



KATHLEEN'S SUPER STARS NEWSLETTER

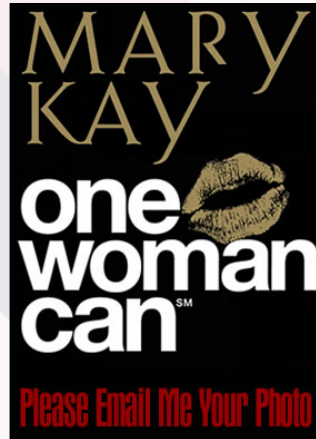


If it is to be it is up to me!

February 2023 Unit Newsletter



Queen of Wholesale
Brenda
Anderson



Sharing Queen
This Could
Be You



YTD Sharing Queen
Debra
Finley

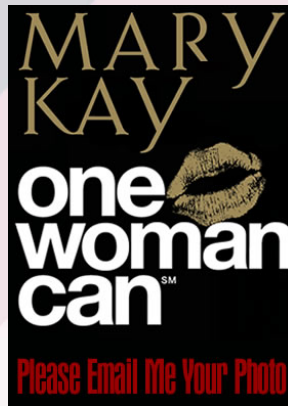


YTD Retail Queen
Brenda
Anderson

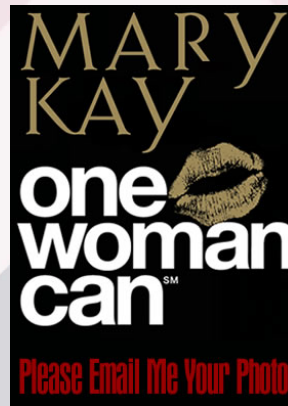
Congratulations to our Golden Rule Achievers



Brenda Anderson



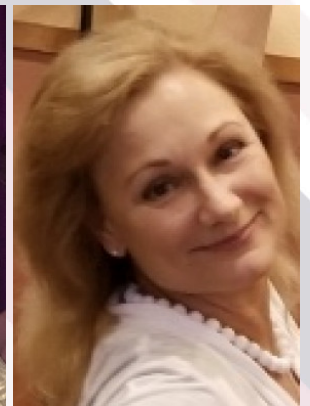
Christina Blanchard



Tracy Fonte



Corrina Warwick



Patricia Rougeot





From the Director's Chair

Dear Super Star,

It's your time to shine as this year's momentum builds! Leadership in Nashville was incredible, and I have so many great ideas I can't wait to share with you guys. I love how all the new challenges this year are focused on measurable

progress and designed to build on each other. Mary Kay Ash always taught us to work our business full circle. Booking appointments for our customers to try our hot new spring products should lead to even more classes and sharing the opportunity if we coach them correctly. Each new face will put you that much closer to finishing your Diamond Power Start this month. Those who hold classes can help us Share the Mary Kay Dream and achieve the Global Challenge.

In March we not only will start our ***Mary Kay Way Power Class*** but we'll also gather for Mary Kay's Spring Into the 60th Virtual Event that is taking the place of ***IN PERSON*** Career Conference I hope you'll make sure to join us— it's never been more convenient! You know they'll combine great motivation, recognition, and all the info we need to move ahead and paint this nation pink! We are pleased to announce that our April 1, 2023 Central WI Quarterly will be hybrid , also with an in person held at *** Fairfield Inn 7100 Stone Ridge Dr. Westin, WI *** and a virtual viewing option AND we will have a Career Conference "Spring Fling" group viewing **PLUS Mary Jo Crow, Mary Kay Diamond Sales Development will be here from Dallas TX. Anyone that joins us for this FUN Quarterly Workshop is invited to stay with us at Patty Rougeot's home on Friday night and can join us for dinner at a *SPECIAL* Restuarant with MaryJo Crow that night. Star Consultants will have their dinner paid for. Must make reservations for that by Feb. 28th.**

Where is your focus? Have you shared your goal with a sister consultant so that you can encourage each other? Our attitude and motivation is something that we all have to work on every day! You have a choice when you get out of bed what your mindset, your self talk, and your communication with others will be! Mary Kay has always taught the sales force that what you THINK ABOUT, YOU BRING ABOUT! What are you focusing on?

