



James Area News

MARCH 2020

TOP DIRECTORS for FEBRUARY



#1

AMY KITRELL

\$25,397



#2

TAMI BRADFORD

\$23,354



#3

JEANIE NAVRKAL

\$18,708



#4

LAURIE COLE

\$16,602



#5

RUTHIE BRESETTE

\$16,107



#6

SUE MILLER

\$15,003

AWESOME UNITS OVER \$10,000



#7
TAMMY NIEHAUS
\$12,707



#8
MARGI
WHITWORTH
\$12,471



#9
KIMBERLY
BURHOOP
\$12,433



#10
MINDY DONOVAN
\$11,061



#11
MARCIA
STRASBURG
\$10,767



#12
WHITNEY
WEMHOFF
\$10,116



#13
ANGIE
JORGENSEN
\$10,005



#14
MELINDA
PEARSON



MONTHLY UNIT WHOLESALE

(\$6,000 or above)

Director

Wholesale

Amy Kitrell		\$25,397
Tamarie Bradford		\$23,354
Jeanie Navrkal		\$18,709
Laurie Cole		\$16,603
Ruthie Bresette		\$16,108
R. Sue Miller		\$15,003
Tammy Niehaus		\$12,707
Margi Whitworth		\$12,472
Kimberly Burhoop		\$12,433
Mindy Donovan		\$11,061
Marcia Strasburg		\$10,777
Whitney Wemhoff		\$10,117
Angie Jorgensen		\$10,005
Melinda Pearson		\$9,487
Maria Evans		\$8,860
Patty Bailey		\$8,278
Melissa Taylor-Yindrick		\$8,158
Elissa Martin		\$7,735
Buffi Kamery		\$7,447
Suzanne Kliewer		\$7,342
Stacey Taylor		\$7,045
Krista Kuenning		\$7,029
Erica Plucknett		\$6,934
Monica Vanzo		\$6,718
Maria Carmen		\$6,409
Anne Raynor		\$6,381
Pricila Martinez		\$6,315
Rachel Wahle		\$6,284
Brandi Zenzel		\$6,216
Maria Neatherton		\$6,196
Michelle Cahill		\$6,091
Kaitlyn Kerven		\$6,008

MONTHLY UNIT RECRUITS

(2 or more)

Director Name	Total Rcrts	*Sem Qlfd Rcrts
Mindy Donovan	13	2
Laurie Cole	10	1
Amy Kitrell	10	4
Tami McGirr	6	0
Margi Whitworth	6	4
Tamarie Bradford	4	0
Tammy Niehaus	4	0
Maria Evans	4	1
Ruthie Bresette	4	1
Maria Carmen	4	4
Chris Shippee	3	1
Krista Hadi	3	1
Shelby Heldt	3	1
Whitney Wemhoff	3	1
Brandi Zenzel	2	0
Jordan Litherland	2	0
Melissa Taylor-Yindrick	2	0
Patty Bailey	2	0
Shelly Filkins	2	0
Barbara DeBruin	2	1
Erica Plucknett	2	1
R. Sue Miller	2	1
Leah Castrantas	2	2
Monica Vanzo	2	2



PERSONAL RECRUITS FOR THE MONTH

(2 or more new Qualified Recruits)



LAURIE COLE
5 Recruits



AMY KITRELL
2 Recruits



CHRIS SHIPPEE
2 Recruits



BRANDI ZENEL
2 Recruits



ERICA PLUCKNETT
2 Recruits



PATTY BAILEY
2 Recruits



DIRECTOR PERSONAL WHOLESale

(\$700 or Above)

<u>Director Name</u>	<u>Personal Wholesale Amt</u>
Patty Bailey	\$ 2,985
Mary Fulkrod	\$ 2,908
Jordan Litherland	\$ 2,293
Angie Jorgensen	\$ 2,022
Victoria Plate	\$ 1,978
Ruthie Bresette	\$ 1,747
Chris Shippee	\$ 1,611
Laurie Cole	\$ 1,531
Mindy Donovan	\$ 1,441
Suzanne Kliewer	\$ 1,334
Rachel Wahle	\$ 1,301
R. Sue Miller	\$ 1,296
Michelle Cahill	\$ 1,226
Marcia Strasburg	\$ 1,223
Buffi Kamery	\$ 1,204
Leah Castrantas	\$ 1,172



