

Sherry's Stars



JANUARY 2008 results

EMERALD DIVISION

Sherry Giancristoforo, Executive National Sales Director

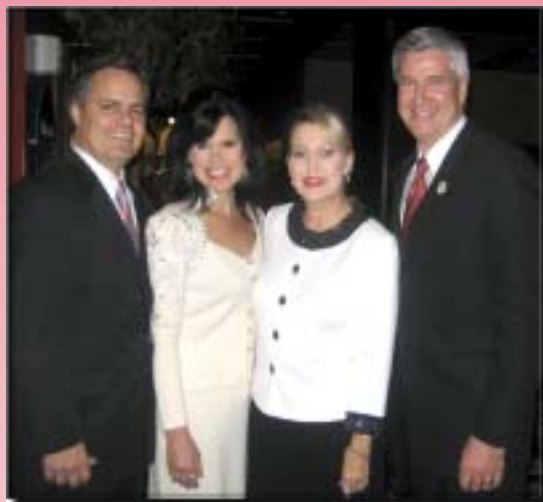
LEADERSHIP CONFERENCE



NSD friends from Pearl Seminar, Cheryl Warfield, Jan Harris, Sandy Miller



NSD Sherry Alexander, Sales Director Andrea Steinmetz, NSD Joanne Bertalan, and NSD Jaime Cruse-Vrinios, and Sherry.



CEO David Holl, NSD Cristi Ann Millard, Sherry, and Mary Kay U.S. President Darrell Overcash



Barbara Pleet Directors at Sherry's Mid-Year Recognition banquet. Barbara Pleet, Pat Trumbull, Jo Wells, Consultant in the Leslie Little Unit, Leslie Little, Julie Crouse, Sherry Drysdale-Schruth, Crista Hoff.



Karen Rogers, Mary Kay's granddaughter, who works with the Mary Kay Ash Charitable Foundation, with Director Dianne Husick.

FROM YOUR NATIONAL DIRECTOR



Sherry Giancristoforo
Executive NATIONAL
SALES DIRECTOR

*The Best is Yet to
Come!*

NSD Debut July 2000,
with record number of
Area Directors

Achieved *Inner Circle*,
first year as an Area
2001
Inner Circle every year
since!

*#3 NSD in Emerald
Division
2007*

*#18 NSD Nationwide
2007*

Highest Monthly
Commission
\$48,000

*135 Directors in her
National Area*

2007 Pink Cadillac XLR
Convertible

*Executive National
with three
offspring NSDs:*

*Gloria Mayfield Banks
2001*

*Sherry Alexander 2003
Brenda Segal 2006*

Dear Incredible Giancristoforo Area Directors, DIQs and Go-Give Friends!

Super congratulations on a "JUMPIN' JANUARY"! Even though it has been cold, so very cold on the outside, our business has been JAZZ HOT!

Leadership Conference — wow, wow, WOW! It was such a blast-off for 2008! It all started with a lovely "pre-NIQ" planning dinner with **CHARLOTTE** and **DAN MANTOOTH** at the penthouse restaurant at the Hilton Americas, with beautiful ambience and an incredible city view! Sunday was our "**Houston, We Have a Party**" celebration at the NASA Space Center. We had 24 directors who earned the privilege to attend! The following evening we had our Mid-Year Recognition Banquet, also at the Hilton Americas Hotel. I personally thought it was one of the very best awards nights we have ever had. I especially want to commend our keynote speakers for the evening, who had each earned the "**Higher Unit Circle**" dinner at Seminar 2007: **CATHY APICELLO, CHARLOTTE MANTOOTH, MICHELLE MCLAUGHLIN, BARBARA PLEET, and MARIA ALCAINE**. We also loved hearing from Executive Sr. Sales Director **STACY GILSON**, who was our **2007 Area Miss Go Give**. She also gave some terrific ideas on how to do fundraisers for the Mary Kay Ash Charitable Foundation. Please feel free to submit your nominations for our 2008 Director "Miss Go Give" anytime between now and June 15, 2008.

2008 Princess Court Gift

I am absolutely thrilled beyond words to announce our **2008 Princess Court gift** – it is a gorgeous crystal and silver "STAR" bracelet, perfect for each of the "Sherry's Stars" in our National Area! I will be awarding these bracelets to our area consultants and directors who achieve the Giancristoforo Area Princess Courts, which are one-half of the National Courts!

**Giancristoforo Court of Sales =
\$18,000 Retail**

Giancristoforo Court of Sharing = 12 Seminar Qualified team members.



This prize is a personal gift, from me, your National Sales Director! I will begin mailing them out to qualified achievers, starting March 1! We currently have 18 director achievers and 6 consultant achievers for Court of Sales, and 3 achievers for Court of Sharing.

I have also decided to accept **CHARLOTTE MANTOOTH'S** challenge, which she gave us at our Leadership banquet, to "BEAT YOUR BEST"! All consultants who achieve \$2,000 personal retail higher in 2008 over their 2007 personal retail, will be recognized on-stage at the Giancristoforo Area banquet on Monday, July 28, 2008! I know that you will want to promote this to your consultants! Obviously, if every consultant in your unit would work to "BEAT THEIR BEST," and achieve a higher personal retail 2008, over 2007, that would propel your unit to a Higher Unit Circle, and I would love to treat every one of you to a luxurious dinner at the Nana Grille at the top of the Hilton Anatole in Dallas, on Saturday, July 26, 2008!

I am so very excited to be doing my first major workshop and recruiting event in Orange County, California! On Monday, March 3, I'll be joined by **SNSD Rebecca**

Evans and **NSD Cristi Ann Millard** at the Radisson Newport Beach Hotel. Please see the enclosed invitation for more details. Registrations are pouring in and it looks like it is going to be a fabulous event!

The deadline for Career Conference registration is March 15, and it will be here before you know it! As you know, the consultants who attend Career Conference are often times the very ones that do go ahead and attend Seminar, and influence their new team members to attend as well! Company event attendance is crucial to your units' success! *The units with the highest number of consultants attending almost always have the highest production the following year.* I will be at the **Minneapolis Career Conference** on April 4 – 5th, representing you as the #1 National Area at that conference! How exciting! I look forward to seeing every single one of our Minnesota directors, and many of our consultants in the area attending as well.

Our Area website has been a huge success and I am so thrilled that so many of you are using it! Our newest and one of our most exciting features is our very own **SERVICE MENU**, which you can customize with YOUR personal information – your name and contact info! I want to give many, many thanks to Giancristoforo Area Director, **CRISTA HOFF**, who spent countless hours updating my original version! I originally created a Service Menu ten years ago, with the creative help of Gail Devens, my newsletter assistant, based on the concept that when you go to a fine beauty salon or spa, they have a service menu to choose from. I used the menus to help me build my business – warm chatter, passing them out at facials and classes, and several of my top unit consultants and offspring directors created something similar to use as well. And now it is so great to have a very professional version for our own area! Please be sure to visit the site and promote this to your unit members. www.sherrygnsd.com The current consultant login password is “believe.”

I know that this February can be your highest unit retail month EVER! It was for me, as a director, in February 1996 we had over \$41,000 unit WHOLESALÉ! I wish for you the same, and I know that you are working your hardest to make this your best month ever, by “Falling in Love” all over again with doing faces!

Congratulations to each of you – we are again firmly on target to be the #3 National Area in the Emerald Seminar for 2008! YEA! You are awesome – be sure to let everyone know it!

Sherry G.

Your NSD



“BEAT YOUR BEST”

All consultants who achieve \$2,000 personal retail higher in 2008 over their 2007 personal retail, will be recognized on-stage at the Giancristoforo Area banquet on

Monday, July 28, 2008!

This will help propel your unit to a **Higher Unit Circle**. **Higher Unit Circle Directors are rewarded with a luxurious dinner** at the Nana Grille at the top of the Hilton Anatole in Dallas, on Saturday, July 26, 2008!



Win a Trip to Palm Springs for achieving a Cadillac!

For those not currently in a Cadillac, earn a Cadillac by June 30, 2008, and win a trip to Palm Springs!



Michelle McLaughlin
2007 Palm Springs Winner!



Cathy Schneithorst
2007 Palm Springs Winner!

THE BEST IS YET TO COME!



