

# WE are EPiC



*Epic Family*  
 Shaw National Area  
 Burnett National Area  
 Lauchlan National Area

## Top 20 in YTD Unit Growth

	Sales Director	NSD	QTM	NTM
1	Samantha Ewing	Julia Burnett	5	16
2	Stacey Curry	Pamela Shaw	3	12
3	Amy Rhoades	Leah Lauchlan	3	10
4	Aleta Blakley	Julia Burnett	3	3
5	Hillary Puthoff	Leah Lauchlan	3	3
6	Coty Maldonado	Pamela Shaw	2	26
7	Ciara Peyton	Julia Burnett	2	12
8	Pamela Shaw	Pamela Shaw	2	11
9	Cindy MacFlippen	Pamela Shaw	2	7
10	Caitlyn Underwood	Julia Burnett	2	7
11	Taylor Van Winkle	Julia Burnett	2	5
12	Denise Pettet	Pamela Shaw	2	4
13	London Arbuckle	Pamela Shaw	1	9
14	Tina Samuels	Pamela Shaw	1	7
15	Tina Frantz	Julia Burnett	1	7
16	Elizabeth Lee	Pamela Shaw	1	4
17	Raquel Martinez	Pamela Shaw	1	2
18	Rachel Webster	Julia Burnett	1	2
19	Gail Hopwood	Pamela Shaw	1	1



*Samantha*



*Stacey*



*Amy*



# Top 25 Unit Club

	Sales Director	NSD	YTD Retail
1	Coty Maldonado	Pamela Shaw	\$107,898
2	Cindy MacFlippen	Pamela Shaw	\$94,507
3	Tina Frantz	Julia Burnett	\$71,804
4	Nadine Stanley	Pamela Shaw	\$70,478
5	Hillary Puthoff	Leah Lauchlan	\$69,977
6	Stacey Curry	Pamela Shaw	\$67,703
7	Ciara Peyton	Julia Burnett	\$66,160
8	London Arbuckle	Pamela Shaw	\$65,692
9	Samantha Ewing	Julia Burnett	\$65,149
10	Blythe Egbert	Leah Lauchlan	\$64,247
11	Nicole Pratt	Pamela Shaw	\$63,912
12	April Hutchinson	Julia Burnett	\$63,845
13	Amy Rhoades	Leah Lauchlan	\$62,462
14	Amber Nichols	Julia Burnett	\$58,389
15	Caitlyn Underwood	Julia Burnett	\$52,558
16	Katie Colson	Leah Lauchlan	\$51,412
17	Cheryl Auker	Pamela Shaw	\$50,952
18	Andrea Barts	Leah Lauchlan	\$48,091
19	Melissa Linton	Julia Burnett	\$44,662
20	Jennifer Howard	Julia Burnett	\$38,849
21	Denise Pettet	Pamela Shaw	\$37,508
22	Charlotte Goodykoontz	Leah Lauchlan	\$36,373
23	Nancy Powell	Pamela Shaw	\$34,674
24	Amanda Ahrens	Pamela Shaw	\$33,614
25	Christina King	Julia Burnett	\$29,271





# Welcome Directors!



*Tiffany Huerta*

**Independent Sales Director**  
*Shaw National Area*  
*Senior Coty Maldonado*



*Rachel Martinez*

**Independent Sales Director**  
*Shaw National Area*  
*Senior Coty Maldonado*



*LeoAnna Funk*

**Independent Sales Director**  
*Burnett National Area*  
*Senior Julia Burnett*



*Loganne Stone*

**Independent Sales Director**  
*Burnett National Area*  
*Senior Samantha Ewing*



*Jessica Tompkins*

**Independent Sales Director**  
*Burnett National Area*  
*Senior Ciara Peyton*



# Directors in Qualification

## SHAW



*Karen*  
Shaw Unit



*Mindy*  
Stanley Unit



*Tabitha*  
Maldonado Unit



*Colleen*  
Pettet Unit



*Lynda*  
Pettet Unit



*Mahala*  
Pratt Unit

## BURNETT



*Judy*  
Hutchinson Unit



*Heather*  
Erbe Unit



*Megan*  
Frantz Unit



*Kaci*  
Linton Unit



# How do I DIQ?

## Pre-Qualification

- Must be Active
- 10 active\* personal team members

## Qualification

- Qualify in 1, 2, or 3 months
- 24 total active\* DIQ unit members
- \$13,500 total DIQ unit wholesale production
- \$3,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ.



# Track your Path to DIQ & Wearing the Suit

## All In With 10!

Complete interviews to add new team members! On average, it takes sharing career information at least 5 times to add one new team member. Sometimes it takes less and sometimes it may take a couple more, but on average it is one out of five! As you add a new team member write her name in pencil. When she places her first order and becomes active, write her name in pen or marker!



Elite Team Leader

DIQ!

### Team Member #8

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #9

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #10

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



Team Leader

### Team Member #5

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #6

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #7

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



Senior Consultant



Star Team Builder

### Team Member #1

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #2

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #3

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Team Member #4

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



# On-Target Car Drivers

## ON-TARGET

- Five or more active personal team members.
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

## QUALIFICATION (1-4 months)

- \$23,000 combined personal/team wholesale Section 1 production (you may contribute up to \$5,000 in personal wholesale Section 1)
- 16 active personal team members
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.

