



KATHLEEN'S SUPER STARS NEWSLETTER

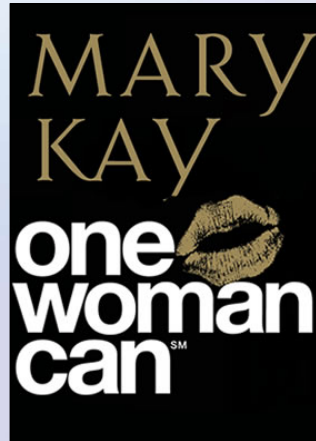


If it is to be it is up to me!

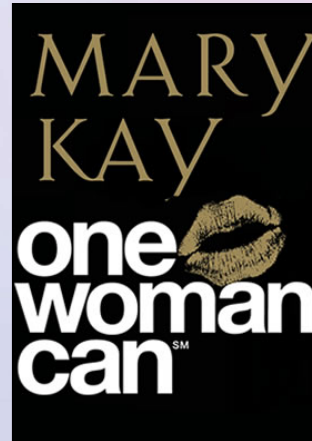
August 2023 Unit Newsletter



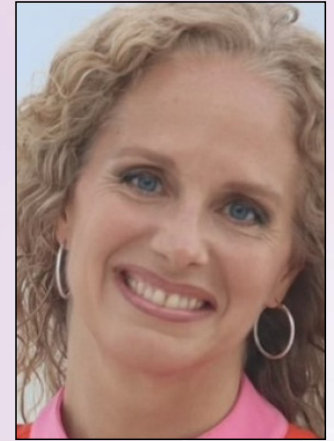
Queen of Wholesale
Brenda
Anderson



Sharing Queen
This Could
Be You



YTD Sharing Queen
This Could
Be You



YTD Retail Queen
Susan
Stauffer

Congratulations to our Soar Achievers



Brenda Anderson



Corrina Warwick



Susan Stauffer



The sky is the limit!





From the Director's Chair

Dear Super Star,

Coming back from Seminar, I'm so excited about starting this year off strong. Mary Kay has all the programs, products, and education to make this year our most exciting yet. Are you ready to soar with your own personal story? Not only should August be about sharing your I-story with everyone at skin care classes, but I hope you're also asking yourself what you want your I-story to be. Right now you may be at the very beginning or maybe you've been in Mary Kay a while and feel like you're actually in the middle of your story. No matter where you are, it could be time to yell, "Plot Twist!" and revamp the current path you're on. Our new fall products and Miracle Set coming this fall are a surefire way to help you achieve any goal you want to soar towards.

Be sure to check out our Super Star FB Page for NEW contests & excitement.

<https://www.facebook.com/groups/371648670251637> As well as our www.kathleenkoclanes.com Unit page where there is a TON of training & ideas. PLEASE enter your \$100 days to be entered into our monthly drawing. 10 \$100 days in a month is an automatic prize!! YIPPEE

I loved Christi Campbell's Team Up Tuesday talk on Intouch about goal setting. Check it out if you haven't already. Her reminder of, "It's not where you start; it's where you finish" is a great way to start our month. Each day we wake up with a new opportunity to live like the person we want to become. We may not have everything we are working towards, but ask yourself, "What would a person who's successful do in this situation?" The answer will vary based on your personal definition of success. Maybe it's hold a power hour to best utilize your time. Maybe it's strike up a conversation with the person in front of you. Maybe it's put down the remote and snack and choose to dust off your desk for the first time in a while, lol. Whatever choice you make, be proud for making one small change today. Each little step adds up to big results. I can't wait to celebrate all you accomplish this month!

Love and Belief, Kathleen

Important Dates:

- **August 9:** Fall PCP customer mailing of The Look begins. (Allow 7-10 business days for delivery).
- **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.
- **August 11: Special Before and After Pampering Session on my ZOOM @ 7pm CST. Call with questions & RSVP's** Here is the link to invite guests. <https://zoom.us/j/7777163379>
- **August 15:** Fall 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 business day of the month. Last day of the month for consultants to place online orders. Agreements and orders will be accepted until midnight central time.
- **Call Kathleen for special pampering sessions on Friday evenings @ 7PM YOU MUST RSVP KATHLEEN BY NOON**
- **September 1:** Great Start Journey Launches! Online DIQ form available beginning 12:01 am CST until midnight on the 3rd.
- **September 2:** Holiday PCP mailing of The Look begins. (Allow 7-10 business days for delivery.)
- **September 4:** Labor Day. All Company and Branch offices closed. Postal holiday.
- **September 8:** PCP early ordering of the new holiday promotional items begins for all consultants enrolled in PCP or who qualified for their Star.
- **September 12:** Holiday promotion early ordering for all consultants begins.
- **September 13:** Mary Kay Inc.'s 60th Anniversary! Join us for a Facebook Live Event at 7pm CT. Holiday promotion begins early for customers!
- **September 15:** Postmark deadline for Quarter 1 Star Consultant quarterly contest.
- **September 16:** Quarter 2 Star Consultant quarterly contest begins. PCP online enrollment begins for the winter version of The Look.
- **September 22:** First day of fall!
- **September 28:** Last day of the month for consultants to place telephone orders to count towards this month's production.
- **September 30:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST. Last business day of the month.
- **Call Kathleen for special pampering sessions on Friday evenings @ 7PM YOU MUST RSVP KATHLEEN BY NOON**

