



Independent National
Sales Director
Mona Butters
West Des
Moines, Iowa

SEMINAR
Emerald

**FORMER
OCCUPATION:**
Speech pathologist

THEME SONG:
"Power of the Dream"

HIGHLIGHTS:
Began, March 1976;
Independent Sales
Director, July 1979;
Independent National
Sales Director,
January 1997;
Million-Dollar Sales
Director two times;
Millionaires Club (has
earned more than
\$3 million in
commissions during
her Mary Kay
business)

FAST FUN FACTS:
Motivated by:
Deadlines
My best asset:
Persistence
**Favorite vacation
spot:**
Amalfi Coast

"Growing up, I watched my dad as he loved his work, and I admired my mom's happiness in the home. I wanted both."

Freedom, flexibility and opportunity. "I drove 200 miles through a blinding snowstorm to experience my first Mary Kay facial," Independent National Sales Director Mona Butters recalls. "I truly believe it was a divine appointment and that God called me to success and not failure."

That facial led Mona to sign her Ind. Beauty Consultant Agreement, and she began an illustrious Mary Kay business. Within three months, she matched her yearly salary as a speech pathologist and decided to pursue the Mary Kay opportunity full time. "I was so excited about the freedom, flexibility and opportunity to build my own business," Mona says. "Growing up, I watched my dad as he loved his work, and I admired my mom's happiness in the home. I wanted both."

When her sons were younger, Mona was able to attend her sons' sporting events while enjoying a lifestyle with financial security and first-class trips. "The Mary Kay opportunity has given me the chance to put God first, family second, and be fulfilled in a business that supports women while allowing me to grow personally," Mona says.

Looking back at her successful business she shares these words of wisdom: "E have found that the pain of discipline is easier than the pain of regret. I have learned that with God's help, and with determination and persistence, we can make it happen. Has it been easy? No. Has it been worth it? Yes!"