**“Houston, We Have a Party”
Achievers**

24 directors earned the Space Center party

- | | |
|--------------------|---------------------|
| Barbara Pleet | Fran Cantwell |
| Maria Alcaine | Brenda Elliott |
| Rose Campbell | Stacy Gilson |
| Eileen Carlson | Crista Hoff |
| Megan Hyland | Lorena Nicolas |
| Charlotte Mantooth | Gloria Popp |
| Joanne Monico | Aracely Reyes |
| Kathy Parker | Terriann Bonfini |
| Rita Dearth | Annette Gantz |
| Linette Thornbury | Michelle McLaughlin |
| Cathy Apicello | Susan Shaw |
| Linda Campbell | Julie Yingst |



Above, Julie Yingst and Michelle McLaughlin at the party at the NASA Space Center in Houston. Right, Eileen Carlson, Crista Hoff and Sherry at NASA party.



Unit Within A Unit Luncheon-

Independent Sales Directors who achieved and maintained at least 30 personal team members by December 31, 2007, with a minimum of five new personal team members. Those who have 30 or more on July 1, 2007, must maintain at least 30 personal team members and add a minimum of five new personal team members by December 31, 2007. New Independent Sales Directors who debut from Aug. 1 through Jan. 1, 2008, must debut with 40 unit members or have at least 30 personal team members by Dec. 31, 2007.

We had 12 Directors Qualify!

- | | |
|----------------------|-----------------|
| Maria Alcaine | Lorena Nicolas |
| Laura Tapia | Gloria Popp |
| Ana Canales | Aracely Reyes |
| Brenda Elliott | Cecilia Solorio |
| Stacy Gilson | Teriann Bonfini |
| Renee LaFleur Linder | Donna Hammett |

**Diamonds and Divas Banquet
Achievers**

Independent Sales Directors who achieved at least 13 unit Star Consultants in the combined quarters from June 16 – Sept. 15, 2007 and Sept. 16 – Dec. 15, 2007, and were also Star Consultants in both quarters, were invited to attend this exclusive Leadership Conference banquet.

We had 8 Directors Qualify!

- | | |
|--------------------|---------------------|
| Maria Alcaine | Brenda Elliott |
| Rose Campbell | Cory Kinchloe |
| Charlotte Mantooth | Michelle McLaughlin |
| Cathy Apicello | Julie Yingst |



At *Diamonds and Divas Banquet* — back, Maria Alcaine, Michelle McLaughlin, Julie Yingst, Brenda Elliott. Front, Cathy Apicello, Charlotte Mantooth.

Giancristoforo Area Mid-Year Recognition

Our Most Improved Directors, July-December 2007:

- #10 Julie Crouse
- #9 Peggy Mullin
- #8 Meredith Richardson
- #7 Renee La Fleur-Linder
- #6 Paula Mann
- #5 Cathy Apicello-Schneithorst
- #4 Carol Cardwell
- #3 Susan Shaw
- #2 Angie Gore
- #1 **Valerie Peterson**



Our Top 10 for Personal Court of Sales through December

All 10 are on-target for National Court of Sales at \$36,000 Retail

- #10 Maria Alcaine
- #9 Joanne Monico
- #8 Linda Campbell
- #7 Terriann Bonfini
- #6 Rita Stermer Dearth
- #5 Michelle McLaughlin
- #4 Gloria Popp
- #3 Linette Thornbury
- #2 Kathleen Parker
- #1 **Fran Cantwell**



Our Top 10 Directors in Court of Sharing through December

- #10 Melanie Basconi
- #9 Renee LaFleur-Linder
- #8 Cory Kinchloe
- #7 Stacy Gilson
- #6 Cecilia Solorio
- #5 Michelle McLaughlin
- #4 Julie Yingst
- #3 Aracely Reyes
- #2 Lorena Nicolas
- #1 **Maria Alcaine**



Diane Husick, Michelle McLaughlin, Sherry, Julie Yingst

Top 10 Rookies from July - December 2007.

- #10 Alma Ortiz
- #9 Aracely Reyes
- #8 Veronica Cardenas
- #7 Rosa Soto
- #6 Debbie Kozlowski
- #5 Doris Smith
- #4 Coralía Luz Aguilar-Moreno
- #3 Herlinda Lomas
- #2 Linette Thornbury
- #1 **Julie Yingst**



#1 Rookie Director Julie Yingst with Sherry.

Our Top 10 Sales Directors in Unit Retail Sales through December

- #10 Terriann Bonfini
- #9 Julie Yingst
- #8 Michelle McLaughlin
- #7 Charlotte Mantooth
- #6 Cathy Apicello-Schneithorst
- #5 Stacy Gilson
- #4 **Maria Alcaine**

(On Target for TRIPLE STAR*
— 3rd year in a row!)**

- #3 Brenda Elliott
- #2 Barbara Pleet
- #1 **Rose Campbell**

Top 3 are on target for the Circle of Excellence and Top Director Trip to Munich, Germany in September 2008.



Barbara, Cathy, Maria, Michelle and Charlotte
— 2007 Higher Unit Circle Directors who were special guest speakers at Banquet.



Michelle Ehrich-Stravolo, Chrystine Zinnecker, Polly Pace, LeAnn Roughton.

THE BEST IS YET TO COME!

You Could Be Known as **the Best.**

Become a State Representative for Excellence in
2007 Jan. 1 – Dec. 31, 2007

Rules:

State: The top Sales Director in each state with the highest unit wholesale production (minimum of \$50,000) from Jan. 1 – Dec. 31, 2007.

Most Improved Sales Director: The Independent Sales Director in each state with the highest dollar increase over her 2006 adjusted unit wholesale production from Jan. 1 – Dec. 31, 2007. To qualify in either category, winners must be residents of their respective states at least seven months during 2007. To qualify for the most improved category, an Independent Sales Director must achieve a minimum of \$50,000 in adjusted unit wholesale production.

For contest purposes, Preferred Customer Program premiums are not included in unit wholesale production totals.

Recognition:

Leadership Conference 2008:

- A name badge ribbon for achievers
- A display of achievers at Leadership Conference featuring photos of the top Sales Director in each state and the
- Most Improved in each state
- A plaque that will be mailed after Leadership Conference

Seminar 2008:

- A name badge ribbon for achievers and unit members
- A display at Seminar featuring photos of the top Sales Director in each state and the Most Improved in each state.

TOP 100 HIGHEST UNIT WHOLESALE

ALABAMA

#2 Brenda Elliott

- #48 Angie Gore
- #62 Donna Hammett
- #96 Ann Isaac

CALIFORNIA

- #30 Cory Kinchloe
- #79 Maria Alcaine

FLORIDA

- #14 Rose Campbell

GEORGIA

- #24 Charlotte Mantooth

MAINE

- #26 Linda Clawson

MINNESOTA

- #77 Jane O'Hern
- #86 Val Peterson

MISSISSIPPI

- #32 Tammy Stone



NEW JERSEY

- #67 Jane Berger
- #97 Joanne Monico

NEW YORK

#2 Barbara Pleet

OHIO

- #20 Cathy Apicello-Schneithorst
- #63 Terriann Bonfini
- #74 Rita Stermer-Dearth
- #76 Polly Pace
- #95 Diane Fortney

PENNSYLVANIA

- #24 Michelle McLaughlin

WEST VIRGINIA

- #4 Stacy Gilson**
- #11 Melanie Basconi
- #21 Annette Gantz
- #32 Julie Yingst
- #34 Linda Linzy

TOP 100 MOST IMPROVED IN EACH STATE:

ALABAMA

#10 Angie Gore

CALIFORNIA

#38 Maria Alcaine

FLORIDA

- #52 Paula Mann
- #68 Rose Campbell
- #76 Leticia Isaacson

ILLINOIS

#43 Julie Crouse

MASSACHUSETTS

#12 Kathy Parker

MICHIGAN

#66 Jody Bernhardt

MINNESOTA

- #37 Jane O'Hern
- #56 Beth Zebott

NEW YORK

#69 Barbara Pleet

OHIO

- #9 Cathy Apicello-Schneithorst**
- #18 Diane Fortney
- #45 Gloria Popp
- #90 Louise Donofe

PENNSYLVANIA

#9 Michelle McLaughlin

WEST VIRGINIA

- #7 Stacy Gilson**
- #8 Annette Gantz**

WISCONSIN

- #56 Renee La Fleur-Linder
- #57 Sherry Drysdale-Schruth

january TOP 5 DIRECTORS



Rose Campbell

\$27,509.25



Barbara Pleet

\$22,418.10



Brenda Elliott

\$19,056.25



Charlotte Mantooth

\$17,401.25



Polly Pace

\$17,356.75

THE BEST IS YET TO COME!

