

2004 Mile High Division Year End

For the year our Division had sales of \$2,140,381 from 5,948 shows for a profit base show average of \$360. Our Division had 359 new sponsors. We had 7 new unit promotions!!! Congratulations to Brenda Gallagher, Denise Lovato, Shirley McNeff, Eva Herrera, Denise Dougherty, Sherry Schumacher and Penny Bruch. The travel trip was awesome with 13 winners!!! Our trip winners are – Tena Everhart (2), Janine Giles (2), Denise Dougherty (2), Juanita Lazenby (1), Sharlene Horton (1), Mimi Torrez (2), Brenda Gallagher (2), Sandy Brown (2), Penny Bruch (1), Kathy Henkenius (2), Sherry Schumacher (2), Michelle Buhner (2), Lynn Willener (2). Wow, what a fantastic year for our team!!! As a team we also had 4 Chairmen Circle of Excellence Achievers that were invited to Boston. The winners were Jonel White, Debbie Andres, Kathy Henkenius, and Tena Everhart. For VIP we had 5 winners that were invited to Florida. The winners were Janine Giles, Sharlene Horton, Barb Chelton, Yesenia Rascon and Velda Bustos.

Area	Sales	# of shows	PB ave	# of Sponsors	Increase
Everhart	\$587,774	1607	366	81	#1 + 11%
Torrez	\$292,228	811	361	94	#2 + 7.7%
Buhner	\$249,197	698	358	38	#5 + 4.9%
Andres	\$242,951	656	370	28	#4 + 5.9%
Perez	\$232,252	630	368	52	-
White	\$219,575	638	344	26	-
Henkenius	\$178,042	508	350	18	#3 + 6.2%
Brown	\$138,358	400	345	22	#6 + 3%

Top 3 Area % Increase Earn a Collector Blue Vase

Overall #1 Unit

#1 Unit is Sharlene Horton's Unit with sales of \$220,752 from 635 shows for a profit base show average of \$348 with 38 sponsors. You all are awesome!

Top 12 Units Earn a set of 4 Ruby Goblets

Unit	Sales	# of shows	PB ave	# N/S
#1 Sharlene Horton	\$220,752	635	\$348	38
#2 Tena Everhart	\$204,746	509	\$402	15
#3 Mimi Torrez	\$162,056	459	\$353	69
#4 Kathy Henkenius	\$143,364	409	\$350	10
#5 Debbie Andres	\$137,925	382	\$361	17
#6 Michelle Buhner	\$113,706	306	\$374	18
#7 Sandy Brown	\$104,672	306	\$341	15
#8 Lynn Willener	\$ 99,231	285	\$347	17
#9 Brenda Gallagher	\$ 92,691	235	\$394	11 Promoted Out Period 1
#10 Rosa Perez	\$ 84,842	222	\$383	15
#11 Estella Martinez	\$ 72,951	194	\$375	15
#12 Jonel White	\$ 70,903	198	\$358	6
#13 Janine Giles	\$ 70,036	226	\$309	13
#14 Maria Navarrete	\$ 66,694	177	\$376	9
#15 Yesenia Rascon	\$ 62,432	172	\$364	16
#16 Denise Dougherty	\$ 55,990	138	\$403	12 Promoted Out Period 5
#17 Velda Bustos	\$ 49,393	153	\$322	13
#18 Karen Whitehall	\$ 46,557	133	\$350	2
#19 Tanya Rangel	\$ 37,387	112	\$334	4
#20 Eva Herrera	\$ 37,070	102	\$363	18 Promoted Out Period 4
#21 Muggsie Myers	\$ 36,259	107	\$338	3
#22 Denise Lovato	\$ 36,248	99	\$366	3 Promoted Out Period 2
#23 Sherry Schumacher	\$ 33,882	96	\$353	8 Promoted Out Period 9
#24 Shirley McNeff	\$ 26,763	77	\$347	2 Promoted Out Period 2
#25 Barb Chelton	\$ 25,957	77	\$337	3
#26 Penny Bruch	\$ 9,849	30	\$328	7 Promoted Out Period 10
--- Tana Nelson	\$ 23,837	64	\$373	0
--- Christa Rees	\$ 12,335	39	\$317	0

Top 5% Increase Units Earn a set of 4 Ruby Wine

#1 Mimi Torrez 63% #2 Tena Everhart 37% #3 Lynn Willener 31%
#4 Estella Martinez 26% #5 Kathy Henkenius 20%

#1 Overall Queen for 2004 is Sharlene Horton with total points of 78,155!

Sharlene had sales of \$47,526 and 19 sponsors with sales of \$30,629. Sharlene stayed focused all year long. She is on fire and deserves to be called our Division Queen. Congratulations!

Top 12 Organizers Earn a set of 4 Ruby Flutes

	Sales	# Shows	+	New Start Sales	#	Total
#1 Sharlene Horton	\$47,526	125	+	30,629	19	78,155
#2 Brenda Gallagher	\$38,125	88	+	28,962	6	67,087
#3 Denise Dougherty	\$46,468	103	+	17,798	8	64,267
#4 Lynn Willener	\$45,986	124	+	13,670	11	59,656
#5 Debbie Andres	\$42,505	102	+	16,990	11	59,495
#6 Janine Giles	\$37,852	104	+	17,281	9	55,133
#7 Kathy Henkenius	\$36,315	93	+	11,877	8	48,192
#8 Mimi Torrez	\$18,079	49	+	25,868	26	43,947
#9 Michelle Buhner	\$30,080	75	+	13,686	5	43,766
#10 Karen Whitehall	\$31,561	83	+	2,988	2	34,549
#11 Sandy Brown	\$23,679	62	+	10,083	6	33,762
#12 Tena Everhart	\$16,747	31	+	11,634	5	28,381

