

WE are EPiC



Epic Family
 Shaw National Area
 Burnett National Area
 Lauchlan National Area

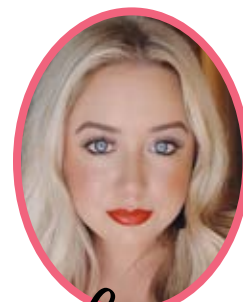
Top 20 in YTD Unit Growth

*Consultants who signed & became qualified this Seminar Year

	Sales Director	NSD	QTM*	NTM
1	Samantha Ewing	Julia Burnett	22	42
2	Ciara Peyton	Julia Burnett	19	43
3	Nicole Pratt	Pamela Shaw	16	79
4	Coty Maldonado	Pamela Shaw	16	77
5	Amy Rhoades	Leah Lauchlan	13	27
6	Denise Pettet	Pamela Shaw	13	24
7	Tina Frantz	Julia Burnett	12	39
8	Cindy MacFlippen	Pamela Shaw	12	35
9	Andrea Barts	Leah Lauchlan	12	24
10	Taylor Van Winkle	Julia Burnett	11	24
11	Rachel Webster	Julia Burnett	11	16
12	April Hutchinson	Julia Burnett	10	33
13	Amber Nichols	Julia Burnett	10	23
14	London Arbuckle	Pamela Shaw	9	32
15	Erika Guajardo	Pamela Shaw	9	25
16	Hillary Puthoff	Leah Lauchlan	7	9
17	LeAnna Funk	Julia Burnett	7	9
18	Stacey Curry	Pamela Shaw	6	23
19	Caitlyn Underwood	Julia Burnett	6	21
20	Nancy Powell	Pamela Shaw	6	13



Samantha



Ciara



Nicole



Top 25 Unit Club



Cindy



Tina



Coty



April



Nicole

	Sales Director	NSD	YTD Retail
1	Cindy MacFlippen	Pamela Shaw	\$389,743
2	Tina Frantz	Julia Burnett	\$287,571
3	Coty Maldonado	Pamela Shaw	\$272,960
4	April Hutchinson	Julia Burnett	\$256,102
5	Nicole Pratt	Pamela Shaw	\$246,837
6	Blythe Egbert	Leah Lauchlan	\$229,015
7	Nadine Stanley	Pamela Shaw	\$224,342
8	Stacey Curry	Pamela Shaw	\$219,581
9	Amber Nichols	Julia Burnett	\$208,040
10	London Arbuckle	Pamela Shaw	\$202,500
11	Hillary Puthoff	Leah Lauchlan	\$199,587
12	Samantha Ewing	Julia Burnett	\$175,246
13	Cheryl Auker	Pamela Shaw	\$171,660
14	Andrea Barts	Leah Lauchlan	\$169,494
15	Ciara Peyton	Julia Burnett	\$166,812
16	Amy Rhoades	Leah Lauchlan	\$166,691
17	Melissa Linton	Julia Burnett	\$138,275
18	Katie Colson	Leah Lauchlan	\$124,663
19	Denise Pettet	Pamela Shaw	\$120,627
20	Caitlyn Underwood	Julia Burnett	\$119,599
21	Jen Howard	Julia Burnett	\$108,968
22	Rachel Webster	Julia Burnett	\$108,150
23	Tina Samuels	Pamela Shaw	\$99,241
24	Jenna Roberts	Julia Burnett	\$98,110
25	Charlotte Goodykoontz	Leah Lauchlan	\$97,455



Welcome Directors!



Independent Sales Director
Shaw National Area
Senior Nicole Pratt

Shayla McCloud



Independent Sales Director
Shaw National Area
Senior Nicole Pratt

Mahala Saunders



Directors in Qualification

SHAW



Lupita
Maldonado Unit

BURNETT



Erin
Frantz Unit



Jessica
Hutchinson Unit



Casie
Ewing Unit

LAUCLAN



How do I DIQ?

Pre-Qualification

- Must be Active
- 10 active* personal team members

Qualification

- Qualify in 1, 2, or 3 months
- 30 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. _____

NEW! RAISING REDS

DIQ BONUS!

NOVEMBER 2020 – JUNE 2021

You may be looking for the next step in your Mary Kay journey – one that stretches you to grow as a leader and develop new skills. The Independent Sales Director-in-Qualification Program might be right for you, and right now, it's even more exciting! Starting in November, you can take advantage of a NEW bonus created just for achievers like you when you submit your Commitment Form to enter the DIQ Program with **TEAMS of TEAMS!**

HOW IT WORKS:

Starting in November, independent sales force members who enter the DIQ Program with **1 or more active* Red Jackets** will earn a one-time \$200 bonus!

**THE REDDER,
THE BETTER
WHEN YOU BUILD
TEAMS OF TEAMS**



EXAMPLES

Independent sales force member entering the DIQ Program	DIQ commitment month	Active* personal Red Jackets (as of month end of the previous month)	Achieves bonus?	Why?
BETTY	December 2020	0	No	Does not have 1 or more active* personal Red Jackets the month before entering DIQ
CINDY	June 2021	1	Yes!	Has 1 or more active* personal Red Jackets the month before entering DIQ
ASHLEY	July 2021	2	No	Bonus is effective November 2020 – June 2021

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials. MK@/MARY KAY@/©2020 MARY KAY INC. J2002121 11/20 PRINTED IN U.S.A.

NEW! RAISING REDS SALES DIRECTOR

DEBUT BONUS!

NOVEMBER 2020 – JULY 2021 NEW SALES DIRECTOR DEBUTS

You are on your way to debuting as an Independent Sales Director, and no doubt, you are crushing some major goals, maximizing your momentum and inspiring others along the way.

