

DECEMBER 2009

# Applause®

PHILIPPINES

MARY KAY®  
Enriching Women's Lives

the season of  
giving



last-minute **holiday gifts**  
**Red Jacket Rally** to China  
**TimeWise®** trial set

Message from the President of Mary Kay Asia Pacific



Dear Mary Kay Family Members,

It is that time of the year again.. Christmas. A season of great joy and festivities. A season of giving. Let's not forget the true meaning of this season, the giving of God's Son, unconditionally. It is in the deepest sense of the word the season of the "Go Give" spirit.

During this season, I would like to encourage you to not only reflect on what the "Go Give" spirit is, but also to practice it. To help others without expecting a return. May your life be filled with Peace and Joy as you give..

Warmest regards,  
KK Chua

Message from the General Manager of South East Asia



Dear Beauty Consultants,

As we approach the end of 2009, let us pause and reflect on the blessings we had during the past months. May our successes, our families and friends, and our treasured memories, remind us of what is important in our lives. May our challenges and failures open our eyes to new possibilities. May we cherish this year and look forward to a new beginning in the upcoming weeks.

Let me also thank you for your year-round support in enriching the lives of women and their families around you. Continue living the life of a go-giver and blessings will surely come back to you a hundred fold.

Merry Christmas and may you have a very prosperous New Year!

Love and belief,  
Mike Strong

Message from the Country Manager



Dear Beauty Consultants,

Christmas is that special time of year when we are busy shopping for holiday gifts, preparing for much-awaited family reunions and attending a never-ending line-up of parties.

As we enjoy the holidays, let us remember to thank the Lord Almighty for the many blessings that we received – good health, family and friends, the material blessings we possess, our thriving Mary Kay business and our growing legion of loyal customers. We should be thankful even for the string of natural calamities and personal trials because these life-changing experiences have taught us how to face life's adversities and how to care for others in need.

Let us not forget that gift-giving goes beyond material possessions. To give a part of ourselves without expecting anything in return is the greatest gift we can ever give someone this Christmas. Words of encouragement for a friend or extending a hand of reconciliation could pave the way for renewed friendships and long-lasting bonds. And perhaps the best gift that we can share with another person this Christmas – the opportunity to fulfill her dreams and enrich other women's lives through a Mary Kay career!

May we all have a truly blessed and meaningful holiday season.  
Warmest regards,  
Tente Alday



Mary Kay said it best

*"Sharing our talents, our dreams and secrets is one of the wonderful forces that abound in this Company. From the very beginning we have shared and applauded our spirit of sharing. Not only would we encourage and applaud this spirit of sharing, we would reward that spirit."*

December 2009

calendar of activities

Date	Day	Activity	Venue	Time
1	Tue	New SD Pacesetters	Mkt/Ceb/Dvo/Zam	9 am
		New SSD Pacesetters	Mkt/Ceb/Dvo/Zam	1 pm
		SD Meeting	Mkt/Ceb/Dvo/Zam	4 pm
2	Wed	VIP Nights with SDs	Ceb	4 pm
3	Thu	Business Debut with RJs	Ceb	4 pm
4	Fri	New BC Welcome Party	Mkt/Ceb/Dvo/Zam	6 pm
5	Sat	Teambuilding Class	Mkt/Ceb/Dvo/Zam	9 am
		Developing Offsprings	Mkt/Ceb/Dvo/Zam	9 am
		RJU Day 1	Mkt/Ceb/Dvo/Zam	9 am
		PKW - Color Class	Dvo	2 pm
		Guest Event	Mkt/Ceb/Dvo/Zam	3 pm
9	Wed	QC Guest Event	QC Beauty Center	6 pm
		VIP Nights with SDs	Ceb	4 pm
11	Fri	ESRS Day 1	Dvo/Zam	5 pm
12	Sat	ESRS Day 1	Mkt/Ceb	9 am
		Guest Event	Dvo	1 pm
		PKW - Color Class	Mkt/Ceb	2 pm
		General Assembly	Mkt/Ceb/Dvo	3 pm
16	Wed	VIP Nights with SDs	Ceb	4 pm
17	Thu	RJU Day 1	Dvo/Zam	1 pm
		Business Debut with RJs	Ceb	4 pm
18	Fri	RJU Day 2	Dvo/Zam	1pm
19	Sat	ESRS Day2	Mkt/Ceb/Dvo/Zam	9 am
		RJU Day 2	Mkt/Ceb/Dvo/Zam	9 am
		PKW - TimeWise Skin Care	Mkt/Ceb/Dvo	2 pm
		Guest Event	Mkt/Ceb/Dvo/Zam	3 pm

\*Check with your respective Beauty Centers to confirm the classes/activities or when it is re-scheduled.

Beauty Center Schedule

December 2009

1	Tue	All Beauty Centers open at 2pm.
2	Wed	All Beauty Centers open at 2pm.
25	Fri	Holiday (Christmas); Corporate Office and Beauty Centers are closed.
26	Sat	Corporate Office and Beauty Centers are closed.
28	Mon	Last day for ordering of BC's up to DIQs
29	Tue	Last day for Sales Directors' personal order.
30	Wed	Holiday (Rizal Day); Corporate Office and Beauty Centers are closed.
31	Thu	Corporate Office and Beauty Centers are closed.

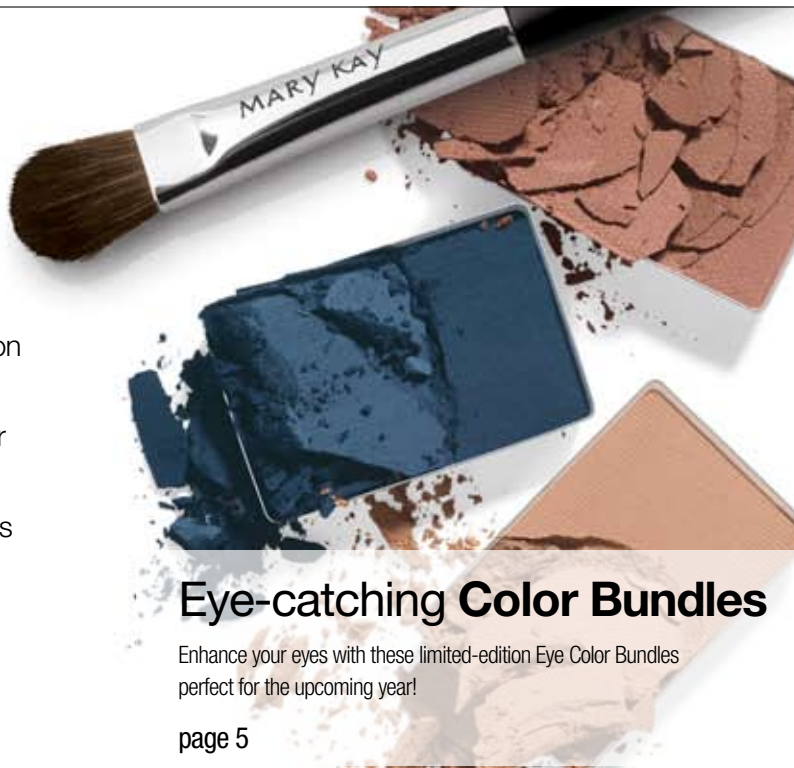
January 2010

1	Fri	Holiday (New Year); Corporate Office and Beauty Centers are closed.
2	Sat	Corporate Office and Beauty Centers are closed.
4	Mon	Corporate Office is open; Beauty Centers are closed.
5	Tue	All Beauty Centers open at 11am.

Beauty Centers are **open** on Tuesdays to Saturdays, 11am - 8pm; and **closed** on Mondays and Sundays. MK Davao and Zamboanga continue to operate at 10 am - 7 pm.

# Wrap up holiday sales

You're sure to have a holiday hit with the new limited-edition Mineral Eye Color Bundles set! Start a color party with these bundles and the new regular-line Brow Collection for an exciting afternoon! And as you wrap up this year and head into the next, be sure to focus on how skin care sales can help you build a loyal customer base. Enjoy the rest of the season and start planning your goals for next year's appearance on Seminar stage. Happy Holidays!



## Eye-catching Color Bundles

Enhance your eyes with these limited-edition Eye Color Bundles perfect for the upcoming year!

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## It's at Hangzhou, China

Earn your ticket and see yourself in Hangzhou, China for the Red Jacket Rally to China Challenge this July 2010!

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## Trial Miracle Set Offers Options

The Trial Miracle Set can help you generate new skin care customers.

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In this season of giving, help us help them. Duration: Nov. 1, 2009 - Dec. 29, 2009,

In the spirit of giving this holiday season, here's an offer with a cause. For every purchase of any two (2) sets\* below (any combination) in one invoice, you may buy this Botanical Lotus & Bamboo Deo Body Spritzer for only P20. Your P20 will be donated to the typhoon victims of Ondoy and Pepeng.

Sets below are available until supplies last.



LE Holiday Eyes | P1,995  
10-030501



Two Minute Look  
Collection | P1,900  
Mango - 10-030497  
Rose - 10-030498  
Apricot - 10-030499



Luminous Holiday  
Savings Set | P3,245  
10-031865



Ultimate Set | P5,855  
Normal/Dry - 10-031867  
Combination/Oily - 10-031866



LE Body Care Gift Sets | P950  
Gingerspice Wishes™ - 10-028836  
Peppermint Cream™ - 10-028837



LE Modern Romance  
Color Collection | P1,995  
Dreamy in Pink - 10-030502  
Simply Romantic - 10-030503



LE Women's Fragrance  
Gift Set | 1,995  
Journey Gift Set - 10-028249  
Bella Belara Gift Set - 10-028245

Sets below are available beginning Dec. 16, 2009



Brow Kit Story\* | P900  
10-032571  
Available beginning Dec. 16



Eye Color Bundle | P1,590  
Brown - 10-032575  
Hazel - 10-032576  
Green - 10-032941  
Available beginning Dec. 16

- \*In a single receipt
- BATCH CODES** of Botanical Lotus & Bamboo Deo Body Spritzer: MH05, MH06. Strictly no return, no exchange.
- Limited-edition (LE) items are available while supplies last.
- The company reserves the right to replace items of equal or greater value in the event that supplies run out.



# WOW brows!

Available beginning **December 16, 2009**

Make the most of your brows with the new regular-line Brow Collection designed to shape, groom and define brows, creating beautiful arches.

## Mary Kay® Brow Gel

This clear, translucent gel is designed to groom and shape eyebrow hairs into place. The built-in applicator applies just the right amount, giving brows a fuller and thicker appearance. The flake-proof formula conditions and locks in brow color. Fits into the lip well of both Mary Kay® compacts. **P650**



## Mary Kay® Brow Tools Set

Three professional-quality, reusable brow tools assist in enhancing the appearance of brows for a well-groomed look. All three tools are designed to fit in the applicator wells of both Mary Kay® compacts, so you can take them on-the-go or use conveniently at home.

- Angle Brush helps to fill in and add brow powder
- Spoolie Brush combs brow hairs into place
- Mini Tweezers remove unwanted brow hair

**P250/set**



## Double Duty Mineral Powders

Did you know that several Mary Kay® Mineral Eye Colors double as brow powders for filling in and enhancing? Try Hazelnut, Cinnabar, Espresso or Coal as great shades for enhancing brows. Now that's a budget-friendly beauty option! **P330 each.**



+



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## FREE Brow Bag With Purchase

When you purchase a Mary Kay® Brow Gel and Brow Tools beginning December 16, 2009, you'll receive this black Brow Collection Bag FREE. It carries all your brow products in one convenient and stylish case. Available while supplies last.

