

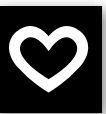
# appliance®

FALL 2015  
MARY KAY



*The*  
CITY  
MODERN  
*Collection*

NEW!  
*Cityscape*™  
Eau de Parfum  
& Cologne Spray



# ESSENCE

## fall 2015

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## Editor's LETTER

From state-of-the-art products to a business opportunity like no other, both independent sales force and corporate staff members are blessed to work for a company where a tube of lipstick can really change a life.

That tube of lipstick could be what makes someone look in the mirror and feel beautiful for the first time. Or it could provide a vehicle – even a passion – to earn some extra spending money.

Whether you're opening this magazine for the first time or for the 100<sup>th</sup>, you're here because something about Mary Kay sparked something within in you. And because nothing compares to the sisterhood that is Mary Kay, I hope you sit down and pour over the stories within these pages to inspire you to go after your own dreams, whatever they may be.

For instance, **Independent Sales Director Deborah Brown** may have been crowned Miss Go-Give® last Seminar, but that doesn't mean she didn't have her fair share of struggles or moments of defeat. Read about her story of resilience and perseverance on pages 54 and 55. And how about **Independent Beauty Consultant Cheryl Fipke**, who "needed this business, not only for my family but for me. I needed to find myself and learn who I was or could become. I needed to be able to help my husband pay bills, and never have to go to the food bank again to help us throughout the year and for Christmas." It's sharing these personal stories, along with those of our Mary Kay pioneers, that connects us. Better yet, lets us know that we're not alone in our fears, apprehensions and doubts, and also shows us how to dream. Dream big.

Of course, *Applause*® is also where you'll find the latest and greatest product updates, the recognition programs that'll kick start your new Seminar year and industry news (check out our DSA Award winners on page 26 and 46!). Best of all, another makeover contest launches on September 1<sup>st</sup> with a grand prize trip to New York City! Read all about it on pages 20 and 21.

Now let's flip the page and usher in fall with a fresh start.

*Marijana*  
Editor-In-Chief



# most important things

## MAKE THIS YOUR YEAR TO SOAR

It's a new Seminar year and the sky's the limit so make this your time to soar! Visualize how you can move up the Mary Kay career path, earn the use of a Career Car and more – then put your plan into action. You can do anything you set your mind to!

## ENTER YOUR CUSTOMERS

Help your customers sparkle from the inside out with a gorgeous new colour look and the opportunity to win prizes during the *Sparkle in the City* Makeover Contest this fall (more details on pages 20-21). Did I hear New York City?!

## BE INPIRED

*Coast to Coast* is hitting the road once again this fall to offer you the very best inspiration, motivation and education from women who are taking their business to the top! Registration is now open. Read more on page 37.

## EMBRACE SIMPLE SOPHISTICATION

Celebrate big city style and effortless elegance of the new fall Cityscape™ fragrances (the first Canadian simultaneous His/Her fragrance launch by Mary Kay®!) and the Limited-Edition City Modern Trend Collection.

## CHALLENGE YOURSELF

General Manager Lynda Rose is challenging YOU to become a leader – or help others reap the rewards of being an Independent Sales Director. Will you rise to the challenge? Read her motivational letter on page 30.

## ENROL FOR THE WINTER 2015/2016 PREFERRED CUSTOMER PROGRAM

Pout perfection! That's what will have your customers craving the Winter 2015/2016 gift with purchase. Flip to page 22 for more details!

# calendar

## AUGUST '15

01

*Lynda's Leaders Challenge* and the *Offspring Production Credit* Promotion launch today.

03

### **Civic Holiday.**

Corporate office closed.

05

Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on August 1<sup>st</sup>.

### **Preferred Customer Program**

– Gift with purchase and generic literature packs will be shipped by August 15<sup>th</sup>, 2015. Customer and Independent Beauty Consultant versions of *The Look* mailed by August 15<sup>th</sup>, 2015.

15

Enrolment deadline for Holiday 2015.

16

Fall 2015 promotion begins. Check out [marykay.ca](http://marykay.ca) and your Personal Web Site to see what's new!

20

*Beaut-e-News*\*\* arrives in your customers' inbox!

31

Last day to register for *Coast to Coast*.

### **Last day of the month.**

Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time – online and faxed orders must be received by midnight Eastern Daylight Time – to count toward August production.

## SEPTEMBER '15

05

Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on September 1<sup>st</sup>.

07

### **Labour Day.**

Corporate office closed.

10

*Beaut-e-News*\*\* arrives in your customers' inbox!

13

### **Happy Anniversary!**

Celebrate Mary Kay Canada's 37<sup>th</sup> anniversary today.

15

### **Preferred Customer Program**

– Enrolment for the Winter 2015/2016 Preferred Customer Program begins.

19

*Coast to Coast* in Calgary, AB, Cornwall, ON, Guelph, ON, Kelowna, BC, Québec City, QC.

26

*Coast to Coast* in Halifax, NS, Saskatoon, SK, St. John's, NL, Winnipeg, MB.

### **Last day of the month.**

Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time – online and faxed orders must be received by midnight Eastern Daylight Time – to count toward September production.

30

Last opportunity to become a Star Consultant for Quarter 1 and be eligible for gorgeous prize selections when you place a minimum \$1,800 wholesale Section 1 order between July 1<sup>st</sup> and September 30<sup>th</sup>, 2015.

## OCTOBER '15

03

### **October is Breast Cancer Awareness month.**

Holiday product promotion begins.

05

Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification.

12

### **Thanksgiving.**

Corporate office closed.

15

### **Preferred Customer Program**

– Enrolment deadline for the Winter 2015/2016 issue of *The Look*.

30

Received deadline for 2015 Shelter Grant Program applications.

31

### **Last day of the month.**

Online and faxed orders must be received by midnight Eastern Daylight Time to count toward October production.

For all the latest updates, visit the online calendar on the MKOC®!

# @trending: @MaryKayCanada

## Ahhh!

Saturday, August 15<sup>th</sup> is National Relaxation Day. A great time to invite your customers to host an R&R Party with products like the **Satin Lips<sup>®</sup> Set**, **Indulge Soothing Eye Gel<sup>®</sup>** and **Mint Bliss<sup>™</sup> Energizing Lotion for Feet & Legs**. Set the mood with dim lighting and soothing music. If she's busy, just ask which day works for her!



## Back to School

Help your kids become teacher's pet by sharing the **Satin Hands Pampering Set<sup>®</sup>** as a welcome back gift! Be sure to include your Mary Kay<sup>®</sup> business card – teachers can make great customers and potential team members!



## Hot How-Tos

Did you know Mary Kay has its own MK Media Library filled with product and application tips from our experts including the Mary Kay<sup>®</sup> Global Makeup Artists! Check it out on the MKOC<sup>®</sup> and find new tools to help you heat up your summer sales.



## City Chic

Take your customers' style and confidence sky high. The new **Mary Kay<sup>®</sup> City Modern Color Collection** and **Cityscape<sup>™</sup> fragrances** can help! You'll find everything you need to help you sell on the MKOC<sup>®</sup>! Items such as the *Fall Trend Report* eCatalog, videos, and more, all designed to support these amazing city-inspired products.



## Business Women's Day

American Business Women's Day is celebrated on September 22<sup>nd</sup>, and we can't think of a better example of an inspirational business woman than our very own Mary Kay Ash. Even though recognition of this day originated in the United States, it's still so relevant to all of you incredible Canadian business women. In celebration of this important day, why not hold a class or mentor another Independent Beauty Consultant and honour the day's mission to "bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership; education, networking support and national recognition."



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introducing cityscape™

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your holiday shopping  
just got easier!

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makeover contest

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*fall's city-inspired  
shades have arrived*

10  
11  
12  
13  
14

# *picture* **PERFECT**





\$60  
set

NEW!

**TimeWise® Microdermabrasion Plus Set**

Even better value when purchased as a set! (a \$70 value!)

Help your customers get ready for their close up with this high-definition power duo that pairs the Microdermabrasion they love with a POWERFUL NEW pore minimizer! The result? Polished, younger-looking skin and significantly smaller pores. They'll enjoy immediate visible effects with even better results over time. Together, these products:

- Instantly exfoliate the skin to reveal healthy-looking skin.
- Refine skin texture and leave skin looking visibly smoother.
- Reduce the appearance of fine lines.
- Reduce the appearance of pores.
- Provide flawless looking skin.
- Give a high-definition worthy complexion.

\$35

**TimeWise® Microdermabrasion Refine**

No change to current formula or aesthetics. Updated packaging only. Immediately refines skin texture and instantly polishes the skin. Reduces the appearance of fine lines and gives the skin a healthy radiant glow. Follow with NEW TimeWise® Pore Minimizer for a skin-calming finish.

**ALSO AVAILABLE!**

TimeWise® Microdermabrasion Plus Set Sample Packettes

Refine and Pore Minimizer (pk./6), \$3

\$35

**NEW! TimeWise® Pore Minimizer**

It's estimated that there is an average of 20,000 pores on a person's face. Use this gentle serum morning and night to:

- Significantly reduce the visible number of pores.†
- Immediately improve skin texture.
- Give you close-up confident skin, with even better results over time.
- Comfort skin and reduce the appearance of redness.

**Close-up Confidence**

Women who tried NEW TimeWise® Pore Minimizer in an independent consumer study\* saw real results:

- **87%** Improves skin's appearance
- **80%** Gives me close-up confident skin
- **83%** Tightens the look of pores
- **90%** Leaves skin feeling silky

**Selling Skin Care**

- Hold a Picture Perfect party and focus on the unique benefits of the TimeWise® Microdermabrasion Plus Set and TimeWise® Even Complexion regimen. TimeWise® Microdermabrasion is a big hit at parties because it can be demonstrated on the back of your customers' hands to reveal immediate results!
- Not yet a skin care expert? The Mary Kay® *Show and Sell™* app will help you showcase all the wonderful skin care products and the *MK Regimen Advisor®* app will help you and your customers find the regimen perfect for their needs. *Digital Zone* on the MKOC® has all the Mary Kay apps to make selling easier.

\* Results reflect the percentage of women who agreed with the statements during an independent consumer study in which 226 panelists used the product twice a day for three weeks.

† Results based on a four-week clinical study in which 25 panelists used the Pore Minimizer twice a day.

# CITYSCAPE™

WHERE WILL LIFE TAKE YOU NEXT™?

Introducing Cityscape™ ... premium fragrances for men and women inspired by the world's most glamorous skylines, and the beauty of aspirations and undiscovered destinations. Help your customers experience the height of effortless elegance with these impeccable new scents.



# CITYSCAPE™ FOR HER

\$55



NEW Limited-Edition†  
Cityscape™ Eau de Parfum  
Layer on the distinct beauty of this Eau de Parfum and luxurious bath and body products.

- **Top notes:** Bergamot, pink pepper, red currant, apricot, violet leaves
- **Middle notes:** Phantomia orchid ScentTrek™, orange flower absolute, peony, Florentine orris
- **Bottom notes:** Sandalwood, damson plum, sustainable vanilla beans from Madagascar ORPUR®, angelica, amber

\$22



NEW Limited-Edition†  
Cityscape™ Silkening Shower Gel  
Transforms into a rich lather to gently cleanse and condition skin. Leaves skin feeling nourished and silky-soft.

\$22



NEW Limited-Edition†  
Cityscape™ Silkening Dry Oil Mist  
Luxurious fragrance experience wraps skin in a hydrating veil of moisture leaving skin feeling satiny soft and silky smooth. Absorbs effortlessly and dries quickly, leaving behind a beautiful, silky sheen and a delicate scent. It's lightweight and doesn't leave an oily or greasy after-feel.

# CITYSCAPE™ FOR HIM

\$52



NEW Limited-Edition†  
Cityscape™ Cologne Spray  
A combination of wood accents and Italian bergamot make it intoxicatingly masculine.

- **Top notes:** Italian bergamot, French lavender, pepper
- **Middle notes:** Geranium oil Egypt ORPUR®, orange flower, whiskey barrel accord
- **Bottom notes:** Cedarwood, sandalwood, patchouli oil Indonesia ORPUR®, vetiver, amber, Mediterranean rockrose

\$22



NEW Limited-Edition†  
Cityscape™ Hair and Body Wash

Prices are suggested retail.

†Available while supplies last. Offer expires November 15<sup>th</sup>, 2015.

\$89

NEW Limited-Edition†  
Cityscape™ Gift Set for Her  
(a \$10 saving)

- Limited-Edition† Cityscape™ Eau de Parfum
- Limited-Edition† Cityscape™ Silkening Shower Gel
- Limited-Edition† Cityscape™ Silkening Dry Oil Mist.
- Gift Box



\$69

NEW Limited-Edition†  
Cityscape™ Gift Set for Him  
(a \$5 saving)

- Limited-Edition† Cityscape™ Cologne Spray
- Limited-Edition† Cityscape™ Hair and Body Wash
- Gift Box



CITYSCAPE™

# LASTING LAYERS

Layer Cityscape™ Fragrance products to help extend the scent.

- Massage Cityscape™ Silkening Shower Gel onto wet skin, lather, then rinse thoroughly.
- Apply Cityscape™ Silkening Dry Oil Mist to legs, arms and décolleté to enjoy a subtle fragrance and a beautiful, silky sheen.
- Spritz Cityscape™ Eau de Parfum to the backs of knees or wrists, nape of neck. For a final touch, spritz a comb and run through your hair.

WHY YOU AND YOUR CUSTOMERS

## WILL LOVE IT

- First Canadian Mary Kay® His & Hers fragrance launch.
- Complements the Mary Kay® City Modern Color Collection for fun, city-themed parties and cross-selling opportunities.
- Launches in time for holiday selling season.
- Premium brand to compete with other fine fragrances.
- Reason to connect with your customers.

IF THEY

## TRY, THEY WILL BUY

Consumers love to try new products. Especially if they're free! You'll find Cityscape™ spray vials for her and discovery seals for him on Section 2 of the August 16<sup>th</sup> Consultant order form.

- Cityscape™ Eau de Parfum Spray Vials (pk./6), \$5
- Cityscape™ Cologne Discovery Seals (pk./12), \$5

# CITY MODERN

Welcome to Big City Style with Rich Colours & Textures.

\$18

NEW!

**Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> Velvet Lip Crème**

This velvety-soft lip crème glides on smoothly and effortlessly for colour that stays true and feels luxurious. Get moisture-rich lip colour for a metropolitan look with a satin finish.

\$10

NEW!

**Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> Nail Lacquer**

Nails become an accessory of their own in fall's luminous shades.



\$26

NEW!

**Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> Eye Color Palette**

Bring a confident ease to any look with shades that stay true and last all day. Smudge-proof, luminous and so sophisticated!



Approximate Size 5.75" w x 8" h

GIFT WITH PURCHASE

**Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> City Modern Collection Bag**

Take on the city with this crossbody bag. It's yours FREE when you purchase \$60 in suggest retail products from the limited-edition<sup>†</sup> **City Modern Collection.**

While supplies last.



**Get Social!**

Share the Mary Kay<sup>®</sup> *Fall Trend Report* eCatalog along with images and fun trend videos on your Facebook<sup>®</sup> and Instagram<sup>®</sup>! Find these and more on the MKOC<sup>®</sup>.

Prices are suggested retail.

<sup>†</sup>Available while supplies last. Offer expires November 15<sup>th</sup>, 2015.

# GET THE PARTY STARTED!



**Independent Sales Director Carol Hinch-Croteau** of Oxford Mills, ON is back this issue to share her party booking tips, format suggestions and advice on how to close!

## Do you have booking techniques/tips – or advice that you share with your unit members?

- Have your party dates planned and give the hostess two options for her dates and times.
- Have a smile on your face when you are booking because people can tell when you are smiling, even if it's over the phone.
- Have a hostess program that you are excited about because chances are they'll be just as excited.
- Have a script in your hand at all times in case you get side tracked.
- Make any notes on the hostess or the guests that they mention over the phone (i.e., If she says she has a sick family member, mark that in your notes so that you next time you can say, "I hope your family member is getting better." It's those extra touches you remember that she'll cherish and know you care...and gets her excited to have a party with you).
- Assuming she is going to book with her friends, I always say, "You've won a free pampering session for you and up to 5 of your closest girlfriends and you each get a goody bag of some of your favourite things."

## Do you have a format you follow for your parties?


- Introductions.
- A game to tell guests about the company and myself in a fun way! Use one side of a placemat for this. I call it the **MRS. CAB** game (featuring the 6 Most Common Reasons People Start a Mary Kay Business: **M**oney, **R**ecognition, **S**elf-Improvement/Self **C**onfidence, **C**ar, **A**dvantages/Advancement, **B**e Your Own Boss); some call it the "purse game".

- Product sampling.
- Compliment each other on how great their skin looks or a colour that looks great.
- Have your guests write down on their Customer Profile if they would like to do a glamour makeover or the microdermabrasion – that way they're committing and know what they are doing at their follow-up appointment.
- Show the skin care sets using the other side of a placemat for the table close.
- End off with individual close and get them to write out their wish lists on the back of the Customer Profile.

## How do you close a party?

I close by explaining to my guests that they can spend a lot on make up but it's important to take care of your foundation – your skin – first for the makeup to look great. I ask them to think about that outfit they bought for a special occasion and how much they spent on the entire outfit including shoes, jewellery and hair and have them raise their hand if they wore that outfit more than once in the last year. Many have never worn it again. I remind them that people look at your face when you enter a room and that skin care is an investment. They use it every day, twice a day. It's not something they pull out of their closet once a year. That's when I use the placemats to show them the different skincare sets.

You can find party placemats here:

 **Find it online:** [MKOC® > Business Tools > Promote Your Business > FedEx Office<sup>SM</sup> DocStore](#)





The holidays are just around the corner and will bring good cheer and parties galore. And festive gatherings mean time spent with friends and family, tasty treats, delicious drinks and, of course, gorgeous gifts. Spread a little extra holiday cheer this year with scrumptious sets, delectable fragrances and festive, pampering delights.

Turn the page for great holiday gifting ideas and watch the MKOC® in September for details on new Limited-Edition holiday gift sets!

*Coming  
October 3<sup>rd</sup>!*

# Joyful Gifts for Everyone on Your Customers' Lists

The holidays mean gatherings full of love, friends and family. But with the nice comes the naughty: the often-dreaded holiday shopping. Packed department stores and long lines are exhausting, but luckily, your customers have a secret weapon this holiday season – you! You can spread holiday cheer by helping your customers take the hassle out of the gifting season by serving as their one-stop shop for everyone on their “nice” list. Even St. Nick himself will be envious!

## GRAB-AND-GIVE SETS

Gifting is made easy with these grab-and-give sets. Create these build-your-own beauty bundles and festive, pampering delights to help your customers give effortlessly this holiday season.

### “Vixen Lashes” Set

Combine Mary Kay® Lash & Brow Building Serum™, Lash Primer and Lash Love® Mascara or Ultimate Mascara™ to create the ultimate lash bundle for kisses under the mistletoe.

### “Eye-Candy Colour” Set

Combine your choice of Mary Kay At Play® Baked Eye Trio, Mary Kay At Play® Shadow & Liners, and Mary Kay At Play® Eye Crayon with your favourite holiday candies for a sweet indulgence.

### “Hot Cocoa and Cream” Set

Combine Mary Kay® Satin-Hands® Hand Softener and Hand Cream with your favourite hot chocolate mix in a festive mug for a treat sure to warm your customers' hearts.

### “Holiday Party ‘Til Dawn” Set

Combine Mary Kay® Foundation Primer Sunscreen SPF 15, Mary Kay® Makeup Finishing Spray, Mary Kay® Lash Love® Waterproof Mascara and Mary Kay® Gel Eyeliner With Expandable Brush Applicator so your customers' looks can dazzle as long as they do!



## GET GORGEOUS GIFTS

**The Scents of the Season:** Whether it's something new or something tried and true, we've got you covered with fragrance. Introduce your customers to the sophisticated NEW Cityscape™ Eau de Parfum and reacquaint them with the many other fragrance offerings from Mary Kay. From sensual Bella Belara® Eau de Parfum, to the romance-inspired Thinking of You™ Eau de Parfum, there is a scent for every woman on your customers' lists.

**Perfect Skin:** Grant every perfect skin wish with Botanical Effects™ Skin Care, the TimeWise® Miracle Set® or TimeWise Repair® Skin Care this holiday season along with our Skinvigorator™ Cleansing Brush.

**Hot Holiday Hues:** Colour their worlds with hot holiday shades and fill their compacts like a pro. A Mary Kay® Compact filled with a custom combination of mineral eye colours, mineral cheek colour and lipstick or a mix of fun, flirty Mary Kay At Play® products is truly the gift that keeps on giving.

**The Season for Trendy:** Every fashionista and trendsetter on your customers' gift lists will love this sophisticated, so-hot-right-now NEW limited-edition City Modern Collection.

**Treat Him:** Help your customers treat the men in their lives to some holiday cheer with innovative skin care products like MKMen® Advanced Facial Hydrator Sunscreen SPF 30 and masculine scents such as the sophisticated NEW Cityscape™ Cologne Spray that will leave him looking and smelling wonderful year-round.

## HOLIDAY PARTY IDEAS

Jump-start your Mary Kay business this holiday season with some of these festive ideas!

### Giftng Gala

Invite your customers over for a gifting open house! Set up displays of suggested product pairings with festive gift boxes and tissue paper, and hand out copies of the latest issue of *The Look* for your guests to browse through. Get everyone in the holiday spirit by serving their favourite holiday treats and refreshments with a seasonal soundtrack and décor to match. Take product orders on the spot or schedule more individualized gift consultations/parties for later in the holiday season.

### Making a List and Checking It Twice

After one or two weeks, follow up with your customers who attended your Gifting Gala and with whom you shared the *Holiday Gift Guide* eCatalog. The holiday season can be a stressful time of the year for many, so a friendly touch base via email or over the phone might be just the reminder your customers need to make their gifting purchases.

### Virtually Flawless

If your customers are having a hard time deciding on what products to purchase for their friends and family, encourage them to download the Virtual Makeover app! They can upload pictures of the



### SOCIAL MEDIA TIP

#### Deck the Walls!

Get your customers in the gift-giving spirit by posting a link to the *Holiday Gift Guide* eCatalog on your Facebook business page. Follow up with your customers who interact with your post to find out which products piqued their interests.



### MAKEUP ARTIST NOTES:

Start with two neutral colours that will flatter any skin tone, like champagne or brown shades. Then add a colour that will complement the recipient's eye colour: purple shades flatter green eyes; bronze shades enhance blue eyes, and blue shades make brown eyes sparkle.

women on their gifting lists or use the models provided to find the colours that are the most flattering for their skin tones.

### That's a Wrap!

Offer free gift wrapping to your customers, and don't forget to include your business card and samples of other Mary Kay® products that the lucky recipient might enjoy! For example, if your customer purchased several Mary Kay At Play® products for a younger relative, include Botanical Effects™ samplers so they can experience Mary Kay® Skin Care as well.

MARY KAY  
MAKEOVER  
CONTEST

WIN A TRIP FOR TWO TO  
*new york*

A Makeover is more than just about the “before and after”...the most important part comes from the confidence it draws out. Nothing feels better than self assurance, and seeing that confidence shine through from the inside out. That feeling of happiness and poise is why we love makeovers.

This fall, you'll have the opportunity to introduce women to the beautiful possibilities that lay within Mary Kay with the *Sparkle in the City* Makeover Contest.

This makeover contest is a great way to garner excitement, book new and existing customers, reach your sales goals and recruit new team members! And remember, everyone's a winner here! Your customers get to be made over into magnificent mavens and you can get customers for life!

## BRIGHT LIGHTS, BIG CITY

Let your inner Carrie Bradshaw come out to play in Carrie's very own stomping grounds...that's right – New York City! **The Grand Prize winners will be awarded a trip for two to the Big Apple, including airfare, two nights' accommodation, transfers in New York, Broadway tickets and \$500 spending money\*!**

Take a stroll through Central Park, go shopping in Times Square and finish your trip off with classic New York girlfriend time: brunch.

Are you ready to Sparkle in the City? We can just hear your theme music playing now.

## PRIZE DETAILS

### Prizes for you!

- One Independent Beauty Consultant with the most approved entries at the end of the entry period will win that amazing Grand Prize trip to NYC!
- Every week, we'll award the Independent Beauty Consultant with the most approved makeover entries of that particular week with a \$50 Vanilla Mastercard® Giftcard.
- The Independent Beauty Consultant whose customer is awarded the winning makeover will receive a \$150 Vanilla Mastercard® Gift Card.



### Prizes for your customers!

- After voting and internal judging, one customer with the best makeover will win the Grand Prize trip to NYC\*!
- The two runner-up winners will receive a night out on the town in their area including a 3-course dinner for two and one night accommodation\*.
- Ready for a night out on the town? The top 25 finalists (based on public voting) will receive the NYC Luxe Look, which includes all the product you need to get the perfect look for a fun night out on the town.

*\*Winners can opt to take the cash value of the prize instead.*

## DATES TO REMEMBER

**Entry period:** September 1<sup>st</sup> – 30<sup>th</sup>

**Voting period:** October 1<sup>st</sup> – 8<sup>th</sup>

**Finalists announced:** October 9<sup>th</sup>

**Grand Prize Winners announced:** November 1<sup>st</sup>

Visit the MKOC® August 16<sup>th</sup> for full contest details!

# Preferred Customer Program Consistency Challenge is Back!

It's a new Seminar Year – and that means a new opportunity to earn exciting rewards for doing what you do best – building relationships with your customers! That's right – the **Preferred Customer Program Consistency Challenge** is back and it's better than ever!

We've shaken it up a bit! Are you ready to hear?

The great news is that you can now enter the Consistency Challenge *at any point* during the Seminar year. That means that new Independent Beauty Consultants have an opportunity to participate when they start their Mary Kay business mid-way through the Seminar year.

Remember, you still have to be active\* to enrol in the consistency challenge – and you'll have to enrol in **four consecutive** Preferred Customer Program quarters – BUT, it won't matter in which quarter you start tracking!

And the best part? You can get a head start by enrolling in the new Holiday Preferred Customer Program mailing! Enrolment is still open until August 15<sup>th</sup>.

Work your customer service consistently and not only will your customers win, but so will you because when you complete four consecutive quarters with the consistency challenge, you'll receive a **FREE TimeWise® Miracle Set®** valued at \$157 suggested retail! That's right. Whether you decide to use the TimeWise® Miracle Set® yourself or sell it to one of your customers – the choice is yours. As beauty experts, you all know that every beauty routine begins with skin care! So what are you waiting for?

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

*Enrolment for the  
Holiday Preferred  
Customer Program is  
still open ... until  
August 15<sup>th</sup>!*



**WINTER 2015/2016 GIFT WITH PURCHASE**  
**MARY KAY® NOURISHINE PLUS® LIP GLOSS**  
**DELUXE MINI SET**

Want a seriously shiny way to reward your favourite customers this winter? Enrol in the Winter 2015/2016 Preferred Customer Program and offer them the popular **Mary Kay® Nourishine Plus® Lip Gloss Deluxe Mini Set**.

This set will give them a sampling that is sure to get have them craving the full-sized version in no time! And their lips will thank you for its instant moisture and feel-good benefits.

The set of six Nourishine Plus® Lip Gloss (0.5 g each), includes Café Au Lait, Fancy Nancy, Pink Luster, Rock 'n' Red, Sparkleberry and Silver Moon. The added touch? A bit of bling on the end of each tube! It's perfectly purse-worthy.



 Find it online: MKOC® > Business Tools > Preferred Customer Program

**DATES TO REMEMBER**

Winter Enrolment begins: **September 15<sup>th</sup>, 2015.**

Winter Enrolment deadline for *The Look*:  
**October 15<sup>th</sup>, 2015.**

Gift-with-purchase and generic literature packs  
 will be shipped by: **November 13<sup>th</sup>, 2015.**

Customer and Independent Beauty Consultant versions  
 of *The Look* mailed by: **November 16<sup>th</sup>, 2015.**

Gift-with-purchase offer expires:  
**February 15<sup>th</sup>, 2016.**

“I really enjoy enrolling my customers in the Preferred Customer Program. Not only is it an easy, inexpensive way for me to provide them with a new catalogue, but they also LOVE receiving the gift with purchase and free samples with their catalogue. If you want to be the ‘Queen of reorders’ enrol your customers this quarter!”

**Independent Sales Director**  
**Gina Hormann, Hinton, AB**



Beauty Editors and bloggers are loving Mary Kay® products and are taking to the Internet to show it! Let's have a look at the latest beauty buzz!

### Mary Kay At Play® Lip & Cheek Stick



*thehappysloths.com*

"If you love dual-purpose lip and cheek sticks, then you are going to love these mini twist-up crayon sticks. Available in "Razzleberry", a gorgeous rich berry and "Peach Pop", a pretty coral cream, these sticks are incredibly pigmented with a semi-matte finish."

*beautyreflectionsblog.com*

"Another portable multitasking [product] that'll give you gorgeous glowy cheeks and matching lips! They have a soft, creamy texture and WOW are they pigmented!"

### Mary Kay At Play® Jelly Lip Gloss



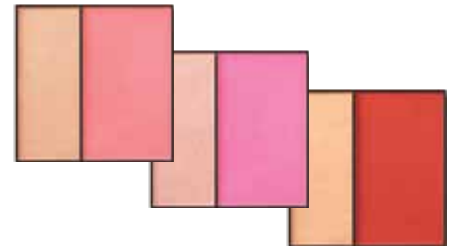
*redlipsblueeyes.com*

"The product is a sheer, lightweight gloss that goes on comfortably and leaves your lips feeling nice and soft. Both are great glosses to have in your handbag for the coming summer months!"

*canadianfashionista.net*

"Mary Kay At Play® Jelly Lip Gloss might just be some of my favourite squeeze tube lip-glosses thanks to its non-sticky formula. Although it has quite a thicker texture than other glosses, it still glides onto the lips with ease. It's fairly moisturizing, provides a wet look with just the right amount of sheen and colour, without looking too shiny."

### Mary Kay® Mineral Cheek Color Duo



*vanamagazine.com*

"If you follow me on Instagram you'll know that I've been giving my followers a sneak peek at Mary Kay's new summer collection. The collection consists of 16 new products and 3 of those 16 happen to be their Mineral Cheek Duos which many fellow beauty bloggers are comparing to NARS blushes (because it's THAT good!). ...For someone who has never purchased or tried Mary Kay products, I was very surprised to see how pigmented their cheek duos are – especially Spiced Poppy."

*ramblings.workdayreads.com*

"Overall, I really like all three of these cheek duos. The blushes are very pigmented, and yet silky soft. They can be applied lightly, or built up easily. The highlights are soft and subtle, with some shimmer, but not so much it looks obvious."





## Everything is better in pink...

We had a fabulous time at the Shangri-La Hotel giving our media mavens a behind the scenes look at what makes Mary Kay so special. They got to learn about the business, Mary Kay Ash, our core values and much more from our very own General Manager Lynda Rose and our very special guest, Independent Executive Senior Sales Director Valérie Jetté. Take a look at a few photos from the special day!



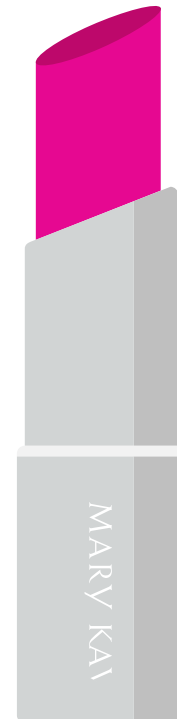
## Campus Campaign Hits Three Cities this Fall

As some of you will recall, we launched our first-ever campus advertising campaign with ROUGE Media last fall featuring beautiful large scale billboards located in high traffic areas of seven college and university campuses across the country.

This September, we're heading out to three new university campuses to share Mary Kay's brand with the leaders of tomorrow. We'll have large-scale billboards at the University of Calgary, McMaster University, and University of Ottawa, as well as a sampling opportunity at McMaster and Ottawa.

The Mary Kay opportunity speaks to women of all ages, but for this campaign, we're reaching out to students to show them how a Mary Kay business can benefit them while they're in school (think "pizza money"!), as well as a long-term business opportunity after they graduate. Young people these days are natural entrepreneurs, so a Mary Kay business could be just the thing they're looking for to achieve success, financial independence, and flexibility.

And while we'd love to be able to travel to each city across Canada, it's important to remember that our efforts at these three schools will contribute to spreading Mary Kay's brand in a positive way, which ultimately will benefit all of us. Stay tuned for more news – and your first look at the ad – coming soon!





## ADVERTISING GUIDELINES

Advertising... it's great, isn't it? And we know how passionate you are about sharing your love of Mary Kay!

However, to maintain consistency and to project a positive Mary Kay image, we request that you please not create your own ads or printed materials using the Mary Kay® trademark or trade name. Note that creating your own ads or printed materials is a violation of Section A-4 of the Independent Beauty Consultant Agreement where it states:

*To protect the Mary Kay® trademarks and trade name by obtaining the Company's written permission prior to my use in any advertising (including but not limited to the Internet) or literature other than Company-published material...*

Examples include, but are not limited to, flyers, magazine/newspaper advertisements, billboards and/or signs, event handouts, bag stuffers, websites (with the exception of a Mary Kay® Personal Web Site), social media sites (other than company-approved Facebook Business Pages) that use the Mary Kay® trade names and/or trademarks.

Should you wish to advertise your Mary Kay business, please refer to the section entitled "Advertising" in the *Legal Ease* booklet. These guidelines and the newly updated Company Approved Advertisements can be found on the MKOC®. These pre-approved advertisements may be placed in local print publications without further approval from the Company as long as they are not changed or altered in any way.

You'll be happy to hear that we have some fantastic advertising support in the works for you!

And know that we are here to support and assist you in any way – just give Sales Force Support a call at 1 (877) 411-6279 with any questions! Thank you for understanding and we applaud you for building your beauty brand!

 **Find it online:** MKOC® > Business Tools > Promote Your Business > Company Approved Advertising

## industry news



### Direct Sellers Association of Canada Honours Mary Kay's Susan Timmermeister with DSEF Circle of Distinction Award

Mary Kay's Director of Strategic Development and Business Services, Susan Timmermeister, was the recipient of the Direct Sellers Association of Canada (DSA) Direct Selling Education Foundation (DSEF) Circle of Distinction Award at the association's Gala on

June 23<sup>rd</sup>, 2015. The award honours individuals who have devoted significant years of service and have made considerable contributions to the Direct Selling Education Foundation and the direct selling industry.

