



MARY KAY

SHERRY'S STARS

JUNE 2008 Results

JULY 2008

This newsletter is published to recognize the Independent Sales Directors in the Giancristoforo National Area – the #3 Area for the entire Emerald Division in 2008!

June Car Drivers



Michelle Ehrich-Stravolo
CADILLAC



Brenda Elliott
CADILLAC



Terriann Bonfini
PREMIER CLUB



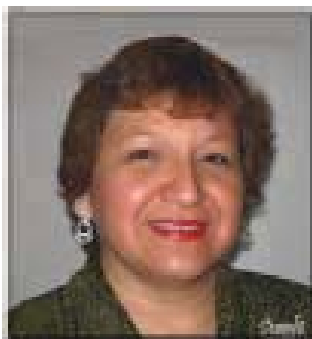
Renee La Fleur-Linder
PREMIER CLUB



Charlotte Mantooth
CADILLAC



Karen Falk
PREMIER CLUB



Lorena Nicolas
PREMIER CLUB



FROM YOUR NATIONAL DIRECTOR



Sherry Giancristoforo • Executive NATIONAL SALES DIRECTOR

NSD Debut July 2000, with record number of Area Directors
Achieved Inner Circle, first year as an Area 2001 • Inner Circle every year since!

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

Highest Monthly Commission • \$48,000

135 Directors in her National Area

2007 Pink Cadillac XLR Convertible

Executive National with three offspring NSDs:

Gloria Mayfield Banks 2001 • Sherry Alexander 2003 • Brenda Segal 2006

Dear Incredible #3 Giancristoforo Area,

CONGRATULATIONS! WE HAD AN INCREDIBLE JUNE AND A FABULOUS YEAR END! It ended with a BANG! The fireworks all went off! I cannot wait to see each of you in Dallas in just a few days for our 45th Anniversary Seminar. My goodness, Mary Kay would be so very proud of each one of you, as am I! Education and travel are two things that are never a waste of money. Fortunately, for us, our Mary Kay Seminar is both. *It is always worth the investment for you and your Beauty Consultants.*

June Car Achievers

Super congratulations, pink roses and kudos to all of our June Car Achievers! GORGEOUS, NEW MARY KAY PINK CADILLACS are on their way, being sent to **MICHELLE EHRICH-STRAVOLO, BRENDA ELLIOTT AND CHARLOTTE MANTOOTH!** Beautiful New Mary Kay Black Saturns are on their way, and being sent to **TERRIANN BONFINI, RENEE LAFLEUR-LINDER, KAREN FALK, AND LORENA NICOLAS!** We have at least two Directors who are tracking and on-target to earn their Pink Cadillacs by September 30 — **JULIE YINGST AND CRISTA HOFF!** WAY TO GO, LADIES! Can't wait to travel to your town and do a huge, fabulous, city-wide Cadillac Celebration for you and your unit!

Higher Unit Circle Achievers

Super Congratulations to the following Sales Directors who achieved Higher Unit Circle for 2008: **ROSE CAMPBELL, BRENDA ELLIOTT, STACY GILSON, TERRIANN BONFINI AND CATHY APICELLO-SCHNEITHORST** for the second year in a row.

It's In The Bag

Super Congratulations to the 21 Sales Directors and Beauty Consultants in our Area who achieved Mary Kay's It's In The Bag Team Building Challenge. The purses are gorgeous! YOU WILL LOVE THEM!

June Commission Bonus Achievers

Super Congratulations to the 30 Giancristoforo Sales Directors who earned the additional \$500 commission bonus in June by increasing their unit wholesale production in June 2008 by at least 13 percent over their unit wholesale production for June 2007.

Princess Court

Super Congratulations to the 90 Sales Directors and Beauty Consultants who earned their Princess Court Bracelet from me by achieving the National Area



The Best is Yet to Come!

Court of Personal Sales or National Area Court of Personal Sharing.

Beat Your Best 2008

Congratulations to all of the MANY Sales Directors and Beauty Consultants who beat their best this year by achieving \$2000 higher in retail personal sales. All of these consultants and Directors will be marching across stage at our Giancristoforo Area Banquet.

Beat Your Best 2009

We will have the same challenge for this new Seminar year and will have on-stage recognition for all Sales Directors and Beauty Consultants who achieve at least \$2000 higher in retail production. Barbara Pleet said that she had at least 15 consultants who achieved *Beat Your Best* this year and expects to have 25 or 30 for next year. She feels that gave her an additional \$30,000 in retail production. Barbara suggests that you save your June reports and contact all of your Consultants as soon as possible with the amount that they would need to achieve *Beat Your Best for 2009*. You may also want to give a small gift or some sort of recognition to all of your Beauty Consultants who do this. Thank you again to Charlotte Mantooth for this brilliant idea that we kicked off at our Leadership Banquet in Houston.

Director, DIQ and Husband Reception

I can't wait to see you all on Sunday, July 27th between 2PM and 5PM in my suite at the Hilton Anatole. No RSVP necessary. Summer dresses and dressy sandals okay. You are welcome to bring any of your consultants who have 8 active and are planning to submit their DIQ commitment card August 1st. I certainly want to meet your DIQ Intenders up close and personal.

Conference Call

I can't wait to hear all of your happy voices on our Friday, August 1 Area Wide Conference Call for Directors and DIQs. This will certainly be one of the most exciting calls of the year as we all will have just returned from Seminar and have tons of excitement in 2009 goals to share!

I know that you will have an incredible end to July and I can't wait to see how God continues to bless you and your goals and commitments for the 2009 Seminar year.