TOP AREA DIRECTORS in January

top directors \$10,000 plus



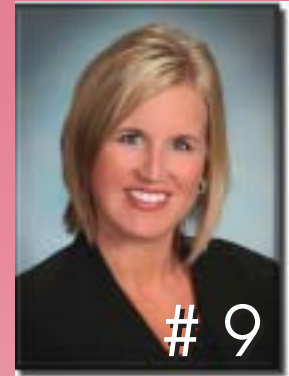
Cathy Apicello-Schneithorst
\$15,502.25



Stacy Gilson
\$14,919.00



Maria Alcaine
\$13,704.10



Cory Kinchloe
\$13,366.85



Melanie Basconi
\$12,473.25



Rita Stermer-Dearth
\$11,002.50



Terriann Bonfini
\$10,611.00



Beth Zebott
\$10,520.00

UNIT WHOLESALERS
\$5,000 - \$9,999

MORE TOP AREA DIRECTORS

Sales Director

Michelle Ehrich-Stravolo	\$9,998.75
Valerie Peterson	\$9,000.00
Gloria Popp	\$8,262.50
Julie Yingst	\$8,046.25
Donna Hammett	\$8,000.50
Angie Gore	\$7,328.50
Linette Thornbury	\$7,210.75
Jane Berger	\$6,709.00
Michelle McLaughlin	\$6,681.00
Meredith Richardson	\$6,655.35
Louise Donofe	\$6,539.25
Peggy Mullin	\$6,125.75
Laura Tapia	\$6,073.75

Sales Director

Karen Falk	\$6,030.25
Shirley McDermott	\$6,011.75
Lorena Nicolas	\$6,002.25
Zenelia Wheeler	\$6,001.75
Suann Hibbs	\$5,363.00
Leticia Isaacson	\$5,318.00
Wendy Turnidge	\$5,311.50
Jane O'Hern	\$5,238.25
Kathleen Parker	\$5,228.05
Chrystine Zinnecker	\$5,067.50
Charlene Malaske	\$5,048.00
Freda Holcomb	\$5,047.25
Linda Linzy	\$5,033.00

Sales Director

Crista Hoff	\$5,021.00
Joanne Monico	\$5,012.75
Sharon Welsch	\$5,008.75
Cecilia Solorio	\$5,004.75
Renee La Fleur-Linde	\$5,004.00
Diane Fortney	\$5,001.50
Jillaine Degraw	\$5,001.35

Personal Wholesale



#1 - Linette Thornbury



january

\$600+

Donna Hammett	\$763.25
Melanie Clarke	\$757.25
Jane O'Hern	\$754.25
Michelle Stravolo	\$719.75
Brenda Elliott	\$718.25
Renee La Fleur-Linder	\$699.25
Polly Pace	\$689.25
Dianne Husick	\$655.75
Kathi Sheppard	\$621.00
Patricia Trumbull	\$616.75
Stacy Gilson	\$614.25
Tammy Stone	\$614.00
Cory Kinchloe	\$611.25
Lorena Nicolas	\$606.50
Freda Holcomb	\$606.00
Rose Campbell	\$606.00
Jody Bernhardt	\$605.50
Coralia Luz Aguilar-Moreno	\$602.75
Charlene Malaske	\$602.25
Jane Berger	\$601.75
Cecilia Solorio	\$600.75
Zenelia Wheeler	\$600.50
Louise Donofe	\$600.00

Maria Alcaine	\$1,213.50
Julie Yingst	\$1,141.00
Rita Stermer-Dearth	\$1,114.00
Teresa Myers	\$1,113.50
Michelle McLaughlin	\$1,050.25
Herlinda Lomas	\$1,023.50
Aracely Reyes	\$1,013.50
Terriann Bonfini	\$983.00
Cathy Apicello-Schneithorst	\$898.50
Mary Thielen	\$852.50
Debbie Kenyon	\$823.75
Shirley McDermott	\$823.25
Karen Falk	\$823.00
Judy Seliga-Punyko	\$801.75
Sharon Welsch	\$787.00
Julie Crouse	\$783.00
Michelle Kreger	\$770.00

Sales Director	Wholesale
1 Linette Thornbury	\$1,969.75
2 Gloria Popp	\$1,956.75
3 Margitta S.-Mazzocchi	\$1,935.00
4 Kathleen Parker	\$1,878.75
5 Joanne Monico	\$1,542.25
6 Wendy Turnidge	\$1,509.75
7 Susan Shaw	\$1,438.50
8 Brenda Clements	\$1,431.75
9 Jillaine Degraw	\$1,300.75
10 Crista Hoff	\$1,247.50

Kissed by Success Lipstick Sales Challenge

Dec. 16, 2007 – March 15, 2008

Sell at least **Triple 21** lipsticks (63 total) to earn the Custom lipstick charm for your **Totally Charmed** charm bracelet.



Those who achieve all sales challenges for the 2008 Seminar year will receive a custom heart charm.

Director	Lipsticks Sold (63+)	No. unit members met challenge
Maria R. Alcaine	163	2
Mercedes D. Hayunga	155	1
Brenda O. Clements	127	1
Linette Thornbury	109	1
Herlinda Lomas	105	3
Kathleen Parker	100	1
Judy Seliga-Punyko	88	1
Michelle McLaughlin	86	1
Cathy Apicello-Schneithorst	83	3
Terriann P. Bonfini	83	1
Rita Stermer-Dearth	80	1
Susan D. Shaw	80	2
Stacy S. Gilson	79	2
Renee M. La Fleur-Linder	79	1
Annette J. Gantz	77	1
Crista Hoff	76	1
Polly A. Pace	75	1
Julie A. Yingst	75	2
Margitta Schaaf-Mazzocchi	74	1
Dianne B. Husick	73	2
Linda G. Campbell	67	1
Louise Donofe	67	1
Donna A. Hammett	67	2
Linda L. Clawson	65	1
Julie Crouse	63	1

THE BEST IS YET TO COME!



Top Commission Checks

JANUARY

\$1,000+



#1— ROSE CAMPBELL #2— BARBARA PLEET #3— CHARLOTTE MANTOOTH #4 — BRENDA ELLIOTT #5— STACY GILSON

Sales Director	Commission	Sales Director	Commission	Sales Director	Commission
1 Rose Campbell	\$9,045.36	Terriann Bonfini	\$2,379.43	Shirley McDermott	\$1,423.39
2 Barbara Pleet	\$7,242.42	Leticia Isaacson	\$2,377.31	Wendy Turnidge	\$1,391.34
3 Charlotte Mantooth	\$6,503.06	Peggy Mullin	\$2,165.22	Karen Falk	\$1,383.93
4 Brenda Elliott	\$5,143.76	Valerie Peterson	\$2,070.00	Cecilia Solorio	\$1,207.09
5 Stacy Gilson	\$4,859.80	Donna Hammett	\$2,041.96	Jane O'Hern	\$1,180.97
6 Polly Pace	\$4,506.46	Lorena Nicolas	\$1,880.29	Kathleen Parker	\$1,179.65
7 Meredith Richardson	\$4,124.97	Julie Yingst	\$1,846.01	Chrystine Zinnecker	\$1,158.78
8 Cathy A-Schneithorst	\$3,715.54	Zenelia Wheeler	\$1,795.49	Charlene Malaske	\$1,156.24
9 Maria Alcaine	\$3,629.76	Michelle McLaughlin	\$1,790.38	Freda Holcomb	\$1,156.14
10 Cory Kinchloe	\$3,300.07	Laura Tapia	\$1,689.59	Linda Linzy	\$1,154.29
Melanie Basconi	\$3,042.46	Angie Gore	\$1,652.71	Crista Hoff	\$1,152.73
Michelle Ehrich-Stravolo	\$2,996.06	Linette Thornbury	\$1,637.40	Joanne Monico	\$1,151.66
Rita Stermer-Dearth	\$2,927.04	Suann Hibbs	\$1,533.25	Renee La Fleur-Linde	\$1,150.52
Beth Zebott	\$2,727.60	Sharon Welsch	\$1,476.81	Diane Fortney	\$1,150.20
Gloria Popp	\$2,563.07	Jane Berger	\$1,472.17	Jillaine Degraw	\$1,150.18
		Louise Donofe	\$1,450.10	Debbie Kenyon	\$1,005.15
				Sherry G	\$23,904.18



13% Club for January

Sales Director	Amount
Maria Alcaine	\$1,499.11
Stacy Gilson	\$838.83
Brenda Elliott	\$798.04
Lorena Nicolas	\$646.07
Zenelia Wheeler	\$611.59
Donna Hammett	\$596.38
Renee La Fleur-Linder	\$559.62
Gloria Popp	\$524.84
Julie Yingst	\$484.64
Michelle Ehrich-Stravolo	\$472.58

