



KATHLEEN'S SUPER STARS NEWSLETTER



If it is to be it is up to me!

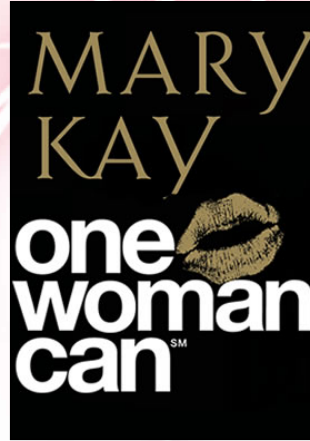
May 2025 Unit Newsletter



Queen of Wholesale
Brenda
Anderson



Sharing Queen
Corrina
Warwick



YTD Sharing Queen
This Could
Be You



YTD Retail Queen
Brenda
Anderson

Congratulations to our Power Up Achievers

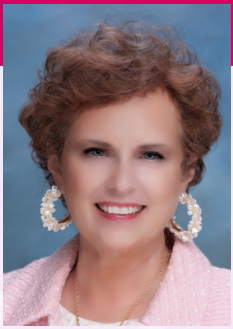


Brenda Anderson



Corrina Warwick





From the Director's Chair

Dear Super Star,

We're in the final stretch of the seminar year—and what you do this month sets the tone for what comes next. May is such a meaningful time in our Mary Kay journey. It's Mary Kay Ash's birthday month, a chance to honor the woman who

believed in the ripple effect of one bold decision—and to create our own momentum as we step into a new season of growth. In celebration of our amazing founder, we will be **CELEBRATING** her Birthday on Monday May 12th :-). So for those of you in the Portage area, we would **LOVE** to have you come either by yourself and try our exciting **NEW** products or bring customers/guests to help us **CELEBRATE** our amazing founders Birthday!! There will be pink lemonade *of course* and cupcakes. Any questions, please call me 608-772-0847

PLUS

Super Stars, don't forget that each month there will be a **NEW** Photo Contest where all you need to do is just **SHOW** the before and after photo & when you send me a picture of your filled out form by the 3rd of the month, you will earn these prize/prizes

1. Show 5 people get a surprise glamour item from me for free as long as I receive this form from you by the 3rd of the month.
2. Show 10 people and receive 2 glamour items free from me.
3. Show 25 people and receive that month's featured product free from me. **NOW** because this month is the Repair Set, you get to choose 2 products from the set for your prize
4. Show 50 or more people and receive that month's featured product and 2 glamour items free from me.

This month, I hope you'll give yourself the gift of follow-through. Whether that means reconnecting with customers, sharing your story, offering a little self-care to someone who needs it, or simply showing up consistently—I hope you'll take action that reminds you why you started.

There's something so energizing about this time of year. New products, new goals, and a whole lot of excitement in the air. I've seen the reward this month, and it's the cutest confetti bag—fun, colorful, and such a celebration of all you're building. I hope you'll treat yourself by earning it. You deserve to be celebrated.

And to those of you who are stretching for something bigger—maybe a team-building goal, a new title, or the finish line of a personal challenge—I can't wait to celebrate your success. The work you're doing now matters. Even if it doesn't show up all at once, the seeds you're planting are growing.

I'm so proud of this unit. I've watched you rise above distractions, lean into your purpose, and keep going—even when it would've been easier to slow down. That's the kind of determination that builds legacies. And I believe you're just getting started.

Let's finish this seminar year strong—and walk into the next one with our heads high, our hearts full, and our sights set on something even greater.

