MARY KAY FEBRUARY 2019 CALOB TO THE SECOND T

This could be YOU!



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1111111

See a **Mary Kay tropical** cruise in your future!

NAVIGATOR IN SEAS

R

PLUS, new Star Team Builder commission boost! Details inside.



©2018 Royal Caribbean Cruises Ltd. Ships' registry: The Bahamas.

FEBRUARY Dates

MARY KAY

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

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

3

MARL KAL

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

10

Early ordering of the new Spring 2019 promotional items begins for Star Consultants who qualified during

suitants who qualified during the Sept. 16 – Dec. 15, 2018, quarter and Independent Beauty Consultants who enrolled in *The Look* for Spring 2019 through the *Preferred Customer Program*SM.

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

Valentine's Day.

15 Spring 2019 promotion early

ordering for all Independent Beauty Consultants begins.

16 Spring 2019 promotion begins. Official on-sale date.

18 Presidents Day. Postal holiday.

27

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

28

Career Conference registration, cancellation, special needs requests, transfer and hotel reservation deadline at 11:59 p.m. Central time.

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

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



People judge you by your appearance. Whether you're selling a product, applying for a job or vying for promotion, they appraise not only your grooming but the air of confidence you project, which is a reflection of how you feel about yourself. There is certainly more to a person than appearance. But you still get only one chance to make a good first impression.



HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

For questions regarding Mary Kay* product orders, Mary Kay InTouch*, special events, product information, etc.

APPLAUSE" magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors"), Independent Sales Directors"), Independent Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2019 Mary Kay Inc., Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING Now





The Star Life

Independent Sales Director Melissa Duker, Ventura, Calif., enjoyed her Star Consultant prize – a vacation voucher she used toward a Cabo trip! Want to be a star? Learn how on Page 22.



Show Up to Go Up. Coming to a city near you! Classes, inspiration, celebrations and more! See Pages 20–21.

Love's in the Air.

U.S. fragrance is an \$8 billion business. Valentine's Day is a LOVEly time to get your piece of the profits. You can set up a Scent Station at parties, and share the *Mary Kay** Fragrance eCatalog, *Mary Kay InTouch** > Business Tool > *Mary Kay** eCatalogs.



THIS MONTH IN MARY KAY HISTORY

1977

The Star Consultant Program coordinates with the Ladder of Success Program, using the same special recogniton levels, and is still one of the most popular Mary Kay programs today.



1996

Mary Kay Ash establishes the Mary Kay Ash Charitable Foundation, which later becomes *The Mary Kay Foundation*[™]. *To date*, more than \$78 million has been given to organizations supporting its two-fold mission: to fund research for cancers affecting women and to end domestic violence. For every dollar donated, 97 cents goes directly to programs and services.

Applause* Magazine Team: MANAGING EDITOR: ALESIA RITENOUR SENIOR EDITOR: MEGHAN BONDS SPANISH MANAGING EDITOR: MARGARITA HERNÁNDEZ CONTRERAS ART PRODUCER: SHARILYN GETZ SENIOR PRINT PRODUCER: JAN STEEL PRINT PRODUCERS: KIM RIND, ANITA TRENT COMMUNICATIONS COORDINATOR: NICOLE LITTLE DESIGN STUDIO SUPERVISOR: WHITNEY HOLDEN SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS: CHERYL FELLENBAUM, PATTI CASAMASSIMA SENIOR PREPRESS ARTIST: RICHARD HUDSON COPY EDITORS: LISA HORNE, GAYLEEN WOODALL

Within Applause magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch** website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

Destination

SOFT OCEAN BREEZES, WHITE SANDY BEACHES AND CLEAR BLUE WATER ARE CALLING YOUR NAME. It's your turn to be pampered on this crazy-awesome trip for two! You'll join other Mary Kay Superstars as you set sail from Miami to the Bahamas Oct. 7-11. And a first for Mary Kay - all Independent Beauty Consultants and Sales Directors can earn this Mary Kay vacay!

There's absolutely, positively without-a-doubt no time to lose. Get on board this island cruise for a once-in-a-lifetime experience.

Calling all Bahama mamas! Set sail on this Royal Caribbean[®] cruise, courtesy of Mary Kay. Don't miss the boat! Qualify Jan. 1 - June 30, 2019.



January counts **DOUBLE!**

GET ME ON THIS SHIP!

YOU GET:

- A five-day, four-night cruise[‡] for you and a guest aboard the Royal Caribbean® Navigator of the Seas®. Bonus: Ship just under-went a massive \$115 million upgrade, including Caribbean poolscape, waterslides, the first blow-dry bar at sea, ultimate dining and nightlife.
- Airfare for two to Miami.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

1. \$3,600 or more adjusted personal wholesale Section 1 production⁺ during qualification time frame.

TIP: Achieve the Mary Kay You Hold the Key Challenge January through June - check!

- 2. Add six Great Start-qualified* new personal team members. TIP: JANUARY COUNTS DOUBLE TOWARD DESTINATION **RED** (e.g. Add three *Great Start*-qualified* new personal team members in January) - check!
- 3. And have three personal first-time Star Team Builders.**
- TIP: New Star Team Builder commission boost is
- perfect timing (see Page 4)

Royal Caribbean* is registered trademark of Royal Caribbean International.

**A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

⁺To participate in *Destination Red*, you must place a minimum of \$3,600 in wholesale Section 1 orders within the qualification time frame. +Cash option available. See *Destination Red* FAQs for details, located on *Mary Kay InTouch*⁺. +For purposes of *Destination Red* a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months, that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.



I'M ON BOARD!

Display in a prominent spot as your constant motivator. Plus, find the handy *Destination Red* personal tracking sheet online. YOU GOT THIS!

KEEP CALM AND CRUISE ON!

- **Share** the products and the perks of a Mary Kay business with everyone.
- Start today! Your enthusiasm is contagious.
- Grab a power partner another aspiring cruiser to encourage, motivate and share ideas together.
- Ask your matey, aka **Independent Sales Director, to help you** with a plan, then set sail.

Questions? Mary Kay InTouch® has all the details.

TEAM-BUILDING 101



Potential team members are everywhere! Share Mary Kay at parties where everyone's having fun with friends, trying great products.



Life's more fun with a bestie. Why not ask her to join your team, learn, grow and crush your goals together?



Start with your closest group. Moms, sisters, aunts, daughters and in-laws may have similar desires for flexibility and unlimited earning potential.



"No" may mean "not now." Don't get discouraged because now is not the right time. Continue building relationships, as you never know when could be the right time.

The Redder, the BETTER!

Boost your commissions as a Star Team Builder!

Being in red just got a shade better. Starting in January, **Star Team Builders (Red Jackets)** can **boost their commission potential.** The more you and your personal team members sell each month, the higher your commissions. Best news? This production-based tiered commission structure is a permanent addition.

	Star Team Builder (Red Jacl	ket)	MONTHLY
	BEFORE	NOW	PRODUCTION
REQUIREMENTS			
	Must be active.*	No Change	
	Must have three or four active* personal team members.	No Change	
COMMISSION			
(a percentage of	4%	4%	<\$1,000
monthly personal team		6%	\$1,000 - \$1,800
production)		8%	> \$1,800

SNAPSHOT OF HOW IT WORKS

RED JACKET	PERSONAL TEAM MEMBER	WHOLESALE PRODUCTION	50% EARNINGS	COMMISSION	TB BONUS	FIRST-TIME RED JACKET BONUS
Amy		\$600	\$600			\$100
	Jann	\$600		\$48	\$50	
	Annie	\$800		\$64	\$50	
	Taylor	\$1,200		\$96	\$50	
TOTAL		\$3,200	\$600	\$208	\$150	\$100

AMY'S FEBRUARY EARNINGS - \$1,058



Amy fell in love with Mary Kay at a friend's party

Iast month. She added three *Great Start*-qualified new personal team members this month, and the team's combined orders totaled \$3,200 in wholesale Section 1 products. Amy has 50% earning potential on her \$600 wholesale order as well as 8% commission on her personal team members production since the amount is > \$1,800.

She gets a **\$50 Team-Building Cash Bonus** for each *Great Start*-qualified[†] new personal team member she adds each month thanks to the *Great Start* **Promotion.** No limits! What's more, her *Great Start*-qualified[†] new personal team members earn free product bonus bundles valued at up to \$150 suggested retail each based on their nitial order timing and amount.

Since Amy is a first-time Red Jacket, she's eligible to earn a *first-time \$100 Red Jacket Bonus and get 50% off her red*

jacket purchased through Mary Kay.

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received by the Company and in the following two calendar months.

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

QUE YOUR SKIN.

Every woman deserves to feel good about how she looks. You've got her confidence boost in the bag!



TIMEWISE MIRACLE SET 3D*

Target customer: She's addressing early-to-moderate signs of aging. The set defends, delays and delivers visible improvements to help her look younger longer!



Find regimen details, convenient selling tools

Help Is Here!

and handy tips on Mary Kay InTouch*> Products > Product Central.

Fresh-Face February



TIMEWISE REPAIR® VOLU-FIRM® SET

Target customer: She's addressing more advanced signs of aging. Delivers youthrestoring firmness and skin lift.



BOTANICAL EFFECTS® REGIMEN

Target customer: She is just learning about the importance of a skin care regimen and is not yet concerned about the signs of aging.

CLEAR PROOF[®] **ACNE SYSTEM** Target customer: Anyone with acne-prone skin.



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR JENNIFER

GUIDRY, HOUMA, LA.

Five steps to turn fresh faces into new bookings – and new customers!

Theme parties, I like Mother/

Daughter Parties for Valentine's Day, Mother's Day and birthdays. Moms try *TimeWise Miracle Set 3D**;

daughters try *Botanical Effects*^{*}. For fun, daughters can paint *Clear Proof*^{*} Deep-Cleansing Charcoal Mask on moms' faces. That always gets lots of giggles and sales.

fist of faves. During the party, I ask guests to make a list of their favorite products. This makes closing easier and helps later with gift-giving ideas.

Booking gume. At the end of every party, we play **Deal or No Deal.** The deal is they get a hostess gift when they book a second appointment with three or more friends. Doing this has changed my business!

Referrals. If a guest gives you referrals earlier in the party, use that as the guest list for her party. TIP: Keep that list in case the appointment doesn't hold.

Book it. Agree on a date, and pencil it in during the individual close. It's more likely to hold than if you follow up later.



TREND: Staying in is the new going out! With hectic weekday schedules, staying in with friends can relax and

refresh! Make it a pamper session with *Mary Kay** skin care, and it's even better!

All prices are suggested retail.



I never imagined that buying a Starter Kit could lead to earning the use of my sixth Mary Kay Career Car! This is thanks to the hard work of my unit, support of our customers and love of our friends and family. #MyMKLife - Independent Senior Sales Director Mary Piatt, Country Club, Mo.





WORK OF HEART

INDEPENDENT SALES DIRECTOR TERRY HOLCOMB, KANKAKEE, ILL.

"What I love about this business is the ability to help women feel great about their skin, no matter their age!

Some women come to a party and can barely look in the mirror when they arrive, but they leave wanting to take the mirror home

because they feel good and fell in love with Mary Kay® skin care!

In addition to helping them discover beautiful skin, I enjoy building relationships.

I love how the Mary Kay opportunity gives today's woman a chance to build a business while keeping her priorities in order. Being married to a minister, I have moved five times and have found success in my Mary Kay business at every juncture. My journey has been amazing. I LOVE having a business where fun is as important as success!"



IF THESE WHEELS COULD TALK ...

Want your own wheels? See how you can earn the use of a <u>Mary Kay Career</u> <u>Car</u>on *Mary Kay InTouch**> Contests/ Promotions.



The *Great Start* Promotion makes starting a Mary Kay business more rewarding than ever! See Pages 18–19!

READY TO SHARE? HELP IS HERE!







New Love What You Do team-building flier Step 8 of MK University

Digital Posts

Find more on Mary Kay InTouch*!

LOVE YOUR LOOK.

Mary Kay Chromafusion[™] Collection

Beauty MVP!

EYE SHADOW, \$8 EACH

One superpowered technology, 33 intensely pigmented shades and 12 hours of stay-true color.* Dermatologist-tested. Ophthalmologist-tested. Clinically tested for skin irritancy and allergy. Suitable for sensitive eyes and contact lens wearers.