And to make it even sweeter, starting in November, you can take advantage of a NEW bonus created just for achievers like you when you debut with **TEAMS of TEAMS!**

HOW IT WORKS:

Starting in November, an Independent Sales Director who debuts with **2 or more active* Red Jackets** in her DIQ unit can earn up to a \$500 Raising Reds Sales Director Debut Bonus!

- Debut as a Sales Director during the promotional dates with 2 active* Red Jackets within your DIQ unit, and you can earn a \$200 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 3 active* Red Jackets within your DIQ unit, and you can earn a \$300 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 4 active* Red Jackets within your DIQ unit, and you can earn a \$400 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 5 or more active* Red Jackets within your DIQ unit, and you can earn a \$500 bonus when you debut.

**THE REDDER,
THE BETTER
WHEN YOU BUILD
TEAMS OF TEAMS**



EXAMPLES

Debuting Independent Sales Director	Debut month	Active* Red Jackets in her DIQ unit (any tier)	Achieves bonus? If yes, amount?	Why?
CALLIE	December 2020	1	No	Does not have at least 2 active* Red Jackets in her DIQ unit in the month she debuts as an Independent Sales Director
MELISSA	July 2021	2	Yes! \$200!	Has at least 2 active* Red Jackets in her DIQ unit in the month she debuts as an Independent Sales Director
JAN	August 2021	2	No	Debuts after the bonus ends

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials. MK@/MARY KAY@/©2020 MARY KAY INC. J2002120 11/20 PRINTED IN U.S.A.



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

Lynda Crick (Shaw)
Mindy Gempel (New Director)
Lupita Villarreal (Maldonado)

BURNETT AREA

Kaci Church (New Director)
Casie Breen (Ewing)

LAUCLAN AREA

Colleen Elliott (Lauchlan)

Oh Yes! IT'S
FREE





Spark Achievers

SHAW NATIONAL AREA

Danielle Paul	Stacey Curry	Katie Black	Tressilind Mozie	Patricia Furbish
Basheva Elbaum	Rosalia Guerra	Kelley Heller-Vela	Danielle Belvoix	Denise Pettet
Elizabeth Lee	Collonda West	April Barber	Debra-Anne	Kerri Eisenberg
Maria Rodriguez	Linda Oriabure	Glenda Chapa	Singleton	Linda Firth-Blackburn
Vickie Alexander	Stephanie Thomas	Christina Samuels	Nina Villarreal-Gutierrez	Rosalinda G-Dingle
Miriam Schnitzler	Tanika Franklin-Francis	Tamilia Ward	Ginny Jean	Brandie Garrido
Pia Bose	Kitty Eller	Malka Taub	Christina Richards	Meg Kluge
Denise Stauffer	Dawn Eisenhauer	Raquel Martinez	Mary Helen Bailey-Bondurant	Karen Oddone
Yolanda Fields	Bonita Ziemer	Angelia Nunn	Carla Jessee	Kristen Pettet
Alina Brown	Katherine Manley	Nadine Huckabee-Stanley	Dominique Capone	Mary Rosas
Christy Rattray	Jessica Vigstol	Cindy Machado-Flippen	Heather Mooney	Dawn Struble
London Arbuckle	Sherron Nesmith	Denise Harris	Joann Jordan	Diane Ligotti
Heather Mady	Christine Fernicola	Shannon Blakesley	Allison Alcineus	Brooklyn Macey
Melissa Lutz	Venus Highsmith	Stephanie Oulton	Nicole Pratt	Louqasha West
Lynda Crick	Erika Guajardo	Marilyn Esquilin	Coty Maldonado	Maria Garcia
Leticia Dean	Victoria Reed	Charissa Smith	Donna Moyer	Johnetta Robinson
Cecelia Williams	Stacy Lachowsky	Shayla McCloud	Carolyn Rios	Gail Schwarz
Cheryl Auker	Amanda Swartz	Susan Pride	Cassandra Sanchez	Heather Wade
Kelly Diener	Ashley Scuteri	Jessica Dominguez	Rose Flowers	
Amanda Ahrens	Tonya Nance	Guadalupe Villarreal	Yenessa Sanchez	
Sandra Galloway	Linda Vittitoe	Kristen Lowe	Arlene Segal	
Sheila Smarts	Tiffany Huerta	Darlene Wolf	Colleen Greenhalgh	
Amie Krueger	Karen Weaver	Julieth Patterson	Rachel Acevedo	
Debby Nesmith	Sherril Wilson	Rebecca Remsburg	Nicole Buchanan	
Nancy Mayer	Kristen Phillips	Feliesha Alexander	Jaelanne Gilliam	
Mindy Gempel	Donna Cook	Christina Rodriguez	Diane Mahoney	
Royann Russell-collie	Angela Mujica	Jasmine Holmes	Sarah Reynolds	
Nancy Powell	Linda Loud	Gail Hopwood	Wislande Geffrard	
Angie Taylor	Tina Parker			