Love,

Sherry G.

Your NSD

CONFERENCE CALL WITH YOUR NSD

National Area New Year Conference Call All Giancristoforo Directors, DIQs and Go-Give Friends FRIDAY, August 1

12 noon Pacific, 2 pm Central, 3 pm Eastern

The NEW Conference Call Number is:

(616) 347-8200

Access Code: 686414#



The Best is Yet to Come!

TOP 5 AREA DIRECTORS

JUNE 2008



Rose Campbell
\$29,038.83



Brenda Elliott
\$29,001.70



Barbara Pleet
\$26,326.32



Julie Yingst
\$23,708.25



Michelle E-Stravolo
\$19,667.25

TOP AREA DIRECTORS

top directors \$10,000 plus



Stacy Gilson
\$19,164.25



Cory Kinchloe
\$17,505.50



Charlotte Mantooth
\$16,092.00



Cathy Schneithorst
\$15,721.00



Terriann Bonfini
\$15,684.00



Karen Falk
\$14,332.25



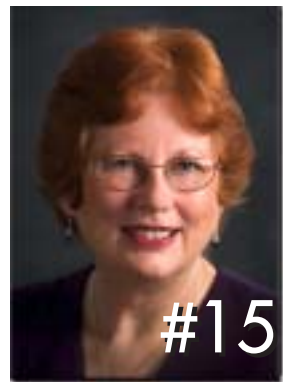
Renee La Fleur-Linder
\$13,834.50



Crista Hoff
\$13,598.25



Maria Alcaine
\$13,027.75



Paula Mann
\$13,021.13



Susan Shaw
\$11,609.50



Melanie Basconi
\$11,352.15



Polly Pace
\$11,328.63



Michelle McLaughlin
\$11,118.88



Rita Dearth
\$11,409.13



Gloria Popp
\$10,484.00

The Best is Yet to Come!

MORE TOP AREA DIRECTORS

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

Sales Director

Jane Berger	\$9,502.25
Joanne Monico	\$9,328.75
Valerie Peterson	\$9,256.75
Beth Zebott	\$9,011.75
Tammy Stone	\$8,429.50
Jane O'Hern	\$8,286.50
Cecilia Solorio	\$7,858.94
Suann Hibbs	\$7,740.80
Lorena Nicolas	\$7,306.00
Kathleen Parker	\$7,282.00
Linette Thornbury	\$7,214.75
Zenelia Wheeler	\$7,184.75

Sales Director

Angie Gore	\$7,164.75
Donna Hammett	\$7,154.00
Chrystine Zinnecker	\$6,734.75
Melanie Clarke	\$6,568.75
Leticia Isaacson	\$6,387.50
Debbie Kenyon	\$6,259.75
Peggy Mullin	\$6,253.25
Sherry Drysdale-Schruth	\$6,165.75
Linda Campbell	\$6,085.50
Shirley McDermott	\$6,004.63
Megan Hyland	\$5,581.75
Meredith Richardson	\$5,478.25

Sales Director

Leslie Little	\$5,376.52
Kathi Sheppard	\$5,149.25
Margitta Schaaf-Mazzocchi	\$5,114.75
Diane Fortney	\$5,064.50
Carolyn Mason	\$5,052.50
Sharon Welsch	\$5,020.75
Linda Linzy	\$5,015.00
Aracely Reyes	\$5,012.50
Carol Cardwell	\$5,006.50
Teresa Myers	\$5,000.75

Dream Stealers

by SNSD Kerry Buskirk

You could be a victim of robbers and not even notice how they could devalue your goals. They're looking for YOU! What are these dream stealers? I have identified at least 10 of them, so be on the lookout!

1. Self-sabotaging goals. Look at your goal and be sure that it's big enough to make you uncomfortable. Then you will go home and make it happen.

2. Not having a plan of action. You have to know when you get up each morning what you need to accomplish

3. Comparing yourself. You don't need to be someone else. You're great whether you're #1 or #99, if you're achieving all the things YOU want!

4. Reliving past failures. Quit looking at what you haven't done and do what you can do now.

5. Letting other people's failures affect you.

6. Doubt. What if I put in all this effort and it doesn't work? I want you to really think about this question. If you knew you couldn't fail, if it was guaranteed your goal would happen, no chance that it wouldn't, what would you want?

7. Distractions. Boy, you have a lot of those when you have small children at home.

8. Guilt. We receive concern from family and friends when we set big goals. Be positive with them, get them enrolled in the process. Your family IS THE REASON.

9. Discouragement. I remember a story Mary Kay told us. The devil was selling all of his tools of the trade - hatred, guilt, greed - but he kept only one tool, the smallest tool he had, he could rule the world with that one tool and that tool was discouragement.

10. Not having a purpose. Most of us will say we don't work for money, but if we didn't make money in Mary Kay, we probably wouldn't stay motivated. Those of

you who don't need money have to dig a lot deeper for your motivation and your purpose than those of us who would have only the alternative of getting a JOB. So make sure that the goals you do set are not just prizes.

Did you know that each and every one of the 10 robbers can be overcome with two weapons... BELIEF and ACTION! Mary Kay has taught us so much. In reality, we only saw her a couple of times a year, yet in those speeches she equipped us with all the belief we needed to achieve our dreams. It was this essence of her being. Mary Kay never gave up on anyone. What does this have to do with your belief? All we have to have is someone who believes in us, and then we have to develop belief in ourselves. It's an easy thing to do when you've got someone else who believes in you.

Vision is when you SEE it and others don't. Belief is when you DO it and others won't.

