



DONCASTER

THE LINK

EXTRAORDINARY CONSULTANTS ACHIEVING EXTRAORDINARY SUCCESS!

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May 26, 2011

Dear Friends of Doncaster,



It is my honor to write to you with gratitude for all you do to help make this world a better place. We wish to honor the spirit of your giving with our Doncaster Partners In Caring Grants. A \$5,000 award is a gift to the charity of choice of 5 people who are affiliated with Doncaster, either as a Consultant or a Customer. We want to honor those who give to their community in a meaningful way.

When you think of the power of our organization it is kind of mind boggling. To think of women coming together en masse to support an effort, then it only takes a little from each to make a seemingly miraculous result take place. That is Doncaster at its core. People working hard to help themselves, and to help other people. That is something that makes me proud to be part of a legacy now 80 years strong.

Can you imagine the number of women and families we have impacted over the years? Actually, I cannot and it really doesn't matter. What matters most now are the people we will impact tomorrow, and the day after that, and the weeks, months and years after that. I invite you to take advantage of the opportunity to help. It always comes back around, whether it is the smile you receive there and then, or whether it is the helping hand you cannot see in other times of need.

On behalf of each of us to all of us, what a world we can create. The people and charities whom we honor with the Partners In Caring Grants are setting the pace. Let's all step forward whenever we can to do a little something for others.

Respectfully and gratefully,

Pell Tanner

Partners In Caring



May 26, 2011

Dear Doncaster Consultants,

The tradition of “giving back” has been a core value of the Tanner Company from the beginning. To that end each year Consultants, District Sales Leaders, and our customers are encouraged to nominate charities for their exemplary work in their communities for a Partners In Caring Grant made possible by the generosity of the Tanner Foundation.

This year we are very grateful to consultants Joyce Muchinson and Judith Dullnig for their personal nominations and to Ruth Gattman, Mickey Brown, Sue Rogers, and Debbie Alciatore for encouraging their customers to nominate these five highly deserving charities:

Assistance League of Long Beach California – Joyce Murchison
Raintree Children & Family Services – Debbie Alciatore & Lana Duke (Customer)
South Bend Symphony Orchestra – Ruth Gattman & Kitty Rose (Customer)
WINGS – Mickey Brown and Sue Rogers & Nina Stephenson (Customer)
Women's Storybook Project – Judith Dullnig

The write ups about the 2010 Partners In Caring Grant recipients highlight how they are “making a difference” and the importance of a Partners In Caring Grant to each of the charities. I hope you will take a few minutes to read about each of these outstanding organizations that exemplify the mission of the Tanner Foundation.

The Foundation was fortunate to receive several additional, and very worthy, nominations from both customers and Consultants. We greatly appreciate receiving each nomination and learning about these organizations' significant contributions in the communities.

We invite you to nominate a charity of particular importance to you for a 2011 Partners In Caring Grant. Please also encourage your customers to submit a nomination. The 2011 Grant form is available on Inside Tanner under Weekly Updates / Forms or please don't hesitate to contact me if you would like additional information.

Congratulations again to the 2010 Grant recipients and thank you to every caring Doncaster Consultant or customer who honored her charity by submitting a nomination.

Sincerely,

Charlie H. Nickels
Director of Human Resources & Community Relations
Tanner Companies LLC
PO Box 1139
Rutherfordton, NC 28139
Direct line: 828-288-5180

Partners In Caring



Joyce Murchison

Seventy One Children Begin School with New School Uniforms.

The Long Beach School District in California has 87,000 students, nearly 70% of the students qualify for subsidized school lunches and 50% live in households with incomes at or below the poverty level. One of their many basic needs is appropriate clothing for school – something we take for granted, but they can't.

Joyce Murchison of Long Beach, and a Doncaster consultant for 26 years, nominated the Operation School Bell program for a Partners In Caring Grant. "I have been a member of the Assistance League for 46 years and personally support the organizations' philanthropic programs with my time and financial contributions. Operation School Bell is particularly meaningful to me since uniforms provide safety in gang-influenced neighborhoods, limit the appearance of income disparity and instill a sense of personal and school pride that carries over into the students' studies and lives," comments Joyce.

The \$5000 Partners In Caring Grant will fulfill the basic need of providing appropriate school clothing for 71 low income students who will wear their brand new uniforms throughout the 2011 school year with pride and new found confidence.

The elementary school childrens' new school wardrobes will include two complete uniforms and the Middle and high school students will receive 3 uniform shirts, 2 pairs of pants or skorts and a sweatshirt. The League will also provide backpacks and supplies as needed and whenever possible.