BURNETT NATIONAL AREA

Ashley Lynch	Cristine Willis	Amy Morgan	Laura Jaynes	Theresa Arrington
Tiffany Lonaker	Taylor Collier	Erin Farler	Lisa Dewart	Michelle Martinez
Melissa Linton	Jennifer Howard	Nicole Staudt	Arianna Coombs	Melissa Gross
Dana Sone	Jessica Hottle	Kara Taylor	LeAnna Funk	Marcia Flaherty
Donna Slone-Crumbie	Mary Puetz	Amber Nichols	Rachel Webster	Amanda Sponseller
Sydney Overcast	Kaci Church	Meggan Mangona	Shelby Back	Courtney
Chelsea Walker	Amanda Nieman	Sara Nave	Arelis Torres	Seldenright
Jennifer Raley	Brooke Lucas	Angela Cline	Velazquez	Lyndsay Smith
Alicia Davis	Chelsey Burling	Melissa Anderson	Angie Everson	Mary Cox
Rebecca Snow	Christina Frantz	Lacey Maxton	Elizabeth Holmes	Stephanie Seefried
Jenna Roberts	April Hutchinson	Deborah Buscher	Heather Gibson	Kathleen Kauffman
Ariel Davis	Tanya Mullins	Janet Schmitt	Terrie Drake	Anna Beard
	Cortney Pallo	Julie Tirey	Monica Chaney	Christi Townson



Spark Achievers

Jennifer Newton	Tava Reese	Staci Martin
Leslie Raisor	Jessica Johnson	Mimi Witsken
Alicia Bushong	Mary Mullins	Kailey Macke
Elizabeth Allen	Ann Hinkle	Jessica Tompkins
Barbaraellen	Meghan Mayhew	Tonya Macer
Winterman	Candice Bonn	Rebecca Parido
Rebekah Mahan	Dawn Mallery	Jaylene Turner
Nicole Hernandez	Crystal Wagner	Maci Kreilein
Robin Jill Wadell	Ellen Pape	Brittany Rucker
Angela Ross	Rebecca Stewart	Kelly Smith
Heather Blevins	Jennifer Jump	Cierra Anthonissen
Julie McGlinchey	Anecia Maroney	
Felicia Young	Zeinab Almarid	
Rhonda Boyd	Taylor Eversole	
April Whitworth	Ciara Peyton	
Ashley Colman	Keisha Hicks	
Aleta Blakley	Katherine Stadt	
Shelbie McNally	Caitlyn Underwood	

LAUCLAN NATIONAL AREA

Laura Moore	Marinete Andrade	Tiffany Russo	Shelly Harrison
Kara Scheidt	Rachel Rice	Kayla Burton	Ashley Eanes
Melody Funkhouser	Korie Stiff	Paige Doan	Teresa Benter
Carrie Langley	Lee Ann Girard	Tiffany Johnson	Rachel Trask
Sara Miller	Samantha Apperson	Darcy Angulo	Ausia Anderson
Colleen Elliott	Alicia Barlow	Dorrien Hendrickson	
Megan Close	Andrea Barts	Courtney Barnett	
Katie Colson	Angela Casola	Berlinda Paul	
Amanda Sutton	Emily Bayless	Jennifer Menner	
Blythe Egbert	Lindsay Isaacs	Lily Ross	
Mary Cooper	Melissa Jameson	Nissa Beasley	
Charlotte Goodykoontz	Stacy Ackerman	Mary King	
Amy Rhoades	Laura Walters	Cathy Westrich	
Hillary Puthoff	Lindsey Clevenger	Keri Knott	
Connie Saho	Anna Beck	Shawnia Austin	

CELEBRATE YOUR WINS!

DECEMBER

MARY KAY



As you look back through the past few months, why not pause to appreciate every goal you've reached, every new team member you have added and every time someone has said yes to a product or party? Use those successes to propel you forward, and see how that holiday cheer will carry you into the new year!

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 December jewelry piece designed by R.J. Graziano. The December jewelry piece is a gorgeous mixed metal link necklace that is perfect worn alone and is sure to complement many of the *Spark a Chain Reaction!* jewelry pieces you have earned or could earn when you achieve your monthly goals.



SPARK A CHAIN REACTION!

Visit *Mary Kay InTouch*[®] 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 order 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