See How High You Can Soar This Year!

Our Top 5 Stars and Future Stars This Quarter



Corrina
Warwick
On-Target



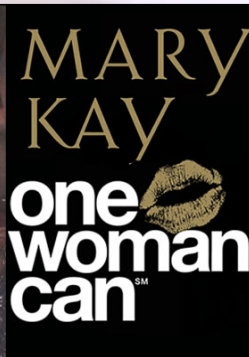
Brenda
Anderson
On-Target



Susan
Stauffer
On-Target



Beth
Davies
On-Target



Michelle
Slawny
On-Target



Top 10 Consultants Who Invested in Their Businesses in July

Brenda Anderson	\$626.50
Corrina Warwick	\$614.50
Susan Stauffer	\$607.00
Michelle Slawny	\$506.00
Patricia Rougeot	\$401.00
Marianne Lippold	\$364.00
Milena Horan Klemens	\$331.50
Kay Tinguely	\$288.00
Patti Mezel	\$288.00
Amy Bergholz	\$268.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 9/15/23

Star Achieved	Name	WS Needed for Next Star
	Corrina Warwick	\$1,099.00
	Brenda Anderson	\$1,173.50
	Susan Stauffer	\$1,193.00
	Beth Davies	\$1,198.50
	Michelle Slawny	\$1,294.00
	Patricia Rougeot	\$1,327.00
	Brenda Peterson	\$1,383.00
	Lori Windham	\$1,435.50
	Marianne Lippold	\$1,436.00
	Judith King	\$1,443.80
	Fayth Block	\$1,448.50
	Cathy Carlsen	\$1,465.50
	Drea Reichwein	\$1,467.40
	Milena Horan Klemens	\$1,468.50
	Elisa Baldock	\$1,496.00
	Monica Crayton	\$1,500.50
	Patti Mezel	\$1,512.00
	Kay Tinguely	\$1,512.00
	Amber Thome	\$1,530.50
	Michelle Berndt	\$1,531.00
	Amy Bergholz	\$1,532.00
	Mary Fischer	\$1,540.00
	Daune DeVries	\$1,546.40
	Maria Garcia	\$1,547.00
	Sherry Soehnlein	\$1,548.50

soar like never before

Will you earn our prize this month?

"NOTHING HAPPENS
UNTIL SOMEBODY SELLS
SOMETHING!"
~MARY KAY ASH

NEW AND IMPROVED!

Oil-Free Eye
Makeup Remover

Shake up the status quo!
With just a shake and
swipe, wipe away even the
most intense eye makeup
without tugging or pulling.



\$20



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



Cathy Carlsen
Star Team Builder



Annette Monthey
Senior Consultant



Beth Davies
Senior Consultant



Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Corrina Warwick
Senior Consultant



Debra Finley
Senior Consultant



Elisa Baldock
Senior Consultant



Flo Welk
Senior Consultant



Sandra Toval
Senior Consultant

Our Unit At A Glance

Star Team Builders

Cathy Carlsen

Senior Consultants

Annette Monthey*
Beth Davies
Brenda Anderson
Brenda Myers*
Corrina Warwick
Debra Finley
Elisa Baldock
Flo Welk
Sandra Toval*

Consultants

Alicia Toval
Amanda Martell*
Amber Thome
Amy Bergholz
Amy Evans*

Amy Koclanes*
Angela Emmons*
Angela McLaughlin
Brenda Peterson
Brooke Schultz*
Carolyn Moses
Cheryl Kok*
Christina Blanchard
Cindy Hanson*
Cindy Nelson
Connie Plaumann
Connie Radel
Cynthia Radtke
Dana Sackett*
Daune DeVries
Debi Alheim*
Donna Cooper
Drea Reichwein
Emily Jackson*
Fayth Block

