



# *KATHLEEN'S SUPER STARS NEWSLETTER*



## **April Newsletter—March Recognition**

Dear Super Star,

We are officially entering the final stretch of this seminar year! As we head into our last quarter, I am so excited by the potential these next three months hold for our entire unit.

Have you taken the time to try our latest products personally? We've always believed in the try before you buy philosophy because we know that once a woman sees the glow for herself, she becomes a lifelong fan. It's easy to share the excitement with your friends and clients when you've tested the products yourself, and we both know they'll thank you for sharing!

There is nothing like the shared energy of a Mary Kay event to help us dream bigger and set more ambitious goals for our futures. If you haven't already, make the commitment now to join us for Seminar. It's where the most inspiring stories are shared and where the best training happens. I want you to be there to see your own potential in a whole new light and get the tools you need to make your goals a reality.

April always feels like a natural reset to me. New season, new routines, new chances to start again. It reminds us that we have the power to choose how we show up each day. In this business, we are fortunate to have a level of flexibility and freedom that many women only dream of. Every morning, you get to decide: will you step out with confidence to build your future and make other women feel incredible, or will you let hesitation hold you back?

You are the CEO of your own time and financial path. Consider taking some time this month to revisit our team- building materials to remind yourself of all the rewards available to us. I think of the prizes as a reflection of the hard work we put into our business. There truly isn't another community that supports and celebrates women's success quite like this one. Anything is possible when we simply stay consistent and keep showing up.

Let's start today and make every moment count. The seeds we plant today will define what we harvest tomorrow. We all know the saying about "April showers," so if someone tries to rain on your parade, use that moment to strengthen your resolve. Let it be a reminder of the beautiful results that are just around the corner. What you do now shapes what you will be celebrating later.

I would love to hear your goal for the rest of this Seminar year. Send it to me so I can cheer you on. I believe in you, and I cannot wait to see what you do next.

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](http://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  
\$277,777.00

### #1 UNIT SHARING



Alison Williams Unit  
3 Qualified

## PRIOR MONTH

### #1 UNIT WHOLESALE



Beth Gallagher Unit  
\$14,132.40

### #1 UNIT SHARING



Alison Williams Unit  
7 New

### #1 PERSONAL WHOLESALE



Michele Stone  
\$2,359.00

### #1 PERSONAL SHARING



Alison Williams  
7 New

# ***LOOK WHO INVESTED LAST MONTH!***

Beth Davies	Lori Windham	Pamela Santoro	Susan Dos Reis
Brenda Anderson	Christina Blanchard	Nina Sulsdorf	Mary Mertens
Corrina Warwick	Debi Alheim	Deborah Conway	Brittany Bartlein
Marilyn Pientka	Fayth Block	Debra Finley	Julie Johnson
Florence Honang	Michelle Jirousek	Jan Chambers	Daune DeVries
Sherry Soehnlein	Patricia Rougeot	Linda Robinson	Mary Vesperman
Brenda Myers	Trisha Niesen	Connie Plaumann	Elisa Baldock
Kathleen Weier			

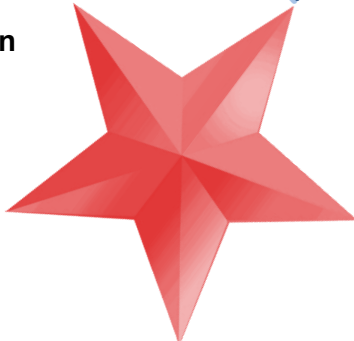
## ***4TH QUARTER ON-TARGET STARS MARCH 16–JUNE 15, 2026***

