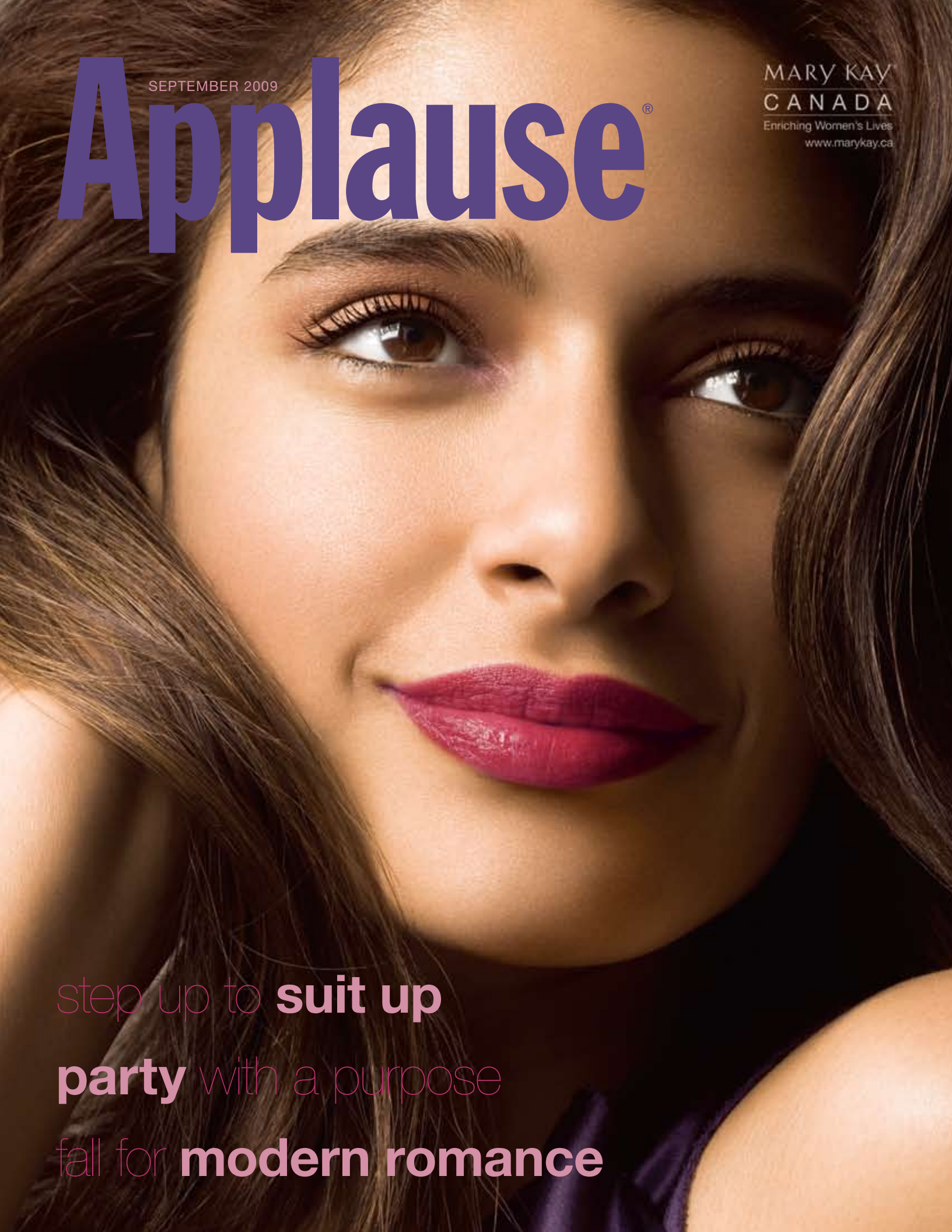




Applause[®]

SEPTEMBER 2009

MARY KAY
CANADA
Enriching Women's Lives
www.marykay.ca

step up to **suit up**

party with a purpose

fall for **modern romance**

september 2009 ordering bonus

mary kay® knot just for necks set

by Marijana Klapcic



FREE with a \$600 wholesale Section 1 order!

We've added a fashion forward twist to a classic accessory – the scarf! This month's Mary Kay® *Knot Just for Necks Set* will have you wrapped up in versatile looks, ranging from a hair accessory to a belt to a halter – and of course, the classic neck knot.

Designed exclusively for Mary Kay Canada, these bold, branded Mary Kay “graffiti” patterned scarves feature Mary Kay Ash's famous signature in a neutral colour palette to coordinate with endless outfits and every season. It's a super-stylish way to advertise your Mary Kay business!

And to add to the scarves' versatility, they come in two unique sizes: a square measuring 35" x 35" and an oblong measuring 60" x 10".

There's even a silver scarf ring for additional wearing options. Plus, don't miss our instructions for trendy tying tips (included) with fun, fashionable, casual and formal ways to wear each scarf – there's a style for every age and occasion!



MARY KAY® KNOT JUST FOR NECKS SET*

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

*You can earn the Mary Kay® Knot Just for Necks Set when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of September. The higher your order, the more bonuses you'll earn, to a maximum of three. Orders must be received between September 1st and 30th, 2009. Bonus will be applied to your first qualifying order in the month only and is available while supplies last. We reserve the right to provide a bonus substitute at equal or greater value.

dates to remember september

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

7: Labour Day – Mississauga and Montréal offices closed.

Preferred Customer Program – Fall/Holiday 2009 issue of *The Look* begins mailing.

13: Happy Anniversary! Celebrate Mary Kay Canada's 31st anniversary today.

15: Preferred Customer Program – Last day to enrol customers to receive the *Fall Fantasies* Optional Mailer Postcard.

Last day for customers to take advantage of the Mary Kay® Mini Mineral Eye Color Quad gift with purchase.

16: Fall/Holiday 2009 product promotion begins. Check out www.marykay.ca and your **Mary Kay® Personal Web Site** to see what's new!

20: September 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 Time to count toward September production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward September production.

on the cover

Jessica is wearing new limited-edition **Mary Kay® Loose Eye Shadow** in Cashmere and Pink Organza; new limited-edition **Mary Kay® Mineral Cheek Color Palette** in Soft Sable; and limited-edition **Beauty That Counts™ Lipstick** in Pink Passion – all from the Mary Kay® Colour Collection.

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MARY KAY COSMETICS LTD. IS A MEMBER OF THE DIRECT SELLERS ASSOCIATION (DSA) AND THE CANADIAN COSMETIC, TOILETRY AND FRAGRANCE ASSOCIATION (CCTFA).

APPLAUSE® MAGAZINE IS A JOINT PROJECT BETWEEN MARY KAY COSMETICS LTD. (CANADA) AND MARY KAY INC. (USA).

CANADIAN POSTAL AGREEMENT NUMBER: 40069444
PRINTED IN CANADA.



RAY PATRICK, PRESIDENT
MARY KAY COSMETICS LTD.

from the president

dear mary kay family,

Here at the Mary Kay Cosmetics Ltd. corporate office, we're still riding the wave of *Shine On!* Seminar 2009 as we get set for September, a new season and a new Seminar year.

As we announced at Seminar in July, we're excited about participating in our global objective to achieve the "5 by 50" goal – that is, meet the \$5 billion (USD) wholesale sales goal by the Company's 50th anniversary and Mary Kay Canada's 35th anniversary in 2013.

While Mary Kay markets around the world will collaborate to achieve this audacious global goal, here in Canada we've set our own 13% growth goal to ensure we're a major contributor to this achievement.

Canada has always been recognized as a leading market in the Mary Kay world – and I'm confident that once again we will "shine on".

We're also pursuing several other initiatives to help you in your Mary Kay career, including independent sales force education, developing programs to promote upward career path movement, increasing brand awareness, considerations and trialists and reaching out to our ethnic markets. By working together and focusing on these initiatives, I truly believe we're entering a Seminar year during which we will enjoy a return to great growth in our business.

Warmest regards,



find *Applause*® magazine extras online!

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



Find it online: [MKOC > Resources > Publications](#)

PAGE 7

give the perfect gift

You have something unique for everyone on your customer's holiday list.



PAGE 10

preferred customer program

Online enrolment enhancements make it easier than ever to participate in the Preferred Customer Program.



PAGE 20

mary kay in the media

Learn how we're generating media buzz for Mary Kay® must-haves!



romance is in the air

Capture this fall's trends with shades of modern romance – a timeless, romantic fusion of past and present.

Available in two shade collections (Silk Nectar and Soft Sable), each limited-edition Mary Kay® *Romantic Notions* Set includes one cheek colour palette, two loose eye shadows, one lip gloss and a **FREE trend-inspired, pink lace-covered cosmetic bag**.

Romantic Notions Set*, \$54 each



SOFT SABLE (BEIGE/BRONZE SKIN TONES)

Mary Kay® NouriShine® Lip Gloss in Bronze Bliss
Mary Kay® Mineral Cheek Color Palette in Soft Sable
Mary Kay® Loose Eye Shadow in Cashmere and Lilac Lace



SILK NECTAR (IVORY/BEIGE SKIN TONES)

Mary Kay® NouriShine® Lip Gloss in Fancy Nancy
Mary Kay® Mineral Cheek Color Palette in Silk Nectar
Mary Kay® Loose Eye Shadow in Cashmere and Pink Organza

blushing cheeks

Cheeks will blush romantic with this enchanting trio of shades that can be swirled together to create a natural look. The vitamin-enriched mineral formula provides stay-true colour and a silky feel. Plus, each **Mary Kay® Mineral Cheek Color Palette** was designed to easily nestle in the **Mary Kay® Compact**.

irresistible lips

Two new lip gloss shades give lips a sultry sparkle! **Bronze Bliss** and **Fancy Nancy** offer the vitamin-enriched, super-light formula that smoothes, softens and never feels sticky. Available as part of the limited-edition *Romantic Notions* Set.



alluring eyes

All attention focuses on eyes with these romantic new shades! Each limited-edition **Mary Kay® Loose Eye Shadow** features a built-in applicator wand for easy, mess-free application in three shimmery shades designed for all skin tones. Simply swipe them on for pretty peepers reflecting this fall's romantic look.



customize your colour

Style, flexibility and **control** unite in two contemporary compacts that have become Mary Kay® makeup sensations. Large or small, they make a perfect gift for any woman who appreciates unlimited options.

Mary Kay® Compact, \$22 (unfilled)

Mary Kay® Compact Pro™, \$40 (unfilled)

tips for selling colour

- Encourage your customers to experiment to find just the right colour options using the **Mary Kay® Virtual Makeover on www.marykay.ca or your Mary Kay® Personal Web Site.** This online, interactive colour playground allows them to choose from makeup artist looks and create their own colour combinations.
- Five **Color Cards** provide easy sampling opportunities and a quick way for guests to apply colour at a party or skin care class. Choose from Reds, Metals, Pinks, Chocolates and Berries. You can hand them out on the go and place in orders!
- Samplers of all Mary Kay® Mineral Eye Colors, Cheek Colors, Bronzing Powders, Highlighting Powders, plus Mary Kay® Creme Lipsticks and Mary Kay® NouriShine® Lip Glosses, are available on Section 2 of the Independent Beauty Consultant Order Form. **Tuck samplers into the Sample Anything! Card** (\$3/pack of 10) for a professional sampler presentation.
- Each season, **makeup artist looks featured in The Look, on your Mary Kay® Personal Web Site and on www.marykay.ca** offer your customers professional looks they can recreate on their own with easy-to-follow application tips that will help them become colour confident.



make a difference

You and your customers can join Mary Kay in its effort to change the lives of women and children around the world through purchases of *Beauty That Counts*™ Mary Kay® Creme Lipstick. In Canada, **\$1 from each sale of *Beauty That Counts*™ Lipstick in limited-edition Pink Passion and in regular-line Gingerbread will be donated to the Canadian Mary Kay Ash Charitable Foundation** to support its efforts to assist women living with cancer and survivors of domestic violence. Help make a difference!

***Beauty That Counts*™ Mary Kay® Creme Lipstick**
\$16.50 each



roll up sales

Here's a new way to roll up skin care and colour sales!

Now available on Section

1 for \$40 suggested retail, your customers can purchase the stylish Travel Roll-Up Bag to sort and store their Mary Kay® must-haves. And now that this independent sales force fave is available to consumers, all purchases of the Travel Roll-Up Bag will count toward your commissions and contest credit.



Travel Roll-Up Bag, \$40

mix and match fragrance

Make the holidays sweeter than ever with Mary Kay's top-selling women's fragrances – Belara® Eau de Parfum and Bella Belara™ Eau de Parfum. Now your customers can create luxurious mix and match fragrance sets that meet their individual style and budget!

1 Choose A Fragrance

Bella Belara™ Eau de Parfum

The #1 selling Mary Kay fragrance around the world, this exuberant floral fruity fragrance captivates immediately with a delectable medley of apricot and red nectarine. At its heart, dew-covered rose petals and Moroccan jasmine unfold, while a delightful mix of creamy blond woods and cool moss linger.

Belara® Eau de Parfum

In this musky floral fragrance, top notes like San Joaquin fig, wild bilberry and opal lotus flower are perfectly accented by Southern Indian tuberose, milky sandalwood and cotton musk.



2 Choose Your Forms

Solid Compacts*

\$25 each

Creamy to the touch, these fragrance solids apply to the skin like a powder and impart a subtle shimmer to the skin.

Bella Belara™ or Belara® Eau de Parfum

\$55 each

Body Lotion*

\$22 each

A luxurious body lotion in a flip-top cap tube that hydrates the skin and leaves it smelling divine.

Shimmeriffic Body Powder*

\$25 each

This luxurious powder is packaged in a shaker canister and applies with a plush powder puff, kissing skin with a soft fragrance while adding subtle silver shimmer.



free bag with purchase!

Get a coordinating fabric gift bag free* with the purchase of any two different limited-edition ancillaries from the same fragrance family.

give the perfect gift

Gift giving is a pleasure this holiday season! With personal gifts for women and men, you have something unique for everyone on your customers' holiday list – and all at a great value.



\$20
EACH

Men's Body & Hair Shampoo*

One product does it all! Available in both **Domain®** and **High Intensity®** fragrances, this multi-tasker gives guys a no-fuss way to cleanse and smell great. Pair it with the companion cologne spray for the perfect present.

Mary Kay® Eau de Toilette Fragrance Collection

She'll smell fabulous *and* feel extra-special with any of the **Mary Kay® Eau de Toilette Fragrances (\$30 each)** available in Sparkling Honeysuckle™, Simply Cotton™, Exotic Passionfruit™ and Warm Amber™. For a fragrance layering experience that lasts and lasts, build a gift set that includes a regular-line **body lotion (\$23)**, a limited-edition **shower gel* (\$18)** and a limited-edition **sugar scrub* (\$18)** in the coordinating scent.



FROM
\$18

Mary Kay® Body Care Gift Sets*

Available in **Peppermint Cream™** and **Gingerspice Wishes™**, each set includes a **shower gel** (88 mL) and a **body lotion** (88 mL) to add a hint of the holidays to your body care experience.



\$23
EACH

MKMen™ Grooming Set*

He'll smell as good as he looks with these skin-loving favourites. The **MKMen™ Face Bar** cleans and buffs skin; the **MKMen™ Shave Foam** helps soften the skin and beard; and the **MKMen™ Cooling After-Shave Gel** shields against razor irritation. And all three come in a **FREE grooming bag** for all his essentials.



\$49



\$49

Mary Kay® Women's Miniature Fragrance Collection*

Why choose just one when you can give a selection of scents to suit every mood and occasion? The new limited-edition Women's Miniature Fragrance Collection features mini replica bottles of **all six Mary Kay® Fine Fragrances**. And they come nestled in a beautiful decorative box for the perfect presentation.



romance

inside the
fall/winter 2009 trends

If you love ladylike glamour and you've been hoping styles would turn toward the softer side, Fall/Winter 2009 is the season for rejoicing. Think "sweet" without a sugar-y aftertaste, a fusion of past and present with an emphasis on embellishments.

Celebrate femininity in longer skirts and chunky jewels galore, with splashes of flirty, flouncy and more. Flowerpot hats with tall rounded tops and gloves for day are in again. We're in the mood for gentle lines and modesty makes a comeback. From runways to city sidewalks, demure intersects with nostalgic.

day to night, top to toe

It only takes a few strategically-selected pieces to update your closet for the season. Take a cue from the screen sirens of yesteryear.

By day, stroll your way to success in a retro-inspired, fitted skirt suit like one of Katharine Hepburn's characters, or slip on a classic sheath dress, picture hat and pearls to honour Audrey in *Breakfast at Tiffany's*.

Look for long, exaggerated sleeves and layered fabrics on flowing blouses, choose a classic cardigan in an unexpected shade and find florals as prints and embellishments on key pieces. Waistlines also capture attention with super skinny or ultra-wide belts in patent finishes.

By night, bring out your glamorous side as you sashay in a flowing gown, layers of lacy fabric swirling around you. And one thing hasn't changed: the little black dress is still a must-have (when hasn't it been?). Top either style with layers of jewels and an oversized clutch in jewel-detail, metallic fabric or a vintage shape.

Whichever look you make your own – from business setting to candlelit dinner – allow yourself to express all the women you are. Just remember to have fun. A turban-y twist of a head-scarf or a graceful toss of a wrap can translate today's romantic fashion message into a language all your own.

all about accessories

Embrace your empowered femininity and you'll fall in step with the season.

Accessories reflect a modern take on classic jewels. Pearls are pretty worn as chokers and cuffs, while several long strands can be knotted in the middle. Big, chunky necklaces are restating their worth with layered strands in gemstones, beads, pearls and vintage-coloured metals.

