

MARY KAY

FEBRUARY 2019

applause®



This could be
YOU!

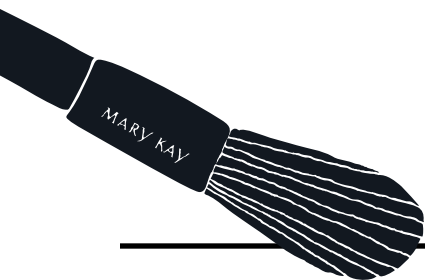


See a **Mary Kay** tropical cruise in your future!

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



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



FEBRUARY *Dates*

1

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

Last day to submit online Independent Sales Director-in-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 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 Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

14

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.



Mary Kay

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 ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©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.



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.

MARY KAY
**CAREER
CONFERENCE**
2019

Show Up to Go Up.

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

THIS MONTH IN MARY KAY HISTORY

1977

The Star Consultant Program coordinates with the Ladder of Success Program, using the same special recognition 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 FELLEBAUM, 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 **RED**

**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)

[†]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.

**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.

Destination
RED

Your pic here

FIRST 500
ACHIEVERS GET
DELUXE BALCONY
STATEROOMS!

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 Jacket)

	BEFORE	NOW	MONTHLY PRODUCTION
REQUIREMENTS			
	Must be active.*	No Change	
	Must have three or four active* personal team members.	No Change	
COMMISSION (a percentage of monthly personal team production)	4%	4% 6% 8%	<\$1,000 \$1,000 – \$1,800 >\$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 last 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 initial 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.

Love YOUR SKIN.

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



\$110

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!



\$205

TIMEWISE REPAIR® VOLU-FIRM® SET

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



\$45

CLEAR PROOF® ACNE SYSTEM

Target customer: Anyone with acne-prone skin.

Help Is Here!

Find regimen details, convenient selling tools and handy tips on *Mary Kay In Touch*® > Products > Product Central.



\$54

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.

Fresh-Face February



**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.

List 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 game. 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.

love WHAT YOU DO.

“

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!”

GREAT Start

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



IF THESE WHEELS COULD TALK ...

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

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



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).



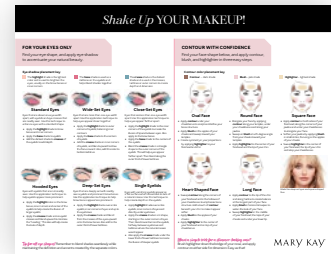
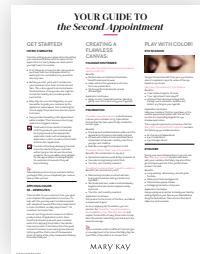
MARY KAY PRO PALETTE™ (UNFILLED), \$25

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!



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.

Beauty MVP!



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**

looks 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!"



All prices are suggested retail.

*Results based on a 12-hour independent clinical study in which 27 women used Mary Kay Chromafusion™ Eye Shadow after a single application

Date NIGHT

One color look on two skin tones



♥
Amp it up, or dial it down to suit your mood or skin tone.



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:

MARYKAY® PRECISION BROW LINER, \$14

Outlines, defines and fills.



MARYKAY® VOLUMIZING BROW TINT, \$14

Tints, volumizes and tames.



MARYKAY® ESSENTIAL BRUSH COLLECTION, \$55

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 [Mary Kay InTouch® > Products > Product Central](#).



All prices are suggested retail.



Gloria Mayfield Banks



Kathy Helou



Patricia Turker



Lisa Madson



Sonia Pérez

ALL IN *On You!*
¡AL CIEN contigo!

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



Lupita Magaña



Cindy Williams



Debbie Moore



Stacy James



Pamela Waldrop Shaw

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 convirtieron 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 mayorero 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.

INNER CIRCLE / CÍRCULO 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
\$131,464

Stacy James
123,371
Pamela Waldrop Shaw
120,176

\$325,000
Pamela Fortenberry-Slate
\$113,461
Dayana Polanco
108,753

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$300,000
Linda Toupin
\$107,824

Sara Pedraza-Chacón
106,657
SuzAnne Brothers
106,303
Dacia Wiegandt
103,976

\$250,000
Anabell Rocha
\$98,892
Dawn Dunn
97,125

Julianne Nagle
95,724
Sandy Valerio
93,236
Kristin Myers
90,063

Paola Ramírez
88,884
Julia Burnett
87,566
O'Nelly Encarnación
85,765
Anita Tripp Brewton
85,244

