



KATHLEEN'S SUPER STARS NEWSLETTER



If it is to be it is up to me!

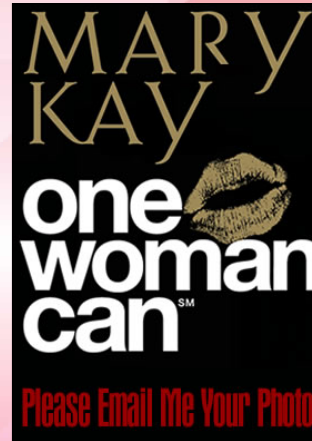
July 2022 Unit Newsletter



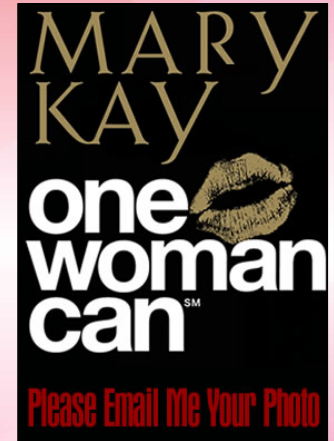
Queen of Wholesale
Brenda
Anderson



Sharing Queen
Corrina
Warwick



YTD Sharing Queen
Shhh
It's a Seminar Secret



YTD Retail Queen
Shhh
It's a Seminar Secret

Congratulations to Our Star Consultants!



Brenda Anderson
Pearl



Corrina Warwick
Sapphire

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!!



Happy New
Seminar Year





From the Director's Chair

Dear Super Star,

I'm so excited to begin a new year, & our NEW contest is to call & listen to our 8am 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-Consultant-Training/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 into 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. July is the LAST month to accumulate the Bonus Bucks that you have been receiving in the mail. Here is the link to redeem your bucks. Remember, you will still get bucks for this month *JULY* mailed to you in August & you will have until August 31st to submit this form to & choose your prize. <https://docs.google.com/forms/d/1CxSWXb4GF8UTlvkR-4b-3-0-jRKKjB3N1C1t1WGgNNU/edit>

Thank you so much for getting your accomplishment sheets into me on time as that is how you get your recognition & prizes for the year! **CONGRATULATIONS** to our \$100 day achievers Brenda Anderson with 10 days one of which was a 1221.00 day!! Corrina Warwick with 6 one was an \$876 day!! & Deb Finley who won the monthly drawing

There's something about a fresh start that empowers me. I can look over the last year and assess what worked and what didn't. Which plans just didn't fit my lifestyle? Which skills came easily, and brought me the most success or results? Did I achieve the weekly goals I set for myself? Why or why not? Where will I choose to be for our 60th Anniversary Seminar? What actions will it take to achieve that goal monthly, weekly, and daily? I've learned that each time I clarify a goal and the action it will take to achieve it, the more likely I am to follow through.

I've also learned it makes me less likely to get discouraged. If my goal is five new team members this month, it's easy to start to get frustrated when the first few people don't even want to book an interview. If I look at my personal stats and know the average number of women I need to approach to schedule the interview and how many interviews I need to hold to successfully sponsor that many new team members, it helps me take a step back and say to myself, "I'm so glad I got those no's out of the way early so I can move on to find someone who is truly interested in joining me in our career. Experience has taught me I just need to talk to x number more, so who's next on my list?"

I love that our 60th Anniversary year is focused on the Golden Rule. I know this has always been an important focus for our unit, and I can't wait to see how you take it to the next level this year and incorporate it into your goals. I truly believe that a large part of the reason we've been successful through this difficult time is that we are so much more than a retailer to our customers. We are a beauty consultant, but we also become a friend and encourager, and we show we care every step along our relationship. If you haven't personally reached out to each of your customers in the past few months, this is a great time. Confirm how they'd like to be contacted and how often, which beauty needs they prioritize, and which programs will enhance their lives the most. It's a great way to incorporate the Wish It to Win Contest too.

