

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	Stacey Curry	Shaw	3	5
2	April Hutchinson	Burnett	2	5
3	Nadine Stanley	Shaw	2	5
4	Erika Guajardo	Shaw	2	4
5	Tina Frantz	Burnett	1	7
6	Amber Nichols	Burnett	1	7
7	Nicole Pratt	Shaw	1	6
8	London Arbuckle	Shaw	1	4
9	Jenna Roberts	Burnett	1	3
10	Chelsey Burling	Burnett	1	1
11	Megan Lawrence	Burnett	1	1
12	Dawn Mallery	Burnett	1	1
13	Kaci Church	Burnett	1	1
14	Cheryl Auker	Shaw	1	1
15	Elizabeth Lee	Shaw	1	1
16	Hillary Puthoff	Lauchlan	0	7
17	Andrea Barts	Lauchlan	0	4
18	Jessica Hottle	Burnett	0	4
19	Tina Samuels	Shaw	0	4
20	Andrea Barts	Lauchlan	17	34



Stacey



April



Nadine



Top 25 Unit Club



April

	Sales Director	NSD	YTD Retail
1	April Hutchinson	Burnett	\$35,816
2	Cindy MacFlippen	Shaw	\$31,495
3	Amber Nichols	Burnett	\$31,052
4	Stacey Curry	Shaw	\$27,001
5	London Arbuckle	Shaw	\$25,178
6	Nadine Stanley	Shaw	\$21,758
7	Tina Frantz	Burnett	\$20,350
8	Erika Guajardo	Shaw	\$20,271
9	Hillary Puthoff	Lauchlan	\$18,627
10	Blythe Egbert	Lauchlan	\$17,418
11	Kaci Church	Burnett	\$14,742
12	Amy Rhoades	Lauchlan	\$13,193
13	Nicole Pratt	Shaw	\$13,072
14	Cheryl Auker	Shaw	\$13,041
15	Coty Maldonado	Shaw	\$12,864
16	Denise Pettet	Shaw	\$12,372
17	Caitlyn Underwood	Burnett	\$12,178
18	Jenna Roberts	Burnett	\$11,932
19	Chelsey Burling	Burnett	\$11,604
20	Debbie Buscher	Burnett	\$11,363
21	Jenny Raley	Burnett	\$11,154
22	Christina King	Burnett	\$11,105
23	Ciara Peyton	Burnett	\$9,127
24	Dawn Mallery	Burnett	\$9,103
25	Heather Gibson	Burnett	\$9,015



Cindy



Amber



Stacey



London



Welcome Directors!

The poster for the Mary Kay Leadership 2022 event features a background of pink and purple brushstrokes. The text "MARY KAY" is in a small, white, sans-serif font at the top. Below it, "LEADERSHIP" is written in a large, white, serif font, and "2022" is in a smaller, white, serif font. The dates "JANUARY 16-19, 2022" and the location "ATLANTA" are in a bold, black, sans-serif font. At the bottom, there are logos for "Party!" (with "VIP Party 2022" below it), "world of Coca-Cola" (with a red circle containing a white bottle), "GEORGIA AQUARIUM" (with a blue fish logo), and "NATIONAL CENTER FOR CIVIL AND HUMAN RIGHTS" (with an orange logo).



Directors in Qualification

SHAW



Jose

Guajardo Unit



Karen

Shaw Unit



Linda

Arbuckle Unit

BURNETT



Alysia

Nichols Unit



Judy

Hutchinson Unit



Alicia

Underwood Unit



Lauren

Nichols Unit

LAUCLAN

Who is Next?

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!

THE PINK



<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>	<div data-bbox="824 1717 1117 2011" data-label="Image"> </div> <p><i>Production</i></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

Linda Vittitoe (Arbuckle)
Jose Bravo (Guajardo)

BURNETT AREA

Anecia Maroney (Erbe)
Angela Cline (Hutchinson)
Lauren Kofford (Nichols)

LAUCLAN AREA

Oh Yes! IT'S
FREE





Pink Achievers

SHAW NATIONAL AREA

Debbie Dodge
Nancy Powell
Jose Bravo
Athena Karagiannis
Basheva Elbaum
Mindy Gempel
Cheryl Auker
Sandra Lee-Brady
Linda Vittitoe
Malka Taub
Diana Cavazos
Stacey Curry
London Arbuckle
Alina Brown
Angie Taylor
Amanda Ahrens
Nancy Mayer
April Clark
Lesley Scharf
Valerie Eichhorn
Nordia Paul
Miriam Arenas
Stephanie Thomas