In her time on the Board – and as a Chair from 2012-2013 – Susan has breathed new life into the efforts and focus of the DSEF and has brought countless DSA members along with her. She has been able to effectively show how important the DSEF is for the industry and beyond and has tapped into her expertise to devise, plan and execute many successful initiatives that have helped change the face of the organization and spread public and government awareness for all that it does for the direct selling industry. Take, for instance, the DSEF scholarship program that was implemented in 2012. Susan was so passionate about this

project and what it could do for aspiring student and Independent Sales Contractors that she immersed herself into it from concept to inception. Susan was not only an advocate for this program; she was its ambassador, garnering huge awareness, commitment and participation. With her strategic thinking always at the forefront, Susan also introduced the DSEF to a formal Strategic Planning Document, which helped organize, effectively manage, and offer a new structure to the organization.

Both the DSA and DSEF are honoured and privileged to have someone so bright, analytical and energetic on their team. Her passion lies within the industry and she spends her days spreading awareness for the viability of direct selling wherever she goes.

Both Susan Timmermeister and Kathleen Mannion, Group Manager, Sales Force Services, who are longstanding employees at Mary Kay, have completed their terms on the DSEF Board and have both been valuable contributors and ambassadors for the DSA and direct selling as a whole. General Manager Lynda Rose, who is also the Chair of the DSA Board, is a huge supporter of the association and is proud to have Mary Kay staff be part of its representation and voice.

You can read about two other celebrated DSA Awards on pages 46.

## fall inventory updates

As a reminder the following products will be discontinued effective August 16<sup>th</sup>, 2015. Provided there is sufficient inventory, they will be added to the discontinued items section of the August 16<sup>th</sup> 2015 Consultant Order Form, and are available while supplies last:

**Section 1:**

- TimeWise® Night Restore and Recover Complex. Combination/Oily. (Normal/Dry already sold out)
- TimeWise® Microdermabrasion Step 2: Replenish, replaced by new TimeWise® Pore Minimizer.
- Compact Powder Brush
- Mary Kay® brushes sold in Brush Set will no longer be sold open stock (the Eyeliner/Eyebrow Brush and Cheek Brush are already sold out).
  - o Eye Color Brush
  - o Eye Crease Brush
  - o Powder Brush

Brushes not included in the brush set remain available open stock.

The following items will be discontinued effective August 16<sup>th</sup>, 2015 and will no longer be available:

**Section 1:**

- TimeWise® Microdermabrasion Set, which will be replaced by New TimeWise® Microdermabrasion Plus Set with New Pore Minimizer replacing Step 2: Replenish.
- TimeWise® Microdermabrasion Step 1: Refine. Package update only.

**Section 2:**

- TimeWise® Microdermabrasion Set Sampler, replaced by New TimeWise® Microdermabrasion Plus Set Sampler with New Pore Minimizer.
- Mary Kay® Color Card in Berries, replaced by three new Color Cards. Try Color Cards in brown, blue or hazel/green eye colour looks.
- *Beauty Book* – Pack size reduced from 30 to 20.
- Customer Profiles – Pack size reduced from 30 to 20.

Three new Color Cards are here!



As always, we encourage you to check the *News* section on the MKOC® for the very latest information about product phase-outs.

## our cover look

**FALL BEAUTY**

By Natalie Ortiz

Sophisticated, easy to recreate beauty reigns supreme this coming season. The focus is on dazzling eyes and flushed cheeks and we have the perfect products to get you there. Follow the steps below and get ahead of the trend. Soon everyone will be asking you for tips!

**Eyes:**

1. Pat Mary Kay® Mineral Eye Color in Silver Satin across eyelids and into creases, also lining the outer third of upper and lower lash lines. Add to inner corners. Smudge Mary Kay® Mineral Eye Color in Coal into upper and lower lash lines.
2. Line eyes with Jet Black Mary Kay® Gel Eyeliner.
3. Brush upper and lower lashes with Mary Kay® Lash Love® Mascara in I ♥ Black.

**Cheeks:**

Blend Mary Kay® Mineral Cheek Color in Cherry Blossom across cheeks.

**Lips:**

Glide on Mary Kay® Creme Lipstick in Apricot Glaze.

The weather outside may be cooling down, but a night out with this look and you'll be sizzling!





**Michelle Haurilak**  
Director, PR, Digital & Product Marketing

# Beauty Bulletin

## Prep for Fabulous Fall Skin

With autumn around the corner, it's time to reassess our beauty routines to make sure our warm-weather faces are still radiant come fall.

Autumn is definitely a time of transition and the best skin care routines will help correct summer damage and prepare your skin for winter. First stop? The new and improved Microdermabrasion® Plus Set.

The Refine step includes the same key exfoliating ingredient that many dermatologists use and it's now paired with a new powerful product – the Pore Minimizer. Unfortunately, the size of our pores are genetically determined, but that's not to say we can't make them appear smaller with a great product like this one.

Pores. What are they exactly? Pores are openings upon the skin of a hair follicle, which extends downward through several layers of skin. The pesky thing about pores is that they can often get clogged when dirt and oil collect around them and dead skin cells pile up inside the follicle. That's where the Pore Minimizer gets to work!

Pair the pore minimizer with foundation primer and you've got a winning combination! That's right, the primer is not just for helping your foundation last longer. It contains silica which is a mineral optic diffuser that helps skin look smoother by helping reduce the visible signs of skin imperfections, including large pores. Plus, it helps absorb excess oil which is usually present in people with large pores.

But here's a question your customer may ask: "What's the difference between the Pore Minimizer that's part of the microdermabrasion set and the Clear Proof™ Pore Purifying Lotion for Acne Prone Skin?"

Good question. The Pore Minimizer is formulated to tighten the look of pores and soothe delicate skin. Pore Purifying Lotion is part of the Clear Proof™ brand and contains salicylic acid, which is an ingredient used to target blemishes. While it has some benefits for pores, the Pore Purifying Lotion is specifically formulated for those with acne-prone skin. TimeWise® Pore

Minimizer is suitable for all skin types and designed for those wanting to defend against the look of enlarged pores, which can be caused by aging and other factors. It's specifically formulated to tighten the look of pores and soothe delicate skin.

But enough about pores! What about the rest of your fabulous fall skin care routine? Share these beauty-boosting skin care tips with your customers for a glow that'll last long after the summer season.

- If your skin is positively parched, I recommend lavishing it with **Intense Moisturizing Cream**. Vitamin E, marine extract and minerals like copper, magnesium and zinc in a creamy, dreamy formula work to leave your skin feeling hydrated for up to 10 hours.
- During the cooler months, even oily skin needs moisturization, so try refreshing **Oil-Free Hydrating Gel**. The cooling gel absorbs immediately, leaving skin feeling silky and perfectly quenched.
- Regardless of which skin care line you and your customers use, the **Skinvigate™ Cleansing Brush** is the perfect addition. It thoroughly cleans skin, removing residue, dirt and makeup in seconds – 85% better than cleansing by hand. It also allows skin care products to be absorbed better and quicker and helps maximize the instant hydration benefits of your moisturizer. With continued use, the rotating action of the brush helps polish away the look of past sun damage for a more even-looking complexion. It also makes pores appear smaller (here we go with pores again!) and softens the appearance of lines and wrinkles.
- To keep make sure my lips stay kissably soft, I swear by the **Satin Lips® Lip Balm** during the day – and use **Satin Lips® Lip Mask** at night. Together, they work to exfoliate and moisturize your lips, a saving grace when the temperatures dip and wreak havoc on your sensitive face.

So don't let the cooler temps give your skin the shivers. Grab hold of these skin care wonders and take your skin from summer sensational to fabulous and fresh-faced for fall.



PAGE 33 | SPARKLING REWARDS  
JEWELLERY  
FIT FOR  
*royalty*

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kick off your  
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strong

# grow

*lynda's leaders challenge*

# Are You Up for My Challenge?



## LYNDA'S LEADERS CHALLENGE

When I started at Mary Kay, I knew from my very first interview there was something different about this company. They cared. They cared about me. They took a vested interest in me, personally. I wasn't just another employee number.

Having come from a retail beauty background, this was new to me. And so was the direct selling model.

Yet, once again, I had this overwhelming sense that the Company put its independent sales force first. They cared about you as people and they cared about your hopes, dreams and ultimately your success.

Over the years I had listened to other Mary Kay executives talk about the importance of leaving a legacy for our founder. I heard it many times. It became part of who I was and a belief I shared – and still share – with you, the sales force, on a regular basis.

Now, as General Manager, it resonates more than ever before. This great company has spanned over 50 years. Companies, trends, products come and go but Mary Kay has not only survived, we've thrived for over 50 years. And it's my dream, my goal, my mission...my promise as the General Manager of Mary Kay Canada to ensure it continues for another 50 years, and another 50 beyond that.

And do you want to know the number one reason why? Because we owe it to Mary Kay Ash. She started this company in 1963 with one dream. That dream was to inspire women to transform their lives, and in doing so, help other women achieve success. She was a woman ahead of her time. She was a one-of-a-kind success story. The Mary Kay business opportunity has helped each and every one of you discover extra income, empowered choices and true beauty from the inside out. She made it possible for us to live a balanced life of God first, family second and career third.

Her powerful legacy is now in our hands.

And that's why on August 1<sup>st</sup>, I'm launching *Lynda's Leaders Challenge*. I'm challenging you to help the Company grow its Independent Sales Director count to...1,000! And you know what else? I believe we can do it by Seminar 2016. We have supporting plans and promotions in place to help you get there!

Why this challenge and why now? Well, my overarching goal is for Mary Kay Canada to have an independent sales force of 50,000 Beauty Consultants. And Mary Kay always said to break your goal into bite-size pieces. So that's what I've done! If every Independent Sales Director offsprings one person, we'll have 1,400 Sales Directors and EXCEED our goal.

So what do you say? Who's going to step up and be one of Mary Kay's daughters? Who's going to continue Mary Kay's legacy by passing it on?

If you're ready to take on this challenge (and I believe you are), do it for our founder. Don't do it because your Independent National Sales Director asked you to. Don't do it for me. Mary Kay believed this was an opportunity business – and the opportunity lies within your dreams. Whatever your dream – both within and outside of Mary Kay – let it be your reason for pursuing this challenge. Perhaps it's your dream to be a fitness instructor, an opera singer, a ballerina; or maybe you'd like more time to take up gardening or learn a new language; or maybe you want to sit behind the wheel of your very own pink Cadillac. Whatever your dream, let Mary Kay be what helps you achieve it.

I believe that together we can achieve *Lynda's Leaders Challenge*. But more importantly, I believe in you.

Love and belief,

*Lynda C. Roe*



### YOUR FIRST STOP?

Check out the promotions designed to help support *Lynda's Leaders Challenge*, launching on the MKOC® on August 1<sup>st</sup>!

sneak peek

## QUARTER TWO STAR CONSULTANT PRIZE PROGRAM



### 3,600 LEVEL

#### TOKYObay Tram Ivory Watch

It's time to give your wrists some edge with this bold statement watch! As featured in Oprah's *O Magazine*, the TOKYObay Tram timepiece in Ivory features a square two-toned dial with a retro feel. The distinctive angular numerals add lots of drama, and in such a classic colour scheme, this watch can be paired with endless ensembles. A smooth Italian leather band and heavy linen top stitch detail finish off the modern look.

Dimensions: 3.8 cm width/length face; 24 cm band



### 7,800 LEVEL

#### Durafibre Queen Duvet with Pillows

Treat yourself to the comfort you deserve with this cozy 100% cotton duvet set! The high-quality duvet features a baffle box construction to retain fibre volume and trap air in each chamber for uniform thickness and fewer cold spots. This set comes with two queen-size Durafibre pillows that are hypoallergenic and fully washable. Both the duvet and pillows feature double stitching with white piping for a strong and attractive finish.

Dimensions: 238.2 cm x 248.9 cm x 7.6 cm



### 9,600 LEVEL

#### Coca-Cola® Indoor/Outdoor Party Fridge

Keep the party going with the convenience and style of the Coca-Cola® Party Fridge! This fun cooler-style fridge makes entertaining simple, whether you're indoors or out. Its easy-glide wheels make it mobile even when it's filled to its 50L capacity with drinks and snacks. The foldable glass door allows for quick access, while two interior wire baskets make organization a cinch. And, the Coca-Cola® Party Fridge is built with a high quality and energy efficient compressor, which requires just 120 V of power and can cool quickly to temperatures as low as 0°-10°C. Don't bother with the mess or cost of ice for your next party! This fun and functional fridge has you covered.

Dimensions : 82.5 cm tall, 55 cm wide/deep

# All-Star

consistency challenge  
july 1<sup>st</sup>, 2015 - june 30<sup>th</sup>, 2016

By Jemma Wolfe

**Being a Star Consultant every quarter definitely has its perks!** May Kay Ash “ounded the Star Consultant Program because she knew the real secret to success in business. This secret worked for her as she built her company from the ground up in the 1960s, it has worked for generations of Independent Beauty Consultants ever since, and most importantly, it will work for you today. Wondering what the secret is? It’s all about consistency!

Being consistent really is the key to success in your Mary Kay business. Consistent team building, consistent sales, and a consistently positive outlook on life are critically important for growth, stability, and keeping a smile on your face year-round.

The Star Consultant Prize Program is a fantastic way to stay on track for consistent success. When you achieve 1,800 contest credits or more in a quarter, you’ll have fantastic prizes to choose from. Each dollar of wholesale Section 1 orders you place equals one contest credit, while each qualified\* new personal team member you add equals 600 contest credits. With both sales and team building being rewarded, it’s easy to set manageable goals for yourself while keeping your eye on the prize – of your choosing!

## This is Your Year to be an All-Star!

Because achieving Star Consultant status on a consistent basis is such a powerful accomplishment and motivator for future success, every year we challenge you to take your commitment to your business up a notch with the *All-Star Consistency Challenge*.

This Seminar year, from July 1<sup>st</sup>, 2015 to June 30<sup>th</sup>, 2016, achieve Star Consultant status in all four quarters and meet the total year-end minimums to earn incredible additional rewards! Take a look at this chart to see what you earn for your achievements!



Level	Contest Credit	All-Star Rewards
Sapphire	\$7,200 wholesale**	<ul style="list-style-type: none"> <li>• Exclusive <i>All-Star</i> Necklace</li> </ul>
Ruby	9,600 contest credits**	<ul style="list-style-type: none"> <li>• Exclusive <i>All-Star</i> Necklace</li> <li>• Seminar 2016 <i>All-Star</i> Name Display</li> </ul>
Diamond	12,000 contest credits**	<ul style="list-style-type: none"> <li>• Exclusive <i>All-Star</i> Necklace</li> <li>• Seminar 2016 <i>All-Star</i> Name Display</li> <li>• Invitation to the Seminar 2016 <i>All-Star</i> Mingle</li> </ul>
Emerald	14,400 contest credits**	<ul style="list-style-type: none"> <li>• Exclusive <i>All-Star</i> Necklace</li> <li>• Seminar 2016 <i>All-Star</i> Name Display</li> <li>• Invitation to the Seminar 2016 <i>All-Star</i> Mingle</li> <li>• Seminar 2016 <i>All-Star</i> Emerald Seat Cover</li> </ul>
Pearl	19,200 contest credits**	<ul style="list-style-type: none"> <li>• Exclusive <i>All-Star</i> Necklace</li> <li>• Seminar 2016 <i>All-Star</i> Name Display</li> <li>• Invitation to the Seminar 2016 <i>All-Star</i> Mingle</li> <li>• Seminar 2016 <i>All-Star</i> Pearl Seat Cover</li> </ul>

Taking part in the *All-Star Consistency Challenge* will be a transformative experience – for you and your business.

Your journey starts today!

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

\*\*An Independent Beauty Consultant must be a Star Consultant every quarter and meet at least \$7,200 in year end wholesale production. Higher categories may be achieved by wholesale production and/or qualified\* new personal team members.




# EARN YOUR SHINE

Your future can be dazzling and so can your diamonds.

Mary Kay Ash believed in lavishing women with recognition and prizes fit for royalty and the selection gets better every year. Picture reaching into your jewellery box for a gorgeous diamond ring.

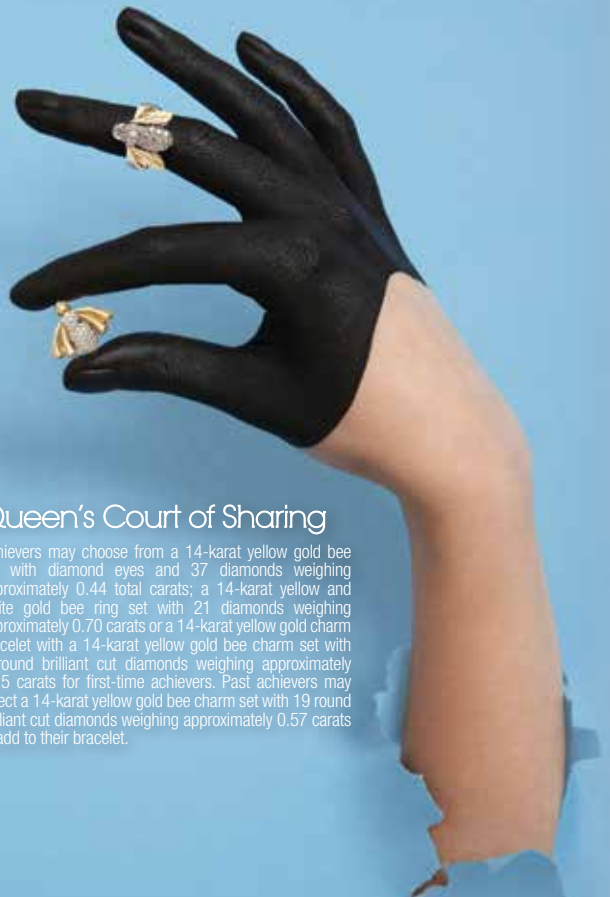
If you can dream it, you can earn it through Mary Kay's reward and recognition programs. This Seminar year, dare to believe and achieve goals bigger than you ever dreamed of.

 **Find it online:** [MKOC® > Contests & Rewards > Seminar Awards 2016](#)



### Queen's Court of Personal Sales

Achievers may choose one of two magnificent jewelry rewards. The first is a beautiful 10k white gold ring set with a blue topaz octagon 16 x12 mm totaling 15.75 carats and approximately 16 round brilliant cut diamonds weighing 0.34 carats total. The second is a timeless 10k white gold fashion ring set with approximately 51 round brilliant cut diamonds and weighing 0.50 carats total.



### Queen's Court of Sharing

Achievers may choose from a 14-karat yellow gold bee pin with diamond eyes and 37 diamonds weighing approximately 0.44 total carats; a 14-karat yellow and white gold bee ring set with 21 diamonds weighing approximately 0.70 carats or a 14-karat yellow gold charm bracelet with a 14-karat yellow gold bee charm set with 2 round brilliant cut diamonds weighing approximately .015 carats for first-time achievers. Past achievers may select a 14-karat yellow gold bee charm set with 19 round brilliant cut diamonds weighing approximately 0.57 carats to add to their bracelet.

“Earning a piece of Seminar jewellery was an enormous accomplishment for myself personally. It shows that you’ve been on track, and is real proof of all of your accomplishments. And, my ring is so beautiful! Standing on the Seminar stage to receive that ring was the most amazing feeling!”

***Independent Sales Director  
Jessie Jamias***

“Earning Seminar jewellery reinforces my pride in belonging to a company that does so much for us as Consultants! I have not been part of any other company that offers incredible rewards like this for doing my job each and every year! The jewellery is a concrete, tangible item that reminds me every day of my achievements and proves to customers, family and friends that my team and I are successful!”

***Independent Future Executive  
Senior Sales Director  
Angie Fedorchuck***



### Runners-up

In addition to their court award selection, Runners-Up will receive the 14-karat yellow gold bee pin featuring 37 diamonds weighing approximately 0.65 carats and a spectacular 14k white gold “X” ring set with approximately 27 round brilliant cut diamonds weighing approximately 1 carats total.



### Queens of the Courts

In addition to their court award selection, Queens of the Courts will receive this cherished 14-karat yellow gold bee pin featuring 37 diamonds weighing approximately 1 carat total and a fabulously unique 14k white gold dinner ring set with approximately 133 round brilliant cut diamonds weighing 1.50 carats total. They'll also receive the Gentlemen's Gift – a \$400 cash award for the lucky man in their life.

# Starter Kit Changes

## August 1<sup>st</sup>

*Updated Product and New Color Cards Make Their Way Into the Beautiful Bag!*

The Starter Kit isn't just full of fantastic business tools. It's full of potential, like the potential for more income, the use of a Career Car and exotic trips. Plus it includes terrific tools like the *Start Something Beautiful™* DVD and the *Start Something Beautiful™* magazine. Both pieces are packed with must-know information to get a new Independent Beauty Consultant's business off to a beautiful start and learn essential skills to help them begin earning money right away!

And there's even more tucked into this divinely gorgeous bag.

We've replaced the Foundation samplers with **Mary Kay® Complexion Corrector Cream Sunscreen SPF 15** in Light-to-Medium and Medium-to-Deep. Not only is this a Mary Kay favourite, it's easier to shade match – a bonus for new Independent Beauty Consultants who are just learning the ropes! More great news! We've added in the **all-new Color Cards** in Brown Eyes, Green/Hazel Eyes and Blue Eyes to offer your customers a complete colour look to sample. For business purposes, we've also adjusted the quantities of some of your business literature. *Beauty Books* and *Customer Profiles* will now be available in packs of 20.

We hope you're as excited as we are about these new additions. It's all about starting out strong!



### INNOVATIVE IDEA

Star Team Builder Andrea Piper took her Independent Sales Director – Shannon Tobin's – encouragement to start a vision board to a whole new level by using her Starter Kit box. Shannon says, "I think vision boards are brilliant and a great way for a new Independent Beauty Consultant to make her start even that much more successful! This truly is SUCCESS IN A BOX! Now that's what we call thinking outside the (starter kit) box!"



# COAST TO COAST

## Kick Your Business into High Gear!

### COAST TO COAST HELPS YOU LOOK AT YOUR BUSINESS IN A NEW WAY

Celebration. Education. Recognition. Re-energization. All in one day. All in one intimate setting.

Sign me up!

*Coast to Coast* is touching down in a city near you – you'll want to be there!

#### FOR JUST \$25\* YOU'LL RECEIVE:

- A special class with your city's Guest National Sales Director.
- Exclusive access to audio recordings of Guest National Sales Directors from each *Coast to Coast* location.
- Early access to holiday product.\*\*

\*Plus applicable tax

\*\* Order on November 9th - one week earlier than everyone else!

## Dates & Locations:

**SEPTEMBER 19<sup>TH</sup>:** Calgary, AB, Cornwall, ON, Guelph, ON, Kelowna, BC, Québec City, QC

**SEPTEMBER 26<sup>TH</sup>:** Halifax, NS, Saskatoon, SK, St. John's, NL, Winnipeg, MB

Mark those dates in your calendars! And there's still time to register until **August 31<sup>ST</sup>**.

## HERE'S WHAT PAST ATTENDEES HAD TO SAY ABOUT THEIR BUSINESS-CHANGING EXPERIENCE AT COAST TO COAST.



"All, I can say is that it's great to have *Coast to Coast*. It refreshes you and gets you motivated to try harder and stay in touch with your business."

**Independent  
Beauty Consultant  
Norma Jean Patenaude,  
Winnipeg, MB**

"I think *Coast to Coast* is a wonderful way to be updated, refreshed and to be reunited with fellow Mary Kay sisters. I thoroughly love representing Mary Kay...I have finally found my passion in life. The recognition and customer satisfaction guarantee that Mary Kay delivers is second to none!"

**Team Leader  
Karyn Roesch,  
Blenheim, ON**

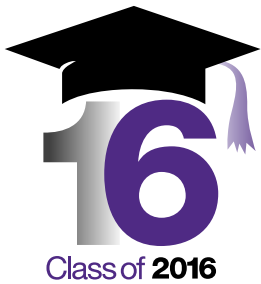
"Great job. Thank you for all you do to help everyone succeed. I love telling women about the support and training from Mary Kay."

**Senior Independent Beauty  
Consultant Janice Gaudet,  
Richmond, PEI**

Find it online: MKOC® > Events > Special Events > Coast to Coast

\*Plus applicable tax

\*\* Order on November 9<sup>th</sup> - one week earlier than everyone else!



## It's Time to Get to Class!

August 1<sup>st</sup>, 2015 – January 1<sup>st</sup>, 2016

Imagine it. Nine to 13 per cent unit commissions. The opportunity to get behind the wheel of a Career Car, like a pink Cadillac! Look stunning in a Sales Director Suit. Or if the sky's the limit, you could be whisked off to a luxurious destination on the Top Director Trip.

These are just some of the perks that could be yours when you choose to debut as an Independent Sales Director. If you already love the product and the business opportunity, why not take the next step into leadership? Mary Kay Ash disagreed with the old saying that leaders are born and not made. She felt the art of leading could be taught and it could be mastered.

The *Class of 2016* is waiting for you. Take your position on stage.

Debut as a Mary Kay Independent Sales Director from August 1<sup>st</sup>, 2015, through January 1<sup>st</sup>, 2016, and you will earn these fabulous rewards\*:

- *Class of 2016* Ring
- Vince Camuto® handbag
- Gorgeous necklace and earring set

Plus, your Senior Independent Sales Directors will reap these rewards as well!

If you debut one offspring Independent Sales Director you'll receive this coordinating Vince Camuto® wallet\*. Senior Independent Sales Directors who debut a second offspring during the contest period will also receive the wallet\*!

Debut two or more Independent Sales Directors and you'll receive an additional \$100 bonus for each offspring who debuts during the contest period. Senior Independent Sales Directors who debut three or more offspring will also be paid a \$100 bonus.

*\*Limit one ring, one handbag, one necklace and earring set and one wallet per achiever.*

*An Independent Sales Director must maintain her Sales Director status through to the end of the promotion period, and be in good standing with the Company at the time the award is presented, in order for her and/or her senior to be eligible for the rewards.*

*Prizes and bonuses will be awarded at Leadership Conference 2016. Prizes and bonuses will be mailed after the event if you do not attend.*

*Vince Camuto® is a registered trademark of Camuto Consulting, Inc. dba Camuto Group.*



Why not make history when you debut during *Lynda's Leaders Challenge*?

# READY FOR RED

“First of all, a HUGE thank you to everyone involved in creating the *Ready for Red* course. I absolutely loved it! I thought it came at the perfect time in conjunction with the *Race for Red* promotion so I used it to mentor and support a group of unit members who wanted to earn their free Red Jacket.

The course is very well laid out, and very strategically written. It has a very clear path to follow, which makes earning a Red Jacket more attainable because it’s a step-by-step guide that simplifies the training we do as Sales Directors. I think sometimes we forget to take time to pause and internalize, take a step back and reflect on ourselves and what we want out of our business and this course brings the “WHY” into, or back into, a Beauty Consultant’s business.

I had tears in my eyes several times from being so touched by how my unit members responded to all of the assignments. I felt so proud and thought ‘Wow these ladies are having some major a-ha moments and breakthroughs that will propel them forward.’ The course allowed them to discover a lot about who they are, what they want and helped them realize they CAN achieve anything they set their mind to with the right focused work.

Do I think this course helps Beauty Consultants get into their Red Jackets? Yes absolutely. Whether it’s within the 6 weeks or not, it doesn’t really matter. They have the tools and have grown in their minds to be able to attract that into their life, and it will come when they are ready for it.

I honestly think every Beauty Consultant, whether they are new, seasoned, stuck in a rut, off track, on track, want to be in ‘red’ or not, or are already in ‘red’ wanting to be a Sales Director, who are not seeing results or seeing results, should take this course. It works and there’s a reason why our fabulous company has put so much time and effort into creating it. Cheering YOU on to all of your successes!”



Independent Sales Director **Lindsay Lewis**, Brandon, MB

Find it online: [MKOC® > Education > Ready for Red](#)

# redjacket corner

By Melanie Cummings



## Independent Sales Director

**Jessie Jamias** from Prince George, BC, admits that leaving the security of the 9-5 public sector world to pursue her Mary Kay business took some convincing. But the numbers proved it would be a wise move. By putting as much time into growing her Mary Kay business as she did into her previous

full-time job, Jessie is reaping the rewards of a plentiful income and far more flexible lifestyle.

### When did you know you wanted to become an Independent Sales Director? What was your “a-ha” moment?

“I believe it was when I was a Senior Beauty Consultant. I had been in Mary Kay for six months, and our unit was invited to an Area Retreat in Kamloops with **Independent National Sales Director Sandy Campbell**. Being in the Go Give Area, it was really exciting to be invited to these events and learn from a National!

Most of the girls in the unit went, but I didn’t. I was somewhat negative about the event and thought: ‘I don’t need to hear what they are going to say because I already know what I need to do; I just need to start doing it’. I thought it was a good decision to stay behind and just book a few parties that weekend instead. But when everyone returned home and they were all going on about how awesome the event was, and how they each had their own ah-ha moments, I realized that I was having my ah-ha moment too. It was regret that I hadn’t attended because right then I knew that you learn something valuable both about yourself and the business at every single event, and I vowed to myself that I would never miss another Mary Kay function ever again. And I haven’t!”

### What appealed to you most about being an Independent Sales Director?

“There are amazing perks for Independent Sales Directors, from being able to rollover the star prize points, to a different lifestyle and greater commission cheques. The thing that

appealed to me the most was the flexibility I would have in my life, both financially, and time-wise.

I worked a full-time municipal position which paid me a very good income. Like I said, I was slightly worried about finances if I were to leave my job to pursue Mary Kay full time. But during **DIQ** my Independent Sales Director **Raven Hogue** showed me a comparison of my commission cheque to what it would have been if I were doing the same amount of work, but being paid as a Sales Director. The difference was **FOUR** times the amount. It was more than what I was getting paid at my regular job. I was only working a fraction of the hours in my Mary Kay, and if I were to put the amount of effort into my business that I was currently putting into my 40-hour-per-week job, then I knew I would achieve the most amazing things! On top of all that, my husband works his own successful business from home, and I am so excited now to be able to spend more time with him doing the things that we love, and starting a family!”

### What advice would you have for a Star Team Builder whose goal is to submit their Independent Sales Director-in-Qualification Commitment Card?

“Decide, Commit, and Listen.

The decision to submit your DIQ Commitment Card must come from within. You must truly want this more than anyone else wants it for you. And when you make that decision, it will help you to release any fear. Have a positive mindset and use your daily affirmations: I Can, I Will, I Must! Then, of course, you will believe in yourself!

The commitment card is just that, a commitment. It means you promise yourself that your actions will always emulate those of Mary Kay Ash herself.

And most importantly, listen. When you are sharing our incredible business opportunity with your potential new team members, you need to remember that you are not sharing to better yourself and your business; you are sharing to better them; to give them the opportunity to enrich their lives. And when you give to others, take yourself out of the picture, listen selflessly and share with your heart. Amazing things will come back to you! I can promise you this!”





By day, **Sarah Thompson**, of St. John's, NL, works in a busy insurance company. Afterward, she dedicates three hours nightly to her Mary Kay business. The long hours are proving fruitful as the 28-year-old submitted her Independent Sales Director-in-Qualification (DIQ) Commitment Card on May 1<sup>st</sup> and says her team is well on its way to qualifying

her for her Independent Sales Director debut. For Sarah, 2015 is proving to be a great year. She is also about to become a new mom come Christmas time.

**Being a new Independent Beauty Consultant can be intimidating and overwhelming. How and when did you decide to take your business to the next level (Star Team Builder)?**

"I decided right after my first Mary Kay Monday night meeting in January that I would take my business to the next level. I fell in love with the atmosphere and the support system. It's an unbelievable sisterhood.

At the meeting, the women were all talking about Seminar and I decided then that I will get a Red Jacket by Seminar. I realized that the more you put into your business, the more you get out of it and that you can go far. This is why I am pursuing to become an Independent Sales Director. I submitted my DIQ letter on May 1<sup>st</sup>, and now realize the possibilities are endless for me. I also created a Mary Kay room in my home after seeing **Independent Sales Director Emily Squires**'. Mine is decorated with Marilyn Monroe images."

**Do you have a specific approach when first introducing someone to the Mary Kay business opportunity?**

"I do have an approach. I use the time during a facial or makeover to introduce clients to the Mary Kay opportunity, giving them information up front and my *I Story*. My 'heart' story helps them realize they can do this too. It helps them realize that I have felt all the same feelings that they are

likely feeling now. I also explain why I do it. It all helps my clients to feel comfortable with the idea of taking on this business themselves."

**How do you make the most out of a team-building appointment?**

"As I said above, I do it all in one shot and one-on-one. By doing it this way it's the best efficient use of my time and my client's. Why not have clients try the product? They will fall in love with it right then and there. I then show them the Starter Kit and outline the bonuses. One-on-one appointments also make it more comfortable for women who are self-conscious about taking their makeup off in front of others."

NEW!

**REVVVV YOUR ENGINES!**  
Because a new business-building promotion is rounding the corner on September 1<sup>st</sup>.

Will you be ready to join the race?

Stay tuned to the MKOC® for more details.

# FRESH START

*Three Independent Sales Directors share their tips to start the NEW Seminar year with a BANG!*

*By Jemma Wolfe*

Can you believe that another Seminar year is already upon us? Time really does fly – especially when you’re having fun with your Mary Kay business! But a new Seminar year is also the opportunity for a fresh start. Turn this new year into your most successful yet by taking a word of advice from these successful Mary Kay ladies on how to get your new Seminar year off to a kick start!



**Independent Sales Director Lyne Labosse** of Vaudreuil-sur-le-lac, QC wants you to be goal-focused this Seminar year to push your business to the next level! Her advice is...

- 1. WRITE DOWN YOUR GOALS** for one month, three months, six months, a year and five years from now. Where do you see yourself? Write down what is it that you want and when.
- 2. SHARE YOUR DREAMS** with your team members and your customers. For example, I want to earn the BMW Premier Plus by October and be a Cadillac unit for next Seminar 2016. So, I share with people what we need to earn for production. I don't want to put anyone under pressure, but I demonstrate that everything can make so much sense mathematically.
- 3. DON'T SIT ON YOUR SUCCESS!** I know June is a big month but July we shouldn't sit on our successes. Continue to stay in action and keep the momentum going because consistency is the key.



**Independent Sales Director Krista Matheson** of Saskatoon, SK knows that commitment and a positive attitude are the keys to a successful fresh start! She says...

- 1. PARTY AND PASS IT ON.** Aim for a minimum of 30 faces per month and share this amazing opportunity with every woman you meet.
- 2. KNOW YOUR STUFF** and become a master at your skin care class.
- 3. FOCUS ON THE “YES’S”** and not the “no’s” – always stay positive!



**Independent Sales Director Megan Hill** of Weyburn, SK wants you to focus on involvement in events and programs this Seminar year! Her top three tips are...

- 1. GO TO MARY KAY EVENTS** – especially Seminar. The motivation, encouragement and training will have you fired up to set high goals and achieve them!
- 2. DO POWER STARTS.** That gets all the momentum going.
- 3. BE INVOLVED WITH YOUR UNIT TRAINING** that your Independent Sales Director has provided for you. She is there to support you and wants you to succeed!

