



KATHLEEN'S SUPER STARS NEWSLETTER



July Newsletter—June Recognition



Happy New Year Super Stars!

I hope you had some time to recharge and celebrate the 4th of July holiday with the people who matter most. As we jump into a fresh start, I want you to know how much I appreciate the hard work, creativity, and positivity you bring to our unit.

A new year always feels like a blank page — and I'm excited to see what we'll write together. We've already proven we can overcome obstacles and reach big milestones. Now we get to aim even higher.

Be sure to check out all that Mary Kay has to offer...4-Quarter Star rewards, Points to Paradise and the 2027 Seminar awards jewelry.

Note that on August 1st, 2026 the Mirro Me app will no longer be available in the App Store, but will be exclusively on our MyShop websites and MaryKay.com

Let's tackle new challenges, celebrate new wins, and keep supporting each other every step of the way. I'm grateful to be working with you and looking forward to everything we'll accomplish in this seminar year.

Here's to a successful and inspiring year ahead!

Love and belief,

Kathleen

Please keep track of [Beth Gallaghers Facebook](#) page for consultants. All contests are extended for our unit!

When you earn a prize, go to www.kathleenkoclanes.com, fill out a prize voucher and submit it to Kathleen within 3 days of completing the contest to get your prize.

DIRECTOR'S CORNER

2025-26 SEMINAR YEAR

#1 UNIT RETAIL



Beth Gallagher Unit
\$356,298

#1 UNIT SHARING



Alison Williams Unit
7 Qualified

PRIOR MONTH

#1 UNIT WHOLESALE



Beth Gallagher Unit
\$15, 401.50

#1 UNIT SHARING



#1 PERSONAL WHOLESALE



Alison Williams
\$3,628.60

#1 PERSONAL SHARING



LOOK WHO INVESTED LAST MONTH!

Brenda Anderson	Spring Fleming	Florence Honang	Veronica Marks	Flo Welk
Corrina Warwick	Brenda Peterson	Cheryl Kok	Judi Davidson	Cynthia Radtke
Beth Davies	Jane Steidl	Doris Barr	Amber Thome	Mary Vesperman
Brenda Myers	Patricia Rougeot	Daune DeVries	Sandra Toval	Michele Stone
Cindy Nelson	Betty Stencil	Stephanie Warren	Yekaterina Virshki	Milena Horan Klemens
Linda Robinson	Julie Gabris	Shirley Zachman	Mary Fischer	Jan Chambers
Elisa Baldock	Connie Plaumann	Sandy Deibert	Melanie Carlsen	

1ST QUARTER ON-TARGET STARS JUNE 16, 2026–SEPT 15, 2026

<u>Name</u>	<u>Current</u>	<u>Sapphire</u>	<u>Ruby</u>	<u>Diamond</u>	<u>Emerald</u>	<u>Pearl</u>
Beth Davies	\$492.20	\$1,307.80	\$1,907.80	\$2,507.80	\$3,107.80	\$4,307.80
Brenda Anderson	\$447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
Cindy Nelson	\$435.20	\$1,364.80	\$1,964.80	\$2,564.80	\$3,164.80	\$4,364.80
Linda Robinson	\$363.20	\$1,436.80	\$2,036.80	\$2,636.80	\$3,236.80	\$4,436.80
Jane Steidl	\$349.60	\$1,450.40	\$2,050.40	\$2,650.40	\$3,250.40	\$4,450.40
Patricia Rougeot	\$304.20	\$1,495.80	\$2,095.80	\$2,695.80	\$3,295.80	\$4,495.80
Betty Stencil	\$302.00	\$1,498.00	\$2,098.00	\$2,698.00	\$3,298.00	\$4,498.00
Julie Gabris	\$301.80	\$1,498.20	\$2,098.20	\$2,698.20	\$3,298.20	\$4,498.20
Connie Plaumann	\$300.80	\$1,499.20	\$2,099.20	\$2,699.20	\$3,299.20	\$4,499.20
Brenda Myers	\$287.80	\$1,512.20	\$2,112.20	\$2,712.20	\$3,312.20	\$4,512.20
Florence Honang	\$283.00	\$1,517.00	\$2,117.00	\$2,717.00	\$3,317.00	\$4,517.00
Cheryl Kok	\$271.60	\$1,528.40	\$2,128.40	\$2,728.40	\$3,328.40	\$4,528.40
Lisa Van Roy	\$257.00	\$1,543.00	\$2,143.00	\$2,743.00	\$3,343.00	\$4,543.00

3rd Quarter Stars

Sapphire Star
Brenda Anderson



Sapphire Star
Michele Stone



Sapphire Star
Corrina Warwick



SEMINAR 2026 YEAR END TOTALS

COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$22,333.00
2	Corrina Warwick	\$15,460.00
3	Michele Stone	\$15,033.00
4	Beth Davies	\$7,877.00
5	Angela Haynes	\$6,407.00