# your eyes at their best

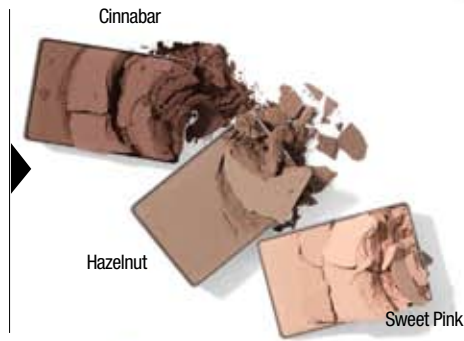
Available beginning **December 16, 2009**

Enhance your eye color with limited-edition Mineral Eye Color Bundles! Each bundle includes three Mary Kay® Mineral Eye Colors, Eye Applicators pk./two (Eye Brush and Eye Sponge) and detailed applications tips in a special box. Some of the sets even have new limited-edition shades! Colors included in each bundle were evaluated and chosen by a professional makeup artist. Application tips explain how to apply the three eye colors on “small-to-medium” and “large” eyelids, so you’ll have easy to follow guidelines based on your personal eye features.



## Hypnotic Hazel Eyes

Features Mary Kay® Mineral Eye Colors in Sweet Pink, Hazelnut, and Cinnabar.



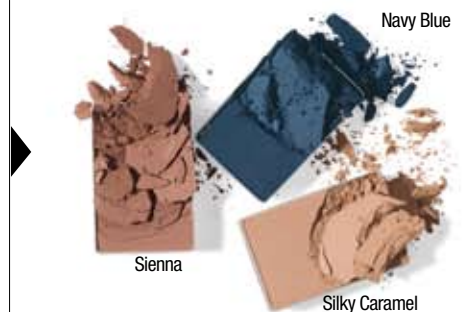
## Gorgeous Green Eyes

Features Mary Kay® Mineral Eye Colors in Moonstone, Sienna, and Sweet Plum.



## Beautiful Brown Eyes

Features Mary Kay® Mineral Eye Colors in Silky Caramel, Sienna, and Navy Blue.



## Easy Application with New Brush

The limited-edition Eye Definer/Crease Brush combines two essential eye brushes in one! This professional-quality brush is designed for applying Mary Kay® Eye Color with expert precision. The Eye Definer Brush shapes and defines eyes and is used to blend color evenly. The Eye Crease Brush is used with midtone and darker shades to add depth to eyes. The brush comes with additional eye color application tips and a protective cover. **P600**, while supplies last.



Limited-edition Eye Color Bundles (choice of Hazel, Green, and Brown) and Limited-edition Eye Definer/Crease Brush, **P1,590/set**

## Free Color Collection Bag

When you purchase a limited-edition Mineral Eye Color Bundles (set of your choice) AND Eye Definer/Crease Brush beginning Dec. 16, you'll receive this Color Collection Bag FREE. Store your eye colors and eye brush in style. **P1,590/set**



## Color Party Tip

Why not consider holding an “Eye-Story” party that features the new limited-edition Eye Color Bundles and new Brow Collection products? You can provide eye color samplers, discuss brow-enhancing techniques and talk about other must-have eye products such as Mary Kay® Mascara, Mary Kay® Eyeliners and Brow Liners, and Oil-Free Eye Makeup Remover. And be sure to send guests home with TimeWise® skin care samplers, then follow-up to see how they liked them!

# a small package with big possibilities

Available beginning **December 16, 2009**

The new TimeWise® Trial Miracle Set was created to help you attract new skin care customers and develop them into loyal ones by allowing them to experience the full benefits of the complete Miracle Set.

## Who do I offer the Trial Set to?

The Trial Miracle Set offers a lower price point for your new and potential customers, as well as those who have been introduced to other Mary Kay® products but have been hesitant to purchase the full-sized Miracle Set in the past.

## Why should I offer this?

The trial set is much more than a sample! While customers enjoy samples, they offer a one-time application only. The Trial Miracle Set includes a one-month supply of the products, encouraging repeated use by the customer so she becomes loyal to the regimen. As she begins to see results, she's likely to be more interested in purchasing the full-sized set.

## How and when do I offer the Trial Miracle Set?

We have asked Independent Senior Sales Director Carolyn Lucas of Dallas to share her suggestions to help you determine how and when to order the Trial Miracle Set. "Of course, you want your customers to purchase the full-sized Miracle Set right from the beginning, but you can offer the Trial Miracle Set if they are reluctant to purchase the full size. The best thing about the Trial Miracle Set is that your customers can experience the full benefits of the set. I'd rather my customers have the full set to try instead of just purchasing the cleanser and the moisturizer alone. If they purchase the Trial Miracle Set, I would offer a discount when they are ready for the full-sized set.

"You'll want to be sure to offer the Golden Rule customer service by pointing out that the full-sized set is the better value, however. Although it costs more, it contains more than twice the amount of product.

"You also can offer the Trial Miracle Set to existing customers. It's perfect for customers who are flight attendants, those going on vacation or those who travel frequently. It fits easily into the Travel Roll-Up Bag and will pass airport regulations. I think this set will be very fun to sell!"

## New! TimeWise® Trial Set, P3,000

Each set includes TimeWise® 3-in-1 Cleanser (2 oz. tube), TimeWise® Age-Fighting Moisturizer (.75 fl. Oz. tube), TimeWise® Day Solution Sunscreen SPF 25 (.5 fl. Oz. bottle with pump), TimeWise® Night Solution (.5 fl. Oz. bottle pump) and matching bag.

Part #10-027715 for Normal/Dry formula

Part #10-027713 for Combination/Oily formula

## Promote your business

Samplers are your best "selling" friends. The new TimeWise® Day Solution Sunscreen SPF 25/ Night Solution Samplers (pk/6), P150

can be combined with the TimeWise® 3-In-1 Cleanser and TimeWise® Age-Fighting Moisturizer Samplers to make a Miracle Set sampler pack. Be sure to slip a few in their orders, especially for customers who love other Mary Kay® skin care products.



# Stress-free, budget friendly holiday gifts

We've got great gift ideas for you – whether skin care, color, or fragrance – that will make gift-giving a pleasure this season! Your customers will surely find something unique at great values.

**An offer with a cause.** For every purchase of any two (2) sets\* below (any combination) in one invoice, you may buy this Botanical Lotus & Bamboo Deo Body Spritzer for only P20. Your P20 will be donated to the typhoon victims of Ondoy and Pepeng.



## Ultimate TimeWise® Experience

Available up to Dec. 15



free!

Let your customers have the ultimate TimeWise experience this holiday season! Offer her the Ultimate Set\* (includes a TimeWise® 3-in-1 Cleanser, Moisturizer, Day Solution Sunscreen SPF 25 and Night Solution) and she will get one (1) vial of TimeWise® Replenishing Serum + C FREE! **P5,855**

- \* Ultimate Set does not include any product set bag.
- \* Ultimate Set comes in 2 variants: Normal/Dry and Combination/Oily.
- \* Please use the following part numbers when ordering:  

Normal/Dry	10-031867
Combination/Oily	10-031866

## Luminous Holiday Savings Set

Available up to Dec. 15



Get the best deal this holiday season! Purchase the Mary Kay® MelaCEP Whitening Foaming Cleanser, Essence, and Day Moisturizer with SPF15 at only P3,245. That's a holiday savings of P750. Hurry! This treat will surely brighten up their holidays! **P3,245**

## Modern Romance Color Collections. Available up to Dec. 29



Get hot-off-the runway look with pretty pastels, warm cheeks and soft, ultrafeminine looks. The limited edition Modern Romance Color Collections include a Cheek Color Palette, a Loose Eye Shadow, and a Crème Lipstick that perfectly complement the fall trend. Choose from Dreamy in Pink (for ivory/beige skin tones) or Simply Romantic (for beige/bronze skin tones) sets. Each collection also comes with a FREE cosmetic bag. Available while supplies last. **P1,995 per set**

## Two-Minute Look Collections. Available up to Dec. 15

Brush up a holiday look in just two minutes! Add a bit of bronzer, put on some mascara, and dab on a hint of shine with your lip balm and *Voilà!* You are ready to go! This collection includes three must-have beauty products -- Mary Kay® Mineral Bronzing Powder, Lash Lengthening Mascara, and a Tinted Lip Balm Sunscreen SPF 15 (choose from Mango, Rose, or Apricot lip balm shades), and a FREE cosmetic bag. Available while supplies last. **P1,900 per set**



## Holiday Eyes Surprise Set Available up to Dec. 29

Mesmerize with Holiday Eyes with this gift set! It contains limited-edition Mary Kay® Cream Eye Colors in Pale Blush and Iced Cocoa, Mary Kay® Eye Liner – Deep Brown, limited-edition Mary Kay® Cream Color/Concealer Brush, and a FREE cosmetic bag. Available while supplies last. **P1,995**



## Limited-Edition Women's Fragrance Gift Sets.

Make the holidays sweeter than ever with these top-selling women's fragrances. Choose from Bella Belara® Eau de Parfum or Journey® Eau de Parfum. Each gift set includes a scented body lotion that provides moisturization and Shimmerific® body powder which imparts a subtle silver shimmer on the skin. Both in favorite fragrances. Each set also comes with a coordinating gift bag FREE! Available while supplies last. **P1,995 per set**



\* Also available in Journey® Eau de Parfum

## Limited-Edition Body Care Gift Sets.

Available in Peppermint Cream™ and Gingerspice Wishes™, each holiday-inspired set includes a shower gel (3 fl. oz.) and body lotion (3 fl. oz.) to spice up your showering experience. Available while supplies last. **P950 per set**



# best-selling Mary Kay® products show value of customer loyalty

The top Mary Kay® products that your customers are most loyal to will soon be designated with an official “best-seller” logo on [www.marykay.com.ph](http://www.marykay.com.ph). This logo will let new visitors to [www.marykay.com.ph](http://www.marykay.com.ph) and faithful customers alike know exactly what women like them are using and loving! The 2009 best-sellers are:



Mary Kay® Lash Lengthening Mascara, **P595**



Mary Kay® Medium Coverage Foundation, **P615**



Mary Kay® Compact, **P695** (unfilled)



TimeWise® Skin Care Basic, **P2,455**



Mary Kay® Crème Lipstick, **P650**



TimeWise® 3-in-1 Cleansing Bar, **P1,175**

Here are a few suggestions for introducing “best-sellers” to new and existing customers:

- “Best-sellers: also provide perfect reasons to contact existing customers who may not currently purchase those items from you. Let customers know that you don’t want them to miss out on experiencing these proven customer favorites and top-selling Mary Kay® products! The new logo provides a terrific reason to contact your existing customers, share some fun news and create additional selling opportunities.
- Offer a product sampler of a “best-seller” to potential customers as a “door-opener” or conversation starter, mentioning that the sampler is an all-time favorite Mary Kay® product and top seller within the Mary Kay® product line. Of course, you’ll want to schedule an appointment to share ALL of your best-selling products with new customers and use it as an introduction to find out about your customers’ needs.



TimeWise®  
Microdermabrasion  
Set, P3,050



# Inventory answers

Coaching your new team members to success.

**Inventory.** It's a big decision for almost every new Independent beauty consultant. How much inventory should she order at first? Will she be able to sell what she orders? Even experienced Beauty Consultants may experience similar questions regarding inventory.

While Mary Kay Ash believed in the power of instant gratification that comes from handling customers their orders on the spot, she also understood that investing in a large amount of inventory isn't always possible for everyone. What's more, it's certainly not a requirement for a successful Mary Kay business.

