



Crista's Queens

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December 2007
 (November Results)

On Target Stars

As of November 30th

Already Stars!

BETTY GREENLEE
 Ruby Star



CRISTA HOFF
 Sapphire Star

CONSULTANT NAME	W/S IN THUS FAR	NEEDED FOR:	
		SAPPHIRE	RUBY
BETTY J GREENLEE	\$2,489.50	*****	STAR
CRISTA HOFF	\$2,207.25	STAR	\$192.75
CARRIE ZENS	\$1,674.75	\$125.25	\$725.25
MELISSA DIX	\$963.00	\$837.00	\$1,437.00
RITA MEYSEMBOURG	\$799.00	\$1,001.00	\$1,601.00
ANDREA FEICKERT	\$781.75	\$1,018.25	\$1,618.25
AIMIE KLINER-HOFFMAN	\$606.00	\$1,194.00	\$1,794.00

Our Goal is 8 STARS for 2nd Quarter!
 Reminder: 2nd Quarter Ends Saturday, December 15th!

November Leaders and Sales Results to Celebrate!

<p>ANDREA FEICKERT</p> <p>\$262 Holiday Open House</p>	<p>CARRIE ZENS</p> <p>\$628 Class \$150 On the Go \$58 Highest On the Go</p>	<p>NICOLE ENGMAN</p> <p>\$35 On the Go</p>	<p>RENEE WILBARGER</p> <p>\$180 Day</p>	<p>RITA MEYSEMBOURG</p> <p>\$98 On the Go \$322.50 Class \$59 Customer Service</p>
<p>TAYLOR HUFFMAN</p> <p>\$500 Holiday Sales</p>	<p>PAT CHRISTENSON</p> <p>\$71 Class</p>	<p>BETTY GREENLEE</p> <p>\$1300 Holiday Sales \$350 Glam Class</p>	<p>KAREN WINKLER</p> <p>\$233 Class</p>	<p>DAWN HILL</p> <p>\$100 Customer Service</p>

from the Directors Chair!

Dear Queens!

I am excited about this month because the holidays are always an **EXHILARATING** time of year for sales! **We are in THE BEST month in Mary Kay – December!** We have so many reasons to get excited! With holiday sales the sky is the limit to what you can achieve! We are wrapping up Quarter 2 on December 15 and all of the new Cream Lipsticks along with the new Mineral Powder Foundations will be available to order and sell **THIS** month! If you registered your customers to receive the Winter issue of *The Look* you may order the new products on December 10. Everyone else may order on Dec. 15.

I know several of you are focused on finishing up your Star Consultant status by the 15th and with holiday sales and the new products it is very realistic for you to reach your goal. **Our goal is to have at least 8 Star Consultants this quarter! I KNOW WE CAN DO IT! We already have two: BETTY GREENLEE and ME! CARRIE ZENS is just a breath away and I know ANDREA FEICKERT is committed to finishing Star as well!** Who else will be our Stars? I hope it will be **YOU!** I am looking forward to seeing us **EXPLODE** with activity this month! I am so very impressed as **YOU** continue to set the **STANDARD OF EXCELLENCE** for our unit!!!

I am daily encouraged by your stories, success with your sales, consistent activity and efforts. I am so **PROUD** to lead such amazing, dream believing women! **YOU** are what makes our unit thrive! **You are Women of Excellence!** I believe in you individually and I believe in us collectively that we **WILL** accomplish what we have set out to do by doubling our unit size to 100 consultants and earning the prestigious status as a Pink Cadillac Unit. **Thank YOU for your WORK, LOVE, BELIEF and FAITH in me and our unit as we go forth this month and continue to build success and meet our goals.**

We are winding down to the end of 2007, which also marks the half way mark of our 2007/2008 Seminar year. Are you on target to reach your goals? My holiday wish is that you are getting exactly what you want out of this amazing opportunity. If you are not, ask yourself why not? What needs to change? Reevaluate your purpose and goals and let's set a new plan of action. Mary Kay has always taught us to plan our work and then work our plan. As always, I will match my time and energy with your interest and efforts.

I wish you and your family the most blessed holiday season!