As a part of our Golden Rule focus, I'd love to hear from you. Pop me a quick text or email on the best way I can encourage you in your own personal business. If you need ideas, accountability, or a cheerleader, I'd love to be in your corner helping you maximize your gifts. I believe we can make this one of our best years ever. I believe we will grow our businesses for "people and love", as Mary Kay Ash would say, not just for profits. By putting others first, we can't help but succeed and achieve greatness, starting today.

Love and Belief, Kathleen



GOLDEN Rules

MIX

GOLD

INTO YOUR

GOALS.

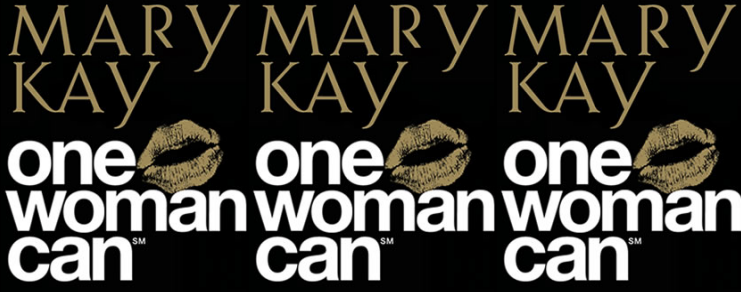
YOU CAN EARN* THIS GOLDEN RULES COLLECTION PIECE ONLY IN JULY! LEARN MORE ON MARY KAY INTOUCH*.

Important Dates:

- **July 17:** Last day to enroll online for the fall PCP mailing of The Look, including an exclusive sample.
- **July 19:** Holiday PCP online enrollment begins for The Look, including an exclusive sample (while supplies last).
- **July 28:** Last day of the month for consultants to place telephone orders. July 31: Last business day of the month. Last day of the month for consultants to place online orders. Online agreements are accepted until midnight central time
- **August 1:** Online DIQ commitment form available beginning 12:01 am central time until midnight on the 3rd.
- **Aug. 2-5, 2022** Diamond Seminar dates.
- **August 5:** All Google forms due to receive July prizes
- **August 10:** Early ordering of the new fall items begins for Stars who qualified March 16-June 15th and consultants who enrolled in the fall edition of The Look through PCP. Fall PCP customer mailing of The Look begins. (Allow 7-10 business days for delivery).
- **August 15:** Fall 2020 promotion early ordering for all consultants begins.
- **August 17:** Last day to enroll online for the Holiday PCP mailing of The Look.
- **August 30:** Last day of the month for consultants to place telephone orders.
- **August 31:** Last day of the month for consultants to place online orders. Agreements will be accepted until midnight central time. Last business day of the month.

WE'RE POWERED BY PINK!

Our Top 5 Wholesale for June

				
Brenda Anderson	Corrina Warwick	Shannon Howery	Julie Gabris	Florence Honang

Thank You Consultants Who Invested in Their Businesses in June

Brenda Anderson	\$1,573.70
Corrina Warwick	\$1,105.15
Shannon Howery	\$579.50
Julie Gabris	\$576.00
Florence Honang	\$389.00
Judith King	\$367.50
Kassy Solis	\$347.50
Melissa Claudio	\$331.50
Brenda Peterson	\$325.25
Connie Radel	\$310.50
Donna Cooper	\$295.00
Angela Emmons	\$280.50
Connie Plaumann	\$265.00
Amy Bergholz	\$264.00
Jennifer Heath	\$263.00
Lori Windham	\$259.50

Congratulations To Our Powered By Pink Achievers



Brenda Anderson



Corrina Warwick

“COURAGE
HAS GENIUS,
POWER AND
MAGIC IN IT.”

Mary Kay



July Prize

This bracelet features iconic pink and golden chain links with an adjustable closure and a single elegant and golden charm that features the signature Golden Rules heart design.



