



KATHLEEN'S SUPER STARS NEWSLETTER



September Newsletter—August Recognition

Hello Super Stars!

Can you believe we are already starting the 3rd month of the Seminar year? The first quarter is almost over! Star quarter ends on the 15th. Are you where you want to be? Will you be finishing your Star? Don't forget, you earn points for every dollar you order and they accumulate for some amazing prizes!

Have you seen the new campaign the company has launched?

Beauty Is More Beautiful Shared!!

There is a lot of information on this on Intouch, be sure to check it out under "news".

Have you signed the updated beauty consultant agreement? If not, you have probably noticed you cannot log into Intouch. The new agreement comes down to if you share your login information with a 3rd party, the company is not liable for any information "leaks". Please read the agreement and sign so you can continue to see the latest and greatest information, place your orders and maintain your customer information. Feel free to reach out to me or the company if you have further questions.

The Holiday Season is upon us!! It's starting already, the stores are setting out decorations, so you should also be planning your strategies. See the flyer in this newsletter.

Please note the upcoming events and contest flyers in the newsletter also.

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
\$39,819.99

#1 UNIT SHARING



Alison Williams Unit
3 New/1 Qualified

PRIOR MONTH

#1 UNIT WHOLESALE



Beth Gallagher Unit
\$11,123.10

#1 UNIT SHARING



Alison Williams Unit
2 New

#1 PERSONAL WHOLESALE



Beth Gallegher
\$3,186.60

#1 PERSONAL SHARING



Alison Williams
2 New

LOOK WHO INVESTED LAST MONTH!

Brenda Anderson	Pamela Santoro	Fayth Block	Trisha Niesen
Corrina Warwick	Kay Tinguely	Shirley Zachman	Jane Steidl
Susan Draeger	Wendy Miller	Teresa Ploch	Dorinda Maybury
Beth Davies	Michele Stone	Patricia Rougeot	Doris Barr
Linda Robinson	Jan Chambers	Karen Taylor	Connie Plaumann
Daune DeVries	Melissa Boyd	Julie Johnson	Debra Finley
Marcia Higgins	Nikki Eddy	Michelle Brennan	Mary Ann Zielinski
Flo Welk			

1ST QUARTER ON-TARGET STARS JUNE 16, 2026—SEPT 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	\$1,438.00	\$362.00	\$962.00	\$1,562.00	\$2,162.00	\$3,362.00
Corrina Warwick	\$1,251.30	\$548.70	\$1,148.70	\$1,748.70	\$2,348.70	\$3,548.70
Beth Davies	\$887.20	\$912.80	\$1,512.80	\$2,112.80	\$2,712.80	\$3,912.80
Linda Robinson	\$741.20	\$1,058.80	\$1,658.80	\$2,258.80	\$2,858.80	\$4,058.80
Patricia Rougeot	\$529.20	\$1,270.80	\$1,870.80	\$2,470.80	\$3,070.80	\$4,270.80
Susan Draeger	\$508.60	\$1,291.40	\$1,891.40	\$2,491.40	\$3,091.40	\$4,291.40
Shirley Zachman	\$473.00	\$1,327.00	\$1,927.00	\$2,527.00	\$3,127.00	\$4,327.00
Brenda Myers	\$468.80	\$1,331.20	\$1,931.20	\$2,531.20	\$3,131.20	\$4,331.20
Flo Welk	\$456.30	\$1,343.70	\$1,943.70	\$2,543.70	\$3,143.70	\$4,343.70
Cindy Nelson	\$435.20	\$1,364.80	\$1,964.80	\$2,564.80	\$3,164.80	\$4,364.80
Jane Steidl	\$432.60	\$1,367.40	\$1,967.40	\$2,567.40	\$3,167.40	\$4,367.40
Melissa Claudio	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
Julie Johnson	\$390.00	\$1,410.00	\$2,010.00	\$2,610.00	\$3,210.00	\$4,410.00
Lori Windham	\$374.00	\$1,426.00	\$2,026.00	\$2,626.00	\$3,226.00	\$4,426.00
Emily Jackson	\$359.00	\$1,441.00	\$2,041.00	\$2,641.00	\$3,241.00	\$4,441.00

SAVE THE DATE!

**SEMINAR 2027 OKLAHOMA CITY, OK
JULY 24-26, 2027**

SEMINAR 2026 -2027

COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$2,722.00
2	Corrina Warwick	\$2,517.00
3	Susan Draeger	\$1,022.00
4	Shirley Zachman	\$946.00
5	Melissa Claudio	\$862.00

COURT OF SHARING

Based on Qualified Team Members



1
2
3
4
5

RETAIL SALES

Sales based on Weekly Accom Sheets



1	Corinna Warwick	\$3,368.00
2	Brenda Anderson	\$1,646.00
3	Beth Davies	\$474.00
4		
5		

CLIMBING THE LADDER OF SUCCESS

SENIOR CONSULTANTS

Brenda L. Anderson



Cindy Nelson

Beth A. Davies



Michelle Harrington
Teresa G. Fisher

Elisa Baldock



Melissa S. Boyd

Daune R. DeVries



Teresa Ploch
Jennifer Illies

SENIOR CON'T

Julie M. Johnson



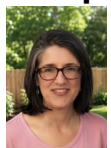
Trisha A. Niesen
Merodee Buechner

Brenda L. Myers



Brenda L. Anderson

Stephanie R. Warren



Alison G. Williams
Lori D. Windham

Corrina A. Warwick



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

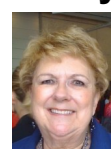
Mary Ann Zielinski



Sandy Deibert
Kathleen Weier

STAR TEAM BUILDER

Cathy Carlsen



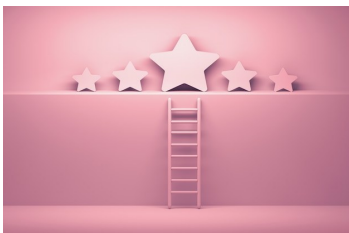
Elisa Baldock
Melanie Carlsen
Florence N. Honang
Terri A. Skaggs
Maria A. Martinez