Margaret Irving
Erika Guajardo
Michelle Hall
Guadalupe Villarreal
Coty Maldonado
Stacy Shelton
Carolyn Rios
Jessica Dominguez
Nadine Huckabee-Stanley
Sheila Johnson-Ramdhane
Andrea Kolodiy
Christy Rattray
Frances Szikszai
Lynda Crick
Kelley Heller-Vela
Dawn Eisenhauer
Fiona Morrell
Julie Flores
Bernardette Young
Carolyn Mitchell
Joann Jordan

Elizabeth Edelmann
Marie Joseph
Kitty Eller
Gail Hopwood
Jill Riffey
Tracy Williams
Debra-Anne Singleton
Traci McGuire
Sheila Smarts
Marilyn Esquilin
Annalaura Sanchez
Victoria Reed
Tiffany Green
Katelyn Rawls
Melissa Mason
Lisa Ashton
Julieth Patterson
Andrea Potts
Yvette Gonzalez
Tiwana Huggins
Debra Myers
ZaeVista Arnold
Pia Bose

Ruth Drewitt
Julie McLane
Katie Black
Carla Jessee
Tammy Mahoney
Kristen Pettet
Nicole Pratt
Maxine Tulloch
Edna Martinez
Hernandez
Alice Mikhail
Sara Ramos
Tyeetz Gailliard
Linda Loud
Sandra Galloway
Colleen Greenhalgh
Jenny Portman
Denise Harris
Allison Alcineus
Victoria Edgecomb
Christine Fernicola
Kristina Weitoish
Diane Mahoney

Denise Pettet
Yenessa Sanchez
Dawn Struble
Rosadette Honorat
Tracey Robinson
Melissa Lutz
Cindy Machado-Flippen
Lisa Romer-King
Ramona Coffey
Amie Krueger
Shayla McCloud
Rebecca Remsburg
Karen Weaver
Shannon Blakesley
Amanda Lake-White
Elizabeth Lee
Tina Parker
Brenda Aguilar
Tiffany Huerta
Stephany Koch
Christina Samuels

BURNETT NATIONAL AREA

Sandra Mesenburg
Angela Cline
Anecia Maroney
Heather Gibson
Deneen Fumich
Robin Hines
Lauren Kofford
Ashley Begley
Judy Gardner
Vickie Boyd
Beverly Neff
Alysia Teegarden
Sarah Shaw
Megan Lawrence

Alicia Davis
Dana Sone
Laura Kidd
Jennifer Howard
Rose Cain
Dawn Mallery
Chelsey Burling
Ciara Peyton
Christina King
Christina Frantz
Melissa Linton
Laura Jaynes
Sydney Overcast
Haley Windgassen

Janel Williams
Anne Jacoby
Jessica Hottle
Deborah Buscher
Jacie Rucker
Priscilla Finchum
Kaci Church
Kathy English
Emily Lucia
Stephanie Humphries
Cathy Barnes
Kelsey Bradford
Aleta Blakley
Amanda Sponseller

Janet Schmitt
Jenna Roberts
Samantha Jordan
Candice Bonn
Mary Bowmer
Ashley Lynch
Barbara Lisko
Melissa Gross
Keri Mortland
Amber Nichols
Ellen Pape
Donna Slone-Crumbie
Amber Guzman
Dawn Drinnon

Shawndra Buemi
Summer Vickery
Caitlyn Underwood
Dawn Hedrick
Nancy Tuchfarber
Jenna Mallery
April Hutchinson
Maura Harrison
Brooke Hegyi
Taylor Van Winkle
Vanessa Turner
Keisha Gray
Stephanie Adams

LAUCLAN NATIONAL AREA

Hillary Puthoff
Catie Browning
Melody Funkhouser
Alicia Barlow
Mary Cooper
Angela Casola
Colleen Elliott
Connie Saho

Kara Scheidt
Andrea Barts
Charlotte Goodykoontz
Paryce Black
Stacy Ackerman
Cortney Oakley
Julie Becker
Sara Miller

Tara Groeschel
Gloria Major
Tammy Toles
Renee Heil
Laura Moore
Debra Walker
Samantha Hall
Nissa Beasley

Tiffany Johnson
Amy Rhoades
Holly Fernandez
Blythe Egbert
Phyllis Bartlett
Berlinda Paul
Lee Ann Girard
Keri Knott

Dana Moldovan
Erin Cole
Melissa Jameson
Stephanie Skidmore

enthusiasm



parties

POWERED BY
pink
MARY KAY

TAKE THE CHALLENGE!

JULY 1, 2021 - JUNE 30, 2022

It was no accident that Mary Kay Ash chose pink as her signature color.

And today, it has evolved into a symbol of **POWER, PASSION AND PURPOSE.**

When you are *Powered by Pink*, it means that you're living your life and working your business the Mary Kay way. It means that whether you're booking parties, finding customers, sharing products or talking with potential team members, you are doing it how Mary Kay Ash taught - **BOLDLY, CONFIDENTLY AND WITH A HEART FOR OTHERS.**

goals

sales

POWER UP!

