



# LAS ESTRELLAS DE SHERRY

Area Nacional Giancristoforo de Mary Kay, Inc.

## TOP 12 DIRECTORS SEMINAR 2008



#1 - Rosa Lopez Aguilar  
754350



#2 - Guadalupe Campos  
Hernandez  
587878



#3 - Norma Jimenez  
Canchola  
565313



#4 - Eira Maria Perez  
Sanchez  
560346



#5 - Lilia Pimentel Farfan  
460363



#6 - Fabiola Trigueros  
Padilla  
444795



#7 - Silvia Socorr Estrada  
Perales  
351090



#8 - Katina Mary Clark  
Hudson  
260226



#9 - Maria Cristin  
Gonzalez Sabido  
251415



#10 - Maria Yanet Garcia  
Marquez  
243978



#11 - Maria Marisol  
Casiano Martinez  
243379



#12 - Laura Domingues  
Becerril  
237163

# RUBY SEMINAR 2008 IN MONTERREY



*Rosy, Eira, Faby, & Lupita on stage celebrating their new cars!*



*DIQ Maria del Carmen Diaz Guerrero and New Director Silvia Cristina Limon Gutierrez. Silvia debuted April 2008 and her Señor Director is Silvia Socorro Estrada Perales.*



*Lupita, Rosy, & US Senior Sales Director Suann Hibbs, who started our Mexico connection*



*Our #3 Director Eira Maria Perez Sanchez and our #11 Director Maria Marisol Casiano Martinez*



*Suann giving a fabulous training, interpreted by our translator and friend, Alex.*



*Giancristoforo Area Directors and Consultants at our training class.*

# AWARDS NIGHT



Our top Directors, L to R - #12 Maria Marisol Casiano Martinez, #11 Director Maria Yanet Garcia Marquez, #8 Director Katina Mary Clark Hudson, #7 Director Silvia Socorro Estrada Perales, #6 Director Fabiola Trigueros Padilla, #5 Director Lilia Pimentel Farfan, #4 Director Eira Maria Perez Sanchez, #2 Director Guadalupe (Lupita) Campos Hernandez, #1 Director Rosa Lopez Aguilar.



Director Suann Hibbs with Director Lilia Pimentel Farfan.



Lilia on Stage!



Lilia Pimentel Farfan, Our #1 Director in Personal Sales and #2, First Princess for the ENTIRE Mexico Ruby Seminar.



Our #1 Director in personal sales, Lilia Pimentel Farfan and her husband, Victor, and their son, Leonardo, on Awards Night. Lilia was First Princess in the National Court.

# AWARDS NIGHT



*US National Sales Directors at the Mexico Ruby Seminar Awards Night, L to R – SuzAnne Brothers, Phyllis Chang, Gloria Baez Sherry.*



*Lupita Campos (center) with her two offspring Directors, Rosy Lopez (left) and Yanet Garcia (right) on Awards Night*



*Director Maria Rosario Centeno Martinez, Director Lilia Pimentel Farfan, Director Higinia Rita Morales Morquecho.*



*Suann, Lupita, Eira and Sherry elated after Awards Night.*



*#1 National Sales Director for Sapphire Seminar Mexico, Lety, with Director Suann Hibbs.*



*Our supportive Mexican husbands, L to R - Cherie's daughter and husband, Philippe and Cherie, Alfonso and Rosy, Eira and Homer, Silvia Cristina and her parents.*



La mision de Mary Kay es el enriquecer la vida de las mujeres. Nosotras haremos esto de una manera tangible, al ofrecer productos de calidad a nuestras clientes, as' como oportunidades financieras a nuestra fuerza de ventas, adems de carreras satisfactorias a nuestros empleados. Tambi n llegaremos al coraz—n y esp'ritu de las mujeres, apoyando el crecimiento y satisfacci—n personal de la vida de las mujeres con las que entramos en contacto. Continuaremos con nuestra misi—n con un esp'ritu de entrega, viviendo los valores positivos sobre los cuales se basa Nuestra

## DE PARTE DE SU DIRECTORA NACIONAL...

Sherry Giancristoforo • Executive  
NATIONAL SALES DIRECTOR

NSD Debut July 2000, with record number of  
Area Directors

Achieved Inner Circle, first year as an Area  
2001

- Inner Circle eight years in a row

#3 NSD in Emerald Division 2008 • #18 NSD  
Nationwide 2007

Highest Monthly Commission • \$48,000  
135 Directors in her National Area  
2007 Pink Cadillac XLR Convertible



To my dear, beautiful Mexico Directors and DIQs!

I cannot tell you all how thrilled I was to see all of you, our beautiful Mexico Directors at Seminar 2008! My heart was overflowing with joy and with pride as we celebrated your fantastic, abundant, and highly successful year!

I am so very proud of each of you! You are all so loving and Go-Give! You have such very high work ethics and such courage. I know that you each go over, around and through many obstacles to build your business, and to enrich women's lives. I know that Mary Kay would be so very proud of each of you — as am I!

