



KATHLEEN'S SUPER STARS NEWSLETTER



If it is to be it is up to me!

November 2021 Unit Newsletter



Queen of Wholesale
Corrina
Warwick



Sharing Queen
Beth
Davies



YTD Sharing Queen
Brenda
Anderson



YTD Retail Queen
Brenda
Anderson

Congratulations to our Powered By Pink Achievers



Corrina Warwick



Brenda Anderson



**When you're
Powered by Pink, all
your dreams come true!**





From the Director's Chair

Dear Super Star,

Our Fall Beauty School has been so fun & informative!! We rescheduled the Brush How To's from Halloween to this past Sunday. This Sunday the 14th is *Eyes* & Next Sunday the 21st is on *Cheeks & Contouring* If you haven't checked it

out yet, please join us!

The Happy Fall Giveaway contest flyer for the Ted Baker Crossbody, Wallet, and CASH was printed incorrectly & actually runs through the end of this month *NOVEMBER* so continue getting your names in for facials & interviews.

Thank you to all who continue to put in their weekly summaries as that is how you earn your prizes & recognition from me & the company :-). Also, CONGRATULATIONS to Deb Finley for winning the \$100 day drawing!!

We're off to the races this month. The holiday season is in full swing, and with our new products, fragrance sets, and the NEW interactive customer Mary Kay app. We are in a COMPANY-wide challenge & the goal of the challenge is to get 100,000 customers to download the app and register with their Independent Beauty Consultants during the challenge time frame, Oct. 19 through Nov. 19, 2021, at 11:59 p.m. CT. Call me & I can go through it with you OR visit your Mary Kay Intouch news feed for all the information. Everyone is looking for those special gifts, and since ours have a satisfaction guarantee, they're easy to buy with confidence. I hope you've taken the time to touch base with your customers, order products, and be ready to make this Pink Weekend your best yet.

Sharing our career opportunity in November is a really natural progression. This month we focus on giving thanks and being grateful. If you're anything like me, my Mary Kay career is one of the things I'm most grateful for in my life. I love the opportunities it has opened up, the women I've met, and the amazing lifestyle I've been able to achieve. Each day I look forward to making calls, making a difference, and brightening someone's day. I know why Thanksgiving was Mary Kay Ash's favorite holiday and such a special focus for her. So I encourage you to take that extra step, reach out, and share the opportunity with at least 2 fantastic women this month. PLUS Not only can you both get all kinds of fun extra bonuses right now, but it's also just a great time to start a Mary Kay Career.

I encourage you to really focus on the spirit of Thanksgiving this month. We have the daily opportunity to take steps towards making our life whatever we want it to be. Each day is a chance to make this our best day ever. Isn't it wonderful to think that some of our most amazing days haven't happened yet? There are new customers and team members waiting to meet us and make their lives better? We usually find what we're looking for and focused on, so let's eagerly await joy, success, and amazing experiences every day. Look for those customers who need to hear how beautiful they are, inside and out. Our mission statement is to enrich women's lives- let's brighten the day of each woman we come across in November.

Love and Belief, Kathleen



Important Dates:

- **November 19, 20, 21** : Kathleen Gone
- **November 30**: Last day of the month for consultants to place online orders. Online agreements are accepted until midnight. Last business day of the month.
- **December 1**: Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **December 10**: Human Rights Day
- **December 15**: End of the Quarter 2 Star Consultant contest.
- **December 16**: Quarter 3 Star contest begins. PCP spring online enrollment begins for The Look.
- **December 21**: First day of winter.
- **December 23**: Company holiday. All company offices are closed.
- **December 24**: Christmas Eve! Company holiday. All company offices are closed.
- **December 25**: Merry Christmas! Postal holiday.
- **December 30**: Last day of the month for consultants to place telephone orders
- **December 31**: New Year's Eve! Last day of the month for consultants to place online orders. Online agreements are accepted until midnight. Last business day of the month.

WE'RE POWERED BY PINK!