Isn't it great to read these fantastic women's smart and manageable advice to kick off this Seminar year strong? Now it's time to thoughtfully consider what tips resonate most with you, and make a commitment to yourself to turn thought into action as you accelerate towards success!



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*awards, grants,  
& more*

to  
the  
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## book excerpt



The below poem, entitled “A Mary Kay Director”, is excerpted from the 1996 edition of *Traditions*.

Although the poem was originally created for Independent Sales Directors, its message is one for everyone, regardless of your career path level. And what an inspiring message it is.

### A Mary Kay Director

I'd rather see a lesson  
     Than to hear one any day.  
 I'd rather you would walk with me  
     Than merely show the way.

The eye's a better pupil  
     And more willing than the ear.  
 Fine counsel can be confusing,  
     But examples are always clear.

The best of all Directors  
     Are those who live their creed.  
 For to see good put into action  
     Is what everybody needs.

I can soon learn to do it,  
     If you let me see it done.  
 I can watch your hand in action,  
     But your tongue too fast may run.

And the counsel you are giving  
     May be very fine and true.  
 But I'd rather get my lesson  
     By observing what you do.

Because I could misunderstand you  
     And the great advice you give.  
 But there's no misunderstanding  
     How you act and how you live.

### photo flashback

Mary Kay Ash always knew how to make an everlasting first impression. Here she is pictured on the Seminar stage with her son Richard.



### then & now

Although the Starter Kit Bag may have evolved into a designer-worthy handbag, the kit itself remains the foundation for every Mary Kay business.



quarter four go-give® award winner



**Independent Sales Director**  
**Carol Thompson**  
 Go Give Area

**STARTED MARY KAY**  
 March 2010

**DEBUTED AS AN INDEPENDENT SALES DIRECTOR**  
 May 2011

## PERSONAL

“I was a junior high teacher for 12 years and a great Mary Kay customer. When we moved, I found it difficult to find a permanent job and decided to run a daycare in my home to help with our finances, because we had recently realized that we were over \$100,000 in debt and weren’t able to make ends meet. At the time I signed up, we were living on \$200 a month for gas and groceries for a family of four. Times were definitely tough. I fell in love with the Go-Give® Spirit of Mary Kay and realized that these women I’d met would help me succeed. I ran my daycare in my home for a year while becoming an Independent Sales Director and earning the use of my first Career Car. Currently, I homeschool my two children while working Mary Kay full time.”

## UNIT NAME

*Thompson’s Transformers*

## GOALS THIS YEAR

“Our unit is working really hard to be a trip achieving unit!”

## ENRICHING LIVES

“Carol is absolutely amazing. Hard to describe in words her Go-Give® Spirit because she does so much for all of us. She is involved in many amazing programs, she has a true Mary Kay attitude and her heart is always 100% in. I can’t think of a more deserving person to win this award! When you say Carol Thompson, you say Mary Kay!”

– *Independent Sales Director Mirela Balan*

“Carol truly has the Go-Give® Spirit, always helping others by training and sharing her knowledge. She goes over and above and is always achieving her goals and encouraging us all by leading by example”.

– *Independent Sales Director Angela Kimmien*

## ON BEING NOMINATED

“Because so many women in Mary Kay help me, I’m shocked to be singled out. I feel like all I’m doing is what I was taught. I was so privileged to be adopted by the late Helen Zucchelli, who treated me as her own and taught me how to treat adoptees. My amazing National Sales Director, Gail Adamson, taught me to treat everyone with grace and kindness and to give of myself as much as humanly possible. I love seeing women succeed and I feel like any woman who can transform and become great deserves my help if I can give it. I feel like it’s my job to further the confidence and esteem of every person in this company, not just those in my unit. However, these sentiments are shared by every Mary Kay Sales Director I know. They have all showed me how to be Go-Give through their words and actions. It gives me incredible pleasure to be nominated and to be recognized for loving women to success. I am so honoured to be in the calibre of the other nominees, who’ve all helped and inspired me.”

– *Independent Sales Director Carol Thompson*

from mary kay's kitchen

## Pizza Casserole

Serves: 4-6

“Here’s a fun twist on a family favourite”.

*Dawn Dunn,  
 Goode, Virginia*

## INGREDIENTS

- 2 cups dry twist macaroni
- 1½ - 2 pounds ground beef
- 1 onion, chopped
- Salt and pepper to taste
- 1 can (16 oz.) pizza sauce
- 1 can (8 oz.) tomato paste
- 1 can (8 oz.) tomato sauce
- ½ teaspoon sugar
- Onion salt to taste
- Garlic salt to taste
- Oregano to taste
- 1 cup grated mozzarella cheese
- Parmesan cheese
- Sliced pepperoni to taste

## DIRECTIONS

Preheat oven to 350°; spray a 9x12 casserole with vegetable spray. Cook macaroni according to package directions, drain and set aside. While macaroni is cooking, brown beef, onion, salt and pepper. Drain beef and mix with macaroni, pizza sauce, tomato paste, tomato sauce and sugar. Add onion salt, garlic salt and oregano to taste, mix. Place half of the mixture in casserole and top with mozzarella cheese. Add remainder of mixture and top with mozzarella. Sprinkle with parmesan and sliced pepperoni to taste. Bake at 350° for 45 minutes.

## SERVING SUGGESTIONS

Use one large casserole or two smaller ones. Freezes well.



# Mary Kay won big at the annual DSA Awards Gala!

By Jemma Wolfe



We all know that Mary Kay Independent Beauty Consultants and corporate staff are Go-Give and community-focused. From numerous charitable initiatives to the generosity of the independent sales force all across Canada, it's clear that we really do have something special going on. That's why it's so wonderful to have that formally recognized in two big wins for the Mary Kay Ash Charitable Foundation (MKACF) at this year's Direct Sellers Association of Canada Awards Gala!

**Independent Senior Sales Director Darlene Olsen** won the 2015 *Community Spirit Award*, which recognizes those who have made a profound difference in their community. Ever since Darlene first became a member of the Mary Kay independent sales force in 1979, she has been a shining example of volunteerism and the Go-Give® Spirit to everyone around her; those that know her will undoubtedly consider this award well deserved!

Darlene's remarkable track record includes a 19-year affiliation with *Look Good Feel Better*®, supporting women through the appearance-related side effects of cancer treatments. For eight years, Darlene created and organized the *All About Women* fashion show in Regina, SK in support of *Look Good Feel Better*® and the MKACF. And for the past six years (and counting!) Darlene has hosted her wildly successful *Creative Tables for Cancer* event in Arcola, SK. This fabulous event channels much-needed funds into the MKACF and the Moose Mountain Health Care Recruitment Committee, which advocates for a greater number of medical staff and better access to healthcare for the residents of local towns.

Over the years, Darlene has raised over \$400,000 for the causes she cares about. We are so proud of her accomplishments and are thrilled that she was recognized with this year's *Community Spirit Award*.

## Bling for a Cause

Our other big win at this summer's DSA Awards ceremony went to the **Mary Kay Ash Charitable Foundation (MKACF) Jewellery Fundraising Campaign!** This initiative won the 2015 *Making a Difference Award* for programs that effectively support charitable causes – something that our annual Jewellery Fundraising Campaign definitely does!

Mary Kay launched the Jewellery Fundraising Campaign in 2012 to raise awareness and funds for the MKACF and the programs it finances to support women undergoing cancer treatments and women and their children who are victims of domestic violence.

We're so proud of the Jewellery Fundraising Campaign's ability to raise awareness of issues while enabling the MKACF

to make a difference. This initiative has facilitated a \$50,000 increase in funds to the *Look Good Feel Better*® program over the past two years, and has also enabled the MKACF to continue the Shelter Grant program, donating \$10,000 to 10 women's shelters across Canada on an annual basis.

Through the independent sales force's generous jewellery purchases, over \$150,000 (not including 2015 figures!) has been raised. We're so proud of your kindness in supporting this annual campaign. You're the reason Mary Kay was honoured for Making a Difference, so this award belongs to each and every one of you!



## 2016 Shelter Grant Program

By Andrea Querido

Love shouldn't hurt... Unfortunately, one in three women in Canada will experience domestic violence at some point in their lives. With the need being so great, and thanks to your support, the Mary Kay Ash Charitable Foundation (MKACF) is proud to have donated over \$1,150,000 to this cause, most of it through the Shelter Grant program.

Shelters contribute more than a safe place to stay. They provide vital services and resources that support women who have experienced abuse. Shelters are a place to rebuild new, independent lives and much needed self-esteem.

Thanks to your generous contributions to the MKACF in 2014, we're pleased to share the Foundation is continuing its

Shelter Grant program by awarding a \$10,000 grant in each province/territory throughout Canada.

Can you think of a shelter in your area that is deserving of a Shelter Grant? Then you'll want to visit [marykay.ca](http://marykay.ca) on August 16<sup>th</sup> to download a copy of the Shelter Grant application form. Or, if you know of or volunteer at a local shelter, you can send their email address to [marykaycares\\_canada@mkcorp.com](mailto:marykaycares_canada@mkcorp.com) and they'll automatically be added to our Shelter Grant email list.

The Shelter Grant Application deadline is **October 30<sup>th</sup>, 2015.**

## Who Is YOUR One?

It's a startling statistic, but one in three Canadian women will experience abuse in their lifetime. Below are excerpts from the U.S. Mary Kay Foundation's *One in Four* video, featuring those brave women who experienced – and overcame – domestic violence to build a better, brighter future. To watch the full video, visit [marykay.com](http://marykay.com).

### From victim...

*"The first time it got really physical I was 8 and half months pregnant with my oldest child. I have 3 children. He grabbed me by my shirt and threw me. I went flying out of the room. He said, 'See what happens when you don't listen.' He took his belt off and folded it in half. The first lash was to my legs."*

**Tami, Domestic Violence Survivor**

*"I couldn't show up at certain family events or when I did I seemed more frazzled or anxious. It wasn't very long before they got very angry at me. They have disowned me. Domestic violence is such a difficult thing for anybody to understand unless you are part of it."*

**Monica, Domestic Violence Survivor**

### To victor...

*"You always have another option. You don't want to wake up the next morning and have to face it again. But you will wake up and what that means is you have a new opportunity for hope. You are always in control of your next opportunity and if you are willing to do it you will grow into a woman of your biggest dreams."*

**Shannon, Domestic Violence Survivor**

*"I don't call it a victim. I don't want to be a victim. I am not a survivor I am a victor. What I did wasn't done in tragedy or pity. It was done with a lot of strength and a lot of courage. Every woman who comes out of it deserves that title of a victor, a champion."*

**Abi, Domestic Violence Survivor**





## my Mary Kay moment

### Olive Ratzlaff

Former teacher and “goat -milking lady” turned **Independent National Sales Director (NSD) Olive Ratzlaff** fell in love with Mary Kay first as a customer in 1991.

One year later, Olive decided to sign up for personal use and enjoy the products that she loved so much at wholesale prices.

With encouraging words from her eventual Independent Sales Director and NSD, **Anne Newbury** (emeritus), Olive joined the business ranks of Mary Kay in 1994. She would prove to be a natural, debuting as an Independent Sales Director the same year, a Senior Sales Director in 1995 and upward to NSD status by 2007.

#### FROM STAR STRUCK TO SALES SAVVY

Along the way she was lucky enough to meet the company founder, Mary Kay Ash, several times and as expected they are the highlights of Olive’s 21-year business journey with the company.

She first met Mary Kay in 1994 at New Director Training Week in Dallas.

“Her warm handshake filled me with courage at that time,” said a star struck Olive.

But her most treasured memory of being with Mary Kay came in January 1996.

In her push to reach ever higher in the Mary Kay world, Olive did a sales blitz through her rural community in Nipawin, SK (population 4,265) doing 20 skin care classes and 20 career coffee chats over a two-month span. She put 4,800 kilometres on her car in the process.

The massive effort earned Olive a private dinner with Mary Kay in San Antonio, TX with 200 other go-getters like her.



“Being with Mary Kay at this dinner was memorable beyond words as she took the time to speak with each of us individually.” Olive still remembers what Mary Kay said to her: “I am so proud of you, you did it.”

And in keeping with Mary Kay’s philosophy of building people up to help them reach their very best selves, a personal note followed from that dinner. It said: “Olive, you persevered. You have put your town on the map and the Mary Kay world and I couldn’t be prouder.”

Mary Kay also retold Olive’s story of determination in the subsequent monthly New Sales Director Orientation in Dallas.

There would be much fodder for more stories of Olive’s steadfastness, especially around driving, in the years to come.

“Mary Kay has shown me how to persevere through obstacles and win,” she added.



Most of these hurdles were on the road. “No client has ever come to my home,” said Olive who lives on a farm “at end of the world” in Nipawin.

The worst of it was that despite her long commutes, sometimes they produced no sales.

Once, she drove three hours to do an interview with a potential Independent Beauty Consultant who didn’t show up. Another time she drove four hours to do a party and when she finally got there, the power was out across the community. Olive had only one option: to turn around and drive the four hours back home. Making matters worse on this failed excursion, Olive encountered road construction on the journey home that left her hard-earned pink Cadillac covered up the door handles in splattered oil. It’s been stuck in mud and snow banks too over the years while delivering products, leading meetings and attending appointments.



### SEEING THE GLASS HALF FULL

Through all of these trials and tribulations Olive has leaned on Mary Kay’s teachings to help her to “see that the glass is half full and overflowing.”

Olive also credits her success to her in-house inspirations, her four children, nine grandchildren and especially her husband Ken whom she describes as the “wind beneath my wings.” She says she would

have quit within the first five years if not for his encouragement and calming wisdom.

“He’d tell me to ‘keep at it, tomorrow’s a new day,’ and point out that with the generous commission schedule I would eventually win.” He’d also help by picking up the slack on the seemingly never-ending chore list at home, cooking, cleaning and helping care for the kids to free up time for Olive to pursue her business goals too.

“I thank God every day for my family and for a company that gives women strong hope, a company that provides a culture where women are valued, and above all, a company that allows women a choice to be nurtured and guided by Mary Kay’s personal spiritual values and belief in God.”

– *Melanie Cummings*

# Fran Sorobey

35-year pioneer

By Melanie Cummings



With a career spanning more than 35 years, **Independent Sales Director Fran Sorobey**, of Sherwood Park, AB – who is also a wife, mother and ‘glammy’ – has amassed a treasure trove of Mary Kay milestones and memories. Since 1979 her business has provided financial stability, personal growth and inspiration, as well as fabulous girlfriend time at Seminar and Leadership Conference. Here, our Pioneer shares some of her insights and experiences.

## Why did you choose to start an independent Mary Kay business?

“I had heard the marketing plan presented by **U.S. Independent Senior Sales Director, Holly Zick** (now NSD Emeritus). I would change this to: All that stuck in my mind was the possibility of doubling my money on products sold, no territories, and the two guarantees: The 100 per cent customer satisfaction guarantee and the 90 per cent buy back guarantee for Independent Beauty Consultants. My paycheque from teaching and my husband’s paycheque were limited. Too often for us there was more month than money. So the idea of earning extra money sounded good. I signed that night without even trying the products. I didn’t need to. The guarantee sealed the deal.”

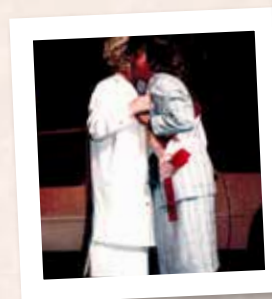
## What was your first impression of Mary Kay Cosmetics Ltd. as a company?

“I was sold the minute I heard the marketing plan. If the marketing plan was sound, then the products and the people must be good as well.”

## How has your Mary Kay business positively affected your life over the years?

“Firstly, it has given me financial freedom and my unlimited ability to write my own paycheque. I have been able to pay for my student loan, go on vacations, pay off our mortgage faster, buy a lake lot, put our three children into extra-curricular activities, to shop, travel and so much more. In other words, it has helped me to enjoy the better things in life without the stress of making ends meet. When people are burdened with significant financial debt they are not happy and are very stressed about it all. When you are in Mary Kay all you have to do to relieve that stress is pick up the phone, book an appointment and everything can fall into place from there.

Secondly, Mary Kay makes you look into the mirror to see that you are important and you have a special gift inside that is waiting to come out. The opportunity that Mary Kay has to offer is the tool to discover the real you. ‘How’, you ask? By making you step out of your comfort zone and believe in yourself. I became a more positive, confident, professional business woman through Mary Kay, as well as a better wife, mother and now ‘glammy’.



Thirdly, when I share the Mary Kay opportunity I get to teach, inspire and watch other women grow and develop into the beautiful individuals they are meant to be.

In many ways, Mary Kay has proven to be a very rewarding opportunity both intrinsically and extrinsically.”

## What do you think sets Mary Kay apart from other companies?

“Mary Kay’s ethics and principles; that is, the Golden Rule of ‘do unto others as you would have done unto you.’ Mary Kay Ash stood strong stating ‘God first, Family second and Career third.’ You have to learn how to schedule your time accordingly so that family time is just that. Then, schedule your working time and work it.

In Mary Kay you are in business for yourself; however, never by yourself. That simply means that you always have someone there to guide you, lift you up and support you no matter where you are on the career path. It allows you to gain insight on different matters that you may encounter so that you are able to learn and grow faster.

## Based on your experience, what is the best advice you would give someone starting a Mary Kay business?

“You started for a reason. That dream in your heart is real and if it exists, there is a way to achieve it. So, on a daily basis do income-producing activities. Learn and grow from each experience. Know that there will always be challenges, just rise above them and continue on your Mary Kay journey to make all of your dreams a reality. Make Mary Kay your way of life and transform yourself into that positive, confident woman you are meant to be. Become extraordinary. Do not quit.”

## Did you ever have the opportunity to meet Mary Kay Ash?

“Yes, I met Mary Kay several times. First time was during my Independent Sales Director-in-Qualification (DIQ) week, at the Cadillac receptions during Seminar and qualifying to attend a special function in her new home.

My experience in meeting such an incredible woman was very humbling. I loved her sense of humour. She always made you feel special in her presence and believed in you. She also appreciated you for sharing the business with others so that other women’s lives may be enriched in so many different ways. Mary Kay was an incredible role model for all women and her legacy continues through each one of us.”



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NEW

# where has your *applause*<sup>®</sup> magazine been?

We want *Applause*<sup>®</sup> magazine to be your go-to resource each and every quarter – and we want to see it where you're reading it! Whether it's on the bus, on vacation or on top of a mountain, send your photo to: [applause-canada@mkcorp.com](mailto:applause-canada@mkcorp.com).



did you know?

Mary Kay's favourite city was Vancouver, BC, Canada.



▲ Dr. Kellie Leitch, the Minister of Labour and the Status of Women pictured here with Mary Kay Independent Sales Directors during round table discussions in Ottawa surrounding women and entrepreneurship. We're so proud to have Mary Kay independent sales force members' voices be heard! You're shining examples of strong female entrepreneurs.



▲ **Independent Senior Sales Director Deanna Pease** and **Independent Beauty Consultant Leslie Magno** of Saskatoon, SK sharing their issue of *Applause*<sup>®</sup> magazine with fellow Independent Beauty Consultants – and team members – Ehra May Fernandez, Leonisa Fernandez and Elle Fernandez while in Iloilo, Philippines!



▲ **Independent Beauty Consultants Jen Langstaff** (on left) and **Laurie Ramsay** (holding *The Look*) from Wyoming, ON took a break from the touring Orlando, Florida to pose with the Spring 2015 issue of *Applause*<sup>®</sup> magazine.



▲ **Team Leader North Audrey Trach** of Battleford, SK and her husband recently took a trip to Georgetown, Guyana to visit his sister who is a missionary through Scarboro Missions. "She works at a girls' orphanage there and we had the opportunity to spend some time there among other amazing experiences. While spending time at the orphanage, Bev wanted me to show the girls how to apply their makeup properly so we gathered a group of the older girls to have a glamour session. I packed bare minimum so mostly just samples and applicators. They loved it. I haven't heard the word "Miss" as many times in a five minute time span as I have in my whole life. They were so eager to learn and couldn't believe how "beautiful" they were after." Although Audrey didn't have her *Applause*<sup>®</sup> magazine with her, we thought this photo was too good not to share!



▲ **Independent Beauty Consultant Deborah Jenkins** of Monkland, ON brought along her Winter issue of *Applause*<sup>®</sup> magazine while working as an Outpost Nurse in Northern Alberta on a First Nations Reservation.

Please note that we try to include every photo sent to us, so there's a bit of a waiting list!

# WELCOME TO THE CITY

This season, effortless sophistication reigns. We find our inspiration from the simple, modern beauty of city skylines, landscapes and architecture. Rich colors and textures mix with new neutrals to deliver a fresh interpretation of classic beauty and style. Elevate your look to new heights, from casual city style to office trendsetting to nighttime knockout. The city is waiting for you.

## TREND HIGHLIGHTS

### HAIR

Hair is sophisticated yet effortless with sculpted updo's, twisted buns, blunt bobs, side-swept waves and chunky side braids, perfect for on the go.

### EYES

Eyes are immersed in metallic and matte textures. Powdery textures over cream finishes reign king.

### LIPS

Lips look rich in velvety finishes and deep pigments for standout colour.

### NAILS

Nails in both glossy and satin finishes that mimic silk grant a sophisticated and luxurious look. Simple two-tone manicures in fall's favourite shades turn nails into must-have accessories.



Share the *Fall Trend Report* ecatalog with your customers. Available on [marykay.ca](http://marykay.ca) on August 16<sup>th</sup>.



## The Heart and Spirit of Mary Kay

Miss Go-Give® 2014 Shares Her Story of Pink Perseverance

By Melanie Cummings

Neither a shy demeanor nor serious health issues are conducive to becoming a successful salesperson. But both hindrances contributed to Toronto **Independent Sales Director Deborah Brown's** admittedly wobbly Mary Kay journey, which started in 1983 and stalled many times over more than two decades.

She signed four Independent Beauty Consultant Agreements between 1983 and 1989, quit in 1990 for more than a decade and returned again in 2000.

### A Spiritual Awakening

Still, it was to be a sideline income.

At the time the former chef was in the preliminary planning stages of opening a café. But she was awoken one morning, at 5:00 a.m., by a pulsing thought from a higher power, says Deborah. It told her to go back to Mary Kay. "I said to God, 'Are you nuts?', 'Are you sure?' I was resistant and hadn't thought about doing that for a decade."

When she told two girlfriends about this spiritual awakening, they told her that of all the jobs she'd had, they'd never seen her so happy as when she was working her Mary Kay business.

The third sign came the following Wednesday, while at work as a receptionist. Flipping through the pages of the local paper Deborah saw an ad for a career fair that said a representative from Mary Kay would be there. "I stomped my feet like a child and said to no one in particular, 'Really?', 'Now?', 'I can't now?'"

She decided to heed the signs and went to that career fair in October 2000. She has stayed the course. However, her career path with Mary Kay has been fraught with seemingly insurmountable obstacles.





### The Power of Perseverance

Through constant health woes that led to 10 major surgeries and amid sometimes debilitating self-doubt, this Miss Go-Give® 2014 has persevered.

Being overweight forced knee surgery and eventually led to stomach stapling to prevent further damage to her joints.

But that surgery led to digestive complications for Deborah over the years, eventually limiting her to eating just gelatin, broth, and diluted protein drinks. Her weight plummeted by 170 pounds over two years.

Doctors were stymied and test after test came back inconclusive. It turned out that scar tissue had formed over the opening of her stomach where it had been stapled in surgery years before. “My doctor told me that I was so severely malnourished I was slowly starving to death.” The scarring forced the complete removal of her stomach. Deborah must now eat small portions of food all day long and chew her food very, very well.

To add to her health woes, the excess skin and fat tissue created from the stomach stapling required a tummy tuck and breast reduction. Unfortunately, more post-surgical complications arose. Fluid accumulated and ballooned to the point it made Deborah look like she was in the late stages of a pregnancy. Yet another surgery — the fifth in four months — finally repaired the problem.

These health problems were the catalyst to becoming an Independent Sales Director. Worried that if she faced health issues again, Deborah realized that to pay her living expenses, she would need to be able to rely on residual income. Six months later she debuted as a Sales Director, calling her unit *Women of Excellence*. Her ultimate dream is to be an Independent National Sales Director.

### Embodying the Go-Give® Spirit

“When you help people get what they want, you get what you want,” she said.

The ordeal has taught Deborah how to work in spite of limitations and that it’s a fine balance between rest and work.

It has also taught her perseverance.

“You can do whatever you set your mind to. There may be physical limitations that extend the time frame for getting things done but it can be done.”

Case in point: Deborah brought an iPad with her each time she was admitted to hospital and typically set to work on her Mary Kay business the day after her surgeries.

“That’s the funny thing about Mary Kay, it’s not a job. It’s what I love. It’s my passion. My blood runs pink.”

No truer words have been spoken. In the 10-year gap between signing her fourth and fifth Agreements, she had tried all kinds of businesses, including other direct marketing companies. Yet she came back to Mary Kay because it was “the real deal.” Outside the “pink bubble” Deborah said she saw ego and competition rule the work world. “But at Mary Kay there is warmth and appreciation for all. It all comes down to the ethics instilled through our founder.”

It is for this reason she was the Seminar 2014 Annual Go-Give® Award recipient.

“Almost one year later after getting it, I’m still in shock,” said Deborah. “I’m still awed that so many women would think so highly of me to give me this award.”

She said all of the women nominated are equally, if not more, deserving. “I don’t think I’m special, I just do what I do because it’s the right thing to do. You put out love and get it back 10-fold, that just makes sense to me.”

So, in Deborah’s experience, being a shy and nervous person is an asset in a way. “It keeps you humble and builds compassion for others with the same issues. Plus, I am proof that it can obviously be overcome and that’s because I finally figured out that my Mary Kay dream was always in my heart.”

# Cheryl Fipke

By Melanie Cummings



Preening was never part of **Cheryl Fipke's** daily preparations for work but now, as an **Independent Beauty Consultant** in St. Albert, AB, it's a welcome addition to her morning routine.

Before Cheryl started her Mary Kay business in January, she ran a daycare in her home working 12 hours a day, five days a week. On weekends she ran a cleaning service.

"I had no time to make myself look pretty," said the wife and mom of four children. "Now my kids say, 'Mom you look soo pretty' when I head out to work. The change is really gratifying."

## IGNITED BY INSPIRATION

Her new career path though, has been fraught with obstacles.

She could only afford a Starter Kit when she signed her Independent Beauty Consultant Agreement with **Independent Sales Director Evelyn Ramanaukas**.

"I didn't know what I would be able to do with \$75 of products and a bag but I left it up to the heavens at that point," she said.

She was forced to declare bankruptcy four years earlier and had no access to credit. And at the time, money in the household was tight because her husband Rob went back to school and his income had been reduced to employment benefits.

"When I was given the choices of inventory, I wanted soo badly to do the Pearl level but I knew I couldn't. I couldn't see where I was going to get the money." They settled on \$600 worth of inventory.

Cheryl would instead rely on inspiration to ignite her business. She loved how the products made her face feel and how comfortable her Evelyn made her feel.

"I wanted to do what (Evelyn) did for a living and make others feel the same."

The material gains certainly enticed Cheryl too, she admits. Evelyn's beautiful home and all of the Mary Kay incentives pictured on the placemat under Cheryl's mirror during the introductory makeover session, including beautiful jewellery, gorgeous cars and exotic trips turned her head too.

Cheryl wanted to join the Mary Kay fold as much for her family as her future clients and herself.

"I immediately told Evelyn I needed this business, not only for my family but for me. I needed to find myself and learn who I was or could become. I needed to be able to help my husband pay bills, and never have to go to the food bank again

to help us throughout the year and for Christmas," she said.

Being home more with her "amazing" children, Sonarae-Dawn, age 9, Leonard, 8, Daniel, 6, and Kiaerea, 4, and not have to worry about finances was part of her dreams too.

## OBSTACLES DIDN'T STOP HER

But just as Cheryl was launching her business, another setback occurred. Her oldest son Leonard (Lenny) became very ill. Several trips to hospital ensued to diagnose the problem. "When you are told that your child may possibly have leukemia or a blood disorder, it's very hard to handle." (He is doing better now but testing continues.)

As well Cheryl was helping an aunt suffering with the after effects of breast cancer surgery.

"With the prayers from my sister Beauty Consultants and friends and family, I knew things would get better." Smiles from her children and her husband's love kept her strong, she added.

After two months since launching her business and amid the financial and health worries, she became a Diamond Star, and shut down her home daycare and cleaning business. A Red Jacket, followed by Independent Sales Director-in-Qualification are on the immediate list of goals.

On a personal level, Mary Kay has allowed the normally happy-go-lucky Cheryl to step out of her comfort zone and overcome her fear of speaking to strangers, or as the founder Mary Kay Ash defined them, "friends she hadn't met yet."

She involves the whole family in the business from putting products on shelves to gathering opinions on how to make her appointments easier.

"To anyone unsure of not being the type of person for this line of work, I'm here to tell you anyone can do this business as long as you know how to work. I can't wait for you to make the right decision and become part of our loving family."





# March 2015 Recognition

## Reconnaissances de mars 2015

Congratulations to all achievers!  
Félicitations à toutes les championnes!



### Top 5 NSD Year-To-Date Commissions Commissions des 5 meilleures DNV pour l'année à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of March 31<sup>st</sup>, 2015. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions brutes touchées au cours de l'année Séminaire à ce jour au 31 mars 2015 par les Directrices nationales des ventes indépendantes comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/ primes de DNV.



Angie Stoker



Renée Daras



Nicole Bellemare



Brenda Summach



Josée D'Anjou



### Inner/Diamond/Gold Circle Cercle des initiées/Diamant/Or

Independent National Sales Directors become a member of the Gold Circle when they earn \$125,000 - \$199,999; a member of the prestigious Diamond Circle when they earn \$200,000 - \$299,999; and a member of the exclusive Inner Circle when they earn \$300,000 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 30 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for March; NSD bonuses for Star Consultants; and NSD commissions earned on all foreign countries through February. These "NSD Commissions" are used to determine NSD ranking for a Seminar year. / Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont gagné 125 000 \$ - 199 999 \$, membre du prestigieux Cercle de diamant lorsqu'elles ont gagné 200 000 \$ - 299 999 \$; et deviennent membre de l'exclusif Cercle des initiées lorsqu'elles ont gagné au moins 300 000 \$ en « Commissions de DNV » pendant la période-concours du Séminaire. Les commissions de DNV sont les commissions gagnées sur la production en gros du premier, deuxième et troisième groupe de lignée; les 30 meilleures de la quatrième lignée et au-delà; les commissions de DNV élités exécutives; les commissions de DNV sur les groupes personnels; les primes de DNV pour les Directrices de lignée de DNV et les Directrices de lignée de leurs groupes personnels pour le mois de mars; les primes de DNV pour les Conseillères Étoiles et les commissions de DNV gagnées sur tous les marchés étrangers au cours du mois de février. Ces « commissions de DNV » sont utilisées pour déterminer la position d'une DNV pendant une année Séminaire.

On-target for diamond circle/En piste pour le cercle de diamant

Renée Daras Angie Stoker

On-target for gold circle - En piste pour le cercle d'or

Nicole Bellemare Brenda Summach



### Top 10 Independent National Sales Director Area Retail Production • Production au détail de la Famille des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of March 31<sup>st</sup>, 2015. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production au détail de la Famille nationale des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 31 mars 2015. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$3,915,305.50	Nicole Bellemare	\$3,714,719.75	Darlene Ryan-Rieux	\$3,389,357.41	Mireille Marion Morin	\$2,232,511.00	Philomena Warren	\$1,555,618.00
Josée D'Anjou	3,829,768.00	Brenda Summach	3,639,342.13	Marcia Grobety	2,904,341.68	Gail Adamson	1,725,718.00	Olive Ratzlaff	1,296,932.55



### Monthly NSD Commissions (above \$10,000) Commissions DNV mensuelles (plus de 10 000 \$)

Listed below are Independent National Sales Director commissions earned in March by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through February / Commissions touchées en mars par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1<sup>re</sup>, 2<sup>e</sup> et 3<sup>e</sup> lignées; commissions touchées par les Directrices nationales des ventes seniors indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1<sup>re</sup> lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1<sup>re</sup> lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en février.

Angie Stoker	\$27,480.00	Renée Daras	\$21,653.00	Marcia Grobety	\$17,010.00	Josée D'Anjou	\$13,716.00	Bernice Boe-Malin	\$10,240.00
Nicole Bellemare	25,751.00	Brenda Summach	18,944.00	Darlene Ryan-Rieux	14,083.00	Mireille Marion Morin	11,929.00		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$225.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2013, THERE WERE OVER 36,476 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,005 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.5% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 535 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$18,610 TO IN EXCESS OF \$100,000. OF THE 20 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 60% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## Triple Crown & Honors Society Achievers Championnes Triple couronne et Société d'honneur

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

**HONORS SOCIETY:** The following Independent Sales Director achieved the Mary Kay Honors Society by achieving at least \$60,000 in net adjusted wholesale production and growing her unit size to 50 or more within one year of her debut date. / **SOCIÉTÉ D'HONNEUR:** La Directrice des ventes indépendantes suivante ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date ses débuts.



