



KATHLEEN'S SUPER STARS NEWSLETTER



If it is to be it is up to me!

November 2022 Unit Newsletter



Queen of Wholesale
Brenda
Anderson



Sharing Queen
Monica
Crayton



YTD Sharing Queen
Pamela
Santoro



YTD Retail Queen
Brenda
Anderson

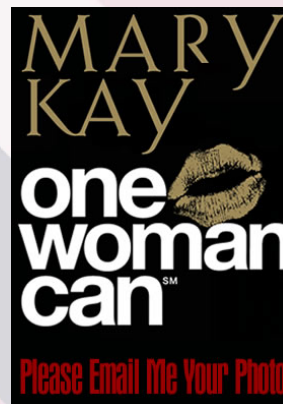
Congratulations to our Golden Rule Achievers



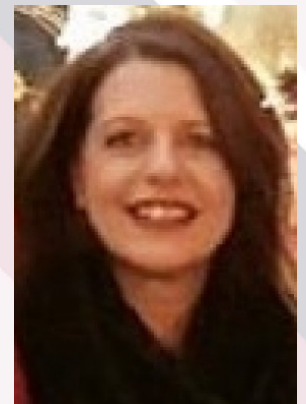
Brenda Anderson



Corrina Warwick



Lorriane Sego



Daune DeVries





From the Director's Chair

Happy Thanksgiving Super Star,

First & foremost, I am Thankful for each & every one of you! I am also thankful that we are doing quarterly workshops & events again BOTH in-person & hybrid *which means that you can join in via Zoom* YAY

Who's excited for another energizing workshop with like-minded leaders!! I know I am! Can't wait for our Central Wisconsin Quarterly Workshop on January 7th! We are pleased to announce that our January 7, 2023 Central WI Quarterly will be hybrid with in person *\$50 includes lunch* and a virtual viewing option*\$25*. The event flyer is in this Newsletter & the consultant tracking sheet was in last month's Newsletter & you can also access them through the Newsletter Email that you receive each month, on our Kathleen's Super Star FB page, OR my www.kathleenkoclanes.com website. Please note the deadlines for early bird registration is Thursday, November 17 at midnight **AFTER THAT DATE** both registration options go up by \$10 so PLEASE let me know right away if you'd love to join us as much as we'd love having you so that I can be sure to get you registered.

So continue tracking your numbers & filling in your tracking sheet included in this Newsletter. A zoom link will be provided to registered consultants. Keep track of your business achievements for quarterly recognition. The tracking sheet is attached. Remember, a tracked number GROWS!!

November is one of the most wonderful months for our Mary Kay business. Our new products are perfect for holiday makeovers. Women everywhere are looking for gift ideas, and these products are the perfect fit. Now is the time to contact your customers for Pink Weekend sales and open houses. It's also time to book your change of season and holiday makeover appointments. There are just so many great reasons to call your customers to check in and see what they need! That may be our business opportunity too!

When you share the opportunity this month, you can double up with the new Star Consultant Program Double Team-Building Credit through December 15th. Remember, women are looking for what you offer – an opportunity for a little extra income, fun, and flexibility, a community that values what matters most, and a way forward during challenging times. All backed by a Company with a lasting legacy. Now's the time to turn your November into GO-VEMBER with all the great tools Mary Kay is offering to assist us.

Mary Kay Ash taught us to live in the spirit of Thanksgiving all year long. It makes me so happy to see the rest of the world living that way too. We have so much to be thankful for: our friends, our families, our daily opportunities to make life whatever we want it to be, and so much more. Each day we wake up with a new chance to make this our best day ever. Isn't it a wonderful thought to think some of the most amazing days of our lives haven't happened yet? They are waiting for us to find them. We usually find what we look for so let's eagerly await joy and amazing experiences every day. Look for those customers who need to hear how beautiful they are, inside and out. Our mission statement is to enrich women's lives- let's brighten the day of each woman we come across in November.

I feel so blessed to be a part of Mary Kay. We have such a great community of friends and supportive women. This company has given me so many opportunities- from free cars and oh, so many prizes, to life-long friends and the freedom to be myself. I'm so grateful for all the personal growth this company has brought my way. I've learned so much and been able to help so many other women. I believe this business can take you anywhere you want to go. For that, I am so thankful. I am truly blessed to have you as a valuable part of our unit. Thank you for being a part of our Mary Kay family. I hope you have your best month yet!