Her tips to help you stay in THE POSITIVE this month: 1) Listen to a Mary Kay audio daily (this one thing can be business altering - I promise!!!), 2) Attend every Unit & Company function possible, 3) Book one new appointment every day (It's income producing and it will "juice" your soul), 4) Get your goals up on little slips of paper everywhere around your house! 5) Repeat 5 GOOD affirmations out loud many times a day, 6) Tell those who will hold you accountable about your goals!

You can truly make each one of your dreams come true this year, starting today. Do you believe you can change your future? What about your family's financial situation? You can pave the way for personal growth for yourself and those around you. I know you can make this your best year ever!

Love and Belief, Kathleen

Important Dates:

- **February 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **February 2:** Groundhog Day February 8: PCP spring mailing of The Look begins.
- **February 10:** Early ordering of the new spring items begins for Stars who qualified Sept 16-Dec 15th and those who participated in PCP for spring.
- **February 14:** Happy Valentine's Day! February 15: PCP spring promotion begins. Ordering of the new items available for all consultants.
- **February 16:** Spring promotion begins. Official on-sale date.
- **February 20:** President's Day. Postal holiday.
- **February 27:** Last day of the month for consultants to place phone orders. February 28: Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST. Last business day of the month. Orders and agreements must be received by today to count toward this month's production
- **March 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **March 8:** International Women's Day!
- **March 12:** Daylight Saving Time begins
- **March 15:** End of the Quarter!! Deadline for Quarter 3 Star Consultant quarterly contest.
- **March 16:** Quarter 4 of the Star Consultant Program begins. PCP summer online enrollment for The Look begins, including exclusive samples.
- **March 17:** Saint Patrick's Day. Have a Super Green day!
- **March 20:** The first day of spring.
- **March 24:** Spring Into the 60th virtual event. Be sure to tune in!
- **March 30:** Last day of the month for consultants to place telephone orders.
- **March 31:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST.

MIX GOLD INTO YOUR GOALS!

Our Top 5 Stars and Future Stars This Quarter



Thank You Consultants Who Invested in Their Businesses in January

Brenda Anderson	\$1,486.00
Christina Blanchard	\$711.00
Tracy Fonte	\$661.00
Corrina Warwick	\$604.00
Patricia Rougeot	\$603.50
Brenda Myers	\$530.00
Elisa Baldock	\$344.00
Milena Horan Klemens	\$321.00
Lorriane Sego	\$301.00
Florence Honang	\$289.00
Amy Bergholz	\$276.00
Kay Tinguely	\$250.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/23

Star Achieved	Name	WS Needed for Next Star
	Brenda Anderson	\$314.00
	Patricia Rougeot	\$820.50
	Christina Blanchard	\$1,089.00
	Tracy Fonte	\$1,139.00
	Corrina Warwick	\$1,196.00
	Brenda Myers	\$1,270.00
	Elisa Baldock	\$1,439.00
	Teresa Fisher	\$1,458.50
	Milena Horan Klemens	\$1,479.00
	Lorriane Sego	\$1,499.00
	Bonnie Carstens	\$1,504.00
	Florence Honang	\$1,511.00
	Amy Bergholz	\$1,524.00
	Sandra Toval	\$1,533.00
	Martha Brunner	\$1,539.00
	Mary Goers	\$1,546.50
	Kay Tinguely	\$1,550.00
	Melissa Boyd	\$1,553.00
	Kathryn Biadasz	\$1,554.50
	Debi Alheim	\$1,555.50
	Kassy Solis	\$1,566.00
	Kay Retzleff	\$1,566.00
	Annette Monthey	\$1,570.00
	Amber Thome	\$1,570.50
	Julie Johnson	\$1,572.00



Indulge in sensorial self-care with three luxurious hand creams featuring decadent textures and uplifting aromas in every drop. Available in Mandarin & Rose, Wild Berry & Passionflower, or Mango & Orange Flower



MK Hand Cream, \$10



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



Debra Finley
Star Team Builder



Annette Monthey
Senior Consultant



Beth Davies
Senior Consultant



Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Cathy Carlsen
Senior Consultant



