

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

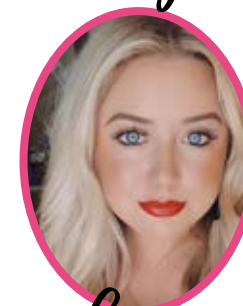
	Sales Director	NSD	QTM*	NTM
1	Nicole Pratt	Pamela Shaw	33	87
2	Coty Maldonado	Pamela Shaw	27	87
3	Ciara Peyton	Julia Burnett	27	49
4	Samantha Ewing	Julia Burnett	26	51
5	April Hutchinson	Julia Burnett	21	51
6	Cindy MacFlippen	Pamela Shaw	21	47
7	Amy Rhoades	Leah Lauchlan	21	39
8	Denise Pettet	Pamela Shaw	21	24
9	London Arbuckle	Pamela Shaw	19	38
10	Tina Frantz	Julia Burnett	16	48
11	Erika Guajardo	Pamela Shaw	15	34
12	Stacey Curry	Pamela Shaw	15	27
13	Andrea Barts	Leah Lauchlan	15	27
14	Taylor Van Winkle	Julia Burnett	15	26
15	Rachel Webster	Julia Burnett	13	37
16	Amber Nichols	Julia Burnett	13	25
17	Hillary Puthoff	Leah Lauchlan	13	13
18	Tina Samuels	Pamela Shaw	11	31
19	Nancy Powell	Pamela Shaw	11	15
20	Jenn Howard	Julia Burnett	10	28



Nicole



Coty



Ciara



Top 25 Unit Club



Cindy



Tina



Coty



April



Blythe

	Sales Director	NSD	YTD Retail
1	Cindy MacFlippen	Pamela Shaw	\$517,943
2	Tina Frantz	Julia Burnett	\$357,725
3	April Hutchinson	Julia Burnett	\$345,137
4	Coty Maldonado	Pamela Shaw	\$335,118
5	Blythe Egbert	Leah Lauchlan	\$317,016
6	Nicole Pratt	Pamela Shaw	\$279,664
7	Nadine Stanley	Pamela Shaw	\$262,783
8	Stacey Curry	Pamela Shaw	\$257,983
9	Amber Nichols	Julia Burnett	\$257,321
10	London Arbuckle	Pamela Shaw	\$252,594
11	Hillary Puthoff	Leah Lauchlan	\$239,629
12	Ciara Peyton	Julia Burnett	\$211,413
13	Amy Rhoades	Leah Lauchlan	\$208,967
14	Andrea Barts	Leah Lauchlan	\$207,444
15	Cheryl Auker	Pamela Shaw	\$200,547
16	Samantha Ewing	Julia Burnett	\$194,399
17	Katie Colson	Leah Lauchlan	\$157,879
18	Melissa Linton	Julia Burnett	\$154,520
19	Denise Pettet	Pamela Shaw	\$151,034
20	Jen Howard	Julia Burnett	\$148,118
21	Caitlyn Underwood	Julia Burnett	\$143,565
22	Christina King	Julia Burnett	\$129,414
23	Rachel Webster	Julia Burnett	\$126,701
24	Tina Samuels	Pamela Shaw	\$123,983
25	Jenna Roberts	Julia Burnett	\$122,103



Directors in Qualification

SHAW



Lupita
Maldonado Unit



Carolyn
MacFlip Unit

BURNETT



Jessica
Hutchinson Unit

LAUCLAN



Darcy
Rhoades Unit

Track your Path to Director & Wear

The Suit!

You're moving up, achieving your goals and making your dreams come true! Why not do it in style by earning these rewards when you debut as a new Independent Sales Director? Step up and step out like the star you are!




<p>1. <i>Senior Consultant</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>2.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>3. <i>Star Team Builder</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>4.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>5. <i>Team Leader</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>6.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>7.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>8. <i>Elite Team Leader</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>9.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>10. <i>Director in Qualification</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>11.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>12. <i>Half-Way There!</i></p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>13.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>14.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>15.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>16.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>

Track your Path to Director & Wear

The Suit!

You're moving up, achieving your goals and making your dreams come true! Why not do it in style by earning these rewards when you debut as a new Independent Sales Director? Step up and step out like the star you are!



<p>17.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>18.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>19.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>20.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>21.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>22.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>23.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>24.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>25.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>26.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>27.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>28.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>
<p>29.</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	<p>30. Director!</p> <p>NEW TEAM MEMBER</p> <p>_____</p> <p><input type="radio"/> ACTIVE <input type="radio"/> QUALIFIED</p>	 <p>Production</p> <p>Month 1: _____</p> <p>Month 2: _____</p> <p>Month 3: _____</p> <p>Month 4: _____</p>	

RED JACKET

Calculator



CALCULATE YOUR CHECK

Personal Sales _____

Personal Team Production _____

Great Start Qualifieds _____

1st Time Reds _____



Personal Sales (x.50) _____

Personal Team Production _____

x (.04 or .06 or .08 or .09 or .13)

2nd Tier Team Production _____

x (.05)

GSQ x \$50 _____

1st Time Reds x \$100 _____

Car Cash _____

TOTAL

CREATE WEALTH

PERSONAL SALES

50%

PERSONAL TEAM

Star Team Builder

Production

Commission

< \$1,000

4%

\$1,000-\$1,799.99

6%

\$1,800 +

8%

Team Leader

9% - default commission

13% - 5+ team members place \$225+ wholesale orders & you place a \$600 wholesale order

Elite Team Leader

9% or 13% - 1st Tier as outlined above

5% -2nd Tier when you have 1 active Red Jacket on your team and \$2,000+ combined product of personal, 1st, & 2nd Tier.

