



James Area News

JANUARY 2020

TOP DIRECTORS for DECEMBER



#1

RUTHIE BRETTE

\$25,028



#2

TAMI BRADFORD

\$22,048



#3

TAMMY NIEHAUS

\$20,604



#4

JEANIE NAVRKAL

\$20,006



#5

KIMBERLY BURHOOP

\$20,004



#6

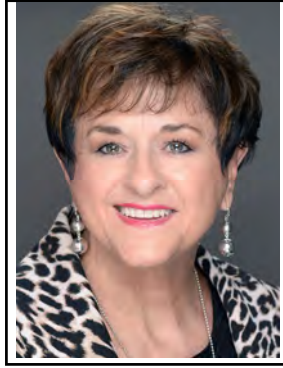
LAURIE COLE

\$18,739

AWESOME UNITS OVER \$10,000



#7
AMY KITRELL
\$17,060



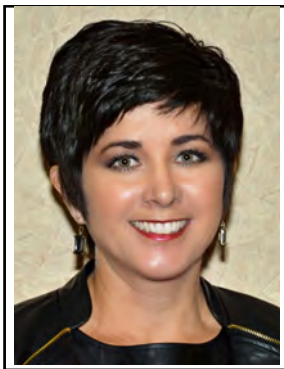
#8
SUE MILLER
\$14,676



#9
MARCIA STRASBURG
\$13,702



#10
ELISSA MARTIN
\$12,858



#11
MINDY DONOVAN
\$11,710



#12
BUFFI KAMERY
\$10,609



#13
MARIA EVANS
\$10,577



#14
KRISTA HADI



MONTHLY UNIT WHOLESALE

(\$6,000 or above)

<u>Director</u>	<u>Wholesale</u>
Ruthie Bresette	\$25,028
Tamarie Bradford	\$22,048
Tammy Niehaus	\$20,604
Jeanie Navrkal	\$20,006
Kimberly Burhoop	\$20,004
Laurie Cole	\$18,739
Amy Kitrell	\$17,060
. Sue Miller	\$14,677
Marcia Strasburg	\$13,702
Elissa Martin	\$12,858
Mindy Donovan	\$11,710
Buffi Kamery	\$10,609
Maria Evans	\$10,578
Krista Hadi	\$9,612
Jennifer Hollingsworth	\$8,696
Whitney Wemhoff	\$8,274
Kaitlyn Kerven	\$8,070
Rachel Wahle	\$8,016
Melinda Pearson	\$8,006
Melissa Taylor-Yindrick	\$7,980
Anne Raynor	\$7,947
Shelby Heldt	\$7,625
Tyra McAbee	\$7,567
Jordan Litherland	\$7,153
April Roper	\$6,784
Barb Layman	\$6,603
Brandi Zenzel	\$6,426
Angie Jorgensen	\$6,404
Shelly Filkins	\$6,272
Maria Neatherton	\$6,198

MONTHLY UNIT RECRUITS

(2 or more)

<u>Director Name</u>	<u>Total Rcrts</u>	<u>*Sem Qlfd Rcrts</u>
Amy Kitrell	7	1
Shelby Heldt	4	0
Monica Vanzo	4	1
Tamarie Bradford	4	1
Leah Castrantas	3	0
Margi Whitworth	3	0
Melinda Pearson	3	0
Pricila Martinez	3	0
Whitney Wemhoff	3	0
Tammy Niehaus	3	1
Krista Hadi	3	2
Tami McGirr	3	2
Mindy Donovan	3	4
Angie Jorgensen	2	0
Barbara DeBruin	2	0
Chelsey DeBruin-Colbert	2	0
Elissa Martin	2	0
Rebecca Ochsner	2	0
Jordan Litherland	2	1
Kaitlyn Kerven	2	1
Maria Evans	2	1
Laurie Cole	2	2
Michelle Erickson	2	2
Ruthie Bresette	2	2

DIQ's

<u>Name</u>	<u>Director Name</u>
Delanie Donovan	Mindy Donovan
Sarah Covell	Tamarie Bradford



PERSONAL RECRUITS FOR THE MONTH

(2 or more new Qualified Recruits)



