



KATHLEEN'S SUPER STARS NEWSLETTER



February Newsletter—January Recognition

Dear Super Star,

As I'm coming home from Leadership, I keep thinking about how rare this Mary Kay opportunity really is. Where else can you choose your hours, decide how often you work, set your own goals, and earn up to 50% profit on what you sell? Where else can you get paid to party with friends, play with makeup, build confidence, and send everyone home happier (plus maybe with free product), including you? The best part is that this business can fit your life. You can treat it like a hobby, a side income, or a full career. It is your choice.

And what I love most is that there is space for every type of woman here. Some of us love a full glam moment, while others keep it simple with stunning skin. Some are bold and bubbly, others are quiet and consistent. There is no one right way to build this business, so choose your own path. If you've been putting pressure on yourself to do it perfectly, consider this your permission slip to try something new and fearlessly explore uncharted territory this year. Think of the women you admire-most blazed their own trail, and we are all better for it. Best of all, you know they had a great time doing it.

Take a moment to consider what is holding you back from really enjoying your business this year. We've all heard the saying, "What would you do if you couldn't fail?" How can you make your business feel like the perfect fit for you? Let February be your fresh start. Lean into Spring Into "Me" Time and the new products. Pink Out your Bingo squares if you want an easy game plan. Do not miss out! Register for Career Conference by month end if you want that spark to move on up. I can't wait to celebrate your success with you and hear how you've made Mary Kay your own.

Love and Belief, Kathleen

Please keep track of [Beth Gallaghers Facebook](#) page for consultants. All contests are extended for our unit!

When you earn a prize, you will need to go to www.kathleenkoclanes.com and fill out a prize voucher to get your prize.

DIRECTOR'S CORNER

2025-26 SEMINAR YEAR

#1 UNIT RETAIL



Beth Gallagher Unit
\$208,747.00

#1 UNIT SHARING



Alison Williams Unit
3 Qualified

PRIOR MONTH

#1 UNIT WHOLESALE



Beth Gallagher Unit
\$11,864.30

#1 UNIT SHARING



Beth Gallagher Unit
1 New



Michele Stone Unit
1 New

#1 PERSONAL WHOLESALE



Michele Stone
\$3,610.00

#1 PERSONAL SHARING



Michele Stone
1



Beth Gallagher
1

LOOK WHO INVESTED LAST MONTH!

Corrina Warwick	Florence Honang	Karen Taylor	Kay Tinguely
Brenda Anderson	Dorian Loberg Beck	Mary Vesperman	Dorinda Maybury
Kathryn Bohn	Betty Stencil	Michelle Brennan	Beth Davies
Lori Windham	Julie Johnson	Marianne Lippold	Trisha Niesen
Connie Plaumann	Flo Welk	Dana Sackett	Mary Mertens
Brenda Peterson	Jan Chambers	Terra Wachs	Connie Radel
Debi Alheim	Judy Cloud-Calloway	Cathy Carlsen	Mary Ann Zielinski

3RD QUARTER ON-TARGET STARS

DECEMBER 16, 2025 – MARCH 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	\$1,955.50	STAR	\$444.50	\$1,044.50	\$1,644.50	\$2,844.50
Corrina Warwick	\$829.50	\$970.50	\$1,570.50	\$2,170.50	\$2,770.50	\$3,970.50
Tracy Fonte	\$720.00	\$1,080.00	\$1,680.00	\$2,280.00	\$2,880.00	\$4,080.00
Dorinda Maybury	\$654.00	\$1,146.00	\$1,746.00	\$2,346.00	\$2,946.00	\$4,146.00
Kathryn Bohn	\$552.00	\$1,248.00	\$1,848.00	\$2,448.00	\$3,048.00	\$4,248.00
Brenda Myers	\$503.00	\$1,297.00	\$1,897.00	\$2,497.00	\$3,097.00	\$4,297.00
Mary Ann Zielinski	\$488.50	\$1,311.50	\$1,911.50	\$2,511.50	\$3,111.50	\$4,311.50
Lori Windham	\$329.00	\$1,471.00	\$2,071.00	\$2,671.00	\$3,271.00	\$4,471.00
Amber Thome	\$322.00	\$1,478.00	\$2,078.00	\$2,678.00	\$3,278.00	\$4,478.00
Connie Plaumann	\$315.00	\$1,485.00	\$2,085.00	\$2,685.00	\$3,285.00	\$4,485.00
Brenda Peterson	\$311.50	\$1,488.50	\$2,088.50	\$2,688.50	\$3,288.50	\$4,488.50
Debi Alheim	\$307.00	\$1,493.00	\$2,093.00	\$2,693.00	\$3,293.00	\$4,493.00
Flo Welk	\$258.00	\$1,542.00	\$2,142.00	\$2,742.00	\$3,342.00	\$4,542.00
Florence Honang	\$254.00	\$1,546.00	\$2,146.00	\$2,746.00	\$3,346.00	\$4,546.00
Dorian Loberg Beck	\$251.00	\$1,549.00	\$2,149.00	\$2,749.00	\$3,349.00	\$4,549.00