And let's face it. If a new team member inadvertently stockpiles merchandise, she can quickly become fearful of the very thing that can ensure her success – selling the product! **Independent Future Executive Senior Sales Director Linda Klein** of Woodland Hills, Calif., shares while there are many benefits to keeping an adequate inventory, new Independent Beauty Consultants, especially, don't need to overstock.

"Part of the fun is watching your inventory get low and reordering," says Linda, a consecutive 17-year Sales Director Queen's Court of Personal Sales achiever. "New Beauty Consultants should experience the joy of needing to reorder in a few weeks."

If that reordering pleasure never materializes, your desire to continue with a Mary Kay business could diminish.

So, if you're new to the business, how do you know how to place inventory orders that will meet your business goals while ensuring your ability to provide good customer service? **The solution lies in gauging how much time you plan to spend on your Mary Kay business and how many potential customers you have. For example, if you plan to build your business gradually and only know a handful of potential customers, then choosing to place a P12,000 – P16,000 wholesale order probably will suffice.** If your pool of potential customers is larger and you plan to spend more time building your Mary Kay business, you could consider ordering more.

Of course, the foundation of your business likely will be skin care product sales, which you'll want to consider when making decisions about inventory. You may refer to the products on this spread for Mary Kay products which were among the top sellers this year.

And remember, **the Mary Kay opportunity has never been about ordering – it's about selling products that can enrich lives.** If you need some selling suggestions, consider asking your Independent Sales Director for tips or the Applause. You'll find many education tools to help you reach the level of success you desire!



Mary Kay® Mineral Powder  
Foundation, P1,500/set



Mary Kay® Mineral  
Sheer Pressed  
Powder, P650  
(accessories and  
lipstick not included)



- You also will want to mention "best-sellers: when delivering reorders to customers. You can even include a product sampler with orders as a way to introduce the product. Be sure to follow up with customers to obtain feedback on the sampler and ask if they would like to purchase the full-sized product.

Refer to the table below on how to work your way to become a Star Consultant:

# star consultant rewards program

october - december 2009

Christmas is just around the corner. Here's Santa's holiday gift treats for our Star Consultants this 4th quarter.

**Holiday Mary Kay watch** in reversible black leather strap and white face. A Perfect time keeper for the holiday season;

**Holiday tote bag** in fine quilted customized black leather to match your business suits;

**2-piece travel set** in latest Mary Kay logo design in black patent leather for your holiday travels;

**Holiday heart necklace and earring set** in genuine silver and swarovski stones. Perfect for those chic and glamorous holiday parties.

The Star Consultant Rewards Program was established to help you reach the top of the Ladder of Success – one goal at a time – one step after another toward your Seminar goals. With the Star Consultant Rewards Program, you can earn recognition for developing your personal sales to help you qualify for Star Consultant prizes and for the Ladder of Success pin.

## sapphire

**TOTAL SECTION 1 RETAIL SALES REQUIREMENT** P81,000-P101,000

**PIN** Ladder of Success Pin + Sapphire gemstone

**REWARD** Star Reward Sapphire - Holiday Mary Kay watch

**GUIDE TO ACHIEVE THE SAPPHIRE LEVEL**

Minimum Average sales/month: P27,000

**Simply sell:** 3 - Botanical Customized Skin Care Set; 2 - TimeWise Miracle Set; 3 - Acne System Set



## ruby

**TOTAL SECTION 1 RETAIL SALES REQUIREMENT** P101,001-P121,000

**PIN** Ladder of Success Pin + Ruby gemstone

**REWARD** Star Reward Ruby - Holiday tote bag

**GUIDE TO ACHIEVE THE RUBY LEVEL**

Minimum Average sales/month: P33,667

**Simply sell:** 3 - Botanical Customized Skin Care Set; 4 - TimeWise Miracle Set; 2 - Acne System Set



## diamond

**TOTAL SECTION 1 RETAIL SALES REQUIREMENT** P121,001-P141,000

**PIN** Ladder of Success Pin + Diamond gemstone

**REWARD** Star Reward Diamond - 2-piece travel set

**GUIDE TO ACHIEVE THE DIAMOND LEVEL**

Minimum Average sales/month: P40,334

**Simply sell:** 3 - Botanical Customized Skin Care Set; 3 - TimeWise Miracle Set; 2 - MelaCEP 5-piece Set; 2 - Acne System Set



## emerald

**TOTAL SECTION 1 RETAIL SALES REQUIREMENT** P141,001-above

**PIN** Ladder of Success Pin + Emerald gemstone

**REWARD** Star Reward Emerald - Holiday heart necklace and earring set

**GUIDE TO ACHIEVE THE EMERALD LEVEL**

Minimum Average sales/month: P47,000

**Simply sell:** 3 - Botanical Customized Skin Care Set; 5 - TimeWise Miracle Set; 2 - MelaCEP 5-piece Set; 2 - Acne System Set



Experience the endless earning potential by maximizing the Star Consultant Rewards Program.

# star consistency program

july 1, 2009 – june 30, 2010

### Here's how:

- Beauty Consultants and Sales Directors who achieve Ladder of Success (any level) in the 4 calendar quarters will be awarded the **Star Consultant Consistency Award**.  
*Example:* Sapphire level I - 4 quarters achieved
- Sales Directors with 3, 5, 8, 10 and more Ladder of Success achievers in the 4 calendar quarters, will be awarded the **Star Director Consistency Award** as long as they are Star BCs themselves.  
*Example:* Sapphire level - SDs with 3 BCs who are in the ladder of success consistently in 4 quarters

### If you become part of the Star Consistency Program you will...

- Attend Royal Reception in Seminar 2010 - for Diamond and Emerald star consistency awardees
  - Receive a collectors item symbolical of the seminar year's theme on stage at seminar
  - Parade on Seminar stage
  - Have your name featured in Applause®
- Beauty Consultants and Sales Directors who achieve Diamond and Emerald Star Consultant and Star Director Consistency awards will also be awarded **trophies** on stage and a **signature watch**.

For more details of the program, refer to the Star Consultant Rewards Program section in MKBuzz.

Claim your star reward gifts at the Beauty Centers from January 15 to February 15, 2010. Unclaimed gifts after this period will be shipped together with YOUR ORDERS ONLY. Unclaimed gifts after April 15, 2010 will be forfeited. Design and size of items may vary from photos.

## Mary Kay's Pride

### Top in Unit Sales



**Nanette Mission**  
1,356,640

Alma Alburo	1,256,115
Marita Del Corro	1,179,010
Cecile Cahoy	1,131,845
Junard Abinsay Jr.	1,076,260
Bella Concepcion	1,061,695
Marites Cena	1,048,000
Virginia Hubahib	885,590
Richelle Bagonoc	874,850
Louella Sopoco	810,650

## Special Awards

### Millionaires Club

hitting P1 million in one month



**Junard Abinsay Jr.**



**Alma Alburo**



**Cecile Cahoy**



**Marites Cena**



**Bella Concepcion**



**Marita Del Corro**



**Nanette Mission**

### Top in Personal Recruiting



**Alice Linan**  
10



**Merle Bayot**  
10



**Maria Erlinda Gata**  
10

Lailanie Briones	9
Rosemary Garcia	9
Alma Alburo	8
Mary Luz Alaura	8
Rosameya Palihan	8
Ingrid Mae Martin	8
Arllyn Pagunsan	7

### On the Right Track



**Elsie Batronel**

### Directors-in-qualification - October 2009

Mary Luz B. Alaura  
Consolacion Castro  
Mary Jane de Jesus  
Ma. Arleen Delfin  
Novelinda Esquierdo  
Baisiba Flores

Sevilla Fortuna  
Ma. Erlinda Gata  
Paksah Manga  
Ingrid Mae Martin  
Resaly Villanueva

## director's profile | october 2009

### Top in Personal Sales



**Rodella Dollentas**  
179,410

Nory Macatigos	107,040
Blancie Doctor	102,185
Trinidad Teodoro	101,355
Mary Ann Guevara	93,440
Jenifer Pepito	93,325
Filda Dequina	88,965
Juvi Renos	85,025
Christina Sevilla	84,230
Remedios Batronel	82,750

### New Senior Sales Director



**NAME:** Maria Kristel Alonso  
**BEGAN MK CAREER:** March 2008  
**SD DEBUT:** October 2009  
**SSD DEBUT:** October 2009  
**UNIT NAME:**

### New Sales Directors



**NAME:** Adelaida Esteban  
**BEGAN MK CAREER:** October 2006  
**SD DEBUT:** October 2009  
**UNIT NAME:** Simply Red Achievers  
**SSD NAME:** Lynn Padua



**NAME:** Corazon Garchitorea  
**BEGAN MK CAREER:** April 2009  
**SD DEBUT:** October 2009  
**UNIT NAME:** Viva Arriba  
**SSD NAME:** Junard Abinsay Jr.



**NAME:** Rosemary Garcia  
**BEGAN MK CAREER:** April 2009  
**SD DEBUT:** October 2009  
**UNIT NAME:** Enriched Stars  
**SSD NAME:** Richelle Bagonoc

### Top in Team Sales



**Nanette Mission**  
397,285

Alma Alburo	566,475
Charlotte Agustin	352,435
Maria Bella Sulla	326,190
Rosemary Garcia	322,680
Marites Cena	321,975
Cecile Cahoy	314,005
Corazon Garchitorea	274,745
Wilma Lumacang	274,045
Aurita Estrada	256,420



**NAME:** Imelda Jalique  
**BEGAN MK CAREER:** December 2006  
**SD DEBUT:** October 2009  
**UNIT NAME:** Charismata  
**SSD NAME:** Susan Cruz



**NAME:** Ruby Anna Malvar  
**BEGAN MK CAREER:** August 2008  
**SD DEBUT:** October 2009  
**UNIT NAME:** Young @ heart  
**SSD NAME:** Maria Kristel Alonso



**NAME:** Mirafe Pungot  
**BEGAN MK CAREER:** April 2009  
**SD DEBUT:** October 2009  
**UNIT NAME:** Pink Marvels  
**ESSD NAME:** Charito Reyes



**NAME:** Jessa Ladringan Ramos  
**BEGAN MK CAREER:**  
**SD DEBUT:** October 2009  
**UNIT NAME:** MK's Star Brigade  
**SSD NAME:** Marites Cena



**NAME:** La Donna Yap  
**BEGAN MK CAREER:** April 2009  
**SD DEBUT:** October 2009  
**UNIT NAME:** Living Stones  
**SSD NAME:** Louella Sopoco

Mary Kay Ash's rich legacy

# company with heart

When Mary Kay Ash founded this Company, she made sure it would be a company with heart – where P&L meant “People and Love”. Forty-five years later, it remains today what Mary Kay Ash first envisioned – a company with heart.

Mary Kay Ash says, “With all my heart I believe the one quality which sets Mary Kay Inc. apart from other companies is our commitment to the go-give spirit. The very foundation of this Company is based on the premise of helping others.”

And so the Go-Give Award is a most treasured award received by an Independent Sales Director. This award is given in memory of Independent National Sales Director Sue Z. Vickers to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others unselfishly and supporting adoptees as much as unit members.



Annual Go-Give Awardee  
Seminar 2009

Independent Senior Sales Director  
Rochelle Lynn Guintu



## Quarterly Go-Give Awardee Seminar 2009

### Independent Senior Sales Director Susan Cruz

**Independent Senior Sales Director Susan Cruz** believes that giving of oneself is a way to give back to our Lord. Being there for others is a way of life for her. She is seen by consultants and her sister sales directors as someone who shares her knowledge, skills and time with everyone. She is always available to mentor, in Company sessions such as product knowledge workshop, ESRS, Red Jacket University, to name a few.

