

FALL/HOLIDAY 2010

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

applause[®]

**FAB FALL
STYLE TIPS**
PAGE 50

**SNEAK PEEK!
QUARTER 2
STAR CONSULTANT
PRIZE PROGRAM**

**SEMINAR 2011
JEWELRY**
ARE YOU DESTINED
FOR DIAMONDS?

**HEAT UP SALES
WITH A HOLIDAY
OPEN HOUSE**

HELP YOUR CUSTOMERS
FIND THEIR WAY TO

Beautiful

BUILD

GROW

REFLECT

LIVE



SUPPLEMENTS
page 8



THINKING OF YOU
page 14



BEAUTY BUZZ
page 24



DIGITAL ZONE
page 28



SEMINAR JEWELRY
page 30



STAR CONSULTANT SNEAK PEEK!
page 32



APPLE CAKE
page 39



BEAUTY THAT COUNTS™
page 40



PINK CHANGING LIVES
page 42



THEN AND NOW
page 46



WIN WINTER 2010/2011 PRODUCT
page 49



FALL/WINTER 2010 TREND REPORT
page 50

fall forward to **success**

Mary Kay liked to say “people fail forward to success”. And we couldn’t agree more. In fact, this quarter we also believe you can *fall* forward to success, all the way to the new year.

As many of you ride out the excitement of your Seminar experience – the inspiring stories of overcoming obstacles, the lessons learned and taught by independent sales force leaders – it can be difficult to harness the momentum of those jam-packed few days to make your biggest dreams a reality in the months ahead.

Well, not only does this fall present opportunities to help you find your way to a more beautiful business, but also to a more beautiful life – for you, your customers and women around the world.

Looking for a beautiful place to start? The Company’s third **Beauty That Counts™** campaign will see \$1 from the sale of each limited-edition Mary Kay® Creme Lipstick shade benefit the Mary Kay Ash Charitable Foundation in its efforts to support women living with cancer and address violence against women. Share the shades with your customers to let them know Mary Kay is about so much more than makeup.

And once your customers have chosen their favourite shade, help them build a new look to complement it. Be sure to take before and after photos so they can enter the **Your Way To Beautiful Makeover Contest** for the opportunity to win prizes even Mary Kay herself would love (find your way to all the details on page 16).

Not sure these fabulous promotions are enough to help you *fall* forward to success? Well, there’s one program that has proven time and time again to be at the core of every successful Mary Kay business. Since its golden beginning in 1975, the **Star Consultant Prize Program** can help you become a more consistent Independent Beauty Consultant and earn rewards for your efforts. Get a peek at new prizes on page 32 and be sure to read this issue’s *History Lesson* (page 36) to learn how the program has evolved.

No matter how you choose to pursue your goals in the season ahead, fall never fails to usher in the feeling of a fresh start. Why not make it a fresh start toward success?

– Heather Watterworth

Want to be featured in the Winter 2010/2011 issue of *Applause®* magazine? Tell us:

...how you keep sales hot in cooler months.
...your best winter skin care tip.
...your Career Conference “a ha!” moment.

APPLAUSE-CANADA@MKCORP.COM

SHE SAID IT BEST

“Never turn down an opportunity to grow.”

Mary Kay



YOUR CANADIAN APPLAUSE® MAGAZINE TEAM

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the **6** most important things this quarter

GIVE BACK

It's the season of giving and giving back. From *Beauty That Counts™* Mary Kay® Creme Lipstick to “Champ” – our MKACF Teddy Bear – there are so many ways for you and your customers to do just that.

TRY A TREND

With new shades for eyes, lips and cheeks, sophisticated city looks come alive with the limited-edition Metro Chic Collection.

GET WITH THE PROGRAM

The Star Consultant Prize Program can help you stick to your selling strategies and earn exciting new rewards.

BECOME A DIGITAL DIVA

Learn how to integrate digital tools with your business, including the eCatalog, Personal Beauty Profiler and social media.

ENROL FOR THE WINTER 2010/2011 PREFERRED CUSTOMER PROGRAM

You've got to hand it to 'em: your customers will love the Winter 2010/2011 gift with purchase.

MAKEOVER YOUR CUSTOMERS

Help your customers find their way to beautiful with a fresh new look and the opportunity to win amazing prizes during the Your Way To Beautiful Makeover Contest.

CONNECT WITH US



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www.twitter.com/marykaycanada



www.youtube.com/marykay

in your words



Here's what got your attention in the Summer 2010 issue of *Applause*® magazine.

"I loved the countdown to Seminar. I haven't registered yet, but with this info, I'm more determined and motivated to be there. You had me drooling!"

Brittany Mann
Independent Beauty Consultant
(Edmonton, AB)

"I'm always excited to see where Mary Kay® product is featured in magazines and online. Please keep us informed of where product is featured and any awards we receive."

Kassandra Law, Independent Beauty Consultant (Rivière-du-Loup, Québec)

Ed. note: Be sure to check out the Beauty Buzz section on www.marykay.ca for the latest editorial mentions of Mary Kay product. And don't miss page 24 for a peek at some recent features!



"I can relate to the / Story featuring Independent Sales Director Terry Burch as I, too, have been searching for motivation to kick my business into gear. It was uplifting to hear how quickly her business grew once she found her motivation."

Tammy Moore, Independent Beauty Consultant (Fairfield, NB)

"The information on SPF is so very important, as there are so many people who do not know or understand how sun protection works and that everyone needs to protect themselves. Thank you for putting it in this issue!"

Louise Verhagen,
Independent Beauty Consultant (Etobicoke, ON)



"SOMETIMES WHEN A PRODUCT PHASES OUT, IT CAN BE FRUSTRATING FOR CUSTOMERS. THE SUMMER ISSUE INCLUDED A LIST OF THE NEW SHADES TO REPLACE THE DISCONTINUED ONES – IT WAS GENIUS! THANKS FOR **allowing me to better serve my customers.**"

Julie Johnston
Independent Beauty Consultant
(Lindsay, ON)

Love it? Don't? Tell us why:
APPLAUSE-CANADA@MKCORP.COM

calendar

the dates you need to know this quarter

SEPTEMBER 2010

- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on September 1st.
- 6: Labour Day.** Mississauga and Montréal offices closed.
- 13: Happy Anniversary!** Celebrate Mary Kay Canada's 32nd anniversary today.
- 15: Preferred Customer Program** – Enrolment deadline for *Fall Fantasies* postcard.
- Last day for customers to take advantage of the Mary Kay® *Fast Lash Set* gift with purchase.
- 16:** Fall/Holiday 2010 promotion begins. Check out www.marykay.ca and your Personal Web Site to see what's new!
- 17: Preferred Customer Program** – Fall/Holiday 2010 issue of *The Look* begins mailing.
- 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.

OCTOBER 2010

- 1:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on October 1st.
- 11: Thanksgiving.** Mississauga and Montréal offices closed.
- 15: Preferred Customer Program** – Enrolment for the Winter 2010/2011 Preferred Customer Program begins.
- 20:** October Career Car qualifier paperwork due to Company.
- 25: Preferred Customer Program** – *Fall Fantasies* postcard begins mailing.
- 29:** Last working day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward October production.
- 31:** Last day of the month. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward October production.
- Received deadline for 2010 Shelter Grant Program applications.

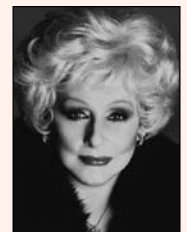
NOVEMBER 2010

- 5:** Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on November 1st.
- 11:** Remembrance Day.
- 15: Preferred Customer Program** – Enrolment deadline for the Winter 2010/2011 issue of *The Look*.
- 20:** November 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 Standard Time to count toward November production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward November production.

 October is
Breast Cancer
Awareness month.

*SHE SAID
IT BEST*

Break down
your goal into
obtainable
yearly, monthly,
weekly and
finally, daily goals. Don't let
a single day go by that you
don't accomplish the goal
you've set for yourself.



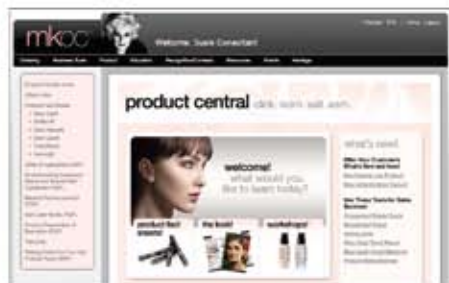
Mary Kay

Here's what's sure to have you clicking in September, October and November.



MK MEDIA LIBRARY UPGRADES

New filtering options make it easy to find the motivation you need to achieve success.



PRODUCT CENTRAL

Watch can't-miss PRODcasts and get insider info on the new thinking of you™ Eau de Parfum.



STAY ON TRACK!

Enrolment begins for the Winter 2010/2011 Preferred Customer Program on October 15th! Avoid the last minute rush and stay on track for the 2010/2011 Preferred Customer Program Consistency Challenge.

on marykay.ca

What's fab for fall and hot for the holidays? Don't miss these online additions.



SPRAY IT FORWARD

Send a personalized, interactive "message in a bottle" to share the new thinking of you™ Eau de Parfum.



PERSONAL BEAUTY PROFILER

This new, innovative online tool gives consumers incredible insight into their skin – in just a few clicks! Plus, this time saver can help you match your customer's skin care needs with the appropriate Mary Kay® product. Discover it for yourself!



MAD ABOUT METRO CHIC

Download the Mary Kay® Fall/Winter 2010 Fashion and Beauty Trend Report to discover the season's must-have looks and insider style secrets.

“nothing happens
until somebody sells something”

Build BUILD boui

très chic!

fab fall product captures
the season's trends

PAGE 12



contents

PAGE 8 | EXPERT ADVICE

6 most important
things about
supplements

PAGE 18 | SELLING SMART

host a holiday
open house

PAGE 22 | TAKE E-NITIATIVE

how to use
the ecatalog

EXPERT ADVICE

the **six** most important things about supplements

With Dr. Beth Lange, Chief Scientific Officer

Supplements to the TimeWise® Miracle Set™ are essential for addressing your customer's specific skin care needs – and we receive many questions about what to recommend and why. Here are six “lessons” to keep in mind as you share information with your customers.

1

Age isn't always an indicator of when to recommend supplements.

While age can be an indicator, in the end, it's about your customers' individual needs. You should listen to your customers' concerns and find solutions based on their problems, which may or may not fit into the proper age range.

2

Both TimeWise® Day Solution Sunscreen SPF 25 and TimeWise® Night Solution are essential.

The TimeWise® Miracle Set™ is designed as a set and the products should be used together to gain the maximum benefit for the skin. The set is really the foundation of our brand. **TimeWise® Day Solution Sunscreen SPF 25** is critical for sun protection, the **TimeWise® Night Solution** for repair. It's fine for your customers to add supplements on top of that, but we don't recommend leaving the house without using the complete TimeWise® Miracle Set™.

As an example, the **TimeWise® 3-in-1 Cleanser** offers exfoliating and toning every day. This isn't the same as the exfoliation you can get from the **TimeWise® Microdermabrasion Set**. Different levels of exfoliation may be needed depending on the skin's needs.

The supplements are exactly what we call them: supplements. The TimeWise® Miracle Set™ provides the foundation for healthy skin; the supplements offer customization for your customers' specific needs.

3

TimeWise® Night Solution, TimeWise® Replenishing Serum+C and the TimeWise®



Microdermabrasion Set have unique purposes. While it's possible that your beauty budget is one reason why so many of you ask us which one of these products is most important, here are a few distinctions you should know:

- TimeWise® Day Solution Sunscreen SPF 25 and TimeWise® Night Solution are not supplements—they're part of the TimeWise® Miracle Set™. If a customer can only afford one product, we recommend the night solution. Customers will likely experience the results and then, depending on their needs, may try the other products in the TimeWise® Miracle Set™.
- The next product we would recommend is the TimeWise® Microdermabrasion Set. The higher level of exfoliation it provides is critical in keeping skin from looking dull.
- Next, we suggest **TimeWise® Replenishing Serum+C**, which focuses on firming the skin.

4

Don't compare the TimeWise® Microdermabrasion Set to the TimeWise® Even Complexion Mask.

You can't really compare the two because they are completely different in the benefits they provide and the concerns they address.

The TimeWise® Microdermabrasion Set provides exfoliation, whereas the **TimeWise® Even Complexion Mask** is a gentle formula that leaves skin feeling soft and moisturized and delivers instant brightening benefits. Also, the TimeWise® Microdermabrasion Set should not be used on those with skin conditions, like acne or sensitive skin, but the mask can be.

5

In addition to the TimeWise® Miracle Set™, eye cream is one product a woman shouldn't be without.

The skin around the eye is thinner and can be more delicate, so we often notice the signs of aging there first. As we age, there's a need to add moisture to the skin in that area as well as help reduce the appearance of fine lines and wrinkles.

In addition to the TimeWise® Miracle Set™, your customers will want to add an eye cream to their regimen. The **TimeWise® Age-Fighting Eye Cream** and the **TimeWise® Firming Eye Cream** are formulated specifically for use around the eyes with age-fighting peptides to help reduce the appearance of fine lines around the eyes.

The more lightweight TimeWise® Age-Fighting Eye Cream is a great basic product for all ages. However, if you want a heavy-



hitting product to help moisturize, firm and brighten the skin around the eye, you should be using TimeWise® Firming Eye Cream.

6 Order of application is very important. There really is a reason behind the order of application. The order we recommend helps in attaining all the skin benefits from each product. After you cleanse your face with TimeWise® 3-and-1 Cleanser, you can use an exfoliation product, such as the TimeWise® Microdermabrasion Set. Afterward, we recommend applying supplement products such as the TimeWise® Even Complexion Essence or TimeWise® Replenishing Serum+C to maximize the benefits to your skin. Those products can be followed up during the day with the TimeWise® Day Solution SPF 25 to provide protection from the sun or TimeWise® Night Solution at night to help reduce daily environmental damage. Finally, we suggest applying a moisturizer, like the **TimeWise® Age-Fighting Moisturizer**, to help lock in hydration for your skin.

BUSINESS BOOSTER

updated colour cards

Give your customers the opportunity to sample a complete mineral colour look with **Mary Kay® Colour Cards** (\$2.50/pack of 5).

Available on Section 2, all cards include three eye colours, one cheek colour and a “fuss-free” lipstick sampler that can be applied directly to the lips without an applicator. Plus, you can slide your business card on the back and a recommendation for coordinating liners and a lip gloss to help you upsell a full colour look.

Colour cards in Berries, Reds, Metals, Neutrals and Pinks have been updated to include some of the latest Mary Kay® mineral colours.

- **Berries** now includes Silver Satin eye colour.
- **Reds** now includes Granite eye colour.
- **Metals** now includes Ivy Garden eye colour and Copper Star lipstick.
- **Neutrals** now includes Maple lipstick.
- **Pinks** now includes White Lily and Midnight Star eye colours, Strawberry Cream cheek colour and Dusty Rose lipstick.

If your customer prefers a different colour combination not featured on a colour card, you can always suggest she experiment with the Virtual Makeover and offer her individual samples of colour products.

HOW TO

find your perfect red

Like a little black dress or the perfect pump, every gal needs a red lipstick in her beauty arsenal.

And whether you choose a shade in cherry or berry, a precise, matte red lip is a true classic, adding easy elegance and sophistication to your look.

Not sure you can rock red? With so many formulas and finishes to choose from, we know your lips will be more ravishing than *red-iculous*. Just be sure to keep the rest of your look neutral so your lips speak for themselves.

— Heather Watterworth

CLASSIC

A **Mary Kay® Creme Lipstick** (\$16.50) shade so perfect we could only call it “Red”. Not too blue, not too orange, the creamy formula is lightweight yet long-wearing. Pair it with your choice of Mary Kay® Lip Liner to create your perfect shade and a precise, clean lip look.



MODERN

If you don’t love lipstick, then **Mary Kay® Liquid Lip Color** (\$17.50) is for you. This must-have delivers the best of both worlds: the coverage of a lipstick with the application ease of a gloss. Plus, the semi-matte finish provides a contemporary twist on the classic matte lip look. Try Cherry Coffee for a flexible red shade that can go from barely there to bold and beautiful.



EDGY

With shade names like Attitude and Audacious, limited-edition **Mary Kay® Vinyl Lip Shine*** (\$19) is as bold as it sounds. Wear it alone or over your favourite lipstick for extreme shine with a glass-like finish.





MULTITASKING MONEYSAVER

mary kay® compact

by Marijana Klapcic

What's the ultimate Mary Kay® multitasker? The Mary Kay® Compact, of course!

Who needs a product that can perform double duty, when you can fill one compact with 16 million possible colour combinations? Now if that's not the definition of multi-tasking, then I don't know what is.

If your customers are self-confessed makeup junkies, then sharing this amazing product with them is a must! Whether they're off to work, going out with friends or heading to "meet the teacher" night, it's literally all they'll need to toss in their purse!

From the six different ways I toy with my compact (so fun!), here are two of my favourite combinations. I'd even suggest rotating two compacts, so you don't have to interchange the looks – just grab 'em and go!

- Three Mary Kay® Mineral Eye Colors, one Mary Kay® Mineral Cheek Color, Compact Cheek Brush, Compact Eye Applicators (one sponge, one brush) and Mary Kay® Creme Lipstick.
- One Mary Kay® Sheer Mineral Pressed Powder, cosmetic sponge and Mary Kay® NouriShine® Lip Gloss.

Move over high school BFF, there's a new gal pal in town! And you can bet your customers' friendship with the Mary Kay® Compact will stand the test of time.

BUSINESS BOOSTER

holiday helpers

With parties to primp for and wish lists to fulfill, your customers need all the holiday shopping help they can get. That's where you come in!

For the ultimate business booster, consider hosting a holiday open house (see page 18 for tips and how tos). You can let your personalized service shine by offering customers an unexpected extra or just an escape from the pre-holiday hoopla.

Plus, here are three more ways you can live up to your reputation as the ultimate holiday helper.

The Look Fall/Holiday 2010 (\$7, pack of 20)

With 4 additional pages and a gorgeous gift guide, this issue of *The Look* can help customers end the search for the perfect present – whether they're gifting themselves or a special recipient. For customers who prefer online shopping, be sure to share your expertise through the eCatalog (learn more on page 22).

**Mary Kay® Festive Fireside Sampler Card** (\$7, pack of 10)

The limited-edition Mary Kay® *Festive Fireside* Sampler Card is not only a great way to suggest a new lipstick, lip gloss or liquid lip shade for her holiday party look, it's also an opportunity for you to give back, since \$1 from the purchase of each sampler card pack will be donated to the Mary Kay Ash Charitable Foundation (MKACF).

**Mary Kay® Holiday Gift Bags** (\$5, pack of 3)

Get their shopping all wrapped up by offering complimentary gift wrapping. These sturdy paper gift bags – featuring glossy graphics, ribbon handles and shimmery tissue paper – make it a cinch. Better yet? Consider asking customers to give back with a small donation to the MKACF in exchange for this service.



INSIDER INFO

the science behind the beauty

With Krystle Gonzalez,
Regulatory Affairs & Quality Control**Q: Scientifically, why does the TimeWise® Miracle Set™ work?**

A: "It is truly a one-of-a-kind skin care regimen! The cleansing beads help to gently exfoliate and freshen the skin and work perfectly with our TimeWise® Age-Fighting Moisturizer to hydrate and soften the skin. The sunscreen protectors in TimeWise® Day Solution Sunscreen SPF 25 help to reduce the chance of skin damage and they work in tandem with TimeWise® Night Solution, which contains age-fighting peptides to help reduce the appearance of fine lines and wrinkles. When we talk about the TimeWise® Night Solution, we also talk about the "Pronewal System", which combines the "protection" and "renewal" benefits which this fantastic regimen provides to your skin. The TimeWise® Miracle Set™ is the foundation for all skin care for every woman at every stage in her life."



THEN AND NOW

mary kay fragrances

1964: Mary Kay's first fragrance, Exquisite, was introduced and included a body lotion, perfumed bath oil and bubbling bath oil. The cologne was discontinued in 1969.

1969: Snare Perfume and Snare Spray Mist Cologne joined the fragrance lineup. Created exclusively for Mary Kay by an internationally known Master Perfumer from Lucerne, Switzerland, the perfume was billed as "an imported essence that will irresistibly cloak the wearer in an elusive and compelling aura of femininity. A uniquely provocative fragrance that is perhaps a bit too compelling for the shy violet type, so we include the following warning on each bottle: 'If you don't mean it, don't wear it.'"

1986: Quattro™ – a tantalizing blend of herbaceous and woody scents accented with lavender and sage – was created for "a man to wear ... and a woman to love."

Today: Mary Kay's newest giftable fragrance – thinking of you™ – is designed to capture the emotions that connect us all. Learn more on page 14!

OUR FAVOURITE LOOK

daring berries

This fall is all about projecting attitude and creating a dramatic statement with striking colours. Product textures take inspiration from the city skyline and streets, from sleek eyeliners and glimmers to wet finish lips. It's all about making a beauty statement that brings out your best potential.

Our pick for the look that will capture the urban chic of the season? Daring Berries!

Warm and rich fruity colours add subtle drama to the eyes, while berry shades add sheen, shine and colour for a bit of texture on the lips.



How To Get It

- Apply Lavender Fog mineral eye colour to lid, blending toward the inner eye.
- Apply Sweet Plum mineral eye colour to crease and just below eye.
- Apply Precious Pink mineral eye colour to brow bone.
- Apply Black eyeliner along upper lashes.
- Apply Ultimate Mascara™ in black.
- Apply Berry Brown mineral cheek colour on cheekbones.
- Line lips with Plum lip liner, apply Black Cherry lipstick and Sugarberry lip gloss for high shine.

By Day

Downplay the boldness of the trend by day by playing up one feature – a strong lip, dramatic eyeliner or bright eye colour. Experiment and have fun – style should be fun, after all!

To downplay the eyes, use a vanilla shade like Moonstone all over the lid. Curl the lashes and follow with two coats of mascara – with a little hit on the bottom middle lashes – for some drama. This will allow your berry lips to take centre stage!

"Berr"ly-there lips

For the lipstick shy, try a soft raspberry tone like Whipped Berries or Pink Shimmer. Apply lipstick to the middle of the lips, then blend outwards to create a softer look.

For a sheer berry shade, choose NouriShine® Lip Gloss in Berry Sparkle, which has a hint of shimmer, or Mary Kay® Liquid Lip Color in Raspberry Ice for a look with shine.

city chic

Introducing the easy-to-wear limited-edition* Mary Kay® Metro Chic Collection – inspired by big city sophistication.



MARY KAY® LIQUID EYELINER* (\$17.50)

This intense purple shade – Skyline, shown above – is long-wearing and dries in seconds with a flexible finish that doesn't crack or peel. Draw thin or thicker, bolder lines.

MARY KAY® EYE GLIMMER* (\$15 EACH)

Get glide on, buildable colour and a touch of shimmer from these innovative eye shades. Plus, the formula cools and revitalizes the eye area.
Available in (l. to r.) Drama, Dynamic and Disco.



MARY KAY® VINYL LIP SHINE* (\$19 EACH)

With extreme shine and a glass-like finish, this lightweight yet ultra-wet gloss can be worn alone or over your favourite lipstick or lip liner.
Available in Audacious (top) and Attitude (bottom).

MARY KAY® BE RADIANT BAKED POWDER* (\$20 EACH)

This aerated powder features a more velvety soft and weightless texture than traditional pressed powders. With three shades in one, it delivers a beautiful matte finish with a slight shimmer that's gorgeous on any skin tone.
Available in Dusk (far left) and Dawn (left).



MARY KAY® NAIL LACQUER* (\$10 EACH)

Complete the bold beauty trend with an instant high-gloss finish. Pair with **Mary Kay® Base Coat/Top Coat** (\$10) for a high-gloss finish that protects your colour.

Available in (clockwise) *Base Coat/Top Coat, Intensity, Platinum, and Pulse.*

TRENDY TIPS

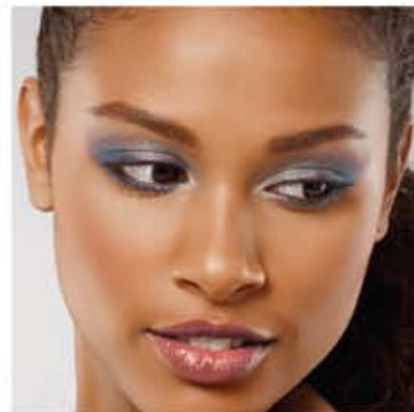
What's the nail shape of the moment? Square nails can look dated, while the squared-off oval can be somewhat masculine. Short, rounded nails in a bright colour look most modern and were spotted on runway models during fall fashion shows.

HOW TO

apply it like a pro



Starting at the high point of the cheekbone (under the iris of your eye), apply **Mary Kay® Be Radiant Baked Powder*** and sweep up toward temple. Start sheer and build colour with an additional application for a more dramatic look.



Using **Mary Kay® Eye Glimmer*** stick, apply directly to the eyelid from the tube. Blend with fingertips for a soft finish. Use as a base under **Mary Kay® Mineral Eye Color** or apply a second coat for bolder colour.

red-hot offer!

Get this fierce and fiery on-trend clutch **FREE*** with any \$60 suggested retail purchase from the Mary Kay® Metro Chic Collection* products. Lined in red and black animal print, the clutch includes a clip-on charm filled with a clear, high-shine lip gloss with a hint of silver shimmer.



YOU TOLD US

what's your favourite fall makeup look?



Wendy Song, Independent Beauty Consultant
(Aurora, ON)

"I love matte face skin with smoky eyes. Matte lipstick with a coat of clear lip gloss on top is the trick to achieving this look because it allows the eyes to pop! Also, defining the eyebrows will nicely contour the eye colour you apply."



Lygia Valcourt, Independent Beauty Consultant
(Etobicoke, ON)

"In the summer, skin is naturally sun-kissed. To continue that look into fall, I use Mary Kay® Mineral Powder Foundation! It's lightweight and makes my skin look bright. It's comfortable and easy to apply every time. Absolutely flawless!"

thinking of you™

Every woman knows what it is that makes her life complete. The joy of friendship. The power of love. The confidence in knowing that she makes a difference.

Introducing a fragrance that captures the emotions that connect us all. At its heart, a way to say “I’m thinking of you” when it’s least expected, without expecting anything in return. So tell a friend, I appreciate you. Celebrate a special event – or better yet, create a new one. Say “thanks” to someone for everything they do. Or reward yourself, just because. There’s no time like the present to turn a moment into a memory.

NEW! thinking of you™ Eau de Parfum \$40



THINKING OF YOU™ FRAGRANCE BUNDLE* \$55 (A \$63 VALUE)

Just in time for holiday gift-giving, combine the eau de parfum and the body lotion to create the perfect fragrance gift set. The moisturizing body lotion (\$23) beautifully complements the eau de parfum for fragrance staying power.

TURN A MOMENT INTO A MEMORY

Each element of the thinking of you™ Eau de Parfum packaging is designed to capture the emotions and feelings that connect with women.

The bottle includes a keepsake charm for the recipient to add to her own necklace or bracelet, while the box opens up with space to write a personal note of sentiment or gratitude.



think about selling

Consider these ideas for introducing the thinking of you™ fragrance to customers.

- If you enrolled your customers in the **Preferred Customer Program** to receive the Fall/Holiday 2010 issue of *The Look*, it contains a thinking of you™ sampler. Follow-up to see if they've tried the scent.
- **thinking of you™ Towelette Samplers** (\$2/pack of 6) are available on Section 2 of the order form. Slip them into product orders and hand them out while you're on the go.
- A thinking of you™ party could be just the opportunity to introduce this lovely new fragrance to your customers, especially during the holiday season. You'll want to note that the **Sensorrific Party Pack** – available through the FedEx DocStore – has been updated to include the thinking of you™ fragrance.
- Display thinking of you™ Eau de Parfum and samplers at your **holiday open houses**, calling attention to the beautiful box and charm that make this fragrance extra special.
- Point out the **budget-friendly price point** to your customers who are watching their holiday spending habits. This prestige fragrance costs considerably less than many other high-end options.
- Remind your customers that this fragrance isn't just for holiday giving. It's **perfect for any occasion** or just when you want to say, “I’m thinking of you.”

her favourite things

From complex fine fragrances to lighter, everyday scents – there's a Mary Kay® fragrance and formula for every woman!



BODY LOTION* (\$20 EACH)

A luxurious body lotion in a flip-top cap tube that hydrates the skin and leaves it smelling divine. For a scented lotion with shimmer, try Velocity® Shimmerific Body Lotion* (available November 1st).

Available in Belara® and Bella Belara™.



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.

Available in Belara® and Bella Belara™.



EAU DE PARFUM WAND* (\$25 EACH)

Perfectly portable, the wand makes it convenient to carry your favourite fragrance wherever you go. Just glide it on to refresh your scent anytime. Tucked in a quilted velvet pouch and colourful box, they're ready to roll for any gift-giving occasion.

Available November 1st in Belara®, Bella Belara™ and Velocity®.



SHOWER GEL* (\$18 EACH)

The shower gel features a rich, silky formula that leaves skin feeling clean, smooth, soft and refreshed. Gentle enough for daily use and suitable for every skin type, you'll love the sudsy lather that works well while shaving too!

Available November 1st in Belara®, Bella Belara™ and Velocity®.



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.

Available in Belara® and Bella Belara™.

make him merry!



MARY KAY® MEN'S FRAGRANCE BODY & HAIR SHAMPOO* (\$20 EACH)

It's a fragrance, body wash and shampoo all in one! Available in both **Domain®** and **MK High Intensity™** fragrances, this multi-tasker gives guys a no-fuss way to cleanse and smell great. Pair it with the companion cologne spray and pack it into a holiday gift bag (\$5/ pack of 3; see page 10) for the perfect present.



MKMEN™ GROOMING SET* (\$49)

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 area; and the **MKMen™ Cooling After-Shave Gel** shields against razor irritation. And all three come in a **FREE** grooming bag for all his essentials.

going, going, gone!

Please note the following items have moved to the *Discontinued Items* section of the Independent Beauty Consultant Order Form. Get them while they last!

- Elige® Eau de Parfum
- MKMen™ Body Spray (effective November 2010)
- Elige® Eau de Parfum Towelette Sampler
- Mary Kay® Retractable Lip Brush
- Mary Kay® Body Care Collections in Lotus & Bamboo and Red Tea & Fig
- Mary Kay® After-Sun Replenishing Gel

find your way to beautiful™

Beauty is inner. It's outer. It's everywhere – and in everyone.

Women all over the world have many different paths to beauty. But Mary Kay research shows that they're all looking for solutions and guidance to meet their needs. As an Independent Beauty Consultant, you can help your customers find those solutions and provide the guidance they desire. After all, doesn't every woman want to be beautiful in her own way?

find your way online

To show women how you can help, we've created the new *Your Way To Beautiful™* mini-website, embodying the heart and soul of the Mary Kay® brand.

This site embraces our heritage, connects emotionally with women and showcases the service advantages of a Mary Kay Independent Beauty Consultant. Consumers will enjoy beauty tips, engaging online polls and makeup looks that reflect their inner and outer beauty.

Find it on www.marykay.ca and your Mary Kay® Personal Web site.

MAKEOVER CONTEST!

We're sure Mary Kay has made your life more beautiful. And now there's a new way to help your customers feel the same.

The *Your Way To Beautiful™* makeover contest is a great opportunity for you to bring beauty to them. It's designed to help you find new colour customers and get your existing customers excited about colour all over again.

Entering is easy! Just offer your customers a colour consultation – and take before and after photos. Then encourage your customers to visit www.marykay.ca to upload their photos. Each entrant will also be asked to share a few words about what makes her feel beautiful and tell us her favourite thing about you, her Independent Beauty Consultant.

Online public voting will determine 100 contest finalists. A panel of Mary Kay judges will pick a grand prize winner, as well as 1st and 2nd place winners. And talk about a grand prize! The winner of the *Your Way To Beautiful™* Makeover Contest will receive a fabulous trip that's sure to celebrate her beauty inside and out!

And since we love a good giveaway, each winner's Independent Beauty Consultant will receive a makeover of her own: a home office makeover valued at \$2,000! How's that for beautifying your business?



helping women find complete beauty

**With Lynda Rose,
Vice President,
Sales & Marketing**

Mary Kay Ash started her Company in 1963 based on the belief that what women want is timeless and universal. And while some of the details have changed with the times, women around the world are still connected by shared values.

WHAT WOMEN WANT

Last year, Mary Kay Inc. conducted a global What Women Want research project that confirmed just that. We discovered that no matter the age or ethnicity, all women crave complete beauty that's more than just the way she looks – it's also an expression of how she feels. Women told us that they want inside-out beauty that comes from things like:

- Strength and confidence
- Family and choices
- Connection and sisterhood
- Personal income and a fulfilling career
- Pampering
- Trust
- Completeness
- Natural Beauty

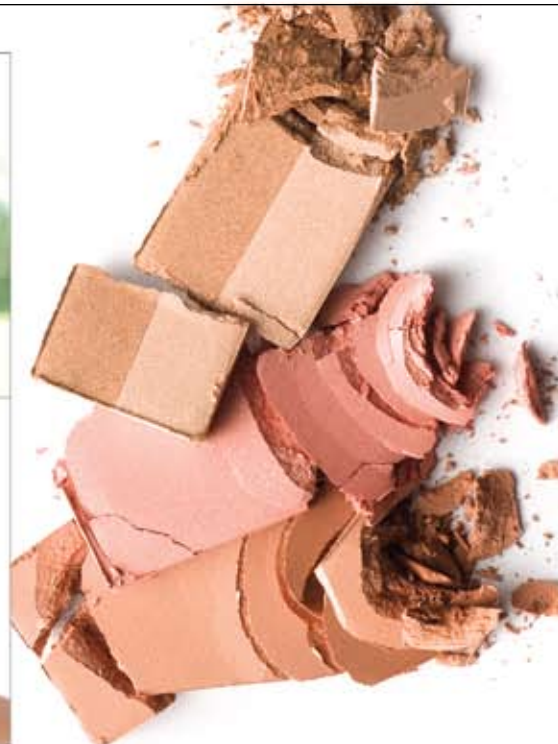
YOU CAN SHOW THE WAY

This research made clear that women all over the world have unique ways to feel beautiful and different ways of reaching their ideal of complete beauty. But despite their best efforts, women find that “real life” often gets in the way of feeling beautiful.

