



KATHLEEN'S SUPER STARS NEWSLETTER

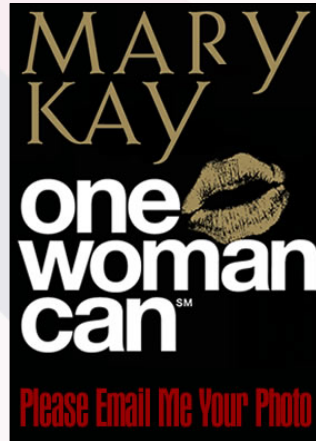


If it is to be it is up to me!

March 2023 Unit Newsletter



Queen of Wholesale
Patricia
Rougeot



Sharing Queen
This Could
Be You



YTD Sharing Queen
Debra
Finley



YTD Retail Queen
Brenda
Anderson

Congratulations to our Golden Rule Achievers



Patricia Rougeot



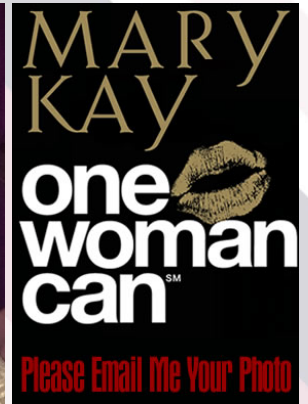
Brenda Anderson



Cindy Nelson



Corrina Warwick



Judith King





From the Director's Chair

Dear Super Star,

WOW! We are heading for the last quarter in this Seminar year & there are several ways you can boost your business. One being our *Mary Kay Way Power Class* which begins on Wednesday March 29th @ 7pm but we'll also gather for Mary Kay's Spring Into

the 60th FREE special virtual event on March 24 designed to help you bound to the finish line. No registration required. The virtual event is completely free and is available to all independent sales force members. It will begin @ 5 p.m. Central time. You will receive an email with the event site link on March 24. You can also get access by going to your Intouch home page on March 24 to access the site.

NOTE: Video will be available starting at 5 p.m. CT for you to watch at your own pace and will be approximately 3 hours and 30 minutes of content.

The event site link will be available through June 30, 2023, to watch on demand. I hope you'll make sure to join us— it's never been more convenient! You know they'll combine great motivation, recognition, and all the info we need to move ahead and paint this nation pink!

We are pleased to announce that our April 1, 2023 Central WI Quarterly will be hybrid so you can still register for the *online* viewing OR *space permitting* join us in person at the Fairfield Inn 7100 Stone Ridge Dr. Westin, WI We also have a Career Conference "Spring Fling" group viewing PLUS Mary Jo Crow, Mary Kay Diamond Sales Development will be here from Dallas. My wish is that you view & take away as much excitement & skills possible.

These last four months are similar to the close of a skin care class. You've done the work. You've spent the year showing our product to others, telling your I-story, painting a picture of what our product can do for them, and you've come to the part where you ask them, "What would you like to take home tonight?"

Do you want a free car? To earn your place in Mary Kay's princess courts for extra recognition? A family vacation? How about grocery money? Just what do you want to take home and achieve by seminar? Together, we can map out a plan to make your dream a reality- all you have to do is keep at it till it's done! You can achieve whatever goal you have by building your team and helping them step on up! Mary Kay is making it so easy with their great team-building promotions, the launch of some amazing spring products, and our incredible opportunity at an amazing price.

It's time to move on up to Red Jacket! It takes just a little more effort to share our career opportunity. It's easy to go from Sr. Consultant to Red Jacket, but that extra effort can make all the difference in the world! A Red Jacket shows that you're willing to work a little longer, a little harder, a little more. It shows you are willing to step on up from a fun hobby to a part-time consultant. Red Jackets are more likely to be star consultants, since they're out holding appointments to meet those prospects. Anyone who has been in this business for a little while and is working full circle should be a Red Jacket! If you hold one class a week, you should definitely be one!

