



KATHLEEN'S SUPER STARS NEWSLETTER



October Newsletter—September Recognition

Hello Super Stars!

As the crisp autumn air settles in and the leaves turn vibrant shades of gold, I'm reminded of how each of you brings your own unique color and sparkle to our makeup family. October is a month of transformation — and just like nature, we have the power to refresh, renew, and radiate beauty from the inside out.

This season is perfect for connecting with customers who are ready to embrace richer tones, cozy vibes, and self-care moments. Remember, you're not just selling makeup — you're helping people feel confident, empowered, and beautiful in their own skin. Every conversation, every demo, and every smile you share is a seed planted for future growth.

Let's make this month our most dazzling yet:

- Set your goals high — even small daily wins add up.
- Share your passion — your enthusiasm is contagious.
- Celebrate progress — every step forward is worth recognition.

You are the heartbeat of this company, and your dedication inspires me daily. Keep shining, keep believing, and keep making magic happen.

Here's to a radiant October filled with bold lip colors, glowing skin, and unstoppable confidence!

Love and Bee-lief

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

2026-27 SEMINAR YEAR

#1 UNIT RETAIL



Beth Gallagher
\$62,874.99

#1 UNIT SHARING



Alison Williams Unit
8 New/5 Qualified

PRIOR MONTH

#1 UNIT WHOLESALE



Alison Williams Unit
\$14,247

#1 UNIT SHARING



Alison Williams Unit
5 New/4 Qualified

#1 PERSONAL WHOLESALE



Alison Williams
\$4,413

#1 PERSONAL SHARING



Alison Williams
5 New

LOOK WHO INVESTED LAST MONTH!

Brenda Anderson	Kathryn Bohn	Mary Vesperman	Lisa Heltemes
Corrina Warwick	Spring Fleming	Valerie Houk	Rebecca Orick
Marilyn Pientka	Brenda Myers	Debra Finley	Brittany Bartlein
Beth Davies	Stephanie Warren	Shirley Zachman	Michele Stone
Elisa Baldock	Mary Mertens	Alicia Toval	Kathryn Biadasz
Merodee Buechner	Mary Ann Zielinski	Pamela Sheldon	Deborah Conway

2ND QUARTER ON-TARGET STARS SEPT 16, 2026–DEC 15, 2026

<u>Name</u>	<u>Current</u>	<u>Sapphire</u>	<u>Ruby</u>	<u>Diamond</u>	<u>Emerald</u>	<u>Pearl</u>
Marilyn Pientka	\$633.50	\$1,166.50	\$1,766.50	\$2,366.50	\$2,966.50	\$4,166.50
Beth Davies	\$579.50	\$1,220.50	\$1,820.50	\$2,420.50	\$3,020.50	\$4,220.50
Elisa Baldock	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
Merodee Buechner	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
Spring Fleming	\$336.00	\$1,464.00	\$2,064.00	\$2,664.00	\$3,264.00	\$4,464.00
Brenda Myers	\$326.00	\$1,474.00	\$2,074.00	\$2,674.00	\$3,274.00	\$4,474.00
Stephanie Warren	\$310.00	\$1,490.00	\$2,090.00	\$2,690.00	\$3,290.00	\$4,490.00
Valerie Houk	\$260.50	\$1,539.50	\$2,139.50	\$2,739.50	\$3,339.50	\$4,539.50
Shirley Zachman	\$229.50	\$1,570.50	\$2,170.50	\$2,770.50	\$3,370.50	\$4,570.50
Pamela Sheldon	\$226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00
Lisa Heltemes	\$225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00
Rebecca Orick	\$225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00

1st Quarter Stars

Sapphire Star
Brenda Anderson



Sapphire Star
Corrina Warwick



SEMINAR 2026 -2027

COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$3,980.00
2	Corrina Warwick	\$3,761.00
3	Beth Davies	\$1,949.00
4	Shirley Zachman	\$1,405.00
5	Marilyn Pientka	\$1,165.00

COURT OF SHARING

Based on Qualified Team Members



1
2
3
4
5

RETAIL SALES

Sales based on Weekly Accom Sheets



1	Corinna Warwick	\$5,089.00
2	Brenda Anderson	\$1,646.00
3	Beth Davies	\$701.40
4		
5		

CLIMBING THE LADDER OF SUCCESS

SENIOR CONSULTANTS

Elisa Baldock



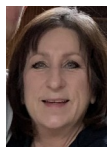
Melissa S. Boyd

Daune R. DeVries



Teresa Ploch
Jennifer Illies

Debra K. Finley



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

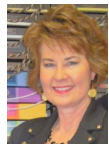
SENIOR CON'T

Julie M. Johnson



Trisha A. Niesen
Merodee Buechner

Brenda L. Myers



Brenda L. Anderson

Stephanie R. Warren



Alison G. Williams
Lori D. Windham

Corrina A. Warwick



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

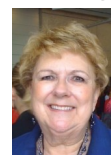
Flo Welk



Kathryn A. Bohn
Jeanna Schowalter

SENIOR CON'T

Cathy Carlsen



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

Michele M. Stone



Stephanie R. Warren
Doris E. Barr
Judi Davidson
Veronica B. Marks
Yekaterina I. Virshki
Madi Emsoff
Catherine Cashin
Phyllis O. Raffanti
Carol M. Rossko
Silvia F. Venancio
Carolyn Wheeler
Patricia R. Miller