<u>Director Name</u>	<u>Personal Wholesale Amt</u>
Melinda Pearson	\$ 1,141
Barb Layman	\$ 1,139
Krista Hadi	\$ 1,129
Ellen Cox	\$ 1,110
Michelle Erickson	\$ 1,020
Elissa Martin	\$ 1,018
Monica Vanzo	\$ 1,014
Tammy Niehaus	\$ 1,004
Erica Plucknett	\$ 944
Jennifer Hollingsworth	\$ 923
Maria Neatherton	\$ 915
Krista Kuenning	\$ 913
Amy Kitrell	\$ 788
Pricila Martinez	\$ 777
Jeanie Navrkal	\$ 752
Rebecca Ochsner	\$ 690



Happy Birthday

<u>Director Name</u>	<u>April Birthdays</u>
Ruthie Bresette	13th
Leah Nelson	15th
Tami McGirr	21st
Victoria Plate	23rd

TOP 20 CONSULTANT AREA COURT OF SALES

Consultant

Rosario Slate
Karen Lanouette
Melinda Lopez
Lyn Anderson
Tricia Phelps
Beenash Sheikh
Delanie Donovan
Beth Settles
Sarah Covell
Michele Holaday
Sue Barosh
Therese Peregrine
Margarita Gutierrez
Donna Coleman
Shelli Hibberd
Beatrice Angelo Hashem
Brenda Lopez
Debra Neperud Rialti
Corinne Lee
Roanne Romero

Director Name

Jennifer Hollingsworth
Jeanie Navrkal
Jennifer Hollingsworth
Melissa Melbye
Jennifer Hollingsworth
Ellen Cox
Mindy Donovan
Shelby Heldt
Tamarie Bradford
Paige Lutz
Tamarie Bradford
Krista Kuenning
Maria Evans
Marcia Strasburg
Shelly Filkins
Maria Evans
Krista Hadi
Ruthie Bresette
Tammy Niehaus
Tamarie Bradford

Sem YTD Retail

\$30,144
\$27,442
\$24,521
\$23,542
\$23,190
\$19,518
\$19,433
\$19,309
\$18,851
\$18,502
\$18,374
\$18,256
\$17,809
\$17,787
\$17,548
\$17,515
\$17,007
\$16,934
\$16,821
\$16,653



Happy Anniversary

For APRIL

Director Name

Years

Amy Kitrell	31
Mary Fulkrod	11
Victoria Plate	11
Leah Castrantas	7



TOP 40 SEMINAR Y-T-D UNIT ADJUSTED RETAIL

Director Name	Retail Adjusted Amount
Tamarie Bradford	\$ 418,134
Laurie Cole	\$ 394,749
Jeanie Navrkal	\$ 334,464
Amy Kitrell	\$ 331,978
Tammy Niehaus	\$ 305,207
Ruthie Bresette	\$ 304,226
Kimberly Burhoop	\$ 291,673
R. Sue Miller	\$ 244,906
Marcia Strasburg	\$ 204,619
Whitney Wemhoff	\$ 200,070
Elissa Martin	\$ 199,322
Maria Evans	\$ 174,518
Mindy Donovan	\$ 162,319
Buffi Kamery	\$ 158,254
Melinda Pearson	\$ 145,230
Anne Raynor	\$ 142,727
Rachel Wahle	\$ 141,021
Brandi Zenzel	\$ 134,367
Shelly Filkins	\$ 133,313
Melissa Taylor-Yindrick	\$ 129,959
Jennifer Hollingsworth	\$ 129,334
Angie Jorgensen	\$ 128,064
Margi Whitworth	\$ 127,513
Jordan Litherland	\$ 122,837
Pricila Martinez	\$ 118,448
April Roper	\$ 116,203
Barb Layman	\$ 115,020
Stacey Taylor	\$ 114,538
Patty Bailey	\$ 114,068
Arica Ohloff	\$ 111,559
Maria Neatherton	\$ 110,926
Krista Kuenning	\$ 107,301
Shelby Heldt	\$ 103,727
Suzanne Kliever	\$ 102,316
Michelle Cahill	\$ 97,473
Tyra McAbee	\$ 95,920
Monica Vanzo	\$ 91,839
Erica Plucknett	\$ 91,532
Chelsey DeBruin-Colbert	\$ 91,294
Krista Hadi	\$ 89,631
Kaitlyn Kerven	\$ 88,365

DIRECTOR COMMISSIONS (\$2,000 & Above)

