



KATHLEEN'S SUPER STARS NEWSLETTER



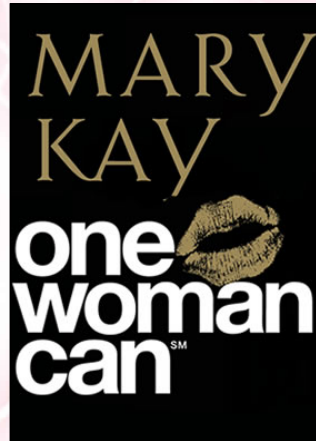
Get yours for
55% off srp

If it is to be it is up to me!

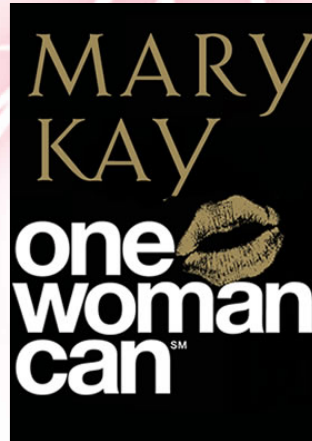
June 2025 Unit Newsletter



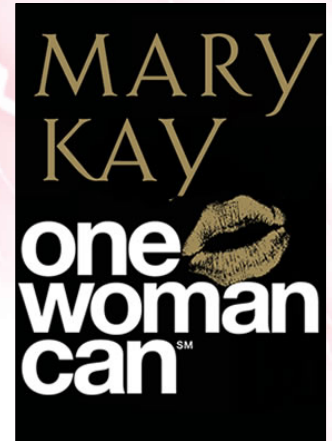
Queen of Wholesale
Brenda
Anderson



Sharing Queen
This Could
Be You



YTD Sharing Queen
This Could
Be You



YTD Retail Queen
Shhh
It's a Seminar Secret

Congratulations to our Power Up Achievers

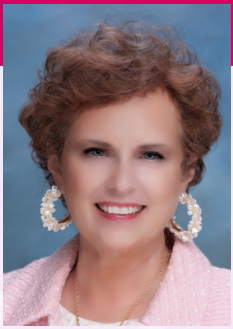


Brenda Anderson



Corrina Warwick





From the Director's Chair

Dear Super Star,

We're in the final stretch of this Seminar year—and if ever there was a time to dig deep, it's now. There are only 9 days left in the last (4th) quarter and only 24 days left in this Seminar Year! Whether you're chasing a personal goal, a team reward, or just that proud feeling of knowing you gave your best—this is your moment. Don't wait for

July to start fresh. Start strong now, and walk into the new Seminar year already in motion.

What you do in these last few days will shape your momentum. The appointments you book today will ripple into next month. A single class, a power hour of follow-ups, a couple of phone calls—that's how goals are met: focus, determination and intention over pressure.

Consultants are having great sales success with showing our monthly b4 and after contest photo. This month is our dynamic masking duo. So in this Newsletter is our June contest featuring our Charcoal & Renewing Gel Mask and when you show the masking photo to just 25 people, you get BOTH masks FREE from me [?]

Here's how it works;

1. Show 5 people get a surprise glamour item from me for free as long as I receive the 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.
4. Show 50 or more people and receive that month's featured product and 2 glamour items free from me.

I know Corrina Warwick has them all in a 3 ring binder and takes it everywhere she goes! If you don't have a printer you can either email them to your local Office Depot or download them and put them in a folder on your phone that you can just flip through ;-) If I can help you in any way, please reach out to me.

Congratulations to Brenda Anderson, Beth Davies, and Corrina Warwick for each winning a weekly accomplishment sheet prize by submitting and having the highest weeks sales, and Corrina Warwick for winning the consistency prize by submitting all 5 summaries in the month of May!!

If you haven't already, take an hour to reflect: where do you want this business to take you? Is it more freedom, extra income, paying off a debt, or the confidence of building something that's yours? Whatever it is, map it out. Then break it down into quarters, months, and weekly bites. You don't need to do it all today—you just need to take the next right step.

And remember: short-term sacrifice creates long-term freedom. Maybe it means working during nap time, or skipping one episode on Netflix to make those follow-ups. Imagine what two focused hours a week could do—one to plan, and one to power up with calls or content. That's how you build consistency.