Love and Belief, Kathleen

Important Dates:

- **November 10:** Early ordering of the new winter PCP promotional items begins for Stars who qualified during the June 16 – Sept. 15 quarter and those who enrolled in The Look for Winter through PCP. World Quality Day
- **November 11:** Veterans Day. Postal Holiday.
- **November 15:** Winter PCP early ordering of the new winter items available for all consultants. November 16: Winter PCP promotion begins. Official on-sale date.
- **November 19:** Women's Entrepreneurship Day!
- **November 24:** Thanksgiving Day! All company offices closed. Postal holiday.
- **November 25:** Company holiday. All company offices closed.
- **November 29:** Last day of the month for consultants to place telephone orders.
- **November 30:** Last day of the month for consultants to place online orders to count toward this month's production. Online agreements accepted until midnight CST. Last business day of the month.
- **December 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **December 10:** Human Rights Day
- **December 15:** End of the Quarter 2 Star Consultant contest.
- **December 16:** Quarter 3 Star contest begins. PCP spring online enrollment begins for The Look.
- **December 21:** First day of winter.
- **December 23:** Company holiday. All company offices closed.
- **December 24:** Christmas Eve!
- **December 25:** Merry Christmas! Postal holiday.
- **December 26:** Company holiday. All company offices closed.
- **December 29:** Last day of the month for consultants to place telephone orders
- **December 31:** New Year's Eve! Last day of the month for consultants to place online orders. Online agreements accepted until midnight. Last business day of the month.

MIX GOLD INTO YOUR GOALS!

Our Top 5 Stars and Future Stars This Quarter

				
Brenda Anderson Sapphire	Corrina Warwick On-Target	Daune DeVries On-Target	Lorriane Sego On-Target	Kay Tinguely On-Target

Top 20 Consultants Who Invested in Their Businesses in October

Brenda Anderson	\$2,018.00
Corrina Warwick	\$1,052.00
Lorriane Sego	\$626.00
Daune DeVries	\$603.00
Mary Goers	\$483.00
Brenda Myers	\$467.00
Vickie Puzach	\$459.00
Julie Gabris	\$421.50
Cindy Nelson	\$389.50
Elisa Baldock	\$380.00
Susan LaRiviere	\$373.00
Beth Davies	\$361.50
Kathryn Bohn	\$357.50
Cynthia Radtke	\$352.50
Amanda Martell	\$316.50
Melissa Claudio	\$296.50
Wendy Miller	\$294.00
Connie Radel	\$290.00
Jan Chambers	\$283.50
Annette Monthey	\$274.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/22

Star Achieved	Name	WS Needed for Next Star
Sapphire	Brenda Anderson	\$175.50
	Corrina Warwick	\$748.00
	Daune DeVries	\$960.00
	Lorriane Sego	\$1,174.00
	Kay Tinguely	\$1,218.00
	Marilyn Pientka	\$1,228.50
	Lori Windham	\$1,292.50
	Judith King	\$1,312.50
	Mary Goers	\$1,317.00
	Michelle Slawny	\$1,328.50
	Brenda Myers	\$1,333.00
	Vickie Puzach	\$1,341.00
	Julie Gabris	\$1,378.50
	Mary Ann Zielinski	\$1,391.00
	Connie Plaumann	\$1,406.50
	Cindy Nelson	\$1,410.50
	Elisa Baldock	\$1,420.00
	Susan LaRiviere	\$1,427.00
	Beth Davies	\$1,438.50
	Kathryn Bohn	\$1,442.50
	Cynthia Radtke	\$1,447.50
	Pamela Santoro	\$1,464.00
	Debi Alheim	\$1,466.00
	Julie Johnson	\$1,474.00
	Rebecca Gramer	\$1,474.00





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



Cathy Carlsen
Star Team Builder



Annette Monthey
Senior Consultant



Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Corrina Warwick
Senior Consultant