Because you, as an Independent Beauty Consultant, understand a woman's desire to create her own way to beauty, you can be there to help overcome her challenges with Mary Kay® product, Golden Rule Service, a great business opportunity and guidance.

YOUR WAY TO BEAUTIFUL

We call this Your Way To Beautiful, and it means delivering the beauty solutions and guidance your customers need and want. So now we want to highlight even more this great service and value that you offer and are known for.



BEAUTY TRUTH STATEMENT

Mary Kay believes that beauty is more than just the way a woman looks – it's also an expression of how she feels. From the characteristics that make her unique and unforgettable to the way she touches the lives of those around her to the products she uses to enhance her natural beauty, Mary Kay is there to facilitate every woman in her desire to find her way to beautiful. Because no one understands better than Mary Kay that all women are beautiful both inside and out.

Through our Beauty Truth Statement, your customers will understand the benefits of working with an Independent Beauty Consultant – whether they're online at your Mary Kay® Personal Web Site or reading through *The Look*.

Mary Kay believes that beauty is more than just the way a woman looks; it's also an expression of how she feels. From the characteristics that make her unique and unforgettable to the way she touches the lives of those around her to the products she uses to enhance her natural beauty, a Mary Kay Independent Beauty Consultant is there to guide every woman in her desire to find ways to express her own sense of beauty. Because no one understands better that all women are beautiful both inside and out.

This means offering your customers:

- Personalized product recommendations – no more guessing, hoping and wishing the product she picks off a shelf will work for her.

- The opportunity to try BEFORE she buys.
- The ultimate service for all her product needs from gift recommendations to makeovers and beauty regimens customized for her.
- Interactive tools that make shopping easy, like the free Mary Kay® Virtual Makeover.
- Shopping in a way that meets her lifestyle – on the go, online or in person. She won't miss the long lines and pretentious makeup counters.

It's what you've always done, but with a new focus. Remember, by offering your personalized beauty services, you can help your customer find her own way to beautiful – the Mary Kay way!



holiday open house **how to**

Compiled by Marijana Klapcic

The holiday season can be one of the busiest times of the year for you and your customers. Shops are packed, lines are long, and time and money are at a premium.

But with a little planning, the holiday season can also be one of the most productive and lucrative times of the year for your Mary Kay business.

A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts for family and friends. With this step-by-step guideline – and expert advice from a few independent sales force members – you'll have a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

PROS IN THE KNOW

Thanks to these independent sales force members who graciously shared their Holiday Open House expertise:



Sonia Janelle

Independent Senior Sales Director
(Sainte-Marthe-sur-le-Lac, QC)



Mary Ogunyemi

Independent Senior Sales Director
(St. John's, NL)



Dorothy Osadcuk

Independent Sales Director
(Medicine Hat, AB)



Olive Ratzlaff

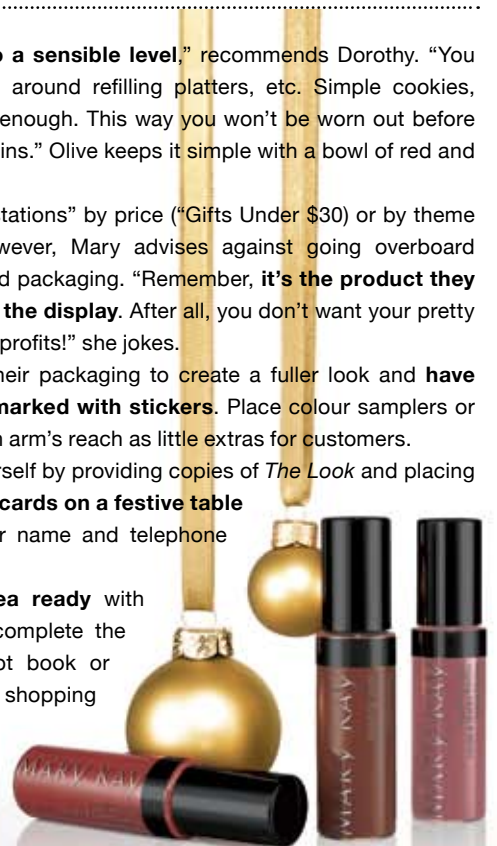
Independent National Sales Director
(Prince Albert, SK)

step 1: plan early

- In 2009, Dorothy returned home from Seminar in July, got out her calendar, set the dates, created a flyer and carried it around with her to every appointment. While completing her customers' orders, she would pull out the open house flyer, along with the Fall/Holiday product she received in her Seminar Giveaway and a copy of *The Look* – and she asked the customer's opinion on each product. She offered them the option to pre-order these items and pick them up at her open house – where they received an open house attendance discount! "Almost ever customer reordered," says Dorothy. The result? Dorothy had her best holiday open house ever.
- **Consider hosting your open house during the month of October or November** – come December, your customers may be in the midst of a holiday frenzy! Mary holds her event the first or second week in October. She also sets a specific date and time; for instance, Saturday from 10:00 a.m. to 4:00 p.m. and Sunday from 1:00 to 4:00 p.m.
- **Stock up on inventory** – especially limited-edition items from the Mary Kay® *Metro Chic* Collection, the new Thinking of You™ Eau de Parfum and limited-edition women's and men's fragrance items, which all make great gifts.
- "Know a sister Independent Beauty Consultant who lives near you?" asks Olive. "Host the open house together and **share the work**. It's always more fun in a group."

step 2: set the stage

- **"Keep décor and food to a sensible level,"** recommends Dorothy. "You don't want to be running around refilling platters, etc. Simple cookies, coffee, tea or hot cider is enough. This way you won't be worn out before your open house even begins." Olive keeps it simple with a bowl of red and green holiday candy.
- Consider organizing "gift stations" by price ("Gifts Under \$30) or by theme ("Stocking Stuffers"). However, Mary advises against going overboard with elaborate displays and packaging. "Remember, **it's the product they want to see and buy, not the display**. After all, you don't want your pretty packaging to dip into your profits!" she jokes.
- Display products out of their packaging to create a fuller look and **have product testers clearly marked with stickers**. Place colour samplers or fragrance towelettes within arm's reach as little extras for customers.
- Don't forget to market yourself by providing copies of *The Look* and placing a pretty bowl of **business cards on a festive table** so guests can share your name and telephone number with others.
- **Have your checkout area ready** with everything you need to complete the sale – including a receipt book or laptop; calculator; pens; shopping bags, gift bags and tissue; the Preferred Customer Program gift with purchase or other gifts you may be offering.



All prices are suggested retail.

STOCKING STUFFERS

We've made a list of stocking stuffer suggestions and checked it twice. Just one more thing your customers can cross off their holiday gift-giving list!



WOW BROWS

These multi-tasking **Compact Brow Tools** (\$4) include a mini tweezer for shaping, a mini spoolie brush for grooming and a mini angle brush for applying brow powder. And they fit perfectly into the Mary Kay® Compact!



HANDS-DOWN WINNER

Satin Hands® Hand Cream (\$13) in fragrance-free, peach or limited-edition vanilla sugar* formulas is sure to be a hit with hands. The complete **Satin Hands® Pampering Set** (\$51) makes a perfect escape in the middle of a hectic holiday season.



ALL-TIME FAVOURITE

The **I ♥ EENC Set*** (\$25) it includes one jar of **Mary Kay® Extra Emollient Night Cream** and a sampler-size tube. Best of all, it comes ready to give in a limited-edition pretty pink box.



GIVE BACK

\$1 from each sale of **Beauty That Counts™ Mary Kay® Creme Lipstick** in Inspiration*, Compassion* and Confidence* (\$16.50 each) will be donated to the Mary Kay Ash Charitable Foundation. Learn more on page 40!

step 3: get the word out

- When planning your guest list, **consider starting with your Preferred Customer Program enrolment list.** Dorothy sends out a personal invitation to all women who have made a purchase in the past twelve months. "Then, it's imperative to follow up with a phone call," she advises. Dorothy even goes as far as to schedule these calls in her daytimer. "I divide the list into 30 a week, which amounts to five a day – and that way it doesn't feel like such a huge task! I end up getting a lot of reorders this way as well."
- Mary advises sending **invitations two to three weeks ahead of time.** "You can design one yourself and print it on pretty holiday paper available at your local office supply store."
- Olive recommends having **extra invitations with you at all times** so you can hand them out to people on the spot. And keep it simple, suggests Olive. "Include the date and time, directions or a map to the location, your name and contact information as well as what guests can expect (e.g., "Great Gift Ideas for Everyone" or "Free Chocolate!")"
- Last year, Sonia sent a fancy shopping bag in the mail to her top 25 customers. On the bag it said: "Get all you can fit in for 35% off". In the envelope, she included an invitation that read: "Come to my holiday open house and bring your bag. You'll get 35% off everything you can fit in it." "It's a small bag (5"x5"x2") you can find at your local dollar store," says Sonia.
- **Follow up, follow up!** The week of the event, call customers who have not yet responded as well as those who have – both groups will appreciate reminders of the date. "They need to hear from you several times before the actual event," says Mary. "Contact them by e-mail or by phone and be sure to leave a message if you don't reach them."
- Apart from calling her customers two or three days prior to the event, Sonia visits her neighbours and lets them experience the pampering of Satin Hands® Hand Cream. "It really **builds their excitement to attend the event,**" she says.

step 4: it's party time!

- When guests arrive, encourage them to browse and be sure to make yourself available to answer questions or to suggest personalized gift ideas. Provide them with a holiday gift list and a shopping bag or basket to keep their hands free while they shop.
- For customers who are unable to attend in person, Sonia always offers them the convenience of shopping online or over the phone during open house hours.
- Everyone loves to get something free! Why not hold small product prize draws throughout the event to get your guests excited about product and keep things energetic?
- Don't forget to offer complimentary gift-wrapping. The Holiday Gift Bags (see page 10) are an inexpensive way to add festivity to any product! Plus, the MK Men™ Grooming Set comes with a free bag that only takes a moment to assemble.

step 5: the after party

- Build on the momentum with booking incentives. A holiday party can put people in a social mood, so ask customers to book a skin care class in the new year and, as a bonus, offer a small gift on the spot.
- Follow up with customers who were unable to attend and invite them to attend a private viewing of the holiday collection. Consider offering them hostess credit towards building a new holiday look if the customer brings along her friends.
- "It's not the ratio of attendees to invites that's important," explains Olive. "It's the amount of follow-up you do after your open house that could generate the majority of your sales. Call everyone you mailed an invitation to who didn't attend. Let them know you're sorry you missed them, but you're A) "taking a show on the road" (personal gift service appointments) or B) leaving your display up for a while and making individual drop-in appointments at your home."

preferential treatment

Show your customers you mean beautiful business with gifts for them – and rewards for you.

by Bianca Lono and Heather Watterworth

HOW TO

be fab at following up

What customer base-building tip do we hear from Preferred Customer Programs movers-and-shakers again and again? Follow-up!

It can be the icing on your Preferred Customer Program cake, resulting in stronger relationships with customers and stronger sales. Here are four suggestions that may help you take your follow-up skills from flat to fantastic.

1. **DO YOUR HOMEWORK.** There's nothing more unprofessional than calling someone and being unprepared. Improve your product and beauty knowledge with tools like *Product Central*, *The Look* and the *Consultant Guide*. Create a reference sheet for relevant product promotions or gift-with-purchase offers during the quarter and keep it close at hand.
2. **KNOW YOUR CUSTOMERS.** Make it your priority to learn about your customer's skin care regimen and her favourite products. Be prepared to offer suggestions that cater to her beauty needs. As Mary Kay said "everyone has a sign around their neck that says 'make me feel important'."
3. **USE COMMON SENSE BEFORE CONTACT.** Knowing your customers means more than just knowing which product they've purchased. For instance, don't expect a sale if you call at dinner time. If they have small children, avoid busy times of day – like before and after school, or at bedtime. If you have customers that vacation during winter months, you might send them the optional mailer postcard rather than *The Look* if they won't be picking up their mail until later in the season. Consider their lifestyle, and they'll consider you.
4. **DON'T BE DISCOURAGED!** Your ratio of follow-up calls to sales may be small, but don't give up! Timing really is everything – today's "no", could be tomorrow's "yes!"





WINTER 2010/2011 PREFERRED CUSTOMER PROGRAM GIFT WITH PURCHASE

travel-sized fragrance-free satin hands® pampering set

What's the hands-down most popular Mary Kay® set to give and receive? The Satin Hands® Pampering Set, of course!

For customers who already know and love the Fragrance-Free Satin Hands® Pampering Set, they'll love getting their hands on this perfectly portable travel-sized version when they purchase \$50 or more in Mary Kay® product. And what better way to introduce your business and the bestselling Satin Hands® Pampering Set to new customers?

Each travel-sized set includes Satin Hands® Satin Smoothie® Hand Scrub (56 g); Satin Hands® Hand Cream (21 g); Satin Hands® Hand Softener (11 g) – and an adorable cloth bag.

Enrolment for the Winter 2010/2011
Preferred Customer Program
begins **October 15th!**

dates to remember

- **Enrolment begins:** October 15th, 2010
- **Enrolment deadline for *The Look*:** November 15th, 2010
- **Enrolment deadline for the *Winter Wonders* postcard:** December 15th, 2010
- **Gift With Purchase and Generic Literature Packs ship by:** December 17th, 2010
- **Customer and Independent Sales Force versions of *The Look* begin mailing:** January 3rd, 2011
- ***Winter Wonders* postcard begins mailing:** January 24th, 2011
- **Offer expires:** March 15th, 2011

preferred customer programSM

consistency challenge
2010 2011

Enrol for the Winter 2010/2011 Preferred Customer Program to stay on-track for the 2010/2011 Preferred Customer Program Consistency Challenge!

WINTER 2010/2011 SAMPLER

worth a look

When you enrol your customers to receive *The Look* for Winter 2010/2011, their issue will include a three-shade sample of new TimeWise® Foundation – launching early 2011.

This exclusive preview is a fantastic way to introduce your customers to the new formulas and provides a built-in follow-up opportunity with customers once the complete line launches.

glam gals

Congratulations to the winners of the 2009/2010 Preferred Customer Program Consistency Challenge *Glam-Up!*: Independent Senior Sales Director Louisa Hoddinott, Independent Senior Sales Director Sheena Murphy, Independent Senior Sales Director Melissa Bongalis, Independent Beauty Consultant Rose Guillemaud, Independent Beauty Consultant Eileen Jessup and Independent Beauty Consultant Lorraine Delangis.

Get a behind-the-scenes peek at their Seminar *Glam Up!* session in the Winter 2010/2011 issue of *Applause*® magazine!



the look goes online

by Heather Watterworth

Today's woman is browsing and shopping online. And now you have one more way to reach her.

Earlier this year, we made *The Look* available as an online catalogue on both www.marykay.ca and on your Mary Kay® Personal Web Site. And while nothing can replace the printed version of *The Look*, the eCatalog is a simple, free way to get *The Look* into the hands of your customers and potential customers!

HOW TO

make the eCatalog work for your business

Not only is the eCatalog easy to use and fun to play with, this new tool provides a unique opportunity to provide a customized shopping experience for customers who you're having trouble connecting with in person. You can promote product solutions that meet their specific needs and create buzz for limited-edition items.

Consider these ideas to integrate the eCatalog into your business.

- **E-mail your customers and contacts* a link to the eCatalog**, letting them know they can now shop with you through this new online catalogue. You can promote the eCatalog through your Facebook, Twitter or other social networking profiles. Here's what you may want to write:

"Shopping with me has never been easier! Just browse through the new online version of Mary Kay's product catalogue The Look, select the products you'd like to order (via the pink sticky notes or the Wish List option), and e-mail your product picks back to me. I can't wait to hear from you!"

- **Help customers find their way to beautiful** by adding sticky notes suggesting shades or skin care items that may appeal to them. It's a great way to provide exceptional customer service – especially for your preferred or long-time customers.
- With the holidays just around the corner, shopping season will soon be in full swing. And not only will customers be shopping up a storm, they'll be making their personal wish lists too. Encourage them to **use the eCatalog's wish list feature**. They can use it to share their must-haves with family and friends, or build their holiday gift list for loved ones.



Find it online: www.marykay.ca > eCatalog

- **Send the eCatalog link to your hostesses before a skin care class or colour party.** Encourage them to forward the eCatalog to their party guests via the e-mail or social sharing options, so everyone has an idea of the wide range of products you offer. They may even choose to pre-shop, so you can bring their products to the party.
- Have a potential hostess who's too busy to host a party? Offer her the option of earning Mary Kay® product at a discount by **holding an "online party."** She can share the eCatalog with her "guests", they can send their product orders to you and she can earn the hostess credit. How simple is that?

**Prior to contacting referrals (class guests, prospective customers, potential new team members or hostesses) via telephone or e-mail, you should consider whether such communication is consistent with provincial and/or federal "do-not-call" and/or "spam" and/or privacy laws and regulations. For more information on these subjects, please refer to the guidelines found in Legal Ease and the FAQs regarding Canada's National Do Not Call List posted on the MKOC™ (Mary Kay Online Community). Otherwise, Mary Kay always recommends face-to-face contact, which should help you avoid any issues with these types of regulations.*

make the look work for her

User-friendly navigation and social sharing tools make it easy for consumers who prefer to browse and shop online to share *The Look* with friends and family. Plus, they can even use it to let you know which products they're interested in or want to learn more about. And all in a few clicks!

Plus, they can access the eCatalog on the go with their iPhone® and iTouch®. They can browse *The Look* quickly with the thumbnails feature and send it to friends.

5 fab features: what's not to love about the eCatalog?



1 SEARCH IT.
Find products fast!



3 PERSONALIZE IT.
Use virtual sticky notes to add personal comments or product recommendations.



5 CLICK IT.
Clickable areas make it easy to learn more about key products.



2 BOOKMARK IT.
Add labels to your favourite pages or beauty tips.



4 SHARE IT.
Send a link to the eCatalog or post it your favourite social networking website.

so many ways to share

Can't wait to start sharing the eCatalog? We've made it easy!

When you or your customer clicks on the envelope graphic at the top of the eCatalog browser window, you can e-mail a link to your favourite page or the entire catalogue – plus choose whether to include your sticky notes. Send it to multiple recipients or create a personalized message for someone special. You can also choose to share the eCatalog on social media sites like Facebook, Twitter, Delicious and more.

Always remember to clear your browser cache and cookies before e-mailing personalized electronic versions of *The Look*. This will help ensure that the correct messages are being delivered to the right audience. For help on how to clear your cache, please refer to your web browser's help section.



share the mary kay buzz!

Compiled by Heather Watterworth

Online and in print, everyone is talking about Mary Kay® product! In addition to generating millions of impressions, these exciting media mentions are introducing Mary Kay® as a beauty brand relevant to modern women.

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!

Plus, be sure to encourage your customers to visit the *Beauty Buzz* section on www.marykay.ca and on your Personal Web Site to check out these mentions and more.

Here are just a few of the Mary Kay must-haves that garnered attention this summer.



MARY KAY® COOLING BRONZING STICK

A refreshing twist on powder bronzers, this limited-edition wonder caught the attention of *Essence* magazine and the *National Post*.



MARY KAY® MINERAL EYE COLOR

Vervegirl magazine recommended mineral eye colour shades Azure and Peacock Blue for pretty peepers in their May/June issue.



MARY KAY® LIQUID LIP COLOR

Beauty bloggers at LipstickRules.com and BeautyEditor.ca proudly wear this innovative product on their pouts, while the chicks at ChickAdvisor.com give rave reviews to this new lip love.



beauty that counts™

Get to newsstands now to pick up the October issue of *ELLE Canada* and *ELLE Québec* magazines. Why? They feature an ad promoting the limited-edition **Beauty That Counts™** Mary Kay® Creme Lipstick shades, which you can showcase at skin care classes, parties and while you're out and about.

You'll also want to check out Sweetspot.ca – a Canadian online lifestyle guide to all things sweet, including fashion, beauty, décor and more. Look for online ads and advertorial promoting Mary Kay® product throughout the fall.

vote for your mary kay must-haves

Last year, you and your customers rallied behind your Mary Kay must-haves during *FASHION* Magazine's Readers' Choice Beauty Awards. And of course, you already know the results of your passion for pink: Mary Kay product took top billing in three categories, appearing in the February 2010 issue of *FASHION* and online at www.fashionmagazine.com.



Moisturizer Over \$30
TimeWise® Age-Fighting
Moisturizer Sunscreen
SPF 15



Exfoliator Over \$20
TimeWise®
Microdermabrasion Set



Concealer Over \$12
Mary Kay® Concealer

Now there's a new opportunity to nominate the Mary Kay skin savers and can't-live-without-them beauty basics you love – 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 voters will have a chance to win one (1) of 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 2011 issue, online and on the *Steven & Chris* show.

Online voting takes place at www.fashionmagazine.com/beautyawards2010 only until October 11th, 2010!

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

“those who show up,
go up”

DW **GROW** gro



PAGE 24 | SEMINAR 2011

achieve your destiny,
choose your
diamonds



contents

PAGE 26 | GOAL-SETTING

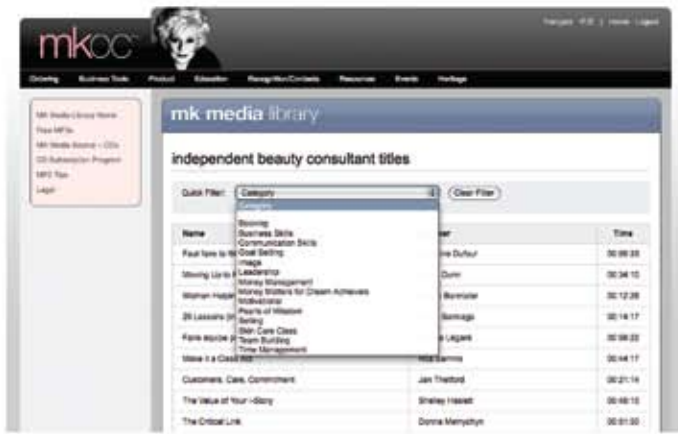
help us achieve
35 by 35

PAGE 28 | DIGITAL ZONE

make social media
work for
your business

PAGE 32 | SNEAK PEEK

quarter 2
star consultant
prize program



MK MEDIA LIBRARY UPDATES

quarter two **podcasts**

Love the *MK Media Library*, but wish it were easier to explore?

Then you'll be excited to learn that we've added filters to help you search and sort media library podcasts by category.

Now you can search for podcasts on booking, leadership, team-building, motivation, business skills, communication skills, goal-setting, image, money management, selling, skin care classes and time-management – making it easier than ever to find the motivation you need!

Don't miss this fall's *MK Media Library* additions.

SEPTEMBER 2010: Listen & Learn

Mary Kay said that if you left a class without a booking, you left money on the table. Listen, as **Independent Sales Director Dawn Montana** talks about the importance of booking.

OCTOBER 2010: Abundance Mentality

Listen as **Independent Senior Sales Director Melinda Balling** talks about why having an abundance mentality is more than having just a positive mental attitude.

NOVEMBER 2010: Creating Charisma

Independent Elite Executive National Sales Director Gloria Mayfield Banks talks about why when you make a first impression it should be your BEST impression!

Find tips to help you download and listen on the go in the *MK Media Library* section of the MKOCSM.

Find it online: MKOC > Education > Media Library

are you up for the **challenge**?

Mary Kay was the original superstar. No matter the goal, she believed that through hard work, determination and belief in yourself and your abilities, you could overcome any obstacle to achieve success.

In fact, in 1992 Mary Kay issued a challenge to our Canadian sales force – to grow the independent sales force to 15,000 strong by our 15th anniversary.

The independent sales force only had one year to reach the goal she set for them! Yet even though you may have had your doubts, you achieved it anyway. That's right, our independent sales force worked hard and were determined to overcome any obstacles to achieve the ultimate success – and fulfill Mary Kay's heartfelt wish.

And in honour of our dear Founder, we have another exciting goal we know you're not only going to meet, but exceed!

In just three short years, it will be Mary Kay's 35th anniversary in Canada. And to help us celebrate Mary Kay's dream in style, we're challenging you to grow the number of Canadian independent sales force members to 35,000 by Seminar 2012.

That's right – 35,000 Independent Beauty Consultants by the start of our 35th anniversary year.

Now we know it sounds like a lofty goal, but as Mary Kay always said "a worthy life must have a worthy ambition and persistence which won't allow us to be detoured or deterred. So set a date. Fix your mind firmly upon it and let nothing deter you from your appointed goal."

So we encourage you to share the dream of Mary Kay with new customers and potential team members, and commit yourself to helping us achieve 35,000 independent sales force members by our 35th anniversary year.

We know that you can achieve this stellar goal – and we'll be here supporting you every step of the way!

– Andrea Querido



DID YOU KNOW... At Seminar 2010, the Queens of the Courts each received jewelry awards with more than 400 diamonds, weighing approximately 10.5 carats. It's great to be Queen!

beautiful events in store for 2010/2011 seminar year

The 2010/2011 Seminar year is all about conducting business your way. We hope to help you do just that at Mary Kay corporate events throughout the year.



LEADERSHIP CONFERENCE 2011



CAREER CONFERENCE 2011



SEMINAR 2011

québec in action!

If it's one thing Mary Kay independent sales force members love, it's a challenge. Even better is meeting that challenge head on. And that's just what the independent sales force members in the province of Québec did this May.

At *Québec en Action* 2009, President Ray Patrick challenged them to grow their sales to reach 15% of our total national sales. Not only did they achieve this goal, but in recent years, the number of Independent Sales Directors in Québec has increased by more than 17%. The Independent Beauty Consultant count has grown close to 4,000 and sales have increased by close to 20% – to more than \$12.5 million retail on an annual basis.

"Québec is setting records that are second to none across Canada," says Ray. "The independent sales force there is truly enriching the lives of women in Québec. Despite economic conditions and increasing competition, they've proven that success is achievable, that the Mary Kay opportunity is better than ever and that new records can be created."

The amazing women in the province of Québec are not only proving they can handle a challenge, but are setting a great example of what a woman of action truly is!

– AQ



1985/86



2010/11

THEN & NOW

seminar awards

1985/86: The dazzling awards for the best and brightest achievers at Seminar 1986 included an elegant white mink jacket, a luxurious full length coat of dark rank mink, a glittering tiara, diamond bee pins, a 14k gold emerald ring with 32 diamonds and a 14k gold bracelet with 21 diamonds, while husbands of all the Queens received a 10k gold black onyx ring with 7 diamonds. And the Top Director Trip destination? An all-expense paid trip to the Dominican Republic.

2010/11: The 2010/2011 Seminar Awards are sure to inspire you to achieve amazing things and include a pair of 10-karat white and rose gold earrings with 74 diamonds, a stunning sapphire and diamond ring with 30 sapphires and 39 diamonds, and a 14K white gold pendant with 104 diamonds and a 14k white gold chain. Husbands will receive a \$400 *Jump Start* Rewards Card to be used online for hundreds of gift cards from the most popular retailers. And those who are determined to be the best of the best in Mary Kay will experience the ultimate Eastern European adventure to Prague and Budapest.



1985/86

digital zone

YOUR GUIDE TO INTERACTIVE SUCCESS

YouTube. Facebook. Twitter. MySpace. We know you enjoy engaging in various types of social media communities in your personal lives. Whether you're staying connected with family and friends or sharing your thoughts and opinions on various topics, social media sites are an excellent way to enhance existing relationships and to begin new ones.

HOW TO

benefit from digital tools

Even in a business that's all about personalized service, technology can take your relationships a step further. These digital tools and social networking sites make an immediate and professional impact – and offer more ways to engage with your customers.



FACEBOOK.COM/MARYKAYCANADA

A Facebook presence gives us one more way to help warm the market and keep Mary Kay top of mind with consumers. Join the conversation about the latest products, photos, videos and makeup tips and be sure to tell all of your customers, so they won't miss out!

As a reminder, please do not promote your personal Mary Kay business on the Company page. Instead, we ask that you reserve the promotion of your own business to your personal Facebook page.



YOUTUBE.COM/MARYKAY

Share the great video content available on Mary Kay's YouTube channel, including trend videos, application tips, segments from news and TV programs, even a demo of Virtual Makeover. Send video links to your customers, friends and family through e-mail; or post them to your Facebook, Twitter or MySpace page. It's a powerful way to spread the word about the Mary Kay experience. (Be sure to use the direct link (listed above) when referring anyone to the channel to ensure they only see Mary Kay-produced videos!)



TWITTER.COM/MARYKAYCANADA

Twitter is the fastest growing micro-blogging tool available. You can send a "tweet" in seconds to provide instant updates and information. How fun would it be to tweet about a party to team members or post a link to your Mary Kay® Personal Web Site? Plus, you and your customers can follow Mary Kay Canada for the latest Company information, product obsessions and beauty tips.



VIRTUAL MAKEOVER

Available through your Mary Kay® Personal Web Site and www.marykay.ca, this free and interactive online colour playground offers a fun, risk-free "try before you buy" experience complete with expert application tips. Plus, it gives your customers another reason to contact you to purchase what they see or to book a colour consultation or party! Your customers can try the latest on-trend looks created by makeup artists – or create custom looks just for them – then save, print and e-mail their makeovers to friends. You're promoting your business through the power of viral marketing!



MARY KAY® PERSONAL WEB SITE

Your Mary Kay® Personal Web Site helps build your business 24/7. Customers can create stunning new looks with Virtual Makeover, take advantage of free sample offers and – best of all – they can shop day or night at their convenience. It's a hard-working, customizable business tool you won't want to do without!

Find it online: MKOC > Business Tools > eMarketing Suite

get in the zone!

Check out the new Digital Zone on the MKOCSM for Company-approved links and images you can use to promote your business on your Facebook or Twitter pages.



social media etiquette

We know that you're very proud of your Mary Kay business and would love to keep friends, family and customers up to date on the Mary Kay® product and services you offer. Whether you're experienced in the world of social media or are just starting out, consider these "best practices" for participating on social media sites.

Social media communities are *real* relationships, *real* communities, *real* conversations – and as such, they should be treated as real. Just as you would in a face-to-face interaction, always make sure you're treating others as you would want to be treated when interacting online.

Above all else, we always recommend that when you engage with others via social media communities, *always* follow the Golden Rule.

In addition to considering the etiquette tips and suggestions found here, you'll also want to make sure that you understand and follow the Company's Social Media Guidelines contained within *Legal Ease*.

The Social Media Guidelines are important to help you ensure that you're complying with the terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company when you're interacting online.

- 1. MAKE CONNECTIONS AND BUILD RELATIONSHIPS WITH SOCIAL MEDIA.** As you participate in conversations, be genuine. While there will be times to share your Mary Kay business and make solicitations, be judicious in doing so and think carefully about when and how it is appropriate in the context of any given situation. Just as you would in a face-to-face conversation, pay attention to the signals that exist in online conversations. For example, participating in a social media conversation focused on gardening with an off-topic comment about how great the Timewise® Microdermabrasion Set is might not be the best approach and could actually drive potential customers away.
- 2. STEER CLEAR OF SHARING TOO MUCH INFORMATION ONLINE.** This is a people business and your best bet is to dangle some carrots and sprinkle in some excitement. The true connections come from the personal relationships you'll build.
- 3. AVOID SPAMMING WITH COMMENT AFTER COMMENT.** You want your nuggets to get noticed. But sometimes when you push out post after post after post, what you're really doing is annoying your readers.
- 4. IDENTIFY YOURSELF AS A MARY KAY INDEPENDENT BEAUTY CONSULTANT.** If you participate in a discussion about the Company, product or business opportunity, we always recommend that you identify yourself as a Mary Kay Independent Beauty Consultant. However, remember that when you identify yourself as a Mary Kay Independent Beauty Consultant, people will naturally

form perceptions of you and Mary Kay, based on the content you submit. In online social networks, the lines between public, private, personal and professional are often blurred. Be mindful of the content, people and other sites you link to.

- 5. DON'T POST COMMENTS THAT ARE ABUSIVE, OFFENSIVE, HARASSING OR OTHERWISE INAPPROPRIATE OR OFF-TOPIC.** Ask yourself, "Would I be afraid for my Mom (or Mary Kay) to see this?" It's okay to offer your opinions – but be respectful when offering your viewpoint. You don't want to anger people and you certainly don't want to question someone's character. Always think twice before publishing content and how the content will reflect on you, your Mary Kay business and the Company. If you're in a conversation and someone gets critical and argumentative about Mary Kay, direct them to www.marykay.ca for accurate information.
- 6. ADD VALUE.** We're all pretty busy, right? Talk with people versus talking at them. Remember that you're part of the conversation. For instance, if you constantly repeat the same message, that could seem self-serving and it could appear that you're not really very interested in creating a connection or understanding what others have to offer or say. It's great to generate excitement and share your enthusiasm. Just be sure to listen too.
- 7. YOU ARE RESPONSIBLE FOR THE CONTENT YOU WRITE AND PUBLISH.** What you write is ultimately your responsibility. And most times, when you publish it, you can't take it back. It's out there – and it's permanent. Again, use integrity, good judgment and common sense.
- 8. BE PRODUCTIVE.** Social media is not a replacement for working your business and face-to-face customer service. Using social media can be successful if you balance it with other efforts to connect with customers. Make sure that your online activities do not interfere with your commitment to existing customers.