\$200,000
Kerry Buskirk
\$83,195
Kay Elvrum
81,974

Julie Krebsbach
81,786
Connie Kittson
81,499
Davanne Moul
79,669

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
Rebecca Evans
\$66,246
Jan Thetford
65,258
Monique Balboa
64,215

Lorraine Newton
62,918
Kim McClure
62,310
Rosibel Shahn
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
Evelina 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-Sweeney
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

MONTHLY COMMISSIONS AND BONUS

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 Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

SAPPHIRE /ZAFIRO

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. Ramirez
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

Sylvia Kalicak*
10,585
Cathy E. Littlejohn
10,480
Jeanie M. Tamborello
10,478
Diana Heble
10,252
LaRonda L. Daigle
10,229

EMERALD /ESMERALDA

Gloria Mayfield Banks***
\$74,107
Patricia Turker**
51,090
Sonia E. Páez**
42,909
Dacia Wiegandt*
29,444
Dayana Polanco*
23,694
Julianne Nagle*
21,519
Monique Balboa
19,358
Kerry Buskirk*
19,210
Pamela E. Tull
19,158
Auri Hatheway
18,812
Sonia Bonilla
18,202
Anita Tripp Brewton*
17,047
Kirk Gillespie
16,646
Rosibel L. Shahin*
16,511
Tammy Crayk
16,491
Pam I. Higgs
16,322
Evelinda Díaz*
16,266
Mayuli Rolo*
15,565
Ada Y. García-Herrera*
14,642
Sonia Arriola
14,513
Crisette M. Ellis
12,981
Kym A. Walker*
12,555
Cathy Bill*
12,326
Pam Klickna-Powell
12,189
Bianny Ramirez
12,167
Joanne R. Bertalan*
11,923
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

Kristin Sharpe
16,712
María I. Monarrez
16,686
Lily Orellana
16,423
Rebecca Evans*
16,012
Susan M. Hohlman*
15,493

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

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
Evelia 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 Millsagle
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 Ejecutiva
*** Denota DNV Ejecutiva de Élite

**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, *Emerald Go-Give Area* \$97,323
DIAMOND/DIAMANTE,
Amy Kemp, *Diamond Go-Give Area* \$111,405
RUBY/RUBÍ,
Thessy N. Nwachukwu, *Ruby Go-Give Area* \$108,227

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

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

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

SAPPHIRE/ZAFIRO, Susan M. Neel,
M. Kantor Unit, *D. Wehrer Area* \$15,222
EMERALD/ESMERALDA, Natalia Oparyk,
L. Gariuc Unit, *Go-Give Area* \$15,866
DIAMOND/DIAMANTE, Santhi RajasekharPeeler,
T. Dinelli Unit, *S. Hohlman Area* \$13,053
RUBY/RUBÍ, Jimena Guerrero,
T. Assis Unit, *Go-Give Area* \$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
Espinoza, *S. Bonilla Area* 11 New Team Members
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

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

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

EMERALD/ESMERALDA

LaKeshia M. Chisholm
Delores E. Black
Katy Goldstein
Laticia M. Henry
Eva Jordan

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

24 New Unit Members
20 New Unit Members

RUBY/RUBÍ

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

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



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?

**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

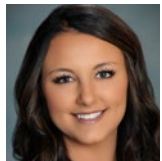
RUBY / RUBÍ

NEW DEBUTS

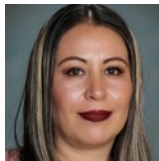
DEBUTES

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 DIQ".



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



Mayra Refugio Reyes
Hillsboro, Ore.
J. Abarca Unit



Kellie K. Tongson
Yuba City, Calif.
S. Coker Unit



Karen N. Williams
Madison, Ala.
E. Elder 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; *Jeanette 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, Ill., 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



THE SALES DIRECTORS IN MY COMPANY ARE THE PILLARS UPON WHICH THE COMPANY HAS BEEN BUILT. THEY, IN ESSENCE, ARE THE SPIRIT OF MARY KAY. / LAS DIRECTORAS DE VENTAS EN MI COMPAÑÍA SON LOS PILARES SOBRE LOS CUALES SE HA CONSTRUIDO LA COMPAÑÍA. EN ESENCIA, ELLAS SON EL ESPÍRITU DE MARY KAY.

Mary Kay



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 mayorero 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.