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



Amber Thome
Senior Consultant



Annette Monthey
Senior Consultant



Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Cathy Carlsen
Senior Consultant



Corrina Warwick
Senior Consultant



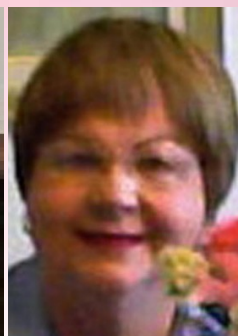
Daune DeVries
Senior Consultant



Debra Finley
Senior Consultant



Elisa Baldock
Senior Consultant



Mary Ann Zielinski
Senior Consultant



Mary McLaughlin
Senior Consultant



Monica Crayton
Senior Consultant

Our Unit At A Glance

Senior Consultants

Amber Thome
Annette Monthey*
Brenda Anderson
Brenda Myers
Cathy Carlsen
Corrina Warwick
Daune DeVries
Debra Finley
Elisa Baldock
Mary Ann Zielinski*
Mary McLaughlin*
Monica Crayton

Angela McLaughlin
Beth Davies
Beth Gawel*
Brenda Peterson
Cheryl Kok*
Cindy Hanson
Cindy LeClaire*
Cindy Nelson*
Connie Plaumann
Connie Radel
Dana Sackett
Dawn Endries
Debi Alheim
Donna Cooper
Donna DeHaven*
Dorian Loberg Beck*
Drea Reichwein
Emily Jackson*
Flo Welk
Florence Honang

Gina Ripp
Jalane York*
Jan Chambers
Jennifer Heath
Judith King
Judy Cloud-Calloway
Julie Gabris
Julie Johnson
Karen Taylor*
Kassy Solis
Kathleen Weier*
Kay Retzleff
Kay Tinguely
Linda Park*
Linda Robinson*
Linda Wapneski*
Lori Windham
Malissa Turner*
Maria Garcia*
Marianne Lippold

Marilyn Pientka*
Mary Goers
Mary Mertens
Mary Pekarske*
Mary Rose*
Melissa Boyd
Melissa Claudio
Michelle Berndt*
Michelle Harrington*
Michelle Jirousek
Michelle Mazola
Michelle Slawny*
Nancy Boeder*
Pamela Santoro
Pat Petrowiak*
Patricia Berry*
Patricia Rougeot*
Sandra Margelofsky*
Sandra Toval
Sandy Deibert*

Sara Grimes*
Shannon Howery
Spring Fleming
Susan Draeger*
Tammy Collins*
Teresa Fisher*
Terra Wachs*
Terri Skaggs*
Terry Arndt
Valerie Houk
Wendy Zweifel

Consultants

Alicia Toval*
Amanda Martell*
Amy Bergholz
Amy Koclanes
Angela Emmons

♥ Welcome New Consultants

Debi Alheim

Sponsored By:

Corrina Warwick

♥ Look Who Shared in June

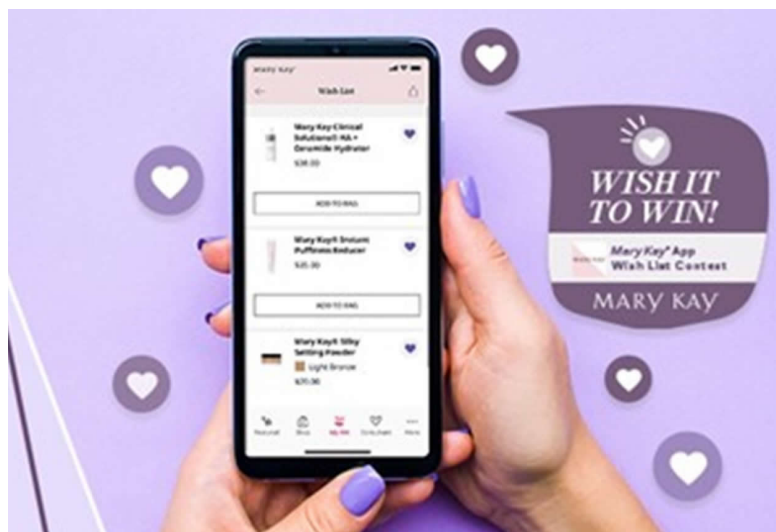
Corrina Warwick

1

♥ Team Commissions

4% Commission Level

Brenda Myers	\$62.95
Cathy Carlsen	\$15.56
Brenda Anderson	\$13.90
Daune DeVries	\$10.52
Debra Finley	\$9.40
Monica Crayton	\$9.04
Mary Ann Zielinski	\$4.44