Are you a social media starlet?
Do you tweet the benefits of TimeWise?
Host more web shopping parties than skin
care classes? Tell us how you're integrating
social media into your business.
APPLAUSE-CANADA@MKCORP.COM



- 9. PROTECT CONFIDENTIAL OR PROPRIETARY INFORMATION.** Don't post about Company business, teams or individuals before it is okay to share that information. For example, get written permission before you write about others experiences that were meant to be private and be sure it's okay with others before you share pictures.
- 10. IF THERE ISN'T A COMPANY-APPROVED MESSAGE OR IMAGE THAT YOU'RE LOOKING FOR, LET US KNOW!** Submit your idea to ideaexchange canada@mkcorp.com. We'll review and keep your ideas in mind as we create and post new Company-approved messages and images.
- 11. CONSIDER THE BENEFITS OF SAVING DISCOUNTS FOR YOUR VERY BEST CUSTOMERS.** By announcing discounts in an open forum like a social media site, invariably, your discount offer will wind up being accessible to another Independent Beauty Consultant's customer or another Independent Beauty Consultant herself. This puts her in the precarious position of either honouring the discount – and perhaps losing a portion of her profit – or saying "no" and risking the alienation of her customer. An Independent Beauty Consultant can build goodwill by offering an extra gift or a token discount privately to her own best customers and hostesses. Perhaps you'd like to recognize them with a personal note, offering a special one-time discount.

achieve your destiny, choose your **diamonds**

Every Mary Kay woman has a dream. Whether it be to debut as an Independent Sales Director, drive a pink Cadillac or shine onstage in a Seminar Court.

All it takes is vision, hard work and determination to make it come true. This Seminar year, dazzling jewelry rewards await those who inspire their imagination and achieve their way to the stars.

QUEEN'S COURT OF SHARING

Independent Sales Directors and Independent Beauty Consultants who achieve the Queen's Court of Sharing with at least 24 qualified* new personal team members from July 1st, 2010 to June 30th, 2011, may choose from a 14-karat yellow gold bee pin with emerald eyes, a 14-karat yellow and white gold bee ring with 21 diamonds, or a 14-karat yellow gold charm bracelet and bee charm with 2 diamonds. Past achievers will receive a 14-karat yellow gold bee charm with 19 diamonds to add to their bracelet.



YOU TOLD US


What's it like to earn Seminar jewelry?

**Wendi Barnes, Independent Beauty Consultant
(Birchy Head, NL)**

"Earning my Seminar jewelry was amazing – it meant I had reached my goals! I've received many compliments on my Seminar jewelry from different people in all areas of my life. Everyone is amazed that Mary Kay gave me this fabulous award just for reaching my goals."



* A qualified team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between July 1st, 2010 and June 30th, 2011.



For complete details on Seminar contests and their sparkling rewards, be sure to visit the *Contests & Rewards* section of the MKOCSM.

Find it online: MKOC > Recognition/Contests > Contests/Rewards

QUEEN'S COURT OF PERSONAL SALES

Independent Sales Directors and Independent Beauty Consultants who achieve the Queen's Court of Personal Sales with at least \$30,000 in estimated personal retail production from July 1st, 2010 to June 30th, 2010 can choose one of these four magnificent jewelry rewards.



HOW TO

care for your jewelry

Did you earn a stellar jewelry award at Seminar 2010? To keep it looking its best for years to come, you'll want to make note of the following tips on how to care for your fine jewelry.

- **Diamonds** – Use a soft-bristled non-metallic brush and a mild ammonia and water solution. Gently scrub away any grime, especially around the prongs or setting where buildup is likely.
- **Gemstones** – Cleaning gemstones is easy. Simply soak the piece in a bowl of warm, soapy water for several minutes and then use a soft, non-metallic brush to remove any grime.
- **Pearls** – Since they're an organic compound, pearls are easily dulled or even eaten away by chemicals and alcohol. Wash cultured pearls in very mild, soapy water. It's also a good idea to bring your cultured pearls to a jeweler for restringing every couple of years, especially if you wear them often.
- **Storage** – Wrap individual pieces in tissue or cloth, or put them in separate compartments in a jewelry box. You'll want to be extra careful with pearl jewelry since it's soft and scratches more easily than gems and metals.
- **Ultrasonic Cleaners** – Because of the risk, we don't recommend using ultrasonic cleaners unless your jeweler specifically says it won't cause any damage.
- **Wearing** – Put jewelry on after applying makeup, perfume and hair products. Also, handle gems and pearls as little as possible, since skin oil can build up over time and dull their appearance. Remove your jewelry if you're going to do any manual labour, including housework.



be the **star** you are!

HOW TO

become a star consultant

Mary Kay believed the Star Consultant program was the backbone to a successful business. After all, “nothing happens until somebody sells something!”

When you conduct parties and appointments, you “open your doors” to customers who will place orders, refer you to friends and return to you again and again for their skin care and cosmetics needs.

WHAT'S IN IT FOR YOU?

Star Consultants are the cream of the Mary Kay crop, benefitting from more consistent business activity and a stronger customer base. The ability to choose your own prize provides incentive to set – and achieve – goals, keeping you motivated throughout the Seminar year. Plus, you'll earn stunning *Ladder of Success* jewelry that identifies you as a member of the Star Consultant pack.

HOW DO YOU ACHIEVE STAR CONSULTANT STATUS?

Simply place a minimum combined order of \$1,800 wholesale in Section 1 products during each quarterly contest period. Plus, you can earn 600 contest credit points for each qualified* personal team member you add and move up even faster.

And, it only gets better from there! With each higher contest category you achieve, the prizes are more enticing.

Be sure to visit the *Contests & Rewards* section to print out the prize selection for Quarter Two. Post it in your work space or another prominent place to keep you motivated as you strive to reach your goals.



the star consultant planner gets a makeover!

Don't miss the newly redesigned Star Consultant Planner! Delivered to your door each quarter, it features all the fabulous prizes you can earn just by being a Mary Kay superstar.

Check out full prize descriptions on the *Contests & Rewards* section of the MKOCSM. And be sure to check your mailbox each quarter for your personalized copy – beautiful things await!

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted within the contest quarter, or 60 days from receipt and acceptance of Agreement to Company.



Ever wondered how the Star Consultant Program got its start? Check out page 36 for this issue's *History Lesson*!

new! online prize redemption

If you think earning exciting rewards and recognition just for being committed to being a Star Consultant is fantastic, you're going to love the new online prize redemption initiative!

Now, instead of submitting a Star Consultant prize redemption voucher, you'll receive an e-mail each quarter when you achieve Star Consultant status. This e-mail will include your total contest credits earned during the quarter – through wholesale Section 1 order credits and team-building credit(s) – as well as your Star Consultant status.

Once you're ready to choose your prize, simply click through to the new online redemption to choose which prizes you'd like to reward yourself with. How easy is that?

You can also access online redemption through the **Ordering** tab on the MKOCSM.

While there, be sure to verify your e-mail address is correct on *Profile Manager* so that you continue to receive reminders about your prize redemption and to help us to continue this Pink Doing GreenTM initiative.

YOU TOLD US

What do you think of online prize redemption?



Ellen Hatlevik,
Independent Sales Director (Golden, BC)

"Thank you, thank you, thank you! For those of us who have to depend on rural or remote mail delivery, our Star Consultant prize vouchers can take 4-6 weeks to arrive – and we're never sure that you receive them when we send them back. Not only does

the new online form provide more efficient prize selection, but the paperless approach is also much more consistent with our Pink Doing GreenTM initiative. Just another reason to love this Company!"

SNEAK PEEK

exclusive quarter two prize program preview!



LEVEL 1800 SPINDRA STORAGE BOX

Keep your personal belongings cute and compact with this Spindra storage box. Featuring a pivot action with magnetic closure for three trays of storage, it also has a multi-photo opening on the lid that holds five 5 x 5 cm photos.

LEVEL 9600 BOSE SOUND DOCK DIGITAL SYSTEM ▼

Designed to work with any iPod with a dock connector, this system brings your stored music to life. The remote control operates the system and basic iPod functions from almost anywhere in the room. And it's so compact, you can take it just about anywhere, even outdoors. iPod not included.



reach for the stars!

These independent sales force members achieved the Reach for the Stars! promotion by becoming a Star Consultant with a minimum order of \$1,800 in wholesale Section 1 purchases and completing a Jump Start by adding a minimum of 30 new customers from April 1st to June 30th, 2010.

quarter four achievers (2009/2010 seminar year)

TERESITA ABAD
EMERLITA ACAIN
BOBBIE AHLUWALIA
NADIA AIT AHMED
MARISA ALBA
AZHAR ALLOUL
DARLENE ALTMANN
CRISTINA ALVAREZ
SHWETA ANAND
LINDA ANDERSON
ANGIE ANDERSON
ALISON ANDERSON
CAROLINE ANGER
DARCIE ANNESLEY
MARIA ANOKHINA
LYNN AQUILINA
JILL ASHMORE
HARPARVEEN AUJLA
KITTY BABCOCK
PATRICIA BABYN
AYDA BAHRAMI
SARAH BARDELL
HOLLY BARRACLOUGH
MAIMOUNA BARRY
PAM BEHNKE-VAN HOOF
JOYCE BIGELOW
JULIE BLAIS
MELANY BLANCHARD
SHANNON BODNAR
NINO BOKUCHAVA
NANCY BONENFANT
VIVIAN BONIN
AGNES BORN
DONNA BOTTAY
KIMBERLEY BOUDREAU
DIANE BOULANGER
AMI BOUR
HELENA BOURGEOIS
JANINE BRISEBOIS
JOAN BRISSITT
SHELBY BRODZIAK
H. BROOKWELL-REUBER
JUDY BUCHANAN
AMNA BUKHARI
TERRY BURCH
DIANE BURNES
RHODA BURTON
PATRICIA BURTON
IRENE CALAGUI
PAULINE CAMPBELL
FRAN CARTER
MARIA CASTILLO
SARAH CASTILLO
VIVIAN CHAN
MIRIAM CHAVARRIA
JIE CHEN
ADA CHENG
SARA CHOWDHERY
LYNN CHRISTIE
BRANDIE COE

EVA COELHO
SHERRILEE COLLINS
GUYLAINE COMEAU
ANDREA CONNACHER
GEORGINE COOK
MAUREEN CORRIGAN
VALERIE COTE
JACKIE COWDEROY
BARBARA CRAIG
DONNA CRAWFORD
JACQUELINE CULLEN
JENNIFER CURLEW
TERESA DA SILVA-AVILA
BRIGITTE DANDURAND
MARY DAWSON
LIEZEL DAYRIT
ANGELA DEAN
JULIE DEFEHR
SANDRA DEQUIER
HARPREET DHALIWAL
GURMEET DHALIWAL
KARLA DICK
PAMELA DMYTRIWI
ODETTE DOBBIN
DONNA DODDS
HOLLY DONLEY
JULIE DORAIS
JENNY-LEANNE DOREY
TRACEY DOUGLAS
AISLINN DRYDEN
CAROLINE DUBE
LOUISELLE DUCHESNE
CAROLE DUGUAY
JENNIFER EADES
CARMEN ESCOBAR
ISABELLE FAUCHER
ANGELA FEDORCHUK
DONNA FEENEY
KIMBERLEY FEHLAUER
KAREENA FELKER
SHIRLEY FEQUET
DANIELA FERREIRA
JULIE FORTIER
EUGENETTE FORTIN
HILARY FORTUNE
TRICIA FRIESEN
GLORIA GARCIA
YOLENE GAY
NATHALIE GERVAIS
NANCY GIATTI
KULJIT GILL
SABINE GLITHO
JOYCE GOFF
LAURETTA GORMAN
CHERIE GOULD
KIM GRAFFI
SHERI GRAY
TARA GREEN
AMY GRINDALL
GWEN GROVES

KIM GUERIN-GIRARD
M. E. GUTIERREZ-CAMPOS
PATRICIA GUY
URSULA HABEGGER
PAULA HADDAD
CARRIE HAFNER
FRANKIE HAMMOND
CHERYL HASKELL
ELLEN HATLEVIK
JENNIFER HAYDEN
CAROL HEATH
LORRIE HENKE
REINA HERAS
HEATHER HEWITT
PAM HILL
HILDA HISCOCK
LOUISA HODDINOTT
RAVEN HOGUE
LINDA HOOD
GINA HORMANN
NICOLE HORTON
KAREN HUNTER
JUDY HUSKINS
KIMBERLEY IRONMONGER
AMANDA JAMES
SONIA JANELLE
SALIMA JANMOHAMED
MARIE JOHNSON
HODA KARAKACH
ANAHID KARIMI
CANDACE KATERYNYCH
HARPINDER KAUR
DEBBI KAY
DEBORAH KENNY
MACKENZIE KIELSTRA
ANGELA KIMMIE
APRIL KLIPPENSTEIN
GINNY KONECHNY
EVA KOPEC
CONNIE KORCHOSKI
SHARON KOROL
ASHLEY KOSIOR
GLENDA LABERGE
AUDREY LACHANCE
KATE LAING
ISABELLE LAJOIE
JUVELYN LAMA
JAMIE LAMPING
ASHLEY LANGEVIN
SUZANNE LARIVIERE
MARYANN LARKIN
FRANCE LAROUCHE
VERONIK LAVIGNE
BARB LAVIN
CASSANDRA LAY
VALERIE LEBEAU
SUSANA LEE
MARCIA LEPORE
NATALIE LEVASSEUR
JENNIFER LEVERS

PAMELA LIEBENBERG
JEWEL LIEN
GRACE LIN
STEPHANIE LIRETTE
CAROLINE LIZOTTE
CANDICE LOEPPKY
HEATHER LOSHACK
HELEN LUPENA
ROBYN LUSCOMBE
SHARON MACDOUGALL
MELISSA MACPHERSON
ELAINE MAELAND
VALERIE MALTAIS
YASMIN MANAMPERI
ZULMA MARTINEZ
LISA-MARIE MASSEY
KATHERINE MATHESON
HEATHER MAXWELL
MEYRANIE MAYER
KRISTEN MCBRIDE
LORRAINE MCCABE
LOUISE MCCANN
JOY MCCONNELL
S. MCCORRISTER-WHITE
SUE MCELHANNEY
HEIDI MCGUIGAN
BARB MCKELLAR
JOAN MCMILLAN
SHAUNA MCMINIS
AMANDA MEAYS
DONNA MELYNCHYN
AQUILINA MENDOZA
SUZANE MESHEAU
JANET MILLAR
FRANCE MIMEAULT
CANDACE MLAZGAR
SPRING MO
MARIE MONTE
JENNIFER MORAN
MARILYN MOYNEUR
SHEENA MURPHY
AMOREENA MURRAY
DIANE MURRAY
JULIE NANTEL-POWELL
JENNIFER NATRAS
PATTY NEUNER
CAROLYN NOFTALL
VÉRONIQUE NOLIN-MORIN
GLENNA O'QUINN
SYLVIA OLIVARES
CHELSEA OSTONAL
DARCI PALMER
DEBBIE PARSONS
JENNIFER PASCOA
ARLENE PATKO
MELANIE PELLETIER
SHERI PEREIRA
DIANE PETIT
PASCALE PICARD
MARIBEL PILENTHIRAN



HEATHER PILKEY
CLAIRE PITRE
NIKKI POINTON
CLAUDINE POULIOT
GAIL PRODEUS
DEBORAH PRYCHIDNY
MICHELLE PYNE
EVELYN RAMANAUSKAS
SHELLEY RECOSKIE
MARIA REIS
JUDITH RICHARDSON
CHANTAL RIVARD
ANNIE ROBERT
SARA ROBERTS
CATHERINE ROBERTS
VALERIE RODRIGUE
SHELLEY ROSS
TANNAS ROSS
MELANIE ROY
SHARON SANSOM
TARAH SCHOMBURG
ANGELA SCHRIEVER
ANDRIA SEEGOBIAN
ANIK SEGUIN
CHISA SENIUK
KIRSTEN SHARP
AMANDA SIKORA
FERNANDA SILVA
MARIE-PIERRE SIMARD
HARPREET SINGH
JACKIE SINGH
NANCY SMALL
DARLENE SMITH
KIRSTEN SMITH
DARCEY SMITH-HEATH
FRAN SOROBEY
SANDRA SPINA
VICTORIA SPURRELL
AMANDA SQUIRES
GAIL ST CROIX
SUSAN ST PIERRE
HELENE ST PIERRE
ELVIRA STEER

JOAN SZANGULIES
CAROL TARLING
UROOJ TASADDUQ
KAREN TAYLOR
CYNTHIA THIEL
DEB THIESSEN
SHEILA THOMAS
LAURIE-ANN TRUSSLER
PO YEE TSANG
SHERRY TWYNSTRA
LORRAINE UPWARDS
LYGIA VALCOURT
PAIGE VAN CAMP
FIONA VEENING
DEBORAH VELO
SHIVONNE VIENNEAU
ANNE VINSON-VERRIER
MELANIE WADE
AMANDA WAGAR
MEGAN WAGNER-CROFT
FARRAH WAHEED
KASSANDRA WALKER
WILMA WARAICH
GURPREET WASHIR
JENNIFER WATSON
NICOLE WEBB
BARBARA WEBSTER
KRISTA WHALEN
ASHLEY WIEBE
YVONNE WOLOWSKI
JAIMI ZAMMIT

QUARTER 3

ELLEN HATLEVIK
SHEENA MURPHY

“a house is only as strong as
the foundation on which it was built”

ct REFLECT re



PAGE 40 | ENRICHING LIVES

help make a
beautiful difference with

**beauty
that counts®**

contents

PAGE 39 | FROM MARY KAY'S KITCHEN

bake an
apple cake

PAGE 42 | MKACF

meet a champ

PAGE 44 | HERITAGE

mary kay pioneers

HISTORY LESSON

star consultant program



The Star Consultant program was created to help Independent Beauty Consultants like you reach the top of the *Ladder of Success* – one goal at a time, one rung after another – toward Seminar goals.

The beginnings of the program are closely tied to Mary Kay Ash's commitment to award Cinderella gifts – that is, luxury rewards women would love to have but would never buy for themselves.

It all started in 1966 with the Golden Goblet, awarded for reaching \$1,000-a-month retail sales. The prize was so successful that many winners ran out of room to display them!

Introduced in *Applause*® magazine in 1975, the Star Consultant Program honoured Independent Beauty Consultants who hold shows week in and week out with their weekly summary sheets reflecting their success.

Star Consultants were just that – “stars” – because they'd fulfilled the program's five-pointed list of requirements.

At the same time, the Golden Goblet program was replaced by today's popular *Ladder of Success* Jewelry program, created to acknowledge and honour these accomplishments.

Star Consultants enjoyed other perks too, including an exclusive yellow suit appropriately named the Golden Girl suit.

Today, the program combines wholesale Section 1 orders and team-building credits to help you earn Star Consultant prizes and recognition jewelry. And thousands of women use the Star Consultant Program as a proven method for staying on track to success.

Over the years, both the Star Consultant Program qualifications and the *Ladder of Success* Jewelry have changed. Yet one thing remains the same: being a Star Consultant can help you become more consistent in your business. And *Ladder of Success* Jewelry is still a symbol of personal achievement you can wear with pride, sparkling with a genuine Austrian crystal to represent your level of achievement.

If you're not already a Star Consultant, it's time to get with the program! Check out page 32 to learn how you can earn exclusive prizes by placing wholesale Section 1 orders and building your team.

Here's what Mary Kay had to say about achieving Star Consultant status in the July 1993 issue of *Applause*® magazine:

“I encourage you to make the *Ladder of Success* YOUR goal, for it really is one that I believe is achievable for each and every person in our Company. And to make it happen, your focus MUST be on consistency in holding skin care classes and servicing your customers. The skin care class is and always has been your key to success. Star Consultant status begins by holding a determined number of skin care classes every week; I suggest you set your goal to hold at least five.”

miracles happen

Three Requirements of A Successful Career

"Remember that the truly successful career is built upon three requirements.

First, you must have the desire to succeed, or as I call it, the 'want to' spirit.

Second, you must have 'know-how'. Knowledge is power; it builds enthusiasm and enthusiasm builds success.

But neither desire nor knowledge is enough – the third requirement is that you also apply yourself. You can want to succeed with all your heart. You may learn everything there is to know about your career. But unless you are willing to apply these skills – in other words, to work hard – all of your efforts will be wasted.

Perhaps you will apply your skills to the development of your own business. Perhaps you will decide to become an incurable optimist. My favourite definition of an optimist is the person who, when given a barnful of manure, runs through it shouting, 'I know there's a pony in here somewhere'!



PHOTO FLASHBACK

Mary Kay in 1973 with her poodle, Monet. She's wearing the Independent Sales Director Suit for that year.



QUARTER ONE

GO-GIVE™ AWARD WINNER

deborah struthers

Winnipeg, MB

STARTED MARY KAY: December 2004

DEBUTED AS AN INDEPENDENT SALES DIRECTOR:

August 2005

PERSONAL: "I'm married to my university sweetheart, John, and we have six amazing children – 4 boys and 2 girls, aged 11 to 21. I have a Master's Degree in Clinical Psychology, but I fell in love with my children, so I chose to raise and home school them."

UNIT NAME: Pink Plains ("We started in the plains of Manitoba, and since my husband is a pilot I want us to own a pink plane.")

GOALS: "My goal is to help enrich the lives of women around the world, and become a Global Independent Elite Executive National Sales Director, like **Barbara Sunden**. I have completely embraced Mary Kay's vision and principles for this Company. At unit meetings, my adoptees outnumber my unit members, and everyone is treated the same. By helping women succeed in their business (whether in my unit or not) the Company grows, and each one of us benefits. It's a "win, win" situation. I aspire to live by the Golden Rule and treat people the way that I want to be treated."

ENRICHING LIVES: "Debbie does things the Mary Kay way. She is a woman of integrity. I can count on her to do what she says she will do. She freely shares her ideas and talents and has been an inspiration to me and my unit members."

– Independent Senior Sales Director **Lynda Switzer**

"Debbie has a Go-Give™ Spirit about her. She touches people's lives and has a gift of kindness and generosity – people feel comfortable and loved when they are in her company. Debbie is a leader who follows Mary Kay's principles of faith first, family second and career third. She also has a vision to enrich women's lives around the globe. Debbie has shared and continues to share Mary Kay's opportunity to everyone she meets."

– Future Independent Sales Director **Catherine Schiller**

ON BEING NOMINATED:

"I was absolutely shocked, humbled and honoured when Ray Patrick, our President, phoned me. Canada is a big country and there are so many amazing Independent Sales Directors worthy of this title. I truly thank my **Independent Senior Sales Director, Lorraine McCabe**, and my recruiter, Cathy Schiller, for always cheering me on. I am blessed by all the friends I have made in this business – and their kind words about me."

ENCORE!

A Mary Kay business is truly timeless! Selling innovative product, sharing a wonderful business opportunity and helping to enrich women's lives has never gone out of style. That's why we're digging into the Applause® magazine archive: to give the super selling tips, inspired ideas and brilliant business-building strategies of the past an "Encore!" performance! **This article was originally published in the October 1987 issue of Encore! magazine.**

plan your holiday selling season with tips from mary kay

"Even if this is your first holiday selling season as an Independent Beauty Consultant, you can be as successful as a "seasoned" veteran! You can get your fair share of holiday related sales by planning and knowing customer needs.

The first step is to plan the inventory you will need. Begin by making a list of your personal gift-giving needs. So many times, especially when we are constantly handling Mary Kay® product on a daily basis, it "escapes" us that our friends and relatives would be pleased to receive product as gifts. Next, make sure you will have enough inventory on hand to service your current and potential customers.

One obstacle you may encounter during this season is the prospective hostess whose busy holiday schedule makes you compete for her time. I would like to share with you a plan that I used to overcome this challenge.

When a customer told me, "Oh, I'm busy now, I couldn't possibly hold a skin care class until after the holidays," it was my cue to say "Wonderful! We're having a contest the week after Christmas. How would you like to have your class then? The decorations are still up, and some people are just itching to spend the money they received for Christmas. Besides, wouldn't it be fun to have something to look forward to after the holiday hustle and bustle is past?"

If you will take the time to plan your holiday selling strategy, concentrating on skin care classes, gift shows and an open house, you'll have a memorable first – or tenth – holiday selling season!"



Check out **page 18** for tips to help
you plan a holiday open house!

THEN & NOW**mkacf teddy bears**

2003: Sales of the first MKACF Teddy Bear, Charity, helped raise \$36,104 for the Foundation.

2010: The 2010 MKACF Teddy Bear, Champ, sports his own stylin' hockey jersey – complete with Mary Kay's lucky number "13". Learn more about Champ, including how he got his name and how you can purchase him, on page 42.

MY MARY KAY MOMENT

louiselle duchesne

It was June 30th, 1980 and **Independent Senior Sales Director Louiselle Duchesne** of St. Nazaire, QC, had just signed her Independent Beauty Consultant Agreement. Thirty years later, Mary Kay is no longer just a part-time job. It's her ongoing journey to change the lives of women, one facial at a time!

Over the past 30 years, Louiselle had the opportunity to meet Mary Kay Ash on several occasions, but it was listening to her speak at Company events that holds a special spot in her heart and memory.

"I used to love listening to Mary Kay talk about her beliefs," recalls Louiselle. She always inspired us to have confidence in ourselves and see the positive in things, despite the dark clouds that sometimes pass over our lives. She also encouraged us to believe that there's a light at the end of the tunnel and to wake up every morning and say, 'thank you God for the privilege of a new day' – and then enjoy every minute of it."

So what did Louiselle learn from her many encounters with our beloved founder?

"Mary Kay taught me to give unconditionally with love and generosity. She showed me you can change people's lives for the better, either by supplying superior skin care products or offering a quality business opportunity with a caring spirit. I learned that even if someone decides to let go of their Mary Kay business or stop being a customer, they will always keep a positive image of this great Company in their hearts," says Louiselle.

She also shared how Mary Kay had the gift of making you feel important and unique in her presence.

"You'd forget everything else going on around you because it felt like she was just speaking to you. When she looked at you, you felt energized. She had extraordinary charisma. And even though I didn't understand English, I felt like I understood everything she said," Louiselle explains.

"I became a different person after every experience I had with Mary Kay. It was as if a light had passed through me and washed away all the negativity, replacing it with her spirit of love and peace. This is the feeling I try to pass on to others," she ends.



FROM MARY KAY'S KITCHEN

apple cake

On the hand-written menu-planning lists for Mary Kay's Thanksgiving feasts, this was often one of the desserts. We can think of no better way to put fall's bounty of apples to tasty use.

INGREDIENTS

- 6 apples
- ½ cup shortening
- 1 egg
- 1 tsp. vanilla extract
- 1 cup all purpose flour
- 1 cup sugar
- 1 tsp. baking soda
- ½ tsp. ground cinnamon
- ½ tsp. ground nutmeg
- pinch of salt
- ½ cup nuts (optional)

DIRECTIONS

- Peel and dice apples.
- Add shortening, egg and vanilla. Mix.
- Sift flour, sugar, baking soda, cinnamon, nutmeg and salt. Add nuts if desired.
- Add wet ingredients to dry ingredients and mix until just combined.
- Bake at 350° F for 50 minutes, or until toothpick inserted in centre comes out clean.

TIPS & SUGGESTIONS

- Add some extra sweetness to this yummy cake with a cinnamon glaze. Sift confectioner's sugar with a sprinkle of cinnamon and mix with water until desired consistency is achieved. Drizzle over cake.
- Serve this cake with coffee, tea or hot apple cider at your next open house or share it at your next "girlfriends" gathering.



LIPSTICK THAT CHANGES THE WORLD

GIVING BACK, ONE TUBE AT A TIME

In 2010, the tradition of giving continues. In Canada, from September 16th through December 15th, 2010, \$1 will be donated from each sale of limited-edition *Beauty That Counts™* **Mary Kay® Creme Lipstick** in Inspiration*, Compassion* and Confidence*.

Proceeds from the Canadian sales of *Beauty That Counts™* lipsticks will benefit the Mary Kay Ash Charitable Foundation (MKACF). The MKACF is committed to addressing violence against women through initiatives like the Shelter Grant program and supporting women living with cancer through Look Good Feel Better®.

How great is it to know that your favourite lipstick can make a difference?

A SPECIAL THANK YOU

This year, each limited-edition lipstick shade features specially designed packaging to differentiate them from regular-line Mary Kay® Creme Lipstick. Each *Beauty That Counts™* tube features the words "thank you" in 13 languages, reflecting the global reach of the campaign and furthering the charitable message of the campaign. Plus, each time your customers apply *Beauty That Counts™* lipstick, they'll be reminded that they're helping to make a difference.

TERRIFIC TRIOS

Try these options when coordinating Mary Kay® Lip Liner and Mary Kay® NouriShine® Lip Gloss shades for customers.

INSPIRATION	COMPASSION	CONFIDENCE
<i>Lip Liner Shades</i>		
Dusty Pink, Pink	Plum, Dark Berry	Dark Berry
<i>Lip Gloss Shades</i>		
Cream & Sugar, Pink Diamonds	Berry Sparkle, Sugarberry	Starry, Sugarberry, Beach Bronze

HOW TO

SHARE THE SHADES

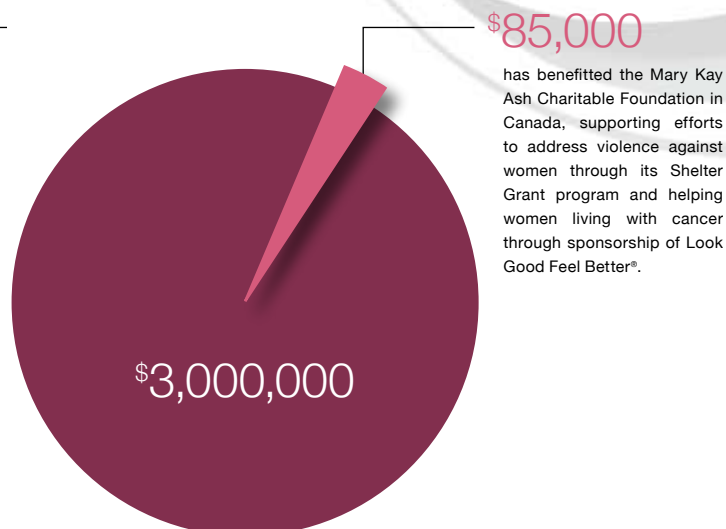
These three limited-edition* lipstick shades flatter every skin tone: Inspiration is a soft pink, Compassion is a playful fuchsia and Confidence is a bold berry. Here are some ideas on how to share and sell them:

- The **aspirational names reflect the empowerment of women** – so selling these shades may be as simple as asking your customers which quality speaks to them most.
- Berry shades like Compassion and Confidence are surefire hits in a season of bold makeup trends. **Swap the lip products in any of the Fall/Holiday Makeup Artist Looks for these fab fall shades.**
- Limited-edition **Beauty That Counts™ lipstick samplers** (\$3, part #10037246) are a conversation catalyst when it comes to sharing information about the Company's charitable initiatives. Plus, they're ideal for sharing the shades with customers who are having trouble choosing.
- Got a customer who lacks the confidence to try a shade like, well, Confidence? Show some "compassion"! She's sure to love trying all three shades via **Virtual Makeover** on www.marykay.ca and your Mary Kay® Personal Web Site. It could be just the "inspiration" she needs to try (and buy!) a whole new look!



DID YOU KNOW

Mary Kay Inc. has donated nearly \$3 million USD from the 2008 and 2009 worldwide sales of *Beauty That Counts™* Mary Kay® Creme Lipstick to causes that change the lives of women and children.



pink changing lives

True to Mary Kay's philosophy of giving back and helping women create the lives of our dreams, your support continues to enable the Company and the MKACF to make a difference.

Compiled by Andrea Querido



introducing... champ!

Nothing can provide quite the comfort a soft, cuddly teddy bear can – especially when it provides funds for those in need. Since 2003, the MKACF Teddy Bear collection has raised \$264,700 for the MKACF! And this year, you'll have the opportunity to add our delightful 2010 cuddly cutie to your collection.

Introducing the newest member of the Teddy Bear family: Champ!

Congratulations to our *Name Our Teddy Bear* contest winner, **Star Team Builder Véronique Nolin-Morin**, of St-Jean-de-Richelieu, QC, who submitted the winning name.

"It's often difficult to admit that we need help. But we all know that it's the first step toward success and freedom," says Véronique. "Women and children who've found the strength to communicate with a shelter to receive help are champions because they took control of their lives."

How can you bring Champ home? Order him from the Fall/Holiday 2010 Online Order Form. In doing so, you'll have your very own Champ bear for just \$25 – and you'll help in our goal to raise another \$32,000 for the MKACF through this charitable initiative.

But hurry, we have a feeling he's going to skate away with hearts across the country!

shelter grant application deadline

Thanks to your generous contributions, the MKACF donated 11 grants of \$10,000 each to shelters and community outreach programs across Canada last year.

And we're happy to share that the Shelter Grant program will continue this year and will be donating a \$10,000 grant to a shelter or community outreach program in each province and territory.

Can you think of a shelter in your area that could benefit from a grant? You can help by sharing information about the Shelter Grant program and encouraging them to visit www.marykay.ca to download the application form. The deadline for Shelter Grant applications is October 31st, 2010 and grants will be awarded in late December 2010.

Here's how the 2009 Shelter Grant recipients have helped support women and children affected by domestic violence.