**Laurretta Gorman** (Red Deer County, AB)  
National Area/Famille nationale : Bernice Boe-Malin  
Debut/Débuts : April/Avril 2014

Triple Crown Achiever /  
Championne Triple Couronne

Honors Society Achiever /  
Championne Société d'honneur



## Fabulous 50s Achievers Championnes Fabuleux 50

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

**Cloe Gilbert** (Rouyn Noranda, QC)

National Area/Famille nationale : Go Give Area/Entraide  
Debut/Débuts : October/Octobre 2014



## On the Move Achievers Championnes En marche!

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

**Caroline Ranger** (Laval, QC)

National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts : January/Janvier 2015

**Catherine Lévesque** (Sept-Îles, QC)

National Area/Famille nationale : Go Give Area/Entraide  
Debut/Débuts : January/Janvier 2015



## Scoreboard Tableau des résultats

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

Tracy Lynn Craig	\$69,916.50	Sonia Janelle	\$40,726.00	Anne-Marie Rouleau	\$34,024.00	Marilyn Pellerin	\$26,035.50	Deb Prychidny	\$22,650.50	Susie Leakvold	\$21,223.50
Nadia MacDonald	63,967.00	Angela Hargreaves	40,292.00	Guyline Dufour	33,617.50	Harpreet Dhaliwal	25,237.50	Yasmin Manamperi	22,635.50	Jasbir Sandhu	21,134.50
Raven Hogue	60,314.50	Jessica Mongeau	40,052.50	Samantha Chevalier	33,129.00	Sophie Audet	25,123.00	Georgie Anderson	22,409.50	Caroline Boutin	21,046.00
Mylin Sario	58,772.00	Kathy Handzuik	40,003.50	Stephanie Bournival	32,689.00	Candice Loepky	24,726.50	Jeraldene Sapa	22,247.50	Jayne Fochler	20,833.50
Valérie Jetté	56,758.00	Maura Lucente	38,982.00	Lucie Beaugard	32,414.50	Colleen Hendrickson	24,639.50	Gaylene Gillander	22,057.50	Donna Izen	20,788.50
Evelyn Ramanauskas	56,552.50	Joeline Jean-Claude	38,894.00	Carol Hinch Croteau	32,164.00	Elaine Sicotte	24,632.00	Alice Storey	22,008.00	Sherrilynn Poulton	20,737.50
Lauren Wagenaar	56,495.00	Angela Dean	38,862.50	Shelley Recoskie	32,133.50	Michelle Goetz	24,291.00	Leah Van Slyke	21,990.00	Christine Ransom	20,716.00
Carol Thompson	55,356.00	Geneviève Foucault	38,506.50	Monia Morency	31,587.00	Dorothee Desmeules	24,170.00	Lili Jardine	21,932.50	Bev Harris	20,688.00
Shannon Tobin	55,071.50	Sarah Bertrand	38,418.50	Julie Bisson	31,055.50	Cloe Gilbert	24,035.00	Jacqueline Cullen	21,919.50	Brianne Toth	20,671.00
France Grenier	54,749.00	Line Caron	38,347.00	Carol Heath	30,769.50	Allyson Beckel	24,007.00	Tracey Walls	21,877.00	Susan Richardson	20,411.00
Susan Bannister	52,755.00	Wanda Groenewegen	38,132.00	Claribel Avery	30,714.00	Ming Tsang	23,647.50	Louisa Hoddinott	21,789.50	Jennifer Levers	20,402.50
Guyline Comeau	51,023.50	Chantal Bisailon	38,062.50	Rhoda Burton	30,222.50	Karen Hollingworth	23,634.00	Marley Tresoor	21,498.00	Laurie Schuster Sydor	20,360.50
Robin Courneya-Roblin	50,451.00	Tamara Swatske	38,038.50	Lindsay Lewis	29,421.00	Darlene Olsen	23,594.00	Janice Appleby	21,401.00	Sarah Gagné	20,183.00
Sabrina Jacobs	50,380.00	Mandy-Rae Summach	38,004.50	Ginette Desforges	28,518.50	Jacinthe Dubois	23,436.50	Kime Charbonneau	21,397.50	Alexandra Beaulieu	20,181.50
Shirley Peterson	47,738.50	Lorrie Henke	37,732.50	Julie Gauthier	28,434.00	Lisa Craig	23,225.00	Frances Fletcher	21,375.50	Sarah Bardell	20,115.50
Ysabelle Duchesne	46,627.00	Angie Fedorchuk	36,870.50	Mélanie Carrier	28,236.00	Stephanie Marmus	23,124.00	Tracey Douglas	21,334.00	Anna Leblanc	20,034.00
Lauren Peterson	45,614.00	Mary Davies	36,819.00	Liz Wodham	28,195.00	Louise Fortin	23,123.50	Jill Ashmore	21,297.50	Carol Olsen	20,001.00
Fiona Corby	45,463.50	Patricia Roy-Pagé	36,650.50	Fran Sorobey	28,069.00	Rebecca Irving	22,745.00	Dorothy Osadczuk	21,266.00		
Cassandra Lay	44,291.00	Cheryl Neuman	35,531.00	Louise Boulanger	27,759.00	Laurretta Gorman	22,696.00	Chantal St-Denis	21,254.50		
Kathy Whitley	44,174.00	Sarah Biron	34,131.00	Suzette Rice	27,345.00	Mhelen Pumares	22,684.50	Lorraine McCabe	21,224.50		



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

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in March. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en mars, exception faite des commissions des Chefs d'équipe et des VIP.

Valérie Jetté	\$1,734.81	Joeline Jean-Claude	\$5,003.54	Karen Hollingworth	\$3,454.37	Amélie Noreau	\$2,807.87	Lili Jardine	\$2,529.84	Marie-Josée Barriault	\$2,175.05
France Grenier	10,950.01	Angie Fedorchuk	4,976.61	Sophie Audet	3,453.25	Shirley Fequet	2,750.95	Lorraine McCabe	2,517.87	Elaine Maeland	2,163.24
Guyllaine Dufour	9,903.05	Line Caron	4,958.40	Jeraldine Sapa	3,427.38	Sarah Reece	2,743.93	Valérie St-Pierre	2,500.83	Laureen Miller	2,157.54
Tracy Lynn Craig	8,646.88	Geneviève Foucault	4,902.92	Candice Loeppky	3,356.08	Jennifer Levers	2,727.48	Vicky Aubin	2,475.07	Kim Shankel	2,156.00
Sonia Janelle	8,480.71	Mélanie Carrier	4,874.35	Louisa Hoddinott	3,342.80	Patricia Lavoie	2,716.04	Cynthia Hudon	2,469.32	Audrey Noronha-Teixeira	2,154.14
Angela Hargreaves	8,322.01	Chantal Bisailon	4,874.06	Lindsay Lewis	3,312.37	Donna Izen	2,705.47	Elizabeth Farris	2,465.28	Kim Robitaille	2,142.73
Nadia MacDonald	8,086.80	Mandy-Rae Summach	4,870.29	Marilyn Pellerin	3,292.31	Anna Leblanc	2,704.52	Shannon Polei	2,445.89	Ashley Langevin	2,140.56
Raven Hogue	7,872.59	Angela Dean	4,786.33	Dorothee Desmeules	3,277.68	Jill Ashmore	2,701.15	Sonya Arseneault	2,438.28	Judi Todd	2,128.92
Guyllaine Comeau	7,280.36	Lorrie Henke	4,715.79	Fran Sorobey	3,232.29	Dorothy Osadczuk	2,685.93	Eva Maria Coelho	2,436.77	Fernanda Silva	2,122.10
Mylin Sario	7,220.18	Tamara Swatske	4,637.16	Jacqueline Cullen	3,154.73	Yasmin Manamperi	2,683.50	Joy Nicavera	2,433.97	Kari Denysiuk	2,114.42
Lauren Wagenaar	7,146.88	Kathy Handzuik	4,600.23	Rajinder Rai	3,146.85	Louise Fortin	2,682.36	Tracey Walls	2,422.01	Diane Burness	2,100.00
Shirley Peterson	6,820.96	Wanda Groenewegen	4,577.13	Nathalie Delisle	3,146.55	Ming Tsang	2,677.88	Chantal St-Denis	2,415.52	Pat Paul	2,095.97
Evelyn Ramanauskas	6,775.91	Cheryl Neuman	4,515.56	Colleen Hendrickson	3,113.58	Darcey Boutin	2,677.99	Teresa Ho	2,413.67	Shirley Austin	2,095.20
Carol Thompson	6,607.24	Anne-Marie Rouleau	4,411.56	Lisa Craig	3,109.63	Sherrilyn Poulton	2,663.99	France Larouche	2,398.15	Beryl Apelbaum	2,094.05
Lauren Peterson	6,452.74	Mary Davies	4,404.31	Carol Olsen	3,078.28	Jayne Fochler	2,654.18	Janice Appleby	2,396.33	Jessie Jamias	2,075.59
Shannon Tobin	6,286.15	Shelley Recoskie	4,337.07	Marley Tresoor	3,078.07	Darcey Smith-Heath	2,648.72	Tracey Douglas	2,386.71	Tracey Lefebvre	2,075.01
Sabrina Jacobs	6,274.70	Stephanie Bournival	4,227.06	Sarah Bardell	3,077.96	Brianne Toth	2,643.62	Heather Cook	2,383.84	Joyce Goff	2,072.76
Susan Bannister	6,233.34	Carol Hinch Croteau	4,193.00	Cloé Gilbert	3,062.28	Kime Charbonneau	2,636.25	Anik Seguin	2,352.68	Rita Samms	2,071.07
Sarah Bertrand	6,078.53	Carole Heath	4,077.08	Allyson Beckel	3,052.79	Amoreena Murray	2,623.44	Christine Ransom	2,347.91	Julie Vaillancourt	2,067.68
Fiona Corby	5,891.42	Louise Boulanger	4,065.16	Stephanie Dery	2,979.75	Emily Squires	2,616.22	Bev Harris	2,346.25	Joannie Dulude	2,063.90
Robin Courneya-Roblin	5,785.10	Samantha Chevalier	4,053.39	Susan Richardson	2,973.07	Sarah Gagné	2,611.90	Laurie Schuster Sydor	2,323.43	Barb McKellar	2,059.50
Ysabelle Duchesne	5,630.76	Michelle Goetz	4,024.39	Becky Lawrence	2,944.47	Alexandra Beaulieu	2,611.80	Mae Ormrod	2,312.66	Pamela Kanderka	2,053.04
Patricia Roy-Pagé	5,609.42	Rhoda Burton	3,964.46	Jasbir Sandhu	2,944.22	Marilyn Thiessen	2,607.48	Tania Khan	2,299.32	Giovanna Russo	2,042.05
Cassandra Lay	5,578.92	Elaine Scotte	3,869.27	Jacinthe Dubois	2,876.46	Stephanie Marmus	2,604.88	Paulette Nimco	2,299.06	Audrey Ehalt	2,038.09
Sarah Biron	5,437.40	Julie Bisson	3,818.61	Mhelen Pumares	2,874.49	Rebecca Irving	2,584.93	Janine Brisebois	2,297.63	Louise Desy	2,026.97
Lucie Beaugregard	5,325.03	Harpreet Dhalwal	3,772.03	Georgie Anderson	2,868.35	Gaylene Gillander	2,576.63	Victoria Wakulchuk	2,290.13	Cathie Chapman	2,023.87
Giselle Marmus	5,108.68	France Légaré	3,693.46	Darlene Olsen	2,834.42	Lauretta Gorman	2,575.24	Patricia Genoie	2,273.72	Nicole Pharand	2,013.35
Jessica Mongeau	5,103.41	Julie Gauthier	3,682.74	Shelley Haslett	2,834.31	Frances Fleutcher	2,569.43	Barbara Craig	2,255.43	Amy Blanchard	2,007.94
Ginette Desforages	5,081.90	Suzette Rice	3,577.43	Donna Matthews	2,832.67	Marilyn Bodie	2,562.93	Gladys MacIntyre	2,250.51	Valérie Bouillon	2,007.03
Kathy Whitley	5,071.31	Monia Morency	3,553.16	Marie-Josée Bourdages	2,832.58	Susie Leakvold	2,555.63	Chun Hui Spring Mo	2,198.17		
Claribel Avery	5,060.49	Deb Pritchidny	3,497.11	Leah Van Slyke	2,830.65	Elaine Fry	2,545.71	Silvana Choseck	2,191.00		
Maura Lucente	5,015.46	Liz Wodham	3,489.31	Joyce Bigelow	2,828.41	Alice Storey	2,536.63	Diane Poulin	2,182.90		



## Top Recruiting Units Meilleurs groupes en recrutement

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

**Saskatchewan** – Lauren Peterson  
**Ontario** – Mylin Sario  
**Québec** – Marilyn Pellerin  
**Ontario** – Fiona Corby

**Québec** – Valérie Jetté  
**Québec** – Sabrina Jacobs  
**Québec** – Samantha Chevalier  
**Québec** – Joy Danieles

**Québec** – France Grenier  
**Québec** – Sonia Janelle



## New Team Leaders Nouveaux chefs d'équipe

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

**OPHÉLIE AUDET-ROBICHAUD**  
Sonia Janelle  
**STEPH BARKLEY**  
Nadia MacDonald  
**RACHIDA CHENOUF**  
Mona Esmaelzadeh  
**JESSICA CYR**  
Line Caron

**JENNIFER DUARTE**  
Mhelen Pumares  
**MÉLANIE DUBÉ**  
Gisèle Devroede  
**ISABELLE DUPONT**  
Sabrina Jacobs  
**ANNE-MARIE FOURNIER**  
Chantal Petit

**BETHANY FUNK**  
Stephanie Marmus  
**CASSANDRA GILBERT**  
Lauretta Gorman  
**OFELIA GONZALES**  
Mylin Sario  
**ALANA JACOBSEN**  
Lauren Wagenaar

**LISIANE MAURICE**  
Sarah Biron  
**ZEINA MEHDI**  
Chantal Bisailon  
**MARCELLINA MOTTOLA**  
Darlene Ryan-Rieux  
**IFEOMA OKOYE**  
Clara Ajagu

**ANNIE PERRON**  
Nathalie Decelles  
**SARAH RIVEST**  
Sonia Janelle  
**LEEANNE STATA**  
Nadia MacDonald  
**WAHIDA SULTANI**  
Jeraldine Sapa

**ROSY THIVIERGE**  
Catherine Fillion  
**SARAH THOMPSON**  
Emily Squires  
**LINDA WRIGHT**  
Chianne Jones



## New Star Team Builders Nouvelles Bâtisseuses d'équipe Étoile

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

**MOUREEN AMBALWA**  
Nadia MacDonald  
**MARJOLAINE ARCHAMBAULT**  
Sarah Bertrand  
**ASSELIN ROXANE**  
Stéphanie Déry  
**BECKY BAI**  
Chun Hui Spring Mo

**JANIS BALSILLIE**  
Lorrie Henke  
**ÉLISE BERNIER-OUIMET**  
Cloé Gilbert  
**DORIS BOIVIN-LAROUCHE**  
Guyllaine Dufour  
**JESSY CHRÉTIEN CÔTÉ**  
Stephanie Bournival

**ALISHA COOK**  
Georgie Anderson  
**MARIA CORNISH**  
Mary-Lou Hill  
**JESSIE DALTON**  
Louisa Hoddinott  
**ESTRELLA DOS SANTOS**  
Jenn Maxwell

**JULIE DUBÉ**  
Dorothee Desmeules  
**MÉLINA DUBÉ**  
Marie-France Dubé  
**CAROLINE DUQUETTE**  
Mélanie Collette  
**MICHELLE FERRON**  
Tracy Lynn Craig

**ANDRÉE-ANNE FILLION**  
Sophie Guilbault  
**LINA GALLO-MANSBRIDGE**  
Jessie Jamias  
**SIMONE GAREAU**  
Mary Davies  
**STÉPHANIE GERVAIS**  
Line Caron

**JAELYNN HOIUM**  
Lauren Peterson  
**ROWENA JAMES**  
Edna Lee  
**LEIGHANA JENKINS**  
Cassandra Lay  
**ERIN JENSEN**  
Tamara Swatske



## New Star Team Builders (continued) Nouvelles Bâtitseuses d'équipe Étoile (suite)

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

CARMEN LACUEVA Mylin Sario	DONNA MCGRAW Philomena Warren	MARIE-JOSÉE OUIMET Caroline Boutin	DANIÉLA SANCHEZ Vicky Aubin	SHEENA STEVENS Carol Heath	SHABENAZ YOUSUFI Jeralden Sapa
CRYSTAL LALONDE Carol Thompson	AMANDA MCISAAC Marly Tresoor	SHIRLEY RENDELL Suzette Rice	CHLOE SCOTT Jayme Fochler	SHELLY WHELAN Fiona Corby	
TANIA LAMONTAGNE Mélanie Collette	DANIELLE MUNRO Angela Dean	NORMA MIRIAM RODRIGUEZ Reina Heras	MELISSA SNOW Louisa Hoddinott	STEPHANIE WHEHY Krista Noble	



## 12% Club Club 12 %

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

Raven Hogue	\$2,262.75	Lili Jardine	\$1,043.67	Ashley Langevin	\$802.86	France Larouche	\$688.47	Carol Heath	\$594.18	Margaret Ye	\$532.32
Valérie Jetté	2,218.47	Angie Fedorchuk	1,038.57	Stéphanie Bournival	794.31	Sarah Bardell	680.88	Isabelle Du Sablon	587.88	Bev Harris	531.18
Sarah Bertrand	1,715.64	Carol Hinch Croteau	1,020.09	Alana Jacobsen	793.38	Jessie Jamias	672.99	Patricia Lavoie	586.68	Deborah Kenny	530.61
Cassandra Lay	1,548.42	Mylin Sario	1,015.35	Harpreet Dhaliwal	788.19	Candice Loeppky	672.24	Shannon Tobin	571.26	Karine Ellemberg	528.75
Guyline Dufour	1,535.22	Angela Dean	996.51	Sandy Gingras	781.62	Anne-Marie Rouleau	662.55	Candace Friesen	570.45	Christina Bernier	528.66
Evelyn Ramanauskas	1,496.64	Rajinder Rai	947.25	Lisa Craig	776.97	Kathy Whitley	662.19	Tracey Walls	570.18	Marie-Noëlle Côté	528.57
Carol Thompson	1,482.21	Lucie Beauregard	939.30	Tracy Lynn Craig	770.94	Elaine Sicotte	661.29	Shelley Haslett	563.61	Mariola Herbasz	526.86
Cheryl Neuman	1,476.69	Laurence Cadotte	920.28	Lourdie Demosthene	769.26	Julie Borduas	623.58	Julie Daigle	563.55	Darlene Olsen	526.29
Lauren Peterson	1,437.69	Lorrie Henke	907.32	France Grenier	761.67	Sonia Janelle	623.28	Audrey Noronha-Teixeira	557.61	Maria Bennett	522.78
Lauren Wagenaar	1,398.36	Jayne Fochler	889.77	Joyce Bigelow	749.82	Ming Tsang	619.26	Carol Olsen	556.71	Amélie Noreau	522.57
Jessica Mongeau	1,366.02	Liz Wodham	871.23	Geneviève Foucault	745.98	Lauretta Gorman	617.25	Kathy Handzuik	556.62	Joeline Jean-Claude	514.71
Lyne Labrosse	1,263.33	Dorothee Desmeules	845.31	Martine Guimond	735.75	Audrey Trudel	616.65	Deanna Pease	555.27	Damdouane Sophasath	513.03
Guyline Comeau	1,237.74	Elaine Maeland	839.79	Nicole Pharand	728.76	Sabrina Jacobs	612.51	Susan Bannister	551.85	Cendrine Lachaine	505.83
Patricia Roy-Pagé	1,218.39	Janice Dredge	839.28	Carleen Koski-Quaye	726.00	Barb McKellar	612.09	Wanda Groenewegen	548.61	Laura Paglione Diciocco	505.17
Lindsay Lewis	1,198.53	Jacqueline Cullen	833.79	Fiona Corby	724.05	Shirley Peterson	611.16	Julie Coulombe	548.25	Marie-Pier Potvin	504.00
Shelley Recoskie	1,154.31	Tracy Burt	828.42	Lisa-Marie Hollis	718.47	Marilyn Thiessen	606.96	Mandeep Randhawa	542.04	Leanne Jorgensen	503.37
Angela Hargreaves	1,129.68	Julie Gauthier	825.87	Sue McElhanney	716.85	Anna Leblanc	603.57	Line Caron	538.41	Annie Carrière	502.32
Brianne Toth	1,110.48	Yasmin Manamperi	816.81	Monia Morency	695.76	Marilyn Girard	602.31	Tracey Douglas	534.48	Susie Leakvold	501.75
Maura Lucente	1,108.56	Diane Burness	812.67	Rebecca Irving	693.33	Jacinthe Dubois	598.11	Michelle Goetz	533.88		
Pretty Annie Bauzon	1,097.31	Suzette Rice	811.89	Fernanda Silva	690.90	Deborah Brown	595.80	Laura Chenier	533.61		
Sarah Biron	1,092.69	Claudine Pouliot	811.89	Wahida Sultani	689.10	Leila Davis	595.05	Vicky Aubin	532.53		



## 8% Club Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight per cent cheque exceeded \$250 for the month of March. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en mars.

Catherine Chenier-Millette	\$637.10	Deb Prychidny	\$426.44	Joannie Dulude	\$354.10	Claribel Avery	\$295.64	Teresa Alomar-Story	\$277.52	Heidi Barrios	\$257.80
Kim Brouillard	626.20	Helene Gerjes	417.90	Goldie Ray Brisson	350.76	Lisiane Maurice	294.20	Diana Tetu	277.08	Tania Khan	257.56
Zeina Mehdi	546.32	Jeralden Sapa	410.78	Rosy Thivierge	348.40	Melissa Nicola	292.30	Josiane Groulx	273.52	Nadine L'Archer	253.94
Tracy Turgeon	518.00	Stephanie Dery	405.98	Alexandra Beaulieu	338.42	Véronique Dumais	291.76	Linda Feldman	272.32	Jill Ashmore	253.40
Leeanne Stata	516.04	Helen Lupena-Sabourin	394.18	Ashley Roth	337.90	Eliane Jean-Claude Isaac	287.58	Tana Letkeman	270.90	Mercy Kwawu	250.78
Jennifer Constantineau	506.16	Isabelle Dupont	392.64	Marie Gagné	312.24	Denise Gibson	285.04	Anik Séguin	269.48	Janelle Smith	250.18
Fay Hoiness	504.62	Carole Savoie	374.68	Louise Désy	311.20	Sonia Daigle	283.32	Kay Szydluk	263.40		
Evelyne Lussier	487.36	Annie Laplante	366.82	Clara Ajagu	305.14	Mélanie Lavoie	282.64	Mona Esmailzadeh	262.20		
Sarah Gagné	447.60	Lenore Oughton	361.46	Mhelen Pumares	298.20	Glenna O'Quinn	278.82	Shari Leachman	260.74		
Kime Charbonneau	430.42	Pamela Kanderka	357.92	Fatema Khaku	297.22	Ginette Desforges	278.02	Rhoda Burton	259.20		



## 4% Club Club 4 %

Listed below are the Independent Beauty Consultants whose four per cent cheque exceeded \$75 for the month of March. / Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en mars.

Amanda McIsaac	\$244.21	Sherry Funk	\$135.68	Shirley Hundvik	\$111.74	Julie Dubé	\$101.08	Sabrina Couture	\$96.02	Christina Collins	\$83.52
Sarah Wedel	189.09	Amanda Puech	128.34	Marianne Bellely	106.79	Roselyne Richard	101.04	Andréa Piper	94.73	Marika Mompont	82.54
Kimiko Carlson	182.60	Shayna Burke	123.96	Sandra Wrathall	106.75	Daphne Britto	100.08	Robyn Hoglund	94.55	Marie-Josée Ouimet	82.11
Marie-Pier Plante	175.66	Danitra Laverdiere	120.20	Shayla Adams	105.62	Valérie Lafontaine	98.98	Marie-Claude Proulx	93.52	Maria Scupham	82.11
Katheryne Guimond	168.06	Shannon Guest	120.15	Valérye Cabana	105.48	Arianne Belleau	97.89	Laurie Brooks	91.37	Bethany Gensorek	81.99
Marie-France Bouillon	162.08	Jamie Sutter	120.01	Asselin Roxane	105.31	Sylvie Laflamme	97.75	Lucie Auclair	90.72	Isabelle Leveille	81.98
Isabelle Roberge	151.88	Margaret Geldart	117.37	Marcia Ouellette	105.24	Janie Lamontagne	97.62	Edith Goulet	87.58	Norma Miriam Rodriguez	81.21
Christelle Bélanger	144.14	Doris Boivin-Larouche	115.15	Johanna Nunez	103.47	Cassandra Fournier	97.50	Brigitte Poeti	86.63	Nevia Da Silva	78.22
Samantha Nitchie	144.06	Cherisse Warburton	113.44	Marlene Simpson	103.06	Carmen Lacueva	96.39	Chris Whalen	85.14	Audrey Fréchette Lefebvre	76.66
Tracy Turgeon	140.41	Kaitlyn Mitchell	112.37	Ruth Orr	102.98	Jessie Dalton	96.23	Julie Chatigny	85.06	Mercedes Brunet	75.70

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT REPOSE POUR LA MAJEURÉ PARTIE SUR LA VENTE DE PRODUITS. DE PLUS, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, TRANSFERTS DE CLIENTS, PRIX ET RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE VISÉE. LES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT SONT CONSIDÉRÉS ACTIFS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) S'ILS PASSENT DES COMMANDES MINIMALES DE GROS DE 225 \$ DE PRODUITS COSMÉTIQUES DESTINÉS À LA REVENTE PENDANT CE MÊME MOIS. EN 2013, L'EFFECTIF DES VENTES INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 36 476 MEMBRES. PARMI LES 4 005 MEMBRES QUI ONT FAIT PARTIE DE L'EFFECTIF DES VENTES INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,5 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 535 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, CELLES FAISANT PARTIE DES PREMIERS 50 % ONT REÇU, PENDANT L'ANNÉE, DES COMMISSIONS ALLANT DE 18 610 \$ À PLUS DE 100 000 \$. PARMI LES 20 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 60 % ONT GAGNÉ DURANT L'ANNÉE DES COMMISSIONS SUPÉRIEURES À 100 000 \$.



## Gold Medal Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of March. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en mars.

**CHERYL NEUMAN**  
Director/Directrice  
**JOYCE BIGELOW**  
Director/Directrice  
**FIONA CORBY**  
Director/Directrice  
**LISA CRAIG**  
Director/Directrice  
**SARAH BIRON**  
Director/Directrice  
**JOY DANIELES**  
Director/Directrice  
**RAVEN HOGUE**  
Director/Directrice  
**CAROLINE RANGER**  
Director/Directrice

**MANDY-RAE SUMMACH**  
Director/Directrice  
**LINDSAY LEWIS**  
Director/Directrice  
**SARAH BERTRAND**  
Director/Directrice  
**CATHERINE CHENIER-MILLETTE**  
Geneviève Foucault  
**LAUREN PETERSON**  
Director/Directrice  
**JANICE DREDGE**  
Rhoda Burton  
**CARLEEN KOSKI-QUAYE**  
Donna Melnychyn  
**ASHLEY ROTH**  
Director/Directrice

**AUDREY BISAILLON**  
France Grenier  
**KIM BROUILLARD**  
sabrina jacobs  
**TRACY BURT**  
Philomena Warren  
**SONIA COUTURE**  
MÉlanie Carrier  
**CANDACE FRIESEN**  
Stephanie Marmus  
**MARTINE GUIMOND**  
Sonya Arseneault  
**CATHERINE LAVOIE**  
Sarah Gagné  
**DAMDOUANE SOPHASATH**  
Julie Bisson

**ISABELLE BAKRAN**  
Samantha Chevalier  
**CHRISTINA BERNIER**  
Guylaine Comeau  
**ISABELLE DU SABLON**  
Ysabelle Duchesne  
**VÉRONIQUE DUMAIS**  
Marilyn Pellerin  
**VALINA DUMAS**  
Sarah Bertrand  
**BETHANY FUNK**  
Stephanie Marmus  
**OFELIA GONZALES**  
Mylin Sario  
**LUCY HILTON**  
Tracy Lynn Craig

**ALANA JACOBSEN**  
Lauren Wagenaar  
**TANIA LAMONTAGNE**  
Mélanie Collette  
**JANICE MALENAB**  
Edna Lee  
**ZEINA MEHDI**  
Chantal Bisailon  
**MANDEEP RANDHAWA**  
Jasbir Sandhu  
**SARAH RIVEST**  
Sonia Janelle  
**JILL ROLLEFSTAD**  
Carol Thompson  
**CAROLINE SALEM**  
Valérie Jetté

**WAHIDA SULTANI**  
Jeralden Sapa  
**JESSICA TREMBLAY**  
Jacinthe Dubois  
**ANNY WIEBE**  
Lauren Peterson



## Silver Medal Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of March. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en mars.

**VALÉRIE JETTÉ**  
Director/Directrice  
**DOROTHY OSADCZUK**  
Director/Directrice  
**SONIA DAIGLE**  
Director/Directrice  
**LEANNE JORGENSEN**  
Director/Directrice

**JESSICA MONGEAU**  
Director/Directrice  
**SHEENA PAPIN**  
Director/Directrice  
**HELENE GERJES**  
Director/Directrice  
**GENEVIÈVE FOUCAULT**  
Director/Directrice

**RITA WHITE**  
Director/Directrice  
**PRETTY ANNIE BAUZON**  
Mylin Sario  
**LAURA LEGER**  
Caroline Sarrouf  
**MARIE-SOLEIL LESSARD**  
Director/Directrice

**MARILYN THIESSEN**  
Director/Directrice  
**ANNIE VINCENT**  
Valérie Jetté  
**STEPH BARKLEY**  
Nadia MacDonald  
**SHAYNA BURKE**  
Lauren Peterson

**PASCALE CORBIN**  
Marilyn Pellerin  
**CAROLINE DUQUETTE**  
Mélanie Collette  
**MARGARET GELDART**  
Fiona Corby  
**CASSANDRA GILBERT**  
Lauretta Gorman

**DAWN KENNEDY**  
Emily Squires  
**TAMMY SOUSA**  
Cassandra Lay  
**LEEANNE STATA**  
Nadia MacDonald  
**SHABENAZ YOUSUFI**  
Jeralden Sapa



## Bronze Medal Médailles de bronze

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

**YASMIN MANAMPERI**  
Director/Directrice  
**GLORIA FITT**  
Director/Directrice  
**CASSANDRA LAY**  
Director/Directrice  
**AMOREENA MURRAY**  
Director/Directrice  
**DEANNA PEASE**  
Director/Directrice  
**AMANDA DA SILVA**  
Director/Directrice  
**CHANTAL BISAILLON**  
Director/Directrice  
**ANIK SEGUIN**

Director/Directrice  
**JOSIANE GROULX**  
Director/Directrice  
**NAOMI SCOTT**  
Director/Directrice  
**JAYME FOCHLER**  
Director/Directrice  
**ANNIE CARRIÈRE**  
Director/Directrice  
**LAURA CHENIER**  
Director/Directrice  
**ANNABEL COELHO**  
Director/Directrice  
**JULIE COULOMBE**  
Line Caron

**LILI JARDINE**  
Director/Directrice  
**PAOLA PIERDANT**  
Director/Directrice  
**BRIANNE TOTH**  
Director/Directrice  
**TRACY TURGEON**  
Sabrina Jacobs  
**LAURENCE CADOTTE**  
Anne-Marie Rouleau  
**MÉLANIE CARRIER**  
Director/Directrice  
**HARPAL HEHAR**  
Director/Directrice  
**ROBIN MACLAREN**

Director/Directrice  
**SHIRLEY PETERSON**  
Director/Directrice  
**JUDITH POLIQUIN**  
Cloé Gilbert  
**SARAH THOMPSON**  
Emily Squires  
**VALERIE ASSELIN**  
Sophie Legault  
**ÉLISE BERNIER-OUMET**  
Cloé Gilbert  
**ROBYN BREWER**  
Brienne Toth  
**FRANCE CHAPUT**  
Sara Chowdhery

**JENNIFER DUARTE**  
Mhelen Pumares  
**MARIE DUFORT-SIMONEAU**  
Cloé Gilbert  
**ISABELLE DUPONT**  
Sabrina Jacobs  
**ERIN JENSEN**  
Tamara Swatske  
**MARCELLE LA FLEUR**  
Pauline White  
**FRANCINE LATOUR**  
France Grenier  
**MÉLANIE LEJEUNE**  
Catherine Lévesque  
**LISIANE MAURICE**

Sarah Biron  
**VERONICA MCLEAN**  
Lauren Wagenaar  
**VALÉRIE MOREAU-BOULÉ**  
Samantha Chevalier  
**MARCELLINA MOTTOLA**  
Darlene Ryan-Rieux  
**DANIELLE MUNRO**  
Angela Dean  
**ANNIE PERRON**  
Nathalie Decelles  
**NORMINDA VICOY**  
Mylin Sario  
**TEANA WALLIN**  
Lauren Peterson



## Provincial Sales Queens Reines des ventes provinciales

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

**Alberta** – Dorothy Osadczuk

**British Columbia/Colombie-Britannique** – Racheal Wilkie

**Manitoba** – Brenda Prus

**New Brunswick/Nouveau-Brunswick** – Rachel Matheson

**Newfoundland & Labrador/Terre-Neuve-et-Labrador** – Hilda Hiscock

**Nova Scotia/Nouvelle-Écosse** – Nathalie Gervais

**Nunavut** – Bernice Clarke

**Northwest Territories/Territoires du Nord-Ouest** – Rebecca Cooper

**Ontario** – Nadia MacDonald

**Prince Edward Island/Ile-du-Prince-Édouard** – Melissa Veld

**Québec** – Chantal Demers

**Saskatchewan** – Mandy-Rae Summach

**Yukon** – Carol Richards



## Stars Consultants on the Ladder of Success Conseillères étoiles sur l'Échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800), Emerald (\$3,600), Ruby (\$2,400) and Sapphire (\$1,800) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$), Émeraude (3 600 \$), Rubis (2 400 \$) et Saphir (1 800 \$) en un mois!