The Operation School Bell Program has clothed 50,000 children from grades K-12 in the Long Beach School District since its inception during the 1970's. Last year 92 volunteers contributed 2,700 hours to clothe 5,000 students. The goal for 2011 is clothing for 6,000 children and the ultimate goal is to clothe 10,000 school children each year.

The program is described in greater detail at www.allb.org

Operation School Bell

Long Beach, California

The Assistance League of Long Beach California is a non-profit corporation whose purpose is to create a community of volunteers to identify and deliver philanthropic services. It has served the Long Beach community for more than 69 years. One of its nine philanthropic initiatives is the Operation School Bell program which provides new school uniforms for economically disadvantaged children.

Appropriate school attire is truly a gift for these students and the benefits are far reaching including:

- Increasing student self-esteem and pride while instilling a sense of community among students
- Increasing attendance and student achievement
- Decreasing tardiness and suspensions
- Preventing gang colors in school
- Helping administrators to recognize those individuals who do not belong on campus
- Decreasing violence and theft because of desirable clothing
- Instilling discipline among students and reducing the need for teachers acting as "clothes police" so that they can focus on teaching.



"We are so grateful to the Tanner Foundation and the Company for their generous donation in support of Operation School Bell. We believe that education is the springboard for a brighter future for all children. The Foundation's purchase of new school uniforms will help each child attend school regularly and become fully engaged learners in the school setting.

Thank you for sharing our vision of supporting children so they can reach their full potential."

Faye Alperin, Long Beach Assistance League President & Joyce Murchison, Doncaster Consultant in Long Beach, California

Partners In Caring



Lana Duke & Debbie Alciatore

Raintree Children and Family Services

New Orleans, Louisiana

A Beacon of Hope – Helping Children in Need

Louisiana continues to have above average rates of concentrated poverty, as well as negative societal behaviors that place children at greater risk for child abuse, violence and drug use. Currently there are 4,000 children in foster care in Louisiana and the needs of children in crisis are increasing sadly, especially post Katrina.

Championing the Needs of Foster Children

Lana Duke, a valued Doncaster customer and successful business woman who owns four Ruth Chris Steak House restaurants, is dedicated to Raintree Children and Family Services, and especially proud and committed to their care and concern for foster children.

“Because I was a foster child, there is a special place in my heart for other children growing up in the foster care system. I want them to know that there are others like them who grew up to be successful and happy in life and business.” Lana firmly believes that success is attainable for every foster child if they work hard and stay focused. She also believes that with exposure to the arts and cultural opportunities children will experience healthy development by exploring their interests and developing their talents.

About Raintree Children and Family Services

Raintree Children and Family Services is nestled in New Orleans and has served as a beacon of hope for children in need since 1926. Its focus has never varied – *helping children in need!* Currently, the wide continuum of services include:

- A residential program for teenage foster girls (10 -17).
- Therapeutic and private family foster care.
- Early childhood case management for infants and toddlers with special needs.
- Afterschool programming counseling of at-risk children about how to stay safe.
- Personal care services for those who are disabled.

Raintree’s foster care programs provide overall enrichment to the lives of foster children by ensuring that programs expand well beyond the basics. These activities include cultural education and experimental learning in the community and introduction to the arts and events that they may not otherwise be exposed to.

Enriching and Rewarding

With the needs of foster children always top of mind, and as a board member, **Lana enthusiastically nominated Raintree for a 2010 Partners In Caring Grant to enrich the lives of foster children through exposure to art and cultural opportunities.**

The Partners In Caring Grant will expand and improve Raintree’s art and cultural activities in several ways.

- The arts and crafts room will be filled with culturally specific books, wall maps, art and related supplies.
- They will have a freshly painted and well equipped arts/crafts room for their use and continued learning.
- Their lives will be culturally enhanced with the use of visual aids and hands-on learning activities.
- They will attend 2 -4 additional local cultural events.

This expansion will directly benefit 20 foster children between the ages of 10 -17 during the first year and many more children in the future.



“I am particularly grateful to **Debbie Alciatore, my Doncaster Consultant, for her support of my Grant and to the Tanner Foundation for its generous award of \$5000. It will truly make the difference in the lives of foster children and Raintree’s ability to be a safe haven and a place of hope and new opportunities for children at risk and in need. Thank you Tanner Foundation!”**

— Lana Duke

To learn more about Raintree’s foster care programs, visit www.raintreeservices.org.

