

MARY KAY

applause[®]

DECEMBER 2015

Holiday Hits!

Small Gifts.
Big Delights.



Bundle Up!
Create Festive
Gift Bundles.

**TRY IT
NOW!**

**CITYSCAPE™
FRAGRANCE
SAMPLES ON
PAGE 2**

discover what you **LOVE**



“Here at Mary Kay Inc. we are dedicated to keeping the Christmas spirit alive throughout the year. For I firmly believe that all we send into the lives of others does come back into your own. And by trying to live Christmas 12 months a year, we can make this world a better place in which to live. Yes, the world needs Christmas.”

december dates: to remember

Helpful Numbers:
Mary Kay Consultant
Contact Center
800-272-9333

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

Automated
Information Line
800-454-1130 (24 hours)

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.

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

3

15

- Postmark deadline for Quarter 2 Star Consultant quarterly contest.
- Deadline to make Quarter 1 Star Consultant prize selections.

- Quarter 3 Star Consultant quarterly contest begins.
- Spring 2016 Preferred Customer ProgramSM online enrollment for *The Look*, including exclusive samplers (while supplies last), begins.

16

20

Online prize selection available for Quarter 2 Star Consultant quarterly contest.

24

Company holiday.
 All Company offices closed.

Christmas Day.
 All Company offices closed.
 Postal holiday.

25

30

Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

31

- Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).
- 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.



Also available on *Mary Kay Mobile InTouch™* on your smartphone at m.marykayintouch.com.

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. ©2015 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:

@ Mary Kay



Holiday

From a printable invite and wish list to open house tips and merchandising how-tos, *Mary Kay InTouch*® has what you need to help you spread Mary Kay **Cheer!**

Sunshine and Inspiration

Independent Sales Directors will converge in Los Angeles **Jan. 13-16** to discover their full potential as leaders. Expect the atmosphere to buzz with infectious energy that comes from uniting women from all four Seminar divisions under one roof. PLUS, the first **1,000 Independent Sales Directors-in-Qualification** who register can attend! *Mary Kay InTouch*® has the details.



Fall Into Red.

If you haven't earned your red jacket, what's stopping you? Doing so can help you increase your income, earn more rewards and build confidence! Check out **Vice President of Sales Force Motivation** **Sean Key's** [video](#) under **Contests / Race for Red** on *Mary Kay InTouch*® for motivation and inspiration.



Let It Glow.

Give your customers the gift of glow – offer them the 21-day **#GlowAndTell** challenge. Share on social media.



#GlowAndTell

inside THIS ISSUE

The Gift of Fragrance

U.S. fragrance sales peak in December, so now's your chance to introduce your customers to Mary Kay's array of fragrances. They'll find a beautiful scent for everyone on their list. **pages 2-3**

Holiday 911

Take the "hectic" out of the holidays for your customers with perfect last-minute gifts and stocking stuffers! **pages 4-5**

Social Selling

Too many parties? Not enough time? Let your business work for you through social media, online and your *Mary Kay*® Personal Web Site. **pages 6-7**

Holiday Bookings

Invite your customers to fun and festive holiday parties and open houses, and you can build your sales and your team! **pages 14-15**

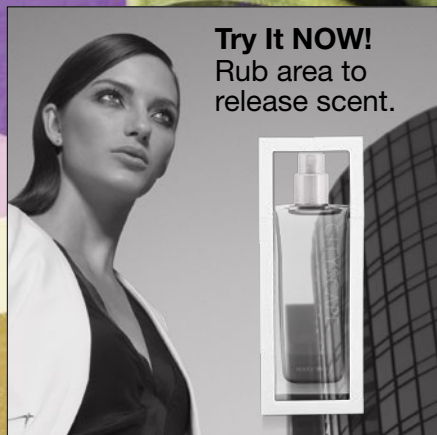
Gifts Yule Love

Your customers will love *Mary Kay*® holiday gifts! Use this flier to share these delectable treats! **page 16**

Seminar Stars

Seminar 2015 was certainly one to remember! Whether you were there or heard stories at home, we hope you enjoy this fun and inspiring recap and celebrate with us next year! **pages 17-21**

'Tis the Season FOR



Try It NOW!
Rub area to
release scent.



Also Available!
Limited-Edition¹
Cityscape[™] Silkening
Dry Oil Mist, \$20



Help your customers experience the height of effortless elegance with these impeccable **NEW *Cityscape*[™]** scents. *Where will life take you next.*[™]

◀ *Cityscape*[™] for Her
Layer on the distinct beauty of the phantasia orchid with this luxurious fragrance.

\$50



\$50

◀ *Cityscape*[™] for Him
A combination of wood accents and Italian bergamot make this scent intoxicatingly masculine.



Try It NOW!
Rub area to
release scent.



FRAGRANCE.

More GREAT FRAGRANCES

FOR HER

- Thinking of Love*® Eau de Parfum, \$32
- Belara*® Eau de Parfum, \$38
- Bella Belara*® Eau de Parfum, \$38
- Journey*® Eau de Parfum, \$40
- Belara Midnight*® Eau de Parfum, \$38
- Thinking of You*® Eau de Parfum, \$32

FOR HIM

- MK High Intensity*™ Cologne Spray, \$40
- MK High Intensity*™ Sport Cologne Spray, \$40
- Domain*® Cologne Spray, \$38
- Tribute*® for Men Spray Cologne, \$28
- True Original*® Cologne Spray, \$36



“ I believe we’re never fully dressed until we spritz on our fragrance – it sets our mood! ”



Independent Sales Director Marilyn Harris
Jamaica Plain, Mass.

I share fragrance at holiday parties and open houses. My best-sellers are *Belara*® and *Journey*® for women, and *Tribute*® and *MK High Intensity*™ Sport for men. If they come with lotion or body wash, display them together. Sets are easy sellers.

Bundle UP!

Bundle products to create add-on sales.

Some Ideas:

- She loves *Thinking of You*® Eau de Parfum. Add limited-edition* *Thinking of You*® Body Lotion, \$20
- He loves *True Original*® Cologne Spray. Add limited-edition* *True Original*® Hair and Body Wash, \$20



Marilyn's Easy Fragrance Wins:

- Always wear a *Mary Kay*® fragrance. When they ask what you're wearing, that's your invitation to share! Your passion for *Mary Kay*® products is contagious.
- Market yourself as a year-round gift service provider.
- Display fragrance at parties and consultations all year.
- Hand out lightly spritzed business cards.
- Share through social media for Valentine's Day, Mother's/Father's Day, bridal, birthdays, etc.



Smell Success!