MELINDA PEARSON
3 Recruits



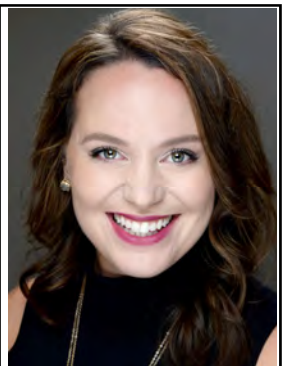
DENISE MARTINEZ
3 Recruits



LAURIE COLE
2 Recruits



SHELBY HELDT
2 Recruits



LEAH CASTRANTAS
2 Recruits



MICHELLE ERICKSON
2 Recruits



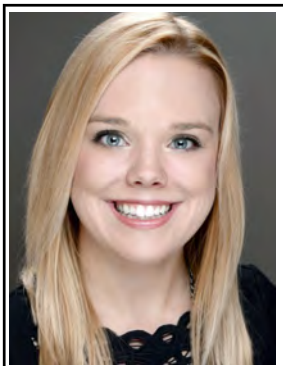
AMY KITRELL
2 Recruits



BARB DeBRUIN
2 Recruits



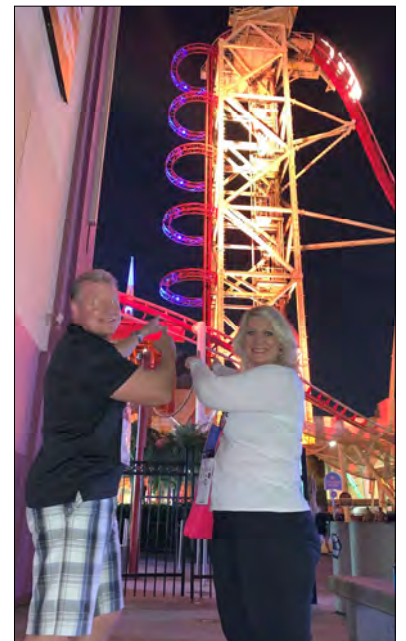
KRISTA HADI
2 Recruits



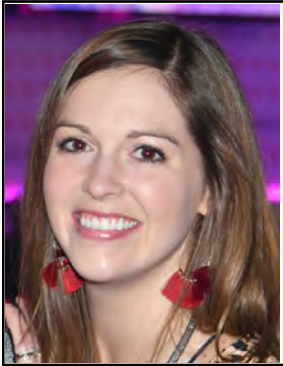
REBECCA OCHSNER
2 Recruits



ELISSA MARTIN
2 Recruits



MORE PERSONAL RECRUITERS



SHELBY HELDT
3 Recruits



**RUTHIE
BRESETTE**
2 Recruits



**MARCIA
STRASBURG**
2 Recruits



**REBECCA
OCHSNER**
2 Recruits

DIRECTOR PERSONAL WHOLESALE

(\$700 or Above)

Director Name

<u>Director Name</u>	<u>Personal Wholesale Amt</u>
Jeanie Navrkal	\$ 3,636
Emily Hammes	\$ 3,163
Cindy Hanrahan-Lewis	\$ 2,953
Patty Bailey	\$ 2,541
Kimberly Burhoop	\$ 2,506
Shelby Heldt	\$ 2,492
Margi Whitworth	\$ 2,318
Stephanie Vos	\$ 2,294
Mary Fulkrod	\$ 2,035
R. Sue Miller	\$ 2,023
Pricila Martinez	\$ 2,020
Tammy Niehaus	\$ 2,012
Angie Jorgensen	\$ 2,009
Elissa Martin	\$ 2,008
Laurie Cole	\$ 2,005
Barb Layman	\$ 2,003
Michelle Erickson	\$ 2,002
Marcia Strasburg	\$ 2,001
Mindy Donovan	\$ 2,000
Suzanne Kliever	\$ 2,000
Melissa Melbye	\$ 2,000
Buffi Kamery	\$ 1,739



Director Name

<u>Director Name</u>	<u>Personal Wholesale Amt</u>
Melissa Taylor-Yindrick	\$ 1,729
Michelle Cahill	\$ 1,608
Victoria Plate	\$ 1,484
Melinda Pearson	\$ 1,458
Jennifer Hollingsworth	\$ 1,417
Krista Hadi	\$ 1,200
Krista Kuenning	\$ 1,183
Rachel Wahle	\$ 1,172
Ruthie Bresette	\$ 1,159
Maria Evans	\$ 1,138
Manikhone Landstrom	\$ 1,131
Brandi Zenzel	\$ 1,122
Monica Vanzo	\$ 1,051
Anne Raynor	\$ 1,030
Paige Lutz	\$ 1,003
Ellen Cox	\$ 993
Maria Neatherton	\$ 919
April Roper	\$ 885
Stacey Taylor	\$ 859
Kaitlyn Kerven	\$ 816