The Best is Yet to Come!

Personal Wholesale

JUNE

#1 - Renee La Fleur-Linder



\$600+

Leslie Little	\$2,047.75
Joanne Monico	\$1,979.00
Megan Hyland	\$1,895.25
Angie Gore	\$1,812.50
Carol Cardwell	\$1,704.25
Polly Pace	\$1,619.25
Kathleen Parker	\$1,616.25
Sherry Drysdale-Schruth	\$1,423.25
Christal Lubbers	\$1,328.75
Michelle McLaughlin	\$1,322.50
Melanie Clarke	\$1,251.50
Paula Mann	\$1,218.25
Rose Campbell	\$1,194.25
Rita Dearth	\$1,191.50
Michelle Kreger	\$1,178.50
Charlene Malaske	\$1,141.00
Debbie Kenyon	\$1,098.00
Jody Bernhardt	\$1,063.25
Julie Crouse	\$1,063.00
Teresa Myers	\$1,056.75
Judy Seliga-Punyko	\$1,024.50

Maria Alcaine	\$1,009.25
Susan Shaw	\$968.75
Annette Gantz	\$923.75
Aracely Reyes	\$890.00
Terriann Bonfini	\$852.25
Herlinda Lomas	\$835.50
Jillaine Degraw	\$828.75
Mary Thielen	\$824.50
Louise Donofe	\$801.00
Sharon Welsch	\$752.25
Brenda Elliott	\$745.50
Michelle Ehrich-Stravolo	\$744.25
Jane Berger	\$702.50
Tammy Stone	\$669.75
Suann Hibbs	\$664.25
LeAnn Roughton	\$663.25
Kathi Sheppard	\$661.75
Shirley McDermott	\$644.00
Meredith Richardson	\$608.75
Cory Kinchloe	\$603.25
Chrystine Zinnecker	\$602.50
Lorena Nicolas	\$602.25
Zenelia Wheeler	\$602.00
Cecilia Solorio	\$601.00
Donna Hammett	\$600.75
Patricia Trumbull	\$600.50
Gloria Popp	\$600.25

Sales Director Wholesale

1	Renee La Fleur-Linder	\$8,958.00
2	Crista Hoff	\$4,643.00
3	Linette Thornbury	\$3,405.50
4	Karen Falk	\$3,364.00
5	Linda Campbell	\$3,086.50
6	Julie Yingst	\$2,607.00
7	Charlotte Mantooth	\$2,539.25
8	Stacy Gilson	\$2,424.50
9	Wendy Turnidge	\$2,383.75
10	Cathy Apicello-Schneithorst	\$2,206.75

HAPPY ANNIVERSARY HAPPY BIRTHDAY

UNIT ANNIVERSARIES IN AUGUST

Cathy Schneithorst	25
Sharon Welsch	16
Jody Bernhardt	12
Jane O'Hern	7
Charlene Malaske	6
Michelle McLaughlin	5
Paula Mnn	4

DIRECTORS' ANNIVERSARIES IN AUGUST

Peggy Mullin	30
Brenda Elliott	24
Christal Lubbers	22
Debbie Kenyon	22
Laura Tapia	16
Renee La Fleur-Linder	10
Rosa Vaquerano	8

DIRECTORS' BIRTHDAYS IN AUGUST

Barbara Pleet	2
Kathi Sheppard	2
Jody Bernhardt	8
Christal Lubbers	9
Carol Cardwell	13
Beth Zebott	13
Rose Campbell	17
Stacy Gilson	18
Freda Holcomb	19
Maria Alcaine	26
Linda Campbell	27
Shirley McDermott	28
Brenda Clements	28
Donna Hammett	31

The Best is Yet to Come!

13% Club for JUNE



#1 - Julie Yingst



#2 - Stacy Gilson



#3 - Maria Alcaine



#4 - Teriann Bonfini



#5 - Brenda Elliott



#6 - Susan Shaw



#7 - Crista Hoff

Sales Director	Amount	Sales Director	Amount	Sales Director	Amount
Julie Yingst	\$1,225.74	Aracely Reyes	\$503.39	Suann Hibbs	\$332.05
Stacy Gilson	\$1,118.20	Cory Kinchloe	\$456.40	Judy Seliga-Punyko	\$325.29
Maria Alcaine	\$1,106.63	Gloria Popp	\$446.45	Polly Pace	\$320.16
Terriann Bonfini	\$1,051.80	Megan Hyland	\$432.74	Kathi Sheppard	\$316.49
Brenda Elliott	\$1,025.44	Teresa Myers	\$419.25	Debbie Kenyon	\$309.34
Susan Shaw	\$1,017.35	Julie Crouse	\$407.91	Christal Lubbers	\$289.25
Crista Hoff	\$1,010.98	Linette Thornbury	\$380.06	Michelle Kreger	\$288.21
Michelle McLaughlin	\$976.64	Paula Mann	\$374.45	Jillaine Degraw	\$284.41
Lorena Nicolas	\$793.49	Tammy Stone	\$372.81	Louise Donofe	\$276.61
Michelle Ehrich-Stravolo	\$754.03	Rita Dearth	\$352.27	Jane Berger	\$269.00
Zenelia Wheeler	\$724.69	Joanne Monico	\$351.46	Rose Campbell	\$258.57
Karen Falk	\$684.32	Sharon Welsch	\$346.45	Angie Gore	\$227.53
Donna Hammett	\$646.39	Herlinda Lomas	\$345.90	Cecilia Solorio	\$223.63
Renee La Fleur-Linder	\$593.65	Kathleen Parker	\$342.78	Mary Thielen	\$195.23
Cathy Schneithorst	\$584.25	Leslie Little	\$336.57	Jody Bernhardt	\$191.72
		Sherry Drysdale-Schruth	\$336.41	Annette Gantz	\$174.56

June Commission Bonus Achievers

Congratulations to the following Giancristoforo Area Directors who earned the additional \$500 commission bonus in June by increasing their unit wholesale production in June 2008 by at least 13 percent over their unit wholesale production for June 2007.