Kristen
\$5,340



Lynda
\$5,266



Lupita
\$5,010



Bashava
\$3,954



Mahala
\$3,651



Leticia
\$3,617



Susan
\$3,276



Shayla
\$3,057



Carolyn
\$2,646



Ceillia
\$2,590



Royann
\$2,430



Rebecca
\$2,196



Brenda
\$2,152



Bianca
\$2,106



Collanda
\$2,076

BURNETT AREA



Casie
\$5,317



Jessica
\$4,115



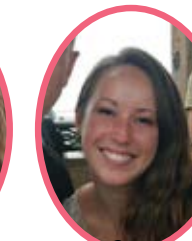
Melissa
\$3,087



Mandy
\$3,036



Kara
\$3,020



Julie
\$2,970



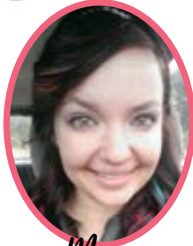
Meggan
\$2,833



Team \$2000

Red Jacket Teams with \$2000+ in Production

BURNETT AREA



Mary
\$2,812



Erin
\$2,654



Grace
\$2,181



Allyson
\$2,087

LAUHLAN AREA



Rachel
\$5,375



Colleen
\$5,246



Mary
\$2,590



Sara
\$2,549



Lindsey
\$2,517



Epic Reds

Reds with Reds on their Team



DuAnne
Shaw Unit



Beth Ann
Shaw Unit



Dawn
Aucker Unit



Brenda
Aucker Unit



Sandra
Stanley Unit



Libra
MacFlip Unit



Mary
MacFlip Unit



Carolyn
MacFlip Unit



Venus
Pratt Unit



Shayla
Pratt Unit



Everlene
Pratt Unit



Royann
Pratt Unit



Mahala
Pratt Unit



Erin
Frantz Unit



Ashley
Frantz Unit



Angela
Hutchinson Unit



Chrissy
Nichols Unit



Tonya
Nichols Unit



Jelena
Nichols Unit



Tava
Blakely Unit



Catherine
King Unit



Deborah
Lawrence Unit



Samantha
Van Winkle Unit



Taylor
Ewing Unit



Sarah
Lauchlan Unit



Paige
Barts Unit



Erin
Egbert Unit



Carly
Egbert Unit



Legacy Leaders

Directors who have 3 or more Red Jackets in their Unit



Cindy



Nicole



Nadine



Cheryl



Coty



Pam



April



Tina



Amber



Christina



Aleta



Samantha



Melissa



Jenny



Julia



Blythe



Andrea



Amy



Hillary



Leah

Top 50 Selling Consultants

SHAW NATIONAL AREA



Danielle Paul



Basheva Elbaum



Lynda Crick



Lupita Villarreal



Tanika Franklin-Francis



Sheila Smarts



Vickie Alexander



Nancy Mayer



Melissa Lutz



Angela Mujica

	Name		YTD Retail
1	Danielle Paul	Gail Hopwood	\$35,037
2	Basheva Elbaum	Cindy Machado-Flippen	\$24,368
3	Lynda Crick	Pamela Shaw	\$20,372
4	Guadalupe Villarreal	Coty Maldonado	\$20,271
5	Tanika Franklin-Francis	Stacey Curry	\$20,201
6	Sheila Smarts	Stacey Curry	\$19,643
7	Vickie Alexander	Christina Samuels	\$19,287
8	Nancy Mayer	Cindy Machado-Flippen	\$18,152
9	Melissa Lutz	Pamela Shaw	\$18,122
10	Angela Mujica	Cindy Machado-Flippen	\$17,908
11	Pia Bose	Denise Pettet	\$17,848
12	Christy Rattray	Debbie Dodge	\$17,113
13	Angie Taylor	Nadine Huckabee-Stanley	\$16,106
14	Kitty Eller	Pamela Shaw	\$15,291
15	Karen Weaver	Pamela Shaw	\$15,151
16	Yolanda Fields	Nicole Pratt	\$14,681
17	Sandra Galloway	London Arbuckle	\$14,630
18	Angelia Nunn	Christina Samuels	\$13,872
19	Linda Oriabure	Stacey Curry	\$13,660
20	Collonda West	Nicole Pratt	\$13,268
21	Bianca Moreno	Coty Maldonado	\$13,205
22	Rosalia Guerra	Coty Maldonado	\$13,120
23	Miriam Schnitzler	Cindy Machado-Flippen	\$13,064
24	Carolyn Rios	Cindy Machado-Flippen	\$13,035
25	Jessica Rodriguez	Stacey Curry	\$12,885
26	Linda Vittitoe	London Arbuckle	\$12,769
27	Jessica Dominguez	Erika Guajardo	\$12,610
28	Linda Loud	Pamela Shaw	\$12,458
29	Ruth Drewitt	Stacey Curry	\$12,396
30	Dawn Eisenhower	Pamela Shaw	\$12,323
31	Rachel Acevedo	Coty Maldonado	\$12,226
32	Kristen Lowe	Pamela Shaw	\$12,047
33	Tressilind Mozie	Stacey Curry	\$11,979
34	Cassandra Sanchez	Coty Maldonado	\$11,784
35	Marilyn Esquilin	Cindy Machado-Flippen	\$11,783
36	Katie Black	Nadine Huckabee-Stanley	\$11,748
37	Allison Alcineus	Stacey Curry	\$11,723
38	Lizbeth De La Garza	Coty Maldonado	\$11,583
39	Dawn Struble	Cindy Machado-Flippen	\$11,438
40	Shayla McCloud	Nicole Pratt	\$10,984
41	Cecelia Williams	Nicole Pratt	\$10,930
42	Royann Russell-collie	Nicole Pratt	\$10,591
43	Kelley Heller-Vela	Raquel Martinez	\$10,424
44	Denise Harris	Cindy Machado-Flippen	\$10,341
45	Mahala Saunders	Nicole Pratt	\$10,026
46	Charissa Smith	Nicole Pratt	\$10,005
47	Venus Highsmith	Nicole Pratt	\$9,993
48	Nicole Buchanan	Cindy Machado-Flippen	\$9,528
49	Benita Conn	Pamela Shaw	\$9,497
50	Shannon Blakesley	Pamela Shaw	\$9,495