Thank you so very much to **SENIOR SALES DIRECTOR SUANN HIBBS** of Minnesota, USA, for traveling with me to Monterrey this year. Suann was brave enough to travel by herself, and made 12 trips to Mexico to start our incredible connection there in 1989 — almost 20 years ago!

I also want to thank **EXECUTIVE SENIOR SALES DIRECTOR KATINA CLARK** for receiving the torch from Suann to carry on Mary Kay's legacy. Thank you, Katina, for loving Mary Kay herself and for loving our career opportunity so much that you have passed it on to so many. It is because of you, Katina, that our National Area has truly grown in Mexico. Thank you for always keeping in touch with me, and keeping me informed on everyone's success!

I want to personally thank **EIRA AND HER HUSBAND HOMER** for being our organizers this year! They did a beautiful job of selecting the hotel and meals to host all of our events. Everything was very warm, comfortable and yet, very professional want to personally select Eira as our National Area Miss Go-Give for this year!

Eira, want an example you are to all of our Directors. I know that you will achieve your goal of Elite Executive this year. Congratulations Eira — Our Miss Go-Give!

I want to thank our translator **ALEX** for going above and beyond the all of duty to help all of us with translations, transportation, communicating with Homer, and on and on. Alex you are always so professional, yet we all feel your genuine



caring for us and our success. I AM SO HAPPY FOR YOU THAT YOU KNEW Mary Kay herself. Alex, you are a blessing in our lives. Thank you!

Wow! I'm SO EXCITED. OUR #1 DIRECTOR ROSY, EARNED THE TOP DIRECTOR TRIP TO BEIJING, China. What an experience of a lifetime, for her and her wonderful husband, Alfonso, to travel first class, Mary Kay style!

This is an experience you will never forget. Rosy, we are all so very proud of you! Enjoy!

And, our beautiful Lilia was First Princess in the Director's Court of Personal Sales. I can't tell you how excited and proud that I was to be on stage with you, and to present you as First Princess! I know that you worked very, very, very hard. I know that your husband Victor and darling son Leonardo, were so proud of you. You could see the love, pride and joy dancing in their eyes. I'm sure that you are wearing your Princess Diamond Bee Pin and Diamond ring with pride!

Next year the top Director trip will be to Madrid, Spain.. I have no doubt that many of you, our Giancristoforo Area Directors will earn this trip. Mary Kay took David and I on a National trip to Costa Del Sol, Spain, and it was one of our very favorite trips.

I know that you have all set big goals for the upcoming year. What a fabulous opportunity to have a double credit month, to help you make the transition to your 11-month year! I can't wait to see you again at your next Seminar in July 2009. Please call or email often, If you can get translation and send it in English, wonderful. Otherwise, I will have your emails translated, so I does take a week or two to process, especially if I am out of town, traveling for Mary Kay business, which I usually do about once a month.

I want you to know that I love, admire and respect each one of you Directors and DIQs. Please visit my website. We have a Mexico section, and more and more trainings will be translated into Spanish.

I look forward to hearing from you soon. May God continue to bless all of your dreams and all of your goals.

*Much love and respect,*

*Sherry*

Sherry Giancristoforo, Your National Sales Director

*Summer address*

5157 Dominick Drive,  
Minnetonka, MN USA 55343  
Tel: 952-945-9619  
Fax: 952-945-0045  
1-800-743-1398 (toll free)

*Winter address*

36467 Sandsal Circle  
Rancho Mirage, California USA 92270  
Tel: 760-992-8132  
Fax: 760-321 7020

email: [sgiancristoforo@comcast.net](mailto:sgiancristoforo@comcast.net)

**Ruby Seminar 2009**  
**July 17-20**

## DE PARTE DE SU DIRECTORA

To my Dear, Beautiful, warmhearted Mexico Directors!

It was such a pleasure to spend time with you all at the Mexico Seminar!! To see such Fantastic progress and accomplishments that you and your consultants have made, Makes me soooo proud of YOU! Your professionalism, your work ethic, and your truly FUN spirits move me and touch my emotions! YOU are ALL truly representing us and our National Area at the TOP of the Mexico Mary Kay World! I can't stop bragging about how wonderful you all are! Even to my customers!

I really believe that this year you will accomplish more success, overcome more obstacles, and change more lives including your own, creating lifestyles and enriching womens hearts and souls by the examples you set based on your ethics and principles and Faith.

God has blessed me, by having you in my world!! I Love YOU!!