Florence Honang
Jan Chambers*
Jane Steidl
Jeanna Schowalter
Judith King
Judy Cloud-Calloway
Julie Gabris
Julie Johnson*
Julie Zimbauer
Kathleen Weier*
Kathryn Bohn*
Kay Tinguely
Laura Erickson
Linda Robinson
Linda Wapneski*
Lisbeth Bergman
Loretta Ziegler*
Lori Windham
Lorriane Sego
Malissa Turner*

Maria Garcia
Marianne Lippold
Marilyn Pientka*
Mary Ann Zielinski*
Mary Fischer
Mary Goers*
Mary Rose
Mary Vesperman
Melissa Boyd
Melissa Claudio
Michelle Berndt
Michelle Harrington*
Michelle Jirousek
Michelle Slawny
Milena Horan Klemens
Monica Crayton
Nancy Boeder*
Nikki Eddy
Patricia Berry*
Patricia Rougeot

Patti Mezel
Rebecca Orick*
Sara Grimes*
Shannon Howery
Sherry Soehnlein
Spring Fleming*
Susan Dos Reis*
Susan Draeger
Susan Stauffer
Teresa Fisher
Terra Wachs*
Terri Skaggs*
Terry Arndt*
Trisha Niesen*



Welcome New Consultants

Carolyn Moses

Sponsored By:

Kathleen Koclanes

Susan Stauffer

Sponsored By:

Kathleen Koclanes



Look Who Shared in July

Kathleen Koclanes

2



Team Commissions

4% Commission Level

Brenda Myers	\$25.06
Elisa Baldock	\$9.81
Beth Davies	\$9.02
Annette Monthey	\$0.64
Cathy Carlsen	\$0.60

September Birthdays

Amber Thome	1
Brenda Myers	12
Ann Shea	13
Danielle Barrett-Powell	13
Angela McLaughlin	14
Julie Gabris	14
Judith King	16
Melissa Claudio	17
Linda Robinson	20
Emily Jackson	25
Rebecca Gramer	25
Katherine Oeftger	26
Annette Monthey	28
Terry Arndt	29
Janice Watzke	30
Marianne Lippold	30

September Anniversaries

Mary Ann Zielinski	33
Brenda Peterson	32
Kathleen Weier	28
Amber Thome	25
Amy Bergholz	25
Gina Ripp	15
Kathryn Bohn	15
Linda Wapneski	11
Rebecca Gramer	3
Lauretta Bell	1

In the My Mary Kay Facebook Group:

- ⇒ **Social Media!** August 9 at 11 am CT in English • 11:45 in Spanish • Tune into this new Facebook Live on utilizing social selling skills, Trend-Selling! Maximize Social Media Trends to Boost Your Business featuring Sr. Director Lizuly Monarrez-Cordero. Step up your social game and have your business go viral with tips and tricks for staying relevant while selling on social media.
- ⇒ **Fall Products!** August 16 at 12pm CT Learn all about the new fall product launch!
- ⇒ Mark your calendars for a **60th Anniversary Celebration** on September 13 at 7 pm CT.
- ⇒ PLUS: Stay tuned for a special **Fall/Holiday Social Media Playbook** available August 7 on Intouch. It's packed with awesome prompts and tips to help you become a true MK Social Creator. You can leverage this resource for important upcoming moments like our 60th anniversary and holiday product launch.

THE SKY IS THE limit.

SEMINAR AWARDS



*May your successes
be sky-high as you
strive toward your
Seminar 2024 goals.*

soar like never before

Our Top 5 YTD Personal Retail Court According to MK Orders



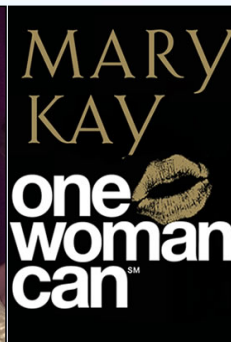
Susan
Stauffer



Brenda
Anderson



Corrina
Warwick



Michelle
Slawny



Patricia
Rougeot

Year to Date Retail Court

1 Susan Stauffer	\$1,558.50
2 Brenda Anderson	\$1,253.00
3 Corrina Warwick	\$1,229.00
4 Michelle Slawny	\$1,012.00
5 Patricia Rougeot	\$802.00
6 Marianne Lippold	\$728.00
7 Cathy Carlsen	\$669.00
8 Milena Horan Klemens	\$663.00
9 Patti Mezel	\$576.00
10 Kay Tinguely	\$576.00
11 Amy Bergholz	\$536.00
12 Angela McLaughlin	\$495.00
13 Melissa Boyd	\$490.50
14 Melissa Claudio	\$488.00
15 Jane Steidl	\$487.00
16 Lorriane Sego	\$462.00
17 Laura Erickson	\$461.00
18 Cynthia Radtke	\$459.00
19 Alicia Toval	\$458.00
20 Judy Cloud-Calloway	\$458.00