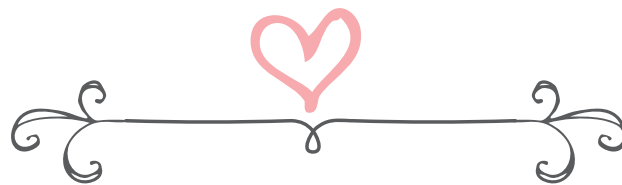
New to selling fragrance? *Mary Kay InTouch*® has what you need including the special **Holiday edition of *The Look***, **Fragrance eCatalog**, a fun **What's Your Fragrance Personality?** game and much more!

TIP ▶ Share & Sell. Add fragrance samples to your customers' product orders or hand them out with your *Mary Kay*® business card at parties and when you're on the go! Once they try, they'll want to buy. Find fragrance samples order info on **Section 2** of your **Consultant order form**.

All prices are suggested retail. *Available while supplies last *Source: The NPD Group, Inc. / Holiday Spending Survey

Merry and Bright

Deliver holiday cheer with these new and favorite gift ideas for everyone on your customers' lists!



New!

\$34
each

Limited-Edition[†] Sheer Dimensions™ Powder

The ultimate finishing touch for a camera-ready complexion, day or night

- ▶ Provides a flawless, high-definition finish.
- ▶ Features sheer, all-over luminosity.
- ▶ Shades work on everyone.

Two luminous shades make any skin tone "come alive" with a sheer veil of buildable color:

Lace – A sunny coral creates intriguing, glowing warmth all over skin.

Pearls – A pearlescent tone for a finish that looks bathed in candlelight.

How to Wear

Sheer Dimensions™ Powder

- ▶ Swirl a clean powder brush in your shade choice, tapping off excess.
- ▶ With a light, circular motion, dust in center of face and diffuse outward.
- ▶ Layer on extra highlights: apples of cheeks, cheekbones, temples, nose and chin.
- ▶ If desired, finish shoulders and décolleté with additional radiance.

To learn more about this fabulous new product, watch the how-to video in the **Video Lounge** on *Mary Kay InTouch*®.



Luis Casco

MARY KAY GLOBAL
MAKEUP ARTIST

Any woman could own both shades and get a different effect from each one. The powder imparts a beautiful radiance as a great finishing product to give skin subtle, modern all-over luminosity.

pearls



lace

chai latte

Eye Color

Limited-Edition† *Mary Kay*® Mineral Eye Color Quad

They're back by popular demand.

Autumn Leaves – a new take on a smoky eye.

Chai Latte – creates a classic look.

Sandstorm – for subtle radiance.

Black Ice – a modern metallic look.

Find a great how-to video on the **Video Lounge** on *Mary Kay InTouch*®.

autumn leaves

\$20 each

sandstorm

black ice



Sebastian Correa

MARY KAY GLOBAL MAKEUP ARTIST

These eye quads are perfect for building a gradation of color from dark to light. Always place the darkest shade at the outer corners of the eyelids and blend inward to create a perfect effect.

New! **MKMen**® Daily Facial Wash

\$16

Tough on dirt and oil while being gentle on skin. Bundle with these favorite *MKMen*® products:

- Shave Foam
- Cooling After-Shave Gel
- Advanced Facial Hydrator
- Sunscreen Broad Spectrum SPF 30*
- Advanced Eye Cream

Learn more on **Product Central / Products of the Month**.



Warm and Fuzzy

Your customers can get this comfy pair of fuzzy socks FREE** with a purchase of *Mint Bliss*™ Energizing Lotion for Feet & Legs. No limit. While supplies last.



\$11



More Stocking Stuffer Ideas!

Lip service. Offer a favorite lip product like *NouriShine Plus*® Lip Gloss in festive Sparkle Berry, \$15, or the soothing *Satin Lips*® Set, \$18.

Joy to the girl. Take a *Mary Kay At Play*® Shadow & Liner, \$13, and Lip & Cheek Stick, \$10, then bundle it with a pair of fun earbuds or colorful hair ties.

Pamper me. Everyone loves the *Satin Hands*® Pampering Set, \$35.

Swept away. The *Mary Kay*® Brush Collection makes a perfect gift, \$55.



DECK

the

Make holiday sales come to life with social media and your MaryKay® Personal Web Site.

Holiday open houses and parties aren't the only way to be social this holiday. Why not feature your Mary Kay gift-giving favorites on Facebook® or online? Now's the time to remind your customers that you have what they want, and they can shop at the push of a button! Here are some ideas to get you started!

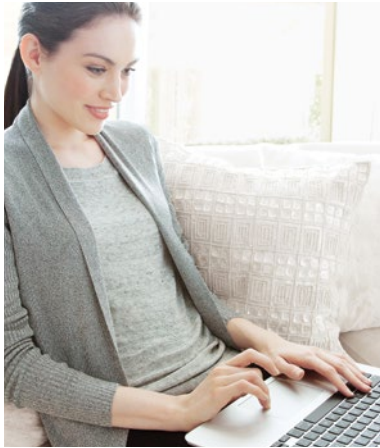


Mary Kay®
Personal Web
Site. Offer your customers
24/7 shopping. Sign up today
in time for Black Friday

(Nov. 27) through the Personal Web Site Manager on *Mary Kay InTouch*®. If you like, you can offer specials and discounts on your [website](#) as well. And make sure you are opted in to send *Beaut e News*™ to your customers, so they receive timely emails with gorgeous product images – great reminders to shop with you!



Walls!



Facebook®. Hold a *Mary Kay®* party on Facebook®. Just create a new event from your *Mary Kay®* Facebook® Fan page. You can chat via Facebook® Messenger throughout the party to answer questions. Be sure to include your *Mary Kay®* Personal Web Site link so your guests can take advantage of any offers you have. Follow up with Facebook® posts after the party. You can even email any of the *Mary Kay®* eCatalogs to keep gift ideas flowing.

Email. Engage your customers in a “12 Days of Gifting” email campaign. Use *MKeCards®* to highlight products anyone would love to receive!

Mary Kay® Social Publisher

You can promote Black Friday and Pink Monday on Facebook® and help drive traffic back to your *Mary Kay®* Personal Web Site (PWS). **It's free with a PWS subscription.** Details on *Mary Kay InTouch®* / Business Tools / Personal Web Site Manager.



Customer Delivery Service

Good tidings you bring to your customers' front doors! Use *Mary Kay®* [Customer Delivery Service](#) and send products to your out-of-town customers without packing and shipping yourself!



Independent Senior Sales Director
Mary Cho
Indianapolis, Ind.

Black Friday/ Pink Monday

“ I like to keep it simple, and my customers appreciate that. They're already hit with every sale imaginable, so instead of having separate sales for Black Friday and Pink Monday, I combine those events into one big shopping weekend.”

holidaySELLING

August | recognition

Congratulations to the winners

TOP NSDs YEAR-TO-DATE



Anita Mallory



Gloria Mayfield Banks



Kathy Helou



Karen Piro



Gloria Castaño



Jan Harris



Carol Anton



Sonia Páez



Lisa Madson



Pamela Waldrop Shaw

ON-TARGET INNER/DIAMOND/ GOLD CIRCLE

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 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 August 2015, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for July 2015.) 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 through August 31, 2015.