"Alice Housing is a quintessential grassroots organization that does big work. With limited government funding and 40% of our budget derived from fundraising, **this grant provides a tremendous boost to the organization** as we continue to assist women and children with shelter and counselling."

– **Joanne Bernard, Executive Director, Alice Housing (Dartmouth, N.S.)**

"The funding from the Mary Kay Ash Charitable Foundation **expanded our shelter staff for after hours crisis support**, including weekend coverage. Additionally, we have maintained the security of the building to ensure the safety of all families who reside at Sofia House."

– **Sarah Valli, Executive Director, Sofia House (Regina, SK)**

"The grant allows us to **travel to remote communities to offer preventative services and education** and to offer childcare for women attending group sessions."

– **Colleen Arnold, Executive Director, Women's Safe Haven/Resource Service (Flin Flon, MB)**

victory is **sweet**

If it's one thing Mary Kay independent sales force members know how to do, it's celebrate their success. And when that success includes raising funds for the MKACF, it's an even greater victory.

This May, **Independent Sales Directors Linda Gingrich, Jackie Cowderoy, Sylvana Oliver, Kim Lougas, Susan Dart and Beverly Krueger**, held their *Celebration of Victories* event at Seton Hall in Newmarket, ON.

Featuring a fashion show, silent auction and guest speakers such as Mary Kay Ash Charitable Foundation representative Dawn Gerry; Look Good Feel Better® representative Hilda Yorke; **Independent National Sales Director Janice Connell** (who talked about her personal abuse journey); and Julie Achtermeier, who talked about her experience as a cancer survivor. The event attracted more than 250 people and raised an incredible \$9,100 for the MKACF!



setting the pace for fundraising success

If you're a runner, you know the exhilaration of hitting your stride. This May, **Star Team Builder Holly Bussey** made a great run even better by organizing a 5K run in Edmonton, AB, to raise money for the MKACF.

Along with six of her friends – and the fundraising support of Independent Beauty Consultants Adriana Ropson, Karla Bussey, and Michelle Arklie – Holly raised \$287 for the MKACF.



girl's night out

Mary Kay believed that enthusiasm is contagious. This past April, more than 80 women proved her right during the 1st annual *Girl's Night Out* Pink Pajama fundraiser in support of Look Good Feel Better® via the MKACF.

Created by **Independent Sales Director Jill Ashmore** and **Star Team Builder Margaret Saliba**, the event was held in Milton, ON, and included a kiss personality test, Mary Kay trivia, a prize spin wheel, appetizers, spaghetti dinner and a fabulous time for women of all ages – some, cancer survivors themselves – to come together in support of a wonderful cause.

Thanks to their hard work, determination and enthusiasm in making this event a success, *Girl's Night Out* raised more than \$2,300 for the MKACF!



fundraising resources

Interested in creating your own fundraising event to benefit the MKACF? Check out the MKACF section on www.marykay.ca for tips, suggestions and sample promotional materials you can use to develop and hold a fundraiser. You can also read more successful fundraising stories.

We'd love to hear the details of your fundraising event, so e-mail them to marykaycares_canada@mkcorp.com. You could be featured on www.marykay.ca and in an upcoming issue of *Applause*® magazine.

PERPETUATING THE LEGACY

beverley dix

32-year pioneer

Independent Senior Sales Director Beverley Dix of Windsor, ON is a true pioneer in every aspect of the word – and she has the Mary Kay memories to prove it!

Applause® magazine had the opportunity to delve into those memories and uncover stories that span a 32-year Mary Kay career. Let's have a look!

When did you start your Mary Kay business? "I signed my Independent Beauty Agreement on October 30th, 1978."

Why did you choose to start a Mary Kay business? "A woman from our church, who was on the local television station, mentioned she had been an Independent Beauty Consultant with Mary Kay for seven years in Oregon and was waiting for the Company to expand to Canada. However, she never offered me a facial or the opportunity until I asked her more about it."

Why did you choose to start a Mary Kay business? "I wasn't working at the time and we needed some extra money for Christmas. I purchased my [Starter Kit] never having tried the product or hearing about the marketing plan. I think I'm an Independent Beauty Consultant's dream recruit!"

How has your Mary Kay business positively affected your life? "Along the way I've earned the use of 13 career cars – five of which were pink Cadillacs – Company trips, diamond rings and a full-length black mink coat. But what you can't put a price on is the personal growth you experience. A Mary Kay career is a continuing education in personal growth, self-confidence and business skills."

What do you think sets Mary Kay apart from other companies? "The integrity of the Company and the Go-Give™ Spirit of treating other people the way you would want to be treated. You will never make a wrong decision if you follow this."

What's your favourite Mary Kay memory? "I've been very privileged to have had many opportunities to meet, mingle and be trained by Mary Kay Ash herself! Two of my favourite memories are attending a barbeque at her round home in Dallas. She mingled and talked with us, along with Gigi – her little white poodle who had pink ribbons from head to tail and pink toenails. I also had the privilege of visiting her new 19,000 sq. ft. pink house! She greeted us and said, 'Just take off your shoes and take as many pictures as you'd like!' She had baked fresh cookies and made a pot of tea."

Based on your experience, what is the best advice you would give someone starting a Mary Kay business? "Stay with it. Never give up. Whatever it is you need to learn will follow you. Learn it as you build your business. You can have absolutely everything you want in this business if you get up and go to work every day."

– Marijana Klapić



Q&A

ray patrick

President



Mary Kay Ash believed that leadership began with the heart, not the head. She emphasized that you must love your people to succeed. And she sought leaders "who used their influence at the right times for the right reasons, who lead themselves successfully and continue to search for the best answers, not the easiest ones."

If there ever was a leader who embodied these principles, it's President of Mary Kay Cosmetics Ltd., Ray Patrick. We had the privilege of chatting with Ray about his 30-year journey through the halls of Mary Kay.

Did Mary Kay give you birthday or anniversary gifts? Is there one that sticks with you?

"For Christmas 1988, Mary Kay gave me a pastel painting of birds soaring through the air. Beneath it was her favourite poem *On Silver Wings*.

But what I will treasure and cherish forever is a collection of handwritten letters that Mary Kay gave me over the years. She always believed that a handwritten letter was more valuable than any expensive gift and I would agree."



PERPETUATING THE CORPORATE CULTURE

myra sese

30-year pioneer

Not only does Mary Kay distribution centre employee **Myra Sese** live by the Golden Rule – always considering the feelings of others and treating them the way she would want to be treated – she has a golden heart.

Myra kindly allowed us to take a trip down Mary Kay memory lane with her. Let's see what this special corporate pioneer had to say!

When did you start with Mary Kay? "October 7th, 1980."

What was your first impression of Mary Kay as a company? "I was impressed that everyone – regardless of where in the building they worked – knew each other. As a warehouse employee, I never felt excluded from the rest of the office."

How has working at Mary Kay Cosmetics Ltd. positively affected your life? "My co-workers have become my family away from home, I always strive to see the positive side of things and I live by the Golden Rule: doing unto others as I would have them do unto me."

How would you describe your experience at Mary Kay over the years? "I've had the opportunity to grow both personally and professionally."

What do you think sets Mary Kay apart from other companies? "Everyone is so friendly, respectful and always willing to help."

What is your favourite Mary Kay memory? "The Company's 15th anniversary at Horseshoe Valley Resort. It was a day filled with fun and team spirit – and it was the first time I rode a horse!"

What is the best advice you would give someone starting at Mary Kay? "Listen to others and give your all!"

Did you ever have the opportunity to meet Mary Kay Ash? "Yes, when the Company added an extension at the original Canadian office. Mary Kay went around and talked to everyone one-by-one. She was so interested in me and all I could think about was how nervous I was to speak to her because my English wasn't perfect. She made me feel at ease and I explained that I was the first employee with an Asian background at Mary Kay Canada – and proceeded to ask her if the Company planned to open an office in the Philippines (where I'm from). She replied, 'one day, in the near future.' And it came true!"

– MK

“you are ‘mary kay’
to every single person you meet.”

olive **LIVE** livelin

PAGE 50 | STYLE
inside the
fall 2010
fashion & beauty
trend report



contents

PAGE 46 | PICTURE THIS
where has your
applause[®]
magazine been?

PAGE 47 | MEET & GREET
shirley yung
shares her
reason why

PAGE 52 | / STORY
say “yes”
to success!

where has your **Applause**® magazine been?

We want *Applause*® magazine to be your go-to resource each and every quarter – and we want to see it where you're reading it!

Whether it's on the bus, on vacation or on top of a mountain, send your photo to:

APPLAUSE-CANADA@MKCORP.COM

When **Independent Senior Sales Director Maria Bennett** of Lindsay, ON, posed with the Spring issue of *Applause*® magazine while visiting relatives in the Netherlands, it had onlookers buzzing in both English *and* Dutch. ▶



Busy mom and **Independent Beauty Consultant Julie DeFehr** of Chilliwack, QC, relaxes with the Summer issue of *Applause*® magazine, while her daughters relax in the bath.

Even Mount Fuji, Japan's highest mountain, couldn't distract **Independent Senior Sales Director Ming Tsang** of Toronto, ON, from reading the Spring issue of *Applause*® magazine.

This past June, some of Independent Future Executive Senior Sales Director Deb Prychidny's unit members earned and overnight getaway at Deb's cottage on Lake Joseph in Ontario's Muskoka region. The ladies kicked back in the jacuzzi with the Summer issue of *Applause*® and *The Look*. L. to R.: **Independent Beauty Consultant Susan Marshall**; **Independent Senior Sales Director Audrey Noronha-Teixeira**; **Independent Beauty Consultant Dianne Murray**; **Independent Future Executive Senior Sales Director Deb Prychidny** and **Independent Beauty Consultant Rena Galamini**.



shirley yung

Independent Beauty Consultant

They say the third time's a charm and that's exactly the case for Shirley Yung when it came to being offered the Mary Kay business opportunity.

by Marijana Klapcic

"Mary Kay crossed my path three times before I realized that it was the right opportunity for me," says Shirley, of Scarborough, ON. "The last – and most important – time was while attending my friend's Independent Beauty Consultant debut party in 2007. I was immediately recaptured by the quality of the products."

But circumstances made her hesitate. At the time, Shirley was a student in the Masters of Biotechnology program, working at a vaccine company and saving up for a trip to Spain. She kept putting Mary Kay off, waiting for the busy aspects of her life to settle down.

"That's when someone very special reminded me life will always be busy and there's no better time to start a Mary Kay journey than when my heart desires it," remembers Shirley. "That someone special – **Teresa Ho** – became my Independent Future Executive Senior Sales Director. Because of her wisdom and guidance, I started my Mary Kay business in the spring of 2008 – a month before going to Spain and three months before my convocation at the University of Toronto!"

It was the science behind Mary Kay® product that initially intrigued Shirley. "I wanted to learn everything about the 'magic' inside the bottles," she says. Once she became a product pro, she turned to the business plan and learned everything she could about the ins and outs of working her Mary Kay business.

"The entrepreneurial lifestyle captivated me. I love the flexibility and the unlimited income potential. I also love the team-building aspect, exchanging ideas and business innovations with my sister team members. Together, we started a support network called 'Power Buddy Group' and we connect through Tea & Phone Parties to motivate each other to do bookings and follow-up appointments," shares Shirley.

Why choose just one? The limited-edition **Mary Kay® Women's Miniature Fragrance Collection*** (\$49) is a perfect introduction to Mary Kay fine fragrances.

13 QUESTION QUIZ

truly scent-sational

The Fall/Holiday 2010 product promotion focuses on fragrance to help you have a scent-sational selling season. But how well do you know Mary Kay fragrances? Test your nose-how with this issue's quiz. Answers on page 49!

1. What's the name of Mary Kay's newest women's fragrance?
2. How many fragrances comprise the women's eau de toilette collection?
3. Can you name them?
4. What was the name of Mary Kay's first men's fragrance?
5. "Exquisite" – Mary Kay's first fragrance for women – had three complementing products. What were they?
6. What men's cologne has a companion women's eau de parfum?



7. Which discontinued women's fragrance had the tagline "If you don't mean it, don't wear it"?
8. What is Mary Kay's top-selling women's fragrance around the world?
9. Which women's fragrance is packaged in an upside down bottle?
10. Which men's fragrance is categorized as an "ambery oriental"?
11. In 1990, the Company launched a fragrance to honour our beloved Founder. What was it called?
12. What best-selling body care set was recently relaunched with a refreshing peach scent?
13. What's the name of the party pack than can help you host a fragrance party?

Today, Shirley can honestly say that Mary Kay has taken her life from "good to great and it can only continue to go in that direction." She continues, "Because I'm constantly being motivated to improve and advance myself, I have redeveloped skills and talents that have been on the back burner. The business skills I have learned – like having a professional image, communication, time management, goal setting and putting plans into action – apply to my daily life."

So what does the future hold for this eager Independent Beauty Consultant? Recently engaged, Shirley's short term goals include using her Mary Kay earnings to help cover some of her wedding expenses. "I'm looking forward to the day that I send out my wedding invitations – with a special after party to debut as an Independent Sales Director."





LIVING PINK

lynda rose honoured with ivan p. phelan award

The Direct Seller's Association (DSA) is devoted to preserving the integrity of the direct-selling industry in Canada.

The DSA works on behalf of member companies and their independent sales consultants to address important issues, educate the public on the benefits of direct selling and enforce the high standards established in the DSA Codes.

Ray Patrick is pleased to announce that **Lynda Rose, Vice President, Sales and Marketing**, received the honourable Ivan P. Phelan Award at the annual DSA conference held this past June. This annual award recognizes an individual who has shared their time, energy and talent to significantly advance the direct selling industry in Canada.

"This is the highest form of recognition within the DSA and I can't think of anyone more deserving of this honour," says Ray. "Lynda served as the Chair of the DSA for three years and continues to be committed to maintaining the integrity of the direct selling industry. This award is truly a testament to a leader who leads with her heart and is committed to supporting our incredible independent sales force."

Congratulations Lynda on this most deserved award! We are so proud of you!

To learn more about the DSA, visit www.dsa.ca.

THEN & NOW

pretty in pink packaging

1963: Pink was selected for the colour of our packaging and promotional materials by Mary Kay when the Company was founded.

At the time, American homes had primarily white bathroom décor and Mary Kay felt that soft pink containers would be so attractive women would want to leave them on display on their bathroom counters.



2010: Of course, pink is still the colour of choice for Mary Kay® product packaging, but a pearlized shimmer accented with black – from flip tops and tubes to typefaces and cartons – has helped to modernize our brand.



DID YOU KNOW... "Each year, corporate staff would volunteer to go to Mary Kay's house to help her wrap Christmas gifts for her family and friends. I would always schedule one day the week before [U.S.] Thanksgiving to spend at her home. When I would arrive she would have everything all set up, with gifts lined up down the hall. She would put a post-it note on each with the name of the recipient. I would then wrap the girls' gifts in pink and the boys' in gold. After I wrapped them, Mary Kay would sign a card and attach it to the gift. This was an all-day job, so we would always take a short lunch break. Mary Kay would take me into the kitchen, fix me a jalapeño pimienta cheese sandwich and we would sit at the table and visit. She was so organized and so practical, but best of all she was down to earth. She always made me feel comfortable. When I think back on those special days, I am so grateful for the time I spent with her." – Becky Brown, Museum Assistant, Mary Kay Inc. (Dallas, TX)

13 QUESTION QUIZ

answers

1. thinking of you™ Eau de Parfum
2. Five.
3. Sparkling Honeysuckle™, Forever Orchid™, Exotic Passionfruit™, Simply Cotton™ and Warm Amber™.
4. "Mr. K". It was introduced as part of the "Mr. K" skin care line in 1964.
5. Body lotion, perfumed bath oil and bubbling bath oil.
6. Velocity® For Him Cologne. The correlating women's scent is Velocity® Eau de Parfum.
7. "Snare". It was introduced in 1969.
8. Bella Belara™ Eau de Parfum.
9. Velocity® Eau de Parfum.
10. MK High Intensity™ Cologne Spray. It includes notes of icy black fennel, silver sage and black tea.
11. Mary Kay® Tribute Eau de Parfum. Fragrance ingredients were specifically chosen to represent different aspects of Mary Kay's life. The result was a unique floral oriental scent, inspired by the fragrance family she loved best.
12. The Satin Hands® Pampering Set. Be sure to check out the limited-edition Satin Hands® Pampering Set in Vanilla Sugar during the Fall/Holiday product promotion!
13. The Sensoriffic Party Pack – it comes complete with six laminated placemats, a guide to holding the party and customer checklists for easy ordering – via the FedEx DocStore for just \$15.12.

Find it online: MKOC > Business Tools > Promote Your Business > FedEx Office



READER CONTEST

WIN winter 2010/2011 product!

We can't wait to hear what you think of the Fall/Holiday 2010 issue of *Applause*® magazine!

E-mail us your comments – what you love, what we can improve and/or what you'd like to see in upcoming issues – and you'll be entered in a draw to win a selection of product from the Winter 2010/2011 product promotion.

Congratulations to Julie Johnston, Independent Beauty Consultant (Lindsay, ON) – winner of the Applause® Reader Contest in our Summer 2010 issue!

Want to be featured in the Winter 2010/2011 issue of *Applause*® magazine? Tell us:

- ...how you keep sales hot in cooler months.
- ...your best winter skin care tip.
- ...your Career Conference "a ha!" moment.

APPLAUSE-CANADA@MKCORP.COM

Love it? Don't?
Tell us why!

APPLAUSE-CANADA@MKCORP.COM

9th Annual FASHION READERS' CHOICE BEAUTY AWARDS

WE WANT TO KNOW YOUR FAVOURITES

Vote for your favourite MARY KAY® product at fashionmagazine.com/beautyawards for a chance to win a beauty pack full of your most-wanted products.

fashion with **attitude**

This season's fashions exude boldness and energy in vibrant, dramatic colour with strong architectural lines. Here's a peek, but be sure to read the full Fall/Winter 2010 Mary Kay® *Fashion and Beauty Trend Report*, including makeup application tips! You can also offer it to your hostesses who book a party to update their colour look.





WHAT TO WEAR NOW

This season's power dressing emphasizes strong proportions. Architectural elements are evident: shoulder lines are enhanced without being overpowering. Curves are celebrated, while embellishments are three-dimensional and fabrics have textural impact.

Zipper, whether functional or not, are enlarged and placed at angles.

Shoes have a heightened sense of reality with towering, sculptural heels. Bags return to more structured shapes. Chains are everywhere, demanding attention. Confidence and attitude are the key words to dress by now.

HOW TO WEAR THE TRENDS

1. **Cool Metals.** Shine with bold chunky jewelry or eye colours that strike it rich.
2. **Bling it on!** Layers of chains add city-smart attitude.
3. **Visual Effects.** Get towering heels or mile-long lashes.
4. **High shine.** From sleek metallic finishes to slick lips, shine rules.
5. **Zip it Up.** Over-sized and angled, zippers are everywhere – the ultimate embellishment.

YOU TOLD US

What's your favourite fashion trend for Fall 2010?



Kareena Felker, Independent Sales Director (Toronto, ON)

"A knee length trench coat that is tightly tied at the waist and tall brown leather boots! It's still feminine and classy when I'm on the move, yet not over-the-top while running errands. And I'm confident to hand out business cards in it!"



Joeline Jean-Claude, Independent Sales Director (Mirabel, QC)

"For fall, let makeup be your greatest fashion accessory! Accentuate the eyes with metallic shades like Copper Glow, Honey Spice, Amber Blaze and Coal. Finish off your look with a pair of high heels and the final touch of elegance – a layered necklace."

MAKEUP TO MATCH

This is not the time to be tentative! The fall face is bold and dramatic with every feature emphasized. The message is clear: colour is back and it's better than ever. But with buildable shades, you can control the intensity, leaving plenty of room for your own self expression.

The limited-edition Mary Kay® Metro Chic Collection supports fall fashion trends with high-shine cosmetic products that pop with colour. The makeup look is vibrant colour balanced across the eyes, cheeks and lips. You and your customers can play up all your best features at varying degrees of intensity.

Regular-line Mary Kay® mineral color products also can achieve this high drama look. Be sure to check out two on-trend, regular-line looks in the Fall/Winter 2010 Mary Kay® *Fashion and Beauty Trend Report* that's available on the MKOCSM, www.marykay.ca and your Mary Kay® Personal Web Site.

SAMPLE THE TRENDS

Look for a limited-edition **Metro Chic Sampler Card** (\$2.50/pack of 5) on the September 16th Independent Beauty Consultant Order Form. The card features both limited-edition **Mary Kay® Vinyl Lip Shine** shades, plus trend and application tips for the rest of the collection.

HOW TO

USE THE FALL/WINTER TREND REPORT

Women love to be "in the know" about fashion and beauty trends. You can share a beauty insider's peek by offering the Fall/Winter 2010 Mary Kay® *Fashion and Beauty Trend Report* as an exclusive perk for your hostesses! It can help you offer fashion and makeup trend advice in a professional format – without having to be an expert.

- Consider contacting customers who loved the Spring/Summer 2010 Mary Kay® *Fashion and Beauty Trend Report* that was offered earlier this year. They're probably eager for a trend update!
- Why not book a Fall Trend Party that highlights fall fashions and corresponding Mary Kay® colour products? It's also a great way to build excitement for the *Your Way To Beautiful™* Makeover Contest.
- Let customers know they can try out fall trend colour looks using Mary Kay® Virtual Makeover.
- You can access the trend report for sharing while you're selling on the go. Just visit the MKOCSM to download it!

say “yes” to success!

Independent Sales Director Mariola Hebasz from Saint-Lazare, QC, always looks for a good bargain. What she didn’t bargain for was finding a dream opportunity with Mary Kay.

by Marijana Klapcic

In fact, when Mariola signed her Independent Beauty Consultant Agreement in April 2007, her first inventory order was for herself!

“I always said that I would never, never, never sell Mary Kay® product,” remembers Mariola. “Nevermind sharing the opportunity with others!”

But Mariola’s husband, Richard, had a different point of view.

“Richard could see I was nervous after buying all this inventory,” says Mariola. “And he asked me what I had to lose by giving the business a shot. How else could I earn a 50 per cent profit – and stay home with my two boys, Steven and Patrick? I already loved the product, so why not share my enthusiasm and passion for it with other women?”

SUCCESS SETS SAIL

Still, at the time, Mariola’s self worth had taken a hard blow when she was laid off from a job she loved after 18 years – with no warning.

“As an immigrant from Poland, I was so proud to have a job that was important to me – that meant something. Then, just like that, I was let go – and by the office manager of all people,” reflects Mariola. “After all my time and dedication, the owner didn’t even take the time to talk to me himself.”

Always one to look at the upside of a situation, Mariola decided it was time to give Mary Kay a serious shot. And what happened next was life changing.

“Everything in my life instantly changed for the better,” explains Mariola. “I always believed that it was important to surround yourself with positive people in positive surroundings – and that’s what Mary Kay did. It gave me the strength and hope to feel happy again – to set goals, to dream big. I loved the women I was meeting, as well as my Mary Kay colleagues. My family life was happier because I was happier – and everyone could see that.”



SCORING SUCCESS

Now, Mariola doesn’t just use her energetic attitude and passion to share product. She shares the business opportunity too.

“It just happens naturally. If my customers love the product, why wouldn’t they love to tell others about it? I always share my story with them and let them know if they’re considering a Mary Kay business, they can do it at their own pace. Sell as little or as much as they like, whenever they wish. There are no hard, fast rules – that’s the beauty of it!” Mariola says.

However, one rule Mariola always follows is goal-setting – and once she sets a goal, quitting is not an option.

“I went from saying ‘never, never, never,’ to earning a pink Mary Kay telephone – because I just had to have it! – to attending every meeting and event my **Independent Senior Sales Director Dierdre McKay** held, to debuting as an Independent Sales Director and earning the use of my first career car! But none of that happened until I wrote it down and visualized it. Because if you don’t write it down, then it’s just floating up in the air.”

Mariola recalls attending an event and being asked to write her dream down on a pillowcase. “I wrote that I wanted to earn the use of a career car by Seminar. I would go to bed every night and picture myself behind the wheel of the car. I could see and feel myself driving it. I had a goal poster and focused on it every day.”

She also set herself a goal to debut as Independent Sales Director by January 2010. That dream came true in March 2010 and she celebrated her audacious achievement on stage at Seminar 2010.

“It’s important that you never alter your goal. If you don’t achieve it, just change the date. And be sure to know the reason for setting your goal. What is that you want? To earn an extra \$100 per week? To take your family on a vacation? Use the Company promotions to help you achieve it,” emphasizes Mariola. “If I could give a new



3



4



5

Independent Beauty Consultant one piece of advice it would be to not try and reinvent the wheel. The Company has spent more than 45 years mastering the programs and skills for us. We just have to follow the steps."

SOARING SUCCESS

Now Mariola plans to follow those steps to achieve even bigger dreams.

"I plan on working my Mary Kay business full time and to start travelling more. It's my goal to pay for my next family vacation with my commission cheque!" she shares.

But her main focus will be on enriching the lives of others. "I want to continue to help other women feel as happy inside as I am. And Mary Kay can do that," she concludes.

1. Mariola speaks at her Independent Sales Director debut. 2. Mariola at Seminar 2010. 3. Seated at her Independent Sales Director debut with (l. to r.) Michele Mierzwa, the first "red jacket" in her unit; Independent Sales Director Colleen Forrester; Mariola; her Independent Senior Sales Director Dierdre McKay; and her Independent National Sales Director Anne Austin. 4. Mariola at Québec en Action with (l. to r.) Independent Sales Director Caroline Sarrouf; Stacey Saracini, Director of Sales Development and NSD Services; Independent Senior Sales Director Dierdre McKay and Independent Senior Sales Director Nicole Bellemare. 5. With husband Richard and sons Daniel, Steven and Patrick.

HOW TO

KEEP YOUR MOTIVATION MOMENTUM

Try these tips from Mariola!

1. Be consistent.
2. Put your Six Most Important Things in place every day.
3. Fill out your Weekly Plan Sheet.
4. Listen to your Independent Sales Director.
5. Don't reinvent the wheel. Use the scripts provided for you. They've worked for over 45 years!
6. Keep a library of positive CDs and books. Your brain is like a muscle. The more you work it out, the stronger it'll become.
7. Don't let the negativity in. Remember, other people's negativity isn't about you, so factor it out. Surround yourself with positive people. It helped me!
8. Attend Company events. Seminar is a must!
9. Don't ever give up. Be patient with yourself.
10. Remember, it's okay to fail forward to success.

april 2010 recognition reconnaisances d'avril 2010

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

NSD Commissions/Commissions DNV

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

Angie Stoker



\$21,359.00

Elena Sarmago \$11,291.00
Darlene Ryan-Rieux 11,043.00
Gloria Boyne 10,626.00
Heather Armstrong 10,419.00

Renée Daras



\$17,465.00

Anne Austin \$9,968.00
Olive Ratzlaff 9,116.00
Bernice Boe-Malin 8,761.00
Gail Adamson 8,158.00

Brenda Summach



\$14,903.00

Sandy Campbell \$7,741.00
Donna Lowry 7,469.00
Marcia Grobety 7,102.00
Debbie Mattinson 6,384.00

Doreen Burggraf



\$12,903.00

Philomena Warren \$6,283.00
Donna Weir 6,265.00
Linda MacDonald 6,135.00
Susanne Felker 5,132.00

Dalene Allen



\$12,802.00

Janice Connell \$4,836.00
Jane Kosti 3,878.00

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 April 30th, 2010. 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 avril 2010. 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	\$7,652,544.25	B. Summach	\$4,594,486.76	Elena Sarmago	\$2,808,592.09	D. Ryan-Rieux	\$2,434,824.80	Gloria Boyne	\$2,361,343.13
H. Armstrong	5,755,632.00	Doreen Burggraf	3,059,214.14	Dalene Allen	2,714,622.26	Gail Adamson	2,408,906.70	Anne Austin	2,355,279.60

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!

Esther Gallop	\$5,248.00	Christiane Sauve	\$4,206.25	Deanna Blue	\$4,102.75	Tiffany Garrigus	\$3,784.50	Melissa Griffith	\$3,622.50
Shivonne Vienneau	4,503.00	Valerie Rodrigue	4,205.25	Helene St-Pierre	4,074.25	Mary Vair	3,749.50	Pauline Schofield	3,602.00
Mylene Roy	4,221.50	Yiyin Wen	4,201.25	Cheryl Gesell	4,067.00	Cherie Hydzyk	3,746.75	Carole Morin	3,600.75
Jenny-Leanne Dorey	4,213.25	Neysa Gee	4,200.75	Cassandra Lay	3,846.25	Ashley Kosior	3,652.00	Julie Nantel-Powell	3,600.75

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!

Gina Hormann	\$3,550.50	Lizza Madrigal	\$3,003.50	Audrey Trach	\$2,672.75	Qian Wang	\$2,420.75	Jessa Pasinek	\$2,400.25	Randhir Singh	\$2,233.00
Jan Irwin	3,294.50	Jayne-Lynn Storey	3,002.75	Marie Monte	2,635.00	Josée Robillard	2,419.25	Dezeray Tomra	2,400.25	Shawndra Morden	2,221.50
Karen Piovesan	3,248.25	Emmanuella Lalanne	3,001.00	Angela Ward	2,573.00	Crysta-Lynn Couper	2,413.75	\$2,400		Alison Hogan	2,211.75
Heather Hewitt	3,214.75	Stephanie Parsons	3,001.00	Stacy Jensen	2,539.50	Maimouna Gueye	2,409.50	Mayra Lopez	2,400.00	Ann Constatineau	2,202.00
Amanda Sikora	3,202.25	Emelie Pelletier	3,000.25	C. Lacoursière	2,531.75	Carol Bayston	2,409.00	Jennifer Natras	2,400.00	Gwen Groves	2,198.25
Hellen Young	3,142.00	Paige Van Camp	3,000.25	Amoreena Murray	2,503.00	Kathy Watkins	2,409.00	Sheri Pereira	2,400.00	Amy Shang	2,197.25
Sue McElhanney	3,101.00	\$3,000		Alysson Beckel	2,485.25	Paula Armstrong	2,407.50	Wanda Groenewegen	2,384.75	Karen McManus	2,180.75
Aline Guerard	3,052.00	Suzanne Charette	3,000.00	Darcie Annesley	2,476.50	A. Brophy-Fowler	2,404.75	Julie Defehr	2,377.75	Kathy Lewis	2,171.50
Jaimi Zammit	3,050.25	Dominique Miclette	3,000.00	T. MacFarlane-Kelly	2,470.50	Tara Green	2,404.75	Pat Paul	2,365.75	Donna Crawford	2,169.50
Glennis Andersen	3,046.50	Sara Shaw	3,000.00	Wendy Baldwin	2,451.75	Sarah Kheman	2,402.75	Sara Chowdhery	2,351.50	Tammy Enns	2,158.00
Karine Leclerc	3,042.75	Aline Boutet	2,990.25	Joan Crepin	2,451.50	Lucila Soriano	2,401.75	Mary Lee Plemel	2,334.00	Marylee Dawson	2,119.50
Meagan Acorn	3,032.50	Maria Anokhina	2,938.50	Sheri Gray	2,437.50	Della Cascagnette	2,400.75	Krista Skeels	2,331.00	Naomi Scott	2,111.75
Meyranie Mayer	3,024.75	Teresa Da Silva-Avila	2,743.25	Ravinder Rai	2,436.00	Brenda Divita	2,400.75	Susan Bannister	2,312.75	Marthe Harvey	2,105.75
Karen Taylor	3,015.50	Carol Henry	2,698.00	Nancy Lauziere	2,431.25	Melissa Otis	2,400.75	Jennifer Miller	2,310.50	Kathy Whitley	2,104.50
Helen Galindo	3,008.75	Kathie McGann	2,692.50	Sherilee Collins	2,426.75	Jacqueline Seffelaar	2,400.75	Carol Rennehan	2,304.00	Shelli Ricard	2,102.50
Kimberly Harris	3,008.00	Laurie Turgeon	2,692.00	Gurmeet Dhaliwal	2,421.50	Josée Fleury	2,400.50	Agnes Born	2,299.75	Louise Thibodeau	2,096.25

