



Sherry's Stars

DECEMBER 2007 results

EMERALD DIVISION

Sherry Giancristoforo, Executive National Sales Director

DECEMBER NEW CAR DRIVERS

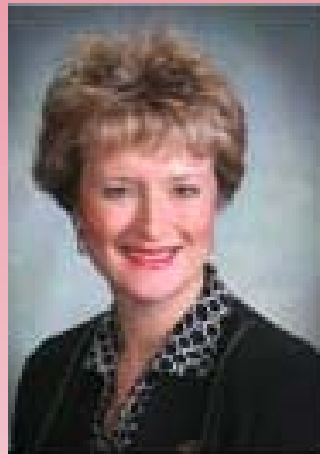
**Stacy Gilson
CADILLAC
REQUALIFIED**



**Melanie Basconi
PREMIER CLUB
REQUALIFIED**



**Valerie Peterson
PREMIER CLUB
NEW**



**Linette
Thornbury
PREMIER CLUB
NEW**



**Julie Yingst
PREMIER CLUB
NEW**



Saturn Vue AWD XE



Saturn Aura XE

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!

Congratulations on an excellent, excellent December! Several of you had your very best December in recent years. Super congratulations to **STACY GILSON** on re-qualifying for a NEW Pink Cadillac, and to **MELANIE BASCONI** for re-qualifying for the Premier Club!! I am so very excited that we have THREE BRAND NEW Premier Club achievers – **VALERIE PETERSON, LINETTE THORNBURY, and JULIE YINGST!** My hat is off to each of you and I am so excited for you, your family, and your unit, to enjoy one of the greatest joys of our Mary Kay business – that is to be driving a “virtually free” Mary Kay career car! Every new car deserves a huge celebration! As you know, when you earn your very first PINK Cadillac I will travel to your city to recognize you and your unit and to celebrate your Mary Kay “trophy on wheels” – your gorgeous new Mary Kay PINK Cadillac! I have decided, as was announced on our January 2nd conference call, **to again offer a luxury trip to Palm Springs for all NEW Cadillac achievers** as of June 30, 2008! Sales Director **CATHY APICELLO** earned her trip last June, and we were all so privileged to have her at our 2nd Annual Palm Springs Weekend Advance. I chauffeured Cathy around in my gorgeous Pink Cadillac XLR convertible, treated her to lunch, shopping and relaxation by the pool. All this, and more, is in store for you when you move up to Cadillac by June 30th!!

I do want to thank all of our Giancristoforo Area Directors who participated in the Palm Springs Weekend event – **BETH ZEBOTT, MARIA ALCAINE, MICHELLE STRAVOLO, MELANIE CLARKE, CORY KINCHLOE, CATHY APICELLO, ARACELY REYES, LEANN ROUGHTON, DENYSE JENNINGS and LINDA LOMAS.** Because we are the #3 National Area in the Emerald Division, we were fortunate and privileged to have as our special guest from corporate the very talented and passionate **YVETTE FRANCO**, who is Vice President of US Marketing. She did a fabulous job of sharing her knowledge and expertise regarding our incredible #1 product line. She shared in English, and then did a special Spanish class as well. I was so very proud of all of our Director trainers and speakers. It gave me great pride and joy to know that our Area Directors are truly passing on Mary Kay’s legacy!

I do hope that all of you have had an opportunity to visit our National Area website. Again, it is www.sherrygiancristoforo.com or www.sherrygnsd.com. Please let me know what you think and please let me know what you would like to see on the site that would be helpful to you in growing your business.

I am so excited to be going to Houston for Mary Kay Directors Leadership Conference and I look forward to seeing many of you there. We will be celebrating your achievements at our **Mid-Year Recognition Banquet**, on Monday, January 28th, 6:30 pm, at the Hilton Americas Hotel. Please be sure to mail your \$40 per person check to me, by Wednesday, January 23rd. Please mail it to my winter address – 36467 Sandsal Circle, Rancho Mirage, CA 92270.

Congratulations – we are firmly on target again for the #3 National Area at the Emerald Seminar!

Sherry G.

Your NSD



Yvette Franco and Sherry.

Palm Springs Weekend



With Cathy Apicello and Beth Zebott at the Country Club.



Yvette Franco from Mary Kay corporate, training on the new color launch products.



Sherry, Yvette and Michelle

Melanie Clarke, Cory Kinchloe, LeAnn Roughton, Joy Tucker, Cathy Appicello



Special guests and trainers — new Cadillac drivers Maria Alcaine and Cathy Apicello-Schneithorst.



The Country Western party at Michelle Stravolo's. Front row, Cathy Apicello-Schneithorst, Melanie Clarke, Sherry, Linda Lomas. Second row, LeAnn Roughton, Michelle Stravolo, Aracely Reyes. Back row, Joy Tucker (Emerald Go-Give Director), Maria Alcaine, and Maria's husband, Jose.



Dancing the night away with live entertainment!

THE BEST IS YET TO COME!

december **TOP 5** DIRECTORS



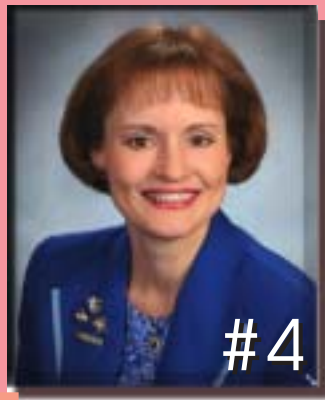
Rose Campbell
\$27,396.50



Barbara Pleet
\$26,624.15



Brenda Elliott
\$22,222.50



Cathy Schneithorst
\$16,678.75



Charlotte Mantooth
\$16,523.75

TOP AREA DIRECTORS in december

top directors \$10,000 plus



Stacy Gilson
\$15,001.75



Cory Kinchloe
\$14,722.00



Maria Alcaine
\$12,544.65



Michelle Ehrich-Stravolo
\$11,455.60



Valerie Peterson
\$11,350.00



Melanie Basconi
\$11,340.00



Polly Pace
\$11,307.05



Terriann Bonfini
\$10,140.35

MORE TOP AREA DIRECTORS

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

Sales Director

Julie Yingst	\$9,282.25
Linette Thornbury	\$8,791.50
Beth Zebott	\$8,710.50
Jody Bernhardt	\$8,588.75
Susan Shaw	\$8,521.00
Meredith Richardson	\$8,479.75
Laura Tapia	\$8,291.45
Rita Stermer-Dearth	\$8,243.50
Gloria Popp	\$8,148.25
Donna Hammett	\$8,113.50
Suann Hibbs	\$7,385.75
Melanie Clarke	\$7,156.75
Angie Gore	\$7,007.25