I am grateful that you took the time to read my letter!
Much love, belief and appreciation,

Crista



CAREER HIGHLIGHTS:

Previous Career:
Interior Designer

Began Mary Kay
Career October 2000

Sales Director Debut
March 2004

Earned First Career
Car April 2004

Two Career
Cars Earned

Current Car Status
'07 Platinum Grand Prix

Star Consultant
21 Quarters

National Court of Sales

#5 Most Improved Unit
in Minnesota 2006

#3 Most Improved Unit
for the Gianchristoforo
National Area 2006

UNIT GOALS:

\$300,000 Unit Club
by Seminar 2008

Operation Double:
100 Unit Members
by Seminar 2008

Pink Cadillac
by Seminar 2008



SEMINAR RECOGNITION!

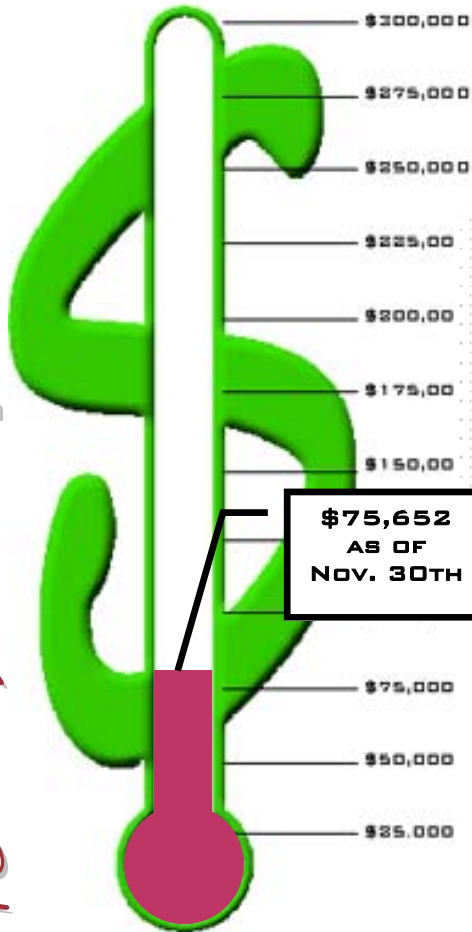
CRISTA'S QUEENS COURTS
Top 3 for Unit Sales and Sharing
Miss Go-Give

PLEET INNER CIRCLE COURTS
\$12,000 personal retail production
6 new personal qualified team members

GIANCRISTOFORO PRINCESS COURTS
\$18,000 personal retail production*
12 new personal qualified team members**

NATIONAL COURTS
\$36,000 personal retail production*
24 new personal qualified team members**

\$300,000 by Seminar 2008



Court of Sales!



#1

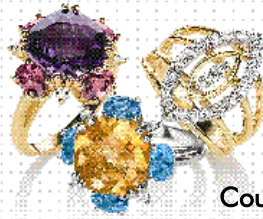


#2



#3

- | | |
|--------------------------|-------------|
| 1. Betty J Greenlee | \$10,904.50 |
| 2. Patricia Christenson | \$7,145.00 |
| 3. Andrea B. Feickert | \$6,222.00 |
| 4. Stefanie A. Strapko | \$4,942.00 |
| 5. Carrie M. Zens | \$3,721.50 |
| 6. Vicki L. Persons | \$3,533.00 |
| 7. Rita M. Meysembourg | \$2,760.00 |
| 8. Melissa K. Dix | \$2,649.00 |
| 9. Cyndi A. Dorsey | \$2,294.00 |
| 10. Aimie Kliner-Hoffman | \$1,497.50 |
| Crista Hoff | \$14,864.00 |



Court of Sales Rings!



Court of Sharing Bees!

Court of Sharing!



#1

	Qualified	Commission
1. Andrea B. Feickert	1	\$129.05
2. Betty J Greenlee	1	\$91.47
3. Crista Hoff	1	\$78.78

Star Consultants are #1 in our Unit!

QUARTER 1	21
30 BETTY GREENLEE- R*	20
29 CRISTA HOFF- D*	19
28 PATRICIA CHRISTENSON- D*	18
27 ANDREA FEICKERT- R*	17
26 STEPHANIE STRAPKO- S*	16
QUARTER 2 (TO DATE)	15
25 BETTY GREENLEE- R*	14
24 CRISTA HOFF- S*	13
23	12
22	11

S= Sapphire (\$1800)
R= Ruby (\$2400)
D= Diamond (\$3000)
E= Emerald (\$3600)
P= Pearl (\$4800)
*= Consistent Star
All Year

10
9
8
7
6
5
4
3
2
1

Our Goal is
30 Stars
this year!

