. Courneya-Roblin	3,599.71	Rebecca Irving	2,786.65	Teresa Ho	2,435.90	Guyline Comeau	2,262.59	Judi Todd	2,092.10
Rajinder Rai	6,372.07	Rita Samms	3,487.47	Karen Simpson	2,762.08	Christine Ransom	2,422.85	Mychele Guimond	2,259.50	Diane Riddell	2,090.35
Harsimran Saini	6,249.16	Lorraine McCabe	3,483.14	Isabelle Meunier	2,735.90	Ishali Mulchandani	2,417.94	Debbie Ryan King	2,257.62	Heather Cook	2,074.47
Sharon Coburn	6,247.38	Louise Boulanger	3,453.51	Julie Ricard	2,713.57	Susie Leakvold	2,416.03	Maria Bennett	2,242.99	Kathy Quilty	2,071.20
Shannon Shaffer	5,903.95	Susan Richardson	3,418.92	Darlene Olsen	2,695.21	Jane Arsenault	2,371.99	Sonia Janelle	2,215.31	Janine Brisebois	2,054.42
Shelley Recoskie	5,891.20	Gladys MacIntyre	3,406.87	Angela Murphy	2,693.44	Kathy Whitley	2,361.46	Shannon Cameron	2,203.15	Cheryl Page	2,054.22
Nathalie Delisle	5,493.51	Gaylene Gillander	3,264.96	Judith Richardson	2,679.09	Pam Hill	2,354.44	Louisa Hoddinott	2,202.32	Jill Ashmore	2,044.27
Donna Matthews	5,120.92	Claribel Avery	3,237.85	Audrey Ehalt	2,661.41	Diane Burness	2,349.46	Lauren Miller	2,201.27	Marie York	2,039.75
Donna Izen	5,065.15	Shirley Peterson	3,133.24	Judy Toupin	2,640.08	Kathryn Milner	2,344.17	Beverly Dix	2,197.05	Claudia Perrotti	2,036.36
Jasbir Sandhu	5,029.80	Barbara Lockerbie	3,119.67	Joyce Goff	2,639.59	Victoria Wakulchuk	2,322.78	Joanne Ward	2,196.17	Elizabeth Farris	2,033.69
Guyline Dufour	4,839.26	Jacqueline Cullen	3,115.61	Johanna Tobin	2,632.96	Heidi McGuigan	2,322.26	Alicia Plosz	2,166.30	Louise Duchesne	2,022.16
Marni Logan	4,582.01	Fran Sorobey	3,063.12	Shirley Austin	2,632.14	Joanne Manol	2,316.59	Giselle Marmus	2,161.33	Shelley Mehling	2,020.09
Mary Davies	4,556.16	Jennifer Levers	2,987.37	Phyllis Hansford	2,624.01	Randhir Singh	2,309.31	Kimberly Shankel	2,154.59	Heather Daymond	2,003.32
Mandeep Bamrah	4,411.46	Liz Wodham	2,928.74	Claudine Pouliot	2,609.14	Linda Feldman	2,308.74	Vaun Gramatovich	2,151.86		
Susan Bannister	4,033.39	Joyce Harnett	2,922.14	Pamela Kanderka	2,606.45	Kathy Handzuik	2,306.19	Frances Fletcher	2,151.71		
Marilyn Bodie	4,000.29	Kyla Buhler	2,908.15	Elaine Scitote	2,582.06	Alyce Parkes	2,304.16	Louise McCann	2,138.24		
Mireille Morin	3,987.35	Shelley Haslett	2,882.72	Ginette Desforges	2,559.77	Annie Gagnon	2,300.65	Rita White	2,123.82		
Elaine Fry	3,953.66	Bev Harris	2,824.25	Georgie Anderson	2,537.63	Barbara Craig	2,293.11	Paulette Nimco	2,119.44		

Scoreboard/Tableau des résultats

Listed below is the ranking of all Canadian units with \$20,000 or more in estimated retail sales in January based on wholesale purchases. / Groupes canadiens ayant totalisé en janvier des ventes au détail estimées de 20 000 \$ ou plus, d'après leurs commandes en gros.

Tamara Swatske	\$52,059.00	Mary Davies	\$34,641.00	Rita Samms	\$27,350.50	Bev Harris	\$24,028.50	Jennifer Levers	\$22,420.00	Pam Hill	\$20,750.50
Harsimran Saini	49,987.00	Mandeep Bamrah	34,022.50	R. Courneya-Roblin	27,203.50	Liz Wodham	23,774.50	Kyla Buhler	22,347.00	Heidi McGuigan	20,342.50
Shelley Recoskie	47,549.50	Susan Bannister	32,870.00	Angela Hargreaves	25,993.00	Joyce Goff	23,686.00	Linda Gingrich	22,113.50	Donna Melnychyn	20,254.00
E. Ramanaukas	46,899.50	Sharon Coburn	31,923.00	Donna Izen	25,985.00	June Millar	23,660.50	Susan Richardson	22,061.00	Phyllis Hansford	20,166.50
Josée D'Anjou	44,708.00	Eve Raymond	31,406.00	Marilyn Bodie	25,945.00	Joyce Harnett	23,417.50	Christine Ransom	21,890.00	Linda Feldman	20,104.50
Shannon Shaffer	40,222.50	Donna Matthews	30,642.00	Elaine Fry	25,191.50	Barbara Lockerbie	23,379.50	Yasmin Manamperi	21,863.50	Alyce Parkes	20,064.00
Nathalie Delisle	40,051.00	W. Groenewegen	30,398.50	Jacqueline Cullen	24,855.50	Judy Toupin	23,351.50	Shirley Peterson	21,243.50	Jane Arsenault	20,058.50
Guyline Dufour	37,814.00	Louise Boulanger	30,054.00	Gaylene Gillander	24,807.00	Claudine Pouliot	23,217.50	Georgie Anderson	21,189.00	Darlene Olsen	20,035.00
Marni Logan	35,483.50	Lorraine McCabe	28,292.50	Rebecca Irving	24,410.00	Mireille Morin	22,915.50	Kathy Whitley	20,945.50	Kathryn Milner	20,034.00
Harpreet Dhaliwal	35,272.50	Rajinder Rai	28,118.00	Jasbir Sandhu	24,242.00	Fran Sorobey	22,692.00	Susie Leakvold	20,761.00	Annie Gagnon	20,010.00

Top Recruiting Units/Meilleurs groupes en recrutement

Listed below are the top recruiting units with signed Independent Beauty Consultant Agreements for January. / D'après les Accords de la Conseillère en soins beauté indépendante signés en janvier.

Ontario – Harsimran Saini
 Québec – Evelyn Ramanaukas
 British Columbia/Colombie-Britannique – Angela Murphy
 New Brunswick/Nouveau-Brunswick – Barbara Lockerbie

Ontario – Shelley Recoskie
 Québec – Sophie Audet
 Ontario – Jasbir Sandhu
 British Columbia/Colombie-Britannique – Mandeep Bamrah

Ontario – Judy Toupin
 Manitoba – Heather Daymond

Provincial Sales Queens/Reines des ventes provinciales

Listed below are the top purchases of wholesale Section 1 product orders during the month of January. / D'après les commandes en gros les plus élevées de la Section 1 en janvier.