<b>Name</b>	<b>Current</b>	<b>Sapphire</b>	<b>Ruby</b>	<b>Diamond</b>	<b>Emerald</b>	<b>Pearl</b>
Beth Davies	\$670.50	\$1,129.50	\$1,729.50	\$2,329.50	\$2,929.50	\$4,129.50
Marilyn Pientka	\$436.00	\$1,364.00	\$1,964.00	\$2,564.00	\$3,164.00	\$4,364.00
Florence Honang	\$375.50	\$1,424.50	\$2,024.50	\$2,624.50	\$3,224.50	\$4,424.50
Spring Fleming	\$331.50	\$1,468.50	\$2,068.50	\$2,668.50	\$3,268.50	\$4,468.50
Brenda Anderson	\$303.00	\$1,497.00	\$2,097.00	\$2,697.00	\$3,297.00	\$4,497.00
Brenda Myers	\$303.00	\$1,497.00	\$2,097.00	\$2,697.00	\$3,297.00	\$4,497.00
Cathy Carlsen	\$293.00	\$1,507.00	\$2,107.00	\$2,707.00	\$3,307.00	\$4,507.00
Kathleen Weier	\$289.00	\$1,511.00	\$2,111.00	\$2,711.00	\$3,311.00	\$4,511.00
Lori Windham	\$285.00	\$1,515.00	\$2,115.00	\$2,715.00	\$3,315.00	\$4,515.00

# ***3rd Quarter Stars***

**Ruby Star**

**Brenda Anderson**



**Sapphire Star**

**Corrina Warwick**



# SEMINAR 2026 COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$18,131.00
2	Corrina Warwick	\$11,671.00
3	Beth Davies	\$5,480.00
4	Mary Ann Zielinski	\$4,798.00
5	Brenda Myers	\$3,852.00

# SEMINAR 2026 COURT OF SHARING

Based on Qualified Team Members



1
2
3
4
5

## CLIMBING THE LADDER OF SUCCESS

### SENIOR CONSULTANTS

### SENIOR CON'T

### STAR TEAM BUILDER

#### Brenda Anderson



Cindy Nelson

#### Mary Ann Zielinski



Sandy Deibert  
Kathleen Weier

#### Corrina A. Warwick



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

#### Brenda L. Myers



Brenda Anderson

#### Flo Welk



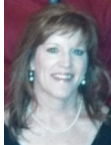
Jeanna Schowalter  
Kathryn A. Bohn

#### Debra K. Finley



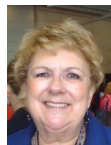
Christina Blanchard  
Dorian Loberg Beck  
Terra K. Wachs  
Dawn M. Endries  
Tracy Fonte  
Mary L. Pekarske  
Mary T. Mertens  
Brittany Bartlein  
Laura J. Roethle  
Mary Schock  
Brenda M. Schultz

#### Julie Johnson

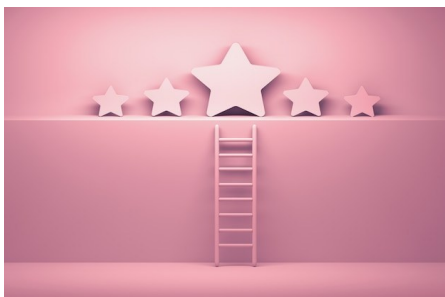


Trisha A. Niesen  
Merodee Buechner

#### Cathy Carlsen



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



# *WELCOME NEW CONSULTANTS*



## *TEAM BUILDING LOVE CHECKS*

Brenda Myers	4%	\$25.38
Corrina Warwick	6%	\$28.14
Debra Finley	4%	\$16.86
Cathy Carlsen	4%	\$16.53
Mary Ann Zielinski	4%	\$11.56
Julie Johnson	4%	\$9.24

## *MAY CELEBRATIONS*



<u>Name</u>	<u>Birthday</u>
Mary Ann Zielinski	14
Michelle Jirousek	19
Donna DeHaven	28
Michelle Slawny	28

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Kay Tinguely	35	Michelle Harrington	23
Wendy Miller	28	Dorian Loberg Beck	20
Michelle Berndt	27	Loretta Ziegler	10
Sandy Deibert	25	Mary Mertens	8
Julie Gabris	25		



# Challenge Alert!

JANUARY 1 – JUNE 30  
When your sales support your \$600 wholesale order for:

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 3 Months  
Corrina Warwick 1Month  
Beth Davies 1 Month