Team Building Bonus

\$50 for each Great-Start Qualified New Team Member

\$100 for each 1st Time Red Jacket promoted

Car Cash

If opting for Cash

\$425





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

Lupita Villarreal (Maldonado)
Carolyn Rios (MacFlip)

BURNETT AREA

Jessica Hottle (Hutchinson)

LAUCLAN AREA

Colleen Elliott (Lauchlan)

Oh Yes! IT'S
FREE





Spark Achievers

SHAW NATIONAL AREA

Danielle Paul	Carolyn Rios	Tammy Atkins	Marilyn Esquilin	Jessica Vigstol
Tracy Hamolko	Dawn Struble	Rose Flowers	Nadine Huckabee-	Shannon Blakesley
Basheva Elbaum	Stacey Curry	Rebecca Remsburg	Stanley	Michele Stelling
Debbie Dodge	Linda Vittitoe	Lizbeth De La Garza	Lisa Ross	Joann Jordan
Elaina Gross	Sheila Smarts	Kristen Lowe	Sarah Penton	Dawn Healey
Nancy Powell	Angie Taylor	Debbie Grube-Taylor	Victoria Reed	Miriam Hunt
Guadalupe Villarreal	Cassandra Sanchez	Jessica Dominguez	Stacey Caison	Caroline Shy
Amie Krueger	Mindy Gempel	Denise Harris	Diane Mahoney	LaDonna Atkins
Coty Maldonado	Jose Bravo	Nicole Pratt	Colleen Greenhalgh	Patricia Furbish
Lynda Crick	Maria Garcia	Angela Mujica	Sherron Nesmith	Maria Garcia
Alina Brown	Miriam Schnitzler	Charissa Smith	Debra-Anne	Rosalia Guerra
London Arbuckle	Kitty Eller	Sharon Verhagen	Singleton	Elita Jack
Cheryl Auker	Pia Bose	Sara Ramos	Dawn Eisenhauer	Meg Kluge
Heather Mady	Colleen Brandon	Tabitha Kearney	Jennifer Johnstone	Kristen Pettet
Ruth Drewitt	Frances Szikszai	Tamara Boyhont	Denise Pettet	Nancy Robey
Melissa Lutz	Christy Rattray	Elizabeth Lee	Miriam Arenas	April Vokes
Erika Guajardo	Linda Loud	Josette Jeffrey	Victoria Edgecomb	
Belinda McGee	Amy Nesmith	Allison Alcineus	Julean Josephs	
Lisa Romer-King	Venus Highsmith	Angela Francis	Linda Oriabure	
Raquel Martinez	Pamela Stoudt	Vickie Alexander	Yenessa Sanchez	
Nancy Mayer	Elizabeth Edelmann	Rosalinda G-Dingle	Tanika Franklin-	
Betty Williams	Tina Robinette	Tiffany Huerta	Francis	
Amanda Ahrens	Tiffany Thompson	Stacie Cooper	Andrea Perez	
Edna Martinez	Royann Russell-	Kristina Weitoish-	Cecelia Williams	
Hernandez	collie	Susan Pride	Rachel Acevedo	
ZaeVista Arnold	Gail Hopwood	Feliesha Alexander	Yvonne Diaz	
Cindy Machado-	Tina Parker	Christine Fernicola	Mahala Saunders	
Flippen	Araceli Moreno	Benita Conn	Karen Sudol	
Christina Samuels	Karen Weaver	Deanne Coutain-	Elisha Winslow	
Kelley Heller-Vela	Kelly Diener	Reddick	Karen Oddone	

BURNETT NATIONAL AREA

Heather Gibson	Elizabeth Holmes	Angela Cline	Tiffany Lonaker	Laura Jaynes
Jennifer Siebert	Amanda Nieman	Jennifer Raley	Tanya Mullins	Breanna McDonnell
Aleta Blakley	Jenna Roberts	Christina Louden	Erin Warfield	Tracy Barrett
Dana Sone	Sydney Overcast	Deborah Buscher	Taylor Van Winkle	Samantha Ewing
Melissa Linton	Jessica Hottle	Amber Nichols	Amanda Sponseller	Judy Gardner
Abigail Gibson	Chelsey Burling	Angie Everson	Ashley Lynch	LeAnna Funk
Jennifer Howard	Christina Frantz	Brooke Lucas	Michelle Martinez	Kathleen Kauffman
Cortney Pallo	Alicia Davis	Lisa Dewart	Marcia Flaherty	Ashley Begley
Stephanie Seefried	Cristine Willis	Courtney	Samantha Jordan	Nicole Staudt
Jackie Green	Maura Harrison	Seldenright	Tonya Macer	Shannon Rickard
Carah Carnes	Donna Slone-	Kristen Turner	Tara Wilson	Shoyna Jackson
Dawn Mallery	Crumbie	Mary Puetz	Kaci Church	Christina King
Amanda Wilkes	Irene Kacy	Anecia Maroney	Erika Harris	Mandie Helge



Spark Achievers

Millie Woolwine
Rhea Christopherson
April Hutchinson
Deanna Allen
Melissa Gross

Kara Taylor
Crystal Cook
Emily Schulte
Tayler Collier
Perlina Dupler-
Bensonhaver