Sales Director

Christine Zinnecker	\$7,005.00
Jane Berger	\$6,866.00
Karen Falk	\$6,597.50
Paula Mann	\$6,130.00
Michelle McLaughlin	\$6,120.50
Diane Fortney	\$6,002.85
Mercedes Hayunga	\$5,836.20
Debbie Kenyon	\$5,730.50
Jane O'Hern	\$5,626.30
Joanne Monico	\$5,606.25
Crista Hoff	\$5,485.95
Annette Gantz	\$5,335.25
Linda Linzy	\$5,321.25

Sales Director

Sharon Welsch	\$5,307.25
Aracely Reyes	\$5,177.75
Cecilia Solorio	\$5,025.25
Teresa Myers	\$5,024.00
Leticia Isaacson	\$5,017.25
Judy Seliga-Punyko	\$5,015.00
Tammy Stone	\$5,008.75
Kathleen Parker	\$5,004.00

THE BEST IS YET TO COME!

Personal Wholesale

#1 - Sherry Drysdale-Schruth



december

\$600+

	Sales Director	Wholesale
1	Sherry Drysdale-Schruth	\$2,248.00
2	Linette Thornbury	\$1,886.75
3	Eileen Carlson	\$1,863.75
4	Linda Campbell	\$1,733.00
5	Maria Alcaine	\$1,692.00
6	Megan Hyland	\$1,617.75
7	Crista Hoff	\$1,593.20
8	Doris Smith	\$1,580.50
9	Teresa Myers	\$1,577.50
10	Kathleen Parker	\$1,537.75
	Polly Pace	\$1,533.25
	Meredith Richardson	\$1,461.75

Sharon Welsch	\$1,461.25
Susan Shaw	\$1,350.00
Judy Seliga-Punyko	\$1,243.75
Sandra Moncayo	\$1,211.25
Julie Yingst	\$1,210.00
Michelle McLaughlin	\$1,209.50
Michele Ray	\$1,205.00
Melanie Clarke	\$1,202.50
Cathy Apicello-Schneithorst	\$1,154.75
Rita Stermer-Dearth	\$1,072.25
LeAnn Roughton	\$1,063.00
Herlinda Lomas	\$1,019.00
Annette Gantz	\$984.75
Jody Bernhardt	\$962.25
Terriann Bonfini	\$943.75
Christal Lubbers	\$940.00
Louise Donofe	\$938.00
Melanie Basconi	\$935.25
Stacy Gilson	\$906.50
Margitta Schaaf-Mazzocchi	\$863.00

Michelle Kreger	\$820.25
Gloria Popp	\$817.00
Julie Crouse	\$770.25
Rose Campbell	\$740.50
Denyse Jennings	\$734.50
Mary Williams	\$726.75
Michelle Ehrich-Stravolo	\$697.75
Angie Gore	\$687.00
Jane Berger	\$665.00
Aracely Reyes	\$658.00
Chrystine Zinnecker	\$649.75
Brenda Elliott	\$647.75
Leslie Little	\$646.50
Patricia Trumbull	\$623.50
Jillaine Degraw	\$623.50
Dianne Husick	\$618.50
Joanne Monico	\$613.00
Laura Tapia	\$609.00
Donna Hammett	\$605.25
Shirley McDermott	\$605.00
Suann Hibbs	\$604.25
Ann Isaac	\$602.75
Karen Falk	\$602.00
Cecilia Solorio	\$602.00
Linda Clawson	\$601.50
Rosa Vaquerano	\$601.50
Cory Kinchloe	\$601.00
Mercedes Hayunga	\$600.50

13% Club for december

#1 - Maria Alcaine



Sales Director	Amount
Maria Alcaine	\$1,175.79
Michelle Ehrich-Stravolo	\$939.19
Stacy Gilson	\$849.91
Julie Yingst	\$732.13
Polly Pace	\$731.45
Cory Kinchloe	\$659.33
Terriann Bonfini	\$615.99
Donna Hammett	\$611.65
Gloria Popp	\$579.96
Michelle McLaughlin	\$566.25
Melanie Clarke	\$498.32
Cathy Apicello-Schneithorst	\$495.40
Linette Thornbury	\$489.94
Mercedes Hayunga	\$473.42

Sales Director	Amount
Brenda Elliott	\$456.17
Sharon Welsch	\$435.34
Aracely Reyes	\$431.24
Laura Tapia	\$416.42
Judy Seliga-Punyko	\$402.19
Julie Crouse	\$394.58
Suann Hibbs	\$388.18
Susan Shaw	\$385.65
Rosa Vaquerano	\$369.30
Teresa Myers	\$346.78
Angie Gore	\$340.93
Cecilia Solorio	\$329.45
Christal Lubbers	\$301.08
Crista Hoff	\$300.30

THE BEST IS YET TO COME!