# Important Upcoming Dates

## April

Bloom where you are planted

## 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1 "Tighten" Your Routine! 7pm CST Messenger Chat Party Request add by 3/28	2 "Tighten" Your Routine! 3pm CST Live in GR8R Party Room	3 Chicago Director Meeting w/ 3 <sup>rd</sup> Quarter Stars!	4
5 Happy Easter	6 "Tighten" Your Routine! 6-7:30pm Reach Out Lodi Doors open @ 5:30	7	8	9 How do I use Concealer? 3pm CST Live in GR8R Party Room	10	11 Beauty & Brews Crooked Branch Pardeeville 9-10 am
12	13 Unit Rise & Radiate Event Zoom 6:30 pm	14	15 Non-Taxing Color Tips Messenger Chat Party Request add by 4/12/26	16 Highlight - Contour - Bronze 3pm CST Live in GR8R Party Room	17 PCP Deadline - Goal 80%	18
19	20 Spring Makeovers 3-6pm Portage Unit Zoom 6:30-7	21	22	23 Spring Eye Colors 3pm CST Live in GR8R Party Room	24	25
26	27 Unit Rise & Radiate Event Zoom 6:30 pm	28	29	30 Spring Lip Colors 3pm CST Live in GR8R Party Room Pre-Launch Party 4-8pm CST RSVP w/ Guests Beth's House <small>Month End!</small>	Schedule your Pre-Launch party in May for Beth to come to your Area!!	

ZOOM FOR ALL EVENTS\*: 921 841 0583 Pass: bebold

# April



Career chat



Add a team member



Earn a bronze, silver or gold medal



Complete the Rise + Radiate Challenge



Move up the career path



Star consultant



Get a new lead w/ contact info



Book an appointment



Hold a selling appointment



Sell something



Every \$10 sold



Have a \$100 day



*Pink  
Success*

Post your wins on our  
Super Star Facebook Page.

# POWER UP & GROW

SEMINAR 2026

July 1, 2025 - June 30, 2026

## Queen's Court of Sales



**\$45k Personal Retail Production / \$22.5k Wholesale**

\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500

## Queen's Court of Sharing



**24 Qualified Personal Team Members**

# MARY KAY INTOUCH® ONLINE INVENTORY ORDERING TIERED DISCOUNT STRUCTURE

## HERE'S HOW IT WORKS:

If you are an Independent Beauty Consultant placing an order through the Mary Kay InTouch® Online Ordering site, your wholesale product discount is determined by your Activity Status.

ACTIVITY STATUS	WHOLESALE PRODUCT DISCOUNT
If you are ACTIVE**	All Mary Kay InTouch® inventory orders will receive a 50% discount. To become active in a single order, you must reach the goal of \$450 retail.
If you are NOT ACTIVE* (New, Inactive or Terminated Status)	All Mary Kay InTouch® inventory orders from \$100 retail through \$449.99 retail will receive a 30% discount. You can accumulate to active status with the goal of \$450 retail in one month.
	All Mary Kay InTouch® inventory orders less than \$100 retail will NOT receive a discount. However, they still accumulate toward your active status.



## WANT EVEN RICHER REWARDS?

Take advantage of the Great Start® Program. Go to Mary Kay InTouch® > Education > New Independent Beauty Consultants Start Here



**MARY KAY**

\* Inactive Independent Beauty Consultants are eligible to receive a 30% wholesale discount on Section 1 products until they reach active status.  
\*\* An Independent Beauty Consultant is considered active with personal retail sales of \$450, and she will remain active for two months following any month with a qualifying active order(s).  
The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate these pages in connection with their Mary Kay businesses. These pages should not be altered from their original form nor incorporated into other materials.

One of the most laudable attributes of our Mary Kay organization is the "sharing and caring" attitude contributed coast to coast by our Consultants and Sales Directors. By making a Consultant who belongs to another unit feel welcome, a Sales Director is putting the Golden Rule into action. (Directors Memo, May 9, 1980)



**Kathleen Koclanes**

**Ind. Future Executive Senior Sales Director**

**Kathleen's Super Star Unit**

5005 Maher Ave

Madison, WI 53716

Phone: (608) 772-0847

[kkoclan@aol.com](mailto:kkoclan@aol.com)

<http://kathleenkoclanes.com>

Return Service Requested