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SENIOR SALES DIRECTOR
MARY KAY COSMETICS, INC.

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To Whom It May Concern,

I joined Mary Kay in 1996 as a tight little rose bud not knowing my full potential. After being coached by Betsy Richard I earned my first Career Car and moved into Directorship, both during my first year with the company. She's an amazing coach who brought out the best in me, things that I never knew were there. The challenges she gave were with such passion. Her motivation, inspiration, and expertise have helped me in so many different ways to become the female entrepreneur I am today. She coached me in earning 9 career cars and to the Senior Sales Director level. I can't thank Betsy enough for her amazing coaching skills. I will always love and appreciate her for all she has poured into my life. I'm forever grateful!!!



Debra Thomas