On-Target for \$800,000 Inner Circle

Anita Mallory \$134,221

On-Target for \$550,000 Inner Circle

Gloria Mayfield Banks \$95,805

On-Target for \$500,000 Inner Circle

Kathy Helou \$88,657
Karen Piro 84,781

On-Target for \$450,000 Inner Circle

Gloria Castaño \$81,239
Jan Harris 77,494

On-Target for \$400,000 Inner Circle

Carol Anton \$71,717
Sonia Páez 69,470
Lisa Madson 67,845

On-Target for \$350,000 Inner Circle

Pamela Waldrop Shaw \$64,815
Cheryl Warfield 61,831

On-Target for \$325,000 Inner Circle

Patricia Turker \$55,721
Cindy Williams 54,629
Halina Pygiel 54,241

On-Target for \$300,000 Diamond Circle

Mary Diem \$53,303
Stacy James 52,278
Karlee Isenhardt 51,169

On-Target for \$250,000 Diamond Circle

Anabell Rocha \$49,284
Lupita Ceballos 48,452
Dawn Dunn 46,386
Sherry Windsor 46,259
Debi Moore 45,898
Dayana Polanco 43,403

On-Target for \$200,000 Diamond Circle

Kristin Myers \$41,305
Anita Tripp Brewton 39,225
Sandy Valerio 38,584

Julianne Nagle \$38,581
Cindy Fox 38,476
Connie Kittson 38,326
Kerry Buskirk 38,286
Sara Pedraza-Chacón 37,976
SuzAnne Brothers 37,827
Judie McCoy 37,503
Cyndee Gress 35,568
Gay Hope Super 35,519
Ada García-Herrera 35,204
Mary Estupiñan 34,817
Linda Toupin 33,372

On-Target for \$150,000 Gold Circle

Dacia Wiegandt \$31,999
Lara McKeever 31,620
Lia Carta 30,799
Jamie Cruse-Vrinios 30,695
Diane Underwood 30,523
Julia Burnett 29,800
Carmen Hernández 29,083
Alicia Lindley-Adkins 28,118

Morayma Rosas \$28,065
Gloria Báez 27,844
Monique Balboa 27,366
María Monarrez 27,344
Kay Elvrum 27,312
Davanne Moul 27,233
Elizabeth Muna 27,221
Shannon Andrews 27,042
Consuelo Prieto 26,691
Magdalena Nevárez 26,538
O'Nelly Encarnación 26,292
Noelia Jaimes 25,951
Vivian Diaz 25,713
Julie Krebsbach 25,228
Somer Fortenberry 25,213
Jan Thetford 25,180
Pamela Fortenberry-Slate 25,173

On-Target for \$125,000 Gold Circle

Lily Orellana \$24,497
Cathy Bill 24,458
Yvonne Lemmon 23,823

Evelinda Diaz \$23,821
Michelle Sudeth 23,181
Sue Wallace 23,020
Auri Hatheway 22,832
Candace Laurel Carlson 22,814
Maureen Ledda 22,504
Lisa Allison 22,387
Pam Ross 21,990
Alma Orrostita 21,950
Valerie Bagnol 21,741
Pam Klickna-Powell 21,571
Mayuli Rolo 21,544
Sue Pankow 21,467
LaRonda Daigle 21,074
Dawn Otten-Sweeney 21,051
Leah Lauchlan 20,888

MONTHLY COMMISSIONS AND BONUSES

Listed are NSD commissions above \$10,000 earned in August by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are not included in these amounts.

Emerald

- Gloria Mayfield Banks*** \$70,812
- Patricia Turker** 32,888
- Sonia Páez** 28,756
- Judie McCoy* 24,653
- Jamie Cruse-Vrinios 21,352
- Diane Underwood 21,200
- Monique Balboa 20,747
- Dacia Wiegandt* 20,585
- Dayana Polanco 19,996
- Julianne Nagle 19,283
- Kerry Buskirk* 18,710
- Auri Hatheway 17,369
- Anita Tripp Brewton* 16,647
- Tammy Crayk 15,899
- Evelinda Diaz 15,522
- Maureen S. Ledda* 15,329
- Pam I. Higgs 15,021
- Pam Klickna-Powell 14,228
- Kym A. Walker* 14,225
- Julianne Nagle 13,946
- Ada García-Herrera* 13,937
- Kirk Gillespie 12,902
- Sonia Bonilla 12,292
- Diane Bruns 11,896
- Mayuli Rolo* 11,849
- Kathy P. Oliveira 11,798
- Joanne R. Bertalan* 11,522
- Cristi Ann Millard 11,179
- Gillian H. Ortega 11,160
- Roya Mattis 11,088
- Sabrina Goodwin Monday 10,905
- Crissette M. Ellis 10,786

- Rosibel Shahin* 10,763
- Nancy A. Moser 10,493
- Noelia Jaimes* 10,481
- Luzmila Abadía Carranza* 10,470
- Mary Beissel 10,041

Diamond

- Anita Mallory*** \$72,801
- Lisa Madson* 46,729
- Gloria Castaño** 45,740
- Karen Piro** 40,337
- Pamela Waldrop Shaw** 30,467
- Halina Pygiel* 27,574
- Dawn A. Dunn* 22,590
- O'Nelly Encarnación 22,550
- Mary Diem* 20,591
- Shannon C. Andrews* 19,994
- María Monarrez 19,904
- Lisa Allison 19,241
- Kristin Sharpe 17,994
- Kay E. Elvrum 17,669
- Connie A. Kittson* 17,309
- Lily Orellana 17,225
- Yvonne S. Lemmon 17,002
- Kaye Driggers 16,337
- Lisa Allison 16,121
- Sue Pankow 15,302
- Pam Ross* 15,069
- Diana Sumpter 14,821
- Susan M. Hohlman* 13,796
- Yosaira Sánchez 13,748
- Jeanie Martin 13,466
- Leah Lauchlan 13,316

- Rebecca Evans* 13,136
- Rosa Carmen Fernández 12,775
- Julia Mundy 12,659
- Lynne G. Holliday 12,388
- Margaret M. Bartsch 12,375
- Alla L. Head 12,169
- Sharon L. Buck 12,167
- Roxanne McInroe 11,856
- Vicki Jo Auth 11,818
- Lynnea E. Tate 11,761
- Shelly Gladstein 11,370
- Terri Schafer 11,198
- Robin Rowland 10,342
- Heidi Goelzer 10,086