Alberta – Gail Hennig
 British Columbia/Colombie-Britannique – Rupinder Johal
 Manitoba – Lisa Anderson
 New Brunswick/Nouveau-Brunswick – Paulette Noel
 Newfoundland & Labrador/Terre-Neuve-et-Labrador – Samantha Randell

Nova Scotia/Nouvelle-Écosse – Denise Titus
 Nunavut – Ellen Hatlevik
 Northwest Territories/Territoires du Nord-Ouest – Penny Bouchard
 Ontario – Shelley Recoskie
 Prince Edward Island/Île-du-Prince-Édouard – Valerie Hay

Québec – Leona Bouchard
 Saskatchewan – Cindy Chambers
 Yukon – Shauna Salo

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS, QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES, POUR POUVOIR PROFITER DES COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS SUPÉRIEURES À 100 \$, PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

12% Club/Club 12 % Listed below are the Independent Beauty Consultants and Independent Sales Directors whose 12 percent cheque exceeded \$500 for the month of January / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en janvier.

Mandeep Bambrah	\$1,775.58	Shannon Cameron	\$813.99	Gladys MacIntyre	\$687.60	Elaine Erhart	\$613.05	Alyce Parkes	\$551.13	Jovana Plahy	\$521.01
Alexis Glabus	1,184.94	Susan Richardson	808.14	Mychele Guimond	679.11	Maria Bennett	612.93	Joy Zaporozan	548.43	Bonnie Vigue	518.61
Liz Wodham	1,173.75	Emily Chambers	793.35	Rita Samms	666.90	Angela Hargreaves	608.64	Eileen Faubert	537.90	Deb Wynn	511.62
Shelley Recoskie	1,161.24	Guyline Dufour	788.58	R. Courneya-Roblin	650.67	Angela Fedorchuk	604.98	Shelley Mehling	537.90	Linda Feldman	506.52
Harpreet Dhaliwal	1,080.33	Jacqueline Cullen	753.42	Kathy Whitley	642.00	Anita Shinh	600.18	Fay Hoiness	534.51	Kathryn Milner	505.32
Rajinder Rai	1,063.17	Barbara Craig	743.58	Evelyn Ramanauskas	637.95	Michelle Gilbert	599.31	Ruby Chapman	532.59	Louise Fortin	504.87
Sharon Coburn	1,037.04	Irma Vogt-Dyck	727.95	Lorraine McCabe	630.66	Louise Boulanger	591.66	Sue McElhanney	531.57	Eve Raymond	504.48
Pam Behnke-Van Hoof	1,031.52	Cheryl Neuman	719.22	Kavita Seth	624.72	Beryl Apfelbaum	591.27	Janice Joyner	531.06	Jane Giesbrecht	500.37
Fran Sorobey	1,000.56	Shelley Haslett	717.45	Sonia Janelle	624.60	Donna Melnychyn	565.11	Julie Sweeney	527.61		
Jenny Foran	986.79	Vaun Gramatovich	703.08	Claudine Pouliot	615.87	Joyce Bigelow	561.00	Harsimran Saini	526.32		
France Grenier	975.66	Cindy Shaw	695.55	Tracy Hajdasz	615.57	Brenda Graham	559.95	Linda Gingrich	522.48		
Kyla Buhler	868.65	Tamara Swatske	689.34	Diane Riddell	614.37	Marjorie Hunt-Platt	555.84	Bev Harris	522.27		
Annie Gagnon	856.83	Marie York	687.87	Johanna Tobin	613.44	Martine Caerdinael	553.38	Maureen Vincent	521.10		

8% Club/Club 8 % Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight percent cheque exceeded \$250 for the month of January / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en janvier.

Alicia Plosz	\$587.96	Pamela Kanderka	\$400.96	Chantal St-Denis	\$356.74	Linda Moreau	\$307.00	Lee-Ann Lainchbury	\$276.26	Karen Cornish	\$255.66
Sylvia Smith	577.14	Bertha Kovach	390.28	Guyline Comeau	341.04	Juliet Creary	306.72	Becky Lawrence	271.64	Wanda Groenewegen	255.04
Wendy-Lynn Jones	499.96	Kimberly Boettger	384.08	Marta Sampaio	333.38	Joan Elliott	292.66	Nicole Bellemare	266.00	Judy Byck	251.96
Susan Henderson	437.16	Valerie Pullishy	365.94	Catherine Schiller	316.04	Elizabeth Farris	286.96	Jeannie Artelle	265.22		
Christiane Berube	407.50	Sylvie Pellerin	365.92	Rebecca Irving	313.64	Claudia Durand	277.96	Glynis MacDavid	261.80		
Cathy Webster	406.74	Karen Simpson	360.72	Rajwinder Gill	308.82	Claribel Avery	276.42	Tina Bromley	257.08		

4% Club/Club 4 % Listed below are the Independent Beauty Consultants and Independent Sales Directors whose four percent cheque exceeded \$75 for the month of January / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en janvier.

Kathy Potter	\$190.58	Kanwaljit Gill	\$123.22	Cheryl Gordon	\$109.94	Martine Lafontaine	\$99.96	Freba Jones	\$96.08	Nathalie Laurin	\$87.31
Carole Duguay	183.34	Wilma Summakh	121.52	Lan To	108.35	Edna Hunter	99.01	Danielle Petherbridge	95.48	Debbie Ewing	84.42
Terri-Lynn Thomson	135.68	Valerie Drolet	120.35	Bonnie Van Geene	106.63	Lorrie Rosher	96.40	Mélanie Hébert	90.64	Elaine Collison	83.25
Anh Truong	132.58	Barbara Pollock	118.56	Joanne Cirillo-Janusz	105.58	Myriam Lecavalier	96.30	Jennifer French	90.05	Jillian Stuart	80.20
Leanne Koopman	128.20	Melissa Bongalis	113.76	Monique Bard	105.27	Helena Klassen	96.22	Suzanne Rumball	89.45	Cecile Myers	79.96
Kimi Labonte	127.55	Julie Huneault	112.75	Dana Genge	104.44	Carolyn Ternchuk	96.10	Kimberley Banga	88.82		

Gold Medal/Médailles d'or The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of January / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en janvier.

REBECCA WATTON <i>Director/Directrice</i>	SOPHIE AUDET <i>Director/Directrice</i>	AMIE MULLER Angela Murphy	JENNY FORAN Barbara Lockerbie	MARY CLARE ROLDAN Shelley Recoskie	BALBIR SINGH Harsimran Saini
MANDEEP BAMBRAH <i>Director/Directrice</i>	MANJIT SAINI Jasbir Sandhu	JULIE SWEENEY Leanne Chamberlain	JANE GIESBRECHT Evelyn Ramanauskas	KAVITA SETH Harsimran Saini	SYLVIA SMITH Judy Toupin

Silver Medal/Médailles d'argent The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of January / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en janvier.

EVA KOPEC <i>Director/Directrice</i>	SHELLEY MEHLING <i>Director/Directrice</i>	LUISA RALLO <i>Director/Directrice</i>	CHRISSE NOVAK Heather Daymond	KIM PENZHORN Lynda Hiebert	ANITA SHINH Harsimran Saini
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Bronze Medal/Médailles de bronze The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of three new team members during the month of January / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en janvier.

