



KATHLEEN'S SUPER STARS NEWSLETTER



If it is to be it is up to me!

January 2023 Unit Newsletter



Queen of Wholesale
Brenda
Anderson



Sharing Queen
Debra
Finley



YTD Sharing Queen
Debra
Finley



YTD Retail Queen
Brenda
Anderson

Congratulations to Our Star Consultants!



Brenda Anderson
Pearl



Corrina Warwick
Ruby

Plan to Sell Your Way to the Stars

To be a Sapphire Star Consultant- \$42.86 a day!

To be a Ruby Star Consultant- \$57.14 a day!

To be a Diamond Star Consultant- \$71.43 a day!

To be an Emerald Star Consultant- \$85.72 a day!

Meet your daily sales goals with classes, facials & reorders— see how easy it is! Go the distance each week and you will be a STAR! We love shining stars that shed their light on others, finding the unique potential in every woman!!





From the Director's Chair

Happy New Year Super Star,

It is always exciting to begin again for a new year. I feel like the slate is wiped clean and we all have a new chance to achieve our goals, look to the future, and make our dreams come true. Add in that Mary Kay is pulling out all the stops for our 60th anniversary year, and we have every reason to achieve greatness this year! There are programs to support any goal you choose! Selling? Sell to Play, Lead with Love Golden Rule Challenge, Diamond Power Start, and even the \$600 Business Debut assortment. Sharing? How about the Share the Mary Kay Dream Global Challenge, Most Important Things Game, Team Up Tuesday videos, and even 8 Out of the Gate to make DIQ easier! Plus, with Career Conference being virtual, we can all Spring Into The 60th together! Go for the 60 faces in 60 days challenge as well as the Mary Kay App challenge. You CAN do it :-)

We had a FABULOUS Quarterly Workshop in Westin, Wisconsin!! Corrina Warwick was in the top ten in 4 different courts YAY!! Patty Rougeot was sooooo close & was an amazing host for this event as well as having an awesome skin care class.

Our next Quarterly Workshop is on April 1st & you won't want to miss it

As we venture into our Diamond Anniversary year, I can't help but think about what an amazing company this is to be a part of. I do wonder if Mary Kay Ash truly knew how many people she would touch when she founded this company almost 60 years ago. I know she has dramatically changed my life, and many of you have shared the same stories with me. I hope you take the time at each appointment to share your story with each customer you meet. Mary Kay can do the same for them. We are blessed with the many perks, prizes, and support the Company offers, all of which they've worked to make so simple to achieve. Focus on working full circle- book, sell, coach, and share. The basics will take you anywhere you want to go in this business, especially when you sell your customers on the product before you sell them on the opportunity. I'm looking forward to a fabulous new year for our unit! It's time to get back to the basics, and I know it will take us each anywhere we want to go! Let's make this our most amazing year yet!

Love and Belief, Kathleen

Important Dates:

- **January 14:** Sapphire and Emerald Leadership Conference 2023 begins in Nashville, Tennessee.
- **January 16:** Martin Luther King Jr. Day. Postal holiday.
- **January 17:** PCP last day to enroll online for spring mailing of The Look, including exclusive samples.
- **January 18:** Ruby, Diamond and Canada Leadership Conference 2023 begins in Nashville, Tennessee.
- **January 19:** Get to Know Your Customer Day
- **January 30:** Last day of the month for consultants to place telephone orders.
- **January 31:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.
- **February 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **February 2:** Groundhog Day
- **February 8:** PCP spring mailing of The Look begins.
- **February 10:** Early ordering of the new spring items begins for Stars who qualified Sept 16-Dec 15th and those who participated in PCP for spring.
- **February 14:** Happy Valentine's Day!
- **February 15:** PCP spring promotion begins. Ordering of the new items available for all consultants.
- **February 16:** Spring promotion begins. Official on-sale date.
- **February 20:** President's Day. Postal holiday.
- **February 27:** Last day of the month for consultants to place phone orders.
- **February 28:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST. Last business day of the month. Orders and agreements must be received by today to count toward this month's production.

MIX GOLD INTO YOUR GOALS!