MONTHLY RECOGNITION

\$300+ WEEKS



Corrina Warwick

\$514, 354, 332, 305, 216

FACES



Corrina Warwick

\$228

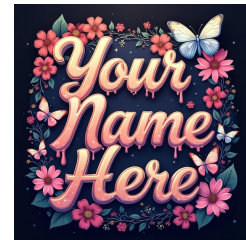
ON-THE-GO



Corrina Warwick

\$152, 145, 122, 38

MYSHOP



PCP, REORDERS, MISC SALES



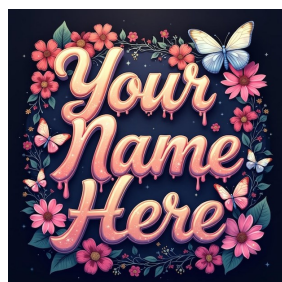
Corrina Warwick

\$236, 182, 162, 138, 118, 60, 46, 44, 20, 18, 8

Beth Davies

\$111, 68, 34, 14.40

INTERVIEWS HELD



WELCOME NEW CONSULTANTS

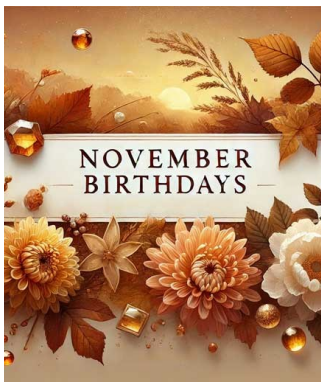


Sponsored by: Kathleen Koclanes

TEAM BUILDING LOVE CHECKS

Stephanie Warren	4%	\$176.52
Brenda Myers	4%	\$25.16
Debra Finley	4%	\$16.62
Julie Johnson	4%	\$16.16
Flo Welk	4%	\$15.16
Corrina Warwick	4%	\$12.57
Michele Stone	4%	\$12.40

NOVEMBER CELEBRATIONS



<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>
Yekaterina Virshki	5	Cindy Nelson	22
Brenda Murray	6	Michele Stone	23
Jane Steidl	12	Beth Davies	30
Kathleen Koclanes	19		

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Linda Robinson	26	Nina Sulsdorf	7
Sara Grimes	22	Dorinda Maybury	2
Fayth Block	21	Elenice Camargo	1
Merodee Buechner	15		



POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE



<u>Name</u>	<u>Total</u>	<u>Name</u>	<u>Total</u>	<u>Name</u>	<u>Total</u>
Stephanie Warren	24174	Elisa Baldock	2650	Shirley Zachman	1929
Brenda Myers	9499	Linda Robinson	2446	Patricia Rougeot	1562
Brenda Anderson	8351	Julie Johnson	2240	Emily Jackson	1484
Corrina Warwick	7925	Flo Welk	2225	Lori Windham	1412
Beth Davies	5270	Daune DeVries	2043	Marilyn Pientka	1369
Cathy Carlsen	4590	Mary Ann Zielinski	2038	Sherry Soehnlein	1084
Debra Finley	3223	Spring Fleming	1982	Sara Grimes	1066

Important Upcoming Dates



OCTOBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				All Things October 12:00 pm GR8R Than Unit FB Holiday Gifting GR8R Than Digital Party Room 8pm LIVE 1	2	Muffins & Makeovers 10 am Beth's House RSVP by 5pm Friday to reserve your spot 3
4	Harvest Color Makeover Night 6-7:30pm Reach Out Lodi Doors open @ 5:30 5	6	7	Fall Glow Skincare Pajama Party GR8R Than Digital Party Room 8pm LIVE 8	9	10
11	RED HOT HUDDLE 6:30-7:30pm 921 841 0583 pass: bebold 12	13	14	COMPLETE BOOK 8/HOLD 5 CHALLENGE FROM QUARTERLY All About Eyes GR8R Than Digital Party Room 8pm LIVE 15	FALL RETREAT 16	WINTER PCP DEADLINE FALL RETREAT 17
FALL RETREAT 18	Fall Makeovers 4 or 5 pm Mid-Month Training Live at 6:30 pm 104 West Cook St, Portage RSVP to Beth 19	20	21	Masking Spooktacular! GR8R Than Digital Party Room 8pm LIVE 22	23	24
25	Holiday Pre-Shop! Beth's House After 3pm RSVP RED HOT HUDDLE 6:30-7:30pm 921 841 0583 pass: bebold 26	27	28	BETH'S OPEN HOUSE Thankful Thursday! GR8R Than Digital Party Room 8pm LIVE 29	BETH'S OPEN HOUSE 30	BETH'S OPEN HOUSE MONTH END ALL ORDERS COUNT!! ORDER BY 11:59 PM 31