Daune DeVries
Senior Consultant



Debra Finley
Senior Consultant



Flo Welk
Senior Consultant



Michelle Berndt
Senior Consultant



Monica Crayton
Senior Consultant

Our Unit At A Glance

Star Team Builders

Cathy Carlsen

Senior Consultants

Annette Monthey
Brenda Anderson
Brenda Myers
Corrina Warwick
Daune DeVries
Debra Finley
Flo Welk
Michelle Berndt*
Monica Crayton

Consultants

Amanda Martell
Amy Bergholz*
Amy Koclanes*
Angela Emmons*
Angela McLaughlin*

Beth Davies
Bonnie Carstens
Brenda Peterson
Cindy Nelson
Connie Plaumann
Connie Radel
Cynthia Radtke
Danielle Barrett-Powell
Dawn Endries*
Debi Alheim
Donna Cooper*
Dorian Loberg Beck*
Drea Reichwein*
Elisa Baldock
Emily Jackson
Fayth Block*
Florence Honang*
Gloria Liska*
Jan Chambers
Jeanna Schowalter

Jeannette Dixon
Jennifer Gutkowski
Jennifer Heath*
Judith King
Judy Cloud-Calloway
Julie Gabris
Julie Johnson
Karen Taylor
Kassy Solis*
Kathleen Weier*
Kathryn Bohn
Kay Tinguely
Laura Erickson*
Lauretta Bell
Linda Robinson
Lisa Van Roy*
Lisbeth Bergman
Loretta Ziegler
Lori Windham
Lorriane Sego

Malissa Turner
Maria Garcia*
Marianne Lippold
Marilyn Pientka
Mary Ann Zielinski
Mary Fischer
Mary Goers
Mary Mertens
Mary Vesperman
Melanie Carlsen
Melissa Claudio
Michelle Jirousek*
Michelle Slawny
Pamela Santoro
Pat Petrowiak*
Patricia Berry
Patricia Rougeot
Patti Mezel*
Rebecca Gramer
Sandra Margelofsky*

Sandra Toval
Sara Grimes*
Sarah Huffsmith*
Shannon Howery*
Sharon Maginnis
Sherry Soehnlein*
Spring Fleming*
Stacey Lingo*
Susan Dos Reis*
Susan Draeger*
Susan LaRiviere
Teresa Ploch
Terri Skaggs
Trisha Niesen*
Vickie Puzach
Wendy Miller

Welcome New Consultants

Name:

Sponsored By:

Jeanna Schowalter	Flo Welk
Danielle Barrett-Powell	Kathleen Koclanes
Susan LaRiviere	Kathleen Koclanes
Lorriane Sego	Kathleen Koclanes
Jeannette Dixson	Monica Crayton

Team Commissions

4% Commission Level

Brenda Myers	\$80.72
Brenda Anderson	\$15.58
Cathy Carlsen	\$15.20
Annette Monthey	\$14.46
Daune DeVries	\$10.24
Corrina Warwick	\$10.24

Look Who Shared in October

Monica Crayton	1
Flo Welk	1
Kathleen Koclanes	3

Winter 2022 Program PCP Participants

Debra Finley
Flo Welk
Mary Ann Zielinski
Dorian Loberg Beck
Patricia Rougeot
Corrina Warwick
Beth Davies
Brenda Anderson

December Birthdays

Linda Wapneski	5
Dana Sackett	6
Mary Vesperman	8
Dorian Loberg Beck	10
Kay Retzleff	13
Amy Bergholz	31

December Anniversaries

Jan Chambers	42
Jennifer Heath	28
Melissa Boyd	26
Michelle Slawny	22
Judy Cloud-Calloway	21
Julie Johnson	19
Mumtaz Hashi	4
Peggy Parish	1
Ann Shea	1

Star Consultant Program Double Team-Building Credit:

Double your prize potential November 1– December 15th! Earn 600 EXTRA Star Consultant Team-Building Credits! You can earn an additional 600 team-building credits for each qualified new personal team member you add. This means you can earn 1,200 team-building credits for each qualified new personal team member you add during this time!

And with the new Star Consultant Program Double Team-Building Credit, it's the perfect time for everyone to share the Mary Kay opportunity! It's what many women are looking for right now – a little extra income, fun and flexibility, a community that values what matters most, and a way forward during challenging times. And it's all backed by a Company with a lasting legacy.

