



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 NSD 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 53 year history and there are only 3 women in the US holding this position.

She and her wonderful husband Ken share 4 grown adults. Kenan (35), a computer whiz and IT Specialist R'Kenia (33), a beautiful mother of three. Juliana (31), a graduate 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 (30) married to the lovely Erica, is a graduate of Purdue University and the University of Michigan Law School-cum laude. He passed both the Maryland and D.C. bar on his first attempt!!! He is an attorney in Detroit. Chauncey and Erica became the proud parents of Chauncey Clarence Mayfield, III, born on Oct 3, 2015.

- 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 27 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 a case study on Mary Kay, Inc. named "Gloria Hilliard Mayfield at Mary Kay Cosmetics." This case is taught to the students and in many textbooks across the country.
- 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 and earned 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. Receiving each year, a 3, 4, 5 plus Carat Diamond Ring and other amazing dream gifts.
- This was the 20th year that Gloria led her Magic B351 unit to the Million Dollar Circle of Excellence – Sixth time at the \$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 another company record for unit size at 1,045!!!





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- Gloria's unit also holds the company record for the most new team members in one month - 384.
- Debuting as a National - Gloria and Ken have been on 15 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 -- Venice and Milan, Italy. Budapest and another Greek islands Cruise including Istanbul, Turkey. Shanghai & Beijing China, Hong Kong, Macau and Bangkok, 14 days in Hawaii, London, Dubai and most recently Portugal and Spain.
- Featured in National Magazines: Working Woman, New Woman, Glamour, Black Enterprise, Ebony Magazine and twice in Fortune. Also, featured on Good Morning America - ABCnews, "The BIG IDEA" on CNBC and CNN with Soledad O'Brien.
- Gloria held the stage twice with THE Oprah Winfrey involving programs that empower women.
- July Monthly Miss Go-Give - the most prestigious award.
- The NUMBER ONE unit in her State for 9 consecutive years.
- Gloria has trained internationally in Canada, China, Russia, Mexico, Spain, Australia, New Zealand, United Kingdom, South Africa and Kazakhstan.
- So thrilled that Gloria received her Honorary Doctorate degree in Public Service from the University of MD Eastern Shore. She is now officially Dr. Banks.
- She published her first book - "Quantum Leaps" and her second book, "The Force of Friendship"
- A Mary Kay Multi-Millionaire with over 11 Million Dollars in earnings. Her highest monthly combined income for one month was over \$114,000. Fifteen Time Inner Circle National

#1 in the Nation!!!