August Birthdays

Florence Honang	12
Karen Taylor	12
Merodee Buechner	13
Trisha Niesen	14
Jennifer Heath	19
Sandra Toval	20
Terri Skaggs	25
Wendy Zweifel	28

August Anniversaries

Emily Jackson	38
Karen Taylor	22
Angela McLaughlin	11
Maria Garcia	10
Sharon Maginnis	9
Monica Crayton	7
Sandra Toval	5
Danette Hicks	4
Kassy Solis	3

What's New & Coming This Month: Wish It to Win It

- This contest is all about encouraging your customers to save their beauty faves to one convenient place – the Wish List on the MK App. When they do, their name – and yours – will be entered to win a \$50 Visa gift card – no purchase necessary!



55% Off Skinvigorate Sonic Heads

- Order for 55% off July 1–21, while supplies last.

July 29th is National Lipstick Day!

- Believe in the power of lipstick, and map your plan on how you'll celebrate in style!

Golden Rules Challenges

- Order \$600+, and you'll achieve a prize each month. Order 12 months, and an amazing earring/bracelet set will be yours!

Unit Seminar Awards 2022

Queen of Sales



Queen of Sharing



#2 SALES



#3 SALES



COURT OF SHARING



#4 SALES



#5 SALES





JULY'S GIVEAWAY!

\$160 IN GIFT CARDS GIVEN AWAY!

THERE WILL BE FOUR DRAWINGS!

\$50 GIFT CARD - \$50 GIFT CARD - \$30 GIFT CARD - \$30 GIFT CARD

The winner's Beauty Consultant wins the same amount, too!

THAT'S A TOTAL OF \$320 IN GIFT CARDS!

10 ENTRIES

Earn ten entries
for becoming an
Independent
Beauty Consultant.

5 ENTRIES

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

5 ENTRIES

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

1 ENTRY

Earn one entry
for having a
Mary Kay facial.

NOTES FOR CONSULTANTS:

Please confirm with your Sales Director that your Unit is participating.

All entries must be submitted by August 5th.

<https://bit.ly/mandpgiveaway>

Virtual facials count for this drawing!

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

Madson Area & Pankow Area Sales Directors & Consultants

TRANSFORMATION

The Void is a dangerous place we can wander into if we measure our progress based on what hasn't happened rather than what has. The Void can zap your self-confidence and send your self-esteem tumbling, making it impossible for you to feel good about yourself. Hanging out there can also lead to full-time frustration, which can permeate every aspect of your life.

How do we win so we can feel confident and empowered every day? Well, that happens when we make this dramatic shift where we surrender the pursuit of perfection and instead focus on progress. To do that, we must stop measuring ourselves by what we haven't accomplished and start paying attention to what we have.

When you shift your focus in this way, what you'll notice, and this is a very important point, is that you will begin measuring your progress in actions, not results.

ACTION STEP:

Write out 5 things you can do between now and the end of the day tomorrow that move you in the direction of your goals and intentions!

I often call the list that you just made a 'Win List.' And what I do at the end of each day is look it over and write 'Win!' next to each action item that I followed through with. I've been doing this for years, and even to this day I smile and feel good every time I write down 'Win!' After I acknowledge and enjoy my progress for the day, I write out the next day's action items. Remember, we want to develop the good habit of paying attention to the things we're doing each day that are helping us become healthier and more energetic.

In order for us to successfully reach our goals, we must know how to set and reset the mind in a positive direction. Here are 4 tried-and-true techniques to transform your mindset in minutes:

1. **TAKE ACTION** The longer we procrastinate and avoid taking action, the tighter the grip of fearful and apprehensive thoughts becomes. There's a surefire way to put an end to that. It's to get up, get moving, and as Nike says, *just do it*.... The moment you start taking action, thoughts of uncertainty and feelings of anxiety immediately begin to fade. In their place you'll find a more positive, can-do state of mind. Each and every day will be that way, as long as you keep moving. Again, I can't emphasize enough that so very often the solution to what seems like it's keeping a person stuck is nothing more and nothing less than all-out ACTION. This is something Albert Einstein noticed too. He said that when it comes to physics, nothing happens until something moves. I think the same is true for us. So add more action--more motion--to your life today.
2. **FOCUS ON WHAT'S WORKING** We always tend to get more of what we focus on in life. It's true. This means it's vitally important to be mindful of where our attention is. If we have a habitual pattern of looking at what's not working, according to this tenet, we'll be getting more of that--more of what's not working. On the other hand, if we mindfully choose to focus on what's working, we'll be cultivating more successful results.... Please remember that energy flows where your attention goes. So focus on what you love, what makes you smile, and what makes you feel healthy and alive! In doing so, you'll soon have even more to be happy about.
3. **THE POWER OF WORDS** The words we say to others and ourselves directly influence our mindset, health, and actions for better or worse every single day. Positive language has been demonstrated to improve scores on aptitude tests, boost physical performance, and even strengthen the immune system. And negative talk can do just the opposite.... Keep in mind also that the words you use in your own self-talk can either be deflating and demoralizing or nurturing and reinforcing. It's vitally important that you recognize critical self-talk fast and replace it with something positive.... To harness the positive power of words and put them to work in your own life, you simply start by being more mindful about what you're saying, how you're saying it, and what effect it's having on others as well as yourself. Then speak often of inspiration, love, gratitude, health and healing, and how you're transforming, improving, and making good progress. The more you do, the more you will.
4. **ENVISIONING SUCCESS** Another effective way to shift your mindset is to envision a successful outcome. Many people who do well with their personal transformation make a daily practice to see, in their mind, where they're going before they get there. They envision, with crystal clarity, what their renewed body and improved life will be like. For many this becomes a very powerful practice.... "What would the new you do in a given situation? Blow off today's workout, or find a way to get it done? Would the new version of yourself procrastinate and waste time, or make the most of every minute, of every day?" Shifting your mindset so you begin to think like the person you're envisioning is a powerful change, because thoughts, intentions and ideas always occur first. The physical manifestation is a secondary phenomenon.

Words of Wisdom from Mary Lou Retton's Gateways to Happiness

When my kids are unhappy about my leaving, I try to turn their feelings completely around. Instead of responding to their pleas with apologies, I try to make my work sound intriguing and exciting. I let them know that Mommy is having fun doing something wonderful that they aren't allowed to do yet. As my children grow older, I feel it's extremely important to make them understand just how much Mommy loves her work. I want them to realize that through hard work and a good education they, too, can become anything they choose. Recently Shayla informed me she's going to be a "fire girl" and McKenna intends to become a "police girl." How great is that! Gone are the days of stereotypes and limitations for girls and women in their career choices. I want my daughters to grow up respecting their working mom, to be proud of me, and view me as their role model. But that won't happen if they feel in any way that my career detracted from my role as their mother and their biggest source of support and understanding-and that's exactly why balancing your job and your family is so incredibly important.

If I've learned anything from my gymnastics career or from the motivational speeches I give, it's this: You can always avoid taking risks and meeting new challenges. Avoiding them is, without question, the easy way out. But it's only by taking those risks and meeting those challenges head-on that you can ever break out of your personal comfort zone and reach new levels of happiness and personal satisfaction. In sports terminology, it's called raising the level of your game. In life, it's called growing.

So the next time something doesn't turn out exactly as you'd hoped, turn it around, be a fighter. Remember: It's the people who can turn a negative into a positive and bounce back who really get ahead in life.

Shortly after the Olympics, a reporter asked me how I had done what I did. How, she asked, did I keep going through all the pain and all the injuries? I was seventeen years old at the time, and I don't know where this answer came from, but I'm very proud of it to this day. "You know," I said, "I think it's really about heart. Every great achievement is the story of a flaming heart. Every great achievement is the result of tremendous passion."

Finding a way to apply your passion in any aspect of your life and finding relationships that inspire and excite you are important steps toward gaining happiness.

Our success and happiness depend on the decisions we make every day. The external conditions that we face in our daily lives-- the crowded bus, the screaming baby next to us in the supermarket checkout line -- are just that: external conditions. They are the outer trappings of our lives, and as such, they are often beyond our control. But we always have control over what we feel inside and how we cope with challenges and difficult circumstances.

