

**#5 in Mary Kay**  
**Independent Elite Executive National Sales Director**  
*Gloria Mayfield Banks*

- ❖ We are super excited that Gloria achieved the highest position in Mary Kay as an **Inner Circle National** (Only four NSD's reached this position within their first year). **AND** within 18 months Gloria debuted six National Sales Directors – NSD Pamela Cheek, Sr. NSD Kym Walker, NSD Crisette Ellis, NSD Sabrina Goodwin Monday, NSD Natalie Privette-Jones and Sr. NSD Nora Shariff. Gloria broke a company record by achieving Elite Executive National Sales Director faster than anyone in our company's 47 year history and there are only 4 women in the US holding this position.
- ❖ She and her wonderful husband Ken share 4 grown adults, Kenan 31 a computer whiz and IT Specialist, R'Kenia 29 Married and a beautiful Mom of three, Juliana 26 a graduated of Spelman College, president of her own company, FACED Forward and a professional makeup artist and educator (She also has makeup application classes for Mary Kay all over the nation.) and Chauncey 25 a graduate of Purdue University and the University of Michigan Law School. Just passed the Bar - 1<sup>st</sup> time!!!
- ❖ Joined Mary Kay February 1988.
- ❖ Earned her first New Car in 5 months.
- ❖ Company record breaker for Director-in-Qualification with over \$31,000 production in one month.
- ❖ Powerful Pink Cadillac status for 22 years.
- ❖ Having earned her MBA from Harvard, Gloria left her full-time position as Assistant Director of Admissions for Harvard Business School.
- ❖ Harvard Business School has completed a case study on Mary Kay Cosmetics named "Gloria Hilliard Mayfield at Mary Kay Cosmetics." This case is taught to the students.
- ❖ Half-Million Dollar Unit Club her first year as a Director receiving a 4.5 Carat Diamond Ring.
- ❖ Gloria completed the Circle of Excellence at the \$600,000 Unit Club receiving another 4 Carat Diamond Ring and the start of many all-expense paid vacations including London, England, Bermuda, New York, Munich, Germany and Vienna, Austria, Greece, Spain, Paris, Milan, Italy, Portugal, Hawaii, Switzerland, Venice, Alaska and Vancouver. Each year a huge diamond ring and other amazing dream gifts.
- ❖ This was the 15<sup>th</sup> year Gloria led her Magic unit to the Million-Dollar Circle of Excellence – **finishing their highest at \$2 Million**. This level of achievement gave her a

3.5-Carat Diamond watch; four 5-Carat Diamond rings and a Diamond ring for her husband. A \$3,000 check plus a \$5,000 bonus each year as a director

- ❖ Her Personal Unit broke company record for unit size in Oct '10 at 739 – and again in April '11 -- 1,045 Unit Size!!!
- ❖ Gloria's unit also holds the company record for the most new team members in one month – 384.
- ❖ Debuted as a National - Gloria and Ken have been on 10 National trips traveling to the Greek Isles; Istanbul, Turkey, Spain, 13 days in Italy; France, Monaco and Spain on the Brand New Seven Seas Voyager Cruise Ship; Sardinia, Italy then Switzerland; New York City with a Bermuda cruise, cruised to Paris, Sweden, Denmark and Russia, vacationed in Prague, The Czech Republic and Vienna, Australia, cruising the British Isles and this year -- Venice and Milan, Italy. This year 10 days delicious days in Hawaii.
- ❖ Featured in National Magazines: Working Woman, New Woman, Glamour, Black Enterprise, and twice-in Fortune Magazine. Also, featured on Good Morning America – ABCnews, “The BIG IDEA” on CNBC and CNN with Soledad O'Brien.
- ❖ Miss Go-Give July 1994.
- ❖ The NUMBER ONE unit in her State for 9 consecutive years.
- ❖ Since January 2007, Gloria has trained internationally in China, Russia, Mexico, Spain, Australia, New Zealand, United Kingdom and South Africa. Oct. '09 returned from speaking and training in Kazakhstan.
- ❖ So thrilled that Gloria just received her Honorary Doctorate degree in Public Service from the University of MD Eastern Shore. She is now officially Dr. Banks.
- ❖ A Mary Kay Multi-Millionaire with **over 7 Million Dollars** in earnings. Her highest monthly combined income for one month was over \$96,000.

**Ten Time Inner Circle National  
#1 in the Emerald Division  
Out of 2 Million in Mary Kay - #5 World-Wide**