*Love & Belief,*

*Suann*



*Suann Hibbs*

5501 Hansen Road  
Edina, Minnesota 55436 USA  
Tel. 952-929-6466  
email: [shibbs\\_mn1@comcast.net](mailto:shibbs_mn1@comcast.net)  
[netwww.unitnet.com/hibbs](http://netwww.unitnet.com/hibbs)

# SEMINAR RESULTS

## UNIT PRODUCTION SCOREBOARD

DIRECTOR	LINE	PRODUCTION
Rosa Lopez Aguilar	OTHER	754350
Guadalupe Campos Hernandez	OTHER	587878
Norma Jimenez Canchola	OTHER	565313
Eira Maria Perez Sanchez	OTHER	560346
Lilia Pimentel Farfan	3RD	460363
Fabiola Trigueros Padilla	3RD	444795
Silvia Socorr Estrada Perales	3RD	351090
Katina Mary Clark Hudson	2ND	260226
Maria Cristin Gonzalez Sabido	OTHER	251415
Maria Yanet Garcia Marquez	OTHER	243978
Maria Mariso Casiano Martinez	3RD	243379
Laura Domingues Becerril	3RD	237163
Maria de los An Salas Pantoja	OTHER	193702
Maria Irene Toledo Jimenez	OTHER	182574
Julieta Roc Tovar Monterrubio	OTHER	171433
Higinia Rit Morales Morquecho	OTHER	164283
Iliana del Contreras Mendoza	OTHER	157608
Rosalba Pantoja Magdaleno	OTHER	151757



*Rosa Lopez Aguilar and her husband Alfonso, taking the Top Director trip to Beijing!*

## UNIT RECRUITING SCOREBOARD

DIRECTOR	LINE#	OF NEW RECRUITS
Eira Maria Perez Sanchez	OTHER	209
Rosa Lopez Aguilar	OTHER	155
Norma Jimenez Canchola	OTHER	134
Fabiola Trigueros Padilla	3 <sup>RD</sup>	102
Lilia Pimentel Farfan	3 <sup>RD</sup>	97
Guadalupe Campos Hernandez	OTHER	93
Maria Irene Toledo Jimenez	OTHER	74
Maria Cristin Gonzalez Sabido	OTHER	67
Silvia Socorr Estrada Perales	3 <sup>RD</sup>	65
Julieta Roc Tovar Monterrubio	OTHER	63
Higinia Rit Morales Morquecho	OTHER	60
Maria Rosari Centeno Martinez	OTHER	38
Rosa Elena Moreno Mosqueda	OTHER	35
Maria de los An Salas Pantoja	OTHER	32
Claudia Sanchez Cruz	OTHER	32
Maria Yanet Garcia Marquez	OTHER	30
Katina Mary Clark Hudson	2ND	25
Maria Mariso Casiano Martinez	3RD	24
Laura Dominguez Becerril	3RD	24
Rosalba Pantoja Magdaleno	OTHER	17
Iliana del Contreras Mendoza	OTHER	15
Maria Pilar Hernandez Perez	OTHER	12
Suann Hibbs	1st	1



*Eira Maria Perez Sanchez Rosa Lopez Aguilar*



*Norma Jimenez Canchola*

# SEMINAR RESULTS

## DIRECTOR COURT OF SALES

CONSULTANT	LINE	SEMINAR PRODUCTION
Lilia Pimentel Farfan	3RD	101722
Maria Mariso Casiano Martinez	3RD	75730
Rosa Lopez Aguilar	OTHER	55539
Maria Yanet Garcia Marquez	OTHER	50016
Guadalupe Campos Hernandez	OTHER	50003
Illana del Contreras Mendoza	OTHER	35642
Maria Pilar Hernandez Perez	OTHER	20473
Maria Rosari Centeno Martinez	OTHER	20218
Fabiola Trigueros Padilla	3RD	19640
Higinia Rit Morales Morquecho	OTHER	17712
Silvia Socorr Estrada Perales	3RD	16613
Maria de los An Salas Pantoja	OTHER	16306
Claudia Sanchez Cruz	OTHER	15913
Ana Garcia Tellez	OTHER	15622
Julieta Roc Tovar Monterrubio	OTHER	15590
Norma Jimenez Canchola	OTHER	14897
Laura Dominguez Becerril	3RD	13335
Rosa Elena Moreno Mosqueda	OTHER	12693
Rosalba Pantoja Magdaleno	OTHER	11011
Eira Maria Perez Sanchez	OTHER	10875
Katina Mary Clark Hudson	2ND	9061



*Lilia Pimentel Farfan*



*Maria Marisol Casiano Martinez in the top 20 in the Director Personal Sales Court on Awards Night*