Ruby

- Carol Anton** \$42,296
- Jan Harris** 39,144
- Cindy A. Williams* 29,624
- Sherry Windsor** 28,766
- Karlee Isenhardt* 27,330
- Linda C. Toupin 26,848
- Stacy I. James** 24,904
- Lia Carta* 21,799
- Mary C. Estupiñan* 18,941
- Sandy Valerio* 18,709
- Gloria Báez* 18,430
- Cindy Fox* 18,012
- Anabell Rocha* 17,578
- Julie Krebsbach* 17,306
- Kim L. McClure 16,819
- Cathy Bill* 16,786
- Jan L. Thetford 16,586

- Crystal Trojanowski 15,699
- Candace Laurel Carlson* 14,980
- Carmen Hernández* 13,985
- Amie N. Gambaian 13,875
- Patty J. Olson 13,847
- Linda Spadlowski 13,735
- Kate DeBlander 12,602
- Lara F. McKeever 13,293
- Elizabeth Muna* 12,905
- Sherril L. Steinman 12,896
- Brenda Segal* 12,873
- María Flores 12,714
- Kathy Rodgers-Smith 11,753
- Michelle L. Sudeth* 11,630
- Juanita Gudíño 11,528
- Deb Pike 11,474
- Tammy A. Vavala 11,320
- Tammy Romage 10,633
- Jo Anne Barnes 10,626
- Lily Gauthreaux 10,478
- Lynda Jackson* 10,405
- Cecilia C. James 10,389
- Gená Rae Gass 10,337
- Bea Millslagle 10,231

Sapphire

- Kathy Helou*** \$44,237
- Cheryl Warfield** 34,804
- Lupita Ceballos** 32,269
- Debi R. Moore* 29,415
- SuzAnne Brothers* 25,476
- Sara Pedraza-Chacón* 22,364
- Kristin Myers* 21,594

- Consuelo R. Prieto* 18,952
- Alma Orrostita 18,074
- Morayma Rosas 17,752
- Davanne D. Moul* 16,864
- Cyndee Gress* 16,175
- Vivian Diaz* 16,110
- Valerie J. Bagnol* 14,795
- Tina Hulsman 14,788
- Alicia Lindley-Adkins* 14,771
- Pamela A. Fortenberry-Slate* 14,226
- Somer Fortenberry 13,921
- Phyllis Pottinger* 13,504
- Kimberly R. Copeland 13,318
- Janis Z. Trude 12,787
- Cathy E. Littlejohn 12,511
- Dawn Otten-Sweeney 12,498
- Ruth L. Everhart 12,401
- Diane L. Mentiply 11,890
- LaRonda L. Daigle 11,857
- Heather A. Carlson 11,649
- Scarlett S. Simpson* 11,564
- Diana Heble 11,502
- Sylvia Kalicak 11,178
- Glinda McGuire* 11,147
- Debra M. Wehrer 10,941
- Jeanie M. Tamborello 10,551
- Elaine Kimble Williams 10,426
- Magdalena Nevárez* 10,284
- Evalina Chávez 10,233
- Jane Studrawa 10,165

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



GO-GIVE® AWARD

Congratulations to our December 2015 *Go-Give®* Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit for this prestigious honor today! We've made it easy – look for the **online nomination form** on *Mary Kay InTouch®* under the Contests/Promotions tab.



Mary Baron

Emerald

Independent Sales Director

Began Mary Kay Business

May 2005

Sales Director Debut

June 2013

National Sales Director

Go Give Area

Honors Star Consultant; four-times Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement

Personal Lives in San Antonio Husband, Andrew; son, Jacob

"I am motivated to help others because I feel called to build level 10 confidence in women so they can pursue their dreams with passion."

Independent Beauty Consultant

Margaret Solis of San Antonio, says, "Mary is patient, makes time for everyone and answers all our questions. She is by our side smoothing the way, and her faith in me makes me push harder toward achieving my goals."



Mary Hanson

Diamond

Independent Senior Sales Director

Began Mary Kay Business

April 1988

Sales Director Debut

March 1990

Offspring two first-line; three second-line

National Sales Director

Go Give Area

Honors Circle of Honor; eight-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; Double Star Achievement

Personal Lives in Mundelein, Ill. Husband, Harold; sons: Todd, Scott; daughters: Sarah, Martha; four grandchildren

"I am motivated to help others because I love seeing the joy in my adoptees' faces when they are welcomed as part of our unit. Mary Kay Ash was so wise!"

Independent Beauty Consultant

Kathleen Wood of Round Lake, Ill., says, "Without leaving her ill husband's side, Mary's duties for her church, the Safe House for Women, her unit and adoptees continued without fail. Her endless support keeps us on track."



Christy Huber

Ruby

Independent Senior Sales Director

Began Mary Kay Business

October 2007

Sales Director Debut

March 2008

Offspring one first-line

National Sales Director

Thea Elvin

Honors Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; two-times Circle of Achievement; two-times Double Star Achievement

Personal Lives in Fargo, N.D. Husband, Steve; son, Brooks; daughters: Hadley, Collins, Laney

"I am motivated to help others because I love helping women uncover their God-given greatness! I'm so grateful to all my mentors who paved the way with love and unwavering belief in me."

Independent Sales Director

Gayle Guggisberg of Fargo, N.D., says, "Christy always puts much time and thought into educating each new team member coming into our unit. She gets to know each unit member's strengths and helps them discover their potential."



Orenda Hunniford

Sapphire

Independent Future Executive Senior Sales Director

Began Mary Kay Business

July 2007

Sales Director Debut

November 2008

Offspring three first-line

National Sales Director

Ruth Everhart

Honors Star Consultant; six-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement; six-times Double Star Achievement

Personal Lives in Myakka City, Fla. Husband, Ron; sons: Ian, Noah; daughter, Ava

"I am motivated to help others because I want them to awaken their sleeping giant and live their best life. The Lord has blessed me tremendously, and it makes my heart sing to pass it on!"

Independent Sales Director

Meredith Taylor of Baton Rouge, La., says, "After I moved back to Louisiana, Orenda graciously cared for my unit. She motivates them and has provided a place for them to thrive. Orenda has a passion for God and gives back to her church, unit and community."

Holiday Check



Independent Sales Director
Sherrie Purvis, Lexington, S.C.

“The holiday season can be an exciting time to **increase sales and bookings**. Meet your customers’ needs during this busy time and build trust, which only enhances customer loyalty through the year.”

December



Sherrie's To-Dos:
Looks to Love

Offer a **NEW COLOR LOOK**. Your customers will appreciate looking great for holiday parties. Find new looks on *Mary Kay InTouch*®.