Our Top 5 Wholesale for October

				
Corrina Warwick	Brenda Anderson	Vickie Puzach	Melissa Claudio	Cindy Hanson

Thank You Consultants Who Invested in Their Businesses in October

Corrina Warwick	\$802.50
Brenda Anderson	\$733.00
Vickie Puzach	\$429.75
Melissa Claudio	\$415.50
Cindy Hanson	\$368.50
Marilyn Pientka	\$361.00
Cynthia Radtke	\$339.50
Sara Grimes	\$332.00
Danette Hicks	\$331.00
Susan Dos Reis	\$322.50
Daune DeVries	\$301.00
Cathy Carlsen	\$293.00
Jan Chambers	\$274.50
Wendy Miller	\$270.00
Lori Windham	\$252.50
Patricia Rougeot	\$252.00
Michelle Berndt	\$251.00
Nancy Bartlett	\$250.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/21

Star Achieved	Name	WS Needed for Next Star
	Brenda Anderson	\$77.50
	Corrina Warwick	\$648.50
	Patricia Rougeot	\$1,128.00
	Michelle Berndt	\$1,225.50
	Michelle Slawny	\$1,247.50
	Daune DeVries	\$1,264.00
	Nancy Bartlett	\$1,323.00
	Mary Goers	\$1,366.50
	Vickie Puzach	\$1,370.25
	Melissa Claudio	\$1,384.50
	Florence Honang	\$1,391.50
	Cindy Hanson	\$1,431.50
	Marilyn Pientka	\$1,439.00
	Cynthia Radtke	\$1,460.50
	Lori Windham	\$1,467.50
	Sara Grimes	\$1,468.00
	Danette Hicks	\$1,469.00
	Susan Dos Reis	\$1,477.50
	Melanie Carlsen	\$1,491.50
	Cathy Carlsen	\$1,507.00
	Bonnie Carstens	\$1,518.00
	Linda Robinson	\$1,522.00
	Jan Chambers	\$1,525.50
	Wendy Miller	\$1,530.00
	Loretta Ziegler	\$1,530.25

POWERED BY
pink
MARY KAY

November Prize

This showstopping pink baguette necklace can turn any look from great to spectacular.





**YOU CAN DO IT! BE IN
THE QUEEN'S COURT
OF SHARING THIS YEAR!**



Cathy Carlsen
Star Team Builder



Annette Monthey
Senior Consultant



Brenda Myers
Senior Consultant



Daune DeVries
Senior Consultant



Debra Finley
Senior Consultant



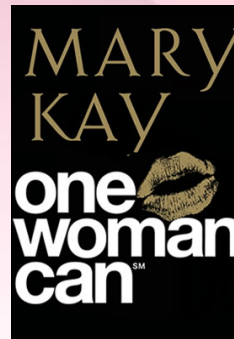
Mary McLaughlin
Senior Consultant



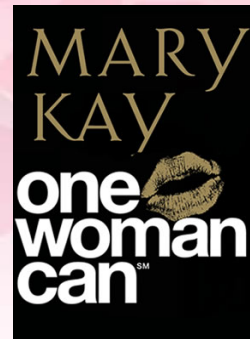
Nancy Bartlett
Senior Consultant



Sandra Toval
Senior Consultant



**This Could
Be You**



**This Could
Be You**

Our Unit At A Glance

Star Team Builders

Cathy Carlsen

Senior Consultants

Annette Monthey*
Brenda Myers*
Daune DeVries
Debra Finley
Mary McLaughlin*
Nancy Bartlett
Sandra Toval*

Consultants

Alicia Toval*
Amanda Martell
Amber Thome*
Amy Bergholz
Amy Koclanes*
Angela Emmons*
Angela McLaughlin
Beth Davies
Beth Gawel*
Bonnie Carstens
Brenda Anderson
Brenda Peterson
Cheryl Kok
Cindy Hanson
Cindy Nelson*
Connie Plaumann*
Connie Radel*

Corrina Warwick
Cynthia Radtke
Dana Sackett*
Danette Hicks
Dawn Endries*
Donna Cooper
Donna DeHaven*
Dorian Loberg Beck
Drea Reichwein*
Elisa Baldock*
Emily Jackson
Fayth Block*
Felicia Burks*
Flo Welk*
Florence Honang
Gina Ripp*
Gloria Liska*
Jan Chambers
Janice Watzke*
Jennifer Graczyk*
Jennifer Gutkowski
Jennifer Heath*
Judy Cloud-Calloway*
Julie Gabris*
Julie Johnson
Karen Taylor*
Kassy Solis*
Kathryn Biadasz*
Kay Retzleff*
Kay Tinguely*

Laura Erickson*
Linda Park
Linda Robinson
Linda Wapneski*
Lisa Van Roy*
Loretta Ziegler
Lori Windham
Malissa Turner*
Maria Garcia*
Marianne Lippold*
Marilyn Pientka
Martha Brunner*
Mary Ann Zielinski
Mary Goers
Mary Vesperman
Melanie Carlsen
Melissa Claudio
Michelle Berndt
Michelle Jirousek*
Michelle Slawny
Monica Crayton
Pamela Santoro
Pat Petrowiak*
Patricia Berry
Patricia Rougeot
Patti Mezel*
Rebecca Gramer
Sandy Deibert*
Sara Grimes
Shannon Howery*