Top Commission Checks

DECEMBER

\$1,000+



#1— ROSE CAMPBELL

#2— BARBARA PLEET

#3— CHARLOTTE MANTOOTH

#4 — BRENDA ELLIOTT

#5— STACY GILSON

Sales Director	Commission
1 Rose Campbell	\$9,611.73
2 Barbara Pleet	\$9,581.40
3 Charlotte Mantooth	\$7,901.16
4 Brenda Elliott	\$7,044.97
5 Stacy Gilson	\$6,845.31
6 Cory Kinchloe	\$5,468.17
7 Meredith Richardson	\$5,422.35
8 Cathy Schneithorst	\$4,894.29
9 Maria Alcaine	\$4,754.68
10 Michelle Ehrich-Stravolo	\$3,946.97
Melanie Basconi	\$3,358.25
Julie Yingst	\$3,156.69
Polly Pace	\$2,960.03
Susan Shaw	\$2,957.73
Valerie Peterson	\$2,950.50
Leticia Isaacson	\$2,904.61
Laura Tapia	\$2,777.89
Gloria Popp	\$2,772.22

Sales Director	Commission
Beth Zebott	\$2,761.37
Terriann Bonfini	\$2,693.25
Linette Thornbury	\$2,617.90
Rita Stermer-Dearth	\$2,529.49
Suann Hibbs	\$2,412.36
Michelle McLaughlin	\$2,366.96
Donna Hammett	\$2,350.53
Angie Gore	\$2,285.94
Jody Bernhardt	\$2,216.54
Jane Berger	\$2,167.58
Debbie Kenyon	\$2,078.19
Paula Mann	\$2,071.90
Melanie Clarke	\$2,005.38
Joanne Monico	\$1,903.81
Karen Falk	\$1,832.68
Diane Fortney	\$1,755.37
Sharon Welsch	\$1,734.45

Sales Director	Commission
Chrystine Zinnecker	\$1,610.65
Jane O'Hern	\$1,606.42
Crista Hoff	\$1,588.17
Annette Gantz	\$1,568.58
Tammy Stone	\$1,526.14
Kathleen Parker	\$1,525.52
Aracely Reyes	\$1,473.11
Cecilia Solorio	\$1,405.72
LeAnn Roughton	\$1,369.84
Judy Seliga-Punyko	\$1,311.96
Julie Crouse	\$1,278.70
Mercedes Hayunga	\$1,258.71
Linda Linzy	\$1,191.76
Teresa Myers	\$1,153.12
Peggy Mullin	\$1,078.36
Sherry G	\$31,793.00

"Poverty of purpose is worse than poverty of purse"

THE BEST IS YET TO COME!

Court of Sales

DIRECTORS

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

AS OF DECEMBER 31, 2007



#1 - Fran Cantwell



#2- Kathleen Parker



#4- Linette Thornbury



#4 - Gloria Popp



#5- Michelle McLaughlin

Sales Director	Total Retail	Seminar Wholesale
1 Fran Cantwell	\$27,397.75	\$10,408.38
2 Kathleen Parker	\$27,100.50	\$10,994.75
3 Linette Thornbury	\$22,938.50	\$10,264.25
4 Gloria Popp	\$22,929.00	\$8,481.75
5 Michelle McLaughlin	\$21,980.50	\$8,373.50
6 Rita Stermer-Dearth	\$21,782.50	\$8,097.50
7 Terriann Bonfini	\$21,346.50	\$7,949.50
8 Linda Campbell	\$21,278.50	\$7,868.50
9 Joanne Monico	\$20,654.50	\$7,505.50
10 Maria Alcaine	\$20,380.00	\$9,370.25
Megan Hyland	\$20,105.00	\$7,260.75
Annette Gantz	\$20,086.00	\$7,287.00
Cathy Apicello-Schneithorst	\$19,527.00	\$7,195.50
Eileen Carlson	\$19,157.25	\$6,787.63
Julie Yingst	\$18,873.00	\$7,551.25
Crista Hoff	\$18,174.40	\$6,400.70
Susan Shaw	\$18,068.00	\$6,882.50
Brenda Clements	\$16,167.75	\$6,136.88
Renee La Fleur-Linder	\$15,982.00	\$5,129.50
Polly Pace	\$15,977.50	\$6,945.75
Leslie Little	\$15,910.00	\$6,566.00
Sherry Drysdale-Schruth	\$15,812.00	\$6,535.25
Judy Seliga-Punyko	\$15,612.00	\$6,265.25
Dianne Husick	\$15,307.50	\$5,510.00
Suann Hibbs	\$15,203.50	\$4,972.00
Stacy Gilson	\$14,822.50	\$5,954.75

Sales Director	Total Retail	Seminar Wholesale
Teresa Myers	\$14,679.00	\$6,147.25
Elena Rivera	\$13,742.25	\$4,220.63
Shirley McDermott	\$13,295.50	\$5,064.00
Jacqueline La Bounta	\$13,228.50	\$4,778.25
Karen Falk	\$13,182.50	\$5,555.25
Michelle Ehrich-Stravolo	\$13,054.00	\$5,622.00
Marcedes Hayunga	\$12,643.00	\$6,052.50
Lorena Nicolas	\$12,509.00	\$5,172.50
Herlinda Lomas	\$12,271.00	\$5,150.00
Laura Hansen	\$12,248.50	\$5,193.00
LeAnn Roughton	\$11,627.50	\$3,685.75
Rose Campbell	\$11,387.00	\$4,026.75
Louise Donofe	\$11,375.50	\$4,925.50
Aracely Reyes	\$11,299.00	\$5,225.00
Ann Isaac	\$11,211.00	\$5,043.00
Denyse Jennings	\$11,101.00	\$3,057.00
Jillaine Degraw	\$10,978.50	\$4,825.00
Patricia Trumbull	\$10,884.50	\$4,213.00
Cory Kinchloe	\$10,805.50	\$4,437.25
Jody Bernhardt	\$10,259.50	\$3,759.25
Kirsten O'Driscoll	\$10,173.00	\$3,808.25
Meredith Richardson	\$10,126.50	\$4,229.75
Zenelia Wheeler	\$10,109.45	\$3,801.73
Melanie Basconi	\$10,052.50	\$4,812.50