Each month during the 2021 - 2022 Seminar year that an Independent Beauty Consultants sells enough product to support placing a \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the *Powered by Pink Jewelry Collection* by R.J. Graziano.

Establishing a strong customer base and selling enough product to achieve this challenge can also help you become a quarterly Star Consultant and so much more.

july POWER UP YOUR GOALS!	october POWER UP YOUR SOCIAL GAME!	january POWER UP YOUR KNOWLEDGE!	april POWER UP YOUR CUSTOMERS!
august POWER UP YOUR SALES!	november POWER UP YOUR SHARING!	february POWER UP YOUR VIRTUAL SELF!	may POWER UP YOUR GO-GIVE SPIRIT!
september POWER UP YOUR SISTERHOOD!	december POWER UP THE HOLIDAYS!	march POWER UP YOUR PARTIES!	june POWER UP YOUR BOOKINGS!

*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 will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month. For consistency challenge prizes, you'll receive your prize inside your next product order (does not need to be a qualifying order) following the end of the challenge and month end. One prize per achiever for each consistency challenge.

6-Month Fall
CONSISTENCY CHALLENGE



WHAT MAKES YOUR CUSTOMERS LOYAL TO YOU?

Quite simply, it's your loyalty to them. It's checking in to see if they need anything. It's taking the time to remember the special events in their lives. It's thinking of them when a new product comes out that you know they'll love. It's being a touchstone in their lives who they feel comfortable reaching out to, whether they need more product or they just need a friend. You can send *MKeCards*® to show that you're thinking of them, share an eCatalog and highlight the products they'll love or pick up the phone to let them know you care. That's how you **Power Up Your Connections** when you're *Powered by Pink*.

When you achieve the *Powered by Pink* Challenge each month,* July 1 – Dec. 31, 2021, you are eligible to **earn the first piece of consistency challenge jewelry designed by R.J. Graziano** – a fabulous pair of drop earrings, each featuring a pale pink crystal-encrusted ball reminiscent of the ball that drops on New Year's Eve. They're the perfect match to the 6-Month Spring Consistency Challenge and 12-Month Yearlong Consistency Challenge jewelry pieces.

"The most important mile in our business walk is the 'extra mile,'
THE ONE CALLED SERVICE.

It sometimes takes the time we don't think we have. But we always do. It sometimes means going out of our way. But helping someone else along the way helps us on our journey to the top."

- MARY KAY ASH



TAKE THE CHALLENGE!

JULY 1 - DEC. 31, 2021



*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 will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your monthly prize inside your qualifying order. One prize per achiever each month. For consistency challenge prizes, you'll receive your prize inside your next product order (does not need to be a qualifying order) following the end of the challenge and month end. One prize per achiever for each consistency challenge.