TEAM LEADER

Michele M. Stone



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



MONTHLY RECOGNITION

\$300+ WEEKS



Corinna Warwick
\$520, 498, 308, 210

Brenda Anderson
\$394, 154, 120, 104

Beth Davies
\$344

FACES



Corinna Warwick
\$388, 320, 116

ON-THE-GO



Corinna Warwick
\$110, 40

MYSHOP



Brenda Anderson
\$230, 124, 118, 98, 60,
44, 36, 24, 22, 18

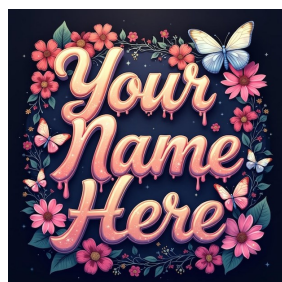
PCP, REORDERS, MISC SALES



Beth Davies
\$184, 94, 66

Corinna Warwick
\$160, 110, 100, 96, 52, 40

INTERVIEWS HELD



WELCOME NEW CONSULTANTS



TEAM BUILDING LOVE CHECKS

Stephanie Warren	4%	\$57.78
Brenda Myers	4%	\$28.04
Elisa Baldock	4%	\$9.24
Corrina Warwick	4%	\$9.24
Daune DeVries	4%	\$9.00
Julie Johnson	4%	\$4.04
Michele Stone	9%	\$3.42

OCTOBER CELEBRATIONS



<u>Name</u>	<u>Birthday</u>	<u>Name</u>	<u>Birthday</u>
Anne Nichols	1	Silvia Venancio	15
Lori Windham	5	Flo Welk	16
Brittany Bartlein	9	Cynthia Radtke	18
Deborah Conway	10	Susan Dos Reis	21
Patricia Miller	10	Corrina Warwick	27

<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>	<u>Name</u>	<u>Years</u>
Elisa Baldock	36	Lori Windham	21	Marcia Higgins	2
Donna DeHaven	36	Amy Koclanes	17	Laura Roethle	2
Cynthia Radtke	26	Teresa Ploch	11	Pamela Sheldon	2
Lisa Van Roy	23	Mary Rose	6	Shirley Zachman	1
Pamela Santoro	22	Jeanna Schowalter	4	Rebecca Gramer	1
Nancy Boeder	22	Michelle Brennan	3		



POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE



<u>Name</u>	<u>Total Points</u>	<u>Name</u>	<u>Total Points</u>
Stephanie Warren	15092	Shirley Zachman	1470
Brenda Myers	7589	Flo Welk	1467
Brenda Anderson	7093	Mary Ann Zielinski	1444
Corrina Warwick	6103	Julie Johnson	1432
Beth Davies	4111	Lori Windham	1412
Cathy Carlsen	3782	Spring Fleming	1310
Linda Robinson	2098	Sherry Soehnlein	1084
Daune DeVries	2043	Sara Grimes	1066
Debra Finley	1985	Susan Draeger	1022
Elisa Baldock	1842	Terri Skaggs	986
Patricia Rougeot	1562	Michelle Harrington	964
Emily Jackson	1484	Jane Steidl	918

Important Upcoming Dates

SEPTEMBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		September Kick Off 6:30 pm 921.841.0583 pass: bebold & YouTube		Put Your Face to Bed GR8R Than Digital Party Room 7pm LIVE		
		1	2	3	4	5
	Skincare September 5:00 pm LIVE in GR8R Than Unit Group	Lunch & Learn 12:00 pm Janesville Daria's Star Night 6:00 pm Cancun Bay, Reedsburg		EARLY ORDERING OPEN Reds Event 9:30 - 11:30 am Madison new location and \$5 price! Skincare September GR8R Than Digital Party Room 7pm LIVE		
6	7	8	9	10	11	12
	Product Launch Vickie's Star Night 6-7:30pm Reach Out Lodi Doors open @ 5:30	END OF QUARTER 1 Be one of our 15 Stars & get your 4 quarter star year off to a great start! EVERYONE CAN ORDER HOLIDAY PRODUCTS	WINTER PCP OPENS	T "eye"ME for ME GR8R Than Digital Party Room 7pm LIVE		Fall Color Event 10 am Beth's House RSVP by Friday to reserve your spot
13	14	15	16	17	18	19
	Makeovers 4 or 5 pm Training on Closing 6 pm 104 West Cook St Portage RSVP to Beth			Brow Clinic GR8R Than Digital Party Room 7pm LIVE		
20	21	22	23	24	25	26
	Monday Mingle! 6:30-7:30pm 921.841.0583 pass: bebold		MONTH END			
27	28	29	30			

Save the Date!
**QUARTERLY
WORKSHOP**

& HOLIDAY SELLING
WORKSHOP

REGISTER:



DETAILS



PARDEEVILE



SEPT 26TH

9-12 PM

\$10 by 7/31

\$15 thru Aug 31st

\$20 Sept 1st - event



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

Years ago, Mary Kay Inc. participated in a scientifically controlled study at the Golden Acres Nursing Home in Dallas to determine whether a positive change in a woman's mental attitude could result from improving her appearance. Sixty women participated. After the study concluded, researchers had documented a change in nearly every participant.
(Mary Kay: You Can Have It All 1997 Calendar)



Kathleen Koclanes

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Kathleen's Super Star Unit

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Return Service Requested