*Maria Mariso Casiano Martinez*



*Rosa Lopez Aguilar*



*Maria Yanet Garcia*



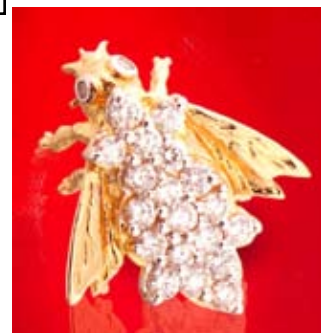
*Guadalupe Campos Hernandez*

# SEMINAR RESULTS

## COURT OF RECRUITING

CONSULTANT	DIRECTOR	LINE	SEMINAR QUALIFIED RECRUITS
Norma Jimenez Canchola	DIR SENIOR	OTHER	55
Lilia Pimentel Farfan	DIRECTORA	3RD	52
Ana Garcia Tellez	DIRECTORA	OTHER	43
Higinia Rit Morales Morquecho	DIRECTORA	OTHER	36
Eira Maria Perez Sanchez	DIR SENIOR	OTHER	36
Julieta Roc Tovar Monterrubio	DIRECTORA	OTHER	34
Maria Irene Toledo Jimenez	DIR SENIOR	OTHER	24
Alma Elena Razo Garcia	SUANN HIBBS	1ST	23
Rosa Elena Moreno Mosqueda	DIRECTORA	OTHER	22
Fabiola Trigueros Papilla	DIR SENIOR	3RD	22
Claudia Sanchez Cruz	DIRECTORA	OTHER	20
Mayra Castillo Badal	Julieta Rocio Tovar Monterrubio	OTHER	19
Maria de l Carne Diaz Guerrero	Eira Maria Perez Sanchez	OTHER	19
Maria Pilar Hernandez Perez	DIRECTORA	OTHER	19
Silvia Cristi Limon Gutierrez	Silvia Socorro Estrada Perales	3RD	19
Rosa Lopez Aguilar	DIRECTORA	OTHER	19
Prudencia Garcia Garcia	Claudia Sanchez Cruz	OTHER	17
Diana Olivia Zamora Amhriz	Norma Jimenez Canchola	OTHER	17
Sandra Navarro Pineda	Guadalupe Campos Hernandez	OTHER	16
Maria Mariso Casiano Martinez	DIRECTORA	3RD	15
Ma Norma Hernandez Mendez	Norma Jimenez Canchola	OTHER	14
Cristina Munoz Baez	Rosa Lopez Aguilar	OTHER	14
Guadalupe Campos Hernandez	DIR SENIOR	OTHER	13
Maria Yanet Garcia Marquez	DIRECTORA	OTHER	13
Elena Guerrero Dominguez	Eira Maria Perez Sanchez	OTHER	13
Rocio Elizab Martinez Ramirez	Ana Garcia Tellez	OTHER	13
Dominga Maira Perez Sanchez	Eira Maria Perez Sanchez	OTHER	13
Irma Cano Avila	Eira Maria Perez Sanchez	OTHER	12
Maria Cristin Gonzalez Sabido	DIR SENIOR	OTHER	11
Maria de los An Salas Pantoja	DIRECTORA	OTHER	11
Myrna Vargas Vazquez	Lilia Pimentel Farfan	3RD	11
Felicita Fran Vazquez Zenteno	Maria Rosario Centeno Martinez	OTHER	11
Maria Rosari Centeno Martinez	DIRECTORA	OTHER	10
Rosalba Pantoja Magdaleno	DIR SENIOR	OTHER	10

*in National Court*



*National Court winner's bee*



*Norma Jimenez Canchola*



*Lilia Pimentel Farfan*

# SEMINAR RESULTS

## CONSULTANT COURT OF SALES

CONSULTANT	DIRECTOR	LINE	SEMINAR PRODUCTION
Teresa Reyes Romero	Guadalupe Campos Hernandez	OTHER	52739
Silvia Cristi Limon Gutierrez	Silvia Socorro Estrada Perales	3RD	46464
Sonia Mendez Cabrera	Rosa Lopez Aguilar	OTHER	45119
Gloria Huerta Garcia	Maria Marisol Casiano Martinez	3RD	39586
Maria Antonie Reyes Hernandez	Maria Marisol Casiano Martinez	3RD	36440
Maria del Carne Diaz Guerrero	Eira Maria Perez Sanchez	OTHER	33385
Germanic QuiDonez Ordonez	Katina Mary Clark Hudson	2ND	30078
Alondra Mendez Cabrera	Rosa Lopez Aguilar	OTHER	27996
Yolanda Ramos Luna	Lilia pimentel Farfan	3RD	26034
Leticia Diaz Hernandez	Rosa Lopez Aguilar	OTHER	26012
Ma A Graciela Camilla Neria	Rosa Lopez Aguilar	OTHER	25603
Miria Isabel Jimenez Laines	Julieta Rocio Tovar Monterrubí	OTHER	24282
Maria Guadalupe Soto Esquivel	Lilia Pimentel Farfan	3RD	23546
Monica Er Hernandez Velazquez	Fabiola Trigueros Padilla	3RD	22629
Maria Luisa Torres Pizano	Laura Dominguez Becerril	3RD	21615
Alberta Juan Roque	Iliana del Carm Contreras Mend	OTHER	21458
Elizabeth Ramirez Sanchez	Rosa Lopez Aguilar	OTHER	19867
Ana Felicidad Torres Llamas	Katina Mary Clark Hudson	2ND	19809
Myrna Vargas Vazquez	Lilia Pimentel Farfan	3RD	19711
Maria Consuelo Jaime Martinez	Fabiola Trigueros Padilla	3RD	19448
Marcia Aida Paz Franco	Maria Cristina Gonzalez Sabido	OTHER	18679
Maria Luisa Boleros Benitez	Guadalupe Campos Hernandez	OTHER	18653
Ma Elisa Recoba Lima	Rosa Lopez Aguilar	OTHER	18060
Ma Norma Hernandez Mendez	Norma Jimenez Canchola	OTHER	17941
Ma Angelic Martinez Hernandez	Guadalupe Campos Hernandez	OTHER	17744
Sandra Navarro Pineda	Guadalupe Campos Hernandez	OTHER	17660
Margarita Mar Cordero Saucedo	Maria Yanet Garcia Marquez	OTHER	17634
Elvira Cortes Garcia	Rosa Lopez Aguilar	OTHER	17502