BLUSH, \$14 EACH

Apply to the apples of the cheeks for a fresh, beautiful touch of color. 10 stay-true shades.

HIGHLIGHTER, \$14 EACH

Give your complexion a boost. Glazed (Light/Medium) and Honey Glow (Medium/Dark).

CONTOUR, \$14 EACH

Easy contouring comes from tones that blend with skin for seamless shadowing and sculpting. Latte (Light/Medium) and Cocoa (Medium/Dark).

MARY KAY PRO PALETTE[™] (UNFILLED), \$25

Color pans fit any of the *Mary Kay** compacts. Magnetized to keep pans in place.



HELP IS HERE!

Color Confident Got a Makeover! It's updated with Mary Kay Chromafusion™ products. Complete it, and earn new bling!

GET STARTED!	CREATING A	PLAY WITH COLORI	,
	FLKIWLESS		
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Second Appointment Guide and Place Mats. One side shows color product bundles to make closing the sale easier; the other side shows how-to application tips based on eye and face shapes. The guide walks you through the party with tips to share for optimum Golden Rule service.

Get all this and more on *Mary Kay InTouch**> Education > *Color Confident* > Second Appointment Samples are available on Section 2 of the Consultant order form.



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR MARÍA BAUTISTA, CHARLOTTE, N.C.

"After I introduce my customers to skin care, I love to share color products. I do that at the **second appointment** where I set up a table with compacts filled with eye and cheek colors, and lip colors.

I display it all!

Women buy with their eyes – that's why it's so important to show them ALL the products! They often buy more when it's easily available. I've also had success selling when I **post color**

Iooks on my social media channels. I believe when you use Mary Kay* products, you do your best selling. I started my Mary Kay business 10 years ago, and I wear all Mary Kay! The key factor to remember is to FOLLOW UP. When you provide consistent, regular follow-up, your customers feel special. They know they'll be among the first to see new products. Building these relationships helps them feel confident. Chances are they will tell their friends about you and your personal service!"

Date NIGHT

One color look on two skin tones





COOL METALS LOOK BY LUIS CASCO, MARY KAY GLOBAL BEAUTY AMBASSADOR

- Smoky Quartz, Stormy and Crystalline Mary Kay Chromafusion[™] Eye Shadow, \$8 each
- Shy Blush Mary Kay Chromafusion[™] Blush, \$14
- Red Smolder Mary Kay* Gel Semi-Shine Lipstick, \$18
- I ♥ black Lash Love® Lengthening Mascara, \$15
- MK Black Mary Kay* Eyeliner, \$12

Medium-to-darker skin tones: Add a little extra eyeliner, and use the Eye Smudger Brush to gently blend it into Stormy. Then use an All-Over Eye Shadow Brush to blend all the shades seamlessly.

Lighter skin tones: Use a very thin application of the eyeliner to make lashes look fuller. Make sure that all the eye shadow shades are well-blended for a seamless look. On the lips, apply Red Smolder with your fingertips to give a slightly stained look that won't overpower your whole look.

Don't forget:

MARY KAY® PRECISION BROW LINER, \$14

Outlines, defines and fills.

Por Porte Porte Porte Porte Porte Porte

MARY KAY VOLUMIZING BROW TINT, \$14

Tints, volumizes and tames.





MARY KAY[®] ESSENTIAL BRUSH COLLECTION, \$55

dark brunette

Includes All-Over Eye Shadow Brush, Eye Crease Brush, Eye Smudger Brush, All-Over Powder Brush, Cheek Brush and portable clutch.

This is just one of many looks from the *Mary Kay** Looks Collection. Book a Valentine makeover party, or share the looks through the *Mary Kay** Digital Showcase App. Find them plus how-to-videos, fliers and more on <u>Mary Kay</u>. <u>InTouch* > Products > Product Central</u>.

All prices are suggested retail.











ALL IN On You! ALCIEN contigo!

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











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

ON-TARGET INNER/DIAMOND/ GOLD CIRCLE

EN MARCA PARA EL CÍRCULO INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for October 2018, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for September 2018.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2018, through Oct. 31, 2018./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en octubre de 2018; gratificaciones por desarrollo de liderazgo para Áreas de DNV; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en septiembre de 2018. Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2018 al 31 de octubre de 2018.

Sara Pedraza-Chacón

SuzAnne Brothers

Dacia Wiegandt

106.657

106,303

103.976

\$250,000

\$98,892

97 1 25

95,724

93,236

90.063

88 884

87.566

85,765

85 244

\$200.000

Dawn Dunn

Anabell Rocha

Julianne Nagle

Sandy Valerio

Kristin Myers

Paola Ramírez

Julia Burnett

O'Nelly Encarnación

Anita Tripp Brewton

INNER CIRCLE / CIRCULO INTERIOR

\$750.000 Gloria Mayfield Banks \$259,484

\$700.000 Kathy Helou \$243,972

\$650,000 Patricia Turker

\$231,536 \$550,000 Lisa Madson \$195,478 Sonia Páez

188.150 \$450.000

Lupita Magaña \$154,698

\$400.000 Cindy Williams

\$138,496 \$350,000

Debi Moore

108,753

\$131.464 Stacy James 123.371 Pamela Waldrop Shaw 120,176 \$325.000 Pamela Fortenberry-Slate \$113,461 Dayana Polanco

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$300.000 Linda Toupin

\$107,824 10 applause February 2019

Kerry Buskirk \$83,195 Kay Elvrum 81 974 Julie Krebsbach 81.786 Connie Kittson 81,499 Davanne Moul 79 6 6 9 Cyndee Gress 79,238 Mary Estupiñan

77,429

On-Target Inner/Diamond/ Gold Circle, cont.

Mayuli Rolo 74 951 Cindy Fox 74,947 Lily Orellana 74,747 Yosaira Sánchez 74.710 Ada García-Herrera 73.638 Evelinda Díaz 72,779 Lia Carta 72.080 Somer Fortenberry 71.571 Juanita Gudiño 71,218 María Monarrez 71 106 Sue Pankow 70.406 Gloria Báez 68.083 Auri Hatheway 67.654 Morayma Rosas 67,001

GOLD CIRCLE / CÍRCULO DE ORO

\$150.000 Rebbecca Evans \$66,246 Jan Thetford 65.258 Monique Balboa 64,215 Lorraine Newton 62,918 Kim McClure 62.310 Rosibel Shahín 61.612 Shannon Andrews 61.140 Kimberly Copeland 59,950 Pam Higgs 58,933 Pamela Tull 58.166 Scarlett Simpson 57,967 Gay Hope Super 57.453 Alicia Lindley-Adkins 57,220 Bianny Ramírez 55.662 Tammy Crayk 55.608 Susan Hohlman 55,537 Valerie Bagnol 55,474 Kirk Gillespie 55.161 Noelia Jaimes 54.149 Sonia Bonilla 53,890 Alia Head 53 556 Marilyn Marte de Melo 53,428 Elizabeth Muna 52,583 Diane Mentiply

52.173

Joanne Bertalan 51,920 Debra Wehrer 51.730 Leah Lauchlan 51,537 Pam Klickna-Powell 51 321 Janis Z. Trude 51,302 Elizabeth Sánchez 51,178 Diana Sumpter 50.674 María Flores 50,666 Yvonne Lemmon 50,360 **\$125,000** Lisa Allison \$49,733 Luzmila Abadia Carranza 48,031 Kristin Sharpe 48,025 **Evalina** Chávez 47,992 Sharon Buck 47,990 Pam Ross 47,826 Evitelia Valdez-Cruz 47.826 Vicki Jo Auth 47 823 Virginia Rocha 47,455 Lupita Díaz 46,963 Gladis Elizabeth Camargo 46 800 Crystal Trojanowski 46.104 Alma Orrostieta 46.036 Michelle Sudeth 45,613 Yudith Pupo 45 571 Ruth Everhart 45,271 Maggie Nevárez 45,001 Glinda McGuire 44.823 Brenda Segal 44,128 Dawn Otten-Sweenev 44.065 Noemi Jaimes 43.540 Heidi Goelzer 43,420 Roxanne McInroe 43.342 Carmen Hernández 43.128 Cathy Bill 42,634 Kate DeBlander 42,105 Patty Olson 42 052 Deb Pike 41,978

Kathy S. Helou*** \$61,703 Lupita Magaña** 35.134 Pamela A. Fortenberry-Slate* 31,128 Debi R. Moore*

29,680 Sara Pedraza-Chacón* 28.412 SuzAnne Brothers* 27,083 Kristin Myers' 22,923 Davanne D. Moul* 20,500 Somer Fortenberry 19.593 Cyndee Gress* 17,881 Paola J. Ramírez 17,800 Morayma Rosas 16,861 Alma Orrostieta 16,743 Lorraine B. Newton 16.063 Lupita Díaz 15,232 Kimberly R. Copeland 14,886 Valerie J. Bagnol* 14.296 Debra M. Wehrer 13.082 Ruth L. Everhart 12.860 Alicia Lindley-Adkins* 12,439 Janis Z. Trude 12,378 Heather A. Carlson 12,301 Scarlett S. Simpson* 12.134 Dawn Otten-Sweeney 12.115 Glinda McGuire* 12.068 Diane L. Mentiply 11 830 Elizabeth Sánchez 11,763 Bridget L. Shaw 11,307 Angie S. Day 11,186 Evalina Chávez 11.127 Gladis Elizabeth Camargo* 10,872 Elaine Kimble Williams 10.823 Alejandra Zurita

10,796

MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y

COMISIONES MENSUALES

NSD commissions above \$10,000 earned in October plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts. /Comisiones mayores de \$10,000 ganadas en octubre además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

Sylvia Kalicak*

SAPPHIRE/ZAFIRO

10.585 Cathy E. Littlejohn 10 4 8 0 Jeanie M. Tamborello 10,478 Diana Heble 10,252 LaRonda L. Daigle 10,229 \$74,107 51 090 42,909 29444 23.694 21,519 19358 19,210 19,158 18.812 18,202 17,047 16.646 16.511 16,491 16.322 16.266 15.565 14 6 4 2 14,513 12,981 12,555 12.326 12,189 12.167 11.923

EMERALD/ESMERALDA

Gloria Mayfield Banks*** Patricia Turker** Sonia F Páez** Dacia Wiegandt* Dayana Polanco* Julianne Nagle* Monique Balboa Kerry Buskirk* Pamela E. Tull Auri Hatheway Sonia Bonilla Anita Tripp Brewton* Kirk Gillespie Rosibel L. Shahín* Tammy Crayk Pam I. Higgs Evelinda Díaz* Mayuli Rolo* Ada Y. García-Herrera* Sonia Arriola Crisette M. Ellis Kym A. Walker* Cathy Bill* Pam Klickna-Powell Bianny Ramírez Joanne R. Bertalan* Jill D. Davis 11.456

Monthly Commissions

And Bonuses, cont Marilyn A. Marte de Melo \$11,277 Luzmila Abadia Carranza* 10.705 **Diane Bruns** 10,653 Gina Rodríguez-Orriola 10.342

DIAMOND/DIAMANTE

Lisa Madson* \$51,424 Pamela Waldrop Shaw** 29.148 O'Nelly Encarnación 25.823 Yosaira Sánchez* 25.698 Dawn A Dunn* 22,745 Julia Burnett* 21.474 Connie A. Kittson* 18,200 Leah Lauchlan 17,982 Kay E. Elvrum 17.443 Shannon C. Andrews* 17.083 Sue Pankow 17.015

Kristin Sharpe 16712 María I. Monarrez 16,686 Lily Orellana 16,423 Rebbecca Evans^{*} 16,012 Susan M. Hohlman* 15.493 Diana Sumpter 15,349 Sharon L. Buck 15 266 Alia L. Head 14,171 Lisa Allison 13.411 Yvonne S. Lemmon 13 260 Julia Mundy 13,201 Vicki Jo Auth 13.166 Heidi Goelzer 12,464 **Robin Rowland** 12 354 Amy Allgood 12,144 Evitelia Valdez-Cruz 12,035 Kaye Driggers 11 592

Roxanne McInroe

11 052 Shelly Gladstein 11.033 Pam Ross* 10,992 Candy D. Lewis 10,871

RUBY/RUBÍ

Cindy A. Williams* \$32 209 Linda C. Toupin 32,160 Stacy I. James* 26.163 Kim L. McClure 20,211 Sandy Valerio* 19.037 Jan L. Thetford 18,488 Julie Krebsbach* 17.328 Juanita Gudiño 16.078 Cindy Fox* 15,981 Anabell Rocha* 15 962 Gloria Báez' 15.662 Mary C. Estupiñan* 15.334

Elizabeth Muna* 14,424 Lia Carta** 14.002 Brenda Segal* 13.426 Lara F. McKeever 13,118 Virginia S. Rocha 12,966 María C. Flores 12,761 Tammy A. Vavala 12.399 Deb Pike 11.524 Tammy Romage 11,249 Bea Millslagle 11.238 Lynda Jackson* 11.024 Michelle Sudeth* 10.983 * Denotes Senior NSD

** Denotes Executive NSD *** Denotes Elite Executive NSD

- * Denota DNV Senior ** Denota DNV Eiecutiva
- *** Denota DNV Ejecutiva de Élite

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TOP UNIT BUILDERS PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for October 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en octubre de 2018.