\$30,000 Sales Plus Earns a Special Gift

Debbie Andres, Michelle Buhner, Denise Dougherty, Brenda Gallagher, Janine Giles, Kathy Henkenius, Sharlene Horton, Juanita Lazenby, Karen Whitehall, Lynn Willener

Area Queens

Everhart	Sharlene Horton	Torrez	Jovita Garcia
White	Karen Whitehall	Andres	Brenda Gallagher
Buhner	Lynn Willener	Henkenius	Sherry Schumacher
Brown	Penny Bruch	Perez	Yolanda Guerrero

Unit Queens

Everhart	Juanita Lazenby	Horton	Lia Shivvers
Dougherty	Carolina Bueno	Giles	Wrae Kincade
Lovato	Diane Stoll	Torrez	Jovita Garcia
Navarrette	Anita Valles	Rascon	Martina Cruz
White	Kim Gotschall	Bustos	Charlotte Harbison
Whitehall	Irma Vasquez	Chelton	Linda Duty
McNeff	Lyn Coulon	Buhner	Libni Apodaca
Willener	Marlene Slye	Myers	Lori Chase
Andres	Heather Mills	Gallagher	Alisa Hicks
Brown	Penny Bruch	Henkenius	Sherry Schumacher
Perez	Teresa Castillo	Martinez	Yolanda Guerrero
Rangel	Esmeralda Valerio	Herrera	Rosa Tovar

Congratulations to all the Team Queens

1 New Consultant is Anna Maria Torrez. She had total points of 19,546!

Anna Maria started her business off strong in August. She had sales of \$5,853 and \$13,693 from 3 sponsors. Congratulations!

Top 5 New Starts (Period 8 to Period 13) Earns a Ruby Bell

	Sales	Shows	+	New Starts	#	Total
#1 Anna Maria Torrez	\$ 5,853	16	+	13,693	3	19,546
#2 Shondella Murray	\$12,551	27	+	0	0	12,551
#3 Annette Cordier	\$11,120	25	+	0	0	11,120
#4 Lazara Vargas	\$ 9,837	23	+	0	0	9,837
#5 Maria Alvarado	\$ 6,704	17	+	2,456	2	9,160

1 Consultant is Sherry Schumacher. She had total points of 57,085!

Sherry had sales of \$29,104 and 6 sponsors with sales of \$27,981. Sherry won her first travel trip and took a promotion! Way to go! Congratulations to our Consultant Division Queen!!!

Top 20 Consultants Earn a Ruby Bell

	Sales	Shows		New Starts	#	Total	
#1 Sherry Schumacher	\$29,104	86	+	27,981	6	57,085	Henkenius
#2 Juanita Lazenby	\$34,295	61	+	6,901	2	41,196	Everhart
#3 Yolanda Guerrero	\$12,350	33	+	15,740	5	28,090	Martinez
#4 Penny Bruch	\$18,086	51	+	8,704	5	26,790	Brown
#5 Lia Shivvers	\$12,517	36	+	13,994	7	26,511	Horton
#6 Cheryl Moyer	\$17,094	43	+	7,630	2	24,724	Horton
#7 Libni Apodaca	\$14,338	33	+	8,738	6	23,076	Buhrer
#8 Jovita Garcia	\$10,722	25	+	10,992	5	21,714	Torrez
#9 Anna Maria Torrez	\$ 5,853	16	+	13,693	3	19,546	Martinez
#10 Kathy Flaherty	\$14,416	37	+	4,847	3	19,263	Everhart
#11 Marlene Slye	\$12,939	35	+	5,570	3	18,509	Willener
#12 Jeannine Debowey	\$14,419	40	+	4,059	3	18,478	Horton
#13 Carrie Bice	\$ 9,733	21	+	7,555	1	17,288	Henkenius
#14 Heather Mills	\$10,865	28	+	6,097	1	16,962	Andres
#15 Sheila Bradburn	\$15,298	48	+	813	1	16,111	Horton
#16 Alisa Hicks	\$12,234	32	+	3,830	1	16,064	Gallagher
#17 Donjae Watters	\$ 2,934	9	+	12,551	1	15,485	Andres
#18 Charlotte Harbison	\$13,096	35	+	2,319	4	15,415	Bustos
#19 Sandy Lamothe	\$13,783	41	+	1,262	1	15,045	Buhrer
#20 Felicia Law	\$15,008	32	+	0	0	15,008	Horton

3 Highest Show Averages

#1 Juanita Lazenby \$562 #2 Tena Everhart \$540 #3 Felicia Law \$469

Top Personal Sponsors (Minimum 10) Earns a 14 karet gold covered real rose

#1 Mimi Torrez	26
#2 Sharlene Horton	19
#3 Debbie Andres	11
#4 Lynn Willener	11

Consultants with 6 New Starts or More Earns a Special Gift

#1 Lia Shivvers	7
#2 Sherry Schumacher	6
#3 Libni Apodaca	6

Congratulations to all of the 2004 Yearend Achievers!

I would like to congratulate the entire Mile High Division for our teams success.

Every team member contributes to our Division's success.

I hope you take great pride in knowing you are part of an incredible growing team!

We are the #2 Division in the United States!

Over the last 5 years our team has sold over 12 Million Dollars!

In the last 22 years since I became a Princess House Organizer we have continued to grow and have sold over 22 million dollars!!!

Wow, I can hardly wait to see what 2005 will bring!

Set your goals –

Start Today!

*Begin where you are with who you are
and become your best!*

*Love,
Tena Everhart*