

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 19, 2010

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 September 2010, has earned over five million dollars and in commission earnings.
- ** Achieved Senior National Sales Director status on May 1, 2003 with the debut of her first offspring National Sales Director - Linda MacDonald

Prizes Earned:

- ** Seventeen free cars - including 15 pink Cadillacs. She is currently driving a fully loaded pink Escalade Hybrid and she will receive a free Cadillac of her choice every 2 years for the rest of her career
- ** Four mink coats, 8 diamond rings, 5 pairs of diamond earrings & 4 diamond necklaces
- ** Two \$5,000 shopping sprees
- ** Over thirty first-class, all-expense paid trips - (including)

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

And ten 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 a return to Maui and she is working to qualify for the Top Director Trip to Prague and Budapest

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 and Saskatchewan
- ** 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 19 of the last 20 years, which is a world record - the longest string of Top NSD production years of any country.
- ** Has held the #1 position in Canada as either Director or NSD for 21 of her 30 years in Mary Kay