Love and Belief, Kathleen

Important Dates:

- **May 1:** Happy May Day! Let's make this one of our best months ever! Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 5th.
- **May 6:** Happy National Teacher Day
- **May 7:** Summer PCP customer mailing of The Look begins (allow 7-10 business days for delivery).
- **May 10:** PCP early ordering of the new summer items begins for consultants who qualified during the Dec-March quarter and/or enrolled in The Look for Summer.
- **May 11:** Happy Mother's Day!
- **May 12:** IN PERSON meeting Portage at the Phoenix 104 West Cook Street to **CELEBRATE** Mary Kay Ash's Birthday. See flyer in this newsletter
- **May 12:** Mary Kay's birthday! Seminar registration opens for all independent sales force members at 8:30 a.m. CT.
- **May 15:** PCP summer promotional early ordering begins for all consultants.
- **May 16:** Summer promotion begins. Official on-sale date. Ordering of the new items available for all consultants.
- **May 19:** 7pm Zoom Meeting <http://zoom.us/j/93111089850> If you need a password it is (go)
- **May 26:** Happy Memorial Day. All Company offices closed. Postal Holiday. **NO MEETING**
- **May 30:** Last day of the month for consultants to place telephone orders.
- **May 31:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight Central time. Last business day of the month.
- **June 1:** Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 4th.
- **June 2:** 7pm Zoom Meeting <http://zoom.us/j/93111089850> If you need a password it is (go)
- **June 9:** Meeting in Portage at the Phoenix, 104 West Cook St. Be sure to call me so I can let you in the building. 608-772-0847
- **June 15:** Happy Father's Day! Help your customers celebrate that special man in their lives! End of Star Quarter 4! Finish your star this quarter!
- **June 16:** 7pm Zoom Meeting <http://zoom.us/j/93111089850> If you need a password it is (go)
- **June 16:** Quarter 1 Star Consultant quarterly contest begins.
- **June 20:** First day of summer! Star consultant program quarter 4 earned credits available for redemption or accrual.
- **June 23:** 7pm Zoom Meeting <http://zoom.us/j/93111089850> If you need a password it is (go)
- **June 27:** Last day of the month for consultants to place telephone orders for this seminar year.
- **June 30:** 7pm Zoom Meeting <http://zoom.us/j/93111089850> If you need a password it is (go)
- **June 30:** Online agreements and orders accepted until 11:59 pm CT Seminar year ends. Seminar qualification deadline at 11:59 pm CT

Our Top 5 Stars and Future Stars This Quarter



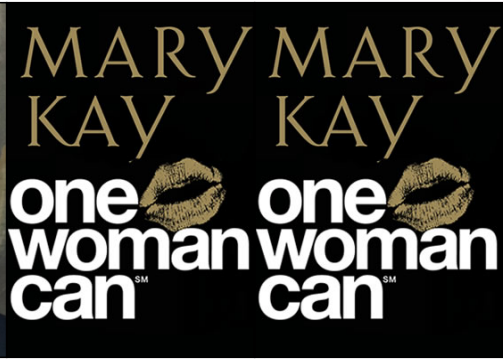
Corrina
Warwick
On-Target



Brenda
Anderson
On-Target



Lori
Windham
On-Target



Nancy
Boeder
On-Target

Marilyn
Pientka
On-Target

Thank You Consultants Who Invested in Their Businesses in April

Brenda Anderson	\$706.00
Corrina Warwick	\$700.00
Marilyn Pientka	\$475.00
Michelle Slawny	\$469.00
Melissa Claudio	\$413.50
Linda Robinson	\$375.50
Sherry Soehnlein	\$367.50
Christina Blanchard	\$318.00
Cathy Carlsen	\$290.50
Patricia Berry	\$284.00
Connie Plaumann	\$268.50

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/25

Star Achieved	Name	WS Needed for Next Star
	Corrina Warwick	\$388.00
	Brenda Anderson	\$950.00
	Lori Windham	\$1,172.50
	Nancy Boeder	\$1,274.00
	Marilyn Pientka	\$1,325.00
	Michelle Slawny	\$1,331.00
	Beth Davies	\$1,374.00
	Melissa Claudio	\$1,386.50
	Linda Robinson	\$1,424.50
	Sherry Soehnlein	\$1,432.50
	Patricia Rougeot	\$1,434.00
	Christina Blanchard	\$1,482.00
	Kay Tinguely	\$1,494.00
	Cathy Carlsen	\$1,509.50
	Patricia Berry	\$1,516.00
	Loretta Ziegler	\$1,524.00
	Connie Plaumann	\$1,531.50
	Florence Honang	\$1,541.00
	Mary Vesperman	\$1,547.00
	Jeanna Schowalter	\$1,559.00
	Daune DeVries	\$1,564.00
	Lisa Van Roy	\$1,564.50
	Marianne Lippold	\$1,566.00
	Jan Chambers	\$1,568.50
	Amy Koclanes	\$1,571.00