Sherry Soehnlein*
Spring Fleming*
Susan Dos Reis
Susan Draeger
Tammy Collins*
Teresa Fisher*
Teresa Ploch
Terri Skaggs
Terry Arndt*
Vickie Puzach
Wendy Miller
Wendy Zweifel
Zeneisha Price*

♥ Welcome New Consultants

Linda Park

Sponsored By:

Beth Davies

♥ Team Commissions

4% Commission Level

Debra Finley	\$18.56
Cathy Carlsen	\$14.60
Sandra Toval	\$13.24
Nancy Bartlett	\$9.26
Daune DeVries	\$9.14
Monica Crayton	\$3.40

♥ Look Who Shared in October

Beth Davies

1

♥ Winter 2021 Program PCP Participants

Nancy Bartlett
Monica Crayton
Daune DeVries
Debra Finley
Cynthia Radtke
Drea Reichwein
Mary Ann Zielinski
Dorian Loberg Beck
Brenda Myers
Patricia Rougeot
Corrina Warwick
Beth Davies
Brenda Anderson

December Birthdays

Linda Wapneski	5
Dana Sackett	6
Mary Vesperman	8
Tammy DeBruin	9
Dorian Loberg Beck	10
Kay Retzleff	13
Zeneisha Price	17
Rosemary Thomson	22
Amy Bergholz	31

December Anniversaries

Jan Chambers	41
Jennifer Heath	27
Melissa Boyd	25
Michelle Slawny	21
Judy Cloud-Calloway	20
Julie Johnson	18
Mumtaz Hashi	3
Jennifer Graczyk	1
Tammy DeBruin	1

November Star Consultant Program Double Team-Building Credit

In November, you can double the program credits for each qualified new personal team member! Get 1,200 credits for each qualified new personal team member – NO LIMIT! This *new* credit aligns beautifully with the November Power Up Your Sharing Challenge, our 2022 Unit-Building Challenge, and the October Initial Order. Let's make the most of November!





PINK HAS BECOME A SYMBOL OF POWER, PASSION & PURPOSE. WHEN YOU'RE POWERED BY PINK, IT MEANS YOU'RE LIVING YOUR LIFE AND WORKING YOUR BUSINESS THE MARY KAY WAY.



**PINK IS BEAUTIFUL.
PINK IS CONFIDENT.
PINK IS CONNECTED.**

**Our Top 5
YTD
Personal
Retail Court
According
to MK
Orders**



Brenda
Anderson



Corrina
Warwick



Patricia
Rougeot



Debra
Finley



Nancy
Bartlett

♥ Year to Date Retail Court

1 Brenda Anderson	\$12,399.20
2 Corrina Warwick	\$6,719.00
3 Patricia Rougeot	\$4,463.00
4 Debra Finley	\$3,911.00
5 Nancy Bartlett	\$2,336.00
6 Michelle Berndt	\$2,258.00
7 Michelle Slawny	\$2,210.00
8 Daune DeVries	\$2,164.00
9 Cynthia Radtke	\$1,857.00
10 Mary Goers	\$1,734.00
11 Cindy Nelson	\$1,616.50
12 Lori Windham	\$1,438.00
13 Cathy Carlsen	\$1,429.00
14 Florence Honang	\$1,363.00
15 Julie Gabris	\$1,244.00
16 Amanda Martell	\$1,242.00
17 Melanie Carlsen	\$1,234.00
18 Julie Johnson	\$1,221.00
19 Beth Davies	\$1,215.00
20 Mary Ann Zielinski	\$1,210.00

♥ Year to Date Sharing Court



**Brenda
Anderson**
1 Qualified
\$38.82

Sharing the opportunity can take you where you want to go! Be in the Queen's Court of Sharing with 24 new qualified personal team members this year!



**Make plans to be On Stage at
Seminar 2022!!**

MAKE YOUR SEMINAR DREAMS COME TRUE THIS YEAR!

Bonus Bucks

2021 Earn Your MK Bucks Program

Build, Earn, Save & Redeem!!