Court of Sales

CONSULTANTS

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

AS OF *DECEMBER 31, 2007*

CONSULTANT	UNIT		CONSULTANT	UNIT	Seminar Retail	
1	Kathy d'Alelio	Dianne Husick Unit	\$21,563.00	Christina Merriman	LeAnn Roughton Unit	\$11,824.00
2	Cecelia McClelland	Rose Campbell Unit	\$21,301.50	Cathy Pohlman	Linette Thornbury Unit	\$11,735.50
3	Cheryl Clarke	M. McLaughlin Unit	\$19,182.50	Susie Williams	Terriann Bonfini Unit	\$11,639.20
4	Jeannine Mylott	Susan Shaw Unit	\$19,051.50	Marcia Cooke	Rose Campbell Unit	\$11,538.50
5	Diana Corder	Julie Yingst Unit	\$17,292.00	Jamila Dozark	Barbara Pleet Unit	\$11,227.00
6	Donna Bryan	Brenda Elliott Unit	\$15,799.25	Susan La Bounta	J. La Bounta Unit	\$11,004.50
7	Kerry Skinner	Megan Hyland Unit	\$15,714.50	Cheryl Straight	Barbara Pleet Unit	\$10,983.00
8	Mia Moore	Paula Mann Unit	\$15,533.00	Melanie Donohue	Mercedes Hayunga Unit	\$10,937.50
9	Angie Shierling Day	Donna Hammett Unit	\$15,296.00	Betty J Greenlee	Crista Hoff Unit	\$10,933.00
10	Patricia Lathom	Joanne Monico Unit	\$15,265.50	Ima James	Leslie Little Unit	\$10,916.00
	Kathy Smith	Chrystine Zinnecker Unit	\$15,197.50	Kay Burkhardt	Debbie Kenyon Unit	\$10,890.00
	Terri Gay Snyder	Joanne Monico Unit	\$14,710.50	Ruby Peterson	Charlene Malaske Unit	\$10,857.50
	Julie Marr	Louise Donofe Unit	\$14,302.50	Marlene Rook	M. McLaughlin Unit	\$10,691.50
	Jennifer Karaffa	Julie Yingst Unit	\$14,232.00	Dina Lahita	M. McLaughlin Unit	\$10,686.00
	Lourdes Ramos	Leticia Isaacson Unit	\$14,189.00	Mendy Crawford	Jody Bernhardt Unit	\$10,607.00
	Elizabeth Mattox	Angie Gore Unit	\$14,000.50	Amanda Mooney	Kirsten O'Driscoll Unit	\$10,579.00
	Dawn Johnson	Rose Campbell Unit	\$13,980.00	Julie Morgan	Barbara Pleet Unit	\$10,477.50
	Elaine Smith	Gloria Popp Unit	\$13,810.50	Margaret Corbin	Julie Yingst Unit	\$10,475.00
	Nikki Jutte	Rita Stermer-Dearth Unit	\$13,701.50	Tammi Bush	Cathy Schneithorst	\$10,400.00
	Naomi Lover	Barbara Pleet Unit	\$13,599.50	Elizabeth Kretz	Michelle Stravolo	\$10,364.00
	Stacey Wise	M. McLaughlin Unit	\$13,157.00	Kae Oldham-Edgar	Jodie Oiler Unit	\$10,282.50
	Anastasia Pursley	Linette Thornbury Unit	\$12,666.00	Karen Ilaraza	Peggy Mullin Unit	\$10,068.00
	Judith Brewer	Julie Yingst Unit	\$11,964.00	Christine Carroll	Julie Yingst Unit	\$10,031.50
	Lynn Corby	Paula Mann Unit	\$11,933.00	Evelia Gomez	Leticia Isaacson Unit	\$10,018.00
	Michelle Sullivan	Barbara Pleet Unit	\$11,887.00			

HAPPY ANNIVERSARY

HAPPY BIRTHDAY

DIRECTORS' ANNIVERSARIES IN FEBRUARY

UNIT ANNIVERSARIES IN FEBRUARY

Suann Hibbs	27
Kathleen Parker	19
Polly Pace	15
Joanne Monico	6
Margitta Schaaf-Mazzocchi	2

DIRECTORS' BIRTHDAYS IN FEBRUARY

Michelle Kreger	4
LeAnn Roughton	14
Ann Isaac	16
Rosa Vaquerano	24
Jodie Oiler	26
Gloria Popp	26

Eileen Carlson	16
Michelle Ehrich-Stravolo	13
Annette Gantz	12
Wendy Turnidge	12
Fran Cantwell	9

THE BEST IS YET TO COME!

Court of Sharing

DIRECTORS AND CONSULTANTS

Directors and Consultants

Bee in the National Court of Sharing

24+ qualified recruits

Consultant/Director		Commission	Qualified
1 Pam Rogers	Angie Gore Unit	\$2,289.42	10
2 Maria Alcaine	Unit Director	\$2,163.75	16
3 Lorena Nicolas	Unit Director	\$1,731.74	16
4 Aracely Reyes	Unit Director	\$1,539.48	13
5 Julie Yingst	Unit Director	\$1,333.88	5
6 Michelle McLaughlin	Unit Director	\$1,243.74	3
7 Cecilia Solorio	Unit Director	\$1,044.85	5
8 Mia Moore	Paula Mann Unit	\$930.19	6
9 Stacy Gilson	Unit Director	\$911.51	5
10 Cory Kinchloe	Unit Director	\$886.43	3
Renee La Fleur-Linder	Unit Director	\$882.46	9
Melanie Basconi	Unit Director	\$763.15	4
Selena Morton	Brenda Elliott Unit	\$758.96	3
Diana Corder	Julie Yingst Unit	\$713.56	2
Alicia Saucedo	Maria Alcaine Unit	\$689.82	5
Fran Cantwell	Unit Director	\$686.51	3
Deneen Cash	Brenda Elliott Unit	\$670.94	2
Susan Shaw	Unit Director	\$643.96	5
Michelle Ehrich-Stravolo	Unit Director	\$625.74	2
Ana Canales	Unit Director	\$554.49	7
Julie Crouse	Unit Director	\$531.56	1
Jillaine Degraw	Unit Director	\$529.45	3
Patricia Trumbull	Unit Director	\$510.83	3
Mercedes Hayunga	Unit Director	\$484.80	3
Amy Armstrong	Jody Bernhardt Unit	\$478.97	3
Laura Tapia	Unit Director	\$425.45	5
Veronica Cardenas	Unit Director	\$423.07	3
Carol Cardwell	Unit Director	\$422.43	4
Ima James	Leslie Little Unit	\$405.08	4
Margie Hammock	Donna Hammett Unit	\$359.27	2
Debbie Kenyon	Unit Director	\$343.63	1
Arisbel Bolanos	Cecilia Solorio Unit	\$334.14	5
Christina Merriman	LeAnn Roughton Unit	\$330.74	2
Laura Hansen	Unit Director	\$313.46	2
Polly Pace	Unit Director	\$312.81	1
Kerry Skinner	Megan Hyland Unit	\$303.94	4
Teresa Myers	Unit Director	\$302.40	2