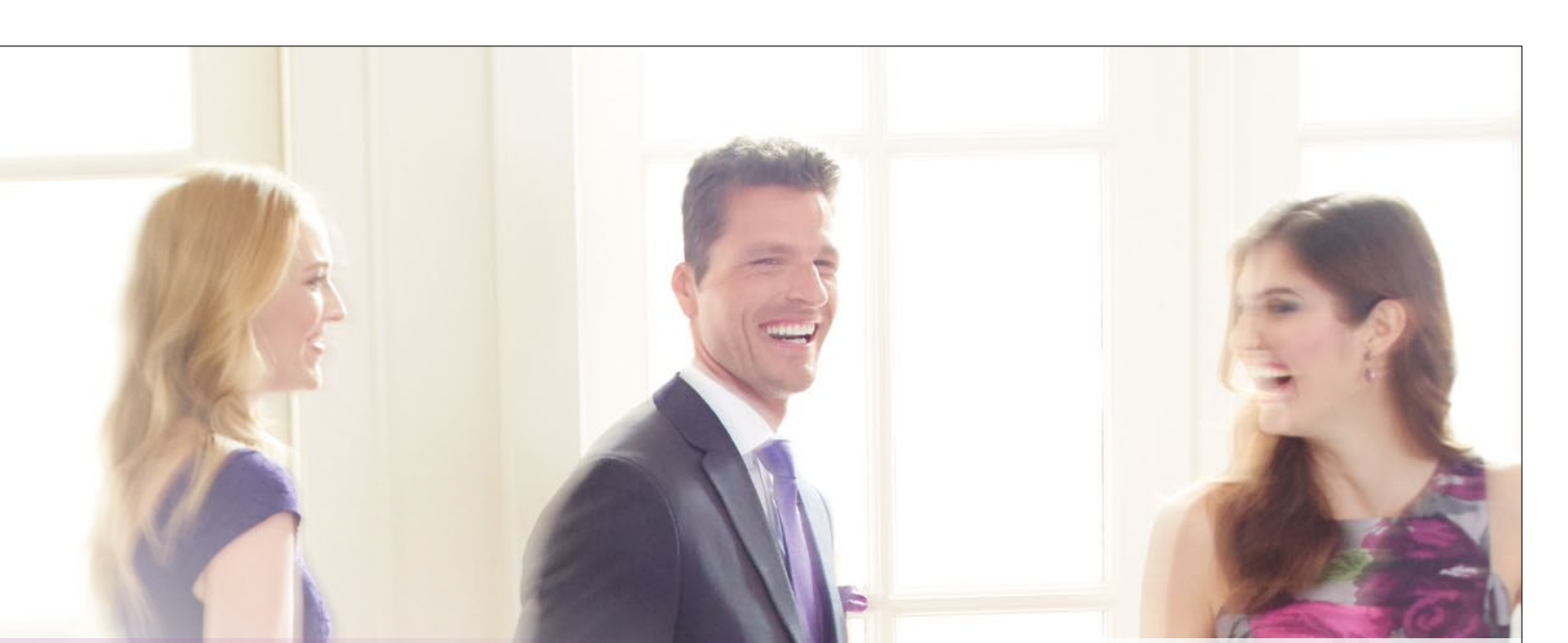


Christmas Wish List. Ask your customers to make a wish list with products they'd love to see under the tree! You can contact their spouse or significant other to help make that happen!

In the Bag

Keep *Mary Kay*® products and [holiday bags](#) (available on *MKConnections*®) handy for your customers with last-minute gift needs.





**Independent Senior Sales Director
Jo Ann M. Shell, Phoenix, Ariz.**

“The holiday season can be the **catalyst for amazing growth** in your Mary Kay business. When sharing the products, be confident, be brave and be excellent!”

12 Days of Holiday Tips!
**Special-Edition Holiday Power Class,
Nov. 1-12**

Join **12 top Independent Sales Directors** each day as they share powerful tips to make the most of your [holiday sales](#). Topics include how to conduct an open house, building your customer base and your team, using your **Mary Kay® Personal Web Site** to maximize sales, plus much more!
Visit **Mary Kay InTouch® / Education / Consultant Education / Power Class.**

FOCUS!

**Jo Ann’s
Top Three Tips for Holiday Parties**

1. **Make it fun!** Sell the sizzle of hosting a party.
2. **Be specific!** Have dates ready when talking to a potential hostess.
3. **Follow up!** Have your date book handy at checkout to book follow-up appointments.



NEW! Deluxe Mini
Create your own holiday gift with purchase!
Nourishine Plus® Lip Gloss Set. (Section 2, pk./6, is \$5 introductory price.)

Six shades packaged together make an ideal gift. Shades: Rock 'n' Red, Sparkle Berry, Fancy Nancy, Pink Luster, Silver Moon and Café au Lait. This deluxe mini joins an array of other regular-line minis: **Mary Kay® Oil-Free Eye Makeup Remover, Lash Love® I ♥ black Mascara** and **TimeWise® Microdermabrasion Plus Set.**

January CHECKLIST!

Keep the Party Going!
Sherrie and Jo Ann share their **BEST PARTY IDEAS** for January!

- ☞ **Love Yourself.** Enjoy much-needed pampering time with your girlfriends and recharge after a busy holiday season.
- ☞ **Beauty Brunch.** Good food, great friends and fantastic facials!
- ☞ **Party for a Cause.** Designate a worthwhile charity to receive donations from your parties this month.

gifts

YULE LOVE

MARY KAY®



NEW!
Limited-Edition†
Sheer
Dimensions™
Powder

\$34
each



Limited-Edition†
Mary Kay®
Mineral Eye Color
Quad

\$20
each



\$16

NEW! MKMen®
Daily Facial Wash

Contact me, _____,
your Mary Kay Independent Beauty Consultant.

All prices are suggested retail. †Available while supplies last



MARY KAY SEMINAR 2015

Hall of Dreams

Over-the-top entertainment, motivating speakers who left us breathless, insightful presentations, powerful education – and that was just the first day!

Seminar 2015 was fun, informative, emotional and inspiring all wrapped into four fabulous days. You discovered what you love about Mary Kay, and now it's time to pass it on – to team members ready to take the next step to greatness, to your loyal customers who may be ready to turn their brand love into a Mary Kay business and to new customers whose lives you can change by making them feel special. Enjoy these photo memories, and we'll see you in Dallas next year!





2014-2015 NSD INNER CIRCLE

Congratulations to the members of the Gold/Diamond Inner Circle! Each Independent National Sales Director who earned commissions of \$325,000 or above was recognized as a member of the elite Inner Circle. Those who earned commissions of \$200,000 and above achieved the Diamond Circle. Both Inner Circle and Diamond Circle members received a bonus in the amount of a percentage of their NSD commissions, as shown, and received diamonds for their NSD bracelets or necklaces, as shown. Those who earned commissions of \$125,000 and above achieved the Gold Circle. These recognition amounts only reflect official NSD commissions earned and do not include total earnings.