POWER YOUR SALES
Earn this co-branded MK/Packed
Party cosmetic bag featuring
custom MK confetti! May is the
time to Jazz UP your potential
and celebrate your success!



May



Beth Davies
Senior Consultant



Brenda Myers
Senior Consultant



Cathy Carlsen
Senior Consultant



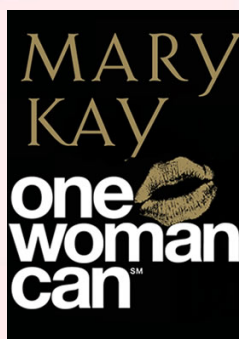
Corrina Warwick
Senior Consultant



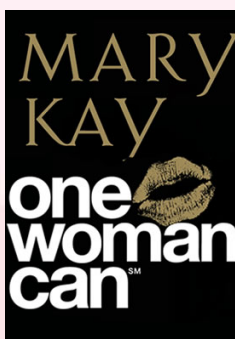
Debra Finley
Senior Consultant



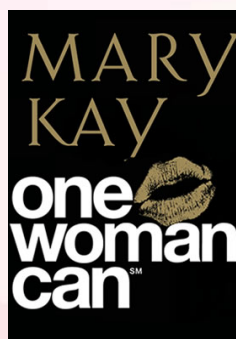
Flo Welk
Senior Consultant



This Could
Be You



This Could
Be You



This Could
Be You



This Could
Be You

Our Unit At A Glance

Senior Consultants

Beth Davies
Brenda Myers*
Cathy Carlsen
Corrina Warwick
Debra Finley
Flo Welk*

Cindy Nelson*
Connie Plaumann
Cynthia Radtke*
Dana Sackett*
Daune DeVries
Dawn Endries*
Debi Alheim*
Deborah Conway
Donna Cooper*
Donna DeHaven*
Dorian Loberg Beck*
Dorinda Maybury
Drea Reichwein
Elisa Baldock*
Florence Honang
Jan Chambers
Jane Steidl
Janice Watzke*
Jeanna Schowalter
Judy Cloud-Calloway

Julie Gabris*
Julie Johnson
Karen Taylor*
Kathryn Biadasz*
Kay Tinguely
Linda Robinson
Linda Wapneski*
Lisa Van Roy
Loretta Ziegler
Lori Windham
Lorriane Sego
Maria Martinez*
Marianne Lippold
Marilyn Pientka
Mary Ann Zielinski
Mary Fischer*
Mary Mertens*
Mary Pekarske*
Mary Vesperman
Melissa Boyd*

Melissa Claudio
Michelle Berndt
Michelle Brennan*
Michelle Harrington
Michelle Jirousek
Michelle Slawny
Nancy Boeder
Nancy Hipp*
Pamela Sheldon*
Patricia Berry
Patricia Rougeot
Rebecca Orick*
Sandra Toval
Sandy Deibert*
Sara Grimes*
Sherry Soehnlein
Spring Fleming
Susan Draeger*
Tamera South
Terra Wachs*

Tracy Fonte*
Trisha Niesen*

Consultants

Amber Thome*
Amy Bergholz*
Amy Koclanes
Angela McLaughlin*
Anne Nichols*
Brenda Anderson
Brenda Peterson*
Cheryl Kok*
Christina Blanchard
Cindy Hanson*
Cindy LeClaire*

Welcome New Consultants

Deborah Conway

Sponsored By:

Corrina Warwick

Team Commissions

9% Commission Level

Debra Finley \$28.62

4% Commission Level

Flo Welk \$9.64

Corrina Warwick \$9.14

Beth Davies \$7.24

Meet An NSD!