## SHAW AREA

Carolyn Rios (MacFlip)  
Tiffany Huerta (New Director)

## BURNETT AREA

LeAnna Funk (New Director)

## LAUCHLAN AREA

Oh Yes! IT'S  
**FREE**





# Spark Achievers

## SHAW NATIONAL AREA

Tanika Franklin-Francis	Sandra Rosales	Debra-Anne Singleton	Johanna Amaya	Linda Firth-Blackburn
Jessica Rodriguez	Tiffany Huerta	Sheila Smarts	Tonya Clemons	Maria Guerra
Danielle Paul	Amanda Kreiser	Betty Williams	Debora Gribble	Robye Harvey
Annette Arce	Araceli Moreno	Colleen Greenhalgh	Jennifer Thomas	Joanne Kitchens-Simmons
Amanda Ahrens	Angie Taylor	Miriam Arenas	Lauren Lettman	Chitomany Marshall
Angela Mujica	Jessica Dominguez	Dawn Struble	Christine Fernicola	Vanessa Stoveall
Mindy Gempel	Sara Ramos	Dawn Eisenhauer	Annalaura Sanchez	Victoria Reed
Melissa Lutz	Kristyne Saint Gerard	Carolina Caballero	Mahala Saunders	Alison Cummings
Linda Oriabure	Pia Bose	Ginny Jean	Linda Cuellar	Crystal Drake
Christina Samuels	Ruby Chavez	Miah Hunter	Cindy Machado-Flippen	Nadine Huckabee-Stanley
Stacey Curry	Nancy Mayer	Yolanda Fields	Jessica Talley	Carla Jessee
Rachel Acevedo	Alina Brown	Coty Maldonado	Andrea Perez	Joann Jordan
London Arbuckle	Charissa Smith	Teresa Morrison	Crystal Sanchez	Ronyha Smith
Nancy Powell	Rose Flowers	Diane Mahoney	Elizabeth Edelmann	Melissa Stefonich
Lizbeth De La Garza	Collonda West	Nicole Pratt	Julie Patterson	Maria Bazan
Mary McCubbins	Kelley Heller-Vela	Carla Eliezer	Maggie Guerrero	Shannon Blakesley
Guadalupe Villarreal	Josey Rodriguez	Linda Vittitoe	Kristen Lowe	Meg Kluge
Basheva Elbaum	Stephanie Thomas	Tressilind Mozie	Theresa Gooze	Karlin Maxi
Becky Valdez	Christy Rattray	Allison Alcineus	Lisa Jean Jacques	Sonia Sanchez
Raquel Martinez	Aline Pires	Kimberly Lindsey	Karen Weaver	Elizabeth Lee
Cheryl Auker	Sharon Verhagen	Sandra Galloway	Libra Banke	Kymberly Richardson
Marilyn Esquilin	Angelique Dorsett	Angelia Nunn	Carolyn Mitchell	Yenessa Sanchez
Lovely Goodman	Sandra Flores	Denise Harris	Virginia Richison	Patty Urban
Carolyn Rios	Cassandra Sanchez	Gail Hopwood	Wendy Rothenhoffer	
Katie Black	Feliesha Alexander	Tabitha Kearney	Marissa Sanders Young	
Bianca Moreno	Marie Andrews	Denise Pettet	Kaitlin Palmer	
Erika Guajardo	Benita Conn	Renee Smalley	Kristen Pettet	
Rosalia Guerra	Marisa Garcia	Phyllis Bentil	Vickie Alexander	
Lynda Crick	Melissa Martinez	Dana Aguilar		

## BURNETT NATIONAL AREA

Donna Stone-Crumbie	Judy Gardner	Stephanie Seefried	Elizabeth Klontz	Jackie Wooten
Deborah Buscher	Yvonne Bays	Rebecca Goforth	Barbara Stone	Chelsey Burling
Jennifer Howard	Athea Roark	Staci Martin	Dianne Combs	Annaleen Jones
Danielle George	Sydney Overcast	Sarah Kilby	Nicole Sneed	Dawn Mallery
LeAnna Funk	Rachel Webster	Megan Caldwell	Kristina Neuhart	Elizabeth Holmes
Dana Sone	Cristine Willis	Sarah Pyers	Priscilla Finchum	Catie Cheek
Tanya Oldenburg	Kelly Taulbee	Sara Bowman	Cheri Knedler	Samantha Ennis
Mimi Witsken	Laura Hammann	Ellen Pape	Michelle Weger	Hailey Hunt
Ann Hinkle	Tava Reese	Jenna Roberts	Tonya Hunter	Joni Worrell
Loganne Stone	Julie McGlinchey	Nicole Staudt	Mary Wilbur	Kelly Smith
Nicole Jung	Kaci Church	Courtney Seldenright	Christine Graham	Christie Victor
Alicia Davis	Melissa Linton	Melissa Anderson	Jennifer Newton	Angie Everson
Aleta Blakley	Jennifer Raley	Patricia Batrville	Heather Hughett	Jacqueline Garcia
Tonya Macer	Jessica Tompkins	Kayla Lupa	April Hutchinson	Emily McBee
April Milanowski	Jessica Hottle	Kimber Thomas	Megan Lawrence	Heather Skaggs-Gandi
Jessica Johnson	Julie Ketrn	Katelynn Sumption	Amber Nichols	Julia Hopkins
Christina Frantz	Anne Jacoby	Kara Taylor	Kiersten Jackson	Ciara Peyton
Leslie Wallace	Angela Cline	Lacey Maxton	Korrin Smith	
Rebecca Parido	Michelle Martinez	Lauren Bowser	Caitlyn Underwood	
Heather Gibson	Kelli Snyder	Cody Stone	Ranea Burke	