Earn MK Bucks with qualifying Wholesale orders

\$300 wholesale = 1 MK Buck

\$600 wholesale = 2 MK Bucks

\$900 = 3 MK Bucks

\$1,000 = 5 MK Bucks

!!Earn an additional MK Buck for ever \$100 wholesale order over \$1,000!!

Example: a \$1,733 wholesale order = 's 17 Bucks

Team Building Bucks

Every 3 New Marketing Shares = 1 MK Buck

Every New Active Recruit = 5 MK Bucks

Save & Redeem

MK Bucks can be redeemed for Gift Certificates in \$25 increments,

happy fall giveaway

AUGUST-OCTOBER 2021

CUSTOMER DRAWINGS:



Earn one entry
for having a facial.
(virtual or in person)

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



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



Earn ten entries for
becoming an
Independent Beauty
Consultant.

customer giveaways

5 DRAWINGS TOTAL

Ted Baker crossbody
Ted Baker wallet
\$200 cash
\$100 cash
\$100 cash



CONSULTANT DRAWINGS:

Consultants earn one
entry into the
drawings for each
personal customer entry.

EXAMPLE: Your customer has
14 entries into customer
drawing. You then have 14
entries into the drawings.

consultant giveaways

3 DRAWINGS TOTAL

Ted Baker crossbody
Ted Baker wallet
\$125 cash



NOTES FOR CONSULTANTS:

Please confirm with your
Director that your Unit is
participating.

All entries must be submitted
by November 5th.

<https://bit.ly/mandpfall>

Virtual facials count
for this drawing!

(customer must participate through
comments if it's a virtual Facebook party)

Contest dates:

August 1, 2021 - October 31, 2021

Dealing with NO!

**Confidence, perseverance,
and determination are the
keys to success.**

**All it takes is one “yes” to
change the course of your life.**

**Just because someone cannot see the
obvious talents you possess doesn’t
mean they’re not there.**

**Like Dr. Seuss says,
“Laugh often, dream big,
reach for the stars!”**

It might be necessary for a “no” to come at you, but always be ready to convert “no” into the workable alternatives that will lead you to “yes.” My “tendency toward tenacity” has paid off every time. Don’t be deterred on your own rocky road—even if one road on your journey does not work out (in my case it was singing), because another one will present itself. And those roads might be tough to go down, but that’s no excuse for sitting things out on the curb. When it comes to naysayers, please keep in mind the following:

1. “No” is rarely as final as it sounds. Find out why you’re getting the objection, and deal with the root of the issue. Listen to the concerns and take them into consideration when revisiting your idea/suggestion in question. Your intent should be to design an alternative and gain the respect and attention of people who realize you don’t work in a bubble, and take their reactions into serious consideration. It may take a few times, but you’ll be surprised about how much closer to “yes” you will get every time.
2. If the “no” is stubborn (in my case, becoming a pop star), find an equally suitable alternative as soon as you can. Never let the “no” get you stuck in a place you don’t want to be. Get going, even if it takes thirty-one times, or one hundred times. If you really want something, a “no” or two isn’t going to stop you, is it?
3. People sometimes say “no” because they are worried, afraid, tired, or too busy to deal; give them some time and go back in with information they will need to see that their worries, fears, exhaustion, and schedule have nothing to do with you or what you are asking for. Timing, after all, is everything.
4. Be nice. “No” is generally melted in a surprisingly easy manner when confronted with charm and understanding. And if that doesn’t work, the fact that you were nice about it will help you get the “yes” you want the next time around. Graciousness will take you far.
5. Never say “no” to yourself—you are the one person you can depend on to always say “yes”! You know the old saying: Get out of your own way. I would have been so justified, after thirty job interviews, to just forget it and change career ambitions to something a bit safer and easier, but if I turned my back on myself, what use would I be to anyone else anywhere else I went?
6. More often than not, naysayers are also non-doers, paralyzed by their own fears and hoping to keep you stuck too; so when hearing “no,” again consider the source. It will be easy to move on after that.

Holiday Open House

Now is the time for you to offer your customers a sneak peek at the exciting limited-edition products for the gift-giving season. You'll also want to make sure to have plenty of the regular-line products you know your customers already use and love, especially skin care. Combine this with the following suggestions from Director Anna Sempeles, a Holiday Open House pro. They'll help you get your holiday sales soaring!