*Thank You for
Contributing to our Success!*

CARRIE ZENS	\$771.50
CRISTA HOFF	\$624.75
MELISSA DIX	\$500.00
STEFANIE STRAPKO	\$402.25
RITA MEYSEMBOURG	\$400.50
BETTY J GREENLEE	\$237.00
PATRICIA CHRISTENSON	\$224.50
ANDREA FEICKERT	\$205.75
CARIE FULLER	\$202.50
TAYLOR HUFFMAN	\$201.75
CYNDI DORSEY	\$171.00
VICKI PERSONS	\$82.00
AMANDA PAGEL	\$49.00
RENEE WILBARGER	\$33.75
EMMA MURPHY-SMITH	\$14.00

Star Shooter!

Earn a charm for your Star Shooter necklace when you place a minimum \$200 wholesale order per month in the following time frames - (October, November, December), (January, February, March), (April, May, June) OR for \$600 cumulative wholesale in the three-month period. (I will award you with your necklace when you earn your first charm.)



Also, earn a charm for your necklace when you achieve the following in a calendar month: Order at least \$600 wholesale OR hold at least 6 team building conversations with your Director. Remember, a \$600 wholesale order each month also keeps you on-target for the quarterly Star Consultant contest!

*November
Winners:*



Carrie
Zens

Crista
Hoff



*Oct/Nov/Dec
Winners So Far:*

Andrea Feickert, Carrie Zens
and Crista Hoff

On Target:

With at least \$400 w/s in Oct/Nov
Melissa Dix \$500.00
Stefanie A. Strapko \$476.75
Rita Meysembourg \$400.50

Grand Days!

Congratulations Queen's! We had 37 total Grand Days entries for the month of November!

Renee Wilbarger - 1	Taylor Huffman - 5
Andrea Feickert - 2	Betty Greenlee - 16
Rita Meysembourg - 3	Karen Winkler - 2
Carrie Zens - 7	Dawn Hill - 1



**Our November
Grand Days Winner
is Carrie Zens!**

Stay Connected!

**QUEENS TEAM BUILDING CALL
WEDNESDAYS 8:00PM**

(712)451-6100 Access Code: 653876#

This call is designed to help you build your team! Invite your customers and potential team members to dial in.

They will have an opportunity to hear about our awesome career opportunity through highly casual conversation with facts and information shared by ME!

If you have a guest calling in, please be sure to dial in as well so you can introduce her and listen.

This can be excellent training for you!

**PLEET AREA TRAINING CALL
WEDNESDAYS 9:00PM CST**

(605)990-0200 Access Code: 587865#

Dial in for ongoing training and sisterhood - and you can be in your PJ's, without your Mary Kay face! What could be more convenient?? Use your cell phone with FREE long distance or find a low rate calling card.

Saves Money - No Gas or Babysitter Needed!

Teleconference trainings are planned for every Wed. p.m. so do dial in and learn!

Choose to sharpen your skills!

Mary Kay Crème Lipsticks!

MARY KAY® CRÈME LIPSTICK

Power statement: Long-wearing, stay-true color glides on with a light-weight, creamy texture and delivers maximum color impact that lasts.

New Mary Kay® Crème Lipstick debuts 10 tempting new shades in the classic formula women have loved for years. With 32 gorgeous shades in all, your customers have choices for an even broader range of skin tones. It features an exclusive pigment blend in a creamy, rich formula that does not feather or bleed. And the new ultrathin, custom-designed case feels as beautiful as it looks in a woman's hand. Enriched with emollients and moisturizers, Mary Kay® Crème Lipstick provides a veil of protection against moisture loss. Plus, it's enhanced with nourishing vitamin E and a vitamin C derivative, which help defend against wrinkle-causing free radicals and everyday environmental stress.