*Sharing the
opportunity can take
you anywhere you
want to go!*



**BE IN THE QUEEN'S
COURT OF SHARING
WITH 24 GREAT START
QUALIFIED NEW
PERSONAL TEAM
MEMBERS
THIS YEAR!**

REACH FOR GREATNESS! SHOOT FOR THE MOON AND LAND AMONG THE STARS.

SOARING HIGHER

Pre-Prize \$600+ by the 15th

WHEN YOU HAVE \$300 WHOLESALE BY THE
15TH, YOU'LL BE INVITED TO A SPECIAL ZOOM
WITH A NATIONAL SALES DIRECTOR



CONSISTENCY CLUB

PLACE YOUR \$600+ ORDER BY
THE 15TH EACH MONTH
JULY 2023 - JUNE 2024
AND YOU'LL BE ENTERED FOR
OUR END OF SEMINAR YEAR
GRAND PRIZE DRAWINGS!

ONE \$500 DRAWING
FIVE - \$200 DRAWINGS
FIVE - \$100 DRAWINGS

Sunset Dinner Boat Cruise

*Earn Your
Invitation!!*

*Be a 4 Quarter Star
Consultant Seminar
2023-2024*



Listen to the "Mary Kay Story"

\$500 CASH
Giveaway

**one lucky customer's name
will be drawn for \$500!!!**



and

**the winner's consultant
wins \$100, too !**



soar like never before

July 1 2023—June 30 2024 from Weekly Accomplishments submitted on Mary Kay Intouch, by the end of each Month!



**Queen Of Retail
\$1877**



Interview Queen



**Queen of \$100
7 Days**

Week over \$500

Brenda Anderson \$914
Corrina Warwick \$1,020

Party's over \$200

a party is only 3 faces

Brenda Anderson \$349

Face's over \$100

Corrina Warwick \$217

Reorder Weeks over \$300

Corrina Warwick \$390, \$1,020
Brenda Anderson \$350, \$342, \$914

Skincare Sets Sold

Corrina Warwick 2
Brenda Anderson 2

On the Go/Personal appointments over \$200

Corrina Warwick \$237

PCP/Misc. over \$300

You can be here!! Follow up with your customers.

PWS/Online Orders

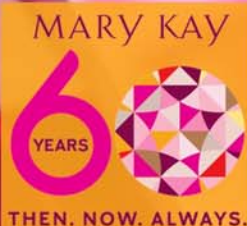
Interviews for the month

Ask *who do you know* to everyone you talk with. Remember, their name goes into the \$500 CASH drawing.

Submit \$100 Days on www.kathleenkoclanes.com (under contests)

We have a drawing every month w/winner & 10 \$100 days is automatic prize winner!

MARY KAY



*Congrats to
Our 2023
Seminar
Year End
Top 10 in
Personal
Retail Sales
According to
MK Orders*



Brenda
Anderson



Corrina
Warwick



Patricia
Rougeot



Debra
Finley



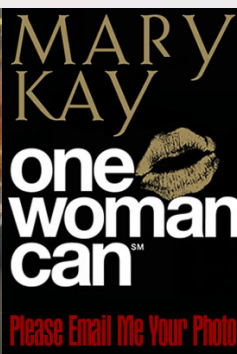
Beth
Davies



Daune
DeVries



Brenda
Myers



Judith
King



Lori
Windham



Elisa
Baldock



Year End Retail Court

1	Brenda Anderson	\$30,777.00
2	Corrina Warwick	\$18,992.50
3	Patricia Rougeot	\$11,110.00
4	Debra Finley	\$8,916.50
5	Beth Davies	\$7,724.00
6	Daune DeVries	\$6,875.00
7	Brenda Myers	\$5,744.00
8	Judith King	\$5,616.50
9	Lori Windham	\$5,438.00
10	Elisa Baldock	\$4,998.00
11	Cindy Nelson	\$4,570.50
12	Lorriane Sego	\$4,549.00
13	Julie Gabris	\$4,234.00
14	Mary Goers	\$4,126.00
15	Mary Ann Zielinski	\$4,084.00
16	Brenda Peterson	\$3,702.00
17	Christina Blanchard	\$3,609.00
18	Debi Alheim	\$3,528.00
19	Patricia Berry	\$3,289.00
20	Linda Robinson	\$3,167.00



Year End Sharing Court



Debra
Finley
1 Qualified



Brenda
Anderson
1 Qualified

Make plans now to be in the Court of Sharing! Just 24 qualified new team members for the year!