Top 50 Sharing Consultants

SHAW NATIONAL AREA

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



Kristen Pettet



London Arbuckle



Nancy Powell



Lupita Villarreal



Erika Guajardo



Nicole Pratt



Tiffany Huerta



Denise Pettet



Amanda Ahrens



Coty Maldonado

	Name		Commission	QTM
1	Kristen Pettet	Denise Pettet	\$800	17
2	London Arbuckle	Director	\$651	15
3	Nancy Powell	Director	\$464	13
4	Guadalupe Villarreal	Coty Maldonado	\$1,153	10
5	Erika Guajardo	Director	\$558	10
6	Nicole Pratt	Director	\$660	8
7	Tiffany Huerta	Director	\$388	7
8	Denise Pettet	Director	\$102	7
9	Amanda Ahrens	Director	\$139	6
10	Coty Maldonado	Director	\$1,739	5
11	Angie Taylor	Nadine Huckabee-Stanley	\$104	5
12	Stacey Curry	Director	\$1,988	4
13	Leticia Dean	Nicole Pratt	\$159	4
14	Raquel Martinez	Director	\$61	4
15	Tabitha Kearney	Coty Maldonado	\$0	4
16	Carolyn Rios	Cindy Machado-Flippen	\$628	3
17	Mindy Gempel	Director	\$399	3
18	Christina Samuels	Director	\$222	3
19	Alina Brown	Director	\$221	3
20	Denise Harris	Cindy Machado-Flippen	\$62	3
21	Sara Ramos	Tiffany Huerta	\$0	3
22	Johanna Amaya	Coty Maldonado	\$0	3
23	Lynda Crick	Pamela Shaw	\$338	2
24	Jennifer Lovvorn	Director	\$236	2
25	Elizabeth Lee	Director	\$186	2
26	Brenda Aguilar	Erika Guajardo	\$156	2
27	Rebecca Remsburg	Pamela Shaw	\$141	2
28	Rachel Acevedo	Coty Maldonado	\$139	2
29	Debra-Anne Singleton	Director	\$91	2
30	Mahala Saunders	Nicole Pratt	\$74	2
31	Shayla McCloud	Nicole Pratt	\$65	2
32	Cassandra Sanchez	Coty Maldonado	\$61	2
33	Nicole Buchanan	Cindy Machado-Flippen	\$61	2
34	Brenda Alejandro	Erika Guajardo	\$49	2
35	Collonda West	Nicole Pratt	\$48	2
36	Patricia Furbish	Nadine Huckabee-Stanley	\$37	2
37	Ann Marie Hubbard	Nadine Huckabee-Stanley	\$36	2
38	Vickie Alexander	Christina Samuels	\$36	2
39	Shannon Blakesley	Pamela Shaw	\$31	2
40	Sue Zukor-Ouro	Pamela Shaw	\$30	2
41	Katy Gonzales	Cindy Machado-Flippen	\$29	2
42	Amy Beck	Nancy Powell	\$24	2
43	Tanika Franklin-Francis	Stacey Curry	\$24	2
44	Bianca Moreno	Coty Maldonado	\$0	2
45	Bertha Martinez	Raquel Martinez	\$0	2
46	Cheryl Auker	Director	\$373	1
47	Angelique Dorsett	Stacey Curry	\$222	1
48	Ginny Jean	Cindy Machado-Flippen	\$177	1
49	Royann Russell-collie	Nicole Pratt	\$152	1
50	Lauren Gonzales	Raquel Martinez	\$137	1

EPiC
Shaw

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Lynda
Shaw Unit



Leticia
Saunders Unit



Brenda
Auker Unit



Kristen
Pettet Unit



Carolyn
MacFlip Unit



Karen
Shaw Unit



Brenda
Guajardo Unit



Libra
MacFlip Unit



Alison
Auker Unit



Dawn
Shaw Unit



Marilyn
MacFlip Unit



Susan
Shaw Unit



Tabitha
Maldonado Unit



Bianca
Maldonado Unit



Mary
MacFlip Unit



Cheryl
Auker Unit



Laurie
MacFlip Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Rebecca
Shaw Unit