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

Nicole Tryon	\$2,091.75	Mariola Herbasz	\$1,946.75	Jeri Pearce	\$1,854.00	Parminder Sidhu	\$1,815.00	Diana Cornelius	\$1,803.00	Megan Hall	\$1,800.50
Aislinn Dryden	2,090.00	Brenda Ewasjuk	1,942.75	Gaylene Gillander	1,853.25	Debbie Johnston	1,814.50	Lorie Kehoe-Vaughan	1,803.00	Trisha Hnatiuk	1,800.50
Audrey Lachance	2,075.50	Jennifer Dumont	1,942.00	Brooke Thiessen	1,851.00	Louise Landry	1,813.25	Po Lam	1,802.75	Char Seymour	1,800.50
Guylaine Dufour	2,074.00	Jenny-Lynn Sather	1,929.50	Lucille Carstairs	1,846.25	Gurpreet Washir	1,813.25	Denise Slogotski	1,802.75	Stephni Voklyhiro	1,800.50
M. MacKenzie-Cusack	2,068.50	Veronique Demers	1,924.75	Nathalie Bisailon	1,846.00	Jeannine Howard-Tripp	1,812.00	Luisa Clemente	1,802.50	Shweta Anand	1,800.25
Carole Duguay	2,065.25	Vanessa Joseph	1,924.50	Patricia Lavoie	1,846.00	Chantal McGraw	1,811.75	Catherine Caviola	1,802.50	Maria-Isabel Castillo	1,800.25
Catherine Strickland	2,059.75	Kiang Kiat	1,918.25	Lyette Hache	1,844.25	Carla Somers	1,809.00	Sharon Reich	1,802.50	Valentina Medvedeva	1,800.25
Rita Samms	2,047.75	Eileen Lefebvre	1,917.00	Barbara Gillespie	1,842.25	Tahera Gittham	1,808.75	Patricia Glavin	1,802.25	Nicole Precourt	1,800.25
Kim Kochan	2,018.75	Elvira Steer	1,917.00	Karine D'Amour-Horvat	1,836.50	Seneca Wheadon	1,808.50	Ariane Grenade	1,802.00	Tania Rodrigues	1,800.25
Carol Heath	2,016.75	Traci O'Flaherty	1,908.75	Nicole Pharand	1,836.50	Chianne Smith	1,808.00	Kamikazi Singirankabo	1,801.75	Elizabeth Tokariuk	1,800.25
Sharon Robertson	2,016.50	Julie Blais	1,905.50	Kelly Franchuk	1,835.75	Monique Johnson	1,807.75	Veronica Tapia	1,801.75	Cate Whitsitt	1,800.25
Julie Fiala	2,013.75	Claire Mercier	1,903.25	Cynthia Thiel	1,835.00	Angela Foreman-Bobier	1,807.25	Veronique Boutet	1,801.50	\$1,800	
Glenda Labege	2,005.50	Sherry Gilbert	1,901.25	Mireille Marquis	1,831.75	Michelle Luu	1,807.00	Lois Carter	1,801.50	Stephanie Belair	1,800.00
Sharon Henderson	2,004.50	Michelle Anseeuw	1,900.00	Linda White	1,830.50	Minerva MacApagal	1,806.25	Patsy Searle	1,801.50	Frankie Hammond	1,800.00
Diane Riddell	2,003.25	Lillie Johnson	1,900.00	Marie Robitaille	1,827.50	Frances Fletcher	1,805.75	Amber Sanford	1,801.50	Kate Loghrin	1,800.00
Candace Gaudet	2,002.50	Lanrong Yang	1,890.25	Sharon MacDougall	1,826.00	Shemara Watts	1,805.25	Naromie Petit	1,801.25	Lisa O'Leary	1,800.00
Ellen Hatlevik	1,985.25	Marcia Amor	1,890.00	Brandie Coe	1,823.25	Peggy Denomme	1,805.00	Chelsea Sinclair	1,801.25	Shauna Olsen	1,800.00
Trinda Muise	1,982.00	Kristie Schmirler	1,887.00	Gurkamalpre Jawanda	1,822.00	Patsy Earle	1,805.00	Renee Sak	1,801.25	Maria Reis	1,800.00
Sheldijane Tan	1,974.50	Brianne Kennedy	1,885.75	Sharon Sansom	1,820.50	Christa Viljoen	1,805.00	Elizabeth Orillosa	1,801.00	Angie Sawatzky	1,800.00
Carina Simara	1,971.25	Katherine Matheson	1,868.50	Caroline Dube	1,816.50	Sophie Charpentier	1,803.50	Isabelle Pelletier	1,801.00	Natalie Summers	1,800.00
Veronica Sinclair	1,966.25	E. Yalung-Mouland	1,861.75	Huguette Maurice	1,816.25	Charity Doerksen	1,803.50	Alexa Zaporozan	1,801.00	Maria Troiano	1,800.00
Lorrie Henke	1,964.75	Kulwinder Singh	1,860.75	Deborah Velo	1,816.25	Loubnalbnouzhahir	1,803.25	Shannon Huang	1,800.75		
Rita White	1,962.00	Jamie Lamping	1,857.00	Jaspreet Pannu	1,815.00	Tamar Vaillant	1,803.25	Josée Bertrand	1,800.50		

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

Mireille Morin	\$8,702.83	Jacqueline Cullen	\$4,674.29	Liz Wodham	\$3,312.78	Randhir Singh	\$2,853.60	Debbie McLaughlin	\$2,499.10	Paulette Nimco	\$2,250.57
Tamara Swatske	8,306.44	Jennifer Levers	4,495.13	Jill Ashmore	3,310.55	Danielle Thierault	2,846.45	Judi Todd	2,482.16	Isabelle Meunier	2,248.72
Susan Bannister	7,595.62	Pat Paul	4,420.44	Karen Hollingworth	3,294.03	Pat Monforton	2,829.72	Shannon Cameron	2,471.66	Kitty Babcock	2,240.75
Shelley Recoskie	7,530.70	Marilyn Bodie	4,420.27	Caroline Sarrouf	3,292.27	Lucie Beauregard	2,813.96	Bonnie Vigue	2,461.83	Julie Ricard	2,206.98
Guylaine Comeau	7,496.13	Gaylene Gillander	4,276.09	Donna Matthews	3,286.69	Eve Raymond	2,805.55	Judith Richardson	2,458.21	Sherrilynn Poulton	2,180.09
Donna Melnychyn	7,166.39	Shirley Fequet	4,233.14	Lorraine Upwards	3,265.72	Sharlene Bukurak	2,799.48	Jennifer Scott	2,449.11	Dierdre McKay	2,174.90
Harpreet Dhaliwal	6,968.15	Joy Zaporozan	4,066.06	Marilyn Denis	3,261.40	Beverly Dix	2,798.09	Sheila Lefebvre	2,418.89	Donella Sewell	2,149.97
Sharon Coburn	6,629.46	Susie Leakvold	4,046.83	Barbara Bond	3,248.50	Barbara Bond	2,783.58	Kelly Thomas-Petroff	2,413.65	Anna Leblanc	2,147.40
France Grenier	6,254.42	Louise Fortin	3,983.15	Giselle Marmus	3,236.02	Maria Bennett	2,765.73	Jane Maria Arsenault	2,390.21	Georgine Cook	2,145.69
Evelyn Ramanauskas	6,242.91	Joy Nicavera	3,955.07	Ged Prychidny	3,201.27	Diane Riddell	2,721.82	Tannas Ross	2,389.08	Beryl Apfelbaum	2,129.61
Josée D'Anjou	6,146.32	Shelley Haslett	3,891.86	Glady's MacIntyre	3,144.30	Elaine Fry	2,717.45	Frances Fletcher	2,384.89	Carol Adams	2,129.54
Ginette Desforges	6,099.13	Heather Cook	3,754.65	Rita Samms	3,131.82	Bev Harris	2,677.35	Kathy Quilty	2,383.69	Joanne Ward	2,124.45
Rajinder Rai	5,869.11	Yasmin Manamperi	3,734.59	Joyce Goff	3,127.06	Giovanna Russo	2,670.27	Ishali Mulchandani	2,376.89	Debbie Struthers	2,105.59
Claribel Avery	5,843.00	Elaine Sciotte	3,639.04	Teresa Alomar-Story	3,092.40	R. Courneya-Roblin	2,656.82	Carol Hoyland-Olsen	2,366.62	Julie Rioux	2,093.85
Joeline Jean-Claude	5,683.73	Sherry Ogasawara	3,614.87	Helen Lupena	3,080.95	Joyce Bigelow	2,652.42	M. Summach-Goetz	2,365.07	June Millar	2,085.27
Shannon Shaffer	5,651.59	Carol Heath	3,588.06	Peggy Denomme	3,078.92	Janice Appleby	2,649.86	Kathy Handzuik	2,364.71	Laurie Schuster Sydo	2,084.76
Angela Hargreaves	5,621.73	Lorrie Henke	3,579.38	Shirley Austin	3,057.92	Kim Shankel	2,625.62	Colleen Hendrickson	2,348.59	Elaine Macland	2,071.30
Wanda Groenewegen	5,543.79	Cathie Chapman	3,558.45	Marilyn Clark	3,057.50	Monica Noel	2,623.63	Ruby Chapman	2,347.27	Lynda Switzer	2,064.64
Maura Lucente	5,370.79	Claudine Pouliot	3,557.34	Louise Boulanger	3,029.88	Kathryn Milner	2,610.67	Maureen Corrigan	2,331.20	Fay Hoiness	2,060.62
Shirley Peterson	5,145.71	Martine Richard	3,549.97	Teresa Ho	3,017.89	Johanna Tobin	2,610.45	P. Bessant Kanderka	2,331.04	Joanne Manol	2,045.94
Darcey Smith-Heath	5,075.18	Angela Dean	3,514.34	Cheryl Page	2,994.58	Teresita Abad	2,607.73	Becky Lawrence	2,309.91	Darlene Olsen	2,042.13
Guylaine Dufour	5,073.63	Lorraine McCabe	3,468.21	Donna Izen	2,978.77	Audrey Ehalt	2,604.77	Angella Maynard	2,308.45	Tarra Keller	2,038.02
Vaun Gramatovich	5,041.68	Kathy Whitley	3,451.69	Louiselle Duchesne	2,973.61	Diane Poulin	2,592.24	Josianne Boily	2,302.50	Sue McElhanney	2,029.73
Elizabeth Farris	4,981.68	Kyla Buhler	3,445.23	Judy Buchanan	2,969.26	Erna Voth	2,576.22	Esther Gallop	2,301.01	Audrey Trach	2,006.51
Fiona Corby	4,941.94	Agnes Loshusan	3,443.63	Phyllis Hansford	2,968.96	France Légaré	2,574.87	Gina Hormann	2,298.96		
Nathalie Delisle	4,926.53	Louisa Hoddinott	3,422.32	Louise Desy	2,950.67	Sonia Janelle	2,542.81	Donna Witt	2,294.82		
Allyson Beckel	4,900.07	Sarah Reece-Robertson	3,410.37	Glenna O'Quinn	2,948.59	Teresa Lutterman	2,532.11	Nicole Bellemare	2,288.88		
Angie Fedorchuk	4,874.52	Cheryl Neuman	3,370.44	Alison Hogan	2,886.86	Linda Feldman	2,523.23	Ming Tsang	2,282.30		
Mary Davies	4,675.73	Heidi McGuigan	3,349.11	Mary O. Ogunyemi	2,788.08	Susan Richardson	2,506.44	Jasbir Sandhu	2,254.28		

Scoreboard/Tableau des résultats

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

Tamara Swatske	\$67,102.00	Harpreet Dhaliwal	\$44,810.00	Angie Fedorchuk	\$38,069.50	Sharon Coburn	\$34,719.00	Josée D'Anjou	\$31,402.00	Carol Heath	\$29,047.00
Susan Bannister	66,035.50	Wanda Groenewegen	43,099.50	Jacqueline Cullen	38,066.00	Jennifer Levers	33,544.00	Marilyn Bodie	31,364.50	Lorrie Henke	28,913.50
Shelley Recoskie	59,551.50	Maura Lucente	42,627.50	Angela Hargreaves	37,875.50	Joy Zaporozan	33,324.00	Shirley Fequet	30,923.00	Claudine Pouliot	28,574.50
Guylaine Comeau	58,134.50	Shirley Peterson	41,669.50	Shannon Shaffer	36,957.00	Heather Cook	33,148.50	Darcey Smith-Heath	30,099.00	Martine Richard	28,461.00
Mireille Morin	56,888.50	Allyson Beckel	40,001.00	Vaun Gramatovich	36,361.00	Mary Davies	32,678.50	Joy Nicavera	30,078.00	Giselle Marmus	28,246.50
France Grenier	50,068.00	Guylaine Dufour	39,070.50	Fiona Corby	36,207.50	Nathalie Delisle	32,479.00	Claribel Avery	30,077.00	Sherry Ogasawara	27,921.00
Joeline Jean-Claude	45,883.50	Pat Paul	38,776.00	Donna Melnychyn	36,174.50	Kathy Whitley	31,986.00	Kathy Whitley	30,026.00	Cathie Chapman	27,374.50
Evelyn Ramanauskas	45,415.50	Rajinder Rai	38,165.00	Ginette Desforges	35,051.00	Gaylene Gillander	31,790.00	Jill Ashmore	29,393.00	Cheryl Neuman	27,237.50

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 RECRUTE 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 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉTÉ AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Scoreboard (continued)/Tableau des résultats (suite)

Marilyn Clark	\$27,038.50	Heidi McGuigan	\$25,257.00	Janice Appleby	\$23,844.00	Teresa Lutterman	\$22,032.50	Bev Harris	\$21,190.00	Randhir Singh	\$20,140.00
Liz Wodham	26,924.50	Elaine Scotte	25,125.50	Glenna O'Quinn	23,824.50	Phyllis Hansford	21,948.00	R. Courneya-Roblin	21,120.50	Angella Maynard	20,130.00
Elizabeth Farris	26,899.00	Judy Buchanan	25,021.50	Kim Shankel	23,471.00	Debbie McLaughlin	21,916.50	Giovanna Russo	21,081.00	Joyce Bigelow	20,060.50
Rita Samms	26,870.50	Caroline Sarrouf	24,496.50	Kyla Buhler	23,175.50	Donna Matthews	21,860.50	Kathy Handzuik	20,940.50	Josianne Boily	20,038.50
Lorraine McCabe	26,576.00	Mary O. Ogunyemi	24,397.00	Angela Dean	23,175.50	Sheila Lefebvre	21,829.00	Agnes Loshusan	20,717.50	Alison Hogan	20,038.00
Louise Boulanger	26,287.50	Pat Monforton	24,372.50	Kathryn Milner	23,173.00	Teresa Ho	21,810.00	Deb Prychidny	20,596.50	Esther Gallop	20,015.50
Cheryl Page	26,070.50	Yasmin Manamperi	24,337.50	Maria Bennett	22,922.50	Kelly Thomas-Petroff	21,748.50	Diane Poulin	20,555.00	Linda Feldman	20,008.50
Susie Leakvold	26,000.50	Peggy Denomme	24,291.00	Sharlene Bukurak	22,874.00	Judi Todd	21,617.00	Shelley Haslett	20,484.00	Jane Arsenault	20,005.00
Joyce Goff	25,943.50	Lorraine Upwards	24,088.00	Erna Voth	22,711.00	Beverley Dix	21,506.50	Maureen Corrigan	20,480.00		
Danielle Theriault	25,330.00	Louisa Hoddinott	24,063.50	Teresa Alomar-Story	22,234.50	Frances Fletcher	21,306.00	France Légaré	20,434.50		
Karen Hollingworth	25,262.00	Marilyn Denis	24,021.50	Gladys MacIntyre	22,170.00	Kathy Quilty	21,287.50	Monica Noel	20,363.50		

Top Recruiting Units/Meilleurs groupes en recrutement

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

Québec – Joeline Jean-Claude

British Columbia/Colombie-Britannique – Maura Lucente

Ontario – Shelley Recoskie

Québec – France Grenier

British Columbia/Colombie-Britannique – Sherry Ogasawara

Saskatchewan – Ashley Wiebe

Ontario – Kelly Thomas-Petroff

Ontario – Harpreet Dhaliwal

Ontario – Fiona Corby

Ontario – Rajinder Rai

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Shivonne Vienneau

British Columbia/Colombie-Britannique – Jenny-Leanne Dorey

Manitoba – Mylene Roy

New Brunswick/Nouveau-Brunswick – Esther Gallop

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Hellen Young

Nova Scotia/Nouvelle-Écosse – M. MacKenzie-Cusack

Nunavut – Megan Levy

Northwest Territories/Territoires du Nord-Ouest – Holly Donley

Ontario – Deanna Blue

Prince Edward Island/Île-du-Prince-Édouard – Lynn Palmer

Québec – Christiane Sauve

Saskatchewan – Neysa Gee

Yukon – Sarah Charlie

12% Club/Club 12 %

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

Evelyn Ramanauskas	\$1,319.31	Bonnie Eidse	\$941.79	Alison Hogan	\$736.41	P. Bessant Kanderka	\$673.56	Deb Wynn	\$586.20	Candice Loeppky	\$539.10
Guyline Dufour	1,197.06	Raven Hogue	916.98	Kimiko Carlson	736.26	Eugénette Fortin	671.76	Lorraine Upwards	585.66	Shannon Shaffer	535.62
Liz Wodham	1,188.57	Shirley Fequet	901.05	Kathryn Milner	733.08	Sheila Lefebvre	663.09	Florame Tanian	585.63	Marcelyn Querino	534.51
Kathy Whitley	1,179.18	Shannon Cameron	899.43	Elaine Scotte	726.06	Maria Castillo	661.59	April Williams	585.54	Yolène Gay	533.19
Shelley Recoskie	1,128.66	Céline Fréchette	880.92	Glenna O'Quinn	723.87	Joyce Bigelow	655.05	Leanne Chamberlain	582.93	Chianne Smith	532.29
Kyla Buhler	1,094.34	France Grenier	868.35	Pat Paul	719.55	Randhir Singh	654.21	Julie Lacasse	580.17	Jovelyn Baltazar	529.08
Angie Fedorchuk	1,074.30	Gladys MacIntyre	854.07	Rajinder Rai	714.99	Johanna Tobin	640.14	Colleen Hendrickson	577.14	Linda Moreau	527.07
Tamara Swatske	1,067.73	Louisa Hoddinott	837.78	Kim Shankel	711.63	Sharlene Bukurak	637.98	Sheena Murphy	575.91	Audrey Ehalt	525.12
Jacqueline Cullen	1,064.73	Fatma Boussaha	834.51	Angela Hargreaves	710.97	Kathy Roberts	621.96	Gwen Groves	570.48	Donna Dodds	518.46
Susan Bannister	1,052.40	Sonia Janelle	820.20	Erna Voth	703.65	Rechie Diaz	621.15	Joyce Goff	570.12	Joeline Jean-Claude	515.40
Susie Leakvold	1,030.02	Cheryl Neuman	815.76	Tarra Keller	701.13	Elaine Maeland	610.95	Lynda Switzer	568.53	Chun Hui Mo	513.27
Harpreet Dhaliwal	1,023.33	Carol Heath	809.13	Sharon Lee Carlson	698.58	Brandie Coe	604.71	Vaun Gramatovich	568.02	Deb Prychidny	511.59
Guyline Comeau	992.94	Wanda Groenewegen	798.00	Nancy Bonenfant	691.95	Maria Bennett	601.83	Fiona Corby	565.59	Judy Bolduc	510.60
Teresa Lutterman	971.94	Monica Noel	767.13	Angela Dean	689.43	Teresa Ho	598.35	Julie Bisson	554.19	Grelife Mascarenhas	508.77
Jennifer Levers	971.67	Gurmeet Dhaliwal	761.04	Yasmin Manamperi	689.31	Diane Poulin	597.21	Tracey Douglas	549.75	Ashley Wiebe	506.64
Donna Melnychyn	967.74	Lorrie Henke	746.97	Sharon Coburn	687.81	Lois Musselman	592.05	Fatima Raza	546.57	Diane Burness	504.81
Georgine Cook	953.82	Maha Chebaro Raydan	744.99	Genevieve Laramée	685.29	Diane Riddell	590.70	Lynne Pocock	546.39	Fran Sorobey	504.45
Joy Zaporozan	945.63	Josianne Boily	743.79	Hoda Karakach	679.14	Jill Ashmore	589.68	Audrey Trach	545.16		
Claudine Pouliot	942.93	Tannas Ross	736.47	Lucie Beauregard	677.13	Rae Naka	587.43	Jeanne Case	540.24		

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

Claribel Avery	\$506.24	Nancy Normandin	\$398.32	Darcey Smith-Heath	\$353.02	Cristina Alvarez	\$306.34	Marlene Bridgman	\$285.98	Janice Appleby	\$257.00
Kitty Babcock	461.30	Rashpinder Mander	386.72	Nathalie Delisle	338.58	Louise Desy	306.20	Giselle Marmus	280.82	Donna Reid	256.36
Luba King	450.00	Linda Feldman	382.78	Caroline Sarrouf	337.32	Sandra Haberman-Melville	298.20	Patti Jeske	276.60	Isabelle Parent	250.12
Tamar Vaillant	448.18	Debbie Struthers	372.68	Maureen Wiebe	334.96	Susan Henderson	294.34	Diane Harvey	264.06		
Donna L Fidler	447.78	Nicole Pascreta	369.24	Kristen McBride	322.10	Kim Walk	290.62	Isabelle Meunier	260.84		
Debbie McLaughlin	404.22	Carol Adams	361.54	Kareena Felker	317.12	Ginette Desforges	288.30	Luisa Rallo	260.00		
Jasbir Sandhu	403.14	Marie-Josée Bourdages	355.22	Denise Baynton	312.80	Switlana Awogbami	286.66	Manuela Mihaljevic	259.52		

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

Diane Petit	\$187.78	Jasmin Schultz	\$138.78	Diane Hall	\$107.68	Yvonne Burleigh	\$96.36	Jody McPherson	\$92.42	Céline Perreault	\$82.85
Anick Lambert	182.38	Tricia Friesen	136.79	Jody Gaudreault	104.19	Ania Frasca	96.30	Julie Ferland	89.30	Connie Charles	81.07
Cheri Stefanucci	168.67	Robyn Mitchell	128.09	Marcia Ouellette	100.72	Tobi Biggin	96.19	Pamela Liebenberg	88.72	Sharon Leyne	80.10
Veneta Dimitrova	168.05	Clare Hewlin	125.68	Madeleine Gagne	99.23	Scarlet Abrie	96.19	Fiona Veening	88.05	Sharon Ouellette	80.06
Amanda James	162.68	S. McCorrister-White	124.50	Tasha Roy	99.06	Nancy Barbour	96.08	Donna Bottay	85.34	Harpreet Singh	79.28
Christine Forget	153.32	Betty Larocque	122.66	Janet Dwilgies	98.07	Ashley Piche	96.01	Linda Keddy	84.46	Tiffany Garrigus	79.04
Amanda Sikora	146.08	Melissa Segura	120.11	Darlene Demkey	98.06	Patricia Coleridge	96.00	Dawn Watier	83.77	Fely Ababulon	78.98
Desarais Yohnke	144.90	Julie Lavoie	117.65	Emily Dyck	97.94	Jessie Jia	94.04	Ashley Grech	83.06	Martha Trujillo	78.82
Evencia Magiste	144.12	Lise Mallet	117.15	Josephine Aznar	96.74	Martine Duchesne	92.71	Melissa Landry-Rioux	83.02	Ayda Bahrami	77.85
Krissy Makowski	144.08	Véronique Boisvert	112.36	Dileeni Weerasinghe	96.50	Joy Hoskin	92.51	Trisha Tambellini	82.87	Carole Boucher	76.13

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

CHERYL NEUMAN Director/Directrice	SONIA JANELLE Director/Directrice	SHELLEY BARRETT Darcey Smith-Heath	CHARITY DOERKSEN Ashley Wiebe	GRELIFE MASCARENHAS Kelly Thomas-Petroff	CHIANNE SMITH Sandy Campbell
TRACEY DOUGLAS Director/Directrice	FATMA BOUSSAHA Joeline Jean-Claude	BRANDIE COE Maura Lucente	RAVEN HOGUE Sherry Ogasawara	LEAH OLDFIELD Sandy Campbell	HEATHER ST DENYS Glenda Laberge
FIONA CORBY Director/Directrice	KULJIT DHALIWAL Rajinder Rai	GURMEET DHALIWAL Harpreet Dhalawal	CANDICE LOEPPKY Giselle Marmus	JOANNE SIMONETTA Shelley Recoskie	JAIMI ZAMMIT Maura Lucente

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

EVELYN RAMANAUSKAS Director/Directrice	JULIE DEFEHR Joy Zaporozan	MAHA CHEBARO RAYDAN Caroline Sarrouf	JULIE LACASSE Ginette Desforges	AIDEE M. PENA ROJAS Gladys MacIntyre	CAMI ZAVAGLIA Sherry Ogasawara
SUSIE LEAKVOLD Director/Directrice	MARIA CASTILLO Agnes Loshusan	PAMELA ELLIS Melissa Bongalis	GENEVIÈVE LARAMÉE Nathalie Delisle	CARINA SIMARA Lynette Pagkaliwangan	

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

SHELLEY RECOSKIE Director/Directrice	MYRIA BALICAO Director/Directrice	SHANNON CAMERON Director/Directrice	ALISON HOGAN Director/Directrice	BARBARA WEBSTER Dana C Welch	MACKENZIE KIELSTRA Angella Maynard
LOUISA HODDINOTT Director/Directrice	JOYCE BIGELOW Director/Directrice	FRANCE GRENIER Director/Directrice	LEILA HOLZWORTH Director/Directrice	ALISON ANDERSON Jacqueline Cullen	ZULMA MARTINEZ Director/Directrice
EVA KOPEC Director/Directrice	AGNES LOSHUSAN Director/Directrice	THERESA NIELSEN Director/Directrice	DEBORAH KENNY Director/Directrice	JOVELYN BALTAZAR Joy Nicavera	AMORMIA OSORES Kelly Thomas-Petroff
RAJINDER RAI Director/Directrice	MARILYN BODIE Director/Directrice	KAREN ROBERTS Director/Directrice	CASSANDRA LAY Director/Directrice	MARGARET BEREZOWSKI Deanna Pease	SUZETTE RICE Lorraine Upwards
MONICA NOEL Director/Directrice	YOLÈNE GAY Director/Directrice	ASHLEY WIEBE Director/Directrice	TERESA LUTTERMAN Director/Directrice	VÉRONIQUE BOISVERT Nancie Lachance	CHANTEYL SMITH Susan Placsko
JACQUELINE CULLEN Director/Directrice	SUE MCELHANNEY Director/Directrice	JOHANNE GIRARD Director/Directrice	CHANTAL RIVARD Director/Directrice	NANCY BONENFANT Danielle Theriault	FLORAME TANIAN Kelly Thomas-Petroff
YASMIN MANAMPERI Director/Directrice	SOPHIE AUDET Director/Directrice	PATTI BABYN Director/Directrice	ROSE GUILLEMAUD Cheryl Golby	KIMIKO CARLSON Tamara Swatske	JENNA TOPOLA Patti Babyn
HARPREET DHALIWAL Director/Directrice	GUYLAINE DUFOUR Director/Directrice	JUDY BOLDUC Kim Conaghan	JOELINE JEAN-CLAUDE Director/Directrice	JENNY-LEANNE DOREY Luba King	FIONA VEENING Shelley Recoskie
ELAINE MACLAND Director/Directrice	COLLEEN HENDRICKSON Director/Directrice	JAYME FOCHLER Director/Directrice	TANNAS ROSS Director/Directrice	ANGELA DYKMAN Darcey Smith-Heath	MELANIE VIENS Louise Fortin
KYLA BUHLER Director/Directrice	TARRA KELLER Director/Directrice	DANIELLE GOBEL Director/Directrice	SHIREEN SPENCER Heather Cook	WINNIE HUMBY Janice Appleby	KIM WALK Monica Hecht
ROBIN COURNEYA-ROBLIN Director/Directrice	MARIE-JOSÉE BOURDAGES Director/Directrice	MICHELLE GURDEBEKE Director/Directrice	TAMAR VAILLANT Joeline Jean-Claude	HODA KARAKACH Director/Directrice	

New Team Leaders/Nouveaux chefs d'équipe

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

ELSIE APOLINARIO Kelly Thomas-Petroff	RAELENE BRUMMUND Marilou Brummund	MAHA CHEBARO RAYDAN Caroline Sarrouf	REYVELYN CRISPIN Teresita Abad	GURMEET DHALIWAL Harpreet Dhalawal	JENNY-LEANNE DOREY Luba King
SHELLEY BARRETT Darcey Smith-Heath	MARIA CASTILLO Agnes Loshusan	TRICIA CLARKE Shirley Peterson	TANYA DESJARDINS Heather Kimble	CHARITY DOERKSEN Ashley Wiebe	ANGELA DYKMAN Darcey Smith-Heath

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New Team Leaders (continued)/Nouveaux chefs d'équipe (suite)

PAMELA ELLIS
Melissa Bongalis
DANIELA FERREIRA
Cicily Brewer
SHERI GRAY
Allyson Beckel

MARLENE KRONE
Diana Tetu
JOSIANNE LEMIRE
Sophie Audet
GRELIFE MASCARENHAS
Kelly Thomas-Petroff

KRISTEN MCBRIDE
Sarah Reece-Robertson
ISABELLE PARENT
Helene Drolet
KAREN PEARCE
Fiona Corby

SUSAN VACHON
Beverley Dix
ANNE WILLIAMSON
Sherrilynn Poulton
JAIMI ZAMMIT
Maura Lucente

YING ZHAO
Chun Hui Mo

New Star Team Builders/Nouvelles Bâtisseuses d'équipe Étoile

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

JOSEPHINE AZNAR
Teresita Abad
VÉRONIQUE BOISVERT
Nancie Lachance
CAROLE BOUCHER
Chantal St-Denis
ALEXANDRA CHANIOTIS
Elaine Sicotte

LORETTA FEWINGS
Angela Hargreaves
LORRI FITZGERALD
Pauline Richardson
TRICIA FRIESEN
Anna Leblanc
JODY GAUDREAU
Annie Gagnon

JOCELYNE HOVEY
Denise Melanson
TANYA JOSS
Debbie Struthers
JULIE LAVOIE
France Grenier
SOPHIE LEGAULT
Martine Richard

CLAUDINE LÉGER
Johanne Girard
KULWINDER MAJHU
Rajinder Rai
LISE MALLET
Claudine Pouliot
SHARON QUELLETTE
Pauline Richardson

CHERYL PEDERSEN
Helen Zucchelli
CELINE PERREAULT
Sylvie Rieux
NICOLE PHILLIPS
Elaine Maeland
HEATHER ST DENYS
Glenda Laberge

DEBORAH STEVENSON
Jennifer Levers
FIONA VEENING
Shelley Recoskie
NOREEN WALKER
Fran McLaren
DAWN WATIER
Michelle Summach-Goetz

Independent Sales Director Grand Achievers Directrices des ventes indépendantes Grandes Gagnantes

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

Geneviève Laramée

Florame Tanian

On The Move Achievers/Championnes En marche!

The following Independent Sales Directors achieved Mary Kay's On The Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Chun Hui Spring Mo

Lynette Pagkaliwangan

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

may 2010 recognition reconnaisances de mai 2010

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



\$31,369.00

Doreen Burggraf \$11,107.00
Darlene Ryan-Rieux 10,898.00
Elena Sarmago 10,462.00
Heather Armstrong 9,796.00

Renée Daras



\$15,119.00

Gail Adamson \$8,712.00
Bernice Boe-Malin 8,159.00
Sandy Campbell 7,887.00
Marcia Grobety 7,724.00

Brenda Summach



\$14,766.00

Donna Weir \$7,551.00
Anne Austin 7,287.00
Olive Ratzlaff 7,249.00
Linda MacDonald 6,948.00

Gloria Boyne



\$12,783.00

Philomena Warren \$6,475.00
Debbie Mattinson 6,375.00
Donna Lowry 6,334.00
Susanne Felker 6,049.00

Dalene Allen



\$11,765.00

Janice Connell \$4,912.00
Jane Kostl 3,893.00

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 Director who has 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 à la Directrice nationale des ventes indépendante suivante qui a accédé au Cercle Diamant en mai.

Darlene Ryan-Rieux



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, 2010. 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 2010. 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 \$8,366,237.60	Brenda Summach \$4,922,230.45	Elena Sarmago \$3,064,579.35	D. Ryan-Rieux \$2,709,620.91	Anne Austin \$2,546,637.18
H. Armstrong 6,195,300.96	Doreen Burggraf 3,271,461.77	Dalene Allen 2,951,240.77	Gloria Boyne 2,599,746.28	Gail Adamson 2,542,274.87

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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!