*Norma and Lilia on Stage - Top 20  
Personal Court of Sales*

# SEMINAR 2009 Y-T-D SCOREBOARDS

## UNIT ADJUSTED PRODUCTION SCOREBOARD

DIRECTOR LINE UNIT ADJUSTED PRODUCTION THRU JULIO

Rosa Lopez Aguilar	OTHER	107270
Guadalupe Campos Hernandez	OTHER	57565
Eira Maria Perez Sanchez	OTHER	50840
Lilia Pimentel Farfan	3RD	44861
Norma Jimenez Canchola	OTHER	40729
Fabiola Trigueros Padilla	3RD	38597
Silvia Socorr Estrada Perales	3RD	30431
Maria Yanet Garcia	OTHER	26985
Marquez Maria Cristin Gonzalez Sabido	OTHER	26709
Laura Dominguez Becerril	3RD	26575
Katina Mary Clark Hudson	2ND	21159
Iliana del Contreras Mendoza	OTHER	18941
Maria Rosari Centeno Martinez	OTHER	17098
Maria Irene Toledo Jimenez	OTHER	16565
Ana Garcia Tellez	OTHER	13727
Maria Mariso Casiano Martinez	3RD	12570
Rosalba Pantoja Magdaleno	OTHER	12497
Julietta Roc Tovar Monterrubio	OTHER	11647
Maria Pilar Hernandez Perez	OTHER	11495
Maria de los An Salas Pantoja	OTHER	10950
Higinia Rit Morales Morquecho Claudia Sanchez Cruz	OTHER	10456
Rosa Elena Moreno Mosqueda	OTHER	8436
Suann Hibbs	1ST	980



Rosa Lopez Aguilar



Guadalupe Campos Hernandez



Eira Maria Perez Sanchez



Lilia Pimentel Farfan



Norma Jimenez Canchola

## DIRECTORS' ANNIVERSARIES

DIRECTOR NUMBER OF YEARS AS OF SEPTIEMBR.

Maria Rosari Centeno Martinez 4

## UNIT ANNIVERSARIES

DIRECTOR NUMBER OF YEARS AS OF SEPTIEMBR.

Norma Jimenez Canchola 11

Maria Pilar Hernandez Perez 1



## DIRECTORS' BIRTHDAYS

Maria Criatin Gonzalez Sabido Septiembre 14

Iliana del Contreras Mendoza Septiembre 17

Julietta Roc Tovar Monterrubio Septiembre 23

## DIRECTORS PERSONAL PRODUCTION SCOREBOARD

DIRECTOR	LINE	PERSONAL PRODUCTION FOR JULIO
Lilia Pimentel Farfan	3RD	10907
Iliana del Contreras Mendoza	OTHER	9109
Maria Yanet Garcia Marquez	OTHER	8511
Guadalupe Campos Hernandez	OTHER	7631
Rosa Lopez Aguilar	OTHER	6105
Maria Pilar Hernandez Perez	OTHER	3673
Maria Mariso Casiano Martinez	3RD	3383
Claudia Sanchez Cruz	OTHER	2240
Julietta Roc Tovar Monterrubio	OTHER	2015
Norma Jimenez Canchola	OTHER	1398
Fabiola Trigueros Padilla	3RD	1316
Maria de los An Salas Pantoja	OTHER	1259
Laura Dominguez Becerril	3RD	1253
Maria Rosari Centeno Martinez	OTHER	1190
Higinia Rit Morales Morquecho	OTHER	1007
Maria Cristin Gonzalez Sabido	OTHER	869
Rosa Elena Moreno Mosqueda	OTHER	738
Katina Mary Clark Hudson	2ND	718
Maria Irene Toledo Jimenez	OTHER	634
Rosalba Pantoja Magdaleno	OTHER	616
Eira Maria Perez Sanchez	OTHER	612
Silvia Socorr Estrada Perales	3RD	600
Ana Garcia Tellez	OTHER	473



*Lilia Pimentel Farfan*

## DIRECTORS PERSONAL RECRUITING SCOREBOARD

DIRECTOR	LINE	PERSONAL RECRUITS FOR JULIO
Eira Maria Perez Sanchez	OTHER	20
Ana Garcia Tellez	OTHER	8
Maria Irene Toledo Jimenez	OTHER	4
Maria Cristin Gonzalez Sabido	OTHER	3
Lilia Pimentel Farfan	3RD	3
Rosa Lopez Aguilar	OTHER	2
Maria Rosari Centeno Martinez	OTHER	1
Iliana del Contreras Mendoza	OTHER	1
Maria de los An Salas Pantoja	OTHER	1
Claudia Sanchez Cruz	OTHER	1
Fabiola Trigueros Padilla	3RD	1