COURT OF SHARING

Based on Qualified Team Members



1	Michele Stone	1 Qualified
2		
3		
4		
5		

RETAIL SALES

Sales based on Weekly Accom Sheets

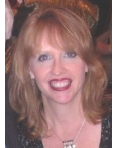


1	Corrina Warwick	\$19,263
2	Brenda Anderson	\$19,192
3	Beth Davies	\$2,886
4		
5		

CLIMBING THE LADDER OF SUCCESS

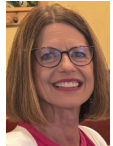
SENIOR CONSULTANTS

Beth A. Davies



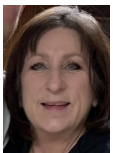
Michelle Harrington
Teresa G. Fisher

Daune R. DeVries



Jennifer Illies
Teresa Ploch
Cheryl Kok

Debra K. Finley



Christina Blanchard
Brenda M. Schultz
Dorian Loberg Beck
Terra K. Wachs
Dawn M. Endries
Tracy Fonte
Brittany Bartlein
Mary L. Pekarske
Mary T. Mertens
Laura J. Roethle
Mary Schock

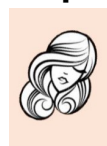
SENIOR CON'T

Brenda L. Myers



Brenda L. Anderson

Stephanie R. Warren



Alison G. Williams
Lori D. Windham

Corrina A. Warwick



Betty A. Stencil
Debi L. Alheim
Deborah Conway
Pamela J. Sheldon
Nikki Eddy

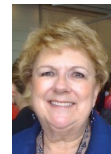
Mary Ann Zielinski



Sandy Deibert
Kathleen Weier

STAR TEAM BUILDER

Cathy Carlsen



Elisa Baldock
Terri A. Skaggs
Florence Honang
Maria A. Martinez
Melanie Carlsen

TEAM LEADER

Michele M. Stone



Doris E. Barr
Judi Davidson
Veronica B. Marks
Yekaterina I. Virshki
Stephanie R. Warren
Catherine Cashin
Madi Emsoff
Phyllis O. Raffanti
Carol M. Rossko
Silvia F. Venancio
Carolyn Wheeler
Patricia R. Miller
Kathleen S. Gauntt
Carol K. McDermott
Julie R. Flores

MONTHLY RECOGNITION

\$300+ WEEKS



Corrina Warwick
\$510, 384, 378, 311

FACES



Corrina Warwick
\$142, 128

ON-THE-GO



Corrina Warwick
\$210, 110

MYSHOP



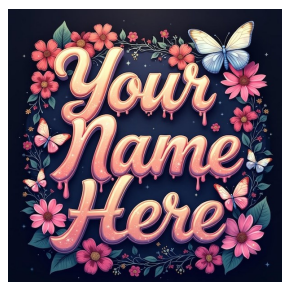
Brenda Anderson
\$220, 182, 44, 30, 22, 22,
22, 22, 17

PCP, REORDERS, MISC SALES



Corrina Warwick
\$242, 168, 146, 128, 126, 112, 71

INTERVIEWS HELD



WELCOME NEW CONSULTANTS



TEAM BUILDING LOVE CHECKS

Stephanie Warren	4%	\$145.14
Cathy Carlsen	4%	\$34.70
Brenda Myers	4%	\$30.78
Brenda Anderson	4%	\$17.41
Corrina Warwick	4%	\$12.08
Daune DeVries	4%	\$10.86
Mary Ann Zielinski	4%	\$9.64

AUGUST CELEBRATIONS



<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>
Florence Honang	12	Trisha Niesen	14
Phyllis Raffanti	12	Jennifer Illies	19
Karen Taylor	12	Sandra Toval	20
Merodee Buechner	13	Terri Skaggs	25

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Emily Jackson	42	Phyllis Raffanti	19
Michele Stone	36	Maria Martinez	14
Stephanie Warren	34	Monica Crayton	11
Karen Taylor	26	Sandra Toval	9
Silvia Venancio	20	Brianne Travis	2



Challenge Alert!

JANUARY 1 - JUNE 30

When your sales support your \$600 wholesale order for:

4 months receive

STANDING RECOGNITION AT SEMINAR 2026!

5 months receive

STANDING RECOGNITION PLUS A SASH!

RISE + RADIATE

6 months receive

ON-STAGE RECOGNITION PLUS A SASH AND A MK QUILTED CROSSBODY

RISE + RADIATE

Congratulations

Brenda Anderson 6 Months

Corrina Warwick 4 Months



True to Me Challenge Winners

Name	Total Foundations Sold
Corrina Warwick	18
Debra Finley	16

Important Upcoming Dates

July

2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6 Happy New Year Meeting! 6:30-7:30pm 921 841 0583 pass: bebold	7	8	9	10	11
12	13 Masking Tips! 6-7:30pm Reach Out Lodi Doors open @ 5:30	14	15	16	17	18
19	20 Year End Awards Night Beth's House 5:30pm 6pm Dinner	21	22	23	24	25
26	27 5 Days of GR8R Confidence 6:30-7:30pm 921 841 0583 pass: bebold	28	29	30	31	

Save the Date: Sept 19 9-12 Quarterly

★ MAKEOVER & ★ GLAMOUR EVENT



FEATURED GUEST

Executive Senior Sales Director
Kathleen Koclanes
from Madison, WI

3
EVENTS!

Thursday, August 6, 2026
6:00 PM – 7:30 PM

Join us for an evening of beauty, fun, and learning!