SAPPHIRE/ZAFIRO

Karla M. Reno Moleda G. Dailey Tehrie Ned Brooke E. Bennett-Young Missy M. O'Neal Rosalba Sanchez

EMERALD/ESMERALDA

LaKeshia M. Chisholm Delores E. Black Katy Goldstein Latricia M. Henry Elva Jordan

30 New Unit Members 26 New Unit Members 23 New Unit Members 23 New Unit Members 20 New Unit Members

31 New Unit Members

30 New Unit Members 28 New Unit Members 22 New Unit Members 20 New Unit Members 20 New Unit Members

DIAMOND/DIAMANTE Dana Davis-Armstead Celeste Pichardo

RUBY/RUBÍ

Thessy N. Nwachukwu Candace L. Doverspike Breanna N. Goodwin Jennifer L. Albertini Laurie T. Plyler Maria Bautista Luz A. Perez Ofelia Del Rio

24 New Unit Members 20 New Unit Members

40 New Unit Members 34 New Unit Members 28 New Unit Members 28 New Unit Members 25 New Unit Members 24 New Unit Members 23 New Unit Members 23 New Unit Members 22 New Unit Members

MARY KAY ANGELS

ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in October 2018./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en octubre de 2018.

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

SAPPHIRE/ZAFIRO,	
Katherine L. Longley, Sapphire Go-Give Area	\$91,117
EMERALD/ESMERALDA, Nancy Boucher, <i>Emerald Go-Give Area</i>	\$97,323
DIAMOND/ DIAMANTE , Amy Kemp, <i>Diamond Go-Give Area</i>	\$111,405
RUBY/ RUBÍ, Thessy N. Nwachukwu, <i>Ruby Go-Give Area</i>	\$108,227

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

SAPPHIRE/ZAFIRO.	
Barbara Popowski, <i>Go-Give Area</i>	\$21,800
EMERALD/ ESMERALDA, Linda Klein, <i>Go-Give Area</i>	\$13,074
DIAMOND/ DIAMANTE, Katsiaryna Pratasenia, <i>Go-Give Area</i>	\$39,566
RUBY/ RUBÍ, Kristen M. Wimer, <i>Go-Give Area</i>	\$15,741

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

V LIVIADI LIQUIVALLD	
SAPPHIRE/ZAFIRO, Susan M. Neel, M. Kantor Unit, <i>D. Wehrer Area</i>	\$15,222
EMERALD/ESMERALDA, Nataliia Oparyk, L. Gariuc Unit, <i>Go-Give Area</i>	\$15,866
DIAMOND/DIAMANTE, Santhi RajasekharPeeler, T. Dinelli Unit, <i>S. Hohlman Area</i>	\$13,053
RUBY/RUBÍ, Jimena Guerrero, T. Assis Unit, <i>Go-Give Area</i>	\$22,800

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO, Latonya Julian-otems, C. Scott Unit, L. Newton Area 11 New Team Members EMERALD/ESMERALDA, Sales Director Karla P. Vasquez 11 New Team Members

Espinoza, S. Bonilla Area DIAMOND/DIAMANTE, Melchor Cortes, G. Ortiz Unit. S. Herrera Area 12 New Team Members RUBY/RUBÍ, Ana L. Valladolid. L. Perez Unit. J. Gudiño Area 17 New Team Members

A LEADER IS SOMEONE WHO **KNOWS WHERE HE OR SHE** IS GOING AND IS ABLE TO TAKE OTHERS WITH THEM./

UNA LÍDER ES LA QUE SABE ADÓNDE VA, CAPAZ DE LLEVAR A OTRAS CON ELLA.

Mary Kay

Lauren N. Bloomer

MEET YOUR NSDS CONOCE A TUS DNVS

Be sure to visit Mary Kay InTouch® for inspiring success stories about Mary Kay Independent National Sales Directors. Click "Meet Your NSDs" under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar Mary Kay InTouch[®] para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en "Conoce a tus DNVs" bajo el separador "Legado". Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

RUBY / RUBÍ

NEW DEBUTS

DEBUTES

August/Agosto 2018

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on Mary Kay InTouch* under "Resources," click "DIQ Program."/Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico Mary Kay InTouch[®]. En el apartado "Recursos", haz clic en "Programa DIO".









Jessica J. Eckhout North Platte, Neb L. Jones Unit

Yuba City, Calif. Hillsboro, Ore. J. Abarca Unit S. Coker Unit

Not pictured:/Sin foto: Ashley A. Aziz, Sunnyvale, Calif., S. Coker Unit; Cynthia Barlow, Villa Rica, Ga., L. Gilbert Unit; Margarita Bueno, Chicago, L. Spadlowski Unit; Maria A. Castillo, Glendora, Calif., K. Delgado Unit; Lisa Childs, Rochester, N.Y., C. Armstrong Unit; Irma Colima, Las Vegas, M. Sosa Unit; Kimminee M. Costello, Lexington, Ky., R. Bullock Unit; Madison N. Davis, Yadkinville, N.C., M. Love Unit; Guadalupe L. Delgadillo, Vista, Calif., A. Jimenez Unit; Margarita Fernandez Carrillo, Brooklyn, N.Y., C. Ruiz Garcia Unit; Soledad Flores, Phoenix, R. Jimenez Unit; Felicitas Gamez, Mesa, Ariz., A. Hernandez Unit; Layda I. Gil, Richmond, Texas, M. East Unit; Rebecca A. Hawley, Bentleyville, Pa., J. Bittner Unit; Thermalene Henderson, Humble, Texas, J. Barnes Unit; Brenda James, Mitchell, Ind., S. Gleyze Unit; Iris Lopez, Lynwood, Calif., M. Zuniga Unit; April G. Loveland, Afton, Wyo., S. Lauritzen Unit; Jeannette Marte, Columbus, Ohio, S. Estudillo Unit; Viviana Montes De Oca, Escondido, Calif., I. Ramirez Unit; Marcella B. Moore, Somerset, Ky., A. Gadbury Unit; Angelica Reynoso, Riverside, Calif., J. Gudiño Unit; Sandra M. Rios, Hobbs, N.M., P. Pina Unit; Maria De La Paz De La Paz Roma, Brooklyn, N.Y., F. Lopez Unit; Megan Rupiper, Chillicothe, III., J. Meng-Milligan Unit; Korrin L. Salas, Fairfield, Calif., P. Harris Unit; Sheila L. Saucedo, Robinson, Texas, L. Bauer Unit; Raquel Silos Rodriguez, Dallas, V. Rocha Unit; Belinda Valdez, Norwalk, Calif., L. Perez Unit.

*Previously debuted/Debutó con anterioridad



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DEAN'S LIST LISTA DEL DECANO

October/Octubre 2017

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date./Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured:/Sin foto: Kately Delgado, Long Beach, Calif., Ruby Go-Give Area, Ruby Seminar; Sydney N. Jackson, Star, N.C., K. Myers Area, Sapphire Seminar





Waverly R. Copeland Melissa, Texas K. Copeland Area Sapphire Seminar

TRIPLE CROWN

TRIPLE CORONA

October/Octubre 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date./Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured:/Sin foto: Kately Delgado, Long Beach, Calif., Ruby Go-Give Area.





For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 - 16, go to Mary Kay InTouch* \Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9-16, ve a Mary Kay InTouch®.

HONORS SOCIETY SOCIEDAD DE HONOR

October/Octubre 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured:/Sin foto: Kately Delgado, Long Beach, Calif., R. Go-Give Area.

FABULOUS 50s

FABULOSOS 50

April/Abril 2018

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

Not pictured:/Sin foto: Daniella Stowe, Gillsville, Ga., C. James Area.

ON THE MOVE

EN ACCIÓN

August/Agosto 2018

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date. /Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Maria A. Castillo Irma Colima Soledad Flores Jeannette Marte Viviana Montes De Oca Korrin L. Salas Belinda Valdez

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

October/Octubre 2018

Independent Beauty Consultants who added at least three active new personal team members during October. /Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en octubre.

Tina Applegate Samantha Z. Aranjo Yadira Barberi Maria I. Bauza Jessica Beattie LaRosa L. Bolton Reginald Bolton Stormy D. Bonham Traci Byrd Alma Caballero Sandra Calixto Crisly N. Camo Simon De Areval Jodi K. Campbell Karen Carlson-Thring Reba M. Carreon Ester Cecilio Martha Angelica Cisneros Ashley M. Cole Anna Collins Kay L. Collis Kristen Combs



Pricila D. Martinez Nebraska City, Neb. S. James Area

Laura Conley Liana Coxai Lidwine S. Faton Natasha L. Fehlhaber Kim Feifar Theresa Garcia Karla Garcia Mora May Lynn Garcia-Cortes Heather L. Geyer Melissa N. Goddard Claudia F. Gomez Maria E. Gonzalez Aranda Joanna M. Griffin Wendy J. Gutierrez Micaela Guzman Debora K. Hall Elizabeth Hammonds Hema Harnanan Cheong Kathleen Heller Liliana Hernandez Dee Ann Horst Melissa S. Houston Silvia limenez Yasmin Jimenez Tiffany Johnson Debra G. Lang Veronica Laureano Resa L. Lavicky Allie Lawrence Renee Legas Carolina Maldonado Eva Marin Laurie M. Marte Bonilla Kelly A. Martin Clary Martinez Lisa Maschino Sherise B. McKinney Crystal Mitchell Minerva Munoz Fatima Narvaez Carmen Navarrete

Tasja D. Neal Maria E. Ochoa Edna Oheri Evelyn E. Okoh Peggy A. Oliver Maria Orizaba Teresa L. Ovitt Gloria Perez Caitlin R. Peterson Kacey Petit Tiffany A. Ponson Alma G. Ramirez Isabel Ramirez Brenda Renteria Beatriz A. Rodriguez Juana Rodriguez Hermila Roman Maria C. Romero Nanci C. Romero Mayra Ruiz America Sarinana Michele C. Schror Renee Seamone Jeannette M. Sillett Naomi E. Smithberg Evelin Y. Sorto Lazo Eva Sosa Jordyn S. Stryker Jennifer Stuart Selideth T. Thomas Anetta Tinsley Connie Valdez Sonia Valdez Andrea Valentino Ana L. Valladolid Griselda Vanegas Laura I. Vega Alondra Badillo Villarreal Kelli Vincent Whitney Wheeler

ON THE MOVE

- FABULOUS 50s
- HONORS SOCIETY Rings are shown stacked./ Los anillos se muestran encimados.