On living out the Go-Give spirit she says, "Be a giver consistently. Practice this daily. Do not be selective. If you want to succeed, be a giver, Mary Kay Ash said. And I believe this. And I live this everyday."

Our Seminar 2009 Annual Go-Give Awardee, **Independent Senior Sales Director Rochelle Lynn Guintu**, truly exemplifies the Go-Give spirit. She has an extraordinary heart, and her positive influence on the people she leads and meets is often felt and said by them. Her colleagues and sister sales directors see her as a source of inspiration with hands ready for constant help and assistance.

When asked on how she practices the Go-Give spirit, she says, "I add love, real love, in everything that I do...and I also live the Go-Give spirit to please God Almighty." Well said, Rochelle. Your genuine sincerity and care is felt by all those you comes in contact with. We are truly inspired by you.



In Mary Kay, you have to know what HEART is. The heart is the pulsating center that supplies the life force. In our Company this force is the go-give spirit, the willingness to help one another.

Our Mary Kay business is truly remarkable. It allows us to help others. Women helping women. And that's what it's all about. Living our heart.

## Mary Kay Philippines gives back

Mary Kay Philippines' *Project: Talent Share* started last May 2009 in the effort that employees can share their skills and knowledge on special topics. MKP spent quality time with the residents of Welcome House of Good Shepherd (WHGS), a non-profit charitable institution that provides a crisis intervention center and a temporary shelter for women and young ladies who have experienced abuse and other forms of violence. Phase 2 of this project started third quarter of this year with a Doll-making activity followed by Pizza-making and Bracelet-making activities. Through working together, MKP staff as well as the residents of WHGS were able to learn from each other through the various activities and interaction with them.

As part of the continuing effort to improve the lives of women, MKP plans to convert one of WHGS rooms as a Mary Kay Library and Computer Room, which will be a venue for the residents to continue their learning during their stay.

MKP will take its part of extending a helping hand through the construction of the Center's gutter damaged by the floods caused by the recent typhoon Ondoy.





# ASIA PACIFIC red jacket rally 2010

PASSPORT TO DIRECTORSHIP. TICKET TO SUCCESS

Program Period: November 1, 2009 – March 31, 2010

## Earn your ticket and be in Hangzhou, China for the Asia Pacific Red Jacket Rally this June 2010!

Be part of a 3-day conference filled with invaluable learning, fun and excitement, and enjoyable group dynamics with your fellow Red Jackets from the Asia Pacific region. Get to bond with your sisters and receive great ideas, insights, and stories from international mentors and achievers in the top performing country of the region.

Earn these awards:



One roundtrip airfare to and from Hangzhou, China



Five (5) days and four (4) nights hotel accommodation in Hangzhou



Tour of Mary Kay's manufacturing plant in Hangzhou



Exclusive education by Mary Kay Independent Sales Directors from around the world.

How do I join?

- Simply have 15 new personal recruits from November 1, 2009 to March 31, 2010 with P18,000 single order each month for 2 consecutive months from sign up month.
- A maximum of 5 new personal recruits will be counted each month should you have more than 5 recruits.
- You must also be active each month with at least P3,000 order.
- Your qualified personal recruits must be active until the time of the trip.

## This is your ticket to success!

Don't waste time and start teambuilding.

Experience for yourself a red-hot event that will fast track your career to directorship!

Notes:

1. In case achievers cannot travel for whatever reason, there will be no cash conversion for this trip nor is it bankable for future trips.
2. Passports and required documents will be shouldered by the achiever. Keep in mind that China requires a visa and it takes two weeks upon submission of required documents to get visa approvals. It is strongly recommended that passports be submitted to Mary Kay Philippines (MKP) by April 20, 2010 at the latest with required documents which includes the following:
  - a. Latest ITR (2009)
  - b. Bank certificate with at least P50,000 balance in account
  - c. Letter of invitation from the Company (to be provided)
  - d. Certificate of BCship from the Company (to be provided)
3. MKP will shoulder visa expenses (one time only), terminal fees, cost of airfare, hotel accommodation, meals in China.
4. MKP will not shoulder costs of trips from the provinces to Manila and back.
5. All non-sales directors as of November 1, 2009 which includes current and prospective DIQs can continue to work on their recruitment requirements, subject to the maximum limit of 5 per month, even beyond their DIQ-ship period.



# build your way up!

Sparkle and shine your way to the top by joining the Red Jacket Rally challenge this quarter. You don't want to miss the opportunity to learn from the best, discover how to work your business, and experience the sisterhood and camaraderie that is can only be experienced by Red Jacket achievers. IStart team building and be on your way to reach out to a lot of women!

Let's hear from a Red Jacket Rally graduate on what can she say about their experience as a participant:

## SD Cheska Camille San Diego

– "Being at the Mary Kay Red Jacket Rally was an unforgettable experience. Me and my mom, who is also one of my Beauty Consultants and a Red Jacket achiever, learned a lot together. We gained new friends—Consultants who we haven't had the chance to get to know before, and others whom we know by face but didn't actually have the opportunity to get close with. We also had the chance to mingle with Mary Kay staff and successful Mary Kay ladies from whom we got a lot of inspiration.

More importantly, we gained a lot of knowledge. We learned a lot of know-how's by theory, as well as on-the-spot application and dramatization of how to apply in our individual Mary Kay businesses the techniques and tips we have learned from each of the lecturers. Topics were really aimed at boosting Consultants' confidence in themselves which in turn encourages them to move up!

Six months after, I became an Independent Sales Director. And I always find a smile on my face every time I remember that very special day. And I believe, in God's perfect time, my mother will also step into Directorship, taking with her all the learning, appreciation, and fun she experienced during the Mary Kay Red Jacket Rally.

## red jacket rally

Contest Period :  
October 1 – December 29, 2009

### Who can join the MKP Red Jacket Rally?

If you are an Independent Beauty Consultant, Senior Consultant or existing Red Jackets who have never attended a RJ Rally, you can join!

### How can I be part of the MKP Red Jacket Rally?

With at least 3 new active personal recruits with P12,000 sales each you will be able to **ATTEND THE MKP RED JACKET RALLY!**

### Plus! If you're at the RJ Rally and you have...

At least **5 new personal recruits** with P12,000 sales each – you will receive an **exclusive RJ Barbie Doll upon graduation**

At least **7 new personal recruits** with P12,000 sales each – you will also receive an **exclusive RJ Barbie Doll upon graduation** AND we will ship your **very own MK Red Jacket** to you so you can wear it at the RJ Rally.



**Fast track your career to Directorship by learning from experienced mentors and gain valuable knowledge to help you grow your team and your sales – all enveloped in the spirit of Mary Kay sisterhood.**

**Notes:**

1. The Company reserves the right to validate authenticity of recruits. Should there be any discrepancy, the Company reserves the right to disqualify the achiever.
2. The Company reserves the right to change, amend or revise these rules as deemed necessary for the best interests of the Company.
3. All gifts will be awarded at the RJ Rally. Failure to attend will mean forfeiture of gifts.

## Holiday recruiting special

December 1 - 31, 2009



Receive this classy **Euro clutch bag** for every 2 recruits with single order P12,000 purchase!

Attention all Beauty Consultants and Sales Directors!!!

## Fast Track to Court of Sharing 2010

December 1, 2009 – January 15, 2010

**Here's how:** Simply recruit 8 or more qualified team members from December 1, 2009 to January 15, 2010 and earn double credit from this qualified team members to be credited towards Seminar Court of Sharing 2010.

**Notes:**

1. Double credit means 1 recruit = 2 recruits
2. Qualified means each team member must have P48,000 by July 30, 2010 and must be active in the first month they signed up as a new BC
3. This promotion is not commissionable and will not be considered for any ongoing and future challenges (Catch the Dream, RJ to China, recruiting promotions, etc.)
4. Recruiter must be in active status to be recognized in Seminar 2010 Court of Sharing.

**Please see MK Buzz for details.**

# fast-tracking to success

Beauty Consultants around the country participated in nationwide events that has given women the chance to share the Mary Kay opportunity to others and enrich their lives through camaraderie, sisterhood, and mentoring.

Be seen in these events and fast-track your careers by participating and attending in guest events and trainings.



## Tender Power Training with **ENSDE Anne Newbury**

Beauty Consultants alike underwent a powerpacked training and got exclusive tips from **Executive National Sales Director Emeritus Anne Newbury** last September 19, 2009.

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## Nationwide Guest Events

Zoning guest events conducted nationwide were participated by hundreds of Beauty Consultants and thousands of guests over the past few months.





## Seven Habits of Highly Effective People Workshop

A 2-day workshop focusing on building new, lasting habits of effectiveness were attended by Sales Directors in Davao and in Makati last September 2009. sales Directors were taught *to become proactive, to begin a project with an end goal in mind, to put first things first, to think win-win situations, to seek first to understand than to be understood, to synergize and work as a team, to sharpen the saw and learn new things.*



### How to make the most of these events

#### During **guest events**:

- Bring as many guests (possible customers and recruits) as possible.
- Be early, help out and welcome all guests to the event.
- Be enthusiastic and participative during the program. Encourage guests to participate as well.
- Have a BC Agreement ready at all times so you're ready to have a new recruit when a guest decides that she, too, wants to be part of Mary Kay.

#### During **trainings**:

- Be punctual. Being early means you're serious and ready to be trained and learn new things.
- Take down notes and don't hesitate to ask question to your mentors. Remember, these trainings are an investment to yourself and no one else can gain the most out of it except you.
- Be open to ideas that are new to you. Mentors teach based on their experience of doing the Mary Kay business. You can ask your mentor if you have questions and she will gladly assist you in the best way they can.

Cut this portion and keep it as your reference when placing your order.

## how do you **order**?

**online**



most recommended



Go to [www.marykay.com.ph](http://www.marykay.com.ph) and login to **MK Buzz**. Click **ordering**.



Completely fill out the **order form** with your consultant and payment information (bank deposit/credit card). If the payment is through credit card, attach a **copy of your credit card** and a **letter of authorization**. Submit order.



When order is successfully received you will be sent a **reference number** as confirmation.



Once your order and payment have been processed, your order will be shipped to your designated address within the guaranteed delivery lead time.

### walk-in / OPP



Completely fill out a **Consultant Order Sheet**.



Get a **queue number** from the guard or the CS counter and wait for your number to be called.



Once your number is called, proceed to CS counter to submit your **duly accomplished COS**. Confirm your orders, and pay through **credit card** or **cash**.



After processing, you will be issued an **invoice** and another **queue number** for the release of your product at the warehouse.

### fax order



Completely fill out the **Fax Order Form**. Fax it to our Customer Service (02) 859-6299 along with your **bank deposit slip** or **credit card details** to process your payment.



Expect the following **SMS**:

**1st SMS - confirmation of receipt of the order** (within one hour from the time the order was received). For orders faxed on the last and first 3 days of the month, SMS confirmation will be received within the day.

**2nd SMS - message stating your order was processed and corresponding airway bill number** will be given. (If you would like to track down your order shipment, you may visit [www.2go.com.ph](http://www.2go.com.ph), click Express and select Tools. Type the airway bill number.)



Once your order and payment have been processed, your order will be shipped to your designated address within the guaranteed delivery lead time.

If you have any questions or clarifications on how to order, you may call our Beauty Centers at the numbers found in the back of the Applause.