Sales Director	Amount
Jillaine Degraw	\$470.22
Herlinda Lomas	\$463.81
Louise Donofe	\$448.66
Wendy Turnidge	\$439.34
Rose Campbell	\$435.70
Michelle McLaughlin	\$425.72
Cathy Apicello-Schneithorst	\$384.15
Polly Pace	\$383.08
Linette Thornbury	\$374.69
Kathi Sheppard	\$371.12
Terriann Bonfini	\$358.05
Aracely Reyes	\$356.72
Jody Bernhardt	\$318.14
Karen Falk	\$306.87

Court of Sales

DIRECTORS

Director's Court of Personal Sales
 \$36,000 Retail earns National Court of Sales

AS OF JANUARY 31, 2008



#1- Kathleen Parker

#2 - Fran Cantwell

#3 - Gloria Popp

#4- Linette Thornbury #5- Michelle McLaughlin

Sales Director	Total Retail	Seminar Wholesale
1 Kathleen Parker	\$31,242.00	\$12,873.50
2 Fran Cantwell	\$27,818.75	\$10,608.88
3 Gloria Popp	\$27,186.50	\$10,438.50
4 Linette Thornbury	\$27,120.00	\$12,234.00
5 Michelle McLaughlin	\$24,261.00	\$9,423.75
6 Rita Stermer-Dearth	\$24,210.50	\$9,211.50
7 Joanne Monico	\$23,999.00	\$9,047.75
8 Terriann Bonfini	\$23,869.50	\$9,100.00
9 Maria Alcaine	\$22,955.00	\$10,583.75
10 Cathy A-Schneithorst	\$21,604.00	\$8,094.00
Julie Yingst	\$21,415.00	\$8,692.25
Linda Campbell	\$21,298.50	\$7,868.50
Susan Shaw	\$21,165.00	\$8,321.00
Crista Hoff	\$20,793.40	\$7,648.20
Megan Hyland	\$20,205.00	\$7,260.75
Annette Gantz	\$20,146.00	\$7,287.00
Brenda Clements	\$19,211.25	\$7,568.63
Eileen Carlson	\$19,197.25	\$6,787.63
Renee La Fleur-Linder	\$17,560.50	\$5,828.75
Polly Pace	\$17,560.00	\$7,635.00
Judy Seliga-Punyko	\$17,475.50	\$7,067.00
Teresa Myers	\$17,126.00	\$7,260.75
Leslie Little	\$16,831.00	\$6,986.50
Dianne Husick	\$16,779.00	\$6,165.75
Sherry Drysdale-Schruth	\$16,777.00	\$6,937.75
Stacy Gilson	\$16,191.00	\$6,569.00
Suann Hibbs	\$15,654.50	\$5,187.50

Sales Director	Total Retail	Seminar Wholesale
Shirley McDermott	\$15,062.00	\$5,887.25
Karen Falk	\$14,968.50	\$6,378.25
Michelle Ehrich-Stravolo	\$14,635.50	\$6,341.75
Herlinda Lomas	\$14,458.00	\$6,173.50
Lorena Nicolas	\$13,766.00	\$5,779.00
Jillaine Degraw	\$13,764.00	\$6,125.75
Elena Rivera	\$13,762.25	\$4,220.63
Jacqueline La Bounta	\$13,268.50	\$4,778.25
Margitta Schaaf-Mazzocchi	\$13,148.50	\$5,766.75
Aracely Reyes	\$13,001.00	\$6,033.00
Rose Campbell	\$12,759.00	\$4,632.75
Mercedes Hayunga	\$12,743.00	\$6,052.50
Louise Donofe	\$12,715.50	\$5,525.50
Laura Hansen	\$12,702.00	\$5,399.75
Patricia Trumbull	\$12,222.00	\$4,829.75
Cory Kinchloe	\$12,148.00	\$5,048.50
LeAnn Roughton	\$11,627.50	\$3,685.75
Jody Bernhardt	\$11,610.50	\$4,364.75
Julie Crouse	\$11,548.50	\$4,977.25



THE BEST IS YET TO COME!

Court of Sales

CONSULTANTS

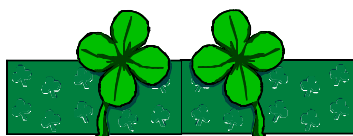
Consultant's Court of Personal Sales

\$36,000 Retail earns National Court of Sales

AS OF JANUARY 31, 2008

CONSULTANT	UNIT		CONSULTANT	UNIT	Seminar Retail
1 Kathy d'Alelio	Dianne Husick Unit	\$24,369.00	Cathy Pohlman	Linette Thornbury Unit	\$13,458.50
2 Cecelia McClelland	Rose Campbell Unit	\$22,405.50	Michelle Sullivan	Barbara Pleet Unit	\$13,191.00
3 Jeannine Mylott	Susan Shaw Unit	\$20,982.00	Susie Williams	Terriann Bonfini Unit	\$12,886.20
4 Cheryl Clarke	Michelle McLaughlin Unit	\$20,554.00	Lynn Corby	Paula Mann Unit	\$12,879.00
5 Donna Bryan	Brenda Elliott Unit	\$19,915.75	Christina Merriman	LeAnn Roughton Unit	\$12,444.00
6 Diana Corder	Julie Yingst Unit	\$18,685.50	Cheryl Straight	Barbara Pleet Unit	\$12,283.00
7 Kathy Smith	Chrystine Zinnecker Unit	\$17,392.00	Amanda Mooney	Rose Campbell Unit	\$12,002.00
8 Kerry Skinner	Megan Hyland Unit	\$17,283.00	Kathi Rocovitz	Michelle Ehrich-Stravolo	\$11,782.00
9 AngieDay	Donna Hammett Unit	\$17,171.50	Kae Oldham-Edgar	Jodie Oiler Unit	\$11,724.50
10 Lourdes Ramos	Leticia Isaacson Unit	\$16,955.00	Ruby Peterson	Charlene Malaske Unit	\$11,707.50
Mia Moore	Paula Mann Unit	\$16,869.00	Karen Ilarraza	Peggy Mullin Unit	\$11,631.00
Patricia Lathom	Joanne Monico Unit	\$16,632.50	Dina Lahita	Michelle McLaughlin Unit	\$11,542.50
Naomi Lover	Barbara Pleet Unit	\$16,188.00	Marcia Cooke	Rose Campbell Unit	\$11,538.50
Elizabeth Mattox	Angie Gore Unit	\$15,607.00	Betty J Greenlee	Crista Hoff Unit	\$11,420.00
Julie Marr	Louise Donofe Unit	\$15,606.50	Claudia Wiencek	Terriann Bonfini Unit	\$11,384.50
Dawn Johnson	Rose Campbell Unit	\$15,581.00	Melanie Donohue	Mercedes Hayunga Unit	\$11,382.50
Terri Gay Snyder	Joanne Monico Unit	\$15,552.50	Livia Kelly	Suann Hibbs Unit	\$11,358.50
Elaine Smith	Gloria Popp Unit	\$15,246.50	Tammi Bush	Cathy A-Schneithorst Unit	\$11,345.50
Jennifer Karaffa	Julie Yingst Unit	\$14,901.00	Julie Morgan	Barbara Pleet Unit	\$11,324.50
Nikki Jutte	Rita Stermer-Dearth Unit	\$14,276.00	Jamila Dozark	Barbara Pleet Unit	\$11,227.00
Stacey Wise	Michelle McLaughlin Unit	\$14,107.00	Kay Burkhardt	Debbie Kenyon Unit	\$11,194.50
Judith Brewer	Julie Yingst Unit	\$13,725.00	Margaret Corbin	Julie Yingst Unit	\$11,116.00
Anastasia Pursley	Linette Thornbury Unit	\$13,612.50	Susan La Bounta	Jacqueline La Bounta Unit	\$11,024.50

HAPPY ANNIVERSARY HAPPY BIRTHDAY



UNIT ANNIVERSARIES IN MARCH

Charlotte Mantooth	25
Leticia Isaacson	24
Linda Clawson	14
Michele Ray	7
Crista Hoff	4

DIRECTORS' BIRTHDAYS IN MARCH

Kathleen Parker	13th
Tammy Stone	19th
Julie Yingst	20th
Annette Gantz	26th
Diane Fortney	28th
Mary Williams	30th

DIRECTORS' ANNIVERSARIES IN MARCH

Beth Zebott	29
Jane Berger	27
Karen Falk	25
Barbara Pleet	24
Louise Donofe	22
Maria Alcaine	22
Stacy Gilson	21
Charlene Malaske	17
Cecilia Solorio	9
Jillaine Degraw	8
Rosa Rodriguez	5
Mercedes Hayunga	4
LeAnn Roughton	3