Mary Kay Ash once said, "Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them, like being an Independent National Sales Director. Whatever you do or dream you can do, begin it. Boldness has genius, power and magic in it."

EXPECT THE EXCEPTIONAL!

The many facets that have enriched the lives of women throughout the last 60 years are casting a brilliant light on what's to come, including these thoughtfully enhanced and confidence-boosting *Mary Kay*® color products and fan-favorites!

EXPECT NEXT-LEVEL AMAZING!

The best just got better! This tried-and-true favorite just got an update using the latest in product technology, and the new formula is significantly preferred!*

NEW! *Mary Kay*® Oil-Free Eye Makeup Remover, \$20

- Removes waterproof mascara.
- Lightweight, dual-phase formula.
- Features a new blend of cleansing agents that raises our bar in eye makeup removal.



EXPECT LONG-LASTING EYELINER!

Laugh 'til you cry! It's waterproof! This new eyeliner formula uses the latest ingredients and technologies for saturated, fade-resistant color.

NEW! *Mary Kay*® Waterproof Eyeliner, \$14 each

- Delivers a smooth glide and creamy texture.
- Supersaturated shades include favorites and a new option to love.
- Offers all-day, fade-resistant wear.



EXPECT WORRY-FREE LIP LINER!

Confidently dress your lips for any occasion with this new fade- and transfer-resistant Waterproof Lip Liner formula that uses the latest ingredients and technologies and now comes in nine shades!

NEW! *Mary Kay*® Waterproof Lip Liner, \$14 each

- Delivers a smooth glide and creamy texture.
- Helps lipstick and lip gloss hold longer.
- Contains vitamin E and hyaluronic acid to nourish and condition lips.

CONTACT ME, your Independent Beauty Consultant, to
EXCEED YOUR EXPECTATIONS!

EXPECT SOMETHING SPECIAL!

Skinvigate Sonic™ Skin Care System, \$60+ (regularly \$75)

Includes device, one Facial Cleansing Brush Head and USB cord.



Facial
Massage
Head is sold
separately.

EXPECT GOLD-STANDARD SKIN CARE.

Mary Kay Clinical Solutions®
Retinol 0.5 Set, \$120

- Shown to improve the appearance of wrinkles, uneven skin tone and loss of facial firmness.
- Includes Calm + Restore Facial Milk to nourish and soothe skin.
- Offers a unique retinization process to maximize retinol benefits while minimizing discomfort.





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

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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**

Our Mary Kay opportunity has opened the door to rich and fulfilling lives for thousands of women. You can help pass our special way of life on to others, and in doing so, your own dreams can come true too!



**NEW! TIMEWISE®
MIRACLE SET!™**

**You can order the New
TimeWise Miracle Set August 26th!**

Mary Kay is excited to introduce the NEW TimeWise Miracle Set – a three-step regimen that helps reinforce skin's ability to look its best longer, featuring our patented TimeWise 3D Complex in every product! This reimagined regimen is sure to be a customer favorite in your product portfolio. And the launch of these amazing new products later this fall offers you a great opportunity to reach out to past, present, and potential customers and hostesses.

Make this transition even easier with awesome educational resources on Intouch including a Skin Care Extras video, Action Plan, Comparison Chart, and more!

**EXPECT THE
EXCEPTIONAL!**



Get Ready For Some Fun! To help energize and excite your customers, several fun activities are planned August - October!

- ♦ A Miracle Set Selling Challenge kicks off on August 26 that will give everyone a chance to play and win! There will be lots of recognition and rewards for the achievers, and you WILL WANT to play!
- ♦ MK moved customers' ordering dates for the Miracle Set & the rest of the Holiday products up to September 13!
- ♦ You will want to mark your calendars for 7 p.m. CT on September 13 to tune in for a special 60th Anniversary Celebration on Facebook Live!
- ♦ Mary Kay will be hosting Mobile Pop-Ups in Miami, Chicago, & California. Attendees will receive NEW Miracle Set The Go Sets!
- ♦ Now's the time to become familiar with the products and even pre-book parties as we prepare for a fun few months of celebrating the new Miracle Set!