# Spark Achievers

## LAUCLAN NATIONAL AREA

Kenzi Voisard	Melody Funkhouser	Tammy Toles	Stephanie Skidmore
Angela Casola	Amy Rhoades	Berlinda Paul	Bobbie Brickner
Megan Seal	Crissy Chambers	Randi Mauk	Carter Peterson
Mary King	Darcy Angulo	Analena Collado-Almares	Tracie Peterson
Charlotte Goodykoontz	Korie Stiff	Ausia Anderson	
Hillary Puthoff	Tiffany Johnson	Dana Moldovan	
Charlotte Fuchs	Joan Gudeman	Sara Miller	
Rhonda Moore	Hannah Price	Shyanne Bragg	
Leanne Armstrong	Desiree Silverio	Amber Dye	
Lindsay Isaacs	Mary Cooper	Paula Bromley Bouck	
Maria Gudenkauf	Brooke McCabe	Crystal Hong	
Blythe Egbert	Katie Colson	Nissa Beasley	
Alicia Barlow	Andrea Barts	Carolyn Krolick	
Connie Saho	Cindy Reyes	Kaylee Morris	

# SPREAD THE PRODUCT LOVE!

AUGUST

## CAN YOUR MONTHLY PRODUCTION GOALS LEAD TO A LOYAL CUSTOMER BASE?

The first thing most customers notice about Mary Kay is its high standards of product quality and safety. As you consistently share products and hit your monthly production goals, you're also building a loyal customer base – and perhaps meeting future hostesses and team members. Take the time to understand what sets your products apart, and you're well on your way to a full-circle business.

**It starts with your sales goal.** When you set and achieve a retail selling goal to support a \$600\* or more wholesale Section 1 order this month, you will earn the August jewelry piece designed by R.J. Graziano. The August jewelry piece is a frosted white link necklace with silver-tone accents. This necklace is perfect to complement many of the *Spark a Chain Reaction!* jewelry pieces you'll earn when you achieve this production goal in the months ahead.



MARY KAY

## SPARK A CHAIN REACTION!

Visit *Mary Kay InTouch*<sup>®</sup> for complete challenge rules and details.

\*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per challenge achiever each month.

MARY KAY®

# SPARK YOUR ENTHUSIASM!

FALL CONSISTENCY CHALLENGE

July 1 – Dec. 31, 2020

As Mary Kay Ash herself said, "Enthusiasm is the motivating power to success." What stokes YOUR enthusiasm? When you build and maintain the confidence that draws others in, your enthusiasm could move mountains!

And when it does, you could earn this ***Spark a Chain Reaction!*** Fall Consistency Challenge necklace by **R.J. Graziano!**



Independent Beauty Consultants and Independent Sales Directors who achieve the *Spark a Chain Reaction!* Challenge each month **from July through December 2020** will receive this beautiful piece, which coordinates with the two additional consistency challenge pieces coming later this Seminar year!

**PLUS!** Independent Sales Directors who personally achieve the *Spark a Chain Reaction!* Fall Consistency Challenge and have three or more unit members who achieve the *Spark a Chain Reaction!* Fall Consistency Challenge will also receive an invitation to the FIESTA Leadership Party on the evening of Day 0.

Go to *Mary Kay InTouch*® for complete challenge rules and details.