Joan Szangulies	\$6,982.25	Donna Feeney	\$4,894.50	Jona Currie	\$4,200.00	Deanna Blue	\$3,661.25	Trudy Neil	\$3,605.50	C. Mlazgar	\$3,601.00
Cassandra Lay	6,000.18	Josie Glidden	4,845.25	Wilma Goit	4,003.18	Tiffany Creasy	3,628.50	Suzanne Dixon	3,604.75		
\$6,000		\$4,800		Emilienne Mampuya	3,804.75	Louise Ann Brunet	3,625.18	Nicole Fraissinet	3,603.50		
Esther Gallop	5,284.68	Erna Voth	4,234.93	Susan March	3,804.50	Stephanie Aube	3,610.75	Keeley Saunders	3,602.50		
Kristin Forsythe	5,224.75	Mellisa Larouche	4,204.50	Lorna Hosker	3,680.43	Grace Henda	3,608.75	Patricia Peters	3,602.00		

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

\$3,600	Nathalie Bisailon	\$2,813.18	Sylvie LaFrance	\$2,400.50	Loretta Goodyear	\$1,985.75	Ellen MacNeil	\$1,819.25	Murielle Chartrand	\$1,801.25	
Debi Kanerva	\$3,550.93	Trish Salter	2,810.93	Doreen Bradburn	2,400.25	Melody Gilmore	1,982.93	Joanne Kavanagh	1,817.25	Drazenka Culjak	1,801.25
Amanda Sikora	3,546.50	Amy Klassen	2,804.25	Julie Therrien	2,400.25	Robin Schmidt	1,979.25	Annette Guerrette	1,815.18	Shirley Hope	1,801.25
Mary Anne Whitford	3,502.50	Amy Payne	2,785.50	\$2,400	Patti Jeske	1,976.93	Stephanie Koclas	1,815.00	Michelle Pyne	1,801.25	
Julie Lacasse	3,501.50	Darci Palmer	2,772.00	Dena Okhifoh	2,400.00	Paulette Nimco	1,975.43	Andrea Rutledge	1,813.75	Kamaljit Kaur	1,801.00
Shivonne Vienneau	3,300.93	Nancy McNeely	2,770.50	Melva Plata	2,400.00	Holly Donley	1,971.75	Rita Tyagi	1,813.50	Gaby Morin	1,801.00
Ellen Whiting	3,242.43	Carol Tarling	2,719.50	Eva Kopec	2,371.18	Mignon A Gartley	1,969.68	Katherine Helland	1,813.25	Jessica Vanhemert	1,801.00
Josée Robillard	3,212.75	C. Randle-Clayton	2,704.93	Naomi Scott	2,366.18	Nancy Giatti	1,954.75	Nathalie Lefebvre	1,813.25	Lavina Yip	1,801.00
Joanne Sanders	3,195.18	Pam Alimanzi	2,692.75	Angela Ward	2,336.00	Candice Loepky	1,947.25	Jacinthe Leclerc	1,811.00	Miriam Chavarria	1,800.75
Céline Fréchette	3,123.50	Teresa Da Silva-Avila	2,675.75	Rita White	2,333.68	Sheila Thomas	1,930.25	Michelle Hansen	1,810.75	Jessica Levesque	1,800.75
Maricelle Chartier	3,119.50	Michele Thomson	2,589.43	Hilda Hiscoc	2,325.18	Rosalene Phillips	1,929.25	Donna Witt	1,810.43	Valerie Maltais	1,800.75
Marie Gilbert	3,032.93	Kaitlyn Shumilak	2,567.50	Cheryl Partridge	2,317.50	Lisa Mullin	1,917.00	Marites Cuarema	1,810.25	Patricia McKibbin	1,800.75
Julie Fiala	3,017.68	Avril Celestin	2,541.93	Fanta Diomande	2,311.25	Isabelle Jean	1,912.25	Angela North	1,810.00	Jennifer Astete	1,800.50
Kassandra Giroux	3,010.25	Annemarie Leung	2,526.50	Teresa Lutterman	2,304.43	Evelyn Ramanauskas	1,891.68	Sonia Lavallee	1,809.75	Gail Biel	1,800.50
Luz Aguirre	3,009.25	Sharon Todd	2,508.00	Beryl Apfelbaum	2,274.68	Jane Maria Arsenault	1,876.93	Sandra Neufeld	1,809.43	Janna Foster-Willfong	1,800.50
Amie Wilcox	3,008.25	Ellen Wells	2,507.75	Christine Leclair-Day	2,265.50	Carol Heath	1,873.93	Sarah Jabusch	1,809.25	Claire Black	1,800.25
Krystal Leong	3,006.75	Sonya Martens	2,501.18	Linda Hood	2,260.75	Natasha Carlaw	1,864.75	Katy Thompson	1,808.00	Rose Haidary	1,800.25
Barbara Campbell	3,005.50	Jocelyne Hovey	2,500.50	Janice Stuyck	2,236.00	Sharon Robertson	1,860.86	Leeha De Schutter	1,806.75	Cynthia MacPherson	1,800.25
Khalia Cloutier-Boily	3,004.25	Lorrie Henke	2,493.18	Karla Dick	2,222.50	Peggy Denomme	1,860.43	Deborah Sampson	1,806.50	Marie Moussignac	1,800.25
Shanna Robertson	3,003.50	Tracy Lee	2,483.00	Isabelle Faucher	2,221.68	Marina Mazon	1,857.93	C. Christopher-Lawson	1,805.00	Suzanne Smith	1,800.25
Courtney Gottschalk	3,002.75	Mary-Lou Hill	2,470.43	Charlene Efford	2,216.68	Erica Acosta	1,855.75	Nathalie Carrier	1,804.25	Ila Sangani	1,800.25
Pamela Dmytriw	3,002.50	Sara Chowdhery	2,452.18	Mariola Herbasz	2,203.18	Ayda Bahrami	1,852.75	Heather Libbey	1,804.25	Judi Sigouin	1,800.25
Nancy Szkol	3,001.75	Carol Rennehan	2,448.93	Sylvie Castonguay	2,171.00	Ena Arnot	1,852.50	Cathy Maston	1,804.25	Peggy Tremblett	1,800.25
Kristi Graham	3,001.00	Marie-Pier Mailloux	2,440.00	Jennifer Watson	2,151.25	Marilyn Hicken	1,847.50	Sandra Morin	1,804.00	Sarah Winchester	1,800.25
Julie McNamara	3,000.75	Cate Whitsitt	2,425.25	Aline Guerard	2,133.25	Gwen Groves	1,845.75	Huberta Selormey	1,804.00	Erin Wiszniowski	1,800.25
Karo-Lynn Audy	3,000.50	Kimberly Rockliff	2,416.00	Maureen Vincent	2,126.43	Liesel Dayrit	1,843.00	Lee-Ann Sifniotis	1,803.50	\$1,800	
Chantal Neufeld	3,000.50	Marie-Eve Bêland	2,410.50	Vicki Nikiel	2,111.68	Mary Lupenette	1,841.75	Evelyn Savard	1,803.50	Amanda Adams	1,800.00
Diane Pouliot	3,000.50	Tannas Ross	2,408.93	Katherine Matheson	2,107.75	Alice Hebert	1,839.50	Sylvie Cassista	1,803.25	Arminda De Castro	1,800.00
Crystal Wilson	3,000.50	Jessica Bernier	2,408.25	Lisa O'Leary	2,084.75	Guyline Lanciault	1,838.25	Holly Barraclough	1,802.75	Doris Imbeault	1,800.00
Jessica Braithwaite	3,000.25	Neenita Haig	2,408.00	Nino Bokuchava	2,062.00	Michelle St. Louis	1,834.00	Lois Robb	1,802.75	Corina Kattenberg	1,800.00
Caroline Provost	3,000.25	Asha Dickinson	2,405.50	Terri Kurtzweg	2,060.68	Kristie Schmirler	1,833.75	Shaheen Shibly	1,802.75	Linda Lacasse	1,800.00
Tracy Campbell	3,000.18	Sheryl Baltazar	2,405.25	Josianne Boily	2,046.18	Valerie Boulouche	1,831.00	Fiona McFarlane	1,802.25	Anna Nelson	1,800.00
Kathie McGann	2,977.68	Geneviève Laramée	2,405.00	Ginny Konechny	2,035.18	Jaswinder Somal	1,831.00	Theresa Herrera	1,802.00	Christine Owen	1,800.00
Melanie Roy	2,962.00	Marie-Eve Bélanger	2,404.75	Heather Cuff	2,014.00	K. I. Maxwell	1,830.25	Josée Parent	1,802.00	Jean Oickle	1,800.00
Sarah Moore	2,903.25	Coral Widdowson	2,404.00	Reina Heras	2,003.93	Navjot Pandher	1,823.50	Sandra Skinner	1,802.00	Roxanne Proulx	1,800.00
Jill Ashmore	2,882.68	Kate Bokenfohr	2,402.25	Carole Duguay	2,002.75	Kiran Dosanjh	1,823.00	Karina Aravina	1,801.75	Sharon Sansom	1,800.00
Sheri Gray	2,829.25	Vanessa Stephanson	2,401.00	Katherine Inkel	2,001.75	Stephanie Scott	1,820.75	Caroline Anger	1,801.75		
Judith Poulin	2,818.75	Donna Tambour	2,400.75	Nancy Bonenfant	1,988.75	Lee Hanchett	1,820.00	Colleen Quinn	1,801.50		

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	\$9,438.03	Jill Ashmore	\$5,135.16	Laurie Schuster Sydor	\$3,592.79	Karen Taylor	\$3,194.51	Kathy Whitley	\$2,813.26	Joeline Jean-Claude	\$2,599.69
Mireille Morin	9,320.71	Susan Bannister	5,086.45	Allyson Beckel	3,567.61	Shelley Haslett	3,178.96	Deb Prychidny	2,804.22	Martine Richard	2,590.34
Angela Hargreaves	8,071.76	Claribel Avery	4,980.62	Maura Lucente	3,544.33	Teresa Ho	3,176.69	Peggy Denomme	2,804.13	Ishali Mulchandani	2,580.42
Tamara Swatske	7,636.96	Shannon Shaffer	4,736.20	Kelly Thomas-Petroff	3,542.84	Maureen Corrigan	3,140.72	Debbie McLaughlin	2,803.22	Gaylene Gillander	2,574.80
France Grenier	7,020.95	Marilyn Bodie	4,706.64	Giselle Marmus	3,528.73	Jacqueline Cullen	3,070.46	Yasmin Manamperi	2,798.93	Linda Feldman	2,573.45
Darcey Smith-Heath	6,878.72	Janice Appleby	4,697.13	Joy Nicavera	3,522.72	Carol Heath	3,070.46	Audrey Ehalt	2,792.24	Heather Cook	2,573.38
Shelley Recoskie	6,767.37	Teresa Alomar-Story	4,250.21	Louise Le Duchesne	3,518.83	Terisita Abad	3,037.25	Wilma Goit	2,787.32	Elaine Maeland	2,573.21
Evelyn Ramanauskas	6,583.94	Nathalie Delisle	4,182.29	Lorraine McCabe	3,444.55	Frances Fletcher	3,024.93	Beverly Dix	2,786.87	Vaun Gramatovich	2,562.95
Guyline Comeau	6,438.50	Elizabeth Farris	4,144.72	Luba King	3,408.52	Kyla Buhler	3,004.69	Judi Todd	2,781.68	Colleen Hendrickson	2,532.10
Harpreet Dhaliwal	6,241.34	Lorraine Upwards	4,000.83	Mychele Guimond	3,380.54	Randhir Singh	2,996.90	Pat Paul	2,773.25	Angela Dean	2,523.27
Ginette Desforges	6,174.82	Rajinder Rai	3,989.50	R. Courneya-Roblin	3,347.20	Karen Hollingworth	2,978.33	Kathy Handzuik	2,762.82	Johanna Tobin	2,494.07
Sarah Reece-Robertson	6,083.65	Louise Fortin	3,987.86	P. Bessant Kanderka	3,342.51	Donna Matthews	2,903.10	Shirley Fequet	2,747.22	Nicole Bellemare	2,488.71
Jennifer Levers	5,845.86	Mary-Lou Hill	3,918.05	Louise Boulanger	3,318.47	Louisa Hoddinott	2,885.83	Elaine Fry	2,729.30	Jane Maria Arsenault	2,484.96
Donna Melnychyn	5,515.32	Erna Voth	3,873.07	Donna Izen	3,315.94	Elaine Sicotte	2,874.45	Liz Wodham	2,720.14	Sonia Janelle	2,475.61
Guyline Dufour	5,513.31	Agnes Loshusan	3,838.83	Rhoda Burton	3,276.28	Rita Samms	2,863.67	Diane Riddell	2,708.52	Connie Graham	2,461.31
Fiona Corby	5,510.28	Lorrie Henke	3,785.48	Gina Hormann	3,270.94	Cassandra Lay	2,849.59	Shirley Austin	2,694.12	Anna Leblanc	2,458.29
Josianne Boily	5,436.62	Gladys MacIntyre	3,705.59	Judy Buchanan	3,264.99	Louise Desy	2,848.46	Susie Leakvold	2,664.41	Janine Brisebois	2,433.28
Shirley Peterson	5,412.18	Mary O. Ogunyemi	3,644.57	Danielle Theriault	3,252.98	Cathie Chapman	2,838.55	Julie Ricard	2,645.94	Susan Richardson	2,432.92
Wanda Groenewegen	5,392.86	Claudine Pouliot	3,628.65	Kim Shankel	3,244.46	Giovanna Russo	2,837.67	Beryl Apfelbaum	2,640.17	Cheryl Page	2,413.32
Sharon Coburn	5,330.65	Ashley Wiebe	3,614.32	Mary Davies	3,204.69	Christine Ransom	2,833.92	Ming Tsang	2,618.49	Myria Balicao	2,397.38

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% 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 Monforton	\$2,396.77	Ruby Chapman	\$2,302.30	Diane Peel	\$2,196.33	Alex Quinn	\$2,166.20	Marilyn Clark	\$2,095.80	Jasbir Sandhu	\$2,078.07
Paulette Nimco	2,376.61	Lucie Beauregard	2,302.13	Kitty Babcock	2,194.43	Rebecca Irving	2,153.45	Donna Witt	2,093.43	Chun Hui Spring Mo	2,058.95
Angie Fedorchuk	2,375.78	Fran Sorobey	2,255.92	Debbie Parsons	2,193.66	Isabelle Meunier	2,147.09	Gloria Fitt	2,084.79	Joyce Goff	2,055.32
Heidi McGuigan	2,319.83	Judith Richardson	2,252.52	Diane Poulin	2,192.35	Sarah Bardell	2,145.81	Barbara Bond	2,084.02	Harpaveen Aujla	2,054.05
Cicily Brewer	2,317.42	Carol Hoyland-Olsen	2,250.06	Joyce Bigelow	2,178.65	Anik Seguin	2,126.49	Vicki Nikiel	2,082.86	Fernanda Silva	2,012.95
Helen Lupena	2,316.61	Bonnie Vigue	2,209.31	Alison Hogan	2,172.46	Barb McKellar	2,114.42	Cheryl Neuman	2,082.68	Tracey Douglas	2,011.13
Joy Zaporozan	2,304.74	France Légaré	2,205.56	Michelle Currie	2,166.93	Kathryn Milner	2,106.29	Ève Raymond	2,081.14		

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.

Tamara Swatske	\$60,012.36	Janice Appleby	\$38,417.36	L. Schuster Sydor	\$29,119.86	R. Courneya-Roblin	\$26,771.36	Judi Todd	\$23,280.00	Joeline Jean-Claude	\$20,643.36
Angela Hargreaves	58,128.86	Ginette Desforges	36,745.00	Rhoda Burton	28,865.86	Frances Fletcher	26,537.36	Martine Richard	22,928.36	Kyla Buhler	20,596.36
France Grenier	57,245.36	S. Reece-Robertson	36,595.50	Louise Boulanger	28,851.36	Lorraine McCabe	26,513.36	Heather Cook	22,667.36	Randhir Singh	20,567.36
Mireille Morin	54,113.86	Darcey Smith-Heath	36,040.36	Danielle Theriault	28,507.36	Rita Samms	25,594.86	Liz Wodham	22,451.36	Pat Monforton	20,559.86
Shelley Recoskie	52,303.86	Lorraine Upwards	35,397.36	Claribel Avery	28,407.86	Maureen Corrigan	25,241.86	Cathie Chapman	22,346.36	Audrey Ehalt	20,428.36
Guyline Comeau	48,078.86	Sharon Coburn	34,696.36	Kim Shankel	28,376.36	Kathy Whitley	24,819.36	Cassandra Lay	22,301.36	Louisa Hoddinott	20,318.36
Evelyn Ramanauskas	48,072.36	Mary-Lou Hill	34,123.86	Maura Lucente	28,374.36	Peggy Denomme	24,678.86	Ming Tsang	22,201.36	Paulette Nimco	20,242.86
Josée D'Anjou	47,616.36	Shannon Shaffer	33,139.86	Donna Melnychyn	28,291.86	Wilma Goit	24,420.36	Giovanna Russo	22,118.00	Cicily Brewer	20,186.50
Jennifer Levers	45,014.36	Louise Fortin	32,120.86	Joy Nicavera	28,041.86	Gina Hormann	24,168.36	Teresita Abad	22,111.50	Elaine Sciotte	20,183.86
Shirley Peterson	44,981.86	Marilyn Bodie	31,967.36	Luba King	27,997.86	Pat Paul	24,166.86	Mary Davies	22,109.36	Jane Maria Arsenault	20,170.36
Susan Bannister	44,362.36	Erna Voth	31,893.36	Gisela Marmus	27,823.36	Agnes Loshusan	24,141.36	Christine Ransom	22,060.36	Mychele Guimond	20,159.86
Josianne Boily	43,640.36	Teresa Alomar-Story	31,829.36	Carol O. Ogunyemi	27,600.36	Kathy Handzuik	24,043.36	Cheryl Page	21,743.36	Elaine Fry	20,140.36
Fiona Corby	43,066.36	Allyson Beckel	31,809.36	Mary O. Heath	27,237.86	Gladys MacIntyre	23,968.36	Shirley Fequet	21,713.86	Linda Feldman	20,082.86
Wanda Groenewegen	42,932.86	Lorrie Henke	30,545.86	Jacqueline Cullen	27,220.36	Debbie McLaughlin	23,732.50	Diane Riddell	21,368.86	Joy Zaporozan	20,072.86
Guyline Dufour	42,668.86	Nathalie Delisle	30,191.50	Rajinder Rai	27,102.86	Beryl Apfelbaum	23,694.86	Beverly Dix	21,213.36	Connie Graham	20,016.36
Jill Ashmore	41,936.86	Claudine Pouliot	29,671.50	Judy Buchanan	27,038.86	Elizabeth Farris	23,423.36	Angie Fedorchuk	21,165.86	Donna Izen	20,005.50
Harpreet Dhaliwal	40,102.36	Ashley Wiebe	29,451.00	Kelly Thomas-Petroff	26,812.86	Karen Hollingworth	23,283.00	Teresa Ho	20,892.86		

Top Recruiting Units/Meilleures 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.

British Columbia/Colombie-Britannique – Jennifer Levers

Ontario – Shelley Recoskie

Ontario – Fiona Corby

Québec – Mireille Morin

British Columbia/Colombie-Britannique – Teresa Alomar-Story

Québec – Giovanna Russo

British Columbia/Colombie-Britannique – Sarah Reece-Robertson

Alberta – Donna Melnychyn

Alberta – Tamara Swatske

Alberta – Gina Hormann

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 – Kristin Forsythe

British Columbia/Colombie-Britannique – Erna Voth

Manitoba – Chantel Neufeld

New Brunswick/Nouveau-Brunswick – Esther Gallop

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Joan Szangulies

Nova Scotia/Nouvelle-Écosse – Joan Currie

Nunavut – Maryanne Ulualuak

Northwest Territories/Territoires du Nord-Ouest – Holly Donley

Ontario – Cassandra Lay

Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – Emilienne Mampuya

Saskatchewan – Susan March

Yukon – Lori Mountain

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.

Evelyn Ramanauskas	1,464.09	Sharon Coburn	957.47	Kyla Buhler	780.55	Alison Hogan	698.81	Donna L. Fidler	637.01	Louisa Hoddinott	591.12
Rajinder Rai	1,350.70	Guyline Dufour	956.85	Jill Ashmore	778.47	Diane Poulin	684.72	Joyce Harnett	636.95	Sophie Audet	590.22
Mary-Lou Hill	1,313.46	Harpreet Dhaliwal	951.20	Sonia Janelle	775.49	Donna Melnychyn	684.51	Cheryl Neuman	631.92	Kathy Handzuik	583.65
Laurie Schuster Sydor	253.67	Kim Shankel	921.51	Jennifer Levers	770.24	Esther Langille	682.56	Debbie Parsons	629.15	Nicole Bellemare	573.50
Josée D'Anjou	1,223.06	Wanda Groenewegen	917.48	Louise Fortin	766.68	Karen McManus	679.59	Vicki Nikiel	627.66	Yasmin Manamperi	572.31
R. Courneya-Roblin	1,222.55	Fran Sorobey	910.93	Rebecca Irving	763.92	Teresita Abad	677.64	Randhir Singh	621.77	Michelle Currie	567.39
Lorrie Henke	1,205.58	P. Bessant Kanderka	897.76	Anik Seguin	751.11	Shirley Fequet	668.20	Johanna Tobin	619.39	Kimberley Roberts	564.54
Lorraine Upwards	1,164.90	Gladys MacIntyre	884.08	Josianne Boily	740.73	Joyce Bigelow	667.97	Angie Fedorchuk	618.48	Mary O. Ogunyemi	563.40
Claudine Pouliot	1,159.32	Mychele Guimond	883.91	Diane Burness	732.48	Tamara Swatske	667.83	Louise Boulanger	617.25	Anna Leblanc	558.98
France Grenier	1,140.03	Kathy Whitley	880.83	Kristen McBride	730.92	Diane Riddell	663.29	Gloria Fitt	615.48	Fay Hoiness	557.08
Liz Wodham	1,089.71	Guyline Comeau	868.74	Rechie Diaz	730.11	Monica Noel	660.00	Shannon Shaffer	604.65	Darcey Smith-Heath	550.69
Shelley Recoskie	1,088.61	Jenny-Leanne Dorey	851.88	Charity Doerksen	726.36	Agnes Born	659.37	Karen Shapka	602.81	Gurmeet Dhaliwal	548.79
Fiona Corby	1,072.38	Kimiko Carlson	841.50	Isabelle Faucher	720.12	Susan Bannister	646.41	Mary Humber	602.63	Kathy Roberts	547.92
Kylie Wall	986.79	Ruby Chapman	797.66	Georgine Cook	713.22	Candice Loeppky	644.64	Tracey Douglas	600.57	Chun Hui Spring Mo	541.20
Angela Hargreaves	977.92	Linda Feldman	794.30	Vaun Gramatovich	711.04	June Rumball	642.86	Deb Prychidny	593.45	Maureen Corrigan	535.77
Gina Hormann	967.41	Sarah Bardell	792.99	Jeanne Case	709.80	Yvonne Wolowski	640.86	M. Summach-Goetz	592.53	Marilyn Bodie	535.53

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 RECRUTE 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 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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

M.E.Gutierrez-Campos	\$534.99	Jovelyn Baltazar	\$531.33	Carol Heath	\$522.39	Joy Zaporozan	\$513.21	Luba King	\$507.24	Lois Musselman	\$500.85
Carol Hoyland-Olsen	532.83	Chianne Smith	530.82	Jacqueline Cullen	518.73	Claribel Avery	512.50	Susan Richardson	505.45		
Suzette Rice	532.26	Hoda Karakach	528.72	Louiselle Duchesne	514.59	Karen Goldrick	512.22	Cheryl Page	503.58		
Fatima Raza	532.20	Lorraine McCabe	526.91	Cassandra Lay	514.32	Christine Ransom	509.58	Elaine Scotte	501.19		
Rhoda Burton	531.42	Rae Naka	525.69	Elaine Maeland	513.48	Barbara Webster	508.47	Patricia Lavoie	501.09		

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.

Sharon Wolthers	\$596.89	Nathalie Delisle	\$404.01	Sharon Lee Carlson	\$328.33	Isabelle Meunier	\$305.75	Ashley Langevin	\$281.54	Tarra Keller	\$258.98
E. Yalung-Mouland	485.20	Elsie Apolinario	403.92	Judi Todd	327.24	Sandra Skinner	305.08	Leah Oldfield	273.28	Debbie McLaughlin	255.30
Cristina Alvarez	436.24	Jasbir Sandhu	401.89	Catherine Laroche	323.54	Louise Desy	298.78	Joeline Jean-Claude	272.30		
Cherie Gould	424.32	Tamar Vaillant	400.44	Sheena Murphy	318.39	Darla Gagyi	296.24	Svitlana Awogbami	270.46		
Shannon Boutilier	420.92	Vonita Glenney	376.92	Ginette Desforges	313.54	Jocelyne Morissette	288.52	Arlene McCoil	263.81		
Manuela Mihaljevic	409.20	Dawn Rife	362.23	Sarah Reece-Robertson	312.09	Louise Best	284.46	Chrissy Novak	262.58		

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.

Robyn Mitchell	\$368.43	Nancy Lapointe	\$125.56	Micheline Perron	\$114.68	Kristen Wheaton	\$97.37	Heidi Collins	\$92.17	Harmony Rowand	\$80.22
Mae Ormrod	200.56	Louise Thibodeau	124.83	Amanda Corbett	111.42	Jennifer Curlew	96.89	Mariapaz Mancio	90.86	Melany Blanchard	79.34
Lisanne Plante	192.03	Vivian Chan	123.44	Cherrie Banting-Wrobel	108.78	Jennifer Quirion	96.33	Adrienne Rempel	88.90	Susan Smith	79.32
Susan Cool	168.18	Nicole Fraissinet	120.85	Genevieve Cote	104.85	Diane Petit	96.27	Monique Bard	87.55	Anne-Marie Evans	79.17
Susan Haselhan	161.14	Caroline Larouche	120.17	Jeannine Shumilak	102.70	Denise Beaulne	96.20	Ashley Grech	84.31	Therese Charest	78.04
Amanda Sikora	159.99	Jeannie Johnston	120.14	Pat Suchlandt	101.47	Sandrine Tewfik	96.19	Tiffany Garrigus	83.97	Kathrine Gosselin	76.49
Joy McConnell	148.19	Stacy Jensen	120.11	Ginger Halliday	100.02	Chantal Mongeon	96.06	Aniela Vega	82.23	Karine Poulin	76.48
Veronique Boisvert	140.48	Jackie Brimblecombe	120.02	Linda Keddy	98.81	Jatinder Lally	96.05	Marie-Claire Lavigne	81.85	Pearl Berube-Little	76.30
Josée Beaulieu	128.51	Véronique Demers	120.01	Siobhain O'Connor	98.47	Venetie Gerden	95.90	Fotoula Viesulas	80.24		

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.

SHELLEY RECOSKIE <i>Director/Directrice</i>	CELISA PASMO <i>Director/Directrice</i>	JOYCE GOFF <i>Director/Directrice</i>	JEANNE CASE Donna Melnychyn	SARAH BARDELL <i>Director/Directrice</i>	SUSAN MARCH Ashley Wiebe
EVELYN RAMANAUSKAS <i>Director/Directrice</i>	DEANNA PEASE <i>Director/Directrice</i>	JOYCE HARNETT <i>Director/Directrice</i>	KRISTEN MCBRIDE	JENNY-LEANNE DOREY	FATIMA RAZA
MYCHELE GUIMOND <i>Director/Directrice</i>	PAM SUTTLE <i>Director/Directrice</i>	LEILA HOLZWORTH <i>Director/Directrice</i>	Sarah Reece-Robertson	Luba King	Ishali Mulchandani
FIONA CORBY <i>Director/Directrice</i>	Elizabeth Farris <i>Director/Directrice</i>	SANDRA SKINNER	CHIANNE SMITH	ANNETTE GARCIA	DAWN RIFE
GLORIA FITT <i>Director/Directrice</i>	GINA HORMANN <i>Director/Directrice</i>	Jennifer Levers	Sandy Campbell	Myria Balicao	Donna Melnychyn
	KIMBERLEY ROBERTS <i>Director/Directrice</i>	AGNES BORN	JAIMI ZAMMIT	BONNIE HOYLE	KYLIE WALL
		Erna Voth	Maura Lucente	Joy Barber	Darcey Smith-Heath
			MARIA ANOKHINA	LIA KATTENBERG	E. YALUNG-MOULAND
			Erna Voth	Jennifer Levers	Agnes Loshusan

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.

CHERYL NEUMAN <i>Director/Directrice</i>	HILDA HISCOCK <i>Director/Directrice</i>	ADA CHENG <i>Director/Directrice</i>	GRELIFE MASCARENHAS Kelly Thomas-Petroff	CÉLINE FRÉCHETTE Louise Fortin	COLINDA SCOTT April Klippenstein
MARY O. OGUNYEMI <i>Director/Directrice</i>	MAUREEN CORRIGAN <i>Director/Directrice</i>	ISABELLE PERREAULT <i>Director/Directrice</i>	MANUELA MIHALJEVIC <i>Director/Directrice</i>	GLENNY GALVEZ	CARINA SIMARA
LOUISELLE DUCHESNE <i>Director/Directrice</i>	GUYLAINE DUFOUR <i>Director/Directrice</i>	GAIL ST.CROIX <i>Director/Directrice</i>	AMOREENA MURRAY	Giovanna Russo	Lynette Pagkaliwangan
GISELLE MARMUS <i>Director/Directrice</i>	PAMELA BESSANT KANDERKA <i>Director/Directrice</i>	CRISTINA ALVAREZ Teresa Alomar-Story	Karen Hollingworth	BARB LAITRES	ANGELA WARD
SVITLANA AWOGBAMI <i>Director/Directrice</i>	JUDITH RICHARDSON <i>Director/Directrice</i>	CAROLINE CHAN	ELSIE APOLINARIO	Gina Hormann	Jill Ashmore
CAROL HEATH <i>Director/Directrice</i>	KAREN GOLDRICK <i>Director/Directrice</i>	Diane Peel	Kelly Thomas-Petroff	JOY MCCONNELL	
REBECCA IRVING <i>Director/Directrice</i>	DANA C. WELCH <i>Director/Directrice</i>	LORRIE HENKE <i>Director/Directrice</i>	MARIA BERMUDEZ	Karen Taylor	
JENNIFER LEVERS <i>Director/Directrice</i>	TERESA ALOMAR-STORY <i>Director/Directrice</i>	RAVEN HOGUE <i>Director/Directrice</i>	Teresa Alomar-Story	AQUILINA MENDOZA	
		JAMIE LAMPING	TRACEY BERT	Mireille Morin	
		Joyce Bigelow	Charlene Blackstar	NANCY NORMANDIN	
			KIMIKO CARLSON	Isabelle Perreault	
			Tamara Swatske	PATRICIA NORRIS	
			NICOLE FRAISSINET	Claribel Avery	
			Sarah Reece-Robertson	EARLA OAKES	
				Dalene Allen	

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Bronze Medal/Médailles de bronze

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

RAJINDER RAI
Director/Directrice
REINA HERAS
Director/Directrice
JACQUELINE CULLEN
Director/Directrice
YASMIN MANAMPERI
Director/Directrice
JUDY BUCHANAN
Director/Directrice
GLENNA O'QUINN
Director/Directrice
BARBARA BERVEN
Director/Directrice
ELAINE MAELAND
Director/Directrice
SUSAN BANNISTER
Director/Directrice
ROBIN COURNEYA-ROBLIN
Director/Directrice
FERNANDA SILVA
Director/Directrice
JOYCE BIGELOW
Director/Directrice
HELEN LUPENA
Director/Directrice
SONIA JANELLE
Director/Directrice
DIANE RIDDELL
Director/Directrice

RANDHIR SINGH
Director/Directrice
EVA MARIA COELHO
Director/Directrice
ANGIE FEDORCHUK
Director/Directrice
AGNES LOSHUSAN
Director/Directrice
ISHALI MULCHANDANI
Director/Directrice
JULIE FIALA
Director/Directrice
WANDA GROENEWEGEN
Director/Directrice
GIOVANNA RUSSO
Director/Directrice
COLLEEN HENDRICKSON
Director/Directrice
SARA ROBERTS
Director/Directrice
TAMARA SWATSKE
Director/Directrice
CHRISTINA DORACIN
Director/Directrice
ANGELA HARGREAVES
Director/Directrice
MARY-LOU HILL
Director/Directrice
AMY KLASSEN
Director/Directrice

DONNA SPADA
Sandy Campbell
TERESITA ABAD
Director/Directrice
NICOLE BELLEMARE
Director/Directrice
SASHA BRADSHAW
Director/Directrice
DENISE BRIDEAU
Director/Directrice
ISABELLE FAUCHER
Director/Directrice
KAREENA FELKER
Director/Directrice
MICHELLE GURDEBEKE
Director/Directrice
SUSAN HENDERSON
Director/Directrice
NIKKI HORTON
Director/Directrice
SANDRA KORTE
Director/Directrice
SHANNAN SMITH
Director/Directrice
DEANNE BONILLA
Director/Directrice
BETTY BURKE
Director/Directrice
AMY DEFETR
Director/Directrice
Joy Zaporozan

TAMMY ELIUK
Gina Hormann
SHIRLEY FEQUET
Director/Directrice
NANCY GIATTI
Shelley Recoskie
JAN IRWIN
Director/Directrice
JOELINE JEAN-CLAUDE
Director/Directrice
PATTI JESKE
Director/Directrice
CANDICE LOEPPKY
Giselle Marmus
MAURA LUCENTE
Director/Directrice
CAROLYN NOFTALL
Director/Directrice
DIANE POULIN
Director/Directrice
ALISON ANDERSON
Jacqueline Cullen
JOSEPHINE AZNAR
Teresita Abad
JOVELYN BALTAZAR
Joy Nicavera
SIMONA BARTHA
Betina Bowman
ANNA BOCHENSKA
Yasmin Manamperi

NANCY BONENFANT
Danielle Theriault
RASHPAL BRAR
Harpreet Dhaliwal
STEPHANIE DERY
Sonia Janelle
RECHIE DIAZ
Joy Nicavera
TIFFANY GARRIGUS
Marilyn Denis
LAURA GLENNEY
Wilma Goit
M. E. GUTIERREZ-CAMPOS
Teresa Alomar-Story
CAROLYN HAMELIN
Carol Heath
THERESA HERRERA
Rebecca Irving
HODA KARAKACH
Director/Directrice
JATINDER LALLY
Randhir Singh
ZULMA MARTINEZ
Director/Directrice
JOAN MCLAUGHLIN
Fiona Corby
GLENDA NELSON
Sonya Martens
DARCI PALMER
Laurie Schuster Sydor

ANNIE ROBERT
Diane Poulin
MELANIE ROY
Josée D'Anjou
VICTORIA SPURRELL
Elaine Maeland
LOUISE THIBODEAU
Susan Bannister
EFE VENCE
Jennifer Levers
MELANIE A. WADE
Sharon Wolthers
WILMA WARAICH
Celsa Pasmio
JUNFEI WU
Chun Hui Spring Mo

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.

YRMA AMAYA
Donna Dadds
MARIA ANOKHINA
Erna Voth
JOSEPHINE AZNAR
Teresita Abad
SHANNON BOUTILIER
Janice Appleby

ANDREA CONNACHER
Angela Dean
CHERIE GOULD
Rhoda Burton
LIA KATTENBERG
Jennifer Levers
ESTHER LANGILLE
Debbie McLaughlin

CLAUDINE LÉGER
Johanne Girard
PAMELA LIEBENBERG
Donna L Fidler
SUSAN MARCH
Ashley Wiebe
AIDEE M. PENARJAS
Gladys MacIntyre

MELANIE ROY
Josée D'Anjou
CARINA SIMARA
Lynette Pagkiliwangan
KYLIE WALL
Darcey Smith-Heath
ANGELA WARD
Jill Ashmore

RITA WEAGLE
Christeen Donnelly-Chiasson
CINDY WILLIAMS
Audrey Ehalt
E. YALUNG-MOULAND
Agnes Loshusan

New Star Team Builders/Nouvelles Bâtisseuses d'équipe Étoile

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.