Let's Turn
November into
Go-venber!

Golden.

Seminar 2023

Mary Kay Ash believed in royal rewards – from exquisite jewelry fit for a queen to majestic trips only imagined in dreams – and in empowering women to achieve great things. We're celebrating our 60th anniversary this year, so it's the perfect time to reach for greatness in your business and beyond.



Our Top 5 YTD Personal Retail Court According to MK Orders



Brenda
Anderson



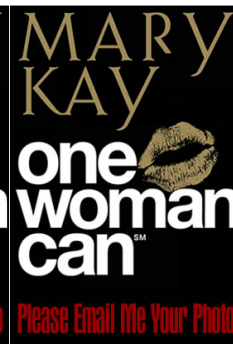
Corrina
Warwick



Daune
DeVries



Judith
King



Lorriane
Sego

♥ Year to Date Retail Court

1 Brenda Anderson	\$13,292.00
2 Corrina Warwick	\$8,115.50
3 Daune DeVries	\$3,532.00
4 Judith King	\$3,405.50
5 Lorriane Sego	\$3,339.00
6 Beth Davies	\$2,903.00
7 Debra Finley	\$2,639.00
8 Cindy Nelson	\$2,425.00
9 Brenda Myers	\$2,335.00
10 Elisa Baldock	\$2,085.00
11 Mary Goers	\$1,932.00
12 Kathryn Bohn	\$1,894.00
13 Vickie Puzach	\$1,836.00
14 Lori Windham	\$1,815.00
15 Monica Crayton	\$1,739.00
16 Julie Gabris	\$1,686.00
17 Susan LaRiviere	\$1,642.00
18 Debi Alheim	\$1,640.00
19 Patricia Rougeot	\$1,546.00
20 Mary Fischer	\$1,514.00

♥ Year to Date Sharing Court



Pamela
Santoro
1 Qualified
\$0.00



LET THE GOLDEN RULE BE YOUR GUIDE THIS YEAR!

GIFT CARD GIVEAWAY

\$150 TO GUESTS! NOVEMBER 1-30, 2022

FOUR DRAWINGS TOTAL!

\$50 GIFT CARD - \$50 GIFT CARD - \$25 GIFT CARD - \$25 GIFT CARD

beautify
your skin

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn
one entry
for having
a facial.

besties

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every five
names and
phone number
referrals
shared with
Beauty
Consultant.

buy product

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every
\$50 retail
purchased
after
attending
a party
or facial.

5

**CUSTOMERS
EARN FIVE
ENTRIES**

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

5

**CUSTOMERS
EARN FIVE
ENTRIES**

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

10

**CUSTOMERS
EARN TEN
ENTRIES**

Earn ten
entries for
becoming an
Independent
Beauty
Consultant.

book a party

be more
knowledgeable

become a
Beauty Consultant

CONSULTANTS, WHEN YOUR GUEST WINS, YOU WIN, TOO!

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

All entries must be submitted by December 5th.

<https://bit.ly/mandpgiveaway>

Virtual & in-person facials count for this drawing!

Madson Area & Pankow Area Sales Directors & Consultants



THEN. NOW. ALWAYS.™

Central WI Quarterly Workshop & Recognition hosted by Central WI Directors

Saturday, January 7, 2023

**Celebrating Second Quarter
September 16 - December 15, 2022**

WHAT: Second Quarter Sept 16 - Dec 15, 2022 Workshop & Recognition Event

TIME: 9 am-1:30 pm CST

WHERE:

- 1) In person (incl lunch) at Fairfield Inn, 7100 Stone Ridge Drive, Weston WI 54476 or**
- 2) Virtual streaming in 2nd Qtr Central WI Quarterly Facebook group (<https://bit.ly/2ndQtrCWQ>)**

ATTIRE: Mary Kay Professional

COST (includes event and recognition)—Early Bird Pricing

Register by 11/18 & pay \$25 (virtual) or \$50 (in person-incl lunch) to your Director

Register by 12/8 & pay \$35 (virtual) or \$60 (in person-incl lunch) to your Director

Directors....