TOP 20 CONSULTANT AREA COURT OF SALES

<u>Consultant</u>	<u>Director Name</u>	<u>Sem YTD Retail</u>
Rosario Slate	Jennifer Hollingsworth	\$27,989
Karen Lanouette	Jeanie Navrkal	\$25,357
Melinda Lopez	Jennifer Hollingsworth	\$22,366
Lyn Anderson	Melissa Melbye	\$22,305
Tricia Phelps	Jennifer Hollingsworth	\$21,172
Michele Holaday	Paige Lutz	\$17,285
Beth Settles	Shelby Heldt	\$16,960
Delanie Donovan	Mindy Donovan	\$16,910
Sarah Covell	Tamarie Bradford	\$16,845
Debra Neperud Rialti	Ruthie Bresette	\$16,784
Donna Coleman	Marcia Strasburg	\$16,565
Margarita Gutierrez	Maria Evans	\$16,513
Beatrice Angelo Hashem	Maria Evans	\$16,288
Sue Barosh	Tamarie Bradford	\$16,237
Shelli Hibberd	Shelly Filkins	\$15,512
Therese Peregrine	Krista Kuenning	\$15,393
Beenash Sheikh	Ellen Cox	\$15,031
Brenda Lopez	Krista Hadi	\$14,979
Corinne Lee	Tammy Niehaus	\$14,697
Roanne Romero	Tamarie Bradford	\$14,573



Happy Anniversary

FOR MARCH

<u>Director Name</u>	<u>Years</u>
Michelle Erickson	5

Happy Birthday

<u>Director Name</u>	<u>March Birthdays</u>
Jennifer Hollingsworth	4th
Paige Lutz	5th
Mary Fulkrod	6th
Tammy Niehaus	7th
Sue Godec	10th
Melissa Taylor-Yindrick	19th
Whitney Wemhoff	22nd
Amie Christly	25th

TOP 40 SEMINAR Y-T-D UNIT ADJUSTED RETAIL

Director Name	Retail Adjusted Amount
Tamarie Bradford	\$ 390,655
Laurie Cole	\$ 361,824
Jeanie Navrkal	\$ 296,808
Tammy Niehaus	\$ 283,708
Amy Kitrell	\$ 277,631
Ruthie Bresette	\$ 270,769
Kimberly Burhoop	\$ 266,697
R. Sue Miller	\$ 214,473
Whitney Wemhoff	\$ 185,164
Elissa Martin	\$ 183,998
Marcia Strasburg	\$ 182,479
Maria Evans	\$ 155,870
Buffi Kamery	\$ 143,187
Mindy Donovan	\$ 139,370
Anne Raynor	\$ 129,757
Rachel Wahle	\$ 129,227
Melinda Pearson	\$ 126,023
Shelly Filkins	\$ 122,029
Brandi Zenzel	\$ 121,911
Jennifer Hollingsworth	\$ 118,168
Jordan Litherland	\$ 116,494
Melissa Taylor-Yindrick	\$ 113,764
Angie Jorgensen	\$ 107,220
April Roper	\$ 106,779
Pricila Martinez	\$ 105,547
Margi Whitworth	\$ 104,066
Barb Layman	\$ 103,254
Arica Ohloff	\$ 102,342
Stacey Taylor	\$ 100,286
Maria Neatherton	\$ 98,248
Patty Bailey	\$ 97,228
Shelby Heldt	\$ 94,779
Krista Kuenning	\$ 93,093
Tyra McAbee	\$ 88,208
Suzanne Kliever	\$ 87,464
Michelle Cahill	\$ 84,861
Erica Plucknett	\$ 82,737
Maria Carmen Mercado-	\$ 82,080
Chelsey DeBruin-Colbert	\$ 81,130
Krista Hadi	\$ 79,996

DIRECTOR COMMISSIONS

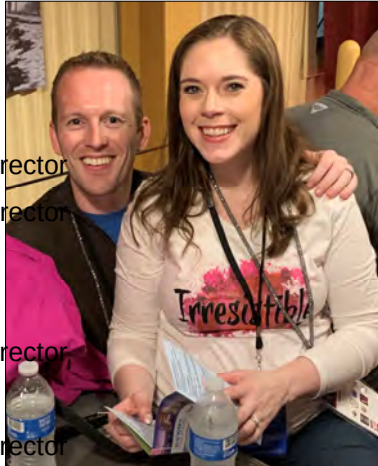
(\$2,000 & Above)

<u>Director Name</u>	<u>Total</u>
Jeanie Navrkal	\$ 8,346
Amy Kitrell	\$ 6,386
Tamarie Bradford	\$ 6,194
Ruthie Bresette	\$ 5,982
Tammy Niehaus	\$ 5,220
Laurie Cole	\$ 4,745
Kimberly Burhoop	\$ 4,601
R. Sue Miller	\$ 3,686
Marcia Strasburg	\$ 3,135
Mindy Donovan	\$ 3,093
Elissa Martin	\$ 2,957
Maria Evans	\$ 2,486
Buffi Kamery	\$ 2,386
Melissa Taylor-Yindrick	\$ 2,354
Krista Hadi	\$ 2,211
Jordan Litherland	\$ 2,120
Melinda Pearson	\$ 2,086
Rachel Wahle	\$ 2,069
Tyra McAbee	\$ 2,023
Jennifer Hollingsworth	\$ 2,000