The new Star Quarter starts mid-June—and with the June Skin Care promo (hello 55% off!), it's the perfect time to rebook, resell, and refill your momentum. Whether you're aiming to be a Sapphire or dreaming bigger toward Emerald, remember: you're never more than a few solid classes away from getting back on track.

Summer is such a fun season to share beauty! Women are looking for a refresh—new color, a glow-up, or just a night out. Use that energy! Plan a few Girls Night Out facials or book yourself as the hostess and invite a few friends over. Casual and consistent is the name of the game.

You're capable of more than you think—and you're never doing this alone. If you're ready to make that final push, let's make a plan together. I'll cheer you on every step of the way.

Love and Belief, Kathleen

Important Dates:

- **June 1:** Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 4th.
- **June 8:** Last day to enter the @marykayus Father's Day Instagram Giveaway.
- **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:** 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:** National Pink Day!
- **June 27:** Last day of the month for consultants to place telephone orders for this seminar year.
- **June 30:** Online agreements and orders accepted until 11:59 pm CT Seminar year ends. Seminar qualification deadline at 11:59 pm CT
- **July 1:** New seminar year begins. Online DIQ commitment form available beginning 12:01 am central time until midnight on the 3rd.
- **July 4:** Happy Independence Day. All Company offices closed. Postal holiday.
- **July 14:** **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**
- **July 16:** First day to enroll online for the fall PCP mailing of The Look, including an exclusive sample.
- **July 24:** Diamond and Ruby Seminar Begins.
- **July 28:** Sapphire and Emerald Seminar Begins.
- **July 30:** Last day of the month for consultants to place telephone orders.
- **July 31:** Last business day of the month. Last day of the month for consultants to place online orders. Online agreements accepted until midnight central time.

Our Top 5 Stars and Future Stars This Quarter



**Corrina
Warwick**
Sapphire

**Brenda
Anderson**
Sapphire

**Beth
Davies**
On-Target

**Lori
Windham**
On-Target

**Pamela
Santoro**
On-Target

Thank You Consultants Who Invested in Their Businesses in May

Brenda Anderson	\$758.50
Corrina Warwick	\$704.00
Pamela Santoro	\$603.50
Flo Welk	\$564.50
Brenda Murray	\$491.25
Beth Davies	\$431.50
Julie Gabris	\$422.00
Mary Ann Zielinski	\$337.50
Kay Tinguely	\$306.00
Terri Skaggs	\$302.00
Brenda Myers	\$298.00
Elisa Baldock	\$288.00
Emily Jackson	\$280.00
Brenda Peterson	\$262.00

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
Sapphire	Corrina Warwick	\$284.00
Sapphire	Brenda Anderson	\$316.50
	Beth Davies	\$942.50
	Lori Windham	\$1,172.50
	Pamela Santoro	\$1,196.50
	Flo Welk	\$1,235.50
	Nancy Boeder	\$1,274.00
	Brenda Murray	\$1,308.75
	Mary Ann Zielinski	\$1,310.50
	Marilyn Pientka	\$1,325.00
	Michelle Slawny	\$1,331.00
	Daune DeVries	\$1,335.00
	Debra Finley	\$1,346.50
	Brenda Myers	\$1,357.50
	Julie Gabris	\$1,378.00
	Melissa Claudio	\$1,386.50
	Linda Robinson	\$1,424.50
	Sherry Soehnlein	\$1,432.50
	Patricia Rougeot	\$1,434.00
	Connie Plaumann	\$1,447.25
	Christina Blanchard	\$1,482.00
	Kay Tinguely	\$1,494.00
	Terri Skaggs	\$1,498.00
	Cathy Carlsen	\$1,509.50
	Elisa Baldock	\$1,512.00

POWER YOUR SALES
You can earn this sparkly pink Mary Kay-branded tumbler this month. This glittery, stainless steel cup holds 20 oz. and TONS of possibility. June is the time to Fill UP your cup with potential!