Winter PCP Enrollment

SHARE BEAUTY ALL SEASON LONG

SEPTEMBER 16 – OCTOBER 17TH, 2026

Share this quarter's Winter essentials with your customers by enrolling them to receive the **Winter 2026** issue of *The Look*, **PLUS**, you will receive Early Ordering Privileges and they'll receive an Exclusive product sample.



MAILS ON
NOVEMBER 7TH



ARRIVES IN
**7 TO 10
BUSINESS DAYS**



How To Enroll:

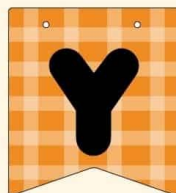
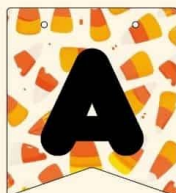


LOGIN TO INTOUCH

BUSINESS TOOLS > PREFERRED CUSTOMER PROGRAM > ENROLL CUSTOMERS



<https://mk.marykayintouch.com/s/preferred-customer-program>





Holiday BUSINESS Planning



Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!

MY HOLIDAY GAME PLAN

SEPT

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & Fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer VIP Group for Fall colors
- Have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies
- Anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- Book customers to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Fall/Holiday Look Books arrive

OCT

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style VIP Group event for Holiday products
- Send invites for in person Open House
- Plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

NOV

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product event
- Make a Holiday Glam Look video for your VIP Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

DEC

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your VIP Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your VIP Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.

Plan for Success



Pink
SUCCESS

Alice in Wonderland 100 Day Dash

We are starting off strong in the New Seminar year, and we're running to beat our best year ever! When we complete the following as a team by December 31st, we will draw for **\$300 CASH** (\$100 for each category)! Get your name entered for every Face and Share that PLUS 5 entries for every new Team Member!!

100 Faces
100 Shares
100 NEW

Diamonds and Super Stars



Pearls and Bows

Seminar Courts 2027

July 1, 2026 - June 30, 2027

NATIONAL QUEEN'S COURT OF SALES

At least \$22,500 Retail value of wholesale orders



Tennis Bracelet or \$500 Cash

NATIONAL AREA PRINCESS COURT of SALES

At least \$22,500 Retail value of wholesale orders



Ooh-la-La PINK crystal Bow Earrings

NATIONAL QUEEN'S COURT OF SHARING

At least 24 GS Qualified new team members



NATIONAL AREA PRINCESS COURT of SHARING

At least 12 GS Qualified new team members



Black Bow Glam Earrings

UNIT QUEEN OF SALES

#1 in Retail value of wholesale orders



RUNNERS UP in SALES

#2-3 in Retail value of wholesale orders



Pink Bow Glam Earrings

UNIT QUEEN OF SHARING

#1 in Great Start Qualified new Team Members with at least 3



Wavy Bow Earrings

UNIT ROYALTY COURT

\$6000 or more Retail value of wholesale orders



Grande Bow Earrings

UNIT DUCHESS COURT

\$4000-\$5999 Retail value of wholesale orders



Pearl Splendor Earrings

UNIT JR DUCHESS COURT

\$3000-\$3999 Retail value of wholesale orders



Linear Pearl Earrings

UNIT LOYALTY COURT

\$1800-\$2999 Retail value of wholesale orders



Bobo Bow Earrings

RUNNERS UP in SHARING

in Team Building of Great Start Qualified new Team Members with at least 3



Luxe Pearl Earrings

Courage is the art of doing what we fear to do and doing it well, no matter how difficult we think it might be. Courage is having the strength and the vision to make a commitment in life, then standing by that commitment simply because you know it's the right decision. When I had the dream to start this company, my children, including Richard, demonstrated the courage to help make my dream come true. Courage is truth. Courage is confidence. No matter how dark a night might be, courage always finds the light and the promise of a distant star. (A Dream Come True)



Kathleen Koclanes

Ind. Future Executive Senior Sales Director

Kathleen's Super Star Unit

5005 Maher Ave

Madison, WI 53716

Phone: (608) 772-0847

kkocl@pm.me

<http://kathleenkoclanes.com>

Return Service Requested