Angie
Stanley Unit



Barbie
Shaw Unit



Linda
Arbuckle Unit



Cecilia
Pratt Unit



Rachel
Maldonado Unit



Dawn
Auker Unit



Shannon
Shaw Unit



Tamara
Shaw Unit



Terri
Shaw Unit



Audra
Stanley Unit



Sandra
Stanley Unit



Jessica
Guajardo Unit



Stephanie
Shaw Unit



Bashava
MacFlip Unit



Angela
MacFlip Unit



Patricia
Stanley Unit



Sheila
MacFlip Unit



Colleen
Pettet Unit



Michelle
Shaw Unit



Denise
MacFlip Unit



Venus
Pratt Unit

EPiC
Shaw

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Erika
Stanley Unit



Diane
Stanley Unit



Melissa
Martinez Unit



Nancy
MacFlip Unit



Everlene
McCloud Unit



Royann
Pratt Unit



DuAnne
Shaw Unit



Charissa
McCloud Unit



Arlene
Stanley Unit



Beth Ann
Shaw Unit



Melissa
Auker Unit



Dawn
MacFlip Unit



Jenn
Arbuckle Unit



Collanda
McCloud Unit

Top 50 Selling Consultants

BURNETT NATIONAL AREA



Meggan Mangona



Alicia Davis



Deborah Buscher



Angela Cline



Lisa Dewart



Kaci Church



Mimi Witsken



Tanya Mullins



Tava Reese



Brooke Lewis

	Name	Unit	YTD Retail
1	Meggan Mangona	Jenna Roberts	\$19,073
2	Alicia Davis	Caitlyn Underwood	\$18,622
3	Deborah Buscher	Megan Lawrence	\$17,449
4	Angela Cline	April Hutchinson	\$15,631
5	Lisa Dewart	Christina King	\$14,584
6	Jessica Hottle	April Hutchinson	\$14,158
7	Mimi Witsken	Rachel Webster	\$13,392
8	Tanya Mullins	LeAnna Funk	\$13,377
9	Tava Reese	Aleta Blakley	\$13,364
10	Brooke Lucas	April Hutchinson	\$12,965
11	Ann Hinkle	Kaci Church	\$12,464
12	Mary Puetz	Rachel Webster	\$12,445
13	Kayla Lupa	Samantha Ewing	\$12,321
14	Nicole Staudt	Elizabeth Holmes	\$12,310
15	Michelle Martinez	Caitlyn Underwood	\$12,058
16	Ariel Davis	Samantha Ewing	\$12,047
17	Kara Taylor	Christina Frantz	\$11,891
18	Jennifer Newton	April Hutchinson	\$11,714
19	Judy Gardner	April Hutchinson	\$11,657
20	Cortney Pallo	Samantha Ewing	\$11,519
21	Rebecca Parido	Keisha Hicks	\$11,180
22	Ellen Pape	Heather Erbe	\$11,003
23	Jessica Johnson	Loganne Stone	\$10,935
24	Erin Farler	Christina Frantz	\$10,921
25	Angie Everson	Christina King	\$10,801
26	Angela Ross	Elizabeth Holmes	\$10,691
27	Ashley Foster	April Hutchinson	\$10,511
28	Arelis Torres Velazquez	Ciara Peyton	\$10,013
29	Lacey Maxton	Amanda Nieman	\$9,847
30	Marcia Flaherty	Dawn Mallery	\$9,718
31	Taylor Harrison	Samantha Ewing	\$9,668
32	Julie McGlinchey	Rachel Webster	\$9,625
33	Ashley Lynch	Christina Frantz	\$9,579
34	Stephanie Seefried	Christina Frantz	\$9,431
35	Courtney Seldenright	Christina King	\$9,316
36	Joni Worrell	Aleta Blakley	\$9,278
37	Crystal Wagner	April Hutchinson	\$9,270
38	Amy Langdon	Loganne Stone	\$9,055
39	Sarah Pyers	Loganne Stone	\$8,914
40	Leslie Wallace	Aleta Blakley	\$8,882
41	Melissa Anderson	Amber Nichols	\$8,805
42	Mary Wilbur	April Hutchinson	\$8,445
43	Maci Kreilein	Jennifer Howard	\$8,334
44	Kimberly Carson	Rachel Webster	\$8,323
45	Amanda Sponseller	Kaci Church	\$8,278
46	Linda Koelling	Cristine Willis	\$8,272
47	Melissa Gross	Jennifer Raley	\$8,138
48	Christie Victor	April Hutchinson	\$7,737
49	Nicole Jung	Jessica Tompkins	\$7,697
50	Anna Beard	Julia Burnett	\$7,525

Top 50 Sharing Consultants

BURNETT NATIONAL AREA

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



Samantha Ewing



Ciara Peyton



Loganne Stone



LeAnna Funk



Mary Mullins



Caitlyn Underwood



Taylor Van Winkle



Jennifer Howard



Leanne Willis



Kaci Church

Name		Commission	OTM	
1	Samantha Ewing	Director	\$1,773	13
2	Ciara Peyton	Director	\$962	10
3	Loganne Stone	Director	\$1,041	9
4	LeAnna Funk	Director	\$466	9
5	Jennifer Howard	Director	\$327	9
6	Taylor Van Winkle	Director	\$507	8
7	Amber Nichols	Director	\$353	8
8	Cristine Willis	Director	\$791	7
9	Kaci Church	Director	\$677	7
10	Mary Mullins	LeAnna Funk	\$809	6
11	Caitlyn Underwood	Director	\$576	6
12	Christina Frantz	Director	\$721	5
13	Casie Breen	Samantha Ewing	\$382	5
14	Meggan Mangona	Jenna Roberts	\$212	5
15	Elizabeth Holmes	Director	\$768	4
16	Julie McGlinchey	Rachel Webster	\$684	4
17	Rachel Webster	Director	\$653	4
18	Deborah Buscher	Megan Lawrence	\$473	4
19	Grace Class	Ciara Peyton	\$402	4
20	Tava Reese	Aleta Blakley	\$309	4
21	Jennifer Raley	Director	\$190	4
22	Sydney Overcast	Director	\$79	4
23	Monica Lemmons	Amber Nichols	\$0	4
24	Jenna Roberts	Director	\$833	3
25	Jessica Hottle	April Hutchinson	\$610	3
26	Laura Turner	Amber Nichols	\$309	3
27	Megan Caldwell	Taylor Van Winkle	\$228	3
28	Jessica Tompkins	Director	\$160	3
29	Heather Gibson	Director	\$343	2
30	Christi Townson	April Hutchinson	\$335	2
31	Dawn Mallery	Director	\$313	2
32	Kara Taylor	Christina Frantz	\$242	2
33	Samantha Ennis	Taylor Van Winkle	\$160	2
34	Kayla Lupa	Samantha Ewing	\$152	2
35	Chelsey Burling	Director	\$146	2
36	Anna Beard	Julia Burnett	\$145	2
37	Rebecca Parido	Keisha Hicks	\$138	2
38	Jamie Valenti	Aleta Blakley	\$87	2
39	Dana Sone	Director	\$78	2
40	Laura Hammann	Ciara Peyton	\$72	2
41	Taylor Collier	Director	\$60	2
42	Kimber Thomas	Jessica Tompkins	\$58	2
43	Keisha Hicks	Director	\$54	2
44	Meghan Flohr	Taylor Collier	\$50	2
45	Barbara Birrueta	Ciara Peyton	\$48	2
46	Mary Wilbur	April Hutchinson	\$45	2
47	Madison Neel	Rachel Webster	\$41	2
48	Taylor Harrison	Samantha Ewing	\$36	2
49	Tori Saunders	Samantha Ewing	\$34	2
50	Perlina D-Bensonhaver	Ciara Peyton	\$28	2



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Julie
Webster Unit



Mary
Funk Unit



Tava
Blakely Unit



Mandy
Nichols Unit



Kara
Frantz Unit



Kathleen
Frantz Unit



Jessica
Peyton Unit



Crystal
Hutchinson Unit



Mary
Hutchinson Unit



Anna
Burnett Unit



Lindsey
Erbe Unit



Lora
Burling Unit



Megan
Van Winkle Unit



Monica
Raley Unit



Catie
Linton Unit



Grace
Peyton Unit



Angela
Hutchinson Unit



Jessica
Burnett Unit



Chrissy
Nichols Unit



Taylor
Frantz Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Samantha
Van Winkle Unit