Beth Davies
Senior Consultant



Brenda Myers
Senior Consultant



Cathy Carlsen
Senior Consultant



Corrina Warwick
Senior Consultant



Daune DeVries
Senior Consultant



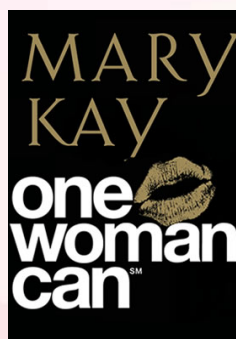
Debra Finley
Senior Consultant



Flo Welk
Senior Consultant



Julie Johnson
Senior Consultant



This Could
Be You



This Could
Be You

Our Unit At A Glance

Senior Consultants

Beth Davies
Brenda Myers
Cathy Carlsen
Corrina Warwick
Daune DeVries
Debra Finley
Flo Welk
Julie Johnson*

Connie Plaumann
Dana Sackett*
Dawn Endries*
Debi Alheim*
Deborah Conway
Donna DeHaven*
Dorian Loberg Beck*
Dorinda Maybury*
Drea Reichwein
Elisa Baldock
Emily Jackson
Florence Honang*
Jan Chambers
Jane Steidl*
Jeanna Schowalter
Jennifer Illies
Judy Cloud-Calloway*
Julie Gabris
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 Mertens*
Mary Rose
Mary Vesperman*
Melissa Claudio
Michelle Berndt*
Michelle Harrington*
Michelle Jirousek
Michelle Slawny
Nancy Boeder*

Pamela Santoro
Pamela Sheldon*
Patricia Berry
Patricia Rougeot
Patti Mezel
Rebecca Orick*
Sandra Toval
Sandy Deibert*
Sara Grimes*
Sherry Soehnlein
Spring Fleming*
Susan Draeger*
Tamera South
Teresa Fisher
Terra Wachs*
Terri Skaggs
Tracy Fonte*
Trisha Niesen

Consultants

Amy Bergholz*
Amy Koclanes
Brenda Anderson
Brenda Murray
Brenda Peterson
Cheryl Kok*
Christina Blanchard
Cindy LeClaire*
Cindy Nelson*

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

Meet Your NSDs



Maggie Nevarez

"I love to motivate others to see in themselves all that they can be and instill belief in them that moves them into action."



Tehrie Brinkley Ned

"Every achievement, big or small, begins in your mind. Believe you can and you will."

Summer 2025 Program PCP Participants

Flo Welk
Daune DeVries
Corrina Warwick
Mary Ann Zielinski
Beth Davies
Dorian Loberg Beck
Brenda Myers

Team Commissions

4% Commission Level

Brenda Myers	\$30.34
Cathy Carlsen	\$23.60
Beth Davies	\$9.88
Daune DeVries	\$9.74

July Birthdays

Donna Cooper	2
Kathryn Bohn	3
Wendy Miller	4
Nikki Eddy	4
Connie Plaumann	6
Rebecca Orick	9
Tamera South	18
Jan Chambers	22
Lisa Van Roy	25
Dorinda Maybury	30

July Anniversaries

Cathy Carlsen	39
Lisa Heltemes	36
Terri Skaggs	35
Cindy Hanson	27
Sherry Soehnlein	20
Brenda Myers	18
Teresa Fisher	12
Patricia Rougeot	6
Cindy Nelson	4

What's New in MKConfident?

Need a boost of clarity, motivation, or direction? MKConfident has new training modules this month to help you grow with confidence—whether you're brand new or stepping into leadership. Here's what's available:

- Great Start for new consultants
- Ready in Red to help you build momentum
- Social Media strategies made simple
- DIQ & Sales Director training to guide your next steps

No matter where you are on your journey, there's a module designed to help you move forward with purpose. Explore what's waiting for you—you don't have to do this alone.



Buster Nugent, Cherie's Dad 5/18/17
Cherie Thibodeaux, MK Sales Director



MARY KAY CHARCOAL MASK

MIX
AND
MASK!



Clear Proof®
Deep-Cleansing
Charcoal Mask



Flawless®
Moisture Renewing
Gel Mask



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 or more people and receive that months featured product and 2 glamour items free from me.

(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.	

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*

*Retail value of Wholesale Orders 3 or 4 Rec

Seminar Unit
Awards 2025



5 Min
Rec

QUEEN OF SHARING



COURT OF SHARING

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

Inspired by Mel Robbins' "Let Them Theory"

Let Them.

Release what drains you. Reclaim your power.



What is the "Let Them" Theory?

Mel Robbins teaches that peace and power come from letting go of things you can't control. When someone doubts you, skips your event, doesn't respond, or doesn't see your vision—let them. In business—and in life—there will always be people who disappoint, doubt, or delay. Mel reminds us: you don't have to react, chase, or fix it. Instead of asking: "Why aren't they showing up?" Try asking: "What can I do to move forward anyway?" You protect your focus and move forward.