Court of Sharing

DIRECTORS AND CONSULTANTS

Directors and Consultants

Bee in the National Court of Sharing 24+ qualified recruits

Consultant/Director		Commission	Qualified
1 Maria Alcaine	Unit Director	\$2,691.50	18
2 Pam Rogers	Angie Gore Unit	\$2,446.51	10
3 Lorena Nicolas	Unit Director	\$2,134.82	21
4 Aracely Reyes	Unit Director	\$1,735.06	15
5 Julie Yingst	Unit Director	\$1,631.89	5
6 Michelle McLaughlin	Unit Director	\$1,326.38	3
7 Renee La Fleur-Linder	Unit Director	\$1,205.00	11
8 Cecilia Solorio	Unit Director	\$1,044.85	5
9 Mia Moore	Paula Mann Unit	\$1,032.44	7
10 Stacy Gilson	Unit Director	\$998.41	6
Cory Kinchloe	Unit Director	\$959.16	3
Jillaine Degraw	Unit Director	\$861.54	5
Diana Corder	Julie Yingst Unit	\$806.03	2
Selena Morton	Brenda Elliott Unit	\$774.48	3
Melanie Basconi	Unit Director	\$763.15	4
Michelle Ehrich-Stravolo	Unit Director	\$759.53	3
Fran Cantwell	Unit Director	\$722.55	3
Alicia Saucedo	Maria Alcaine Unit	\$698.92	5
Susan Shaw	Unit Director	\$698.59	5
Deneen Cash	Brenda Elliott Unit	\$670.94	2
Patricia Trumbull	Unit Director	\$607.46	4
Laura Tapia	Unit Director	\$587.69	8
Ana Canales	Maria Alcaine Unit	\$554.49	7
Julie Crouse	Unit Director	\$531.56	1
Mercedes Hayunga	Unit Director	\$508.04	3
Amy Armstrong	Jody Bernhardt Unit	\$492.61	3
Polly Pace	Unit Director	\$461.62	1
Rose Campbell	Unit Director	\$454.67	4
Dawn Johnson	Rose Campbell Unit	\$431.75	2
Ima James	Leslie Little Unit	\$425.34	4
Carol Cardwell	Unit Director	\$424.00	4
Veronica Cardenas	Unit Director	\$423.07	3
Teresa Myers	Unit Director	\$408.57	2
Margie Hammock	Donna Hammett Unit	\$393.50	2
Arisbel Bolanos	Cecilia Solorio Unit	\$375.19	5
Debbie Kenyon	Unit Director	\$373.30	1
Courtney Spencer	Polly Pace Unit	\$341.99	3
Laura Hansen	Unit Director	\$326.62	2
Kerry Skinner	Megan Hyland Unit	\$319.63	4
Kathi Sheppard	Unit Director	\$308.05	2
Herlinda Lomas	Unit Director	\$306.17	2
Kathy Smith	Chrystine Zinnecker Unit	\$304.46	2
Kathi Sheppard	Unit Director	\$300.58	2
Rosa Vaquerano	Unit Director	\$292.47	4

1 - Maria Alcaine



#3- Lorena Nicolas



#4 - Aracely Reyes



5 - Julie Yingst



#6 - Michelle McLaughlin



#7 Renee LaFleur-Linder



Directors are in bold type.

THE BEST IS YET TO COME!

Seminar Year-to-Date Unit Adjusted Retail

\$60,000+

AS OF JANUARY 31, 2008

#1 — ROSE CAMPBELL



#2 — BARBARA PLEET



#3 — BRENDA ELLIOTT



#4 — MARIA ALCAINE

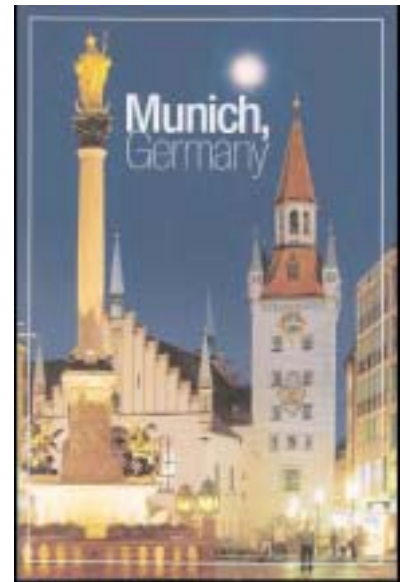


SHERRY'S STARS — PAGE 14

#5 — STACY GILSON



Director	Retail	Director	Retail
1 Rose Campbell	\$393,370.00	Peggy Mullin	\$83,283.00
2 Barbara Pleet	\$375,421.00	Karen Falk	\$82,134.00
3 Brenda Elliott	\$313,403.00	Chrystine Zinnecker	\$81,392.00
4 Maria Alcaine	\$242,107.00	Jody Bernhardt	\$79,420.00
5 Stacy Gilson	\$232,390.00	Renee La Fleur-Linde	\$78,205.00
6 Cathy Apicello-Schneithorst	\$230,572.00	Herlinda Lomas	\$76,728.00
7 Charlotte Mantooth	\$222,364.00	Ann Isaac	\$73,161.00
8 Terriann Bonfini	\$168,866.00	Shirley McDermott	\$71,942.00
9 Michelle McLaughlin	\$167,315.00	Carol Cardwell	\$71,370.00
10 Melanie Basconi	\$166,620.00	Megan Hyland	\$71,036.00
Julie Yingst	\$164,671.00	Judy Seliga-Punyko	\$70,453.00
Rita Stermer-Dearth	\$155,483.00	Fran Cantwell	\$62,753.00
Cory Kinchloe	\$148,253.00	Judy Seliga-Punyko	\$61,832.00
Polly Pace	\$146,103.00		
Angie Gore	\$144,512.00		
Laura Tapia	\$142,815.00		
Gloria Popp	\$137,580.00		
Diane Fortney	\$126,816.00		
Linette Thornbury	\$126,091.00		
Valerie Peterson	\$121,267.00		
Kathleen Parker	\$116,459.00		
Beth Zebott	\$113,029.00		
Donna Hammett	\$113,005.00		
Paula Mann	\$112,927.00		
Joanne Monico	\$108,204.00		
Annette Gantz	\$105,518.00		
Cecilia Solorio	\$104,017.00		
Jane Berger	\$100,891.00		
Susan Shaw	\$100,643.00		
Leticia Isaacson	\$100,488.00		
Crista Hoff	\$98,849.00		
Michelle Ehrich-Stravolo	\$96,124.00		
Lorena Nicolas	\$96,049.00		
Julie Crouse	\$95,460.00		
Meredith Richardson	\$93,496.00		
Jane O'Hern	\$92,999.00		
LeAnn Roughton	\$92,918.00		
Louise Donofe	\$91,424.00		
Zenelia Wheeler	\$91,174.00		
Suann Hibbs	\$88,516.00		
Debbie Kenyon	\$85,503.00		
Tammy Stone	\$84,101.00		



On-target for the top
director trip to Munich,
Germany in September 2008!



**Rose Campbell
Barbara Pleet
Brenda Elliott**

THE BEST IS YET TO COME!