#2 Maria Alcaine



#3- Lorena Nicolas



#4 - Aracely Reyes



#5 - Julie Yingst



#6 - Michelle McLaughlin



#7 Cecilia Solorio



SEMINAR 2008 AWARDS QUEENS COURT OF SHARING



Bee Inspiring
Diamond and Pink
Sapphire Pin



Bee Extraordinary
Diamond Ring

THE BEST IS YET TO COME!

Seminar Year-to-Date Unit Adjusted Retail

\$60,000+

AS OF DECEMBER 31, 2007

#1 — ROSE CAMPBELL



#2 — BARBARA PLEET



#3 — BRENDA ELLIOTT



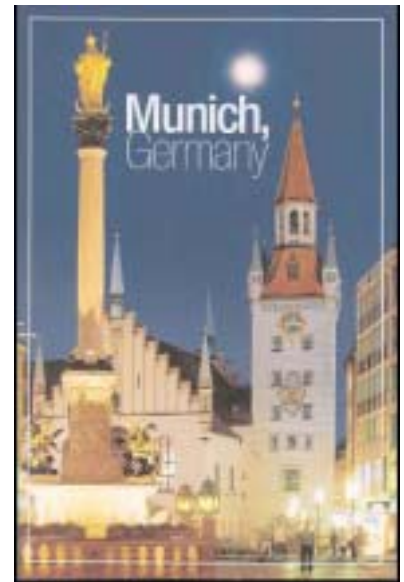
#4 — MARIA ALCAINE



#5 — STACY GILSON



Director	Retail	Director	Retail
1 Rose Campbell	\$334,575.00	Tammy Stone	\$75,325.00
2 Barbara Pleet	\$328,393.00	Chrystine Zinnecker	\$70,711.00
3 Brenda Elliott	\$274,655.00	Jody Bernhardt	\$70,650.00
4 Maria Alcaine	\$213,543.00	Peggy Mullin	\$69,893.00
5 Stacy Gilson	\$201,416.00	Karen Falk	\$69,148.00
6 Cathy Schneithorst	\$198,231.00	Renee La Fleur-Linder	\$67,289.00
7 Charlotte Mantooth	\$186,563.00	Herlinda Lomas	\$67,140.00
8 Michelle McLaughlin	\$153,064.00	Elena Rivera	\$66,171.00
9 Julie Yingst	\$147,073.00	Carol Cardwell	\$65,422.00
10 Terriann Bonfini	\$146,370.00	Megan Hyland	\$64,681.00
Melanie Basconi	\$140,650.00	Ann Isaac	\$64,315.00
Rita Stermer-Dearth	\$132,631.00	Leslie Little	\$64,052.00
Laura Tapia	\$129,871.00	Fran Cantwell	\$62,753.00
Angie Gore	\$129,393.00	Judy Seliga-Punyko	\$61,832.00
Gloria Popp	\$120,094.00		
Cory Kinchloe	\$119,544.00		
Diane Fortney	\$116,345.00		
Linette Thornbury	\$110,944.00		
Polly Pace	\$108,308.00		
Paula Mann	\$106,134.00		
Kathleen Parker	\$105,297.00		
Valerie Peterson	\$102,383.00		
Annette Gantz	\$98,489.00		
Joanne Monico	\$97,824.00		
Donna Hammett	\$96,436.00		
Cecilia Solorio	\$93,908.00		
Susan Shaw	\$92,362.00		
Beth Zebott	\$91,409.00		
Julie Crouse	\$90,035.00		
Leticia Isaacson	\$89,350.00		
Crista Hoff	\$88,483.00		
LeAnn Roughton	\$87,186.00		
Jane Berger	\$86,761.00		
Lorena Nicolas	\$82,693.00		
Jane O'Hern	\$82,118.00		
Ana Canales	\$80,882.00		
Zenelia Wheeler	\$80,675.00		
Meredith Richardson	\$79,694.00		
Louise Donofe	\$77,702.00		
Suann Hibbs	\$77,118.00		
Michelle Ehrich-Stravolo	\$76,169.00		
Debbie Kenyon	\$75,773.00		



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 Iapia



#5 - Cory Kinchloe

	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	37	41	Michelle Stravolo	5	9	Margitta Mazzocchi	2	4
2	Lorena Nicolas	22	23	Megan Hyland	5	8	Linda Linzy	2	3
3	Cecilia Solorio	18	41	Annette Gantz	5	6	Herlinda Lomas	2	2
4	Laura Tapia	14	21	Zenelia Wheeler	5	5	Jane O'Hern	1	8
5	Cory Kinchloe	13	34	Donna Hammett	4	24	Doris Smith	1	7
6	Angie Gore	13	20	Leslie Little	4	12	Ann Isaac	1	6
7	Renee Linder	13	15	Crista Hoff	4	11	Michelle Kreger	1	6
8	Brenda Elliott	12	26	Melanie Clarke	4	10	Wendy Turnidge	1	6
9	Stacy Gilson	10	19	Veronica Cardenas	4	10	Peggy Mullin	1	5
10	Julie Yingst	10	14	Diane Fortney	4	6	Judy Seliga-Punyko	1	4
	Rose Campbell	9	33	Fran Cantwell	4	5	Mary Thielen	1	3
	Paula Mann	9	22	Denyse Jennings	3	21	Sherry Schruth	1	3
	Rosa Vaquerano	9	17	Tammy Stone	3	14	Christal Lubbers	1	2
	Barbara Pleet	8	18	Debbie Kenyon	3	11	Mary Williams	1	2
	Ana Canales	8	13	Chrystine Zinnecker	3	9	Sharon Welsch	1	2
	Michelle McLaughlin	8	13	Teresa Myers	3	7	Alma Ortiz	1	2
	Aracely Reyes	8	8	Jody Bernhardt	3	6	Polly Pace	1	2
	LeAnn Roughton	7	24	Jillaine Degraw	3	5	Dianne Husick	1	2
	Linette Thornbury	7	10	Kathleen Parker	3	5	Freda Holcomb	1	1
	Julie Crouse	6	20	Suann Hibbs	3	5			
	Rita Stermer-Dearth	6	13	Joanne Monico	3	4			
	Coralia Moreno	6	10	Sandra Moncayo	3	3			
	Rosa Soto	6	10	Elena Rivera	2	11			
	Carol Cardwell	6	9	Debbie Kozlowski	2	10			
	Charlotte Mantooth	5	15	Gloria Popp	2	9			
	Melanie Basconi	5	11	Eileen Carlson	2	9			
	Cathy Schneithorst	5	11	Terriann Bonfini	2	8			
	Susan Shaw	5	10	Carolyn Mason	2	7			
	Mercedes Hayunga	5	10	Jane Berger	2	6			
	Leticia Isaacson	5	9	Kathi Sheppard	2	5			
				Rosa Rodriguez	2	5			
				Laura Hansen	2	4			