# MARY KAY<sup>®</sup> CS Certified Scholar

(January - December 2009)

The *Mary Kay Certified Scholar Program* is a step by step education program that helps ensure you learn the skills and knowledge you need at each level – beginning as a new Independent Beauty Consultant up until you become a *Sales Director*.

## How do you become a Certified Scholar?

Simply attend and complete all four (4) IBC curriculum programs:

### Essential Steps to Reach Success

#### Essential Steps to Reach Success (ESRS):

A 2-day educational program for new Independent Beauty Consultants that will allow her to earn income immediately and provide a solid foundation for a new IBC in the basics of the Mary Kay opportunity and the Mary Kay culture.

### teambuilding class

#### Teambuilding Class:

Learn to team build that's smarter, not harder with our Team Building Class, a 4-hour class full of teambuilding discussions, workshops and fun.



#### Two (2) Product Knowledge Workshops (PKW):

Learn about our wonderful products with these 1-hour Product Knowledge Workshops that will surely give you the confidence to sell. We hold workshops for both skin care and color products.



#### Red Jacket University:

A 6-session course geared towards skill and leadership building as a solid foundation for your Mary Kay career.



## when you complete the program, you will receive:

1. MKP Scholar Certificate
2. MK Certified Scholar Name Plate
3. Recognition at the General Assembly
4. Be featured in Ovation

#### there's more:

Debut as an Independent Sales Director\* and attend the New ISD Education course and receive an exclusive **Mary Kay Class Ring 2010** at the Leadership Conference 2010!

*\*You must have also completed the IBC curriculum.*



Take your stepping stones to success with the **MK Certified Scholar Program** and gain confidence in your Mary Kay business!

# Register for **ESRS** and avail of its newest product set!

New product set starting December 1, 2009!



#### ESRS (Essential Steps to Reach Success)

is a two-day program that will add success to your business. After completion of the ESRS, get a voucher worth P6,000 of products and a Color Showcase with your first single purchase order of P16,000!

To know more about the ESRS program, see available flyer or you may go to the Mary Kay Philippines website, MKBuzz. Just click on Sales Programs/New Consultant Program/ESRS.



## Get **ESRS**-certified before 2010!

Here's the last opportunity for Independent Beauty Consultants who never attended ESRS to avail of this training program this year. Attend MK-run ESRS in all Beauty Centers nationwide or approved certified SD-Run ESRS anytime in the months of November to December 2009 and avail of the ESRS product vouchers for first single order of P16000 after graduation. Hurry! Get certified this month!

\* ESRS product set includes: Acne Clarifying Cleanser, Acne Pore Purifying Serum, Acne Spot Solution, Acne Body Spray, TimeWise Age-Fighting Eye Cream, Satin Lips Lip Balm, Microdermabrasion samplers pk/6, Color Showcase. Images are for representation purposes only.

# Are you a brand new Beauty Consultant?

## Join the *new consultant bonus program*

Enjoy free premium products when you consistently meet your single purchase goals in your first four months as a Beauty Consultant! FREE products with total retail value of P14,690.

<p><b>1</b> month</p>  <p>Required Sales: <b>P12,000</b> single purchase</p> <p>Components: Miracles Happen Book, Mary Kay® Custom Compact, Mary Kay® Mineral Cheek Color, Mary Kay® Nourishine™ Lip Gloss, Mary Kay® Mineral Eye Color</p> <p>Total Retail Value: <b>P2,445</b></p>	<p><b>2</b> month</p>  <p>Required Sales: <b>P12,000</b> single purchase</p> <p>Components: Satin Hands Pampering Set, Customer Profile Card Set – 2, Customer Order Form Pack</p> <p>Total Retail Value: <b>P2,630</b></p>	<p><b>3</b> month</p>  <p>Required Sales: <b>P14,000</b> single purchase</p> <p>Components: MK Lip Protector SPF15, MK SPF30 Sunscreen, Red Tea &amp; Fig Loofah Body Cleanser, Red Tea &amp; Fig Deo Body Spritzer</p> <p>Total Retail Value: <b>P3,875</b></p>	<p><b>4</b> month</p>  <p>Required Sales: <b>P16,000</b> single purchase</p> <p>Components: TimeWise Day Solution Sunscreen SPF25, TimeWise Night Solution, TimeWise AgeFighting Eye Cream, TimeWise Age-Fighting Lip Primer, SKC Trays (5/pk), Disposable Facial Cloth (25/pk)</p> <p>Total retail Value: <b>P5,740</b></p>
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**Want more?** Stretch your sales a little more and qualify for the Monthly Ordering Bonus Program and get more freebies! To know more about the NCB program and its mechanics, visit our website at [www.marykay.com.ph](http://www.marykay.com.ph) for details. The company reserves the right to replace items of equal or greater value in the event that supplies run out.

## monthly ordering bonus

# Purse it all!

A holiday look needs the perfect holiday purse to go with. Get this classy **Mary Kay Holiday Purse** with your purchases.

This is yours FREE with personal cumulative retail sales of P18,000 and above. MOB is open to all independent Beauty Consultants (including New Consultant Bonus program participants).



To know more about any of these programs, visit our website at [www.marykay.com.ph](http://www.marykay.com.ph) or check out available flyers for details.

### POWERNOTES DECEMBER 2009

- PHASE 2 REBRANDING** continues to take place for most of the TimeWise products starting last November. The products will feature new pink packaging accented with black graphics.
- DOMAIN COLOGNE** will likewise be in the new Mary Kay brand packaging with the same retail price.
- DELIVERY LEADTIME** for order received at the first and last three days of the month is seven working days (serviceable areas) and ten working days for non-serviceable areas
- REMINDER FOR ALL PROGRAMS AND PROMOTIONS** The company reserves the right to replace items of equal or greater value in the event that supplies run out.



# bee the star

## JUMPSTART RALLY 2010

**JANUARY 9 & 16, 2010**

MANILA | DAVAO | CEBU | ZAMBOANGA

*Open to all Beauty Consultant and guests!*

Participate in this event that features new and exciting announcements, and loads of recognition for well-deserved performances.

Be a part of a glamorous year filled with excitement and shining moments. Be ready to climb, get swept away with success and land among the stars.

**EVENT DETAILS:**  
Registration starts at 1PM!

**JANUARY 9, 2010**

MANILA (South)  
VENUE: Mary Kay Allegro  
TIME: 2:00 – 5:00 pm

CEBU  
VENUE: Cebu Midtown Hotel  
TIME: 2:00 – 5:00 pm

**JANUARY 16, 2010**

MANILA (North)  
VENUE: Mary Kay Allegro  
TIME: 2:00 – 5:00 pm

DAVAO  
VENUE: Regency Inn  
TIME: 2:00 – 5:00 pm

ZAMBOANGA  
VENUE: Garden Orchid Hotel  
TIME: 2:00 – 5:00 pm



**Register starting November 3, 2009 in your respective Beauty Centers.**

- **Registration fee:** P150
- Register until December 15, 2009 and get the reversible **Bee the Star Ring** to celebrate this day of getting together for a fun filled frolicking new year!
- On-site registration is allowed. Beginning December 16, 2009, the Bee A Star Reversible Ring is not included.

**We will see you there!**

Visit MK Buzz at [www.marykay.com.ph](http://www.marykay.com.ph) or contact our Beauty Centers to know more about this event.

# MARY KAY®

Visit our website: [www.marykay.com.ph](http://www.marykay.com.ph)

MARY KAY (PHILS), INC.

2nd Floor Allegro Center, 2284  
Pasong Tamo Extension, Makati City  
Tel. Nos: (02) 859-6222 / 859-MARY  
Fax No: (02) 859-6299  
Email: [mkpcservice@mkcorp.com](mailto:mkpcservice@mkcorp.com)

QUEZON CITY

G/Flr Casa Rafael Bldg.  
1223 Quezon Avenue,  
Quezon City  
Tel. No: (02) 371-8355  
Fax No: (02) 371-8322

DAVAO CITY

Door 6 & 7 Regina Complex  
CM Recto Avenue,  
Davao City  
Tel. No: (082) 224-5956  
Fax No: (082) 224-5955

CEBU CITY

G/Flr, Cebu Capitol  
Comm. Complex,  
N. Escario Street,  
Bgy. Camputhaw, Cebu City  
Tel. No: (032) 254-8081  
Fax No: (032) 253-4661

ZAMBOANGA CITY

2/F YPC Building, Veteran's Avenue,  
7000 Zamboanga City  
Tel. No. (062) 992-6222



a member of:  
DIRECT SELLING ASSOCIATION  
OF THE PHILIPPINES, INC.  
[www.dsap.ph](http://www.dsap.ph)

Published monthly in recognition and inspiration for the sales force members of Mary Kay in the Philippines by Mary Kay Philippines, Inc., Makati City, Philippines.

*The seeds you plant in the hearts and minds of others will be what you receive in return – 100-fold. Only sow that which you wish to receive in return. Sow good, receive good! Plant seeds daily in your Mary Kay business, and your Mary Kay business will return to you. - Mary Kay Ash*



## Perfect Start

New Independent Beauty Consultants with minimum P8,000 personal retail sales in her first two weeks from her start-up date.