Ellen Pape
Meggan Mangona
Alley Larocque
Joanna Campbell
Crystal Stapleton
Jennifer Long

Nicole Bowling
Arelis Torres
Velazquez
Felicia Young
Dawn Hedrick
Ann Hinkle

Rachel Webster
Saran Goubeaux
Sarah Linville
Sara Rogers
Ciara Peyton
Miranda Bohannon

LAUCLAN NATIONAL AREA

Hillary Puthoff
Katie Colson
Cheyenne Guyette
Connie Saho
Charlotte Goodykoontz
Lindsay Isaacs
Alicia Barlow
Julie Becker
Melody Funkhouser
Angela Casola
Blythe Egbert
Heather May
Melissa Jameson
Carrie Langley
Caitlin Morris
Stacy Ackerman

Stephanie Skidmore
Mary Cooper
Goldie Yoder
Korie Stiff
Staci Miller
Samantha Towne
Laura Moore
Andrea Barts
Rose Paine
Claire Walters
Julie Davis
Rachel Rice
Teresa Benter
Kayla Burton
Joan Gudeman
Teresa Greer

Amy Rhoades
Tammy Toles
Stephanie Cost
April Winemiller
Lacey Valentine
Tiffany Johnson
Minette Evans
Alex Wilkins
Tabitha Graham
Lindsay Amundson
Nissa Beasley
Krista Hoying
Elizabeth Schell
Lindsey Clevenger
Renee Heil
Darcy Angulo

Susan Wullenweber
Carol Beck Blundy
Charlotte Fuchs
Debra Walker
Berlinda Paul
Kirstin Parker Whitcomb
Tina Currier
Paige Doan
Charlyn Liming
Kara Scheidt
Lee Ann Girard
Alexis Mitchell
Colleen Elliott
Alice Gonterman
Lisa Sproul
Kaylee Williams

MARY KAY

REIGNITE YOUR PASSION!

JANUARY

**WELCOME TO THE NEW YEAR!
IT'S TIME TO REIGNITE YOUR
PASSION FOR MARY KAY®
PRODUCTS AND FOR PEOPLE
WHO DRIVE YOUR SUCCESS.**

Make this the month that you take a fresh approach to building your business through holding amazing virtual parties, making customer service your focus for continued growth and helping team members start off the year with shared enthusiasm.

And it all 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 January jewelry piece designed by R.J. Graziano. The January jewelry piece is a pair of designer-inspired earrings that can fashionably go from day to night. And these versatile earrings would look stunning with other *Spark a Chain Reaction!* jewelry pieces you have earned or could earn when you achieve your monthly production 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.

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MARY KAY

SPARK YOUR BELIEF!

SPRING CONSISTENCY CHALLENGE

Jan. 1 – March 31, 2021

As Mary Kay Ash herself said, “If you believe it, you can achieve it.” And now is the perfect time to recommit to your goals by believing in your ability to book more parties, sell more product and help more teammates to be their best. It’s time to spark your passion for action!

And when you believe in your sales goals and achieve them, you could earn these ***Spark a Chain Reaction!*** Spring Consistency Challenge earrings by **R.J. Graziano!**

Independent Beauty Consultants and Independent Sales Directors who achieve the *Spark a Chain Reaction!* Challenge each month* **from Jan. 1 through March 31** will receive these fashionable earrings, which coordinate with additional consistency challenge pieces this Seminar year!

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

SPARK A CHAIN REACTION!

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*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 contest achiever each month.