# SPARK A CHAIN REACTION!

# Team \$2000

Red Jacket Teams with \$2000+ in Production

## SHAW AREA



*Carolyn*  
\$5,310



*Kristen*  
\$4,556



*Tiffany*  
\$4,153



*Kim*  
\$3,037



*Lynda*  
\$2,562



*Rachel*  
\$2,256



*Bianca*  
\$2,142



*Sonia*  
\$2,065



*Jenn*  
\$2,052

## BURNETT AREA



*LeAnna*  
\$6,101



*Loganne*  
\$4,555



*Kaci*  
\$3,563



*Megan*  
\$3,345



*Heather*  
\$3,222



*Julie*  
\$3,013



*Jessica*  
\$2,689

## LAUCLAN AREA



*Kirstin*  
\$2,898



*Colleen*  
\$2,236



# Epic Reds

Reds with Reds on their Team



*Brenda*

Auker Unit



*Dawn*

Auker Unit



*Libra*

MacFlip Unit



*Sandra*

Stanley Unit



*Venus*

Pratt Unit



*Joanne*

Curry Unit



*Bianca*

Maldonado Unit



*Carolyn*

MacFlip Unit



*Mahala*

Pratt Unit



*Dawn*

MacFlip Unit



*Kaci*

Linton Unit



*Jessica*

Burnett Unit



*Kristin*

Frantz Unit



*Megan*

Frantz Unit



*Sarah*

Lauchlan Unit



*Erin*

Egbert Unit



*Colleen*

Lauchlan Unit



*Kaylee*

Rhoades Unit



*Carly*

Egbert Unit



*Lindsey*

Puthoff Unit



**EPiC**  
*Family*

# Legacy Leaders

Directors who have 3 or more Red Jackets in their Unit



Coty



Nadine



Cindy



Cheryl



London



Nicole



Stacey



Denise



Pam



Tina



April



Amber



Samantha



Melissa



Ciara



Christina



Julia



Blythe



Andrea



Hillary



Katie



Leah

# Top 50 Selling Consultants

## SHAW NATIONAL AREA



Tanika F-Francis



Jessica Rodriguez



Danielle Paul



Melissa Lutz



Mindy Gempel



Lynda Crick



Angie Taylor



Bianca Moreno



Annette Arce



Rachel Martinez

	Name		YTD Retail
1	Tanika Franklin-Francis	Stacey Curry	\$8,706
2	Jessica Rodriguez	Stacey Curry	\$8,361
3	Danielle Paul	Gail Hopwood	\$8,056
4	Melissa Lutz	Pamela Shaw	\$7,961
5	Mindy Gempel	Nadine Huckabee-Stanley	\$6,446
6	Lynda Crick	Pamela Shaw	\$5,949
7	Angie Taylor	Nadine Huckabee-Stanley	\$5,923
8	Bianca Moreno	Coty Maldonado	\$5,830
9	Annette Arce	Cindy Machado-Flippen	\$5,809
10	Raquel Martinez	Coty Maldonado	\$5,685
11	Basheva Elbaum	Cindy Machado-Flippen	\$5,488
12	Sandra Galloway	London Arbuckle	\$5,335
13	Christy Rattray	Debbie Dodge	\$5,193
14	Angela Mujica	Cindy Machado-Flippen	\$5,127
15	Linda Vittitoe	London Arbuckle	\$5,113
16	Vickie Alexander	Christina Samuels	\$4,918
17	Ruby Chavez	Coty Maldonado	\$4,827
18	Lizbeth De La Garza	Coty Maldonado	\$4,706
19	Katie Black	Nadine Huckabee-Stanley	\$4,565
20	Jessica Dominguez	Erika Guajardo	\$4,513
21	Tessa Baker	Coty Maldonado	\$4,454
22	Lovely Goodman	Nicole Pratt	\$4,397
23	Melissa Martinez	Coty Maldonado	\$4,274
24	Johanna Amaya	Coty Maldonado	\$4,234
25	Linda Oriabure	Stacey Curry	\$4,066
26	Feliesha Alexander	Stacey Curry	\$4,053
27	Pia Bose	Denise Pettet	\$4,047
28	Jennifer Thomas	London Arbuckle	\$4,028
29	Allison Campbell	Amanda Ahrens	\$4,000
30	Mia Chabral	Nicole Pratt	\$4,000
31	Stacyann Plummer	Nicole Pratt	\$4,000
32	Yvonne Palm	Pamela Shaw	\$4,000
33	Tiffany Huerta	Coty Maldonado	\$3,987
34	Melissa Stefanich	Cheryl Auker	\$3,927
35	Sonia Luna	Coty Maldonado	\$3,863
36	Kelley Heller-Vela	Coty Maldonado	\$3,803
37	Angelia Nunn	Christina Samuels	\$3,785
38	Nancy Mayer	Cindy Machado-Flippen	\$3,726
39	Marilyn Esquilin	Cindy Machado-Flippen	\$3,685
40	Tressilind Mozie	Stacey Curry	\$3,683
41	Denise Harris	Cindy Machado-Flippen	\$3,641
42	Dawn Struble	Cindy Machado-Flippen	\$3,559
43	Dawn Eisenhauer	Pamela Shaw	\$3,494
44	Carolyn Rios	Cindy Machado-Flippen	\$3,486
45	Sheila Smarts	Stacey Curry	\$3,411
46	Tabitha Kearney	Coty Maldonado	\$3,277
47	Mary McCubbins	London Arbuckle	\$3,249
48	Elizabeth Edelmann	Cindy Machado-Flippen	\$3,246
49	Sara Ramos	Coty Maldonado	\$3,232
50	Guadalupe Villarreal	Coty Maldonado	\$3,224

# Top 50 Sharing Consultants

## SHAW NATIONAL AREA

\*\* Once National Court status has been crossed '24Q', rank is based on commissions earned



London Arbuckle



Nancy Powell



Kristen Pettet



Tabitha Kearney



Amanda Ahrens



Erika Guajardo



Sara Ramos



Johanna Amaya



Tiffany Huerta



Rachel Martinez

	Name		Commission	QTM
1	London Arbuckle	Director	\$0	6
2	Nancy Powell	Director	\$0	5
3	Kristen Pettet	Denise Pettet	\$171	4
4	Tabitha Kearney	Coty Maldonado	\$0	4
5	Amanda Ahrens	Director	\$0	4
6	Erika Guajardo	Director	\$0	3
7	Sara Ramos	Coty Maldonado	\$0	3
8	Johanna Amaya	Coty Maldonado	\$0	3
9	Tiffany Huerta	Coty Maldonado	\$0	3
10	Raquel Martinez	Coty Maldonado	\$0	3
11	Coty Maldonado	Director	\$384	2
12	Angie Taylor	Nadine Huckabee-Stanley	\$0	2
13	Denise Pettet	Director	\$0	2
14	Bertha Martinez	Coty Maldonado	\$0	2
15	Bianca Moreno	Coty Maldonado	\$0	2
16	Stacey Curry	Director	\$518	1
17	Carolyn Rios	Cindy Machado-Flippen	\$224	1
18	Angelique Dorsett	Stacey Curry	\$150	1
19	Gail Hopwood	Director	\$54	1
20	Christina Samuels	Director	\$0	1
21	Tamekia Menifee	Christina Samuels	\$0	1
22	Angelia Nunn	Christina Samuels	\$0	1
23	Tamilia Ward	Christina Samuels	\$0	1
24	Salisha George	Nicole Pratt	\$0	1
25	Mahala Saunders	Nicole Pratt	\$0	1
26	Valret Thompson	Nicole Pratt	\$0	1
27	Shayla McCloud	Nicole Pratt	\$0	1
28	Roseta Mighty	Nicole Pratt	\$0	1
29	Venus Highsmith	Nicole Pratt	\$0	1
30	Nicole Pratt	Director	\$0	1
31	Angela Fletcher	Nancy Powell	\$0	1
32	Colleen Greenhalgh	Denise Pettet	\$0	1
33	Miriam Arenas	Erika Guajardo	\$0	1
34	Jennifer Thomas	London Arbuckle	\$0	1
35	Jennifer Lovvorn	Director	\$0	1
36	Carolyn Mitchell	Stacey Curry	\$0	1
37	Tressilind Mozie	Stacey Curry	\$0	1
38	Shannon Blakesley	Pamela Shaw	\$0	1
39	Cindy Machado-Flippen	Director	\$0	1
40	Toni Weidman	Cheryl Auker	\$0	1
41	Elizabeth Lee	Director	\$0	1
42	Jessica Velazquez	Coty Maldonado	\$0	1
43				
44				
45				
46				
47				
48				
49				
50				