- **Register you & your unit members at this link (<https://bit.ly/qtr2CWQ>).**
- **Mail a check for yourself and unit attendees along with the unit tracking sheet to Cheryl Lueck at 150905 Marigold Road, Wausau WI 54401. Payment for the 11/18 early bird registration must be received by 11/23. All payments must be received by Cheryl Lueck by December 20. No refunds.**
- **Submit all recognition for your unit members by December 17 by 10 pm at this link (<https://bit.ly/Q2CWQreco>).**

Training by local Sales Directors

Special recognition for first time "Reds" and current "Reds"

Queen of Courts from Tracking Sheet

Star Consultants/Parade of Stars

Master Consultant & much more

**All Star Consultants entered into \$50 Cash Drawing towards attending Career Conference
Move up to NEW Red level and be in Handbag drawing!**

**Use the Quarterly Tracking Sheet to plan your work
then work your plan to be recognized.**

A tracked number GROWS!

July 1 2022—June 30 2023

Our NEW contest is to call & listen to our 8 am 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-ConsultantTraining/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 in to 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. Here is the link & you can also type it in to access it ;-)

<https://docs.google.com/forms/d/e/1FAIpQLScCMZJkQE4Y4nYZAZGcIKKNtt65Pe1H7gtF1ZPcHUUIyN1O6Q/viewform>

Month Of October Winners

Retail Queen for the month Brenda Anderson \$1085

Weeks over \$500 Brenda Anderson \$676

Party's over \$200 Let's BOOK those Holiday Parties :-)

Facials over \$100 Deb Finley \$126 Corrina Warwick \$125 & \$206

Reorder weeks over \$300 Brenda Anderson \$676

On the go/personal appointments Beth Davies \$29 & \$41.40 Deb Finley \$220

Corrina Warwick \$323, \$56, \$104, \$125.60

PCP/Misc. Beth Davies \$371

Online orders

Send an email to your customers with your 24/7 shopping link

Skin Care Sets Sold Corrina Warwick 2

New Team Members Monica Crayton 1 Flo Welk 1

Interviews for the month Lets Share Our Amazing Opportunity!

MARY KAY

BEAUTIFUL INDULGENCE

Inside and out, you are beautiful. And you deserve to indulge yourself beautifully every single day! Consider it done with these winter wonders, new from Mary Kay. From a fabulous box of beauty and elegant scent-sations to pampering treats for all, there's a lot to indulge in this season.

WINTER 2022 QUARTER AT-A-GLANCE

UNBOX A BEAUTIFUL EXPERIENCE!

Get your winter glow on with a fabulous new take on the limited-edition[†] *Mary Kay*® Beauty Box. It's filled with sparks of luminous color and self-care must-haves, meticulously curated for the winter beauty season. You're sure to find your new favorites as you build your beauty collection, leave your worries behind and indulge in some "me" time.

New! Limited-Edition[†] *Mary Kay*® Beauty Box, \$48



What a Value!

Because it's priced at just \$48, you're getting the Fuzzy Headband and Revitalizing Shea Scrub Deluxe Mini as an added **BONUS!**



Great gifting idea!

Each product was hand-selected by a team of beauty experts and packaged together with love in a special box – so it's ready to give *and* receive!

THIS BEAUTY-FULL ASSORTMENT INCLUDES:

- *Mary Kay*® Fuzzy Headband
- *Mary Kay Unlimited*® Lip Gloss in Fancy Nancy
- Special-Edition[†] *Mary Kay*® Pink Clay Mask
- *Mary Kay Chromafusion*® Highlighter in Glazed
- White Tea & Citrus *Satin Body*® Revitalizing Shea Scrub Deluxe Mini

ILLUMINATING INDULGENCES

The decadent scent of *Mary Kay Illuminea™* dances on skin with opening notes of spice, leading into luminous fruity florals and finishing with notes of woody, rich warmth. Now you can indulge in a luxurious treat for your skin and your senses with limited-edition* *Mary Kay Illuminea™* Body Soufflé. The whipped texture smooths onto skin like plush cashmere and moisturizes for 24 hours.*

The Dream Duo

We've created the ultimate indulgence bundle by combining this luxurious Body Soufflé with the prestige signature fragrance *Mary Kay Illuminea™* Extrait de Parfum. Inspired by Mary Kay Ash, this elegant fragrance celebrates the women who empower, encourage and light the way for others. Products also sold separately.