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



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

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

Laura Conley
Liana Coxaj
Lidwine S. Faton
Natasha L. Fehlhaber
Kim Fejfar
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
Debra K. Hall
Elizabeth Hammonds
Hema Harnanan Cheong
Kathleen Heller
Liliana Hernandez
Dee Ann Horst
Melissa S. Houston
Silvia Jimenez
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

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 Rubi 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

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

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

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 månudeo de octubre de 2018.

SAPPHIRE/ZAFIRO

Katherine L. Longley \$91,117
Moleda G. Dailey 89,465
Karla M. Reno 79,797
Penny J. Jackson 75,036
Vicki Piccirilli 74,956
Jamie L. Lawrence 72,677
Kelly I. Brock 71,179
Ann W. Sherman 70,013
Randi Stevens 68,614
Brooke E. Bennett-Young 68,308
Christine M. Jessee 65,733
Debbie A. Weld 63,242
Julie Neal 62,322
Lady Ruth Brown 62,160
Linda Meier 62,134
Courtney H. Young 61,125
Marie E. Vlaminck 61,027
Jessica Holzbach 60,416
Jerlene Vrana 60,349
Laura Poling 59,642
Petie L. Huffman 59,151
Miranda Kantor 59,027
Marni M. Hendricks 58,040
Casio Hembree 58,015
Waverly R. Copeland 56,608
Linda H. Rowsey 56,480
Diane Covington 55,930
Jennifer Levitt 54,764
Carol Lee Johnson 54,352
Kristi M. Anderson 53,915
Keita Powell 53,621
Nedra White-Warham 53,419
Jordan Eicher 53,301
Missy M. O'Neal 52,926
Susan T. Boothe 52,619
Robyn S. Cartmill 51,841
Cheri L. Taylor 51,359
JoAnna P. Shipe 51,234
Cynthia S. Sheppa 51,224
Nancy W. Pettaway 51,084
Reyna V. Alvarado Rivera 50,465
Michele M. Armes 49,786
Joli A. Dockery 49,494
Geraldina E. Cruz De Soriano 49,223
Anita R. Rabelo 49,213
Heather L. Bohlinger 48,527
Karla R. Plantan 48,516
Kaye Yuen 47,934
Orenda R. Hunniford 47,381
Tracy Potter 47,102
Joyce A. Newell 47,008
Shanna H. Jones 46,980
Tracy Foltz 46,804
Judith E. Cotton 46,565
Katie D. Nichols 46,341
Betty Alvarado 45,527
JoAnn M. Allen 44,910
Kimberly Leigh Moore 44,859
Laurieann Barclay 44,853
Amy J. Bowman 44,684
Candace N. Holte 44,592
Julie B. Sapp 44,352
Kathy Lee 44,258
Beth S. Austin 44,064
Kathleen Kirkwood 43,972
Kathy L. Silva 43,959
Delia Ponce 43,954
Fraidia M. Klein 43,881
Nocona L. Koenig 43,750
Mary K. White 43,693
Jeanette E. Beichle 43,528
Nannette G. Short 43,362

Epsie J. Elmer 43,020
Michele Cobin 42,737
Dolores Keller 42,627
Erika D. Hulm 42,612
Hilda Marrufo 42,390
Michelle M. Gainer-Stripe 42,374
Lynn F. Huckels 42,354
Tehrie Ned 42,158
Tracy Grodsky-Dunn 41,994
Tommi Pleasure 41,990
Belle L. Martin 41,760
Kathy A. Freeman 41,619
Beth T. May 41,443
Regina I. McDermott 41,319
Denise Yates-Hernandez 41,024
Kayla T. Cornish 40,962
Lafreda D. Williams 40,701
Rita Schaefer 40,700
Jeanette M. Thompson 40,658
Kim Tarbet Munoz 40,528
Marjorie S. Haun 40,518
Patty Webster 40,281
Stephanie L. Lenard 40,256
Natalie Cargile 40,118
Julie A. Griffin 40,102
Debra J. Witmer 40,001
Auldon Sweeney-Wydo 39,991
Peggy Matish 39,983