Partners In Caring



Ruth Gattman

Applause!

"I have the highest regard for Kitty. She has been my customer since 1997. I am very impressed with her concern for enriching the lives of women and youth through music, as well as her involvement with many other worthwhile causes. She is so deserving of this recognition, as is the partnership of SBSO with the YWCA for the invaluable 'Music for Michiana' outreach initiative.

Thank you to the Tanner Foundation for your generosity and for your appreciation of the importance of the arts and music in the lives of children lives."

— **Ruth Gattman**
Doncaster Consultant,
Elkhart, Indiana.

The South Bend Symphony Orchestra's website, www.southbendsymphony.org, provides additional details regarding its outreach programs to youth and in the community.

The Magic of Music

Kitty Rose has been a customer of Ruth Gattman, Doncaster Consultant in Elkhart, Indiana, since 1997 when they first met while serving together on the Board of Directors of the prestigious Fischhoff National Chamber Music Competition. Because of their mutual love of music, **Ruth encouraged Kitty to nominate the South Bend Symphony Orchestra for a Partners In Caring Grant to support a program that is so meaningful to both of them.**

The Value of Partnerships

The Symphony is creating a partnership with the YWCA of North Central Indiana. They believe that Music is an alternative to violence and encourages additional education. **Its goal is to provide and ensure access to affordable, live, high quality orchestral music to the women and children served by the YWCA.**

Studies show that orchestral music is good for countering the effects of depression, promoting healing and a sense of overall wellbeing. It also enhances brain health.

This partnership reaches a segment of the population that can greatly benefit from the therapeutic properties of music. It would not be possible without the dedication of **Kitty Rose** and also the Tanner Foundation's generous Partners In Caring Grant.

The Partners In Caring Grant specifically supports these very beneficial outreach initiatives:

- **Two "Symphony-To-Go" ensemble performances for women and children at the YWCA of Northern Indiana facilities, including the Women's Residential Shelter.** The musicians, women and children will have interactive discussions. This will provide the children with role models and alternative goals, in a close setting.
- **250 YWCA clients, both women and children, will be able to attend a Symphony Concert.** For the majority of the children, a live orchestra performance will be their first cultural audience.

About the Partners

The South Bend Symphony Orchestra was established in 1931. Its mission has always been to bring great orchestral music to the Michiana region and educate area youth, musicians and audiences. It subsidizes the attendance of more than 5,000 school children

annually at the Young People's Discovery Concert. It provided 54 Symphony-To-Go performances to local schools, libraries, youth centers, etc., in 2010.

The YWCA of Northern Indiana, is dedicated to eliminating racism, empowering women and promoting peace, justice and dignity for all. Specializing in resident and outreach services for women and their children in Domestic Violence, Sexual Assault, Chemical Dependency and Self-sufficiency programs.



Area youth practice with symphony conductor Zofia Glashouser (far right).

"As president of the South Bend Symphony Orchestra (SBSO) Board of Directors, a past Board president of the YWCA, and a current YWCA "Women of Vision", I am proud to recommend the South Bend Symphony Orchestra for a grant to further our 'Music for Michiana' outreach initiative and our partnership with the YWCA of Northern Indiana. This grant will provide better access to music to the population of mothers and their children that most need music in their chaotic lives and who can least afford it."

— **Kitty Rose, Doncaster Customer**

Partners In Caring

WINGS Women in Need Growing Stronger

*Domestic Violence is a leading cause of homelessness and health problems among women and children.
In order to leave an abusive situation women need a safe and affordable housing option.*

Making A Difference One Family At A Time

The WINGS program (Women In Need Growing Stronger), in Palatine, Illinois, addresses the critical societal problem of domestic violence by providing support to women and children who are homeless or are fleeing an abusive situation and emergency and long-term housing at its Safe House.

It is the only emergency domestic violence shelter in an area where the population exceeds one million. It is estimated that in 2010 – 2011 the Safe House will provide 5,700 nights of shelter to women and children. It is one initiative in WINGS continuum of integrated services — shelter, education, guidance and support — with the goal of ending homelessness and domestic violence, one family at a time.

Since WINGS receives less than 2% of its annual budget from the state government it relies primarily on contributions and revenues from their resale stores to pay for programs and services. Therefore, the recent fire in June 2010 was financially devastating when it burned to the ground three of its critical resale stores. New and incremental funding was, and continues to be, critical to WINGS' ability to protect women and children who are at risk of injury, mental abuse or death due to domestic violence.