SHELLEY RECOSKIE <i>Director/Directrice</i>	ELAINE ERHART Christine Ransom	KYLA BUHLER <i>Director/Directrice</i>	NICOLE BELLEMARE <i>Director/Directrice</i>	MELISSA BONGALIS Marni Logan	STEPHANIE GRANT Darla Lutwick
CHERYL NEUMAN <i>Director/Directrice</i>	ROBIN COURNEYA-ROBLIN <i>Director/Directrice</i>	DARLA GAGY <i>Director/Directrice</i>	BARB MARCH <i>Director/Directrice</i>	HEATHER DADSON Darla Lutwick	JUDITH-DANIELLE MASSE Guyline Comeau
EVELYN RAMANAUSKAS <i>Director/Directrice</i>	FERNANDA SILVA <i>Director/Directrice</i>	MICHELLE GILBERT <i>Director/Directrice</i>	FERN MCNEIL <i>Director/Directrice</i>	CLAUDIA DURAND Tamara Swatske	MANDY MEISNER <i>Director/Directrice</i>
RAJINDER RAI <i>Director/Directrice</i>	ALLYSON BECKEL <i>Director/Directrice</i>	SHEILA LEFEBVRE <i>Director/Directrice</i>	PAULINE RICHARDSON Linda Feldman	ELLEN EGBEDEYI-EMMANUEL Diane Burness	HEATHER OLDENBURG Darlene Bakker
MARY OGUNYEMI <i>Director/Directrice</i>	SONIA JANELLE <i>Director/Directrice</i>	DEBBIE MCLAUGHLIN <i>Director/Directrice</i>	NICOLE BILCIK Dawn Neufeldt	NICOLE BILCIK Harpreet Dhaliwal	SARAH PERRY Doreen Burgraf
CAROL HEATH <i>Director/Directrice</i>	CAROLE ATKINS <i>Director/Directrice</i>	BONNY MCCOMB <i>Director/Directrice</i>	CHANTAL BISAILLON Louise Boulanger	DEBBIE GRAHAM <i>Director/Directrice</i>	

New Team Leaders/Nouveaux chefs d'équipe These Independent Beauty Consultants added their fifth or more active team member during the month of January / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 5^e membre actif ou plus en janvier.

CHRISTINA ARCAD Shirra Turner	EMILY CHAMBERS Joyce Harnett	MARGARET JACKSON Shelley Recoskie	THERESA TRUE Lisa A. True
ANNA BREZDEN Barbara Sinden	CLAUDIA DURAND Tamara Swatske	REBECCA LANGLEY Leanne Chamberlain	

New Star Recruiters/Nouvelles recruteuses étoiles These Independent Beauty Consultants added their third or more active team member during the month of January / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 3^e membre actif ou plus en janvier.

MELISSA BONGALIS Marni Logan	ELLEN EGBEDEYI-EMMANUEL Diane Burness	ADRIENNE JACKSON Phyllis Hansford	ERIN KILLORAN Barbara Bond	JENNY PATCH Deborah Kenny	SHANNON SOMERS Heather Daymond
DEANNE BRUNELLE Angela Murphy	KANWALJIT GILL Harpreet Dhaliwal	JOHN JOHNSON Sharlene Bukurak	JUDITH-DANIELLE MASSE Guyline Comeau	KATHY POTTER Tamara Swatske	SHIVONNE VIENNEAU Donna Fidler
SHERRY DABYDEEN Ishali Mulchandani	STEPHANIE GRANT Darla Lutwick	THECLA KELLY Gloria Boyne	LISA O'MALLEY Fiona Corby	LILL SCOTT Tracy Hajdasz	

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Independent Sales Director Grand Achievers/Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of January to receive cash compensation. Directrices des ventes indépendantes qualifiées en janvier pour une compensation en argent.

Eileen Faubert
Susan Henderson
Sheila Lefebvre

Colleen Worth
Rebecca Watton

Independent Beauty Consultant Grand Achievers/Conseillères en soins de beauté indépendantes Grandes Gagnantes

These Independent Beauty Consultants qualified during the month of January to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en janvier pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.

Martine Caerdinael
Jenny Foran
Anita Shinh

Kavita Seth
Sylvia Smith

Honor Society Achievers/Championnes Société d'honneur

The following Independent Sales Directors achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date. / La Directrice des ventes indépendante suivante a atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date de ses débuts.

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disponible.

SOPHIE AUDET

National Area/Famille nationale : Darlene Ryan-Rieux

Debut Date/Débuts : January/Janvier 2007

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

recognition/reconnaissance

Congratulations to all **February 2008** achievers. / Félicitations à toutes les championnes de **février 2008**.

NSD Commissions/Commissions DNV Listed below are Independent National Sales Director commissions earned in February by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through January. / Commissions touchées en février par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{re}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en janvier.

Angie Stoker



\$26,847.00

Renée Daras



\$15,653.00

Brenda Summach



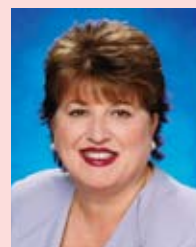
\$13,312.00

Dalene Allen



\$12,156.00

Heather Armstrong



\$9,888.00

Doreen Burggraf
Elena Sarmago
Gloria Boyne
Darlene Ryan-Rieux

\$9,729.00
9,591.00
9,409.00
8,653.00

Bernice Boe-Malin
Gail Adamson
Donna Lowry
Philomena Warren

\$8,108.00
7,938.00
7,865.00
7,730.00

Marcia Grobety
Olive Ratzlaff
Anne Austin
Sandy Campbell

\$7,378.00
6,842.00
6,169.00
6,099.00

Linda MacDonald
Betty Elliott-Kichler
Susanne Felker
Debbie Mattinson

\$6,032.00
5,337.00
4,738.00
4,244.00

Janice Connell
Jane Kosti
Donna Weir

\$3,979.00
3,828.00
3,703.00

Diamond Circle/Cercle diamant Independent National Sales Directors become members of the prestigious Diamond Circle when they motivate their unaffiliated area to increase retail sales by 5 percent (Level 1) or 10 percent (Level 2) over the previous Seminar year. Congratulations to the following Independent National Sales Directors who have achieved the Diamond Circle during the month of February. / Les Directrices nationales des ventes indépendantes accèdent au prestigieux Cercle Diamant en enregistrant dans leur famille non affiliée une hausse des ventes au détail de 5 % (niveau 1) ou 10 % (niveau 2) par rapport à la précédente année Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle Diamant en février.

Betty Elliott-Kichler



Level 1/Niveau 1

Brenda Summach



Level 1/Niveau 1

Stars on the Ladder of Success/Étoiles sur l'échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800) and Emerald (\$3,600) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$) et Émeraude (3 600 \$) en UN mois!

Shelley Recoskie
Gail Hennig
Teri Lavik
J. Lisa Pallen
Dana Barker-Sheaves

\$6,501.75
6,090.25
4,514.75
4,505.25
4,500.75

S. Champagne
Rachel Trevant
Sandra Slassen
Jennifer Trenerry
Therese Plante

\$4,500.25
4,500.00
4,090.00
4,005.25
3,868.50

Agnes Loshusan
Jo-Ann Cardinal
Darlene Fraser
Sonia Chaput
Stephanie Dagenais

\$3,662.50
3,657.00
3,635.00
3,624.00
3,614.00

M. Duckitt-Smith
Tonja Whitehouse
Tannas Ross
Carole Boucher
Sally Tang

\$3,607.75
3,606.75
3,604.75
3,603.25
3,602.00

Myra Francis
Darcey Murray
Heidi Kokke
Gina Le
Sara Dumas

\$3,601.25
3,600.50
3,600.25
3,600.25
3,600.00

Marie MacKnight
Wendy Charles
Aline Carrieres
Claire Pitre
Shirley Fequet
Brenda Hartley
Debbie Parsons
Susan Carey

\$3,587.50
3,498.25
3,423.50
3,395.75
3,347.75
3,213.75
3,207.00
3,203.00

Wendy-Lynn Jones
Lorna Randall
Therese Bedard
Helena Bourgeois
Rowena List
Eva Kopec
Natalie Picard
Julia Tiessen

