



December 2008 Newsletter



Top Personal Sales Teamwide December 2008

#	Name	Title	Entry Date	Volume
1	BETH A. MOONEY	Senior Rep	5/29/2007	\$8,619
2	DONNA J. NAPARSTEK	Star Leader	8/6/2004	\$5,496
3	JANICE E. OCONE	Star Leader	11/30/2005	\$5,308
4	SONYA WARNER	Star Leader	7/8/2008	\$4,739
5	ANN BEHRENS	Sterling Manager	4/7/2003	\$4,406
6	SUSAN KAHLER	Sterling Manager	9/30/2002	\$4,330
7	LYNNE A. EVANS	Star Leader	3/23/2006	\$3,737
8	KIMBERLY K. WEEKS	Representative	4/7/2008	\$3,357
9	CAROL L. GRAHAM	Star Leader	9/9/2004	\$3,281
10	JUDY CHRISTENSEN	Representative	9/5/2008	\$3,268
11	SARAH G. COYAN	Representative	9/5/2008	\$3,245
12	JEANNIE M. CASE	Star Leader	12/11/2006	\$2,989
13	MARY L. ESCHMANN	Senior Rep	1/7/2005	\$2,976
14	SUSAN E. GAGLIARDO	Star Leader	7/15/2005	\$2,905
15	SUSAN M. SKINNER	Star Leader	4/4/2007	\$2,868
16	KATHLEEN M. ENGLE	Star Leader	2/6/2004	\$2,786
17	SARA WURTZELL WRIGHT	Representative	10/13/2008	\$2,725
18	MARY RACHEL REISERT	Representative	10/15/2008	\$2,681
19	SARAH VINING	Representative	9/25/2007	\$2,525
20	SHERRI CORNETT	Representative	2/15/2007	\$2,509
21	KELLEY M. MITCHELL	Silver Manager	10/13/2005	\$2,447
22	MADELINE MULLIN	Senior Rep	10/12/2004	\$2,363
23	JEANNE S. FLOWERS	Star Leader	11/4/2005	\$2,347
24	BETH WILLIAMS	Representative	12/3/2008	\$2,333
25	TRACY H. WAKEFIELD	Star Leader	3/9/2005	\$2,286

Top Sales Level 1 December 2008

#	Name	Title	Entry Date	Volume
1	ANN BEHRENS	Sterling Manager	4/7/2003	\$4,406
2	JUDY CHRISTENSEN	Representative	9/5/2008	\$3,268
3	SARAH G. COYAN	Representative	9/5/2008	\$3,245
4	JEANNIE M. CASE	Star Leader	12/11/2006	\$2,989
5	KATHLEEN M. ENGLE	Star Leader	2/6/2004	\$2,786
6	KELLEY M. MITCHELL	Silver Manager	10/13/2005	\$2,447
7	ROBIN M. HUNGERFORD	Star Leader	6/30/2003	\$2,109
8	BETTY TRAUTMAN	Silver Manager	10/16/2003	\$1,762
9	LYNN C. FRITTS	Representative	9/9/2008	\$1,198
10	COURTNEY A. HIBBITT	Representative	9/21/2006	\$830

Top Sales Level 2 December 2008

#	Name	Title	Entry Date	Volume
1	SONYA WARNER	Star Leader	7/8/2008	\$4,739
2	JANE A. KLUMB	Star Leader	6/13/2003	\$4,220
3	LYNNE A. EVANS	Star Leader	3/23/2006	\$3,737
4	CAROL L. GRAHAM	Star Leader	9/9/2004	\$3,281
5	SUSAN M. SKINNER	Star Leader	4/4/2007	\$2,868
6	SARA WURTZELL WRIGHT	Representative	10/13/2008	\$2,725
7	MARY RACHEL REISERT	Representative	10/15/2008	\$2,681
8	SARAH VINING	Representative	9/25/2007	\$2,525
9	SHERRI CORNETT	Representative	2/15/2007	\$2,509
10	MADELINE MULLIN	Senior Rep	10/12/2004	\$2,363