**EPiC**  
*Shaw*

# Incredibles

*Elite Team Leader, Team Leaders, & Star Team Builders*



*Dawn*  
Shaw Unit



*Brenda*  
Auker Unit



*Ann Marie*  
Stanley Unit



*Nancy*  
MacFlip Unit



*Kristen*  
Pettet Unit



*Jenn*  
Arbuckle Unit



*Dawn*  
Auker Unit



*Libra*  
MacFlip Unit



*Alison*  
Gingrich Unit



*Crystal*  
Arbuckle Unit



*Angela*  
MacFlip Unit



*Salisha*  
Pratt Unit



*Susan*  
Shaw Unit



*Kim*  
Arbuckle Unit



*Diane*  
Stanley Unit



*Kaye*  
Shaw Unit



*Bianca*  
Maldonado Unit

# EPiC *Shaw*

# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Sara*  
Maldonado Unit



*Carolyn*  
MacFlip Unit



*Ruthi*  
Shaw Unit



*Dawn*  
MacFlip Unit



*Angie*  
Stanley Unit



*Erin*  
Arbuckle Unit



*Barbie*  
Shaw Unit



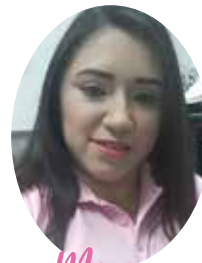
*Allison*  
Curry Unit



*Feliesha*  
Curry Unit



*Johanna*  
Maldonado Unit



*Miriam*  
Maldonado Unit



*April*  
Auker Unit



*Danielle*  
Ahrens Unit



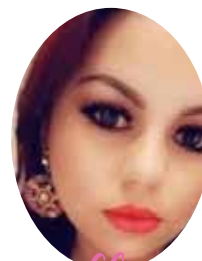
*Katie*  
Stanley Unit



*Shannon*  
Shaw Unit



*Tamara*  
Shaw Unit



*Elsie*  
Pettet Unit



*Lizbeth*  
Maldonado Unit

**EPiC**  
*Shaw*

# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Audra*  
Stanley Unit



*Sandra*  
Stanley Unit



*Stephanie*  
Shaw Unit



*Marilyn*  
MacFlip Unit



*Alma*  
Singleton Unit



*Angela*  
Powell Unit



*Patricia*  
Stanley Unit



*Lovely*  
Pratt Unit



*Rosalia*  
Maldonado Unit



*Darlene*  
Stanley Unit



*Venus*  
Pratt Unit



*Deshala*  
Samuels Unit



*Joanne*  
Curry Unit



*Lisa*  
Arbuckle Unit



*Sonia*  
Maldonado Unit



*Bertha*  
Maldonado Unit



*Shayla*  
Curry Unit



*Carolyn*  
Curry Unit



*Cheryl*  
Auker Unit



*Natasha*  
Pratt Unit



*Rebecca*  
Shaw Unit



*Wendy*  
Powell Unit



*Sonia*  
Pettet Unit

**EPiC**  
*Shaw*

# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Marissa*  
MacFlip Unit



*Melissa*  
Auker Unit



*Stephanie*  
Shaw Unit



*Rita*  
Huerta Unit



*Linda*  
Arbuckle Unit



*Tamilya*  
Samuels Unit



*Toni*  
Auker Unit

# Top 50 Selling Consultants

## BURNETT NATIONAL AREA



LeAnna Funk



Alicia Davis



Angela Cline



Ann Hinkle



Stephanie Seefried



Kayla Lupa



Emily McBee



Deborah Buscher



Megan Lawrence



Tanya Oldenburg

	Name	Unit	YTD Retail
1	LeAnna Funk	Julia Burnett	\$7,161
2	Alicia Davis	Caitlyn Underwood	\$6,574
3	Angela Cline	April Hutchinson	\$5,478
4	Ann Hinkle	Melissa Linton	\$5,456
5	Stephanie Seefried	Christina Frantz	\$5,399
6	Kayla Lupa	Samantha Ewing	\$5,368
7	Emily McBee	April Hutchinson	\$5,365
8	Deborah Buscher	Christina Frantz	\$5,241
9	Megan Lawrence	Christina Frantz	\$5,215
10	Tanya Oldenburg	Julia Burnett	\$5,161
11	Nicole Jung	Ciara Peyton	\$4,974
12	Nicole Staudt	Elizabeth Holmes	\$4,951
13	Tammy Fickas	Jennifer Howard	\$4,688
14	Rebecca Parido	Keisha Hicks	\$4,679
15	Leslie Wallace	Aleta Blakley	\$4,431
16	Sarah Pyers	Samantha Ewing	\$4,345
17	Kristin Ciesielski	Caitlyn Underwood	\$4,328
18	Danielle George	Caitlyn Underwood	\$4,287
19	Katy Hotte	Samantha Ewing	\$4,278
20	Loganne Stone	Samantha Ewing	\$4,161
21	Ashley Smith	Christina Frantz	\$4,096
22	Lauryn Houseman	Ciara Peyton	\$4,053
23	Lisa Dewart	Christina King	\$4,000
24	Carolyn Pollock	April Hutchinson	\$4,000