And brooches are bountiful, but don't be afraid to get creative. Cluster several brooches in harmonious colours on hats, gloves, scarves and jackets.





language

shades of the season

And speaking of gems, jewel tones are back. Think sapphires and emeralds with blue, teal and vibrant greens. Black makes a comeback, grey is the new neutral and red adds punch wherever it makes an accessory appearance.

shoes to choose

High drama sets the stage in over-the-knee boots, while the must-have shoe is a strappy, updated Mary Jane. Peep toes are everywhere and look for the classic town shoe in a simple-yet-romantic silhouette that works day or night.

make-up a story

Here are a few Fall/Winter 2009 conversation starters to get things going.

Well-Mannered Beauty

TREND TIP: This season, colour news reflects the well-mannered beauty of another era in shades ranging from pastels to deep and rich hues. These silky shades are ideal on all skin tones. Show your customers how to soften their eyes with watercolour hues, harmonizing with other luminous pastels, or slightly darker shades for a modern approach to a romantic face.

Romantic Notions Set

TREND TIP: Romance doesn't have to take a back seat to value with the limited-edition *Romantic Notions* Set. Available in two shade collections (Silk Nectar and Soft Sable), each set includes one cheek colour palette, two loose eye shadows, one lip gloss and a FREE trend-inspired, pink lace-covered cosmetic bag.

Shimmeriffic® Body Powder in Belara® and Bella Belara™

TREND TIP: What is romance without a pearly glow? This season, skin goes iridescent to cast a soft light on lovely features. Your customers will love knowing they can indulge in a silvery shimmer head to toe and still be a lady!

Fragrance Solid Compacts in Belara® and Bella Belara™

TREND TIP: Your customers can gift themselves with silvery shimmer plus sensational scent when they touch their skin with Bella Belara™ or Belara® fragrances from their limited-edition fragrance solid compact. Feels like a creme but applies like a powder. Yum!



4 Fun Ways To Bring Vintage Glamour Home (On The Cheap)

1. Find a veiled hat, long elegant gloves, a large collar – who knows what fashion find from the past – at thrift stores, estate sales and garage sales. Think girlfriend time and go on a treasure hunt with friends. Better yet, take a few customers along for a lark that builds relationships. Share how Mary Kay® products tie in perfectly with the latest romantic trends, and you'll further establish yourself as their go-to gal. Every good party needs a theme, so "go retro" and consider setting up displays of those thrifty garments from the past that are still a blast!
2. Handy with a needle and thread? Add some new excitement to your existing wardrobe. Lace and ruffles are hot this season. Survey your closet for plain garments begging for a few new frills, then hit your sewing bag or the trims aisle at the fabric store for some girlie touches.
3. Capes are hot, but who says they have to have started life that way? Shop fabric-store remnants for lightweight upholstery material, or convert a secondhand full skirt in felt or wool (cut a vertical slit and throw it around your shoulders with panache). Use your imagination. You can set your own trend!
4. Invite friends and customers over for a "party swap" to get into the fall spirit. Ask everyone to bring a clothing or accessory item they've saved from a previous decade but wouldn't wear again. One person's "old hat" is another's new treasure.

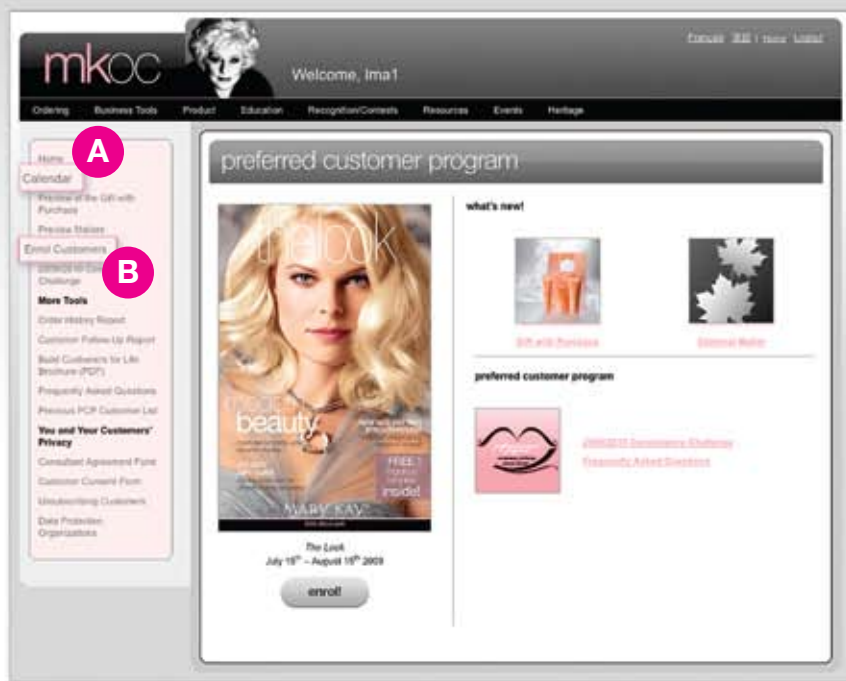
customer service in a click

Have you heard the news? There's a new reason to love the business-boosting, consumer marketing tools available through the Preferred Customer Program (PCP)!

by Bianca Lono and Heather Watterworth

Enrolling your customers has never been easier thanks to an upgraded online enrolment tool rich with features to help you efficiently manage every aspect of your customer information.

Here are just the highlights of the changes we've made – and **our top tips to help you enrol your customers in just a few clicks.**



Preferred Customer Program Home Page

it's a cinch to start

Once you've navigated to the PCP section of the MKOCSM (via the *Business Tools* tab), click the "Calendar" option (A) on the main menu of the PCP home page to view important dates for the current program. Reviewing start and end dates for enrolling customers and placing orders will help you plan for successful sales and service.

Ready to rock and enrol? Just click the "Enrol Customers" link (B) on the sidebar!

customer central

If you're a Mary Kay[®] eMarketing Suite subscriber or a current PCP participant, you're going to love the most significant change to the enrolment process. **Any customers you've entered in your myCustomers database will be automatically added to the PCP Enrol Customers section!**

Plus, you can now **add customers throughout the enrolment period** – which allows you to upgrade new customers to "preferred" customers immediately and avoid the daunting task of entering information for several customers at once!

You'll want to note, however, that **deleting a customer through the PCP enrolment application removes them from both your myCustomers database and your order history records** – so click carefully.



Step 1: Select which customers you want to add to the system.

1. Click the "Add A Customer" link in the top left of the customer maintenance panel.

2. Simply complete the name and postal code fields for your new customer, click "save" and a list of valid addresses will appear.

3. Click on the address that applies to your customer and it will automatically fill in the address fields.

quick clicks

Do you find yourself scrambling to add customers on the final day of the enrolment period? Well, we have two solutions to make even last-minute additions practically painless! First, you can now place **additional** orders for just one customer – *without* having to purchase an additional gift-with-purchase 10-pack. Plus, with the new "Quick Add" customer maintenance feature, you'll save time and typing. Here's how!

1. Click the "Add A Customer" link in the top left of the customer maintenance panel.
2. Simply complete the name and postal code fields for your new customer, click "save" and a list of valid addresses will appear.
3. Click on the address that applies to your customer and it will automatically fill in the address fields.

Just remember to **complete your customer's street number**, as that information is specific to each customer and may not appear with the street address provided by the "Quick Add" tool.

The best part? Using the "Quick Add" feature will help ensure you have the complete mailing address as required by Canada Post – and that means fewer "return to sender" items in your mailbox.

follow-up for fab sales

We know how incredibly useful the PCP Follow-Up Report is – which is exactly why we've upgraded this time-saving tool. Getting in touch with customers via e-mail is easy, now that **we've added clickable customer e-mail addresses to the report**.

And to ensure your Follow-Up Report captures every customer you enrol, the report will be updated twice per program: the month after the enrolment period for *The Look* closes and the month after the enrolment period for the optional mailer closes. This will ensure that any last minute address changes have been captured and you receive the most up-to-date information for your customers.

multiple orders, one shipment, easy payment

Since you now have the opportunity to enrol additional customers throughout the enrolment period, you might be wondering about the shipping process for your gift-with-purchase 10-packs. You'll be delighted to know that even if you place multiple enrolment orders, **we'll bundle those orders and ship them together** – and you'll be charged only one \$7 shipping fee (plus applicable taxes) per program.

Plus, for the first time in PCP history, we're offering **online credit card authorization**. So when it's time to checkout, the process is as easy as other online shopping experiences. Since full payment is required at the time your order is submitted, we're sure this process will ensure a time-savvy, efficient enrolment process. And that will allow you to focus on what matters – delivering the ultimate in customer service! Of course, you'll want to note that **your order will not be processed if payment in full is not received at the time of enrolment and you will not be contacted by the Company regarding your payment**.

customer customization

Another new online enrolment feature to love is the ability to pick and choose which customers will receive *The Look* or the quarterly optional mailer. Plus, customers no longer need to be enrolled to receive *The Look* to receive the optional mailer, so you can customize how you communicate with customers every quarter.

To enrol customers, **just check or uncheck the box beside each name to enrol or unenrol individual customers**. Want to enrol all your customers for a particular mailing? Just use the "Select All" link at the bottom of the customer maintenance panel. As a reminder, you must enrol a minimum of (20) customers to receive *The Look* on your initial enrolment order for each quarter.

If you only want to enrol a few customers – but don't have time to sift through your entire database – you can use the letters at the top of the customer maintenance window to sort alphabetically!

learn more!

Want more details about these changes and other enhancements we've made to online enrolment? Be sure to **check out Frequently Asked Questions in the Preferred Customer Program section on the MKOCSM**.

Find it online: [MKOC > Business Tools > Preferred Customer Program](#)



Have you caught party fever yet? It's the hottest new goal in town!

Talk about buzz... You could feel the Seminar 2009 audience pulse with electricity with breaking news of a goal to hold 5 million parties in the 2009/2010 Seminar year! When you jump on the party bandwagon, this bodacious new challenge to paint your world pink through parties can propel you to Star Consultant status, all the while helping you achieve the *Reach for the Stars!* Challenge.

Just imagine what your participation in this important goal can do for your business and the Mary Kay mission to enrich women's lives! The more lives you touch, the more lives we can enrich in Canada and around the world. And when you do more, you become more.

As you hold parties with a purpose, such as those for the *Beauty That Counts™* campaign, you build your business, you build your momentum and you become a strategic ally with the Company. Every party you hold pushes us that much closer to our global "5 by 50" goal. Together, we can reach that \$5 billion mark by our 50th anniversary in 2013.

Just think: Mary Kay is uniquely identified with parties and skin care classes. And you know we're known for our outrageous recognition! It only makes sense, then, that we'd spice up the 5-million-party challenge all Seminar year with plenty of recognition opportunities – an exuberant parade of challenges, prizes, programs, success stories, tips and tools, all designed to "rally the tally."

You won't want to miss a single one, so be sure to watch for motivating updates in your product orders, in future issues of *Applause®* magazine and on the MKOCSM – all the way to Seminar 2010.

get the buzz going: **it's good for business!**

As you talk up parties and generate excitement over your 2010 goals and challenges, you'll be strengthening your customers' view of you and your business. They'll see from your upbeat, super-charged attitude that you're serious about the best skin care and cosmetics products around – in a fun way! Your enthusiasm will be contagious when you share all the ways your customers can get involved.

As you set off on a year of unprecedented party performance, engage your "party partners" in helping you achieve Star Consultant status and the *Reach for the Stars!* Challenge. Experience shows that when you share your goal, many customers will be eager to help you reach it. They may even want to join you in the fun of becoming an Independent Beauty Consultant during this energizing party plan – which could even help you achieve the *Each One Reach One* promotion!

enhanced hostess program **reels 'em in**

Throwing a party was never more fun than right now with an enhanced hostess program. If you attended Seminar, you heard all about it! From the new look and feel of the many tools that help you book parties – such as the hostess ad in *The Look* (shown at right) – to new hostess rewards for you to promote, the enhanced program is sure to excite your hostesses like never before.

For more information on hostess incentives, the hostess program and tools to help you book parties, log on to the MKOCSM. And be sure to check out the fabulous new Hostess Brochure on the September 16th Independent Beauty Consultant Order Form. This tool, plus having a Mary Kay® Personal Web Site, are keys to helping you book parties and be part of reaching the North American 5-million-party goal!

If you don't have a Mary Kay® Personal Web Site, you should know it is the single most powerful way for you to connect with your customers and hostesses – even potential team members – at their convenience, 24/7, for the latest hostess information, exciting new products and much more. So while you're logged on to the MKOCSM, subscribe to the Mary Kay® eMarketing Suite – which includes a Mary Kay® Personal Web Site – today!

Plus, you'll want to click on the *Party With A Purpose - 5 Million Party* button on the MKOCSM and find all the information you need to reward your hostesses and get them in the party mood!

it's a **social whirl**, girl!

All that excitement might be enough for an ordinary effort. But when has ordinary ever been our Mary Kay style? One of the most innovative, energizing aspects of this renewed party focus is the *Party with a Purpose* section on the MKOCSM.

As described at Seminar, this incredible communication exchange is a true “community”, where the independent sales force can share advice, rate and build on ideas, tips, tools, photos and more. You’ll experience the vibrant Mary Kay sisterhood through cyberspace as you come together with other Independent Beauty Consultants, united in a common powerful force, to meet – and even beat – the 5-million-party goal.

Plus once you’ve held your party, you can track your progress with a cool gauge that’s updated every day at 6 p.m. So be sure to get your party hat on! Send your party tip ideas and photos to:

partywithapurpose@mkcorp.com

You could see them shared with sister independent sales force members across the country online and in future issues of *Applause*[®] magazine.



Know anyone who needs to take a time-out? Your hostesses won't be able to resist a party when they see this oh-so-identifiable ad in the Fall/Holiday 2009 issue of *The Look*!

there's more scoop where this came from

So much will be happening soon and throughout the year that you'll want to keep an eye on the MKOCSM and Company publications for late breaking news and info about prize giveaways, contests and challenges. And throughout the year, whenever you need a renewed focus or pick-me-up, just remember to “party on!”

now is the time to **step up**

Have you ever wondered what it would be like to use all the gifts you've been given? Have you imagined yourself leading a group of women toward their highest potential? Coaching, nurturing and helping them to develop their personal and professional skills, even as you become all that you, too, are meant to be? Have you dreamed of building your business and receiving the recognition you deserve – onstage at Seminar – in front of Mary Kay sisters who “knew you could do it”?

Then now is the time to shine as a Mary Kay Independent Sales Director, when you can receive special recognition for debuting under new criteria by December 31st.

When you meet the new requirements by that date, you'll celebrate with your sister Independent Sales Directors at an exclusive luncheon at Leadership Conference 2010. (You can still realize your leadership dream by debuting under the current requirements before January 1st, 2010, when the new requirements become mandatory.)

Either way, you'll be enriching women's lives! Mary Kay Ash said, “I believe that there has never been a more satisfying or more rewarding career than that of a Mary Kay Independent Sales Director. Helping other women to achieve their hearts' desires while you make your own dreams come true is the kind of job every woman wants to have.”

Once you assume the title role of mentor and business development “expert,” you'll find doors opening to you that previously did not. Earning commissions is only one beautiful aspect of achieving the position of Independent Sales Director. There's so much more! Do you have questions and concerns about whether you're up to the challenge? Just keep reminding yourself that you won't be walking alone. You'll be learning new ways to prosper in every area of your abundant life from Mary Kay leaders with proven sales and human relations skills. Education and support are a significant part of your Independent Sales Director journey.

Don't wait to send in your Independent Sales Director-in-Qualification Commitment Form. There's a whole wide world of opportunity waiting for those who want to experience more, learn more, make an impact on more lives than ever before. We believe in you. Is there any reason why you shouldn't believe in yourself?

To start learning more now, talk to your Independent Sales Director and visit the MKOCSM.

achieving the next step: **what's in it for you?**

Are you up to the challenge? Independent Sales Directors who debut from August 1st, 2009 through January 1st, 2010 and who attend Leadership Conference 2010 with their Independent Senior Sales Director, will receive a special seat cover *and* early admittance to each general session.

Plus, new Independent Sales Directors will receive the exclusive zebra-accented wrap awarded at Seminar 2009. Independent Sales Directors who debut from August 1st, 2009 through January 1st, 2010 using the new Independent Sales Director-in-Qualification requirements will receive the above-mentioned prizes *and* an invitation to the Leadership Conference 2010 luncheon.

Arriving at this important milestone requires dedication and hard work as well as a vision for your future as you define it! Consider how making the extra effort can reward you now and in the years to come:



THE STUNNING
CLASS OF 2010 RING

- You'll earn a **commission on every sale your unit members make**, plus you'll be eligible for “extras” such as Star Sales Director bonuses and personal team-building bonuses.
- You'll be entitled to **wear the exclusive Independent Sales Director Suit**.
- You'll **attend Leadership Conference**, an event exclusive to Independent Sales Directors.
- You'll learn how to **coach others to greatness, while you grow your own skills** and abilities more than you ever dreamed possible.
- You'll **receive unparalleled mentoring from women who have proven their leadership expertise** and are just waiting to share it with you.
- You'll discover paycheques of the heart as you **nurture and encourage women** who look to you for information, inspiration and insight.
- You'll immediately have **access to a world of educational tools** the Company makes available only to Independent Sales Directors.
- You'll begin to **envision a bold new horizon that has no limits** – a journey that can take you all the way to Independent National Sales Director!



Find it online:

MKOC > Recognition/Contests > Contests & Rewards > Class of 2010



make 2010 **your** year!

independent sales director-in-qualification **program changes**

When an Independent Beauty Consultant submits her Commitment Form to the Independent Sales Director-in-Qualification (DIQ) Program, we know she's serious about her Mary Kay business. She's ready to invest the time and energy needed to build a business that will enrich her life, her family's life and the lives of other women for years to come. With that philosophy in mind, we've introduced a series of changes to the DIQ Program designed to strengthen new Independent Sales Directors and help them experience that success.

So let's have a look at the new DIQ requirements (effective January 1st, 2010):

PRE-QUALIFICATIONS FOR POTENTIAL DIQS (REQUIREMENTS TO SUBMIT A COMMITMENT FORM):

- 1. NEW!** Must have ten (10) active personal team members.
- 2.** Must be personally active (A1, A2 or A3 status.)