Why It Matters in Mary Kay

As a consultant, you will face no-shows, ghosted messages, team members who slow down, and people who say "Not right now." Instead of taking it personally or losing momentum, the Let Them mindset helps you:

- ◇ Stay focused on what you can control
- ◇ Work with the willing
- ◇ Preserve your confidence
- ◇ Lead with grace instead of pressure

Where You Put Your Energy Matters

Instead of trying to change people, double down on what's in your control:

- ◇ Holding that next appointment
- ◇ Reaching out to 3 new people
- ◇ Booking your next class
- ◇ Following up without fear
- ◇ Following up with consistency
- ◇ Sharing confidently
- ◇ Learning new skills
- ◇ Setting your own pace
- ◇ Celebrating your progress
- ◇ Writing out your next goal
- ◇ Practicing your closing
- ◇ Taking the first step without waiting for someone else to go first

Where have you been giving your energy to things you can't control? How would your business feel if you fully focused on what you can do today?

LET THEM

Let them cancel.

Let them doubt you.

Let them not reply.

Let them stop showing up.

Let them say "It's not for me."

Let them do what they do.

Not because it doesn't matter—but because you can't control it.

Your power is too precious to waste on things you cannot change.

Instead of chasing people who aren't ready, choose to:

Protect your peace

Conserve your energy

Honor your own pace

Focus forward, not backward

You don't need to drag people to success. You get to lead by example.

LET ME

Let me take the next step.

Let me make that call.

Let me open the door to something better.

Let me keep growing, no matter what they choose.

This is where your power lives—in the actions you can take today.

You Don't Need Their Permission. You Need Your Commitment.

Let them hesitate.

Let them say no.

Let them sit it out.

But don't let them be the reason you stop.

Your goals still matter. Your next move is still yours.

Let them.

Go build your dream anyway.

READY FOR A FRESH START THIS SUMMER?

Think beyond a summer job—start your own beauty business instead.

Joining as an Independent Beauty Consultant gives you the flexibility to earn income your way—whether you're looking for a fun side hustle, a short-term income boost, or a long-term opportunity that grows with you.



WHY JOIN THIS SUMMER?

- ✓ Flexible Schedule
- ✓ Unlimited Income Potential
- ✓ Product Discounts & Bonuses
- ✓ Summer Skin = Easy Selling
- ✓ Low-Cost Startup with Big Value
- ✓ Personal Growth & Confidence

WHO ARE WE LOOKING FOR?

- Women who value flexibility and freedom
- Positive energy and a willingness to grow
- A love for people, beauty, and purpose
- No experience required—just a great attitude



WHAT KIND OF CONSULTANT COULD YOU BE?

Spare-Time Consultant

- Shops at a discount
- Sells casually to friends & family
- Shares during holidays & gift seasons

Part-Time Consultant

- Holds a few appointments per month
- Shares new products quarterly
- Uses income for extras or savings goals

Business Builder

- Builds a team
- Grows online and in-person
- Earns rewards, recognition, and builds her career as high as her dreams can take her!

Coaching Like a Leader: From First Facial to Follow-Up

What separates a consultant from a confident businesswoman? Consistent coaching.

Why Coaching Matters

Booking appointments is important—but coaching is what makes them meaningful, effective, and repeatable. When you coach with intention, you create trust, improve results, and turn one-time guests into loyal customers, hostesses, and team members.

Think of coaching as your way of leading the experience from start to finish. You're not just selling products—you're building relationships, managing expectations, and setting everyone up for success.

What Coaching Actually Looks Like

- **It starts before the appointment.** Coaching is how you prepare your guest or hostess so she feels comfortable and excited—not overwhelmed or unsure.
- **It continues during the appointment.** You're guiding the experience, listening for clues, answering questions with confidence, and connecting products to real needs.
- **It shows up afterward.** A great coach follows through. You check in, follow up, celebrate her results, and invite her to what's next.

Coaching Builds Confidence! Coaching puts *you* in control of the flow—so you don't show up to an appointment wondering who's coming, what to bring, or whether it will go anywhere. And it helps your clients feel seen, supported, and prepared—which makes it easier for them to say yes.