Judy
Hutchinson Unit



Amy
Hutchinson Unit



Keisha
King Unit



Melissa
Raley Unit



Taylor
Ewing Unit



Jessica
Collier Unit



Michele
Blakely Unit



Amy
Lawrence Unit



Madelynn
Willis Unit



Tonya
Nichols Unit



Kayla
Ewing Unit



Meggan
Roberts Unit



Jelena
Nichols Unit



Staci
Linton Unit



Emily
Hutchinson Unit



Adia
Howard Unit



Jamie
Raley Unit



Danielle
Hutchinson Unit



Kirsten
Linton Unit



Emily
Frantz Unit



Courtney
King Unit



Ashley
Frantz Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Nicole
Burnett Unit



Allyson
Frantz Unit



Cat
King Unit



Alysia
Nichols Unit



Christi
Hutchinson Unit



Laura
Nichols Unit



Miranda
Linton Unit



Joni
Blakely Unit



Laura
King Unit

Top 50 Selling Consultants

LAUCLAN NATIONAL AREA



Angela Casola



Rachel Rice



Carrie Langley



Connie Saho



Lindsay Isaacs



Mary Cooper



Paige Doan



Lindsay Amundson



Lindsey Clevenger



Keri Knott

	Name		YTD Retail
1	Angela Casola	Leah Lauchlan	\$25,271
2	Rachel Rice	Lee Ann Girard	\$14,911
3	Carrie Langley	Hillary Puthoff	\$14,322
4	Connie Saho	Katie Colson	\$14,225
5	Lindsay Isaacs	Amy Rhoades	\$13,842
6	Mary Cooper	Andrea Barts	\$13,366
7	Paige Doan	Andrea Barts	\$13,280
8	Lindsay Amundson	Hillary Puthoff	\$12,960
9	Lindsey Clevenger	Hillary Puthoff	\$12,774
10	Keri Knott	Melody Funkhouser	\$12,302
11	Sara Miller	Amy Rhoades	\$12,171
12	Mary King	Hillary Puthoff	\$12,155
13	Colleen Elliott	Leah Lauchlan	\$11,889
14	Samantha Apperson	Leah Lauchlan	\$11,868
15	Tiffany Johnson	Andrea Barts	\$11,142
16	Darcy Angulo	Amy Rhoades	\$10,440
17	Berlinda Paul	Katie Colson	\$10,071
18	Melissa Jameson	Blythe Egbert	\$9,156
19	Laura Moore	Lee Ann Girard	\$8,972
20	Paula Bromley Bouck	Leah Lauchlan	\$8,924
21	Korie Stiff	Leah Lauchlan	\$8,652
22	Emily McManus	Leah Lauchlan	\$8,465
23	Ausia Anderson	Charlotte Goodykoontz	\$8,463
24	Tammy Toles	Kara Scheidt	\$8,388
25	Nissa Beasley	Katie Colson	\$8,137
26	Rose Paine	Leah Lauchlan	\$8,050
27	Kenzi Voisard	Hillary Puthoff	\$7,925
28	Megan Seal	Kara Scheidt	\$7,912
29	Tiffani OHair	Andrea Barts	\$7,425
30	Erin Fantozz	Melody Funkhouser	\$7,295
31	Stephanie Skidmore	Charlotte Goodykoontz	\$6,987
32	Amber Dye	Blythe Egbert	\$6,963
33	Taylor Johnson	Hillary Puthoff	\$6,909
34	Teresa Benter	Katie Colson	\$6,831
35	Analena Collado-Al-	Leah Lauchlan	\$6,585
36	Marinete Andrade	Melody Funkhouser	\$6,461
37	Shelly Harrison	Andrea Barts	\$6,303
38	Hannah Lingle	Andrea Barts	\$6,256
39	Mendi Tidwell	Julie Becker	\$6,133
40	Crissy Chambers	Leah Lauchlan	\$6,062
41	Lisa Sproul	Leah Lauchlan	\$6,052
42	Sara Hylton	Julie Becker	\$6,014
43	Amanda Sutton	Leah Lauchlan	\$5,917
44	Jennifer Menner	Amy Rhoades	\$5,895
45	Michelle Eggert	Andrea Barts	\$5,891
46	Lacey Valentine	Leah Lauchlan	\$5,777
47	Cindy Reyes	Leah Lauchlan	\$5,625
48	Jessica Panichella	Lee Ann Girard	\$5,493
49	Rhonda Moore	Leah Lauchlan	\$5,482
50	Emily Bayless	Leah Lauchlan	\$5,422