Giancristoforo Area 14K White Gold and Diamond Bee Pin

THE BEST IS YET TO COME!

Unit Sharing in DECEMBER

	Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS
Cory Kinchloe	2	6	Denyse Jennings	0	2	Dianne Husick	0	1
Maria Alcaine	5	5	Ana Canales	0	2	Wendy Turnidge	0	1
Rosa Vaquerano	2	5	Peggy Mullin	0	2	Kathi Sheppard	0	1
Chrystine Zinnecker	1	5	Stacy Gilson	0	2	Donna Hammett	0	1
Laura Tapia	4	4	Megan Hyland	0	2	Tammy Stone	0	1
Brenda Elliott	1	4	Elena Rivera	0	2	Debbie Kozlowski	0	1
Terriann Bonfini	0	4	Paula Mann	1	1	Jacqueline La Bounta	0	1
Aracely Reyes	3	3	Charlotte Mantooth	1	1	Christal Lubbers	0	1
Leticia Isaacson	1	3	Polly Pace	1	1	Carolyn Mason	0	1
Cecilia Solorio	1	3	Gloria Popp	0	1	Judy Seliga-Punyko	0	1
Susan Shaw	0	3	Beth Zebott	0	1	Linette Thornbury	0	1
Michelle Ehrich-Stravolo	1	2	Rose Campbell	0	1	Angie Gore	0	1
Julie Yingst	1	2	Jane Berger	0	1	Margitta Mazzocchi	0	1
Melanie Clarke	1	2	Rita Stermer-Dearth	0	1	Linda Clawson	0	1
Crista Hoff	0	2	Linda Campbell	0	1	Teresa Myers	0	1
Jody Bernhardt	0	2	Carol Cardwell	0	1			

Directors' DECEMBER Personal Sharing

Sales Director	Total Recruits
Rosa Vaquerano	4
Terriann Bonfini	4
Aracely Reyes	3
Susan Shaw	3
Maria Alcaine	2
Cecilia Solorio	2
Ana Canales	2
Julie Yingst	2
Denyse Jennings	2
Jacqueline La Bounta	1
Donna Hammett	1
Stacy Gilson	1
Cory Kinchloe	1
Laura Tapia	1
Rita Stermer-Dearth	1
Crista Hoff	1
Gloria Popp	1
Kathi Sheppard	1
Brenda Elliott	1
Teresa Myers	1
Michelle Ehrich-Stravolo	1
Carolyn Mason	1
Elena Rivera	1
Megan Hyland	1
Polly Pace	1
Linda Clawson	1
Beth Zebott	1
Jody Bernhardt	1
Peggy Mullin	1



Linette Thornbury

DECEMBER GRAND milestones

Highest Monthly Commission to Date

Director	Amount
Linette Thornbury	\$3,000.00



Mary Kay words
of wisdom ...goals

"It is important for you to have a goal. You simply can't get there if you don't know where you are going! Begin to build in your mind a dream. Then write it down and make your goal realistic. Aim high enough that you will have to stretch your ability and your potential to reach it."

THE BEST IS YET TO COME!

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



Rose Campbell
Pickerington, OH
First Line Directors — 7
Sr. Directors — 2



Charlotte Mantooth
Athens, GA
First Li. Directors—7
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



Michelle Stravolo
3 first line



Rita Stermer-Dearth
3 first line



Maria Alcaine
3 first line

THE BEST IS YET TO COME!

Area DIQs

DIQ	From	Director
Dawn Johnson	Fayette OH	Rose Campbell
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.

New Enrichment Program!

"We are dedicated to the enrichment of life. I want everybody who has anything to do with our Company to be the richer for it, not only financially, but every other way, too." — Mary Kay Ash

Her words still ring true today! With this in mind, the Company continues to seek ways to help you enrich your business. Now, more than ever, it can be difficult to carve out time for nurturing your needs - such as information, knowledge and education.

The new Enrichment Program is designed to help fill these needs by providing educational opportunities quickly and easily via the Mary Kay InTouch® Web site. Beginning Jan. 1, 2008, Independent Sales Directors and above can select the "Education" tab, click on "Sales Director Enrichment Program" and be taken to a "one-stop shop" of exciting easy educational tools.

Tools will vary each month and reinforce a subject featured in Director's Memo.

Most Improved Unit Production*

JULY 1 – DECEMBER 30, 2007



#1- Valerie Peterson



#2- Angie Gore



#3-Susan D. Shaw



#4 -Carol Cardwell



#5 - Cathy Apicello-Schneithorst

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

Rookie of the Year Unit Production**

JULY 1 – DECEMBER 31, 2007



#1 - Julie A. Yingst



#2 - Linette Thornbury



#3 -Herlinda Lomas



#4 -Coralía Luz Aguilar-Moreno



#5 -Doris Smith

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

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

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

THE BEST IS YET TO COME!