\$3,153.00
3,153.00
3,131.75
3,117.50
3,111.25
3,046.50
3,034.50
3,029.50

Audrey Trach
Dawn Kostiuk
Karine Hunt
Serena Phelan
France Charlebois
Nancy Doucet
Maureen Barry
Anna Ruscitti

\$3,027.50
3,023.25
3,014.00
3,010.25
3,008.25
3,004.25
3,003.75
3,003.75

Laverne Guild
Alyne Knibbs
Brenda MacIsaac
Jean Franklin
Mary Green
Jennifer Alberts
Marie-Eve Flamand
Ana Friesen

\$3,003.50
3,001.00
3,000.75
3,000.25
3,000.25
3,000.00
3,000.00
3,000.00

Christine Tickle
Jocelyne Levesque
Sheila Edwards
Marlene Forrest
Celine Tremblay
Kathie McGann
Kristelle Sutton
Elizabeth Sly

\$3,000.00
2,997.50
2,964.25
2,932.75
2,923.75
2,889.25
2,888.00
2,826.50

Ami Bour
Liane Girouard
Carol Rennehan
Sherry Ogasawara
Cassandra Lay
Rita White
Lauretta Gorman
Sue McElhanney

\$2,727.25
2,718.00
2,705.00
2,695.75
2,673.75
2,662.25
2,631.50
2,631.00

These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'Échelle du succès en UN mois seulement!

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Stars on the Ladder of Success (continued)/Étoiles sur l'échelle du succès (suite)

Donna Crawford	\$2,568.00	Antje Cavanagh	\$2,302.00	Rani Gill	\$1,996.00	Dianne Brown	\$1,848.00	Lisa Graham	\$1,806.50	K. Charbonneau	\$1,801.25
Shelley Haslett	2,560.25	Donna Spada	2,301.50	Janine Brisebois	1,995.00	E. Lapointe Leblanc	1,844.25	Sabeha Mahmood	1,806.25	Jennifer LeGrand	1,801.25
Paymaneh Varahram	2,555.75	Beth Pearson	2,300.50	Kimberly Boettger	1,980.50	Kimiko Carlson	1,843.50	Mary Randall	1,806.25	Jasindra Naidu	1,801.25
Connie Graham	2,527.00	Eugénette Fortin	2,300.25	Krista Rainville	1,978.50	Joy Zaporozan	1,843.00	Michelle Dewing	1,806.00	T. MacFarlane-Kelly	1,801.00
Irene Paragios	2,499.50	Michelle Gustafson	2,296.00	Ginny Konechny	1,977.00	Ashley Deneve	1,842.50	Betty Burke	1,805.75	Nataly Forand	1,801.00
Shirley Burenski	2,484.00	Allyson Beckel	2,290.75	Louise Boulanger	1,961.50	Alma Wong	1,837.75	Kerry Johnson	1,805.75	Christa Johnston	1,801.00
Kitty Babcock	2,481.75	Celine D'Souza	2,280.25	Leila Holzworth	1,959.50	Vaida Kamudyariwa	1,833.25	Kristine Lear	1,805.75	Betsy Corado	1,800.50
Lorrie Henke	2,478.50	Lorraine Scott	2,254.50	Suzanne Chamberlain	1,957.00	Ashley Anderson	1,832.00	Hazel Abbott	1,805.50	Jean Harris	1,800.50
Jan Irwin	2,477.25	Guurdeep Pahal	2,211.25	Lorraine Robson	1,954.25	Holly Martin	1,831.50	Lemus Guillen	1,805.50	Stephanie Henshaw	1,800.50
Annette Decker-Smith	2,474.50	Marilyn MacDonald	2,207.00	Nancy Murray	1,954.00	Karamjit Rai	1,830.50	Guinaaz Mehdi	1,805.25	Marilyn Martinook	1,800.50
Anick Bergeron	2,473.75	Ada Cheng	2,191.50	Maryse Lavoie	1,952.00	Kelly Thompson	1,829.50	Gail Boutilier	1,804.75	Kelly Rai	1,800.50
Caroline Sarrouf	2,464.75	Judith-Danielle Masse	2,180.00	Claudia Durand	1,943.00	Leslie Mifsud	1,829.00	Val O'Reilly	1,804.75	Audrey Slaney	1,800.50
Heather Loshack	2,442.75	Maryna van de Wall	2,173.00	Dorothy Osadczuk	1,940.00	Titilayo Ogunsakin	1,828.00	Deborah Howson	1,804.25	Shannon Ward	1,800.50
Monica Hecht	2,433.25	Karen Piovesan	2,158.00	Yvonne Wolowski	1,938.50	Shirley Lister	1,824.00	Joyce Humphrey	1,804.00	Jasmine Demianuk	1,800.25
April Wandler	2,428.00	Judy Bycock	2,145.75	Bonnie Jagpal	1,923.50	Debby Goldrick	1,823.50	Mandy Hawkins	1,804.00	Vonita Glenney	1,800.25
Fern McNeil	2,426.25	Kyla Buhler	2,144.75	Tammy Charbonneau	1,922.50	Gaby Morin	1,821.25	Donna Laurin	1,804.00	Carole Hepperle	1,800.25
Wendy Henderson	2,422.00	Jenny Jeffrey	2,143.50	Susan Bannister	1,917.25	Linda Garden	1,821.00	Shelley Mehling	1,804.00	D. Mongeau-Binette	1,800.25
Melissa Heaman	2,417.00	Sam Young	2,143.00	Aggi Krebber	1,916.75	Zhaoxia Ren	1,820.50	Renu Rajput	1,804.00	Navinder Singh	1,800.25
Allison Piercy	2,412.00	Patricia Turnbull	2,124.00	Deanna Blue	1,914.75	Harpreet Dhaliwal	1,820.00	Farah Hirji Chung	1,803.75	Mohinder Sandhu	1,800.25
Renu Kumar	2,407.75	Patricia Monforton	2,121.75	Monica Noel	1,914.50	Ginger Ryland	1,820.00	Kimberly Bryant	1,803.50	Yvonne Burleigh	1,800.00
Sakouna Merker	2,406.75	Marlene Commins	2,118.00	Sara Klassen	1,913.00	Christine Storey	1,819.25	Stephanie Patrick	1,803.50	Sara Bird	1,800.00
Holly Reynolds	2,405.75	Lynne Juneau	2,117.50	Patti Babin	1,911.00	Sarvinder Sidhu	1,816.50	Annie A	1,803.25	Analiza Cole	1,800.00
Dominic Desbiens	2,404.75	Char Milligan	2,116.00	Linda Simard	1,903.75	Taryn Taylor	1,816.00	Shannon Briscoe	1,803.00	Katherine Hawkins	1,800.00
Melanie Prescott	2,402.50	Diana Robstad	2,103.00	Danielle Gobeil-Plante	1,901.25	Cara Wells	1,816.00	Dawn McArthur	1,803.00	See Kwok	1,800.00
Nicole Champagne	2,402.25	Kosa Hrvacevic	2,078.50	Donna Soucoup	1,901.25	Mary Anne Whitford	1,815.50	Stacey Maygard	1,803.00	Sylvie Lamothe	1,800.00
Kate Kiewer	2,402.25	Johanna Tobin	2,077.00	Patricia Stonehouse	1,899.25	Sivakumary Ramesh	1,815.25	Pamela Siemens	1,803.00	Susan Prosser	1,800.00
Rayanne Bugera	2,401.25	Esther Gallop	2,059.25	Claire Kennedy	1,891.25	Joanne Black	1,814.50	Patti Nedow	1,802.75	Brigitte Soucy	1,800.00
Trudy Ledrew	2,401.00	Ava Mendonca	2,049.50	Marilee Cunningham	1,890.75	Deborah Stomphorst	1,812.75	Michelle Currie	1,802.75	Ranie Sekhon	1,800.00
Cinthya Torres	2,401.00	Anne Marie Palumbo	2,045.25	Alicia Swail	1,885.75	Susan Ton	1,812.75	Amy Henderson	1,802.50	Irene Tantengco	1,800.00
Debbie Edgar	2,400.50	Alicia Tompolski	2,023.50	Kimi Labonte	1,884.00	Linda Epp	1,812.00	Heather Ryan	1,802.50	Renu Verma	1,800.00
Ana Maria Guevara	2,400.25	Tassy Lyras	2,016.75	Erika Ross	1,879.00	Kim Peyman	1,810.75	Nahid Alizadeh	1,802.25	Rosalinda Wong	1,800.00
Tracy Breton	2,400.00	Maureen Corrigan	2,012.75	Ruby Aulakh	1,867.25	Renee Zemluk	1,810.75	Ruth Loewen	1,802.25	Carol Heath	1,794.75
Donatella Ciampi	2,400.00	Amy Shang	2,012.00	Sharon Casteel	1,865.25	Chris Slepanski	1,809.25	Karen Thompson	1,801.75	Julie Fiala	1,791.25
Brenda Hajdu	2,400.00	Ashley Devers	2,011.50	Eva Coelho	1,860.50	Glenda Funk	1,809.00	Joleena Cameron	1,801.50	Sasha Bradshaw	1,788.50
Anjali Jensen	2,400.00	Debbie Johnston	2,011.00	M. Dos Anjos Pragara	1,860.00	Mariola Herbasz	1,809.00	Kristina Dics	1,801.50	Gina Hormann	1,786.25
Clara Pynn	2,400.00	Sylvie Pellerin	2,004.75	Jeanne Montague	1,859.00	Gwendolyn Nethercott	1,807.50	Lois Janzen	1,801.50		
Tammy Simpson	2,400.00	Marie-Josée Dugas	2,004.50	Kelly Gervais	1,855.00	Tina Ahmadi-Jorny	1,807.25	Ali Kamal	1,801.50		
Joanne Anderson	2,379.75	Guimar Oldfield	2,002.75	Ellen Hatlevik	1,854.75	Shirley Fung	1,807.25	Nimo Abdulle	1,801.25		
Lynn Hubley	2,308.25	Monica Hunt	2,000.50	Connie Turner	1,848.25	Manon Longpre	1,807.00	Wendy Baron	1,801.25		