<u>Director Name</u>	<u>Total</u>
Amy Kitrell	\$ 8,327
Jeanie Navrkal	\$ 7,563
Tamarie Bradford	\$ 6,276
Ruthie Bresette	\$ 4,328
Laurie Cole	\$ 4,094
R. Sue Miller	\$ 3,716
Margi Whitworth	\$ 3,583
Tammy Niehaus	\$ 3,148
Kimberly Burhoop	\$ 2,860
Angie Jorgensen	\$ 2,715
Mindy Donovan	\$ 2,544
Melinda Pearson	\$ 2,533
Marcia Strasburg	\$ 2,479
Whitney Wemhoff	\$ 2,327
Maria Evans	\$ 2,273
Melissa Taylor-Yindrick	\$ 2,249

NEW JAMES AREA DIRECTOR



DELANIE DONOVAN
Senior
Mindy Donovan

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		\$ 2,098.32	4
Maria Carmen Mercado-Martinez	Sales Director		\$ 1,661.88	12
Jennifer Hollingsworth	Sales Director		\$ 1,378.41	1
Leah Castrantas	Sales Director		\$ 1,230.16	6
Jessie Morgante	Kaitlyn Kerven		\$ 1,225.84	5
Maria Evans	Senior Sales Director		\$ 1,057.42	3
Polly Ackerman	Amy Kitrell		\$ 992.71	5
Jordan Litherland	Senior Sales Director		\$ 983.68	3
Delanie Donovan	Mindy Donovan		\$ 961.39	8
Whitney Wernhoff	Sales Director		\$ 871.15	3
Tammy Niehaus	Senior Sales Director		\$ 816.86	4
Tamarie Bradford	Future Executive Senior Sales Director		\$ 745.73	1
Margi Whitworth	Senior Sales Director		\$ 734.11	2
Brandi Zenzel	Sales Director		\$ 716.40	2
Laurie Cole	Senior Sales Director		\$ 701.33	8
Natalie Mata	Margi Whitworth		\$ 690.21	5
Krista Hadi	Sales Director		\$ 666.52	4
Ruthie Bresette	Senior Sales Director		\$ 620.52	2
Miranda Hergenroder	Jordan Litherland		\$ 595.54	3
Angie Howard	Amy Kitrell		\$ 575.55	5

STACY'S TRAVEL SCHEDULE

March 4th-6th	Guadalajara, MX	Mary Kay Leadership	
March 19th	Phoenix, AZ	Guest Event	
March 20th	Phoenix, AZ	Director meeting	
March 21st	Phoenix, AZ	Consultant Workshop	
April 2nd	Omaha, NE	Guest event – Regency Marriot 7:00 PM – 9:00	
April 3rd	Omaha, NE	Director Meeting – TBN	
April 20th	Dallas Texas	Inner Circle Meetings	
April 23rd	Dallas Texas	Inner Circle Mingle	
April 25th	Dallas Texas	Inner Circle ends	

Pre-register only.



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	21	50
Maria Carmen Mercado-	16	22
Amy Kitrell	12	37
Whitney Wemhoff	12	29
Tamarie Bradford	11	33
Mindy Donovan	11	31
Ruthie Bresette	11	31
Margi Whitworth	10	17
Tammy Niehaus	7	37
Maria Evans	7	21
Shelby Heldt	7	20
Shelly Filkins	7	18
Marcia Strasburg	7	13
Jordan Litherland	6	17
Leah Castrantas	6	14
Michelle Erickson	6	8
Pricila Martinez	5	17
Monica Vanzo	5	14
Chris Shippee	5	9
Krista Kuenning	4	12
Krista Hadi	4	11
Kaitlyn Kerven	4	9
Tami McGirr	3	15
Erica Plucknett	3	8
Barbara DeBruin	3	8
Rachel Wahle	3	8
Brandi Zenzel	3	8
Stacey Taylor	3	7
Kimberly Burhoop	3	6
R. Sue Miller	3	6
Victoria Plate	3	3

TOP 20 - DIRECTOR AREA COURT of SALES

<u>Sales Director</u>	<u>Seminar Retail</u>
Patty Bailey	\$47,983
Mary Fulkrod	\$38,666
Margi Whitworth	\$33,391
Jeanie Navrkal	\$32,961
Angie Jorgensen	\$32,558
Ruthie Bresette	\$32,497
Mindy Donovan	\$31,320
Marcia Strasburg	\$30,601
Melissa Melbye	\$30,262
Buffi Kamery	\$29,657
Michelle Cahill	\$29,271
R. Sue Miller	\$28,020
Emily Hammes	\$27,992
Elissa Martin	\$27,936
Laurie Cole	\$27,936
Rachel Wahle	\$27,516
Cindy Hanrahan-Lewis	\$27,056
Suzanne Klierer	\$26,186
Shelby Heldt	\$24,869
Jennifer Hollingsworth	\$24,700