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



Team \$2000

*Red Jacket Teams with \$2000+ in Production
(includes 1st Tier only)*

SHAW AREA

Jose Bravo	\$5,048
Linda Vittitoe	\$5,001
Kristen Pettet	\$3,378

BURNETT AREA

Anecia Maroney	\$2,883
Barbara Higgins	\$2,468
Alicia Davis	\$2,172

LAUCLAN AREA

Colleen Elliott	\$2,726
Lee Ann Girard	\$2,290



Epic Reds

Reds with Reds on their Team

SHAW AREA



Dawn

Aucker Unit



Brenda

Aucker Unit



Sandra

Stanley Unit



Mary

MacFlip Unit



Angela

MacFlip Unit



Tamilya

Samuels Unit

BURNETT AREA



Emily

Hutchinson Unit



Angie

Hutchinson Unit



Tonya

Nichols Unit



Melissa

Raley Unit



Alicia

Underwood Unit

LAUCLAN AREA



Colleen

Lauchlan Unit



Sarah

Lauchlan Unit



Legacy Leaders

Directors who have 3 or more Red Jackets in their Unit



10

Cindy



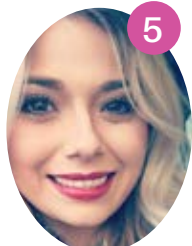
5

Nadine



5

London



5

Coty



4

Cheryl



3

Erika



3

Nicole



3

Carolyn



13

Pam



10

April



6

Amber



4

Tina



4

Jenny



3

Debbie



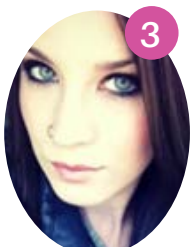
3

Melissa



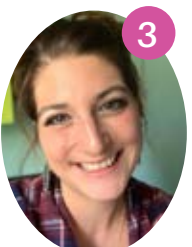
3

Jenna



3

Emily



3

Rachel



2

Julia



7

Blythe



5

Hillary



4

Amy



10

Leah

Top 50 Selling Consultants

SHAW NATIONAL AREA



Jose Bravo



Sandra-Lee Brady



Athena Karagiannis



Basheva Elbaum



Diana Cavazos



Linda Vittitoe



Malka Taub



Nordia Paul



April Clark



Angie Taylor

	Name		YTD Retail
1	Jose Bravo	Erika Guajardo	\$3,197
2	Sandra Lee-Brady	Nadine Huckabee-Stanley	\$3,070
3	Athena Karagiannis	Coty Maldonado	\$2,958
4	Basheva Elbaum	Cindy Machado-Flippen	\$2,889
5	Diana Cavazos	Erika Guajardo	\$2,673
6	Linda Vittitoe	London Arbuckle	\$2,617
7	Malka Taub	Cindy Machado-Flippen	\$2,601
8	Nordia Paul	Stacey Curry	\$2,212
9	April Clark	Stacey Curry	\$2,206
10	Angie Taylor	Nadine Huckabee-Stanley	\$2,121
11	Lesley Scharf	Stacey Curry	\$2,102
12	Nancy Mayer	Cindy Machado-Flippen	\$2,080
13	Valerie Eichhorn	Nadine Huckabee-Stanley	\$2,006
14	Miriam Arenas	Erika Guajardo	\$1,977
15	Michelle Hall	London Arbuckle	\$1,975
16	Stephanie Thomas	Pamela Shaw	\$1,925
17	Stacy Shelton	London Arbuckle	\$1,784
18	Margaret Irving	Cindy Machado-Flippen	\$1,770
19	Fiona Morrell	Nadine Huckabee-Stanley	\$1,616
20	Marie Joseph	Nicole Pratt	\$1,594
21	Yvette Gonzalez	Erika Guajardo	\$1,556
22	Andrea Potts	Cheryl Auker	\$1,548
23	Tyeez Gailliard	Stacey Curry	\$1,546
24	Tiwana Huggins	Stacey Curry	\$1,544
25	Julie McLane	Pamela Shaw	\$1,543
26	Ramona Coffey	London Arbuckle	\$1,541
27	Alice Mikhail	Elizabeth Lee	\$1,534
28	Andrea Kolodiy	Denise Pettet	\$1,480
29	Tiffany Green	Nicole Pratt	\$1,430
30	Sheila Johnson-Ram-	Pamela Shaw	\$1,391
31	Rosadette Honorat	Nicole Pratt	\$1,390
32	Julie Flores	Elizabeth Lee	\$1,376
33	Bernardette Young	Stacey Curry	\$1,369
34	Jessica Dominguez	Erika Guajardo	\$1,368
35	Christy Rattray	Debbie Dodge	\$1,350
36	Debra Myers	London Arbuckle	\$1,341
37	Frances Szikszai	Denise Pettet	\$1,326
38	Maxine Tulloch	Nicole Pratt	\$1,322
39	Tammy Mahoney	London Arbuckle	\$1,319
40	Lisa Ashton	Stacey Curry	\$1,308
41	Stephany Koch	Amanda Ahrens	\$1,301
42	Lynda Crick	Pamela Shaw	\$1,284
43	Dawn Eisenhauer	Pamela Shaw	\$1,284
44	Elizabeth Edelmann	Cindy Machado-Flippen	\$1,247
45	Carolyn Mitchell	Stacey Curry	\$1,243
46	Tracy Williams	London Arbuckle	\$1,236
47	Joann Jordan	Stacey Curry	\$1,233
48	Kitty Eller	Pamela Shaw	\$1,220
49	Katelyn Rawls	Mindy Gempel	\$1,218
50	Jill Riffey	Cheryl Auker	\$1,217