After all, the body houses the mind, and it stands to reason that in order for our minds to function at their best, we need to maintain our physical health.

Every one of us has had experiences in life where we feel as though we've failed at something. Perhaps it was the kind of failure that can be objectively measured: You didn't pass your driving test, or you didn't meet a deadline at the office. In gymnastics, the difference between winning and losing could often be measured down to a fraction of a point. With situations that have either a score or a specific target attached to them, failure is something that's clearly defined. But in most areas of life, the way we measure failure is more subtle. Usually, there's no clear definition of failure-it's only that we feel that we've failed in some way. If you choose to label yourself or your enterprise a failure, that's precisely what it will be. The person holding the judge's scorecard

Discipline consists of the skills we need to turn our dreams into more than mere hopes and fantasies--skills like preparation, perseverance, patience, and sacrifice.

Unshakable confidence is the basis for much of what people describe as having a "positive attitude." It's reflected in people's posture, their tone of voice, even the way they walk. By approaching the world with a firm belief in ourselves and our God-given capabilities, we suggest to others that we expect to succeed. And the end result is that we usually do.

Preferred Customer Program

Attract new online customers!

Sample Alert! Each mailing of The Look promotes all the new products plus an exclusive sample for your customers. It's a great way to encourage your customers to visit our Mary Kay App for Wish It to Win It or your personal MK website and shop online.



Have you Checked Out the Company Web Site for Great Clip Art, Scripts, and Ideas for Your PCP Follow Up?

E-Tools: MKeCards to Customers

Your Mary Kay business is built upon the personal relationships you create with your customers. Increasingly in our busy world, e-mail and texting are ways to quickly and effectively communicate with the people who are the bedrock of your business. The MKeCards pages on myCustomers are constantly being updated with beautiful new cards to support sales and team building — or just to say “thank you.” Don’t forget to visit the site and your Mary Kay App to stay on top of the tools you can use.

While I recognize that each of us came into MK for individual reasons, for a lot of us it was, or now is, the opportunity to earn some "extra" money. To do that, we have to pay attention to how we are going to G-R-O-W (\$\$) OUR BUSINESS!

I keep thinking about a "painless" way for us to increase our businesses. When you did the facials on your family/friends, did you ask them for referrals? When you got a "new client" who had "lost" her MK rep and didn't want a facial, just wanted product, did you ask her for referrals? If not, I don't know why you couldn't go back and do that now. (Put them all on your PCP List!)

Say you only add 20 customers...that's \$18* plus tax. That means I am paying \$.90 to generate a viable lead. In my before-MK life, I sold advertising. Merchants paid \$6 to \$8 *per lead* AND whatever freebie/discount that was necessary to get customers in the door. The general value-rule was never anything less than \$10 or 10% off the purchase. The reality of the situation was that they were often a specialty merchant...like a baby/ kids store. Right away there were families receiving these address books (with merchant info and coupons) who did not even have kids! You know where I'm going with this...that drastically UPS the per-lead expense. OUCH!!! We never have that problem, because "everybody has skin"!!!

The bottom line is, if you have a business, you have to advertise--in person or via some form of media vehicle. We need to appreciate what an affordable, dynamite program this is for us to use, and take advantage of it today!!! I just resold myself on PCP (not that I'd dream of not participating)! I know that you want to make your MK business work. I know that, like me, most of you could use the extra \$\$ it generates every week/month. We just have to figure out how we can do it as easily and economically as possible. I think this is one way that is both very affordable and very professional!

*At \$18 plus tax for 20 leads, surely you can be confident that you will generate \$40 in sales and cover your expense...yep, that's all it would take (using the 40% rule)...the rest is pure profit!

This was written by Consultant Candy Semper

Creating Your

Ask yourself, "What is it that would be beneficial to my family this year?" Is it an added extra \$300 or \$400+/week or \$2,000-\$5000+/month? Maybe a Red Jacket, New Car, or the stunning new Director Suit? Let me know what your desire is, and we can create a plan for you!



