



## ***Nancy S. North***

### ***Independent Pink Cadillac Sales Director***

Nancy has been married to Steve for 22 years. They live in Austin, Texas with their 3 dogs, Frodo, Lucy & Ethel (who are each 5 years old), Nancy has 2 wonderful stepchildren, Betty, 51 and Damon, 40, and her beautiful granddaughter, Janey, 24. Nancy joined Mary Kay 41 years ago when she was a Senior at the University of Texas at Austin, getting her degree in Music Education.

While in college and before joining Mary Kay Cosmetics, Nancy worked in the summers for a pipeline company on the Texas Gulf Coast to make money for college. While going to summer school 4 nights a week, she worked outside 10 hours a day clearing the pipeline “right-of-ways” on the Gulf Coast, spray-painting buildings, putting up barbed wire fencing, fitting pvc piping, and chipping rust off and painting the pipelines above ground to keep them maintained. Her uniform was a hard-hat, gloves, jeans, long-sleeved white shirt, boots, snake protectors, and goggles. She was the 1st woman the company hired on the all-male crew and the 2nd year she was promoted to “Crew Chief” over all the guys. She didn’t wear makeup and had no clue what skin care was. She certainly wasn’t the “candidate” to be a successful skin care and color consultant!

She says, “When I was a senior in college, the pipeline company I worked for, dissolved the job I had in the summers. I started Mary Kay (because I couldn’t find anything else that paid as well as my summer job, except Mary Kay) to take it’s place to make enough money to finish my last year of school; I got my degree in music education, and I was going to be a band director! I never quit Mary Kay after the three months as I had originally planned. Instead, I kept working it part-time to make extra money, and I finally saw the big picture this company offers everyone. I decided to go into leadership (Directorship) because of the unlimited potential and financial independence it offered--much better than a teacher's salary!”

Nancy debuted as an Independent Sales Director in 1983 and left music teaching in 1988 when she chose to work Mary Kay full-time. Working full-time she became an Independent Senior Sales Director, and she moved her unit to Car-Winning Status for 36 consecutive years and then on to The National Circles of Achievement in the \$250,000 Club, the \$300,000 Club numerous times, the \$350,000 Club numerous times, the \$400,000 Club numerous times, the \$450,000 Club five times, 2 times in the \$500,000 Half-Million Dollar Unit Club, and 1 times in the \$550,000 Club. This year Nancy’s Unit is currently on-target for the \$650,000 Club. Her goal is to be a National Sales Director by July 2022.

She has driven free Mary Kay cars for 36 years (18 cars) and is currently driving her 9th Pink Cadillac, the luxurious new XT6 (seats 8!), loaded with the On-Star System and many incredible options that Cadillac makes!

Her highest monthly income has been in excess of \$15,000. Nancy’s career has given her travels around the world, and has brought her family a houseful of gifts and prizes including over 24 carats in diamonds and gems.

Nancy’s honors include being in the National Court of Sales 10 times, being a “Double Star Achievement” award winner 7 times, a Gold Medal winner numerous times, and she has been a Star Consultant for 147 Quarters. Her highest honor was being recognized as “Miss Go-Give”, chosen by her peers, for March 2013 for the Emerald Division, the highest honor you can achieve in the entire Company.

The last thing that Nancy asked Mary Kay Ash before her passing was .....

“How can I ever thank you for helping me find the gifts that were inside of me? Mary Kay’s response was “Pass it on.”