SHAW AREA



Carolyn
\$8,216



Lupita
\$5,631



Lynda
\$3,844



Tina
\$3,420



Kristen
\$3,329



Brenda
\$3,033



Bashava
\$2,928



Colleen
\$2,407



Karen
\$2,349



Rebecca
\$2,232



Kim
\$2,104

BURNETT AREA



Jessica
\$5,783



Angela
\$4,123



Melissa
\$3,477



Courtney
\$3,357



Erin
\$3,206



Jessica
\$3,046



Emily
\$2,853



Julie
\$5,2623



Amy
\$2,379



Mandy
\$52,356



Janet
\$2,325



Joanna
\$2,279



Danielle
\$2,268



Casie
\$2,268



EPiC
Family

Team \$2000

Red Jacket Teams with \$2000+ in Production



Mary
\$2,147



Chrissy
\$2,069

LAUCLAN AREA



Colleen
\$7,024



Darcy
\$4,001



Tammy
\$3,772



Lindsay
\$2,760



Paige
\$2,467



Sarah
\$2,324



Erin
\$2,008



Melisa
\$2,006



Epic Reds

Reds with Reds on their Team

SHAW AREA



Beth Ann

Shaw Unit



Dawn

Aucker Unit



Brenda

Aucker Unit



Sandra

Stanley Unit



Libra

MacFlip Unit



Mary

MacFlip Unit



Carolyn

MacFlip Unit



Everlene

Pratt Unit

BURNETT AREA



Emily

Hutchinson Unit



Angela

Hutchinson Unit



Jelena

Nichols Unit



Chrissy

Nichols Unit



Kelly

Nichols Unit

LAUCLAN AREA



Colleen

Lauchlan Unit



Sarah

Lauchlan Unit



Paige

Barts Unit



Erin

Egbert Unit



EPiC
Family

Legacy Leaders

Directors who have 3 or more Red Jackets in their Unit

SHAW AREA



Cindy



Nadine



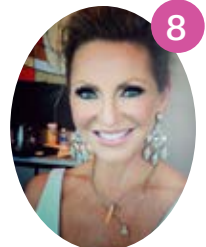
Nadine



Cheryl



Coty



Pam

BURNETT AREA



April



Amber



Tina



Julia

LAUCLAN



Blythe



Andrea



Amy



Leah

Top 50 Selling Consultants

SHAW NATIONAL AREA



Danielle Paul



Basheva Elbaum



Lupita Villarreal



Lynda Crick



Christy Rattray



Sheila Smarts



Tanika Franklin-Francis



Melissa Lutz



Nancy Mayer



Vickie Alexander

	Name		YTD Retail
1	Danielle Paul	Gail Hopwood	\$52,303
2	Basheva Elbaum	Cindy Machado-Flippen	\$32,486
3	Guadalupe Villarreal	Coty Maldonado	\$27,980
4	Lynda Crick	Pamela Shaw	\$25,348
5	Christy Rattray	Debbie Dodge	\$23,622
6	Sheila Smarts	Stacey Curry	\$22,879
7	Tanika Franklin-Francis	Stacey Curry	\$22,610
8	Melissa Lutz	Pamela Shaw	\$22,509
9	Nancy Mayer	Cindy Machado-Flippen	\$22,449
10	Vickie Alexander	Christina Samuels	\$21,789
11	Pia Bose	Denise Pettet	\$21,058
12	Angela Mujica	Cindy Machado-Flippen	\$20,523
13	Angie Taylor	Nadine Huckabee-Stanley	\$20,126
14	Kitty Eller	Pamela Shaw	\$18,244
15	Karen Weaver	Pamela Shaw	\$18,229
16	Ruth Drewitt	Stacey Curry	\$17,159
17	Miriam Schnitzler	Cindy Machado-Flippen	\$16,971
18	Yolanda Fields	Nicole Pratt	\$16,674
19	Linda Vittitoe	London Arbuckle	\$16,564
20	Rosalia Guerra	Coty Maldonado	\$16,320
21	Carolyn Rios	Cindy Machado-Flippen	\$16,313
22	Sandra Galloway	London Arbuckle	\$16,239
23	Linda Oriabure	Stacey Curry	\$16,100
24	Linda Loud	Pamela Shaw	\$15,791
25	Jessica Dominguez	Erika Guajardo	\$15,261
26	Angelia Nunn	Christina Samuels	\$15,136
27	Collonda West	Shayla McCloud	\$14,885
28	Dawn Eisenhauer	Pamela Shaw	\$14,875
29	Kristen Lowe	Pamela Shaw	\$14,818
30	Rachel Acevedo	Coty Maldonado	\$14,722
31	Dawn Struble	Cindy Machado-Flippen	\$14,704
32	Bianca Moreno	Coty Maldonado	\$14,311
33	Allison Alcineus	Stacey Curry	\$14,236
34	Marilyn Esquilin	Cindy Machado-Flippen	\$14,212
35	Katie Black	Nadine Huckabee-Stanley	\$13,968
36	Kelley Heller-Vela	Raquel Martinez	\$13,925
37	Cassandra Sanchez	Coty Maldonado	\$13,909
38	Lizbeth De La Garza	Coty Maldonado	\$13,751
39	Tressilind Mozie	Stacey Curry	\$13,746
40	Cecelia Williams	Nicole Pratt	\$13,348
41	Jessica Rodriguez	Stacey Curry	\$13,347
42	Denise Harris	Cindy Machado-Flippen	\$12,962
43	Araceli Moreno	Erika Guajardo	\$12,797
44	Charissa Smith	Shayla McCloud	\$12,700
45	Royann Russell-collie	Mahala Saunders	\$12,605
46	Christine Fernicola	Denise Pettet	\$12,296
47	Rose Flowers	Tiffany Huerta	\$12,216
48	Shannon Blakesley	Pamela Shaw	\$11,916
49	Venus Highsmith	Nicole Pratt	\$11,878
50	Feliesha Alexander	Stacey Curry	\$11,695