- 3. NEW!** Must be a Star Consultant in either the previous quarter or have at least \$1,800 in personal cumulative wholesale production in the current quarter.

DEBUT QUALIFICATIONS

- 1. NEW!** \$18,000 cumulative wholesale unit production in one to four (1 – 4) months. At least \$14,000 wholesale production toward the total \$18,000 wholesale requirement must come from your DIQ unit members. A DIQ may contribute up to \$4,000 in personal wholesale Section 1 production toward the \$18,000 cumulative unit wholesale production during the qualification period.
- 2.** At least \$4,000 per month wholesale unit production.
- 3. NEW!** DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 4. NEW!** Twenty-four (24) active unit members (includes the DIQ.)

- 5. NEW!** At least ten (10) of the 24 active unit members must have at least \$600 in cumulative wholesale production (does not include the DIQ herself) during the qualification period.

Our renewed priority as a Company and as an independent sales force will be to retain these new team members — and ensure they have the tools, the education and the confidence to build a solid customer base and a successful Mary Kay business at all levels.

These changes to the qualifications to become an Independent Sales Director help ensure that DIQs put their business on a firm footing and have the best possible chance to form solid, high-performing units. For a list of FAQs on these new requirements, please visit the News section on the MKOCSM.

heart of gold

Talking to **Independent Senior Sales Director Isabelle Meunier** of Rigaud, QC, is like sitting on a pair of Muskoka chairs with your best friend while watching the sun go down. Conversation comes easy. Laughter bubbles from within. And you feel so warm and comfortable, you could swear you were being wrapped in a warm and fuzzy blanket.

That's why it comes as no surprise that Isabelle was the Go-Give™ Award recipient for the 2008/2009 Seminar year.

by Marijana Klapic

go-give is ongoing

Many of you heard about Isabelle's act of remarkable generosity and kindness earlier this year, when she helped a complete stranger who arrived in Canada from the United States for a complicated cancer surgery. The woman – who didn't have any family or friends in Canada – was fleeing an abusive relationship and arrived with only the clothes on her back. Isabelle rallied her unit members and together they not only helped the woman through her hospital stay, they helped her start a new life.

But this is just one instance of her Go-Give™ Spirit in action. For Isabelle, the Go-Give™ Spirit is a way of life, something she practices everyday.

"The Go-Give™ Spirit is my number one priority," explains Isabelle. "I teach it and talk about it with my unit members everyday. I believe it's the value and culture behind the Go-Give™ spirit of warmth, love, giving and caring that makes Mary Kay so very different from other companies."

In fact, it's one of the aspects of Mary Kay that Isabelle most cherishes. "It's such a dog-eat-dog world out there, but what many people don't realize is that one simple, tiny gesture can make such a difference in someone's life. It could be something as effortless as a smile or opening the door for someone. I truly believe that if you apply the principles of the Go-Give™ Spirit in your everyday life, it will come back to you tenfold."

Isabelle credits the leadership of her **Independent National Sales Director Anne Austin** – a Go-Give™ Award nominee in 2005 – for guiding her to the go-give way of life. "Anne always taught me to live by the Golden Rule: do unto others as you would have them do unto you. She also taught me how to listen to and help others. Anne always goes out of her way to make everyone she meets feel important. She is truly a great leader and I couldn't have made it as far as I have without her," shares Isabelle.



then and now

It's been a long and often trying journey to this rewarding moment for Isabelle, who started her Mary Kay business in 2003, while on maternity leave from her profession as vice principal of an academy that combined education and sports development.

It took her a year and a half to say "yes" to the opportunity offered by her **Independent Senior Sales Director Deirdre McKay** because she couldn't fathom balancing a part-time Mary Kay business with a 60-80 hour work week and an equally busy family life. At the time, Isabelle had just given birth to her second child, Xavier, and her daughter Chenel was contending with medical issues that required frequent hospital visits.

"Deirdre offered me a pampering session and I realized that I really needed to do this for myself," says Isabelle. "I instantly fell in love with all of the Mary Kay® product and bought the entire Miracle Set!"

But it was when she was offered the opportunity that Isabelle immediately shied away. "I really liked Deirdre and wanted to say yes, but I was shy, didn't wear make up, didn't know anyone and I personally disliked sales people!" she jokes.

Isabelle decided to take the marketing plan to a friend who was a lawyer, as well as her husband Jody, and both gave it rave reviews.

"I was looking for every excuse to get out of it and here they were telling me to go for it. And so I started my independent business!"



L. to R.: Isabelle was honoured with the Go-Give™ Award at Seminar 2009; with Independent Beauty Consultants from her “Golden Wings” unit; taking time out with her family, including stepson Jordy, husband Jody, son Xavier and daughter Chenel; and with her offspring Independent Sales Directors France Mimeault, Nicole Bellemare, Caroline Sarrouf and Sonia Janelle.

the big picture

For Isabelle, her “big picture” moment didn’t come until two weeks later when she attended a Fall Retreat.

“I had cried every day since signing my Independent Beauty Consultant Agreement,” recalls Isabelle. “I kept thinking, ‘What did I get myself into?’”

Listening to other independent sales force members speak at the retreat, Isabelle realized how much more income she could earn and how much more fun she could have as an Independent Beauty Consultant. When she was asked to write down her goals, she had two: become an Independent Sales Director by May 2004 and to go to Dallas for New Independent Sales Director Education Week. Determined and committed, it’s no surprise that Isabelle achieved both of her goals.

Looking back, Isabelle is so grateful that she was offered the Mary Kay opportunity.

“I have grown so much since starting my Mary Kay business. Can you believe my daughter, who was five years old at the time I started my business, booked my first pampering session because I was afraid to? I remember thanking the women for coming and telling them they didn’t have to buy anything! Today, I have very close bonds with my customers.”

She is also most proud of her offspring Independent Sales Directors who have become her best girlfriends. “Through thick and thin, you can truly count on your Mary Kay sisters.”

“And the financial freedom Mary Kay has provided has also been a blessing as I wouldn’t have been able to pay for my children’s ongoing medical treatments without my earnings,” adds Isabelle.

in the spotlight

On July 26th, 2009, everything really did come back tenfold for Isabelle as her name was called on the Seminar stage.

“That moment was unbelievable. I wasn’t expecting it all. I was just so grateful and honoured to be nominated,” shares Isabelle. “I mean, I had dreamed of this moment since watching Suzanne Bolton receive the award at my very first Seminar in 2004, but for it to really happen...” her voice trails off.

It did happen. And it happened to someone who is so genuine that the term Go-Give™ will forever be connected to her name.

ISABELLE’S EASY WAYS TO PUT THE GO-GIVE™ SPIRIT INTO ACTION

- Compliment someone everyday.
- Be grateful for the little things (and of course the big things!)
- Apply the Mary Kay values to make a difference in someone’s life everyday.

Read more about Isabelle’s inspiring Go-Give™ spirit in the January and Summer 2009 issues of *Applause*® magazine.

Find it online: MKOC > Resources > Publications > *Applause*® Magazine

news&updates

Compiled by Andrea Lepore, Marijana Klapcic and Heather Watterworth

introducing bella

Nothing can provide quite the comfort a soft, cuddly teddy bear can – especially when it provides funds for those in need.

The Mary Kay Ash Charitable Foundation Teddy Bear collection has raised over \$190,000 for the MKACF! And this year, you'll have the opportunity to add our delightful 2009 cuddly cutie to your collection.

Introducing the newest member of the Teddy Bear family: **Bella!**

Congratulations go out to our *Name Our Teddy Bear* contest winner, **Independent Beauty Consultant Bonnie Rinker**, who submitted the winning name.

"In four different languages Bella means Beautiful, Loving, Graceful, Intelligent, Lovable and Devoted," says Bonnie. "I believe this name, and its meanings, represent all areas of Mary Kay's philosophy that has made her, the business opportunity and so many others so successful."

How can you bring her home? It's simple. Just order her from the Fall/Holiday 2009 Online Order Form. In doing so, you'll have your very own Bella bear for just \$25 – and you'll help in our goal to raise \$40,000 for the Foundation through this charitable initiative.

And don't forget about the full-colour ad featuring Bella included in the Fall/Holiday issue of *The Look*. It's the perfect way to further promote this precious collectible to your customers.



shelter grant program

Part of the Foundation's mandate is to allocate resources to an important issue that speaks directly to the hearts of so many women: domestic violence.

The Shelter Grant Program was implemented in 2004 to make a difference in the countless lives affected by domestic violence. And since its launch, the Mary Kay Ash Charitable Foundation has awarded more than \$194,000 to 53 women's shelters and community outreach programs in Canada's thirteen provinces and territories.

And for 2009, we're continuing our Shelter Grant Program – and will award an incredible \$8,000 grant per shelter! The application form will be available to shelters on www.marykay.ca as of August 15th – with November 2nd, 2009 as the application deadline. All grants will

be disbursed by December 31st, 2009.

So be sure to promote the Shelter Grant Program with your sister independent sales force members and your customers – and encourage your local shelters and community outreach programs to apply. Together, we'll continue our mission of enriching the lives of women.

– AL

new product perks for hostesses

Women today want not only products that make them feel good, but also the opportunity to be a part of something bigger than themselves. And you have enhanced Hostess Program rewards to entice party girls!

We all know that women love to get free perks, right? Well, you have what they want. Over the years, we've worked to design the perfect hostess gifts, when women tell us over and over again, "We want Mary Kay® product!"

And now your hostess can earn the product she loves FREE when she hosts a party, with customized options provided by you! For example, you could offer a percentage discount based on total party sales or offer \$75 in suggested retail in Mary Kay® product for just \$35. You may even have product-specific specials designed exclusively by you. When it comes to offering customer perks, as an Independent Beauty Consultant, the choice is yours!

Best of all, when you explain the goal of our new *Party With A Purpose* promotion – 5 million parties in 2009/2010 and the good that they can do – your hostesses are sure to want to participate! So take this opportunity to talk to them about hosting a party with a purpose to earn their favourite Mary Kay® products and help support a Company that cares about enriching women's lives.

– MK

vote for your mary kay must-haves!

Exclusive to Canada and heading into its 8th year, *FASHION* Magazine's Readers' Choice Beauty Awards has become a favourite among beauty aficionados and industry insiders – with the results widely anticipated by editors, beauty brands and readers.

As a Mary Kay independent sales force member and brand ambassador, don't miss this opportunity to nominate your

Mary Kay must-haves – from cleansers to cosmetics, body care and beyond – in more than 50 categories. And since we know your customers are just as passionate about pink as you are, be sure to encourage them to get in on the voting action. All participants will have a chance to win one (1) or five (5) beauty packs full of winning products from *FASHION* Magazine.

Plus, winning products will not only gain bragging rights as one of *FASHION*'s Readers' Choice picks, they'll also be unveiled in the February 2010 issue.

Voting takes place at:
fashionmagazine.com/beauty09 – only until October 16th, 2009.

So spread the word and share your love of Mary Kay® product today!

– HW

dressed to thrill team-building challenge

The name's Kay... Mary Kay. She started this amazing Company to enrich lives and now you have the opportunity to do the same.

When you enrich the lives of others by sharing the Mary Kay opportunity and debuting as a Future Independent Sales Director during the promotion period – from August 1st to November 30th, 2009 – you'll receive a newly designed Future Independent Sales Director Scarf!

So make it your goal to help others achieve their dreams and you'll make your own come true!

– AL

download september podcasts of the month

Want to set yourself up for success in September? Keep the Seminar momentum going with these podcasts recorded during *Shine On!* Seminar 2009 – available exclusively on the MKOCSM!

- Opening Assembly Keynote Speech featuring **U.S. Independent Elite Executive National Sales Director Barbara Sunden***
- Afternoon Assembly Keynote Speech featuring **Independent National Sales Director Brenda Summach***
- Seminar 2009 Closing Assembly Keynote Speech featuring **Independent Senior National Sales Director Angie Stoker***
- Number One Independent Sales Director Speech featuring **Independent Senior Sales Director Shannon Shaffer***

*Available in English only.

 Find it online: [MKOC > Education > Media Library](#)

work smart with the fedex officeSM docstore

Looking for ways to work smarter in the 2010 Seminar year? We're thrilled to announce a new partnership with the FedEx OfficeSM DocStore that's sure to help you do just that!

The FedEx OfficeSM DocStore is a convenient, step-by-step, print-on-demand system that will save you time and money. Using the FedEx OfficeSM DocStore, you can print the quantity of each item you require, while receiving professional printing and preserving the Mary Kay® brand image.

You can select Company-approved promotional materials from the DocStore and select a FedEx OfficeSM centre in your area to have them printed – and even delivered to your door.

For your convenience, we've broken the documents down into four easy-to-navigate categories, including:

- Product;
- Promotions;
- Consumer Marketing; and
- Business Essentials.



You can also direct orders to any of the more than 1,900 FedEx OfficeSM locations worldwide, including hundreds that are open 24 hours a day, seven days a week!

But what if you don't have a FedEx OfficeSM near you? No problem!

Their Canadian locations ship across the country – ensuring you receive your order as efficiently and quickly as possible.

Plus, at the end of every Seminar year, FedEx OfficeSM will make a donation to the Mary Kay Ash Charitable Foundation based on net revenues from purchases made by the Canadian Mary Kay independent sales force! Talk about a great way to benefit your business and help a cause that was so close to the heart of our beloved Founder, Mary Kay Ash.

For all the details about this exciting new venture, visit the *Business Tools* section on the MKOCSM.

– HW

 Find it online: [MKOC > Business Tools > Promote Your Business > FedEx Office](#)

share the **mary kay buzz!**

Mary Kay® products and information about the opportunity are popping up everywhere! Online and in print, everyone is talking about how Mary Kay offers value-conscious products and a great at-home business opportunity. Be sure to spread the word about recent mentions in Canadian media and this fall's exciting Mary Kay® media blitz to give your business a boost! It could be the key to holding more parties and reaching your Star Consultant goals!

hitting the sweet spot

On June 4th, Mary Kay teamed up with online lifestyle guide *SweetSpot.ca* to celebrate their 5th birthday in style!

Guests took advantage of amazing raffles, watched pirouetting ballerinas and snacked on cupcakes and other sweet treats.

At the Mary Kay® Lip Gloss Lounge, partygoers had a chance to discover their kiss personality using the Kissologist guide, perfect their pout with Mary Kay® lip products and walk away with a full-size tube of Mary Kay® Creme Lipstick or NouriShine® Lip Gloss and a copy of *The Look*.

Attendees marvelled at the new face of the Mary Kay® brand – from our quality product to the glossy black packaging.

The results? A resoundingly sweet success!



october magazine ads

These stunning Mary Kay® TimeWise® Miracle Set ads will be featured in October issues (on-sale in September) of several U.S. fashion and beauty magazines with crossover in Canada. Look for these ads in your favourite magazines – including *Glamour*, *Self*, *Lucky*, *Marie Claire*, *InStyle*, *People*, *ELLE* and *Essence* – and be sure to showcase them at skin care classes, parties and while you're out-and-about. After all, you have a miracle to share!



behind the scenes at seminar

Just as you build relationships with customers, we're building relationships with key Canadian media and influencers to ensure Mary Kay® product shines brightly among other leading beauty brands.

So while you were partying with a purpose during Motivational Evening at Seminar 2009, we were hosting our own party with a handful of Canadian magazine editors, writers and beauty bloggers in the Expo. They got a sneak peek at our Fall/Holiday product collection, chatted with professional makeup artist Diana Carreiro about her Mary Kay must-haves and learned about Mary Kay's brand makeover from corporate staff.

To see where Mary Kay® is making headlines as a result of these outreach efforts, be sure to visit the *Media Exposure* section on the MKOCSM regularly.



Find it online: MKOC > News > Media Exposure

may 2009 recognition reconnaissance de mai 2009

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in May 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 April. / Commissions touchées en mai 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 avril.

Angie Stoker  \$32,848.00		Renée Daras  \$18,408.00		Brenda Summach  \$14,781.00		Dalene Allen  \$13,331.00		Elena Sarmago  \$13,200.00	
Heather Armstrong	\$12,345.00	Bernice Boe-Malin	\$8,636.00	Darlene Ryan-Rieux	\$7,509.00	Marcia Grobety	\$6,236.00	Debbie Mattinson	\$4,457.00
Doreen Burggraf	12,278.00	Olive Ratzlaff	8,372.00	Anne Austin	7,486.00	Linda MacDonald	6,195.00	Jane Kosti	3,531.00
Gail Adamson	12,056.00	Sandy Campbell	8,033.00	Philomena Warren	7,208.00	Donna Weir	6,143.00		
Gloria Boyne	11,381.00	Donna Lowry	7,638.00	Susanne Felker	6,633.00	Janice Connell	4,941.00		

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 May. / 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 mai.

Anne Austin  Level 1/Niveau 1	Doreen Burggraf  Level 1/Niveau 1	Sandy Campbell  Level 1/Niveau 1	Jane Kosti  Level 1/Niveau 1	Debbie Mattinson  Level 1/Niveau 1
Brenda Summach  Level 1/Niveau 1	Philomena Warren  Level 1/Niveau 1			

Top 10 Independent National Sales Director Area Retail Production/Production de famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of May 31st, 2009. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 31 mai 2009. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$8,255,560.40	Brenda Summach	\$5,105,934.56	Gloria Boyne	\$3,234,171.20	Dalene Allen	\$3,051,984.34	Donna Lowry	\$2,626,941.80
Heather Armstrong	6,570,327.22	Doreen Burggraf	3,563,540.73	Elena Sarmago	3,070,057.91	Gail Adamson	2,845,818.86	Anne Austin	2,615,404.70

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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!