13% CLUB CLUB DEL 13%

October/Octubre 2018

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

RUBY/RUBI

RUBY/RUBI	
Sales Director Kately Delgado	\$ 3,439
Sales Director Sandra Estudillo	2,376
Sales Director Maria Bautista	2,156
Sales Director Caitlin M. Griffo	2,133
Sales Director Jacqueline N. Alford	2,097
Sales Director Tassyane Assis	2,054
Sales Director Kenia K. Acosta	1,962
Sales Director Eusebia Bonilla	1,905
Sales Director Cleta Colson-Eyre	1,873
Sales Director Heather A. Daniel-Kent	1,813
Sales Director Chatney Gelfius	1,788
Sales Director Luz A. Perez	1,724
Kanisha R. Moore, C. Doverspike Unit	1,684
Sales Director Ryan A. Rives	1,656
Sales Director Brandy E. Richwine	1,613
Sales Director Diana Gutierrez	1,605
Sales Director Taryn J. Sneed	1,586
Sales Director Crystal M. Trudell	1,579
Sales Director Jennifer L. Albertini	1,569
Sales Director Teri A. Walter	1,558
Sales Director Julie B. Potts	1,482
Danielle G. Ellis, B. Rush Unit	1,445
Sales Director September A. James	1,435
Sales Director Rachel P. Kellogg	1,422
Sales Director Rachael M. Bullock	1,416





GRAND ACHIEVERS

GRAN GANADORAS

October qualifiers/Calificadas en octubre 2018 Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on Mary Kay InTouch^{*} under "Resources," "Publications" and "Advance Brochure."/Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto Avance en Mary Kay InTouch*.

SALES DIRECTORS/ DIRECTORAS DE VENTAS Jesica Rivera

CONSULTANTS/ CONSULTORAS Uchechi A. Emeruwa Nkechi T. Nwabeke Bernadette R. Rolland

GOLD MEDALS MEDALLAS DE ORO

October/Octubre 2018

Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month/Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

New Team Mem	ber	s/ Nuevas integrantes de eq
217 GOLD MEDALS Sales Director	_	Sales Director Elena Jimenez
Silvia Sanchez 110 GOLD MEDALS Sales Director	5	47 GOLD MEDALS Sales Director Jacqueline Donna
Esther Amador 102 GOLD MEDALS	5	Mary Stubbs, L. Jackson Unit
Sales Director Ma Bertha Reyes-Tapia	6	46 GOLD MEDALS Sales Director
94 GOLD MEDALS Sales Director Beatrice Alghali	5	Maria Espinosa 42 GOLD MEDALS
76 GOLD MEDALS Sales Director	0	Sales Director Evelyn Hernandez 41 GOLD MEDALS
Juanita Berumen 72 GOLD MEDALS	5	Sales Director Stephanie Coker
Sales Director Rachel Mega	8	Sales Director Candace Doverspike
71 GOLD MEDALS Sales Director Sandria Brown	6	40 GOLD MEDALS Sales Director Blanca Esparza Ortiz
65 GOLD MEDALS Sales Director Francine Reed	7	Sales Director Julie Smith
59 GOLD MEDALS Sales Director	1	39 GOLD MEDALS Sales Director Faye Shaw Jenkins
Cenobio Nunez Felix 57 GOLD MEDALS	7	38 GOLD MEDALS Sales Director Silvia Farias
Sales Director Elsa Lugo	5	Sales Director Athena Frangos-Pasley
56 GOLD MEDALS Sales Director Gloria Bello	6	Sales Director Toni Moore
55 GOLD MEDALS Sales Director Esther Cisneros	7	37 GOLD MEDALS Sales Director Sherri Ammons
53 GOLD MEDALS Sales Director		Sales Director Rosa Jimenez-Contrera
Elena Aguilar 51 GOLD MEDALS	5	36 GOLD MEDALS Sales Director Maria Bautista
Sales Director Alberta Vargas-Rodriguez 50 GOLD MEDALS	6	34 GOLD MEDALS Sales Director
Sales Director Chatney Gelfius	7	Silisia Moses Sales Director Margarita Velez
Sales Director Nina Otuka	7	31 GOLD MEDALS Sales Director
48 GOLD MEDALS Sales Director Maria Garfias	5	Rachael Bullock Sales Director
iviaria Gartias	э	Laura Rivera

5 б 5 5 5 б 7 6 5 7 6 5 5 6 as 6 5 б 5 б 6 Laura Rivera

30 GOLD MEDALS Sales Director Tiffany Malt Sales Director

Maria Mayorga 9 GOLD MEDALS Sales Director

Tassyane Assis 8 GOLD MEDALS Sales Director

Consuelo Hernar Sales Director Maria Hernandez

GOLD MEDALS

Sales Director Yolanda Gallo Sales Director Alma Munoz Sales Director Jeanie Ripley Sales Director

Abigail Voorhees **GOLD MEDALS** Sales Director Ofelia Del Rio Sales Director Carol Pittman Sales Director Rebeca Rodrigue Sales Director Rosa Vaguerano 25 GOLD MEDALS Sales Director Shara Gladden 4 GOLD MEDALS Edith Okafor, T. Nwachukwu Un Sales Director Joyce Robinson 23 COLD MEDALS Sales Director Irina Ghitescu Co Sales Director Trudy Gibbs Sales Director Marisol Necoche Sales Director Jessica Williams

2 GOLD MEDALS Sales Director Elise Anders

Aimee Dorsey, L. Ply 21 GOLD MEDALS

Sales Director

Fidelia Cervantes Sales Director Milagro Diaz Sales Director Rosaisela Guerre

Sales Director Diana Gutierrez Sales Director Teresa Stewart

Sales Director Norma Tovar-Her Sales Director Soraida Valdez

0 GOLD MEDALS Sales Director Petris Lopez

Sales Director Silvia Medrano

9 GOLD MEDALS Angela Awuzie, T. Nwachukwu Unit

Sales Director Ramona Carbajal

18 GOLD MEDALS Sales Director Kenia Acosta

GOLD MEDALS

Sales Director Jane Davidson Seibert Sales Director Kately Delgado Sales Director Andrea Evans-Dixon Sales Director

Alicia Hernandez Sales Director Maria Nunez

	~	Patricia Yousef
	6	16 GOLD MEDALS Sales Director Firgia Cruz
	9	Sales Director Lourdes Flores
ndez	6	Sales Director Maria Romo
:	6	Sales Director Priscilla Vargas-Garcia
	7	15 GOLD MEDALS Sales Director Lourdes Campos
	7	Sales Director Monica Land
	6	Sales Director Susana Manriquez
	5	Sales Director Christy Nelson
		Sales Director Carolina Olea
	5	Sales Director Denia Rubio Gasga
	5	Sales Director Teri Walter
z	6	14 GOLD MEDALS
	8	Sales Director Rosalva Huaman
	_	Sales Director Leonor Montanez
	6	13 GOLD MEDALS Sales Director Judith Abarca
it	6	Sales Director Mariel Fedri
	5	Sales Director Breanna Goodwin
C2 2	5	Sales Director Celia Guncay
cea	6	Sales Director Amy Spence
	6	12 GOLD MEDALS
а		Sales Director Sherry Nugent
	6	Sales Director Elsa Perez
l	5	11 GOLD MEDALS Sales Director Maria Ardon Carranza
ler Unit	10	Sales Director Cathy Huhta
	6	Sales Director Anastasia Nsa
	5	Sales Director Melissa Raymondi
ro	6	10 GOLD MEDALS Sales Director
	5	Donna Comstock Sales Director
	6	Bertha Guillen Sales Director
nandez	6	Kelly Mardis
	5	9 GOLD MEDALS Sales Director Blanca Alonso
	6	Sales Director Heather Feiring
	5	Sales Director Paulina Fernandez
	J	Sales Director

Sales Director

Sales Director

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Rocio Puga

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Sales Director

Marisol Rodriguez

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Veronica Ariza, S. Taveras Unit

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quez asga LS nan anez LS dwin 12 LS 5 ١t LS Carranza ondi LS tock S ١g ndez Calli Thorne Sales Director 7 **Becky Xepoleas** 5 **8 GOLD MEDALS** Sales Director Nicole Medjesky-Dixon 6 7 GOLD MEDALS 5 Sales Director Celia Arguello Sales Director 5 Olukoyinsola Coleman 5 Sales Director 6 5 Ana De Haro Sales Director б Alicia Galvan Sales Director 5 Leticia Garcia

6 GOLD MEDALS		
Sales Director Ebere Anyanwu	10	
Sales Director Brenda Austin	6	
Sales Director Maria Castillo	6	,
Sales Director Corrin Cresci	5	
Sales Director Yareli Garcia Ramirez	6	
Josephine Jordan, J. Mizell Unit	6	
Sales Director Shanna Kocher	5	
Sales Director Viviana Montes De Oca	5	
Sales Director Nneka Ndefo	7	
Sales Director Angelica Reynoso	5	
Sales Director Taryn Sneed	5	
5 GOLD MEDALS Sales Director		
Maria Andrade Sales Director	5	
Josefina Camargo Sales Director	5	
Martha Cano Sales Director	6	
Belinda Valdez	5	
4 GOLD MEDALS Noelia Arciga, S. Medrano Unit	6	
Maria Cera, M. Ruiz Unit	10	
Jeana Crenshaw, S. Nelson Unit	6	
Sales Director Aurelia Hernandez	5	
Sales Director Lainey Jarvis	10	
Sales Director Rachelle Neal	6	
Sales Director Sandra Ochoa	6	
Elida Polanco, S. Saldana Unit	5	
Bernadette Rolland, M. Mathews Unit	9	
Sales Director Maria Sanchez	6	
Sales Director Lety Segura Diaz	5	
Sales Director Karen Warzecha	6	
3 GOLD MEDALS	0	
Sales Director MaryClare Audier	5	
Sales Director Maria D. La Gabriel	6	
Sales Director Felicitas Gamez	6	
Sales Director Krista Hadi	5	
Sales Director Mayra Leiva Jerezanos	6	
Maria Leon, E. Cisneros Unit	5	
Sales Director Samantha Lyons	8	
Kanisha Moore, C. Doverspike Unit	11	
Sales Director Maria Munger	5	
Stella Okeke, T. Nwachukwu Unit	6	
Leandra Piazzo, A. Aziz Unit	12	
Sales Director Becky Seim	6	
Sales Director Graciela Torres	5	
Ana Valladolid		

6 GOLD MEDALS Sales Director	10	Elbira Baires Lopez, J. Camargo Unit	5
Ebere Anyanwu Sales Director	10 6	Andrea Berger, L. Jackson Unit	6
Brenda Austin Sales Director		Ana Guevara De Medrano, E. Guzman Unit	5
Maria Castillo Sales Director	6	Tangla Hayes, L. Gilbert Unit	5
Corrin Cresci Sales Director	5	Franchesca Legros, J. Bittner Unit	6
Yareli Garcia Ramirez Josephine Jordan,	6	Lisa Melbourne-Smith, T. Haynes Unit	6
J. Mizell Unit Sales Director	6	Sales Director Nury Rojas	5
Shanna Kocher Sales Director	5	Rosie Russell, R. Coursey Unit	5
Viviana Montes De Oca Sales Director	5	Maria Santana, E. Guzman Unit	7
Nneka Ndefo Sales Director	7	Sales Director Christina Velazquez	5
Angelica Reynoso Sales Director	5	Jeanette Vitello, J. Cavolaski Unit	6
Taryn Sneed	5	1 GOLD MEDAL	0
5 GOLD MEDALS Sales Director Maria Andrade	5	Carmen Antigua, E. Bonilla Unit	9
Sales Director		Isabel Carman, S. Sharp Unit	5
Josefina Camargo Sales Director	5	Marsha Cessna, L. Bloomer Unit	8
Martha Cano Sales Director	6	Celsy De Leon, O. Del Rio Unit	6
Belinda Valdez 4 GOLD MEDALS	5	Sonya Domaguin, B. Goodwin Unit	7
Noelia Arciga, S. Medrano Unit	6	Alisa Dutka, J. Albertini Unit	5
Maria Cera, M. Ruiz Unit	10	Valarie Eckloff, S. Gilson Unit	6
Jeana Crenshaw, S. Nelson Unit	6	Lidwine Faton, O. Coleman Unit	8
Sales Director Aurelia Hernandez	5	Alma Garcia, A. De Haro Unit	5
Sales Director Lainey Jarvis	10	Kimberly Garner, D. Denton Unit	9
Sales Director	6	Claudia Gomez,	6
Rachelle Neal Sales Director		K. Delgado Unit Barbara Hernandez, M. Taruião Olacius Unit	
Sandra Ochoa Elida Polanco,	6	M. Treviño Olague Unit Liliana Hernandez,	7
S. Saldana Unit Bernadette Rolland,	5	M. Ramirez Unit Alexandra Ishman,	5
M. Mathews Unit Sales Director	9	S. Milazzo Unit Eva Marin,	5
Maria Sanchez Sales Director	6	M. Rodriguez Unit Robin Marshall,	6
Lety Segura Diaz Sales Director	5	K. Gardner Unit Kelly Martin,	6
Karen Warzecha 3 GOLD MEDALS	6	A. Rangel Unit Crystal Mitchell,	6
Sales Director MaryClare Audier	5	Č. Frazier Unit Fatima Narvaez,	5
Sales Director Maria D. La Gabriel	6	I. Lopez Unit Edna Oheri,	7
Sales Director Felicitas Gamez	6	T. Nwachukwu Unit Evelyn Okoh,	8
Sales Director Krista Hadi	5	G. Ebere Unit Angelica Olivares,	8
Sales Director	6	M. Bautista Unit	5
Mayra Leiva Jerezanos Maria Leon,		Brenda Renteria, M. González Unit	6
E. Cisneros Unit Sales Director	5	Maria Sanchez, R. Murcia Unit	5
Samantha Lyons Kanisha Moore,	8	Renee Seamone, L. Bloomer Unit	8
C. Doverspike Unit Sales Director	11	Erika Serrano, S. Olivo Angel Unit	6
Maria Munger Stella Okeke,	5	Antoinette Thomas, T. Sellers Unit	5
T. Nwachukwu Unit Leandra Piazzo,	6	Anetta Tinsley, J. Alford Unit	7
A. Aziz Unit Sales Director	12	Connie Valdez, J. Fitz Unit	8
Becky Seim Sales Director	6	Sonia Valdez, G. Báez Unit	8
Graciela Torres Ana Valladolid,	5	Kelli Vincent, T. Jones Unit	6
L. Perez Unit Virginia Young,	17		
A. Benson Unit	6		
2 GOLD MEDALS Silvia Acosta, B. Veliz Unit	5		
Sales Director Fidelia Alcazar-Chavez	5		
Veronica Ariza,			