\* Perfect Start Achievers\*  
from August 16 – September 15, 2009

Sales Director with the  
Most No. of Perfect Start Achievers  
September 2009

SD Alma Alburo



- |                               |                             |                            |                                  |                           |                           |                           |
|-------------------------------|-----------------------------|----------------------------|----------------------------------|---------------------------|---------------------------|---------------------------|
| Abad, Marybel A.              | Arias, Cynthia D.           | Buenaventura, Lorna A.     | Chicano, Erlinda A.              | Delos Santos, Milagros L. | Fuerzas, Carol Joyce W.   | Jimlani, Ma.m A.          |
| Abanil, Lee T.                | Arieta, Rizza C.            | Bulaklak, Belen C.         | Chiong, Chary Flor Marice V.     | Dequina, Filda S.         | Gabanes, Rosel            | Jose, Juanita J.          |
| Abao, Nancy H.                | Armario, Emelyne P.         | Bumalyad, Veronica D.      | Chiong, Flora Fe V.              | Develos, Welyn L.         | Gabunada, Josie H.        | Julapong, Annie M.        |
| Abapo, Venus G.               | Atenta, Fe A.               | Butron, Fe D.              | Chua, Ma. Hera G.                | Dignadice, Ruby P.        | Gacho, Marilyn S.         | Jumawan, Jeaness C.       |
| Abas, Cindy Grace S.          | Aviso, Estrilla C.          | Cabalida, Lea S.           | Chua, Teresita G.                | Dimapilis, Verna D.       | Galang, Anne Cherry C.    | Kamdon, Arlina C.         |
| Abordo, Jurlyle L.            | Azurin, Mary Ann R.         | Cabantog, Lorina M.        | Clementir, Luz M.                | Dimaquibo, Eden O.        | Galicia, Nenita A.        | Ko, Richelle L.           |
| Aboy, Elizabeth M.            | Bacle, Marites E.           | Cabrera, Agnes A.          | Colis, Lenorie                   | Diwa, Jorine T.           | Galvez, Maritess L.       | Kong, Arlene S.           |
| Abuton, Sally C.              | Badayos, Melba R.           | Cabrera, Arlyn P.          | Consulta, Edeline S.             | Diwa, Josephine T.        | Garcia, Josephine D.      | Labo, Elvira N.           |
| Abuyan, Alvin M.              | Bagonoc, Milca V.           | Caceres, Ma. Chiqui B.     | Corachea, Emma F.                | Dizon, Evangeline A.      | Garcia, Suzette L.        | Lacorte, Edna J.          |
| Abuyan, Eugenia M.            | Baguiwen, Odaney T.         | Cadiang, Karen L.          | Cordero, Aida F.                 | Doctor, Blance D.         | Gatbonton, Nona P.        | Lacson, Girlie C.         |
| Abuzo, Jomelyn C.             | Bajao, Mary Ann T.          | Cagaanan, Lorna M.         | Corpuz, Gina M.                  | Dorado, Alma D.           | Gatchalian, Louvic C.     | Lagman, Christine N.      |
| Achazo, Mary Jinx S.          | Balbino, Helen B.           | Caimbon, Armi C.           | Corpuz, Ma.Eleanor R.            | Dulay, Dinnah S.          | Gementiza, Dolores G.     | Laid, Evelyn R.           |
| Adel, Marilyn L.              | Balbino, Melanie D.         | Cainto, Rebecca L.         | Corpuz, Ruth-Anne                | Dumanil, Sara S.          | Gierza, Abegail S.        | Legisma, Lesly M.         |
| Adriano, Flora P.             | Balcita, Evelyn A.          | Cajigas, Annalissa M.      | Cortez, Melody Amor P.           | Duque, Ma. Josefina F.    | Go, Mikhaela Gabrielle Dy | Leaguigan, Annabelle L.   |
| Adriatico, Anna Gianellie C.  | Baldoza, Lily T.            | Calit, Elsita S.           | Cruz, Abbeygail Pia T.           | Dy, Vilma B.              | Gonzales, Marilyn S.      | Leyva, Aida M.            |
| Agco, Helen R.                | Balingan, Lolita B.         | Caliw-caliw, Mayleen B.    | Cruz, Carol Anne D.              | Ecala, Raquel P.          | Gorme, Josefina S.        | Lim, Philline G.          |
| Aguilar, Ma. Christina J.     | Baliton, Roxan T.           | Calmona, Divina B.         | Cruz, Cherry G.                  | Edano, Vanessa H.         | Gozun, Decerie B.         | Limay, Cherry             |
| Ahmad, Fatima T.              | Balt, Wilma M.              | Campos, Lilian C.          | Cruz, Janet A.                   | Eguac, Orlando S.         | Gregorio, Raquel D.       | Liman, Analyn V.          |
| Alburo, Eveliza R.            | Bangcailan, Patricia M.     | Candelaria, Josephine Q.   | Cuevas, Ma. Sandra N.            | Elegino, Berben Gayle S.  | Gubalane, Gesa E.         | Liwanag, Janet A.         |
| Alcaraz, Vanessa D.           | Bano, Leatrice Evanz B.     | Canete, Irish Breza T.     | Culannay, Darwin C.              | Encinas, Diana T.         | Guevarra, Carmina T.      | Lopez, Bernarda S.        |
| Alde, Carina R.               | Bantiling, Madonna Belle L. | Caracol, Phimie P.         | Culvera, Shally B.               | Enriquez, Mary Anne T.    | Guevarra, Nancy E.        | Lopez, Criselda Ann G.    |
| Alfante, Renezel A.           | Batronel, Remedios D.       | Cardama, Victoria R.       | Damasco, Letecia O.              | Escalada, Mylene S.       | Guila, Cristina D.        | Lopez, Jeantte F.         |
| Alim, Ismaela I.              | Batucan, Norain Lucia C.    | Carino, Mary Angeli V.     | Danggalan, May Joy M.            | Escueta, Marilyn M.       | Gumaro, Sherlina M.       | Lorilla, Annelie D.       |
| Alina, Delia Y.               | Bautista, Ma. Fatima A.     | Carpio, Emily B.           | De Castro, Ma.Teresita Aurora O. | Espanola, Jane G.         | Heler, Karen S.           | Lozano, Leticia P.        |
| Alindano, Eflen P.            | Bautista, Ma. Judith V.     | Carpio, Laarni B.          | De Guia, Mary Dorothy J.         | Espera, Amelinda T.       | Hernandez, Arlyn P.       | Lucasan, Mary Grace R.    |
| Alipio, Florita S.            | Bautista, Menchie           | Carpio, Mary Reathy S.     | De Guzman, Mary Ann L.           | Espiritu, Edgar C.        | Hingquila, Mabelle M.     | Lucernas, Consolacion B.  |
| Alfid, Nora B.                | Bautista, Ruby C.           | Carpio, Rowena S.          | De Vera, Julie Pearl T.          | Estupigan, Ophelia T.     | Hizon, Mary Grace B.      | Luison, Kris Joy A.       |
| Alvarado, Ma. Krisette N.     | Bayot, Christia Fenella L.  | Casilum, Archelyn A.       | Dedal, Alona B.                  | Eustaquio, Roa L.         | Hong, Anna Freida A.      | Lumayag, Elsie D.         |
| Alvarando, Rosemarie M.       | Benamir, Edlyn P.           | Castanares, Melinda S.     | Deguillmo, Myrose Catherine A.   | Evangelista, Jennyvive R. | Ibadlit, Rosemarie T.     | Luzano, Leizel O.         |
| Alvarez, Lilibelle B.         | Bendana, Evelyn C.          | Castaneda, Helen S.        | Del Rosario, Shiena D.           | Fabellon, Leonila M.      | Iglesia, Luba A.          | Macabeo, Diana Marie V.   |
| Amante, Remedios N.           | Bender, Joie A.             | Castro, Leizel B.          | Dela Cruz, Cherry Mae C.         | Faguingas, Cecilia R.     | Ignacio, Ma. Edlyn T.     | Macasantos, Ma. Ninfa M.  |
| Angobung, Shiera S.           | Benito, Ruth S.             | Catane, Wilhelmina S.      | Dela Cruz, Cressa M.             | Fajardo, Clarissa I.      | Ignacio, Nadine S.        | Macas, Janine Vivienne J. |
| Anuran, Eloisa D.             | Berdida, Diana D.           | Catiempo, Rose L.          | Dela Cruz, Irene A.              | Fernando, Precy Jane A.   | Ilagan, Cherry M.         | Macaspac, Miriam S.       |
| Aquino, Alicia B.             | Bibiana, Alma M.            | Cayaban, Mary Elizabeth A. | Dela Cruz, Raquel A.             | Flores, Jasmin M.         | Ingosan, Daisybelle B.    | Madio, Angeline May B.    |
| Aragon, Joseph Jansen A.      | Biluan, Dolores E.          | Cayabyab, Lovely Ruth L.   | Dela Cruz, Vilma C.              | Flores, Virginia D.       | Jabonero, Cerlina D.      | Magat, Marinette V.       |
| Arambulo, Noemi T.            | Bobadilla, Myra C.          | Cayanan, Marissa L.        | Dela Pena, Algje C.              | Foerster, Faustina J.     | Jamero, Joanna R.         | Maglante, Mary Rose S.    |
| Arandia, Salvacion V.         | Bode, Evelyn R.             | Cayunda, Kilian Vinna A.   | Dela Pena, Rhea Louise L.        | Franco, Miralyn P.        | Jamisola, Marilou D.      | Magtibay, Jocelyn J.      |
| Arbolante, Geraldine N.       | Bonilla, Ma. Donnabelle C.  | Celecio, Marlem T.         | Delfinado, Angelina B.           | Frio, Catherine B.        | Jang, Maricel Y.          | Mallari, Erlinda S.       |
| Arenas, Kristine Chrysolte R. | Bougalon, Teresita P.       | Celino, Elaine P.          | Delos Santos, Benedicto L.       | Fuentes, Annaneth E.      | Jao, Ma. Cecilia B.       | Manaloto, Ma. Jemma H.    |
| Arguna, Melody V.             | Brondial, Ma. Olivia B.     | Cepeda, Pearl Angela M.    | Delos Santos, Edna A.            | Fuentes, Victoria G.      | Jeanjaquit, Judy C.       | Manas, Judy D.            |

# Perfect Start

New Independent Beauty Consultants with minimum P8,000 personal retail sales in her first two weeks from her start-up date.

\*Perfect Start Achievers\* from August 16 - September 15, 2009

Mangilit, Celeste M.	Nazareno, Josephine B.	Panopia, Emilie A.	Rallon, Juliana M.	Sagbaen, Dalisay T.	Susara, Pamela C.	Uy, Helen G.
Mapa, Bernadette A.	Neri, Jacquilou C.	Paradero, Marcela M.	Ramirez, Ma Arindela E.	Salazar, Ma. Lourdes A.	Tablate, Evelyn A.	Uy, Meliza Mabelle P.
Marfori, Frances Rosary C.	Nicanor, Ma. Gretchen B.	Parungao, Annabelle T.	Rangel, Shalymar B.	Saldon, Florita	Tabuada, Aeschelus S.	Valderrama, Rubyan P.
Marquez, Lina A.	Nunez, April Joy E.	Pascua, Jenalyn	Raymundo, Cynthia R.	Salise, Jul-Nin Klarr U.	Taguba, Desiree O.	Valle, Rico R.
Marzan, Lycia D.	Nuniez, Liezl M.	Pascua, Raquel D.	Regalado, Marmelle G.	Salvador, Lorenza Pilar C.	Tambong, Lyn D.	Velarde, Sharon Rose J.
Mascardo, Michelle C.	Nuno, Hannah M.	Pascual, Arlene R.	Relon, Rojerin I.	San Pedro, Desiree O.	Tan, Anna Lizabeth L.	Veron, Sara Kay G.
Mayor, Morena F.	Nur, Rasma T.	Pascual, Christine C.	Repunte, Imee Rose D.	Sanchez, Merlita N.	Tan, Bernard Christian R.	Vicedo, Ma Theresa V.
Medina, Lourdes F.	Ochoza, Malaya R.	Pascual, Eva Marie M.	Reyes, Basilisa G.	Santillan, Ma. Angelica F.	Tan, Maricel D.	Vidal, Leilani C.
Melo, Emily L.	Olvido, Elizabeth Anne B.	Pascual, Jennifer Gay A.	Reyes, Editha F.	Santos, Lorena P.	Tapero, Thelma E.	Villaluz, Agnes F.
Mendoza, Analiza O.	Ongchua, Claire A.	Patricio, Gilfe B.	Reyes, Emelyn G.	Santos, Monina S.	Taray, Resi Lyn B.	Villamor, Helen Joy U.
Meode, Salvacion T.	Ontanillas, Patricinio C.	Payot, Ian Raymond E.	Reyes, Maricel M.	Santos, Noemie Grace D.	Tautuan, Ma. Felrea E.	Villamor, Jerome J.
Mercado, Arleen T.	Oracion, George D.	Penascas, Josephine B.	Reyes, Stella G.	Sedec, Laylanie T.	Tecson, Elenie L.	Villanueva, Marinel M.
Mercado, Josephine D.	Orgiba, Elizabeth E.	Perez, Mida R.	Ricafranca, Russel R.	Sevilla, Christina N.	Teodoro, Estela B.	Villanueva, Marivic A.
Militante, Catherine P.	Original, Jessel P.	Pestano, Filemon M.	Ricafrante, Vincent O.	Seville, Marie Cris M.	Tomas, Revelyn S.	Viloria, Carlyn M.
Mirabuna, Myrna	Ortaleza, Edcyn D.	Pineda, Concepcion L.	Rimando, Irene O.	Singway, Aia Maureen J.	Topacio, Catherine N.	Wong, Lai Fun
Mirabuna, Priscilla M.	Osorio, Mechelle L.	Pineda, Lotis A.	Rodriguez, Neje Rose B.	Sodusta, Ma.nne B.	Torejas, Lotchie I.	Wong, Ma.Concepcion L.
Mondigo, Domingo A.	Pacatan, Honey Richelle Mae M.	Pineda, Victoria R.	Rodriguez, Nico Nuel R.	Sombilon, Gerlie E.	Torreblanca, Joylen S.	Yap, Ma.Clarisa B.
Moner, Patmera M.	Padawan, Heriza Kn Shiena P.	Pingoy, Ma. Sheila V.	Romasanta, Rose Ann P.	Soria, Gemma G.	Trono, Melba	Yap, Marilou S.
Monleon, Julius M.	Paderna, Caridad C.	Pisco, Febe E.	Roque, Lucita D.	Sotiangco, Dyan D.	Tuazon, Antonio A.	Yater, Pia Lorraine V.
Montaril, Juanita C.	Pagunsan, Ailyn A.	Platon, Mila C.	Roquero, Edgra B.	Sta. Cruz, Evangeline B.	Tumaliuan, Norie N.	Yu, Ruby Anne T.
Montero, Juana Cristina R.	Pagunsan, Arlyn A.	Ponsaran, Annie C.	Rosales, Reelyn S.	Sualog, Ma. Leonora Teresa O.	Tupas, Marie Joy B.	Zapanta, Isabel Rojuanie B.
Montinola, Estelita G.	Pajares, Francia C.	Rabida, Alleosa Abigael C.	Rosales, Rodolfo C.	Sulit, Rufina A.	Turqueza, Vecki A.	Zapanta, Victoria Y.
Moreno, Myrna Jane D.	Palacio, Farrah Jaene A.	Racca, Annie Jane V.	Ruperto, Leslie Z.	Sumampong, Rowena E.	Udarbe, Jonalyn G.	Zapata, Cristine Angel G.
Narag, Catarina B.	Paleracio, Celedonia E.	Radoc, Merlin A.	Rutor, Hanalyn R.	Sunico, Emie V.	Umaguino, Marichel D.	Zita, Dianne Kristienne P.
Natividad, Ma. Joanne M.	Pamintuan, Domingo T.	Raguini, Ma. Celeste C.	Sabellano, Agnes A.	Supan, Louella N.	Umbalin, Pauline Cherrie May A.	
Nava, Adeline P.	Pangilinan, Ma. Ana C.	Ragusta, Yolanda C.	Sagales, Joan M.	Surio, Brigitt E.	Urot, Jeneglyn N.	

