



KATHLEEN'S SUPER STARS NEWSLETTER



August Newsletter—July Recognition

CONSULTANT 2025-26 COURT OF WHOLESALE TOP 10



Brenda Anderson
QUEEN



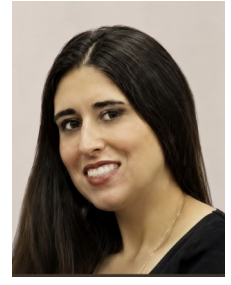
Corrina Warwick
#2



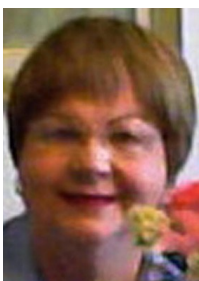
Michele Stone
#3



Beth Davies
#4



Angela Haynes
#5



Mary Ann Zielinski
#6



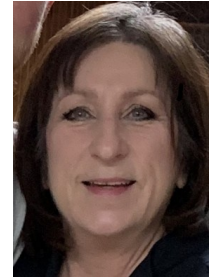
Brenda Myers
#7



Linda Robinson
#8



Lori Windham
#9



Debra Finley
#10

CONSULTANT RISE & RADIATE



All 6
months!!

Brenda
Anderson



5 months!!

Corrina
Warwick



2 months!!

Michele Stone

Beth Davies

Angela Haynes

Consultants R

#1 Brenda An

2025-26 SEMINAR YEAR-END RECOGNITION DIRECTOR'S CORNER

UNIT GROWTH



#1 Alison Williams
30% increase



#2 Darla Lewis
20 % increase

STATE RANK



Beth Gallagher Unit
14

NATIONAL AREA

VIP ROUNDUP



Beth Gallagher

NATIONAL COURT OF SALES



#1 Alison Williams
\$64,829



#2 Beth Gallagher
\$50,974

TRUE FOUNDATION SELLING CHALLENGE



#1 Beth Gallagher
265



#2 Alison Williams
99

REWARD ROUNDUP



Darla Lewis



Beth Gallagher

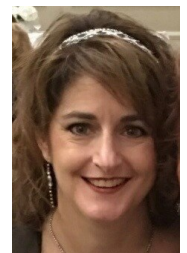


Alison Williams

SKIN CARE PRODUCT PROMOTION



#1 Beth Gallagher
242



#2 Alison Williams
170

Preferred Customer Program

Registration for Fall/Holiday PCP open

DEADLINE IS AUGUST 17TH!!

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
\$17,543.00

#1 UNIT SHARING



Alison Williams Unit
1 New

PRIOR MONTH

#1 UNIT WHOLESALE



Beth Gallagher Unit
\$8,820.30

#1 UNIT SHARING



Alison Williams Unit
1 New

#1 PERSONAL WHOLESALE



Alison Williams
\$2,745.00

#1 PERSONAL SHARING



Alison Williams
1 New

LOOK WHO INVESTED LAST MONTH!

Brenda Anderson	Debra Finley	Patricia Berry
Corrina Warwick	Trisha Niesen	Drea Reichwein
Melissa Claudio	Brenda Myers	Julie Johnson
Lori Windham	Marianne Lippold	Lisa Van Roy
Emily Jackson	Jan Chambers	Mary Ann Zielinski
Amy Bergholz	Fayth Block	Shirley Zachman
Sherry Soehnlein	Cathy Carlsen	Dana Sackett

1ST QUARTER ON-TARGET STARS

JUNE 16, 2026—SEPT 15, 2026

Name	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Brenda Anderson	\$817.00	\$983.00	\$1,583.00	\$2,183.00	\$2,783.00	\$3,983.00
Corrina Warwick	\$779.50	\$1,020.50	\$1,620.50	\$2,220.50	\$2,820.50	\$4,020.50
Beth Davies	\$492.20	\$1,307.80	\$1,907.80	\$2,507.80	\$3,107.80	\$4,307.80
Shirley Zachman	\$473.00	\$1,327.00	\$1,927.00	\$2,527.00	\$3,127.00	\$4,327.00
Brenda Myers	\$468.80	\$1,331.20	\$1,931.20	\$2,531.20	\$3,131.20	\$4,331.20
Flo Welk	\$456.30	\$1,343.70	\$1,943.70	\$2,543.70	\$3,143.70	\$4,343.70
Cindy Nelson	\$435.20	\$1,364.80	\$1,964.80	\$2,564.80	\$3,164.80	\$4,364.80
Melissa Claudio	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
Lori Windham	\$374.00	\$1,426.00	\$2,026.00	\$2,626.00	\$3,226.00	\$4,426.00
Linda Robinson	\$363.20	\$1,436.80	\$2,036.80	\$2,636.80	\$3,236.80	\$4,436.80
Emily Jackson	\$359.00	\$1,441.00	\$2,041.00	\$2,641.00	\$3,241.00	\$4,441.00
Jane Steidl	\$349.60	\$1,450.40	\$2,050.40	\$2,650.40	\$3,250.40	\$4,450.40
Jan Chambers	\$345.40	\$1,454.60	\$2,054.60	\$2,654.60	\$3,254.60	\$4,454.60
Amy Bergholz	\$334.00	\$1,466.00	\$2,066.00	\$2,666.00	\$3,266.00	\$4,466.00
Sherry Soehnlein	\$319.00	\$1,481.00	\$2,081.00	\$2,681.00	\$3,281.00	\$4,481.00
Patricia Berry	\$305.00	\$1,495.00	\$2,095.00	\$2,695.00	\$3,295.00	\$4,495.00
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