We all start with the same kit.
Who do you know that might be
looking for a new opportunity?

Candy Lewis



"With my Mary Kay business, my family
and I are living a life full of possibilities
and the best is yet to come."

Summer 2025 Program PCP Participants

Flo Welk

Daune DeVries

Corrina Warwick

Mary Ann Zielinski

Beth Davies

Dorian Loberg Beck

Brenda Myers

June Birthdays

Daune DeVries	5
Lorriane Sego	8
Connie Radel	12
Jeanna Schowalter	13
Brenda Anderson	16
Cathy Carlsen	29

June Anniversaries

Corrina Warwick	38
Daune DeVries	35
Debra Finley	31
Annette Monthey	30
Connie Plaumann	27
Michelle Jirousek	14
Dana Sackett	13
Terra Wachs	10
Valerie Houk	6
Debi Alheim	3

Protect Your Energy, Protect Your Progress

Your attitude is magnetic—it draws people in and sets the tone for your business. And let's be honest... anyone can criticize, complain, or stir the pot (and plenty do). But that's not you. You won't always click with every personality—but your response? That's where the magic is. Here's how top leaders handle it:

1. Keep it light. Don't mirror their mood—rise above it.
2. Skip the spiral. No need to agree or engage with the drama.
3. Flip the script. Shift the conversation to something upbeat & solution-focused.

You set the tone. So lead with joy, keep it positive, and let your energy do the talking.



2025

What's
Your
Vision?

GLOWING
UP!

When you choose to
unlock your unlimited
potential and believe in
the power of your
dreams, the results can
be transformative.

Your trajectory is not
simply going up:
It's glowing up!

**Our Top 5
YTD
Personal
Retail Court
According to
MK Orders**



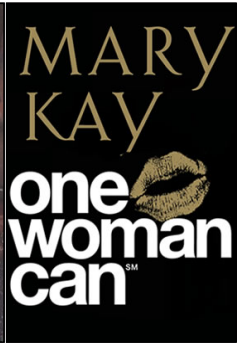
Brenda
Anderson



Corrina
Warwick



Beth
Davies



Florence
Honang



Lori
Windham

Year to Date Retail Court

1 Brenda Anderson	\$18,837.50
2 Corrina Warwick	\$17,885.00
3 Beth Davies	\$6,763.00
4 Florence Honang	\$5,029.00
5 Lori Windham	\$4,804.00
6 Patricia Rougeot	\$4,072.00
7 Linda Robinson	\$4,016.00
8 Mary Ann Zielinski	\$3,919.00
9 Cathy Carlsen	\$3,788.00
10 Daune DeVries	\$3,644.00
11 Debra Finley	\$3,503.00
12 Marianne Lippold	\$3,027.00
13 Brenda Myers	\$2,805.00
14 Julie Gabris	\$2,752.00
15 Spring Fleming	\$2,619.00
16 Kay Tinguely	\$2,570.00
17 Marilyn Pientka	\$2,559.00
18 Flo Welk	\$2,383.00
19 Kathryn Bohn	\$2,368.00
20 Melissa Claudio	\$2,278.00

MK QUEEN'S COURT OF SHARING



Qualified Team Members

"YOU CAN HELP PASS ON OUR SPECIAL WAY OF LIFE
TO OTHERS; AND IN DOING SO, YOUR OWN DREAMS
WILL COME TRUE, TOO!" "MARY KAY ASH



**IMAGINE YOURSELF
DEBUTING AS A
DIRECTOR. ENTERING
THE DIQ PROGRAM IS
THE FIRST STEP ON
YOUR JOURNEY AND IT
ONLY TAKES 8 TO BE
GREAT WHEN
BEGINNING! ARE YOU
READY TO PINK UP
AND SHOW UP?**

With Seminar Awards, you can embrace the you of your dreams – bringing her into the spotlight as her community cheers her on, wrapping her in immaculate rewards of diamonds and gold and taking her to vacation destinations beyond imagination.