\*alphabetical order

## \*New Consultant Bonus Program (NCB) Achievers - June 2009 batch

Independent Beauty Consultants who successfully completed the New Consultant Bonus program (months 1-4)

SD w/ most no. of NCB Achievers



**ESSID Marites Cena**



**ESSID Nanette Mission**



**SSD Richelle Bagonoc**



**SSD Cecile Cahoy**

Alagad, Analiza G.	Balein, Fanny D.	De Guzman, Karen M.	Garrido, Zaida F.	Martinez, Irish M.	Pepito, Jenifer B.	Sta Rita, Sandra Mae O.
Alatan, Norma M.	Baliah, Patnuharda U.	De Jesus, Teresita E.	Gasatan, Christlen D.	Maymaya, Anamarisa B.	Pineda, Jane I.	Sumicad, Laiza B.
Alburo, Ruby P.	Balidoy, Queenie Lynn G.	De Penozo, Virginia A.	Genilo, Dawn V.	Mayo, Jean Concepcion M.	Pineda, Sherry Lyn R.	Tan, Anna Aubrey L.
Aldave, Macrina A.	Basal, Marissa D.	De Roma, Warlyn A.	Genilo, Florentina V.	Mercado, Marilou T.	Plaira, Neny P.	Tan, Zenaida V.
Almendral, Tiffany M.	Bejerano, Rosita S.	Dela Cruz, Maybelle M.	Gozon, Rosalia I.	Miel, Deborah F.	Portaje, Mila E.	Tiongson, Marites S.
Alpapara, Shirley B.	Beldad, Ruly P.	Dela Cruz, Priscilla G.	Gregorio, Golda Mier Rina T.	Mina, Nimfa N.	Puno, Myrna R.	Tolentino, Evelyn A.
Alvaran, Ma. Lourdes S.	Borja, Geraldine N.	Delfin, Joseph Andre R.	Hidalgo, Nenet P.	Mirabuna, Hermilyn A.	Quejada, Velvet E.	Trasmil, Jean G.
Andal, Josefelyn S.	Borja, Melissa L.	Dihiansan, Kristine Bernadette V.	Jaralve, Naneth D.	Montalban, Ma. Fe P.	Renner, Crislyn W.	Tube, Jo-Ann A
Angeles, Cherry L.	Borromeo, Ma. Yolanda D.	Domingo, Teresita A.	Lanoza, Zenia Karmele B.	Murallo, Teresita M.	Ricafort, Precy A.	Urbano, Vivian L.
Arceo, Leonila D.	Buella, Ma. Elena V.	Dumpa, Cresencia M.	Lim, Jolly C.	Nasilin, Darwisa A.	Robles, Ma. Victoria C.	Velasco, Angela S.
Arcilla, Jocy C.	Camaliga, Adora J.	Duro, Olivia M.	Lim, Leorina M.	Natividad, Ma Majorie A.	Rodriguez, Romansita F.	Velchez, Jemilie P.
Arnaldo, Mabel D.	Carino, Catherine B.	Elardo, Ma. Lourdes L.	Lim, Vanessa N.	Nemenzo, Betchie P.	Rotamola, Jela Vanessa E.	Ventura, Flordeliza N.
Arong, Ermelinda A.	Casalamitao, Maybelyn A.	Elayda, Mercy T.	Limjoco, Cecil	Ocampo, Luz A.	Saing, Marjory G.	Yamuyam, Lorelie N.
Asum, Mary Jean H.	Castro, Ma. Cristina C.	Enriquez, Adeliza O.	Lorenzo, Hazel Anne E.	Olegario, Mayme F.	Salinas, Annaliza S.	Ybanez, Ma. Theresa T.
Atamosa, Concepcion D.	Cheng, Haydee B.	Escobar, Fredelina T.	Luna, Melonel E.	Olivar, Jink Marie L.	Salon, Rosella T.	Zapanta, Marjorie Joy D.
Atibing, Corazon F.	Chua, Richelle A.	Esquiedo, Novelinda D.	Luna, Susan C.	Ozarraga, Mary Jane	Samonte, Christina J.	
Avila, Merlita A.	Curato, Chona Veive T.	Estabaya, Rajeny S.	Manoog, Liezyl C.	Paden, Merlita U.	San Jose, Crecelle A.	
Bais, Mary Ann C.	Dagalea, Edsel M.	Evangelista, Ma. Teresa E.	Mangoang, Myra M.	Palao, Lea G.	Sarmiento, Maila V.	
Balajadia, Vilma L.	Dandan, Salvacion V.	Fajardo, Josephine Ann B.	Manus, Myla J.	Palencia, Marjorie Ann P.	Seguino, Jezeniah Lee M.	
Balajera, Sarah L.	Dangcal, Rocania M.	Fernandez, Leonisa D.	Martin, Ingrid Mae A.	Parantar, Arlyn L.	Senses, Leonessa F.	
Balatbat, Pia Paula C.	De Gala, Maryjo Anne T.	Flores, Ma. Carmen C.	Martin, Marites C.	Pascua, Krystelle Mikka G.	Siochi, Ma. Therese Genevieve F.	

\*alphabetical order

# Ladder of Success

Independent Beauty Consultants who achieved star consultant status by achieving a minimum personal retail sales in Mary Kay quarter July - September 2009

## EMERALD

Abellar, Clarizel Joy D.	Briones, Lailanie O.	Go, Mikhaela Gabrielle	Malones, Irene Grace B.	Nacario, Rowena T.	Southgate, Mary Jane C.
Adriatico, Grace C.	Del Castillo, Ma. Luisa E.	Guevara, Mary Ann D.	Manalo, Nemesia	Padua, Lynn A.	Teodoro, Trinidad J.
Agustin, Charlotte O.	Dollentas, Rodella T.	Gumalo, Jennifer T.	Mendoza, Annielyn M.	Pepito, Jenifer B.	Valderia, Lorenz F.
Arellano, Era C.	Flake, Mary Jane C.	Lanzaderas, Nannie B.	Mercado, Marilou T.	Ramones, Virginia	Yu, Georgiana
Baybay, Loraine N.	Gasatan, Christlen D.	Macatigos, Nory A.	Milar, Ana Marie C.	Sabater, Evangeline F.	<i>*alphabetical order</i>

## DIAMOND

Barrameda, Cheryl C.	Dimaandal, Judith H.	Ibita, Sonia A.	Obregon, Caroline Marie M.	Ramos, Josefina D.	Sulla, Ma. Bella C.
Borja, Geraldine N.	Duran, Ma. Linda	Liwanag, Ma. Purisima B.	Ochavillo, Mercedita D.	Robles, Ma. Victoria C.	Tacuban, Susan A.
Cabigting, Leonora P.	Esteban, Adelaida B.	Ma.no, Ma. Naty D.	Punzalan, Edna B.	Rodriguez, Jibebel T.	Tamayo, Jocelyn A.
Dela Cruz, Virginia	Garcia, Rosemary B.	Matematico, Marites M.	Quejada, Velvet E.	Romero, Althea P.	Tan, Zenaida V.
					<i>*alphabetical order</i>

## RUBY

Alburo, Ruby P.	Bugayong, Connie D.	Dalumpines, Marilou V.	Guerrero, Rhonalyn M.	Salangasang, Jennifer B.	Zapanta, Marjorie Joy D.
Andrade, Precilla C.	Cabanag, Genalyn C.	Doctor, Blance D.	Mangaoang, Myra M.	Sevilla, Christina N.	
Apad, Crecilia R.	Cabangisan, Karla Kirstine P.	Espeleta, Renerose A.	Mizutani, Evelyn R.	Torres, Richelle I.	
Apasan, Marcelita D.	Cahoy, Cecile A.	Go, Melinda D.	Pundar, Rosalie G.	Uyvico, Mariquita E.	
Asuncion, Fides P.	Castillo, Yolanda M.	Gomez, Samantha Jane H.	Ramirez, Margie Anne M.	Williams, Agnes Elsa R.	<i>*alphabetical order</i>