- ⇒ **Get a guest list together.** Include everyone! Send your invitations now! Follow up with a phone call or e-mail reminder. Then give a small gift to the first 20 people who RSVP.
- ⇒ **Use candles, music, festive lighting, food, and pretty tablecloths.** Get creative! This event can establish you as a year-round gift source for your customers.
- ⇒ **Offer prewrapped gifts** that vary from \$8 to \$20 and a few priced from \$25 to \$75. This takes the guesswork out of shopping and appeals to those who want a gift that's ready to go.
- ⇒ **Have a table for stocking stuffers!** You could have several stockings laid out on a table with items already stuffed inside, like supplements, a Two-Minute Look, or any products under \$15.
- ⇒ **Create several looks to display in our compacts** with color products that have a special holiday look. Offer them as complete sets ready to grab and go.
- ⇒ **Build on the momentum with booking incentives.** Ask customers to book a class in December or January, and as a bonus, offer a small gift on the spot.
- ⇒ **Hold prize drawings.** Give away small product gifts throughout the Open House to keep things energetic and fun.
- ⇒ **Have a virtual makeover station** with a laptop set up where you can help customers create their own color looks.
- ⇒ **Don't forget the guys!** Consider displaying the MKMen Skin Care & Fragrance Set. Include our full-sized men's fragrances as another option!
- ⇒ **Consider showing fragrance set options.** This year it's easy with our holiday mini sets, our new scents: Blush & Velvet, and our regular line fragrances. This gives shoppers several price options.
- ⇒ **Foundation station.** Consider including a foundation station at your Open House. This year it's important to highlight our new Silky Setting Powders. Most women's shades change in winter, so the timing is great.

Updated from an article posted on Mary Kay Intouch in 2009.



BEAUTY WITH BENEFITS

Receive a **FREE*** limited-edition* rose quartz roller with the purchase of a qualifying serum.

When you purchase either the **TimeWise Replenishing Serum C+E™** or the **TimeWise Repair® Volu-Firm® Advanced Lifting Serum**, you will receive this elegant limited-edition* rose quartz roller for **FREE!*** Every day can feel like an ultimate spa day when you use this real rose quartz roller to massage in your favorite serum or facial oil.

TimeWise Repair® Volu-Firm® Advanced Lifting Serum, \$70

TimeWise Replenishing Serum C+E™, \$58



IT'S pHENOMINAL!

Oh-so-moisturizing, each shade of this intuitive lip balm transforms based on your unique chemistry for a hue that's all you.

Limited-Edition* Mary Kay® Intuitive pH Lip Balm in Berry and Pink, \$18 each



PRODUCT SPOTLIGHT

SAY EYE DEW!

If your eyes tend to get puffy or tired, you'll love the moisturizing and soothing properties of this blue eye gel. It cools and refreshes a tired-looking appearance with calming botanical extracts.

Indulge® Soothing Eye Gel, \$16

All prices are suggested retail.

*Available while supplies last.

*Available from participating Independent

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MARY KAY

WINTER 2021 LAUNCH

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Return Service Requested



WORDS OF WISDOM
BY MARY KAY ASH

Every day is **THANKSGIVING DAY** here at Mary Kay... for we have so many past blessings to be grateful for, present achievements to be happy about, and future joys to look forward to.

A Gratitude Attitude

By Amy Nowakowski

Being thankful is an art to be cultivated and practiced moment to moment. And once you do, you'll start to notice that appreciating what you have changes your perception of what you think you need. When you dwell on all the reasons you have to be grateful, you open yourself up to receiving even more good— and more good comes to you. As you begin to feel abundant, you'll be willing to pass positive things on to others.

Consider these ideas:

1. Ask yourself: What are the good things in my life that I am overlooking?
2. Each day for a month, write down one reason you're thankful for your mate, child, friend. At the end of the month, give him or her the list.

Gratitude comes easily when our lives are in order— when the bills are paid, the children are behaving, our health is good, and there are classes on our books, but our challenges are what bring the chance for transformation. It is during our deepest pain that we can be most grateful, because we know our hardship will deliver a lesson that refines our character. As you practice gratitude this month, give thanks not only for what you have but also for what you have escaped. When difficulties arise (a class postpones, a potential team member says no), ask yourself, "What is the lesson for me in this?" When you can give thanks in the midst of your trial, know that you are becoming your finest.

May your Thanksgiving holiday be filled with abundance and gratitude.

Focus for November:

- ◆ Our New Fragrances are here!
- ◆ Share our new app with your customers
- ◆ November Extra Star Consultant Program Double Team-Building Credit
- ◆ Winter Products launch November 15
- ◆ Pink Weekend is almost here
- ◆ Power Up Your Sharing
- ◆ Red Jacket Bonuses