Seminar *Year-to-Date* Unit Sharing



#1- Maria Alcaine



#2- Lorena Nicolas



#3- Cecilia Solorio



#4- Laura Tapia



#5- Rose Campbell

	Team members		Team members		Team members				
	Year to date	Year to date	Year to date	Year to date	Year to date	Year to date			
1	Maria Alcaine	39	46	Fran Cantwell	5	7	Sharon Welsch	2	3
2	Lorena Nicolas	27	28	Zenelia Wheeler	5	7	Herlinda Lomas	2	2
3	Cecilia Solorio	18	43	Annette Gantz	5	6	Dianne Husick	2	2
4	Laura Tapia	17	25	Jillaine Degraw	5	6	Jane O'Hern	1	8
5	Rose Campbell	15	44	Donna Hammett	4	30	Doris Smith	1	7
6	Renee La Fleur-Linder	15	18	Leslie Little	4	12	Ann Isaac	1	6
7	Cory Kinchloe	14	38	Crista Hoff	4	11	Michelle Kreger	1	6
8	Angie Gore	14	24	Veronica Cardenas	4	11	Judy Seliga-Punyko	1	5
9	Brenda Elliott	12	29	Peggy Mullin	4	8	Beth Zebott	1	4
10	Paula Mann	11	22	Wendy Turnidge	4	8	Sherry Drysdale-Schruth	1	3
	Stacy Gilson	11	20	Diane Fortney	4	7	Mary Thielen	1	3
	Julie Yingst	11	16	Teresa Myers	4	7	Charlene Malaske	1	3
	Barbara Pleet	10	21	Jody Bernhardt	4	7	Karen Falk	1	3
	Aracely Reyes	10	11	Joanne Monico	4	6	Mary Williams	1	2
	Rosa Vaquerano	9	17	Polly Pace	4	5	Alma Ortiz	1	2
	Michelle McLaughlin	8	14	Denyse Jennings	3	21	Christal Lubbers	1	2
	Linette Thornbury	8	10	Tammy Stone	3	14	Freda Holcomb	1	1
	LeAnn Roughton	7	25	Debbie Kenyon	3	11			
	Carol Cardwell	7	11	Chrystine Zinnecker	3	10			
	Julie Crouse	6	20	Suann Hibbs	3	8			
	Cathy Schneithorst	6	16	Jane Berger	3	7			
	Rita Stermer-Dearth	6	13	Sandra Moncayo	3	5			
	Coralia Moreno	6	12	Kathleen Parker	3	5			
	Michelle Ehrich-Stravolo	6	12	Elena Rivera	2	11			
	Rosa Soto	6	10	Debbie Kozlowski	2	11			
	Leticia Isaacson	6	9	Carolyn Mason	2	10			
	Charlotte Mantooth	5	16	Gloria Popp	2	9			
	Melanie Basconi	5	13	Eileen Carlson	2	9			
	Melanie Clarke	5	11	Terriann Bonfini	2	8			
	Susan Shaw	5	11	Kathi Sheppard	2	6			
	Marcedes Hayunga	5	10	Rosa Rodriguez	2	5			
	Megan Hyland	5	9	Margitta -Mazzocchi	2	4			
				Laura Hansen	2	4			
				Linda Linzy	2	3			



Giancristoforo Area 14K White Gold and Diamond Bee Pin

THE BEST IS YET TO COME!

Unit Sharing in JANUARY

	Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS
Rose Campbell	4	11	Fran Cantwell	1	2	Megan Hyland	0	1
Donna Hammett	0	6	Wendy Turnidge	1	2	LeAnn Roughton	0	1
Lorena Nicolas	5	5	Joanne Monico	1	2	Michelle McLaughlin	0	1
Maria Alcaine	2	5	Cecilia Solorio	0	2	Beth Zebott	0	1
CathySchneithorst	0	5	Sandra Moncayo	0	2	Charlotte Mantooth	0	1
Laura Tapia	3	4	Melanie Basconi	0	2	Chrystine Zinnecker	0	1
Cory Kinchloe	1	4	Zenelia Wheeler	0	2	Debbie Kozlowski	0	1
Angie Gore	0	4	Julie Yingst	0	2	Veronica Cardenas	0	1
Polly Pace	3	3	CoraliaMoreno	0	2	Susan Shaw	0	1
Renee La Fleur-Linder	2	3	Brenda Clements	0	2	Meredith Richardson	0	1
Peggy Mullin	2	3	Karen Falk	1	1	Jodie Oiler	0	1
Barbara Pleet	2	3	Charlene Malaske	1	1	Kathi Sheppard	0	1
Aracely Reyes	2	3	Jane Berger	1	1	Bonnie Gallaway	0	1
Michelle Ehrich-Stravolo	1	3	Sharon Welsch	1	1	Jody Bernhardt	0	1
Brenda Elliott	0	3	Jillaine Degraw	1	1	Judy Seliga-Punyko	0	1
Suann Hibbs	0	3	Melanie Clarke	1	1	Stacy Gilson	0	1
Carolyn Mason	0	3	Diane Fortney	0	1	Linda Campbell	0	1
Carol Cardwell	1	2						

Directors' JANUARY Personal Sharing

Sales Director	Total Recruits
Lorena Nicolas	5
Renee La Fleur-Linde	3
Laura Tapia	3
Carolyn Mason	3
Sandra Moncayo	2
Rose Campbell	2
Maria Alcaine	2
Donna Hammett	2
Brenda Clements	2
Aracely Reyes	2
Wendy Turnidge	1
Michelle Ehrich-Stravolo	1
Meredith Richardson	1
Melanie Basconi	1
Megan Hyland	1
LeAnn Roughton	1
Karen Falk	1
Julie Yingst	1
Jody Bernhardt	1
Jillaine Degraw	1
Jane Berger	1
Fran Cantwell	1
Cory Kinchloe	1
Coralia Luz Aguilar-Moreno	1
Brenda Elliott	1
Bonnie Gallaway	1
Angie Gore	1



LORENA NICOLAS Her 11th



Be sure to visit the National Area website: www.sherrygiancristoforo.com or www.sherrygnsd.com.

Stairway to National

Giancristoforo Area
Executive Senior Directors



NSD Tree of Life

*Climbing the
Ladder
of Success*

Barbara Pleet
Elite Executive
Sales Director
Ogdensburg, NY

First Line Directors — 11
Sr. Directors — 2





Executive Senior Pearl
Bracelet from Sherry



Charlotte Mantooth
Athens, GA
First Li. Directors—7
Sr. Directors—2



Rose Campbell
Pickerington, OH
First Line Directors — 5
Sr. Directors — 2



Stacy Gilson
Wheeling, WV
First Li. Directors—5



Katina Hudson
Mexico
First Li. Directors—5
Sr. Directors—3

Future Executive Seniors — 3+ First Lines



Fabiola Trigueros
4 first line



Zenelia Wheeler
4 first line



Leticia Isaacson
4 first line



Eira Sanchez
4 first line



Laura Dominquez
4 first line



Meredith Richardson
4 first line



Cory Kinchloe
4 first line



**Norma Jimenez
Canchola**
3 first line



Gloria Popp
3 first line



Cecelia Solorio
3 first line



Rita Stermer-Dearth
3 first line



Maria Alcaine
3 first line

THE BEST IS YET TO COME!

Area DIQs

New DIQs for FEBRUARY

DIQ	From	Director
Melinda Oliver	Cleveland, OH	Cathy Apicello-Schneithorst
Kathy Smith	Pickerington OH	Chrys Zinnecker
Pam Rogers	Boaz, AL	Angie Gore



Chart Your Course *NEW Director Programs*

On The Write Track

Independent Sales Directors whose adjusted wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Agreements and minimum of \$600 in wholesale Section 1 orders were received during the three months following their debut date.

Fabulous 50's Directors

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date.

Honors Society

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their

Dean's List

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and have at least 50 unit members by the end of the twelfth month following their debut.

New directors earn \$1,000 bonus when they achieve one of the "chart your course" programs.



Mary Kay words of wisdom ...

"I believe that successful people in every field subscribe to a lifetime self-improvement program.

Prominent doctors spend hours each week reading medical journals; attorneys read law journals; teachers, educational materials; and CPAs, current tax revisions. Leading professionals in all fields attend seminars regularly. Once success is achieved, a person cannot rest on his laurels. He or she must move forward. Once you've reached the top, you've got to work harder than ever to stay there."

THE BEST IS YET TO COME!

Most Improved Unit Production*

Rookie of the Year Unit Production**

JULY 1, 2007 – JANUARY 31, 2008

JULY 1, 2007 – JANUARY 31, 2008



#1- Valerie Peterson



#2-Susan D. Shaw



#3- Angie Gore



#4 -Carol Cardwell



#5 - Peggy Mullin

Rank	Name
1	Valerie Peterson
2	Susan D. Shaw
3	Angie D. Gore
4	Carol M. Cardwell
5	Peggy Mullin
6	Cathy Apicello-Schneithorst
7	Meredith Richardson
8	Paula J. Mann
9	Beth Zebott
10	Renee M. La Fleur-Linder
11	Margitta Schaaf-Mazzocchi
12	Julie Crouse
13	Rose Campbell
14	Maria R. Alcaine
15	Crista Hoff
16	Fran Cantwell
17	Leticia Isaacson
18	Lorena Nicolas
19	Brenda D. Elliott
20	Kathleen Parker
21	Michelle B. Ehrich-Stravolo
22	Annette J. Gantz
23	Stacy S. Gilson
24	Jody M. Bernhardt
25	Diane Fortney
26	Leslie A. Little
27	Gloria J. Popp
28	Chrystine M. Zinnecker
29	Joanne M. Monico
30	Mercedes D. Hayunga



#1 Sales Director in each of these categories will receive the special diamond bee from Sherry, at Seminar

Rank	Name
1	Julie A. Yingst
2	Linette Thornbury
3	Herlinda Lomas
4	Coralia Luz Aguilar-Moreno
5	Doris B. Smith
6	Debbie M. Kozlowski
7	Rosa Soto
8	Aracely Reyes
9	Veronica Cardenas
10	Alma Ortiz
11	Jacqueline S. La Bounta
12	Patricia Trumbul
13	Blanca P. Ascencio Paniagua

*We recognize the *adjusted unit wholesale* production change over the same months of the previous year.