SEMINAR 2026 COURT OF SALES

Retail orders submitted to the company



1	Brenda Anderson	\$14,504.00
2	Corrina Warwick	\$8,489.00
3	Beth Davies	\$4,139.00
4	Mary Ann Zielinski	\$3,988.00
5	Lori Windham	\$3,222.00

SEMINAR 2026 COURT OF SHARING

Based on Qualified Team Members



1
2
3
4
5

CLIMBING THE LADDER OF SUCCESS

SENIOR CONSULTANTS

Elisa Baldock



Melissa S. Boyd

Beth A. Davies



Teresa G. Fisher
Michelle Harrington

Julie M. Johnson



Trisha A. Niesen
Merodee Buechner

Brenda L. Myers



Brenda Anderson

SENIOR CON'T

Sandra Toval



Alicia Toval

Mary Ann Zielinski



Sandy Deibert
Kathleen Weier

Flo Welk



Kathryn A. Bohn
Jeanna Schowalter

STAR TEAM BUILDER

Corrina A. Warwick



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

STAR TEAM BUILDER CON'T

Cathy Carlsen



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

TEAM LEADER

Debra K. Finley



Dorian Loberg Beck
Terra K. Wachs
Dawn M. Endries
Tracy Fonte
Christina Blanchard
Mary L. Pekarske
Mary T. Mertens
Laura J. Roethle
Mary Schock
Brenda M. Schultz
Cindy L. LeClaire

WELCOME NEW CONSULTANTS



TEAM BUILDING LOVE CHECKS

Debra Finley	9%	\$54.14
Corrina Warwick	6%	\$33.18
Brenda Myers	4%	\$28.08
Flo Welk	4%	\$22.08
Cathy Carlsen	4%	\$10.16
Julie Johnson	4%	\$5.12

MARCH CELEBRATIONS



Name	Birthday	Name	Birthday
Valerie Houk	10	Milena Horan Klemens	18
Kay Tinguely	10	Patricia Berry	23
Laura Roethle	12	Pamela Santoro	23
Lisa Heltemes	13	Nancy Hipp	24
Malissa Turner	13	Sandy Deibert	28
Alicia Toval	14	Mary Mertens	29
Dawn Endries	16	Sherry Soehnlein	31

Name	Years	Name	Years
Spring Fleming	38	Brenda Murray	21
Susan Dos Reis	29	Milena Horan Klemens	19
Janice Watzke	27	Cindy LeClaire	6
Kay Retzleff	24	Jane Steidl	3
Trisha Niesen	22	Rebecca Orick	3



Week 5



We're on Week 5!

How are you doing on these BINGO challenges?

Are you submitting your accomplishments on Intouch for your credit?



On Target

Brenda Anderson
Corrina Warwick

Registration opens this Friday
Feb 6, 2026
8:00 am

MARY KAY
CAREER
CONFERENCE
2026

Important Upcoming Dates

- **February 6:** Career Conference online registration opens for everyone.
- **February 7:** Spring PCP customer mailing of The Look begins. Allow 7–10 business days for delivery
- **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. 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. Career Conference recognition registration, cancellation, special needs requests, transfer, and hotel reservation deadline.
- **March 8:** Happy International Women's Day! Daylight Saving Time begins.
- **March 13:** Career Conference begins for March 13-14th cities.
- **March 15:** End of the Quarter!! Deadline for Quarter 3 Star Consultant quarterly contest.
- **March 16:** PCP summer online enrollment for The Look begins, including exclusive samples. Quarter 4 of the Star Consultant Program begins.
- **March 17:** Saint Patrick's Day. Have a \$uper Green day!
- **March 20:** The first day of spring. Career Conference begins for March 20-21st cities.
- **March 27:** Career Conference begins for March 27-28th cities.
- **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.