*#1 - Eira Maria Perez Sanchez*

## DIRECTORS HIGHEST EVER UNIT PRODUCTION

DIRECTOR	LINE	UNIT PRODUCTION FOR JULIO
Rosa Lopez Aguilar	OTHER	107270
Lilia Pimentel Farfan	3RD	44861
Iliana del Contreras Mendoza	OTHER	18941
Maria Rosari Centeno Martinez	OTHER	17098
Ana Garcia Tellez	OTHER	13727



Rosa Lopez Aguilar

## DIRECTORS HIGHEST EVER UNIT COMMISSION

DIRECTOR	LINE	COMMISSION AMOUNT FOR JULIO
Rosa Lopez Aguilar	OTHER	56987.67
Guadalupe Campos Hernandez	OTHER	39633.58
Lilia Pimentel Farfan	3RD	18839.00
Iliana del Contreras Mendoza	OTHER	7095.92
Maria Rosari Centeno Martinez	OTHER	6480.86
Ana Garcia Tellez	OTHER	4668.40



Rosa Lopez Aguilar

## DIRECTOR COMMISSION SCOREBOARD

DIRECTOR	LINE	COMMISSION AMOUNT FOR JULIO
Rosa Lopez Aguilar	OTHER	56987.67
Guadalupe Campos Hernandez	OTHER	39633.58
Katina Mary Clark Hudson	2ND	28067.28
Eira Maria Perez Sanchez	OTHER	26858.99
Fabio la Trigueros Padilla	3RD	25538.14
Laura Dominguez Becerril	3RD	19776.42
Norma Jimenez Canchola	OTHER	19758.14
Lilia Pimentel Farfan	3RD	18839.00
Maria Cristin Gonzalez Sabido	OTHER	15704.56
Silvia Socorr Estrada Perales	3RD	12360.35
Maria Yanet Garcia Marquez	OTHER	10332.66
Iliana del Contreras Mendoza	OTHER	7095.92
Maria Irene Toledo Jimenez	OTHER	6712.05
Maria Rosari Centeno Martinez	OTHER	6480.86
Ana Garcia Tellez	OTHER	4668.40
Rosalba Pantoja Magdaleno	OTHER	4158.22
Maria Mariso Casiano Martinez	3RD	4029.45
Julieta Roc Tovar Monterrubio	OTHER	2804.49
Maria Pilar Hernandez Perez	OTHER	2758.55
Maria de los An Salas Pantoja	OTHER	2586.92
Higinia Rit Morales Morquecho	OTHER	2514.33
Claudia Sanchez Cruz	OTHER	2008.58
Rosa Elena Moreno Mosqueda	OTHER	744.80



Rosa Lopez Aguilar



Guadalupe Campos Hernandez



Katina Mary Clark Hudson

## UNIT RECRUITING SCOREBOARD

DIRECTOR	LINE	UNITY-T-D RECRUITS THRU JULIO
Eira Maria Perez Sanchez	OTHER	38
Silvia Socorr Estrada Perales	3RD	23
Norma Jimenez Canchola	OTHER	12
Rosa Lopez Aguilar	OTHER	12
Maria Irene Toledo Jimenez	OTHER	11
Ana Garcia Tellez	OTHER	9
Maria Cristin Gonzalez Sabido	OTHER	8
Maria Rosari Centeno Martinez	OTHER	7
Fabiola Trigueros Padilla	3RD	7
Lilia Pimentel Farfan	3RD	6
Guadalupe Campos Hernandez	OTHER	5
Maria Mariso Casiano Martinez	3RD	2
Katina Mary Clark Hudson	2ND	2
Laura Dominguez Becerril	3RD	2
Maria de los An Salas Pantoja	OTHER	2
Iliana del Contreras Mendoza	OTHER	1
Maria Pilar Hernandez Perez	OTHER	1
Higinia Rit Morales Morquecho	OTHER	1
Claudia Sanchez Cruz	OTHER	1
Julieta Roc Tovar Monterrubio	OTHER	1