Debbie Parsons	\$6,739.35	Aline Guerard	\$5,039.00	Denise Gubersky	\$4,265.75	C. Randle-Clayton	\$4,000.60	Kelsey Lanarche	\$3,616.75	Beverly Smith	\$3,604.75
Rhoda Burton	6,514.25	\$4,800		Rene Ursulak	4,225.75	Judy Phelan	3,973.25	Debbie Maier	3,616.75	K. Meness-Larocque	3,604.00
Marie Gilbert	6,371.25	Cassandra Lay	4,382.10	Natacha Dumont	4,203.50	Lorna Hosker	3,926.35	Sharon Sansom	3,611.50	Irene Sneddon	3,601.50
Ashley Burden	6,226.00	Karen McCulloch	4,376.25	Jessica Weiss	4,201.25	Kelly-Ann Lapointe	3,755.25	\$3,600			
\$6,000		Francine Neol	4,278.00	Louise Ann Brunet	4,002.35	Joan Steabner	3,737.50	Camille Laverdure	3,606.75		

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!

Darlene Bakker	\$3,563.10	Cherry Cervito	\$2,444.00	Lillie Johnson	\$2,218.25	Sandra Ma	\$1,881.25	Roseann Charran	\$1,807.75	Wendy Wagemaker	\$1,801.00
Victoria Stinchcombe	3,300.50	Isabelle Cloutier	2,440.75	Kimberley Nelson	2,201.25	Jennifer Loring	1,875.00	Matheresa Smith	1,807.50	Susan Placsko	1,800.85
Ana Mendonca	3,288.10	Susanne Goosney	2,438.75	Julie Muir	2,181.60	Audrey Pittman	1,871.75	Sarah Lamour	1,807.00	Erin Horgan	1,800.75
Naheed Payam	3,244.50	Sarpreet Sandhu	2,431.75	Claudine Pouliot	2,154.60	Betty Lister	1,866.85	Sarah Watts	1,807.00	Kerry Harper	1,800.75
Zelma Caesar	3,203.00	Helen Deyell	2,430.50	Julie Bernier	2,143.00	L. Pakkaliwangan	1,866.25	Sukie, Y.L. Zheng	1,807.00	Susanna Johnson	1,800.75
Kimberley Fehlauer	3,039.00	Carol Thompson	2,422.75	Frankie Hammond	2,124.10	Myrtle Maloney	1,865.00	Sujala Balaji	1,806.75	Amber Krahenbil	1,800.75
Ellen Green	3,023.50	Donna Beaumont	2,422.00	Shelley Mehling	2,120.60	Tracy Tishenko	1,863.25	Marianne Bradbury	1,805.75	Kupdeep Kaur	1,800.75
Amy McMurray	3,017.25	Carol Rennehan	2,420.60	Pamela Sittler	2,112.00	Audrey Hamel	1,860.75	Emmanuelle Cossette	1,805.50	Chanda Mierau	1,800.75
Elivira Steer	3,012.00	Lise Murray	2,416.00	Eva Kopec	2,109.85	Sharon Robertson	1,858.35	S. Greenwood-Plante	1,805.25	Marta Pramoso	1,800.75
Marilyn Thiessen	3,010.60	Brenda Eckalook	2,414.25	Diane Peel	2,109.60	Isabelle Faucher	1,858.00	Isabelle Desroches	1,805.00	Joanne Reeder	1,800.75
Marie-Eve Forget	3,008.75	Erin Whelton	2,413.00	Lisa-Marie Massey	2,108.10	Sophie Legault	1,857.00	Joceline Herbert	1,805.00	Rose Rempel	1,800.75
Diane Petit	3,008.75	Bev Harris	2,412.60	Patti Jeske	2,083.35	Danielle Bourgault	1,854.75	Sarah Estabrooks	1,804.75	Charanjit Sandhu	1,800.75
Eunice Sorongon	3,008.75	Veronique Benoit	2,412.50	Chantal Dufour	2,064.50	Bonnie Harman	1,850.60	Carole Couture	1,803.75	Tricia Wilson	1,800.75
Rachelle Hayward	3,008.50	Kamalpreet Kaur	2,408.00	Marjo Belknap	2,057.60	Johanne Ares	1,849.25	Harjit Dhindsa	1,803.75	Reina Heras	1,800.60
Kathy Kristjanson	3,005.25	Genevieve Sawyer	2,407.25	Tu Si	2,051.00	Claire Mercier	1,845.50	Lilian Sisan	1,803.75	Neelam Bajwa	1,800.50
Karen Wiley	3,003.00	Frecy Felipe	2,406.25	Karmjit Sekhon	2,042.00	Danielle Bourbeau	1,845.25	Diane Lafrance	1,803.50	Debra-Lynn Bowes	1,800.50
Sharon Garson	3,002.25	Chantal Desrosiers	2,405.75	Corinne Wilkes	2,040.50	Jennifer Ostash	1,838.50	Connie Moriarity	1,803.50	Reyna Castro	1,800.50
Irina Odinkova	3,001.75	Nicole Gosselin	2,405.75	C. Lacoursiere	2,033.60	Ena Annot	1,836.25	Deborah Stevenson	1,803.50	Karla Downey	1,800.50
Heather Pratchler	3,001.25	Christine Preney	2,403.75	Sonia Dumas	2,030.00	Holly Manderson	1,833.50	Christine Blackwood	1,803.25	Louise Gagne	1,800.50
Brigitte Berube	3,000.75	Isabelle Beaudin	2,402.25	Teighan Stoyko	2,029.25	Nicole Falardeau	1,832.25	Connie Course	1,803.25	Kayla Nickel	1,800.50
Evelyn Hollingsworth	3,000.25	Lori Hodges	2,402.25	Tianna Campbell	2,018.00	Kimberley Kimball	1,831.75	Charo Schnell	1,803.25	Sharon Pritchard	1,800.50
Sylvie Bardin	3,000.00	Sylvie Fontigny	2,401.75	Lynn Bukala	2,017.50	Joy Barber	1,830.75	Rocio Zarate	1,803.25	Alisa Roberts	1,800.50
Corrine Nichols	3,000.00	Wendy McBurnie	2,401.75	Sonia Lento	2,014.75	Carole Duguay	1,830.75	Sophie Audet	1,803.10	Nacera Benslama	1,800.25
Nikki Horton	2,994.10	Christine Robichaud	2,401.00	Anita Jensen	2,011.25	Michelle Annis	1,827.25	Maynuka Indraratne	1,803.00	Lori Birk	1,800.25
Darlene Olsen	2,922.85	Rukhsana Rizvi	2,401.00	Lynn Hubley	2,000.35	Maryse Bernier	1,827.00	Sophie Poulin	1,803.00	Corinne Cyca	1,800.25
Colleen Forrester	2,874.85	Lauren Detheridge	2,400.75	Winifred Barnett	1,995.85	Cindy Breaux	1,826.25	Brittany Hudson	1,802.75	Melony Guthrie	1,800.25
Michelle Thomson	2,830.10	Beverly Allsopp	2,400.50	Shirley Schnellert	1,986.00	Satinder Gill	1,826.00	Annie Gagnon	1,802.35	\$1,800	
Kristin Bothe	2,825.50	Tracy Campbell	2,400.35	Doreen Adair	1,978.35	Patricia Poole	1,825.75	Nancy McEwen	1,802.35	Carol Allen	1,800.00
Lindsey Pugh	2,823.50	Martha Gutierrez	2,400.25	Colleen Dean	1,967.75	Stephanie Lirette	1,825.50	Josée Belanger	1,802.25	Whitney Brown	1,800.00
Carleen Koski-Quaye	2,750.25	Elizabeth Jones	2,400.25	Colleen Ouellet	1,960.75	Laurie Mills	1,824.00	Samantha Finley	1,802.25	Polynne Domingo	1,800.00
Carrie Edward	2,710.25	Nora Melanson	2,400.25	Chantal Beauvais	1,959.75	Jackie Kerr	1,822.75	Ashleigh Dumas	1,802.00	Gaudreault Jody	1,800.00
Cheryl Page	2,689.60	Lucille Trahan	2,400.25	Norma Turnbull	1,952.00	Katherine Phillips	1,816.25	Gemma Gillard	1,802.00	Amanda Kocia	1,800.00
Karen Perry	2,652.85	\$2,400		Cindy Bergermann	1,950.75	Terry Burch	1,816.00	Sarah Sanders	1,801.75	Debra Mastromattei	1,800.00
Lindsay Lewis	2,650.10	Kellie Brake	2,400.00	Kylie Martin	1,938.25	Christie Ang	1,814.75	Rula Hamdi	1,801.25	Jessica MacFarlane	1,800.00
Kathy Whitley	2,630.10	Renee Gill	2,400.00	Annie Desrochers	1,923.50	Laura Dea	1,814.50	Gina Le	1,801.25	Katherine MacDonald	1,800.00
Edie Jarvis-Fast	2,624.25	Amanda Millard	2,400.00	Donna Witt	1,921.60	C. Semper-Helliker	1,814.00	France Lamothé	1,801.25	Jennifer Ma	1,800.00
Cathy Coleman	2,601.25	Sharon Ouellette	2,400.00	Janet Wakal	1,918.50	Mylene Kilgour	1,813.00	Neelam Noori	1,801.25	Laura Ramsay	1,800.00
Lorena B Siemens	2,577.35	Marie-Lee Thibault	2,335.25	Brenda Radford	1,901.50	Amandeep Rakhra	1,813.00	Ima Yakoubou	1,801.25	Rose Belcastro	1,800.00
Barbara Bond	2,545.60	Naja Picard	2,323.25	Debra Brown	1,896.75	Donna Brown	1,811.75	Carla Keeping	1,801.00	Rhonda Sokalski	1,800.00
Beth Rezoski	2,543.75	Tara Payne	2,318.75	Tiffany Rollins	1,896.50	Louise Arcand	1,811.25	Julie-Anne Pastawski	1,801.00	Florame Tanian	1,800.00
Cheryl Braun	2,534.75	Allyson Beckel	2,295.35	H. Brookwell-Reuber	1,892.75	Stela Gaburici	1,811.25	Melissanne Proulx	1,801.00		
Ayda Bahrami	2,526.75	Ellen Hatlevik	2,288.60	O. Nwobu-Nnebe	1,892.50	Melanie Houle	1,810.00	Michelle Poulin	1,801.00		
Judy Stewart	2,451.25	Kathy Handzuik	2,232.10	Lee-Ann Vinson	1,890.25	Onieka Austin	1,809.00	Sarita Rajaj	1,801.00		

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 May. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en mai, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$12,580.62	Claribel Avery	\$4,968.79	Harsimran Saini	\$3,769.29	Gladys MacIntyre	\$3,282.79	Joyce Goff	\$3,025.42	Mychele Guimond	\$2,799.65
Donna Melnychyn	10,873.49	Shirley Recoskie	4,849.72	Elaine Fry	3,759.02	Louise Boulanger	3,245.57	Frances Fletcher	3,023.23	Shirley Austin	2,785.58
Shannon Shaffer	10,740.43	Guyaine Dufour	4,737.91	Angela Murphy	3,757.42	Susie Leakvold	3,233.30	Jasbir Sandhu	3,019.31	France Légaré	2,778.33
Darcey Smith-Heath	10,180.72	Robin Courneya-Roblin	4,662.63	Donna Matthews	3,745.10	Jill Ashmore	3,225.93	louiselle duchesne	3,011.81	Julie Fiala	2,768.96
Mireille Morin	8,230.47	France Grenier	4,536.90	Johanna Tobin	3,734.17	Louise Fortin	3,221.61	Kathy Handzuik	2,989.56	Lorrie Henke	2,761.02
Harpreet Dhalwal	7,388.99	M. Summach-Goetz	4,347.42	Isabelle Meunier	3,712.41	Marilyn Bodie	3,208.11	Judi Todd	2,979.51	Chantal St-Denis	2,757.93
Fiona Corby	7,079.96	Randhir Singh	4,279.37	Sonia Janelle	3,711.72	Louise Desy	3,207.76	Shelley Haslett	2,969.35	Teresa Lutterman	2,702.88
Angela Hargreaves	6,907.02	Lorraine McCabe	4,255.06	Jacqueline Cullen	3,709.88	Nicole Bellemare	3,187.02	Genette Desforges	2,957.63	Jane Arsenault	2,690.71
E. Ramanuskas	6,858.49	Teresa Alomar-Story	4,234.02	Kyla Buhler	3,704.77	Jennifer Levers	3,166.99	Karen Taylor	2,941.60	Bonnie Vigue	2,668.44
Agnes Loshusan	6,360.84	Yasmin Manamperi	4,225.37	Fran Sorobey	3,682.87	Julie Ricard	3,133.34	Dierdre McKay	2,927.53	Marina Mason	2,633.75
Tamara Swatske	6,285.67	Michelle Currie	4,173.39	Ishali Mulchandani	3,520.63	Rita Samms	3,130.31	Cassandra Lay	2,913.96	Judy Buchanan	2,606.30
Sharon Coburn	6,278.82	Mary Davies	4,100.62	Cheryl Page	3,511.15	Shirley Fequet	3,109.49	Mandeep Bambrab	2,908.89	Nicole Pharrand	2,605.11
Guyaine Comeau	6,092.87	Nathalie Delisle	4,086.72	Ruby Chapman	3,497.66	Charmaine Stinson	3,104.18	Sophie Audet	2,905.79	Lucie Léveillé	2,602.26
Debbie Parsons	5,915.37	Elaine Scotte	4,028.22	Vaun Gramatovich	3,490.33	Lynn Brady	3,095.18	Luisa Rallo	2,901.27	Maria Bennett	2,582.30
Rajinder Rai	5,729.29	Carol Heath	4,019.53	Kathy Whitley	3,468.77	Judith Richardson	3,080.90	Susan Richardson	2,898.03	Diane Burness	2,580.48
Eve Raymond	5,480.51	Audrey Ehalt	4,007.30	W. Groenewegen	3,376.44	Donna Izen	3,074.82	Joy Zaporozan	2,861.80	Phyllis Hansford	2,570.42
Lucie Beauregard	5,411.06	Elizabeth Farris	3,914.33	Glylene Gillander	3,321.02	Kim Shankel	3,071.62	Betty Lister	2,854.38	Rebecca Irving	2,557.48
Shirley Peterson	5,172.23	Mary-Lou Hill	3,784.79	Beverley Dix	3,307.62	Susan Placsko	3,067.58	Chantal Rivard	2,854.06	M-J Bourdages	2,553.27
Martine Richard	5,150.10	Beryl Apfelbaum	3,781.99	Claudine Pouliot	3,295.84	Danielle Gobeil	3,034.79	Janice Appleby	2,844.68	Chrissy Novak	2,542.30
Susan Bannister	5,129.69	Danell Theriault	3,776.47	Louisa Hoddinott	3,292.72	Anna Leblanc	3,028.01	Rita White	2,823.65	G. Russo-Nardelli	2,473.18

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Independent Sales Directors in the Limelight (continued)/Directrices des ventes indépendantes sous les projecteurs (suite)

Pat Paul	\$2,421.21	Jennifer Scott	\$2,307.31	Lorena Siemens	\$2,228.46	Linda Gingrich	\$2,162.18	Helen Zucchelli	\$2,096.88	Carol Adams	\$2,019.51
Debbie Struthers	2,417.23	Angela Fedorchuk	2,302.81	Kay Carruthers	2,222.06	Harparveen Aujla	2,158.95	Joanne Ward	2,082.87	Christine Ransom	2,010.90
Kathryn Milner	2,397.48	Heidi McGuigan	2,293.53	Charlene Blackstar	2,212.78	Kim Conaghan	2,158.32	Joan Knight	2,081.68	Joeline Jean-Claude	2,008.38
Julie Boulay	2,394.52	Colleen Hendrickson	2,282.99	Deb Prychidny	2,203.44	Bev Harris	2,157.67	Diane Riddell	2,078.95	Pam Hill	2,003.47
Elaine Maeland	2,392.13	Paulette Nimco	2,282.44	Heather Cook	2,201.09	Barbara Craig	2,147.90	Sherryll Gilbert	2,073.67	Josianne Boily	2,001.33
Teresa Ho	2,390.31	Alex Quinn	2,268.17	Joyce Bigelow	2,195.32	Cheryl Neuman	2,128.61	Carolyn Nofall	2,071.05		
Peggy Denomme	2,349.51	Catherine Chapman	2,257.58	Darlene Olsen	2,187.53	Sheila Lefebvre	2,125.91	Alyce Parkes	2,066.34		
Sharlene Bukurak	2,348.54	Barbara Martin	2,246.51	Lenore Oughton	2,177.48	Joanne Manol	2,118.25	Liz Wodham	2,050.21		
Barbara Bond	2,334.02	Judy Toupin	2,245.27	Isabelle Perreault	2,175.14	Pamela Kanderka	2,110.61	Mary Ogunyemi	2,043.91		
Deanna Pease	2,315.99	Joanne Lam	2,240.40	Sylvie Beaucage	2,171.90	Kim Johnson	2,107.88	Ann Alexander	2,026.35		