Focus on moving up just one step, and you'll be amazed what it can do for you! Without a goal, you won't be able to measure your success! Not only can you wrap up your end-of-the-year goals, but you can shoot for the moon next year with the momentum you'll have!

Love and Belief, Kathleen

Important Dates:

- **March 8:** International Women's Day!
- **March 12:** Daylight Saving Time begins
- **March 15:** End of the Quarter!! Deadline for Quarter 3 Star Consultant quarterly contest.
- **March 16:** Quarter 4 of the Star Consultant Program begins. PCP summer online enrollment for The Look begins, including exclusive samples.
- **March 17:** Saint Patrick's Day. Have a \$uper Green day!
- **March 20:** The first day of spring.
- **March 29:** Power Class Debut @ 7pm
- **March 24:** Spring Into the 60th virtual event. Be sure to tune in!
- **March 30:** Last day of the month for consultants to place telephone orders.
- **March 31:** Special Quarterly Workshop event in Westin Wisconsin. Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST.
- **April 1:** Quarterly Workshop 9am-1:30pm @ Fairfield Inn Weston, Wisconsin **PLUS Virtual Career Conference DON'T MISS!!** Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 3rd.
- **April 7:** Good Friday. All Company offices closed.
- **April 9:** Easter Sunday.
- **April 17:** Last day to enroll online for summer PCP mailing of The Look, including sample (while supplies last).
- **April 22:** Happy Earth Day. Learn about Mary Kay's commitment to sustainability. [<https://www.marykay.com/en-us/about-mary-kay/our-commitment/pink-doing-green>]
- **April 26:** Happy Administrative Professional's Day!
- **April 27:** Last day of the month for consultants to place telephone orders.
- **April 30:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight central time. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.

MIX GOLD INTO YOUR GOALS!

Our Top 5 Stars and Future Stars This Quarter

				
Patricia Rougeot Ruby	Brenda Anderson Sapphire	Corrina Warwick On-Target	Christina Blanchard On-Target	Tracy Fonte On-Target

Thank You Consultants Who Invested in Their Businesses in February

Patricia Rougeot	\$1,443.80
Brenda Anderson	\$838.00
Cindy Nelson	\$627.25
Corrina Warwick	\$605.10
Judith King	\$600.50
Lori Windham	\$443.50
Beth Gawel	\$353.00
Daune DeVries	\$334.50
Sherry Soehnlein	\$320.80
Mary Ann Zielinski	\$295.00
Mary Goers	\$258.40
Trisha Niesen	\$255.00
Michelle Berndt	\$251.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/23

Star Achieved	Name	WS Needed for Next Star
Ruby	Patricia Rougeot	\$576.70
Sapphire	Brenda Anderson	\$76.00
	Corrina Warwick	\$590.90
	Christina Blanchard	\$1,089.00
	Tracy Fonte	\$1,139.00
	Judith King	\$1,139.00
	Cindy Nelson	\$1,172.75
	Brenda Myers	\$1,270.00
	Mary Goers	\$1,288.10
	Lori Windham	\$1,322.50
	Melissa Claudio	\$1,357.50
	Elisa Baldock	\$1,372.00
	Daune DeVries	\$1,408.00
	Debi Alheim	\$1,429.90
	Sherry Soehnlein	\$1,434.20
	Beth Gawel	\$1,447.00
	Teresa Fisher	\$1,458.50
	Mary Ann Zielinski	\$1,463.50
	Milena Horan Klemens	\$1,479.00
	Lorriane Sego	\$1,499.00
	Bonnie Carstens	\$1,504.00
	Florence Honang	\$1,511.00
	Julie Gabris	\$1,516.00
	Amy Bergholz	\$1,524.00
	Sandra Toval	\$1,533.00



Say hello to spring with sun-kissed cheeks and high-beam luminosity, courtesy of these creamy bronzer duos and the highlighter duo.