MONIQUE ALBERT
Isabelle Meunier
SHERRY ANTHONY
Kathryn Milner
RASHPAL BRAR
Harpreet Dhaliwal
JACKIE BRIMBLECOMBE
Judy Bycock
BEVERLY CASE
Donna Melnychyn
VIVIAN CHAN
Diane Peel

BARBARA CLERMONT
Louise Fortin
PATRICIA COLERIDGE
Fiona Corby
HEIDI COLLINS
Anita Garrett-Roe
NICOLE FRAISSINET
Sarah Reece-Robertson
JENNY GARDINER
Michelle Gurdebeke
TIFFANY GARRIGUS
Marilyn Denis

KRISTINE GRETZINGER
Carol Heath
CYNDI HICKEY-O'TOOLE
Tannas Ross
KATHLEEN JACK
Marilyn Clark
ANITA LABOSSIERE
Marilyn Clark
JATINDER LALLY
BARBARA LAMONT
Linda Feldman

MELANIE LAROCHELLE
France Grenier
BETTY LAROCQUE
Fiona Corby
JOY MCCONNELL
Karen Taylor
ROBYN MITCHELL
Angela Hargreaves
MARILYN OATES
Louisa Hoddinott
MAE ORMROD
Connie Graham

EMILIE PATOINE
Danielle Theriault
DIANE PETIT
Diane Poulin
TAMMY RAYNES
Donna Weir
DEBBIE RILEY
Annette Guerrette
LESLIE SLUBIK
Wendy-Lynn Jones
BEVERLY SMITH
Sarah Bardell

LOUISE THIBODEAU
Susan Bannister
ROCIO VASQUEZ
Giovanna Russo
CORA WHITTINGHAM
Sara Roberts
DOROTHEA WIEBE
Erna Voth

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 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉTÉ AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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 Ford Focus SE or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en mai pour l'usage d'une Ford Focus SE ou une compensation en argent.

Agnes Born

Jeanne Marie Case

Rechie Diaz

Raven Hougue

Luba King

Triple Crown Achiever/ Championne Triple couronne

The following Independent Sales Director met the requirements of the Triple Crown Challenge by achieving On the Move, Fabulous 50s and the Mary Kay Honor Society within one year of her debut date. / La Directrice des ventes indépendante suivante à rempli les conditions du défi Triple couronne en réussissant les programmes En Marche!, Fabuleux 50 et la Société d'honneur Mary Kay dans l'année suivant la date de ses débuts.



Sarah Reece-Robertson (North Vancouver, BC)
National Area/Famille nationale: Go-Give
Debut/Débuts: June/Juin 2009

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 Honor Society as the top unit with the highest adjusted unit wholesale production of her debut class and have a unit size of at least 50 during her debut quarter. / La Directrice des ventes indépendante suivante a accédé à la Liste des meilleures performances Mary Kay en réalisant la plus haute production de groupe nette ajustée 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.



Sarah Reece-Robertson (North Vancouver, BC)
National Area/Famille nationale: Go-Give
Debut/Débuts: June/Juin 2009

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. / 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.



Sarah Reece-Robertson (North Vancouver, BC)
National Area/Famille nationale: Go-Give
Debut/Débuts: June/Juin 2009



Sarah Bardell (Delta, BC)
National Area/Famille nationale: Bernice Boe-Malin
Debut/Débuts: June/Juin 2009

Fabulous 50s Achiever/Championne Fabuleux 50

The following Independent Sales Director achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of her debut date. / La Directrice des ventes indépendante suivante a réussi le programme 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 un groupe de 50 membres ou plus dans les six mois suivant la date de ses débuts.



Maura Lucente (North Vancouver, BC)
National Area/Famille nationale: Go-Give
Debut/Débuts: December/Décembre 2009

On The Move Achievers/Championnes En marche!

The following Independent Sales Directors achieved Mary Kay's On The Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Teresita Abad

Isabelle Faucher

Tannas Ross

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june 2010 recognition reconnaisances de juin 2010

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



\$31,774.00

Heather Armstrong \$17,972.00
Elena Sarmago 17,639.00
Doreen Burggraf 17,435.00
Anne Austin 16,948.00

Brenda Summach



\$25,031.00

Darlene Ryan-Rieux \$14,665.00
Olive Ratzlaff 13,921.00
Bernice Boe-Malin 13,338.00
Donna Lowry 12,979.00

Dalene Allen



\$23,466.00

Marcia Grobety \$12,236.00
Gail Adamson 11,739.00
Philomena Warren 11,427.00
Sandy Campbell 11,351.00

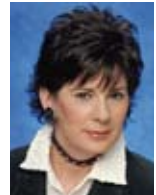
Gloria Boyne



\$22,771.00

Donna Weir \$11,061.00
Linda MacDonald 10,481.00
Janice Connell 8,898.00
Susanne Felker 8,421.00

Renée Daras



\$22,021.00

Jane Kosti \$8,250.00
Debbie Mattinson 7,993.00

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 Director who has 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 à la Directrice nationale des ventes indépendante suivante qui a accédé au Cercle Diamant en juin.

Darlene Ryan-Rieux



Level 2/Niveau 2

Susanne Felker



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, 2010. 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 2010. 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 \$9,344,005.10	Brenda Summach \$5,543,958.50	Elena Sarmago \$3,456,732.83	D. Ryan-Rieux \$3,070,476.91	Anne Austin \$2,869,540.68
H. Armstrong 6,885,328.57	Doreen Burggraf 3,556,482.00	Dalene Allen 3,338,391.23	Gloria Boyne 2,922,140.57	Gail Adamson 2,846,814.87

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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!

Esther Gallop	\$10,013.50	Amanda Sikora	\$5,369.00	Darcey Smith-Heath	\$4,621.25	Janie Chiasson	\$4,200.00	Patricia Peppard	\$3,860.75	Sandeep Mann	\$3,639.00
Noemi Rivero	9,750.25	Nancy Crépeau	5,333.50	Edna Hunter	4,584.50	Pat Pawliuk	4,200.00	Fiona Veening	3,853.75	Teresa Da Silva-Avila	3,620.00
Allyson Beckel	8,704.00	Deborah Ryan	5,074.75	Amanda Taylor	4,557.25	Linda Hood	4,149.50	Fern Jensen	3,848.00	Sheri Gray	3,613.00
Joan Szangulies	6,752.00	Joan McMillan	5,068.50	Sylvana Oliver	4,506.75	Paymaneh Varahram	4,138.50	Sonia Dumas	3,818.00	S. Greenwood-Plante	3,609.25
Donna Feeney	6,510.25	Lupe Duenas	5,030.50	Kelly Oldford	4,501.25	Amoreena Murray	4,134.50	Randhir Singh	3,803.25	Olga Ospina	3,608.00
Shivonne Vienneau	6,507.50	Shannon Cesar	5,016.50	Evelyn Ramanauskas	4,480.50	Aline Guérard	4,041.75	Christy Screen	3,794.25	Angela Schriver	3,606.25
Susan Bannister	6,122.50	Annie Couture	4,905.25	Kathy Whitley	4,447.50	M. Summach-Goetz	4,035.50	Kimberley Deell	3,784.50	Esperance Ndouwimana	3,603.50
Cassandra Lay	6,024.00	MacKenzie Kielstra	4,817.50	Diane Riddell	4,421.50	Dawn Rife	4,013.25	Alicia Krause	3,756.75	Marianne Holland	3,602.25
Sharon Coghil	6,001.50	Danielle Couture	4,804.75	Corinne Gaudet	4,412.00	Bobbie Ahluwalia	4,005.75	Brenda Cooper	3,745.50	Shelley Fleming	3,602.00
\$6,000		\$4,800		Deane Garneau	4,386.25	Nancy Moreira	4,002.00	Erna Voth	3,714.75	Laureen Blahut-Beatty	3,601.50
Kathie McGann	5,704.25	Tanis Reed	4,745.75	Deanna Blue	4,322.00	Melissa Segura	3,978.50	Maribel Pilethiran	3,687.00	Ella Socol	3,601.50
Cathy April	5,503.75	Amy Klassen	4,719.50	Katherine Dove	4,209.25	Elizabeth Scott	3,911.75	Joyce Harnett	3,667.50	Barb Atkins	3,600.50
Wendi Barnes	5,476.00	Ryanna Evans	4,681.25	Nancy Tremblay	4,206.50	Andrea Connacher	3,908.50	Sandra Nelson	3,664.75	Louanne Purdy	3,600.25
Jocelyne Dauphinais	5,405.75	Irja Virtanen	4,645.00	Christal Ramanauskas	4,200.25	Linda Dionne	3,905.75	Lynn Brady	3,656.25		

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!

\$3,600		Katelyn Brewer	\$3,000.00	Carol Bayston	\$2,434.00	Frankie Hammond	\$2,142.25	Denise Brideau	\$1,942.00	Carrie Wasylyuk	\$1,811.25
Valérie Lebeau	\$3,572.00	Heather Boutillier	3,000.00	Lorrie Henke	2,433.25	Charlene Gagne	2,134.50	Carole Duguay	1,941.25	Betsy Delgado	1,810.50
Shirley Austin	3,526.00	Beverley Smith	2,995.50	Dawn Lees	2,432.75	Bonnie Eidse	2,133.00	Joy Zaporozan	1,939.25	Atiyeh Baradaran	1,810.25
Linda Giesbrecht	3,476.25	Stephanie Hendry	2,988.25	Alex Sparling	2,422.75	Darlene Olsen	2,132.00	Rhonda Ney	1,937.00	Erin Goffin	1,810.25
Mary O. Ogunyemi	3,475.50	Deanna Pease	2,974.75	Rajminder Gill	2,422.00	Marie-Eve Bélanger	2,130.25	Tina Earle	1,933.25	Linda Huang	1,810.25
Sandy Ma	3,458.50	Cate Whitsitt	2,968.00	Sophie Thibodeau	2,420.50	Roxana Garcia	2,128.50	Maureen Vincent	1,931.25	Renee Michaud	1,809.75
Sue Rigby-Mallard	3,402.25	Sabrina Beaulieu	2,938.50	Terrah Hughes	2,418.50	Helena M. Bourgeois	2,117.50	Bonnie Hoyle	1,920.00	Rhonda Martins	1,809.25
Nadine Paquet	3,397.25	Sue McElhanney	2,921.25	Katherine Zambrano	2,412.75	Carol Hoyland-Olsen	2,117.00	Brenda Betz	1,913.25	Vanessa Quesnel	1,808.75
Karen Piovesan	3,391.00	Ellen Hatlevik	2,842.00	Isabelle Morrier	2,407.25	Ilda MacHado	2,116.50	M. Summach-Sawyer	1,908.75	Liesel Dayrit	1,808.50
Agnes Born	3,374.50	Marisa Sewpersaud	2,837.50	Trisha Jeffers	2,406.75	Jessica Chin	2,108.00	Jeanie Rhodenizer	1,902.50	Nassrin Mihanoust	1,808.50
Carol-Anne Currie	3,364.00	Lisa-Marie Massey	2,828.00	Lindsay Webster	2,406.25	Betty Lister	2,107.50	Lorna Randall	1,898.00	Michelle Pittura	1,808.50
Lois Hirtz	3,359.25	Linda Graham	2,818.50	Christine Garrett	2,406.00	Stephanie Mallais	2,107.25	Jane Arsenault	1,894.75	Sherry Ogawara	1,808.25
Dorothy Osadczuk	3,331.50	Jacinta Stewart	2,803.75	Tobi Biggin	2,405.00	Patti Jeske	2,107.00	Beryl Apfelbaum	1,892.25	Jasminde Dhatt	1,808.00
April Williams	3,264.25	Angela Kimmie	2,801.75	Jas Sandu	2,405.00	C. Randle-Clayton	2,104.75	Marilyn Hicken	1,892.25	Seema Sunar	1,808.00
Nancy Roskaf	3,258.25	Nick Girard	2,789.75	Loan Vu	2,402.75	Glenda Nelson	2,103.50	Ginny Konechny	1,889.50	Rachel Wickenheiser	1,807.50
Judy Huskins	3,256.00	Leila Holzworth	2,787.00	Veronik Lavigne	2,402.00	Melanie Roy	2,100.50	Sonia Janelle	1,886.25	Elise Ouellet	1,807.25
Dominique Sweet	3,219.50	Kim Shankel	2,786.25	Monika Belanger	2,401.75	Cheryl Golby	2,097.50	Maryann Larkin	1,885.25	Helen Rojas	1,807.00
Elsa McCreadie	3,218.75	Diane Poulin	2,774.50	Cathy Murrell	2,401.75	Rose Trenchuk	2,093.00	Isabelle Jean	1,885.00	Sylvie Cassista	1,806.75
Joan Crepin	3,203.25	Rita White	2,773.50	Natacha Iannicello	2,401.25	Carol Heath	2,085.50	Tracy Ditty	1,879.00	Bev Krueger	1,806.75
Ami Bour	3,134.50	Rose Marie Young	2,765.75	Jane Kong	2,401.25	Gladys Neumann	2,078.75	Nancy Morin	1,879.00	Edith Domingo	1,806.50
Gurpreet Washir	3,113.00	Jill Ashmore	2,708.75	Donna Birkett	2,400.75	Marie-Josée Boisvert	2,067.25	Fran Sorobey	1,875.75	Mary Lee Plemel	1,806.00
Louise Thibodeau	3,111.75	Terry Burch	2,701.00	Kaitlyn Bleasdale	2,400.75	Loretta Goodyear	2,064.00	Krista Whalen	1,873.50	Kris Roblin	1,806.00
Evelyn Swenne	3,101.25	Vilma Cruz	2,700.75	Angel Krahenbil	2,400.75	Gwen Keller	2,060.25	Sharon Robertson	1,860.75	Connie Korchoski	1,805.75
Charline Ho Sui	3,065.25	Jaswinder Somal	2,687.50	Myra Quitoras	2,400.50	Yvonne Burleigh	2,060.00	Nino Bokuchava	1,860.25	Joshua Leavkold	1,805.75
Linda Anderson	3,056.00	Lois Musselman	2,686.50	Jennifer Ricketts	2,400.50	Nycki Webb	2,055.25	France Légaré	1,859.50	Jenna Desnoyers	1,805.50
Margie Batkin	3,042.00	Jeri Pearce	2,679.00	Sommer Atherton	2,400.25	Colleen Worth	2,054.75	Margo Robinson-Faller	1,856.75	Alba Di-Diodato	1,805.00
Meghan Ivany	3,038.25	Betty Burke	2,669.00	Farah Ally	2,400.25	Carla Rogoz	2,053.25	Brigitte Godard	1,855.50	Venitia Birdi	1,804.75
Karen Taylor	3,027.75	Frances Fletcher	2,641.50	Sarbjit Khehra	2,400.25	Chery Ann Hoffmeyer	2,029.50	Micheline English	1,853.50	Virginia Hoi	1,804.75
Charmaine Lacoursiere	3,024.50	Jocelyne Hovey	2,639.50	Leah Van Slyke	2,400.00	Donna Melnychyn	2,027.75	Margaret MacLeod	1,852.50	Emely Nasaan	1,804.75
Emerita Acain	3,023.25	Diana Robstad	2,622.00	Shirley Peterson	2,393.75	Ellyer Vagilidat	2,027.00	Paulette Nimco	1,850.00	Shirley Yung	1,804.75
Janet Racey	3,019.75	Caron E. Magee	2,618.00	Carrie Hafner	2,380.75	Anahid Karimi	2,024.50	Brenda Radford	1,848.25	Tracy King	1,804.50
Breanne McCoy	3,019.00	Julie Dorais	2,612.00	Kristen McBride	2,368.75	Gaylene Gillander	2,024.00	Lindsay Prystupa	1,848.00	Brittany Seward	1,804.50
Muoi Ho	3,018.75	Debbie Parsons	2,608.75	Christine Forget	2,355.50	Susan Kerr	2,023.75	Ruth Breitner	1,846.75	Nikole Davie	1,804.25
Harjinder Jhund	3,012.00	Joan Brissitt	2,603.25	Holly Schnell	2,354.75	Christine Rossi	2,023.50	Carol Pollard	1,844.75	E. MacRi-Santosuosso	1,804.25
Tamar Vaillant	3,011.25	Claire Mercier	2,602.50	M. MacKenzie-Cusack	2,343.25	Wilma Goit	2,022.25	Lisa O'Leary	1,840.25	Cindy Marshall	1,804.00
Lorena B Siemens	3,010.50	Cherie Gould	2,591.00	Darci Palmer	2,323.25	Victoria Gowland	2,020.75	Gloria Garcia	1,839.25	Adriana Toogood	1,804.00
Kee Lew	3,008.50	Janice Stuyck	2,563.75	Anne Heitrich	2,283.25	Kim Robitaille	2,014.50	Yvette Sawyer	1,834.50	Melinda Capillo	1,803.75
Joanne Mulrooney	3,007.75	Audrey Blier	2,539.50	Carol Hinch Croteau	2,274.75	Pat Wilson	2,008.25	Donna Dodds	1,832.00	Heather Pilkey	1,803.75
Noemie Perusse	3,006.25	Roslyn Garofalo	2,538.25	Heather Lewis	2,271.75	Pamela Baltussen	2,006.50	Ella Holman	1,828.50	Babita Sharma	1,803.75
Heather Unger	3,005.25	Michelle Currie	2,534.50	Judith Poulin	2,270.75	Teresa Ho	2,000.00	Anna Czerny	1,828.00	Pamela Dmytriw	1,803.50
Amanda O'Quinn	3,005.00	Brenda Ewasik	2,532.00	Ralph Hutton	2,257.75	Bhumika Talia	1,999.75	Sara Wannop	1,826.50	Amy Grindall	1,803.50
Loures Bangot	3,004.25	Dixie Norman	2,519.50	Gail Hennig	2,246.25	Helene St Pierre	1,997.75	Josianne Boily	1,826.25	Cynthia Peralta	1,803.50
Andree Lamarche	3,004.25	Kimberley Lougas	2,510.50	Betty Lou Earl	2,238.00	Sandra Morin	1,994.50	Heidi Kaehler	1,826.25	Manon Arian	1,803.25
Grace Bisbikos	3,003.75	Shelby Brodzak	2,508.75	Donna Topolinski	2,220.50	Barb Cieslak-Sydror	1,991.00	Marie Hart	1,825.25	Chelsea Landry	1,803.25
Laura Denroche	3,002.50	Elaine Scotte	2,500.50	Tamara Swatske	2,210.75	Pat Monforton	1,986.75	Corinne Wilkes	1,823.00	Pamela McCurdy	1,802.75
Peggy Wuychuk	3,002.25	Julie Wong	2,499.00	Anne Heitrich	2,203.25	Melany Blanchard	1,983.75	Helen Greenspan	1,822.50	Roslyn Verwey	1,802.75
Katharine Reitsma	3,001.25	Barbara Webster	2,497.50	Jonita Glenney	2,201.00	Dawn Henry	1,981.75	Heather Loshake	1,822.25	Rilyn Kobelka-Bisson	1,802.50
Isabelle Banini	3,001.00	Giselle Marmus	2,495.25	Jenny-Lynn Sather	2,200.75	Lynda Switzer	1,978.50	Noelia Grajales	1,821.75	Norma Swim	1,802.25
Krystal Rae	3,001.00	Nadine Churchill	2,493.00	Jamie Lamping	2,194.75	Arlene Patko	1,977.00	Ninfa Mapula	1,820.00	Debbie Richards	1,801.75
Dorothy Heuft	3,000.75	Robyn Mitchell	2,486.75	Melody Gilmore	2,193.75	Ena Arnot	1,976.50	Angeline Droszio	1,819.50	Stacey Russell	1,801.75
Claudelle Picard	3,000.75	Jan Irwin	2,482.00	Sonia Daigle	2,190.50	Sabine Glietho	1,976.00	Sheila Spurn	1,816.75	Monica Virtue	1,801.75
Claudia Cox	3,000.50	Valerie Roy	2,477.75	Stacey Lyndes	2,184.25	Marlene Commings	1,972.75	Sylvie Charette	1,815.25	Sandra Hellings	1,801.50
Jacqueline Caron	3,000.50	Sylvia Olivares	2,471.50	Lynn Lemieux	2,180.00	P-F Lamontagne-Poirier	1,964.50	Perly Tarazona	1,814.50	Brenda McKee	1,801.50
Tammy Lavoy	3,000.25	Shauna McMinis	2,464.50	Judy Williams	2,162.00	Sharon Ouellette	1,959.25	Caroline Gadoury	1,814.25	Terina Stenger	1,801.50
Sarah Castillo	3,000.25	Brigitte Raymond	2,462.00	Carol Dutchik	2,153.50	Jacqueline Cullen	1,956.25	Marivic Larioza	1,814.25	Chisa Seniuk	1,801.50
Emily Kuffner	3,000.25	Kathryn Rayner	2,455.25	Tabitha Spicer	2,150.25	Paulette Fleming	1,953.00	Melanie Rainer	1,813.00	Melissa Visser	1,801.50
\$3,000		Sharon Coburn	2,446.00	Diane Boulanger	2,143.25	Lucie Roger	1,951.25	Amelie Foucreault	1,811.25	Barb Jenkins	1,801.25
Sarah Bardell	3,000.00	Parminder Sandhu	2,440.00			Po Yee Tsang	1,947.50	Maria Gomez	1,811.25	Christine Lesperance	1,801.25

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

Sherran McBrien	\$1,801.25	France Mimeault	\$1,801.00	Velma Barker	\$1,800.50	Melissa Rempel	\$1,800.50	Karen Perry	\$1,800.25	Kathy Bates	\$1,800.00
Florin MacLean	1,801.25	Julie Gendron	1,800.75	Dayna Clarke	1,800.50	Sarbjit Bajwa	1,800.25	Gwen Pritchard	1,800.25	Jana Brawner	1,800.00
Eunice Sorongon	1,801.25	Karamjit Kandhola	1,800.75	Dana Dafee	1,800.50	Lucie Goodheart	1,800.25	Lorraine Piotrowski	1,800.25	Gina Cloutier	1,800.00
Heather Warnaar	1,801.25	Christine Locke	1,800.75	Kuljit Gill	1,800.50	Jaclyn Hallman	1,800.25	Andrea Pomponio	1,800.25	Marie-France Dube	1,800.00
Jennifer Ehnes	1,801.00	Sheila McNeil	1,800.75	Angela Harder	1,800.50	Monica Hickey	1,800.25	Isabelle St-Denis	1,800.25	Fran Mayville	1,800.00
Lacey Hunniford	1,801.00	Ruby O'Keefe	1,800.75	Suzanne Morley	1,800.50	Eruore Ibi	1,800.25	Ruth Boyle	1,800.00	Rose Piel	1,800.00
Carol Krushnisky	1,801.00	Lisa Ambira	1,800.50	Gladys Oseyamhen	1,800.50	Gena Mallory	1,800.25	Maimouna Barry	1,800.00	Stephanie Spracklin	1,800.00

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

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in 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.

Tamara Swatske	\$15,995.90	Lorrie Henke	\$5,375.64	Audrey Ehalt	\$4,133.84	Diane Poulin	\$3,327.73	Cicily Brewer	\$2,796.60	Pauline Richardson	\$2,285.36
Mireille Morin	13,084.95	Jill Ashmore	5,365.66	Debbie Parsons	4,049.25	Ishali Mulchandani	3,325.04	Marina Mason	2,786.69	Chun Hui Spring Mo	2,271.87
Nathalie Delisle	12,155.22	Gladys MacIntyre	5,252.53	Randhir Singh	4,015.31	Jasbir Sandhu	3,285.99	Sue Rigby-Mallard	2,766.06	Joanne Lam	2,265.79
Susan Bannister	12,049.79	Agnes Loshusan	5,174.92	Ming Tsang	3,985.41	Julie Ricard	3,279.44	Paulette Nimco	2,693.92	Eva Kopec	2,251.13
Angela Hargreaves	11,859.93	Josianne Boily	5,171.63	Leila Holzworth	3,958.58	Angella Maynard	3,279.09	Celsa Pasmio	2,672.41	S. Greenwood-Plante	2,231.80
Harpreet Dhalwal	11,771.43	Kim Shankel	5,164.81	Jane Arsenaault	3,955.02	Eve Raymond	3,246.48	Bev Harris	2,670.85	Susan Henderson	2,229.94
Donna Melnychyn	11,587.02	Elaine Maeland	5,159.80	Elaine Fry	3,874.50	Darlene Olsen	3,239.92	Joeline Jean-Claude	2,663.04	Lois Hirtz	2,228.13
Shelley Recoskie	11,083.86	Isabelle Perreault	5,100.29	Tracey Douglas	3,803.14	Pam Hill	3,232.61	Betty Lister	2,658.39	Lucie Beaugerard	2,209.18
Rajinder Rai	10,576.35	Susie Leavold	5,095.57	M. Summach-Goetz	3,795.01	Lorraine McCabe	3,217.47	Cheryl Neuman	2,648.76	Maria Bennett	2,191.73
France Grenier	10,505.77	Peggy Denomme	5,012.03	Joy Nicavera	3,794.56	Rebecca Irving	3,182.98	Kathryn Milner	2,645.83	Claudia Perrotti	2,184.47
Shirley Peterson	10,328.68	Karen Hollingworth	5,008.37	Laurie Schuster Sydor	3,764.11	Kyla Buhler	3,168.49	Anna Leblanc	2,638.95	Paymaneh Varahram	2,158.64
Fiona Corby	10,249.44	Elaine Sciotte	4,995.30	Florane Tanian	3,756.27	Carol Hoyland-Olsen	3,155.43	Arleen Fritz	2,617.69	Louise McCann	2,156.42
Evelyn Ramanauskas	9,390.66	Shirley Austin	4,987.44	Colleen Hendrickson	3,754.65	Ashley Wiebe	3,135.89	Isabelle Meunier	2,615.84	Judy Toupin	2,151.71
Josée D'Anjou	9,656.29	Diane Riddell	4,958.00	Fernanda Silva	3,746.03	Pat Paul	3,083.73	Sara Roberts	2,608.49	Caroline Sarrouf	2,151.58
Guyline Comeau	9,465.07	Glenna O'Quinn	4,957.36	Esther Gallop	3,739.25	Susan Richardson	3,070.33	Heather Witte	2,592.17	Mychele Guimond	2,148.87
Carol Heath	9,356.22	Elaine Maeland	4,931.69	Maureen Corrigan	3,723.36	Giselle Marmus	3,062.14	Janine Brisebois	2,585.64	Kathy Roberts	2,135.03
Sharon Coburn	9,171.18	Heidi McGuigan	4,908.71	Joyce Bigelow	3,722.87	Giovanna Russo	3,040.79	Linda Moreau	2,583.33	June Rumball	2,130.75
Elizabeth Farris	8,801.69	Mary Davies	4,830.33	Judith Richardson	3,711.09	Karen Perry	3,040.28	Martine Richard	2,583.30	Barb McKellar	2,124.54
Allyson Beckel	8,350.85	Donna Matthews	4,804.36	Joyce Goff	3,703.42	Christine Ransom	3,036.76	Monica Noel	2,560.84	Chrissy Novak	2,117.16
Yasmin Manamperi	8,094.71	Beverley Dix	4,709.11	Linda Feldman	3,685.02	Beryl Apelbaum	3,032.15	Kitty Babcock	2,531.61	Judy Byock	2,110.04
Darcey Smith-Heath	7,459.85	Frances Fletcher	4,703.68	Liz Wodham	3,639.75	Teresita Abad	3,031.40	Johanne Girard	2,520.50	Barbara Berven	2,085.80
Shannon Shaffer	7,425.58	Sarah Bardell	4,700.71	Kathy Handzuik	3,565.64	Barbara Martin	3,020.91	Barbara Martin	2,488.76	Jeri Pearce	2,080.69
Guyline Dufour	7,399.80	Karen Taylor	4,695.08	Helen Lupena	3,555.58	Deb Prychidny	3,000.33	Lenore Oughton	2,413.59	Lynda Switzer	2,076.32
Claribel Avery	6,964.10	Rhoda Burton	4,678.00	Gaylene Gillander	3,538.48	Donna Witt	2,994.64	Cassandra Lay	2,411.64	Vaun Gramatovich	2,075.42
Teresa Ho	6,870.26	Mary O. Ogunyemi	4,659.20	Lauba King	3,532.64	Deanna Pease	2,973.54	Kathy Quilty	2,404.13	Sharon Robertson	2,073.87
Sarah Reece-Robertson	6,757.13	Louiselle Duchesne	4,655.63	Pat Monforton	3,520.79	Johanna Tobin	2,951.49	Joanne Manol	2,403.48	Sylvana Oliver	2,069.29
Heather Cook	6,333.85	Janice Appleby	4,650.08	Manuela Mihaljevic	3,514.64	Louisa Hoddinott	2,924.53	Betty Burke	2,399.94	Wendy-Lynn Jones	2,057.66
Marilyn Bodie	6,273.61	Lorraine Upwards	4,633.57	Cathie Chapman	3,511.58	Kim Conaghan	2,918.13	Sharlene Bukurak	2,397.85	Becky Lawrence	2,042.95
Ginette Desforges	6,212.18	Pam Behnke-Van Hoof	4,627.79	Alex Quinn	3,511.43	Myria Balicao	2,913.66	Louise Desy	2,388.54	Carol Adams	2,033.18
Jennifer Levers	6,175.86	Fran Sorobey	4,591.02	Barbara Bond	3,471.58	Dana C. Welch	2,878.65	Linda Gingrich	2,361.10	Diana Hiscoc	2,031.84
Donna Izen	6,093.39	Michelle Currie	4,521.59	Wilma Golt	3,456.92	Lindsay Lewis	2,873.03	Lois Musselman	2,358.24	Sophie Audet	2,030.62
Angie Fedorchuk	5,876.39	Erna Voth	4,460.34	Nicole Bellemare	3,455.92	Danielle Theriault	2,863.51	Brenda Cooper	2,345.24	Donna Dodds	2,021.63
Wanda Groenewegen	5,852.02	Gina Hormann	4,447.93	Lynn Brady	3,403.96	Caroline Clingen	2,850.80	Louise Fortin	2,330.78	Barbara Craig	2,013.42
France Légaré	5,824.64	Joy Zaporozan	4,426.12	Alison Hogan	3,402.98	Claudine Pouliot	2,842.39	Alyce Parkes	2,327.85	Denise Brideau	2,010.29
R. Courneya-Roblin	5,777.04	Judy Buchanan	4,417.67	Fatma Boussaha	3,384.57	Joyce Harnett	2,841.35	Sheila Lefebvre	2,324.47	Harparveen Aujla	2,008.51
Shirley Fequet	5,696.97	Kathy Whitley	4,374.81	Shannon Cameron	3,371.88	P. Bessant Kanderka	2,833.29	Zulma Martinez	2,324.30	Helen Greenspan	2,008.36
Shelley Haslett	5,529.15	Sonia Janelle	4,259.38	Louise Boulanger	3,347.44	Karen McManus	2,830.29	Michelle Gustafson	2,322.30		
Maura Lucente	5,452.79	Rita Samms	4,253.26	Judi Todd	3,343.97	Bonnie Vigue	2,808.18	Chantal Rivard	2,315.60		
Teresa Alomar-Story	5,434.28	Marilyn Clark	4,215.21	Mary-Lou Hill	3,336.12	Kareena Felker	2,802.96	Georgine Cook	2,307.25		
Angela Dean	5,405.28	Cheryl Page	4,172.14	Annie Gagnon	3,336.09	Marilyn Denis	2,799.88	Melanie Wiens	2,302.47		

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.