Scoreboard/Tableau des résultats

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

Darcey Smith-Heath	\$84,318.70	Lucie Beauregard	\$37,083.70	Teresa Alomar-Story	\$29,969.20	Louise Boulanger	\$25,983.20	Cassandra Lay	\$23,291.70	Luisa Rallo	\$21,558.00
Shannon Shaffer	83,402.20	Sharon Coburn	35,661.70	Fran Sorobey	29,944.70	Judi Todd	25,881.00	Elizabeth Farris	22,823.20	Kathryn Milner	21,499.70
Donna Melnychyn	81,740.70	Guyline Dufour	34,998.70	Jacqueline Cullen	29,284.20	Rita Samms	25,796.20	Nicole Bellemare	22,680.20	Maria Bennett	21,447.20
Josée D'Anjou	75,450.70	R. Courneya-Roblin	34,030.20	Claudine Pouliot	29,166.70	Sonia Janelle	25,303.20	Susan Placsko	22,578.20	Sophie Audet	21,205.20
Fiona Corby	57,449.70	Michelle Currie	33,904.70	Elaine Fry	28,152.70	Janice Appleby	25,302.70	Joy Zaporozan	22,489.20	Joyce Goff	21,141.20
Agnes Loshusan	51,669.20	Carol Heath	32,225.20	Jill Ashmore	28,091.20	Gaylene Gillander	25,074.00	Jane Arsenault	22,435.70	Pat Paul	20,898.20
Mireille Morin	48,850.20	Lorraine McCabe	32,077.20	Louise Fortin	28,024.70	Jennifer Levers	25,023.70	Donna Matthews	22,316.70	Chantal Rivard	20,831.70
Angela Hargreaves	48,832.20	Randhir Singh	31,900.20	Audrey Ehalt	27,726.70	Rita White	24,979.20	Rebecca Irving	22,314.20	Peggy Denomme	20,761.70
Debbie Parsons	47,928.70	Eve Raymond	31,451.70	Lynn Brady	27,546.70	Susie Leakvold	24,750.20	Vaun Gramatovich	22,311.00	Judy Buchanan	20,528.20
Tamara Swatske	46,080.20	Shelley Recoskie	31,099.70	Harsimran Saini	27,284.70	Charmaine Stinson	24,679.70	Chrissy Novak	22,189.20	France Légaré	20,272.70
Harpreet Dhalwal	45,231.20	Cheryl Page	30,940.70	Yasmin Manamperi	27,132.20	Kathy Handzuik	24,452.20	Gladys MacIntyre	22,166.20	Julie Fiala	20,267.70
Susan Bannister	44,834.70	Ruby Chapman	30,733.20	Kyla Buhler	26,686.20	Kim Shankel	24,178.70	Diane Burness	22,087.20	Shelley Haslett	20,223.70
Guyline Comeau	44,027.70	Mary Davies	30,707.70	W. Groenewegen	26,617.70	Claribel Avery	24,140.50	Danielle Gobeil	22,073.70	Angela Fedorchuk	20,043.20
E. Ramanaukas	42,480.20	Mary-Lou Hill	30,535.20	Anna Leblanc	26,584.70	Lorrie Henke	24,015.70	Betty Lister	21,952.20	Marilyn Bodie	20,042.20
Shirley Peterson	41,300.70	Beryl Apfelbaum	30,492.20	Beverly Dix	26,569.70	Chantal St-Denis	23,968.20	Louisa Hoddinott	21,913.20	Lucie Léveillé	20,034.70
Martine Richard	40,770.70	Danelle Theriault	30,407.20	Frances Fletcher	26,511.20	Nathalie Delisle	23,955.20	Mandeep Bambrah	21,675.20		
Rajinder Rai	37,674.20	Kathy Whitley	30,288.70	I. Mulchandani	26,471.20	Elaine Sciotte	23,940.70	Dierdre McKay	21,619.50		
France Grenier	37,490.70	M. Summach-Goetz	30,115.50	Isabelle Meunier	26,113.00	Marina Mason	23,596.20	Teresa Lutterman	21,582.70		

Top Recruiting Units/Meilleurs groupes en recrutement

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

Alberta – Donna Melnychyn	Ontario – Randhir Singh	Ontario – Fiona Corby
British Columbia/Colombie-Britannique – Darcey Smith-Heath	New Brunswick/Nouveau-Brunswick – Susan Bannister	Québec – Josée D'Anjou
Québec – Julie Bisson	Manitoba – Angela Hargreaves	
Ontario – Ann Alexander	Ontario – Agnes Loshusan	

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Marie Gilbert	Nova Scotia/Nouvelle-Écosse – Corrine Nichols	Québec – Aline Guérard
British Columbia/Colombie-Britannique – Karen McCulloch	Nunavut – Brenda Eckalook	Saskatchewan – Kelsey Lanarche
Manitoba – Rachelle Hayward	Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt	Yukon – Danyea Sulyma
New Brunswick/Nouveau-Brunswick – Francine Neol	Ontario – Cassandra Lay	
Newfoundland & Labrador/Terre-Neuve-et-Labrador – Debbie Parsons	Prince Edward Island/Île-du-Prince-Édouard – Anitra Young	

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 May. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en mai.

Angela Hargreaves	\$1,718.09	Sarah Robertson	\$918.63	Lorrie Henke	\$728.13	Rita White	\$662.50	Lorena Siemens	\$602.16	Rhoda Burton	\$559.53
Shirley Fequet	1,493.33	Joan Knight	909.45	Sharon Coburn	726.86	Jasbir Sandhu	661.69	Paulette Nimco	600.85	Susan Dart	557.31
E. Ramanaukas	1,476.00	Faida Ahadi	871.05	Maria Bennett	724.00	Cherry Cervito	661.29	Julie Fiala	600.37	Karen McNulty	555.79
Claudine Pouliot	1,412.25	Shelley Recoskie	852.55	Liz Wodham	719.48	Michelle Currie	660.36	Georgine Cook	593.97	Chantal Bisailon	552.91
Debbie Parsons	1,320.54	Diane Burness	825.30	Shannon Cameron	704.85	Vaun Gramatovich	651.95	Sandra Korte	592.14	Diana Hiscock	549.96
Jacqueline Cullen	1,285.39	Elaine Maeland	815.67	Shannon Shaffer	698.49	Jennifer Labaj	645.66	Sheila Lefebvre	590.70	Lenore Oughton	548.11
Carol Heath	1,263.60	Josianne Boily	808.02	Charlene Blackstar	698.31	Rae Naka	643.08	Amy Shang	588.69	Betty Burke	547.65
Ashley Wiebe	1,150.92	Teresa Lutterman	805.83	Sonia Janelle	696.40	Eve Raymond	637.34	Joyce Harnett	588.31	Elaine Sciotte	546.89
Donna Melnychyn	1,135.90	Amy Klassen	804.07	Leanne Chamberlain	692.53	Audrey Ehalt	627.85	M. MacKenzie-Cusack	588.21	Arvinder Gill	543.75
Nicole Bellemare	1,130.14	Yasmin Manamperi	800.94	Betty Lister	692.40	Rajinder Rai	624.67	Tracy Campbell	585.46	Debbie Struthers	543.70
Diane Poulin	1,105.59	Susan Bannister	786.60	Sophie Chretien	691.23	Cheryl Page	624.06	Susan Richardson	584.36	Linda Gingrich	541.35
M-J Bourdages	1,083.34	Tamara Swatske	779.94	Harpreet Dhalwal	689.98	Cheryl Neuman	620.34	Joyce Goff	579.49	Deanna Pease	539.26
Danelle Theriault	1,072.47	Pauline Richardson	777.27	Marlene Commings	687.24	Gladys MacIntyre	617.15	Susie Leakvold	575.13	Sandra Lett	533.97
Kyla Buhler	1,029.23	Mychele Guimond	769.69	Louisa Hoddinott	680.77	Debbi Levy Kay	614.49	Carlene Kerr	572.94	Sophie Audet	533.53
Kathy Whitley	1,016.31	Jennifer Scott	766.56	Cassandra Lay	677.73	Darcey Smith-Heath	611.67	Joy Barber	571.14	Ruby Chapman	531.57
Guyline Dufour	999.51	Sarah Bardell	763.20	Martine Richard	673.98	Elaine Sciotte	607.71	Jennifer Levers	562.60	Sushma Dhir	530.55
Louise Fortin	949.53	France Légaré	748.15	Fran Sorobey	670.64	Marie Gilbert	606.63	Elizabeth Buston	562.29	Noreen Kroetsch	530.43
Lorraine McCabe	947.95	Alice Storey	746.20	Diane Riddell	665.48	Sylvie Larose	606.03	Mary Humber	560.80	Deanne Bonilla	529.59
Randhir Singh	936.61	Sharlene Bukurak	740.14	Luisa Rallo	663.48	Mary-Lou Hill	602.52	Johanna Tobin	560.30	Josée D'Anjou	529.43

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 TIRED 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 RECRUTE 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 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT UN MOIS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

12% Club (continued)/Club 12 % (suite)

Sue McElhanney	\$524.70	Lucie Beaugregard	\$519.55	Bev Harris	\$508.77	Guylaine Comeau	\$506.04	Cheryl Tessari	\$503.40
Sylvia Beaucage	522.66	Ruba Jeorgy	516.93	Nathalie Delisle	507.25	April Williams	505.14	Chantal Rivard	500.16
Karen Goldrick	519.60	Paymaneh Varahram	513.33	Dianne Cooper	506.16	Cynthia Martel	504.24		

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 May. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en mai.

Dawn Rife	\$570.26	Jessica Decarie	\$382.08	Judi Todd	\$321.98	Freddelyne Labossière	\$291.68	Valerie Pullishy	\$265.09	Debi Kanerva	\$257.88
Charmaine Stinson	476.82	Renée Lavoie	363.30	Deb Prychidny	319.60	Kim Conaghan	286.50	Monique Bard	264.01	Harparveen Aujla	257.40
Nadia Desroches	430.98	Louise Desy	356.26	Trish Courchaine	311.29	Ashley Langevin	273.74	Tara Green	263.10	Danielle Gobeil	256.76
Karen Shapka	402.50	Janice Appleby	348.62	Ana Maria Guevara	305.22	Donna Fidler	272.79	Frankie Hammond	260.73		
Julie Allard	391.24	Isabelle Meunier	330.49	Julie Trinqu	298.48	Tina Kapel	266.28	Claire Kennedy	258.88		
Nicole Cooke	382.12	Pamela Kanderka	325.77	Karen Byers	295.38	Svitlana Awogbami	265.40	Ginette Desforges	258.36		

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 May. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en mai.

Debbie Pengelly	\$203.88	Susan Ennis	\$137.35	Patricia Turnbull	\$117.21	Marie Guevremont	\$98.31	Louise Jessop	\$96.01	Rachel Talbot	\$80.74
Marie Beauchesne	201.56	Karen McManus	134.80	Minnie King	115.19	Claudie Lapointe	97.63	Doreen Mercer	91.97	Audrey Potvin	80.50
Manuela Mihaljevic	182.10	Jena Taghvai	129.78	Dianne Stewart	112.94	Melissa McDonald	97.10	Julie Defehr	91.78	Jill Cole	79.13
Tereasa Kinniburgh	169.03	Monique Albert	128.12	Lin Ding	112.66	Clara Dreise	96.85	Martha Trujillo	89.27	Jeri Bell	78.81
Karen Villeneuve	168.14	Renee Maillet	125.10	Ann Dzambic	109.10	Becky Smith	96.85	Maxine Holland	88.64	Zahra Galehdar	78.73
Chantal Dufour	162.85	Sukhwinder Kang	121.39	Courtney Chambers	109.05	Nathalie Lambert	96.50	Pierrette Hache	86.18	Alison Krause	78.32
Judith Poulin	162.66	Fely Ababulon	120.35	Claudy Guillemette	107.71	Jatinder Kaur	96.32	Esther Oliynyk	85.64	Judith Mullin	78.08
Brigitte Lang	158.93	Mélanye Ouimet	120.35	Claudia Durand	105.58	Julie Bernier	96.31	Genevieve Laramee	85.20		
Amanda Seguin	144.28	Claudia Rodriguez	120.24	Pascale Quirion	104.78	Andrea Demers	96.23	Céline Fréchette	84.44		
Marie-Soleil Bedard	144.27	Roslyn Garofalo	120.21	Cassie Vanraamsdonk	101.39	Harpinder Kaur	96.10	Kamalpreet Kaur	84.24		
Sonia Brown	144.06	Manjit Sall	120.12	Gagandeep Pawar	100.79	Munira Thobani	96.04	Cindy Williams	82.03		
Fatema Khaku	137.56	Kimberly Nichols	120.00	Nancy Lapointe	100.78	Pamela Dajczak	96.03	Jaspreet Bhatti	81.68		

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 May. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en mai.

EVELYN RAMANAUSKAS Director/Directrice	JASBIR SANDHU Director/Directrice	KAREN BYERS Ann Alexander MARIE GILBERT Donna Melnychyn	GLENDA LABERGE Donna Melnychyn ALICIA PLOSZ Director/Directrice	RHODA BURTON Debbie Parsons SOPHIE CHRETIEN Chantal St-Denis	SUSHMA DHIR Randhir Singh
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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 May. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en mai.

SHELLEY RECOSKIE Director/Directrice	JACQUELINE CULLEN Director/Directrice	MARLENE COMMINS Director/Directrice	S. GREENWOOD-PLANTE Donna Melnychyn
CAROL HEATH Director/Directrice	MYCHELE GUIMOND Director/Directrice	SUSAN DART Barbara Martin	K. SKY Kim Johnson

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 May. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en mai.

MONICA NOEL Director/Directrice	MARY-LOU HILL Director/Directrice	PAULINE RICHARDSON Director/Directrice	DIANNE COOPER Gail Adamson	FATEMA KHAKU Darcey Smith-Heath	IDA SWARTZ Susan Brady
LOUISELLE LUCHESNE Director/Directrice	LUISA RALLO Director/Directrice	BEV STREBCHUK Director/Directrice	RUBA JEORGY Ishali Mulchandani	ZULMA MARTINEZ Teresa Alomar-Story	
YASMIN MANAMPERI Director/Directrice	FAIDA AHADI Agnes Loshusan	JULIE ALLARD Josée D'Anjou	JENNIFER PRINCIPE Fiona Corby	CLAUDIA RODRIGUEZ Teresa Alomar-Story	
SONIA JANELLE Director/Directrice	ADA CHENG Director/Directrice	JOY BARBER Fiona Corby	ASHLEY WIEBE Marina Mason	AMANDA SEGUIN Michelle Currie	
CHARLENE BLACKSTAR Director/Directrice	KAREN GOLDRICK Director/Directrice	NICOLE BELLEMARE Director/Directrice	KARLA GAZEMAR Isabelle Meunier	NATHALIE ST-PIERRE Eve Raymond	

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

New Team Leaders/Nouveaux chefs d'équipe

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

DEBRA BROWN
Shannon Shaffer
CHERRY CERVITO
Donna Melnychyn
NATHALIE CHARETTE
Nicole Pharand
S. GREENWOOD-PLANTE
Donna Melnychyn

GURDIP GREWAL
Harpreet Dhaliwal
SANDRA HARVEY
Charmaine Stinson
KIM IRONMONGER
Heather Witte
EILEEN JESSUP
Angella Maynard

LYNE JUNEAU
Chantal Rivard
KATHY KRISTJANSON
Pat Paul
FREDDYLYNE LABOSSIERE
Sonia Janelle
ROSEMARY MINORS
Colleen Hendrickson

SATWINDER NAGRA
Manpreet Sandhu
JENNIFER PRINCE
Fiona Corby
NATHALIE ST-PIERRE
Eve Raymond
SHARON TODD
Vicki Nikiel

NANETTE TRAILL
Melissa Dunn
SHERRY TWYNSTRA
Christine Ransom
KARLA VAN SICKLE
Sheena Murphy
MELANIE VIENS
Louise Fortin

LORI-LYNN WALOSCHUK
Deanna Pease

New Star Recruiters/Nouvelles recruteuses étoiles

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

AMPARO AMAYA
Giovanna Russo-Nardelli
JUDY BECK
Debbie Struthers
JERI BELL
Audrey Ehalt
JULIE BERNIER
Guylaine Comeau
HARINDER BHULLAR
Rajpreet Sadioura
VERONIK BORDELEAU
Lucie Léveillé
SONIA CARDIN
Martine Richard

SHIRLEY COLLINGS
Aradella MacDonald
KAREN COLLINS
Shannon Shaffer
CONNIE COURSE
Anne Marie Palumbo
ANDREA DEMERS
Janelle Desjardins
CHANTAL DUFOUR
Martine Richard
ANN DZAMBIC
Karen Taylor
BOBBI ELLIOTT
Renee Johnson

SUSAN ENNIS
Yasmin Manamperi
JENNA FISHER
Kim Johnson
JESSICA HORDYK
Paulette Nimco
BRITTANY HUBER
Fay Hoiness
KAMALPREET KAUR
Harpreet Dhaliwal
FATEMA KHAKU
Darcey Smith-Heath
TERESA KINNIBURGH
Mary-Lou Hill

MARIE-HÉLÈNE LÉGARE
France Légaré
JENNIFER LLOYD
Darcey Smith-Heath
GENEVIEVE MANN
Mavis Keith-Gerber
MELANIE MAY
Darlene Olsen
ELSA MCCREADIE
Barbara Berven
MELISSA MCDONALD
Angela Hargreaves
KAREN MCMANUS
Donna Weir

MANUELA MIHALJEVIC
Darcey Smith-Heath
LAURNA-LYNN MILLS
Cassandra Lay
ESTHER OLAGOKE
Kimberly Boettger
DEBBIE PENGELLY
Angie Stoker
RANDIE QUICK
Kym Kirk
PASCALE QUIRION
Josée D'Anjou
CLAUDIA RODRIGUEZ
Teresa Alomar-Story

RAJWINDER JEET SANGHERA
Balbir Singh
ANNIE SAUVAGEAU
Chantal Rivard
BECKY SMITH
Angela Hargreaves
ANDREA STEINGARD
Jennifer Scott
ANNE-MARIE THERIAULT
Elaine Scotte
JOSÉE VADEBONCOEUR
Josée D'Anjou

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

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

Deanne Bonilla

Marlene Commins

Patti Jeske

Marilyn Mackenzie-Cusack

Paymaneh Varahram

Donna Witt

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

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

Faida Ahadi

Mariola Herbasz

Marie Gilbert

Glenda Laberge

Sarah Robertson

Ashley Wiebe

Dean's List Achiever/Liste des meilleures performances

The following Independent Sales Director made the Mary Kay Dean's List by achieving the Mary Kay Honors 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 (May 2008). / 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 du Club 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 (mai 2008).