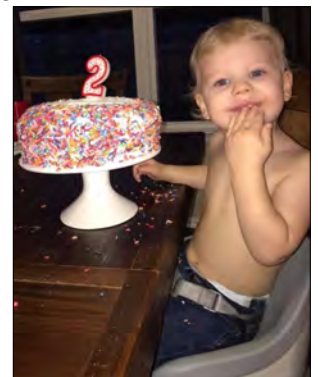
TOP 20 AREA COURT OF SHARING

<u>Consultant Name</u>	<u>Director Unit</u>	<u>Sem Commission Amount</u>	<u>Qlfd Team Members</u>
Shelby Heldt	Sales Director	\$2,002	4
Maria Carmen Mercado-Martinez	Sales Director	\$1,423	10
Jennifer Hollingsworth	Sales Director	\$1,281	1
Jessie Morgante	Kaitlyn Kerven	\$1,085	5
Leah Castrantas	Sales Director	\$975	4
Jordan Litherland	Senior Sales Director	\$952	3
Maria Evans	Senior Sales Director	\$896	3
Whitney Wemhoff	Sales Director	\$832	3
Delanie Donovan	Mindy Donovan	\$816	7
Tammy Niehaus	Senior Sales Director	\$805	4
Polly Ackerman	Amy Kitrell	\$736	3
Margi Whitworth	Senior Sales Director	\$734	2
Brandi Zenzel	Sales Director	\$696	2
Tamarie Bradford	Future Executive Senior Sales Director	\$619	1
Ruthie Bresette	Senior Sales Director	\$601	2
Miranda Hergenroder	Jordan Litherland	\$586	3
Alicia Henson	Shelly Filkins	\$561	3
Krista Hadi	Sales Director	\$558	3
Laurie Cole	Senior Sales Director	\$492	7
Kimberly Burhoop	Sales Director	\$468	2



STACY'S TRAVEL SCHEDULE

Feb 7th	Omaha, NE	Directors Meeting - 9:00 AM - Reds welcome
Feb 9th-14th	Indy, IN	Family time
Feb 14th		Happy Valentines Day
Feb 22nd	Omaha, NE	Director appointments
Feb 24th	Pella, IA	Guest Event
Feb 25th	Iowa City, IA	Day with Michelle Erickson - Events TBA
March 4th-6th	Guadalajara, MX	Mary Kay Leadership
March 21st -22nd	Phoenix, AZ	Stacy & Cindy hosting Career Conference



YTD UNIT SEMINAR QUALIFIED RECRUITS

(3 or more)

Director Name	Sem YTD Unit Great Start Qualified Team	Sem YTD Total New Team Member
Laurie Cole	20	40
Maria Carmen Mercado-	12	18
Tamarie Bradford	11	29
Whitney Wemhoff	11	26
Ruthie Bresette	10	27
Mindy Donovan	9	18
Amy Kitrell	8	27
Tammy Niehaus	7	33
Shelly Filkins	7	16
Maria Evans	6	17
Shelby Heldt	6	17
Jordan Litherland	6	15
Marcia Strasburg	6	12
Margi Whitworth	6	11
Michelle Erickson	6	8
Pricila Martinez	5	17
Krista Kuenning	4	12
Leah Castrantas	4	12
Kaitlyn Kerven	4	8
Chris Shippee	4	6
Monica Vanzo	3	12
Tami McGirr	3	9
Krista Hadi	3	8
Stacey Taylor	3	7
Rachel Wahle	3	7
Brandi Zenzel	3	6
Kimberly Burhoop	3	6

TOP 20 - DIRECTOR AREA COURT of SALES

<u>Sales Director</u>	<u>Seminar Retail</u>
Patty Bailey	\$41,796
Mary Fulkrod	\$32,479
Margi Whitworth	\$31,900
Jeanie Navrkal	\$31,280
Melissa Melbye	\$28,817
Ruthie Bresette	\$28,786
Mindy Donovan	\$28,165
Angie Jorgensen	\$28,043
Marcia Strasburg	\$28,008
Emily Hammes	\$27,819
Buffi Kamery	\$27,000
Cindy Hanrahan-Lewis	\$26,908
Michelle Cahill	\$26,531
Elissa Martin	\$25,602
R. Sue Miller	\$25,280
Rachel Wahle	\$24,727
Laurie Cole	\$24,696
Shelby Heldt	\$23,510
Suzanne Kliewer	\$23,242
Jennifer Hollingsworth	\$22,703