	LIPSTICK	LIP LINER	LIP GLOSS
BERRIES	Apple Berry	Plum, Raspberry	Berry Sparkle
	Berry Kiss	Dusty Pink, Raspberry, Plum	Berry Sparkle, Sugarberry
CHOCOLATES	Black Cherry	Plum, Dark Berry	Berry Sparkle, Sugarberry
	Rich Fig	Dark Berry	Starry, Sugarberry, Beach Bronze
	Whipped Berries	Plum, Dark Berry	Berry Sparkle, Sugarberry
	Amber Glow	Chocolate, Coral, Cinnamon	Sweet Raisin, Coral Rose
METALS	Amber Suede	Chocolate, Dark Chocolate, Cappuccino	Beach Bronze, Berry Sparkle
	Bronzed	Chocolate, Dark Chocolate	Beach Bronze, Gold Rush
	Downtown Brown	Dark Chocolate, Cappuccino	Beach Bronze
	Gingerbread	Cinnamon, Dark Chocolate	Sweet Raisin
	Nutmeg	Dark Chocolate, Cappuccino	Beach Bronze, Starry, Sugarberry
	Rich Cocoa	Dark Chocolate	Sweet Raisin
NEUTRALS	Garnet Frost	Raspberry, Pink, Dusty Pink	Sweet Raisin, Coral Rose
	Golden	Cinnamon, Plum, Raspberry	Sweet Raisin, Sugarberry
	Mocha Freeze	Chocolate, Cappuccino	Sweet Raisin, Berry Sparkle, Beach Bronze
PINKS	Pink Shimmer	Dusty Pink, Plum	Pink Diamonds, Sugarberry
	Sheer Blush	Plum, Raspberry	Sugarberry
	Apricot Glaze	Neutral, Chocolate	Cream & Sugar, Melon Sorbet
	Frosted Rose	Dusty Pink, Plum	Pink Diamonds, Sugarberry
	Raisinberry	Dark Chocolate, Plum	Berry Sparkle, Sugarberry
TANNIES	Shell	Neutral, Pink	Starry, Beach Bronze, Pink Diamonds
	Tanned	Neutral	Melon Sorbet, Coral Rose, Gold Rush
PINKS	Toffee	Neutral, Chocolate	Sweet Raisin, Beach Bronze
	Dusty Rose	Neutral, Pink	Pink Diamonds, Gold Rush
	Hibiscus	Raspberry	Cream & Sugar, Berry Sparkle, Sugarberry
	Paradise Pink	Dusty Pink, Pink, Neutral	Pink Diamonds, Gold Rush, Starry
PINKS	Pink Melon	Dusty Pink, Pink, Coral	Coral Rose, Melon Sorbet
	Pink Satin	Dusty Pink, Pink	Cream & Sugar, Pink Diamonds
RED	Red	Red, Plum, Chocolate	Starry, Beach Bronze
TANNIES	Sunburst	Chocolate, Coral	Gold Rush, Beach Bronze
	Sunset	Chocolate, Coral	Melon Sorbet, Starry
	Sweet Nectar	Neutral, Coral	Melon Sorbet, Gold Rush

WHAT'S THE BUZZ IN THE MARKETPLACE? Our existing Mary Kay® Crème Lipstick formula has earned a very loyal following and continues to be extremely popular among consumers. Yet women also want shade choices for a broader range of skin tones. So we delivered the best of both worlds. We kept the existing formula and updated our shades so you can give your current and new customers alike lipstick every woman can love.

WHO ARE YOUR CUSTOMERS? Any woman who wants delicious lips drenched in longwearing, stay-true color.

DOES THE NEW MARY KAY® CREME LIPSTICK CONTAIN FRAGRANCE? No, it is fragrance-free, meaning no fragrance was added to the formula. The lipstick does have a scent, which is a natural characteristic of the new vanilla flavor ingredient. This concept is not new, as there are other Mary Kay® products that are fragrance-free yet also impart a scent. The most recent example is TimeWise® Targeted-Action Eye Revitalizer, which contains a botanical extract that smells like citrus™.

WHY DID MARY KAY CHANGE THE FORMULA TO BE FRAGRANCE-FREE? We knew the fragrance that we were using in our lipstick somewhat dated our formula. Therefore, to modernize it, we felt it was best to go with the vanilla flavor that we use in our Mary Kay® NouriShine™ Lip Gloss. This also allows our lipstick and lip gloss to work together more harmoniously instead of having multiple scents and flavors on the lips at one time.