\$950,000
(4% bonus +
2 diamonds)



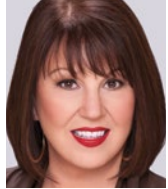
Anita Mallory
Diamond – \$38,000

\$650,000
(3% bonus +
2 diamonds)



Carol Anton
Ruby – \$19,511

\$600,000 (3% bonus + 2 diamonds)



Jan Harris
Pearl – \$18,332



Gloria Mayfield Banks
Emerald – \$18,196



Lisa Madson
Diamond – \$17,094



Karen Piro
Sapphire – \$16,821



Kathy Helou
Emerald – \$16,697



Gloria Castaño
Diamond – \$15,842



Patricia Turker
Diamond – \$8,451



Lupita Ceballos
Sapphire – \$8,001



Sherry Windsor
Emerald – \$8,000

\$500,000
(3% bonus +
2 diamonds)

\$400,000 (2% bonus + 2 diamonds)

\$350,000 (2% bonus + 2 diamonds)



Debi Moore
Emerald – \$7,885



Halina Rygiel
Pearl – \$7,656



Stacy James
Pearl – \$7,553



Cheryl Warfield
Pearl – \$7,461



Sonia Páez
Diamond – \$7,100



Cindy Williams
Pearl – \$6,889



Karlee Isenhardt
Ruby – \$6,886



Pamela Waldrop Shaw
Pearl – \$6,667

\$325,000 (2% bonus + 2 diamonds)

2014-2015 NSD DIAMOND CIRCLE

\$300,000 (1% bonus + 1 diamond)

Mary Diem
Diamond

SuzAnne Brothers
Emerald

\$250,000 (1% bonus + 1 diamond)

Judie McCoy
Sapphire

Sara Pedraza-Chacón
Sapphire

Linda Toupin
Diamond

Lia Carta
Pearl

Dayana Polanco
Diamond

Mary Estupiñan
Pearl

Dacia Wiegandt
Emerald

Julianne Nagle
Sapphire

Anita Tripp Brewton
Pearl

\$200,000 (1% bonus + 1 diamond)

Connie Kittson
Diamond

Julia Burnett
Pearl

Sandy Valerio
Sapphire

Diane Underwood
Diamond

Kristin Myers
Pearl

Anabell Rocha
Pearl

Dawn Dunn
Sapphire

Kay Elvrum
Emerald

Jamie Cruse-Vrinios
Emerald

Shannon Andrews
Sapphire

Cindy Fox
Emerald

Davanne Moul
Sapphire

Julie Krebsbach
Pearl

Cyndee Gress
Ruby

Vivian Díaz
Diamond

Gloria Báez
Sapphire

Kerry Buskirk
Emerald

Maureen Ledda
Pearl

Maria Monarrez
Ruby

2014-2015 NSD GOLD CIRCLE

\$150,000

Lily Orellana
Emerald

Consuelo Prieto
Emerald

Alicia Lindley-Adkins
Ruby

Pamela Fortenberry-Slate
Ruby

Lisa Allison
Pearl

Cathy Bill
Emerald

Valerie Bagnol
Sapphire

Sue Pankow
Diamond

Evelinda Díaz
Diamond

Susan Hohman
Diamond

Pam Ross
Ruby

Yvonne Lemmon
Emerald

Auri Hatheway
Emerald

Mayuli Rolo
Diamond

Candace Laurel Carlson
Ruby

Tammy Crayk
Sapphire

Rebecca Evans
Ruby

Scarlett Simpson
Ruby

Jan Thetford
Sapphire

Elizabeth Muna
Diamond

Glinda McGuire
Pearl

Joanne Bertalan
Emerald

Pam Klickna-Powell
Sapphire

Pam Higgs
Sapphire

Somer Fortenberry
Ruby

Kristin Sharpe
Diamond

Morayma Rosas
Emerald

Leah Lauchlan
Pearl

Jeanie Martin
Pearl

Monique Balboa
Pearl

Juanita Gudiño
Ruby

\$125,000

Kate DeBlander
Ruby

Kimberly Copeland
Ruby

Phyllis Pottinger
Emerald

Ada García-Herrera
Diamond

Alia Head
Sapphire

Lynne Holliday
Ruby

Janis Z. Trude
Ruby

Deb Pike
Pearl

Shelly Gladstein
Emerald

Michelle Sudeth
Ruby

Tammy Vavala
Pearl

Gay Hope Super
Ruby

Amie Gamboian
Pearl

Carmen Hernández
Emerald

Kirk Gillespie
Ruby

Cristi Ann Millard
Emerald

Alma Orrostieta
Pearl

Luzmila Abadía Carranza
Diamond

Kym Walker
Emerald

Roxanne McInroe
Sapphire

Kim McClure
Pearl

Lara McKeever
Sapphire

Rosibel Shahin
Diamond

Debra Wehrer
Sapphire

Lorraine Newton
Sapphire

Roya Mattis
Pearl

Pamela Tull
Emerald

María Flores
Ruby

Brenda Segal
Emerald

Noelia Jaimes
Diamond

2014-2015 NSD MILLIONAIRES**

\$13 Million
Karen Piro, Sapphire

\$12 Million
Carol Anton, Ruby

\$11 Million
Kathy Helou, Emerald
Lisa Madson, Diamond

\$10 Million
Gloria Mayfield Banks, Emerald

Anita Mallory, Diamond

\$9 Million
Cheryl Warfield, Pearl

\$8 Million
Gloria Castaño, Diamond

\$7 Million
SuzAnne Brothers, Emerald
Lupita Ceballos, Sapphire

Debi Moore, Emerald

Pamela Waldrop Shaw, Pearl

Linda Toupin, Diamond
Cindy Williams, Pearl

\$5 Million
Sonia Páez, Diamond

\$4 Million
Monique Balboa, Pearl
Tammy Crayk, Sapphire

Kay Elvrum, Emerald
Cindy Fox, Emerald

Lynda Jackson, Pearl
Pam Ross, Ruby

Jan Thetford, Sapphire
Sandy Valerio, Sapphire

\$3 Million
Candace Laurel Carlson, Ruby

Cyndee Gress, Ruby
Pam Higgs, Sapphire

Kim McClure, Pearl
Glinda McGuire, Pearl

Davanne Moul, Sapphire

Maureen Myers, Pearl
Deb Pike, Pearl

Anabell Rocha, Pearl

\$2 Million
Mary Beissel, Diamond

Joy L. Breen, Sapphire

Sandra Chamorro, Emerald

Kimberly Copeland, Ruby

LaRonda Daigle, Diamond

Angie Day, Sapphire

María Flores, Ruby

Amie Gamboian, Pearl

Auri Hatheway, Emerald

Carol Lawler, Diamond

Donna Meixsell, Ruby

Jill Moore, Sapphire

Sue Pankow, Diamond

Rosibel Shahin, Diamond

Tammy Vavala, Pearl

\$1 Million
Amy Allgood, Diamond

Sonia Arriola, Diamond

Rosa Bonilla, Diamond

Kaye Driggers, Ruby

Diane Mentiply, Diamond
Patty Olson, Pearl

Mayuli Rolo, Diamond
Yosaira Sánchez, Diamond

Kristin Sharpe, Diamond
Avelyn Smith, Sapphire
Linda Spadlowski, Emerald
Jeanie Tamborello, Emerald
Díaz Neal Warner, Sapphire
Elaine Kimble Williams, Emerald

**Independent National Sales Directors who are new members of the Mary Kay Millionaires Club or who stepped up to new million-dollar categories.