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

October/Octubre 2018 The top 100 Independent Sales Directors in each Seminar area based on their October 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de octubre de 2018.

en el área de Semina	rio según	su producción de unic	lad estima	ada al menudeo de octi	ubre de 2	018.					
SAPPHIRE /ZAFIRO)	Epsie J. Elmer	43,020	Breanne Sufrin	51,124	Deborah Dudas	68,136	Dana Davis-Armstead	44,569	Laurie C. Cole	51,048
	\$ 91,117	Michele Cobin	42,737	Sheri Farrar-Meyer	51,014	Christi G. Campbell	67,814	Debbie Larson	44,520	Debbie A. Elbrecht	50,973
Moleda G. Dailey	89,465	Dolores Keller	42,627	Andrea L. Peters	51,006	Deborah S. Bailye	66,912	Kathy R. Bullard	44,505	Luz A. Perez	50,931
Karla M. Reno	79,797	Erika D. Hulm	42,612	Lizi M. Gregory	50,905	Linda T. Cartiglia	65,832	Lois R. Humbert	44,435	Patty L. Bojan	50,827
Penny J. Jackson	75,036	Hilda Marrufo	42,390	Janice B. Hull	50,718	Kelly Willer-Johnson	62,981	Sue M. Fischer	44,414	Judie Roman	50,282
Vicki Piccirilli	74,956	Michelle M. Gainer-	40.074	Nancy S. North	50,051	Sherrie C. Purvis	62,970	Holly S. Neff	44,382	Patti Cornell	50,113
Jamie L. Lawrence	72,677	Stripe	42,374	Heather D. Hulsey	49,698	Mileta K. Kinser	62,553	Cheryl A. Riead	44,167	Lisa D. Prescott	49,920
Kelly I. Brock	71,179	Lynn F. Huckels	42,354	Kathryn L. Engstrom	49,135	Mary P. Creech	62,386	Ingrid E. Smith	44,133	Kenia K. Acosta	49,776
Ann W. Sherman	70,013	Tehrie Ned	42,158	Linda J. Wicks	48,792	Celeste Byrd	61,634	Terri Lewis	44,124	Crystal C. Hubbard	49,646
Randi Stevens	68,614	Tracy Grodsky-Dunn	41,994	Bridgett L. Moore	47,696	Audrey K. MacDowall	61,213	Nadine Bowers	44,080	Laurie T. Plyler	49,149
Brooke E. Bennett-		Tommi Pleasure Belle L. Martin	41,990 41,760	Rosy G. Acevedo	47,474	Paula Kelsch	60,819	Maria Sanchez	43,945	Suzanne Moeller	49,110
Young	68,308	Kathy A. Freeman	41,700	Deirdre L. Eschauzier	47,465	Gerri Anne Morris	60,439	Kathy M. Viola	43,883	Chatney Gelfius	48,894
Christine M. Jessee	65,733	Beth T. May	41,443	Jacquelyn Dykstra	47,391	Shelly Palen	60,286	Jennifer Messore	43,862	Valerie A. Lucio-Polk	48,421
Debbie A. Weld	63,242	Regina I. McDermott	41,319	Kim Williams	47,211	Alicia Borkowska	59,084	Joan M. Farrell	43,118	Michelle L. Sanders	48,324
Julie Neal Lady Ruth Brown	62,322 62,160	Denise Yates-	11,017	Tammy Steele	46,937	Suzanne T. Young	58,889	Kathy Fean	42,524	Jeanie K. Navrkal	48,196
Linda Meier	62,134	Hernandez	41,024	Deb Altenburger	46,811	April C. Hutchinson	58,844			Jordan Twilley	47,952
Courtney H. Young	61,125	Kayla T. Cornish	40,962	Susan R. Cunningham Abigail L. Quinn	46,690 45,982	Stephanie A. Mottaz	58,366 58,044	RUBY/RUBÍ		Jennifer L. Albertini Laura A. Kattenbraker	47,593 47,574
Marie E. Vlaminck	61,027	Lafreda D. Williams	40,701	Audrey J. Doller	45,962 45,976	Anne Geertsen	56,969	Thessy N. Nwachukwu S	108,227	Barbara Pleet	47,374 47,371
Jessica Holzbach	60,416	Rita Schaefer	40,700	Becki Hackett	45,759	Megan N. Wilkes Mariann Biase Mason	56,890	Candace L.	,100,227	Breanna N. Goodwin	47,363
Jerlene Vrana	60,349	Jeanette M. Thompson	40,658	Latricia M. Henry	45,714	Joy H. Rentz	56,560	Doverspike	105,672	Ginger J. Benedict	47,025
Laura Poling	59,642	Kim Tarbet Munoz	40,528	LaKeshia M. Chisholm	45,574	Terri J. Beckstead	56,200	Kately Delgado	101,498	Elayne J. Watson	46,975
Petie L. Huffman	59,151	Marjorie S. Haun	40,518	Shelley Money-	10,011	Cindy Rogers	55,783	Kaela L. Steinman	93,145	Donna L. Comstock	46,637
Miranda Kantor	59,027	Patty Webster	40,281	Eldridge	45,253	Alicia Kingrey-Lokai	55,456	Kali DeBlander Brigham	88,013	Lee Clouse	46,125
Marni M. Hendricks	58,040	Stephanie L. Lenard	40,256	Anita K. Cunningham	44,935	Tracy Craven	55,328	Susan Moore	82,025	Caitlin M. Griffo	46,080
Casie Hembree	58,015	Natalie Cargile	40,118	Shawna D. Schneider	44,756	Susie Kopacz	55,087	Ryan A. Rives	78,671	Marye Durrer	45,747
Waverly R. Copeland	56,608	Julie A. Griffin	40,102	Elva Jordan	44,653	Patricia Carr	54,485	Krystal D. Downey-	77 700	Becky Goshorn	45,572
Linda H. Rowsey	56,480	Debra J. Witmer	40,001	Theodora W. Bradley	43,957	Britt N. Burke	54,319	Shada Davida Ma Kirdur atariala	77,732	Michelle L. Mathews	45,146
Diane Covington	55,930	Auldon Sweeney-Wyde		Marie Pfarr	43,832	Donna K. Smith	54,173	Paula M. Kirkpatrick Laura V. Middleton	74,913	Kathy Brennan	45,134
Jennifer Levitt	54,764	Peggy Matish	39,983	Delores E. Black	43,771	Katsiaryna Pratasenia	52,969	Lauren N. Bloomer	74,695 70,136	Rachael M. Bullock	45,092
Carol Lee Johnson	54,352		ATDA	Leanne Parrino- Pheasant	43,685	Sharon B. Carney-		Diane K. Lundgren	69,105	Reina Murcia	44,986
Kristi M. Anderson	53,915	EMERALD/ESMER		Carolyn J. Bishop	43,671	Wright	52,329	Tracy W. Jones	68,660	Cherie L. Smith	44,814
Keita Powell	53,621	Nancy Boucher	\$97,323	Brenda Stafford	43,651	Christy Bigham	51,546	Donna Clark-Driscoll	68,439	Barbara Baty	44,795
Nedra White-Wartham	-	Stacy D. Foust Melinda M. Balling	93,215 83,912	Menina M. Givens	43,537	Delmi C. Santos	51,409	Randi S. Gleason	67,722	Shari M. Kirschner	44,609
Jordan Eicher	53,301	Ginny B. O'Kain	82,353	Elsi Coto	43,311	Allison Piro Sylvia L. Martinez	50,941 50,804	Shawni Diggan	66,706	Cheryl A. Dechenne-	44,511
Missy M. O'Neal	52,926	Deanna L. Spillman	82,353 81,418	Joanna Helton	43,257	Sandy Griffith	50,804 50,251	Tamarie M. Bradford	66,266	Sheedy Regan L. Danforth	44,311
Susan T. Boothe	52,619	Hilda L. Moreno	79,885	Mabel Mir	43,236	Michelle Cape	49,389	Lisa Anne Harmon	65,510	House	44,332
Robyn S. Cartmill	51,841 51,359	Jennifer L. Besecker	76,187	Alison Jurek	43,102	Claudia Chavez	49,373	Stephanie L. Coker	64,696	Kellee L. Valerio	44,327
Cheri L. Taylor JoAnna P. Shipe	51,339	Stacey Craft	73,884	Joslyn Eaton	43,088	Jenny Siemonsma	49,196	Cleta Colson-Eyre	62,445	Jackie M. Craver	44,304
Cynthia S. Sheppa	51,224	Nicole L. McDaniel	69,968	Mary-Beth Anderson	42,988	Alyssa K. Harland	49,077	Lisa Hansen	61,867	Maricarmen Gonzalez	44,156
Nancy W. Pettaway	51,084	Hollie R. Sherrick	69,353	Stephanie H. Blake	42,685	Jan Geig	49,074	Eusebia Bonilla	60,881	Alice R. George	43,671
Reyna V. Alvarado	01,001	Mary Strauss	68,976	Kim I. Bessey	42,675	Sara R. Pennella	49,000	Marnie R. Yunger	60,743	Chrystine M. Zinnecker	43,380
Řivera	50,465	Tammy West-Murrian	68,289	Ann Tinucci Anderson	42,524	Karen M. Bonura	48,936	Mary A. Dell	60,125	Maria Rocio Rico De Jacinto	43,029
Michele M. Armes	49,786	Dawn Wilson	66,835	Ann F. Smith	42,503	Lacey L. Bradford	48,818	Ana P. Farrell	58,450	Elizabeth A. Kramer	43,029
Joli A. Dockery	49,494	Ebun Osaze	66,567	Amy L. Fields	42,373	Karina Gonzalez Rivera	-	Sherri Ammons	58,292	Karen E. Gardner	42,854
Geraldina E. Cruz De Soriano	49,223	Amber L. Towne- Geehan	66,491	Michelle A. Cunningham	41,907	Pat Joos	48,019	Terry Thole Heather A. Daniel-Kent	57,260 56,502	Rose Campbell	42,814
Anita R. Rabelo	49,213	Maggie Rader	64,785	Lindsay E. Freisthler	41,846	Grace N. Lemke	48,018	Amy C. Schule	55,737	Vicki O'Bannon	42,271
Heather L. Bohlinger	48,527	Michele S. Rankin	62,964	Hannah Marks	41,817	Bessy Y. Gomez	47,997	Brenda Fenner	54,851	Sonya F. Goins	42,198
Karla R. Plantan	48,516	Katy Goldstein	62,896	Renita G. Peele	41,815	Julia R. Orser	47,775	Maureen Shipp	54,822	Elena Santos	42,159
Kaye Yuen	47,934	Debra Allison	61,811	Teresa Bolden	41,808	Anita M. Bendio	47,702 47,532	K.T. M. Martin	54,017	Pam Heston	42,039
Orenda R. Hunniford	47,381	Kijuana R. McKinnie	59,920	Alyce Burnett	41,616	Marty T. Wynn Stephanie A. Richter	47,473	Teri A. Walter	53,844	Christy M. Cox	41,950
Tracy Potter	47,102	Carrie Bloink	58,990	Susan H. Celi	41,437	Emily E. Schuette	47,393	Stacey P. Nelson	53,309	Sheryl J. Arena	41,883
Joyce A. Newell	47,008	Tina M. Dees	57,890	Richelle V. Barnes	41,419	Jil Johnson	47,384	Elvia Cordova	53,005	Becky Kiessig	41,824
Shanna H. Jones	46,980	Leslie M. McKinney-		Chris H. Teague	41,327	Susie Moore	47,283	Stephanie Audino	52,979	Christina V. Rolfs	41,682
Tracy Foltz	46,804	Smith	57,812	Olayinka K. Adegbayi	41,316	Rebekah Hirneisen	47,219	Gloria Moreno		Jan M. Moses	41,505
Judith E. Cotton	46,565	Pam Kelly	57,464	Jill A. McCoy	41,277	Lindsay R. Stewart	47,012	Medrano	52,210	Susan A. Smith	41,455
Katie D. Nichols	46,341	Phyllis I. Pinsker	56,301	Harriett Sharpe	41,269	Nancy M. Polish	46,922	Heather C. Feiring	52,201	Jennifer Isenhart	41,429
Betty Alvarado	45,527	Carolyn Thompson	56,267	Nikki H. Edgemon	41,108	Jessye R. Nichols	46,915	Laura L. Waters Vazquez	52,064	Linda Christenson Pamela J. Sparks	41,282
JoAnn M. Allen	44,910	Shauna L. Abbotts Margaret Neill	56,153 55,336	Linda Klein Dawn M. Starr	40,947 40,909	Billie Gillespie	46,707	Gloria H. Ebere	51,807	Linda Sigle	41,161 40,882
Kimberly Leigh Moore	44,859	Jill Beckstedt	53,330 54,729	Dawn W. Starr	40,909	Lisa Rada	46,514	Susan C. Ehrnstrom	51,185	Linda Sigle	40,002
Laurieann Barclay	44,853	Yaleska Feliciano Rios	53,932		A 10111	Emily G. Franks	46,251				
Amy J. Bowman	44,684	Ashley N. Clinesmith	53,782	DIAMOND/DIAMA		Christina L. Frantz	46,022				
Candace N. Holte	44,592	Debbie A. Thomas	53,719	• •	111,405	Kim C. Meyers	45,779				
Julie B. Sapp	44,352	Betty McKendry	53,628	Crystal D. Gardner	95,507	Holly A. Brown	45,606				
Kathy Lee Beth S. Austin	44,258 44,064	Lesa R. Franken	53,041	Julie Danskin	86,243	Nancy F. Castro	45,560	NOTHING I	IAPPE	INS UNTIL	
Kathleen Kirkwood	44,004 43,972	Cindy Anderson	52,800	Cindy Machado- Flippen	77,383	LaChelle M. Seleski	45,457				,
Kathy L. Silva	43,972	Tammie M. Hanson	52,433	Susan M. McCoy	76,205	Stacy Rozwadowski	45,423	SOMEONE SELLS SOMETHING./			
Delia Ponce	43,959 43,954	Jo M. Cotton	52,164	Tawnya Krempges	75,329	Lindsey D. Christenson		NADA PASA HASTA QUE			
Fraida M. Klein	43,881	Linda Berglund	52,013	Kim A. Messmer	74,942	Nicki R. Hill	45,230	ALGUIEN V	END	E ALGO	
Nocona L. Koenig	43,750	Rachelle Holloway	51,701	Mary Kathryn King	73,862	Patty Y. Rovano	45,098	THOUTH I			./
Mary K. White	43,693	Amber D. Campbell	51,698	Marsha Morrissette	73,238	Zaida J. Ortiz	45,017			Mary	Kay
Jeanette E. Beichle	43,528	Kathleen L. Holmberg-	E4 E 45	Karime Rosas	72,926	Lisa A. Raupp Shelly M. Smith	44,809 44,677			0	0
Nannette G. Short	43,362	Botelho	51,563	Priscilla McPheeters	72,001	Shelly M. Smith	44,677				