WHAT IS THE DIFFERENCE BETWEEN A FRAGRANCE AND A FLAVOR IN A LIP COLOR PRODUCT? A flavor in a lip color product can provide both a taste as well as a scent for a more pleasant sensory experience. A fragrance is added to a product to specifically provide a characteristic scent and only to impart a pleasant scent, not to impart a taste.

HOW IS THE FORMULA FRAGRANCE-FREE IF I CAN SMELL THE VANILLA FLAVOR? Since the biological mechanism of taste involves both taste buds on the tongue and olfactory sensors in the nose, a flavor can provide both a taste as well as a scent or "smell" to a product.

WHAT NEW SHADES CAN I RECOMMEND TO MY CUSTOMERS WHOSE CURRENT SHADES ARE BEING DISCONTINUED? You can use the chart below to help your customers find new shades they'll love.

Shade she loved...	Shade she will love...
Coppermine	Sunset, Red
Gold Dust	Golden
Magenta	Hibiscus
Pink Coral	Pink Melon
Red Salsa	Red
Redwood	Red, Amber Suede
Strike A Pose Rose	Berry Kiss, Whipped Berries
Pink Daisy	Pink Melon, Hibiscus

HOW OFTEN CAN YOU EXPECT YOUR CUSTOMERS TO REORDER THE MARY KAY® CREME LIPSTICK? It will depend on how often your customer reapplies and how many shades she alternates using. It's always a good idea to check with her often to see if she's ready to reorder or try new shades.

WHAT OTHER PRODUCTS WOULD YOUR MARY KAY® CREME LIPSTICK CUSTOMERS BE INTERESTED IN? For your customers who love beautiful lips, you might also suggest: TimeWise® Age-Fighting Lip Primer, Satin Lips® Set, Mary Kay® Lip Liner and Mary Kay® NouriShine™ Lip Gloss.

What's The Buzz in Mary Kay?



Mineral Powder Foundation

It's a foundation. It's a powder. That's the beauty of mineral powder foundation. It's beauty made simple. A foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes lines, wrinkles and other imperfections seem to disappear. And it's transfer-resistant, so it won't fade away midday. The secret to a perfect application is having the perfect brush, and that's



why we created one. The Mineral Foundation Brush is custom-designed to work with the foundation. They're made for each other to deliver results like you've never seen or felt before. No other brush you own will even come close to the Mineral Foundation Brush. The bristles are soft, natural hair that is short and flat across the top, so you get the right amount of foundation and right level of buildable coverage.

New Crème Lipsticks

Long-wearing, stay-true color glides on with a lightweight, creamy texture and delivers maximum color impact that lasts. **New Mary Kay® Crème Lipstick** debuts 10 tempting new shades in the classic formula women have loved for years. With 32 gorgeous shades in all, your customers have choices for an even broader range of skin tones. It features an exclusive pigment blend in a creamy, rich formula that does not feather or bleed. And the new ultrathin, custom-designed case feels as beautiful as it looks in a woman's hand. Enriched with emollients and moisturizers, Mary Kay®



Crème Lipstick provides a veil of protection against moisture loss. Plus, it's enhanced with nourishing vitamin E and a vitamin C derivative, which help defend against wrinkle-causing free radicals and everyday environmental stress.

Class of 2008 Challenge • Aug. 1, 2007 – July 1, 2008



THERE'S A PLACE FOR YOU IN THE HALL OF FAME!!!

The Class of 2008 has a new twist! Now, Senior Directors are also honored with a beautiful Senior Sales Director RING which matches the Sales Director Suit AND they will all receive recognition ONSTAGE with debuting offspring! And, that's not all! The new Directors of course will be honored in the same way with beautiful class rings to match their own Director Suits!

There will be onstage Debut Ceremonies at Career Conference as well as Leadership Conference!

- The beautiful ring
- The fabulous new suit
- The sisterhood

Your Opportunity

There's a special place just for you in the sisterhood of Independent Sales Directors! Become a member of the Class of 2008 by building your team and debuting as an Independent Sales Director Aug. 1 2007, through July 1, 2008, OR debut at least one offspring Independent Sales Director during the contest

period.

Your Rewards

Each new Independent Sales Director and her Independent Senior Sales Director will receive an exclusive Class of 2008 ring to wear with pride, plus a Class of 2008 name badge ribbon for each of the new offspring Sales Director's unit members to wear at Career Conference 2008 or

Welcome!

