

A Mary Kay record - \$1 million in year

Star sales rep will be honored as convention kicks off in Dallas

10:00 AM CDT on Monday, July 17, 2006

By VICTOR GODINEZ / The Dallas Morning News



Anne Newbury.

Anne Newbury never dreamed of becoming a millionaire when she joined Mary Kay Inc. as an independent sales representative 37 years ago.

"I didn't want anything full time," said Ms. Newbury, a Dallas resident. "Just give me \$50 a week. If I could bring in that kind of money, that was significant."

But today, Ms. Newbury will be feted as the first-ever Mary Kay independent national sales director to earn more than \$1 million in commissions in a single year.

She'll receive the accolades on the opening day of Mary Kay's annual convention, which runs through Aug. 2 at the Dallas Convention Center.

More than 42,000 Mary Kay sales representatives will visit the area over the course of the convention, and more than 1,100 of the famous pink Cadillacs will be awarded to the top sellers.

There are more than 1.6 million Mary Kay "independent beauty consultants" worldwide, up 17 percent from last year.

The company estimates that the massive convention, which is focused mostly on the U.S. sales force, will inject about \$100 million into the Dallas economy.

While Mary Kay is now known as a global beauty powerhouse with \$2.2 billion in sales last year, Ms. Newbury joined the company when it was just getting started under the stewardship of the legendary Mary Kay Ash.

Ms. Ash died in 2001, but Rhonda Shasteen, senior vice president of marketing at Mary Kay, said there was no doubt the cosmetics company would continue to prosper.

"For those of us who are involved with the company and knew Mary Kay, I would say no, there was no concern," she said. "Mary Kay knew early on that what she built was going to surpass her lifetime."

Ms. Newbury, 65, is retiring this year and has earned nearly \$11 million over the course of her career while overseeing roughly 30,000 independent Mary Kay representatives in eight countries. She said she hopes to pass on the things she's learned to upcoming generations.

And she's thrilled to be ending her career with a record that Ms. Ash herself encouraged salespeople to aim for.

"Mary Kay used to talk about it in her speeches, saying 'Some day this will happen,' " Ms. Newbury said. "I'm more excited about it than I can probably express right now."