Great coaching leads to:

- Fewer no-shows
- Higher sales
- More re-bookings
- More referrals
- Stronger relationships

The Difference Between Coaching and Scripts

Scripts can help you get started—but coaching is what helps you grow. Instead of memorizing lines, coaching teaches you to ask better questions, listen more closely, and respond with purpose. It's about being prepared, not polished. If you need wording, check out the coaching scripts and resources on MK's InTouch or MKConfident.

Coaching Reminders for Every Appointment

- **Be proactive, not passive.** Reach out first. Confirm. Guide.
- **Focus on her experience, not just your result.**
- **Ask, listen, and adjust.** The best coaches don't talk the most—they observe and respond.
- **End with clarity.** Don't let her leave the appointment wondering what comes next. Offer her a next step.

Remember: Coaching is an important choice. Whether it's a skin care class, one-on-one facial, phone consult, or opportunity chat—when you show up prepared to lead, you grow your confidence *and* your results. Don't skip the coaching. It's not extra—it's essential.

MARY KAY

“

Never give up,
because you never
know if the next try
is going to be the
one that works.

Mary Kay

RESILIENCE IN ACTION

HOW TO BOUNCE BACK STRONGER IN YOUR BUSINESS

We've all had those moments in our business:

A no-show.

A product return.

A month that didn't go the way we planned.

But what separates successful consultants from the rest isn't luck, timing, or talent—it's resilience. It's the decision to keep showing up, to learn from every stumble, and to come back better.

This month, we're diving into how to build resilience and use it to grow your business.

1. DON'T JUST REACT. REFLECT.

When something goes off course, the first instinct is often to react—emotionally, impulsively, or defensively. Instead, build in a moment of reflection.

Ask yourself:

⇒ What actually happened here?

⇒ What part was in my control?

⇒ What could I try differently next time?

This turns a tough moment into insight—and insight into strategy.

2. BUILD A BOUNCE-BACK ROUTINE

The most resilient people don't just rely on willpower. They create small systems that help them bounce back faster when things go sideways.

Try this 5-minute reset:

⇒ Step outside or change your environment.

⇒ Set a timer for a brain dump. (Get the frustration out of your head and onto paper.)

⇒ Identify one task that moves you forward—and do it.

Momentum rebuilds confidence.

3. FOCUS ON PROGRESS, NOT PERFECTION

Perfectionism is the enemy of

resilience. Why? Because it makes every setback feel like a verdict.

Instead, adopt a “version 1” mindset. Try something. Learn. Adjust. Repeat.

Whether it's your booking or follow-up system, hostess coaching, or team-building conversations—done consistently is better than done perfectly.

4. ASK BETTER QUESTIONS AFTER A TOUGH DAY

Resilient consultants learn to ask:

⇒ What did I learn from today?

⇒ Who can I reach out to for encouragement or fresh perspective?

⇒ What do I want to try again tomorrow—with better clarity?

This shift takes you out of self-blame and into self-leadership.

5. TELL YOURSELF THE RIGHT STORY

Every setback has a story. The one you choose to tell yourself matters. Instead of: “I must not be good at this.” Try: “This was a step in the learning curve—and I'm still in it.”

Reframing your internal narrative gives you power over your next move.

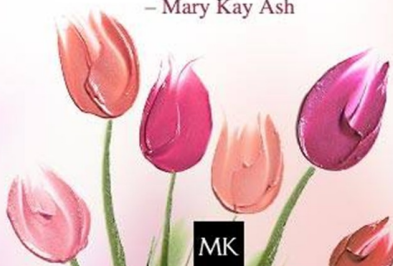
6. CELEBRATE THE COMEBACK MOMENTS

Did you show up for your business even when you didn't feel like it? Did you follow up or hold a power hour after a canceled class? Did you adjust your approach and get a better result? Those are wins. And they deserve to be recognized.

Your comeback doesn't need a spotlight to be real. It needs your persistence—and a willingness to keep rising.

“ I truly believe that women can do anything in this world that they want to do. ”

– Mary Kay Ash



THE STRONGEST LEADERS IN MARY KAY AREN'T THE ONES WHO'VE NEVER FALLEN. THEY'RE THE ONES WHO LEARNED HOW TO RISE WELL—AND BRING OTHERS WITH THEM.