Suann Hibbs
Leticia Isaacson
Debbie Kenyon
Beth Zebott
Sherry Drysdale-Schruth
Michelle Ehrich-Stravolo
Charlotte Mantooth
Carolyn Mason
Joanne Monico
Valerie Peterson
Linette Thornbury
Zenelia Wheeler
Melanie Basconi
Linda Campbell
Carol Cardwell

Stacy Gilson
Crista Hoff
Renee LeFleur-Linder
Shirley McDermott
Lorena Nicolas
Gloria Popp
Aracely Reyes
Sharon Welsch
Chrystine Zinnecker
Terriann Bonfini
Paula Mann
Teresa Myers
Margitta Schaaf-Mazzocchi
Susan Shaw
Julie Yingst

The Best is Yet to Come!

Top Commission Checks

JUNE \$1,000+



#1- BARBARA PLEET #2 - BRENDA ELLIOTT #3- ROSE CAMPBELL #4 - CHARLOTTE MANTOOTH #5- MICHELLE STAVOLO

Sales Director	Commission	Sales Director	Commission	Sales Director	Commission
1 Barbara Pleet	\$9,115.94	Susan Shaw	\$3,209.24	Sherry Drysdale-Schruth	\$1,701.55
2 Brenda Elliott	\$8,986.16	Gloria Popp	\$3,137.27	Aracely Reyes	\$1,651.63
3 Rose Campbell	\$8,936.62	Leticia Isaacson	\$2,878.22	Kathleen Parker	\$1,646.66
4 Charlotte Mantooth	\$8,746.08	Rita Dearth	\$2,823.38	Linette Thornbury	\$1,637.92
5 Michelle Ehrich-Stravolo	\$7,360.45	Melanie Basconi	\$2,781.75	Angie Gore	\$1,631.42
6 Stacy Gilson	\$7,190.93	Polly Pace	\$2,775.30	Sharon Welsch	\$1,523.07
7 Julie Yingst	\$5,982.07	Beth Zebott	\$2,441.80	Chrystine Zinnecker	\$1,475.52
8 Cory Kinchloe	\$4,875.93	Jane Berger	\$2,435.29	Margitta Schaaf-Mazzocchi	\$1,464.92
9 Meredith Richardson	\$4,561.21	Joanne Monico	\$2,412.74	Linda Campbell	\$1,391.12
10 CathySchneithorst	\$4,424.21	Debbie Kenyon	\$2,200.46	Shirley McDermott	\$1,380.60
Maria Alcaine	\$4,329.17	Jane O'Hern	\$2,177.25	Megan Hyland	\$1,225.63
Karen Falk	\$3,863.19	Peggy Mullin	\$2,166.16	Leslie Little	\$1,198.95
Terriann Bonfini	\$3,838.92	Lorena Nicolas	\$2,149.78	Kathi Sheppard	\$1,169.40
Michelle McLaughlin	\$3,793.78	Valerie Peterson	\$2,103.38	Diane Fortney	\$1,158.39
Renee La Fleur-Linder	\$3,398.49	Suann Hibbs	\$2,027.03	Carolyn Mason	\$1,156.83
Crista Hoff	\$3,367.77	Zenelia Wheeler	\$1,926.26	Linda Linzy	\$1,151.95
Paula Mann	\$3,292.75	Tammy Stone	\$1,895.84	Carol Cardwell	\$1,150.85
		Melanie Clarke	\$1,753.94	Teresa Myers	\$1,150.10
		Donna Hammett	\$1,745.51	Wendy Turnidge	\$1,064.09
		Cecilia Solorio	\$1,721.66	Sherry G.	\$40,655.00



Mary Kay Words of Wisdom

Enthusiasm...this one ingredient is vitally important in your climb to success. It has always been the companion of success in every worthwhile venture...and every upward step in progress since the world began. Enthusiasm is that certain extra spark that makes you great! It's the inspiration that makes you wake up and live. Enthusiasm is the producer of confidence that cries to the world, "I've got what it takes" without your ever uttering a word of boast. Enthusiasm spreads like a prairie fire before the wind. It is the leaping lightning that blasts every obstacle from its path...that effectively communicates and helps you sell your ideas to others. Enthusiasm is as contagious as measles and as powerful as dynamite."

—Mary Kay Ash

The Best is Yet to Come!