Top Sales Level 3 December 2008

#	Name	Title	Entry Date	Volume
1	BETH A. MOONEY	Senior Rep	5/29/2007	\$8,619
2	DONNA J. NAPARSTEK	Star Leader	8/6/2004	\$5,496
3	JANICE E. OCONE	Star Leader	11/30/2005	\$5,308
4	KIMBERLY K. WEEKS	Representative	4/7/2008	\$3,357
5	MARY L. ESCHMANN	Senior Rep	1/7/2005	\$2,976
6	SUSAN E. GAGLIARDO	Star Leader	7/15/2005	\$2,905
7	AMY S. CASHMAN	Senior Rep	9/25/2006	\$2,263
8	DANA PLOURDE	Representative	10/20/2008	\$2,197
9	JENNIFER B. JONES	Representative	9/10/2004	\$2,163
10	JOANNE MOYNIHAN	Star Leader	5/9/2005	\$2,027

Top Sellers Team wide for 4th Quarter 2008

#	Level	Name	Title	Entry Date	Volume
1	3	DONNA J. NAPARSTEK	Star Leader	8/6/2004	\$26,803
2	1	JEANNIE M. CASE	Star Leader	12/11/2006	\$22,497
3	2	SUSAN M. SKINNER	Star Leader	4/4/2007	\$19,327
4	3	BETH A. MOONEY	Senior Rep	5/29/2007	\$17,091
5	3	JANICE E. OCONE	Star Leader	11/30/2005	\$16,298
6	3	JOANNE MOYNIHAN	Star Leader	5/9/2005	\$16,001
7	2	SONYA WARNER	Star Leader	7/8/2008	\$15,494
8	0	SUSAN KAHLER	Sterling Manager	9/30/2002	\$15,196
9	3	SUSAN E. GAGLIARDO	Star Leader	7/15/2005	\$11,457
10	2	SHERRI CORNETT	Representative	2/15/2007	\$11,445
11	1	ANN BEHRENS	Sterling Manager	4/7/2003	\$11,379
12	2	MARY RACHEL REISERT	Representative	10/15/2008	\$10,930
13	2	JANE A. KLUMB	Star Leader	6/13/2003	\$10,827
14	2	CAROL L. GRAHAM	Star Leader	9/9/2004	\$10,544
15	3	KIMBERLY K. WEEKS	Representative	4/7/2008	\$9,082
16	1	SARAH G. COYAN	Representative	9/5/2008	\$9,051
17	2	LYNNE A. EVANS	Star Leader	3/23/2006	\$8,593
18	1	KATHLEEN M. ENGLE	Star Leader	2/6/2004	\$8,448
19	1	BETTY TRAUTMAN	Silver Manager	10/16/2003	\$7,284
20	1	KELLEY M. MITCHELL	Silver Manager	10/13/2005	\$7,270
21	3	KATHLEEN MARIE KING-MCCANN	Representative	8/4/2008	\$7,078
22	1	ROBIN M. HUNGERFORD	Star Leader	6/30/2003	\$6,776
23	2	CLAIRE A. NEWELL	Senior Rep	1/18/2005	\$6,559
24	1	JUDY CHRISTENSEN	Representative	9/5/2008	\$6,516
25	3	STEPHANIE A. BUSILLO	Star Leader	6/16/2005	\$6,363



Welcome New Reps & Congratulations to Sponsors!

#	Level	Name	City	State	Sponsor Name
1	2	BETH WILLIAMS	CINCINNATI	OH	ANN BEHRENS
2	2	CINDY E. JAMES	CHILLICOTHE	OH	SARAH G. COYAN
3	3	JENNIFER L. TAYLOR	SPRING	TX	SONYA WARNER
4	1	KAY TOOLE	ASHVILLE	OH	SUSAN KAHLER
5	3	KIMBERLY JO DAVIDGE	HOUSTON	TX	SONYA WARNER

Congratulations December Rank Promotions

#	Level	Name	City	State	Title	Sponsor Name
1	3	JULIANN LONG	MOUNT GILEAD	OH	Star Leader	ANN K. GATES
2	1	JEANNIE M. CASE	CYPRESS	TX	Star Leader	SUSAN KAHLER
2	2	SONYA WARNER	CYPRESS	TX	Star Leader	JEANNIE CASE