May BEFORE & AFTER 2025 CONTEST

2025 Contest

Sooooo Easy!!!! Just Show the Before & After Picture to Everyone!

Write their name and interest in product

Text me a picture of this form filled out by the 3rd of each month to 608-772-0847

1. Show 5 people get a surprise glamour item from me for free as long as I receive this form from you by the 5th of the month.
2. Show 10 people and receive 2 glamour items free from me.
3. Show 25 people and receive that months featured product free from me.
4. Show 50 people the Repair before and after and receive the Repair eye cream and the lifting serum for free.

(You can request a particular item of \$15 value by the fifth of each month)

Name	Interest	Name	Interest	Name	Interest	Name	Interest
1.		1.		1.		1.	
2.		2.		2.		2.	
3.		3.		3.		3.	
4.		4.		4.		4.	
5.		5.		5.		5.	
6.		6.		6.		6.	
7.		7.		7.		7.	
8.		8.		8.		8.	
9.		9.		9.		9.	
10.		10.		10.		10.	
11.		11.		11.		11.	
12.		12.		12.		12.	
13.		13.		13.		13.	
14.		14.		14.		14.	

For those of you in the Portage area, we would LOVE to have you come either by yourself and try our exciting NEW products or bring customers/guests to help us CELEBRATE our amazing founders Birthday!! Their will be pink lemonade *of course* and cupcakes. Any questions, please call me 608-772-0847



You're invited to our
MARY KAY
Pink Out Celebration

Our goal for the day is
30 faces! Set appts any
time between 3-5:30pm.

May 12th
104 W Cook St
Portage WI

Results from using Mary Kay's new

TimeWise Repair

Sr. Sales Director Bonny R.



4 days

2 weeks

60 days

90 days

Dull, flat, very dry sagging skin
with dark spots and
deep expression lines

to



Bright moist younger looking skin,
softened jowls,
softened expression lines.
Pretty good for 69½ !!!

New Year! Step up to New Goals!

July 1 2023—June 30 2023 [from Weekly Accomplishments submitted on Mary Kay Intouch](#), by the end of each Month!



**Queen Of Retail
Corrina Warwick
\$1002.00**



**Interview Queen
Corrina Warwick**

Week over \$500

Party's over \$200

a party is only 3 faces

Book Classes Ladies

Face's over \$100

Corrina Warwick \$116, \$152

Reorder Weeks over \$300

Brenda Anderson \$496

Corrina Warwick \$340

PCP/Misc. over \$300

New Look Books Will Be Out Soon

On the Go/Personal appointments over \$200

Corrina Warwick \$315, \$268

Interviews for the month

Corrina Warwick 1

PWS

Beth Davies \$142

2025 New Before & After Contest!

Remember, you must get your points sheet into me by the 3rd of the month for it to count to receive your prize*s*

**Queen of
Before & After**



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 !



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



QUEEN OF UNIT SALES



#2-3 UNIT SALES



UNIT QUEEN'S COURT
\$5000 Retail* and above



UNIT PRINCESS COURT
\$3500-\$4999 Retail*



JR PRINCESS COURT
\$2500-\$3499 Retail*



LOYALTY COURT
\$1500-\$2499 Retail*

Seminar Unit
Awards 2025



5 Min
Rec

QUEEN OF SHARING



COURT OF SHARING

*Retail value of Wholesale Orders 3 or 4 Rec

National Area Princess

Court of Sales
\$20,000 Retail



You are Royalty!

National Area Princess

Court of Sharing
12 Qualified Recruits



You Deserve
Princess Bling

Looking to Grow Your Team?

Try This Fun, Fresh Approach at Your Next Appointment or Online!

Let's make sharing the Mary Kay opportunity simple, natural—and even fun. Instead of a formal “career chat,” try this light-hearted method that sparks curiosity and conversation.