France Grenier
National Area/Famille nationale:
Go-Give/Famille Entraide

Fabulous 50s Achievers/Championnes Fabuleux 50

The following Independent Sales Directors achieved Mary Kay's Fabulous 50s status by achieving at least \$30,000 in net adjusted wholesale production and growing their unit size to 50 or more within six months of their debut date (December 2008). / Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Fabuleux 50 Mary Kay pour avoir réalisé une production de groupe nette ajustée de 30 000 \$ en gros ou plus et pour avoir développé une équipe de 50 membres ou plus dans les six mois suivant la date de leurs débuts (décembre 2008).

No photo available.
Photo non disponible.

Julie Bisson
National Area/Famille nationale:
Angie Stoker

No photo available.
Photo non disponible.

Jennifer Scott
National Area/Famille nationale:
Barbara Sunden

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 CONSIDÉRÉS 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 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

june 2009 recognition reconnaissance de juin 2009

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in June 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 May. / Commissions touchées en juin 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 mai.

Angie Stoker  \$31,400.00	Brenda Summach  \$27,608.00	Renée Daras  \$25,612.00	Dalene Allen  \$21,047.00	Gloria Boyne  \$21,041.00
Elena Sarmago \$20,785.00 Doreen Burggraf 18,733.00 Heather Armstrong 17,077.00 Anne Austin 14,684.00	Gail Adamson \$13,177.00 Philomena Warren 12,619.00 Darlene Ryan-Rieux 12,485.00 Linda MacDonald 11,569.00	Bernice Boe-Malin \$10,986.00 Olive Ratzlaff 10,153.00 Susanne Felker 9,084.00 Donna Lowry 9,049.00	Marcia Grobety \$8,915.00 Sandy Campbell 8,733.00 Debbie Mattinson 8,090.00 Janice Connell 6,781.00	Jane Kosti \$5,693.00 Donna Weir 5,619.00

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 June. / 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 juin.

Jane Kosti  Level 2/Niveau 2	Debbie Mattinson  Level 2/Niveau 2	Anne Austin  Level 1/Niveau 1	Doreen Burggraf  Level 1/Niveau 1	Sandy Campbell  Level 1/Niveau 1
Olive Ratzlaff  Level 1/Niveau 1	Darlene Ryan-Rieux  Level 1/Niveau 1	Angie Stoker  Level 1/Niveau 1	Brenda Summach  Level 1/Niveau 1	Philomena Warren  Level 1/Niveau 1

Top 10 Independent National Sales Director Area Retail Production/Production de famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of June 30th, 2009. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 30 juin 2009. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker \$9,042,876.85	Brenda Summach \$5,729,328.06	Gloria Boyne \$3,589,720.20	Dalene Allen \$3,381,494.30	Anne Austin \$2,925,309.90
Heather Armstrong 7,257,543.68	Doreen Burggraf 3,944,754.77	Elena Sarmago 3,434,688.07	Gail Adamson 3,119,109.06	D. Ryan-Rieux 2,811,752.15

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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!

Arlene Klassen	\$6,887.00	Kimberley Nelson	\$5,338.25	Charlene Jenkins	\$4,569.50	Terry Burch	\$4,063.50	Shannan Smith	\$3,701.00	Monique Pinard	\$3,603.50
France Grenier	6,810.00	Deanna Blue	5,322.00	Kathy Handzuik	4,545.25	Lorena Siemens	4,044.50	Lindsay Torntene	3,697.75	Isabelle Jean	3,602.75
Rhoda Burton	6,530.50	M. Summach-Goetz	5,175.00	Trina Burridge	4,499.00	Angela Raskam	4,035.50	Diana Robstad	3,695.75	Laurie Tjahjadi	3,601.50
Agnes Loshusan	6,517.75	Caroline Simard	5,171.00	Helen Zucchelli	4,481.60	Cathy Smockum	4,017.75	Claudine Pouliot	3,685.25	Greta Payne	3,601.00
Debbie Parsons	6,505.00	Danielle Bourgault	5,059.00	Michelle McIsaac	4,239.00	Shelley Recoskie	3,974.50	Mylene Gallant	3,683.75	Rebecca Jeanson	3,600.75
Shirley Peterson	6,373.25	Carol Charlebois	4,905.50	Samantha Ridley	4,200.75	Ellen Green	3,926.25	M. MacKenzie-Cusack	3,678.75	Colleen Listro	3,600.75
Aline Guerard	6,367.75	\$4,800		Jennifer Pulak	4,200.50	Rebecca Langelier	3,895.50	Patricia Lavoie	3,674.50	\$3,600	
Julie Bernier	6,172.75	Marilyn Hicken	4,795.00	Melodie Viens	4,200.50	Dierdre McKay	3,856.35	Nichole Bishop	3,667.00	Camille Rivait	3,600.00
\$6,000		Marie-Josée Dery	4,728.75	Nathalie Beaudin	4,200.00	Barb McKellar	3,792.75	Amy Kuan	3,663.75		
Angela Hoffmann	5,495.25	Riti Chadha	4,723.00	Ellen Hatlevik	4,154.75	Nina Slack	3,790.50	F. Amintorabi	3,630.50		
Kim Conaghan	5,453.00	Chisa Seniuk	4,656.00	Nancy Roskaff	4,129.75	Jewls Bell	3,729.00	Delphine Laramée	3,612.25		
Sonia Dumas	5,396.50	Tina Osmond	4,607.75	Bobbie Ahluwalia	4,109.25	E. Ramanauskas	3,713.75	Geeta Boodram	3,604.25		

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!

Melanie Landry	\$3,586.00	Virginia Draelan	\$2,902.50	Shari Beamish	\$2,407.00	Amanda Seguin	\$2,030.00	Nasreen Syed	\$1,831.00	Jacinthe Ferland	\$1,802.25
Susan Bannister	3,578.50	Nancy Lapointe	2,896.75	Guylaine Guay	2,406.50	Sharon Gibson	2,026.25	Christy Silvestri	1,830.25	Johanna Solorzano	1,802.25
Trish Salter	3,563.25	Marlene Commins	2,883.75	Patricia Fitzpatrick	2,405.25	Helen Greenspan	2,018.75	Julie St-Germain	1,829.25	Cheryl Fedirko	1,802.00
Jan Irwin	3,555.25	Edette Morton	2,868.50	Annie Gagnon	2,404.50	Corinne Wilkes	2,017.75	Naomi Scott	1,824.50	Rachel Farley	1,802.00
Ray Brockman	3,539.00	S. Greenwood-Plante	2,866.00	Giselle Marmus	2,403.50	Angela Gillis	2,007.50	Jennifer Chen	1,823.50	Julie Strike	1,802.00
Cindy Levesque	3,498.25	Trisha Hansen-Bell	2,856.50	Cynthia Harris	2,402.50	Lillie Johnson	2,006.50	Nancy Moreira	1,823.25	Marie-Lyne Lapointe	1,801.75
Lisa Gallant	3,498.00	Christine Theriault	2,849.50	Joan Ross	2,402.50	Amandeep Rakhra	2,005.50	Susan Prosser	1,823.00	Gaitree Persaud	1,801.75
Carole Duguay	3,496.00	Jackie Cowderoy	2,842.75	Carroll Brown	2,402.25	Lynn Bukala	2,005.00	Gayle Clark	1,822.25	Carole Bourgault	1,801.50
Linda Hood	3,490.75	Amy Shang	2,836.25	Thea Desy-Leblanc	2,402.00	Angela Prosser	2,004.00	Esther Powell	1,820.50	L. Paglione Diciocco	1,801.50
Tianna Campbell	3,463.00	Eileen Jessup	2,788.75	Lorrie Robinson	2,401.00	Shirley Reichelt	2,004.00	Elaine Wallace	1,820.50	Marina McGuire	1,801.50
Cassandra Lay	3,430.50	Kathy Whitley	2,783.00	Amy Smith	2,400.75	Gail St. Croix	2,000.75	Tina Buccella	1,819.75	Ivy Strong	1,801.50
Sharon Sansom	3,401.00	Cherie Hydzyk	2,768.25	Louise Carroll	2,400.25	Jeri Pearce	2,000.50	Ewa Walkosz	1,819.75	Jennifer Heidinga	1,801.25
Audrey Pittman	3,354.25	Terri Kurtzweg	2,739.00	Renee Hoskins	2,400.25	Marjorie Hunt-Platt	2,000.00	Sylvie Massicotte	1,819.50	Clare Adams	1,801.00
Kimberley Fehlauer	3,346.50	Peggy Simpson	2,721.75	\$2,400		Lorna Randall	1,973.75	Judith Obrien	1,818.00	Miriam Burchell	1,801.00
Sharon Korol	3,337.25	January Hall	2,696.00	Gail Pollard	2,400.00	Patti Howell	1,971.50	Elise David	1,816.75	Frankie Hammond	1,801.00
Gail Hennig	3,321.50	Gail Prodeus	2,691.00	Renee Johnson	2,398.25	Sandy Senat	1,970.25	Damineh Dehnadfar	1,816.00	Viji Subramaniam	1,801.00
H. Brookwell-Reuber	3,305.50	Heather Loshack	2,683.50	Jennifer Scott	2,393.00	Carol Dutchik	1,961.00	Sylvia Moggy	1,815.75	Mary Anne Whitford	1,801.00
Terry Thrun	3,291.25	Nina Pye	2,678.25	Brenda Eckalook	2,389.00	Teresita Llarinas	1,960.75	Suzie Snell	1,814.25	Lizzy Walker	1,801.00
Bonny McComb	3,288.75	Ma Ebol	2,676.00	Amy Basaraba	2,388.75	Rose Trenchuk	1,956.50	Sharon Coghill	1,813.25	T. MacFarlane-Kelly	1,800.75
Bonita Cheddle	3,287.25	Lanna Tucker	2,666.75	Nanette Traill	2,365.50	Dori Vanderham	1,940.75	Christa Viljoen	1,813.00	Vanessa Altvater	1,800.75
Debra Brown	3,280.00	Barbara Craig	2,660.75	Heather Cook	2,346.50	H. Neilson-Furrow	1,940.25	Kim Hutchins	1,812.75	Rosanna Cannella	1,800.75
Sheri-Lynn Reid	3,271.75	Harmeet Bhattal	2,652.25	Sara MacDonald	2,340.25	Marlene Wirachowsky	1,928.50	Goldie Kettle	1,812.75	Kelly Hale	1,800.75
Tara Green	3,238.00	Jennifer James	2,648.50	Mylene Kilgour	2,326.25	Kim Robitaille	1,928.00	Lorena Lafrance	1,812.50	Christina Oesterreich	1,800.75
Lynda Drysdale	3,236.00	Kitty Babcock	2,634.50	Sylvana Oliver	2,326.00	Rae Naka	1,917.75	Milly Leung	1,811.75	Ingrid Roehm	1,800.75
Luba King	3,222.25	Colleen Genno	2,625.25	Natalia Castro	2,325.25	Satinder Gill	1,917.50	Adriana Baez Vargas	1,811.50	Isabelle Thoun	1,800.75
Antonella Sampogna	3,207.25	Reina Heras	2,624.00	Chris Miller	2,314.25	Sue McElhanney	1,917.25	Connie Smith	1,810.50	Helena Wall	1,800.75
Victoria Stinchcombe	3,201.00	Bev Crabb	2,623.50	Tara Payne	2,313.00	Ginger Halliday	1,916.50	Vilma Cruz	1,810.25	Ibarra Yanez	1,800.75
Denise Redhead	3,187.00	Sharon Pritchard	2,600.00	Sara Palmater	2,259.75	Jeanne Montague	1,915.50	Harjinder Kaur	1,809.75	Janette Goodman	1,800.50
Ami Bour	3,143.25	Tanya Newton	2,597.50	Lorrie Henke	2,238.25	Joanna Andrusky	1,915.00	Nancy Bell	1,808.75	Erica Hoffman	1,800.50
Stephany Chavez	3,139.00	Kimberly Smith	2,587.50	Sharlene Bukurak	2,225.50	Aaron Heath	1,914.00	Jatinder Lally	1,808.00	Tarra Keller	1,800.50
Chris Piuni	3,104.50	Holly Martin	2,582.50	Patricia Petersen	2,215.75	Holly Bussey	1,901.50	Elizabeth Sly	1,806.75	Gizele Lagueux	1,800.50
Joan Knight	3,104.00	Sandy Ma	2,577.00	Julie Bisson	2,213.25	Brenda Cooper	1,901.50	Gurbax Sandhu	1,806.75	Joan McLaughlin	1,800.50
Shirley Fequet	3,101.75	Nora Davis	2,576.50	Mary Kropf	2,211.00	France Cloutier	1,900.50	Ada Clark	1,806.50	Patricia Poole	1,800.50
Cherry Cervito	3,059.25	Teresa Turner	2,559.00	Nancy Murray	2,202.00	Marlene Bridgman	1,897.75	Frances Cliffe	1,806.50	Aleata Rhyorchuk	1,800.50
Alana Brandon	3,050.00	Annette Guerrette	2,548.50	Shawna Gould	2,190.75	Lisette Rioux	1,896.25	Maria Montesa	1,806.50	Marica Wierda	1,800.50
Jacinta Stewart	3,050.00	Claire Kennedy	2,546.00	Lindsay Lewis	2,186.75	Tanya Tomsic	1,886.50	Sheila Spurn	1,806.50	Rachel Lessard	1,800.25
Julie Daigle	3,032.25	Deborah Kenny	2,506.75	Michelle Gurdebeke	2,178.50	V. Nolin-Morin	1,884.50	Heather Mangione	1,806.25	Sherry-Lynn McFarland	1,800.25
Lynne Girard	3,030.25	Sharon Casteel	2,506.00	Kathie McGann	2,178.50	Marcia Amor	1,880.00	Marcia Veliofski	1,806.25	Helen Neimor	1,800.25
Patricia Emond	3,025.00	Diane Riddell	2,504.00	Lisa Molesky	2,177.25	Karen Placsko	1,879.50	Carol Pollard	1,805.75	Kelli Ritz-Virtanen	1,800.25
Jade Christian-Roy	3,015.00	Wenwen Min	2,494.75	Mary-Lou Hill	2,175.50	Jennifer Chin	1,868.00	Annette Yates	1,805.75	Laken Villecourt	1,800.25
Samantha Buchy	3,008.25	Barb Cieslak-Sydror	2,494.50	Christine Leclair-Day	2,168.25	Marie-Claude Munger	1,868.00	Rachel Murray	1,805.25	Tamar Vaillant	1,800.25
G. Schwentafsky	3,007.75	Nadia Desroches	2,483.25	Nancy Halikas	2,150.50	Karine Bouchard	1,867.50	Chelsea Maher	1,805.25	Jackie Waddick	1,800.25
Lynne Vermette	3,007.50	Diana Hiscocq	2,482.50	Emilie Timmins	2,132.00	M. Forster - Lo Turco	1,864.75	Marie Gilbert	1,805.00	\$1,800	
Sandra Dequyer	3,005.75	Beverley Smith	2,479.75	Karine Lessard	2,126.00	Sandy Bauer	1,862.00	Annet Twebeze	1,805.00	Rebecca Campbell	1,800.00
Palo Ebrahimi	3,004.75	Jessica Andrew	2,476.25	Brigitte Lang	2,125.50	Vivian Fry	1,858.75	Mandip Bassan	1,804.75	Tyfan Evrard	1,800.00
Victoria Spurrell	3,001.00	Suzanne Lissoway	2,455.50	Lisa-Marie Massey	2,120.00	Angela Hargreaves	1,856.50	Veronique St-Pierre	1,804.75	Cheryl Hutchcroft	1,800.00
Andy Young	3,000.75	Kylie Martin	2,443.75	Sonya Ho	2,109.00	Joyce Harnett	1,848.00	Elsie Apolinario	1,804.50	Holly MacDonald	1,800.00
Brenda Betz	3,000.50	Harjinder Gill	2,439.00	Paymaneh Varahram	2,105.75	Marthe Harvey	1,846.00	Pushpa Rani	1,804.50	Megan McKay	1,800.00
Tamara Cooper	3,000.25	Kay Carruthers	2,437.10	Lynn Hubley	2,104.00	Anna Hydzyk	1,844.00	Yvonne Wolowski	1,804.25	Nelpha Rombines	1,800.00
\$3,000		Laverne Guild	2,433.50	Kayla Nickel	2,100.75	Carole Atkins	1,843.00	Diane Chalifoux	1,804.00	Sally Speake	1,800.00
Ginette Thibault	3,000.00	Margaret Saliba	2,428.25	Charlene Varley	2,096.75	Sarah Robertson	1,840.00	Darlene Bailey	1,803.75	Marian Sheridan	1,800.00
Sara Chowdhery	2,992.50	Carol Taun	2,427.00	Marilou Brummund	2,089.25	Brigitte Santong	1,837.25	Georgine Cook	1,803.75	Michelle Sarmiento	1,800.00
Sharon Taphorn-Boy	2,984.25	Alice Chen	2,419.75	Shannon Gale	2,087.25	Veronica Delorey	1,835.00	Darcey Smith-Heath	1,803.50		
Nancy McEwen	2,980.50	Ashley Lange	2,415.25	Melissa Dunn	2,084.75	Kareena Felker	1,834.50	Anne-Julie St-Pierre	1,802.75		
Sarmite Surgeoner	2,968.25	Audrey Trach	2,414.25	Jenny-Lynn Sather	2,060.25	Ranbir Singh	1,834.50	Jessie Jia	1,802.50		
Christine Markussen	2,965.50	Heather Boyley	2,410.25	Natasha Finn	2,049.25	Kuljinder Dhillon	1,834.00	Sylvie-Anne Lavoie	1,802.50		
Judith Richardson	2,937.50	April Williams	2,407.75	Janet Taylor	2,039.00	Christine McKenna	1,834.00	Kelly Carley	1,802.25		