Independent Sales Directors in the Limelight/Directrices des ventes indépendantes sous les projecteurs

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in February. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en février, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$7,294.88	Susan Bannister	\$4,099.70	Shirley Austin	\$3,000.57	Alex Quinn	\$2,703.56	Paulette Nimco	\$2,341.90	Christine Ransom	\$2,153.02
Harpreet Dhaliwal	6,913.24	Louise Boulanger	4,032.82	Gladys MacIntyre	2,998.56	Lucie Beaugregard	2,667.28	France Legare	2,335.20	Joanne Ward	2,152.87
E. Ramanauskas	6,558.56	Joyce Harnett	3,981.07	Mychele Guimond	2,976.52	Carol Heath	2,651.55	Kathy Whitley	2,334.32	Jacqueline Cullen	2,149.63
Sharon Coburn	6,480.81	W. Groenewegen	3,974.24	Heather Cook	2,971.09	Kathryn Milner	2,641.80	Dierdre McKay	2,330.16	Judi Todd	2,148.90
Shannon Shaffer	6,467.47	Guylaine Dufour	3,924.34	Fran Sorobey	2,971.04	Lorraine McCabe	2,637.47	Johanne Girard	2,329.80	Barbara Berven	2,121.35
Shelley Recoskie	6,292.24	Phyllis Hansford	3,916.62	Ming Tsang	2,942.92	Marie York	2,627.59	Pamela Tucker	2,321.46	Alicia Plosz	2,119.76
Nathalie Delisle	6,143.74	Mary Davies	3,821.52	Elaine Sicotte	2,932.92	Colleen Hendrickson	2,612.47	Joan Knight	2,301.07	Catherine Chapman	2,119.68
Harsimran Saini	6,114.96	Joyce Goff	3,679.48	Yasmin Manamperi	2,923.07	Kyla Buhler	2,598.25	Bev Krueger	2,300.46	Cicily Brewer	2,085.60
Angela Hargreaves	5,901.53	Michelle Gilbert	3,567.93	Louise McCann	2,916.53	Sonia Janelle	2,589.13	Cheryl Page	2,299.23	Linda Gingrich	2,080.66
Mireille Morin	5,673.42	Donna Izen	3,537.75	Randhir Singh	2,906.80	Mandy Meisner	2,587.23	Lauren Miller	2,296.83	Judy Toupin	2,076.26
Claribel Avery	5,561.94	Joan Elliott	3,524.35	Ginette Desforges	2,878.62	Karen Simpson	2,573.06	Darla Lutwidge	2,288.71	Michelle Currie	2,071.66
Eve Raymond	5,338.55	Marilyn Bodie	3,497.84	L. Chamberlain	2,855.12	Sara Roberts	2,565.26	Liz Wodham	2,280.64	Alice Wong	2,070.00
Rajinder Rai	5,292.46	Diane Burness	3,361.79	Ishali Mulchandani	2,852.39	Louisa Hoddinott	2,551.43	Deanna Pease	2,277.05	Joanne Manol	2,067.85
Jasbir Sandhu	5,249.05	Elaine Fry	3,331.37	Sophie Audet	2,847.16	Debbie McLaughlin	2,537.19	Janice Appleby	2,267.47	Bev Harris	2,060.51
Guylaine Comeau	5,161.07	Isabelle Meunier	3,329.52	Jane Arsenaault	2,838.45	Wendy-Lynn Jones	2,535.92	Marlene Bridgman	2,265.18	Kimberley Shankel	2,042.45
Shirley Fequet	4,970.85	Heidi McGuigan	3,320.32	Rebecca Irving	2,829.88	Elizabeth Farris	2,503.81	Barb McKellar	2,239.22	Maureen Corrigan	2,023.08
Rita Samms	4,969.65	M. Pangan-Dutkoski	3,292.50	Pamela Kanderka	2,826.09	Vaun Gramatovich	2,477.17	Lisa Craig	2,225.20	Shelley Haslett	2,006.49
R. Courneya-Roblin	4,807.01	Barbara Bond	3,288.66	Barbara Craig	2,823.22	Teresa Ho	2,463.87	Louise Desy	2,217.12	Luisa Rallo	2,005.51
Tamara Swatske	4,557.82	Giselle Marmus	3,288.51	Debbie Ryan King	2,820.86	Judy Bycock	2,436.24	Frances Fletcher	2,200.03		
Donna Matthews	4,376.15	Mandeep Bambragh	3,122.92	Janet Richardson	2,730.04	Pam Hill	2,417.23	Cathy Webster	2,198.59		
Shirley Peterson	4,362.38	Donna Melnychyn	3,104.55	Jennifer Levers	2,720.37	Chantal St-Denis	2,395.78	Georgie Anderson	2,172.74		
Gaylene Gillander	4,188.73	Alexis Glabus	3,049.25	Harpreet Aujla	2,717.41	Gwen Groves	2,373.48	Judith Richardson	2,170.79		

Scoreboard/Tableau des résultats

Listed below is the ranking of all Canadian units with \$20,000 or more in estimated retail sales in February based on wholesale purchases. / Groupes canadiens ayant totalisé en février des ventes au détail estimées de 20 000 \$ ou plus, d'après leurs commandes en gros.