Our Top 5 Wholesale for December

				
Brenda Anderson	Corrina Warwick	Patricia Rougeot	Janet Wallace	Mary Rose

Top 20 Consultants Who Invested in Their Businesses in December

Brenda Anderson	\$1,083.00
Corrina Warwick	\$643.20
Patricia Rougeot	\$625.50
Janet Wallace	\$616.80
Mary Rose	\$565.60
Beth Davies	\$540.40
Lori Windham	\$452.00
Julie Gabris	\$412.80
Marianne Lippold	\$396.00
Drea Reichwein	\$386.80
Anne Nichols	\$383.20
Patricia Berry	\$353.20
Shannon Howery	\$326.50
Brenda Murray	\$318.40
Bonnie Carstens	\$296.00
Gina Ripp	\$293.00
Janice Watzke	\$291.50
Brenda Peterson	\$283.60
Daune DeVries	\$270.00
Sandra Toval	\$267.00

Congratulations To Our Golden Rule Achievers



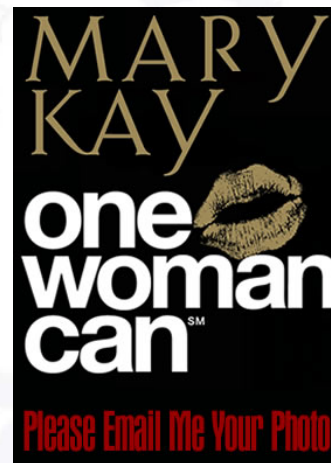
Brenda Anderson



Corrina Warwick



Patricia Rougeot



Janet Wallace





**You Can Do It! Be in
the Queen's Court
of Sharing this year!**



Cathy Carlsen
Star Team Builder



Debra Finley
Star Team Builder



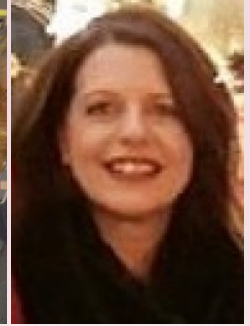
Annette Monthey
Senior Consultant



Beth Davies
Senior Consultant



Brenda Myers
Senior Consultant



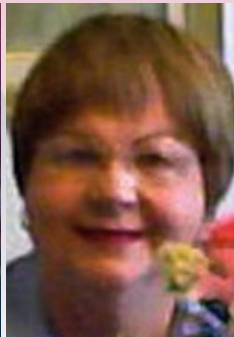
Daune DeVries
Senior Consultant



Elisa Baldock
Senior Consultant



Julie Johnson
Senior Consultant



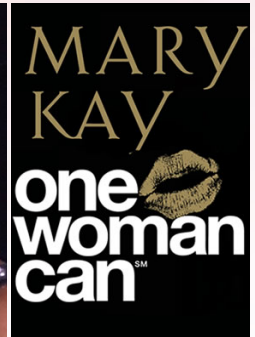
Mary Ann Zielinski
Senior Consultant



Monica Crayton
Senior Consultant



Sandra Toval
Senior Consultant



**This Could
Be You**

Our Unit At A Glance

Star Team Builders

Cathy Carlsen
Debra Finley

Senior Consultants

Annette Monthey*
Beth Davies
Brenda Myers
Daune DeVries
Elisa Baldock
Julie Johnson
Mary Ann Zielinski
Monica Crayton*
Sandra Toval

Consultants

Alicia Toval
Amanda Martell*
Amber Thome
Amy Evans
Amy Koclanes*
Angela McLaughlin
Ann Shea
Anne Nichols
Bonnie Carstens
Brenda Anderson
Brenda Murray
Brenda Peterson
Christina Blanchard
Cindy Nelson*

Connie Plaumann
Connie Radel*
Corrina Warwick
Cynthia Radtke*
Danielle Barrett-Powell*
Dawn Endries
Debi Alheim*
Deborah Conway
Donna Cooper
Donna DeHaven
Dorian Loberg Beck*
Drea Reichwein
Emily Jackson*
Flo Welk
Florence Honang
Gina Ripp
Jan Chambers*
Janet Wallace
Janice Watzke
Jeanna Schowalter*
Jeannette Dixon*
Jennifer Gutkowski*
Jennifer Heath
Judith King*
Judy Cloud-Calloway*
Julie Gabris
Karen Taylor*
Kathleen Weier*
Kathryn Biadasz
Kathryn Bohn*