EMERALD/ESMERALDA

Nancy Boucher \$97,323
Stacy D. Foust 93,215
Melinda M. Balling 83,912
Ginny B. O'Kain 82,353
Deanna L. Spillman 81,418
Hilda L. Moreno 79,885
Jennifer L. Besecker 76,187
Stacey Craft 73,884
Nicole L. McDaniel 69,968
Hollie R. Sherrick 69,353
Mary Strauss 68,976
Tammy West-Murrian 68,289
Dawn Wilson 66,835
Eburn Osaze 66,567
Amber L. Towne-Geehan 66,491
Maggie Rader 64,785
Michele S. Rankin 62,964
Katy Goldstein 62,896
Debra Allison 61,811
Kijuauna R. McKinnie 59,920
Carrie Bloink 58,990
Tina M. Dees 57,890
Leslie M. McKinney-Smith 57,812
Pam Kelly 57,464
Phyllis I. Pinski 56,301
Carolynn Thompson 56,267
Shauna L. Abbotts 56,153
Margaret Neill 55,336
Jill Beckstedt 54,729
Yaleska Feliciano Rios 53,932
Ashley N. Clinesmith 53,782
Debbie A. Thomas 53,719
Betty McKendry 53,628
Lesla R. Franken 53,041
Cindy Anderson 52,800
Tammie M. Hanson 52,433
Jo M. Cotton 52,164
Linda Berglund 52,013
Rachelle Holloway 51,701
Amber D. Campbell 51,698
Kathleen L. Holmberg-Botelho 51,563

Breanne Suftrin 51,124
Sheri Farrar-Meyer 51,014
Andrea L. Peters 51,006
Lizi M. Gregory 50,905
Janice B. Hull 50,718
Nancy S. North 50,051
Heathdr L. Hulsey 49,698
Kathryn L. Engstrom 49,135
Linda J. Wicks 48,792
Bridgett L. Moore 47,696
Rosy G. Acevedo 47,474
Deirdre L. Eschauzier 47,465
Jacquelyn Dykstra 47,391
Kim Williams 47,211
Tommy Steele 46,937
Deb Altenburger 46,811
Susan R. Cunningham 46,690
Abigail L. Quinn 45,982
Audrey J. Doller 45,976
Becki Hackett 45,759
Laticia M. Henry 45,714
LaKeshia M. Chisholm 45,574
Shelley Money-Eldridge 45,253
Anita K. Cunningham 44,935
Shawna D. Schneider 44,756
Elva Jordan 44,653
Theodora W. Bradley 43,957
Marie Pfarr 43,832
Delores E. Black 43,771
Leanne Parrino-Pheasant 43,685
Carolyn J. Bishop 43,671
Brenda Stafford 43,651
Menina M. Givens 43,537
Elsi Coto 43,311
Joanna Helton 43,257
Mabel Mir 43,236
Alison Jurek 43,102
Joslyn Eaton 43,088
Mary-Beth Anderson 42,988
Stephanie H. Blake 42,685
Kim I. Bessey 42,675
Ann Tinucci Anderson 42,524
Ann F. Smith 42,503
Amy L. Fields 42,373
Michelle A. Cunningham 41,907
Lindsay E. Freisthler 41,846
Hannah Marks 41,817
Renita G. Peele 41,815
Teresa Bolden 41,808
Alyce Burnett 41,616
Susan H. Celi 41,437
Richelle V. Barnes 41,419
Chris H. Teague 41,327
Olayinka K. Adegbayi 41,316
Jill A. McCoy 41,277
Hariett Sharpe 41,269
Nikki H. Edgemon 41,108
Linda Klein 40,947
Dawn M. Starr 40,909

DIAMOND/DIAMANTE

Amy Kemp \$111,405
Crystal D. Gardner 95,507
Julie Danskin 86,243
Cindy Machado-Flippen 77,383
Susan M. McCoy 76,205
Tawnya Kremppges 75,329
Kim A. Messmer 74,942
Mary Kathryn King 73,862
Marsha Morrisette 73,238
Karime Rosas 72,926
Priscilla McPheeters 72,001