WHAT TO SAY:

At some point during your class or facial, say:

“I’m working on a big goal right now, and part of it includes sharing the MK story with 30 women this month. Would anyone mind if we played a quick game while I do that?”

(You’ll be amazed how many people lean in instead of tuning out.)

WHAT TO DO:

Pack a cute bag, basket, or cosmetic pouch with fun, symbolic items that each represent a different aspect of the MK opportunity. Pass it around and let each person pull one or two items. Then ask them:

“Any guesses how your item might relate to Mary Kay?”

If they guess correctly—or even close—they get a ticket for a prize drawing!

After the game, invite them to fill out a short interest survey or career form while you collect the items.

This approach works in person or virtually: just hold up each item or post one per day in your group for interaction.

Want to take it online? Try a “Mystery Item of the Day” challenge in your Facebook group or post short Reels showing the items and their meanings.

SUGGESTIONS:

(Add, subtract, or change to make it your own)

- ⇒ **PayDay or 100 Grand bar** – The earning potential is real (and sweet).
- ⇒ **Scrunchie or hair tie** – Flexibility. Set your hours, work your way.
- ⇒ **Lip gloss or lipstick** – Confidence is one swipe away—inside and out.
- ⇒ **Keys** – The keys to your future are in your hands.
- ⇒ **Phone charger** – MK recharges your life: motivation, sisterhood, and income.
- ⇒ **Mini mirror** – This business helps you see your worth more clearly.
- ⇒ **Polaroid or selfie pic** – Friendships, girl time, and memories you wouldn’t have otherwise made.
- ⇒ **Notebook or planner sticker** – Personal growth + professional skills = the glow-up is real.
- ⇒ **Stretchy bracelet or rubber band** – Life happens. MK moves with you. Flexibility.
- ⇒ **Star charm or brochure** – Prizes, perks, and recognition? Yes please.
- ⇒ **Shiny ribbon or mini trophy** – You’ll be celebrated as you grow. Recognition is a way of life here. You shine, we cheer.
- ⇒ **Cross or heart charm** – Mary Kay’s values still lead the way: Faith, Family, then Career.
- ⇒ **Post-it with “\$30 Starter” or a \$100 fake bill** – Getting started is affordable, and what comes with it is priceless.
- ⇒ **Watch or clock sticker** – Busy women thrive here. Time management is a secret strength.
- ⇒ **Glass bead or marble** – No glass ceiling here. You decide how high you rise.
- ⇒ **Family Picture** – We look for people who use their family as a reason to do this business rather than as an excuse not to do this business. The things we learn & pass on to our kids are priceless!
- ⇒ **Dollar sign** – We don’t look for pushy sellers—we look for caring connectors. People over pressure, always.
- ⇒ **Mini calculator or receipt** – Running a home-based business comes with sweet tax advantages. Work smart, save more.



Taking Focused Action

Clarity without action is just a dream. Focused execution turns goals into reality.

Most people don't fail because they lack motivation—they struggle because they don't have a clear next step. Once you know what matters most, the only way to create traction is to take consistent, intentional action. That's how dreams move from the vision board into real life. It's about learning to follow through—with focus, with discipline, and without waiting for the perfect conditions.

What is Focused Action?

Focused action is the ability to identify the next most meaningful step—and take it with purpose. It means you're not trying to do everything—you're doing the right things consistently. It's what creates momentum and builds confidence over time.

Focused Action = Clarity + Discipline
Perfection isn't required. Progress is.

Questions for Personal Reflection:

- What's one thing I've been overthinking instead of starting?
- Where am I mistaking planning for progress?
- What's a small win I can create today to build momentum?

Progress Over Perfection

Perfectionism often disguises itself as preparation—but real growth happens through motion. When you stop waiting for the “right moment” and start working with what you have, you unlock traction, clarity, and confidence.

Focused action isn't about doing more. It's about doing what matters—even if it's a little messy at first. Your dream doesn't need a flawless plan. It needs a willing start and a commitment to keep going, one step at a time.