Kay Retzleff
Kay Tinguely*
Laura Roethle
Lauretta Bell*
Linda Robinson*
Linda Wapneski
Lisa Heltemes
Lisa Van Roy
Lisbeth Bergman
Loretta Ziegler*
Lori Windham
Lorriane Sego*
Malissa Turner*
Maria Garcia
Marianne Lippold
Marilyn Pientka*
Martha Brunner
Mary Fischer*
Mary Goers
Mary Mertens*
Mary Pekarske
Mary Rose
Mary Vesperman*
Melanie Carlsen*
Melissa Boyd
Melissa Claudio*
Merodee Buechner
Michelle Berndt
Michelle Mazola
Michelle Slawny

Milena Horan Klemens
Nancy Boeder
Nancy Hipp
Pamela Santoro*
Patricia Berry
Patricia Rougeot
Rebecca Gramer*
Sandra Margelofsky*
Sara Grimes
Sarah Huffsmith*
Shannon Howery
Sharon Maginnis*
Spring Fleming
Stacey Lingo*
Susan Dos Reis*
Susan Draeger
Susan LaRiviere*
Teresa Fisher
Teresa Ploch*
Terri Skaggs
Trisha Niesen
Valerie Houk
Vickie Puzach*
Wendy Miller*

Welcome New Consultants

Name:

Christina Blanchard

Amy Evans

Laura Roethle

Janet Wallace

Sponsored By:

Debra Finley

Debra Finley

Debra Finley

Kathleen Koclanes

Team Commissions

4% Commission Level

Brenda Myers	\$43.32
Annette Monthey	\$21.62
Debra Finley	\$19.46
Monica Crayton	\$10.68
Elisa Baldock	\$9.88
Daune DeVries	\$9.14
Corrina Warwick	\$2.67
Cathy Carlsen	\$0.68

Look Who Shared in December

Debra Finley	3
Kathleen Koclanes	1

Spring 2023 Program PCP Participants

Beth Davies

February Birthdays

Mumtaz Hashi	2
Susan Draeger	4
Melanie Carlsen	4
Vickie Puzach	7
Teresa Fisher	14
Mary Pekarske	15
Judy Cloud-Calloway	16
Mary McLaughlin	17
Julie Johnson	18
Teresa Ploch	18
Amy Koclanes	19
Marilyn Pientka	25
Sara Grimes	27

February Anniversaries

Mary Fischer	21
Melissa Claudio	19
Marilyn Pientka	19
Deborah Conway	14
Donna Cooper	12
Tracy Fonte	10
Melanie Carlsen	6
Jennifer Gutkowski	6
Jalane York	2

It's your time to shine during our diamond anniversary season with exciting selling and team-building initiatives. Every month, you can build on your momentum as you work your business full circle—a fundamental principle established by Mary Kay Ash. Here's what's new in January:

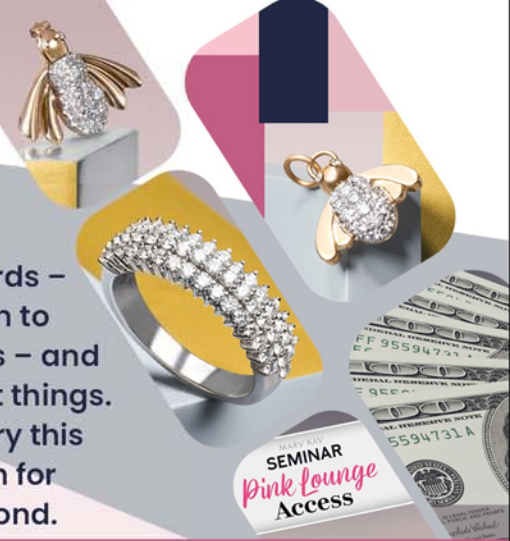
- New! Share the Mary Kay Dream Global Challenge
- New! Diamond Power Start 60 Faces in 60 Days Challenge
- New! Independent Beauty Consultant Most Important Things Game
- New! Golden Rules Challenge – golden adjustable LOVE bracelet
- New! \$600 Business Debut Assortment – a brand new assortment that includes free samples!
- New! Sell To Play Mary Kay App Challenge
- 8 Out of the Gate – for anyone interested in Directorship. Our Car Program updates too.