If you would like to set (or reset) goals for the New Year, here is a Guideline:

- **Figure out your averages (class, facial, etc.)** - Divide the number of appointments held by the total sales in each category. If you have been handing in accomplishment sheets- I can help you with those numbers. \$100 an hour is reasonable for reorders- you can do your own average based on the number of customers you service per week or month divided by the sales. Consider handing out cards for new leads at approx. \$10 a card. (At 5 cards a day for 5 days = 25 cards-if 5 of those 25 booked and bought \$50 each, that is \$250- so each card was worth \$10.)
- **Figure out your team-building goal.** How many interviews have you done to add 1 new team member to your team?
- The next step is to take a **weekly plan sheet** and put everything on it that you do in 1 week- and I mean EVERYTHING- laundry, grocery shopping, taking the kids to school, cleaning, dinner...you get the idea.
- **How much money do you need (want) to make from your business?** According to your 60/40 split, how much do you need to sell weekly to do that? For example: I need \$400 extra a month, so \$300 retail sold per week = \$1200 retail sold; 60% for reinvestment = \$720, and 40% for profit = \$480.
- According to your averages, what do you need to do in **activity** to meet your retail goal?
- **How many interviews** do you need to hold to build your team by the goal you set each month?
- How will that fit into your **weekly plan**?
- Finally, what things have been **working well** that you need to continue?
- What things are *not* working that you need to **change**?
- How will you (or things you allow) **stop you** from achieving these goals? (Sabotage)
- How will the goals you set **change** what is happening in your life **financially**?
- **Personally**?
- What **new choices** will it create?
- How will achieving these goals make you **feel**?
- How will your **family benefit** from you reaching your goals?
- Are you willing to **do what it takes** (change if necessary) to achieve your goals?
- Are you willing to do the tried-and-true "**Mary Kay**" plan and not change the rules?

I know that some of these are tough questions and that facing change is not easy. Picture yourself at the end of the Mary Kay year - celebrating at Seminar. What awards are you receiving? Do you need to change what you have been doing these past few months? Do more of what you have been doing? Do less of some things/ more of others? Look at your numbers- they never lie. Remember that doing the same thing over and over and expecting different results is the definition of insanity. Get real with yourself and set your goals to achieve what you want and what will make a difference for you and for your family!

Put your goals up in front of you- a poster - in a frame- whatever works for you. I will be glad to meet with you after you complete this. Please call me for an appointment! Now, finally, I want you to take a deep breath and let go of all the things you have been beating yourself up over (in your business) this past year.... Start new! Change what you can change, one step at a time, and make 2022 the year YOU DID IT! Take God as your partner.... expect the best for your family... EXPECT MORE (OF YOURSELF) FOR SEMINAR 2023! LET'S CELEBRATE OUR 60TH ANNIVERSARY YEAR IN STYLE!



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

As the personal chemist of
your own future, are you
putting enough of the fine,
raw materials of faith,
confidence, effort, study, and
the Golden Rule into your
mix of life?

STEPS TO HELP YOU ACCOMPLISH YOUR GOALS!

By: Susan Mayo

- Envision a clear picture of what you desire! Claim that as your goal!
- State your goal, telling people who will support you and encourage you!
- Hang a goal poster, and place motivating pictures in your surroundings!
- Devise a course of action to accomplish your goal! (Unsure? CALL ME!)
- Become confident in reaching it! (Unsure? CALL ME!)
- Listen to and read motivational material daily!
- Develop a consuming and burning desire to reach your goal! A "not to be denied" attitude!
- Seek and offer a cooperative spirit. Learn from those who can help and advise you.
- Read your affirmations out loud daily. A MUST!!!
- Control your emotions. Do not fret, worry, complain, or talk negatively, preventing anyone or anything from stealing your dream! Be about your business of Seeing the People/Showing the Product, & Sharing the Plan!
- Develop the courage and belief to keep going. Focus on efforts, not results! (Make sure the efforts are Income-Producing Activities, and you will have the results.)
- Focus on giving, not getting!
- Love others with appreciation, encouragement, and guidance through your actions, speech, and thoughts!
- Pray for wisdom, guidance, and trust.
- Put on a happy face each day, creating time for laughter. Be Happy!