Shelley Recoskie	\$48,633.00	Guylaine Comeau	\$36,045.00	Shirley Peterson	\$30,622.50	Giselle Marmus	\$25,977.00	Fran Sorobey	\$23,122.50	Sophie Audet	\$20,725.50
Shannon Shaffer	47,173.00	Louise Boulanger	35,889.50	Guylaine Dufour	29,010.00	Isabelle Meunier	25,928.00	L. Chamberlain	22,386.50	Ming Tsang	20,684.00
Nathalie Delisle	45,080.00	Tamara Swatske	35,323.50	Mireille Morin	28,423.50	Rebecca Irving	25,075.00	I. Mulchandani	22,329.50	Colleen Hendrickson	20,585.00
Harsimran Saini	44,730.50	R. Courneya-Roblin	34,375.50	Phyllis Hansford	28,258.00	Mandeep Bambragh	24,968.00	Pam Hill	21,803.50	Elaine Fry	20,567.50
Angela Hargreaves	43,398.50	Harpreet Dhaliwal	34,074.50	Alexis Glabus	26,911.50	Louise McCann	24,689.50	Lorraine McCabe	21,761.50	France Legare	20,541.50
Eve Raymond	42,131.50	Gaylene Gillander	32,979.00	Mary Davies	26,809.00	M. Pangan-Dutkoski	24,500.00	Randhir Singh	21,643.00	Kathy Whitley	20,528.00
Josée D'Anjou	40,896.00	Susan Bannister	32,425.50	Jasbir Sandhu	26,609.00	Michelle Gilbert	24,432.50	Chantal St-Denis	21,473.50	Wendy-Lynn Jones	20,519.50
E. Ramanauskas	40,015.50	Claribel Avery	32,425.00	Joan Elliott	26,528.50	Marilyn Bodie	24,176.50	Jennifer Levers	21,390.00	Johanne Girard	20,458.50
Shirley Fequet	38,007.50	Joyce Harnett	32,016.50	Heidi McGuigan	26,466.50	Rajinder Rai	23,987.50	Debbie McLaughlin	21,186.50	Donna Melnychyn	20,069.00
Rita Samms	37,122.00	Joyce Goff	31,958.50	Donna Matthews	26,252.00	Kathryn Milner	23,720.00	Lucie Beaugregard	21,035.00	Elaine Sicotte	20,051.50
Sharon Coburn	36,952.00	W. Groenewegen	30,828.00	Diane Burness	26,155.00	Jane Arsenaault	23,660.50	Gwen Groves	21,005.50	Bev Krueger	20,007.00

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS, QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES, POUR POUVOIR PROFITER DES COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENUE PENDANT CE MÊME MOIS. EN 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'AMÉRIQUE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Top Recruiting Units/Meilleurs groupes en recrutement

Listed below are the top recruiting units with signed Independent Beauty Consultant Agreements for February. / D'après les Accords de la Conseillère en soins beauté indépendante signés en février.

Manitoba – Angela Hargreaves
 Québec – Eve Raymond
 Ontario – Harsimran Saini
 Alberta – Marietta Pangan-Dutkoski

Ontario – Joan Elliott
 British Columbia/Colombie-Britannique – Alexis Glabus
 Ontario – Rita Samms
 Québec – Guylaine Comeau

Saskatchewan – Joyce Harnett
 Alberta – Nataliya Bogdan-Savvitska

Provincial Sales Queens/Reines des ventes provinciales

Listed below are the top purchases of wholesale Section 1 product orders during the month of February. / D'après les commandes en gros les plus élevées de la Section 1 en février.

Alberta – Gail Hennig
 British Columbia/Colombie-Britannique – Tonja Whitehouse
 Manitoba – Heidi Kokke
 New Brunswick/Nouveau-Brunswick – J. Lisa Pallen
 Newfoundland & Labrador/Terre-Neuve-et-Labrador – Myra Francis

Nova Scotia/Nouvelle-Écosse – Lorna Randall
 Nunavut – Claire Kennedy
 Northwest Territories/Territoires du Nord-Ouest – Tracy Breton
 Ontario – Shelley Recoskie
 Prince Edward Island/Île-du-Prince-Édouard – Barbara Sinden

Québec – Stephanie Champagne
 Saskatchewan – Sarah Dumas
 Yukon – Sarah Charlie

12% Club/Club 12 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose 12 percent cheque exceeded \$500 for the month of February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en février.

Michelle Gilbert	\$1,638.12	Emily Chambers	\$875.85	Bev Krueger	\$701.85	Donna Melnychyn	\$626.88	Yasmin Manamperi	\$571.83	Sharon Casteel	\$526.77
Guylaine Comeau	1,359.66	Diane Burness	851.19	Shannon Shaffer	700.59	Mona Hood	625.62	Chantal Rivard	568.77	Alex Quinn	520.92
Shirley Fequet	1,330.77	Fran Sorobey	842.52	Giselle Marmus	698.31	Louise Fortin	607.86	Paulette Nimco	567.84	Patricia Monforton	520.02
Claribel Avery	1,319.55	Liz Wodham	818.07	Harsimran Saini	698.19	Fay Hoiness	601.02	Gladys MacIntyre	563.37	Joyce Goff	515.16
Mandeep Bambrab	1,226.79	Mildred Hiebert	803.79	Lindsay Lewis	697.77	Angela Tremblay	600.78	Deb Wynn	563.34	Randhir Singh	513.51
Shelley Recoskie	1,191.27	Harpreet Dhaliwal	801.24	Shannon Cameron	696.12	Marilyn Thiessen	598.26	Susan Richardson	560.64	Melissa Bongalis	511.80
Kyla Buhler	1,190.61	Marie York	792.81	Barbara Bond	693.00	Johanna Tobin	595.95	Michele Gustafson	558.63	Debbi Levy Kay	511.77
Guylaine Dufour	1,165.83	Vaun Gramatovich	769.32	Sara Roberts	691.32	Alexis Glabus	592.29	Karen Shapka	558.51	Anna Leblanc	509.37
E. Ramanauskas	1,119.30	Christina Doracin	755.79	Marjorie Hunt-Platt	689.91	Luisa Rallo	591.66	Kimberley Boudreau	558.18	Bev Harris	508.80
Sharon Coburn	1,031.04	Marlene Bridgman	736.65	Malinda Byrne	687.00	Colleen Hendrickson	584.13	Sonia Janelle	554.82	Maureen Vincent	506.28
Barbara Craig	958.53	Barbara Berven	721.23	Lisa Craig	671.73	France Grenier	581.76	Marcelyn Querino	553.98	Chrissy Novak	506.25
Angela Hargreaves	948.75	Judi Todd	720.72	Claudine Pouliot	661.59	Gwen Groves	580.53	Sheena Murphy	547.95	Helene Drolet	503.82
Jasbir Sandhu	943.62	Rita Samms	718.26	Kathy Whitley	659.97	Donna Witt	578.79	Pam Hill	532.08		
Cheryl Page	933.90	Tamara Swatske	713.01	Sharon Keenan	659.55	Mychele Guimond	576.21	Raj Saini	531.99		
Pam Behnke-Van Hoof	902.10	Joan Knight	706.95	Balbir Singh	650.19	Jennifer Levers	575.73	Manjit Saini	528.60		

8% Club/Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight percent cheque exceeded \$250 for the month of February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en février.