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



Denise Pettet



Lupita Villarreal



Nicole Pratt



Erika Guajardo



Stacey Curry



Shayla McCloud



Tiffany Huerta

	Name		Commission	QTM
1	London Arbuckle	Director	\$991	22
2	Nancy Powell	Director	\$879	21
3	Kristen Pettet	Denise Pettet	\$878	19
4	Denise Pettet	Director	\$337	13
5	Guadalupe Villarreal	Coty Maldonado	\$1,815	12
6	Nicole Pratt	Director	\$1,069	11
7	Erika Guajardo	Director	\$825	11
8	Stacey Curry	Director	\$2,922	10
9	Shayla McCloud	Director	\$384	8
10	Tiffany Huerta	Director	\$507	7
11	Amanda Ahrens	Director	\$257	7
12	Coty Maldonado	Director	\$2,902	6
13	Carolyn Rios	Cindy Machado-Flippen	\$1,098	5
14	Mindy Gempel	Director	\$895	5
15	Christina Samuels	Director	\$326	5
16	Angie Taylor	Nadine Huckabee-Stanley	\$104	5
17	Leticia Dean	Mahala Saunders	\$213	4
18	Raquel Martinez	Director	\$90	4
19	Tabitha Kearney	Coty Maldonado	\$0	4
20	Alina Brown	Director	\$377	3
21	Tina Parker	London Arbuckle	\$341	3
22	Rebecca Remsburg	Pamela Shaw	\$318	3
23	Angela Mujica	Cindy Machado-Flippen	\$303	3
24	Cecelia Williams	Nicole Pratt	\$217	3
25	Denise Harris	Cindy Machado-Flippen	\$88	3
26	Johanna Amaya	Coty Maldonado	\$0	3
27	Sara Ramos	Tiffany Huerta	\$0	3
28	Lynda Crick	Pamela Shaw	\$364	2
29	Elizabeth Lee	Director	\$334	2
30	Jennifer Lovvorn	Director	\$260	2
31	Brenda Aguilar	Erika Guajardo	\$201	2
32	Rachel Acevedo	Coty Maldonado	\$140	2
33	Nicole Buchanan	Cindy Machado-Flippen	\$139	2
34	Debby Nesmith	Christina Samuels	\$114	2
35	Mahala Saunders	Director	\$96	2
36	Debra-Anne Singleton	Director	\$93	2
37	Victoria Reed	Amanda Ahrens	\$77	2
38	Christine Corelli-DeSim-	Denise Pettet	\$71	2
39	Vickie Alexander	Christina Samuels	\$71	2
40	Cassandra Sanchez	Coty Maldonado	\$61	2
41	Collonda West	Shayla McCloud	\$57	2
42	Katy Gonzales	Cindy Machado-Flippen	\$52	2
43	Brenda Alejandro	Erika Guajardo	\$49	2
44	Amy Beck	Nancy Powell	\$40	2
45	Patricia Furbish	Nadine Huckabee-Stanley	\$38	2
46	Ann Marie Hubbard	Nadine Huckabee-Stanley	\$36	2
47	Sue Zukor-Ouro	Pamela Shaw	\$34	2
48	Shannon Blakesley	Pamela Shaw	\$31	2
49	Tanika Franklin-Francis	Stacey Curry	\$24	2
50	Bertha Martinez	Raquel Martinez	\$0	2