Top 50 Sharing Consultants

LAUCLAN NATIONAL AREA

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



Hillary Puthoff



Melody Funkhouser



Paige Doan



Charlotte Goodykoontz



Kara Scheidt



Lindsey Clevenger



Rachel Rice



Sara Miller



Andrea Barts



Alicia Barlow

Name		Commission	OTM	
1	Hillary Puthoff	Director	\$1,640	10
2	Melody Funkhouser	Director	\$776	4
3	Paige Doan	Andrea Barts	\$762	4
4	Charlotte Goodykoontz	Director	\$411	10
5	Kara Scheidt	Director	\$392	4
6	Lindsey Clevenger	Hillary Puthoff	\$367	3
7	Rachel Rice	Lee Ann Girard	\$311	1
8	Sara Miller	Amy Rhoades	\$208	5
9	Andrea Barts	Director	\$172	2
10	Alicia Barlow	Director	\$166	2
11	Colleen Elliott	Leah Lauchlan	\$158	2
12	Kirstin Erisman	Hillary Puthoff	\$140	1
13	Lindsay Isaacs	Amy Rhoades	\$130	3
14	Amy Rhoades	Director	\$128	3
15	Lee Ann Girard	Director	\$124	3
16	Darcy Angulo	Amy Rhoades	\$123	5
17	Mellissa Murphy	Andrea Barts	\$101	3
18	Courtney Barnett	Andrea Barts	\$82	1
19	Tiffany Johnson	Andrea Barts	\$72	2
20	Kaylee Morris	Amy Rhoades	\$68	3
21	Mary Cooper	Andrea Barts	\$58	2
22	Dolly Pearson	Amy Rhoades	\$51	1
23	Deziree Evans	Amy Rhoades	\$38	1
24	Keri Knott	Melody Funkhouser	\$36	1
25	Tammy Toles	Kara Scheidt	\$33	1
26	Sabrina Coyle	Katie Colson	\$29	1
27	Tiffani OHair	Andrea Barts	\$26	1
28	Connie Saho	Katie Colson	\$26	1
29	Taylor Johnson	Hillary Puthoff	\$0	3
30	Riley Kuhns	Andrea Barts	\$0	2
31	Lisa Sproul	Leah Lauchlan	\$0	2
32	Samantha Apperson	Leah Lauchlan	\$0	2
33	Nikki Bean	Leah Lauchlan	\$0	1
34	Lucretia Cheek	Leah Lauchlan	\$0	1
35	Cindy Reyes	Leah Lauchlan	\$0	1
36	Rose Paine	Leah Lauchlan	\$0	1
37	Esther Sue Murray	Leah Lauchlan	\$0	1
38	Jeanine Panarelli	Leah Lauchlan	\$0	1
39	Katie Colson	Director	\$0	1
40	Blythe Egbert	Director	\$0	1
41	Tiffani Harrell	Leah Lauchlan	\$0	1
42	Sam Strausbaugh	Leah Lauchlan	\$0	1
43	Jillian Aselage	Leah Lauchlan	\$0	1
44	Christina F-Nuzzo	Leah Lauchlan	\$0	1
45	Paula Bromley Bouck	Leah Lauchlan	\$0	1
46	Tammy Henson	Julie Becker	\$0	1
47	Julie Becker	Director	\$0	1
48	Brandi Corder	Hillary Puthoff	\$0	1
49	Ashley Parker	Amy Rhoades	\$0	1
50				



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Colleen

Lauchlan Unit



Megan

Lauchlan Unit



Emma

Lauchlan Unit



Stephanie

Egbert Unit



Melissa

Egbert Unit



Kara

Lauchlan Unit



Erin

Egbert Unit



Mary

Barts Unit



Paige

Barts Unit



KG

Barts Unit



Sara

Rhoades Unit



Alli

Lauchlan Unit



Samantha

Lauchlan Unit



Paula

Lauchlan Unit



Sarah

Lauchlan Unit



Casilyn

Lauchlan Unit



EPiC Lauchlan

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Cindy
Lauchlan Unit



Sam
Lauchlan Unit



Brittany
Scheidt Unit



Michelle
Egbert Unit



Megan
Egbert Unit



Jesie
Egbert Unit



Cindy
Egbert Unit



Carly
Egbert Unit



Lauren
Egbert Unit



Teresa
Colson Unit



Amanda
Colson Unit



Lindsey
Puthoff Unit



April
Puthoff Unit



Mellissa
Barts Unit



Darcy
Rhoades Unit



Lindsay
Rhoades Unit



Kaylee
Rhoades Unit



Ken
Funkhouser Unit



Rachel
Girard Unit

Leading the Way

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

SHAW



Nadine

Director	# Reds	Unit Size	% Red
Nadine Huckabee-Stanley	7	115	6.09%
Nicole Pratt	9	155	5.81%
Cheryl Auker	5	91	5.49%
Cindy Machado-Flippen	11	217	5.07%
Coty Maldonado	4	137	2.92%

BURNETT



Melissa

Director	# Reds	Unit Size	% Red
Melissa Linton	3	31	9.68%
Aleta Blakley	3	36	8.33%
Christina King	4	56	7.14%
Jennifer Raley	3	49	6.12%
April Hutchinson	9	190	4.74%
Samantha Ewing	3	65	4.62%
Christina Frantz	6	131	4.58%
Amber Nichols	6	134	4.48%

LAUHLAN



Andrea

Director	# Reds	Unit Size	% Red
Andrea Barts	5	76	6.49%
Amy Rhoades	4	64	4.42%
Blythe Egbert	10	167	3.80%
Hillary Puthoff	3	76	3.95%



Incredible Challenge



Leah

Area	# Red Jackets	Area Size	% Red
Pamela Shaw	56	1797	3.12
Julia Burnett	55	1592	3.45
Leah Lauchlan	37	864	4.28

YTD % AREA REDS

Area	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Shaw	4.07	3.49	2.63	2.63	3.12							
Burnett	3.62	3.04	2.95	3.17	3.45							
Lauchlan	3.30	2.67	2.89	3.42	4.28							

AREA WHOLESALE PRODUCTION

Area	July	August	September	October	November	December
Shaw	\$201,349	\$242,194	\$235,037	\$242,194	\$220,604	
Burnett	\$159,104	\$200,523	\$251,650	\$201,884	\$219,661	
Lauchlan	\$91,302	\$94,184	\$116,195	\$119,089	\$118,955	

Area	January	February	March	April	May	June
Shaw						
Burnett						
Lauchlan						