Mandy-Rae Summach	\$5,955.50	Sabah Khalid	\$3,002.25	Sonya Souliers	\$2,400.00	Denise Mohr	\$1,931.25	Christa Au	\$1,821.25	Emelyn Marcelo	\$1,801.75
Dorothy Osadczuk	5,894.00	Wilma Colas	3,001.50	June Millar	2,381.00	Joni Sawatzky	1,926.00	Sonia Brar	1,821.00	Marci Rabe	1,801.75
Nadia MacDonald	5,784.50	Élodie Côté	3,000.50	Lina Gallo-Mansbridge	2,377.00	Stephanie Walker	1,926.00	Caroline Dionne	1,820.50	Kimberly Thomas	1,801.75
Alana Jacobsen	4,890.75	Amy Baxter	3,000.25	Daralee Griffin	2,368.25	Karyn Roesch	1,915.50	Deloris Cross	1,817.00	Carole Bourgault	1,801.50
Brenda Prus	4,851.25	Nathalie Rivard	3,000.00	Tracey Walls	2,357.75	Darlene Coveyduck	1,910.75	Jennifer Harris	1,813.50	Michelle Cook	1,801.50
Chantal Demers	4,814.00	Farzaneh Tarkeshian	3,000.00	Megan Hill	2,355.00	Dawn Hogue	1,909.50	Amélie Leblanc	1,813.50	Marika Mercure	1,801.50
Jennifer Gorman	4,804.50	Diana Anderson	2,934.25	Hélène Rourke	2,313.00	Dale Rogerson	1,904.75	Annette Quesnel	1,812.75	Karyne Daigneault	1,801.25
<b>\$4800</b>		Jémilie Dupéré	2,864.00	Marie York	2,284.25	Nathalie Gervais	1,901.00	Alexandra Lessard-Leclerc	1,811.75	Jessica Gauthier-Béchar	1,801.25
Melissa Tasse-Paquette	4,500.25	Nancy Stiles	2,835.50	Barb Knill	2,283.25	Angela Dean	1,895.00	Satvir Birk	1,811.00	Juanita Kean	1,801.25
Racheal Wilkie	4,359.50	Jaime Calonego	2,833.75	Dany Charest	2,268.00	Erin Jensen	1,893.00	Merle Sanil	1,811.00	Julie Lavoie	1,801.25
Kelsey Thomson	4,249.25	Shannon Winter	2,799.25	Roxanne Blackburn	2,266.50	Ginny Konechny	1,893.00	Valérie Girard	1,810.50	Lisa Parsons	1,801.25
Alexia Drolet	4,221.50	Marie-Pier Theriault	2,784.50	Wendy-Lynn Jones	2,238.50	Caroline Morin	1,892.50	Gerda Sawatzky	1,810.25	Dorie MacLennan	1,801.00
Paule Chatigny	4,202.75	Ashley Provencher	2,752.00	Catherine Gauthier	2,224.00	Josée Raymond	1,891.00	Susan Walker	1,810.00	Salvacion Oclares	1,801.00
Aline Jean	4,201.50	Priscyl Fortin	2,705.75	Jennifer Levers	2,219.50	Charlen Luke-Hacking	1,890.75	Lorielyn Babagay	1,809.00	Helen Rojas	1,801.00
Diane Mireault	4,200.75	Andréa Piper	2,695.25	Linda Moreau	2,207.75	Sonja Gronen	1,887.50	Navjot Sidhu	1,809.00	Mandeep Sidhu	1,801.00
Esther Tremblay	4,200.75	Jessie Decelles	2,673.00	Jessie McBride	2,198.00	Laure Schuster-Sydor	1,886.50	Karina Grégoire	1,808.50	Sherry Burt	1,800.75
Maryka Rondeau	4,200.50	Amoreena Murray	2,631.00	Karina Huard	2,194.75	Caroline Salem	1,883.75	Sarah Houde	1,808.50	Debbie Conlin	1,800.75
Sophie Berthelot	4,200.25	Lindsay Lewis	2,586.00	Sarah Biron	2,191.75	Harpal Hehar	1,879.50	Stéphanie Poitras	1,808.50	Céline Deshaies	1,800.75
Katheryne Guimond	4,200.00	Brenda De Kock	2,576.50	Patricia Séminaro	2,191.50	Sara-Eve Gravel	1,877.00	Johanne Simard	1,808.50	Candace Delorme	1,800.75
Cheryl Neuman	4,050.50	Christina Adams	2,559.75	Marie-Josée Gagné	2,189.50	Tonya Becenko	1,876.75	Sirena Jacobsen	1,808.25	Danika Graveline	1,800.75
Lorna Hosker	4,035.50	Darlene Olsen	2,559.00	Kathleen Legault	2,186.75	Paulette Nimco	1,874.75	Jessie Zaat	1,808.25	Brittany Grenning	1,800.75
Michelle Lapworth	3,948.50	Sabrina Longval	2,526.00	Christine MacLeod	2,139.25	Kristine Canlas	1,871.50	Stéphanie Binette	1,806.50	Sandra Hernandez	1,800.75
Stéphanie Leroux-Aubut	3,927.25	Sarah Bardell	2,512.75	Shirley Peterson	2,114.00	Kaelynn Furry	1,863.25	Lyme Lafleur	1,806.50	Ashley Rooney	1,800.75
Véronique Garant	3,826.25	Naomi Scott	2,493.00	Mel Danbrook	2,104.50	Ellie Meijer	1,862.50	Jocette Gozon	1,806.00	Marlène Chatigny	1,800.50
Maya Bayoun	3,820.50	Karyne Paquette	2,480.75	Katrina Hunt	2,088.00	Roma Beaudoin	1,862.25	Sonia Grenier	1,805.00	Sonia Howa	1,800.50
Bonnie Chappell	3,803.00	Glenda Laberge	2,459.75	Dezirai Cassidy	2,087.50	Melissa Tavares	1,861.25	Line Gagnon	1,805.00	Nareeman Khan	1,800.50
Pascal Proulx	3,797.00	Émilie Séguin	2,447.25	Jessica Tremblay	2,072.00	Sheri Fejos	1,860.25	Mimouna Maouelainin	1,805.00	Stéphanie Leduc	1,800.50
Alexandre Boivin	3,765.25	Élise Chalifoux	2,440.50	Lauri Hertz	2,055.25	Tracy Marquis	1,859.50	Stephanie Paquet	1,805.00	Stephanie Mongeau	1,800.50
Sandra Poulin	3,710.25	Marie-Hélène Sirois	2,437.50	Angela Grand	2,051.25	Gloria Walton	1,859.50	Samantha Nitchie	1,804.75	Sylvie Sylvestre	1,800.50
Vanessa Marcotte	3,644.50	Kielely Beauty	2,428.75	Ana Agravio	2,050.75	Rebecca Cooper	1,859.25	Marjorie Realin	1,804.25	Charlie Villeseche	1,800.50
Andrea Caponpon	3,614.50	Julia MacMillan	2,427.50	Jennifer Moore	2,049.75	Deirdra Kearley	1,858.75	Seng Feng Wu	1,804.00	Yola Alabre	1,800.25
Crystal Malmo	3,614.50	Anita Layson	2,426.25	Rosalie Barbeau-Soulard	2,049.50	Rebecca Reid	1,856.50	Ann-Filippe Duval	1,803.75	Nathalie Boucher	1,800.25
Melanie Marquis-Tessier	3,611.75	Cori Henschell	2,418.75	Chantal Bisailon	2,031.75	Sylvie Allaire	1,852.25	Patricia Robinson	1,803.75	Billie Dobbs	1,800.25
Samantha Duquette	3,611.00	Marie-Lee Diraddo	2,418.25	Julie Charbonneau	2,018.25	Joanie Rondeau	1,850.25	Jazzielyn Punsalan	1,803.50	Marie James	1,800.25
Sabrina Pelloquin-Rioux	3,603.50	Maryse Parent	2,416.00	Patricia Leclair	2,016.75	Marie-Pier Dionne	1,849.25	Roxanne Dicaire	1,803.50	Mohabat Koohestani	1,800.25
Danielle Cabrita	3,601.50	Sheena-Marie Nicholls	2,410.50	Melissa Pierre-Antoine	2,015.75	Marilyn Rousselle	1,847.75	Teresa Robillard	1,803.50	Kim Masson	1,800.25
Précillia Poirier	3,601.25	Christy Orcutt	2,408.75	Evelyn Lopina	2,015.00	Rachida Chenouf	1,844.75	Michelle Lang	1,803.25	Joy Nicavera	1,800.25
Marie-Ève Latreille	3,600.50	Myriam Paul-Ouellet	2,406.25	Helena Bourgeois	2,009.25	Melissa Pedneault	1,844.25	Kayla Brisebois	1,803.00	Marie Perron	1,800.25
<b>\$3600</b>		Marie-Claude Langevin	2,405.50	Molly Jeffreys	2,007.50	Julie Tourangeau	1,841.25	Kate Castonguay	1,803.00	Farida Samerkhanova	1,800.25
Hilda Hiscock	3,546.75	Marie-Christine Lemay	2,404.50	Cassandra Arsenault	2,003.75	Viviane Blake	1,839.50	Helene Petit	1,803.00	<b>\$1800</b>	
Pretty Annie Bauzon	3,541.75	Stephanie Kounterian	2,403.75	Rachel Papadakis	2,001.25	Amanda Kehoe	1,839.50	Ashley Roderick	1,803.00	Anita Best	1,800.00
Mélanie Charette	3,510.25	Dayana Campbell	2,402.50	Lucie Plante	2,000.50	Kathy Langlais	1,836.50	Mariska Belleau	1,802.75	Wendy Burgess	1,800.00
Deanna Blue	3,443.00	Ofelia Gonzales	2,402.50	Annie Vincent	1,999.75	Geraldine Francois	1,835.75	Albertina Fernandes	1,802.75	Chrystel Charette-Dubois	1,800.00
Isabelle Fortin	3,263.00	Lalita Ballowonth	2,402.25	Barbara Craig	1,998.50	Cinda Sander	1,832.25	Joanne Chartrand	1,802.50	Jasmine Eagle	1,800.00
Gail Prodeux	3,215.25	Janica Isabel	2,402.00	Susan Bannister	1,997.75	Denise Brideau	1,832.00	Isabelle Martin	1,802.50	Helene Gerjes	1,800.00
Robyn Brewer	3,208.00	Rachel Matheson	2,401.00	Monica Noel	1,987.50	Kelly Power	1,832.00	Melissa Pierre	1,802.50	Annie Gagné	1,800.00
Maude Vaillancourt	3,183.50	Anouk Trottier	2,400.75	Marley Tresoor	1,984.00	Amélie Hudon	1,831.50	Marilou Précourt	1,802.50	Emilie Girard	1,800.00
Kathy Chute	3,156.50	Audrey Bouchard	2,400.50	Karen Bellemare	1,983.50	Ariane Girard	1,830.50	Cristelle Rozon	1,802.50	Annie Grouit	1,800.00
Bethany Unger	3,123.00	Josee Leblanc	2,400.50	Farah-Lynn Flinders	1,982.50	Valérie Gagnon	1,830.25	Elaine Atkinson	1,802.25	Amy Parkhill	1,800.00
Marie-Ève Raymond	3,119.50	Marie-Ève Larochelle	2,400.50	Michele Thomson	1,977.25	Marlene Commins	1,826.50	Ashley Hudrick	1,802.25	Nicole Pyne	1,796.25
Priscille Tremblay	3,039.50	Deidre Reys	2,400.50	Audrey McFadden	1,970.25	Lucie Gamache	1,826.25	Monique Lafrance	1,802.25	Yvonne Gabriel	1,786.50
Eileen Lefebvre	3,038.75	Chanel Brouard	2,400.25	Sara Palmater	1,970.25	Kellee Slimmon	1,826.00	Mirela Burgos	1,802.00	Joanne Marchildon	1,784.50
Melissa Hayes	3,003.75	Karine Lebel	2,400.25	Judith Germain	1,970.00	Natasha Seymour	1,825.00	Cheryl Barr	1,802.00	Ronnie Askew	1,783.50
Frantcel Gérôme	3,003.25	Sarah Lafrenière	2,400.25	Nailla Lessard	1,957.25	Lisa Cochrane	1,824.75	Sylvie Cassista	1,802.00		
Shirley Block	3,002.75	<b>\$2400</b>		Nela Fernandes	1,955.50	Valérie Jetté	1,823.75	Juliana Duchesne	1,802.00		
Ana Camara	3,002.25	Mélanie Roy	2,400.00	Claudette Vilcu	1,951.50	Ashley Young	1,823.00	Lisa Lightle	1,802.00		
Evelyne Daigle	3,002.25	Dieynaba Samb	2,400.00	Carol Hinch Croteau	1,946.25	Sarah-Maude Gingras	1,822.00	Kimberly Thompson	1,802.00		

# Marry Kay Career Car Program Achievers

## Championnes du Programme de voitures de carrière Marry Kay



### Cadillac Achievers Championnes Cadillac

These Independent Sales Directors qualified during the month of March to earn the use of a pink Cadillac or receive Cash Compensation. / Directrices des ventes indépendantes qualifiées en mars pour l'usage d'une Cadillac rose ou une compensation en argent.



Susan Bannister



Tracy Craig



Ysabelle Duchesne



Cassandra Lay



Nadia MacDonald



Mylin Sario



### Premier Plus Achievers Championnes Première Plus

These Independent Sales Directors qualified during the month of March to earn the use of a BMW 320i or receive Cash Compensation. / Directrice des ventes indépendantes qualifiée en mars pour l'usage d'une BMW 320i ou une compensation en argent.

Rhoda Burton

Sabrina Jacobs



### Premier Club Achievers Championnes Club Première

These Independent Sales Directors qualified during the month of March to earn the use of a Ford Edge SE or receive Cash Compensation. / Directrice des ventes indépendantes qualifiée en mars pour l'usage d'une Ford Edge SE ou une compensation en argent.

Jacinthe Dubois  
Genevieve Foucault

Cheryl Neuman  
Jessica Mongeau

Mandy-Rae Summach



### Independent Sales Director Grand Achievers Directrices des ventes indépendantes Grandes Gagnantes

This Independent Sales Directors qualified during the month of March to earn the use of a Ford Fusion SE or receive Cash Compensation. / Directrice des ventes indépendantes qualifiée en mars pour l'usage d'une Ford Fusion SE ou une compensation en argent.

Sonya Arseneault  
Vicky Aubin  
Samantha Chevalier  
Eva Coelho  
Jayme Fochler

Elaine Fry  
Patricia Genois  
Sophie Legault  
Catherine Levesque  
Gladys MacIntyre

June Millar  
Linda Moreau  
Dorothy Osadczuk  
Caroline Ranger  
Anne-Marie Rouleau

Giovanna Russo  
Jasbir Sandhu  
Laurie Schuster-Sydor  
Johanne Séguin  
Valérie St. Pierre

Marilyn Thiessen  
Tracey Walls



### Independent Beauty Consultant Grand Achievers Conseillères en soins de beauté indépendantes Grandes Gagnantes

This Independent Beauty Consultant qualified during the month of March to earn the use of a Ford Fiesta or receive Cash Compensation. / Conseillère en soins de beauté indépendantes qualifiée en mars pour l'usage d'une Ford Fiesta ou une compensation en argent.

Pretty Bauzon

Lourdie Demosthène

Lyne Labrosse

Audrey Trudel



# April 2015 Recognition

## Reconnaissances d'avril 2015

Congratulations to all achievers!  
Félicitations à toutes les championnes!



### Top 5 NSD Year-To-Date Commissions Commissions des 5 meilleures DNV pour l'année à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of April 30<sup>th</sup>, 2015. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions brutes touchées au cours de l'année Séminaire à ce jour au 30 avril 2015 par les Directrices nationales des ventes indépendantes comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/ primes de DNV.



Angie Stoker



Renée Daras



Nicole Bellemare



Brenda Summach



Josée D'Anjou



### Inner/Diamond/Gold Circle Cercle des initiées/Diamant/Or

Independent National Sales Directors become a member of the Gold Circle when they earn \$125,000 - \$199,999; a member of the prestigious Diamond Circle when they earn \$200,000 - \$299,999; and a member of the exclusive Inner Circle when they earn \$300,000 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 30 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for April; NSD bonuses for Star Consultants; and NSD commissions earned on all foreign countries through March. These "NSD Commissions" are used to determine NSD ranking for a Seminar year. / Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont gagné 125 000 \$ - 199 999 \$, membre du prestigieux Cercle de diamant lorsqu'elles ont gagné 200 000 \$ - 299 999 \$; et deviennent membre de l'exclusif Cercle des initiées lorsqu'elles ont gagné au moins 300 000 \$ en « Commissions de DNV » pendant la période-concours du Séminaire. Les commissions de DNV sont les commissions gagnées sur la production en gros du premier, deuxième et troisième groupe de lignée; les 30 meilleures de la quatrième lignée et au-delà; les commissions de DNV élites exécutives; les commissions de DNV sur les groupes personnels; les primes de DNV pour les Directrices de lignée de DNV et les Directrices de lignée de leurs groupes personnels pour le mois d'avril; les primes de DNV pour les Consillières Étoiles et les commissions de DNV gagnées sur tous les marchés étrangers au cours du mois de mars. Ces « commissions de DNV » sont utilisées pour déterminer la position d'une DNV pendant une année Séminaire.

On-target for diamond circle/En piste pour le cercle de diamant

Renée Daras Angie Stoker

On-target for gold circle - En piste pour le cercle d'or

Nicole Bellemare Brenda Summach



### Top 10 Independent National Sales Director Area Retail Production • Production au détail de la Famille des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of April 30<sup>th</sup>, 2015. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production au détail de la Famille nationale des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 30 avril 2015. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$4,591,325.50	Nicole Bellemare	\$4,300,026.10	Darlene Ryan-Rieux	\$3,940,796.01	Mireille Marion Morin	\$2,643,639.76	Philomena Warren	\$1,749,063.80
Josée D'Anjou	4,496,916.50	Brenda Summach	4,180,413.30	Marcia Grobety	3,449,797.68	Gail Adamson	2,049,474.50	Olive Ratzlaff	1,489,476.65



### Monthly NSD Commissions (above \$10,000) Commissions DNV mensuelles (plus de 10 000 \$)

Listed below are Independent National Sales Director commissions earned in April by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through March. / Commissions touchées en avril par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1<sup>re</sup>, 2<sup>e</sup> et 3<sup>e</sup> lignées; commissions touchées par les Directrices nationales des ventes seniors indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1<sup>re</sup> lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1<sup>re</sup> lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en mars.

Angie Stoker	\$23,786.00	Josée D'Anjou	\$15,755.00	Renée Daras	\$15,633.00	Marcia Grobety	\$10,803.00
Brenda Summach	16,138.00	Nicole Bellemare	15,717.00	Philomena Warren	11,905.00	Mireille Marion Morin	10,631.00





## Honors Society Achievers Société d'honneur

**HONORS SOCIETY:** The following Independent Sales Director achieved the Mary Kay Honors Society by achieving at least \$60,000 in net adjusted wholesale production and growing her unit size to 50 or more within one year of her debut date. / **SOCIÉTÉ D'HONNEUR:** La Directrice des ventes indépendantes suivante ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date ses débuts.



**Line Caron** (St-Jean-Sur-Richelieu, QC)  
**National Area/Famille nationale :** Go Give Area/Entraide  
**Debut/Débuts :** May/Mai 2014  
**Honors Society Achiever /  
 Championne Société d'honneur**



## Fabulous 50s Achievers Championnes Fabuleux 50

The following Independent Sales Directors achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of their debut date. / Les Directrices des ventes indépendantes suivantes a réussi le programme de championne Fabuleux 50 Mary Kay pour avoir réalisé une production de groupe nette ajustée de 30 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les six mois suivant la date de leurs débuts.

**Laurence Grenier** (Montreal, QC) **Mylin Sario** (Toronto, ON)  
**National Area/Famille nationale :** Nicole Bellemare **National Area/Famille nationale :** Marcia Grobety  
**Debut/Débuts :** November/Novembre 2014 **Debut/Débuts :** November/Novembre 2014



## On the Move Achievers Championnes En marche!

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

**Ashley Roth** (Thunder Bay, ON) **Brianne Toth** (Estevan, SK)  
**National Area/Famille nationale :** Marcia Grobety **National Area/Famille nationale :** Anita Mallory  
**Debut/Débuts:** February/Février 2015 **Debut/Débuts:** February/Février 2015



## Head Of The Class Achievers Championnes En tête de classe

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

**Lyne Labrosse** (Vaudreuil-Sur-Le-Lac, QC)  
**National Area/Famille nationale :** Anita Mallory  
**Debut/Débuts:** April/Avril 2014



## Scoreboard Tableau des résultats

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

Fiona Corby	\$75,465.90	Cassandra Lay	\$48,010.90	Stephanie Marmus	\$34,238.00	Shannon Polei	\$27,093.50	Louise Boulanger	\$24,002.90	Rebecca Irving	\$21,585.40
Chantal Bisailon	62,295.90	Susan Bannister	47,308.40	Angela Dean	33,904.90	Carol Heath	26,992.40	Christine Ransom	23,765.90	Nadia Desroches	21,368.40
Evelyn Ramanauskas	58,043.90	Ysabelle Duchesne	47,198.40	Jacinthe Dubois	32,344.90	Nathalie Delisle	26,029.50	Suzette Rice	23,451.90	Clara Ajagu	20,928.90
Carol Thompson	57,802.40	Angela Hargreaves	45,941.40	Mary Davies	32,265.40	Georgie Anderson	26,029.40	Rita Samms	23,302.50	Louise Fortin	20,806.40
Lucie Beauregard	57,698.40	Joeline Jean-Claude	43,490.90	Wanda Groenewegen	32,242.40	Lindsay Lewis	26,004.90	Dorothee Desmeules	23,021.90	Pat Paul	20,806.40
Tamara Swatske	57,546.40	Angie Fedorchuk	42,467.90	Monia Morency	32,198.40	Marie-Noëlle Côté	25,957.90	Jessie Jamias	22,958.90	Sarah Bertrand	20,726.40
Raven Hogue	56,297.90	Louisa Hoddinott	42,193.90	Line Caron	31,541.40	Nadia MacDonald	25,785.40	Susan Richardson	22,763.40	Yasmin Manamperi	20,701.90
Robin Courneya-Roblin	55,622.90	Patricia Roy-Pagé	40,204.40	Joyce Goff	31,535.90	Kathy Quilty	25,725.90	Vicky Aubin	22,707.90	Mary-Lou Hill	20,363.90
Valérie Jetté	54,671.40	Claribel Avery	40,023.90	Deb Prychidny	30,996.40	Mylin Sario	25,453.00	Emily Squires	22,656.90	Candice Loeppky	20,303.40
Shirley Peterson	52,048.40	Maura Lucente	39,503.40	Sabrina Jacobs	30,123.00	Janice Appleby	25,006.50	Sarah Bardell	22,468.90	Diane Burness	20,300.40
Lauren Peterson	51,961.40	Elaine Sicotte	38,939.40	Jennifer Levers	30,013.90	Barbara Craig	24,731.40	Donna Matthews	22,387.90	Cynthia Hudson	20,036.40
Lauren Wagenaar	51,403.90	Marilyn Pellerin	38,327.90	France Légaré	29,823.90	Jill Ashmore	24,565.40	Marley Tresoor	22,347.90	Allyson Beckel	20,013.90
Tracy Lynn Craig	50,797.90	Clôé Gilbert	38,322.50	Sarah Biron	29,062.90	Kim Shankel	24,408.90	Stephanie Bournival	22,319.40	Julie Gauthier	20,000.90
Guyline Dufour	50,205.90	Guyline Comeau	37,897.40	Lisa Craig	28,615.90	Marilyn Bodie	24,307.40	Marie-Josée Gagné	22,232.90		
France Grenier	49,964.90	Lorraine McCabe	35,743.90	Alice Storey	28,534.50	Sarah Gagné	24,184.90	Harpreet Dhaliwal	22,001.90		
Sonia Janelle	49,872.40	Ginette Desforges	35,041.40	Kathy Handzuik	28,076.90	Anne-Marie Rouleau	24,164.50	Karen Hollingworth	21,941.00		
Kathy Whitley	48,651.40	Lorrie Henke	34,913.40	Sherrilyn Poulton	28,001.40	Caroline Ranger	24,161.40	Anne Vigneault	21,896.50		
Shannon Tobin	48,521.90	Michelle Goetz	34,876.50	Jessica Mongeau	27,424.90	Jasbir Sandhu	24,063.00	Joannie Dulude	21,851.40		

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. DE PLUS, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, TRANSFÈRES DE CLIENTS, PRIX ET RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE VISÉE. LES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT SONT CONSIDÉRÉS ACTIFS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) S'ILS PASSENT DES COMMANDES MINIMALES DE GROS DE 225 \$ DE PRODUITS COSMÉTIQUES DESTINÉS À LA REVENTE PENDANT CE MÊME MOIS. EN 2013, L'EFFECTIF DES VENTES INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 36 476 MEMBRES. PARMI LES 4 005 MEMBRES QUI ONT FAIT PARTIE DE L'EFFECTIF DES VENTES INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,5 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 535 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, CELLES FAISANT PARTIE DES PREMIERS 50 % ONT REÇU, PENDANT L'ANNÉE, DES COMMISSIONS ALLANT DE 18 610 \$ À PLUS DE 100 000 \$. PARMI LES 20 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 60 % ONT GAGNÉ DURANT L'ANNÉE DES COMMISSIONS SUPÉRIEURES À 100 000 \$.



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

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in April. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en avril, exception faite des commissions des Chefs d'équipe et des VIP.

Guyline Dufour	\$11,492.34	Ginette Desforges	\$5,366.22	Jasbir Sandhu	\$3,517.62	Stéphanie Bournival	\$2,850.76	Shelley Haslett	\$2,405.46	Marie-Ève Hamelin	\$2,173.57
Valérie Jetté	11,287.44	Elaine Scotte	5,363.49	Carol Heath	3,510.91	Mélanie Carrier	2,846.62	Karen Taylor	2,399.21	Barbara Martin	2,148.80
France Grenier	10,546.47	France Légaré	5,053.06	Harpreet Dhaliwal	3,423.41	Kim Shankel	2,786.58	Sarah Reece	2,382.85	Joyce Bigelow	2,147.57
Fiona Corby	9,644.17	Maura Lucente	5,001.74	Elizabeth Farris	3,387.14	Chun Hui Spring Mo	2,780.00	Shirley Fequet	2,368.73	Chantal St-Denis	2,147.26
Angela Hargreaves	9,336.84	Cloé Gilbert	4,890.96	Jill Ashmore	3,301.76	Louise Fortin	2,752.62	Susie Leakvold	2,367.72	Ming Tsang	2,142.23
Sonia Janelle	8,591.01	Sarah Biron	4,822.50	Donna Matthews	3,283.47	Amoreena Murray	2,740.03	Clara Ajagu	2,360.38	Wendy-Lynn Jones	2,140.59
Lucie Beaugregard	8,269.60	Marilyn Pellerin	4,703.89	Nadia MacDonald	3,271.31	Mary-Lou Hill	2,694.27	Pat Paul	2,352.42	Monica Noel	2,138.83
Chantal Bisailon	7,649.23	Jacinthe Dubois	4,606.86	Emily Squires	3,267.11	Anik Séguin	2,690.21	Lorraine Upwards	2,340.70	Helen Lupena-Sabourin	2,137.39
Shirley Peterson	7,595.43	Deb Prychidny	4,563.79	Becky Lawrence	3,266.09	Christine Ransom	2,644.78	Patricia Lavoie	2,321.89	Fran Sorobey	2,133.92
Tamara Swatske	7,541.97	Lorraine McCabe	4,552.55	Alice Storey	3,254.74	Joannie Dulude	2,635.64	Colleen Hendrickson	2,313.34	Bev Harris	2,129.08
Raven Hogue	7,534.56	Michelle Goetz	4,524.12	Rajinder Rai	3,241.54	Suzette Rice	2,624.37	Kime Charbonneau	2,311.53	Tarra Keller	2,127.86
Evelyn Ramanauskas	7,172.85	Lorrie Henke	4,458.58	Sarah Bertrand	3,237.00	Diane Burness	2,619.53	Cynthia Hudon	2,302.37	Lili Jardine	2,121.96
Carol Thompson	6,479.77	Angela Dean	4,435.79	Kathy Handzuik	3,227.01	Mary Tresoar	2,619.18	Julie Gauthier	2,300.06	Maria Bennett	2,104.61
Claribel Avery	6,775.95	Stephanie Marmus	4,425.47	Sherrilyn Poulton	3,220.09	Rita Samms	2,614.66	Annie Larocque	2,297.45	Kim Robitaille	2,091.59
Lauren Peterson	6,604.36	Nathalie Delisle	4,395.83	Marilyn Bodie	3,193.30	Allyson Beckel	2,613.85	Marie-Josée Bourdages	2,294.44	Sophie Wang	2,090.22
Lauren Wagenaar	6,479.77	Angela Dean	4,358.91	Marie-Noëlle Côté	3,187.26	Amélie Noreau	2,612.88	Geneviève Bouthillier	2,257.14	Mychèle Guimond	2,079.88
Tracy Lynn Craig	6,421.32	Louise Boulanger	4,317.59	Sarah Bardell	3,158.04	Louiselle Duchesne	2,599.76	Isabelle Meunier	2,250.15	Pat Monforton	2,077.50
Robin Courmeya-Roblin	6,315.49	sabrina jacobs	3,958.00	Janice Appleby	3,143.79	Dorothee Desmeules	2,596.42	Tami Willson	2,241.38	Sandra Charland	2,057.68
Louisa Hoddinott	5,988.02	Wanda Groenewegen	3,956.73	Susan Richardson	3,119.31	Jessie Jamias	2,595.51	Lyne Labrosse	2,235.75	Rita White	2,055.36
Susan Bannister	5,879.31	Mary Davies	3,868.95	Sarah Gagné	3,080.34	Linda Feldman	2,572.92	Cathie Chapman	2,226.96	Isabel Lima	2,041.32
Patricia Roy-Pagé	5,871.09	Joyce Goff	3,849.83	Caroline Ranger	3,071.53	Marie-Josée Gagné	2,545.14	Shirley Austin	2,212.12	Anna Leblanc	2,038.43
Ysabelle Duchesne	5,867.90	Lisa Craig	3,760.03	Anne-Marie Rouleau	3,070.69	Nadia Desroches	2,523.74	Donna Izen	2,210.17	Marie-Josée Barriault	2,036.18
Joeline Jean-Claude	5,837.94	Monia Morency	3,692.90	Yasmin Manamperi	3,038.15	Jacqueline Cullen	2,517.83	Hélène Petit	2,206.11	Brenda Cuppage	2,034.88
Cassandra Lay	5,823.76	Shannon Polei	3,688.83	Anne Vigneault	3,013.57	Sheena Papin	2,457.32	Jaclyn Monaco	2,205.14	Pamela Kanderka	2,026.38
Giselle Marmus	5,778.39	Karen Hollingworth	3,681.61	Georgie Anderson	3,007.19	Shelley Recoskie	2,446.98	Darcey Smith-Heath	2,200.46	Mae Ormrod	2,016.29
Angie Fedorchuk	5,622.28	Jennifer Levers	3,640.53	Lindsay Lewis	2,990.32	Heather Cook	2,433.63	Darlene Olsen	2,194.92		
Guyline Comeau	5,585.80	Mylin Sario	3,610.49	Candice Loepky	2,950.25	Elaine Maeland	2,424.68	Liz Wodham	2,192.70		
Kathy Whitley	5,562.34	Jessica Mongeau	3,590.55	Vicky Aubin	2,876.01	Annie Gagnon	2,419.15	Sophie Audet	2,188.31		
Shannon Tobin	5,561.85	Barbara Craig	3,522.94	Kathy Quilty	2,872.18	Rebecca Irving	2,414.75	Shari Leachman	2,177.77		



## Top Recruiting Units Meilleurs groupes en recrutement

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

**Québec** – Annie Larocque  
**Ontario** – Mylin Sario  
**Québec** – Sonia Janelle  
**Québec** – Valérie Jetté

**Ontario** – Fiona Corby  
**Québec** – Cloé Gilbert  
**Québec** – Chantal Bisailon  
**Québec** – Marilyn Pellerin

**Québec** – France Grenier  
**Québec** – Isabelle Gionet



## New Team Leaders Nouveaux chefs d'équipe

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

**MOUREEN AMBALWA**  
Nadia MacDonald  
**MARJOLAINE ARCHAMBAULT**  
Sarah Bertrand  
**JANIS BALSILLIE**  
Lorrie Henke  
**CARINE BEAUCHAMP**  
Line Caron  
**ÉLISE BERNIER-OUIMET**  
Cloé Gilbert

**MARIE-FRANCE BOUILLON**  
Lucie Beaugregard  
**DEZIRAI CASSIDY**  
Jessie Jamias  
**MYLÈNE FAFARD**  
Marilyn Pellerin  
**STEPHANIE GERMAIN**  
Kim Robitaille  
**SHANNON GUEST**  
Shannon Polei

**ALICIA HOLDEN**  
Angela Hargreaves  
**ERIN JENSEN**  
Tamara Swatske  
**BRITTANY JENSON**  
Maura Lucente  
**CAROLYN KENNEL**  
Emily Squires  
**CARMEN LACUEVA**  
Mylin Sario

**CAROLANNE LAURENCE**  
Tania Khan  
**LESLIE MATTHEWS**  
Mary-Lou Hill  
**AMANDA MCISAAC**  
Marley Tresoor  
**KARIMA MEDINI**  
Nadira Assous  
**NGOZI OLUKPE**  
Nadia Desroches

**ALEXANDRA PARENT**  
Marie-Pier Potvin  
**NANCY POULIOT**  
Helene Fraser  
**MARIE-ANNE RICHER**  
Lucie Beaugregard  
**MERLE SANIL**  
Helen Rojas  
**KYLA SNYDER**  
Raven Hogue

**SHELLY WHELAN**  
Fiona Corby



## New Star Team Builders Nouvelles Bâtiuseses d'équipe Étoile

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

**SHAYLA ADAMS**  
Darcey Smith-Heath  
**STÉPHANIE BIENVENUE**  
Martine Richard  
**MARIE-PIER BOISSONNEAULT**  
Cloé Gilbert  
**LEA BORDEAUX**  
Cynthia Hudon

**CHRISTINE BOUCHARD**  
France Larouche  
**MELISSA BOUCHARD**  
Patricia Lavoie  
**ROBYN BREWER**  
Brienne Toth  
**ANNIE BUJOLD**  
Jacinthe Dubois

**SHAYNA BURKE**  
Lauren Peterson  
**JAËL CANTIN**  
Valérie Jetté  
**SHERRY CHAMPAGNE**  
Yasmin Manamperi  
**PASCALE CORBIN**  
Marilyn Pellerin

**KARYNE DAIGNEAULT**  
Sonia Janelle  
**ANNICK DESFOSSÉS**  
Nancy Lauzière  
**AMÉLIE DROUIN**  
Cloé Gilbert  
**STÉPHANIE DUMONT**  
Josiane Fontaine

**ARI FELLMAN**  
Barbara Craig  
**NORMA FOZ**  
Debra Auxtero Morillo  
**BRIGITTE GAGNON**  
Anne Vigneault  
**MARGARET GELDART**  
Fiona Corby

**JUDITH GERMAIN**  
Jessica Mongeau  
**HEATHER GORE-HICKMAN**  
Donna Melnychyn  
**JENNIFER HICKS**  
Lauren Peterson  
**NANCY LACHARITÉ**  
Hélène Petit



## New Star Team Builders (continued) Nouvelles Bâtisseuses d'équipe Étoile (suite)

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

VALÉRIE LAPIERRE Guylaine Comeau KARINE LAUZON Sylvie Rieux KATHLEEN LEGAULT Sabrina Jacobs CHARLOTTE LI Chun Hui Spring Mo CHARLENE MAILMAN Mae Ormrod	DIANE MALLAT Jaclyn Monaco ÉLODIE MALO Josiane Fontaine KIM MCLEAN Judy Braumberger ARLEEN MUGFORD Nadine Spence WENDY PENNEY Valerie Tavernier	HUWAIDA PERVEZ Michele Thomson ANDREA PIPER Shannon Tobin MARILOU PRÉCOURT Marie-Noëlle Côté ASHLEY PROVENCHER Raven Hogue AMANDA PUECH Tarra Keller	KARYN ROESCH Renee Daras GENEVIÈVE ROULEAU Isabel Lima CAROLINE ROY Isabelle Perreault JOSÉE ROY Guylaine Dufour NANCY STE-MARIE Monia Morency	JANE THOMPSON Marilyn Pellerin KAREN TOEWS Sarah Reece DANIELLE KOESLAG Megan Hill STÉPHANIE TRUDEL Annie Carrière VALÉRIE TURCOTTE Patricia Lavoie	ANNY WIEBE Lauren Peterson
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## Independent Beauty Consultant Grand Achievers Conseillères en soins de beauté indépendantes Grandes Gagnantes

This Independent Beauty Consultant qualified during the month of April to earn the use of a Ford Fiesta or receive cash compensation. / Conseillères en soins de beauté indépendante qualifiées en avril pour l'usage d'une Ford Fiesta ou une compensation en argent.