EPiC
Show

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Dawn
Auker Unit



Libra
MacFlip Unit



Lynda
Shaw Unit



Leticia
Saunders Unit



Brenda
Auker Unit



Kristen
Pettet Unit



Rebecca
Shaw Unit



Bianca
Maldonado Unit



Alison
Auker Unit



Susan
Shaw Unit



Nancy
MacFlip Unit



Tina
Arbuckle Unit



Kuthie
Shaw Unit



Barbie
Shaw Unit



Karen
Shaw Unit

EPiC
Shaw

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Feliesha
Curry Unit



Katie
Stanley Unit



Alison
MacFlip Unit



Audra
Stanley Unit



Sandra
Stanley Unit



Stephanie
Shaw Unit



Dawn
Shaw Unit



Basheva
MacFlip Unit



Marilyn
MacFlip Unit



Angela
MacFlip Unit



Patricia
Stanley Unit



Kim
Arbuckle Unit



Colleen
Pettet Unit



Venus
Pratt Unit



Tabitha
Maldonado Unit



Renee
MacFlip Unit



Bianca
Maldonado Unit



Angela
MacFlip Unit



Debby
Samuels Unit



Mary
MacFlip Unit



Cheryl
Auker Unit



Everlene
McCloud Unit



Laurie
MacFlip Unit

EPiC
Shaw

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Charissa
McCloud Unit



Beth Ann
Shaw Unit



Dawn
MacFlip Unit



Stephanie
Shaw Unit



Jenn
Arbuckle Unit



Linda
Arbuckle Unit



Collanda
McCloud Unit



Cecilia
Pratt Unit

Top 50 Selling Consultants

BURNETT NATIONAL AREA



Alicia Davis



Meggan Mangona



Deborah Buscher



Angela Cline



Jessica Hottle



Marcia Flaherty



Cortney Pallo



Lisa Dewart



Tanya Mullins



Brooke Lucas

	Name	Unit	YTD Retail
1	Alicia Davis	Caitlyn Underwood	\$22,806
2	Meggan Mangona	Jenna Roberts	\$21,800
3	Deborah Buscher	Megan Lawrence	\$21,578
4	Angela Cline	April Hutchinson	\$19,909
5	Jessica Hottle	April Hutchinson	\$19,410
6	Marcia Flaherty	Dawn Mallery	\$17,886
7	Cortney Pallo	Samantha Ewing	\$17,066
8	Lisa Dewart	Christina King	\$16,813
9	Tanya Mullins	LeAnna Funk	\$16,401
10	Brooke Lucas	April Hutchinson	\$16,272
11	Mary Puetz	Rachel Webster	\$16,218
12	Nicole Staudt	Elizabeth Holmes	\$15,439
13	Tava Reese	Aleta Blakley	\$15,025
14	Ariel Davis	Samantha Ewing	\$14,775
15	Angie Everson	Christina King	\$14,539
16	Kara Taylor	Christina Frantz	\$14,429
17	Mimi Witsken	Rachel Webster	\$14,173
18	Michelle Martinez	Caitlyn Underwood	\$14,166
19	Ann Hinkle	Kaci Church	\$14,116
20	Jennifer Newton	April Hutchinson	\$13,916
21	Judy Gardner	April Hutchinson	\$13,752
22	Ellen Pape	Heather Erbe	\$13,625
23	Stephanie Seefried	Christina Frantz	\$13,125
24	Rebecca Parido	Keisha Hicks	\$13,112
25	Ashley Lynch	Christina Frantz	\$12,907
26	Erin Farler	Christina Frantz	\$12,850
27	Kayla Lupa	Samantha Ewing	\$12,783
28	Arelis Torres Velazquez	Ciara Peyton	\$12,644
29	Courtney Seldenright	Christina King	\$12,590
30	Jessica Johnson	Loganne Stone	\$12,289
31	Lacey Maxton	Amanda Nieman	\$12,052
32	Angela Ross	Elizabeth Holmes	\$11,926
33	Amanda Sponseller	Kaci Church	\$11,245
34	Ashley Foster	April Hutchinson	\$11,023
35	Crystal Wagner	April Hutchinson	\$10,656
36	Julie McGlinchey	Rachel Webster	\$10,653
37	Amy Langdon	Loganne Stone	\$10,615
38	Taylor Harrison	Samantha Ewing	\$10,396
39	Mary Wilbur	April Hutchinson	\$10,287
40	Joni Worrell	Aleta Blakley	\$10,058
41	Melissa Gross	Jennifer Raley	\$9,951
42	Maci Kreilein	Jennifer Howard	\$9,916
43	Melissa Anderson	Amber Nichols	\$9,780
44	Linda Koelling	Cristine Willis	\$9,715
45	Anna Beard	Julia Burnett	\$9,545
46	Leslie Raisor	Amber Nichols	\$9,529
47	Samantha Jordan	Melissa Linton	\$9,434
48	Sarah Pyers	Loganne Stone	\$9,284
49	Michelle Weger	April Hutchinson	\$9,125
50	Tiffany Lonaker	Amber Nichols	\$9,079

Top 50 Sharing Consultants

BURNETT NATIONAL AREA

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



Samantha Ewing



Taylor Van Winkle



Ciara Peyton



Jessica Hottle



Amber Nichols



Loganne Stone



Jennifer Howard



LeAnna Funk



Leanne Willis



Kaci Church

	Name		Commission	QTM
1	Samantha Ewing	Director	\$2,497	15
2	Taylor Van Winkle	Director	\$695	12
3	Ciara Peyton	Director	\$1,455	11
4	Jessica Hottle	April Hutchinson	\$1,403	10
5	Amber Nichols	Director	\$526	10
6	Loganne Stone	Director	\$1,113	9
7	Jennifer Howard	Director	\$556	9
8	LeAnna Funk	Director	\$495	9
9	Cristine Willis	Director	\$1,033	7
10	Kaci Church	Director	\$891	7
11	Caitlyn Underwood	Director	\$655	7
12	Mary Mullins	LeAnna Funk	\$901	6
13	Julie McGlinchey	Rachel Webster	\$867	6
14	Jennifer Raley	Director	\$507	6
15	Christina Frantz	Director	\$923	5
16	Casie Breen	Samantha Ewing	\$541	5
17	Sydney Overcast	Director	\$318	5
18	Meggan Mangona	Jenna Roberts	\$268	5
19	Jenna Roberts	Director	\$1,080	4
20	Elizabeth Holmes	Director	\$841	4
21	Rachel Webster	Director	\$719	4
22	Deborah Buscher	Megan Lawrence	\$515	4
23	Grace Class	Ciara Peyton	\$505	4
24	Tava Reese	Aleta Blakley	\$325	4
25	Monica Lemmons	Amber Nichols	\$0	4
26	Heather Gibson	Director	\$430	3
27	Laura Turner	Amber Nichols	\$316	3
28	Chelsey Burling	Director	\$311	3
29	Megan Caldwell	Taylor Van Winkle	\$237	3
30	Samantha Ennis	Taylor Van Winkle	\$205	3
31	Angela Cline	April Hutchinson	\$203	3
32	Jessica Tompkins	Ciara Peyton	\$189	3
33	Keisha Hicks	Director	\$125	3
34	Dawn Mallery	Director	\$666	2
35	Christi Townson	April Hutchinson	\$345	2
36	Kara Taylor	Christina Frantz	\$312	2
37	Danielle Ramsey	April Hutchinson	\$215	2
38	Tayler Collier	Director	\$206	2
39	Anna Beard	Julia Burnett	\$187	2
40	Rebecca Parido	Keisha Hicks	\$160	2
41	Kayla Lupa	Samantha Ewing	\$152	2
42	Rachel Welsh	Ciara Peyton	\$111	2
43	Jamie Valenti	Aleta Blakley	\$96	2
44	Dana Sone	Sales Director	\$90	2
45	Laura Hammann	Ciara Peyton	\$81	2
46	Barbara Birrueta	Ciara Peyton	\$72	2
47	Julia Hopkins	Rachel Webster	\$64	2
48	Kimber Thomas	Ciara Peyton	\$62	2
49	Perlina Dupler-Bensonhaver	Ciara Peyton	\$55	2
50	Meghan Flohr	Tayler Collier	\$50	2

EPiC
Burnett

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Casie
Ewing Unit



Danielle
Hutchinson Unit



Mary
Funk Unit



Anna
Burnett Unit



Erin
Frantz Unit



Amy
Hutchinson Unit



Melissa
Raley Unit



Julie
Webster Unit



Mandy
Nichols Unit



Kara
Frantz Unit



Kathleen
Frantz Unit



Jessica
Peyton Unit



Lindsey
Erbe Unit



Nicole
Burnett Unit



Jelena
Nichols Unit



Deborah
Lawrence Unit



Joanna
Burnett Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Emily
Hutchinson Unit