Top 50 Sharing Consultants

SHAW NATIONAL AREA

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



Ruth Drewitt



London Arbuckle



Jose Bravo



Elizabeth Lee



Linda Vittitoe



Erika Guajardo



Alina Brown



Cindy MacFlip



Ekua Ollennu



Nadine Stanley

	Name		Commission	QTM
1	Ruth Drewitt	Stacey Curry	\$24	3
2	London Arbuckle	Director	\$0	3
3	Jose Bravo	Erika Guajardo	\$239	2
4	Elizabeth Lee	Director	\$79	2
5	Linda Vittitoe	London Arbuckle	\$78	2
6	Erika Guajardo	Director	\$0	2
7	Alina Brown	Director	\$0	2
8	Cindy Machado-Flippen	Director	\$0	2
9	Ekua Ollennu	Nicole Pratt	\$0	2
10	Nadine Stanley	Director	\$172	1
11	Stacey Curry	Director	\$79	1
12	Linda Oriabure	Stacey Curry	\$40	1
13	Sandra Lee-Brady	Nadine Huckabee-Stanley	\$26	1
14	Tabatha Price	Nicole Pratt	\$25	1
15	Cheryl O'Donnell	Cheryl Auker	\$24	1
16	Jessica Stewart	Pamela Shaw	\$24	1
17	Kristen Pettet	Denise Pettet	\$0	1
18	Denise Pettet	Director	\$0	1
19	Cheryl Auker	Director	\$0	1
20	Misty Avrett	Elizabeth Lee	\$0	1
21	Bianca Moreno	Coty Maldonado	\$0	1
22	Carla Eliezer	Cindy Machado-Flippen	\$0	1
23	Emily Croak	Pamela Shaw	\$0	1
24	Jessica Vigstol	Tiffany Huerta	\$0	1
25	Debby Nesmith	Christina Samuels	\$0	1
26	Christina Samuels	Director	\$0	1
27	Tamilia Ward	Christina Samuels	\$0	1
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Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Libra
MacFlip Unit



Phyllis
Pratt Unit



Lynda
Shaw Unit



Brenda
Auker Unit



Kristen
Pettet Unit



Tannilia
Samuels Unit



Lillie
Samuels Unit



Dawn
Shaw Unit



Marilyn
MacFlip Unit



Angela
MacFlip Unit



Kim
Arbuckle Unit



Ann Marie
Stanley Unit



Kara
Shaw Unit



Athena
Maldonado Unit



Rachel
Maldonado Unit



Nancy
MacFlip Unit



Laurie
MacFlip Unit

EPiC *Shaw*

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Ruthie
Shaw Unit



Dawn
MacFlip Unit



Barbie
Shaw Unit



Rachel Acevedo
Maldonado Unit



Brenda
Guajardo Unit



Dawn
Auker Unit



Crystal
Singleton Unit



Danielle
Ahrens Unit



Shannon
Shaw Unit



Tamara
Shaw Unit



Nicole
MacFlip Unit



Alison
Auker Unit



Benita
Shaw Unit



Alison
MacFlip Unit



Audra
Stanley Unit



Sandra
Stanley Unit



Jessica
Guajardo Unit



Elizabeth
MacFlip Unit



Carla
MacFlip Unit



Susan
Shaw Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Colleen
Pettet Unit



Dawn
Rios Unit



Joann
Curry Unit



Tabitha
Maldonado Unit



Kirina
Lovvorn Unit



Amie
Arbuckle Unit



Linda
Shaw Unit



Diane
Stanley Unit



Bonnie
Shaw Unit



Carolyn
Curry Unit



Angela
MacFlip Unit



Mary
MacFlip Unit



Cheryl
Auker Unit



Tina
Arbuckle Unit



Victoria
Ahrens Unit



Rebecca
Shaw Unit



Christina
Brown Unit



Lisa
McCloud Unit



Cassandra
Maldonado Unit



Yenessa
MacFlip Unit



Mahala
Pratt Unit



Sherhon
Pratt Unit



Angie
Stanley Unit

EPiC
Show

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Jenn
Arbuckle Unit



Laura
Auker Unit



Cecilia
Pratt Unit

STEP UP TO *Red!*

3 or more active personal team members
NOW through December 2021

Earn your **RED JACKET**
for the 1st time & receive a
\$100 Bonus!