Unit Sharing in JUNE

	Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS		Sem qual.	TOTAL TEAM MEMBERS
Paula Mann	2	10	Tammy Stone	1	4	Michelle McLaughlin	1	1
Stacy Gilson	4	8	Cecilia Solorio	1	4	Leslie Little	1	1
Brenda Elliott	3	7	Susan Shaw	3	3	Linda Linzy	1	1
Cathy Schneithorst	2	7	Cory Kinchloe	2	3	Herlinda Lomas	1	1
Lorena Nicolas	5	5	Barbara Pleet	1	3	Linette Thornbury	0	1
Crista Hoff	4	5	Gloria Popp	0	3	Eileen Carlson	0	1
Rose Campbell	1	5	Angie Gore	1	2	Chrystine Zinnecker	0	1
Carolyn Mason	0	5	Kathi Sheppard	1	2	Sharon Welsch	0	1
Margitta Schaaf-Mazzocchi	4	4	Jane O'Hern	0	2	Polly Pace	0	1
Maria Alcaine	4	4	Megan Hyland	0	2	Julie Crouse	0	1
Julie Yingst	4	4	Charlotte Mantooth	0	2	Mary Thielen	0	1
Renee La Fleur-Linder	4	4	Rita Dearth	0	2	Melanie Basconi	0	1
Aracely Reyes	4	4	Leticia Isaacson	0	2	Beth Zebott	0	1
Karen Falk	3	4	Laura Tapia	0	2	Jillaine Degraw	0	1
Sherry Drysdale-Schruth	3	4	Kathleen Parker	0	2	LeAnn Roughton	0	1
Zenelia Wheeler	2	4	Teresa Myers	0	2	Freda Holcomb	0	1
Michelle Ehrich-Stravolo	2	4	Melanie Clarke	0	2			

Directors' JUNE Personal Sharing



Sales Director	Total Recruits	Sales Director	Total Recruits
Crista Hoff	5	Brenda Elliott	1
Lorena Nicolas	4	Julie Yingst	1
Aracely Reyes	4	Jillaine Degraw	1
Renee La Fleur-Linder	4	Carolyn Mason	1
Stacy Gilson	4	Gloria Popp	1
Maria Alcaine	3	Teresa Myers	1
Susan Shaw	3	Julie Crouse	1
Michelle Ehrich-Stravolo	3	Paula Mann	1
Sherry Drysdale-Schruth	3	Leslie Little	1
Margitta Schaaf-Mazzocchi	3	Kathleen Parker	1
Cathy Apicello-Schneithorst	2	Mary Thielen	1
Tammy Stone	2	Linette Thornbury	1
Megan Hyland	2	Linda Linzy	1
Karen Falk	2	Zenelia Wheeler	1
Laura Tapia	1	Sharon Welsch	1
Melanie Basconi	1	Barbara Pleet	1
LeAnn Roughton	1		

Excellence is the result of caring more than others think is wise, risking more than others think is safe, dreaming more than others think is practical, and expecting more than others think is possible!

The Best is Yet to Come!



GOLD MEDALS IN JUNE



Crista Hoff



It's in the Bag Team Building Challenge

- 3 qualified team members = bag + reception at Seminar
- 4 qualified team members = bag + reception + special luncheon at Seminar
- 5 qualified team members = bag + reception + special luncheon at Seminar + matching wallet

Highest Ever Retail *IN JUNE*



Julie Yingst
\$49,846.50



Renee La Fleur-Linder
\$28,650.00

Director/ Consultant	Qualified Team members (3+)
Lorena Nicolas	20
Renee M. La Fleur-Linder	10
Maria R. Alcaine	9
Michelle B. Ehrich-Stravolo	8
Aracely Reyes	8
Susan D. Shaw	6
Crista Hoff	5
Laura Tapia	5
Terriann P. Bonfini	4
Margitta Schaaf-Mazzocchi	4
Tammy Stone	4
Stacy Gilson	4
Rebecca L. Hill (Rita Dearth)	3
Brenda Elliott	3
Cathy Schneithorst	3
Carsha Brooks (Carolyn Mason)	3
Sherry Drysdale-Schruth	3
Cory L. Kinchloe	3
Tammy Turner (Brenda Elliott)	3
Melanie Basconi	3
Donna Bryan (Brenda Elliott)	3

Grand Milestones *IN JUNE*



Julie Yingst
\$7,000



Susan Shaw
\$4,000



**Margritta
Mazzocchi**
\$2,000

The Best is Yet to Come!

Stairway to National

Executive Senior Directors

5+ First Line Directors



NSD Tree of Life



Executive Senior Pearl Bracelet from Sherry

Barbara Pleet
Elite Executive
Sales Director

Ogdensburg, NY

10 First Line Directors
2 Second Line Directors



Charlotte Mantooth
Athens, GA
7 First Line Directors
4 Second Line Director



Rose Campbell
Orlando, FL
5 First Line Directors
2 Second Line Directors



Stacy Gilson
Wheeling, WV
5 First Line Directors
1 Second Line Director



Katina Hudson
Mexico
5 First Line Directors
7 Second Line

Future Executive Senior Directors – 3+ First Lines



Fabiola Trigueros
4 First Line



Leticia Isaacson
4 First Line



Meredith Richardson
4 First Line



Laura Dominquez
3 First Line



Eira Sanchez
3 First Line



Gloria Popp
3 First Line



Maria Alcaine
3 First Line

The Best is Yet to Come!

New Directors in JULY

Mia Moore

Oneonta, AL

Paula Mann

New DIQs in JULY

Sue Dobrowski

Houston, TX

Tammy Stone



Area DIQs

DIQ	From	Director
Selena Morton	Glencoe AL	Brenda Elliott
Rosa Rodriguez	Modesto CA	Cecilia Solorio
Kathy Smith	Pickerington, OH	Chrystine Zinnecker

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

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 debut.



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.

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 debut.



The Best is Yet to Come!

Cadillac Directors



Maria Alcaine



Cathy Schneithorst



Rose Campbell



Michelle Ehrich-Stravolo



Brenda Elliott



Stacy Gilson



Cory Kinchloe



Charlotte Mantooth



Polly Pace



Barbara Pleet

The Best is Yet to Come!