Deborah Dudas 68,136
Christi G. Campbell 67,814
Deborah S. Bailye 66,912
Linda T. Cartiglia 65,832
Kelly Willer-Johnson 62,981
Sherrie C. Purvis 62,970
Mileta K. Kinser 62,553
Mary P. Creech 62,386
Celeste Byrd 61,634
Audrey K. MacDowall 61,213
Paula Kelsch 60,819
Gerri Anne Morris 60,439
Shelly Palen 60,286
Alicia Borkowska 59,084
Suzanne T. Young 58,889
April C. Hutchinson 58,844
Stephanie A. Mottaz 58,366
Anne Geertsen 58,044
Megan N. Wilkes 56,969
Mariann Biase Mason 56,890
Joy H. Rentz 56,560
Terri J. Beckstead 56,200
Cindy Rogers 55,783
Alicia Kingery-Lokai 55,456
Tracy Craven 55,328
Susie Kopacz 55,087
Patricia Carr 54,485
Britt N. Burke 54,319
Donna K. Smith 54,173
Katsiaryna Pratasenia 52,969
Sharon B. Carney-Wright 52,329
Christy Bigham 51,546
Delmi C. Santos 51,409
Allison Piro 50,941
Sylvia L. Martinez 50,804
Sandy Griffith 50,251
Michelle Cape 49,389
Claudia Chavez 49,373
Jenny Siemonsma 49,196
Alyssa K. Harland 49,077
Jan Geig 49,074
Sara R. Pennella 49,000
Karen M. Bonura 48,936
Lacey L. Bradford 48,818
Karinna Gonzalez Rivera 48,572
Pat Joos 48,019
Grace N. Lemke 48,018
Bessy Y. Gomez 47,997
Julia R. Orser 47,775
Anita M. Bendio 47,702
Marty T. Wynn 47,532
Stephanie A. Richter 47,473
Emily E. Schuette 47,393
Jil Johnson 47,384
Susie Moore 47,283
Rebekah Hirneisen 47,219
Lindsay R. Stewart 47,012
Nancy M. Polish 46,922
Jesyee R. Nichols 46,915
Billie Gillespie 46,707
Lisa Rada 46,514
Emily G. Franks 46,251
Christina L. Frantz 46,022
Kim C. Meyers 45,779
Holly A. Brown 45,606
Nancy F. Castro 45,560
LaChelle M. Seleski 45,457
Stacy Rozwadowski 45,423
Lindsey D. Christenson 45,244
Nicki R. Hill 45,230
Patty Y. Rovano 45,098
Zaida J. Ortiz 45,017
Lisa A. Raupp 44,809
Shelly M. Smith 44,677

Dana Davis-Armstead 44,569
Debbie Larson 44,520
Kathy R. Bullard 44,505
Lois R. Humbert 44,435
Sue M. Fischer 44,414
Holly S. Neff 44,382
Cheryl A. Riead 44,167
Ingrid E. Smith 44,133
Terri Lewis 44,124
Nadine Bowers 44,080
Maria Sanchez 43,945
Kathy M. Viola 43,883
Jennifer Messore 43,862
Joan M. Farrell 43,118
Kathy Fean 42,524

RUBY/RUBÍ

Thessy N. Nwachukwu \$108,227
Candace L. Doverspike 105,672
Kately Delgado 101,498
Kaela L. Steinman 93,145
Kali DeBlander Brigham 88,013
Susan Moore 82,025
Ryan A. Rives 78,671
Krystal D. Downey-Shada 77,732
Paula M. Kirkpatrick 74,913
Laura V. Middleton 74,695
Lauren N. Bloomer 70,136
Diane K. Lundgren 69,105
Tracy W. Jones 68,660
Donna Clark-Driscoll 68,439
Randi S. Gleason 67,722
Shawni Diggan 66,706
Tamarie M. Bradford 66,266
Lisa Anne Harmon 65,510
Stephanie L. Coker 64,696
Cleta Colson-Eyre 62,445
Lisa Hansen 61,867
Eusebia Bonilla 60,881
Marnie R. Yunger 60,743
Mary A. Dell 60,125
Ana P. Farrell 58,450
Sherri Ammons 58,292
Terry Thole 57,260
Heather A. Daniel-Kent 56,502
Amy C. Schuler 55,737
Brenda Fenner 54,851
Maureen Shipp 54,822
K.T.M. Martin 54,017
Teri A. Walter 53,844
Stacey P. Nelson 53,309
Elvia Cordova 53,005
Stephanie Audino 52,979
Gloria Moreno Medrano 52,210
Heather C. Feiring 52,201
Laura L. Waters Vazquez 52,064
Gloria H. Ebere 51,807
Susan C. Ehrnstrom 51,185