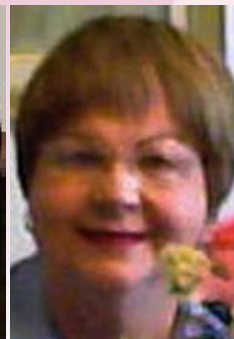
Corrina Warwick
Senior Consultant



Daune DeVries
Senior Consultant



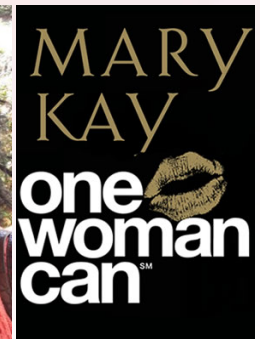
Elisa Baldock
Senior Consultant



Mary Ann Zielinski
Senior Consultant



Monica Crayton
Senior Consultant



This Could
Be You

Our Unit At A Glance

Star Team Builders

Debra Finley

Senior Consultants

Annette Monthey
Beth Davies
Brenda Anderson
Brenda Myers
Cathy Carlsen*
Corrina Warwick
Daune DeVries
Elisa Baldock
Mary Ann Zielinski*
Monica Crayton*

Consultants

Alicia Toval*
Amanda Martell*
Amber Thome
Amy Bergholz
Amy Evans
Angela McLaughlin
Ann Shea
Anne Nichols
Bonnie Carstens
Brenda Murray
Brenda Peterson
Christina Blanchard
Cindy Nelson*
Connie Plaumann*

Connie Radel*
Cynthia Radtke*
Danielle Barrett-Powell*
Dawn Endries*
Debi Alheim
Deborah Conway
Donna Cooper
Donna DeHaven
Drea Reichwein
Emily Jackson*
Flo Welk*
Florence Honang
Gina Ripp
Jan Chambers*
Janet Wallace
Janice Watzke
Jeanna Schowalter*
Jeannette Dixon*
Jennifer Gutkowski*
Jennifer Heath
Judith King*
Judy Cloud-Calloway*
Julie Gabris
Julie Johnson
Karen Taylor*
Kassy Solis
Katherine Oeftger
Kathryn Biadasz
Kathryn Bohn*
Kay Retzleff

Kay Tinguely
Laura Roethle
Lauretta Bell*
Linda Robinson*
Linda Wapneski*
Lisa Heltemes
Lisa Van Roy
Lisbeth Bergman
Loretta Ziegler*
Lori Windham
Lorriane Sego
Malissa Turner*
Maria Garcia*
Marianne Lippold
Marilyn Pientka*
Martha Brunner
Mary Fischer*
Mary Goers
Mary Mertens*
Mary Pekarske
Mary Rose
Mary Vesperman*
Melanie Carlsen*
Melissa Boyd
Melissa Claudio*
Merodee Buechner*
Michelle Berndt*
Michelle Mazola*
Michelle Slawny*
Milena Horan Klemens

Nancy Boeder*
Nancy Hipp
Pamela Santoro*
Patricia Berry
Patricia Rougeot
Rebecca Gramer*
Sandra Toval
Sandy Deibert
Sara Grimes*
Shannon Howery
Sharon Maginnis*
Spring Fleming
Susan Draeger*
Susan LaRiviere*
Teresa Fisher
Teresa Ploch*
Terri Skaggs*
Tracy Fonte
Trisha Niesen*
Valerie Houk
Vickie Puzach*
Wendy Miller*

Welcome New Consultants

Katherine Oeftger

Sponsored By:

Kathleen Koclanes

Look Who Shared in January

Kathleen Koclanes

1

Spring 2023 Program PCP Participants

Michelle Berndt

Daune DeVries

Debra Finley

Flo Welk

Mary Ann Zielinski

Dorian Loberg Beck

Patricia Rougeot

Corrina Warwick

Beth Davies

Brenda Anderson

Team Commissions

9% Commission Level

Debra Finley \$123.48

4% Commission Level

Brenda Myers \$59.44

Cathy Carlsen \$25.32

Mary Ann Zielinski \$16.72

Corrina Warwick \$9.78

Brenda Anderson \$9.36

Beth Davies \$3.84

March Birthdays

Sarah Huffsmith	4	Spring Fleming	35
Jennifer Gutkowski	10	Susan Dos Reis	26
Valerie Houk	10	Janice Watzke	24
Kay Tinguely	10	Kay Retzleff	21
Laura Roethle	12	Trisha Niesen	19
Malissa Turner	13	Brenda Murray	18
Lisa Heltemes	13	Milena Horan Klemens	16
Alicia Toval	14	Terry Arndt	14
Dawn Endries	16	Gloria Liska	4
Milena Horan Klemens	18	Cindy LeClaire	3
Patricia Berry	23		
Pamela Santoro	23		
Nancy Hipp	24		
Sandy Deibert	28		
Mary Mertens	29		
Sandra Margelofsky	30		
Sherry Soehnlein	31		

March Anniversaries

The more you try, the better you get. So instead of worrying, just get started, and you'll eventually figure things out. The more we do, the more we can do.