25	Erin Farler	Christina Frantz	\$3,971
26	Jamie Valenti	Aleta Blakley	\$3,866
27	Jessica Hottle	April Hutchinson	\$3,681
28	Mimi Witsken	Rachel Webster	\$3,641
29	Jennifer Newton	April Hutchinson	\$3,629
30	Karen Millikin	Christina Frantz	\$3,570
31	Julie Ketron	Amber Nichols	\$3,545
32	Julie McGlinchey	Rachel Webster	\$3,511
33	Kaci Church	Melissa Linton	\$3,511
34	Noranne Bever	Christina Frantz	\$3,473
35	Brittney Wysong	Caitlyn Underwood	\$3,458
36	Michelle Martinez	Caitlyn Underwood	\$3,426
37	Christie Victor	April Hutchinson	\$3,406
38	Melissa Anderson	Amber Nichols	\$3,371
39	Alyssa Crosby	Samantha Ewing	\$3,321
40	Judy Gardner	April Hutchinson	\$3,264
41	Mary Wilbur	April Hutchinson	\$3,251
42	Heather Gibson	Heather Erbe	\$3,225
43	Samantha Ennis	Taylor Van Winkle	\$3,172
44	Jessica Figueroa	Jennifer Raley	\$3,094
45	Haley Beach	Jennifer Howard	\$3,067
46	Tonya Macer	Dana Sone	\$3,056
47	Elizabeth Brown	Caitlyn Underwood	\$2,939
48	April Milanowski	Rachel Webster	\$2,928
49	Shyanne Lakes	Caitlyn Underwood	\$2,908
50	Jessica Tompkins	Ciara Peyton	\$2,790

# Top 50 Sharing Consultants

## BURNETT NATIONAL AREA

\*\* Once National Court status has been crossed '24Q', rank is based on commission s earned



Loganne Stone



Ciara Peyton



Jennifer Howard



Caitlyn Underwood



Samantha Ewing



Kaci Church



Sydney Overcast



Julie McGlinchey



LeAnna Funk



Samantha Ennis

Name		Commission	OTM	
1	Loganne Stone	Samantha Ewing	\$454	5
2	Ciara Peyton	Director	\$126	4
3	Jennifer Howard	Director	\$0	4
4	Caitlyn Underwood	Director	\$237	3
5	Samantha Ewing	Director	\$54	3
6	Kaci Church	Melissa Linton	\$0	3
7	Sydney Overcast	Director	\$0	3
8	Julie McGlinchey	Rachel Webster	\$110	2
9	LeAnna Funk	Julia Burnett	\$79	2
10	Samantha Ennis	Taylor Van Winkle	\$53	2
11	Jamie Valenti	Aleta Blakley	\$24	2
12	Jessica Tompkins	Ciara Peyton	\$0	2
13	Ashley Rowe	Samantha Ewing	\$0	2
14	Jenna Roberts	Director	\$0	2
15	Brittney Wysong	Caitlyn Underwood	\$0	2
16	Alicia Davis	Caitlyn Underwood	\$0	2
17	Monica Lemmons	Amber Nichols	\$0	2
18	Nicole Jung	Ciara Peyton	\$50	1
19	Leslie Wallace	Aleta Blakley	\$37	1
20	Katherine Smith	Christina Frantz	\$24	1
21	Tava Reese	Aleta Blakley	\$24	1
22	Amber Nichols	Director	\$0	1
23	Christi Townson	April Hutchinson	\$0	1
24	Mary Wilbur	April Hutchinson	\$0	1
25	April Hutchinson	Director	\$0	1
26	Emily Schulte	Christina Frantz	\$0	1
27	Erin Farler	Christina Frantz	\$0	1
28	Elizabeth Woods	Julia Burnett	\$0	1
29	Christy Smith	Amber Nichols	\$0	1
30	Heather Hughett	Amber Nichols	\$0	1
31	Sherry Reed	Christina Frantz	\$0	1
32	Megan Lawrence	Christina Frantz	\$0	1
33	Christina Frantz	Director	\$0	1
34	Jennifer Raley	Director	\$0	1
35	Donna Slone-Crumbie	Director	\$0	1
36	Candice Honious	Christina King	\$0	1
37	Christina King	Director	\$0	1
38	Dawn Waugh	Caitlyn Underwood	\$0	1
39	Rebecca Parido	Keisha Hicks	\$0	1
40	Taylor Van Winkle	Director	\$0	1
41	Stephanie Adams	Chelsey Burling	\$0	1
42	Sussanah Ngwuta	Elizabeth Holmes	\$0	1
43	Elizabeth Holmes	Director	\$0	1
44	Amanda Pavey	Jennifer Howard	\$0	1
45	Priscilla Lee	Jennifer Howard	\$0	1
46	Dana Sone	Director	\$0	1
47	Kimberly Dove	Caitlyn Underwood	\$0	1
48	Mary Baker	Caitlyn Underwood	\$0	1
49	Alyssa Crosby	Samantha Ewing	\$0	1
50	Katlynn Yeagle	Samantha Ewing	\$0	1