#1 - Eira Maria Perez Sanchez



#2 - Silvia Socorr Estrada Perales



#3- Norma Jimenez Canchola

## DIRECTORS 12.0% CLUB

DIRECTOR	LINE	PERSONAL RECRUITING CHECK FOR JULIO
Rosa Lopez Aguilar	OTHER	11604.48
Laura Dominguez Becerril	3RD	7555.80
Norma Jimenez Canchola	OTHER	7075.98
Guadalupe Campos Hernandez	OTHER	6380.40
Lilia Pimentel Farfan	3RD	5300.43
Eira Maria Perez Sanchez	OTHER	5139.42
Rosalba Pantoja Magdaleno	OTHER	769.92
Maria Yanet Garcia Marquez	OTHER	3485.28
Silvia Socorr Estrada Perales	3RD	3180.18
Fabiola Trigueros Padilla	3RD	2908.74
Maria Cristin Gonzalez	OTHER	2877.48
Sabido Maria Mariso Casiano Martinez	3RD	2834.46
Maria Rosari Centeno Martinez	OTHER	2562.66
Iliana del Contreras Mendoza	OTHER	2498.88
Maria Irene Toledo Jimenez	OTHER	2038.02
Maria Pilar Hernandez Perez	OTHER	2019.84
Claudia Sanchez Cruz	OTHER	1749.96
Julieta Roc Tovar Monterrubio	OTHER	1621.68
Maria de los An Salas Pantoja	OTHER	1482.90
Higinia Rit Morales Morquecho	OTHER	1017.24



Rosa Lopez Aguilar



Laura Dominguez Becerril

# SEMINAR SPEECH

by Sherry Giancristoforo, No. 3 Area at Emerald Seminar, Dallas, Texas, August 2008

## “Celebrate the Dream — Seminar 2008”

### Welcome to the Emerald Seminar!

I am so excited that you are all here to  
“Celebrate the Dream” Seminar 2008!

I want to start by thanking God for the incredible journey that he has given me. I am so grateful, that he put me in the “right place at the right time,” to meet my incredible mentor, Shirley Hutton. Thank you, Shirley, for all you did for me. Wow, talk about having a plan for my life! Thank you, God!

I want to thank Mary Kay for her spectacular vision, in creating our opportunity. Because of Mary Kay, I now own, and enjoy two homes – a beautiful lake front home in Minnesota, and a “hot, hip, and happening” pool home in Rancho Mirage, California. Thank you, Mary Kay!

Mary Kay used to say that:  
“**Many a race is won at the starting gate**” – and July is the starting gate for our new year.

I commend all of you for being here! This is the place where dreams are born: “**When you are dedicated to your dream, you will be celebrating your dream!**”

I do want to personally thank Mary Kay’s son, Richard Rogers, her grandson, Ryan Rogers, and our entire Mary Kay staff, for their dedication to perpetuating Mary Kay’s dream, so that we can celebrate our dream!

It is often said that, “**team work makes the dream work**” –Mary Kay Corporate, and the Mary Kay sales force, make an incredibly dedicated team!

**And to my incredible #3 National Area!**  
Well, here we are, for the 2<sup>nd</sup> year in a row, as #3, the top of the top, the best of the best! So...enjoy this moment...this seminar...and this year.

Revel in our #3 spot, take credit; you deserve it, **Giancristoforo Area!** I respect your beauty, your talent, and your skill. I know that **Mary Kay** herself would be so very proud of each of you, as am I!

I also respect that you want to be the #2 Area, or even the #1 Area.

As I said earlier, **you will celebrate your dream when you are dedicated to your dream.** I certainly was not any overnight success. I had to borrow, from my mother, the money for my starter kit, as I was a broke, single mother with two small children, and two other jobs.

I was teachable and coachable, and I very quickly became dedicated to Mary Kay, – as I knew it was the way to change my life and the lives of my children forever. That dedication to Mary Kay, and to my dream, has provided a legacy to my family, including the **six beautiful grandchildren** that my husband, David and I have together.

Was it always easy? No...I did not have the “easy button” to push.... Instead, I had the opportunity to push through, many challenges along the way. In fact, it took me twenty-three years, from new consultant to National Sales Director. That is a long... long... long... time. However.... **I was always dedicated to my dream of becoming a National Sales Director.**

I thought about sharing with you some sad stories, about my journey, including a divorce, no money, being in debt, major health issues including being on bed rest. **Thank God for Mary Kay**, because I still earned \$60,000 in 1988, the year I was very ill with the Epstein-Barr virus.

Those stories are all just part of “real life” that happens to all of us, along the way. No one is exempt from challenges, however, **God** does have



his plan for your life – **especially, I believe, if you are dedicated to your dream.**

I thought about telling you stories of how things were in the “olden days,” before the dawn of personal computers, cell phones, or even key-less car door entry.

Then I thought – “ho hum”... all the 20-somethings really don’t want to hear those stories, so...being from Minnesota, I just thought I’d read you, Jeff Foxworthy’s “bit” on...

**“You know you’re a Minnesotan, if...”**

No – I’m not really going to do that!

However, I thought I’d share some of my true life Mary Kay experiences.... titled: **“You Know You’re a Dedicated Independent Beauty Consultant, if...”**

**Are you ready?**

**“You know you’re a dedicated Independent Beauty Consultant, if...”**

You’ve gone out to your car after a skin care class, only to discover that your door locks were actually frozen, because it’s twenty degrees below zero in Minnesota!

**“You know you’re a dedicated Independent Beauty Consultant, if...”**

You have carried three heavy bags of products to a class in 100 percent humidity heat, because your director taught you, that every guest really does want to buy a year’s supply of Mary Kay products that night, and then you carried them out because you had zero skin care class.