"I sought a Partners In Caring Grant for WINGS because its service to homeless and abused women and children directly relates to the Tanner Foundation's mission: to make a positive difference in the lives of women and children. We are so grateful to the Foundation for selecting WINGS and we will maximize their generosity to help end homelessness and domestic abuse one family at a time," comments Nina.

The \$5000 Grant was requested to fund the following specific activities:

- Shelter and comprehensive services for 20 families at WINGS Safe House.
- 200 hours of service on the hotline.
- Meals for 50 families.

For more information about WINGS, go to www.wingsprogram.com.

Women Helping Women

Recognizing the need to find incremental funding as a result of the fires, a devoted supporter of WINGS and a Doncaster customer, **Nina Stephenson** from Barrington Hills, Illinois established WOW (Women of WINGS) and championed an effort to collect garments and accessories to resell at an upscale "resale event." Hundreds of women participated raising badly needed funds.

Two members of WOW, **Mickey Brown** and **Sue Rogers**, Doncaster Consultants in Barrington Hills, shared **Nina's** vision and passion and encouraged Nina to nominate WINGS for a Partners In Caring Grant to help WINGS recover from the devastating losses of the fire.



Doncaster Consultants Present Nina Stephenson with Partners In Caring \$5000 Grant

Pictured from L to R: Tina Gilbert (WOW), Sue Rogers (Consultant), Gisela Baltensperger (WOW), Nina Stephenson, Pam Coty (WOW) and Mickey Brown (Consultant)

"Our dear friend, and loyal Doncaster customer, Nina Stephenson, is the kind of person who exemplifies the Doncaster mission. She is truly an extraordinary woman – a tireless, dedicated professional woman and community volunteer. We applaud her enthusiasm, energy and countless hours working for women and children. She has been a true angel to WINGS and those who seek help from the organization."

– Mickey Brown and Sue Rogers

Partners In Caring



Judith Dullnig

Woman's Storybook Project

Austin, Texas

Nationally, the number of incarcerated women has greatly increased. Gatesville, Texas has the largest number of incarcerated women in the country. Women's Storybook Project of Texas is a non-profit program in Austin, Texas that connects incarcerated mothers in six female prison facilities with their children.

It is a simple idea with a big impact!

With the help of volunteers these mothers are given the opportunity to choose a book which they read to their children and their readings are recorded along with a message to their children. They also write a short inscription in the book. The book and tape are then mailed to the children. About 350 books and tapes are sent out each month.

One Woman Makes a Difference in the Lives of Many...

Doncaster consultant, **Judith Dullnig**, from Austin, Texas, was the founder and is currently the full-time, volunteer Executive Director of this remarkable initiative, the Storybook Project of Texas.

Since its inception 7 years ago by Judith, the Women's Storybook Project has received several awards. Most recently, it was nominated for another Governor's Criminal Justice Volunteer Service Award for 2011.

A Highly Deserving Project

The Women's Storybook Project exemplifies the mission of the Tanner Foundation to better the lives of women and children. **For these incarcerated women the initiative is life changing because the project:**

- Allows children to hear their mothers' voice and "I love you" while they are separated.
- Provides an opportunity for mothers to gain self-esteem by doing something positive for their children and for mothers and children to bond making the mother's transition into society easier.
- Promotes literacy and the love of reading and introduces good literature into the children's' lives.
- Has improved behavior in the prisons because the mother must earn the right to be in the program; 90 days case free/good behavior.

With the \$5000 Grant the **Women's Storybook Project** will be enhanced and expanded in the following meaning ways. The Grant will:

- Provide funding to purchase books, mailers and for postage.
- Help to implement Women's Storybook project at another facility providing an opportunity for more children and mother to connect. Currently the Project is offered in 5 of the 8 state female prisons. The intent is for the program to be available at all facilities where applicable.
- Upgrade recording equipment and conduct a pilot program to determine the most effective way to record at the prisons.

The Tanner Foundation Grant is given in acknowledgement and appreciation of Judith's determination to maintain the precious bond between mother and child during the most difficult of times.

"Receiving the Partners In Caring Grant means a great deal to me. From the beginning I have felt fortunate to be a part of Tanner Companies. After meeting the employees at my first National Conference I realized firsthand how each employee and consultant is valued. Offering the Partners In Caring Grant opportunity is further evidence of how the Company appreciates the commitment of time and energy of their employees and consultants in improving the quality of life for women and children in their local communities," remarks Judith.

More information about "This simple idea with a big impact" is available at www.storybookproject.org.