(The *overall change* is based on changes in wholesale, unit size, recruits and productivity.)

**We recognize the *wholesale ranking, unit production.*

(The *overall ranking* is based on wholesale, unit size, recruits and productivity.)



#1 - Julie A. Yingst



#2 - Linette Thornbury



#3 -Herlinda Lomas



#4 -Coralia Luz Aguilar-Moreno



#5 -Doris Smith

THE BEST IS YET TO COME!

DIRECTORS LOVE DRIVING PINK



Maria Alcaine



Cathy Apicello-Schneithorst



Rose Campbell



Michelle E.-Stravolo



Brenda Elliott



Stacy Gilson



Cory Kinchloe



Charlotte Mantooth



Michelle McLaughlin



Polly Pace



Barbara Pleet



Zenelia Wheeler

GIANCRISTOFORO AREA CAR DRIVERS



Maria Alcaine	CADILLAC	Linda Linzy	PREMIER CLUB
Cathy A.-Schneithorst	CADILLAC	Paula Mann	PREMIER CLUB
Rose Campbell	CADILLAC	Joanne Monico	PREMIER CLUB
Michelle Stravolo	CADILLAC	Peggy Mullin	PREMIER CLUB
Brenda Elliott	CADILLAC	Teresa Myers	PREMIER CLUB
Stacy Gilson	CADILLAC	Jane O'Hern	PREMIER CLUB
Cory Kinchloe	CADILLAC	Kathleen Parker	PREMIER CLUB
Charlotte Mantooth	CADILLAC	Valerie Peterson	PREMIER CLUB
Michelle McLaughlin	CADILLAC	Gloria Popp	PREMIER CLUB
Polly Pace	CADILLAC	Cecilia Solorio	PREMIER CLUB
Barbara Pleet	CADILLAC	Rita Stermer-Dearth	PREMIER CLUB
Zenelia Wheeler	SUPER ACHVR MID	Tammy Stone	PREMIER CLUB
Wendy Turnidge	PREMIER CLUB	Laura Tapia	PREMIER CLUB
Melanie Basconi	PREMIER CLUB	Linette Thornbury	PREMIER CLUB
Jane Berger	PREMIER CLUB	Rosa Vaquerano	PREMIER CLUB
Terriann Bonfini	PREMIER CLUB	Julie Yingst	PREMIER CLUB
Melanie Clarke	PREMIER CLUB		
Julie Crouse	PREMIER CLUB	Coralia Luz Moreno	GRAND ACHIEVER
Louise Donofe	PREMIER CLUB	Fran Cantwell	GRAND ACHIEVER
Karen Falk	PREMIER CLUB	Denyse Jennings	GRAND ACHIEVER
Diane Fortney	PREMIER CLUB	Jacqueline La Bounta	GRAND ACHIEVER
Bonnie Galloway	PREMIER CLUB	Herlinda Lomas	GRAND ACHIEVER
Annette Gantz	PREMIER CLUB	Lorena Nicolas	GRAND ACHIEVER
Angie Gore	PREMIER CLUB	Aracely Reyes	GRAND ACHIEVER
Donna Hammett	PREMIER CLUB	Elena Rivera	GRAND ACHIEVER
Suann Hibbs	PREMIER CLUB	Susan Shaw	GRAND ACHIEVER
Crista Hoff	PREMIER CLUB	Doris Smith	GRAND ACHIEVER
Debbie Kenyon	PREMIER CLUB		
Renee La Fleur-Linder	PREMIER CLUB		

On-Target Car Drivers (DIRECTORS)

	Quarterly Production		Car
	1Q08	4Q07	
Susan Shaw	\$4,005.00	\$25,388.25	PREMIER CLUB

On-Target Grand Achievers (CONSULTANTS)

Name	Unit Name	No. of TM Mbrs	Team Production
Dawn Johnson	Rose Campbell Unit	13	\$4,001

THE BEST IS YET TO COME!

PREMIER CLUB • PREMIER CLUB • PREMIER CLUB



Wendy Turnidge



Melanie Basconi



Jane Berger



Terriann Bonfini



Melanie Clarke



Julie Crouse



Louise Donofe



Karen Falk



Diane Fortney



Bonnie Gallaway



Annette Gantz



Angie Gore



Donna Hammett



Suann Hibbs



Crista Hoff



Debbie Kenyon



Renee Linder



Linda Linzy



Paula Mann



Joanne Monico



Peggy Mullin



Teresa Myers



Jane O'Hern



Kathleen Parker



Valerie Peterson



Gloria Popp



Cecilia Solorio



Rita Stermer-Dearth



Tammy Stone



Laura Tapia

PREMIER CLUB • PREMIER CLUB • PREMIER CLUB



Linette Thornbury



Rosa Vaquerano



Julie Yingst

**Future Director,
Team Leader,
Car Production
for JANUARY
\$2,000 +**

**Total DIQs 0
Total Future Directors 22
Total Team Leaders 43**

Consultant	Director	Level	DIQ	JANUARY
Johnson, Dawn	Campbell, Rose	FD		\$4,001.75
Moore, Mia	Mann, Paula	FD		\$2,601.75
Birkholz, Teresa	Pleet, Barbara	FD		\$2,554.00
Corder, Diana	Yingst, Julie	FD		\$2,435.25
Smith, Kathy	Zinnecker, Chrystine	FD		\$2,252.00
Hoessel, Kathleen	Stravolo, Michelle	TL		\$2,203.50
d'Alelio, Kathy	Husick, Dianne	TL		\$2,158.25
Heidenreich, Beth	Campbell, Rose	FD		\$2,154.00
Oliver, Melinda	Schneithorst, Cathy	FD		\$2,130.75
Swensson, Cheri	Zebott, Beth	FD		\$2,093.00
Kettlewell, Michelle	Gilson, Stacy	FD		\$2,028.25

**TOTAL
Team
Leaders, Future
Directors, DIQs
65!**

Special Reprint Edition of Direct Selling News PDF Available

A special reprint edition of the Direct Selling News, an exclusive publication for the direct selling industry is available in PDF format.

Mary Kay Inc. is featured in an article entitled "Behind America's Best-selling Brand," which includes a brief overview of the Company's history, culture and corporate philosophy. "Pink Philanthropy, Mary Kay Gives Back" is the focal point of the profile, spotlighting Mary Kay Inc.'s philanthropic endeavors and the Mary Kay Ash Charitable Foundation.

This publication showcases Mary Kay Inc. as the great company that it is and can be a great tool to share with customers and potential team members.

THE BEST IS YET TO COME!

golden rule recruiting: sell the opportunity, not the discount

The red jacket. The Career Car. The potential to become an Independent Sales Director. Who doesn't get excited about adding team members? But before you share the opportunity with everyone you know, consider this: Converting good customers to team members who don't desire to build an effective Mary Kay business could cost you in the long run.

Long-Term Loss

You may be wondering, "Isn't building a team important?" Yes! But team building has three components: size of the team, strength of the team and team leader skills. The key is developing a strong team of women who truly want to sell Mary Kay® products – not just earn a 50 percent discount.



Independent Senior National Sales Director Kerry Buskirk cautions Independent Beauty Consultants against

promoting the discount and not the opportunity. You might gain team members but **lose valuable customers** in the process.

"Imagine if someone were to sign an Independent Beauty Consultant Agreement to help someone earn a red jacket with no intent to build a business or hold classes," Kerry says. "Imagine if she were to pass on her 50 percent discount to several others, creating a wholesale club of women who never experienced a Mary Kay facial. This would certainly devalue the opportunity."

By only "selling" the 50 percent discount privilege to potential team members, you are essentially giving away your business and teaching others to do the same. In fact, as Kerry points out, the Independent Beauty Consultant Agreement states that an Independent Beauty Consultant agrees to "promote and sell Mary Kay® products to ultimate consumers."

Plus, a retail customer is important not only for the product she purchases from you, but also the contacts she provides as referrals and hostesses from her group of friends. Once you convert a valuable customer to a personal use consultant, you've lost that.

"Remember, there is more income potential from a customer who purchases \$200 in retail sales than from a team member who only places a \$200 wholesale order every six months," Kerry shares.

Sell the Business Opportunity

Kerry cautions independent sales force members against attempting to "sell" the 50 percent discount to potential team members because they are enticed by quickly moving up the career path.

"When that kind of success doesn't happen right away, it's easy to get disillusioned," Kerry, who has earned more than \$3 million in commissions, shares.