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 RECURÉ 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 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTIVÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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 June. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en juin, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$18,226.37	Joyce Goff	\$5,467.23	Janice Appleby	\$3,785.66	Lenore Oughton	\$3,225.63	Kathy Roberts	\$2,692.98	Isabelle Perreault	\$2,354.46
Shannon Shaffer	13,329.74	Lorraine McCabe	5,442.86	Jane Arsenaault	3,785.25	Melissa Dunn	3,220.10	Diane Burness	2,691.95	Lois Hirtz	2,334.90
Darcey Smith-Heath	11,458.46	Teresa Alomar-Story	5,303.69	Cheryl Page	3,761.28	Vaun Gramatovich	3,209.50	Shannon Smith	2,672.41	Annie Gagnon	2,331.01
Harpreet Dhalwal	10,869.76	Teresa Ho	5,289.44	Judith Richardson	3,752.47	Maria Bennett	3,189.29	Terri Kurtzweg	2,671.70	Kimberley Lougas	2,326.13
Shelley Recoskie	10,695.45	Elizabeth Farris	5,276.07	Dierdre McKay	3,732.08	Julie Ricard	3,141.77	Pamela Kanderka	2,669.90	June Millar	2,322.80
Donna Melnychyn	10,599.62	Donna Matthews	5,256.67	Lorrie Henke	3,717.93	Kim Conaghan	3,105.47	Debbie Ryan King	2,649.38	Monica Richard	2,315.70
Shirley Peterson	9,490.58	Ginette Desforges	5,245.29	Donna Witt	3,703.00	Brenda Cooper	3,101.44	Julie Boulay	2,645.57	Deborah Kenny	2,310.99
Agnes Loshusan	9,487.32	Isabelle Meunier	5,198.06	Linda Gingrich	3,695.37	Pauline Richardson	3,097.60	Ellen Hatlevik	2,643.78	Lindsay Lewis	2,305.66
Susan Bannister	9,458.15	Mary-Lou Hill	5,135.69	Elaine Fry	3,684.21	Louise Fortin	3,085.55	Pat Paul	2,623.63	Giselle Marmus	2,302.86
E. Ramanauskas	9,121.01	W. Groenewegen	5,121.06	Frances Fletcher	3,683.25	Lucie Beauregard	3,085.25	Sophie Audet	2,607.45	Luisa Rallo	2,301.66
Kyla Buhler	8,846.26	Rita Samms	5,094.53	Sylvia Smith	3,631.22	Josianne Boily	3,084.41	Claudine Pouliot	2,606.05	Joy Zaporozan	2,300.91
Angela Hargreaves	8,823.39	Louise Boulanger	4,903.89	Nicole Bellemare	3,623.39	Lorena B Siemens	3,054.55	Kitty Babcock	2,585.65	Joanne Manol	2,299.39
France Grenier	8,628.36	Bonnie Vigue	4,854.13	Liz Wodham	3,618.29	Darlene Olsen	3,052.58	Fran Sorobey	2,580.30	Angella Maynard	2,290.25
Tamara Swatske	8,573.37	Carol Heath	4,853.44	Laurie Schuster-Sydor	3,582.66	Fern Silva	3,041.22	Sarah Robertson	2,579.40	Louisa Hoddinott	2,258.13
Debbie Parsons	8,567.81	Randhir Singh	4,851.39	Maureen Corrigan	3,559.10	Mychele Guimond	3,029.31	Barb McKellar	2,576.12	Monica Noel	2,191.82
Jill Ashmore	8,208.46	Claribel Avery	4,776.82	Helen Zucchelli	3,555.90	Barbara Bond	3,015.20	Phyllis Hansford	2,564.00	Louise Desy	2,189.12
Mireille Morin	7,944.46	Mary Davies	4,688.72	Judy Toupin	3,528.91	Carol Adams	2,990.28	Peggy Denomme	2,561.56	Karen Shapka	2,163.44
Sharon Coburn	7,573.37	Kathy Whitely	4,632.92	Louise Duchesne	3,514.77	Susan Richardson	2,947.84	Barbara Craig	2,559.96	M-J Bourdages	2,157.83
Lynn Brady	7,466.04	Yasmin Manamperi	4,484.63	Ruby Chapman	3,506.29	France Legare	2,907.96	Joeline Jean-Claude	2,536.89	Georgine Cook	2,137.41
Nathalie Delisle	7,382.85	Jennifer Levers	4,459.16	Colleen Hendrickson	3,505.71	Alyce Parkes	2,900.92	Betty Lister	2,523.23	Cheryl Neuman	2,137.02
Eve Raymond	7,362.10	Donna Izen	4,411.15	Paulette Nimco	3,469.80	Rebecca Irving	2,856.04	Deb Prychidny	2,499.05	Becky Lawrence	2,120.59
Shirley Fequet	7,358.92	Shelley Haslett	4,348.10	Shannon Cameron	3,435.52	Sharon Robertson	2,853.08	Gina Hormann	2,467.58	Julie Bisson	2,112.54
Guyline Comeau	7,052.84	Susan Placsko	4,284.94	Mary Ogunyemi	3,413.86	Pam Behnke-Van Hoof	2,852.34	Marilyn Clark	2,462.83	Louise Best	2,106.60
M. Summach-Goetz	6,862.42	Heidi McGuigan	4,280.20	Jasbir Sandhu	3,397.29	Pam Hill	2,842.36	Joyce Bigelow	2,456.57	Michelle Gurdebeke	2,097.46
Michelle Currie	6,775.50	Johanna Tobin	4,226.17	Angela Murphy	3,360.41	Kim Shankel	2,829.94	Kay Carruthers	2,454.60	Rita White	2,095.61
Robin Courneya-Roblin	6,745.49	Kathy Handzuik	4,152.94	Diane Riddell	3,345.80	Charmaine Stinson	2,814.33	Ming Tsang	2,441.47	Laureen Miller	2,090.95
Fiona Corby	6,421.26	Gladys MacIntyre	4,069.82	Fay Hoiness	3,334.45	Judi Todd	2,812.16	Karen Schamehorn	2,436.46	Linda Moreau	2,080.04
Guyline Dufour	6,391.36	Harsimran Saini	4,055.81	Shirley Austin	3,330.68	Deanna Pease	2,787.52	Joanne Lam	2,424.60	Georgie Anderson	2,079.09
Beverley Dix	6,245.94	Heather Cook	3,972.88	Kathryn Milner	3,310.38	Julie Fiala	2,784.28	Bonny McComb	2,403.12	Malinda Byrne	2,075.17
Angela Fedorchuk	6,058.09	Karen Taylor	3,895.77	Judy Buchanan	3,296.36	Harparveen Aujla	2,771.44	Danielle Theriault	2,392.92	Allison Beckel	2,070.75
Jacqueline Cullen	6,007.47	Linda Feldman	3,893.19	Susie Leakvold	3,291.18	Christine Ransom	2,745.14	Pauline Campbell	2,391.63	Cicily Brewer	2,069.65
Sonia Janelle	5,803.17	Audrey Ehalt	3,852.29	Marilyn Bodie	3,273.80	Sharlene Bukurak	2,721.07	Kareena Felker	2,378.58	Myria Balicao	2,055.44
Isahli Mulchandani	5,606.61	Elaine Sicotte	3,843.07	Jeri Pearce	3,266.83	Debbie Struthers	2,704.30	Carol Hoyland-Olsen	2,374.28	Victoria Wakulchuk	2,045.32
Rajinder Rai	5,471.83	Beryl Apfelbaum	3,827.87	Catherine Chapman	3,257.09	Gaylene Gillander	2,695.25	Nadia Desroches	2,372.67	Alex Quinn	2,025.76

Scoreboard/Tableau des résultats

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

Josée D'Anjou	\$117,254.50	Beverley Dix	\$48,051.50	Rajinder Rai	\$34,093.50	Donna Witt	\$28,038.00	Kim Shankel	\$25,076.00	Sharlene Bukurak	\$21,174.50
Shannon Shaffer	105,214.00	I. Mulchandani	44,717.00	Janice Appleby	33,625.50	Melissa Dunn	28,001.50	Maria Bennett	25,029.50	Terri Kurtzweg	21,103.00
Darcey Smith-Heath	90,607.00	Jacqueline Cullen	44,485.50	Susan Placsko	33,581.50	Kim Conaghan	27,776.50	France Légaré	24,799.00	Fay Hoiness	20,965.00
Susan Bannister	82,433.00	Lorraine McCabe	43,733.00	Cheryl Page	33,218.00	Brenda Cooper	27,714.50	Pauline Richardson	24,578.50	Deanna Pease	20,702.00
Donna Melnychyn	82,078.50	Shirley Fequet	43,292.50	Lorrie Henke	32,583.50	Louise Fortin	27,470.00	Carol Adams	24,462.00	Julie Boulay	20,701.00
Shelley Recoskie	78,822.00	Guyline Dufour	42,454.50	Linda Gingrich	32,236.50	Mary Ogunyemi	27,285.50	Judy Toupin	24,402.00	Ellen Hatlevik	20,673.50
Agnes Loshusan	78,266.50	Sonia Janelle	42,286.50	Frances Fletcher	32,050.00	Yasmin Manamperi	27,180.00	Catherine Chapman	24,325.50	Darlene Olsen	20,489.50
Shirley Peterson	77,527.50	Sharon Coburn	42,048.00	Maureen Corrigan	31,678.50	Audrey Ehalt	27,067.50	Elaine Sicotte	23,934.00	Annie Gagnon	20,477.00
Harpreet Dhalwal	76,018.50	Eve Raymond	41,712.00	Helen Zucchelli	31,629.20	Lorena Siemens	26,993.00	Judi Todd	23,869.50	Marilyn Bodie	20,461.00
France Grenier	71,205.50	Louise Boulanger	41,594.00	Beryl Apfelbaum	31,198.00	Donna Izen	26,890.50	Louise Duchesne	23,441.50	Kimberley Lougas	20,402.00
Debbie Parsons	70,274.00	Rita Samms	41,346.00	Shelley Haslett	30,985.00	Paulette Nimco	26,803.50	Pat Paul	23,440.50	Sophie Audet	20,351.00
Jill Ashmore	67,805.50	Joyce Goff	40,790.50	Ruby Chapman	30,866.00	Fern Silva	26,788.00	Claudine Pouliot	23,170.00	Gaylene Gillander	20,295.50
Kyla Buhler	64,272.00	Mary-Lou Hill	40,549.00	Harsimran Saini	30,438.50	Claribel Avery	26,529.50	Alyce Parkes	23,091.00	Martine Richard	20,241.50
E. Ramanauskas	62,992.50	Kathy Whitely	40,506.50	Jane Arsenaault	30,077.50	Colleen Hendrickson	26,444.00	Josianne Boily	22,837.00	Charmaine Stinson	20,220.50
Lynn Brady	60,996.00	W. Groenewegen	40,415.50	Sylvia Smith	29,711.00	Gladys MacIntyre	26,406.00	Christine Ransom	22,810.00	Deborah Kenny	20,169.00
Tamara Swatske	59,199.50	Teresa Alomar-Story	40,052.50	Kathryn Milner	29,390.50	Lenore Oughton	26,301.50	Sarah Robertson	22,760.00	Lindsay Lewis	20,087.00
Angela Hargreaves	58,511.00	Carol Heath	39,417.00	Ginette Desforges	29,337.00	Nicole Bellemare	26,140.00	Barb McKellar	22,709.50	Giselle Marmus	20,044.00
Guyline Comeau	54,460.50	Teresa Ho	36,434.50	Donna Matthews	29,321.50	Judy Buchanan	26,092.00	Peggy Denomme	22,485.50	Luisa Rallo	20,025.50
M. Summach-Goetz	54,186.00	Kathy Handzuik	35,720.00	L. Schuster-Sydor	28,964.00	Diane Riddell	26,074.50	Lucie Beauregard	22,045.00	Joy Zaporozan	20,014.00
R. Courneya-Roblin	52,603.00	Randhir Singh	35,513.50	Shannon Cameron	28,923.50	Dierdre McKay	25,678.70	Diane Burness	22,010.00	Mychele Guimond	20,011.00
Fiona Corby	51,951.00	Heidi McGuigan	35,288.00	Linda Feldman	28,903.50	Susie Leakvold	25,559.00	Joeline Jean-Claude	22,006.00	Susan Richardson	20,002.00
Mireille Morin	50,796.50	Jennifer Levers	35,144.50	Jeri Pearce	28,720.50	Sharon Robertson	25,432.00	Bonny McComb	21,586.50		
Nathalie Delisle	50,748.50	Heather Cook	34,520.50	Bonnie Vigue	28,420.50	Rebecca Irving	25,391.00	Kathy Roberts	21,430.50		
Michelle Currie	50,555.50	Isabelle Meunier	34,518.50	Elizabeth Farris	28,137.00	Pam Hill	25,160.00	Danielle Theriault	21,429.50		
Angela Fedorchuk	48,586.00	Mary Davies	34,308.00	Liz Wodham	28,041.50	Elaine Fry	25,143.50	Pauline Campbell	21,409.70		

Top Recruiting Units/Meilleurs groupes en recrutement

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

Alberta – Fiona Corby
 Québec – France Grenier
 Québec – Julie Boulay
 Newfoundland & Labrador/Terre-Neuve-et-Labrador – Debbie Parsons

British Columbia/Colombie-Britannique – Lynn Brady
 Québec – Josée D'Anjou
 Ontario – Agnes Loshusan
 Ontario – Shannon Shaffer

Ontario – Rajinder Rai
 Alberta – Kyla Buhler

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Arlene Klassen
British Columbia/Colombie-Britannique – Kimberley Nelson
Manitoba – Jennifer Pulak
New Brunswick/Nouveau-Brunswick – Claudine Pouliot
Newfoundland & Labrador/Terre-Neuve-et-Labrador – Rhoda Burton

Nova Scotia/Nouvelle-Écosse – Trina Burridge
Nunavut – Greta Payne
Northwest Territories/Territoires du Nord-Ouest – Pat Suchlandt
Ontario – Agnes Loshusan
Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – France Grenier
Saskatchewan – Shirley Peterson
Yukon – Danyea Sulyma

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 June. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en juin.

Shelley Recoskie	\$2,567.16	Donna Witt	\$1,138.08	Deb Prychidny	\$876.66	Renee Lavoie	\$723.21	Frances Fletcher	\$580.95	Nadia Desroches	\$532.86
Shirley Fequet	2,526.87	Fay Hoiness	1,129.53	Debbie Struthers	867.27	Sophie Audet	718.53	Michele Cutler	577.38	Kathy Handzuik	530.58
Kyla Buhler	2,472.78	Josianne Boily	1,126.74	April Williams	865.62	Maureen Adamkewicz	713.40	Annie Gagnon	577.17	Lynn Brady	527.67
Harpreet Dhaliwal	2,159.34	Lorraine McCabe	1,075.08	Claudine Pouliot	851.10	Joyce Bigelow	709.11	Georgine Cook	576.12	Lynda Switzer	527.22
Michelle Currie	2,113.20	Jennifer Levers	1,064.43	Diane Burness	849.06	Catherine Chapman	703.92	M-J Bourdages	574.17	Lisa Dobson	526.89
Evelyn Ramanauskas	1,992.45	Mychele Guimond	1,047.81	April Toth	837.93	Rita White	694.56	Glenda Loberge	571.77	Nikki Horton	524.67
Darcey Smith-Heath	1,992.24	Marys Bennett	1,047.12	Karen Shapka	823.35	Jasbir Sandhu	690.51	Pamela Sittler	564.51	Chantal Rivard	523.65
Angela Hargreaves	1,947.12	Nicole Bellemare	1,035.81	Christine Ransom	815.37	Noreen Kroetsch	682.92	Carol Adams	560.94	Barbara Sinden	522.48
Rhoda Burton	1,822.41	Susan Placsko	1,030.17	Lindsay Lewis	806.70	Cheryl Tessari	682.92	Marie Gilbert	560.10	Mona Hood	521.37
Jill Ashmore	1,783.11	Fern Silva	1,024.80	Alyce Parkes	805.32	Shirley Austin	673.35	Jennifer Labaj	559.44	Betty Lister	521.31
Guylaine Dufour	1,700.37	Linda Gingrich	1,019.76	Elizabeth Buston	802.62	Shelley Haslett	666.39	Yasmin Manamperi	558.78	Donna Fidler	519.12
Randhir Singh	1,691.67	Mary-Lou Hill	1,007.46	Heidi McGuigan	798.18	Sandra Korte	652.47	Teresa Lutterman	558.54	Sylvie Theriault	518.85
Joyce Goff	1,560.21	Sonia Janelle	1,004.55	Pauline Richardson	795.99	Rita Samms	652.44	Carlene Kerr	558.00	Heather Kimble	518.76
Kathy Whitley	1,553.91	Sharon Robertson	986.76	Ruby Chapman	795.60	Colleen Hendrickson	650.34	Katrina McKee	557.10	Deborah-Anne Bomben	517.92
Tamara Swatske	1,539.63	Paulette Nimco	985.23	Melania Martin	790.62	Louise Fortin	649.14	Charlene Efford	555.90	Nancie Lachance	516.57
Donna Melnychyn	1,522.86	Gladys MacIntyre	974.58	Luisa Rallo	790.32	Claribel Avery	648.78	Giselle Marmus	554.88	Elaine Sicotte	514.98
Debbie Parsons	1,515.33	Sarah Robertson	967.32	Julie Bisson	789.36	Alicia Plosz	642.18	Freddelyne Labossiere	554.46	June Rumball	513.57
Liz Wodham	1,507.02	Julie Allard	960.15	Pam Behnke-Van Hoof	784.80	Chris Miller	640.44	Bonny McComb	548.88	Marlene Bridgman	512.55
France Grenier	1,485.33	Wanda Groenewegen	955.20	Rajinder Rai	772.56	Marie York	639.90	Audrey Ehalt	547.53	Sharon Casteel	511.23
Angela Fedorchuk	1,444.02	Amy Shang	953.58	Kathy Roberts	762.00	Kathryn Milner	637.80	Cassandra Lay	543.33	Ana Maria Guevara	507.03
Eve Raymond	1,428.60	Brenda Cooper	946.53	Karen Goldrick	757.74	Michelle Gudebeke	627.57	Sharon Lee Carlson	542.13	Colleen Sankey	506.88
Ishali Mulchandani	1,391.73	Maureen Corrigan	940.56	Darlene Olsen	752.58	Melissa Dunn	619.47	Sharlene Bukurak	541.56	Diane Riddell	506.01
Susan Bannister	1,345.35	Lorrie Henke	940.26	Katie Pokrant	750.51	Monica Noel	616.68	Barbara Craig	539.19	Terri Kurtzweg	504.39
Carol Heath	1,335.90	Lorena B Siemens	936.81	Elyse Michaud	748.05	Lu Scott	604.65	Kim Jones	538.68	Denise Melanson	504.27
Shannon Cameron	1,334.85	Shannon Shaffer	927.21	Sonia Dumas	742.98	Emilyle Gallant	600.69	Mary Humber	538.62	Mariola Herbasz	503.34
Jacqueline Cullen	1,292.07	Kimberley Lougas	909.84	Robin Courneya-Roblin	740.70	Judy Bycok	592.53	Louiselle Duchesne	537.42	Teresa Ho	500.82
Lenore Oughton	1,272.66	Fran Sorobey	908.37	Sara Roberts	737.40	Martha Trujillo	590.13	Jeri Pearce	536.70	Marlene Commins	500.31
Linda Feldman	1,252.08	Guylaine Comeau	899.34	Deanna Pease	734.37	Leanne Chamberlain	589.95	Rose-Marie Young	534.90		
Kitty Babcock	1,219.68	Sharon Coburn	899.25	Edith Charbonneau	732.15	Cathy Wright	587.28	Heather Prosser	534.72		
Agnes Loshusan	1,208.46	Debra Brown	891.54	Joy Zaporozan	731.10	Fiona Corby	587.07	Vaun Gramatovich	534.27		
Fatema Khaku	1,162.59	Betty Burke	891.12	Shannon Smith	730.41	Sue Rigby-Mallard	585.60	Johanna Tobin	533.88		
Louise Boulanger	1,145.28	Gina Hormann	882.60	Catherine Schiller	727.77	Cheryl Page	581.91	Susan Richardson	533.31		

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 June. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en juin.