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

October/Octubre 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in October 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en octubre de 2018. Los nombres en negrillas son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

2018. Los nombres er	negrillas	son quienes ganaron la	comisiór	n máxima del 13 por cien	to de Dir	ectoras de Ventas más	el 13 por c	iento máximo de comis	sión por re	eclutas personales.	
	<u> </u>	Marita W. Campbell	7,070	Ashley N. Clinesmith	8,283	Celeste Byrd	13,405	Connie L. Russo	7,239	Chatney Gelfius	8,282
SAPPHIRE/ZAFIRO		Tommi Pleasure	7,046	•		Cindy Machado-	13,403	Cheryl A. Riead	7,233	Elvia Cordova	8,255
Marni M. Hendricks			7,022	Audrey J. Doller	8,073	Flippen	13,232	Christina L. Frantz	7,227	Lisa Anne Harmon	8,191
Katherine L. Longley		Jeanette M. Thompson		Betty McKendry	8,052	Crystal D. Gardner	13,148	Lacey L. Bradford	7,111	Caitlin M. Griffo	8,139
Vicki Piccirilli	11,911	Bridget N. Howerton-	0,201	Janice B. Hull	8,036	Tawnya Krempges	11,524	Shannon M. Nelson	7,111	Marye Durrer	8,133
Brooke E. Bennett- Young	11,905	Adams	6,982	Leslie M. McKinney-	0,000		11,499	Duguay	7,095	Marnie R. Yunger	8,104
Miranda Kantor	11,709	Kristi M. Anderson	6,970	Smith	8,014	Marsha Morrissette	11,284	Donna K. Smith	7,078	Esther Cisneros	8,003
Karla M. Reno	11,468		6,958	Dawn Wilson	7,952		10,971	Faith A. Gladding	7,057	Lisa Hansen	7,999
Moleda G. Dailey	11,464	•	6,938	Phyllis I. Pinsker	7,937	Audrey K. MacDowall		Shelly M. Smith	6,909	Pat Z. Allen	7,985
Kelly I. Brock	11,178		6,918	Heather D. Hulsey	7,927	•	10,608	Zaida J. Ortiz	6,908	Maricarmen Gonzalez	
Linda Meier	10,609	Amy R. Sigler	6,916	Pam Kelly	7,921	Susan M. McCoy	10,540	Kathy R. Bullard	6,897	Amy Kitrell	7,733
Jamie L. Lawrence	10,456	Jennifer J. McNulty	6,899	Lizi M. Gregory	7,900	Deborah Dudas	10,392	Rose Rodriguez-		Elvia Guzman	7,717
Julie Neal	10,414	Lafreda D. Williams	6,878	Emily Stone	7,725	Priscilla McPheeters	10,132	Capone	6,867	Brenda Fenner	7,698
Marie E. Vlaminck	10,395	Linne' Lane	6,836	Andrea L. Peters	7,653	Deborah S. Bailye	10,123	Allison Wheeler	6,863	Ginger J. Benedict	7,686
Penny J. Jackson	10,261	Carmen B. Jones	6,818	Susan R. Cunningham	7,653	Kathleen Koclanes	10,056	Mariann Biase	6 051	Gloria Moreno	.,
Katie D. Nichols	9,702	Judith E. Cotton	6,798	Tammie M. Hanson	7,594	LaChelle M. Seleski	9,904	Mason Alicia Borkowska	6,851 6,843	Medrano	7,646
Lady Ruth Brown	9,605	Trisha Taylor	6,772	Rachelle Holloway	7,535	Sandy Griffith	9,808	Katsiaryna	0,045	Sherri Ammons	7,641
Nancy W. Pettaway	9,371	Stacy O. Ervin	6,737	Latricia M. Henry	7,488	Alicia Kingrey-Lokai	9,437	Pratasenia	6,823	Teri A. Walter	7,479
Julie B. Sapp	9,244	Judi Tapella	6,693	LaKeshia M. Chisholm	7,296	Lisa Rada	9,435	Lindsey D.		Maureen Shipp	7,404
Jordan Eicher	9,236	Mary K. White	6,666	Brittani M. Jenks	7,240	Terri J. Beckstead	9,384	Christenson	6,819	Rose Campbell	7,347
Ann W. Sherman	9,202	Beth S. Austin	6,645	Mendy S. Huff	7,221	Shelly Palen	9,349	Emily E. Schuette	6,775	Julie B. Potts	7,341
Delia Ponce	9,156	Lynn C. Purser	6,643	Anita K. Cunningham	7,184	Claudia Chavez	9,332	Lisa A. Stengel	6,757	Debbie A. Elbrecht	7,327
Diane Covington	9,124	Kathy A. Freeman	6,639	Tammy Steele	7,147	Mileta K. Kinser	9,252	Lou Cinda Utley	6,724	September A. James	7,289
Susan T. Boothe	8,982		6,638	Marie Pfarr	7,112	Delmi C. Santos	9,206	Kim C. Meyers	6,720	Ana P. Farrell	7,273
JoAnna P. Shipe	8,924	Jeannie S. Meyer	6,637	Linda Berglund	7,109	Christy Bigham	9,194	Lisa A. Raupp	6,665	Patty L. Bojan	7,268
Randi Stevens	8,906	Maria Montes	6,612	Ann F. Smith	7,080	Anne Geertsen	9,096	Megan E. MacDowall		Kellee L. Valerio	7,234
Courtney H. Young	8,870	Kathy Lee	6,594	Elva Jordan	7,068	Stephanie A. Richter	9,091	Terri Lewis	6,631	Heather C. Feiring	7,234
Casie Hembree	8,790		6,580	Jo M. Cotton	7,041	Nancy F. Castro	9,039	Susan K. Carlson	6,615	Judie Roman	7,222
Michele M. Armes	8,721		6,576	Menina M. Givens	7,026	Paula Kelsch	8,973	Leanne Sexton	6,581	Stacey P. Nelson	7,198
Rita Schaefer	8,708	Amy J. Bowman	6,567	Karen E. Ridle	7,020	Patty Y. Rovano	8,923	Natalia Travilina	6,578	Laura L. Waters Vazquez	7,180
Christine M. Jessee	8,611		6,513	Alison Jurek	7,014 7,005	Patricia Carr	8,891			Lee Clouse	7,176
Nedra White-Warthar		Sylvia Boggs	6,503	Vicki Hunter Michelle R. Backman	6,978	Kelly Willer-Johnson	8,889 8,828	RUBY/RUBÍ		Laura A. Kattenbraker	
Patrice M. Smith	8,503		LD4	Diane M. Detesco	6,976 6,972	Nancy M. Polish Nadine Bowers	0,020 8,774		515,773	Stephanie Audino	7,148
Jennifer Levitt	8,487	EMERALD/ESMERAL		Amber D. Campbell	6,899	Megan N. Wilkes	8,682	Candace L. Doverspike	15,097	Amy C. Schule	7,143
Debbie A. Weld	8,465	Jennifer L. Besecker \$1		Rosy G. Acevedo	6,870	April C. Hutchinson	8,631	Thessy N.	10,001	Donna L. Comstock	7,122
Reyna V. Alvarado Rivera	8,444		2,516	Leanne Parrino-	0,010	Suzanne T. Young	8,562	Nwachukwu	14,092	Cynthia L. Frazier	7,118
Jessica Holzbach	8,431		1,871	Pheasant	6,861	Stacy Rozwadowski	8,530	Ryan A. Rives	12,429	Diana Gutierrez	7,112
Hilda Marrufo	8,330		1,608	Audrey L. Detesco-		Linda T. Cartiglia	8,507	Kali DeBlander		Elena Santos	7,086
Debra J. Witmer	8,240		.1,528 1,261	Nickell	6,859	Stephanie A. Mottaz	8,446	Brigham	12,240	Susan C. Ehrnstrom	6,976
Anita R. Rabelo	8,214		.1,189	Teresa Bolden	6,843	Gerri Anne Morris	8,332	Donna Clark-Driscoll		Terry Thole	6,961
Betty Alvarado	8,110		.0,672	Deb Altenburger	6,825	Martha Kay Raile	8,332	Susan Moore Kaela L. Steinman	11,333 10,949	Julie Smith	6,954
Jerlene Vrana	8,057		0,661	Olayinka K. Adegbayi Kimbi L. Bartik	6,813 6,781	Christi G. Campbell	8,310	Lauren N. Bloomer	10,949	Breanna N. Goodwin	6,893
Laurieann Barclay	8,057		.0,393	Amy L. Fields	6,775	Mary P. Creech	8,304	Tamarie M. Bradford		Maria Rocio Rico De Jacinto	6,874
Heather L. Bohlinger	8,011	Shelley Money-	.,	Nancy S. North	6,745	Sheryl Peterson	8,243	Cleta Colson-Eyre	10,525	Rachel P. Kellogg	6,873
Belle L. Martin	8,010	Eldridge 1	.0,197	Tina M. Dees	6,726	Lindsay R. Stewart	8,125	Heather A. Daniel-	10,020	Marisol Rodriguez	6,840
Ynocenta Hernandez	7,873	Lesa R. Franken 1	.0,170	Margaret Neill	6,694	Heather M. Julson	8,072	Kent	10,391	Roxy H. Coursey	6,731
Waverly R. Copeland	7,853		9,637	Joyce Recenello	0,021	Cindy Rogers	8,066	Stephanie L. Coker	10,106	Carmen J. Felix	6,698
Julie A. Griffin	7,842	Shauna L. Abbotts	9,455	Armfield	6,693	Joy H. Rentz	7,993	Laura V. Middleton	9,946	Chick Stamschror	6,679
Jeanette E. Beichle	7,789		9,328	Deirdre L. Eschauzier	6,659	Karen M. Bonura	7,929	Luz A. Perez	9,887	Tassyane Assis	6,634
Erika D. Hulm	7,703		9,307	Kathleen L. Holmberg-	6.645	Amy Zanto	7,834	Paula M. Kirkpatrick	9,763	Taryn J. Sneed	6,634
Laura Poling	7,674	Tammy West-Murrian		Botelho	6,645	Tracy Craven	7,833	Randi S. Gleason	9,647	Alice R. George	6,586
Robyn S. Cartmill Linda H. Rowsey	7,669		9,216	Delores E. Black	6,613	Holly A. Brown	7,803	Krystal D. Downey- Shada	0.626	Sheryl J. Arena	6,532
Keita Powell	7,628	Amber L. Towne- Geehan	9,199	Nikki H. Edgemon Mary-Beth Anderson	6,587	Ingrid E. Smith	7,616	Jacqueline N. Alford	9,626 9,534	Margarita Velez	6,511
Pam Garner Moore	7,565 7,561		9,151	Lindsay E. Freisthler	6,559 6,536	Amy Hanifl	7,580 7,523	Barbara Pleet	9,504 9,506	Valerie A. Lucio-Polk	6,509
Petie L. Huffman	7,516	Michelle A.	-,	Abigail L. Quinn	6,500	Sara R. Pennella Paula Grabau-Friedt	7,523	Eusebia Bonilla	9,468	Suzanne Moeller	6,507
Margarita Elisea	7,509	Cunningham	9,136	Krista Erdmann	6,492	Nicki R. Hill	7,518	Kenia K. Acosta	9,443	K.T. M. Martin	6,506
Maria Claxton-Taylor		Maggie Rader	8,846			Maria Sanchez	7,510	Jeanie K. Navrkal	9,298	Michelle L. Sanders	6,457
Cheri L. Taylor	7,415	Mariana Moreno	8,816	Alyce Burnett	6,469	Blythe J. Egbert	7,480	Laurie T. Plyler	9,214	Elayne J. Watson	6,417
Leidy D. Gomez	7,409	Michele S. Rankin	8,811	Chris H. Teague	6,451	Rebekah Hirneisen	7,456	Jordan Twilley	9,136	Lori M. Langan	6,408
Sandra G. Kirchhoff	7,387	•	8,760	Yaleska Feliciano Rios	6,435	Britt N. Burke	7,413	Mary A. Dell	9,011	Stacy S. Gilson	6,392
Tracy Potter	7,285		8,740	Katherine L. Paez	6,422	Anita M. Bendio	7,402	Tracy W. Jones	8,997	Faye Shaw Jenkins	6,384
Geraldina E. Cruz		Debra Allison	8,663	Elsi Coto	6,358	Susie Kopacz	7,391	Rachael M. Bullock	8,987	Brandy E. Richwine	6,381
De Soriano	7,272	-	8,636	Theodora W. Bradley	6,317	Sue M. Fischer	7,380	Maria Bautista	8,931	Mary Beth Pfeifer	6,373
Epsie J. Elmer	7,269	Sally Moreno	8,409	Karla P. Vasquez		Debbie Larson	7,376	Jennifer L. Albertini	8,802	Cheryl A. Dechenne- Sheedy	6,362
Carole Gantt	7,264		8,362	Espinoza	6,312	Lucrecia Aguirre	7,364	Patti Cornell	8,629	0	0,002
Tina L. Hackett	7,261		8,360	Becki Hacket	6,284	Sharon B. Carney-		Diane K. Lundgren	8,614		
Joli A. Dockery	7,226	Hollie R. Sherrick	8,347 8 3 3 1			Wright	7,320	Reina Murcia	8,532		
Tracey F. Hedrick Lassiter	7,223	Jill Beckstedt Breanne Sufrin	8,331 8,321	DIAMOND/DIAMAN	NTE	Bessy Y. Gomez	7,317	Shawni Diggan	8,467		
Dolores Keller	7,184		8,317		16,389	Karina Gonzalez Rivera	7,279	Gloria H. Ebere	8,426		
Carol Lee Johnson	7,180		8,317		14,344	Alyssa K. Harland	7,275	Sandra Estudillo	8,396		
Kathleen Kirkwood	7,100		0,J17 8 315		14.335	loan M Farrell	7 259	Crystal C. Hubbard	8,347		