Mary Humber	\$485.76	Kitty Babcock	\$389.48	Dianne Cooper	\$342.80	Sherri Schilling	\$288.46	Suhad Al-Saati	\$273.02	Karen Simpson	\$262.32
Mary Ogunyemi	472.88	Karen McNulty	385.16	Janice Appleby	330.68	Ginette Desforges	282.50	Sharon Stewart	272.44	Sharlene Bukurak	260.50
Debbie McLaughlin	454.96	Pamela Kanderka	382.46	Shawna Mallette	329.90	Sarah Kearney	279.68	Tana Letkeman	270.06	Diana Espenhain	260.48
Maya Donos	426.32	Sheila Vadil	379.34	Linda Gobeil	324.80	Becky Lawrence	278.56	Jenny Foran	269.38	Deborah Prychidny	253.02
Charlene Blackstar	417.54	Chantal St-Denis	357.82	Sandra Neufeld	308.92	Corinne Misko	277.92	Lynn Brady	267.54		
Helen Lupena-Sabourin	415.18	Angela Fedorchuk	348.94	Bonnie Davies	290.84	Deborah Stomphorst	275.08	Larisa Day	263.52		
M. Pangan-Dutkoski	407.76	Sharon Kolenc	347.14	Sylvie Pellerin	288.70	Elaine Wilson	274.42	Kathy Quilty	263.36		

4% Club/Club 4 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose four percent cheque exceeded \$75 for the month of February. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en février.

Jennifer Gilfillan	\$156.87	Krista Vryenhoek	\$128.43	Esther Cardin	\$116.95	Isabelle Lavigne	\$96.09	Adrienne Jackson	\$87.54	Sukhvinder Rai	\$80.26
Sophie Rodrigue	154.74	Reina Mendoza	128.11	Debbie Johnston	114.52	Judith Pereira	96.06	Kimberley MacBride	86.98	Isabelle Perreault	80.18
Melanie Buitendyk	153.52	Michelle Price	123.57	Monica Hunt	106.69	Carolyn Hackett	96.04	Jocelyne Morissette	86.32	Monique Bard	78.69
Rosanne Daly	153.17	Manjit Sahsi	121.41	Kitty Choi	105.41	Rita Weagle	96.02	Mary-Jane Lightfoot	86.30	Marianne Pichette	78.08
Marguerite MacDonald	146.28	Anne-Marie Crytes	121.36	Lisa Dennis	101.57	Angelica Baeza	96.01	Kimberly Lazorko	86.05	Joy Hoskin	76.69
Aline Carriers	144.13	Melanie Lajoie	120.56	Marge Dickson	99.36	Darlene Demkey	96.00	Elisa Fantillo	86.03	M. Marchessault	76.15
Susan Haselhan	139.56	Marie Huggard	120.04	M-C Beauchemin	98.95	Pat Suchlandt	96.00	Cecilia Pacheco	84.94	Judy Patey	75.97
Stephanie Keats	136.87	Ida Swartz	120.01	Christine Legendre	97.33	April Williams	95.97	Gordana Mandic	83.14	Liliane David	75.75
Sharon Howe	131.39	Belinda Dunlop	120.00	Heather Walker	96.99	Jennifer Gilmer	95.19	Micheline Racicot	81.81	Sheila Thornton	75.16
Anatolia Chinoputsa	130.66	Lisa Knelsen	120.00	Deborah Gale	96.48	Aline Boutet	93.03	Lois Renshaw	80.47		
Freba Jones	129.20	France Mimeault	119.44	Cheryl Tall	96.12	Leanne Koopman	91.09	Danielle Petherbridge	80.46		

Gold Medal/Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of February. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en février.

GISELLE MARMUS Director/Directrice	GUYLAINE COMEAU Director/Directrice	ANGELA HARGREAVES Director/Directrice	BALBIR SINGH Harsimran Saini	DEBBIE JOHNSTON Deb Wynn
BARBARA BERVEN Director/Directrice	CLARIBEL AVERY Director/Directrice	CHARLENE BLACKSTAR Deanna Pease	GERALDINE BURKE Rita Samms	MARIETTA PANGAN-DUTKOSKI Director/Directrice
LISA CRAIG Director/Directrice	MICHELLE GILBERT Director/Directrice	CARON MAGEE Wanda Groenewegen	EMILY CHAMBERS Joyce Harnett	DONNA SPADA Alexis Glabus
JASBIR SANDHU Director/Directrice	NATALIYA BOGDAN-SAVVITSKA Director/Directrice	KIM PENZHORN Lynda Hiebert	MONA HOOD Joan Elliott	

Silver Medal/Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of February. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en février.

SHELLEY RECOSKIE Director/Directrice	MYCHELE GUIMOND Director/Directrice	MARTINE CAERDINAEL Nathalie Delisle	GLENDA FUNK Leanne Chamberlain	MARILYN MARTINOOK Angela Hargreaves
ALEX QUINN Director/Directrice	BONNY MCCOMB Director/Directrice	AIMEE CLARK Darla Lutwick	CHANTAL ISSEL Brenda Summach	HEATHER OLDENBURG Darlene Bakker
HARSIMRAN SAINI Director/Directrice	MELISSA BONGALIS Alexis Glabus	SAVINDER DHALIWAL Harpreet Aujla	LUCIE LEVEILLEE Josée D'Anjou	

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2007, THERE WERE MORE THAN 31,891 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,795 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 49% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 659 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,500 TO IN EXCESS OF \$100,000. OF THE 25 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 68% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Bronze Medal/Médailles de bronze

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of three new team members during the month of February. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en février.

CHERYL NEUMAN
Director/Directrice
LOUISA HODDINOTT
Director/Directrice
JULIET CREAMY
Director/Directrice
SHELLEY MEHLING
Director/Directrice
MARY OGUNYEMI
Director/Directrice
VAUN GRAMATOVICH
Director/Directrice
SHANNON SHAFFER
Director/Directrice
YASMIN MANAMPERI
Director/Directrice
ALYCE PARKES
Director/Directrice
HARPREET DHALIWAL
Director/Directrice
ROBIN COURNEYA-ROBLIN
Director/Directrice

MANDEEP BAMBRAH
Director/Directrice
DIANE BURNES
Director/Directrice
PAMELA KANDERKA
Director/Directrice
DEBBI LEVY KAY
Director/Directrice
KATHRYN MILNER
Director/Directrice
JOY NICAVERA
Director/Directrice
TINA DRAKE
Director/Directrice
GUYLAINE DUFOUR
Director/Directrice
MARY-LOU HILL
Director/Directrice
CELSA PASMO
Director/Directrice
LUISA RALLO
Director/Directrice

RANDHIR SINGH
Director/Directrice
C. TONER-DESJARDINS
Director/Directrice
ANGELA TREMBLAY
Director/Directrice
EMILY CORNELIS
Director/Directrice
KELLI ELKADRI
Director/Directrice
RENEE JOHNSON
Joyce Goff
DEBBIE PARSONS
Director/Directrice
PATRICIA SNACHE
Director/Directrice
DENISE YOUNG
Director/Directrice
FRANCA GERARDELLI
Director/Directrice
DIANE GHOG
Director/Directrice