And Kerry speaks from years of team-building experience. "Sometimes it's easy to assume that a new team member will automatically embrace the Mary Kay opportunity because she sees the joy and flexibility a Mary Kay business has brought to you. While the *results* of your business success may be enticing to her, it's important that she also understand the *actions* that helped you achieve your goals. Retail product sales and providing good customer service are the foundations for business success," Kerry, whose NSD area was No. 8 in the Emerald Division at Seminar 2007, says.

Recognize Potential

Now Kerry takes a careful approach to team building, creating an atmosphere at skin care classes and facials where women feel comfortable – not pressured. They typically want to know more, and that's when Kerry shares more. "I believe we need to start reaching out to people who truly seem interested in us. Who say: 'What do you do?' 'How do you make money?' 'It looks like you are having so much fun,'" Kerry says.

Once someone understands that skin care classes and reorders can build a successful business and is willing to put forth that effort, then you have an excellent prospective team member who can add value to your team.

"It really is so simple," Kerry shares. "Team building doesn't need to be desperate. It should fulfill Mary Kay's original plan that by sharing this business, we can sell more than we ever hope to sell alone."

Profit or Loss?

Good Customer Orders \$400 suggested retail about every six months	Your Profit \$200 minus any travel or mailing expenses
"Personal Use" Team Member Orders \$200 wholesale every six months (same amount of product as above)	Your Profit \$8 from a 4% commission



Giancristoforo 2008 Events



July 2008 – Dallas, Texas – Emerald Seminar

Day 00 – Saturday, July 26, 2008 — **Higher Unit Circle Dinner** – Nana Grille, Anatole Hotel (my treat) For all Directors who achieve a Higher Unit Circle in 2008 over 2007

Day 0 – Sunday, July 27, 2008 at 12 Noon — **Class of 2008 New Director Luncheon** in my suite (my treat)

Day 0 – Sunday, July 27, 2008 at 2PM – 5PM — **Director, DIQ and Husband Reception** in my suite (my treat)

Day 1 – Monday, July 28, 2008 at 6:30PM **Giancristoforo Area Banquet**

Giancristoforo 2008 Prizes & Awards

• **Princess Courts** for all consultants and all Directors who achieve the National Court (\$18,000 retail) of Sales or Sharing (12 new personal qualified team members).

• **Giancristoforo Area 14K “White Gold and Diamond Bee Pins”**

from Sherry for all Directors who achieve:

- ◆ \$500,000 Unit Circle or above
- ◆ Director Miss Go Give
- ◆ #1 Director – Personal Sales
- ◆ #1 Director – Personal Sharing
- ◆ #1 Consultant – Personal Sales
- ◆ #1 Most Unit Recruits
- ◆ #1 Most Unit Qualified Recruits
- ◆ #1 Most Improved Director
- ◆ #1 Rookie Director



Plus, gifts for all Directors who achieve \$300,000 to \$499,000 Unit Circle of Achievement.

I believe in each of you and love you a lot, and want the Very Best for you and your families this Seminar year!

THE BEST IS YET TO COME!

TRIPLE STAR NSD EVENT

MARY KAY

MONDAY, MARCH 3, 2008



**Executive
National Sales Director
Sherry Giancristoforo
Rancho Mirage, CA**



**Senior
National Sales Director
Rebecca Evans
Las Vegas, NV**



**Independent
National Sales Director
CristiAnn Millard
Aliso Viejo, CA**

7 - 9 pm G · U · E · S · T E · V · E · N · T

2 - 5 pm W · O · R · K · S · H · O · P · S

Separate Consultant and Director Workshops
conducted by each of the NSDs

Radisson Newport Beach Hotel

4545 MACARTHUR BOULEVARD · NEWPORT BEACH, CA 92660

Phone: (949) 833-0570

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COST: PREPAID — \$25 per person for both events, OR

\$15 for guest event only

Admission to the Guest Event is complimentary for all guests!

Two lucky guests will each win \$150 Mary Kay shopping sprees!

PAY IN ADVANCE. Register and pay by credit card at www.sherrygnsd.com

Consultant Login Password: *triplestar* (registration deadline Sunday, March 2)

OR mail checks to:

Sherry Giancristoforo, 36467 Sandsal Circle, Rancho Mirage, CA 92270

Checks MUST be received by Tuesday, February 26.

Tickets available at the door, if space is available, for an additional \$5 per person

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PROCEEDS WILL BE DONATED TO
THE MARY KAY ASH CHARITABLE FOUNDATION.

Career Conference 2008 RECOGNITION



Onstage Recognition

On-Target Seminar 2008 Court or Unit Circle — Independent Beauty Consultants or Sales Directors who achieve at least one of the following:

* On-Target Queen's Court of Personal Sales with at least \$24,000 in estimated personal retail production from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition.

* On-Target Queen's Court of Sharing and Bee Focused Achievers with at least 16 qualified* new personal team members from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon, onstage recognition and their Bee Focused necklace.

* On-Target Queen's Court of Sharing with at least 16 new personal team members from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition. New team members need not be qualified.

* Independent Sales Directors who are on-target for the Circle of Achievement or above with at least \$200,000 or more in estimated unit retail production from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition.

On-Target Double Star Achievement

Independent Beauty Consultants who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and Independent Sales Directors who achieve on-target status for two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence from July 1, 2007, through Feb. 29, 2008, will receive a name badge ribbon and onstage recognition.

Class of 2008

Independent Sales Directors who debut from Aug. 1, 2007, through March 1, 2008, will debut onstage along with their Independent Senior Sales Directors.

Special Functions

Win a guest appearance by Darrell Overcash—Two Career Conference sites, one each weekend, that have the highest percentage of Independent Beauty Consultants or Sales Directors who achieve Ruby Star Consultant status with at least 2,400 total contest credits from Dec. 16, 2007, through March 15, 2008, and meet their registration goal by March 15, 2008, will win the guest appearance of Darrell Overcash, president of U.S. sales and marketing. Plus, Darrell will host the luncheon with the stars at each of the winning locations.

Luncheon With the Stars —Independent Beauty Consultants or Sales Directors who achieve Diamond Star Consultant status with 3,000 total contest credits from Dec. 16, 2007, through March 15, 2008, will receive an invitation to this special luncheon.

Emerald and Pearl Star Consultants

Independent Beauty Consultants or Sales Directors who achieve Emerald Star Consultant status with 3,600 total contest credits or Pearl Star Consultant status with 4,800 or more total contest credits from Dec. 16 through March 15, will receive a name badge ribbon and onstage recognition.

Movin' On Up Challenge

Independent Beauty Consultants who, from Nov. 30, 2007, through Feb. 29, 2008, achieve and maintain a higher step on the career path of Team Leader, Future Sales Director or Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

Kissed by Success Lipstick Sales Challenge —

The top Independent Beauty Consultant and Sales Director at each Career Conference location with the highest Mary Kay® Creme Lipstick sales by Feb. 29, 2008, will receive onstage recognition and a pink Swarovski lip charm from the Totally Charmed collection.

On-Target All-Star Star Consultant Consistency Challenge – Independent Beauty Consultants and Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2007, through March 15, 2008, will receive name badge ribbon and onstage recognition.

Preferred Customer Program – Independent Beauty Consultants or Sales Directors who have enrolled 45 or more customers to receive The Look during the Spring 2008 (Jan. 16 – Feb. 15, 2008) enrollment period will receive a name badge ribbon and standing recognition.

Kissed by Success Lipstick Sales Challenge – Independent Beauty Consultants and Sales Directors who sell at least triple 21** Mary Kay® Creme Lipsticks (63) by Feb. 29, 2008, will receive a name badge ribbon and standing recognition.

THE BEST IS YET TO COME!

CONFERENCE CALL WITH YOUR NSD

Note:

All Giancristoforo Directors, DIQs and Go-Give Friends

Friday, February 29

1 pm Pacific, 3 pm Central, 4 pm Eastern

Teleconference phone number:

(605) 990-0700

Access Code: 730195#



Sherry's Travel & Event Schedule

2008 EVENTS

Monday, March 3 – Triple Star NSD Guest Event (7-9 PM) and Workshop (2-5 PM) featuring **ENSD Sherry G., SNSD Rebecca Evans and NSD Cristi Ann Millard** at the Radisson Newport Beach Hotel, Newport Beach, CA (flyer enclosed with details)

March 7 - 8 — *Future Mantooth Area "Pre-NIQ Blast Off"* workshop and mini-retreat for Mantooth Area Directors and DIQs (as of March 1).

Athens, GA

April 4 - 5 — *Career Conference, Minneapolis, MN*

April 18-20, 2008 — *Fourth Annual Inner Circle National Top Five Weekend, in Dallas (by invitation only)*

July 26 - 30 — Emerald Seminar, Dallas, TX (see p. 24 for Giancristoforo Area events)