Sample Success



Samples, Samples, Samples

“Best Practices”

Undoubtedly you and your District Sales Leader have been discussing the importance of selling samples throughout the season. Now that the end-of-season selling for Spring/Summer 2011 is fast approaching Sample Selling, Sample Sales, and of course Full Price Orders are more important than ever. Clearly, there are many different ways to sell samples – something for everyone. Here’s a checklist of “Best Practices” & successful initiatives to help you in your end-of-season planning.

Which of these Best Practices will you choose to help you grow your business and increase your earnings by selling samples?

- **The tried and true approach – Holding a sample sale either by yourself or with other consultants.** It’s definitely not too late. A few important considerations
 - Tweak your customer list and develop a separate Sample Sale customer list because there may be people you do not want to ask to a sample sale.
 - An invitation has been developed by the Company for your use to make it as easy as possible. If you are having a sample sale for the first time, send invitations in the mail. Follow up with an email and a phone call.
 - Consider promoting your sample sale with flyers or an ad in your local media.
 - Include in your invitation list women who you know will not, or cannot, afford to buy Doncaster at full price or “only buy discount.” The prices of our samples could be very appealing to them and they could be helpful in promoting your business.
 - Invite a group of “gal friends” – your book club, sorority sisters, women’s networking group, women you have volunteered with, to a special opportunity event to purchase samples during your sample sale.
- **Hosting a special sample sale/event especially for friends and family.**
- **Hosting an exclusive event for your best customers.** This can be one day during your sample sale or entirely separately. *What a great way to make them feel special and appreciated.*

- **Adding a full price sample to an order** when the garment is no longer available in stock
- **Reviewing your customers’ wish lists** to find what samples are available and give them a call. *Everyone loves special attention.*
- **Partnering with a local nonprofit to have a sample sale with a portion of your sales donated back to the charity.** *There are so many worthwhile organizations that would welcome the opportunity and would be very supportive of your business. Hopefully they will be willing to invite their volunteers and board members which is a great way to expand your client list.*
- **Offering, in appreciation to a customer who refers a new client, the opportunity to buy samples at a significant discount.**
- **Bartering with local business owners or your local media representatives** to promote your business and in return they can purchase samples at a significant savings.
- **Enhancing your own wardrobe with the basics** (jeans, white blouses, camisoles) or buying that “must have” special piece now affordable as a sample. *What a great “perk” – the opportunity to purchase designer accessories and garments at 65% off full price.*
- **Buying samples to have on hand to support your business.** They make great customer appreciation gifts or a “thank you” for a customer referral.
- **Planning any special events during your show week** – wine and cheese evening for current customers or “Bring a Friend party”? **Use a sample as a door prize drawing.** It’s always a welcome

addition and a great way to get new names and contact information.

- **Selecting samples to offer for local charity auctions raffles etc.** *Giving back is so much a part of the Doncaster culture and so appreciated in one’s community. What a terrific way to introduce women to your business.*
- **Adding someone to your business** to help you with inventory, invitations, transfers, and your sample sale **and paying them in samples!**

Without question, the extra earnings potential is terrific. Consultants have earned \$500, \$2000, \$5000, and \$8000 in extra income from selling samples.

However, there are two other, and very important, reasons you are asked to sell samples.

Every District has a Sample Selling goal and this goal can only be achieved with the help of every consultant in the District.

Sample selling is very important to the Company. Every consultant is asked to contribute by selling samples to the very best of her abilities. The Company needs, and greatly appreciates, your support and efforts to sell samples!

This is only a sampling of the many, many creative Best Practices and meaningful opportunities to sell samples. Working with your District Sales Leader and other consultant colleagues the list will be endless and the experience rewarding.

Be a smart, and successful, End-of-Season Seller!

In addition to maximizing all the opportunities to sell samples, be sure to take advantage of both the \$50 offer to your customers who have not shopped yet this season AND the \$80 promotion off for every two items purchased. The particulars and the supporting marketing materials for each of the offers are provided as a reminder.



Date: May 2, 2011
To: Wardrobe Consultants
Subject: \$50 Discount Promotion

Dear Wardrobe Consultants,

We are delighted to announce a new program to support you in reaching your sales goals this season. Beginning Monday, May 2, you have the opportunity to give any former customer who has not shopped with you in 2011 a \$50 discount off of her first order of \$250 or more.