JOELINE JEAN-CLAUDE
Director/Directrice
CLARITA BARILLA
Marietta Pangan-Dutkoski
ALICE BIRTCH
Bonny McComb
ANNATOLIA CHINOPUTSA
Robin Courneya-Roblin
HELENE DROLET
France Legare
CLAUDIA DURAND
Tamara Swatske
LOUISE FORTIN
Lucie Beaugregard
KATIE GIBSON
Kelli Elkadri
RAJWINDER GILL
Randhir Singh
STEPHANIE GRANT
Darla Lutwick

TESSA GRANT
Jill Ashmore
FRANCE GRENIER
Eve Raymond
SANDRA JEFFRIES
Bev Krueger
CLAIRE JONES
Shireen Spencer
RENEE LAVOIE
Sophie Audet
HEATHER LEVAC
Doreen Burggraf
LINDSAY LEWIS
Angela Hargreaves
M MARCHESSAULT
Eve Raymond
LYNDA MCDOWELL
Evelyn Ramanauskas
REINA MENDOZA
Eve Raymond
JUDITH PEREIRA
Marie York

HELENE PLEAU
Audrey Ehalt
SUHVINDER RAI
Kavita Seth
BRIGITTE RAYMOND
Eve Raymond
BARB REVELLE
Rita Samms
CHANTAL RIVARD
Johanne Girard
CATHERINE ROBERTS
Joanne Johnston
MANJIT SAHSI
Inderjit Sekhon
CHERYL TALL
Fran McLaren
MARILYN THIESSEN
Joyce Harnett

New Team Leaders/Nouveaux chefs d'équipe

These Independent Beauty Consultants added their fifth or more active team member during the month of February. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 5^e membre actif ou plus en février.

CHANTAL BISAILLON
Louise Boulanger
MELISSA BONGALIS
Alexis Glabus
SAVINDER DHALIWAL
Harparveen Aujla

STEPHANIE GRANT
Darla Lutwick
RENEE LAVOIE
Sophie Audet
DONNA MACKEY
Robin Courneya-Roblin

DONNA SPADA
Alexis Glabus
DEBORAH STOMPHORST
Gwen Groves
SARMITE SURGEONER
Donna Matthews

TERRI-LYNN THOMPSON
Jacqueline Cullen
SHEILA VADIL
My Ciafaloni
DANIELLE VIENS
Josée D'Anjou

NATALIE ZITTING
Charmaine Lacoursiere

New Star Recruiters/Nouvelles recruteuses étoiles

These Independent Beauty Consultants added their third or more active team member during the month of February. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 3^e membre actif ou plus en février.

ASHLEY ALAIN
Angie Fryer
CLARITA BARILLA
Marietta Pangan-Dutkoski
JO-ANNE BECHTEL
Lenore Oughton
ALICE BIRTCH
Bonny McComb
KYLA BOEHM
Michelle Gilbert
FATIMA BOTELHO
Sherry Anania
MIRIAM CHAVARRIA
Giovanna Russo
ANNATOLIA CHINOPUTSA
Marietta Pangan-Dutkoski

KITTY CHOI
Alice Wong
JOHANNE COUDE
Guyline Comeau
ANNE-MARIE CRYTES
Mireille Morin
JENNIFER FRANKS
Deidre Guy
GLENDA FUNK
Leanne Chamberlain
DANA GENG
Carolyn Nofall
KATIE GIBSON
Kelli Elkadri
DEBBY GOLDRICK
Patti Jeske

ANGELA GYAMFI
Anne Austin
HAYLEE HARGREAVES
Angela Hargreaves
SANDRA JEFFRIES
Bev Krueger
CAROL JESSA
Dana Welch
DEBBIE JOHNSTON
Deb Wynn
CLAIRE JONES
Shireen Spencer
FREBA JONES
Ishali Mulchandani
STEPHANIE KEATS
Carolyn Nofall

HELENA KLASSEN
Shannon Shaffer
PAT LANTHIER
Linda Feldman
LORI MELITZER
Mary Hussey
REINA MENDOZA
Eve Raymond
FRANCE MIMAEULT
Isabelle Meunier
JEANNE MONTAGUE
Jenny Foran
JOCELYN ODDO
Chris Miller
JUDITH PEREIRA
Marie York

SARAH PERRY
Doreen Burggraf
SUHVINDER RAI
Kavita Seth
BRIGITTE RAYMOND
Eve Raymond
MARY REID
Barb McKellar
CATHERINE ROBERTS
Joanne Johnston
CATHERINE ROBERTSON
Debbie Bauer
DONNA ROBINS
Diane Ghog
MANJIT SAHSI
Inderjit Sekhon

CATHY SMOCKUM
Linda Gingrich
SHELLEEN STRINGFELLOW
Sherrilyn Poulton
LORRAINE TURCOTTE
Giselle Marmus
MELANIE WADE
Sharon Wolthers
JANE ZIELKE
Angie Nikolychuk

Independent Sales Director Grand Achievers/Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of February to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Directrices des ventes indépendantes qualifiées en février pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.

Debbie Kay
Bev Krueger

Marietta Pangan-Dutkoski
Cathy Webster

Independent Beauty Consultant Grand Achievers/Conseillères en soins de beauté indépendantes Grandes Gagnantes

These Independent Beauty Consultants qualified during the month of February to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en février pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.

Elaine Erhart
Louise Fortin
Marjorie Hunt-Platt
Kim Penzhorn

Chantal Rivard
Manjit Saini
Balbir Singh

Dean's List Achiever/La liste des meilleures performances

The following Independent Sales Director made the Mary Kay Dean's List by achieving the Mary Kay Honor Society as the top unit with the highest adjusted unit wholesale production of her debut class and have a unit size of at least 50 during her debut quarter. / La Directrice des ventes indépendante suivante a accédé à la Liste des meilleures performances Mary Kay en réalisant la plus haute production de groupe nette ajustée de la Société d'honneur Mary Kay dans la classe de ses débuts et en ayant une taille de groupe de 50 ou plus le trimestre de ses débuts.



MANPREET SANDHU
National Area/Famille nationale : Heather Armstrong
Debut Date/Débuts : January 2007/Janvier 2007

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2007, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 31 891 MEMBRES. PARMI LES 4 795 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 49 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 659 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 500 \$ À PLUS DE 100 000 \$. PARMI LES 25 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 68 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.



it's in the bag!

MARCH 1ST – JUNE 30TH, 2008

There's never been a better time to share the Mary Kay opportunity, unlock your dreams *and* move up the career path – all the while earning wonderful rewards and recognition! And what better way to celebrate your success than by earning an invitation to the special rally at Seminar 2008 and a super-chic new accessory!

EARN AN INVITATION!

- **Independent Beauty Consultants:** Add at least one (1) new recruit who submits a minimum \$200 in wholesale Section 1 orders during the promotion period.
- **Independent Sales Directors:** Add three (3) or more qualified* recruits during the promotion period.

EARN A SUPER-CHIC HANDBAG!

- **Independent Beauty Consultants:** Add at least two (2) qualified* recruits during the promotion period and you'll earn the stylish handbag pictured here – plus additional Seminar recognition!
- **Independent Sales Directors:** Add three (3) or more qualified* recruits during the promotion period and you'll earn a *special-edition* Independent Sales Director brown patent handbag (not shown) – plus additional Seminar recognition!

It'll be a Seminar party unlike any other – and we want to see you there! And to learn how you can earn even more rewards and recognition during the *It's In The Bag!* promotion, check out *Contests & Rewards* on the MKOC! 

*For the purposes of this promotion, a qualified team member must submit their Independent Beauty Consultant Agreement and a minimum \$600 wholesale Section 1 order by June 30th, 2008.



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