Quarter 3 Reco

Quarterly WORKSHOP

MARCH

SATURDAY

28

9AM - 12PM

2026

Pardeevile

*Power Start Luncheon for all Power Start achievers or
Consultants who add 1 or more qualified team members to
follow (12:30-1:30).*

Register Here:



\$10 by 1/31

\$15 thru Feb 28th

\$20 Mar 1st - event

Pardeeville Quarterly Tracking Sheet Information

Pardeeville ~ Quarterly Tracking Sheet ~ Dec 16, 2024 - Mar 15, 2025

Please complete this worksheet to receive Quarterly Recognition

** Please read back of this form or page 2 for instructions on categories

Week	* Total Weekly Retail Sales (A)	# of Parties Held - (in attendance) (B)	Host Party (C)	# of Faces Seen (at parties) (D)	**% of Skin Care Sold (1st time) (E)	# of qualified guests brought to a MK function (F)	# of Full Interviews Held (G)	# of \$600 + New Qualified Team Members (H)	Amount of Sec. 1 wholesale orders placed (I)
Dec 16 - Dec 20									
Dec 21 - Dec 27									
Dec 28 - Jan 3									
Jan 4 - Jan 10									
Jan 11 - 17									
Jan 18 - Jan 24									
Jan 25 - Jan 31									
Feb 1 - Feb 7									
Feb 8 - Feb 14									
Feb 15 - Feb 21									
Feb 22 - Feb 28									
Mar 1 - Mar 7									
Mar 8 - Mar 15									
TOTALS									

(A) Total Weekly Retail Sales _____
Minimum of \$2,400 or above

(B) Total # of Parties held _____
Minimum of 10 or more

(C) Highest Party _____
\$100 party or above

(D) Total # of Faces seen _____
Minimum of 30 or more

(E) Total # Skin Care Sets sold _____
Minimum of 10 or more

(F) Total # of Qualified Guests _____
Minimum of 5 or more

(G) Total # of Qualified Interviews held _____
Minimum of 10 or more

(H) Total Qualified Team Members _____
Minimum of 3 or more

(I) Total Wholesale Section 1 _____
Star Consultant \$1800 or above

MASTER CONSULTANT
received recognition for 6 or more of 10 categories

What qualifies as a "face"?
 Skincare class and facial attendees in person or on Zoom (or similar format) On-the-Go participants

Facebook LIVE participants commenting and/or purchasing
 Facebook Party participants (with follow-up conversation)
 Guests to a unit event with product stored
 Pamper packs sent with a follow-up conversation

What qualifies as a "party"?
 3+ people at a skincare class or facial
 3+ people commenting and/or purchasing from a Facebook LIVE
 3+ people participating in a Facebook party with follow-up
 3+ pamper packs sent for the same event or to the same home with follow-up
 3+ guests to a unit event

What qualifies as an "interview"?
 In-person, phone, or Zoom (or similar format) conversation with director follow-up
 Information sent with conversation & director follow-up
 Participants of a stringing event (e.g. Virtual/Zoom, guest event, etc.) with director follow-up
 Guests to a unit event with marketing stored

What qualifies as a "1st Time Set"?
 Full size Basic TWSO, Mir. Set, Ut. Mir. Set, TW Repair Set, Botanical Set, Clear Proof Set, Naturally Set, Mens Set
 sold to a customer for the FIRST time only

What qualifies as a "Sales Total"?

Sales columns should be money collected after discount, if any given & without sales tax

Fun for customers for Valentine's Day

What does your KISS say about you?

Ms. Spotlight



Mary Kay NouriShine Plus Lip Gloss in Rock 'n Red.

Are you a singer? Or a movie star? You might as well be. You have the charisma of a natural-born stunner, and you have the attitude to match. So flirt. Imagine! And enjoy the attention.

Born Leader



Mary Kay NouriShine Plus Lip Gloss in Berry Dazzle

Once you decide where you want to go, you go there - decisively and enthusiastically. And usually, other people follow. So keep going there. Your strong sense of self and your style will lead the way.