We're on our way to celebrating 60 incredible years together, and the fun starts NOW! See Mary Kay Intouch for all the details!

Golden.

Seminar 2023

Mary Kay Ash believed in royal rewards – from exquisite jewelry fit for a queen to majestic trips only imagined in dreams – and in empowering women to achieve great things. We're celebrating our 60th anniversary this year, so it's the perfect time to reach for greatness in your business and beyond.



Our Top 5 YTD Personal Retail Court According to MK Orders



Brenda
Anderson



Corrina
Warwick



Debra
Finley



Daune
DeVries



Beth
Davies

Year to Date Retail Court

1 Brenda Anderson	\$19,159.00
2 Corrina Warwick	\$11,206.50
3 Debra Finley	\$4,846.50
4 Daune DeVries	\$4,457.00
5 Beth Davies	\$4,254.00
6 Lorriane Sego	\$3,818.00
7 Judith King	\$3,541.50
8 Julie Gabris	\$3,082.00
9 Lori Windham	\$2,938.00
10 Patricia Rougeot	\$2,797.00
11 Brenda Myers	\$2,793.00
12 Elisa Baldock	\$2,592.00
13 Mary Goers	\$2,439.00
14 Cindy Nelson	\$2,425.00
15 Mary Ann Zielinski	\$2,355.00
16 Patricia Berry	\$2,309.00
17 Brenda Peterson	\$2,257.00
18 Kathryn Bohn	\$1,998.00
19 Janet Wallace	\$1,895.50
20 Mary Fischer	\$1,860.00

Year to Date Sharing Court



Debra
Finley
1 Qualified
\$24.50



Pamela
Santoro
1 Qualified
\$0.00



LET THE GOLDEN RULE BE YOUR GUIDE THIS YEAR!

gift card giveaway

\$150 TO GUESTS!

JANUARY 2023

FOUR DRAWINGS TOTAL!

\$50 GIFT CARD - \$50 GIFT CARD - \$25 GIFT CARD - \$25 GIFT CARD

beautify
your skin

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn
one entry
for having
a facial.

besties

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every five
names and
phone number
referrals
shared with
Beauty
Consultant.

buy product

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every
\$50 retail
purchased
after
attending
a party
or facial.

5

**CUSTOMERS
EARN FIVE
ENTRIES**

Earn five
entries for
hosting a
virtual or
in person
Mary Kay
party.

5

**CUSTOMERS
EARN FIVE
ENTRIES**

Earn five
entries for
hearing about
the Mary Kay
opportunity
and doing a
follow up with
the Director.

10

**CUSTOMERS
EARN TEN
ENTRIES**

Earn ten
entries for
becoming an
Independent
Beauty
Consultant.

book a
party

be more
knowledgeable

become a
Beauty
Consultant

CONSULTANTS, WHEN YOUR GUEST WINS, YOU WIN, TOO!

Please confirm with your Sales Director that your Unit is participating.
All entries must be submitted by February 5th.
<https://bit.ly/mandpgiveaway>

Virtual & in-person facials count for this drawing!