New Consultant
Amy Sloofman
from Minneapolis
by Crista Hoff



Scent-sational Sales Challenge!



Want more incentive to make this your best season yet for fragrance sales? Then the challenge is on! Independent Beauty Consultants and Independent Sales Directors who sell at least 21* fragrances by Dec. 15, 2007, will receive the Totally Charmed charm bracelet along with a custom fragrance charm to celebrate this achievement.

Queens who are on-target or have made it:

CONSULTANT	# SOLD	# NEEDED
BETTY J GREENLEE	26	MADE IT!
PATRICIA A. CHRISTENSON	25	MADE IT!
CRISTA HOFF	23	MADE IT!
RITA M. MEYSEMBOURG	21	MADE IT!
ANDREA B. FEICKERT	13	8
STEFANIE A. STRAPKO	5	16

Congratulations to these Queen's who have already Made It!



Betty Greenlee



Pat Christenson



Crista Hoff



Rita Meysembourg

NEW CONSULTANT GOALS TO START YOU ON THE RIGHT TRACK!

QUEENS PROFIT PIN

Earn a profit right away by starting your business with your Star Consultant Inventory order (\$1,800 w/s-\$4,800 w/s) and I will award you with this Rhinestone Crown pin



PERFECT START

Facial 15 customers within a two-week period. When you complete your Perfect Start, I will award you a lovely gold-toned Perfect Start pin to signify your accomplishment.



POWER START

Facial 30 customers within a one-month period. When you complete your Power Start, your Sales Director may award you a lovely gold-toned Power Start pin set with crystals to signify your accomplishment.



POWER START PLUS

Complete your Power Start and hold six team-building appointments within a one-month period. When you complete your Perfect Start, I will award you a beautiful crystal and faux pearl pin

PEARLS OF SHARING!

Earn your Pearls of Sharing Earrings by sharing the marketing interview with 3 people in your first week of business

Earn your Pearls of Sharing Bracelet by sharing the marketing interview with an additional 3 people in your second week of business!

And earn your Pearls of Sharing Necklace when you add your 1st team member during your 1st month!



Preferred Customer Program!

The PCP Winter 2007 Mailer deadline was November 15th and it will mail on Dec. 27th!

Remember:

Consultants who enroll their customers in PCP experience a higher volume of reorders than Consultants who do not register their clients for the mailer!



Congratulations to the following Queens who enrolled their customers:



Andrea Feickert



Betty Greenlee



Carrie Zens



Crista Hoff



Debra Smiley



Jackie Berg



Karen Winkler

Patricia Christenson

Rita Meysembourg

Sara Rinehart

Stefanie Strapko

THE REASON MARY KAY COSMETICS IS STRONGER AND BETTER THAN EVER!

info presented by Yvette Franco – VP, Brand Development (11/07)

Mary Kay is a prestige brand in the market place, which means we compete with department store brands such as Clinique, Estee Lauder, Lancome and MAC. Brands sold in drug stores such as Maybelline and Cover Girl and even Avon, are considered mass brands. Mary Kay does not compete with the drug store quality market share.

In comparison to other prestige brands, here is how Mary Kay ranked in unit sales this past year in the market place.

TimeWise Firming Eye Cream: Mary Kay Outsold Clinique Repair Eye Cream 4 to 1

Microdermabrasion: Mary Kay outsold Clinique's #1 product – 7 Day Rinse Off Scrub 4 to 1

Oil Free Eye Makeup Remover: Mary Kay sold more units than the top 10 prestige brands combined. (includes Lancome, Clinique, etc)

Ultimate Mascara: Mary Kay sold more than the top 3 Brands combined and outsold Lancome Finiscils (their #1) 3 to 1.

Eye Shadow: Mary Kay sold 25% more units than MAC eye shadow

Lipstick & LipGloss: Mary Kay sold more than the top 7 brands combined and outsold Mac 3 to 1.

MK Lip Gloss: Mary Kay sold more than the top 9 products combined. MAC and Chanel are ranked the top 2 for gloss and we sold more than the top 9 combined. We outsold MAC glosses by 3 to 1

Do you need any more proof that we do sell products that women want?