GIANCRISTOFORO

Area Car Drivers



Maria Alcaine CADILLAC
 Cathy Schneithorst CADILLAC
 Rose Campbell CADILLAC
 Michelle Ehrich Stravolo CADILLAC
 Brenda Elliott CADILLAC
 Stacy Gilson CADILLAC
 Cory Kinchloe CADILLAC
 Charlotte Mantooth CADILLAC
 Polly Pace CADILLAC
 Barbara Pleet CADILLAC

Renee La Fleur-Linder PREMIER CLUB
 Linda Linzy PREMIER CLUB
 Paula Mann PREMIER CLUB
 Michelle McLaughlin PREMIER CLUB
 Joanne Monico PREMIER CLUB
 Teresa Myers PREMIER CLUB
 Lorena Nicolas PREMIER CLUB
 Jane O'Hern PREMIER CLUB
 Kathleen Parker PREMIER CLUB
 Valerie Peterson PREMIER CLUB
 Gloria Popp PREMIER CLUB
 Susan Shaw PREMIER CLUB
 Cecilia Solorio PREMIER CLUB
 Rita Dearth PREMIER CLUB
 Tammy Stone PREMIER CLUB
 Laura Tapia PREMIER CLUB
 Linette Thornbury PREMIER CLUB
 Rosa Vaquerano PREMIER CLUB
 Julie Yingst PREMIER CLUB
 Beth Zebott PREMIER CLUB



Zenelia Wheeler SUPER ACHVR MID
 Wendy Turnidge PREMIER CLUB
 Melanie Basconi PREMIER CLUB
 Jane Berger PREMIER CLUB
 Terriann Bonfini PREMIER CLUB
 Melanie Clarke PREMIER CLUB
 Julie Crouse PREMIER CLUB
 Louise Donofe PREMIER CLUB
 Karen Falk PREMIER CLUB
 Diane Fortney PREMIER CLUB
 Bonnie Gallaway PREMIER CLUB
 Annette Gantz PREMIER CLUB
 Angie Gore PREMIER CLUB
 Donna Hammett PREMIER CLUB
 Suann Hibbs PREMIER CLUB
 Crista Hoff PREMIER CLUB
 Debbie Kenyon PREMIER CLUB

Herlinda Lomas GRAND ACHIEVER
 Aracely Reyes GRAND ACHIEVER
 Doris Smith GRAND ACHIEVER



On-Target Car Drivers (DIRECTORS)

		Quarterly Production		Car
		3Q08	2Q08	
Jane Berger	REQL	\$24,071.07	\$20,995.95	PREMIER CLUB
Crista Hoff	REQL	\$27,342.50	\$12,316.15	PREMIER CLUB

On-Target Grand Achievers (CONSULTANTS)

Name	Unit	No. of Team Mbrs	Team Production
Diana Corder	Julie Yingst Unit	6	\$4,088
Kathy d'Alelio	Dianne Husick Unit	5	\$8,914
Donna Bryan	Brenda Elliott Unit	5	\$5,928
Amanda Mooney	Rose Campbell Unit	5	\$4,398
Selena Morton	Brenda Elliott Unit	5	\$4,092

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*Super Achiever
Zenelia Wheeler*



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



Michelle McLaughlin



Joanne Monico



Teresa Myers



Jane O'Hern



Lorena Nicolas



Kathleen Parker



Valerie Peterson



Gloria Popp



Susan Shaw

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Cecilia Solorio



Rita Dearth



Tammy Stone



Laura Tapia



Linette Thornbury



Rosa Vaquerano



Julie Yingst



Beth Zebott

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

Consultant	Director	Level	DIQ	JUNE
d'Alelio, Kathy	Husick, Dianne	TL		\$8,914.75
Bryan, Donna	Elliott, Brenda	TL		\$5,928.00
Mooney, Amanda	Campbell, Rose	TL		\$4,398.20
Morton, Selena	Elliott, Brenda	TL	Y	\$4,092.25
Corder, Diana	Yingst, Julie	TL		\$4,088.00
Birkholz, Teresa	Pleet, Barbara	FD		\$3,663.50
Wealer, Marcia	Falk, Karen	TL		\$3,580.00
Casey, Mary Jane	O'Hern, Jane	TL		\$3,573.25
Dobrowski, Sue	Stone, Tammy	FD		\$3,277.25
Rodriguez, Rosa	Solorio, Cecilia	FD	Y	\$3,208.94
Smith, Doris	Kinchloe, Cory	TL		\$3,020.50
Smith, Kathy	Zinnecker, Chrystine	FD	Y	\$2,936.25
Oliver, Melinda	Schneithorst, Cathy	FD		\$2,413.75
Chapleau, Julie	Richardson, Meredith	TL		\$2,346.25
Hoessel, Kathleen	Ehrich-Stravolo, Michelle	TL		\$2,098.25