PLUS your Recruiter will
also receive a \$100 Bonus



THINK
PINK
SOFTWARE

Top 50 Selling Consultants

BURNETT NATIONAL AREA



Sandra Mesenburg



Angela Cline



Anecia Maroney



Deneen Fumich



Robin Hines



Lauren Kofford



Vickie Boyd



Sarah Shaw



Ashley Begley



Judy Gardner

	Name	Unit	YTD Retail
1	Sandra Mesenburg	Kaci Church	\$8,316
2	Angela Cline	April Hutchinson	\$6,496
3	Anecia Maroney	Heather Erbe	\$5,956
4	Deneen Fumich	Deborah Buscher	\$5,743
5	Robin Hines	April Hutchinson	\$5,048
6	Lauren Kofford	Amber Nichols	\$4,521
7	Vickie Boyd	Chelsey Burling	\$4,229
8	Sarah Shaw	Heather Erbe	\$3,882
9	Ashley Begley	Christina Frantz	\$3,777
10	Judy Gardner	April Hutchinson	\$3,725
11	Beverly Neff	Jennifer Raley	\$3,602
12	Alysia Teegarden	Amber Nichols	\$3,584
13	Alicia Davis	Caitlyn Underwood	\$2,877
14	Rose Cain	Jenna Roberts	\$2,861
15	Laura Kidd	Keisha Hicks	\$2,692
16	Janel Williams	Aleta Blakley	\$2,003
17	Jacie Rucker	Megan Lawrence	\$1,817
18	Laura Jaynes	Dawn Mallery	\$1,746
19	Cathy Barnes	April Hutchinson	\$1,740
20	Haley Windgassen	Amber Nichols	\$1,703
21	Anne Jacoby	Julia Burnett	\$1,585
22	Kathy English	April Hutchinson	\$1,563
23	Summer Vickery	Christina Frantz	\$1,541
24	Brooke Hegyi	Amber Nichols	\$1,540
25	Nancy Tuchfarber	April Hutchinson	\$1,533
26	Stephanie Humphries	April Hutchinson	\$1,502
27	Priscilla Finchum	Melissa Linton	\$1,481
28	Barbara Burkhart	Amber Nichols	\$1,473
29	Emily Lucia	Julia Burnett	\$1,461
30	Jenna Mallery	Dawn Mallery	\$1,409
31	Kelsey Bradford	Jenna Roberts	\$1,373
32	Keri Mortland	Caitlyn Underwood	\$1,354
33	Janet Schmitt	Jennifer Howard	\$1,321
34	Amanda Sponseller	Kaci Church	\$1,318
35	Vanessa Turner	Jessica Hottle	\$1,307
36	Samantha Jordan	Melissa Linton	\$1,300
37	Candice Bonn	Julia Burnett	\$1,277
38	Mary Bowmer	Jennifer Raley	\$1,265
39	Melissa Gross	Jennifer Raley	\$1,257
40	Ashley Lynch	Christina Frantz	\$1,246
41	Amber Guzman	Heather Erbe	\$1,230
42	Dawn Drinnon	Rachel Webster	\$1,218
43	Maura Harrison	Christina Frantz	\$1,204
44	Shawndra Buemi	April Hutchinson	\$1,202
45	Donna Slone-Crumbie	Julia Burnett	\$1,196
46	Keisha Gray	Christina King	\$1,191
47	Dawn Hedrick	Christina Frantz	\$1,181
48	Ellen Pape	Heather Erbe	\$1,172
49	Stephanie Adams	Chelsey Burling	\$1,170
50	Cristi Kidd	Julia Burnett	\$1,037

Top 50 Sharing Consultants

BURNETT NATIONAL AREA

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



Jessica Hottle



Jenna Roberts



Dawn Mallery



Alicia Davis



Tayler Collier



Taylor Van Winkle



Kaci Church



Tina Frantz



Judy Gardner



Lauren Kofford

	Name		Commission	QTM
1	Jessica Hottle	Director	\$0	5
2	Jenna Roberts	Director	\$110	2
3	Dawn Mallery	Director	\$78	2
4	Alicia Davis	Caitlyn Underwood	\$0	2
5	Tayler Collier	Director	\$0	2
6	Taylor Van Winkle	Director	\$0	2
7	Kaci Church	Director	\$469	1
8	Christina Frantz	Director	\$79	1
9	Judy Gardner	April Hutchinson	\$79	1
10	Lauren Kofford	Amber Nichols	\$78	1
11	Joyce Williams Houck	Chelsey Burling	\$73	1
12	Angela Cline	April Hutchinson	\$69	1
13	Megan Lawrence	Director	\$30	1
14	Tiffani Smith	Taylor Van Winkle	\$0	1
15	Yanelis White	Taylor Van Winkle	\$0	1
16	Sydney Overcast	Director	\$0	1
17	Samantha Ewing	Director	\$0	1
18	Rachel Webster	Director	\$0	1
19	Mimi Witsken	Rachel Webster	\$0	1
20	Leslie Wallace	Aleta Blakley	\$0	1
21	Aleta Blakley	Director	\$0	1
22	Barbara Higgins	Deborah Buscher	\$0	1
23	Ciara Peyton	Director	\$0	1
24	Katelin Yenichek	Ciara Peyton	\$0	1
25	Kelsey Bradford	Jenna Roberts	\$0	1
26	Barbara Otto	Jenna Roberts	\$0	1
27	Nicole Staudt	Elizabeth Holmes	\$0	1
28	Amanda Powell	Emily Schulte	\$0	1
29	Keisha Gray	Christina King	\$0	1
30	Shawndra Buemi	April Hutchinson	\$0	1
31	Jennifer Newton	April Hutchinson	\$0	1
32	Jennifer Raley	Director	\$0	1
33	Amanda Frost	Christina Frantz	\$0	1
34	Lisa Cardozo	Christina Frantz	\$0	1
35	Ashley Lynch	Christina Frantz	\$0	1
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Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Angie
Hutchinson Unit