December Anniversaries

#	Level	Name	City	State	Title	Entry Date
1	1	JEANNIE M. CASE	CYPRESS	TX	Star Leader	12/11/2006



Fast Start Earners 4th Quarter 2008

Rep Name	Level	End	PCV	Benefit	Sponsor Name
Sonya Warner	2	15-Nov-08	\$15,255	\$3,000	Jeannie Case
Becky Zatezalo	3	9-Oct-08	\$13,545	\$3,000	Lynne Evans
Sarah Coyan	1	14-Dec-08	\$9,710	\$2,000	Sue Kahler
Judy Christensen	1	14-Dec-08	\$8,579	\$2,000	Sue Kahler
Kathleen King	3	12-Nov-08	\$6,300	\$1,500	Elaine Stroia
Lynn Fritts	1	28-Dec-08	\$4,969	\$1,000	Sue Kahler
Erin King	3	20-Dec-08	\$5,382	\$1,000	Sonya Warner
Patricia Trimmer	3	4-Dec-08	\$4,205	\$1,000	Lynne Evans
Elizabeth Mancha	3	20-Dec-08	\$2,573	\$500	Sonya Warner
Jody McCague	3	19-Dec-08	\$2,110	\$500	Melissa Torres
Kim Wilking	3	28-Dec-08	\$2,772	\$500	Jane Klumb
Frances Cline	3	31-Dec-08	\$2,755	\$500	Jane Klumb



Monthly Jewelry Incentive December 2008

Name	Start Date	Level	Sponsor	<u>PCV</u> *	Free Jewelry Award
Ann Behrens	04/07/03	1	Sue Kahler	\$4,406	\$200
Jane Klumb	06/13/03	2	Ann Behrens	\$4,219	\$200
Beth Mooney	05/29/07	3	Cynthia Butler	\$8,619	\$200
Donna Naparstek	08/06/04	3	Carrie Hutchinson	\$5,496	\$200
Janice Ocone	11/30/05	3	Claire Newell	\$5,308	\$200
Sonya Warner	07/08/08	2	Jeannie Case	\$4,739	\$200
Jeannie Case	12/11/06	1	Sue Kahler	\$2,989	\$100
Amy Cashman	09/25/06	3	Jeanne Flowers	\$2,262	\$100
Judy Christensen	09/05/08	1	Sue Kahler	\$3,268	\$100
Sherri Cornett	02/15/07	2	Ann Behrens	\$2,509	\$100
Sarah Coyan	09/05/08	1	Sue Kahler	\$3,244	\$100
Kathleen Engle	02/06/04	1	Sue Kahler	\$2,785	\$100
Mary Eschmann	01/07/05	3	Carrie Hutchinson	\$2,976	\$100
Lynne Evans	03/23/06	2	Betty Trautman	\$3,736	\$100

Become a member of Sterling Club and receive an invitation to attend a private reception hosted by Bonnie and Teresa at the annual National Conference as well as an exclusive gift designed by B & T specifically for Sterling Club members! The qualifications to become a member of Sterling Club are based on sales year Personal Commissionable Volume of \$31,500. Any Representative who reaches this sales qualification between July 1 and June 30 of the sales year will be a member of the Sterling Club for that sales year.

