



KATHLEEN'S SUPER STARS NEWSLETTER



June Newsletter—May Recognition

Dear Super Stars,

June has arrived. Not only does it bring the summer season, but the end to our Seminar year! This is the final month to complete your seminar 2026 goals. There is so much happening right now. Not only do we have all of the contest and challenges, we have many gift giving opportunities: Father's Day, Graduations, Weddings, bridal showers, teacher year-end gifts. Don't forget to offer your services to do wedding makeovers or makeup application. That's a great time to put a party together with the bridal party.

Seminar registration is now open through July 1st. Be sure to get registered. We are in Fort Worth, TX this year. What is your favorite way to travel? Will you fly, take the train or carpool with your favorite people? If you have never been to seminar, this is a place to see your future dreams, celebrate your achievements for the year, recognize the achievements of others and learn from the top consultants, directors and nationals. It's a travel expense for your business as well. Be sure to check with your tax preparer for details on this.

Let's stretch to the last moment of the last day of June. Then set our goals for 2026-27 seminar year and get started on those right away on July 1st. If you would like help with finishing this year or setting goals for next, please reach out as I am here to help and guide you.

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

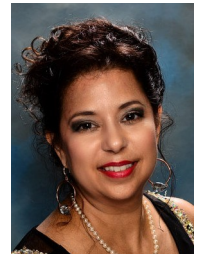


Beth Gallagher Unit
\$324,591.97

#1 UNIT SHARING



Alison Williams Unit
14/3 Qualified



Darla Lewis Unit
4/3 Qualified

PRIOR MONTH

#1 UNIT WHOLESALE



Beth Gallagher Unit
\$11,898.20

#1 UNIT SHARING



Alison Williams Unit
1 New

#1 PERSONAL WHOLESALE



Alison Williams
\$2,614.00

#1 PERSONAL SHARING



Alison Williams
1 New

LOOK WHO INVESTED LAST MONTH!

Brenda Anderson	Lori Windham	Nina Sulsdorf	Mary Ann Zielinski
Corrina Warwick	Elisa Baldock	Flo Welk	Jan Chambers
Beth Davies	Kay Retzleff	Patricia Rougeot	Drea Reichwein
Sara Grimes	Linda Robinson	Connie Radel	Cynthia Radtke
Terri Skaggs	Debra Finley	Brenda Schultz	Judy Cloud-Calloway
Michelle Harrington	Marianne Lippold	Christina Blanchard	Cathy Carlsen
Nancy Boeder	Brenda Myers	Rebecca Orick	Dorinda Maybury
Emily Jackson	Milena Horan Klemens	Sherry Soehnlein	

