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From the August 31, 2001 print edition

**Baysider**

## Banks performs cosmetic surgery on Mary Kay crowd

[The Tampa Convention Center](#) rocked Aug. 25 when more than 2,000 women and a sprinkling of men turned out to listen to Harvard Business School graduate and full-time Mary Kay Inc. cosmetics national sales executive Gloria Mayfield Banks.

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Event organizers said Banks, a Mary Kay consultant since 1988, earned a \$70,000 bonus check this year for one month's work.

Banks extolled Mary Kay sales reps to keep working for managers who lift them up, to hang out with positive people and to get paid what they are worth.

Banks said she worked in commission sales for a national high-technology company until being asked to move into management and take a salary decrease while teaching others her selling skills.

Banks sports her seventh pearlized pink Cadillac, Mary Kay's signature sales incentive. And from the looks of Tampa Convention Center parking lots



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**Riding high:** First he rode the product, then learn to

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Aug. 25, she is not behind the wheel alone. Many spaces were filled with Cadillacs and lipstick red Pontiac Grand Ams, another Mary Kay sales perk.

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Tampa Bay breaking

LIVE OAKS: Now that the Harbor Oaks Shopping Center is a reality instead of a concept, Clearwater developer James J. White is buried in business.

"I have more demand than I have space for," said White.

White is developing the shopping center at a former car dealership site at Druid Road and Fort Harrison Avenue in downtown Clearwater. Construction is expected to begin late this year. His research indicates that in addition to neighborhood residents, the center's customer base includes about 26,000 people who work in the area.

The anchor tenant will be a Publix Super Markets Inc. store. White worked with a partnership that has developed stores for the chain in Temple Terrace, Citrus Park and Englewood, but this is the first Publix developed by his firm, White Development Co.

The first phase of development encompasses about 5 acres with Publix occupying about 27,000 square feet of the center. White said he is negotiating with tenants for another 12,000 square feet of retail space.

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