# EPiC *Burnett*

# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Anecia*  
Erbe Unit



*Mandy*  
Nichols Unit



*Erin*  
Frantz Unit



*Nicole*  
Burnett Unit



*Nicole*  
Holmes Unit



*Tonya*  
Nichols Unit



*Jessica*  
Hutchinson Unit



*Emily*  
Frantz Unit



*Courtney*  
King Unit



*Julie*  
Webster Unit



*Coral*  
Tompkins Unit



*Kimber*  
Tompkins Unit



*Caitlin*  
Stone Unit



*Joanna*  
Burnett Unit



*Jessica*  
Burnett Unit



# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Elizabeth*  
Burnett Unit



*Chrissy*  
Nichols Unit



*Pamela*  
Nichols Unit



*Jelena*  
Nichols Unit



*Leslie*  
Nichols Unit



*Alyssia*  
Nichols Unit



*Lindsey*  
Erbe Unit



*Kendra*  
Erbe Unit



*Emily*  
Hutchinson Unit



*Emily*  
Hutchinson Unit



*Jennifer*  
Hutchinson Unit



*Danielle*  
Hutchinson Unit



*Kristen*  
Hutchinson Unit



*Mary*  
Hutchinson Unit



*Samantha*  
Frantz Unit



*Taylor*  
Frantz Unit



*Kristen*  
Frantz Unit



*Ashley*  
Frantz Unit



*Allyson*  
Frantz Unit



*Kathleen*  
Frantz Unit



*Melissa*  
Raley Unit



*Taja*  
Raley Unit



*Catherine*  
King Unit





# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Laura  
King Unit



Catie  
Linton Unit



Kristen  
Linton Unit



Miranda  
Linton Unit



Wendy  
Burling Unit



Lacey  
Nieman Unit



Adia  
Howard Unit



Alicia  
Underwood Unit



Kimberly  
Underwood Unit



Casie  
Ewing Unit



Kayla  
Ewing Unit



Ashley  
Ewing Unit



Jennifer  
Roberts Unit



Danielle  
Roberts Unit



Ashley  
Hicks Unit



Rebecca  
Erbe Unit



Laura  
Hutchinson Unit



Leslie  
Blakely Unit

# Top 50 Selling Consultants

## LAUCLAN NATIONAL AREA



Angela Casola



Kenzi Voisard



Analena Almares



Emily McManus



Lisa Sproul



Darcy Angulo



Tiffany Johnson



Connie Saho



Megan Seal



Jessica Wolfe

Name		YTD Retail	
1	Angela Casola	Leah Lauchlan	\$8,830
2	Kenzi Voisard	Hillary Puthoff	\$6,632
3	Analena C-Almares	Leah Lauchlan	\$5,337
4	Emily McManus	Leah Lauchlan	\$4,971
5	Lisa Sproul	Leah Lauchlan	\$4,967
6	Darcy Angulo	Amy Rhoades	\$4,564
7	Tiffany Johnson	Andrea Barts	\$4,554
8	Connie Saho	Katie Colson	\$4,531
9	Megan Seal	Kara Scheidt	\$4,493
10	Jessica Wolfe	Leah Lauchlan	\$4,473
11	Lindsay Isaacs	Amy Rhoades	\$4,332
12	Mary King	Hillary Puthoff	\$4,286
13	Samantha Apperson	Leah Lauchlan	\$4,278
14	Jessica Panichella	Lee Ann Girard	\$4,188
15	Sara Hylton	Julie Becker	\$4,143
16	Molly VanCuren	Hillary Puthoff	\$4,000
17	Lucretia Cheek	Leah Lauchlan	\$4,000
18	Mendi Tidwell	Julie Becker	\$3,963
19	Korie Stiff	Leah Lauchlan	\$3,900
20	Kaylee Morris	Amy Rhoades	\$3,635
21	Charlotte Fuchs	Hillary Puthoff	\$3,487
22	Sara Miller	Amy Rhoades	\$3,373
23	Paula Bromley Bouck	Leah Lauchlan	\$3,358
24	Mary Cooper	Andrea Barts	\$3,331
25	Rhonda Moore	Leah Lauchlan	\$3,311
26	Amanda Freeman	Katie Colson	\$3,215
27	Vicki Everett	Hillary Puthoff	\$3,030
28	Abigail Casto	Hillary Puthoff	\$3,012
29	Leanne Armstrong	Hillary Puthoff	\$3,006
30	Rachel Rice	Lee Ann Girard	\$2,968
31	Kayla Klopfenstein	Charlotte Goodykoontz	\$2,956
32	Rachel Barron	Hillary Puthoff	\$2,940
33	Cindy Reyes	Leah Lauchlan	\$2,898
34	Maria Gudenkauf	Blythe Egbert	\$2,890
35	Sasha Miracle	Leah Lauchlan	\$2,878
36	Hannah Lingle	Andrea Barts	\$2,848
37	Margaret Morrissey	Amy Rhoades	\$2,769
38	Taylor Johnson	Hillary Puthoff	\$2,719
39	Berlinda Paul	Katie Colson	\$2,706
40	Samantha Allen	Amy Rhoades	\$2,685
41	Amber Dye	Blythe Egbert	\$2,659
42	Melissa Jameson	Blythe Egbert	\$2,590
43	Lindsey Rhoades	Hillary Puthoff	\$2,502
44	Tammy Toles	Kara Scheidt	\$2,485
45	Karman Horton	Leah Lauchlan	\$2,472
46	Ausia Anderson	Charlotte Goodykoontz	\$2,429
47	Katlin Mayle	Leah Lauchlan	\$2,419
48	Drallene Fuller	Hillary Puthoff	\$ 2,410.50
49	Miriam Garcia	Leah Lauchlan	\$ 2,405.00
50	Colleen Elliott	Leah Lauchlan	\$ 2,323.00

# Top 50 Sharing Consultants

## LAUCLAN NATIONAL AREA

\*\* Once National Court status has been crossed '24Q', rank is based on commission s earned



