

National Sales Director

Gloria Mayfield Banks

- ❖ She and her wonderful husband Ken share 4 children, Kenan 20, R'Kenia 19, Juliana 16 and Chauncey 15.
 - ❖ Joined Mary Kay February 1988.
 - ❖ Earned the Pontiac Grand AM in 5 months.
 - ❖ 10 months later became a Director
 - ❖ Company record breaker for Director-in-Qualification with over \$31,000 production in one month.
 - ❖ Three times - Queens Court of Recruiting - Earning the Diamond and Emerald BumbleBee.
 - ❖ 24 Gold Medals
 - ❖ Earned 8 Cadillacs
- Gloria has 6 Executive Sr. Directors and over 100 directors in her family.
- ❖ Having earned her MBA from Harvard, Gloria left her full-time position as Assistant Director of Admissions for Harvard Business School in August 1990.
 - ❖ 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.
 - ❖ In 1992, Gloria completed the Circle of Excellence at the \$600,000 Unit Club receiving another 4 Carat Diamond Ring and an all-expense paid vacation London, England
 - ❖ The MAGIC unit achieved the Circle of Excellence at the \$750,000 Unit Club and qualified for the 30th Anniversary all-expense paid 10 day vacation cruising to Bermuda and ending with 5 Star accommodations in New York City in 1993. And, of course, Gloria chose another 4.5 Carat Diamond Ring as her prize.

- ❖ In June 1994, on the fifth anniversary of the unit, they decided to beat their best and complete the \$800,000 Circle of Excellence. This time, Gloria looked to the gorgeous full-length ultra blue iris mink coat to fulfill her dreams. She traveled on the top director trip to Munich, Germany and Vienna, Austria for a 12-day vacation.
- ❖ For the last 7 consecutive years, Gloria has led her Magic unit to the Million-Dollar Circle of Excellence. This level of achievement gave her a 3.5-Carat Diamond watch; four 5-Carat Diamond rings a diamond ring for her husband. A \$3,000 check plus a \$5,000 bonus each year- in addition to traveling with the other top Directors to Greece and Madrid, Spain in 1995, to Paris and Milan, Italy in 1996 and to Costa De Sol and Portugal in 1997. Hawaii in 1998 and Switzerland and Venice in 1999. Alaska and Vancouver in 2000.
- ❖ In May, Gloria and Ken went on their first National Trip to the Greek Isles and Istanbul, Turkey.
- ❖ Charter member of the Black Women's Advisory Committee.
- ❖ Featured in National Magazines:
Working Woman, New Woman, Glamour, Black Enterprise, Fortune Magazine twice and last seen on the cover of Network Marketing Lifestyles.
- ❖ Miss Go-Give July 1994.
- ❖ The NUMBER ONE unit in her State for the last 8 consecutive years.
- ❖ #9 in the Nation
- ❖ Gloria's unit broke the company record for the most new team members (208) in one month – August 2000.
- ❖ Highest combined income for one month was over \$74,000.

When all the accolades are read it makes closing the guest easier.