If you watched the CMA awards I know you are so proud to be a part of this incredible company. The Commercials were awesome! So get out there and let people know you are in this business!!!! If ever there was a perfect time to put ourselves into our marketplace...that time is NOW!



Color News You Need to Know

With some Mary Kay® Crème Lipsticks beginning to phase in, you'll want to focus on selling current lipsticks now. You also can begin taking inventory of your foundation powders and bronzing powders to prepare for exciting changes to these products coming Spring 2008.

Keep in mind the following phase-out and discontinued information for the Dec. 16 Consultant order form:

- MK Signature® Crème Lipsticks and Samplers
- Mary Kay® Dual-Coverage Powder Foundations
- Some MK Signature® Eye Colors and Samplers
- Some MK Signature® Cheek Colors and Samplers
- MK Signature® Bronze Highlighting Powder
- Mary Kay® Crème-To-Powder Foundations (will return in March 2008 with updated packaging); Samplers will be discontinued.
- Day Radiance® Cream Foundations (Most shades will return in March 2008 with updated packaging.)
- MK Signature® Foundation Compacts, Color Compacts and Custom Compacts, including brushes and applicators (Please note these inventories should last into the March 2008 quarter.)

For the latest information on the exciting color product transitions ahead, be sure to check out the Mary Kay InTouch® Web site.

Also note that the Clear Plastic Lipstick Caps (pk./10) and the Lipstick Caddy have been moved to the "Discontinued Products" section to make room for exciting new versions of these items that correspond with the new Mary Kay® Crème Lipsticks.

Four new exciting Color 101 Collections will be introduced on the Dec. 16 Consultant order form: Natural Glow, Rich Indulgence, Romantic Light and Wildflower. See the Winter 2007 issue of The Look for all the details. Please note that while Color 101 Cards will not be available for these collections, exciting new card selections will make their debut this spring!

This fall, you'll notice new Mary Kay® packaging and graphics for the following: MK Signature® NouriShine™ Lip Glosses, MK Signature® Lip Liners and Samplers, Beauty Blotters® Oil-Absorbing Tissues, Cheek Color Brush, Cosmetic Sponges (pk./2), Dual-End Eye Applicator, Round Powder Brush, Mary Kay® Paper Shopping Bag (pk./5), Large Plastic Bag (pk./50), Small Plastic Bag (pk./100). See Page 27 of this issue for additional product updates.

recruiters and their teams

director

we're looking for
directors in 2008!



Crista Hoff

building the
queens
national area!

first line offspring directors



second line offspring directors



star recruiters



Andrea Feickert



SAVED FOR YOU!!!



SAVED FOR YOU!!!

senior consultants



Betty Greenlee



Karen Winkler



Emma Murphy-Smith



Rebecca Odden



Taylor Huffman



SAVED FOR YOU!!!

Please send me your picture if you see Darci with your name above!

a **kiss** for country

country music kisses domestic violence goodbye

As part of a national "A Kiss for Country" philanthropic campaign, some of the hottest country music artists partnered with Mary Kay to help kiss domestic violence goodbye. Spokesperson Martina McBride, a longtime champion of the cause against domestic violence, and some of the hottest country music artists applied their favorite Mary Kay® lip products, ranging from Mary Kay® Crème Lipstick in Mocha Freeze to Mary Kay® NouriShine™ Lip Gloss in Pink Diamonds, and imparted their lip prints onto specially designed "kiss prints."

Since Nov. 6, the kiss prints have been featured in an online auction to benefit Mary Kay Ash Charitable Foundation programs committed to ending domestic violence. Fans have the chance to bid on their favorite star's kiss print and autograph through an auction on uBid.com, which ends Dec. 31.

Mary Kay Inc., through the Mary Kay Ash Charitable Foundation, stepped up the commitment by providing a \$20,000 grant to a women's shelter in each participating artist's name in exchange for their kiss print. These grants will be awarded in 2008 to women's domestic violence shelters in each of the 50 states.

Find more information on MaryKay.com and in the Dec. 16 Beaut-e-News™.

Hot New Lip Shades

With some Mary Kay® Crème Lipsticks beginning to phase in, it's an exciting time to offer your customers the current and new shades.