Hillary Puthoff



Kara Scheidt



Kirstin Erisman



Charlotte Goodykoontz



Kaylee Morris



Dolly Pearson



Deziree Evans



Taylor Johnson



Lee Ann Girard



Darcy Angulo

Name		Commission	OTM	
1	Hillary Puthoff	Sales Director	\$398	6
2	Kara Scheidt	Sales Director	\$171	2
3	Kirstin Erisman	Hillary Puthoff	\$116	1
4	Charlotte Goodykoontz	Senior Sales Director	\$79	5
5	Kaylee Morris	Amy Rhoades	\$56	3
6	Dolly Pearson	Amy Rhoades	\$28	1
7	Deziree Evans	Amy Rhoades	\$26	1
8	Taylor Johnson	Hillary Puthoff	\$0	3
9	Lee Ann Girard	Sales Director	\$0	2
10	Darcy Angulo	Amy Rhoades	\$0	2
11	Lisa Sproul	Leah Lauchlan	\$0	2
12	Samantha Apperson	Leah Lauchlan	\$0	2
13	Riley Kuhns	Andrea Barts	\$0	2
14	Andrea Barts	Sales Director	\$0	1
15	Mary Cooper	Andrea Barts	\$0	1
16	Tammy Henson	Julie Becker	\$0	1
17	Julie Becker	Senior Sales Director	\$0	1
18	Tiffani Harrell	Leah Lauchlan	\$0	1
19	Sam Strausbaugh	Leah Lauchlan	\$0	1
20	Jillian Aselage	Leah Lauchlan	\$0	1
21	Christina Forestieri-Nuz-	Leah Lauchlan	\$0	1
22	Paula Bromley Bouck	Leah Lauchlan	\$0	1
23	Nikki Bean	Leah Lauchlan	\$0	1
24	Lucretia Cheek	Leah Lauchlan	\$0	1
25	Cindy Reyes	Leah Lauchlan	\$0	1
26	Rose Paine	Leah Lauchlan	\$0	1
27	Esther Sue Murray	Leah Lauchlan	\$0	1
28	Jeanine Panarelli	Leah Lauchlan	\$0	1
29	Colleen Elliott	Leah Lauchlan	\$0	1
30	Blythe Egbert	Senior Sales Director	\$0	1
31	Ashley Parker	Amy Rhoades	\$0	1
32	Lindsey Clevenger	Hillary Puthoff	\$0	1
33	Katie Colson	Sales Director	\$0	1
34	Amy Rhoades	Sales Director	\$0	1
35	Brandi Corder	Hillary Puthoff	\$0	1
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**EPiC**  
*Lauchlan*



# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Colleen*

Lauchlan Unit



*Kara*

Lauchlan Unit



*Stephanie*

Egbert Unit



*Megan*

Egbert Unit



*Melissa*

Egbert Unit



*Alli*

Lauchlan Unit



*Samantha*

Lauchlan Unit



*Megan*

Lauchlan Unit



*Sarah*

Lauchlan Unit



*Casilyn*

Lauchlan Unit



*Sam*

Lauchlan Unit



*Cindy*

Egbert Unit



*Taylor*

Puthoff Unit



*Lindsey*

Puthoff Unit



*Mary*

Barts Unit



*Kaylee*

Rhoades Unit



*KG*

Barts Unit



*Nikki*

Lauchlan Unit



*Paula*

Lauchlan Unit



*Nisa*

Lauchlan Unit



*Cindy*

Lauchlan Unit



# Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



*Emma*

Lauchlan Unit



*Lisa*

Lauchlan Unit



*Brittanny*

Egbert Unit



*Michelle*

Egbert Unit



*Carly*

Egbert Unit



*Teresa*

Colson Unit



*Amanda*

Colson Unit



*Alex*

Colson Unit



*April*

Puthoff Unit



*Riley*

Barts Unit



*KG*

Barts Unit



*Ashley*

Rhoades Unit



*Erin*

Funkhouser Unit

# Leading the Way

Who has the highest % of Reds in the Units with 3 or more Red Jackets?

## SHAW



Cheryl

Director	# Reds	Unit Size	% Red
Cheryl Auker	7	93	7.53%
Denise Pettet	4	56	7.14%
Nadine Huckabee-Stanley	9	141	6.38%
Coty Maldonado	11	210	5.24%
London Arbuckle	6	120	5.00%
Stacey Curry	4	81	4.94%
Nicole Pratt	6	125	4.80%
Cindy Machado-Flippen	7	191	3.66%

## BURNETT



Melissa

Director	# Reds	Unit Size	% Red
Melissa Linton	4	57	7.02%
Heather Erbe	4	68	5.88%
Christina Frantz	9	174	5.17%
Samantha Ewing	5	97	5.15%
Christina King	3	63	4.76%
Amber Nichols	7	149	4.70%
April Hutchinson	8	174	4.60%
Julia Burnett	5	115	4.35%
Ciara Peyton	3	119	2.52%

## LAUCLAN



Andrea

Director	# Reds	Unit Size	% Red
Andrea Barts	3	68	4.41%
Katie Colson	3	72	4.17%
Blythe Egbert	8	208	3.85%
Hillary Puthoff	3	88	3.41%



# Incredible Challenge



Area	# Red Jackets	Area Size	% Red
Pamela Shaw	73	1793	4.07
Julia Burnett	63	1738	3.62
Leah Lauchlan	33	1001	3.30

## YTD % AREA REDS

Area	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Shaw	4.07											
Burnett	3.62											
Lauchlan	3.30											

## AREA WHOLESALE PRODUCTION

Area	July	August	September	October	November	December
Shaw	\$201,349					
Burnett	\$159,104					
Lauchlan	\$91,302					

Area	January	February	March	April	May	June
Shaw						
Burnett						
Lauchlan						