Cream Bronzer Duo Stick and Cream Highlighter Duo Stick, \$18





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



Debra Finley
Team Leader



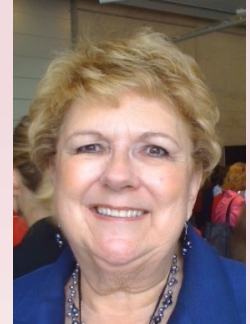
Beth Davies
Senior Consultant



Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Cathy Carlsen
Senior Consultant



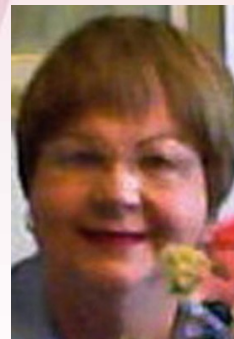
Corrina Warwick
Senior Consultant



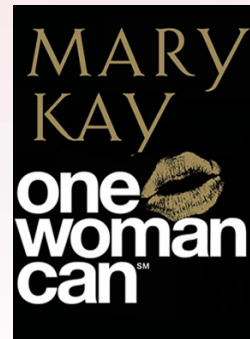
Flo Welk
Senior Consultant



Julie Johnson
Senior Consultant



Mary Ann Zielinski
Senior Consultant



This Could
Be You

Our Unit At A Glance

Team Leaders

Debra Finley

Senior Consultants

Beth Davies*
Brenda Anderson
Brenda Myers
Cathy Carlsen
Corrina Warwick
Flo Welk
Julie Johnson
Mary Ann Zielinski

Consultants

Alicia Toval*
Amanda Martell*
Amber Thome*
Amy Bergholz
Amy Evans*
Angela McLaughlin
Ann Shea*
Anne Nichols*
Annette Monthey
Beth Gawe
Bonnie Carstens*
Brenda Murray*
Brenda Peterson*
Christina Blanchard
Cindy LeClaire
Cindy Nelson

Connie Plaumann*
Connie Radel*
Cynthia Radtke*
Danielle Barrett-Powell*
Daune DeVries
Dawn Endries*
Debi Alheim
Deborah Conway*
Donna Cooper*
Donna DeHaven*
Dorian Loberg Beck
Drea Reichwein*
Elisa Baldock
Emily Jackson*
Florence Honang
Gina Ripp*
Jan Chambers*
Jane Steidl
Janet Wallace*
Janice Watzke*
Jeanna Schowalter
Jeannette Dixon*
Jennifer Heath*
Judith King
Julie Gabris
Karen Taylor
Kassy Solis
Katherine Oeftger
Kathryn Biadasz*
Kathryn Bohn*

Kay Retzleff*
Kay Tinguely
Laura Roethle*
Linda Wapneski*
Lisa Heltemes*
Lisa Van Roy*
Lisbeth Bergman
Lori Windham
Lorriane Sego
Maria Garcia*
Marianne Lippold
Martha Brunner*
Mary Fischer
Mary Goers
Mary Mertens
Mary Pekarske*
Mary Rose*
Melissa Boyd*
Melissa Claudio
Merodee Buechner*
Michelle Berndt
Michelle Mazola*
Michelle Slawny*
Milena Horan Klemens
Monica Crayton
Nancy Boeder*
Nancy Hipp*
Patricia Berry*
Patricia Rougeot
Sandra Toval*

Sandy Deibert
Sara Grimes*
Shannon Howery*
Sharon Maginnis*
Sherry Soehnlein
Spring Fleming*
Susan Draeger
Susan LaRiviere*
Tamera South
Teresa Fisher
Teresa Ploch*
Terri Skaggs*
Tracy Fonte
Trisha Niesen
Valerie Houk*
Vickie Puzach*
Wendy Miller*

Welcome New Consultants

Tamera South

Sponsored By:

Kathleen Koclanes

Team Commissions

9% Commission Level

Debra Finley \$63.58

4% Commission Level

Brenda Myers \$33.52

Brenda Anderson \$25.09

Julie Johnson \$10.20

Beth Davies \$9.82

Corrina Warwick \$5.02

Cathy Carlsen \$2.68

Look Who Shared in February

Kathleen Koclanes

1

Spring 2023 Program PCP Participants

Michelle Berndt

Daune DeVries

Debra Finley

Flo Welk

Mary Ann Zielinski

Dorian Loberg Beck

Patricia Rougeot

Corrina Warwick

Beth Davies

Brenda Anderson

April Birthdays

Janet Wallace	6	Nancy Hipp	42
Spring Fleming	7	Patricia Berry	38
Debra Finley	12	Dawn Endries	27
Michelle Harrington	12	Malissa Turner	19
Pat Petrowiak	12	Anne Nichols	19
Jeannette Dixon	13	Connie Radel	18
Fayth Block	13	Marianne Lippold	17
Kathleen Weier	15	Drea Reichwein	15
Patti Mezel	16	Florence Honang	12
Mary Rose	16	Mary Goers	11
Debi Alheim	22	Mary Pekarske	9
Laura Erickson	24	Bonnie Carstens	2
Loretta Ziegler	27		
Christina Blanchard	27		
Brenda Peterson	28		
Gloria Liska	28		

April Anniversaries

Flo Welk 44

“No matter who you are or what you do, embrace the challenge to first start with the goal to finish strong.”

– Andy Andrews

Consultant Princess Court Recognition at Seminar 2023!

Our 60th anniversary celebration at Seminar 2023 just got even more exciting! Consultants who achieve the Princess Court of Personal Sales and/or Sharing will be recognized onstage during the Awards Show at Seminar and will receive a sash for both courts achieved to mark their accomplishments!

Princess Court of Personal Sales. Consultants who achieve at least \$20,000 in personal retail sales.

Princess Court of Sharing. Consultants who have 12 or more new Great Start-qualified personal team members whose agreements are received and accepted by the Company by June 30.

For more details, go to the Seminar Recognition page on InTouch.

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



Patricia
Rougeot



Debra
Finley



Daune
DeVries

Year to Date Retail Court

1	Brenda Anderson	\$23,807.00
2	Corrina Warwick	\$13,653.50
3	Patricia Rougeot	\$6,906.00
4	Debra Finley	\$5,316.50
5	Daune DeVries	\$5,241.00
6	Judith King	\$4,863.50
7	Lorriane Sego	\$4,420.00
8	Beth Davies	\$4,254.00
9	Brenda Myers	\$3,853.00
10	Lori Windham	\$3,825.00
11	Cindy Nelson	\$3,679.50
12	Julie Gabris	\$3,650.00
13	Elisa Baldock	\$3,414.00
14	Mary Goers	\$2,963.00
15	Mary Ann Zielinski	\$2,945.00
16	Debi Alheim	\$2,576.00
17	Mary Fischer	\$2,336.00
18	Patricia Berry	\$2,309.00
19	Marianne Lippold	\$2,260.00
20	Brenda Peterson	\$2,257.00

Year to Date Sharing Court



Debra
Finley
1 Qualified
\$63.99



Pamela
Santoro
1 Qualified
\$0.00



LET THE GOLDEN RULE BE YOUR GUIDE THIS YEAR!



Mary Kay Way

Power Class: Starts March 29th

Qualify to come: Anytime during January-March 2023

(must get permission from your Director)

(Submit name, phone, email, address, directors name & phone number by March 15th to Kathleen Koclanes to be accepted)

Qualify by:

1. Hold 60 Faces in a 60 day stretch, you may count Jan. as long as it is in consecutive days.
2. Or Book 8 & hold 5 Party's in a week (3 people and demonstration of products with A minimum of \$1000 collected with wholesale to back it up)
3. Or Hold 10 Qualified Interviews and your director must follow up.