Catie
Linton Unit



Holly
Raley Unit



Grace
Peyton Unit



Angela
Hutchinson Unit



Samantha
Frantz Unit



Ashley
Hicks Unit



Chrissy
Nichols Unit



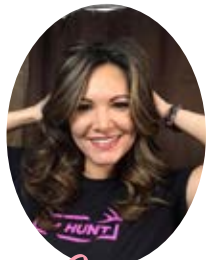
Samantha
Van Winkle Unit



Judy
Hutchinson Unit



Taylor
Ewing Unit



Jessica
Collier Unit



Tonya
Nichols Unit



Meggan
Roberts Unit



Anecia
Erbe Unit



Staci
Linton Unit



Kelly
Nichols Unit



Mary
Hutchinson Unit



Jamie
Raley Unit



Kendra
Erbe Unit



Janet
Howard Unit



Courtney
King Unit



Nicole
Holmes Unit



Allyson
Frantz Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Catherine
King Unit



Laura
Nichols Unit



Crystal
Hutchinson Unit



Elizabeth
Burnett Unit

Top 50 Selling Consultants

LAUCLAN NATIONAL AREA



Angela Casola



Connie Saho



Lindsay Isaacs



Colleen Elliott



Carrie Langley



Rachel Rice



Mary Cooper



Lindsay Amundson



Paige Doan



Lindsey Clevenger

	Name		YTD Retail
1	Angela Casola	Leah Lauchlan	\$28,998
2	Connie Saho	Katie Colson	\$19,035
3	Lindsay Isaacs	Amy Rhoades	\$18,105
4	Colleen Elliott	Leah Lauchlan	\$17,691
5	Carrie Langley	Hillary Puthoff	\$17,003
6	Rachel Rice	Lee Ann Girard	\$16,618
7	Mary Cooper	Andrea Barts	\$16,495
8	Lindsay Amundson	Hillary Puthoff	\$14,800
9	Paige Doan	Andrea Barts	\$14,716
10	Lindsey Clevenger	Hillary Puthoff	\$14,550
11	Tiffany Johnson	Andrea Barts	\$13,642
12	Sara Miller	Amy Rhoades	\$13,499
13	Samantha Apperson	Leah Lauchlan	\$13,412
14	Darcy Angulo	Amy Rhoades	\$12,933
15	Mary King	Hillary Puthoff	\$12,820
16	Melissa Jameson	Blythe Egbert	\$12,699
17	Berlinda Paul	Katie Colson	\$12,546
18	Keri Knott	Melody Funkhouser	\$12,492
19	Korie Stiff	Leah Lauchlan	\$11,234
20	Laura Moore	Lee Ann Girard	\$11,016
21	Nissa Beasley	Katie Colson	\$10,787
22	Tammy Toles	Kara Scheidt	\$10,582
23	Ausia Anderson	Charlotte Goodykoontz	\$10,453
24	Paula Bromley Bouck	Leah Lauchlan	\$10,302
25	Emily McManus	Leah Lauchlan	\$9,897
26	Rose Paine	Leah Lauchlan	\$9,469
27	Stephanie Skidmore	Charlotte Goodykoontz	\$9,332
28	Teresa Benter	Katie Colson	\$8,869
29	Kenzi Voisard	Hillary Puthoff	\$8,412
30	Heather May	Kara Scheidt	\$8,401
31	Megan Seal	Kara Scheidt	\$8,371
32	Marinete Andrade	Melody Funkhouser	\$8,287
33	Tiffani OHair	Andrea Barts	\$8,193
34	Amanda Sutton	Leah Lauchlan	\$8,018
35	Erin Fantozz	Melody Funkhouser	\$7,822
36	Amber Dye	Blythe Egbert	\$7,732
37	Lacey Valentine	Leah Lauchlan	\$7,704
38	Jennifer Menner	Amy Rhoades	\$7,627
39	Taylor Johnson	Hillary Puthoff	\$7,392
40	Hannah Lingle	Andrea Barts	\$7,342
41	Lisa Sproul	Leah Lauchlan	\$7,252
42	Shelly Harrison	Andrea Barts	\$7,055
43	Michelle Eggert	Andrea Barts	\$7,030
44	Goldie Yoder	Alicia Barlow	\$6,803
45	Stephanie Cost	Blythe Egbert	\$6,802
46	Sara Hylton	Julie Becker	\$6,725
47	Charlotte Fuchs	Hillary Puthoff	\$6,661
48	Mendi Tidwell	Julie Becker	\$6,595
49	Analena Collado-Al-	Leah Lauchlan	\$6,585
50	Stacy Ackerman	Leah Lauchlan	\$6,565

