

Biographical Data - Angie Stoker

Senior National Sales Director

Mary Kay Cosmetics

Joined Mary Kay as a scared, nervous Beauty Consultant in Lake Echo, Nova

Scotia (a community of 500 people) in March 1980

with two young sons (Neil, 4 and Craig, 6).

Joined because she wanted to stay at home and raise her children.



Last revision - Oct 22, 2009

Milestones:

- ** Became a Sales Director in December 1980
- ** Senior Sales Director in April 1981
- ** Won first pink Cadillac in November 1981 (11 months after joining Mary Kay)
- ** Future National Sales Director (Executive Senior Director) in June '83
- ** National Sales Director in June 1991 (first in Canada)
- ** Declared First Canadian Mary Kay Millionaire 1992. As of March 1999, had earned two million dollars and in October 2003 achieved commission earnings of over three million dollars.
- ** Achieved Senior National Sales Director status on May 1, 2003 with the debut of her first offspring National Sales Director - Linda MacDonald

Prizes Earned:

- ** Sixteen free cars - including 14 pink Cadillacs. She is currently driving a fully loaded pink Cadillac Escalade and she will receive a free Cadillac of her choice every two years for the rest of her career
- ** Four mink coats, 8 diamond rings, 3 pairs of diamond earrings & 3 diamond necklaces
- ** Two \$5,000 shopping sprees
- ** Over thirty first-class, all-expense paid trips - (including)

- Bermuda,
- Spain & Morocco
- Dominican Republic
- Hong Kong (twice)
- Vienna
- Rome & Venice
- Maui (three times)
- the big island of Hawaii
- Argentina and Brazil
- Bali (Indonesia)
- Nevis (West Indies)
- Munich
- Acapulco
- Paris (twice)
- southern Spain.
- Mexico
- Australia (twice)
- Switzerland
- Thailand

And eight luxurious cruises:

- Venice to Monte Carlo (twice),
- Rome to Venice on a sailing ship,
- Athens to Istanbul, Turkey,
- Rome to Barcelona,
- the Baltic Sea, including Russia,
- New York to Bermuda
- Tahiti and French Polynesia
- England, Wales and Scotland
- trans-Atlantic on the Queen Mary 2

*** This coming year's trip is to Milan, Italy with a side trip to her favourite European city Salzburg, Austria

Career Highlights:

- ** Broke Mary Kay Unit Production World Record in 1989, achieving unit sales of over \$1.6 million. Was the #1 Director in Canada that year. This remains a Canadian record.
- ** Represented Mary Kay in Australia at their Management Conference in March 1990
- ** Top Canadian Director again in 1991 with \$1.1 million in unit retail sales and debuted as a National Sales Director at that same Seminar, Angie was the first non-American Director to achieve both National Sales Director status and Millionaire status (\$1,000,000 plus in income) in the company.
- ** Area members stretch from coast to coast (St John's to Victoria) with offspring directors in each province except PEI
- ** Highest Commission Cheque so far (for one month's earnings - no bonuses) - \$46,756.00
- ** Highest Cheque (including bonuses) was over \$52,000 for one month
- ** Has been the top producing National Sales Director in Canada for 18 of the last 19 years.