When you are a DIQ by April 1st

Your Director will pay for your Seminar Registration

When you are a Director by July 1st

Your Senior Director will pay for your Directors Jacket

We will start the Power Classes on my zoom

Wednesday's: March 29 @ 7 PM CST for 6 weeks.

There will be a Private Facebook Page for just our Power Class Meetings.

<https://zoom.us/j/7777163379>

Call for any questions, Kathleen Koclanes 608-772-0847

5005 Maher Ave. Madison, WI 53716

kkoclan@aol.com

July 1 2022—June 30 2023

Month Of February Winners

Retail Queen for the month Brenda Anderson \$1143 & Patti Rouget was ONLY \$100 behind Brenda @ \$1043 Congrats ladies!

Weeks over \$500 Brenda Anderson \$513 Patty Rougeot \$648

Party's over \$200 *a party is only 3 faces*

Facials over \$100 Deb Finley \$282 Patti Rouget \$496

Reorder weeks over \$300 * Get your name in this category :-)*

On the go/personal appointments over \$200:

PCP/Misc. New Look Books are in customers mailboxes.

Online orders: Have your customers download the MARY KAY App it WORKS!! Look @ Corrina Warwick's orders \$204, \$58, \$86

Skin Care Sets Sold Davies 1, Patty Rougeot 4

Interviews for the month. Lets Share Our Amazing Opportunity!

Central Wisconsin ~ Quarterly Tracking Sheet ~ Dec. 16, 2022 - March 15, 2023

Please complete this worksheet to receive Quarterly Recognition

** Please read back of this form or page 2 for instructions on categories

Week	**Total Weekly Retail Sales (A)	**# of Parties Held - (3 or more virtual/in person) (B)	**Highest Party Sales (C)	**# of Faces Seen (including parties) (D)	**# of Skin Care Sets Sold (1st time) (E)	**# of qualified guests at a MK function (F)	**# of Full Interviews Held (G)	# of \$600 + New Qualified Team Members (H)	Amount of Sec. 1 wholesale orders placed (I)
Dec 16 - Dec 17									
Dec 18 - Dec 24									
Dec 25 - Dec 31									
Jan 1 - Jan 7									
Jan 8 - Jan 14									
Jan 15 - Jan 21									
Jan 22 - Jan 28									
Jan 29 - Feb 4									
Feb 5 - Feb 11									
Feb 12 - Feb 18									
Feb 19 - Feb 25									
Feb 26 - Mar 4									
Mar 5 - Mar 11									
Mar 12 - Mar 15									
TOTALS	0.00								0.00

(A)Total Weekly Retail Sales

0.00

Minimum of \$2400 or above

(from col. A)Highest Weekly Sales _____

Minimum of \$500 week or above

(B)Total # of Parties held _____

Minimum of 10 or more

(C)Highest Party _____

\$300 party or above

(D)Total # of Faces seen _____

Minimum of 30 or more

(E)Total # of Skin Care Sets sold _____

Minimum of 10 or more

(F)Total # of Qualified Guests _____

Minimum of 8 or more

(G)Total # of Qualified Interviews held _____

Minimum of 10 or more

(H)Total Qualified Team Members _____

Minimum of 3 or more

(I)Total Wholesale Section 1 0.00

Star Consultant \$1800 or above

MASTER CONSULTANT

*received recognition for
6 or more of 10 categories* _____

Central Wisconsin Quarterly Tracking Sheet Information

What qualifies as a "face"?

Skincare class and facial attendees in person or on Zoom (or similar format)

On-the-Go participants

FaceBook LIVE participants commenting and/or purchasing

FaceBook Party participants (with follow-up conversation)

Guests to a unit event with product shared

Pamper packs sent with a follow-up conversation

What qualifies as a "party"?

3+ people at a skincare class or facial

3+ people commenting and/or purchasing from a Facebook LIVE

3+ people participating in a FaceBook party with follow-up

3+ pamper packs sent for the same event or to the same home with follow-up

3+ guests to a unit event

What qualifies as an "interview"?