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



Darcy Angulo



Rachel Rice



Colleen Elliott



Andrea Barts

Name		Commission	QTM	
1	Hillary Puthoff	Director	\$2,116	14
2	Melody Funkhouser	Director	\$1,064	5
3	Paige Doan	Andrea Barts	\$906	4
4	Charlotte Goodykoontz	Director	\$585	13
5	Kara Scheidt	Director	\$538	4
6	Lindsey Clevenger	Hillary Puthoff	\$412	3
7	Darcy Angulo	Amy Rhoades	\$403	8
8	Rachel Rice	Lee Ann Girard	\$362	1
9	Colleen Elliott	Leah Lauchlan	\$299	3
10	Andrea Barts	Director	\$288	3
11	Amy Rhoades	Director	\$286	6
12	Sara Miller	Amy Rhoades	\$258	5
13	Lindsay Isaacs	Amy Rhoades	\$239	4
14	Alicia Barlow	Director	\$195	2
15	Kirstin Erisman	Hillary Puthoff	\$149	1
16	Mellissa Murphy	Andrea Barts	\$145	3
17	Lee Ann Girard	Director	\$124	3
18	Blythe Egbert	Director	\$113	3
19	Courtney Barnett	Andrea Barts	\$107	1
20	Andrea Owens	Kara Scheidt	\$87	1
21	Tiffany Johnson	Andrea Barts	\$72	2
22	Tammy Toles	Kara Scheidt	\$71	1
23	Kaylee Morris	Amy Rhoades	\$68	3
24	Mary Cooper	Andrea Barts	\$58	2
25	Dolly Pearson	Amy Rhoades	\$51	1
26	Keri Knott	Melody Funkhouser	\$48	2
27	Deziree Evans	Amy Rhoades	\$38	1
28	Sabrina Coyle	Katie Colson	\$29	1
29	Tiffani OHair	Andrea Barts	\$26	1
30	Connie Saho	Katie Colson	\$26	1
31	Caitlin Morris	Amy Rhoades	\$24	1
32	Taylor Johnson	Hillary Puthoff	\$0	3
33	Riley Kuhns	Andrea Barts	\$0	2
34	Lisa Sproul	Leah Lauchlan	\$0	2
35	Samantha Apperson	Leah Lauchlan	\$0	2
36	Nikki Bean	Leah Lauchlan	\$0	1
37	Lucretia Cheek	Leah Lauchlan	\$0	1
38	Cindy Reyes	Leah Lauchlan	\$0	1
39	Rose Paine	Leah Lauchlan	\$0	1
40	Esther Sue Murray	Leah Lauchlan	\$0	1
41	Jeanine Panarelli	Leah Lauchlan	\$0	1
42	Tiffani Harrell	Leah Lauchlan	\$0	1
43	Sam Strausbaugh	Leah Lauchlan	\$0	1
44	Jillian Aselage	Leah Lauchlan	\$0	1
45	Christina F-Nuzzo	Leah Lauchlan	\$0	1
46	Paula Bromley Bouck	Leah Lauchlan	\$0	1
47	Katie Colson	Director	\$0	1
48	Tammy Henson	Julie Becker	\$0	1
49	Julie Becker	Director	\$0	1
50	Brandi Corder	Hillary Puthoff	\$0	1



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Colleen
Lauchlan Unit



Megan
Lauchlan Unit



Erin
Egbert Unit



Stephanie
Egbert Unit



Cindy
Egbert Unit



Paige
Barts Unit



Kara
Lauchlan Unit



Emma
Lauchlan Unit



Michelle
Egbert Unit



Megan
Egbert Unit



Melissa
Egbert Unit



KJ
Barts Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Alli

Lauchlan Unit



Samantha

Lauchlan Unit



Sarah

Lauchlan Unit



Casilyn

Lauchlan Unit



Casilyn

Lauchlan Unit



Danielle

Lauchlan Unit



Brittanny

Egbert Unit



Tammy

Scheidt Unit



Amanda

Colson Unit



April

Puthoff Unit



Mary

Barts Unit



Kiley

Barts Unit



Mellissa

Barts Unit



Lindsay

Rhoades Unit



Sara

Rhoades Unit



Keri

Funkhouser Unit



Rachel

Girard Unit



Leading the Way

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

SHAW



Shayla

Director	# Reds	Unit Size	% Red
Shayla McCloud	31	3	9.68%
Cindy MacFlippen	220	12	5.45%
Cheryl Auker	82	4	4.88%
London Arbuckle	89	4	4.49%
Nadine Stanley	96	4	4.17%
Coty Maldonado	111	3	2.70%

BURNETT



Jenny

Director	# Reds	Unit Size	% Red
Jenny Raley	45	3	6.67%
Amber Nichols	114	6	5.26%
April Hutchinson	165	8	4.85%
Tina Frantz	134	5	3.73%

LAUCLAN



Andrea

Director	# Reds	Unit Size	% Red
Andrea Barts	72	5	6.94%
Amy Rhoades	70	3	4.29%
Blythe Egbert	176	7	3.98%



Incredible Challenge



Leah

Area	# Red Jackets	Area Size	% Red
Pamela Shaw	48	1614	2.97
Julia Burnett	46	1440	3.19
Leah Lauchlan	30	856	3.50

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	3.27	2.97					
Burnett	3.62	3.04	2.95	3.17	3.45	2.92	3.19					
Lauchlan	3.30	2.67	2.89	3.42	4.28	3.67	3.50					

AREA WHOLESAL PRODUCTION

Area	July	August	September	October	November	December
Shaw	\$201,349	\$242,194	\$235,037	\$242,194	\$220,604	\$199,345
Burnett	\$159,104	\$200,523	\$251,650	\$201,884	\$219,661	\$163,393
Lauchlan	\$91,302	\$94,184	\$116,195	\$119,089	\$118,955	\$93,919

Area	January	February	March	April	May	June
Shaw	\$212,086					
Burnett	\$218,064					
Lauchlan						