

One Woman Can Change Many Things.

International Women's Day, celebrated March 8, is recognized around the world as an occasion when women divided by geography, politics, language, culture, economics and ethnicity come together to celebrate the

historic struggles for equality, justice and advancement that unite us. It's also a day to acknowledge the gaps that persist and the opportunities that remain for women.

Within the Mary Kay independent sales

force, we have more than 1.8 million remarkable stories of achievement inspired by our Founder. So in celebration of International Women's Day, here are a few amazing stories from Mary Kay Independent National



Independent Elite Executive Senior Sales Director
Kathy Monahan, Staten Island, N.Y.

When Independent Elite Executive Senior Sales Director Kathy Monahan accompanied her husband on a business trip to Switzerland in 2000, she didn't know she would eventually make numerous trips to that country to develop several Independent Sales Directors. But when the GLDP opened the doors to Switzerland in January 2001, Kathy jumped at the opportunity.

"If I listened to everyone who said I couldn't do this, it never would have happened," Kathy recalls. "But I love helping women in Switzerland discover the flexibility this business offers."

Switzerland has its own unique set of challenges. As a very affluent country, most women don't necessarily need extra incomes. But Kathy has found that like women everywhere, Swiss women long for something to call their own.

Kathy travels to Switzerland about three times a year to work with independent sales force members in her unit and to help them share the opportunity with others.

"Building trust among these women has never been an issue," Kathy shares. "I went in with a smile on my face and a vision that is true to Mary Kay's original philosophy." With a "never give up" attitude, Kathy is dedicated to reaching more and more Swiss women with the Mary Kay opportunity in the coming years.

"I always remember that the opportunity is about them – not about me," Kathy says. "I find it such a blessing to be able to share with them this business that has been so empowering to women in the United States."



Independent Executive Senior Sales Director
Betty Wilson,
The Villages, Fla.

Independent Executive Senior Sales Director Betty Wilson recalls Mary Kay Korea's first guest event in March 2001. "A Mary Kay staff member was leading the event and trying to generate excitement, but the women wouldn't clap," she says. "When I went to another guest event a few months later, I heard some hesitant clapping, and by September, the women in the audience were not only clapping, they were yelling and cheering. They had embraced the Mary Kay spirit."

Betty was already an Independent Sales Director in 1987 when her husband's military career moved him to South Korea. When Mary Kay Korea opened in 2001, Betty eagerly enrolled in the GLDP. She would make eight trips there over the next four years.

"I put out the word that I was going to South Korea to build my team," Betty says. "By the time I made my first trip to South Korea with the GLDP, I had more than 100 referrals."

One of those contacts became a team member and doubled as Betty's translator during her trips to Korea. "In the Korean culture, people usually don't invite you into their homes," Betty adds. "It took more time to build relationships there, but it was very rewarding because I introduced them to an opportunity they wouldn't have had otherwise."

For Independent National Sales Directors and Independent Sales Directors considering the GLDP, Betty advises, "Take the chance. It requires a lot of work, but it's incredibly rewarding to see women have a future with this opportunity."

switzerland

south korea

poland, philippines, canada, india



Independent Senior National Sales Director **Halina Rygiel**

When Mary Kay Ash appeared for the last time on the Seminar stage in 1997, Independent Senior National Sales Director Halina Rygiel made a solemn promise in her heart. "I promised Mary Kay I would become an Independent National Sales Director, and that if the Company opened in Poland, I would enrich women's lives there the Mary Kay way," recalls Halina, who became an Independent National Sales Director in 2006.

When Poland opened its doors in 2003, Halina was there. Since then, she's made about 25 trips back to her home country, sharing the Mary Kay opportunity that made her life in the United States a dream come true.

As a native of Poland, circumventing the language and culture is Halina's strong point. And with a master's degree in economics she earned in Poland, she can share her knowledge and her devoted belief in the Company.

"I believe in painting the picture of this opportunity from the start," Halina says. "I love watching these women grow from within as they discover the benefits of the business. They are so eager to learn."

Halina has cultivated Independent National Sales Directors and Independent Sales Directors in Poland. In addition, her international area spans Canada, the Philippines and India.

"It's a privilege and an honor to be a messenger of Mary Kay's philosophies and dream to women around the world," Halina shares. "I share that doing it the Mary Kay way is the *only* way."