Makeovers & Glamour Tips
Prizes & Giveaways
Lots of Girl-Time Fun
Relax, Connect, and Shine

Don't miss this fabulous event!

2909 Michelle Dr
Sherman, TX 75092

CONSULTANT TRAINING

Friday, Aug 7, 2026
9:00 AM – 11:00 AM



IHOP, 2617 N US Highway 75, Sherman TX 75090
Cost – purchase own breakfast

Learn how to take your business to the next level!

TACO Marketing

Friday, Aug 7, 2026
6:30 PM – 8:00 PM

Come enjoy some
Mary Kay TACOS!

Learn about the 8
Ingredients of
delicious tacos and
the taste of success!



13610 Midway Rd
Suite 225
Dallas, TX 75244

BE AN **ALL-STAR!**

Earn rewards with the
All-Star Star Consultant Program.
June 16, 2026 – June 15, 2027

What does it take to be an *All-Star*?

In a word, consistency. Consistently booking and holding parties. Consistently treating your customers with Golden Rule customer service. Consistently tracking your goals and working your plan. Your commitment to consistent Star Consultant status for the 2026–2027 Seminar year can help you earn one of these stunning rewards from the *All-Star* Collection. Don't forget, you must attend Seminar 2027 to receive your reward!

EMERALD

\$14,400 – \$19,199
Aimee Kestenberg
Wallet Crossbody



SAPPHIRE

\$7,200 – \$9,599
Coach
Huggie Earrings



Enlarged image

PEARL

\$19,200+
Aimee Kestenberg
Convertible Shoulder Bag



RUBY

\$9,600 – \$11,999
Aimee Kestenberg
Card Holder



DIAMOND

\$12,000 – \$14,399
Coach
Wristlet



Go to Mary Kay InTouch® for complete program rules and reward details.

MARY KAY

New Independent Beauty Consultants are eligible to participate according to the revised guidelines as provided on the Mary Kay InTouch® website. All third-party trademarks, registered trademarks and service marks are the property of their respective owners.

If a reward becomes unavailable due to high demand and we're unable to restock the exact item, we'll provide a similar alternative.

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POINTS TO PARADISE

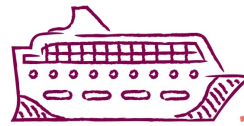
INDEPENDENT BEAUTY CONSULTANT CHALLENGE

MAY 1 – OCT. 31, 2026

All aboard, Beauty Consultants! **The Points to Paradise Independent Beauty Consultant Challenge** is your chance to turn ambition into adventure. Stay consistent, stay committed, and you could earn extraordinary rewards — from chic designer accessories to a **Royal Caribbean cruise voucher**.

Don't wait! The sooner you start, the sooner you can chart your course to success.

Ready to set sail? Discover the full challenge details on Mary Kay InTouch®.



MARY KAY

MARY KAY
SEMINAR
2026

Fort Worth, Texas

REGISTRATION EXTENDED!!

Exciting news! For the first time ever, Seminar **registration will remain open throughout Seminar 2026!** Extra time for registration means we can welcome even more independent sales force members to an unforgettable experience in Fort Worth, Texas!

To ensure seating with your unit, registration must be completed by July 26 at 11:59 p.m. CT. Registrations received after July 26 at 11:59 p.m. CT will be assigned the next available seat.

Save the Date!
**QUARTERLY
WORKSHOP**

& HOLIDAY SELLING
WORKSHOP

REGISTER:



DETAILS



PARDEEVILLE



SEPT 26TH

9-12 PM

\$10 by 7/31

\$15 thru Aug 31st

\$20 Sept 1st - event

People love to be around enthusiastic people. The word enthusiasm comes from the Greek words en and theos or "God within." How do you get it? Sometimes you don't feel enthusiastic when you wake up in the morning, but if you act enthusiastic you'll become enthusiastic. I don't understand it, but it works! A favorite phrase of mine is, "Fake it until you make it!" Act enthusiastic and it will happen! If God is within you, you can't help but be enthusiastic about life and all of its possibilities.



Kathleen Koclanes

Ind. Future Executive Senior Sales Director

Kathleen's Super Star Unit

5005 Maher Ave

Madison, WI 53716

Phone: (608) 772-0847

kkocl@pm.me

<http://kathleenkoclanes.com>

Return Service Requested