Laurie C. Cole 51,048
Debbie A. Elbrecht 50,973
Luz A. Perez 50,931
Patty L. Bojan 50,827
Jeanie Roman 50,282
Patti Cornell 50,113
Lisa D. Prescott 49,920
Kenia K. Acosta 49,776
Crystal C. Hubbard 49,646
Laurie T. Plyler 49,149
Suzanne Moeller 49,110
Chatney Gelfius 48,894
Valerie A. Lucio-Polk 48,421
Michelle L. Sanders 48,324
Jeanie K. Navrkal 48,196
Jordan Twilley 47,952
Jennifer L. Albertini 47,593
Laura A. Kattenbraker 47,574
Barbara Pleet 47,371
Breanna N. Goodwin 47,363
Ginger J. Benedict 47,025
Elyne J. Watson 46,975
Donna L. Comstock 46,637
Lee Clouse 46,125
Caitlin M. Griffio 46,080
Marye Durrer 45,747
Becky Goshorn 45,572
Michelle L. Mathews 45,146
Kathy Brennan 45,134
Rachael M. Bullock 45,092
Reina Murcia 44,986
Cherie L. Smith 44,814
Barbara Baty 44,795
Shari M. Kirschner 44,609
Cheryl A. Dechenne-Sheedy 44,511
Regan L. Danforth House 44,332
Kellee L. Valerio 44,327
Jackie M. Craver 44,304
Maricarmen Gonzalez 44,156
Alice R. George 43,671
Christyne M. Zinnecker 43,380
Maria Rocio Rico De Jacinto 43,029
Elizabeth A. Kramer 43,014
Karen E. Gardner 42,854
Rose Campbell 42,814
Vicki O'Bannon 42,271
Sonya F. Goins 42,198
Elena Santos 42,159
Pam Heston 42,039
Christy M. Cox 41,950
Sheryl J. Arena 41,883
Becky Kiessig 41,824
Christina V. Rolf's 41,682
Jan M. Moses 41,505
Susan A. Smith 41,455
Jennifer Isenhart 41,429
Linda Christenson 41,282
Pamela J. Sparks 41,161
Linda Sigle 40,882

NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay



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; one-time 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."



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 *Meg 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 prejudice 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. ♥

MARY KAY
**CAREER
 CONFERENCE**
 2019

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.

*Only
 \$95!*

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

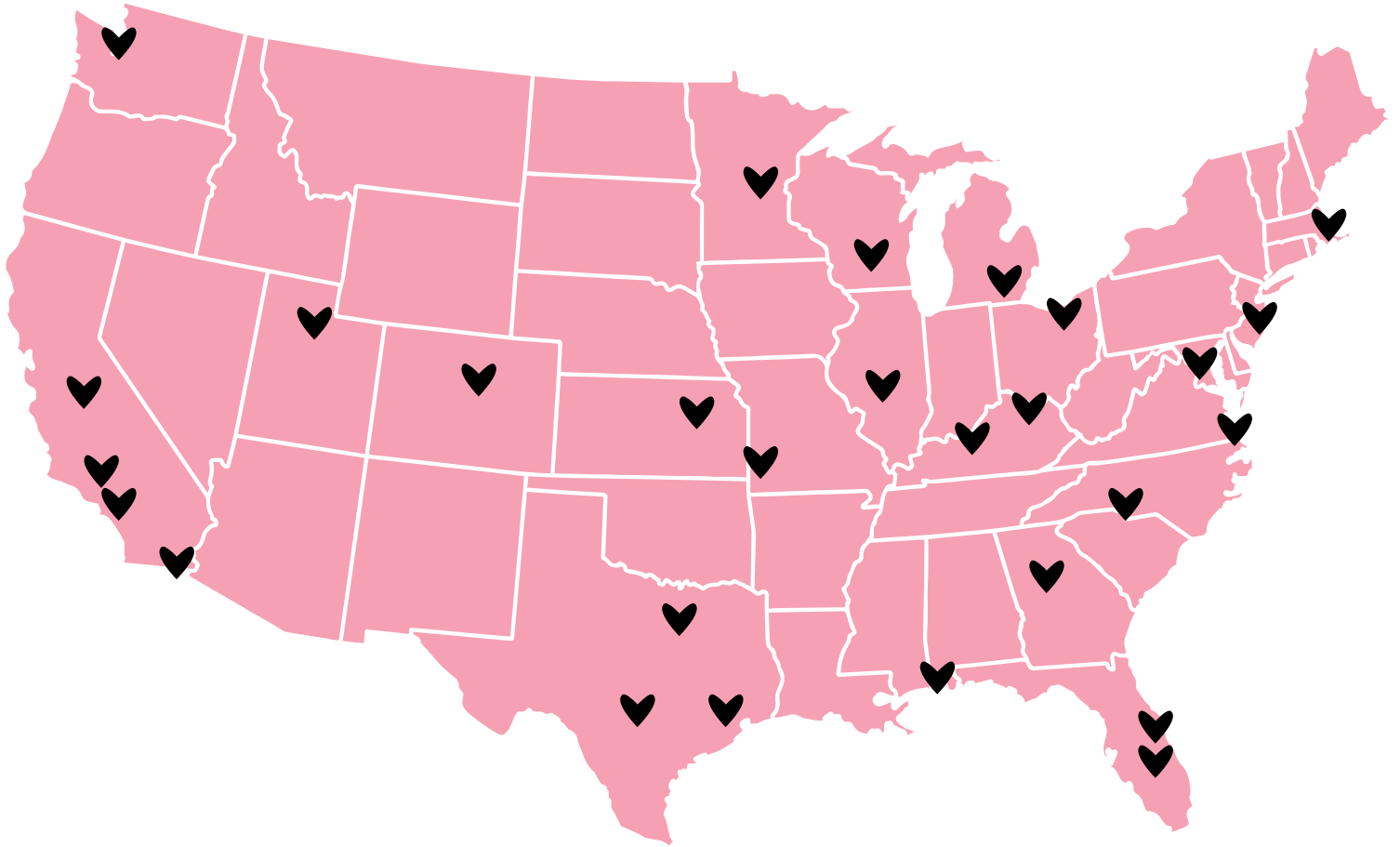
Mary Kay Ash believed that showing up to your weekly success meetings and Company events can make that spark of difference in your business. It's time spent learning and is an investment in your future.