The details of the offer are as follows:

- This offer is available May 2nd through June 30th.
- The consultant will receive credit and full commission on the net sale. *Example: a \$250.00 purchase qualifies the customer for the \$50.00 discount, bringing the net sale to \$200.00. Commissions will be calculated on the \$200 net sale price.*
- The consultant must specify the item to which the \$50 discount is applied if more than one item is on the order.
- This offer can be applied to in-stock inventory only.
- A commission swap may be applied in addition to the \$50 discount offer.
- Gift certificates and/or merchandise credits may be applied in addition to the discount offer.
- This offer is not valid on Sample Orders.
- If the item to which the discount is applied is returned, credit will be issued for the net purchase amount of the item. The discount cannot be transferred to another item or order.
- Orders must be placed by calling Customer Service at 1-800-669-3662. This offer is not valid on orders placed online.

We hope that you will take advantage of this opportunity. The Spring and Summer Collections are getting rave reviews and inventory is plentiful. Once customers see the collection, they are buying. I encourage you to review your customer list which is available on Inside Tanner under My Customers. This promotion gives you «one more reason» to call which will be meaningful to your customers and provides a great reason to have an additional show. Please contact your District Sales Leader if you have any additional questions or for support. She is eager to partner with you.

Wishing you a very successful Spring/Summer season!

PS - Don't forget that it is not too late to be a winner of the Pearls and Scarf Spring/Summer 2011 Sales Increase incentive!



Promotional Discount Offer

Date: May 23, 2011
To: All Doncaster Wardrobe Consultants
Subject: \$80 Discount Promotion E-vite

Please see the below card that can serve as an electronic invitation for your customers, should you choose to offer the discount promotion in celebration of Doncaster's 80th Anniversary.

To personalize, first click your FORWARD button, typically located at the top of your e-mail provider. When the forwarded version opens you can make any changes to the top box that you wish, even deleting some portions that do not apply.

Should you have any questions, please contact Customer Service to speak to someone at the Help Desk, or call the Help Desk directly at 1-828-287-4205 ext: 4357.



Doncaster Sample Sale

April, 2011

Spring, Summer Sample Sale!

When:
Where:

In support of all the fabulous sample sales that will be going on we have created an e-card as another way of reaching out to your customer to remind them of what they may have missed out on and what they could still have in their closet as the warm weather approaches!

Here is a reminder that this colorful and eye catching e-vite invitation is available to you and can be personalized.



Extraordinary!

✧ Welcome to Doncaster! ✧

Welcome to the new consultants who have joined Doncaster since May 1, 2011.

Lori Able, KS
Monica Malone, MD
Catherine Healey, MI
Jenny Rinn, CA
Amelia Willams, PA

Amy Grauel, OR
Jane Carbonara, PA
Elizabeth Hart, LA
Lavadis Brett McDonald, OK
Kristen Stewart, GA

Catalina Delgrosso, CA
Mitzie Weatherly, NC
Marilyn Grayson, AL
Laverne Martin, WV

✧ Congratulations! ✧

CONSULTANT ANNIVERSARIES

5 Years

Jennifer Cajacob, Columbus, OH
Clare Leavitt, Oak Park, IL
Marjorie Barnes, Westport, CT

10 Years

Michaela Simone, Garden City, NY
Pat J. Bone, Heber Springs, AR
Faye Kirkland Grow, Tuscaloosa, AL
Joan M Haas, Inc., Baltimore, MD
Cindy Sue Hess, Sinking Spring, PA
Mikki Sue Shields, Wichita, KS
Marianne M. Ingram, Webster Groves, MO
Jane R. Harvey, Tucson, AZ
Margaret F. Ketner, Lakewood, WA

15 Years

Theresa C. Nigolian, Troy, MI
Shelva J. Pevey, Brownsboro, AL
Marianne Shamblin, Knoxville, TN
Elizabeth J. Parish, Aiken, SC
Elizabeth B. Hellmuth, Chagrin Falls, OH
Harriet Dennis Hurst, Spartanburg, SC
Pamela Purcell, Wheaton, IL
Terri Lynn Revelli, Lafayette, CA
Elizabeth A Moore, Troy, MI

20 Years

Joan Reed, Dearborn, MI

25 Years

Jean Thekan, , Iron Mountain, MI



EXTRAORDINARY ACHIEVERS

DONCASTER MISSY AND WOMAN'S SALES COMBINED

WEEKLY SALES OF \$20,000 +

Week of 4-25-11
Leanne Boner
Rebecca Cady

Week of 5-2-11
Carol Sibley
Bobbye Howell
Patricia Stiff

WOMAN'S SALES OF \$5,000 +

Week of 4-25-11
Ann Colvin

Week of 5-2-11
Carol Sibley