Kim Brouillard	Laurence Cadotte	Marie-Josée Gagne
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## 12% Club Club 12 %

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

Fiona Corby Valérie Jetté Carol Thompson Guylaine Dufour Lauren Peterson Chantal Bisailon Kathy Whitley Angela Hargreaves Patricia Roy-Pagé Lindsay Lewis Angela Dean Lisa Craig Jessica Mongeau Cassandra Lay Sarah Bardell Evelyn Ramanauskas Diane Burness Lorrie Henke	\$2,239.16 1,998.05 1,845.03 1,689.39 1,420.46 1,405.32 1,353.39 1,348.15 1,184.15 1,178.21 1,165.70 1,119.18 1,116.66 1,100.22 1,095.83 1,058.94 1,008.09 994.13	Angie Fedorchuk Amanda McIsaac Raven Hogue Elaine Maeland Caroline Ranger Maria Bennett Shannon Guest Laurence Cadotte Stéphanie Roy Evelyne Lussier Joyce Goff Dorothee Desmeules Amoreena Murray Louisa Hoddinott Lucie Bearegard Annie Vincent Sarah Bertrand Guylaine Comeau	\$950.29 903.12 886.52 874.09 873.57 857.93 851.43 851.37 849.42 816.99 800.85 798.57 795.71 785.55 781.21 778.62 777.11 772.79	Giselle Marmus Carole Savoie Linda Feldman Deb Prychidny Valérie Labrecque Maura Lucente Claribel Avery Doris Boivin-Larouche Sarah Biron Liz Wodham Susie Leakvold Carol Heath Diane Auclair Tamara Swatske Yasmin Manamperi Deborah Kenny Audrey Deslandes Candace Friesen	\$755.96 752.63 739.13 736.34 727.44 727.34 727.34 692.58 688.31 672.95 658.38 651.57 646.02 645.41 644.87 640.47 639.66 637.56	Alana Jacobsen Lili Jardine Shannon Polei Jennifer Levers Geneviève Bouthillier Harpreet Dhaliwal Amélie Noreau Naomi Scott Joyce Bigelow Susan Bannister Colleen Hendrickson Louise Boulanger Sandra Charland Katharine Morrison Chiarne Jones Lauren Wagenaar Gail Prodeus Stephanie Bournival	\$633.60 632.25 630.86 621.92 621.18 620.09 615.44 611.34 607.94 605.16 603.35 603.15 602.84 600.44 597.87 597.21 591.18 588.24	Samantha Scobey Mandeep Randhawa Rita White Line Caron Bev Harris Mariola Herbasz Monia Morency Audrey Bisailon Monica Noel Sheri Gray Chun Hui Spring Mo Shirley Austin France Grenier Clara Ajagu Jenn Maxwell Alexandra Parent Tracey Douglas Tami Willson	\$579.23 577.83 577.80 574.62 573.75 573.26 568.53 568.17 565.65 562.86 560.22 556.19 555.55 551.94 546.06 544.41 542.28 534.54	Mary-Lou Hill Kathryn Milner Pamela Kanderka Candice Loeppky Joan McMillan Georgie Anderson Lorraine McCabe Cathie Chapman Paulette Nimco Shelley Rekoskie Pascale Levesque Marie-Josée Fiset Tarra Keller Shannon Tobin Debbie Bomben Wanda Groenewegen Krystal Duval Shirley Fequet	\$534.20 532.29 528.08 527.69 522.51 520.23 519.14 517.79 516.42 515.94 514.74 514.32 514.02 513.78 506.76 503.79 502.05 500.76
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## 8% Club Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight per cent cheque exceeded \$250 for the month of April. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en avril.

Zeina Mehdi Catherine Lavoie Lourdie Demosthene Jessica Tremblay Marie-Michelle Caro Claudine Pouliot Kime Charbonneau Denise Brideau Dezirai Cassidy Jill Ashmore Stéphanie Gagnon Jennifer Constantineau Stephanie Marmus	\$796.02 649.54 556.00 555.96 547.16 519.28 504.76 494.06 477.06 476.06 457.38 451.48 440.02	Mélanie Collette Shirley Peterson Chrissy Novak Sandy Gingras Tiffany Veldhuisen Fay Hoiness Kim Brouillard Véronique Dumais Sheena Papin Sarah Balyk Nino Bokuchava Joeline Jean-Claude Marie-France Bouillon	\$437.42 436.33 430.04 416.62 404.90 397.89 396.00 395.04 389.42 387.00 385.54 384.16 382.80	Jayne Fochler Nadia MacDonald Amy Blanchard Joan Elliott Annie Couture Valérie Secchi Ashley Anne Nyholt Carolyn Nofall Valérie Pagé Brittany Jenson Robyn Hoglund Marie-Eve Hamelin Brenda Cuppage	\$382.02 375.06 373.10 369.72 368.38 367.22 362.92 355.30 349.76 345.76 336.40 329.64 329.14	Debbie Struthers Edna Lee Wahida Sultani Sarah Rivest Kyla Snyder Isabelle Meunier Marie-Anne Richer Melissa Nicola Helene Gerjes Julie Lavoie Ophélie Audet-Robichaud Sylvie Larose Marie-France Dubé	\$327.24 324.08 322.10 320.58 320.36 317.94 316.52 315.18 310.10 306.92 301.76 300.80 300.42	Louise Desy Caroline Lapalme Bernice Hartwell Catherine Chenier-Millette Donna Witt Élise Bernier-Ouimet Sharon Lee Carlson Julie Bisson Vaun Gramatovich Josiane Groulx Alison Hogan Sherry Reid Janis Balsillie	\$296.80 296.24 295.94 292.48 291.93 290.00 285.80 285.28 282.68 276.90 271.98 264.82 264.60	Tammy Sousa Nadine L'Archer Sandra Gagnon Anja Bartsch Irma Vogt-Dyck Kimberley King Parveen Aujla Becky Lawrence	\$259.70 258.98 255.60 254.98 254.14 253.84 253.50 253.46
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LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. DE PLUS, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, TRANSFERTS DE CLIENTS, PRIX ET RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE VISÉE. LES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT SONT CONSIDÉRÉS ACTIFS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) S'ILS PASSENT DES COMMANDES MINIMALES DE 225 \$ DE PRODUITS COSMÉTIQUES DESTINÉS À LA REVENTE PENDANT CE MÊME MOIS. EN 2013, L'EFFECTIF DES VENTES INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 36 476 MEMBRES. PARMIS LES 4 005 MEMBRES QUI ONT FAIT PARTIE DE L'EFFECTIF DES VENTES INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,5 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMIS LES 535 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, CELLES FAISANT PARTIE DES PREMIERS 50 % ONT REÇU, PENDANT L'ANNÉE, DES COMMISSIONS ALLANT DE 18 610 \$ À PLUS DE 100 000 \$. PARMIS LES 20 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 60 % ONT GAGNÉ DURANT L'ANNÉE DES COMMISSIONS SUPÉRIEURES À 100 000 \$.



**4% Club**  
**Club 4 %**

Listed below are the Independent Beauty Consultants whose four per cent cheque exceeded \$75 for the month of April. / Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en avril.

Suzanne Pleau	240.53	Nathalie Vassallo	120.42	Geneviève Rouleau	98.79	Nancy Lavoie	95.10	Jaime Calonego	85.36	Isabelle Beaudoin	81.51
Alexandra Gagnon	172.15	Sukhdeep Chhala	120.33	Laureen Blahut-Beatty	98.38	Emily Girard	94.38	Jennifer McLean	84.55	Christella Nivotiana	80.16
Bethanna Koleba	168.02	Marilyn Butler	120.09	Mélanie Castonguay	96.66	Emily Kapteyn	93.90	Jaelynn Hoium	84.15	Jaël Cantin	78.43
Donna L Fidler	165.12	Caroline Bourgeois	113.52	Melissa Lemire	96.11	Marie-Ève Gilbert	92.80	Terri Fowler	84.02	Jane Thompson	77.98
Andréanne Bizier	144.77	Joy Hoskin	113.12	Catherine Laliberte	96.06	Edith Goulet	92.61	Kelly Lavers	83.89	Robyn Bender	77.62
Patricia Steinigans	144.06	Sandra Gauger	106.95	Jerilee Wright	96.05	Helen Aliu	90.51	Gwen Barris	82.72	Jocelyne Forget	76.73
Janelle Wiebe	144.01	Dana Pitherny	106.46	Jo-Lynn Witt	96.04	Joanie Thérien	90.26	Julie Tourangeau	82.55	Molly Jeffreys	76.18
Yvonne Burleigh	134.64	Sandeep Toor	105.14	Eileen Lefebvre	96.03	Juliana Pisani	88.87	Brandi Davidsen	81.88	Louise Robinson	75.56
Kathleen Legault	133.67	Kelly Power	103.96	Valérie Dufort	96.01	Micheline Casavant	88.81	Kimberly Prodeus	81.82	Janet Crosby-Jackson	75.33
Karen Shapka	125.19	Ari Fellman	99.58	Mélissa Lecours	96.00	Brigitte Poeti	86.69	Sydney Burns	81.64		
Lea Bordeaux	121.59	Monica Ivany	98.83	Annelise Greier	95.54	Carmen Turgeon	85.87	Randi Masich	81.61		



**Gold Medal**  
**Médailles d'or**

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of April. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en avril.

ELAINE MAELAND Director/Directrice	ANDREA CLAIRMONT Director/Directrice	AUDREY BISAILLON France Grenier	JESSICA GRAVEL Stephanie Dery	OPHÉLIE AUDET-ROBICHAUD Sonia Janelle	DAWN KENNEDY Emily Squires
RAJINDER RAI Director/Directrice	HELENE FRASER Director/Directrice	KEICIA CAMPBELL Fiona Corby	ALANA JACOBSEN Lauren Wagenaar	JOSIANNE AUGER Marilyn Pellerin	CAROLYN KENNELL Emily Squires
CAROL HEATH Director/Directrice	ANNIE LAROCQUE Director/Directrice	MICHELLE DANYLUK Director/Directrice	LYNE LABROSSE Director/Directrice	VICTORIA BATTCOCK Marilyn Oates	GABRIELLE KONOWALCHUK Janelle Smith
JACQUELINE CULLEN Director/Directrice	DEBRA AUXTERO MORILLO Director/Directrice	CAMILLE DERASPE Director/Directrice	MICHELLE LAPWORTH Director/Directrice	ARIANNE BELLEAU Geneviève Foucault	ANNIE LACROIX Monika Rioux
HARPREET DHALIWAL Director/Directrice	AMÉLIE NOREAU Director/Directrice	MARIE-HÉLÈNE DUBOIS Director/Directrice	JULIE LAVOIE France Grenier	ÉLISE BERNIER-OUIMET Cloé Gilbert	ISABELLE LAMARCHE Cloé Gilbert
FIONA CORBY Director/Directrice	SARAH BERTRAND Director/Directrice	MARIE-JOSÉE FISET Director/Directrice	MARIE-SOLEIL LESSARD Director/Directrice	SYLVETTE BERTRAND Sarah Bertrand	JANICK LANTHIER Annie Larocque
HILDA HISCOCK Director/Directrice	LINDA DIONNE Director/Directrice	CANDACE FRIESEN Stephanie Marmus	KIM MAILLOUX Line Caron	DORIS BOIVIN-LAROUCHE Guylaine Dufour	SARAH CHRISTINE LAVERRIÈRE RABINEL
GUYLAINE COMEAU Director/Directrice	LOUISE FORTIN Director/Directrice	MARTINE GUIMOND Sonia Arseneault	KRISTA M MATHESON Director/Directrice	CHRISTINE BOUCHARD France Larouche	Joannie Dulude NATHALIE LEBLANC
JASBIR SANDHU Director/Directrice	ROSEFAITHEL GEROME Annie Larocque	OXANA KOLESOVA Debbi Kay	JOAN MCMILLAN Donna Melnychyn	NATHALIE BOUCHER Caroline Sarrouf	Nicole Pharand JULIE LECLERC
LORRAINE UPWARDS Director/Directrice	ISABELLE GIONET Director/Directrice	MANON LAROCHELLE Joeline Jean-Claude	NOUARA MEDJBER Zeina Mehdi	STÉPHANIE BOURASSA Isabelle Gionet	Sophie Audet MÉLANIE LEJEUNE
VALÉRIE JETTÉ Director/Directrice	SHERI GRAY Director/Directrice	CATHERINE LAVOIE Sarah Gagné	ZEINA MEHDI Chantal Bisailon	ROBYN BREWER Brienne Toth	Catherine Levesque MARIE CHRISTIANE LÉVESQUE
JOANNE MARCHILDON Director/Directrice	PETULA KEARNEY Director/Directrice	ISABEL LIMA Director/Directrice	NANCY MIRANDA Émilie Labossière	ANNIE BUJOLD Jacinthe Dubois	Isabelle Gionet ANNICK MARSOLAI
GISELLE MARMUS Director/Directrice	PATRICIA ROY-PAGÉ Director/Directrice	EVELYN LOPINA Shari Leachman	MARILYN OATES Director/Directrice	JULIE CHATIGNY Anne-Marie Rouleau	Catherine Lévesque LISIANE MAURICE
SONIA JANELLE Director/Directrice	MYLIN SARIO Director/Directrice	PAOLA PIERDANT Director/Directrice	ABISCHAG POIRIER Julie Le Goff Loyer	RACHIDA CHENOUF Mona Esmaelizadeh	Sarah Biron MICHELLE MCKNIGHT
CASSANDRA LAY Director/Directrice	GENEVIÈVE BOUTHILLIER Director/Directrice	MARCOS SIBUL Mylin Sario	JESSICA PRATT Amélie Noreau	EMMANUELLE DESCHENES Chantal Bisailon	Lindsay Lewis MÉLANIE MORIN
SARAH BIRON Director/Directrice	MARIE-MICHELLE CARO Director/Directrice	VALÉRIE ST-PIERRE Director/Directrice	SARAH RIVEST Sonia Janelle	ESTRELLA DOS SANTOS Jenn Maxwell	Annie Larocque MARIE-JOSÉE OUIMET
BERNICE HARTWELL Director/Directrice	ANNIE CARRIÈRE Director/Directrice	ANGELA VOTH Lauren Wagenaar	HELEN ROJAS Director/Directrice	ISABELLE DUPONT sabrina jacobs	Caroline Boutin VALÉRIE PAGÉ
EVA MARIA COELHO Director/Directrice	RUBY CHAPMAN Director/Directrice	ANGELA WALLACE Carol Heath	STÉPHANIE ROY Marie-Noëlle Côté	NORMA FOZ Debra Auxtero Morillo	Vicky Aubin LYNDA PAQUETTE
AMANDA DA SILVA Director/Directrice	SANDRA CHARLAND Director/Directrice	SAMANTHA WILSON Janet Taylor	CAROLINE SALEM Valérie Jetté	ALEX SANDRA GALBAS Kim Robitaille	Kime Charbonneau ALEXANDRA PARENT
MONA ESMAELIZADEH Director/Directrice	CAROLANNE DESROCHERS Director/Directrice	MELISSA ARMOUR Manuela Mihaljevic	LAURIE STEVENSON Barbara Martin	STEPHANIE GERMAIN Kim Robitaille	Marie-Pier Potvin AUDREY PELTIER-JUTRAS
PAMELA KANDERKA Director/Directrice	KRYSTEL DUVAL Line Caron	SONYA ARSENAULT Director/Directrice	JESSICA TREMBLAY Jacinthe Dubois	NATHALIE GILBERT Valérie St-Pierre	Julie Vaillancourt PRÉCILLIA POIRIER
CHANTAL BISAILLON Director/Directrice	LAURA LANDRY Director/Directrice	VICKY AUBIN Director/Directrice	JACINTHE DUBOIS Katina Trenaman	Denise Gomes Winnifred Barnett	Alexandra Beaulieu SANDRA POULIN
SONIA DAIGLE Director/Directrice	SOPHIE LAVIGNE Caroline Sarrouf	MARIANNE BANVILLE Marilyn Pellerin	LORRIE HENKE ANNIE VINCENT	KIRA GREGORY Carol Thompson	Catherine Fillion GENEVIÈVE ROULEAU
ANIK SEGUIN Director/Directrice	EVELYNE LUSSIER Ysabelle Duchesne	LAURENCE CADOTTE Anne-Marie Rouleau	GAIL WATTS Lois Musselman	MARIE-JOSÉE HENRI Geneviève Bouthillier	Isabel Lima VALÉRIE SECCHI
CAROL THOMPSON Director/Directrice	STEPHANIE MARMUS Director/Directrice	SYLVIE CAOQUETTE Chantal Bisailon	SHELLY WHELAN Fiona Corby	MARIETTE WOOD Janice Appleby	Sonia Janelle STEPHANIE SIGNER
LINE CARON Director/Directrice	SUZETTE RICE Director/Directrice	JULIE DAIGLE Patricia Genoie	SHAYLA ADAMS Darcey Smith-Heath	CYNDI HICKEY Sophia Jacob	Candice Loeppky LORENA SOLORZANO
COLLEEN HENDRICKSON Director/Directrice	JERALDEN SAPA Director/Directrice	SANDRA FROESE Candice Loeppky	MARIE ANCHETA Mylin Sario	ATHERINE HOPKINS Kathy Quilty	Nino Bokuchava STÉPHANIE TRUDEL
CAROLINE RANGER Director/Directrice	PRETTY ANNIE BAUZON Director/Directrice	BETHANY FUNK Stephanie Marmus	DIANA ANDERSON Fiona Corby	ENRIQUETA JOROLAN Mylin Sario	Annie Carrière

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$225.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2013, THERE WERE OVER 36,476 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,005 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.5% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 535 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$18,610 TO IN EXCESS OF \$100,000. OF THE 20 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 60% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## Silver Medal Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of April. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en avril.

EVA KOPEC Director/Directrice	SARAH BARDELL Director/Directrice	MONIKA RIOUX Director/Directrice	KARRY NELSON Kim Conaghan	AUDREY DESLANDES Lucie Beauregard	KATHERINE LESSARD Sonia Janelle
MÓNICA NOEL Director/Directrice	JACQUELINE DEROY Director/Directrice	SHARON SHAW Wanda Groenewegen	RUTH NOEL Claribel Avery	AMÉLIE DROUIN Cloé Gilbert	DAIANE MARIA MAGALHAES Silvana Choseck
LISA CRAIG Director/Directrice	JULIE GAUTHIER Director/Directrice	ISABELLE BAKRAN Lyne Labrosse	CAROLE SAVOIE Director/Directrice	VALÉRIE DURAND Marie-Ève Hamelin	SHARON MAIDMENT Director/Directrice
FERNANDA SILVA Director/Directrice	MARILYN GIRARD Director/Directrice	ANJA BARTSCH Stephanie Marmus	RENU SETHI Director/Directrice	ALAMI EL Eva Kopec	JENNIFER MALTAIS Marilyn Pellerin
MARIOLA HERBASZ Director/Directrice	SOPHIA JACOB Director/Directrice	VÉRONIQUE DUMAIS Marilyn Pellerin	ELENA SHILKINA Katie Pokrant	SYLVIA AND LUCY ESLAO Rebecca Irving	LESLIE MATTHEWS Mary-Lou Hill
TARRA KELLER Director/Directrice	MEAZA MULU Director/Directrice	MICHELLE FITZPATRICK-DORION Alice Storey	EMILY SQUIRES Director/Directrice	GABRIELLE FONTAINE-BLAIS Sonia Janelle	CHRISTELLA NIVOTIANA Isabel Lima
DEANNA PEASE Director/Directrice	BALEY OLEKSYN Michelle Goetz	PAULETTE FLEMING Director/Directrice	AMÉLIE TAILLON France Légaré	SHERRY FUNK Lauren Wagenaar	TANIA NORMAND Julie Gauthier
MARILYN PELLERIN Director/Directrice	JERI PEARCE Director/Directrice	VÉRONIQUE GENDRON Patricia Roy-Pagé	JANE THOMPSON Marilyn Pellerin	HEATHER RICHARDS Allyson Beckel	NATACHA OUELLET Sylvie Beaucage
JULIE BISSON Director/Directrice	AUDREY TRUDEL Stéphanie Bournival	SANDY GINGRAS Josée D'Anjou	KARINE TURGEON Catherine Labonté	ISABELLE GUÉRARD Marilyn Pellerin	BLANCA PABLO Paola Pierdant
CATHIE CHAPMAN Director/Directrice	FLORELIZA BERNALES Amanda Da Silva	OPELIA GONZALES Pretty Annie Bazoum	MOUREEN AMBALWA Nadia MacDonald	KAREN HALL Michelle Goetz	MARILOU PRÉCOURT Marie-Noëlle Côté
FATMA BOUSSAHA Director/Directrice	SUZANNE BOULANGER Ginette Desforges	JAGJEET KAUR Rajinder Rai	ROMA BEAUDOIN Mary Dell	DEBBIE HARBEK Mona Esmaelzadeh	TERESA ROBILLARD Nadia MacDonald
SASHA BRADSHAW Joyce Goff	KIM BROUILLARD Sabrina Jacobs	MARIE-HÉLÈNE LÉGARÉ Director/Directrice	ERNA BRKICH Sarah Bardell	CATHERINE LALIBERTÉ Chantal Bisailon	VÉRONIQUE SIMARD Nicole Bellemar
JACINTHE DUBOIS Director/Directrice	SAMANTHA CHEVALIER Director/Directrice	PASCALLE LÉVESQUE Anne Vigneault	CATHERINE BRUNELLE Valérie Jetté	VALÉRIE LABRECQUE Sarah Biron	TABITHA SPICER Deborah Kenny
JOSIANE GROULX Director/Directrice	CLOÉ GILBERT Director/Directrice	STÉPHANIE LIRETTE Marie-Josée Bourdages	JAËL CANTIN Valérie Jetté	CARMEN LACUEVA Mylin Sario	AUDREY THERRIEN Sonia Janelle
LUISA RALLO Director/Directrice	KATHY HANDZUIK Director/Directrice	ANDREA LOCKYER Director/Directrice	KELLY CAREW Suzette Rice	FRANCINE LATOUR France Grenier	MARIE-ÈVE TREMBLAY Marilyn Girard
COLLEEN SMART Director/Directrice	TANIA KHAN Director/Directrice	TRACEY MARTIN Nathalie Mercvais	GEMMA CARUGDA Mylin Sario	VICKY LAVERGNE Gisèle Devroede	JENNIFER XENOS Émilie Labossière
JENNIFER CONSTANTINEAU Director/Directrice	MONIA MORENCY Director/Directrice	AMANDA MCISAAC Marley Tresoor	MADÉLIN CASTILLO SANABRIA Mariela Olazabal	KARINE LEBEL Patricia Lavoie	
TRICIA FRIESEN Anna Leblanc	FATIMA RAZA Director/Directrice	JESSIE MECONSE Annie Larocque	ELIANA CRUZ Chantal Bisailon	MARIE-CHRISTINE LEMAY Marie-Soleil Lessard	



## Bronze Medal Médailles de bronze

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

SHELLEY RECOSKIE Director/Directrice	SOPHIE AUDET Director/Directrice	MONICA HECHT Director/Directrice	CHRISTINA BERNIER Guyline Comeau	MANDEEP RANDHAWA Jasbir Sandhu	LEA BORDEAUX Cynthia Hudon
EVELYN RAMANAUSKAS Director/Directrice	ANGELA HARGREAVES Director/Directrice	ALEXANDRA LEDUC Director/Directrice	JULIE BORDUAS Caroline Boutin	JILL ROLLEFSTAD Carol Thompson	BRILLANA BORKENT Wanda Groenewegen
YASMIN MANAMPERI Director/Directrice	HODA KARAKACH Director/Directrice	CANDICE LOEPPKY Director/Directrice	SILVANA CHOSECK Director/Directrice	AILEEN TEJANO Debra Auxtero Morillo	DONNA BOTTAY Elizabeth Sly
JOYCE BIGELOW Director/Directrice	JESSICA MONGEAU Director/Directrice	MICHÈLE MIERZWA Director/Directrice	HUGUETTE DES COTES France Grenier	SARAH THOMPSON Emily Squires	CHANEL BROUARD Anne-Marie Rouleau
LOUISE MCCANN Director/Directrice	CHANTAL PETIT Director/Directrice	CHERYL SMITH Director/Directrice	VALINA DUMAS Sarah Bertrand	MARLEY TRESOOR Director/Directrice	CATHY BURSEY Sherry Lynn Burry
SVITLANA AWOGBAMI Director/Directrice	ANNE VIGNEAULT Director/Directrice	NANCY STILES Director/Directrice	MYLENE GRAVEL Marie-France Dubé	ROSA ALVAREZ Paola Pierdant	DEZIRAI CASSIDY Jessie Jamias
GLADYS MACINTYRE Director/Directrice	KAREENA FELKER-DEAR Director/Directrice	MICHELLE CRANN Mae Ormrod	MARIE-ÈVE HAMELIN Director/Directrice	TRACEY ARMBRUSTER Tami Willson	MÉLANIE CASTONGUAY Caroline Ranger
DIANE BURNES Director/Directrice	DEBBIE HALL-BUJOLD Fiona Corby	NATHALIE D'ANJOU Director/Directrice	BRENDA HYDE Director/Directrice	BRITTANY ARNOLD Angie Fedorchuk	JESSIKA CHABOT Stephanie Dery
HELEN LUPENA-SABOURIN Director/Directrice	CATHERINE CHENIER-MILLETTE Director/Directrice	PEGGY DENOMME Director/Directrice	WENDY KENNY Director/Directrice	ANGIE FEDORCHUK KATE BACKER	ISABELLE CHAMPAGNE Marie-Ève Hamelin
RANDHIR SINGH Director/Directrice	DONNA MCKINLEY Director/Directrice	FRANCES FLETCHER Director/Directrice	MELANIE LAVOIE Julie Gauthier	KATE BACKER Amy Blanchard	SHERRY CHAMPAGNE Yasmin Manamperi
BRENDA CUPPAGE Director/Directrice	PAT MONFORTON Director/Directrice	MELODY GILMORE Director/Directrice	NANCY LAVOIE Joannie Dulude	MAYA BAYOUN Helene Gerjes	LORNA COADY Marilyn Oates
MICHELLE GOETZ Director/Directrice	JUDY BRAUMBERGER Director/Directrice	PATRICIA LAVOIE Director/Directrice	CATHERINE LÉVESQUE Director/Directrice	CARINE BEAUCHAMP Line Caron	SHARON CORBIN Mae Ormrod
MAURA LUCENTE Director/Directrice	LAURA CHENIER Director/Directrice	SOPHIE LEGAULT Director/Directrice	TANNIS MACFARLANE-KELLY Director/Directrice	TONYA BECENKO Maura Lucente	BLANCA CORDOBA Mariela Olazabal
SARA CHOWDHERY Director/Directrice	LINDA FELDMAN Director/Directrice	SOPHIE WANG Director/Directrice	SYLVIE PINARD Chantal Petit	MELANIE BELLAVANCE Lucie Beauregard	SYLVIE CÔTÉ Isabelle Perreault
RAVEN HOGUE Director/Directrice	PATRICIA GENOIS Director/Directrice	ALEXANDRA BEAULIEU Director/Directrice	ZHANG PING Sophie Wang	MARIANNE BELLEY Cynthia Hudon	SABRINA COUTURE Alexandra Perron

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. DE PLUS, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, TRANSFERTS DE CLIENTS, PRIX ET RÉCOMPENSES, POUR AVOIR DROIT AUX COMMISSIONS. LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE VISÉE. LES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT SONT CONSIDÉRÉS ACTIFS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) S'ILS PASSENT DES COMMANDES MINIMALES DE GROS DE 225 \$ DE PRODUITS COSMÉTIQUES DESTINÉS À LA REVENTE PENDANT CE MÊME MOIS. EN 2013, L'EFFECTIF DES VENTES INDÉPENDANT DES COSMÉTIQUES MARY KAY LÉÉ AU CANADA COMPTAIT PLUS DE 36 476 MEMBRES. PARMI LES 4 005 MEMBRES QUI ONT FAIT PARTIE DE L'EFFECTIF DES VENTES INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,5 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 535 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, CELLES FAISANT PARTIE DES PREMIERS 50 % ONT REÇU, PENDANT L'ANNÉE, DES COMMISSIONS ALLANT DE 18 610 \$ À PLUS DE 100 000 \$. PARMI LES 20 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 60 % ONT GAGNÉ DURANT L'ANNÉE DES COMMISSIONS SUPÉRIEURES À 100 000 \$.



## Bronze Medal (continued) Médailles de bronze (suite)

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

KARYNE DAIGNEAULT  
Sonia Janelle  
JOANIE DANEALU  
Cloé Gilbert  
MELANIE DENEALU  
Mychèle Guimond  
TEIGIST DESSALEGN  
Meaza Mulu  
AMINATA DIALLO  
Caroline Sarrouf  
ANNIE DUPUY  
Sandra Charland  
SANDRA EMOND  
Sandra Gagnon  
MÉLANIE FAUCHER  
Julie Gauthier  
SONIA FOISY  
Isabelle Gionet  
ISABELLE FORTIN  
Sarah Bertrand  
SUZANNE FOSTER  
Joan Elliott  
ANNE-MARIE FOURNIER  
Chantal Petit  
MÉLISSA FOURNIER  
Sylvie Fortin

VALÉRIE GAGNON  
Valérie Jetté  
PAULA GAGO  
Silvana Choseck  
JULIE GAUDET  
Angie Fedorchuk  
JUDITH GERMAIN  
Jessica Mongeau  
INDERJIT GILL  
Pretty Annie Bauzon  
ISABELLE GIROUX  
ValÉrie JettÉ  
CHARLENE GLADUE  
Donna McLean  
ERIN GOFFIN  
Heather Cook  
HEATHER GORE-HICKMAN  
Donna Melnychyn  
CAROLINE GOYETTE LEVERT  
Mélanie Carrier  
JENNIFER GRAVEL  
Julie Vaillancourt  
SHANNON GUEST  
Shannon Polei  
KAYE ANN HENDERSON  
Fatema Khaku

BEVERLY JAMES  
Lorraine Upwards  
ERIN JENSEN  
Tamara Swatske  
AMÉLIE FOURNIER  
Marie-Ève Hamelin  
CAROLANNE LAURENCE  
Tania Khan  
ANITA LAYSON  
Pretty Annie Bauzon  
MENG LI  
Chun Hui Spring Mo  
SYLVIE MALENFANT  
Vicky Aubin  
ELIZABETH MARSHALL  
Amélie Noreau  
ISABELLE MEUNIER  
Director/Directrice  
SHANNON MILLER  
Megan Hill  
KATHY MORINVILLE  
Sandra Charland  
DANIELLE MUNRO  
Angela Dean  
JENNIFER MURRAY  
Kim Robitaille

JANELLE NAHMABIN  
Sara Chowdhery  
EARLA OAKES  
Robin Courmeya-Roblin  
SHEELA OZEERALLY  
Carol Hinch-Croteau  
YARLEN PADILLA  
Suylleg Padilla  
JOSEPHINE PALMA  
Shelley Recoskie  
DARLENE PAPPAS  
Laura Landry  
MÉLANIE PARÉ  
Annie Laroque  
ELIZA PAULSON  
Mhelen Pumares  
PASCALE PELLEMAN  
Geneviève Bouthillier  
DANA PIDHERNY  
Raven Hogue  
ANDREA PIPER  
Shannon Tobin  
SUZANNE PLEAU  
Marie-Josée Gagné  
ANGELA PLUNZ  
Kathy Handzuik

BRIGITTE POETI  
Sophie Audet  
JAZZIELYN PUNSANALAN  
Joy Danieles  
JAMIE PUOPOLO  
Shelley Recoskie  
KENYA RANERO  
Geneviève Foucault  
VÉRONIQUE RANGER  
Caroline Ranger  
MARIE-ANNE RICHER  
Lucie Beauregard  
MÉLISSA RIVARD  
Dorothee Desmeules  
LOUISE ROBINSON  
Chantal St-Denis  
CAROLINE ROY  
Isabelle Perreault  
JOSÉE ROY  
Guylaine Dufour  
DIEYNABA SAMB  
Camille Deraspe  
CHRISTINA SLANEY  
Emily Squires  
TAMMY SOUSA  
Cassandra Lay

JULIE TOURANGEAU  
Sonia Janelle  
FANNIE TREMBLAY  
Patricia Roy-Pagé  
KIMBERLY TUCKER  
Elaine Maeland  
MYLÈNE VACHON  
Ginette Desforges  
JULIE VAILLANCOURT  
Director/Directrice  
NATHALIE VASSALLO  
Jacinthe Dubois  
JULIE VERRETTE  
Caroline Boutin  
ANGELA WHITE  
Juliet Creary  
SHABENAZ YOUSUFI  
Jeralden Sapa  
CRYSTAL ZAWACKY  
Jennifer Dunlop



## Provincial Sales Queens Reines des ventes provinciales

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

**Alberta** – Mary Ann Richard

**British Columbia/Colombie-Britannique** – Sarah Middleton

**Manitoba** – Kailey Rogocki

**New Brunswick/Nouveau-Brunswick** – Susan Bannister

**Newfoundland & Labrador/Terre-Neuve-et-Labrador** – Mandy English

**Nova Scotia/Nouvelle-Écosse** – Roya Attar

**Nunavut** – Joyce Arnardjuak

**Northwest Territories/Territoires du Nord-Ouest** – Pamela Noland

**Ontario** – Shannon Beardsley

**Prince Edward Island/Île-du-Prince-Édouard** – Alice Storey

**Québec** – Océane Couture

**Saskatchewan** – Baley Oleksyn

**Yukon** – Elsie Westervelt



## Stars Consultants on the Ladder of Success Conseillères étoiles sur l'Échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800), Emerald (\$3,600), Ruby (\$2,400) and Sapphire (\$1,800) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$), Émeraude (3 600 \$), Rubis (2 400 \$) et Saphir (1 800 \$) en un mois!

