Bundle Up! Create Festive Gift Bundles.

Holiday Hits!
Small Gifts. Big Delights.

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**

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

**15**
- Postmark deadline for Quarter 2 Star Consultant quarterly contest.
- Deadline to make Quarter 1 Star Consultant prize selections.

**16**
- Christmas Day.
  - All Company offices closed.
  - Postal holiday.

**20**
- Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

**24**
- 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.

**30**
- 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.

**31**
- Also available on Mary Kay Mobile InTouch™ on your smartphone at m.marykayintouch.com.
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.

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.

Holiday 911
Take the “hectic” out of the holidays for your customers with perfect last-minute gifts and stocking stuffers!

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.

Holiday Bookings
Invite your customers to fun and festive holiday parties and open houses, and you can build your sales and your team!

Gifts Yule Love
Your customers will love Mary Kay® holiday gifts! Use this flier to share these delectable treats!

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!
’Tis the Season FOR FRAGRANCE.

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

Try It NOW! Rub area to release scent.

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

Cityscape™ for Her
Layer on the distinct beauty of the phantomia orchid with this luxurious fragrance.

Also Available!
Limited-Edition† Cityscape™ Silkening Dry Oil Mist, $20

Try It NOW! Rub area to release scent.

†Available while supplies last
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

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

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!

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

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.

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.

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!

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®.
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®.

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

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.

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.
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!
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.

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.”

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 Sales Directors

Emerald
1. Gloria Mayfield Banks*** ....... $70,812
2. Patricia Turker** ........................... 32,888
3. ... Cars, prizes, etc., are not included in these amounts.

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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 included in these amounts.

<table>
<thead>
<tr>
<th>Emerald</th>
<th>1. Gloria Mayfield Banks***</th>
<th>$70,812</th>
</tr>
</thead>
<tbody>
<tr>
<td>2. Patricia Turker**</td>
<td>$32,888</td>
<td></td>
</tr>
<tr>
<td>3. ...</td>
<td>Three NSD commissions are considered on-target from July 1 through August 31, 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.</td>
<td></td>
</tr>
</tbody>
</table>
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.”
In the Bag
Keep Mary Kay® products and holiday bags (available on MKConnections®) handy for your customers with last-minute gift needs.

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.”

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!
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!”

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.

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.

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.

NEW! Deluxe Mini

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

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

All prices are suggested retail. † Available while supplies last.

NEW! MKMen® Daily Facial Wash

$16

NEW! Limited-Edition Sheer Dimensions™ Powder

$34 each

NEW! Limited-Edition Mary Kay® Mineral Eye Color Quad

$20 each

YULE LOVE

Gifts

† Available while supplies last

Mary Kay

MKMen® Daily Facial Wash

$16

Mary Kay® Limited-Edition Sheer Dimensions™ Powder

$34 each

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

$20 each

MKMen® Daily Facial Wash

$16

Mary Kay® Limited-Edition Sheer Dimensions™ Powder

$34 each

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

$20 each

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

$20 each

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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.

$600,000 (3% bonus + 2 diamonds)
Jan Harris
Pearl – $18,332
Gloria Mayfield Banks
Emerald – $18,196
Lisa Madison
Sapphire – $17,094
Karen Piro
Sapphire – $16,821
Kathy Helou
Emerald – $16,697
Gloria Castaño
Diamond – $15,842
Patricia Turker
Diamond – $8,451
Lapita Ceballos
Sapphire – $8,001
Sherry Windsor
Emerald – $8,000

$500,000 (3% bonus + 2 diamonds)
Debi Moore
Emerald – $18,385
Halina Rygiet
Pearl – $7,656
Stacy James
Pearl – $7,553
Cheryl Warfield
Pearl – $7,461
Sonía Pérez
Diamond – $7,100
Cindy Williams
Pearl – $6,889
Karlee Isenhart
Ruby – $6,886
Pamela Waldrop Shaw
Pearl – $6,687

$400,000 (2% bonus + 2 diamonds)
$350,000 (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
Lisa Carta
Pearl
Dayana Polanco
Diamond
Mary Estupiñan
Pearl
Dacia Wiegang
Emerald
Julianne Nage
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
Anabel Rocha
Pearl
Dawn Dunn
Sapphire
Kay Elrum
Emerald
Jamié Cruse-Viréns
Emerald
Shannon Andrews
Sapphire
Cindy Fox
Emerald
Davenna Moul
Sapphire
Julie Krebsbach
Pearl
Cyndeé 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 Orrellana
Emerald
Consuelo Prieto
Emerald
Alicia Lindley-Adkins
Emerald
Shannon Andrews
Emerald
Susan Hohman
Diamond
Pam Ross
Ruby
Yvonne Lemmon
Emerald
Auri Hathaway
Emerald
Mayuli Roló
Diamond
Candace Laurel
Diamond
Tommy Crayk
Sapphire
Rebecca Evans
Ruby
Scarlett Simpson
Ruby
Jan Thetford
Sapphire
Elizabeth Muna
Diamond

$125,000
Kate DeBlander
Ruby
Kimberly Copeland
Ruby
Phyllis Pottinger
Emerald
Ada García-Herrera
Diamond
Alia Head
Sapphire
Lyneé Holliday
Ruby
Janis Z. Trude
Ruby
Debi Pike
Pearl
Kelley Gladstein
Emerald
Michelle Sudeth
Ruby