GIANCRISTOFORO AREA CAR DRIVERS



Maria Alcaine
Cathy A.-Schneithorst
Rose Campbell
Michelle Stravolo
Brenda Elliott
Stacy Gilson
Cory Kinchloe
Charlotte Mantooth
Michelle McLaughlin
Polly Pace

CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
CADILLAC
SUPER ACHVR MID

Renee La Fleur-Linder PREMIER CLUB
Linda Linzy PREMIER CLUB
Paula Mann PREMIER CLUB
Joanne Monico PREMIER CLUB
Peggy Mullin PREMIER CLUB
Teresa Myers PREMIER CLUB
Jane O'Hern PREMIER CLUB
Kathleen Parker PREMIER CLUB
Valerie Peterson PREMIER CLUB
Gloria Popp PREMIER CLUB
LeAnn Roughton PREMIER CLUB
Cecilia Solorio PREMIER CLUB
Rita Stermer-Dearth PREMIER CLUB
Tammy Stone PREMIER CLUB
Laura Tapia PREMIER CLUB
Linette Thornbury PREMIER CLUB
Rosa Vaquerano PREMIER CLUB
Julie Yingst PREMIER CLUB



Barbara Pleet
Zenelia Wheeler
Wendy Turnidge
Melanie Basconi
Jane Berger
Terriann Bonfini
Ana Canales
Melanie Clarke
Julie Crouse

PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB

Coralia Luz Moreno GRAND ACHIEVER
Fran Cantwell GRAND ACHIEVER
Denyse Jennings GRAND ACHIEVER
Jacqueline La Bounta GRAND ACHIEVER
Herlinda Lomas GRAND ACHIEVER
Lorena Nicolas GRAND ACHIEVER
Aracely Reyes GRAND ACHIEVER
Elena Rivera GRAND ACHIEVER
Susan Shaw GRAND ACHIEVER
Doris Smith GRAND ACHIEVER

Louise Donofe
Karen Falk
Diane Fortney
Bonnie Gallaway
Annette Gantz
Angie Gore
Donna Hammett
Suann Hibbs
Crista Hoff
Debbie Kenyon

PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB



NEW Car Drivers

(DIRECTORS)

Name

Stacy Gilson
Melanie Basconi
Valerie Peterson
Linette Thornbury
Julie Yingst
Susan Shaw

CADILLAC
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
PREMIER CLUB
GRAND ACHIEVER

REQL
REQL

On-Target Car Drivers

(DIRECTORS)

Quarterly Production

	5Q07	4Q07	Car
Susan Shaw	\$25,388.25	\$17,111.00	PREMIER CLUB

On-Target Grand Achievers

(CONSULTANTS)

<u>Name</u>	<u>Unit Name</u>	<u>No. of TM Mbrs</u>	<u>Team Production</u>
Annette Janousek	Barbara Pleet Unit	17	\$4,963.00
Dawn Johnson	Rose Campbell Unit	11	\$4,017.75

THE BEST IS YET TO COME!

PREMIER CLUB • PREMIER CLUB • PREMIER CLUB



Wendy Turnidge



Melanie Basconi



Jane Berger



Terriann Bonfini



Ana Canales



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



LeAnn Roughton



Cecilia Solorio



Rita Stermer-Dearth

THE BEST IS YET TO COME!

PREMIER CLUB • PREMIER CLUB • PREMIER CLUB



Tammy Stone



Laura Tapia



Linette Thornbury



Rosa Vaquerano



Julie Yingst

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

**Total DIQs 0
Total Future Directors 20
Total Team Leaders 51**

Consultant	Director	Level	DIQ	December
Janousek, Annette	Pleet, Barbara	FD	\$4,963.00	
Johnson, Dawn	Campbell, Rose	FD	\$4,017.75	
Smith, Kathy	Zinnecker, Chrystine	FD	\$3,428.75	
Moore, Mia	Mann, Paula	FD	\$3,303.00	
Boros, Lauren	Schneithorst, Cathy	TL	\$3,183.50	
d'Alelio, Kathy	Husick, Dianne	TL	\$3,150.00	
Wealer, Marcia	Falk, Karen	TL	\$2,641.50	
Heidenreich, Beth	Campbell, Rose	FD	\$2,484.50	
Chapleau, Julie	Richardson, M,	FD	\$2,468.25	
Corder, Diana	Yingst, Julie	FD	\$2,321.75	
Mondragon, Maria	Alcaine, Maria	TL	\$2,299.50	
Davis, Amy	Peterson, Valerie	FD	\$2,275.75	
Wedel, Jenny	Campbell, Rose	FD	\$2,132.25	

**TOTAL
Team
Leaders, Future
Directors, DIQs
71!**

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



Giancristoforo 2007-2008 Events

Here are the dates for Leadership and Seminar for 2007-2008

Giancristoforo Area Recognition Awards:

January 2008 – Leadership Conference, Houston, Texas –

Giancristoforo Area Directors “Half Year” Recognition Banquet. Monday January 28, 2008

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, 2007 at 6:30PM
Giancristoforo Area Banquet

Giancristoforo 2007-2008 Prizes & Awards

• **Princess Courts** (gift to be determined) 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!

Focus on Goals

Why Set Goals?

- 1) When goals are set, things happen.
- 2) Goals make you feel good about yourself.
- 3) Goals provide attitude adjustments.
- 4) Goals establish self-discipline and motivation.
- 5) Goals give you direction and purpose.
- 6) Goals take you where you want to go.
- 7) Goals create good habits and patterns to follow.
- 8) A goal will eliminate others from controlling your life. Set a goal to discipline yourself. If you don't, others will.



Goals Can Be Negative if:

- 1) They are too big.
- 2) They are out of your sphere of interest.
- 3) You believe luck is necessary to arrive at your destination.
- 4) You set your goal by comparing yourself with others' accomplishments.
- 5) You are doing it for someone else.