Charmaine Stinson	\$634.98	Kulwinder Rattanpal	\$450.62	Janice Appleby	\$367.00	Ruth Ann MacDonald	\$339.02	Joanne Sanders	\$296.30	Karen Piovesan	\$271.08
Barbara Bond	564.26	Malinda Byrne	441.62	Lori Wiebe	364.72	Nicole Cooke	336.68	France Mimeault	294.18	Dawn Barclay	268.84
Judith Poulin	557.98	Melanie Viens	437.48	Melissa Hodder	361.26	Shirley Stevens	318.26	Faida Ahadi	291.82	Julie Muir	264.32
Joanne Lam	514.42	Andrea Thorrougood	430.44	Debbie Johnston	356.74	Alice Wong	315.44	Kerrie Rutherford	286.44	Eugenie Fortin	263.48
Amy Klassen	511.90	Gloria Rousseau	412.50	Joy Klassen	355.70	Gaylene Gillander	310.16	Ellen Hatlevik	284.48	Carolyn Notall	262.56
Claudy Guillemette	493.06	Marie-Claude Leblanc	406.92	Bertha Kovach	349.08	Denise Baynton	305.72	Beata Nowicki	284.02	Elaine Wilson	256.60
Lori Cherney	469.62	Rana Huynh	388.20	Genevieve Laramée	348.94	Carol Henry	303.20	Bonnie Vigue	281.36	Yolène Gay	256.20
Ginette Desforges	452.42	Michele Hatley	387.10	Cynthia Martel	345.92	Mary Ogunyemi	302.02	Valerie Pullishy	277.38		
Sarah Kearney	452.20	Pamela Kanderka	372.56	Nanette Traill	340.68	Ashley Wiebe	298.30	Fatma Boussaha	275.44		

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 June. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en juin.

Marie Beauchesne	\$254.71	Nina Pye	\$144.04	Katherine Phillips	\$114.26	Liz Fraelic	\$99.07	Joanne Moss	\$89.23	Bakhshish Nahal	\$80.22
Samantha Simpson	240.62	Elaine Collison	137.64	Elisa Fantillo	113.45	Nicki Davis	98.30	Karen Jensen	89.02	Sharon Cymerys	80.03
Serena Godmaire	224.07	Colleen Holloway	128.40	Haudry Escandon	112.31	Wing Tsang	96.93	Tanya Scio	87.63	Elaine Cheng	79.97
Pamela Dajczak	193.20	Paula Yanko	127.48	Joyce Holmes	112.06	Maureen Rieckhof	96.67	Shirley Block	86.14	Manuela Mihaljevic	79.65
Pierrette Hache	171.63	Sarah Appenheimer	125.72	Ced Ammad	107.04	Melina Snow	96.46	Marie-Pier Beland	85.04	Brigitte How	78.43
Barb Fedrigoni	168.03	Sylvie Pellerin	125.56	Teresa Da Silva-Avila	104.60	Fely Ababulon	96.24	Maylanie Turgeon	83.76	Martha Perry	77.61
Josée Fortin	168.02	Erin Kellie	122.00	Floranie Tanian	104.25	Denise Titus	96.10	Janeen Robertson	81.79	Lyne Vincent	77.12
Wilma Summach	167.61	Mylene Turner	121.00	Marjorie Hunt-Platt	104.21	Eulalia Nate	96.01	Debra Mastromattei	81.77	Melissa Barbeau	75.38
Atoosa Moini	161.03	Victoria Buchy	120.33	Kimberley Ma	103.08	Muryelle Lachance	90.54	Florence Fried	81.19		
Nancy Bonenfant	155.03	Maria Hykawy	120.23	Shirley Yung	102.47	Maureen Wiebe	90.45	Tanya Frenette	81.15		
Clara Dreise	150.96	Jessica Weiss	120.19	Maria Perez	101.98	Jane Agnew	90.04	Angela Tischler	80.90		
Kathrine Gosselin	144.11	Bonnie Van Geene	118.73	Janice Stuyck	99.79	Rachel Benson	89.97	Theresa Stafford	80.67		

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 RECURRE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS 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 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTITÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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 June. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en juin.

RAJINDER RAI
Director/directrice
JACQUELINE CULLEN
Director/directrice
KYLA BUHLER
Director/directrice
MICHELLE CURRIE
Director/directrice
JILL ASHMORE
Director/directrice
ANGELA FEDORCHUK
Director/directrice

ISHALI MULCHANDANI
Director/directrice
RANDHIR SINGH
Director/directrice
GUYLAINE DUFOUR
Director/directrice
GINA HORMANN
Director/directrice
DEBBIE JOHNSTON
Director/directrice
PAT WILSON
Bernice Boe-Malin

AMY KLASSEN
Michelle Summach-Goetz
CHARMAINE STINSON
Director/directrice
NICOLE BELLEMARE
Director/directrice
RHODA BURTON
Debbie Parsons
SANDRA KORTE
Susan Placsko
MELANIA MARTIN
France Grenier

JENNIFER PRINCIPE
Fiona Corby
JOANNE SANDERS
Rajinder Rai
AMY SHANG
Lynn Brady
SHANNAN SMITH
Director/directrice
CHERYL TESSARI
Helen Zucchelli
KELLY THOMAS-PETROFF
Agnes Loshusan

ASHLEY WIEBE
Marina Mason
ELIZABETH BUSTON
Shannon Shaffer
TANYA FRENETTE
Beryl Apfelbaum
EMILYE GALLANT
Julie Boulay
JENNIFER JAMES
Angela Hargreaves
FATEMA KHAKU
Darcey Smith-Heath

JENNIFER LABAJ
Fiona Corby
ELYSE MICHAUD
Eve Raymond
HEATHER PROSSER
Sylvia Smith

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 June. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en juin.

ROBIN COURNEYA-ROBLIN
Director/directrice
DEBBIE STRUTHERS
Director/directrice
YOLÈNE GAY
Director/directrice

CHARLENE BLACKSTAR
Director/directrice
JOY BARBER
Fiona Corby
JESSICA DECARIE
Julie Boulay

ELLEN HATLEVIK
Director/directrice
SUSAN PLACSKO
Director/directrice
PAMELA DAJCZAK
Lorrie Henke

VALERIE KALDEWAY
Fiona Corby
GENEVIEVE LARAMEE
Nathalie Delisle
CHARO SCHNELL
Bernice Boe-Malin

FLORAME TANIAN
Agnes Loshusan

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 June. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en juin.

SHELLEY RECOSKIE
Director/directrice
EVELYN RAMANAUSKAS
Director/directrice
REINA HERAS
Director/directrice
CAROL HEATH
Director/directrice
ALYCE PARKES
Director/directrice
DEBORAH BROWN
Director/directrice
CELSA PASMO
Director/directrice

JOANNE LAM
Director/directrice
JUNE RUMBALL
Director/directrice
ASHLEY LANGEVIN
Director/directrice
DEANNA PEASE
Director/directrice
FRANCE GRENIER
Director/directrice
FRANCE MIMÉAULT
Director/directrice
JOSIANNE BOILY
Director/directrice

EMILY CHAMBERS
Director/directrice
FIONA CORBY
Director/directrice
JOYCE GOFF
Director/directrice
TERRI KURTZWEG
Director/directrice
SANDRA NEUFELD
Director/directrice
JULIE ALLARD
Josée D'Anjou
SHIRLEY FEQUET
Director/directrice

ARVINDER GILL
Harsimran Saini
CAROL HENRY
Sam Young
DIANE POULIN
Lucie Beauregard
NANETTE TRAILL
Melissa Dunn
VICKY AUBIN
Mireille Marion Morin
DEBRA BROWN
Shannon Shaffer
EDITH CHARBONNEAU
Josée D'Anjou

CRYSTEL CHARTIER
Josianne Boily
CHANTAL DUFOUR
Martine Richard
JUDY EDWARDS
Director/directrice
PATRICIA EMOND
France Grenier
EDIE JARVIS-FAST
Tamara Swatske
KIM JONES
Fiona Corby
FREDDYLYNE LABOSSIERE
Sonia Janelle

EULALIA NATE
Myria Balicao
CHISA SENIUK
Fay Hoiness
TERINA STENGER
Marilyn Clark
APRIL WILLIAMS
Kyla Buhler

New Team Leaders/Nouveaux chefs d'équipe

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

HOLLY BUSSEY
Mary Ogunyemi
DONNA CARTER
Kyla Buhler
EDITH CHARBONNEAU
Josée D'Anjou
ANNA CHMIEL
Mary-Lou Hill
NADIA DJEBLI
Mandy Meisner

EMILYE GALLANT
Julie Boulay
PEGGY GEORGE
Trudy Klassen
BRENDA HARRISON
Susanne Felker
HEATHER HEWITT
Janice Connell
MAXINE HOLLAND
Maureen Corrigan

JENNIFER JAMES
Angela Hargreaves
SUKHWINDER KANG
Mandeep Bambrah
KAMALPREET KAUR
Harpreet Dhaliwal
TEREASA KINNIBURGH
Mary-Lou Hill
APRIL KLIPPENSTEIN
Theresa Nielsen

HAYLEY LANE
Sasha Bradshaw
GENEVIEVE LARAMEE
Nathalie Delisle
SILVIA PENCAKOVA
Beryl Apfelbaum
JUDITH POULIN
Guyline Comeau
HEATHER PROSSER
Sylvia Smith

PASCALE QUIRION
Josée D'Anjou
KERRIE RUTHERFORD
Angela Fedorchuk
MARSHA RYAN
Sylvia Smith
CHARO SCHNELL
Bernice Boe-Malin
MARTHA TRUJILLO
Teresa Alomar-Story

SHIRLEY VANWYNSBERGHE
Johanna Tobin
KIM WALK
Monica Hecht

New Star Team Builders/Nouvelles Bâtisseuse d'équipe Étoile

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

SUSAN AHN
Elizabeth Sly
DESIREE AVERO
Shelley Recoskie
KRISTAL BALL
Donna Melnychyn
AMY BASARABA
Angela Fedorchuk
RITI CHADHA
Shelley Recoskie
AUDREY CHAN
Ann Alexander

DEBORAH CHANDLER
Shannon Shaffer
JEANNE CHARBONNEAU
Shannon Shaffer
CRYSTEL CHARTIER
Josianne Boily
JOAN CREPIN
Catherine Chapman
TERESA DA SILVA-AVILA
Shelley Recoskie
PAMELA DAJCZAK
Lorrie Henke

LAURIE ERICKSON
Kathy Whitley
TANYA FRENCH
Tracy Lynn Craig
TANYA FRENETTE
Beryl Apfelbaum
JANET GAMIZ
Reina Heras
STEPHANIE GUILLEMINOT
France Legare
PAM HALL
Rebecca Irving

GINGER HALLIDAY
Denise Melanson
SUSAN HAYES
Anne Marie Palumbo
JULIE HOEFELING
Michelle Summach-Goetz
LISE ANNE JAMES
Danielle Gobeil
JOSEE BEAULIEU
Nicole Bellemare
VALERIE KALDEWAY
Fiona Corby

HARPINDER KAUR
Rajinder Rai
R. ROSALIE KENABABU NDALA
Kathy Quilty
MURYELLE LACHANCE
Josée D'Anjou
CHANTALE LEPAGE
Eve Raymond
SHARON LEWIS
Christine Ransom
DARLENE LOUGHEED
Kathryn Milner

SHEILA MARLOW
Angela Hargreaves
CHARLENE MARTIN
Aradella MacDonald
JANET MAZUR
Audrey Ehalt
CHRISTINE MILLER
Christine Ransom
ATOOSA MOINI
Lynn Brady
NANCY MORIN
Darlene Ryan-Rieux

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

New Star Team Builders (continued)/Nouvelles Bâtisseuse d'équipe Étoile (suite)

EULALIA NATE
Myria Balicao
SLETZA NEGRETE
Claudia Guzman-Vilchez
DONNA O'CONNELL
Marie Monte
ELIZABETH PARTON
Michelle Summach-Goetz

VICKI PEDLAR
Pauline Campbell
ROBIN PELTIER
Louise McCann
JENNIFER PETRAS
Sonia Janelle
ODET PIRDJAHAN
Dierdre McKay

AZZA PYE
Fiona Corby
JANEEN ROBERTSON
Michelle Currie
AMANDA SEGUIN
Michelle Currie
SAMANTHA SIMPSON
Laurie Schuster-Sydor

JOAN STOLLE
Mary-Lee Plemel
FLORAME TANIAN
Agnes Loshusan
TANYA TOMSIC
Shirley Peterson
MAYLANIE TURGEON
Brigitte Raymond

LYGIA VALCOURT
Beryl Apelbaum
CASSIE VANRAAMSDONK
Mary-Lou Hill
IRMA VAUGHAN
Debbi Levy Kay
MICHELLE VILLENEUVE
Louiselle Duchesne

GURPREET WASHIR
Randhir Singh
ABBEY YOUNES
Deborah Kenny
SHIRLEY YUNG
Teresa Ho

Cadillac Achievers/Championnes Cadillac

These Independent Sales Directors qualified during the month of June to earn the use of a pink Cadillac or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Cadillac rose ou une compensation en argent.

Jill Ashmore

Josée D'Anjou

Agnes Loshusan

Donna Melnychyn

Debbie Parsons

Darcey Smith-Heath

Premier Club Achievers/Championnes Club Première

These Independent Sales Directors qualified during the month of June to earn the use of a Ford Taurus SEL, Ford Edge SE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en décembre pour l'usage d'une Ford Taurus SEL, Ford Edge SE ou une compensation en argent.

Janice Appleby
Catherine Chapman

Louise Desy
Audrey Ehalt

Angela Fedorchuk
Gaylene Gillander

Louisa Hoddinott
Donna Izen

Cassandra Lay
Dierdre McKay

Susan Placsko
Martine Richard

Independent Sales Director Grand Achiever Units/Directrices des ventes indépendantes Grandes Gagnantes groupes

These Independent Sales Directors qualified during the month of June to earn the use of a Ford Fusion SE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en juin pour l'usage d'une Ford Fusion SE ou une compensation en argent.

Louiselle Dushesne
Kareena Felker

Eugénie Fortin
Karen Goldrick

Sue McElhanney
Alyce Parkes

Karen Shapka

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

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

Julie Allard
Rhoda Burton

Elizabeth Buston
Sophie Chrétien

Michele Cutler
Sandra Korte

Jennifer Labaj
Elyse Michaud

Diane Poulin
Catherine Schiller

Cheryl Tessari
April Williams

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 (July 2008). / Les Directrices des ventes indépendantes suivantes ont 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 leurs débuts (juillet 2008).



Louise Fortin
National Area/Famille nationale:
Angie Stoker



Kim Johnson
National Area/Famille nationale:
Olive Ratzlaff



Marina Mason
National Area/Famille nationale:
Brenda Summach

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 CONSIDÉRÉS 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 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Build Customers. **Hold Parties. Earn Income!**

July 1st, 2009 – June 15th, 2010

Customers count. Parties count. When you have both, you have the makings for business success while reaching for the North American 5-million party goal!



It's so easy to get a few friends together and share your love of Mary Kay® product. Plus, when you hold at least 60 parties by January 31st, 2010, you'll **earn exciting recognition at Career Conference!** Not only that, you'll be helping to reach the audacious North American 5-million-party goal!

Why not give it a try and watch your business thrive with consistent service and sales? It's not only fun – it's the ultimate way to enrich lives, increase your earning potential and help your customers party with a purpose!



Be sure to visit *Contests & Rewards* on the MKOCSM to learn more and get great party ideas!

Find it online: [MKOC > Recognition/Contests > Contests & Rewards](#)

MARY KAY®

Mary Kay Cosmetics Ltd.

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Mississauga, Ontario

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