1. Use the 2-Minute Rule

If it takes less than two minutes, do it immediately. Small tasks (texts, reminders, follow-ups) often clog your to-do list and delay momentum.

Try this: Write down 3 tasks that would take you less than two minutes to complete right now. Do them today.

2. Create a Short Daily List

Instead of a long overwhelming to-do list, identify the top 3 action steps that directly support your goals. Make sure those are a part of your 6 most important things list every day. Even one small, intentional step can make a huge difference

Ask yourself: “What are the 3 things I can do today that will move me closer to my goal?”

3. Take Imperfect Action

Waiting until you feel “ready” is just a form of procrastination. Starting—even messily—builds confidence and clarity. Done is often better than perfect when it comes to building trust and staying consistent.

Example: Don't wait for the perfect time to call a customer. If you can't find that power hour to make calls, send a message and follow up later.

4. Build in Accountability

Create a system to keep yourself on track. This might look like a tracking sheet, a check-in with your Director/ recruiter, or even posting your goal in your group or planner.

You don't need to hustle harder—you need to move with intention. Focused action doesn't mean doing everything. It means doing what matters—and following through.

“You don't rise to the level of your goals. You fall to the level of your systems. Your goal is your desired outcome. Your system is the collection of daily habits that will get you there. Focus on the system, and the results will come.” ~James Clear

Step 1: Use The Look to Book

If your customer received The Look in the mail, use it as a natural opener to connect.

"Hey [Name], you should have received a fun little surprise from me in the mail this week—our Summer edition of The Look ! It includes some gorgeous new products and a free sample. I'm setting aside time to do quick makeover appointments to try the new tinted lip oils and more. Would you like to grab a 15-minute glow-up before my calendar fills up?"

Bonus Tip: If she says yes, encourage her to turn it into a class to earn free product.

Step 2: Add Value (and Invite Her to Share)

Remind your customer she can earn her summer faves for free by hosting a class. Women are looking for connection, fun, and a reason to get together—you bring all three!

"Let's plan something casual where you can pamper your friends, earn hostess perks, and maybe even fill your compact without spending a dime. How does that sound?"

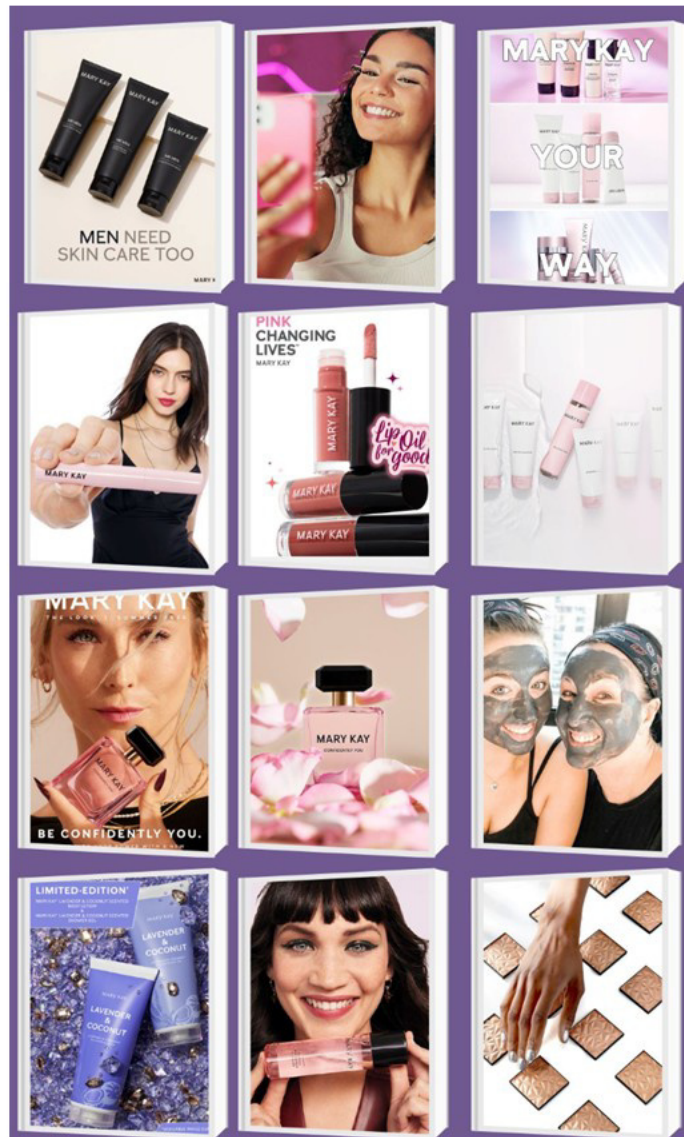
You can also plant a seed for the opportunity:

"A lot of women are looking for smart ways to earn extra income or find something positive to focus on right now. If you ever want info on how this business works, I'd be happy to share."

No pressure. Just planting possibilities.

Your Summer Selling Game Plan

Smart Strategies for Booking and Selling with Confidence This Summer



Why Summer Is a Smart Selling Season

Women want to feel confident, refreshed, and radiant for summer, and you have everything they need to do just that. With the new Summer 2025 Look book landing in mailboxes, there's never been a better reason to reach out, reconnect, and offer meaningful value—with a fresh, fun spin.

Remember: Customers are looking for **quality**, **value**, and **connection** now more than ever. You have all three in your toolkit. Let's use it!

Step 3: Check In With Purpose

Not everyone will want to book right away, and that's okay. Use The Look as a reason to check in. Here are a few ideas you can choose from before calling:

- "With the weather changing, have you noticed anything new with your skin—like more dryness or oiliness?"
- "What products are you using daily? Do you have what you need for skincare, makeup, or body care this month?"
- "Is there anything you've had your eye on from the new Look book I can help you try?"

Always finish with a service mindset: "Would it help if I dropped off a few fresh samples for you to try? I can tuck in a couple things based on what you said."

Step 4: Use Your Tools

MKConfident is packed with great tools to help you:

- Practice product knowledge
- Build confidence with scripts and videos
- Learn how to share the opportunity with ease

Pair it with your own voice, personality, and passion for serving your customers well—and you've got a winning combo!

You're not "bothering" anyone by reaching out—you're serving. Whether she needs a new mascara, a skincare refresh, or simply enjoys knowing someone thought of her, every connection is a chance to build trust, offer value, and grow your business.



KATHLEEN KOCLANES
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Return Service Requested

Words of Wisdom by Mary Kay Ash

The wonderful feeling that comes from helping people gives meaning to your accomplishments. If you don't help others, your own success means less; it may even feel hollow.

POWERUP!

In honor of her birthday, we're honoring the confidence, courage, and commitment that already live in you. What's one way you'll put it into action this month?

May is Mary Kay Ash's birthday month—a powerful reminder of the bold vision and heart behind everything we do. It's also a month packed with opportunity, momentum, and reasons to reconnect, recommit, and power up. It's a time to reflect on Mary Kay's legacy, celebrate the nurturing hearts who lift others daily, and continue building a business that brings beauty and purpose to the world around you.

This month brings it all: new **summer products**, exciting rewards, and the chance to register for **Seminar**—the most powerful event of the year. Whether you're reconnecting with customers or reaching for something new, there's no better time to show up boldly. And yes—**earn a little confetti**. This month's reward is fun, festive, and oh-so-you. Place your order, power your goals, and earn your celebration.



You're not just working a business—you're building a **legacy**. Let's finish the final two months of this seminar year strong—and step into the next one already shining.



**HAPPY
BIRTHDAY!**

MARY KAY

Three major opportunities are wrapping up soon:
Grow & Celebrate Challenge, Pink Up & Show Up, and the Step Up to Sales Director promotion. Each one is an invitation to grow, lead, and be recognized for the incredible impact you're making.