Alice Storey	6,500.00	Jessica Charron	3,605.50	Gina Desgagné	3,001.50	Grace Pollard	2,599.00	Lacey Thiessen	2,401.25	Sandra Poulin	2,257.00
<b>\$6000</b>		Sara Burt	3,604.00	Teddi Horst	3,001.25	Émilie Bouffard	2,595.50	Bryony de Rooy	2,401.00	Shannon Winter	2,249.50
Mary Ann Richard	5,536.50	Amélie Chevalier	3,601.75	Mélanie Vallée	3,000.50	Doris Boivin-Larouche	2,570.75	Valérie Dufort	2,401.00	Carol Rennehan	2,247.20
<b>\$4800</b>		Kyla Hannah	3,601.50	Jennifer MacDougall	3,000.25	Denise Mohr	2,564.25	Annette Sorensen	2,400.75	Ruth Sauter	2,243.75
Sarah Middleton	4,410.00	Ann-Rebecca Savard	3,600.75	Sophie Lachance	3,000.00	Tiffany Brown	2,519.25	Kellyanne Lamothe	2,400.25	Stephanie Bressette	2,240.00
Océane Couture	4,303.75	Jasmine Pick	3,600.25	Jessica Hyland	2,999.20	Margo Robinson-Faller	2,511.45	Katrine Sigouin	2,400.25	Angela Hargreaves	2,231.95
Catherine Bornhomme	4,270.00	Sydney Truefitt	3,600.25	Paymaneh Varahram	2,934.70	Lauren Peterson	2,503.95	<b>\$2400</b>		Camil Dupuis-Crevier	2,220.50
Stacy Wilson	4,213.25	<b>\$3600</b>		Karine Labonté	2,891.25	Rose Housser	2,502.50	Gabrielle Cabana	2,400.00	Jennifer Scott	2,214.20
Lysanne Forget	4,208.25	Patricia Steinigans	3,600.00	Lisa McCay	2,871.25	Melissa Segura	2,500.45	Vanessa Maheu	2,400.00	Shirley Peterson	2,211.95
Roya Attar	4,205.25	Heather Loshack	3,451.45	Priscilla Kirouac	2,838.00	Andrea Crawford	2,499.00	Annoke Paiement	2,400.00	Michelle Danyluk	2,208.45
Tracy Nickel	4,205.00	Frankie Hammond	3,382.70	Susan Bannister	2,827.95	Carole Duguay	2,476.75	Maya Bayoun	2,399.00	Rosefaithel Gerome	2,201.00
David Bossé	4,204.00	Darlene Bakker	3,351.70	Barbara Craig	2,807.20	Maryse Chapdelaine	2,475.75	Carol Heath	2,390.70	Mylene Gravel	2,198.25
Lise Thomas	4,202.00	Sandra Neufeld	3,301.45	Sabrina Séguin Marks	2,799.75	Mandy English	2,470.75	Lori Christmas	2,388.50	Michelle Currie	2,165.95
Janie Corrigan	4,201.00	Angela Ward	3,253.70	Linda Moore	2,790.50	Brigitte Lalonde	2,462.75	Linda Giesbrecht	2,385.45	Charlene Penney	2,150.00
Kailey Rogocki	4,200.75	Annie Laplante	3,157.45	Naomie Rannou	2,790.25	Carol Thompson	2,460.45	Andrea Clairmont	2,382.95	Chantelle Thomas	2,145.75
Tammy Koleba	4,200.50	Sonya Martens	3,129.70	Janis Balsillie	2,762.00	Natalie Bridge	2,431.25	Gwen Barris	2,359.50	Doreen Bradburn	2,145.20
Doriane Aylwin	4,200.00	Tanya Hjorth	3,085.50	Lauren Wagenaar	2,747.45	Lyson Fortin	2,430.50	Angela Voth	2,354.50	Chloe Scott	2,142.75
Viviane Saib	4,200.00	Mélodie Pelletier	3,026.50	Sabrina De Coninck	2,725.00	Audrey Deslandes	2,428.75	Lilii Jardine	2,353.45	Mélissa Rivard	2,139.50
Corwin Arthur	4,051.00	Jenny Lynn Gerbrandt	3,018.00	Kathy Brousseau	2,701.00	Josée Duquette	2,416.50	Sasha Bradshaw	2,347.25	Nathalie Deblois	2,137.75
Shannon Beardsley	3,902.75	Joanie Vaillancourt	3,010.50	Erna Brkich	2,677.25	Laura Mairs	2,412.00	Judy Braumberger	2,328.95	Sherry Patterson	2,134.00
Sophie Guilbault	3,865.50	Gurmeet Thind	3,008.25	Emmanuelle L'Italien	2,667.25	Valérie Dufresne-Lalonde	2,407.75	Magalie Tremblay	2,320.00	Eliana Cruz	2,122.25
Pamela Liebenberg	3,752.50	Stéphanie Forest	3,006.25	Donna Bottay	2,651.50	Samuël Poirier	2,407.25	Marie-Josée Gagné	2,315.20	Caroline Bolduc	2,112.00
Shelly Whelan	3,818.50	Mélissa Lecours	3,005.00	Zayli Nooramhd	2,642.75	Dianna Gray	2,403.50	Rose Hayden	2,294.95	Jill Rollefstad	2,108.75
Caroline Clingen	3,788.45	Judy B Collins	3,003.00	Allison Westfall	2,637.50	Danika St-Pierre	2,403.00	Sherrilynn Poulton	2,288.70	Samantha Scobey	2,107.70
Baley Oleksyn	3,752.50	Betty Kabay	3,002.25	Amy Wallish	2,629.50	Sonia Tolson	2,402.75	Meaza Mulu	2,284.70	Sara D'Anjou	2,099.75
Valerie Coulter	3,683.75	Jocelyne Potvin	3,002.25	Élène Marsolais	2,619.50	Anne-Marie Noël	2,401.75	Karina Grégoire	2,283.00	Kelsi Hollingworth	2,099.70
Cassandra Lay	3,649.70	Dell Belanger	3,002.00	Laureen Miller	2,608.95	Kora Desrosiers	2,401.50	Caroline Ranger	2,279.45	Lisa Parsons	2,096.50
Shany Bélanger	3,619.25	Rosemarie Cramaro	3,002.00	Pat Monforton	2,608.70	Genevieve Raymond	2,401.25	Melissa Pierre-Antoine	2,270.00	Nicole Gendy	2,089.00

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$225.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2013, THERE WERE OVER 36,476 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,005 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.5% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 535 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$18,610 TO IN EXCESS OF \$100,000. OF THE 20 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 60% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## Stars Consultants on the Ladder of Success Conseillères étoiles sur l'Échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800), Emerald (\$3,600), Ruby (\$2,400) and Sapphire (\$1,800) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (4 800 \$), Émeraude (3 600 \$), Rubis (2 400 \$) et Saphir (1 800 \$) en un mois!

Amy Baldwin	2,068.00	Susan Dart	1,974.70	Laura Masich	1,857.00	Kyla Deibert	1,813.75	Émilie Dufour	1,802.50	Samantha Wilson	1,800.50
Kari Denysiuk	2,064.20	Gabrielle Konowalchuk	1,972.25	Heather Cook	1,854.70	Melissa Hayes	1,813.75	Annie Dupuy	1,802.25	Audrey Brousseau	1,800.25
Meaghan Knol	2,063.75	Mahsa Nourolahi	1,962.50	Monica Noel	1,842.45	Marjolaine Bérard	1,813.25	Sindy Desgagnés	1,802.25	Isabelle Champagne	1,800.25
Liette Légère	2,059.50	Lumine Norbal	1,961.25	Ashley Arsenaault	1,841.50	Jennifer Jedlicka	1,813.00	Christine Bouchard	1,802.00	Louise Cacka	1,800.25
Alexandra Corneau	2,052.50	Li Ming Liew-Stock	1,960.20	Sara Pelletier	1,840.75	Mahtab Sayed	1,812.75	Inderjit Gill	1,802.00	Melody Gilmore	1,800.20
Bonnie Wiggins	2,045.50	Nancy Ménard	1,957.75	Helen Aliu	1,840.50	Susan Prosser	1,809.00	Maude Gagnon Potvin	1,802.00	<b>\$1800</b>	
Nadia Desroches	2,043.20	Nathalie Decelles	1,957.20	Cyndi Hickey	1,840.25	Kathleen Morin	1,807.25	Stéphanie Laramée	1,802.00	A Alarie-Carrière	1,800.00
Giselle Marmus	2,041.95	Sandra Emond	1,952.25	Kimberley King	1,838.95	April Klippenstein	1,807.20	Emily Monforton	1,802.00	Mélanie Boucher	1,800.00
Cathy Burns	2,041.00	Amelie L Fournier	1,939.75	Isabelle Vézina	1,837.00	Angela Wallace	1,805.75	Carolyn Noftall	1,801.75	Marisol Bouchard	1,800.00
Kathy Desgroseillers	2,039.00	Nadine Fortin	1,919.50	Gaelle Gabriel	1,836.75	Isabelle Durand	1,805.50	Carole Houle	1,801.50	Maria Dela Cruz	1,800.00
Yvonne Gabriel	2,033.75	France Turcotte	1,918.25	Marilyne Gratton	1,834.00	Valerie Lapierre	1,805.50	Christine Merkle	1,801.50	Nouzika Hamrioui	1,800.00
Danielle Bourgault	2,013.75	Jessica McIntosh	1,916.25	Diane Vigeant	1,833.75	Koryn Krekoski	1,805.25	Jocelyn Bell	1,801.25	Karine Hardy	1,800.00
Angie Fedorchuk	2,009.70	Lorrie Henke	1,908.20	Kerri-Ann Cushnie	1,833.50	Anne-Marie Pinsonneault	1,805.25	karine Gendron	1,801.25	Jessica Lavoie	1,800.00
Debbie Roworth	2,005.00	Susan Woods	1,904.50	Elena Shilkina	1,833.25	Marilyne Parent	1,805.00	Cindy Bilodeau	1,801.00	Marina Neave	1,800.00
Elisabeth Orellana	2,004.00	Debra Auxtero Morillo	1,898.70	Mélanie Veilleux	1,831.50	Pat Smith	1,805.00	Alexandra Belarbi Pacciarella	1,801.00	Camille Racicot	1,800.00
Norma Miriam Rodriguez	2,003.75	Caroline Robinson	1,889.00	Anick Cummings	1,829.25	Josée Monvoisin	1,804.75	Maria Florea	1,801.00	Tania St-Louis	1,800.00
Terri Kurtzweg	2,002.95	Estrella Dos Santos	1,888.00	Lindsay Lewis	1,828.95	Jessica Lévesque	1,804.50	Nadège Chartier	1,800.75	Clayton Arith	1,795.25
Alexandra Marineau	2,002.75	Christine Ransom	1,883.20	Laurie Stevenson	1,828.00	Chantalle Bussiere	1,804.25	Audrey Drolet	1,800.75	Joanne Wingrove	1,788.25
Mel Danbrook	2,002.00	Kristen McBride	1,880.70	Susan Richardson	1,825.45	Adriana Paniagua	1,804.00	Beverly James	1,800.75	Shireen Spencer	1,784.70
Kari Kozak	2,001.25	Maria Nantel	1,877.50	Audrey Therrien	1,824.50	Kelly Murphy	1,803.75	Jessica Lessnick	1,800.75	Megan Hill	1,783.70
Wendy-Lynn Jones	2,000.50	Marie-Ève Pinel Deschene	1,868.25	Sophie Ngo	1,824.25	Dorothy Osadczuk	1,803.70	Gladys Oseyamhen	1,800.75	Lisa Dotzler	1,782.75
Christel Paquette	2,000.50	Jodi Tarney	1,867.50	Sarabjit Virk	1,822.00	Linda Chartier	1,803.50	Andrea Alley	1,800.50	Darlene Olsen	1,781.95
Georgine Cook	2,000.45	Marie-Pier Beausnesne	1,866.00	Maribeth Dagoy	1,821.75	Shayna Oliver	1,803.50	Chantal Balleux	1,800.50	Carleen Koski-Quay	1,780.70
Claire Mercier	1,995.00	Yvonne Burleigh	1,864.25	Lucy Hilton	1,820.75	Karen Howard	1,803.25	Marianne Bergeron	1,800.50	Angela Dean	1,780.70
Chantal Bisailon	1,993.45	Sandra Gagnon	1,860.95	Marie-Josée Henri	1,819.75	Elisabeth Labelle	1,803.25	Annie-Pier Couture	1,800.50		
Robyn Bender	1,992.25	Carolyn Kennell	1,858.25	Christina Campbell	1,818.25	Catherine Belotte	1,803.00	Kim Daigneault	1,800.50		
Patricia Roy-Pagé	1,992.20	Kathy Whitley	1,858.20	Colleen Smart	1,817.20	Missy Kosir	1,802.75	Leslie Lake	1,800.50		
Tesveer Khaira	1,988.00	Brianne Bullied	1,857.25	Michelle McKnight	1,817.00	Esther Sande	1,802.75	Melissa Ross	1,800.50		

# May 2015 Recognition

## Reconnaissances de mai 2015

Congratulations to all achievers!  
Félicitations à toutes les championnes!



### Top 5 NSD Year-To-Date Commissions Commissions des 5 meilleures DNV pour l'année à ce jour

Seminar year-to-date Independent National Sales Director gross commissions as of May 31<sup>st</sup>, 2015. Includes all first-, second-, third-line and first-line bonus, and global commissions/NSD bonuses. / Les commissions brutes touchées au cours de l'année Séminaire à ce jour au 31 mai 2015 par les Directrices nationales des ventes indépendantes comprennent toutes les primes de leurs groupes de première, deuxième et de troisième lignées, les primes de première lignée ainsi que les commissions mondiales/primes de DNV.



Angie Stoker



Renée Daras



Nicole Bellemare



Brenda Summach



Josée D'Anjou



### Inner/Diamond/Gold Circle Cercle des initiées/Diamant/Or

Independent National Sales Directors become a member of the Gold Circle when they earn \$125,000 - \$199,999; a member of the prestigious Diamond Circle when they earn \$200,000 - \$299,999; and a member of the exclusive Inner Circle when they earn \$300,000 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 30 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for May; NSD bonuses for Star Consultants; and NSD commissions earned on all foreign countries through April. These "NSD Commissions" are used to determine NSD ranking for a Seminar year. / Les Directrices nationales des ventes indépendantes deviennent membre du Cercle d'or lorsqu'elles ont gagné 125 000 \$ - 199 999 \$, membre du prestigieux Cercle de diamant lorsqu'elles ont gagné 200 000 \$ - 299 999 \$; et deviennent membre de l'exclusif Cercle des initiées lorsqu'elles ont gagné au moins 300 000 \$ en « Commissions de DNV » pendant la période-concours du Séminaire. Les commissions de DNV sont les commissions gagnées sur la production en gros du premier, deuxième et troisième groupe de lignée; les 30 meilleures de la quatrième lignée et au-delà; les commissions de DNV élités exécutives; les commissions de DNV sur les groupes personnels; les primes de DNV pour les Directrices de lignée de DNV et les Directrices de lignée de leurs groupes personnels pour le mois de mai; les primes de DNV pour les Conseillères Étoiles et les commissions de DNV gagnées sur tous les marchés étrangers au cours du mois d'avril. Ces « commissions de DNV » sont utilisées pour déterminer la position d'une DNV pendant une année Séminaire.

On-target for diamond circle/En piste pour le cercle de diamant

Renée Daras Angie Stoker

On-target for gold circle - En piste pour le cercle d'or

Nicole Bellemare Brenda Summach



### Top 10 Independent National Sales Director Area Retail Production • Production au détail de la Famille des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of May 31<sup>st</sup>, 2015. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production au détail de la Famille nationale des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 31 mai 2015. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$5,002,523.00	Nicole Bellemare	\$4,705,003.10	Darlene Ryan-Rieux	\$4,362,157.02	Mireille Marion Morin	\$2,942,315.59	Philomena Warren	\$1,890,725.30
Josée D'Anjou	4,899,101.00	Brenda Summach	4,615,003.62	Marcia Grobety	3,807,045.64	Gail Adamson	2,228,666.50	Caroline Sarrouf	1,612,858.50



### Monthly NSD Commissions (above \$10,000) Commissions DNV mensuelles (plus de 10 000 \$)

Listed below are Independent National Sales Director commissions earned in May by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through April. / Commissions touchées en mai par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1<sup>re</sup>, 2<sup>e</sup> et 3<sup>e</sup> lignées; commissions touchées par les Directrices nationales des ventes seniors indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1<sup>re</sup> lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1<sup>re</sup> lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en avril.

Angie Stoker	\$41,996.00	Nicole Bellemare	\$17,853.00	Josée D'Anjou	\$12,476.00	Darlene Ryan-Rieux	\$11,924.00
Brenda Summach	19,524.00	Renée Daras	17,035.00	Mireille Marion Morin	12,373.00	Marcia Grobety	10,250.00





## Dean's List, Triple Crown & Honors Society Achievers • Liste des Meilleures performances, Championnes Triple couronne et Société d'honneur

**DEAN'S LIST:** The following Independent Sales Director made the Mary Kay Dean's List by achieving the Mary Kay Honors Society as the top unit with the highest adjusted unit wholesale production of her debut class and have a unit size of at least 50 during her debut quarter. / **LISTE DES MEILLEURES PERFORMANCES:** La Directrice des ventes indépendante suivante a accédé à la Liste des meilleures performances Mary Kay en réalisant la plus haute production de groupe nette ajustée de la Société d'honneur Mary Kay dans la classe de ses débuts et en ayant une taille de groupe de 50 ou plus le trimestre de ses débuts.

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

**HONORS SOCIETY:** The following Independent Sales Director achieved the Mary Kay Honors Society by achieving at least \$60,000 in net adjusted wholesale production and growing her unit size to 50 or more within one year of her debut date. / **SOCIÉTÉ D'HONNEUR:** La Directrice des ventes indépendantes suivante ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date ses débuts.



**Sarah Biron** (Gatineau, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts : June/Juin 2014

Dean's List /  
Championnes Liste des Meilleures performances

Triple Crown Achiever /  
Championne Triple Couronne

Honors Society Achiever /  
Championne Société d'honneur



**Émilie Labossière** (Longueuil, QC)  
National Area/Famille nationale : Anita Mallory  
Debut/Débuts : June/Juin 2014

Triple Crown Achiever /  
Championne Triple Couronne



**Sandra Charland** (Trois-Rivieres, QC)  
National Area/Famille nationale : Anita Mallory  
Debut/Débuts : June/Juin 2014

Triple Crown Achiever /  
Championne Triple Couronne

Honors Society Achiever /  
Championne Société d'honneur



**Julie Vaillancourt** (Prevost, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts : June/Juin 2014

Honors Society Achiever /  
Championne Société d'honneur



**Geneviève Foucault** (Mirabel, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts : June/Juin 2014

Triple Crown Achiever /  
Championne Triple Couronne

Honors Society Achiever /  
Championne Société d'honneur



## Fabulous 50s Achievers Championnes Fabuleux 50

The following Independent Sales Directors achieved Mary Kay's Fabulous 50s program by achieving at least \$30,000 in net adjusted wholesale production and growing her unit size to 50 or more within six months of their debut date. / Les Directrices des ventes indépendantes suivantes a réussi le programme de championne Fabuleux 50 Mary Kay pour avoir réalisé une production de groupe nette ajustée de 30 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les six mois suivant la date de leurs débuts.

**Vicky Au** (Boisbriand, QC)  
National Area/Famille nationale : Mireille Morin  
Debut/Débuts : December/Décembre 2014

**Sonya Areseneault** (St-Jean-Sur-Richelieu, QC)  
National Area/Famille nationale : Go Give/Entraide  
Debut/Débuts : December/Décembre 2014

**Sarah Gagné** (Mascouche, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts : December/Décembre 2014

**Jessie Jamias** (Prince George, BC)  
National Area/Famille nationale : Go Give/Entraide  
Debut/Débuts : December/Décembre 2014



## On the Move Achievers Championnes En marche!

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

**Jennifer Constantineau** (Gatineau, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts: March/Mars 2015

**Anne-Marie Rouleau** (McMasterville, QC)  
National Area/Famille nationale : Nicole Bellemare  
Debut/Débuts: March/Mars 2015

**Marie-Josée Gagné** (Notre-Dame-Du-Nord, QC)  
National Area/Famille nationale : Josée D'Anjou  
Debut/Débuts: March/Mars 2015



## Head Of The Class Achievers Championnes En tête de classe

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

**Lourdie Demosthene** (Repentigny, QC)

**National Area/Famille nationale :** Darlene Ryan-Rieux

**Debut/Débuts :** May/Mai 2015

**Joan McMillan** (Calgary, AB)

**National Area/Famille nationale :** Donna Melnychyn

**Debut/Débuts :** May/Mai 2015

**Audrey Trudel** (Thetford Mines, QC)

**National Area/Famille nationale :** Anita Mallory

**Debut/Débuts :** May/Mai 2015

**Candace Friesen** (Blumenort, MB)

**National Area/Famille nationale :** Marcia Grobety

**Debut/Débuts :** May/Mai 2015



## Scoreboard Tableau des résultats

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

France Grenier	\$90,919.00	Lucie Beauregard	\$44,572.50	Sarah Bertrand	\$32,370.00	Lisa Craig	\$28,843.50	Amy Blanchard	\$23,752.50	Louise Desy	\$21,132.50
Carol Thompson	74,635.50	Angela Dean	42,925.00	Mary Davies	32,080.00	Marie-Josée Gagné	28,417.50	Georgie Anderson	23,675.50	France Légaré	20,943.00
Fiona Corby	71,004.00	Carol Heath	42,024.50	Sonia Janelle	32,037.00	Lorraine McCabe	28,271.50	Émilie Labossière	23,504.00	Rita Samms	20,836.00
Chantal Bisailon	64,364.50	Kathy Whitley	41,343.50	Louisa Hoddinott	32,007.00	Beryl Apelbaum	28,174.50	Heidi McGuigan	23,117.00	Catherine Levesque	20,823.00
Evelyn Ramanaukas	62,940.00	Maura Lucente	40,239.00	Claribel Avery	31,966.50	Fran Sorobey	27,512.50	Donna Matthews	23,063.50	Sarah Gagné	20,641.00
Robin Courmeya-Roblin	57,953.50	Lauren Wagenaar	40,219.50	Kathy Handzuik	31,764.00	Jasbir Sandhu	27,511.50	Deb Prychidny	22,734.50	Susie Leakvold	20,358.50
Angela Hargreaves	56,712.00	Cloé Gilbert	39,694.50	Ysabelle Duchesne	31,328.50	Marie-Soleil Lessard	27,300.50	Diane Burness	22,591.00	Sarah Bardell	20,343.50
Ginette Desforges	52,778.50	Julie Gauthier	39,189.00	Guyline Dufour	31,273.50	Candice Loeppky	26,995.00	Susan Richardson	22,453.50	Pat Paul	20,342.50
Susan Bannister	52,365.50	Sophie Audet	38,697.50	Vicky Aubin	31,172.50	Mandy-Rae Summach	26,875.50	Lauretta Gorman	22,126.00	Harpreet Dhalwal	20,272.50
Raven Hogue	51,522.00	Lauren Peterson	38,486.50	Caroline Ranger	30,692.50	Joeline Jean-Claude	26,848.00	Wendy-Lynn Jones	22,051.50	Michelle Currie	20,233.00
Guyline Comeau	50,662.50	Lorrie Henke	38,121.50	Anne Vigneault	30,496.00	Cynthia Hudon	26,566.50	Anik Séguin	21,835.50	Kyla Buhler	20,127.50
Jacinthe Dubois	49,798.50	Angie Fedorchuk	36,053.50	Lindsay Lewis	30,111.50	Liz Wodham	25,861.50	Donna McKinley	21,637.50	Mary-Lou Hill	20,096.50
Valérie Jetté	49,590.50	Jacqueline Cullen	35,845.00	Elaine Scotte	30,100.00	Sheila Lefebvre	25,849.00	Rebecca Irving	21,554.50	Gaylene Gillander	20,026.00
Cassandra Lay	49,092.50	Geneviève Bouthillier	35,765.50	Louise Boulanger	29,640.00	Jennifer Levers	25,564.00	Shirley Fequet	21,445.00	Isabel Lima	20,013.00
Wanda Groenewegen	48,192.50	Suzette Rice	35,208.00	Tamara Swatske	29,270.50	Patricia Roy-Pagé	25,122.50	Kim Shankel	21,417.00	Melanie Wiens	20,001.00
Shannon Tobin	46,387.50	Nadia MacDonald	34,672.50	Ming Tsang	29,259.50	Louise Fortin	24,147.50	Chun Hui Spring Mo	21,284.50		
Tracy Lynn Craig	46,143.00	Michelle Goetz	33,680.50	Sarah Biron	29,035.00	Colleen Hendrickson	24,104.00	Amélie Noreau	21,265.50		
Shirley Peterson	44,807.00	Monia Morency	32,740.00	Donna Izen	28,883.50	Stephanie Marmus	24,042.00	Alexandra Perron	21,249.50		



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

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in May. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en mai, excepté les commissions des Chefs d'équipe et des VIP.

France Grenier	\$15,463.73	Giselle Marmus	\$4,946.65	Lindsay Lewis	\$3,457.25	Teresa Ho	\$2,781.69	Rebecca Irving	\$2,401.04	Sylvie Migneault	\$2,138.51
Angela Hargreaves	11,276.29	Louise Boulanger	4,935.71	Ming Tsang	3,408.83	Patricia Lavoie	2,765.75	Kim Shankel	2,395.23	Donna Witt	2,138.23
Valérie Jetté	10,418.79	Julie Gauthier	4,747.29	Lorraine McCabe	3,390.41	Georgie Anderson	2,762.99	Rita Samms	2,354.34	Sheena Papin	2,116.51
Guyline Dufour	9,372.27	Nadia MacDonald	4,693.07	Stephanie Marmus	3,386.53	Barbara Craig	2,745.61	Frances Fletcher	2,339.61	Frances Appleby	2,104.68
Carol Thompson	9,065.61	Kathy Whitley	4,687.33	Mandy-Rae Summach	3,350.71	Julie Ricard	2,722.72	Mary-Lou Hill	2,330.39	Mhelen Pumares	2,102.96
Fiona Corby	8,847.08	Jacqueline Cullen	4,668.14	Anik Séguin	3,310.62	Line Caron	2,695.00	Jeraldine Sapa	2,326.13	Sherrilynn Poulton	2,097.79
Ginette Desforges	8,047.96	Michelle Goetz	4,622.93	Deb Prychidny	3,272.85	Alexandra Perron	2,681.22	Pat Paul	2,322.26	Joy Zaporozan	2,094.57
Chantal Bisailon	7,883.69	Lorrie Henke	4,617.04	Jennifer Levers	3,248.42	Shirley Fequet	2,674.39	Stéphanie Déry	2,315.25	Sophie Guilbault	2,092.62
Guyline Comeau	7,517.48	Geneviève Bouthillier	4,524.76	Sarah Bardell	3,192.73	Nathalie Delisle	2,673.96	Michelle Currie	2,315.15	Nadia Desroches	2,087.27
Evelyn Ramanaukas	7,492.60	Anne Vigneault	4,502.82	Donna Matthews	3,152.60	Amy Blanchard	2,654.12	Linda Feldman	2,313.07	Hilda Hiscock	2,086.81
Sonia Janelle	7,380.25	Joeline Jean-Claude	4,433.44	Chun Hui Spring Mo	3,137.68	Valérie St-Pierre	2,650.76	Kyla Buhler	2,312.29	Louise McCann	2,086.12
Lucie Beauregard	7,180.30	Elaine Scotte	4,319.36	Liz Wodham	3,131.31	Sarah Gagné	2,641.67	Karen Taylor	2,311.98	Josiane Fontaine	2,084.03
Jacinthe Dubois	6,920.21	Suzette Rice	4,303.44	Marie-Josée Bourdages	3,106.45	Elaine Fry	2,623.92	Silvana Choseck	2,310.90	Johanne Girard	2,083.58
Robin Courmeya-Roblin	6,670.85	Louisa Hoddinott	4,200.57	Fran Sorobey	3,088.31	Mélanie Collette	2,623.16	Shelley Haslett	2,308.79	Deborah Brown	2,083.19
Raven Hogue	6,608.34	Sarah Biron	4,140.06	Amoreena Murray	3,062.38	Rajinder Rai	2,622.00	Gaylene Gillander	2,304.25	Nathalie Decelles	2,080.93
Shirley Peterson	6,525.51	Vicky Aubin	4,026.21	Susan Richardson	3,048.05	Marie-Pier Potvin	2,607.51	Isabel Lima	2,300.85	Judi Todd	2,073.67
Susan Bannister	6,325.44	Mary Davies	4,005.23	Cynthia Hudon	3,026.82	Carl Olsen	2,605.94	Melanie Wiens	2,300.07	Lyne Labrosse	2,071.46
Cassandra Lay	6,091.01	Caroline Ranger	3,995.01	Colleen Hendrickson	2,999.80	Heidi McGuigan	2,604.56	Jenn Maxwell	2,299.35	Dorothee Desmeules	2,071.33
Angela Dean	5,834.18	Marie-Soleil Lessard	3,973.56	Becky Lawrence	2,963.03	Peggy Denomme	2,600.62	Shari Leachman	2,289.67	Annie Gagnon	2,046.00
Wanda Groenewegen	5,802.22	Patricia Roy-Pagé	3,830.23	Louise Desy	2,945.24	Judith Richardson	2,597.76	Marie-Josée Barriault	2,283.28	Judy Buchanan	2,045.24
Tracy Lynn Craig	5,473.55	Donna Izen	3,786.65	Émilie Labossière	2,938.88	Sarah Reece	2,581.90	Cheryl Neuman	2,283.08	Anne-Marie Rouleau	2,037.60
Shannon Tobin	5,324.74	Lisa Craig	3,776.00	Darcey Smith-Heath	2,920.67	Joyce Bigelow	2,568.42	Heather Cook	2,277.71	Victoria Wakulchik	2,036.22
Angie Fedorchuk	5,241.84	Monia Morency	3,728.10	Harpreet Dhalwal	2,912.96	Wendy-Lynn Jones	2,546.39	Krista M Matheson	2,268.52	Shelley Recoskie	2,035.79
Sophie Audet	5,229.09	France Légaré	3,717.82	Elizabeth Farris	2,894.28	Karen Hollingworth	2,539.25	Chantal St-Denis	2,243.27	Allison Beckel	2,031.20
Maura Lucente	5,212.61	Tamara Swatske	3,710.46	Amélie Noreau	2,889.71	Joyce Bigelow	2,523.77	Caroline Larouche	2,240.90	Sonia Daigle	2,021.12
Lauren Wagenaar	5,167.15	Jasbir Sandhu	3,644.74	Sheila Lefebvre	2,880.19	Lorraine Upwards	2,462.49	Marie-Eve Hamelin	2,236.28	Marilyn Pellerin	2,019.59
Carol Heath	5,138.83	Ysabelle Duchesne	3,625.35	Louise Fortin	2,854.43	Shirley Austin	2,442.60	Marilyn Bodie	2,231.54	Joanne Dulude	2,002.28
Lauren Peterson	5,106.16	Candice Loeppky	3,573.27	Catherine Levesque	2,853.50	Eva Maria Coelho	2,439.62	Paymaneh Varahram	2,219.87		
Sarah Bertrand	5,082.86	Kathy Handzuik	3,564.66	Lauretta Gorman	2,838.19	Darlene Olsen	2,413.28	Jill Ashmore	2,181.63		
Claribel Avery	5,082.31	Marie-Josée Gagné	3,559.94	Susie Leakvold	2,823.41	Donna McKinley	2,406.44	Sonya Arseneault	2,178.97		
Cloé Gilbert	4,984.50	Beryl Apelbaum	3,531.34	Mychèle Guimond	2,783.67	Laurence Cadotte	2,402.83	Alyce Parkes	2,148.91		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$225.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2013, THERE WERE OVER 36,476 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,005 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.5% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 535 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$18,610 TO IN EXCESS OF \$100,000. OF THE 20 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 60% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## Top Recruiting Units Meilleurs groupes en recrutement

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

**Québec** – France Grenier  
**Québec** – Anne Vigneault  
**Ontario** – Fiona Corby  
**Québec** – Cloé Gilbert

**Québec** – Joeline Jean-Claude  
**Québec** – Chantal Bisailon  
**Québec** – Line Caron  
**Québec** – Geneviève Foucault

**British Columbia/Colombie-Britannique** – Tamara Swatske  
**Alberta** – Carol Thompson



## New Team Leaders Nouveaux chefs d'équipe

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

SHAYLA ADAMS  
Darcey Smith-Heath  
DIANA ANDERSON  
Fiona Corby  
STÉPHANIE BIENVENUE  
Martine Richard  
LEA BORDEAUX  
Cynthia Hudon  
ROBYN BREWER  
Brienne Toth

ANNIE BUJOLD  
Jacinthe Dubois  
MÉLANIE CASTONGUAY  
Caroline Ranger  
KARYNE DAIGNEAULT  
Valérie Secchi  
ANDRÉE-ANNE FILLION  
Sophie Guilbault  
GABRIELLE FONTAINE-BLAIS  
Sonia Janelle

MARGARET GELDART  
Fiona Corby  
NATHALIE GILBERT  
Valérie St-Pierre  
HUA JIANG  
Chun Hui Spring Mo  
MELANIE JOBIN  
Cynthia Hudon  
JULIE LECLERC  
Sophie Audet

ANNICK MARSOLAIS  
Catherine Levesque  
JENNIFER MCLEAN  
Angela Dean  
MARJORIE MORAND  
Joeline Jean-Claude  
DANIELLE MUNRO  
Angela Dean  
SUZANNE PLEAU  
Marie-Josée Gagné

RHEA QUINTO  
Mhelen Pumares  
KARYN ROESCH  
Renee Daras  
EVE-LYNE ST-HILAIRE  
Marie-Hélène Légaré  
JANE THOMPSON  
Marilyn Pellerin  
FANNIE TREMBLAY  
Patricia Roy-Pagé



## New Star Team Builders Nouvelles Bâtisseuses d'équipe Étoile

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

ICOLE BALCOM  
Kim Shankel  
CHANA BEDARD  
Isabel Lima  
MÉLANIE BELLAVANCE  
Lucie Beauregard  
ARIANNE BELLEAU  
Geneviève Foucault  
CHRISTINE BELLEY  
Cynthia Hudon  
MARIANNE BELLEY  
Cynthia Hudon  
MARIANNE BERGERON  
Ysabelle Duchesne  
MARSHA BLACKWOOD  
Suzette Rice  
JACKIE BOND  
Carol Thompson  
VALÉRIE BOUCHARD  
Caroline Larouche  
DAPHNE BRITTO  
Eva Maria Coelho  
ERNA BRKICH  
Sarah Bardell

CATHERINE BRUNELLE  
Valérie Jetté  
VANESSA C.-CORRIVEAU  
Julie Gauthier  
CÉLINE MASSOKA CADORETTE  
Vicky Aubin  
LAMIA CHEDID  
Helene Gerjes  
ALEXANDRA CORNEAU  
Marie-Pier Potvin  
ELIANA CRUZ  
Chantal Bisailon  
HEATHER DALEY  
Philomena Warren  
VALÉRIE DURAND  
Marie-Ève Hamelin  
MONA ELJAD  
Helen Lupena-Sabourin  
SERAYLLA FONTAINE  
Krista Matheson  
CAROLINE FORTIN  
Michèle Lalancette  
PRISCYL FORTIN  
Valérie Jetté

SHERRY FUNK  
Lauren Wagenaar  
MAUDE GAGNON POTVIN  
Émilie Labossière  
PAULA GAGO  
Silvana Choseck  
ISABELLE GIROUX  
Valérie Jetté  
KARINA GRÉGOIRE  
Sylvie Migneault  
KAYE ANN HENDERSON  
Fatema Khaku  
MARIETTE WOOD  
Janice Appleby  
SUZETTE HILLIER  
Angela Dean  
CYNTHIA HINS  
Cloé Gilbert  
ZINAIDA ISTRATI  
Nicole Pharand  
ENRIQUETA JOROLAN  
Mylin Sario  
DAWN KENNEDY  
Emily Squires

BRITTANY KINDER  
Angela Hargreaves  
CRYSTAL KNOWLES  
Sherrilynn Poulton  
MARIE-CHRISTINE LEMAY  
Marie-Soleil Lessard  
LOUISE LOUBIER  
Ginette Desforges  
CHRISTINE MACLEOD  
Glenna O'Quinn  
MÉLANIE MARCIL  
Helene Fraser  
TIJANA MARSHALL  
Nicole Boudreau  
RAQUEL MERCADO  
Mhelen Pumares  
MELISSA MINKS  
Evelyn Ramanauskas  
ROSE-ANN MYRIE  
Tekka-Ann Haynes  
COURTNEY NICHOLSON  
Nadia MacDonald  
JOHANNA NUNEZ  
Maura Lucente

LYNDA PAQUETTE  
Kime Charbonneau  
BLANCA PARADA  
Sandra Gagnon  
LEIZEL PENALES  
Marcos Sibul  
SUZANNE PERRAS  
Cassandra Lay  
AUDREY-ANNE PETIT  
Sonia Janelle  
PRÉCILLIA POIRIER  
Alexandra Beaulieu  
LORI PORTER  
Katharine Morrison  
SANDRA POULIN  
Catherine Fillion  
PASCALE PROULX  
Patricia Roy-Pagé  
GENEVIÈVE RACICOT  
France Grenier  
JULIE RAINVILLE  
Danielle Gobeil  
KENYA RANERO  
Geneviève Foucault

MARIE-ANDRÉE ROBERT  
Nicole Bellemare  
MYLENE ROBIDOUX  
Caroline Sarrouf  
BRIDGET RUSSELL  
Suzette Rice  
JORDAN SCHMIDT  
CAROL THOMPSON  
TAMMY SMITH  
Robin Courneya-Roblin  
AUDREY THERRIEN  
Sonia Janelle  
SUZANNE VANSLIGTENHORST  
Anne Marie R. Palumbo  
DANIELLA WAINIS  
Helene Gerjes  
SARAH WEDEL  
Tracey Douglas  
HEATHER WESTENENK  
Shelley Recoskie  
CRYSTAL ZAWACKY  
Jennifer Dunlop



## Independent Beauty Consultant Grand Achievers Conseillères en soins de beauté indépendantes Grandes Gagnantes

This Independent Beauty Consultant qualified during the month of May to earn the use of a Ford Fiesta or receive cash compensation. / Conseillères en soins de beauté indépendante qualifiées en mai pour l'usage d'une Ford Fiesta ou une compensation en argent.