The Mary Kay Millionaires Club honors NSDs who've earned at least \$1 million in commissions since starting their Mary Kay businesses.



TOP THREE QUEENS' COURTS OF SALES AND SHARING*

SAPPHIRE

Sales Director Queen's Court of Personal Sales



King
Jim Cundiff
1st Runner-Up
P.J. Baunach
Alexandria, Va.
2nd Runner-Up
Jodi Feller
Preston, Iowa

Consultant Queen's Court of Personal Sales



Queen
Gwendolyn Diggs
Cabot, Ark.
1st Runner-Up
Bettaney O'Neal
Tracy City, Tenn.
2nd Runner-Up
Cynthia Adams
Chambersburg, Pa.

Queen's Court of Sharing



Queen
Brenda Gill
Bristol, Va.
1st Runner-Up
Julie Bickle
The Woodlands, Texas
2nd Runner-Up
Esther Amador
Pico Rivera, Calif.

EMERALD

Sales Director Queen's Court of Personal Sales



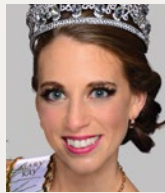
Queen
Marilyn Harris
Jamaica Plain, Mass.
1st Runner-Up
Rebecca Allen
Madison, Ala.
2nd Runner-Up
Larelle Bryson
Hyde Park, Mass.

Consultant Queen's Court of Personal Sales



Queen
Debbie Baker
Millsboro, Del.
1st Runner-Up
Cynthia Chandler
Brooklyn, N.Y.
2nd Runner-Up
Melissa DeGroot
Windsor, Va.

Queen's Court of Sharing



Queen
Grace Snively
University City, Mo.
1st Runner-Up
Kathy Robinson
Hoover, Ala.
2nd Runner-Up
Michelle Cunningham
Westlake, Ohio

PEARL

Sales Director Queen's Court of Personal Sales



Queen
Angela LaFrance
Miramar, Fla.
1st Runner-Up
Connie Diest
Saint Petersburg, Fla.
2nd Runner-Up
Pat Schlotfeldt
Winston Salem, N.C.

Consultant Queen's Court of Personal Sales



Queen
Alicia Traver
Marana, Ariz.
1st Runner-Up
Lisa Bland
Orange, Texas
2nd Runner-Up
Bridget Nicholson
Shreveport, La.

Queen's Court of Sharing



Queen
Cristina Hernandez
Dallas
1st Runner-Up
Rhona George
Framingham, Mass.
2nd Runner-Up
Michael Diaz
Woodland, Calif.

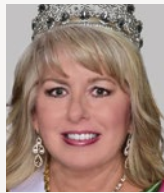
DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
Heide Grant
San Pedro, Calif.
1st Runner-Up
Linda Yeager
Hooper, Neb.
2nd Runner-Up
Suzanne Andre
Bridgeport, W.Va.

Consultant Queen's Court of Personal Sales



Queen
Tiffany Dozier
Anaheim, Calif.
1st Runner-Up
Kathy Currier
Hudson, Mass.
2nd Runner-Up
Cynthia Herreid
Keene, N.H.

Queen's Court of Sharing



Queen
Elva Jordan
Riverhead, N.Y.
1st Runner-Up
Amanda Hudgins
Decatur, Ga.
2nd Runner-Up
Jamee Wright
Tallahassee, Fla.

RUBY

Sales Director Queen's Court of Personal Sales



Queen
Heather Feiring
Epping, N.D.
1st Runner-Up
Debra Fisher
Newport, N.C.
2nd Runner-Up
April Abney
Dallas

Consultant Queen's Court of Personal Sales



Queen
Marie Van Scyoc
Norwalk, Calif.
1st Runner-Up
Linda Wagner
Cary, Ill.
2nd Runner-Up
Irene Robar
Alta Loma, Calif.

Queen's Court of Sharing



Queen
Laurieann Barclay
Dumont, N.J.
1st Runner-Up
K.T. Martin
Washington, Utah
2nd Runner-Up
Rachelle Holloway
Port Orchard, Wash.

TOP 10 SALES UNITS NATIONWIDE¹



1. **Kristi Anderson**
Raymore, Mo.
Sapphire



2. **Stacey Craft**
Spiceland, Ind.
Pearl



3. **Laura Middleton**
Belle Isle, Fla.
Pearl



4. **Kali DeBlander Brigham**
Pensacola Beach, Fla.
Ruby



5. **Nancy Boucher**
Cape Neddick, Maine
Emerald



6. **Brenda Fenner**
Flower Mound, Texas
Ruby



7. **Marsha Morrisette**
Eden Prairie, Minn.
Diamond



8. **Melinda Balling**
Santa Fe, N.M.
Emerald



9. **Cindy Machado-Flippen**
Secaucus, N.J.
Pearl



10. **Stacy Foust**
Casa Grande, Ariz.
Emerald

*Top three Independent Beauty Consultants and Independent Sales Directors in personal sales and team-building

¹Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2014-2015 contest period



2015 CIRCLE OF EXCELLENCE**

SAPPHIRE



Queen
Kristi Anderson*
\$1,750,000 Circle

1st Runner-Up
Randi Stevens
\$750,000 Circle

2nd Runner-Up
Celeste Byrd*
\$750,000 Circle

\$700,000 Circle
Jennifer Besecker
Ann Sherman
Ellen Farquharson

\$650,000 Circle
Debbie Weid
Angela LaFerry
Cheryl Anderson
Alison Jurek*
Shari Kendall*
Faith Gladding
Bonnie Crumrin
Zasha Levee
Jamie Taylor*