December promises lots of opportunity for selling through existing inventory to make more room for new lip products. A recent report* shows that the last two weeks of December 2006 generated a great deal of online shopping activity due to last-minute personal delivery offers. So it stands to reason, that your Golden Rule customer service and fast delivery might be just what your customers are looking for.

You'll want to make sure your unit members know about our incredible new shades and gorgeous black packaging, too. Why not e-mail the gorgeous new MKeCard® to them, which shares exciting news about our next generation of lipsticks?

As a reminder, the latest information on exciting color product and packaging transitions is available on the "Countdown to Color" section of the Mary Kay InTouch® Web site.

*Hitwise 2006 Holiday Retail Highlights report



Freebies!

You can get all of this FREE* when you place a qualifying product order Dec. 16, 2007, through Jan. 15, 2008. (See inside front cover of the January Applause magazine for details.)

TimeWise Age-Fighting Lip Primer



Mary Kay Crème Lipstick Samplers

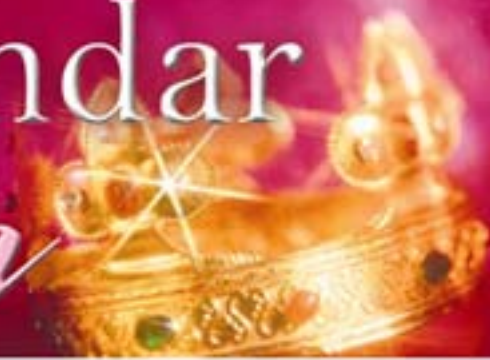


Travel Roll-Up Bag



Queens Calendar

December



3

Monday, December 3

3:00PM Consultant Workshop
6:30PM Client Appreciation – Embassy Suites, Bloomington, MN
(Both Events - \$20 at the door)

5

Wednesday, December 5

8:00PM Queens Group Marketing Call: 712.451.6100 pin 653876 (RSVP Required)
9:00PM Pleet Area Conference Call: 605.990.0200 pin 587865

10

Monday, December 10

Early ordering of the new Winter 2007 products for Consultants who enrolled in their customers to receive The Look through the Preferred Customer Program.

12

Wednesday, December 12

8:00PM Queens Group Marketing Call: 712.451.6100 pin 653876 (RSVP Required)
9:00PM Pleet Area Conference Call: 605.990.0200 pin 587865

15

Saturday, December 15

*Early ordering of the new Winter 2007 products
Quarter 2 ends*

16

Sunday, December 16

Quarter 3 begins

17

Monday, December 17

6:30PM Holiday Social and December Unit Success Meeting – Crista's House

19

Wednesday, December 19

8:00PM Queens Group Marketing Call: 712.451.6100 pin 653876 (RSVP Required)
9:00PM Pleet Area Conference Call: 605.990.0200 pin 587865

24

Monday, December 24

CHRISTMAS EVE

25

Tuesday, December 25

CHRISTMAS DAY

26

Wednesday, December 26

8:00PM Queens Group Marketing Call: 712.451.6100 pin 653876 (RSVP Required)
9:00PM Pleet Area Conference Call: 605.990.0200 pin 587865

30

Sunday, December 30

Last day in October for consultants to place online orders.

31

Monday, December 31

*Last day of the month and last day of the year!
New agreements must be submitted by 7PM Central.*



From the office of:
Crista Hoff
 Independent Sales Director

10656 Sherman Drive
 Eden Prairie, MN 55347
 612-284-7295 office
 cristahoff@marykay.com



To the Awesome...

“ This is a season to reflect. We must never lose sight of the purpose... Always remember, you can make a difference! Thank you for lighting up the lives of so many. ”

Queens Celebrations!

Paychecks of the Heart!

9% Commission

Crista Hoff

4% Commission:

Emma Murphy-Smith

Taylor Huffman

Andrea Feickert

Betty Greenlee

December Birthdays

Gerri Cowley

7th

Carrie Zens

10th

Darci Chido

10th

Julie Hoff

10th

Sarah Ernst

26th

January Birthdays

Galina Serin

2nd

Karen Winkler

16th

Malia Lehman

23rd

December Anniversaries

Teresa Elmstrand

3rd

Dawn Robinson Hill

2nd

Veneese Hoff

1st

January Anniversaries

Janel Hoff

2nd

Alaethea LaLiberty

1st

Pink Cadillac bound by Seminar '08!