~William Hazlitt

Keep the Momentum Going!

Join us March 24, 2023 at 5 pm, Central

Spring Into the 60th is a FREE special virtual event designed to help you bound to the finish line. The event will be full of exciting product information, important business updates from US MK Team Leaders, and great educational content, and you'll hear from top Directors and NSDs.

(Note: Video will be available starting at 5 p.m. CT for you to watch at your own pace and will be approximately 3 hours and 30 minutes of content. The event site link will be available through June 30, 2023 to watch on demand. No registration required.)

Get your motivational boost with Spring Into the 60th!



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



Debra
Finley



Daune
DeVries



Lorriane
Sego

Year to Date Retail Court

1 Brenda Anderson	\$22,131.00
2 Corrina Warwick	\$12,414.50
3 Debra Finley	\$4,846.50
4 Daune DeVries	\$4,572.00
5 Lorriane Sego	\$4,420.00
6 Beth Davies	\$4,254.00
7 Patricia Rougeot	\$4,004.00
8 Brenda Myers	\$3,853.00
9 Judith King	\$3,541.50
10 Elisa Baldock	\$3,280.00
11 Julie Gabris	\$3,082.00
12 Lori Windham	\$2,938.00
13 Mary Goers	\$2,439.00
14 Cindy Nelson	\$2,425.00
15 Mary Ann Zielinski	\$2,355.00
16 Patricia Berry	\$2,309.00
17 Debi Alheim	\$2,296.00
18 Brenda Peterson	\$2,257.00
19 Kathryn Bohn	\$1,998.00
20 Janet Wallace	\$1,895.50

Year to Date Sharing Court



Debra
Finley
1 Qualified
\$63.99



Pamela
Santoro
1 Qualified
\$0.00



LET THE GOLDEN RULE BE YOUR GUIDE THIS YEAR!

gift card giveaway

\$150 TO GUESTS!

FEBRUARY 2023

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 March 5th.

<https://bit.ly/mandpgiveaway>

Virtual & in-person facials count for this drawing!

Madson Area & Pankow Area Sales Directors & Consultants



Mary Kay Way

Power Class: Starts March 29th

Qualify to come: Anytime during January-March 2023

(must get permission from your Director)

(Submit name, phone, email, address, directors name & phone number by March 15th to Kathleen Koclanes to be accepted)

Qualify by:

1. Hold 60 Faces in a 60 day stretch, you may count Jan. as long as it is in consecutive days.
2. Or Book 8 & hold 5 Party's in a week (3 people and demonstration of products with A minimum of \$1000 collected with wholesale to back it up)
3. Or Hold 10 Qualified Interviews and your director must follow up.

When you are a DIQ by April 1st

Your Director will pay for your Seminar Registration

When you are a Director by July 1st

Your Senior Director will pay for your Directors Jacket

We will start the Power Classes on my zoom

Wednesday's: March 29 @ 7 PM CST for 6 weeks.

There will be a Private Facebook Page for just our Power Class Meetings.

<https://zoom.us/j/7777163379>

Call for any questions, Kathleen Koclanes 608-772-0847

5005 Maher Ave. Madison, WI 53716

kkoclan@aol.com

July 1 2022—June 30 2023

Month Of January Winners

Retail Queen for the month Brenda Anderson \$3306

Weeks over \$500 Brenda Anderson \$955, \$1344, \$582 Patty Rougeot \$716

Party's over \$200 Brenda Anderson \$306 Corrina Warwick \$250

Facials over \$100 Patty Rougeot \$649 Corrina warwick \$150

Reorder weeks over \$300 Brenda Anderson \$582, \$1016, \$955, \$329

On the go/personal appointments over \$200: Deb Finley \$206

PCP/Misc. Brenda Anderson \$22 Beth Davies \$90

Online orders: Have your customers download the MARY KAY App it WORKS!! Look @ Corrina Warwick's orders \$254, \$152, \$94, \$150.50

Skin Care Sets Sold Brenda Anderson 4 Beth Davies 1 Patty Rougeot 4

Interviews for the month. Lets Share Our Amazing Opportunity!