"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



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





STAR CONSULTANT PROGRAM

DEC. 16, 2018, to MARCH 15, 2019

MARY KAY®

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.



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



Griffin** 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

Five Habits of a Star Consultant



INDEPENDENT SENIOR SALES DIRECTOR TERESA BOLDEN, CHESAPEAKE, VA.

1. 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!

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Gifts for the GUYS

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



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

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



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

Independent Beauty Consultant LaTorria Richardson,

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

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.

SHE WANTS TO ...

IMPROVE FINE LINES AND DRYNESS AROUND THE EYES



TimeWise® Age Minimize 3D® Eye Cream, \$36 or
TimeWise® Firming Eye Cream, \$32

REVIVE TIRED-LOOKING SKIN



TimeWise Replenishing Serum+C®, \$56

UNMASK NEW BEAUTY



TimeWise Repair® Lifting Bio-Cellulose Mask, \$70, pk./4
Clear Proof® Deep-Cleansing Charcoal Mask, \$24
TimeWise® Moisture Renewing Gel Mask, \$22

ADDRESS FINE LINES AND WRINKLES AROUND THE LIPS



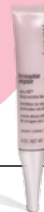
TimeWise® Age-Fighting Lip Primer, \$24

REDUCE THE APPEARANCE OF LARGE PORES



TimeWise® Pore Minimizer, \$27

MINIMIZE THE APPEARANCE OF DEEP WRINKLES



TimeWise Repair® Volu-Fill® Deep Wrinkle Filler, \$45

EXFOLIATE



TimeWise® Microdermabrasion Plus Set, \$55
TimeWise Repair® Revealing Radiance® Facial Peel, \$65

LEARN MORE ABOUT ALL OF THESE PRODUCTS ON [MARYKAYINTOUCH® > PRODUCTS > PRODUCT CENTRAL.](#)

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 it's 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 indulgently 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.

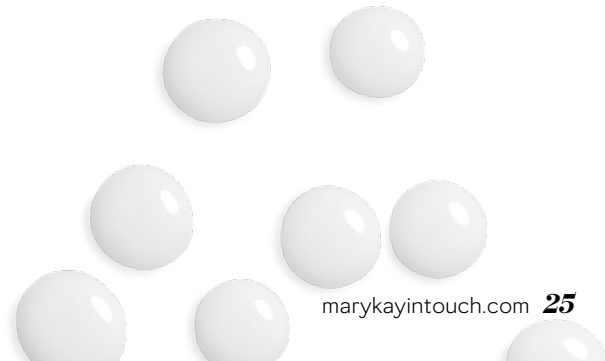


Skinvigorate™ Cleansing Brush

effectively deep cleans and sweeps away dulling dead skin cells.



SKIN CARE CONFIDENT
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YOU HOLD THE KEY



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“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.