4TH QUARTER ON-TARGET STARS

MARCH 16–JUNE 15, 2026

<u>Name</u>	<u>Current</u>	<u>Sapphire</u>	<u>Ruby</u>	<u>Diamond</u>	<u>Emerald</u>	<u>Pearl</u>
Brenda Anderson	\$2,268.60	\$0.00	\$131.40	\$731.40	\$1,331.40	\$2,531.40
Kathleen Koclanes	\$1,314.50	\$485.50	\$1,085.50	\$1,685.50	\$2,285.50	\$3,485.50
Beth Davies	\$1,308.00	\$492.00	\$1,092.00	\$1,692.00	\$2,292.00	\$3,492.00
Corrina Warwick	\$1,253.50	\$546.50	\$1,146.50	\$1,746.50	\$2,346.50	\$3,546.50
Brenda Myers	\$738.20	\$1,061.80	\$1,661.80	\$2,261.80	\$2,861.80	\$4,061.80
Nina Sulsdorf	\$691.50	\$1,108.50	\$1,708.50	\$2,308.50	\$2,908.50	\$4,108.50
Spring Fleming	\$684.90	\$1,115.10	\$1,715.10	\$2,315.10	\$2,915.10	\$4,115.10
Lori Windham	\$617.00	\$1,183.00	\$1,783.00	\$2,383.00	\$2,983.00	\$4,183.00
Milena Horan Klemens	\$558.00	\$1,242.00	\$1,842.00	\$2,442.00	\$3,042.00	\$4,242.00
Sara Grimes	\$533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
Debra Finley	\$520.00	\$1,280.00	\$1,880.00	\$2,480.00	\$3,080.00	\$4,280.00
Terri Skaggs	\$493.00	\$1,307.00	\$1,907.00	\$2,507.00	\$3,107.00	\$4,307.00
Michelle Harrington	\$482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Brenda Murray	\$481.00	\$1,319.00	\$1,919.00	\$2,519.00	\$3,119.00	\$4,319.00
Linda Robinson	\$479.20	\$1,320.80	\$1,920.80	\$2,520.80	\$3,120.80	\$4,320.80
Mary Ann Zielinski	\$438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
Marilyn Pientka	\$436.00	\$1,364.00	\$1,964.00	\$2,564.00	\$3,164.00	\$4,364.00
Nancy Boeder	\$418.00	\$1,382.00	\$1,982.00	\$2,582.00	\$3,182.00	\$4,382.00
Jan Chambers	\$399.20	\$1,400.80	\$2,000.80	\$2,600.80	\$3,200.80	\$4,400.80
Emily Jackson	\$383.00	\$1,417.00	\$2,017.00	\$2,617.00	\$3,217.00	\$4,417.00
Florence Honang	\$375.50	\$1,424.50	\$2,024.50	\$2,624.50	\$3,224.50	\$4,424.50
Drea Reichwein	\$374.00	\$1,426.00	\$2,026.00	\$2,626.00	\$3,226.00	\$4,426.00
Cathy Carlsen	\$371.00	\$1,429.00	\$2,029.00	\$2,629.00	\$3,229.00	\$4,429.00
Shirley Zachman	\$350.00	\$1,450.00	\$2,050.00	\$2,650.00	\$3,250.00	\$4,450.00
Janice Watzke	\$345.00	\$1,455.00	\$2,055.00	\$2,655.00	\$3,255.00	\$4,455.00
Trisha Niesen	\$324.00	\$1,476.00	\$2,076.00	\$2,676.00	\$3,276.00	\$4,476.00
Elisa Baldock	\$322.00	\$1,478.00	\$2,078.00	\$2,678.00	\$3,278.00	\$4,478.00
Sherry Soehnlein	\$308.00	\$1,492.00	\$2,092.00	\$2,692.00	\$3,292.00	\$4,492.00

SEMINAR 2026 YTD

COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$20,677.00
2	Corrina Warwick	\$14,178.00
3	Beth Davies	\$6,755.00
4	Mary Ann Zielinski	\$5,674.00
5	Lori Windham	\$4,456.00

COURT OF SHARING

Based on Qualified Team Members



RETAIL SALES

Sales based on Weekly Accomplishment Sheets

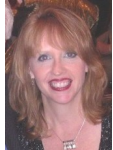


1	Brenda Anderson	\$18,611
2	Corrina Warwick	\$17,680
3	Beth Davies	\$2,886
4		
5		

CLIMBING THE LADDER OF SUCCESS

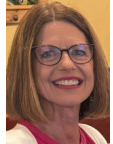
SENIOR CONSULTANTS

Beth A. Davies



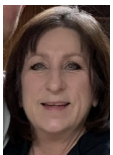
Michelle Harrington
Teresa G. Fisher

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

Julie M. Johnson



Trisha A. Niesen
Merodee Buechner

Brenda L. Myers



Brenda L. Anderson

Corrina A. Warwick



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

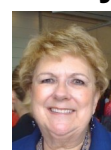
Mary Ann Zielinski



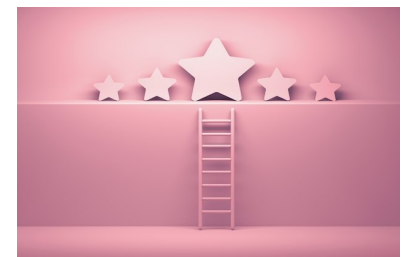
Kathleen Weier
Sandy Deibert

STAR TEAM BUILDER

Cathy Carlsen



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



MONTHLY RECOGNITION

\$300+ WEEKS



Corrina Warwick

\$618, 302

Brenda Anderson

\$411, 328

FACES



Corrina Warwick

\$188, 152, 150, 144, 38

ON-THE-GO



Corrina Warwick

\$236, 128, 66, 53, 40

MYSHOP



Brenda Anderson

\$153, 144, 120, 118, 108,
104, 104, 100, 94

Corrina Warwick

\$118, 78, 18

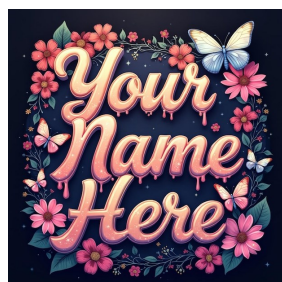
PCP, REORDERS, MISC SALES



Corrina Warwick

\$32

INTERVIEWS HELD



WELCOME NEW CONSULTANTS



TEAM BUILDING LOVE CHECKS

Cathy Carlsen	4%	\$32.60
Brenda Myers	4%	\$26.14
Beth Davies	4%	\$19.28
Debra Finley	4%	\$18.34