Born to be Spoiled Rotten

Standings A/O 1/31/09

Name	Entry Date	Level	Sponsor	Category	Achieved Title	PCV*	New Level 1 Recruits	\$500 Qual Lev 1 Recruits	\$2500 Qual Lev 1 Recruits	Total Contest Points
Jeannie Case	11-Dec-06	1	Sue Kahler	Representative	Star Leader	25,158	1	1	1	22
Sonya Warner	8-Jul-08	2	Jeannie Case	Rookie	Star Leader	16,433	7	4	3	19
Donna Naparstek	6-Aug-04	3	Carrie Hutchinson	Star Leader	Star Leader	30,226	3	3	1	17
Michelle Catersino	21-May-08	4	Kristen Taghvai	Representative	Senior Rep	15,198	0	1	1	12
Debra Nolan	14-Nov-05	4	Donna Naparstek	Senior Rep	Senior Rep	25,487	0	1	0	11
Janice Ocone	30-Nov-05	3	Claire Newell	Star Leader	Star Leader	18,743	2	2	1	11
Jennifer Greb	26-Sep-06	4	Stephanie Busillo	Star Leader	Star Leader	13,725	0	2	2	11
Joanne Moynihan	9-May-05	3	Marcia Scagliarini	Star Leader	Star Leader	17,876	3	3	0	10
Susan Skinner	4-Apr-07	2	Kelley Mitchell	Star Leader	Star Leader	21,842	2	1	0	9
Ann Behrens	7-Apr-03	1	Sue Kahler	Sterling Manager	Sterling Manager	15,607	2	2	0	8
Julie Long	15-Mar-07	3	Annie Gates	Senior Rep	Star Leader	6,100	5	3	0	8
Carol Graham	9-Sep-04	2	Jois Goldman	Star Leader	Star Leader	11,921	1	1	1	7
Kelly O'Dell	10-Nov-04	4	Cheryl Cleaves	Star Leader	Star Leader	9,716	0	1	0	7
Beth Mooney	29-May-07	3	Cynthia Butler	Senior Rep	Senior Rep	18,418	0	0	0	7
Ellen Ornato	3-Oct-05	4	Donna Naparstek	Star Leader	Star Leader	9,590	0	1	1	6
Lynne Evans	23-Mar-06	2	Betty Trautman	Star Leader	Star Leader	10,351	2	2	0	6
Judi Ackerman	21-Mar-07	4	Janice Ocone	Star Leader	Star Leader	7,879	0	1	1	6
Jane Klumb	13-Jun-	2	Ann	Star Leader	Star Leader		1	1	0	5

	03		Behrens			12,120				
Betty Trautman	16-Oct-03	1	Sue Kahler	Silver Manager	Silver Manager	12,500	0	0	0	5
Carrie Hutchinson	29-Mar-04	2	Kathleen Engle	Star Leader	Star Leader	6,339	1	1	1	5
Susan Gagliardo	15-Jul-05	3	Claire Newell	Star Leader	Star Leader	14,687	0	0	0	5
Kelley Mitchell	13-Oct-05	1	Sue Kahler	Silver Manager	Silver Manager	7,327	1	1	1	5
Kristen Taghvai	3-Jan-06	3	Carol Graham	Senior Rep	Senior Rep	6,933	0	0	0	5
Nancy Dickau	14-Mar-06	4	Mary Eschmann	Senior Rep	Senior Rep	12,964	0	0	0	5
Sherri Cornett	15-Feb-07	2	Ann Behrens	Representative	Representative	13,657	1	0	0	5
Julie Stephenson	30-Mar-07	4	Kathleen Hirth	Representative	Representative	13,474	0	0	0	5
Shawn Dickson	9-Sep-08	4	Susan Gagliardo	Rookie	Representative	7,289	0	1	1	5

Born to be Spoiled Rotten FAQ's:

<http://sdr.silpada.com/sdr/incentivesandrecognition/btbs/btbsr.jsp>

My First Year Report

Name	Entry Date	Program End Date	Level	Sponsor	PCV *	PCV Needed	# Recruits	# Qualified Recruits
Sonya Warner	8-Jul-08	31-Jul-09	2	Jeannie Case	\$23,452	\$1,749	9	6
Sarah Coyan	5-Sep-08	30-Sep-09	1	Sue Kahler	\$12,905	\$12,296	2	0
Melissa Torres	9-Jul-08	31-Jul-09	2	Robin Hungerford	\$3,574	\$21,627	1	1
Deanna Lovell	1-Feb-08	28-Feb-09	2	Ann Behrens	\$4,001	\$21,200	1	0
Kimberly Weeks	7-Apr-08	30-Apr-09	3	Lynne Evans	\$30,793	\$0	0	0
Marcie Ware	26-Feb-08	28-Feb-09	3	Judith McCoy	\$19,856	\$5,345	0	0
Becky Zatezalo	1-Jul-08	31-Jul-09	3	Lynne Evans	\$17,900	\$7,301	0	0
Cheryl Rich	23-Jan-08	31-Jan-09	3	Tracy Wakefield	\$14,348	\$10,853	0	0
Judy Christensen	5-Sep-08	30-Sep-09	1	Sue Kahler	\$11,741	\$13,460	0	0
Molly Reisert	15-Oct-08	31-Oct-09	2	Kelley Mitchell	\$10,881	\$14,320	0	0
Kathleen King	4-Aug-08	31-Aug-09	3	Elaine Stroia	\$10,034	\$15,167	0	0

SOAR STANDINGS

Name	Sponsor	Level	PCV *	New Level 1 Recruit Total PCV*	New Level 1 Recruit Count	Qualified New Level 1 Recruit Count	Qualified
Sonya Warner	Jeannie Case	2	\$23,451	\$22,406	9	5	No
Janice Ocone	Claire Newell	3	\$29,611	\$19,393	7	4	No
Lynne Evans	Betty Trautman	2	\$16,536	\$25,740	6	2	No
Julie Long	Annie Gates	3	\$8,252	\$7,169	6	1	No
Joanne Moynihan	Marcia Scagliarini	3	\$30,603	\$10,177	5	1	No
Donna Naparstek	Carrie Hutchinson	3	\$48,271	\$14,720	4	2	No
Jeannie Case	Sue Kahler	1	\$28,255	\$37,495	4	3	No
Jane Klumb	Ann Behrens	2	\$23,049	\$7,441	3	2	No
Ann Behrens	Sue Kahler	1	\$22,219	\$3,073	3	0	No
Susan Skinner	Kelley Mitchell	2	\$32,407	\$1,176	2	0	No
Betty Trautman	Sue Kahler	1	\$25,010	\$3,093	2	1	No
Robin Hungerford	Sue Kahler	1	\$17,692	\$4,304	2	1	No
Jeanne Flowers	Kelley Mitchell	2	\$12,953	\$0	2	0	No
Sarah Coyan	Sue Kahler	1	\$12,904	\$423	2	0	No
Tracy Wakefield	Ann Behrens	2	\$11,851	\$4,147	2	0	No
Kelley Mitchell	Sue Kahler	1	\$10,448	\$11,082	2	1	No
Toni Wood	Cynthia Butler	3	\$10,306	\$9,953	2	1	No
Sherri Cornett	Ann Behrens	2	\$24,244	\$0	1	0	No
Susan Gagliardo	Claire Newell	3	\$22,556	\$7,288	1	1	No
Carol Graham	Jois Goldman	2	\$20,910	\$3,539	1	1	No
Kathleen Engle	Sue Kahler	1	\$16,731	\$4,001	1	1	No

Elaine Stroia	Lauri Budimlic	2	\$10,983	\$10,033	1	1	No
Carrie Hutchinson	Kathleen Engle	2	\$10,730	\$6,502	1	1	No
Beth Mooney	Cynthia Butler	3	\$32,217	\$0	0	0	No
Kimberly Weeks	Lynne Evans	3	\$21,096	\$0	0	0	No
Becky Zatezalo	Lynne Evans	3	\$17,899	\$0	0	0	No

LEADERSHIP CONFERENCE 2009

<u>Level</u>	<u>Rep</u>	<u>City</u>	<u>Sponsor</u>
0	Sue Kahler	Upper Arlington, OH	Susy Marriott
1	Betty Trautman	Dublin, OH	Sue Kahler
1	Jeannie Case	Cypress, TX	Sue Kahler
2	Lynne Evans	Westerville, OH	Betty Trautman
2	Sonya Warner	Cypress, TX	Jeannie Case
3	Donna Naparstek	Burlington, CT	Carrie Hutchinson
3	Janice Ocone	Cheshire, CT	Claire Newell
3	Julie Long	Mt. Gilead, OH	Annie Gates