**“You know you are a dedicated Independent Sales Director, if...”**

You did not requalify for your pink Cadillac and instead the company sent you a red Grand Am.

**“You know you are a dedicated Independent Sales Director, if...”**

When you drove that same Grand Am 3 hours home from Duluth, Minnesota, and you are rained on the entire trip, because the “roll down window,” would not roll up. That’s right – no power windows there!

**“You know you are a dedicated Independent Beauty Consultant, if...”**

You have driven two hours to a skin care class, only to find **no one home**. Yes...this was before the days of cell phones.

**“You know you are a dedicated Independent Sales Director, if...”**

You have been on hold for an hour and a half with telephone ordering, at Mary Kay, to place your orders on the last day of the month. Yes, this was the before the days of on-line ordering!

**“You know you are a dedicated Independent Sales Director, if...”**

You are willing to be snowed in, with Mary Kay herself, at a hotel, in Winnipeg, Canada, only to have her tell you that she wants **you** to be one of **her National Sales Directors!**

**“You know you are a dedicated Independent Sales Director, if...”**

You are seated at the head table at a Seminar banquet. You get up to speak and your chair, and you along with it, fall off the edge of the stage, and you do a summersault, stand up, dust off your “ripped chiffon dress,” and then deliver an eloquent speech, full of praise and recognition!

**“You know you are a dedicated Independent Beauty Consultant, if...”**

You’ve spent over an hour waiting in “the gas lines” during the 1970’s gas shortage, but you needed the gas, to get to your next skin care class.

**“You know you are a dedicated Independent Beauty Consultant, if...”**

Your nine-year-old daughter tells her teacher, “I don’t really know what my mommy does, but she gets dressed up, and goes to hotels.”

**“You know you are a dedicated Independent Sales Director, if...”**

You continue to drag your portable film projector, through airports, on airplanes and through the shopping malls of America, so you can show your consultant prospects, a little “reel to reel film” called, **“Capture the Vision”** starring Mary Kay herself.

Yes, all of these things really did happen to me. All of the “real life” experiences help us to develop our dedication.

I would like to suggest, that you become dedicated to developing the following seven qualities that will ensure ,that we will be **celebrating your dream**, at Seminar 2009!

**#1....Have fun!**

**Mary Kay** had a fantastic sense of humor. You

can develop that, learn to laugh at yourself, you will make plenty of mistakes along the way, we all do. When you are having fun with your business, people will want, to do what you do! **So....have fun!**

**#2.... Be teachable**

It has been said that: “When the student is ready, the teacher will appear.” Your teacher has already appeared, in the form of your Director, or your National Sales Director. **So....be teachable.**

**# 3....Be willing**

It has been said that “you can take a willing person, and teach them, how to become capable, **but** you cannot, take a capable person, and teach them how to become willing” **So....be willing.**

**# 4....“Fall in love” with our products**

When you truly **love** our products and use them faithfully, from head to toe, and give them as gifts, you will not only, look better every year, and look younger every year, but you will personally sell more, each and every year. I don’t know about you, but I need to be a Star Consultant, each and every quarter just for me..... Imagine how much fun it must be for me to get together with my mentor, **Shirley Hutton** twice a year, to show her all of our incredible new products. At 78 years young, she is still a walking advertisement for **Mary Kay**. Use it all, consistently, and you will be a walking advertisement as well. Focus on doing one hundred faces, and **you will move up! So.... fall in love!**

**# 5.... Change is the name of the game**

Step out of your comfort zone. Do the things you fear. Accept wise council from those who are where you want to be. When you are in California, you almost always have to drive over the mountain range, to be able to see the gorgeous view of the sun setting over the ocean. Change yourself and your GPS route if necessary, to go over, under, around, or through the mountains, that we commonly call obstacles. So.... embrace change.

**# 6.... Trust the company**

Believe, understand, and know that Mary Kay Inc. will always have our best interests at heart. They do things with high ethics and integrity. Mary Kay asked that of all of us. So.... Trust.

**# 7.... Abundance mentality**

You do not achieve greatness, in any area of

your life, unless you are a big thinker! We know that God is good all the time. You will not become the person that God intended you to be, unless you develop abundance mentality.... Because, God intended a lot for you! So.... Embrace abundance mentality.

That’s it, the 7 qualities that I encourage each of us to dedicate ourselves to developing this Seminar year.

To review:

- # 1— Dedicate yourself to having fun in your business.**
- # 2— Dedicate yourself to being teachable.**
- # 3— Dedicate yourself to being willing.**
- # 4— Dedicate yourself to falling in love with our product.**
- # 5— Dedicate yourself to change.**
- # 6— Dedicate yourself to trust.**
- # 7— Dedicate yourself to abundance mentality.**

And, of course, dedicate your business to God. Mary Kay did.

And look at how we have all been blessed.

Be dedicated to your dream, and we will be celebrating you..... and your dreams coming true, next year, at Seminar 2009!



Sherry’s photo at International Headquarters Mary Kay Inner Circle Gallery.