2014-2015
NSD MILLIONAIRES**

$1 Million
Amy Allgood
Diamond
Sonja Arriola
Diamond
Sonia Bonilla
Diamond
Kay Driggers
Ruby
Diana Mendip
Diamond
Patty Olson
Pearl
Mayuli Roló
Diamond
Yosaira Sánchez
Diamond
Kristín Sharpe
Diamond
Avelyn Smith
Sapphire
Linda Spaldowski
Emerald
Jeanie Tamboretto
Emerald
Krista Neal Warner
Sapphire
Elaine Kimberly Williams
Emerald

Maureen Myers
Pearl
Debi Pike
Pearl
Anabel Rocha
Pearl
Mary Bissel
Diamond
Joy L. Breen
Sapphire
Sandra Chamorro
Emerald
Kimberly Copeland
Ruby
LaRonda Daigle
Diamond
Angie Day
Sapphire
Maria Flores
Ruby
Amie Gamboa
Pearl
Auri Hathaway
Emerald
Carol Lawler
Diamond
Donna Meixsell
Ruby
Jill Moore
Sapphire
Sue Pankow
Diamond
Rosibel Shahin
Diamond
Tammy Valva
Pearl

$9 Million
Cheryl Warfield
Pearl
Linda Toupin
Diamond
Cindy Williams
Pearl
Karen Piro
Sapphire
Carol Anton
Ruby
Lisa Madson
Diamond
Anita Mallory
Diamond

$8 Million
Gloria Mayfield Banks
Emerald
Anita Mallory
Diamond
Lisa Madson
Diamond
Lynda Jackson
Emerald
Monique Balboa
Sapphire
Debi Moore
Emerald
Pamela Waldrop Shaw
Pearl

$7 Million
Gloria Castaño
Diamond
Karen Piro
Sapphire
Carole Anton
Ruby
Lisa Madson
Diamond
Monique Balboa
Sapphire
Debi Moore
Emerald
Pamela Waldrop Shaw
Pearl

$6 Million
Suzanne Brothers
Emerald
Lupita Ceballos
Sapphire
Debi Moore
Emerald
Pamela Waldrop Shaw
Pearl
Cindy Williams
Pearl
Sonia Páez
Diamond

$5 Million
Sonía Pérez
Diamond
Linda Toupin
Diamond
Cindy Williams
Pearl
Mayuli Roló
Diamond

$4 Million
Monique Balboa
Pearl
Tammy Crayk
Sapphire
Carol Anton
Ruby
Lynda Jackson
Pearl
Pam Ross
Ruby
Jan Thetford
Sapphire
Sandy Valerio
Pearl

$3 Million
Candace Carlson
Diamond
Sydnee Gress
Ruby
Pam Higgs
Sapphire
Kim McClure
Pearl
Glinda McGuire
Pearl
Davenna Moul
Sapphire

*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

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

EMERALD
Sales Director Queen’s Court of Personal Sales

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

PEARL
Sales Director Queen’s Court of Personal Sales

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

DIAMOND
Sales Director Queen’s Court of Personal Sales

Queen
Angela LaFrance
Miramar, Fla.
1st Runner-Up
Heide Grant
San Pedro, Calif.
2nd Runner-Up
Saint Petersburg, Fla.

RUBY
Sales Director Queen’s Court of Personal Sales

Queen
Cindy Machado-Flippen
Secaucus, N.J.
1st Runner-Up
Stacey Craft
Spiceland, Ind.
2nd Runner-Up
Kali DeBlander Brigham
Pensacola Beach, Fla.

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

TOP 10 SALES UNITS NATIONWIDE†

1. Kristi Anderson
   Raymond, Md.
   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 Morissette
   Eden Prairie, Minn.
   Diamond

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

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

10. Stacy Feust
    Casa Grande, Ariz.
    Emerald

†Independent 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**

<table>
<thead>
<tr>
<th>SAPPHIRE</th>
<th>EMERALD</th>
<th>PEARL</th>
<th>DIAMOND</th>
<th>RUBY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Queen</td>
<td>Queen</td>
<td>Queen</td>
<td>Queen</td>
<td>Queen</td>
</tr>
<tr>
<td>Kristi Anderson*</td>
<td>Nancy Boucher*</td>
<td>Stacy Craft*</td>
<td>Marsha Morrisette</td>
<td>Kali DeBlander Brigham*</td>
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<td>Randi Stevens</td>
<td>Melinda Balling</td>
<td>Laura Middleton*</td>
<td>Nicki Hill*</td>
<td>1st Runner-Up</td>
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<td>Cindy Machado-Flippen</td>
<td>Cindy Machado-Flippen</td>
<td>Patti Cornell</td>
<td>Tawnya Kreamges</td>
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<td>Laura Linnell</td>
<td>Paula Kelisch*</td>
<td>Chris Tiesg*</td>
<td>Geri Anne Morris</td>
<td>Karime Rosas</td>
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<tr>
<td>Linda Meyer</td>
<td>Michelle Cunningham*</td>
<td>Michelle Cunningham*</td>
<td>Donna Smith</td>
<td>Mary Strauss</td>
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<td>$700,000 Circle</td>
<td>Melissa Bright*</td>
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<td>Donna Smith</td>
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*Received diamond bar pin for exceeding all previous years.
**Independent Sales Directors who achieved estimated unit retail production of $650,000 or more
Congratulations

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

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, Eve, 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.”

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!”

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!’”

RUBINE
Independent Sales Director
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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 FoundationSM. 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)