SEMINAR 2026 -2027

COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$1,320.00
2	Corrina Warwick	\$1,299.00
3	Melissa Claudio	\$862.00
4	Lori Windham	\$748.00
5	Emily Jackson	\$718.00

COURT OF SHARING

Based on Qualified Team Members



1
2
3
4
5

RETAIL SALES

Sales based on Weekly Accom Sheets



1	Corinna Warwick	\$1831.00
2	Brenda Anderson	\$874.00
3	Beth Davies	\$130.00
4		
5		

CLIMBING THE LADDER OF SUCCESS

SENIOR CONSULTANTS

Brenda L. Anderson



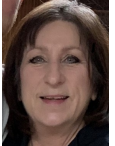
Cindy Nelson

Beth A. Davies



Michelle Harrington
Teresa G. Fisher

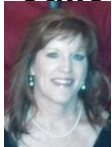
Debra K. Finley



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

SENIOR CON'T

Julie M. Johnson



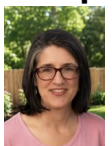
Trisha A. Niesen
Merodee Buechner

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

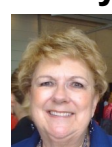
Mary Ann Zielinski



Sandy Deibert
Kathleen Weier

STAR TEAM BUILDER

Cathy Carlsen



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

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

MONTHLY RECOGNITION

\$300+ WEEKS



Brenda Anderson
\$874
Corrina Warwick
\$708, 343, 300

FACES



Corrina Warwick
\$640, 230

ON-THE-GO



Beth Davies
\$56, 20

MYSHOP



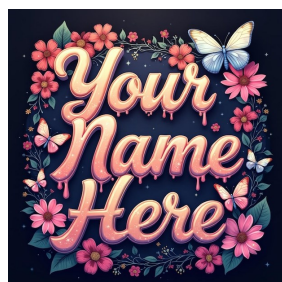
Corrina Warwick
\$148, 98, 96

PCP, REORDERS, MISC SALES



Corrina Warwick
\$280, 104, 58, 54, 54, 42, 26
Brenda Anderson
\$256, 248, 116, 102, 100, 52
Beth Davies
\$54

INTERVIEWS HELD



WELCOME NEW CONSULTANTS



TEAM BUILDING LOVE CHECKS

Stephanie Warren	4%	\$124.76
Brenda Myers	4%	\$26.40
Julie Johnson	4%	\$9.00

SEPTEMBER CELEBRATIONS



<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>
Amber Thome	1	Linda Robinson	20	Emily Jackson	25
Brenda Myers	12	Pamela Sheldon	21	Annette Monthey	28
Julie Gabris	14	Veronica Marks	23	Marianne Lippold	30
Melissa Claudio	17	Stephanie Warren	23	Janice Watzke	30
Doris Barr	19	Rebecca Gramer	25		

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Mary Ann Zielinski	36	Amy Bergholz	28
Brenda Peterson	35	Kathryn Bohn	18
Kathleen Weier	31	Nikki Eddy	1
Amber Thome	28		



POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE



Name	Total Points	Name	Total Points
Stephanie Warren	15092	Flo Welk	1467
Brenda Myers	6347	Lori Windham	1412
Brenda Anderson	5851	Mary Ann Zielinski	1398
Corrina Warwick	4683	Daune DeVries	1385
Cathy Carlsen	3782	Linda Robinson	1342
Beth Davies	3321	Spring Fleming	1310
Debra Finley	1949	Patricia Rougeot	1112
Elisa Baldock	1842	Sherry Soehnlein	1084
Emily Jackson	1484	Sara Grimes	1066
Shirley Zachman	1470		

Important Upcoming Dates

 08 AUGUST 2026 						
SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3 Masking Mania 6-7:30pm Reach Out Lodi Doors open @ 5:30	4	5	6	7 SEMINAR	8 SEMINAR
9 SEMINAR	10 SEMINAR No Meeting	11 SEMINAR	12	13	14	15
16	17 Masking Mania 5-7 pm 104 West Cook St Portage RSVP to Beth LAST DAY TO ENROLL PCP	18 Brenda Eng-Rankin's Customer Star Awards 6:00 pm Appleton	19	20	21	22
23	24 Journey to GR8R Heights Zoom 6:30-7:30pm 921 841 0583 pass: bebold & YouTube	25	26	27	28	29
30	31 Fall/Holiday Product Preview! 7:30pm Beth's House only!					