In-person, phone, or Zoom (or similar format) conversation with director follow-up

Information sent with conversation & director follow-up

Participants of a sharing event (e.g. VirtuWow, guest event, etc.) with director follow-up

Guests to a unit event with marketing shared

What qualifies as a "1st Time Set"?

(Full size) Basic TW3D, Mir. Set, Ult. Mir. Set, TW Repair Set, Botanical Set, Clear Proof Set, Naturally Set, Mens Set
sold to a customer for the FIRST time only

What qualifies as a "Sales Total"?

Sales columns should be money collected after discount, if any given & without sales tax

MARY KAY

Flexible OPPORTUNITY. INCREDIBLE *Options.*

Special *Mary Kay*® Startup Options • March 1–31, 2023

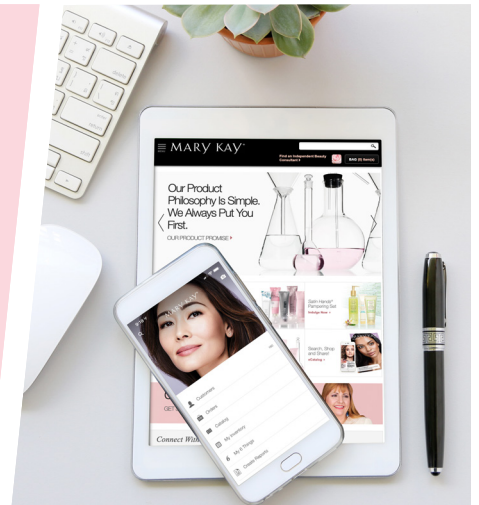
A Mary Kay business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your Mary Kay business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

March 1–31, 2023

Any *new* or *returning*
Independent Beauty Consultant whose
Agreement is received and accepted by
the Company may choose from these
exciting, **limited-time startup options!**

MARY KAY® *eStart*,⁺ \$20

The *Mary Kay*® *eStart*⁺ is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



MARY KAY® *Starter Kit*,⁺ \$90

This Starter Kit includes everything in *Mary Kay*® *eStart*, plus retail-sized products for sampling (a more than \$400* value), **additional products and samples for March only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

HURRY! LIMITED-TIME OFFER! ***New Business Debut Assortment***⁺⁺

You can kick-start your Mary Kay business with a curated assortment⁺⁺ of easy-to-order and easy-to-sell *Mary Kay*® products **PLUS FREE** samples for only \$600 wholesale!

*Additional items
included for
March only!*



Connect with me, your Independent Beauty Consultant,
before these incredible offers end!



KATHLEEN KOCLANES

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

5005 Maher Ave
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*

Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it.

**\$20 Mary
Kay eStart**

**\$90 MK
Starter Kit**

**Business Debut
Assortment**



March 2023 Startup Options Promotion: GREAT for NEW Consultants!

These incredible startup options are too good to keep to yourself. Women are looking for what YOU have! A little extra income, a community that values what matters most, and a way forward with options during challenging times. In March, any new or returning consultants can choose from these exciting, limited-time startup options!

eStart, \$20: eStart is a great way to work a MK business from the comfort of home and still have the opportunity to connect virtually with customers on a personal level.

Mary Kay Starter Kit: \$90: This Kit includes everything in eStart, plus retail-sized products (a more than \$400 value), additional products and samples for March only, business resources, and tips and selling techniques designed to help empower sales. New Beauty Consultants will be ready to connect with their first hostesses and customers with confidence! Starter Kit bag is not included.

Plus MK's Business Debut Assortment makes ordering the much-loved, must-have MK products a breeze!



The Sell to Play App Challenge ends soon!

Encourage your customers to connect with you on the MK App and make shopping for products easier than ever while you earn the chance to win! In this challenge, you'll be entered into a drawing for a \$60 Visa gift card when you receive five or more customer orders in the MK App from January 1-March 31.