Let's be honest: Posting online can feel intimidating. You wonder what to say, who's even seeing it, or if it's really making a difference. But here's the truth: in today's world, your online presence is one of your most powerful business tools. **And it's not about being perfect. It's about being resilient.**

Start Simple: Build a Resilient Posting Habit

You don't need to be everywhere. You need to start *somewhere*—and keep going.

Try this plan for 4 weeks:

- ⇒ Pick ONE platform to focus on. (Facebook or Instagram is perfect.)
- ⇒ Post 3 times a week—keep it simple and personal:
 - ◆ Share a behind-the-scenes moment
 - ◆ Post about a favorite product and why you love it
 - ◆ Celebrate a small win or goal you're working toward
- ⇒ Comment on 5 people's posts per day—engagement builds visibility.

At first, it may feel like talking into the void. But over time, consistency builds trust. Trust builds curiosity. And curiosity leads to customers.

What to Post When You Don't Feel Confident

Resilience in business means showing up even when you're unsure.

Try these prompts on the days you're feeling stuck:

- ⇒ "I used to struggle with ____, but now I've learned ____."
- ⇒ "One thing I love about what I do is ____."
- ⇒ "If no one has told you this today: ____."

These kinds of posts show heart—and heart is what connects people to YOU.

Resilience = Visibility = Growth

Think of every post like a seed.

Not every one will sprout overnight.

But over time, your garden grows.

The key is not to disappear when it gets quiet.

The people who win in this space?

They're not always the loudest.

They're the ones who keep showing up.

Give it 30 days. Post consistently. Engage intentionally. And watch what happens when you lead with both heart and resilience.

Why Resilience Matters Online:

Social media success doesn't come from going viral. It comes from showing up consistently—even when no one's clapping yet. Most people give up too early. They post once or twice, don't get engagement, and stop. But those who treat social media like a business tool—something to build, refine, and grow through over time—see real results.

Why Social Media Is Worth It

Still unsure if it's worth the effort?

Here's what happens when you show up consistently online:

- ⇒ More people remember what you do
- ⇒ More conversations open in DMs
- ⇒ More referrals come your way
- ⇒ More people feel connected to you—not just your products

You don't have to be a content creator.

You just have to be a real person showing up with purpose.

If you've ever felt like social media "just isn't for you," consider this: your presence online isn't about being trendy—it's about being findable. Your customers are already scrolling. Your future team members are watching. And your next sale, booking, or connection might be one post away. Resilience means showing up not because it's easy—but because what you're building matters. When you show up consistently, you're not just marketing—you're modeling what a woman with purpose looks like.



KATHLEEN KOCLANES
IND. FUTURE EXECUTIVE SENIOR SALES DIRECTOR
KATHLEEN'S SUPER STARS!

5005 Maher Ave
Madison, WI 53716
Phone: (608) 772-0847
kkoclan1@gmail.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

Bear in mind that beauty is individual and personal, that the look and feeling you're after is one with which you can be comfortable each and every day of your life.

POWERUP^{!!}

Finish Strong. Start Fresh. Let's Glow Into the New Seminar Year

June Skin Care Product Promotion: Now through June 30, enjoy 55% off suggested retail price on select skin care sets. This includes the Hydrating Regimen, Mattifying Regimen, TimeWise Miracle Sets, and the Clear Proof Acne System. It's a great time to re-engage past customers, offer bundle deals, or build your summer inventory. Celebrate the skin you're in today!

His & Hers Social Media Challenge: Now through June 30, post a video showing off both your favorite Mary Kay skin care regimen and the new MKMen Regimen. Tag @marykayus and use the hashtag #MKMen for a chance to win a product bundle, including MKMen and fragrance favorites.

Power Your Sales Challenge: It's time to Fill Your Cup with Potential and place \$700+ wholesale in June to earn a sparkly pink MK-branded tumbler. This is also the final month to complete the 12-Month Consistency Challenge and qualify for the exclusive Mary Kay Ash quote flip book.

Grow & Celebrate Team Leader+ Challenge: If you had less than four active personal team members March 31 and reach five+ by June 30, you'll qualify for special recognition at Seminar.

Key Dates to Remember

- June 15 – Final day to complete the Star Consultant Quarter
- June 23 – National Pink Day (great opportunity for a fun product or color post)
- June 30 – Final day to place orders to count toward this Seminar year, register for Seminar and to qualify for this year's promotions. It's also the final month to Pink Up & Show Up & Step Up to Director.

Need help making a plan? Reach out—your goals are still within reach.