POWER IN POSSIBILITY

This spring, defy the illusion of limitations with innovative offerings that allow you to grow bolder. Let go of what was, embrace what can be. and imagine the POWER IN POSSIBILITY!

BREAKTHROUGH BOOSTERS FOR AN ALL-NEW YOU

+ VISIBLE DARK SPOT REDUCTION

Address multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients, including ferulic acid, niacinamide and navy bean extract.

New! **MARY KAY CLINICAL SOLUTIONS® FERULIC + NIACINAMIDE BRIGHTENER, \$38**

+ ACCELERATE SKIN RENEWAL

Accelerate surface skin renewal and gently dissolve dead skin cells with a powerful boost of large and small hydroxy acids plus skin-replenishing glycerin.

New! **MARY KAY CLINICAL SOLUTIONS® PHA + AHA RESURFACER, \$38**



SUPREME SHADES TO OWN THE DAY

Hydration meets lipstick in this fiercely supreme formula with intense color payoff – now in two new shades!

Mary Kay® Supreme Hydrating Lipstick, \$18 each

Perfect for Valentine's Day glam.



GLOW UP DUOS FOR BRIGHT-SIDE VIBES

Give spring looks a glow up with creamy, dreamy duo sticks that glide on smoothly and blend easily – seamlessly adding warm vibes in an instant.

New! **Limited-Edition† Mary Kay® Cream Bronzer Duo Stick, \$18 each**



Honey & Luster



Bronze & Shimmer

New! **Limited-Edition† Mary Kay® Cream Highlighter Duo Stick, \$18**



Pearl & Gold



BLOOMING SCENTS FOR UPLIFTING MOMENTS

Make “me” time more enjoyable with fresh self-care inspired by scents of the season. These three luxurious hand creams feature decadent textures and uplifting aromas that revive from wrists to fingertips.

New! Limited-Edition[†] Mary Kay[®] Hand Cream, \$10 each

- Mandarin & Rose
- Wild Berry & Passionflower
- Mango & Orange Flower

*Great for
spring gifting!*



SKIN-QUENCHER FOR SUNNY ADVENTURES

Treat skin to a refreshing recovery after a day of fun in the sun. This blue gel helps sun-kissed skin feel cool, refreshed and – most importantly – hydrated once again.

Special-Edition[†] Mary Kay[®] Sun Care After-Sun Replenishing Gel, \$15

This product will be available later this Spring.

SPOTLIGHT ON FRESH STARTS FOR EVERY LOOK

Create fresh looks with confidence! This pro-level brush collection includes five high-quality, precisely shaped brushes, which are ideal for creating a range of looks, packed in a portable clutch.

Mary Kay[®] Essential Brush Collection, \$56

- Cheek Brush
- Eye Smudger Brush
- All-Over Eye Shadow Brush
- Eye Crease Brush
- All-Over Powder Brush



This fast-drying cleaner eliminates makeup residue from brushes for clean sweeps.

Mary Kay[®] Brush Cleaner, \$12



CONTACT ME, your Independent Beauty Consultant, to discover the POWER IN POSSIBILITY this spring!



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*

Make every decision based on the Golden Rule, putting yourself in the other person's shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works.

DIAMOND POWER START

Diamond Power Start! 60 Faces in 60 Days Challenge

In honor of our diamond anniversary, MK challenged us to book 60 facials in 60 days! It's the perfect way to help achieve the Share the Mary Kay Dream Global Challenge of adding 600,000 new team members worldwide! As our Founder Mary Kay Ash said, "Decide to take leadership over your future and set goals. The difference between top and bottom people is the difference between the goals that they set – so become a goal-setting, goal-inspired, goal-achieving person." Then, now and always, these words remain relevant. Let them spark you to achieve this dazzling goal. You can do it! Contest runs January 1st-March 1st.



"Make every decision based on the Golden Rule, putting yourself in the other person's shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works." – Mary Kay Ash

Listen to Learn! Put yourself in others' shoes this month as you earn these beautiful earrings.

MARY KAY®



THEN. NOW. ALWAYS.