**TOTAL
Team
Leaders, Future
Directors, DIQs
66!**

Total DIQs

4

Total Future Directors 19

Total Team Leaders

47

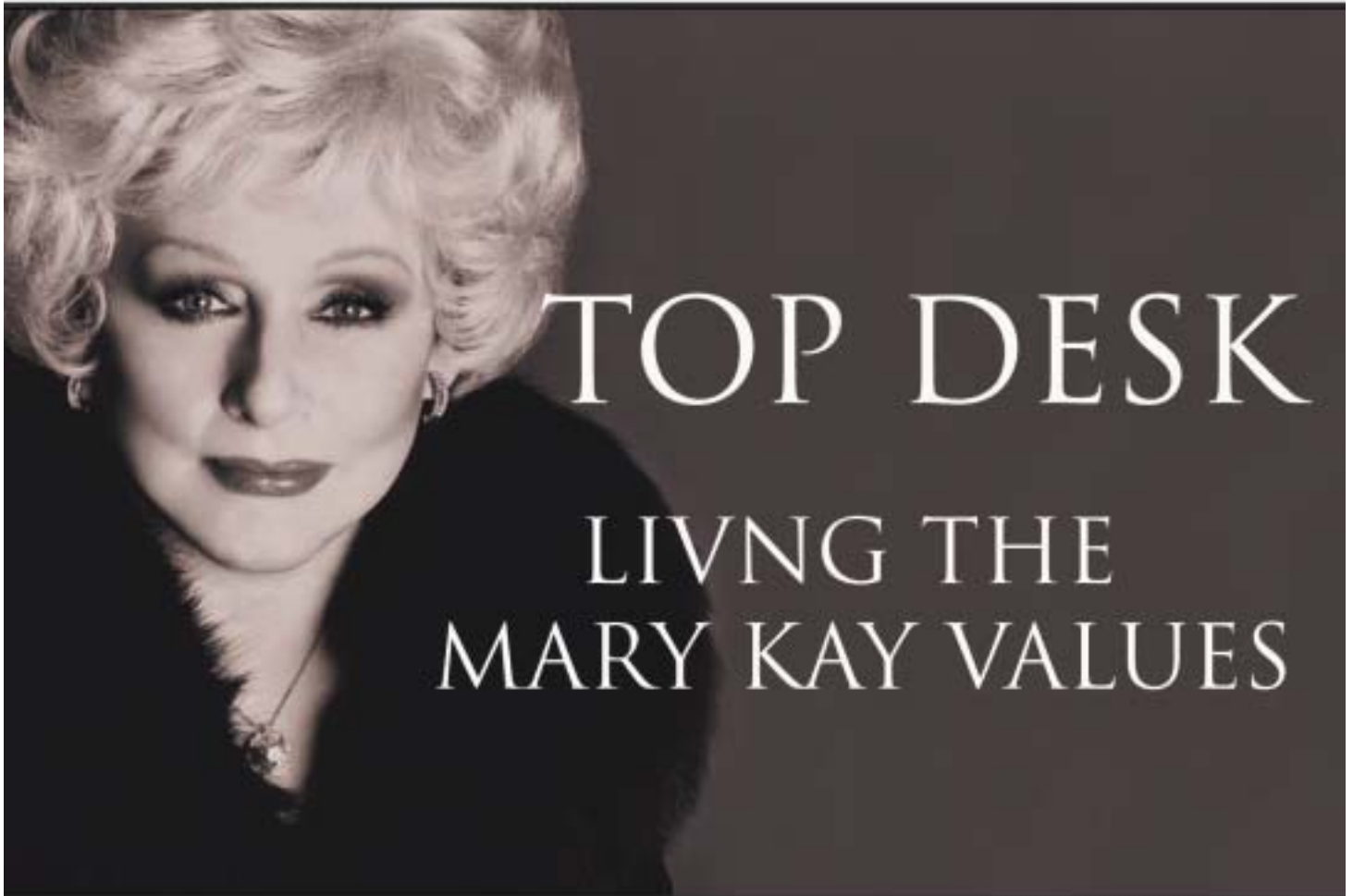
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Direct Selling *News*

Serving the Direct Selling and Network Marketing Executive

Volume 4, Issue 6

June 2008



TOP DESK

LIVING THE MARY KAY VALUES



"It has been said that no company wholeheartedly embodies the values and reflects the beliefs of its founder more than Mary Kay Inc."

I'm quoting from the dust jacket of a book scheduled for release in July 2008. It is an updated, new and improved version of a book authored by Mary Kay Ash, first published in 1984 when her cosmetics company was 20 years old. Why, you might

ask, would a 45-year-old company repurpose a 25-year-old manuscript? The answer is simple: The principles in this book serve as our guiding beacon in this fast-paced and ever-changing global landscape.

That is, in fact, one of the most frequently asked questions—from colleagues in direct selling, global business and in corporate circles everywhere. What, they ask, is the secret of Mary Kay?

Mary Kay's true point of difference—aside from our great people and our exceptional products of course—is the unique culture that Mary Kay Ash created when she started our company in 1963. Lucky for us, Mary Kay Ash never wavered from this founding set of principles. Through the years, while we've continued to evolve as a company, those timeless cornerstones—our founding principles—have not changed.

The Mary Kay Way: Timeless Principles from America's Greatest Woman Entrepreneur is the title of the book I referred to previously.

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Volume 4, Issue 6

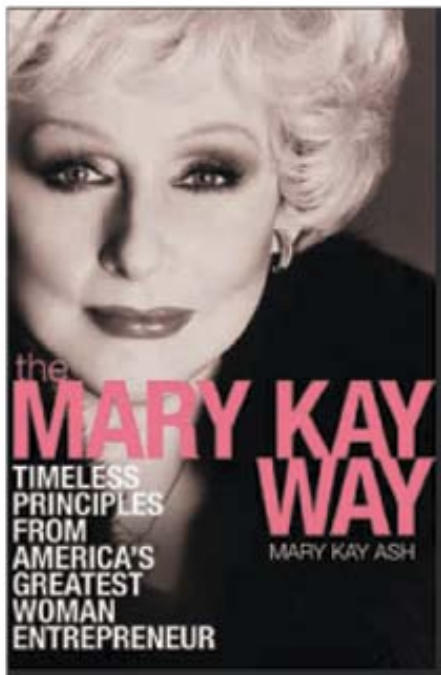
June 2008

I hope that you will pick up a copy; it's already available in pre-order everywhere and will be launched at our annual seminar this July. I think you'll find it fascinating to delve into the truly amazing wisdom of one of our nation's great business leaders and certainly one of the foremost women leaders of our time.