Madson Area & Pankow Area Sales Directors & Consultants

JANUARY 2023 LEGACY PARTIES

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
BEAUTY SLEEP SUNDAY 1 6:30 PM CST ANDREA KRAUSE	2	SKIN CYCLING 3 6:30 PM CST TRACY KABARA 8:30 PM CST KATE HARDT	4	ULTIMATE THURSDAY 5 6:30 PM CST NANCY CASTRO 8:30 PM CST ALI MCMAHON	6	7
BEAUTY SLEEP SUNDAY 8 6:30 PM CST LISA RADA 8:30 PM CST MAGGIE ECKERT	9	BERRY MERRY NEW YEAR MAKEOVER 10 6:30 PM CST AMIE BRADY 8:30 PM CST SAVANNA ZELINKA	11	ULTIMATE THURSDAY 12 6:30 PM CST LISA RADA 8:30 PM CST BECKY ROGERS	13	14
BEAUTY SLEEP SUNDAY 15 6:30 PM CST CAROLYN MEAKIM 8:30 PM CST AMY HANIFL	16	SKIN CARE SWITCH 17 6:30 PM CST BETH MYERS 8:30 PM CST ANDREA KRAUSE	18	19 LEADERSHIP NO PARTIES	20	21
BEAUTY SLEEP SUNDAY 22 6:30 PM CST SANDI LIPINSKI 8:30 PM CST ANDREA KRAUSE	23	WINTER SURVIVAL KIT 24 6:30 PM CST HEATHER JULSON 8:30 PM CST SAVANNA ZELINKA	25	ULTIMATE THURSDAY 26 6:30 PM CST SHANNON DUGUAY 8:30 PM CST DARCY GRULKOWSKI	27	28
BEAUTY SLEEP SUNDAY 29 6:30 PM CST MAGGIE ECKERT 8:30 PM CST ALI MCMAHON	30	GAME NIGHT 31 6:30 PM CST BETH MYERS 8:30 PM CST BECKY ROGERS				
scan with phone for Beauty Sleep Sunday group 		scan with phone for Switch It Up Tuesday group 		scan with phone for Ultimate Thursday group 		 Scan with phone for folder with all Legacy party documents.

July 1 2022—June 30 2023

Our NEW contest is to call & listen to our 8 am CST Hotline call @ least 15 days out of the month. Conference call# 605-313-5106 code 1097823# Play Back call# 605-313-5099 same code 1097823# OR you can go onto our MK Consultant Training FB page <http://www.facebook.com/pages/MK-ConsultantTraining/777910235620155> & listen to at LEAST 15 days each month & when you do, you will get a gift of least \$20 retail of your choice of a full-size product or I can surprise you a new product or sales aides :-). You MUST provide the dates of the calls you listened to & what one thing you learned or what impressed you the most on that day. Forms MUST be in to me by the 5th of the next month in order to count. OR you can write it out on a piece of paper, take a picture & text it to me. Any questions, just call me! I'd LOVE to hear from you 608-772-0847 There is a Google Doc link on our Kathleen's Super Star FB page. Here is the link & you can also type it in to access it ;-)

<https://docs.google.com/forms/d/e/1FAIpQLScCMZJkQE4Y4nYZAZGcIKKNtt65Pe1H7gtF1ZPcHUUIyN1O6Q/viewform>

Month Of December Winners

Retail Queen for the month Brenda Anderson \$3356

Weeks over \$500 Corrina Warwick \$573, \$610.50 Brenda Anderson \$520, \$724, \$726, \$1154 Deb Finley \$573, \$610.50

Party's over \$200 Corrina Warwick \$423

Facials over \$100 Lets get NEW faces!!

Reorder weeks over \$300 Brenda Anderson \$393, \$443, \$474, \$609 Deb Finley \$392, \$605, \$666 Corrina Warwick \$573, \$610.50

On the go/personal appointments over \$200: Deb Finley \$248, \$395, \$506 Brenda Anderson \$497, \$885.60

PCP/Misc. Beth Davies \$66

Online orders: Have you customers download the APP

Skin Care Sets Sold Brenda Anderson 1

Interviews for the month Lets Share Our Amazing Opportunity!

Just think of the power behind sharing the MK opportunity around the world! And it all starts with one woman reaching out to another and sharing the opportunity. We're on our way to celebrating our diamond anniversary! Join the first-ever global challenge, the *Share the Mary Kay Dream* Global Challenge. From January 1- June 30, you can be a part of the effort to empower 600,000 women around the world to embrace the MK opportunity.

Team-Up Tuesday videos!

Tune in each first Tuesday of the month for team-building tips from the top on the My Mary Kay Facebook group.