Tamara Swatske	\$129,263.00	Rajinder Rai	\$68,420.50	Kim Shankel	\$45,612.50	Janice Appleby	\$40,595.50	Teresa Alomar-Story	\$37,072.00	Judy Buchanan	\$34,407.50
Susan Bannister	100,766.00	Sharon Coburn	61,810.00	Marilyn Bodie	44,726.50	Lorraine Upwards	40,516.50	Sarah Bardell	36,934.00	Joy Zaporozan	34,248.00
Shelley Recoskie	89,276.00	Donna Melnychyn	61,026.50	Wanda Groenewegen	44,649.00	Isabelle Perreault	39,988.50	Fran Sorobey	36,854.00	Mary Davies	33,141.00
France Grenier	87,781.00	Yasmin Manamperi	60,460.50	Maura Lucente	43,889.00	Donna Izen	39,225.00	Cheryl Page	36,494.50	Esther Gallop	32,911.50
Shirley Peterson	85,966.00	Shannon Shaffer	53,436.00	Shirley Fequet	43,450.00	Elaine Maeland	38,949.00	Diane Riddell	36,025.50	Jane Arsenaault	32,825.50
Fiona Corby	85,331.00	Heather Cook	52,816.50	Josianne Boily	42,640.50	Mary O. Ogunyemi	38,603.00	Susie Leavold	35,983.50	Ming Tsang	32,806.00
Angela Hargreaves	84,891.50	Guyline Dufour	52,104.00	Maureen Corrigan	42,458.50	Heidi McGuigan	38,595.00	Agnes Loshusan	35,851.00	Tracey Douglas	30,817.50
Mireille Morin	83,526.50	France Légaré	48,034.50	Josée D'Anjou	41,793.50	Karen Hollingworth	38,400.00	Ginette Desforges	35,633.00	Joy Nicavera	30,685.50
Nathalie Delisle	82,331.00	Angie Fedorchuk	47,329.00	Peggy Denomme	41,686.50	Kathy Whitley	38,074.00	Beverley Dix	35,292.00	Pat Monforton	31,089.00
Harpreet Dhalwal	78,405.00	Lorrie Henke	47,317.50	Frances Fletcher	41,595.00	Rita Samms	37,742.50	Darcey Smith-Heath	35,062.00	Randhir Singh	31,001.50
Evelyn Ramanauskas	78,110.00	Jill Ashmore	47,102.50	S. Reece-Robertson	41,438.50	Claribel Avery	37,680.00	Erna Voth	34,774.50	Donna Matthews	30,982.00
Carol Heath	77,788.00	Jennifer Levers	46,517.50	R. Courneya-Roblin	41,385.00	Angela Dean	37,365.00	Gladys MacIntyre	34,703.50	Tracey Douglas	30,817.50
Guyline Comeau	75,151.00	Teresa Ho	45,911.00	Rhoda Burton	41,200.00	Michelle Currie	37,131.50	Elaine Sciotte	34,668.00	Joy Nicavera	30,685.50
Allyson Beckel	73,090.00	Elizabeth Farris	45,759.50	Glenna O'Quinn	40,882.50	Marilyn Clark	37,119.50	Gina Hormann	34,583.50		

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 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 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Scoreboard (continued)/Tableau des résultats (suite)

Shelley Haslett	\$30,502.00	Elaine Fry	\$27,293.50	Fatma Boussaha	\$25,916.50	Karen Taylor	\$23,280.50	Teresita Abad	\$22,021.50	Susan Richardson	\$20,463.00
Laurie Schuster Sydor	30,217.00	Joyce Bigelow	27,025.00	Rebecca Irving	25,892.00	Sara Roberts	23,207.50	Karen McManus	22,004.50	Alyce Parkes	20,428.50
Wilma Goit	30,106.50	Shannon Cameron	26,904.50	Lorraine McCabe	25,891.00	Sue Rigby-Mallard	23,163.00	Arleen Fritz	21,801.50	Sheila Lefebvre	20,376.50
Leila Holzworth	30,037.00	Giovanna Russo	26,781.36	Gaylene Gillander	25,743.50	Kim Conaghan	23,145.50	Lenore Oughton	21,747.50	Michele Gustafson	20,343.00
Liz Wodham	29,982.50	Karen Perry	26,773.50	Danielle Theriault	25,592.50	Heather Witte	22,956.50	Cassandra Lay	21,717.50	Jasbir Sandhu	20,328.00
Mary-Lou Hill	29,786.50	Annie Gagnon	26,709.00	Shirley Austin	25,535.00	Paulette Nimco	22,824.50	Carol Hoyland-Olsen	21,663.50	Marina Mason	20,217.00
Louise Boulanger	29,499.00	Alison Hogan	26,696.00	Louise Duchesne	25,323.50	Linda Moreau	22,820.50	Donna Witt	21,614.00	Chantal Rivard	20,174.00
Angella Maynard	28,909.00	Luba King	26,656.00	Claudine Pouliot	25,235.00	Martine Richard	22,820.00	Kathy Quilty	21,602.00	Deanna Pease	20,145.50
Joyce Goff	28,762.50	Audrey Ehalt	26,649.50	M. Summach-Goetz	24,836.00	Dana C Welch	22,748.50	Betty Burke	21,537.50	Georgine Cook	20,111.50
Florame Tanian	28,558.00	Beryl Apfelbaum	26,648.50	Cheryl Neuman	24,613.50	Lindsay Lewis	22,662.00	Bonnie Vigue	21,446.50	Kareena Felker	20,045.50
Linda Feldman	28,436.00	Diane Poulin	26,580.50	Cicily Brewer	24,563.00	Nicole Bellemare	22,628.00	Bev Harris	21,090.00	Melanie Wiens	20,038.00
Fernanda Silva	28,400.50	Ishali Mulchandani	26,539.00	Colleen Hendrickson	24,019.00	Gloria Fitt	22,494.50	Linda Gingrich	20,940.00	Louisa Hoddinott	20,032.50
Pam Hill	28,194.00	Giselle Marmus	26,475.50	Cheryl Neuman	23,792.00	Monica Noel	22,474.50	Lois Musselman	20,842.00	Joyce Harnett	20,007.00
Judi Todd	28,126.50	Debbie Parsons	26,450.00	Kathryn Milner	23,782.00	Caroline Clingen	22,320.00	Brenda Cooper	20,696.00		
Lynn Brady	27,752.00	Manuela Mihaljevic	26,379.00	Ashley Wiebe	23,629.00	Pam Behnke-VanHoof	22,178.00	Kyla Buhler	20,680.00		
Pat Paul	27,375.00	Cathie Chapman	26,289.00	Darlene Olsen	23,587.50	Christine Ransom	22,104.00	Louise Fortin	20,473.50		

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.

British Columbia/Colombie-Britannique – Tamara Swatske

Ontario – Florame Tanian

Ontario – Fiona Corby

Ontario – Shelley Recoskie

Québec – Mireille Morin

British Columbia/Colombie-Britannique – Teresa Alomar-Story

Ontario – Rajinder Rai

Québec – France Grenier

British Columbia/Colombie-Britannique – Luba King

Québec – Fatma Boussaha

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 – Shivonne Vienneau

British Columbia/Colombie-Britannique – Sharon Coghlin

Manitoba – Shannon Cesar

New Brunswick/Nouveau-Brunswick – Esther Gallop

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Joan Szangulies

Nova Scotia/Nouvelle-Écosse – Deborah Ryan

Nunavut – Leah Sarpinak

Northwest Territories/Territoires du Nord-Ouest – Sheila Mojica

Ontario – Donna Feeney

Prince Edward Island/Île-du-Prince-Édouard – Jacinta Stewart

Québec – Noemi Rivero

Saskatchewan – Allyson Beckel

Yukon – Lori Mountain

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.

Evelyn Ramanauskas	\$2,644.29	Shannon Cameron	\$1,200.99	Leah Oldfield	\$715.44	Karen Colvin	\$623.91	Heather Cook	\$538.17
Shelley Recoskie	2,160.21	Jennifer Levers	1,200.69	Bev Harris	918.36	Céline Fréchette	621.93	Linda Feldman	537.96
Carol Heath	1,980.15	Tamar Vaillant	1,198.65	Peggy Denomme	918.12	Yasmin Manamperi	621.00	Jacqueline Cullen	537.72
Susan Bannister	1,874.46	Susie Leavold	1,194.48	Wanda Groenewegen	884.73	Alyce Parkes	618.21	Rose Hayden	536.76
Rajinder Rai	1,857.18	Kimiko Carlson	1,186.74	Judy Buchanan	883.53	Michelle Gurdebeke	616.35	Mireille Morin	534.42
Angela Hargreaves	1,800.57	Jasbir Sandhu	1,179.78	Amoreena Murray	877.56	Sophia Lin	616.20	Denise Brideau	534.00
Stéphanie Grenier	1,796.13	Robin Courneya-Roblin	1,172.01	Caroline Sarrouf	871.23	France Légaré	614.07	Josée Beaulieu	533.55
Tamara Swatske	1,774.95	Kathy Whitley	1,159.47	Heather Hewitt	863.34	Margo Robinson-Faller	613.35	Anna Czerny	532.86
Fiona Corby	1,773.00	Elaine Maeland	1,155.81	Caroline Larochelle	861.57	Sharon Lee Carlson	612.33	Wilda R. Stauffer	532.83
Guyline Dufour	1,709.19	Tracey Douglas	1,138.56	Monica Noel	851.79	Betty Lister	610.29	Rechie Diaz	532.71
Donna Melnychyn	1,695.00	Gloria Fitt	1,117.17	Maureen Corrigan	851.52	Louisa Hoddinott	609.93	Sarah Watts	530.58
Guyline Comeau	1,679.28	Georgine Cook	1,100.49	Chun Hui Spring Mo	836.61	Tarra Keller	606.36	Shirley Austin	529.41
Harpriet Dhalwal	1,679.01	Gina Hormann	1,089.09	Ming Tsang	834.00	Lindsay Lewis	601.17	Linda Moreau	529.32
Glenna O'Quinn	1,579.41	Colleen Hendrickson	1,077.00	Mary Humber	819.36	Deanna Pease	597.06	Patricia Jackson	527.49
Maribel Pilethiran	1,563.93	Kareena Felker	1,076.76	Annie Gagnon	818.13	Sharlene Bukurak	595.17	Linda Thompson	524.13
Lorrie Henke	1,563.09	Michelle Currie	1,071.12	Karen McManus	815.28	Darcey Smith-		Carol Hoyland-Olsen	523.80
Chianne Smith	1,493.34	Mary-Lou Hill	1,059.18	Judy Bolduc	809.43	Heath	591.60	Lisa Craig	521.85
Angela Dean	1,466.85	Liz Wodham	1,053.87	Barbara Berven	808.65	Lynne Pocock	589.83	Amy Shang	520.65
Kim Shankel	1,454.97	Laurie Schuster Sydor	1,044.30	Alison Hogan	801.06	April Klippenstein	584.82	Judi Todd	520.05
Angie Fedorchuk	1,433.97	Ashley Wiebe	1,039.11	Leila Holzworth	796.92	Gail St.Croix	580.56	Karen Roberts	518.04
France Grenier	1,432.86	Fran Sorobey	1,037.85	Audrey Ehalt	789.21	Nicole Pasacreta	575.22	Hilda Hiscock	517.11
Sharon Coburn	1,430.76	Randhir Singh	1,029.39	Kristen McBride	788.94	Deborah Kenny	571.83	Donna McLean	516.51
Josianne Boily	1,345.35	Pam Behnke-Van Hoof	1,020.93	Debbie Parsons	788.55	Christine Ransom	563.28	Paulette Nimco	514.44
Gladys MacIntyre	1,332.72	Gurmeet Dhalwal	1,020.15	Rebecca Irving	784.08	Linda Gingrich	560.52	Renee Lavoie	513.84
Kareen Villeneuve	1,332.51	Caroline Clingen	1,007.04	Louise Duchesne	783.48	Nancy Giatti	559.56	Fatima Raza	507.66
Heidi McGuigan	1,320.21	Claudine Pouliot	1,003.62	Fay Hoiness	782.79	Marcelyn Querino	556.32	Betty Burke	507.42
Kyla Buhler	1,300.05	Cheryl Neuman	992.70	Chantal Rivard	763.17	Deb Wynn	554.70	Agnes Born	505.17
Donna Witt	1,294.83	Fernanda Silva	981.54	Cheryl Page	757.23	Brenda Cooper	550.05	Kylie Wall	504.78
Lorraine Upwards	1,288.11	M. Summach-Goetz	971.49	Carolyn Hamelin	756.21	Lucie Beaugregard	548.28	Isabelle Perreault	502.26
Shirley Fequet	1,283.07	Elvira Steer	964.59	Kathy Roberts	746.82	Noreen Kroetsch	547.05	Anna Leblanc	501.78
Shannon Shaffer	1,220.97	Rhoda Burton	955.05	Frances Fletcher	741.24	Elsie Apolinario	545.16		
Sarah Bardell	1,215.18	Teresa Ho	949.32	Karen Perry	735.54	Heather Witte	542.73		
Marilyn Bodie	1,214.64	Sonia Janelle	943.71	Sara Roberts	733.65	Hoda Karakach	539.82		
Agnes Loshusan	1,211.97	Cristina Alvarez	934.71	Nicole Bellemare	718.62	Teresita Abad	539.76		

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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.

Robyn Mitchell	\$845.66	Josée D'Anjou	\$435.56	Marlene Bridgman	\$360.62	Shirley Block	\$320.68	Kim Johnson	\$284.74	Myshele Guimond	\$255.70
Michele Gustafson	650.24	Eva Kopec	430.78	Madeleine Gagne	355.88	Victoria Wakulchych	311.72	Diana Espenhain	280.14	Barbara Bond	254.36
Julie Bisson	637.58	Sharon Wolthers	408.76	Nathalie Delisle	354.70	Glenda Leroux	310.18	Teresita Llarinas	273.88	Shannon Marchyshyn	254.30
Donna L. Fidler	635.52	Melanie Dionne	400.12	Bertha Kovach	353.44	Kathy Quilty	309.84	Gina Ge Qian	273.38	Carole Savoie	254.04
Claribel Avery	577.98	Fatma Boussaha	398.92	Fely Ababulon	352.74	Nancy Lapointe	300.76	Malinda Byrne	267.38	Nancy Normandin	252.34
Cherie Gould	570.36	Susan Haselhan	393.94	Deborah Brown	339.56	Alice Wong	300.62	Audrey Taggart	267.20	Isabelle Meunier	251.62
Zulma Martinez	566.12	Teresa Da Silva-Avila	386.04	Andrea Connacher	331.04	Karen Piovesan	300.48	Glynis E. MacDavid	262.64	Sarah Reece-Robertson	250.32
Donna Reid	495.96	Erna Voth	384.52	April Williams	328.98	Dana C. Welch	298.18	Dale Kathryn Grove	259.80		
Alison Anderson	491.06	Melany Blanchard	369.30	Myria Balicao	323.94	Eugénette Fortin	296.96	Becky Lawrence	259.48		
Irma Vogt-Dyck	484.72	Cherry Cervito	369.14	Katherine D'lorenzo	322.54	Debra Brown	295.96	Tracy Campbell	258.34		
Janice Appleby	462.18	Tiffany Garrigus	367.82	Brenda Hewlko	321.22	Dawn Watier	292.86	Martine Richard	256.52		

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.

Linda Zywna	\$364.43	Diane Petit	\$148.71	Wilma Waraich	\$120.77	Wilma Summach	\$108.38	Laurie Baylis	\$96.27	Kendra Helling	\$84.09
Jane Agnew	248.10	Shagufa Marikar	147.48	Nancy Szokol	120.75	Stephanie Coulter	108.03	Cathleen Carter	96.24	Nancy Groleau	83.55
Jaswinder Somal	242.44	Gillian House	144.25	Shauni Avery-Letcher	120.31	Anh Truong	106.34	Amy Seamone	96.03	Mary Lou McMillan	82.95
Karine Leclerc	240.06	Carol Miller	144.06	Veronique Rajotte	120.25	Ginger Halliday	105.58	Nancy Ramas	96.02	Emilie Provost	82.69
Luisa Dutra	208.83	Lynn Robertson	144.01	Heather Cuff	120.20	Julie Bernier	105.10	Shashi Sehgal	96.01	Lyne Vincent	80.58
Denise Roller	183.38	Chantal Mongeon	142.30	Melody Olsen	120.17	Kristie Schmirler	104.73	Laura Sanborg	96.00	Lisa O'Leary	80.33
Kamikazi Singirankabo	169.90	Laura Glenney	137.41	Jennifer Moran	120.10	Anna Bochenska	104.25	Jennifer Curlew	95.25	Toby Asante	80.15
Annie Lomanog	168.50	Kim Graffi	137.34	Courtenay Skazlic	120.01	Valérie Lebeau	104.25	Natalie Demers	91.21	Penny Oberdorfer	79.33
Dixie Norman	168.37	Andrea Thorrougood	129.85	Angie Inglis	119.53	Melanie Larochelle	101.23	Sylvia Hardy	89.09	Patricia Coleridge	79.06
Nancy Tremblay	167.62	Darlene Demkey	128.13	Venette Gerden	114.57	Eden Jordan	99.72	Susan Smith	89.07	Stephanie Wingy Chan	77.90
Norma Bradley	167.28	Sharon Cymerys	127.11	Audrey Pittman	114.57	Claudette Cleroux	99.11	Marie Claire Lavigne	88.83	Erin O'Reilly	77.48
Marcia Ouellette	165.38	Tanya Orosz	126.03	Fatima Zohra	113.69	Elizabeth Berglund	98.21	Rowena List	88.34	Mae Ormrod	76.97
Samantha Scobey	159.14	Tania St-Louis	124.05	Veronique Boisvert	112.47	Abby Wytinck	97.68	Nadia Ait Ahmed	86.47	Joyce Fontaine	75.57
Carol Bayston	157.02	Yvonne Burleigh	121.89	Delphine Laramee	111.59	Rajminder Gill	97.60	Sandrine Tewfik	85.21	Sharon Coghill	75.41
Louise Thibodeau	153.56	Carrie Campbell	121.35	Harpreet Singh	109.03	Melissa Segura	97.00	Melissa Sosa	85.14	Julie Brassard	75.16
Aline Guerard	150.64	Marcy Grywachski	121.03	Janeen Robertson	109.00	Lisa Leangen	96.80	Jennifer Frenette	84.29		

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.

EVELYN RAMANAUSKAS <i>Director/Directrice</i>	PAM BEHNKE-VAN HOOF <i>Director/Directrice</i>	KRISTEN MCBRIDE Sarah Reece-Robertson	LEAH OLDFIELD Sandy Campbell	JANET DWILLIES Tamara Swatske	ELVIRA STEER Manuela Mihaljevic
EVA KOPEC <i>Director/Directrice</i>	DEBORAH BROWN <i>Director/Directrice</i>	CHIANNE SMITH Sandy Campbell	TAMAR VAILLANT Fatma Boussaha	CÉLINE FRÉCHETTE Louise Fortin	ELIZABETH TOKARIUK Sylvianne Greenwood-Plante
RAJINDER RAI <i>Director/Directrice</i>	TAMARA SWATSKE <i>Director/Directrice</i>	CRISTINA ALVAREZ Teresa Alomar-Story	KYLIE WALL Diana Hiscock	HEATHER HEWITT Janice Connell	
CAROL HEATH <i>Director/Directrice</i>	ASHLEY WIEBE <i>Director/Directrice</i>	NANCY GIATTI Shelley Recoskie	KIMIKO CARLSON Tamara Swatske	ZULMA MARTINEZ <i>Director/Directrice</i>	
JOYCE BIGELOW <i>Director/Directrice</i>	CHARLENE BLACKSTAR <i>Director/Directrice</i>	MAURA LUCENTE <i>Director/Directrice</i>	JIE CHEN Shelley Recoskie	SHELLEY ROSS Deanna Pease	
GLORIA FITT <i>Director/Directrice</i>	KAREENA FELKER <i>Director/Directrice</i>	AMOREENA MURRAY Karen Hollingworth	ANNA CZERNY Darcey Smith-Heath	DIANNA SAVENYE Tammy Enns	

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.

LOUISELLE DUCHESNE <i>Director/Directrice</i>	Jennifer Levers KULJIT DHALIWAL	JULIE DEFERR Joy Zaporozan	<i>Director/Directrice</i> HEIDI BARRIOS	MARIVIC LARIOZA Celsa Pasmio	Isabelle Perreault SARAH WATTS
FERNANDA SILVA <i>Director/Directrice</i>	Rajinder Rai	BONNIE HOYLE	Lisa Craig	JOY MCCONNELL Karen Taylor	Sarah Reece-Robertson
MARIE-JOSÉE BOURDAGES <i>Director/Directrice</i>	RAJINDER GILL <i>Director/Directrice</i>	Fiona Corby	LIEZEL DAYRIT	AMELIE MESSIER Josée D'Anjou	DANIELLE WHITTY Mireille Morin
FRANCE GRENIER <i>Director/Directrice</i>	S. GREENWOOD-PLANTE <i>Director/Directrice</i>	SUSAN MARCH	TESSIE GUADILLA	AMORMIA OSORES Florame Tanian	CRYSTAL ZACHARUK Leila Holzworth
SANDRA SKINNER <i>Director/Directrice</i>	CAROLINE CLINGEN <i>Director/Directrice</i>	Ashley Wiebe	Teresita Abad	KAREEN VILLENEUVE	
		NANCY MOREIRA	LINDA HOOD		
		Shelley Recoskie	Beverly Dix		
		CLAUDINE POULIOT			

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 RECRUTE 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 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Bronze Medal/Médailles de bronze

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

CHRISTINE RANSOM <i>Director/Directrice</i>	AUDREY EHALT <i>Director/Directrice</i>	MIRIAM CHAVARRIA <i>Director/Directrice</i>	MARÉLIE SAVOIE <i>Director/Directrice</i>	HELEN GALINDO <i>Director/Directrice</i>	SARAH REECE-ROBERTSON <i>Director/Directrice</i>
REINA HERAS <i>Director/Directrice</i>	JUDY BYCOK <i>Director/Directrice</i>	GURMEET DHALIWAL <i>Director/Directrice</i>	JACINTA STEWART <i>Director/Directrice</i>	KIM GRAFFI <i>Director/Directrice</i>	JAS SANDU <i>Director/Directrice</i>
JACQUELINE CULLEN <i>Director/Directrice</i>	SOPHIA LIN <i>Director/Directrice</i>	Harpreet Dhaliwal <i>Director/Directrice</i>	Dalene Allen <i>Director/Directrice</i>	Maura Lucente <i>Director/Directrice</i>	Donna Melnychyn <i>Director/Directrice</i>
KYLA BUHLER <i>Director/Directrice</i>	Joanne Lam <i>Director/Directrice</i>	JENNY-LEANNE DOREY <i>Director/Directrice</i>	E YALUNG-MOULAND <i>Director/Directrice</i>	KAREN KEAN <i>Director/Directrice</i>	KAITLYN SHUMILAK <i>Director/Directrice</i>
ROBIN COURNEYA-ROBLIN <i>Director/Directrice</i>	CHUN HUI SPRING MO <i>Director/Directrice</i>	Luba King <i>Director/Directrice</i>	Agnes Loshusan <i>Director/Directrice</i>	Ellen Hatlevik <i>Director/Directrice</i>	Jacqueline Cullen <i>Director/Directrice</i>
HELEN LUPENA <i>Director/Directrice</i>	GINA GE QIAN <i>Director/Directrice</i>	ANNETTE GARCIA <i>Director/Directrice</i>	NENITA ABUAN <i>Director/Directrice</i>	SYLVIE LAROSE <i>Director/Directrice</i>	AMANDA SIKORA <i>Director/Directrice</i>
MARILYN CLARK <i>Director/Directrice</i>	BONNIE VIGUE <i>Director/Directrice</i>	Myria Balicao <i>Director/Directrice</i>	Celsa Pasm <i>Director/Directrice</i>	Martine Richard <i>Director/Directrice</i>	Angela Hargreaves <i>Director/Directrice</i>
RANDHIR SINGH <i>Director/Directrice</i>	AGNES BORN <i>Director/Directrice</i>	RAVEN HOGUE <i>Director/Directrice</i>	PATRICIA BLAIS <i>Director/Directrice</i>	JAMIE LEBOUTHILLIER <i>Director/Directrice</i>	CARINA SIMARA <i>Director/Directrice</i>
EVA MARIA COELHO <i>Director/Directrice</i>	Erna Voth <i>Director/Directrice</i>	LUBA KING <i>Director/Directrice</i>	Linda Moreau <i>Director/Directrice</i>	Sylvie Theriault <i>Director/Directrice</i>	Lynette Pagkaliwangan <i>Director/Directrice</i>
GUYLAINE COMEAU <i>Director/Directrice</i>	ODETTE DOBBIN <i>Director/Directrice</i>	GRELIFE MASCARENHAS <i>Director/Directrice</i>	MELANY BLANCHARD <i>Director/Directrice</i>	KARINE LECLERC <i>Director/Directrice</i>	FLORAME TANIAN <i>Director/Directrice</i>
MARILYN BODIE <i>Director/Directrice</i>	Anita Garrett-Roe <i>Director/Directrice</i>	MARIETTA PANGAN-DUTKOSKI <i>Director/Directrice</i>	France Grenier <i>Director/Directrice</i>	Nathalie Delisle <i>Director/Directrice</i>	SUSAN VACHON <i>Director/Directrice</i>
	CAATHERINE LABONTÉ <i>Director/Directrice</i>	Carol Heath <i>Director/Directrice</i>	NINO BOKUCHAVA <i>Director/Directrice</i>	EMILIEENNE MAMPUYA <i>Director/Directrice</i>	Beverley Dix <i>Director/Directrice</i>
	Mireille Morin <i>Director/Directrice</i>	LYNNE POCOCK <i>Director/Directrice</i>	Erna Voth <i>Director/Directrice</i>	AQUILINA MENDOZA <i>Director/Directrice</i>	DOROTHEA WIEBE <i>Director/Directrice</i>
	GAIL ST.CROIX <i>Director/Directrice</i>	Kitty Babcock <i>Director/Directrice</i>	LYNDSAY CLARKE <i>Director/Directrice</i>	Mireille Morin <i>Director/Directrice</i>	Erna Voth <i>Director/Directrice</i>
	CAROLINE CHAN <i>Director/Directrice</i>	TANNAS ROSS <i>Director/Directrice</i>	Michele Cutler <i>Director/Directrice</i>	JANETH OLAT <i>Director/Directrice</i>	
	Diane Peel <i>Director/Directrice</i>	TRISH SALTER <i>Director/Directrice</i>	ANGELA DEAN <i>Director/Directrice</i>	Celsa Pasm <i>Director/Directrice</i>	
			KASIE DOBBS <i>Director/Directrice</i>	FELICITA OVADIE <i>Director/Directrice</i>	
			Sarah Bardell <i>Director/Directrice</i>	Pauline Richardson <i>Director/Directrice</i>	
			CAROL DUTCHIK <i>Director/Directrice</i>	NADINE PAQUET <i>Director/Directrice</i>	
			Paulette Fleming <i>Director/Directrice</i>	Chantal Rivard <i>Director/Directrice</i>	

New Team Leaders/Nouveaux chefs d'équipe

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

FELY ABABULON Faïda Ahadi	JANET DWILLIES Tamara Swatske	HOLLY KAY Karen Perry	NADINE PAQUET Chantal Rivard	VICTORIA SPURRELL Elaine Maeland	DOROTHEA WIEBE Erna Voth
ALISON ANDERSON Jacqueline Cullen	NICOLE FRAISSINET Sarah Reece-Robertson	BARB LAITRES Gina Hormann	NICOLE PHILLIPS Elaine Maeland	JULIE THEROUX Julie Allard	
MELANY BLANCHARD France Grenier	TIFFANY GARRIGUS Marilyn Denis	HEATHER LEWIS Lindsay Lewis	MARIBEL PILENTHIRAN Yasmin Manamperi	FIONA VEENING Shelley Recoskie	
ANNA CZERNY Darcey Smith-Heath	STÉPHANIE GRENIER Nathalie Delisle	ROBYN MITCHELL Angela Hargreaves	PHYLLIS SCOTT Peggy Denomme	KAREEN VILLENEUVE Isabelle Perreault	
KIMBERLEY DEELL Tracey Douglas	CAROLYN HAMELIN Carol Heath	NANCY MOREIRA Shelley Recoskie	AMANDA SIKORA Angela Hargreaves	DAWN WATIER Michelle Summach-Goetz	
MELANIE DIONNE Josée D'Anjou	SANDY NELSON Rajinder Rai	ANGIE FEDORCHUK Angie Fedorchuk	BEVERLEY SMITH Sarah Bardell	SARAH WATTS Sarah Reece-Robertson	

New Star Team Builders/Nouvelles Bâtisseuses 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.

NADIA AIT AHMED Mireille Morin	AIDA DOMINGUEZ Mireille Morin	MARIA HENRIQUEZ Donna Izen	NATASHA MACQUARRIE Susan Bannister	AMORMIA OSORES Florame Tanian	GULRUKH SHAIKH Ishali Mulchandani
MELISSA BARBEAU Guyline Comeau	SHAMARA SCHAUF/DORGAN Claribel Avery	LAURA HUSSEY Michele Cutler	MARIAPAZ MANCIO Myria Balicao	MYRIAM PARE Eugénie Fortin	JOANNE SIMONETTA Shelley Recoskie
TOBI BIGGIN Shirley Fequet	VERONICA DUNCAN Kyla Buhler	JENNIFER HUZIAK Giselle Marmus	SUSAN MARSHALL Deb Prychidny	PATRICIA PEPPARD Glenna O'Quinn	HARPREET SINGH Fernanda Silva
NINO BOKUCHAVA Erna Voth	ANDI EDWARDS Becky Lawrence	ANGELA KEATS Nancie Lachance	PATRICIA MCLACHLAN Fiona Corby	LISANNE PLANTE Josianne Boily	LUTGARDA SOLOCIO Teresita Abad
JACQUELINE BOLT Angie Fedorchuk	SANDRA FOUCHER Nancie Lachance	ASHLEY KOSIOR Ashley Wiebe	JOAN MCLAUGHLIN Fiona Corby	C. POMMAINVILLELAMARCHE Josianne Boily	NANCY TREMBLAY Annie Gagnon
MICHELLE BOSSCOTT Anna Leblanc	ANIA FRASCA Shelley Recoskie	KRISTA KOOP Ashley KOSIOR	SHELLEY MERCER Rhoda Burton	GE QU Chun Hui Spring Mo	WILMA WARAICH Celsa Pasm
DONNA BOTTAY Donna Lowry	HELEN GALINDO Florame Tanian	ASHLEY KOSIOR Angela Hargreaves	CHANTAL MONGEON Josianne Boily	ELIZABETH RYAN Ellen Hatlevik	
SYLVIE CASSISTA Guyline Comeau	ANNETTE GARCIA Myria Balicao	STEPHANIE KUCBEL Sonia Janelle	FRAN MORRISON Maura Lucente	JAS SANDU Donna Melnychyn	
JIE CHEN Shelley Recoskie	DIANE GARNEAU France Légaré	APRIL LAW June Rumball	PATRICIA NORRIS Claribel Avery	KRISTIE SCHMIRLER Manuela Mihaljevic	
SABRINA CHOQUETTE Janelle Desjardins	KIM GRAFFI Maura Lucente	VALÉRIE LEBEAU France Grenier	SIOBHAIN O'CONNOR Angela Hargreaves	COLINDA SCOTT April Klippenstein	
DIANE CHRISTIN Pat Monforton	ANNE HEITRICH Fran Sorobey	ANNIE LOMANOG Joy Nicavera	MELODY OLSEN Cindy Levesque	MELISSA SEGURA Lorrie Henke	

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 2009, THERE WERE OVER 29,675 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 3,996 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 553 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$17,471 TO IN EXCESS OF \$100,000. OF THE 23 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 65% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Cadillac Achievers/Championnes Cadillac

This Independent Sales Director 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.

Allyson Beckel

Nathalie Delisle

Guylaine Dufour

Rajinder Rai

Evelyn Ramanauskas

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 juin pour l'usage d'une Ford Taurus SEL, Ford Edge SE ou une compensation en argent.

Teresita Abad
Sarah Bardell

Peggy Denomme
Louiselle Duchesne

Esther Gallop
Karen Hollingworth

Joeline Jean-Claude
Joy Nicavera

Elaine Sicotte
Danielle Theriault

Erna Voth

Independent Sales Director Grand Achievers Directrices des ventes indépendantes Grandes Gagnantes

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

Marilyn Denis
Arleen Fritz

Alison Hogan
Leila Holzworth

Pamela Kanderka
Terrie Kurtzweg

Isabelle Meunier
Lois Musselman

Sherry Ogasawara
Isabelle Perreault

Kathy Quilty
Catherine Roberts

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 Ford Focus SE or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en juin pour l'usage d'une Ford Focus SE ou une compensation en argent.

Cristina Alvarez
Judy Bolduc

Kimiko Carlson
Candice Loeppky

Kristen McBride
Karen McManus

Lynne Pocock
Nicole Pascretta

Chianne Smith
Tamar Vaillant

Triple Crown & Honor Society Achievers/Championnes Triple couronne et Société d'honneur

TRIPLE CROWN: The following Independent Sales Directors met the requirements of the Triple Crown Challenge by achieving On the Move, Fabulous 50s and the Mary Kay Honor Society within one year of their debut date. / TRIPLE COURONNE: Les Directrices des ventes indépendantes suivantes ont rempli les conditions du défi Triple couronne en réussissant les programmes En Marche!, Fabuleux 50 et la Société d'honneur Mary Kay dans l'année suivant la date de leurs débuts.

HONOR SOCIETY: 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. / SOCIÉTÉ D'HONNEUR: 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.



Rhoda Burton (Massey Drive, ML)
National Area/Famille nationale:
Philomena Warren
Debut/Débuts: July/Juillet 2009



Ashley Wiebe (Saskatoon, SK)
National Area/Famille nationale:
Brenda Summach
Debut/Débuts: July/Juillet 2009

On The Move Achievers/Championnes En marche!

The following Independent Sales Directors achieved Mary Kay's On The Move program by achieving at least \$15,000 in net adjusted wholesale production and adding three or more qualified personal team members within three months of their debut date. / Les Directrices des ventes indépendantes suivantes ont réussi le programme En marche! Mary Kay en réalisant une production de groupe nette ajustée de 15 000 \$ en gros ou plus et en ajoutant au moins trois nouveaux membres d'équipe personnelle qualifiés dans les trois mois suivant la date de leurs débuts.

Mariola Herbasz

Luba King

Head Of The Class Achievers/Championnes En tête de classe

The following Independent Sales Director achieved Mary Kay's Head Of The Class program by achieving at least \$5,000 in net adjusted wholesale production and adding two or more qualified personal team members within one month of their debut date. / La Directrice des ventes indépendante suivante a réussi le programme En tête de classe Mary Kay en réalisant une production de groupe nette ajustée de 5 000 \$ en gros ou plus et en ajoutant au moins deux nouveaux membres d'équipe personnelle qualifiés dans le premier mois suivant la date de leurs débuts.

Jeanne Case

Diana Hiscock

Karen McManus

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉES COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2009, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 29 675 MEMBRES. PARMI LES 3 996 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 553 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOITIÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 17 471 \$ À PLUS DE 100 000 \$. PARMI LES 23 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 65 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.



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FALL/HOLIDAY 2010

PAGE 16



PAGE 32

PAGE 30

PAGE 18

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