Karime Rosas

8,315

14,335

Joan M. Farrell

7,259

7,113

Maria J. Koo

Kathleen Kirkwood

Go-Give[®] Award



Mary Kay Ash said, "The *Go-Give*" Award is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These February award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



SAPPHIRE

Anita Arvo

Future Executive Senior Sales Director Began Mary Kay Business August 1973

Sales Director Debut April 1976

Offspring four first-line

National Sales Director Go-Give Area

Honors Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; one-time Queen's Court of Sharing; 12-times Circle of Achievement; three-times Double Star Achievement

Personal Lives in Harwood, Md. Husband, Wayne; son, Bryan; daughters: Sharon, Sue, Mindy

"I am motivated to help others because I feel real joy in helping women become more confident through personal growth and achievement. I am blessed to be a part of passing on the legacy of Mary Kay."

Independent Beauty Consultant Patti Edgar of Kingsland, Texas, says, "She truly exemplifies the Go-Give spirit Mary Kay Ash spoke about. Her kindness, love, caring, mentoring, sharing and doing things the 'Mary Kay way' has touched so many lives during her years in Mary Kay. I am sure Mary Kay smiles down on this 'daughter' with much pride."



EMERALD

Amy Fields

Independent Sales Director Began Mary Kay Business April 1994

Sales Director Debut July 1998

National Sales Director Go-Give Area

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

Personal Lives in Clinton, Okla. Husband, Chris; daughter, Julianne; son, Evan

"I am motivated to help others because I love seeing their God-given, unique talents and potential bloom into the beautiful amazing leader they were each created to be!"

Independent Beauty Consultant Sarah Bryant of Cordell, Okla., says, "Amy goes above and beyond to nurture and encourage not just us Mary Kay ladies, but ladies everywhere. From those at church, the grocery store, yoga class, etc., Amy is a fabulous woman and a sincere role model. I am blessed to have her in my life."



DIAMOND

Brenda Spain

Independent Senior Sales Director Began Mary Kay Business January 1982

Sales Director Debut April 1989

Offspring one first-line

National Sales Director Go-Give Area

Honors Circle of Honor; onetime Consultant Queen's Court of Personal Sales; 21-times Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; seven-times Double Star Achievement

Personal Lives in Saint Cloud, Minn. Husband, Bill; daughters: Danielle, Janine

"I am motivated to help others because I love breathing belief into women so that they, too, discover a far greater person than they thought they could be. The Mary Kay opportunity has given my life so many blessings, so I am passing on Mary Kay's legacy of enriching women's lives."

Independent Beauty Consultant Catherine Barnowsky of Saint Cloud, Minn., says, "Brenda is the perfect example of a Go-Give Sales Director. She is a selfless example of putting others above yourself and treating everyone she meets as important. She gives her time and wisdom – whether you are in her unit or another's – and leads by example in building a business with integrity in Mary Kay."



RUBY

Ellen Mitchell

Independent Senior Sales Director Began Mary Kay Business March 1993

Sales Director Debut July 1996

Offspring one first-line

National Sales Director Donna Meixsell

Honors Circle of Honor; six-times Sales Director Queen's Court of Personal Sales; one-time Circle of Achievement

Personal Lives in Goldsboro, N.C. Husband, Steve; daughters: Emily, Erin

"I am motivated to help others because that is what I'm called to do. I love helping women through the Mary Kay opportunity, whether it's a customer or a Beauty Consultant, be their best. Helping others achieve their goals is a result that is positive for everyone: the customer, the Beauty Consultant and the Company. And it's a blessing for me."

Independent Beauty Consultant Donna Little of Lexington Park, Md., says, "Ellen has a phenomenal Go-Give spirit and takes action on it, inspiring others to do the same. She helped, followed up and managed our entire unit while our Sales Director was going through chemo after being diagnosed with breast cancer. Ellen has the heart of Mary Kay and knows what this business can do to empower and change women's lives, and she herself is a living testimony of this."

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



Outfitted for LIFE

Independent Sales Director Meg Kalbach makes it her mission to help others design their dream life. She's an example of how *One Woman Can*[®] create her own success story.

Independent Sales Director Mey Kalbach,

Mountville, Pa., started her Mary Kay business in 2009, six weeks before her wedding. At the time, she was working as a kitchen and bathroom designer.

"I won a Mary Kay bridal pampering package in a drawing by **Independent Senior Sales Director Theresa LaCesa, York, Pa.** She stayed in touch with me for eight months before we finally met in person. Six weeks before my wedding, I arranged for Theresa to come to my bachelorette party at a hotel to use that package."

Theresa arrived at the same time as the pizza delivery guy. "I'm sure it was quite a sight," laughs Megan. "We were in the pool eating pizza, and Theresa was dressed as a professional, ready to pamper us. Even though we had just met, I gave her my hotel key so that she could set up."

"Once inside, there was no table, so Theresa held the party on the floor. Thankfully, she didn't prejudge us. She was a good sport, went on with the pampering and also shared the opportunity." Megan knew nothing about Mary Kay or skin care. "I actually used 2-in-1 body wash to clean my face, so I was amazed at how great my skin felt after the party. And then the funniest thing happened. One of my friends who didn't participate much said, 'Let's become Independent Beauty Consultants.' We agreed – for the products."

Megan signed her Independent Beauty Consultant Agreement right then and had her friend as her first team member within the hour.

MORE THAN PAMPERING

Theresa invited Megan to a unit meeting. "Remember, I knew nothing about Mary Kay. So when I saw Theresa and another woman dressed alike, I was like, 'OMG – I can't believe they're wearing the same suit!' Theresa explained they were wearing Independent Sales Director suits, and that's something to aspire to wear."

Megan didn't move up the career path right away. "From 2009 to 2012, I worked my business when it worked for me," she says. "Andy and I were newly married. I was working

My goal this year is to earn the Top Sales Director Trip to Hawaii, and my amazing team is on board to help me get there.

full time, and we had our first child. Mary Kay just wasn't a big priority."

