



Independent National
Sales Director

Kimberly Walker-Roop

Prosper, Texas

SEMINAR

Ruby

FORMER OCCUPATION:

Homemaker, mother

THEME SONG:

“What Dreams Are Made Of”

CAREER HIGHLIGHTS:

Began, August 1994;
Independent Sales Director,
December 2000; Independent
National Sales Director,
December 2003

FAST FUN FACTS:

Motivated by:

My two children — Walker
and Waverly

My best asset:

Determination

Favorite vacation spot:

Maui, Hawaii



“With a Mary Kay business, you can excel, make great commissions and get back to having friendships with other women and their families.”

Home, sweet home. Independent National Sales Director Kimberly Walker-Roop feels right at home in her NSD suit. After all, she was raised in a Mary Kay environment, watching her mother, Scarlett Walker, succeed — first as an Independent Sales Director and today as a sister Independent National Sales Director.

“I didn’t have to learn to be positive. I was raised on the phrase ‘What you think about, you bring about.’ You’ve got to have a positive attitude in this business,” says Kimberly, who is positively one of the fastest women to ever rise to an NSD position. In six short years, she went from Independent Beauty Consultant to National Sales Director. At the time of her NSD debut, she and her mother were one of the few mother-daughter NSDs in the independent sales force.

It means a great deal to Kimberly to pass along the Mary Kay memories and lifestyle to her own family. “The other day, I heard my son encouraging another child, saying, ‘If you think you can’t, you can’t.’ My husband also has been able to quit his 80-hour-a-week job to pursue other interests. Things like that make me feel like I’m doing the right thing,” says Kimberly.



Personally, her Mary Kay business has helped her become more empathetic to others and become a real “people person.”

“In today’s society, the fences are so high and everyone is so consumed by their own lives that we don’t develop relationships,” reflects Kimberly. “People are longing for that. With a Mary Kay business, you can excel, make great commissions and get back to having friendships with other women and their families.”