

Tonia began her career after attending a skincare class in April 1990. She didn't just jump in right away. She says, "I had no confidence that I could do Mary Kay". She was a very shy person and didn't think she had the personality for sales. After 3 times of getting scared and backing out of becoming a consultant she finally purchased her showcase. In 6 hours she sold more than she made in her 40 hour work week as an Asst. Loan Officer. She decided maybe she could learn how to get over her shyness and do more with this business. Her director said: "I can teach you if you are willing to learn!"

As a newly wed at the time she said, "I knew that I didn't want to work full time when we started a family" so she decided to really look at Mary Kay as a career. The first thing her director told her was you have to trust me and the company to lead you to success. Tonia says, " I just started doing everything my director said and being accountable to her." Within 6 months of deciding to work this as a business she was earning her car and then able to leave her full time job.

Today she says, "I realize this was everything I had dreamed of since I was a little girl. It has built my confidence and given my family so many more choices." Growing up she had thought about becoming a teacher. However, after graduation she decided she wasn't ready for 4 more years of school. She also knew that most teachers put in more than a 40 hour work week and that wasn't something she'd want to do once she started a family. Tonia said "I had always thought about maybe working in the fashion & business fields too." Well today she has her own business that has plenty to do with fashion and gets to teach women about skincare, color and how to run their own business! She says one of her favorite things is watching others achieve their dreams. Her unit has earned 8 free cars as of January 2008 and has been in the Circle of Achievement 3 times. "This is a dream come true for me and it just keeps getting better every year!"