Reasons Most People Do Not Set Goals:

- 1) They are not sold on the benefits.
- 2) They feel it's safer not to.
- 3) They fear commitment, failure or success.
- 4) They have a poor attitude or focus.
- 5) They don't want to work.

Six Parts of a Goal

1. **WOW**— Excitement of a goal.
2. **HOW**— Plan to achieve a goal.
3. **NOW**— Just do it.
4. **OUCH**— Do it anyway.
5. **VOW**— Commitment to reach goal.
6. **POW**— The Victory!

Setting A Goal

- 1) Decide exactly what you want — be very specific.
- 2) Aim high — you should have "butterflies." Stretch your limits.
- 3) Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
- 4) Involve family members. Find out what's in it for them.
- 5) Pick someone to emulate.
- 6) Define where you are. Goals must be "BIG" according to your ability.
- 7) Determine what you are capable of in a day, a week, a month and a year.
- 8) Write your goals in detail and talk about them with appropriate people.
- 9) Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
- 10) See goals as if they had already happened.
- 11) Keep your FOCUS. (**F**ollow **O**ne **C**ourse **U**ntil **S**uccessful.)
- 12) Quitting is not an option.
- 13) Set another goal immediately upon reaching a goal.

Global Leadership Development Program (GLDP) Class!

Learn how you can help share Mary Kay's dream of enriching women's lives around the world! This year, attendees will hear an exciting update on our newest market — India.

Also learn how you can maximize your experience in over 16 other International markets through the Global Leadership Development Program (GLDP). Two very special keynote speakers will share their

experiences as International pioneers expanding their businesses around the world. During the Diamond, Ruby and Sapphire Conferences, you will hear from **Ind. Exec. National Sales Director Karlee Isenhardt!** You'll hear from **Ind. Sr. National Sales Director Anita Mallory Garrett-Roe** during the Emerald, Pearl and Canadian Go Give Area Conferences!

You won't want to miss this great opportunity and chance to participate in an informative Q&A session with this panel of experts.

Sales Education Booth Special Gift with Purchase

At Leadership Conference 2008, Sales Directors can receive a free Darci-Leather CD Case with any \$20 LearnMK Media Source order. It's a perfect way to keep all of your favorite educational CDs organized and handy. Visit the Sales Education Expo booth on Day 0 or Day 1 to see great new education items available on the LearnMK-Media Source. The Sales Education staff will be there to answer questions.

New Directory Advertising Program

Be sure to stop by the Mary Kay Expo at Leadership Conference 2008 to find out about the new Directory Advertising Program.

Special Gift Just For You!

Bring your MK Rewards Visa card to Leadership Conference. Show your card to the customer service reps at the Chase booth in the Expo and they will have a special gift just for you!

LEADERSHIP 2008 RECOGNITION

Special Functions

Pre-Party Reception, NASA Space Center

Be on-target for the \$650,000 Circle of Excellence (\$325,000 estimated unit retail production)

On-Target Seminar Courts and Circles Party, NASA Space Center, from July 1 through Dec. 31, 2007, achieve one of the following:

* On-target for the \$300,000 Circle of Achievement or above (\$150,000 estimated retail production)

* On-target for the Queen's Court of Personal Sales with at least \$18,000 in estimated personal retail production

* On-target for the Queen's Court of Sharing with at least 12 qualified* new personal team members

Unit Within a Unit Luncheon

Achieve and maintain at least 30 personal team members by July 1, – Dec. 31, 2007, and add 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 Dec. 31, 2007.

New Independent Sales Directors who debut from Aug. 1, 2007 – Jan. 1, 2008, must debut with 40 unit members OR have at least 30 personal team members by Dec. 31, 2007.

Star Sales Director Banquet

Achieve at least 13 unit Star Consultants in the combined quarters from June 16 through Sept. 15, 2007, and Sept. 16 through Dec. 15, 2007, and are also Star Consultants in both quarters, will qualify to attend.

Onstage Recognition

Circle of Excellence – On-target for the \$650,000 Circle of Excellence or above (\$325,000 estimated unit retail production) as of Dec. 31, 2007, will receive onstage recognition as well as a special gift.

Executive Senior Sales Directors — Five or more first-line offspring Independent Sales Directors as of Jan. 1, 2007. Independent Elite Executive Senior Sales Directors will receive special recognition.

On the Write Track – Fabulous 50s Club -Honors Society/Dean's List –Triple Crown –

Cadillac Sales Directors — Directors who are qualified for a Cadillac or Cash as of Dec. 31, 2007.

Scent-sational Sales Challenge — Highest number of fragrances sold will receive a \$200 SpaFinder gift certificate and onstage recognition.

Additional Recognition

State/Provincial Contest

* Top Sales Director in each state with the highest unit wholesale production (minimum of \$50,000) from Jan. 1 – Dec. 31, 2007, will receive a name badge ribbon, standing recognition and have her photo displayed throughout the conference.

* Sales Director in each state with the highest dollar increase over her 2006 unit wholesale production from Jan. 1 through Dec. 31, 2007, will receive a name badge ribbon, standing recognition and have her photo displayed throughout the conference.

Bee Focused Challenge 2008 — Sales Directors who add at least 12 qualified* new personal team members from July 1 – Dec. 31, 2007, will receive crystal bee earrings, a name badge ribbon and standing recognition.

Preferred Customer Program

* Directors on-target for Preferred Customer Consistency Program with 45 or more customers in the Fall/Holiday 2007 and the Winter 2007 enrollments will receive a name badge ribbon and standing recognition.

* Directors who have at least 35 percent of their unit participating in the Preferred Customer Program during the Winter 2007 enrollment period 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 1

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

January 27-30, 2008 — Leadership Conference, Houston, TX

January 28, 6:30 pm - Mid-Year Giancristoforo Area Banquet, at the Hilton Americas Hotel, Ballroom of Americas

\$40 per person, Dress Code: "dressy short"

Please make checks payable to Sherry.

Checks must be received by Wednesday, Jan. 23, 2008,

at her WINTER ADDRESS: 36467 Sandsal Circle, Rancho Mirage, CA 92270

April 4 - 5 — Career Conference, Minneapolis, MN

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