Nature Lover



Mary Kay NouriShine Plus Lip Gloss in Fancy Nancy.

You love the world we live in. You love the art it inspires! Most of all, you love to cultivate your mind, body and spirit. So grab that yoga mat or water bottle, and embrace the outdoor side of yourself.

Rebel Rebel



Mary Kay NouriShine Plus Lip Gloss in Rich Spice

The world would be boring if everyone followed the rules, right? So why be everyone else when you can be you: feisty, outspoken, adventurous and free. Enjoy it - and live your life with style and flair!

Free Spirit



Mary Kay NouriShine Plus Lip Gloss in Sun Blossoms.

You're a true individual. Always the optimist! And you make up the rules as you go. That's why your friends - and you have plenty of them - love you. Maybe it's time to throw a little party...

Mystery Maker



Mary Kay NouriShine Plus Lip Gloss in Silver Moon.

Your energy is obvious, and your intuition is strong. Maybe that's why you have strong personal boundaries and reveal just enough - though never too much. It's good to keep them guessing, right?

The Lucky One



Mary Kay NouriShine Plus Lip Gloss in Shock Tart.

Some say success comes naturally to you.... that you're the Lucky One! That's what makes you the life of the party - creative, innovative and utterly engaging. Use it to your advantage. But most of all, enjoy it.

Passion's Princess



Mary Kay NouriShine Plus Lip Gloss in Pink Wink

You're private, yet passionate. You have secrets, but you like to share - with the right person. You love having control, are not easily fooled and enjoy those who share similar traits. Passion, anyone?

Inspiring Optimist



Mary Kay NouriShine Plus Lip Gloss in Golden

Life is full of possibilities - it's evident in your smile. It's big, bright and makes everyone around you feel better. Doesn't it feel good to be inspiring and inspired? There's nothing you can't do.

Sensitive Soul



Mary Kay NouriShine Plus Lip Gloss in Sparkle Berry.

Ever the idealist, you approach life with a big heart and an even bigger yearning for romance. You're sensitive, sweet and feel life very deeply. And those around you appreciate you exactly as you are.

MARY KAY®

POWER UP & GROW

SEMINAR 2026

July 1, 2025 - June 30, 2026

Queen's Court of Sales



\$45k Personal Retail Production / \$22.5k Wholesale

\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500

Queen's Court of Sharing



24 Qualified Personal Team Members

MARY KAY INTOUCH® ONLINE INVENTORY ORDERING TIERED DISCOUNT STRUCTURE

HERE'S HOW IT WORKS:

If you are an Independent Beauty Consultant placing an order through the Mary Kay InTouch® Online Ordering site, your wholesale product discount is determined by your Activity Status.

ACTIVITY STATUS	WHOLESALE PRODUCT DISCOUNT
If you are ACTIVE**	All Mary Kay InTouch® inventory orders will receive a 50% discount. To become active in a single order, you must reach the goal of \$450 retail.
If you are NOT ACTIVE* (New, Inactive or Terminated Status)	All Mary Kay InTouch® inventory orders from \$100 retail through \$449.99 retail will receive a 30% discount. You can accumulate to active status with the goal of \$450 retail in one month.
	All Mary Kay InTouch® inventory orders less than \$100 retail will NOT receive a discount. However, they still accumulate toward your active status.



WANT EVEN RICHER REWARDS?

Take advantage of the Great Start® Program. Go to Mary Kay InTouch® > Education > New Independent Beauty Consultants Start Here



MARY KAY

* Inactive Independent Beauty Consultants are eligible to receive a 30% wholesale discount on Section 1 products until they reach active status.
** An Independent Beauty Consultant is considered active with personal retail sales of \$450, and she will remain active for two months following any month with a qualifying active order(s).
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Remember that the hardest part of any job is getting started. J.C. Penney once said that, and it is true. So get home and get started and get going. Be careful not to confuse mere activity with action. You can put in a lot of miles running in place - but you will stop right where you started. The secret is constructive action. placing a value on your time and learning to balance and budget your time. Treat it as if it were gold, which it is. (New Frontiers Management Conference '89 Speech)



Kathleen Koclanes
Ind. Future Executive Senior Sales Director
Kathleen's Super Stars!

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Return Service Requested