## SAPPHIRE

Abapo, Arlene B.	Caimbon, Armi C.	Gementiza, Dolores G.	Liok, Amanda K.	Paras, Wilma P.	Sobremisana, Virginia S.
Abiera, Myrna C.	Canete, Ma. Cariza G.	Gener, Maylyn G.	Lumacang, Wilma C.	Parcon, Virgie B.	Sta Rita, Sandra Mae O.
Abinsay Jr., Junard M.	Castro, Consolacion T.	Go, Joy Roxanne B.	Luna, Susan C.	Polea, Carina Elsa L.	Sulla, Vanessa P.
Adupe, Nena P.	Cayamanda, Geraldine D.	Gocotano-Camota, Leslie Ann	Magat, Marinette V.	Puno, Myrna R.	Sunico, Emie V
Alagad, Analiza G.	Cena, Marites P.	Gonzales, Jacqueline Aubrey B.	Magtoto, Marissa J.	Ramos, Jessa Ladrangan L.	Tabuada, May M.
Almonte, Rubena D.	Dela Paz, Jeanie B.	Grapa, Rosemarie P.	Manga, Paksah B.	Rapadas, Guia Conchita P.	Taliman, Neizel Joy M.
Andrade, Corazon G.	Dequina, Filda S.	Guintu, Rochelle Lynn C.	Martin, Ingrid Mae A.	Raspado, Mary Ann N.	Tosie, Delia O.
Arbolante, Rommel R.	Devora, Russell R.	Hadij, Alma I.	Mayo, Jean Concepcion M.	Rebece, Mary Ann R.	Vargas, Angelie F.
Arelolo, Zela Amor O.	Diabordo, Ma. Esmeralda K.	Hipolito, Mira B.	Mission, Nanette P.	Renos, Juvi P.	Velarde, Sharon Rose J.
Arroyo, Rachell A.	Elayda, Mercy T.	Inclan, Valerie E.	Moos, Rizza Jae B.	Reyes, Adela B.	Villaflores, Lucila C.
Bachani, Kashish D.	Encarnado, Epifania R.	Katigbak, Minerva C.	Nacpil, Ma. Engracia C.	Rivera, Jocelyn M.	Villan, Mercedes B.
Balajera, Sarah L.	Esmeralda, Evangeline R.	Lanoza, Zenia Karmelee B.	Narciso, Angelita C.	Rufino, Maribel B.	Ybanez, Ma. Theresa T.
Basilan, Amalia R.	Estabaya, Rajeny S.	Lapay, Catherine P.	Nasilin, Darwisa A.	Saing, Marjory G.	Ylanan, Arcadia E.
Bathan, Nena H.	Faustino, Lourdes M.	Lapuz, Evangeline S.	Nequinto, Ma.nne M.	San Jose, Crecelle A.	Yu, Elenita Y.
Batronel, Remedios D.	Fidel, Vincent M.	Laranang, Ma. Victoria O.	Neri, Jacquilou C.	San Juan, Ma. Christina A.	Zaballero, Cecilia C.
Bautista, Normita A.	Gabas, Jennifer T.	Ledesma, Perla S.	Ong, Cristina B.	Sandoval, Iluminada M.	
Bejerano, Rosita S.	Gadingan, Cathelyne M.	Lianko, Ma.nne A.	Pacion, Ma. Lourdes P.	Seguin, Jezaniah Lee M.	
Brodeth, Ma. Winlove M.	Garrido, Zaida F.	Lim, Leorina M.	Pagunsan, Arlyn A.	Siochi, Ma. Therese Genevieve F.	<i>*alphabetical order</i>

# Ladder of Success

Sales Directors with 3, 5, 8, 10 & more Ladder of Success Achievers in Mary Kay quarter July - September 2009

## EMERALD

Cahoy, Cecile A.  
Mission, Nanette

## RUBY

Guintu, Rochelle Lynn C.  
Cena, Marites P.

## SAPPHIRE

Agustin, Charlotte

## \* First Time Senior Consultants for September 2009

Independent Beauty Consultants with 1 to 2 active team members for the first time in a given month.

Aguirre, Nathalie R.	Birkle, Mercedesita C.	Cubelo, Sofronia M.	Garcia, Cynthia A.	Mendoza, Liberty A.	Renos, Juvi P.	Simolde, Teresita N.
Alburo, Ruby P.	Borillo, Adora Marie C.	Daguia, Kristina D.	Go-Aco, Joyce D.	Metillo, Jenny Lyn T.	Reyes, Raquel L.	Sombilon, Gerlie E.
Alcala, Regina Agnes A.	Buenviaje, Ma. Theresa D.	Dajay, Tamer R.	Guyo, Fely C.	Montalban, Ma. Fe P.	Riparip, Gemmalyn F.	Sta Rita, Sandra Mae O.
Alcobilla, Lilibeth R.	Bugayong, Connie D.	Daligidig, Lyneth J.	Ilejay, Roger B.	North, Eleuteria R.	Roman, Janice R.	Sullivan, Mae D.
Andrade, Corazon G.	Cabangisan, Karla Kirstine P.	Damian, Yolanda D.	Jamero, Agnes R.	Ochavillo, Mercedesita D.	Roque, Jeannery Lucille V.	Tacuban, Susan A.
Angobung, Shiera S.	Cabuello, Christine D.	Dela Cerna, Teofila C.	Laguyo, Cristina B.	Olegario, Mayme F.	Sabater, Evangeline F.	Tamayo, Rochelle P.
Aparicio, Luzviminda M.	Cagurungan, Lou A.	Dela Cruz, Cressa M.	Laid, Evelyn R.	Ong, Leticia L.	Salangang, Jennifer B.	Tan, Zenaida V.
Aviso, Estrella C.	Caimbon, Armi C.	Dignadice, Ruby P.	Lallen, Donnah Lynn A.	Pangcoga, Ma.m S.	Salise, JuNin Klarr U.	Tingcang, Marinyd R.
Awitan, Florentina L.	Capule, Evangeline M.	Dizon, Cheryl Love A.	Lantong, Evelyn A.	Pascua, Krystelle Mikka G.	Samson, Nora F.	Torrelavega, Virginia R.
Azurin, Mary Ann R.	Carreon, Aurora S.	Domatog, Lani T.	Lauron, Angelyn C.	Pascual, Arlene R.	San Juan, Ma. Christina A.	Umbalin, Pauline Cherrie May A.
Bacalla, Richelle A.	Castaneda, Edilho Marie E.	Dumaal, Editha T.	Lorenzo, Hazel Anne E.	Pelima, Ellan P.	Sarmiento, Haydee B.	Ventura, Carmelita I.
Balbino, Helen B.	Catiempo, Rose L.	Eguac, Orlando S.	Loyola, Paulita B.	Pingoy, Ma. Sheila V.	Sebastian, Shirley V.	Villan, Mercedes B.
Balones, Rogelie A.	Cayabyab, Lovely Ruth L.	Eltanal, Annie B.	Luna, Susan C.	Quiambao, Jihan Edelweis P.	Serrano, Catherine Joy D.	Zafra, Hazel C.
Balt, Wilma M.	Chiong, Charry Flor Marice V.	Esmá, Marivic H.	Magbanua, Daren S.	Rabida, Alleosa Abigael C.	Sevilla, Christina N.	
Baumgartner, Alma Vida V.	Coronel, Francisca D.	Frialde, Jesusa C.	Magtibay, Jocelyn J.	Racca, Annie Jane V.	Seville, Marie Cris M.	
Bien, Karen Jane G.	Cruz, Charmaine B.	Gana, Roxanne D.	Mallari, Erlinda S.	Ragot, Rosalina N.	Sicat, Ritchel C.	<i>*alphabetical order</i>

## \* First Time Group Leaders for September 2009

Independent Beauty Consultants with 3 to 4 active team members for the first time in a given month.

Aba, Sheryll A.	Jeanjaquit, Judy C.	Robles, Rebecca V.
Abad, Marybel A.	Labisto, Juliet U.	Romero, Grace Ann A.
Aldave, Macrina A.	Landless, Christina R.	Saing, Marjory G.
Ballovár, Jasmin B.	Lapuz, Evangeline S.	Salvador, Lorenza Pilar C.
Banta, Myla Mercedes L.	Logdat, Victoria E.	Singuay, Aia Maureen J.
Barrameda, Cheryl C.	Lozano, Leticia P.	Supan, Louella N.
Basilan, Amalia R.	Luntayao, Ma. Teresa M.	Tan, Jeanette G.
Bode, Evelyn R.	Maglinte, Mary Rose S.	Telmo, Ma. Leonora P.
Chicano, Erlinda A.	Marco, Rowena S.	Torres, Arceli L.
Columbres, Rhea Aniane B.	Mercado, Marilou T.	Torres, Nerissa N.
De Penozo, Virginia A.	Miralles, Carissa Joy Y.	Torres, Richelle I.
Dollentas, Rodella T.	Nequinto, Ma.nne M.	Valete, Lilibeth S.
Hadji, Alma I.	Pelobello, Haydee P.	Velarde, Sharon Rose J.
Hipolito, Mira B.	Penoscas, Josephine B.	Villena, Rosalie P.
Hizon, Mary Grace B.	Punzalan, Edna B.	Zapata, Cristine Angel G.
Javier, Julieta D.	Regalado, Ma. Asuncion B.	<i>*alphabetical order</i>

## \* First Time Future Sales Directors for September 2009

Independent Beauty Consultants with 8 or more active personal members.

Alaura, Mary Luz B.	Esquiedo, Novelinda D.	Manga, Paksah B.
Bayot, Merle L.	Gasatan, Christlen D.	Martin, Ingrid Mae A.
Briones, Lailanie O.	Gata, Ma. Erlinda P.	Palihan, Rosameya
De Jesus, Mary Jane C.	Lumacang, Wilma C.	<i>*alphabetical order</i>

## \* Red Jacket University Graduates for August 2009

Abarabar, Jonah A.	Cortez, Geraldine U.	Rivera, Mae Ann P.
Aguilar, Ma. Teresa T.	Faustino, Lourdes M.	Soliba, Donna C
Austria, Aurora B.	Laderas, Krishyl A.	
Buela, Ma. Elena V.	Rebeca, Mary Ann R.	<i>*alphabetical order</i>

## \* First Time Team Leaders for September 2009

Independent Beauty Consultants with 5 - 7 active personal members.

Abellar, Clarizel Joy D.	Encarnado, Epifania R.	Pagunsan, Arlyn A.
Alabado, Yvette B.	Fernandez, Leonisa D.	Ramos, Daisan Vanessa R.
Almonte, Rubena D.	Gadingan, Cathelyne M.	Rivera, Jocelyn M.
Andaya, Ma. Johanna F.	Gozon, Rosalia I.	Sanchez, Linda G.
Baybay, Loraine N.	Gumalo, Jennifer T.	Sinang, Gracie R.
Bunag, Ma. Perpetua A.	Honrado, Mary Louise C.	Solis, Mary Jane B.
Calit, Elsita S.	Lapay, Catherine P.	Tabuada, May M.
Catane, Wilhelmina S.	Libre, Vilma M.	Villanueva, Resaly M.
Dimalnat, Jerilee M.	Maglines, Ma. Charade S.	Yogyog, Juliet N.
Doctor, Blancia D.	Neri, Jacquilou C.	<i>*alphabetical order</i>



### Top Sales Director

with the most number of ESRS graduates for June 2009

**SD Bella Concepcion**

*Giving is one of life's greatest joys. Those who are able to experience this joy daily - and get paid for it - are indeed fortunate. If your career does not provide this pleasure, don't despair. You can contribute to the well-being of people in many other ways. Volunteer your time. Homeless shelters, hospitals, and churches are a few of the places waiting for your special touch. - Mary Kay Ash*

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Fax Nos: (02) 859-6299  
Email: mkpcservice@mkcorp.com

#### QUEZON CITY

G/Fir Casa Rafael Building, 1223  
Quezon Avenue, Quezon City  
Tel. Nos: (02) 371-83-55  
Fax No: (02) 371-83-22

#### DAVAO CITY

Door 6 and 7 Regina Complex  
CM Recto Avenue, Davao City  
Tel. No: (082) 224-5956  
Fax No: (082) 224-5955

#### CEBU CITY

G/Fir, Cebu Capitol Comm. Complex, N.  
Escario Street, Bgy. Camputhaw, Cebu City  
Tel. No: (032) 254-8081  
Fax No: (032) 253-4661

#### ZAMBOANGA CITY

2/F YPC Building Veteran's  
Avenue, 7000 Zamboanga City  
Tel. Nos: (062) 992-6222

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