60 SHARE THE MARY KAY DREAM

THEN. NOW. ALWAYS.™

Most Important Things Game: January-June 2023

- ⇒ How to Earn the Scarf: Be a Star (quarter 3 or 4) & add 3+ Great Start-qualified new personal team members.
- ⇒ Earn the Scarf, Red Jacket, & Onstage Recognition: Be a Star (quarter 3 or 4) & develop 5+ Great Start team members.

ARE YOU
READY
FOR
DIQ?



Special DIQ Pre-qualifications through June 2023:

In the month prior to submitting a commitment form, the potential DIQ must:

- Be active and have 8 or more active personal team members.

DIQ Requirements by June 2023: Once the Commitment Form has been accepted by the Company, the DIQ must complete the following:

- Must be active herself.
- Must finish with 24 active DIQ team members.
- May qualify in one, two, three, or four months.
- \$13,500 cumulative DIQ team wholesale Section 1 sales volume in one, two, or three months, or \$18,000 cumulative DIQ team wholesale in four months.
- \$4,000 minimum DIQ team wholesale each month.
- DIQs may contribute up to \$3,000 in personal wholesale Section 1 sales volume in a one-, two-, or three-month qualification period or \$4,000 in a four-month qualification period. (The DIQ's team members must contribute \$10,500 toward the \$13,500 wholesale Section 1 sales volume requirement or \$14,000 toward the \$18,000 wholesale Section 1 sales volume requirement.)

Be sure to read all the details on Intouch to completely understand how the DIQ Program works! You may contact the DIQ Support Team at 800-347-7666 or DIQDepartment@marykayinc.com with additional questions.



Grand Achiever Career Car Updates

On-Target Requirement:

- 8 or more active personal team members.
- \$6,000 combined personal/team wholesale Section 1 sales volume calendar month.

Qualification/Requalification Requirements:

- \$26,000 combined personal/team wholesale Section 1 sales volume
- 18 active personal team members.
- Max Co-op Lease/Cash Compensation: \$425 per month.

MARY KAY

INDEPENDENT BEAUTY CONSULTANT

MOST IMPORTANT THINGS GAME

TRACKING SHEET

JAN. 1 – JUNE 30, 2023

To earn a commemorative scarf:

- Develop **three or more** *Great Start*-qualified* new personal team members.
- Be a Star Consultant in either Quarter 3 or Quarter 4.

To earn the scarf, a red jacket and onstage recognition:

- Develop **five or more** *Great Start*-qualified* new personal team members.
- Be a Star Consultant in either Quarter 3 or Quarter 4.



Track your *Great Start*-qualified* new personal team members!

Use the fields below to track your new personal team members, and shade in the hearts when they become *Great Start*-qualified*.

NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	QUALIFIED
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	
NEW TEAM MEMBER NAME	AGREEMENT DATE	<i>GREAT START</i> -QUALIFIED DATE	



Track **YOUR** Star Consultant status!

Shade in the heart when you achieve either Star Consultant quarter.



QUARTER 3

or

QUARTER 4



LEARN MORE ON *Mary Kay InTouch** > Contests/Promotions!

*A *Great Start*-qualified team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the *Great Start* time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders. The *Great Start* time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.

New Independent Beauty Consultants whose Agreements are received and accepted by the Company April through June 2023 must place their qualifying single initial order or cumulative orders by June 30, 2023, to count toward this game.



KATHLEEN KOCLANES
IND. FUTURE EXECUTIVE SENIOR SALES DIRECTOR
KATHLEEN'S SUPER STARS!

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Madison, WI 53716
Phone: (608) 772-0847
kkoclan@aol.com
Conference Call: 605-313-5106 Passcode: 1097823#
Playback CC: 605-313-5099 Passcode: 1097823#
<http://kathleenkoclanes.com>

Return Service Requested



*Words of Wisdom
by Mary Kay Ash*

What you can do – or dream
you can – begin it. Courage
has genius, power and magic
in it. Only engage your goals
and then the mind begins to
grow. Begin it and the work
will be completed.

**60 FACES
60 DAYS**

FRESH FACES WANTED



SELL
To play
MARY KAY APP CHALLENGE



Happy New Year!
ON OUR WAY TO **6**