EMERALD



Queen
Nancy Boucher*
\$1,000,000 Circle

1st Runner-Up
Melinda Balling
\$950,000 Circle

2nd Runner-Up
Stacy Foust
\$850,000 Circle

\$800,000 Circle
Paula Kelsch*
Chris Teague*

\$750,000 Circle
Linda Meier

\$700,000 Circle
Michelle Cunningham*
Melissa Bright*

\$650,000 Circle
Ann Smith
Terrah Cromer*
Michele Armes
Jordan Helou Eicher
Barbara Pleet
Karen Ridle
Joanna Helton
Pam Kelly
Maggie Rader*

PEARL



Queen
Stacy Craft*
\$1,000,000 Circle

1st Runner-Up
Laura Middleton*
\$1,000,000 Circle

2nd Runner-Up
Cindy Machado-Flippen
\$850,000 Circle

\$800,000 Circle
Patti Cornell
Sylvia Martinez*
Nedra White*
Jordan Twilley*
Shauna Abbotts
Susan Moore*

\$750,000 Circle
Christi Campbell

\$700,000 Circle
Tina Dees
Stephanie Coker*

\$650,000 Circle
Maria Claxton-Taylor*
Keita Powell
Laurie Plyler*
Amy Kemp
Reina Murcia*
Sara Pennella
Nadine Huckabee-Stanley
Angie Locke
Vicki Piccirilli
Richelle Barnes
Katherine Ward*

DIAMOND



Queen
Marsha Morrisette
\$950,000 Circle

1st Runner-Up
Nicki Hill*
\$850,000 Circle

2nd Runner-Up
Tawnya Krempges
\$800,000 Circle

\$800,000 Circle
Gerri Anne Morris
Mary Kathryn King*

\$750,000 Circle
Mary Strauss
Susan McCoy*
Menina Givens*

\$700,000 Circle
Donna Smith
Deborah Dudas
Petie Huffman
Stephanie Audino
Delmi Santos

\$650,000 Circle
Priscilla McPheeters
Marianne Biase Mason
Mariana Moreno*
Lori Langan*
Kim Messmer
Sharon Carney-Wright
Mileta Kinsler*

RUBY



Queen
Kali DeBlander Brigham*
\$1,000,000 Circle

1st Runner-Up
Brenda Fenner*
\$1,000,000 Circle

2nd Runner-Up
Lisa Anne Harmon
\$800,000 Circle

\$700,000 Circle
Karime Rosas
Krystal Downey-Shada
K.T. Martin
Lisa Hansen

\$650,000 Circle
Mary Dell
Susan Ehrnstrom
Pansy Pierce*
Thessy Nwachukwu
Paula Kirkpatrick
Cleta Colson-Eyre
Candace Doverspike
Suzanne Moeller
Sherri Ammons*



*Received diamond bar pin for exceeding all previous years.

**Independent Sales Directors who achieved estimated unit retail production of \$650,000 or more

MARY KAY SEMINAR 2015

These five annual *Go-Give*[®] Award winners were honored at the Awards Show at Seminar 2015.

Annual *Go-Give*[®] AWARD WINNERS

Congratulations



As 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."

Thanks to these women and those like them, the annual *Go-Give*[®] Award is a legacy that sets this Company apart.

SAPPHIRE

Independent Sales Director
Jea Summers-Gackowski
McDonough, Ga.

"This confirms that escaping from corporate America was the right move and that Mary Kay is the right place for women who want to make a difference.

"It is wonderful to be mentored by Independent National Sales Director Diana Sumpter and Independent Executive Senior Sales Director Faith Gladding. As a product of the adoptee system, it is a privilege to be with those of you who, with open arms, carry on Mary Kay's traditions."



EMERALD Independent ▲
Senior Sales Director
Amy Sigler – Northwood, Ohio

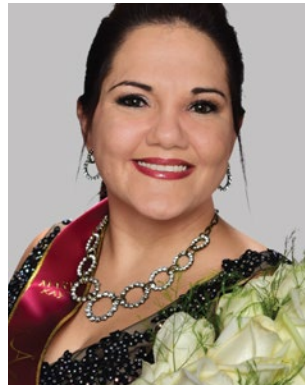
"Receiving this award was an amazing experience not only for me, but for my husband Craig, my three daughters Abbie, Evie and Maddie, my wonderful family and friends.

"I strive to do my best and daily live out the *Go-Give* spirit. I pray and hope God allows me to continue to share His love through the Mary Kay opportunity and help other women learn just how amazing they are. Thank you for this huge and humbling experience."

PEARL Independent ▶
Senior Sales Director
Angie Jorgensen
Omaha, Neb.

"The positive, empowering growth from being a part of this great Company helped me to rise above crazy health challenges – heart attack, stroke, a coma, organ failure plus more, all caused by a tumor. With great doctors, a strong family, outstanding girlfriends, prayer and nothing short of a miracle, I'm thriving today!

"Each day is a chance to pay it forward and make a difference. Focus on the positive and build on that. Psalm 108:1 says, 'My heart is strong, I will give praise and thanks!'"



◀ **DIAMOND Independent Sales Director**
Wendy Coffey – Sarasota, Fla.

"I am so honored to be chosen as the annual *Go-Give*[®] Award winner. This prestigious award is all about the heart and about blessing others through this amazing opportunity. Mary Kay Ash made every person she came in contact with feel important, and it is our responsibility to carry on her legacy.

"Find something that touches your heart and give back to your community. Breast cancer awareness and eliminating the exploitation of women are two areas that I personally give back to. Lead with your heart and do all things for His glory! Praise God from whom all blessings flow!"



◀ **RUBY Independent Future Executive Senior Sales Director**
K.T. Martin – Washington, Utah

"This Company has given me and my family a renewed life, and I feel it is only fair to pass along the timeless principles and philosophies to others. We are called to be excellent servants and, therefore, my prayer each day is that I change a life by just letting God's light shine through me. I am absolutely honored to receive the annual *Go-Give*[®] Award. Thank you to all who have poured into my life and helped me grow into the woman I am today!"

MARY KAY®

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

PRSR STD
U.S. POSTAGE PAID
MARY KAY INC.

Glow and GIVE BACK.

New
limited-edition†
discover what you
LOVE
Travel Roll-Up Bag

Purchase any *Mary Kay*® skin care set* and **get the bag for only \$10**. In the U.S. from Oct. 26 to Dec. 31, 2015, Mary Kay will donate **\$5 from each sale of the bag** to **The Mary Kay Foundation**™. Your purchase supports the Foundation's grant program for women's shelters, helping domestic violence survivors begin a life free from abuse.

**TimeWise*® *Miracle Set*®
TimeWise Repair® *Volu-Firm*® Set
TimeWise® *Microdermabrasion Plus Set*
Botanical Effects® Skin Care Regimen
Clear Proof® Acne System

†While supplies last



▲ \$10 with the purchase of a *Mary Kay*® skin care set*

(Products not included)



\$10
each

THE MARY KAY
FOUNDATION™