Melissa
Raley Unit



Anecia
Erbe Unit



Leeann
Raley Unit



Nicole
Burnett Unit



Monica
Raley Unit



Erin
Frantz Unit



LeAnna
Burnett Unit



Amy
Hutchinson Unit



Janet
Nichols Unit



Shawna
Schulte Unit



Julie
Webster Unit



Nicole
Holmes Unit



Kathleen
Frantz Unit



Heather
Collier Unit



Lindsey
Erbe Unit



Kelsey
Roberts Unit



Casie
Ewing Unit



Heidi
Buscher Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Emily
Hutchinson Unit



Catie
Linton Unit



Barbara
Buscher Unit



Christina
Buscher Unit



Julia
Webster Unit



Samantha
Linton Unit



Danielle
Roberts Unit



Pamela
Nichols Unit



Tonya
Nichols Unit



Ashley
Frantz Unit



Meggan
Roberts Unit



Michelle
Underwood Unit



Lacey
Nieman Unit



Emily
Hutchinson Unit



Janie
Raley Unit



Jenny
Hutchinson Unit



Amanda
Frantz Unit



Danielle
Hutchinson Unit



Janet
Howard Unit



Shariece
Schulte Unit



Allyson
Frantz Unit



Brooke
Webster Unit



Cat
King Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Christi
Hutchinson Unit



Kristin
Frantz Unit



Laura
Nichols Unit



Kirsten
Linton Unit



Mary
Hutchinson Unit

RAISING REDS DIQ BONUS!

NOW THROUGH DECEMBER 2021

Earn a one-time \$200 Bonus when you submit to enter the DIQ Program & you have 1 or more active personal Red Jackets on your team!

*Red Jacket must be active by the month-end prior to entering the DIQ program during the bonus dates.



Top 50 Selling Consultants

LAUCLAN NATIONAL AREA



Catie Browning



Mary Cooper



Cortney Oakley



Colleen Elliott



Connie Saho



Angela Casola



Ara Terry



Paryce Black



Stacey Ackerman



Tara Groeschel

	Name		YTD Retail
1	Catie Browning	Amy Rhoades	\$2,967
2	Mary Cooper	Andrea Barts	\$1,739
3	Cortney Oakley	Hillary Puthoff	\$1,664
4	Colleen Elliott	Leah Lauchlan	\$1,594
5	Connie Saho	Katie Colson	\$1,553
6	Angela Casola	Leah Lauchlan	\$1,545
7	Ara Terry	Charlotte Goodykoontz	\$1,456
8	Paryce Black	Melody Funkhouser	\$1,408
9	Stacy Ackerman	Leah Lauchlan	\$1,359
10	Tara Groeschel	Hillary Puthoff	\$1,340
11	Gloria Major	Hillary Puthoff	\$1,339
12	Sara Miller	Amy Rhoades	\$1,261
13	Tammy Toles	Kara Scheidt	\$1,232
14	Renee Heil	Kara Scheidt	\$1,218
15	Samantha Hall	Amy Rhoades	\$1,218
16	Laura Moore	Leah Lauchlan	\$1,212
17	Holly Fernandez	Charlotte Goodykoontz	\$1,205
18	Dana Moldovan	Leah Lauchlan	\$1,204
19	Erin Cole	Blythe Egbert	\$1,203
20	Debra Walker	Leah Lauchlan	\$1,202
21	Keri Knott	Melody Funkhouser	\$1,199
22	Nissa Beasley	Katie Colson	\$1,197
23	Phyllis Bartlett	Leah Lauchlan	\$1,192
24	Melissa Jameson	Blythe Egbert	\$1,191
25	Lee Ann Girard	Leah Lauchlan	\$1,189
26	Tiffany Johnson	Andrea Barts	\$1,165
27	Stephanie Skidmore	Charlotte Goodykoontz	\$1,160
28	Berlinda Paul	Katie Colson	\$1,116
29	Sherry May	Kara Scheidt	\$1,092
30	Lindsay Isaacs	Amy Rhoades	\$1,005
31	Heidi Myers	Hillary Puthoff	\$939
32	Narvella Chambers	Alicia Barlow	\$909
33	Joan Gudeman	Leah Lauchlan	\$874
34	Michelle Eggert	Andrea Barts	\$859
35	Carrie Schulze	Hillary Puthoff	\$852
36	Connie Stocksedale	Katie Colson	\$812
37	Caitlin Morris	Amy Rhoades	\$743
38	Michelle Dicke	Blythe Egbert	\$734
39	Darcy Angulo	Amy Rhoades	\$681
40	Lauren Burch	Blythe Egbert	\$680
41	Nichole Schroeder	Leah Lauchlan	\$674
42	Brittany Rausch	Hillary Puthoff	\$668
43	Vivian Clevenger	Hillary Puthoff	\$665
44	Samantha Apperson	Leah Lauchlan	\$664
45	Goldie Yoder	Alicia Barlow	\$654
46	Michelle Robbins	Blythe Egbert	\$625
47	Jennifer Rosengrant	Leah Lauchlan	\$619
48	Amanda Grindell	Blythe Egbert	\$609
49	Nancy Spence	Blythe Egbert	\$608
50	Lanice Pearson	Leah Lauchlan	\$603