The senior editor at a major publishing house who reviewed the contents came away with a feeling of having had an enlightening chat with a warm and wise leader. One of the things that people find so striking is how very timeless these basic Mary Kay principles are. Interestingly, so many of the major issues facing our industry today are addressed in Mary Kay's simple and straightforward style in this very book, among them customer service, corporate social responsibility, work/life balance and ethics. After her autobiography, this was the second of three books she wrote, all of them best-sellers. It's the only book Mary Kay ever wrote about her business philosophies.

We feel so strongly about our culture that we've just launched a new employer brand initiative—the Mary Kay story as seen through the eyes of employees around the world. This is an important step to highlight the importance of maintaining our strong culture while positioning Mary Kay Inc. for the future.

Today, I'm honored to share four of the core values that paint a picture of Mary Kay's culture. While they embrace the essentials at the core of this new book, they also form Mary Kay's brand identity. In stating them and making them clearly visible, we want not only the independent salesforce, but also our employees throughout the world to embrace these values, read about them and live them. Like our founder, these values are simple and profound. Most important, they've stood the test of time.



One of the things that people find so striking is how very timeless these basic Mary Kay principles are.

- **The Golden Rule** is at the very essence of Mary Kay's leadership style. It's the first chapter in the new book, and it's the way Mary Kay Ash thought all companies should be run. From the book's table of contents: "Based on one of the world's oldest and best-known philosophies, yet one that is frequently overlooked in business circles, Mary Kay demonstrates that the application of this rule in working with people is still appropriate in today's complicated world." From my own perspective, I've found using this rule brings great clarity in doing the right thing.
- **Balanced priorities** are an essential part of our very existence, but Mary Kay addresses them in the final chapter of *The Mary Kay Way*: "It's necessary to get your life synchronized on and off the job... You can't live two separate lives. You must put your whole act together!" Personally, I believe this is one of Mary Kay's most valuable principles, and one that every leader in today's fast-paced environment needs to focus on.
- **Make Me Feel Important** is one of the precepts Mary Kay Ash is most famous for. It's Chapter 3 in the book, titled "The Invisible Sign." Our founder always believed and practiced this philosophy: upon meeting someone she'd imagine that person wearing an invisible sign, "Make me feel important." And she always took the time to do just that, passing it along to our company and our independent salesforce. Mary Kay was so right that each of us—no matter our position or our place—thrives on being valued.
- **Go Give[®] spirit** is such an integral part of our culture that we registered the name. It's defined in our Mary Kay Glossary as "a spirit of unselfishness, sharing and helpfulness." In her book, Mary Kay explains this philosophy is based on giving, and that it's applied in every aspect of our business. When people praise the caring nature of our independent salesforce, I always think about the value they place on something we call the Go Give Award. It's considered among the most prestigious awards a salesforce member can earn; as a Mary Kay core value it's a highly significant standard of excellence.

Ryan Rogers, Mary Kay's grandson, writes the opening remarks for *The Mary Kay Way*. He tells an interesting and true story that happened when we had our global leadership team in Dallas for a meeting several years ago. I hope you'll read the book to find out what it is because it points to the value all of us at Mary Kay place on this timeless book. ☺

David Hall is President and CEO of Mary Kay Inc.

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The Best is Yet to Come!

Sherry's Travel & Events Schedule 2008 – 2009



2008 Events

July 26 – 30

Emerald Seminar 2008 - Dallas, TX

August 18 – 21

Mexico Ruby Seminar 2008 - Monterrey, MX

September 18 – 24

Future Mantooth National Area Director & DIQ Retreat - Panama City, FL

October 9 – 12

Power-up Conference
Training and Recognition Event
Cragun's Resort, Brainerd, MN

2009 Events

January 18 – 21

Leadership Conference 2009 - Phoenix, AZ

April 24 - 26

5th Annual Inner Circle National
Top Five Weekend - Dallas, TX
(by invitation only)

COLOR MY DREAMS



Compact
Sales
Challenge
*March 16,
2008 –
June 15, 2008*

Sold at least **45 new color compacts to celebrate Mary Kay's 45th Anniversary and** to earn the Custom Compact charm for their **Totally Charmed** charm bracelet. Consultants and Directors who met all three sales challenges also earned the Custom Heart charm!

Number of unit members
meeting the challenge

Cathy -Schneithorst	4
Terriann P. Bonfini	4
Megan D. Hyland	3
Herlinda Lomas	3
Tammy D. Stone	3
Julie A. Yingst	2
Barbara Pleet	2
Charlotte Mantooth	2
Kathleen Parker	2
Linette Thornbury	2
Dianne B. Husick	2
Michelle McLaughlin	2
Susan D. Shaw	2
Suann D. Hibbs	2
Maria R. Alcaine	2
Rita J. Dearth	2
Sherry Schruth	2
Michelle B. Stravolo	1
Carol M. Cardwell	1
Brenda Elliott	1
Karen Falk	1
Stacy S. Gilson	1
Cory L. Kinchloe	1
Gloria J. Popp	1
Patricia Trumbull	1
Chrystine M. Zinnecker	1
Angie D. Gore	1
Donna A. Hammett	1
Teresa L. Myers	1
Margitta Schaaf-Mazzocchi	1



The Best is Yet to Come!