New! Limited-Edition* *Mary Kay Illuminea™* Bundle, \$99

Bundle includes *Mary Kay Illuminea™* Extrait de Parfum and Body Soufflé.

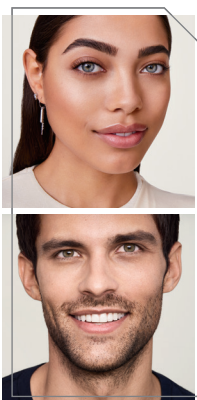
What a Value!

Save \$13 when you buy the bundle!



Mary Kay Illuminea™
Extrait de Parfum, \$80

Limited-Edition* Mary Kay
Illuminea™ Body Soufflé, \$32



MINT TO BE YOURS. AND THEIRS!

Moisturize winter lips with new limited-edition* *Mary Kay™* Hint of Mint Lip Balm! With a moisturizing formula and a refreshing mint leaf scent, it can be applied anytime throughout the day for a minty, mood-boosting moment! You'll want one in your pocket, one in your purse, one at your desk, basically you'll never want to be without it! And neither will he.

New! Limited-Edition* *Mary Kay™* Hint of Mint Lip Balm, \$10 each



IN THE SPOTLIGHT

TimeWise™ Age-Fighting Lip Primer, \$25

Wintertime is party time! And when you're going from one event to another, having staying power with your lipstick is key! That's why the spotlight is on *TimeWise™* Age-Fighting Lip Primer.

This lip primer helps prime the lips for improved lipstick wear while helping prevent lipstick and lip gloss from feathering and bleeding. And it's called age-fighting for a reason – 100% of women had an improvement of fine lines on the lips!** Plus, it's packaged in a convenient stick for easy application throughout the day. So any time you apply lipstick or lip gloss can be prime time!

CONTACT ME, your Mary Kay Independent Beauty Consultant, to experience these winter beauty musts!

CONSULTANT NAME / CONTACT



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*

One of the richest blessings we have today is wonderful people like you who God has chosen to guide our way. I couldn't let Thanksgiving go by without sending my own special wishes to you. May you and your family have the most blessed and peaceful Thanksgiving you have ever known.

Maybe She Needs Me

Arlene Lenarz, ENSDE

It had been a long day! I was finishing a task; And as I hurried past her,
A little voice said, "Ask!"
"Oh, not today!" I told myself;
I'm tired and it shows.
Besides, I might look foolish...
And she'd likely just say, "No!"
While drifting off to sleep that night,
I saw her face again. I wondered what
her life was like... her needs,
her dreams, her pain.
What if she'd been wishing for a friendly
word and smile, a chance to know somebody,
who would go the "extra mile?"
What if she'd been waiting for a break, an
open door? Was this the opportunity that
she'd been praying for?
I saw the cars she might not drive, the
rings she might not wear, because I
would not risk myself to stop...
to ask...to care.
So what if what I offer her is not her cup
of tea? That's a choice for her to make...
how selfish can I be?
When all my dreams are realized, I don't
want to regret the lives I wouldn't touch
and change... the "no's" I didn't get.
Oh, let me live a true "go-give", and let
my mission be not to think, "Do I need
her?" But maybe she needs me!

*Who might
you be
standing
beside?*



Take Advantage of the Holiday Lines!

During this holiday season it's easy to get swept away by all the hustle and bustle and hurry that's going on. Rather than stress out – take advantage of it! Plan to leave 10-20 minutes earlier, and go to each shopping situation prepared to go “people shopping” yourself. Maybe you'll end up getting in the longest line to talk to a really sharp woman in front of you. Maybe you'll take a moment to offer the woman behind the counter a free hand cream sample, etc. as a thanks for making your holiday experience even better. The options for reaching out are endless this time of year. There are lines everywhere... and it's easy to talk with total strangers since so many people are looking for second opinions on gifts this time of year. Start the conversation and see where it leads. If you never end up mentioning your business because it doesn't feel right, you had an enjoyable conversation with another person and probably made her day. You never know what kind of an impact taking the extra time to talk with someone this time of year might have. She might be the person who steps on up to leadership and helps you finish directorship in 2023. She may be a great cheerleader. Or, maybe she needs you!