Candace Friesen

Sandy Gingras

Alana Jacobsen

Zeina Mehdi

Annie Vincent



**12% Club**  
**Club 12 %**

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

Carol Thompson	\$1,920.96	Marie-Josée Gagné	\$965.94	Suzette Rice	\$728.76	Guylaine Dufour	\$627.57	France Grenier	\$576.63	Stéphanie Bournival	\$536.34
Valérie Jetté	1,774.14	Sarah Bertrand	938.31	Cynthia Hudon	720.96	Elaine Maeland	622.86	Louise McCann	576.18	Amoreena Murray	535.50
Raven Hogue	1,760.82	Lucie Beauregard	934.98	Beryl Apelbaum	714.21	Maura Lucente	621.18	Keicia Campbell	574.92	Patricia Lavoie	532.77
Chantal Bisailon	1,717.81	Lauren Peterson	907.44	Mélanie Castonguay	707.91	Candace Friesen	619.68	Peggy Denomme	574.53	Annie Gagnon	532.56
Angela Hargreaves	1,601.73	Carol Heath	899.58	Susie Leakvold	705.00	Jacinthe Dubois	619.29	Pamela B. Kanderka	574.44	Giselle Marmus	532.53
Guylaine Comeau	1,293.60	Lorrie Henke	895.35	Vicky Aubin	703.38	Wendy-Lynn Jones	617.25	Harpreet Dhaliwal	573.84	Hilda Hiscock	532.47
Amy Blanchard	1,287.03	Shirley Peterson	887.61	Tracy Lynn Craig	696.51	Krista Matheson	616.29	Mariola Herbasz	570.48	Alexandra Perron	525.03
Angie Fedorchuk	1,245.00	Sheila Lefebvre	866.55	Audrey Bisailon	696.27	Candice Loeppky	615.57	Jill Rollefstad	563.10	Paymaneh Varahram	524.37
Lindsay Lewis	1,240.20	Angela Dean	861.06	Michelle Goetz	690.69	Anne Vigneault	610.86	Sonia Janelle	561.57	Helene Fraser	524.07
Cassandra Lay	1,220.94	Wanda Groenewegen	842.16	Sonia Daigle	682.41	Eva Maria Coelho	609.36	Laurence Cadotte	555.36	Marie-France Dubé	519.27
Lisa Craig	1,191.78	Joyce Bigelow	840.69	Ysabelle Duchesne	677.25	Linda Feldman	607.83	Kathy Handzuik	554.34	Eva Kopec	517.53
Liz Wodham	1,182.78	Marie-Josée Henri	826.20	Fran Sorobey	660.12	Monica Hecht	607.05	Marie-Michelle Caro	553.83	Diana Anderson	517.05
Diane Burness	1,137.81	Patricia Roy-Pagé	825.54	Louisa Hoddinott	655.77	Ada Cheng	605.91	Lorraine Upwards	550.02	Joan McMillan	516.30
Marie-Soleil Lessard	1,137.45	Mandy-Rae Summach	817.53	Josiane Fontaine	654.09	Elaine Sicotte	604.89	Tannis MacFarlane-Kelly	546.54	Mélanie Lejeune	508.53
Geneviève Bouthillier	1,120.38	Monia Morency	803.76	Mandeep Randhawa	648.63	Annie Bujold	597.00	Kyla Buhler	544.32	Andréa Clairmont	507.72
Jessica Tremblay	1,081.74	Sheena Papin	797.79	Jenn Maxwell	645.30	Lyne Labrosse	593.82	Elsa McCreadie	543.84	Manisa Disuquius	507.12
Evelyn Ramanauskas	1,071.66	Caroline Ranger	789.24	Pascal Lévesque	644.67	Barb McKellar	591.15	Jessie Jamias	543.18	Sharon Shaw	506.04
Jacqueline Cullen	1,062.51	Kathy Whitley	759.99	Shannon Polei	639.24	Yasmin Manamperi	588.45	Line Caron	542.70	Joy Zaporozan	505.14
Sarah Bardell	1,014.78	Mary-Lou Hill	750.03	Mélanie Lavoie	637.56	Dorothee Desmeules	587.61	Shauna McMinis	540.45	Georgie Anderson	501.81
Lauren Wagenaar	1,006.62	Jennifer Levers	741.09	Monica Noel	637.38	Anik Séguin	586.71	Martine Guimond	539.88	Jasbir Sandhu	501.42
Julie Lavoie	994.20	Cheryl Neuman	734.64	Sophie Audet	633.36	Christina Bernier	582.27	Louise Boulanger	539.73		
Fiona Corby	973.98	Alana Jacobsen	734.31	Brigitte Poeti	632.91	Cinhyia Dionne	581.64	Tania Lamontagne	536.79		



**8% Club**  
**Club 8 %**

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight per cent cheque exceeded \$250 for the month of May. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en mai.

Sandy Gingras	\$552.52	Julie Borduas	\$444.78	Sophie Legault	\$368.92	Christine Ransom	\$336.96	Becky Lawrence	\$310.90	Isabelle Gionet	\$275.14
Tamara Swatske	512.98	Josiane Groulx	435.88	Nadia MacDonald	368.42	Véronique Gagnon	329.30	Lenore Oughton	310.62	Katharine Morrison	272.02
Sarah Balyk	503.86	Suzanne Pleau	434.10	Shayla Adams	360.54	Sharon Lee Carlson	327.50	Camille Deraspe	306.40	Patricia Genois	271.10
Louise Désy	492.52	Zeina Mehdi	412.58	Ofelia Gonzales	356.30	Wahida Sultani	326.82	Liz Smith	305.38	Joeline Jean-Claude	263.12
Jennifer McLean	480.06	Sarah Reece	402.50	Melissa Armour	352.80	Mary Davies	326.66	Audrey Trudel	295.48	Kyla Snyder	258.96
Sophie Marchand	458.96	Stephanie Marmus	388.70	Lourdie Demosthene	352.52	Sonya Arseneault	322.80	Debbie Struthers	286.80	Helene Petit	252.72
Catherine Lavoie	454.82	Heather McLean	387.64	Doris Boivin-Larouche	346.70	Debbie Rose	318.54	Catherine Chenier-Millette	280.74	Judi Todd	252.56
Marley Tresoor	451.78	Ming Tsang	385.02	Chelsea Clarke	343.18	Sharon Wolthers	317.90	Julie Vaillancourt	277.28	Marie-Pier Potvin	251.58
Marjorie Morand	451.66	Paulette Fleming	371.18	Bethany Funk	339.88	Julie Gauthier	314.70	Sylvie Larose	275.78		



**4% Club**  
**Club 4 %**

Listed below are the Independent Beauty Consultants whose four per cent cheque exceeded \$75 for the month of May. / Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en mai.

Marie-Andrée Robert	\$195.37	Bianka Simard	\$120.68	Jaime Wanklin	\$100.84	Dimitra Flessas	\$96.00	Annie Bartel	\$83.20	Pamela Trépanier	\$78.33
Genevieve Racicot	173.64	Elizabeth Marshall	120.44	Angele Turcotte	97.92	Marie Dufort-Simoneau	93.81	Christine Leung	83.02	Guylaine Quessy	78.05
Samia Bachouche	168.04	Suzanne Vansligtenhorst	114.02	Suzette Hillier	96.30	Jaelynn Hoium	93.15	Pascale Proulx	82.66	Johanna Nunez	77.83
Brianne Cordick	144.28	Andrea Di Tomaso	112.46	Pierrette Boucher-Lepine	96.19	Sophie Lavigne	90.84	Audrey Lavoie	82.49	Carol Adams	77.10
Jeanne Smith	144.01	Marie-Pier Plante	112.41	Jocelyn Parent	96.05	Christine Legendre	90.77	Marie-Eve Chamberland	82.27	Sonya Wagenaar	76.31
Ashley Kosior	140.52	Jerilee Wright	111.78	Melissa Bokenfohr	96.04	Emily Girard	88.28	Krystal Malone	81.71	Helene Richard	76.26
Valérie Durand	131.27	Ari Fellman	106.65	Rose Heidemann	96.01	Caroline Jalbert	87.62	Maude Gagnon Potvin	81.33	Karine Poulin	75.26
Louise Loubier	127.21	Marcia Ouellette	104.20	Katrine Sigouin	96.01	Alexandra Corneau	84.84	Hazel Shantz	81.26		
Sophie Berthelot	123.69	Shirley Rendell	103.57	Daphne Britto	96.00	Catherine Massicotte	83.85	Natasha Seymour	80.14		
Donna Fidler	122.72	Rafael Vargas	102.22	Mélanie Bellavance	96.00	Sandra Poulin	83.64	Virginie Perreault	79.69		

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$225.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2013, THERE WERE OVER 36,476 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,005 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47.5% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 535 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$18,610 TO IN EXCESS OF \$100,000. OF THE 20 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 60% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.



## Gold Medal Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of May. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en mai.

JOYCE BIGELOW  
Director/Directrice  
JACQUELINE CULLEN  
Director/Directrice  
VALÉRIE JETTÉ  
Director/Directrice  
LISA CRAIG  
Director/Directrice  
SARAH BIRON  
Director/Directrice  
MICHELLE GOETZ  
Director/Directrice  
LINE CARON  
Director/Directrice

HELENE FRASER  
Director/Directrice  
HODA KARAKACH  
Director/Directrice  
MARIE-MICHELLE CARO  
Director/Directrice  
SANDRA CHARLAND  
Director/Directrice  
CAROLANNE DESROCHERS  
Director/Directrice  
AUDREY BISAILLON  
France Grenier  
KEICIA CAMPBELL  
Fiona Corby

GENEVIÈVE FOUCAULT  
Director/Directrice  
BALEY OLEKSYN  
Michelle Goetz  
JESSICA TREMBLAY  
Jacinthe Dubois  
SYLVETTE BERTRAND  
Sarah Bertrand  
YVONNE BURLEIGH  
Tamara Swatske  
DOROTHÉE DESMEULES  
Director/Directrice  
SANDY GINGRAS  
Josée D'Anjou

OFELIA GONZALES  
Pretty Annie Bauzon  
CYNDI HICKEY  
Sophia Jacob  
MÉLANIE LAVOIE  
Julie Gauthier  
PASCALE LÉVESQUE  
Anne Vigneault  
MARJORIE MORAND  
Joeline Jean-Claude  
WAHIDA SULTANI  
Jeralden Sapa  
SARAH THOMPSON  
Emily Squires

SAMIA BACHOUCHE  
Chantal Bisailon  
MARIE-ÈVE CHAMBERLAND  
Sarah Marcotte  
ALEXANDRA CORNEAU  
Marie-Pier Potvin  
SABRINA COUTURE  
Alexandra Perron  
KARYNE DAIGNEAULT  
Valérie Secchi  
JOSIANE FONTAINE  
Director/Directrice  
MARGARET GELDART  
Fiona Corby

ERIN JENSEN  
Tamara Swatske  
HUA JIANG  
Chun Hui Spring Mo  
MELANIE JOBIN  
Cynthia Hudon  
MANESE PIERRE-LOUIS  
Joeline Jean-Claude  
BONNIE WIGGINS  
Gail Prodeus



## Silver Medal Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of May. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en mai.

CHERYL NEUMAN  
Director/Directrice  
GUYLAINE COMEAU  
Director/Directrice  
ANGELA DEAN  
Director/Directrice  
CHANTAL BISAILLON  
Director/Directrice  
CAROLINE RANGER  
Director/Directrice  
LAUREN WAGENAAR  
Director/Directrice  
HÉLÈNE LAFONTAINE  
Director/Directrice

LINDA FELDMAN  
Director/Directrice  
MARIE-JOSÉE FISET  
Director/Directrice  
MARTINE GUIMOND  
Sonya Arseneault  
ISABEL LIMA  
Director/Directrice  
AMY BLANCHARD  
Director/Directrice  
ALANA JACOBSEN  
Lauren Wagenaar  
STÉPHANIE ROY  
Marie-Noëlle Côté

DOREEN BRADBURN  
Director/Directrice  
ISABELLE DU SABLON  
Ysabelle Duchesne  
STÉPHANIE LIRETTE  
Marie-Josée Bourdages  
JUDITH POLIQUIN  
Cloé Gilbert  
JENNIFER PUETZ  
Director/Directrice  
MANDEEP RANDHAWA  
Jasbir Sandhu  
JILL ROLLEFSTAD  
Carol Thompson

EMILY SQUIRES  
Director/Directrice  
STEPH BARKLEY  
Nadia MacDonald  
DEZIRAI CASSIDY  
Jessie Jamias  
MANISA DISUQUIS  
Director/Directrice  
EMMIE DUGUAY  
Anne Vigneault  
KARINA GRÉGOIRE  
Sylvie Migneault  
SOUAD HAMDI  
Mona Esmaelzadeh

JASSMINA HARDER  
Angie Fedorchuk  
CAROLINE JALBERT  
Cloé Gilbert  
PATRICIA MARINEAU  
Geneviève Foucault  
NATACHA OUELLET  
Sylvie Beaucage  
MÉLODIE PELLETIER  
Sarah Biron  
KATHY ROBINETTE  
Anik Seguin  
MARILYN ROUSSELLE  
Line Caron

LISA THOMAS  
Sarah Bardell  
VIOLITA YCAZZA  
Joy Danielees



## Bronze Medal Médailles de bronze

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

EVA KOPEC  
Director/Directrice  
MYCHÈLE GUIMOND  
Director/Directrice  
ANGIE FEDORCHUK  
Director/Directrice  
GISELLE MARMUS  
Director/Directrice  
SONIA JANELLE  
Director/Directrice  
CASSANDRA LAY  
Director/Directrice  
ASHLEY LANGEVIN  
Director/Directrice  
GINA GE QIAN  
Director/Directrice  
MARIOLA HERBASZ  
Director/Directrice  
ANIK SEGUIN  
Director/Directrice  
CAROL THOMPSON  
Director/Directrice  
ADA CHENG  
Director/Directrice  
SARA CHOWDHERY  
Director/Directrice  
SOPHIE AUDET  
Director/Directrice  
JESSICA MONGEAU  
Director/Directrice  
LINDSAY LEWIS  
Director/Directrice

SHEENA PAPIN  
Director/Directrice  
PATRICIA ROY-PAGÉ  
Director/Directrice  
KATHRYN BARTMANOVICH  
Director/Directrice  
XIAO CAO  
Director/Directrice  
JENNIFER CONSTANTINEAU  
Director/Directrice  
KRYSTEL DUVAL  
Director/Directrice  
MATHER FOX  
Prabjyot Gill  
GAIL PRODEUS  
Director/Directrice  
KATHY ROBERTSON-LITTLE  
Director/Directrice  
CLARA AJAGU  
Director/Directrice  
CANDACE FRIESEN  
Director/Directrice  
VÉRONIQUE GAGNON  
Director/Directrice  
VALÉRIE LAFONTAINE  
Jessica Mongeau  
EVELYN LOPINA  
Shari Leachman  
VALÉRIE ST-PIERRE  
Director/Directrice  
AUDREY TRUDEL  
Director/Directrice

ANGELA WALLACE  
Carol Heath  
MELISSA ARMOUR  
Manuela Mihaljevic  
JHOANA BIBAT  
Mylin Sario  
SUZANNE BOULANGER  
Ginette Desforges  
SYLVIE CAOQUETTE  
Chantal Bisailon  
SONIA COUTURE  
Mélanie Carrier  
LOURDIE DEMOSTHENE  
Director/Directrice  
JENNIFER DUNLOP  
Director/Directrice  
BETHANY FUNK  
Stephanie Marmus  
LYNE LABROSSE  
Director/Directrice  
MARIE-SOLEIL LESSARD  
Director/Directrice  
JESSICA PRATT  
Amélie Noreau  
ANNE-MARIE ROULEAU  
Director/Directrice  
DIANA ANDERSON  
Fiona Corby  
DORIS BOVIN-LAROUCHE  
Guylaine Dufour  
STÉPHANIE BOURNIVAL  
Director/Directrice

HUGUETTE DES COTES  
France Grenier  
KARINE ELLEMBERG  
Director/Directrice  
STÉPHANIE GAGNON  
Director/Directrice  
SOPHIE GUILBAULT  
Director/Directrice  
MARIE-JOSÉE HENRI  
Geneviève Bouthillier  
BRENDA HYDE  
Director/Directrice  
NADINE L'ARCHER  
Ysabelle Duchesne  
TANIA LAMONTAGNE  
MÉLANIE COLLETTE  
Catherine Lévesque  
ANNICK MARSOLAIS  
Catherine Levesque  
ANNY WIEBE  
Lauren Peterson  
MOUREEN AMBALWA  
Nadia MacDonald  
CARINE BEAUCHAMP  
Krystal Duval  
MARIANNE BERGERON  
Ysabelle Duchesne  
AMÉLIE BERNIER  
Chantal St-Denis  
SOPHIE BERTHELET  
Sabrina Jacobs

SHAYNA BURKE  
Lauren Peterson  
MÉLANIE CASTONGUAY  
Caroline Ranger  
JACKIE COCHRANE  
Manuela Mihaljevic  
GINA DESGAGNÉ  
Guylaine Dufour  
MARIE DUFORT-SIMONEAU  
Cloé Gilbert  
BONNIE FORD  
Rose Marie Young  
ROLLETTE FRAIAL  
Marcos Sibal  
MAUDE GAGNON POTVIN  
Émilie Labossière  
RACHEL GAGNON  
Julie Gauthier  
MARIE-CLAUDE GUAY-ROY  
Sonya Arseneault  
KIMBERLEY HEILMAN  
Michelle Goetz  
BRITTANY JENSON  
Maura Lucente  
SABRINA JOHNSTON  
France Grenier  
AMELIE FOURNIER  
Marie-Ève Hamelin  
MARIE-CHRISTINE LEMAY  
Marie-Soleil Lessard  
MARCELLINA MOTTOLA  
Darlene Ryan-Rieux

JENNIFER MURRAY  
Kim Robitaille  
LINDSAY NOBLE  
Emily Squires  
LEIZEL PENALES  
Marcos Sibal  
VALÉRIE PRINCE  
Director/Directrice  
NICOLE PYNE  
Frances Fletcher  
GENEVIÈVE RACICOT  
France Grenier  
PAMELA REVEREAU  
Marie-Soleil Lessard  
MARIE-ANDRÉE ROBERT  
Nicole Bellemare  
AUDREY THERRIEN  
Sonia Janelle  
CHERYL WORDEN  
Sarah Reece

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. DE PLUS, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, TRANSFERTS DE CLIENTS, PRIX ET RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE VISÉE. LES MEMBRES DE L'EFFECTIF DES VENTES INDÉPENDANT SONT CONSIDÉRÉS ACTIFS DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) S'ILS PASSENT DES COMMANDES MINIMALES DE GROS DE 225 \$ DE PRODUITS COSMÉTIQUES DESTINÉS À LA REVENTE PENDANT CE MÊME MOIS. EN 2013, L'EFFECTIF DES VENTES INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE AU CANADA COMPTAIT PLUS DE 36 476 MEMBRES, PARMIS LES 4 005 MEMBRES QUI ONT FAIT PARTIE DE L'EFFECTIF DES VENTES INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47,5 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMIS LES 535 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, CELLES FAISANT PARTIE DES PREMIERS 50 % ONT REÇU, PENDANT L'ANNÉE, DES COMMISSIONS ALLANT DE 18 610 \$ À PLUS DE 100 000 \$. PARMIS LES 20 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 60 % ONT GAGNÉ DURANT L'ANNÉE DES COMMISSIONS SUPÉRIEURES À 100 000 \$.



## Provincial Sales Queens Reines des ventes provinciales

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

**Alberta** – Lisa Anderson  
**British Columbia/Colombie-Britannique** – Randi Jurkovic  
**Manitoba** – Brittney Ricker  
**New Brunswick/Nouveau-Brunswick** – Marie-Line Dorion  
**Newfoundland & Labrador/Terre-Neuve-et-Labrador** – Denise Follett

**Nova Scotia/Nouvelle-Écosse** – Lorna Randall  
**Nunavut** – Dode Wilson  
**Northwest Territories/Territoires du Nord-Ouest** – Jennifer Tweedie  
**Ontario** – Deanna Blue  
**Prince Edward Island/Île-du-Prince-Édouard** – Deborah Walsh

**Québec** – Mireille Tardif  
**Saskatchewan** – Bonnie Semenoff  
**Yukon** – Kimberley Sharp



## Stars Consultants on the Ladder of Success Conseillères étoiles sur l'Échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800), Emerald (\$3,600), Ruby (\$2,400) and Sapphire (\$1,800) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Paire (4 800 \$), Émeraude (3 600 \$), Rubis (2 400 \$) et Saphir (1 800 \$) en un mois!

Deanna Blue	\$5,180.25	Melody Barbe	\$3,002.00	Annie-Claude Ares	\$2,427.00	April Sutter	\$2,150.25	Mélissa Rivard	\$1,848.50	Isabel Espinosa	\$1,801.75
<b>\$4800</b>		Mallory Kroker	3,001.75	Janeal Astra	2,420.00	Cyndi Hickey	2,138.50	Chloé Garneau-Toupin	1,844.25	Vanessa Francoeur	1,801.75
Randi Jurkovic	4,327.00	Fanny Chretien Pelletier	3,000.50	Carol Heath	2,413.75	Vaun Gramatovich	2,114.50	suzetta jumawan	1,834.50	Daphné Ménard	1,801.75
Mireille Tardif	4,288.00	Sophie Gauthier	3,000.25	Holly Antle	2,407.50	Nancy Corbin	2,113.00	Shakiba Shah	1,833.00	Marina Molas	1,801.75
Karyne St-Pierre	4,202.50	Josué Renelique	3,000.00	Adria Shymko	2,406.75	Joëlle Gobeil	2,107.75	Fadila Foudad	1,832.00	Jeanine Taylor	1,801.75
Sabihah Boukellal	4,201.00	Mélanie Paré	2,959.00	Manon Goulet	2,404.75	Stéphanie Girard	2,091.25	Isabelle Parent	1,827.50	Katherine Allan	1,801.50
Jacinthe Hamelin	4,200.50	Susan Fulton	2,951.00	Emilie Bonnefof	2,403.50	Sylena Webster	2,090.00	Viva Hu	1,826.50	Connie Cais	1,801.50
Marilyne Thibault	4,200.25	Kuda Mavurudza	2,950.50	Stéphanie Fontaine	2,403.25	Ann Vincent	2,089.00	Jaclyn Monaco	1,826.25	Fidele Koudaya	1,801.50
Lisa Anderson	4,200.00	Tiffany Veldhuisen	2,913.00	Azalée Thérien	2,403.00	Kristen McBride	2,086.25	Bridget Russell	1,826.00	Lorna Hirsch	1,801.25
Maura Lucente	4,044.00	Lindsay Lewis	2,816.00	Éryka St-Amand	2,401.75	Caroline Salem	2,080.75	Sara Hua	1,825.00	Wendy Potvin	1,801.25
Denise Follett	4,002.00	Shelly Whelan	2,803.00	Anne-Pascale Loiselle	2,401.25	Rebecca Johnson	2,080.25	Valérie Monette	1,825.00	Sabrina Riendeau	1,801.25
Lorna Hosker	3,897.00	Audrey Cormier	2,799.75	Haralde Marcy	2,401.00	Krystel Duval	2,076.25	Roya Attar	1,824.00	Diane Thiébeault	1,801.25
Shirley Block	3,896.50	Geneviève Rouleau	2,799.50	Patricia Bokenfohr	2,401.00	Clara Ajagu	2,070.00	Kathy Whitley	1,823.00	Marie Chantal Brochu	1,801.00
Kristel Mae Popovic	3,659.50	Dorothy Osadczuk	2,798.50	Annie Pharano	2,401.00	Dezirai Cassidy	2,069.50	Betty Lister	1,821.75	Claudia Casaubon	1,801.00
Kristi Desrosiers-Clark	3,642.25	Catherine Dufour	2,784.00	Jessica Lapointe	2,400.75	Gezire Racicot	2,068.00	Marie Laliberté	1,818.75	Michelle Delasalle	1,801.00
Daniella Thibaudat	3,628.75	Louise Ann Brunet	2,779.00	Maggie Mastrojoseph	2,400.50	Linda Feldman	2,034.25	Yessika Diaz	1,818.00	Fernanda Hebert	1,801.00
Brittney Ricker	3,625.50	Giselle Marmus	2,768.00	Jessie Jaillet	2,400.25	Giabelle Fontaine-Blais	2,033.00	Christine Dafoe	1,818.00	Marie-Catherine Leclair	1,801.00
Marie-Line Dorion	3,621.25	Nadine L'Archer	2,740.00	Leah Tower	2,400.25	Valerie Taverner	2,014.00	Johanne Duchéne	1,818.00	Stéphanie Gagné	1,800.75
Amanda Alfier	3,609.75	Cassandra Lay	2,732.25	<b>\$2400</b>		Katharine Morrison	2,010.25	Chantelle Thomas	1,818.00	Amanda Jeffrey	1,800.75
Jacquelyn Bresser	3,607.00	Alexis Taylor	2,701.50	Guylaine Beaudry	2,400.00	Shannon Hilker	2,003.50	Chantal Lauzon	1,815.00	Alexandra Lebeau	1,800.75
Bonnie Semenoff	3,606.25	Lorna Randall	2,697.75	Anick Croels	2,400.00	Julie Daigle	2,001.25	Melanie Patenaude	1,812.25	Kimberley Sanschagrín	1,800.75
Dani Marino	3,603.00	Angela Grando	2,672.00	Melissa Del Duca	2,400.00	Mélanie Legault	1,992.25	Jasvinder Rall	1,811.75	Janeth Luna	1,800.50
Mélanie Tremblay	3,602.75	Alana Jacobsen	2,653.75	Christina Lopez	2,400.00	Jessica Lesage Noël	1,987.00	Cherly Filis-Aime	1,810.75	Melissa Maheu	1,800.50
Olla Bond	3,601.50	Jessica Tremblay	2,649.50	Jodi Pellerin	2,392.50	Shari Leachman	1,985.25	Sara Napoleon	1,810.75	Isabelle Roy	1,800.50
Meagan Sigouin	3,601.00	Judy Vermette	2,641.00	Tamra Axley	2,388.50	Jamie Puopolo	1,972.00	Mélanie Lévesque	1,808.00	Alison Suski	1,800.50
Joyce Dickson	3,600.25	Melijad Jutras	2,637.75	Sarah Simons	2,368.50	Amélie Fortier	1,958.25	Simon Guoin	1,807.75	Amélie Côté	1,800.25
<b>\$3600</b>		Katerine Valade	2,631.25	Laurie Schuster Sydor	2,352.75	Anne Vigneault	1,951.25	Mélanie Ferland	1,807.50	Edith Dastous	1,800.25
Valérie Champagne-Hamois	3,600.00	Anna Leblanc	2,621.75	Sheila Lefebvre	2,335.75	Megan Barkley	1,944.25	Colleen Smart	1,807.50	Katherine Fitzgerald	1,800.25
Lindsay Kosmenko	3,600.00	Amoreena Murray	2,605.00	Lacey Thiessen	2,334.50	Jalin Desloges	1,942.25	Marie-Claude Guay-Roy	1,807.00	Sonia Palardy	1,800.25
Roxanne Rocheleau	3,600.00	Jade Tremblay	2,604.00	Sarah Bertrand	2,319.50	Paymaneh Varahram	1,935.75	Lilie Max	1,806.75	Stephanie Potter	1,800.25
Julie Desparois	3,552.75	Charlotte Rofekamp-Allaire	2,595.00	Nancy Stiles	2,314.00	Jodi Tarney	1,935.50	Joëlle Lefebvre	1,806.25	Lucie Tremblay	1,800.25
Alison Silcoff	3,433.25	Julie Forget	2,585.75	Mona Esmaelzadeh	2,306.00	Sharon Robertson	1,934.25	Jo-Anne Neufeld	1,805.75	<b>\$1800</b>	
Lauren Peterson	3,363.25	Erika Aguilar	2,572.25	Becky Sawchuk	2,306.00	Jade-Arianne Rousseau	1,926.75	Mélanie Grenier	1,804.50	Phyllis Arnold-Luedtke	1,800.00
Hélène Rourke	3,271.50	Charlene Penney	2,567.50	Lyne Taillefer	2,300.75	Mihaela Ginta	1,921.75	Shelley Smith	1,804.25	Zulaikha Ahmadi	1,800.00
Megan Hill	3,267.00	Linda Newton	2,557.50	Laurie Stevenson	2,297.50	Donna McFarlane	1,919.50	Terri Kurtzweg	1,804.00	Yasmeen Bousier	1,800.00
Baley Oleksyn	3,247.00	Mariela Daza Daza	2,555.50	Nathalie Deblois	2,286.25	Rosemarie Cramaro	1,915.00	Camilia Demers-Saadat	1,804.00	Louise Couillard	1,800.00
Sonia Grenier	3,208.25	Kim Walk	2,545.00	Sheri Gray	2,272.75	Karolane Sabourin	1,910.75	Sonia Guillon	1,803.50	Stéphanie Delaître	1,800.00
Kristina Lothammer	3,154.00	Pamela Liebenberg	2,541.00	Monica Hecht	2,269.25	Robyn Hoglund	1,902.00	Dorothy Munke	1,803.50	Solène Fortun	1,800.00
Ysabelle Duchesne	3,039.25	Carol Rennehan	2,537.50	Rita Weagle	2,263.50	Sandra Charland	1,900.50	Virginia Woodman	1,803.50	Lauren Gilmour	1,800.00
Alyssa Burr	3,030.75	Manon Rochefort	2,535.50	Jennifer McLean	2,232.00	Michelle Vaters	1,892.00	Véronique Claude	1,803.25	Maghferet Koohestani	1,800.00
Marie-Noëlle Hamel	3,017.00	Kim Brezynskie	2,521.00	Annel Colhoel	2,217.50	Jill Rollefstad	1,890.75	Tara Jaffray	1,803.00	Mireille Leduc	1,800.00
Sarah Thompson	3,011.00	Rachel Matheson	2,486.25	Gwen Barris	2,207.00	Debbie Roworth	1,889.50	Kethia Lagrace	1,803.00	Isabelle Marcotte	1,800.00
Thary Ek	3,010.00	Carol Thompson	2,484.25	Karen Colvin	2,198.75	Maryann Globa	1,875.00	Annie Legault	1,802.50	Valérie Paquin	1,800.00
Cathy Rheault	3,004.25	Missy Kosir	2,484.00	Jessica Mongeau	2,189.25	Irene Enianloko	1,868.50	Caroline Lecompte	1,802.50	Valérie Riendeau-Parent	1,800.00
Kim Clayson	3,004.00	Linda Giesbrecht	2,450.50	Nick Brunet-Paiement	2,180.75	Nathalie Picard	1,866.00	Surinder Beesla	1,802.25	Irene Tetteh	1,800.00
Wendy-Lynn Jones	3,004.00	Annik Daigle	2,448.00	Mychèle Guimond	2,167.75	Mélanie Lefebvre-Morin	1,865.50	Kim Foisy	1,802.25	Jacinthe Pelletier	1,796.75
Alyssa Schledwits	3,003.50	Nadia Mollet	2,441.00	Shirley Peterson	2,158.00	Gail Rendell	1,854.00	Ashley Beauieu	1,802.00	Cheryl Smith	1,796.50
Vanessa Lemay	3,002.50	Nathalie Girard	2,430.00	Katina Trenaman	2,152.75	Anne Gagnon	1,853.00	Jocelyne Bouillon	1,801.75	Megan Canam	1,796.00

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UP NEXT **winter 2015/2016**

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