Save the Date: Sept 26 9-12 Quarterly

Save the Date!
**QUARTERLY
WORKSHOP**

& HOLIDAY SELLING
WORKSHOP

REGISTER:



DETAILS



PARDEEVILE



SEPT 26TH

9-12 PM

\$10 by 7/31

\$15 thru Aug 31st

\$20 Sept 1st - event

SEMINAR 2027

✦ TOGETHER, WE SPARKLE ✦

July 1, 2026 - June 30, 2027

QUEEN'S COURT OF SALES

\$45k Personal Retail Production



\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000
\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000
\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000
\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000
\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000	\$1000

QUEEN'S COURT OF SHARING

24 Qualified Personal
Team Members



SEMINAR 2027

✦ TOGETHER, WE SPARKLE ✦

GOALS

I WILL BE A...

_____ by August 1st
_____ by September 1st
_____ by October 1st
_____ by November 1st
_____ by December 1st
_____ by January 1st - *Leadership Conference*
_____ by March 1st - *Career Conference*
_____ by July 1st - *Seminar 2027*

OTHER GOALS:

Number of Monthly Selling Appt: _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16-Sept. 15: \$ _____

Sept. 16-Dec. 15: \$ _____

Dec. 16-Mar. 15: \$ _____

Mar. 16- June 15: \$ _____

Monthly Team Building Appts: _____

of New Team Members per month: _____

Medal Goal (Gold=5, Silver=4, Bronze=3): _____

PCP Customers Enrolled Each Qtr: _____

of Quarters as a Star Consultant _____

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Elite Team Leader	8+
DIQ	8+ Active Team Members by the 1st of the month to submit
Director	Build to 24 unit members w/ \$13,500 Unit Production in 1-3 months

**A consultant is considered active in the month she places a \$225 w/s order, and the following 2 months.*

QUEEN'S COURT OF SALES



\$45,000 Retail Production
07/01/26-06/30/27

QUEEN'S COURT OF SHARING

**Add 24 Great Start Qualified*
Personal Team Members**



**A Great Start-qualified team member is one who has \$600 or more in wholesale Section 1 products within their Great Start time frame.*

Alice in Wonderland 100 Day Dash

We are starting off strong in the New Seminar year, and we're running to beat our best year ever! When we complete the following as a team by December 31st, we will draw for **\$300 CASH** (\$100 for each category)! Get your name entered for every Face and Share that PLUS 5 entries for every new Team Member!!

100 Faces
100 Shares
100 NEW

Diamonds and Super Stars



Fall-iday = 2026 = BUZZ KITS

Products are top secret until **September**,
but you can earn them all in **August!**

Earn **NEW** Fall-iday Products
shipped to you **FREE** based on
your August wholesale.
(cumulative orders August 1-31, 2026)



LAST DAY TO EARN:
AUGUST 31



BUZZ KITS MAIL OUT
SEPT 3, 2026

EARLY ORDERING OPENS SEPT 10
FOR STARS AND PCP CONSULTANTS



Fall-iday

BUZZ KIT LEVELS

♥ CHOOSE YOUR LEVEL. PLAN YOUR WORK. WORK YOUR PLAN. ♥



QUEEN

\$100+ VALUE

\$2,000 August Wholesale

- ♥ 5 NEW Fall-iday Products
- ♥ 1 Section 2 Holiday Surprise
- ♥ Multiple Samples of the NEW products
- ♥ NEW Fall-iday Catalog



PRINCESS

\$70 VALUE

\$1,000 August Wholesale

- ♥ 3 NEW Fall-iday Products
- ♥ 1 Section 2 Holiday Surprise
- ♥ Multiple Samples of the NEW products
- ♥ NEW Fall-iday Catalog



UNIT ACHIEVER

\$700 August Wholesale

- ♥ 2 NEW Fall-iday Products
- ♥ 1 Section 2 Holiday Surprise
- ♥ Multiple Samples of the NEW products
- ♥ NEW Fall-iday Catalog



STAR PREVIEW

\$600 August Wholesale

- ♥ 1 NEW Fall-iday Product
- ♥ Multiple Samples of the NEW products
- ♥ NEW Fall-iday Catalog



SNEAK PEEK

\$350 August Wholesale

- ♥ Multiple Samples of the NEW products
- ♥ NEW Fall-iday Catalog



FIRST LOOK

\$225 August Wholesale

- ♥ NEW Fall-iday Catalog with one sample enclosed



Over the years, our Company has witnessed dramatic changes in everything from products to packaging. Like the fashion industry, cosmetics is a field that has no room for the meek and mild-mannered who shy away from change. Just as our Company has a constant drive to keep evolving, so must you as an individual. You can either go forward or backward (this year, this month, this day) but you can't stand still!
(Mary Kay: You Can Have It All 1997 Calendar)



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