JULY CELEBRATIONS



<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>
Donna Cooper	2	Rebecca Orick	9
Kathryn Bohn	3	Tamera South	18
Nikki Eddy	4	Jan Chambers	22
Wendy Miller	4	Lisa Van Roy	25
Connie Plaumann	6	Dorinda Maybury	30

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Cathy Carlsen	40	Teresa Fisher	13
Lisa Heltemes	37	Patricia Rougeot	7
Terri Skaggs	36	Cindy Nelson	5
Sherry Soehnlein	21	Brenda Schultz	1
Brenda Myers	19		



Challenge Alert!

JANUARY 1 - JUNE 30

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

RISE+ RADIATE

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

On Target

Brenda Anderson 5 Months

Corrina Warwick 3 Months

Important Upcoming Dates

JUNE 2026

ZOOM FOR ALL EVENTS*:

921 841 0583

Pass: behold

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	June Rally 6:30pm Zoom & YouTube 1	2	3	5 Skincare Concerns 3pm CST Live in GR8R Party Room 4	5	6
7	Summer Glow & Graduation Party 6-7:30pm Reach Out Lodi Doors open @ 5:30 8	9	10	It's All About Him 3pm CST Live in GR8R Party Room 11	12	13
14	Rock the Quarter! Doors Open @ 3pm Portage RSVP End of Q4 15	16	17	Firm & Tone 3pm CST Live in GR8R Party Room 18	19	20
21	Quarterly Workshop 6:30-8 pm La Tolteca Pardeeville 22	23	24	Color Palettes for Everyone! 3pm CST Live in GR8R Party Room 25	26	27
28	Final Monday! 5:00 pm Zoom & YouTube 29	Goal: 10 parties on your books for July! Final day of the Seminar year! 30	June is a great month to hold a customer appreciation day - a \$1000 day - connect & say Thank you!			

UNIT TOP 10 SALES AND SHARING COURTS

*Seminar Unit
Awards 2026*



QUEEN OF UNIT SALES



#2-3

UNIT SALES



#4-5 UNIT SALES



QUEEN OF SHARING

LAUREL EARRINGS



#6-7 UNIT SALES

LENNON EARRINGS



#8 UNIT SALES

ROYAL EARRINGS



#9-10 UNIT SALES

PINK FLIGHT EARRINGS



COURT OF SHARING

ALL JEWELRY REAL 18K GOLD LAYERED OVER STAINLESS STEEL; YOU CAN SHOWER IN IT!

	Suggested Retail Price (SRP)	Standard Cost (50% Discount*)	YOUR COST <i>June Skin Care Product Promotion Wholesale Cost (60% Discount*)</i>	YOUR PROFIT POTENTIAL <i>Sold at full SRP**</i>
		Potential Profit		
	\$50	\$25	\$20	\$30
		\$25		
	\$74	\$37	\$29.60	\$44.40
		\$37		
	\$64	\$32	\$25.60	\$38.40
		\$32		
	\$58	\$29	\$23.20	\$34.80
		\$29		
	\$70	\$35	\$28	\$42
		\$35		
	\$46	\$23	\$18.40	\$27.60
		\$23		
	\$40	\$20	\$16	\$24
		\$20		
	\$40	\$20	\$16	\$24
		\$20		
	\$40	\$20	\$16	\$24
		\$20		
	\$40	\$20	\$16	\$24
		\$20		



REGISTRATION DEADLINE JULY 1ST!!

I recently had a dead tree that had to be cut down. I worried about the fact that they would start sawing at the bottom and that tree would fall over and perhaps damage the fence and everything surrounding it. But the expert tree people didn't do it that way. Instead they started at the top and cut off small branches first and kept coming on down until they finally got to the large part of the trunk.

Then they sawed it off without damage. So applying this to positive thinking, I would say that if someone really wants to become a positive thinker, you start to snip off some of the small negative thoughts first, and then finally work on down to the trunk of your negativity. You are greater than you think you are. You can if you really believe that you can. (Management Conference '87 Speech)



Kathleen Koclanes

Ind. Future Executive Senior Sales Director

Kathleen's Super Star Unit

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Return Service Requested