Still, Theresa kept in touch. "When I was laid off, I knew it was time to get busy with my Mary Kay business. I attended Leadership Conference 2012 as a Future Independent Sales Director and had to sit in the lobby outside of the big Independent Sales Director party. I promised myself I would NEVER miss another party. I debuted as an Independent Sales Director on April 1, 2012, and I haven't missed a party since."

A PATTERN FOR SUCCESS

"The **Star Consultant Program** is key. I promote a Star Week – \$600 sales (\$300 wholesale) per week. When my unit members do that and submit their Weekly Accomplishment Sheets, they get social media and meeting recognition.

Why not earn the Mary Kay *You Hold the Key* Challenge prizes and Star Consultant prizes? You're having fun with success. Your party guests see this and want to do it too. So you add team members. You coach them, and they start to see wins. On top of that, there's the *Great Start* Promotion which gives opportunities for early wins – free products and bonuses – right at the beginning."

"I have a strong unit of sellers and team-builders. When it comes to coaching, I am careful not to overwhelm with too much information up front.

- Booking and Selling. I hold an initial coaching session on the basics of booking and selling. We use tools in the Starter Kit so that she can easily duplicate on her own.
- **Team-Building.** Once she's achieved some success and built confidence, I hold a Boss Babe session. That's when we talk about building a team. I ask who she has met at her parties whom she sees as a potential team member. We practice 'team-building appointments' to build her confidence so she can go out and do it herself."

NOW AND NEXT

Megan and Andy now have two beautiful children, Hunter and Bella. She's able to stay home and focus on her family, and they live in the dream home they built. And the 2018 Seminar Year was the best so far for the Kalbach Knockout Unit:

- Queen's Court of Sharing
- \$400,000 Circle of Achievement
- Triple Star Achievement
- Earned the use of her third Cadillac*

What's next? "My goal this year is to earn the Top Sales Director Trip to Hawaii, and my amazing team is on board to help me get there. Then, I plan to Triple Star my way to my ultimate goal of becoming an Independent National Sales Director!"

MEGAN'S ADVICE

- Have a Plan. There's power in having a plan know how you're going to get from point A to point B. You don't have to come up with anything new or brilliant. Simply follow the programs Mary Kay has in place.
- **Be Patient.** In an Amazon Prime* world, we want everything right now. But great things take time. It takes nine months to make a baby. That's not going to change. If you're seeing 30 faces and sharing the opportunity with 15 per month, the results might not show right away, but they WILL show, so keep going. Don't give up.
- **Respect Their Why.** My mentor, Theresa LaCesa, helped me learn how to do this business through all the changes in my life. And now I help my unit members do the same. They may just want to earn extra income and are not ready to move up the career path. That's OK. But if they're interested in leadership, then I help them move up. Either way, I'm there to coach each woman toward her goals.
- Dress for Success. In the casual world we live in, a skirt or dress and a nice pair of shoes really make you stand out. Remember, this is your business. If you want to be taken seriously, you should represent yourself as a professional. ♥

SHOW UP to GO UP!

Take 24 hours to invest in you!

REGISTRATION BEGINS JAN. 29.

You can spend that on an expensive dinner or new pair of shoes. OR invest in you, learn how to GROW your Mary Kay business and earn MORE.

Plus, get a **\$40 wholesale/\$80 suggested retail credit** with your first product order placed March 26 – April 30, 2019. And a **reduced Seminar registration fee.**

\$95 Career Conference registration fee
\$80 suggested retail product credit

Only \$15 investment for fun, inspiration, recognition and education

MARY KAY YOU HOLD THE KEY CAREER CONFERENCE CONSISTENCY CHALLENGE

YOU'VE GOT TO SHOW UP TO GO UP! DECEMBER 2018 - FEBRUARY 2019

Mary Kay Ash believed that showing up to your weekly success meetings and Company events can make that spark of difference in your business. It's time spent learning and is an investment in your future.

"Someone once said, 'It only takes a spark to get a fire going'. And that spark has been found hundreds of times at Career Conference."

- MARY KAY ASH

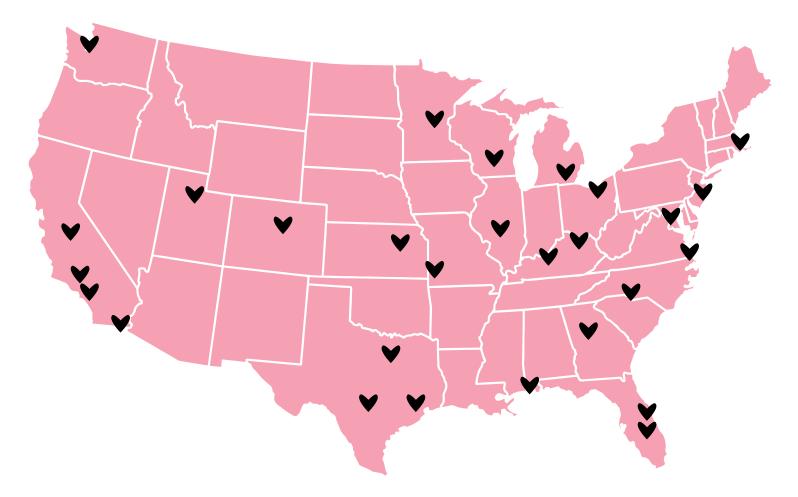
MARY KAY

CAREER

CONFERENCE

2019

WE'RE COMING to YOU!



WEEK 1: MARCH 22-23

Anaheim, Calif. *New location!* Bellevue, Wash.* ChampionsGate, Fla.** *New location!* Charlotte, N.C.* Cleveland, Ohio Denver, Colo.* Duluth, Ga.* Fort Worth, Texas* *New location!* Madison, Wis. Minneapolis, Minn. National Harbor, Md. *New location!* Novi, Mich. *New location!* San Diego, Calif. *New location!* Springfield, Mo. *New location!*

WEEK 2: MARCH 29-30

Atlantic City, N.J. I Boston, Mass. *New location!* Cincinnati, Ohio *New location!* Hampton, Va. *New location!* Louisville, Ky. Mobile, Ala. Modesto, Calif.**New location!* Orlando, Fla. Pasadena, Calif.** San Marcos, Texas**New location!* Sandy, Utah Springfield, Ill.**New location!* The Woodlands, Texas**New location!* Topeka, Kan. *New location!* WEEK 2: MARCH 31 – APRIL 1 Atlantic City, N.J. II**

*Spanish Interpretation Provided **Spanish Only





Details and all the prizes on Mary Kay InTouch[®].

A Star Is BORN!

Here's just a glimpse of what you can earn this quarter.



pear

LG** 49-Inch 4K Ultra HD Smart LED TV

Pearl 4800 Criffin'* Power Dock Pro

HOW CAN I BE A STAR CONSULTANT?

Place a minimum of \$1,800 in wholesale Section 1 orders in the Star Consultant quarter. *TIP! Earning the Mary Kay* You Hold the Key *Challenge each month can get you there*.

In addition to these amazing prizes, Star Consultants get:

- New product early ordering privileges
- Leads from marykay.com with a *Mary Kay** Personal Web Site
- Priority registration for Mary Kay events plus badge bling



Spartina 449** 32" Just Bee You Keynote Locket Necklace

3000

Five Habits of a Star Consultant



INDEPENDENT SENIOR SALES DIRECTOR TERESA BOLDEN, CHESAPEAKE, VA.

- Set your goal each quarter. Know what you're working toward so you can keep your eye on the prize. I just redeemed contest credits for a seven-day vacation for our wedding anniversary!
- 2. Be consistent. Make it your plan to earn the Mary Kay You Hold the Key Challenge prize by selling enough product to support a \$600 or more wholesale Section 1 order each month. That helps you achieve Star Consultant status. And that's double the prizes!

- **3. Be prepared.** Have products on hand so that you've got what your customers need when they're ready to buy.
- **4. Attend Company events.** Invest in yourself as you learn from the best. It keeps you motivated, inspired and educated about your business.
- 5. Lead by example. If you have team members one or 100 – help them learn to develop the habits of booking, selling and team-building so that they can be stars too!

*These designated registered trademarks are the property of their respective owners and not Mary Kay Inc.

Gifts for the GUYS

Remind your customers that you have great gifts for the men in their lives.



SUPERHERO: CLEAR PROOF[®] DEEP-CLEANSING CHARCOAL MASK, *\$24*

Independent Beauty Consultant LaTorria Richardson,

Richmond, Va., enjoys a masking moment with her fiancé Stephen Gibbs.

IT'S A GUY THING.

MKMen^{*} Skin Care regimen, \$80. Products also sold separately. (brush not included)

GROOMING GUIDE

Email the Men's eCatalog with a guide to grooming. It's on *Mary Kay InTouch*[®] under Business Tools.

HELP THEM FIND A FRAGRANCE THAT FITS.



MK HIGH INTENSITY[®] COLOGNE SPRAY, \$40

MARY KAY

Blend of amber, wood plus spicy and soft leathery notes



MK HIGH INTENSITY[®] SPORT COLOGNE SPRAY, \$40

Notes of gin berry and icy bergamot, liquid oxygen accord, cardamom, birch and amber



MK HIGH INTENSITY OCEAN® COLOGNE SPRAY, \$42

Blend of Italian bergamot, green mandarin, juniper berry and ginger spices

CITYSCAPE[®] COLOGNE SPRAY, \$50

Notes of Italian bergamot, French lavender, rich woods, amber and vetiver

Skin Care BOOSTERS

Great skin is always in! Once she falls in love with her favorite skin care set, you can help her address specific needs with these supplements.



LEARN MORE ABOUT ALL OF THESE PRODUCTS ON *MARY KAY INTOUCH** > <u>PRODUCTS > PRODUCT CENTRAL</u>.

All prices are suggested retail.

Science Behind THE BEAUTY



DR. LUCY GILDEA, SENIOR VICE PRESIDENT – CHIEF SCIENTIFIC OFFICER

Whether skin is dry, oily or in between, cold temps and indoor heat can increase dryness, and that can cause skin to appear dull and tired-looking. Committing to a daily skin care routine that includes cleansing followed by a moisturizer (SPF 30 broad spectrum) is essential year-round, and its always a great time to give your customer's skin some extra TLC. As her skin care expert, you can share *Mary Kay* products that moisturize and exfoliate to help her skin get its glow again.



Moisturize

For dry skin, you can suggest *Mary Kay** Intense Moisturizing Cream. Its protective layer helps minimize moisture evaporation so skin feels soft and smooth, and looks immediately more radiant. Adding this product to a daily moisturizer can help supplement skin's moisture needs.



If skin is more normal to oily, offer *Mary Kay** **Oil-Free Hydrating Gel.** It's nongreasy and absorbs quickly, leaving skin cool, refreshed and hydrated for up to 10 hours.



For all skin types, *TimeWise** Moisture Renewing Gel Mask helps lock in moisture. Aging can diminish the skin's ability to stay hydrated, but the gel mask helps skin feel firmer, smoother and more nourished. It even helps reduce the appearance of pores, fine lines and wrinkles. And you can sleep in it overnight to give thirsty skin a boost!



*TimeWise Repair** Lifting Bio-Cellulose Mask is also indulgingly effective. It's made from a

pure plant-based material derived from coconut water. Interlocking fibers form an absorbent, three-dimensional "fabric," allowing the mask to be infused with a complex of beneficial ingredients.





Exfoliate

Another effective way to help skin glow is by removing the outer layer of dead skin cells. *TimeWise** Microdermabrasion Plus Set helps lift off dead cells so skin looks polished and fresh. The Pore Minimizer in the set helps significantly reduce the appearance of pores.

TimeWise Repair* Revealing Radiance*

Facial Peel contains glycolic acid to impact multiple surface layers of the skin. It helps increase luminosity and boost radiance.

Skinvigorate[™] Cleansing Brush

effectively deep cleans and sweeps away dulling dead skin cells.

SKIN CARE CONFIDENT Get more skin care tips when you earn

your <u>Advanced Skin Care Consultant</u> designation by completing Skin Care Confident under the Education tab on Mary Kay InTouch[®]!



MARY KAY®

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



MARY KAY

"A wise person once said, 'You only get one chance to make a good first impression.' It's so true. Many times the first opportunity to meet a hostess and/or customers is when you enter the door. Therefore, it is vital to look your very best." – MARY KAY ASH



JAN. 1-31

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