Top 50 Sharing Consultants

LAUCLAN NATIONAL AREA

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



Andrea Barts



Charlotte Goodykoontz



Hillary Puthoff



Cheyenne Guyette



Darcy Angulo



Stacy Izaguirre



Lindsay Isaacs



Melody Funkhouser



Katie Colson



Ann Stout

Name		Commission	QTM	
1	Andrea Barts	Director	\$111	2
2	Charlotte Goodykoontz	Director	\$0	3
3	Hillary Puthoff	Director	\$0	3
4	Cheyenne Guyette	Kara Scheidt	\$0	2
5	Darcy Angulo	Amy Rhoades	\$0	2
6	Stacy Izaguirre	Amy Rhoades	\$0	1
7	Lindsay Isaacs	Amy Rhoades	\$0	1
8	Melody Funkhouser	Director	\$0	1
9	Katie Colson	Director	\$0	1
10	Ann Stout	Hillary Puthoff	\$0	1
11	Kelly Russ	Charlotte Goodykoontz	\$0	1
12	Carli Minge	Alicia Barlow	\$0	1
13	Emily McManus	Leah Lauchlan	\$0	1
14	Angela Casola	Leah Lauchlan	\$0	1
15	Megan Stephens	Leah Lauchlan	\$0	1
16	Heather May	Kara Scheidt	\$0	1
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EPiC
Lauchlan

Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Stephanie
Egbert Unit



Colleen
Lauchlan Unit



Lee Ann
Lauchlan Unit



Megan
Lauchlan Unit



Alli
Lauchlan Unit



Darcy
Rhoades Unit



Lindsey
Puthoff Unit



Lindsay
Rhoades Unit



Melissa
Egbert Unit



Cindy
Egbert Unit



Samantha
Lauchlan Unit



Desirae
Rhoades Unit



Teresa
Colson Unit



Brittanny
Egbert Unit



Paula
Lauchlan Unit



Incredibles

Elite Team Leader, Team Leaders, & Star Team Builders



Lauren
Egbert Unit



Angela
Lauchlan Unit



Erin
Egbert Unit



Megan
Egbert Unit



Keri
Funkhouser Unit



Riley
Barts Unit



Sarah
Lauchlan Unit



KJ
Barts Unit



Gloria
Puthoff Unit



Kara
Lauchlan Unit



Sara
Rhoades Unit



Cortney
Puthoff Unit



Lindsey
Puthoff Unit



Niki
Puthoff Unit



Sam
Lauchlan Unit



Ara
Goodykooontz Unit



Leading the Way

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

SHAW



Carolyn

Director	# Reds	Unit Size	% Red
Carolyn Rios	3	36	8.33%
Erika Guajardo	3	53	5.66%
Cheryl Auker	4	80	5.00%
London Arbuckle	5	103	4.85%
Nadine Stanley	5	107	4.67%
Cindy MacFlippen	10	215	4.65%
Coty Maldonado	5	127	3.94%
Nicole Pratt	3	90	3.33%

BURNETT



Emily

Director	# Reds	Unit Size	% Red
Emily Schulte	3	30	10.00%
Deborah Buscher	3	32	9.38%
Melissa Linton	3	35	8.57%
April Hutchinson	10	146	6.85%
Rachel Webster	3	48	6.25%
Jennifer Raley	4	71	5.63%
Jenna Roberts	3	62	4.84%
Amber Nichols	6	140	4.29%
Tina Frantz	4	128	3.13%

LAUCLAN



Hillary

Director	# Reds	Unit Size	% Red
Hillary Puthoff	5	98	5.10%
Amy Rhoades	4	84	4.76%
Blythe Egbert	7	173	4.05%



Incredible Challenge



Area	# Red Jackets	Area Size	% Red
Pamela Shaw	63	1727	3.65
Julia Burnett	49	1483	3.30
Leah Lauchlan	29	892	3.25

YTD % AREA REDS

Area	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Shaw	3.65											
Burnett	3.30											
Lauchlan	3.25											

AREA WHOLESALE PRODUCTION

Area	July	August	September	October	November	December
Shaw	\$147,154					
Burnett	\$144,082					
Lauchlan	\$63,715					

Area	January	February	March	April	May	June
Shaw						
Burnett						
Lauchlan						