

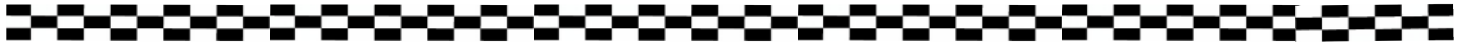
# Heide's Hot Wheels



Be a Winner in the \$300,000 - Race!



12/2023



Highest  
Wholesale Order  
**Jean Charter**



Highest  
Retail YTD  
**Jean Charter**

*Congratulations!*



Quarter STARS  
Sapphire STARS  
**C. Blanchet, J. Charter**



*soar like never before*  
Contest  
**Jean Charter**



Most Consecutive  
Orders  
**Corina Blanchet**

## Goals 2023 / 2024

**\$300,000 Unit Club**  
**24 New Team Members**  
**4 New Red Jackets**  
**24 Great Starts**  
**4 Four Quarter STARS**



**Jamboree**  
**Escondido, CA**  
**January 26-27, 2024**

## Monthly Goals

**\$9,000 w/s**  
**2 New Recruits**  
**1 New Senior Consultant**  
**600 Items Sold**



# Heide's



# Hot Wheels



**Dear Champions,**

Happy New Year! I hope you all had wonderful fun filled Holidays. Here we are in the last 6 months of the Seminar year, so let's revisit our Seminar goals to check where stand. Most everyone is behind and if you want to set a goal (in case you have not) now is the time to start the engine! What would you like to accomplish by June? Be specific! Pay for a family vacation? Remodel a room? Help with home care for a loved one? Mary Kay always said plan your work and work your plan! Your next 6 months can be amazing!

Congratulations to **Jean Charter**, Queen of Retail Sales in the first half of Seminar year! Hats off to our **Sapphire Stars** this last Quarter, **Corina Blanchet** and **Jean Charter**. Who will join them this quarter ending Mar 15? **Challenge to move 600 items** within the Unit is still on!! **Jean Charter** and **Fay Flanzer** reported 32 items each. I know a lot more left our shelves! Please text or email me!

We are planning another fabulous Getaway in beautiful Temecula in June. It is a Consistency Challenge Reward for working your business. It started December and ends in May. If you missed December do not worry as you get 1 bye. Please read the enclosed flyer for more details. As before you can participate at different levels. We had so much fun at the last event and I would love for you to join us.

PCP enrollment deadline is JAN 17 for the spring brochure. Your customers get 2 samples as well. You have a reason to follow up....

Are you offering the "Deal of the Month" to your customers? An easy way to upsell and have them try something new at 50%. People love a "Deal".

Don't forget \$300 w/s order by the 15th of the month, any month earns a mystery gift from me.

Please take advantage of the Zoom events on WED & THU every week. Lots of gifts for guests! All you do is invite, invite, invite. And follow up!

Jamboree on 26/27 Jan is still taking registrations even for your guests, amazing! Who can you bring to this totally uplifting experience?

Here is to a grand 2024.

## Seminar 2024 Contests Requirements

### Court of Retail Sales

National Court: \$40,000

Princess Court: \$20,000

Heide's Court: \$10,000

Heide's Princess Court: \$5,000

### Court of Sharing

National Court: 24 qualified recruits

Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

Heide's Princess Court: 3 qualified recruits

## National Court Awards 2024 Queen's Court of Sales



Or \$500 Cash Reward

## Queen's Court of Sharing



Or \$525 Cash Reward

## Current Quarter STARS



Pearl STAR  
Heide Grant



Sapphire STAR  
Corina Blanchet



Sapphire STAR  
Jean Charter

## On Target New STAR Quarter - ending December 15, 2023

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 6,246	*****	*****	*****	*****	STAR
Corina Blanchet	\$ 1,863	STAR	\$ 537	\$ 1,137	\$ 1,737	\$ 2,937
Jean Charter	\$ 1,803	STAR	\$ 597	\$ 1,197	\$ 1,797	\$ 2,997
Kim Emery	\$ 801	\$ 999	\$ 1,599	\$ 2,199	\$ 2,799	\$ 3,999
Shelly Hakanson	\$ 765	\$ 1,035	\$ 1,635	\$ 2,235	\$ 2,835	\$ 4,035
Fay Flanzer	\$ 744	\$ 1,056	\$ 1,656	\$ 2,256	\$ 2,856	\$ 4,056
Kathy Jensen	\$ 489	\$ 1,311	\$ 1,911	\$ 2,511	\$ 3,111	\$ 4,311
Pat Donnelly	\$ 450	\$ 1,350	\$ 1,950	\$ 2,550	\$ 3,150	\$ 4,350
Vicki Dutton	\$ 443	\$ 1,357	\$ 1,957	\$ 2,557	\$ 3,157	\$ 4,357

For STAR Prizes please see [marykayintouch.com](http://marykayintouch.com) - Contests/Promotions - Contests - Star Consultant Q(1-4)

## Recruiters & Teams



## Team Leaders



## Star Team Builders



## Senior Consultants

Corina Blanchet

## Welcome, New Unit Members



Name	From	Recruiter

## Court of Sharing



Recruiter	Seminar qualified	Commission
Heide Grant	1	\$104

## Commissions



4%		9%		13%	
Corina Blanchet	\$9	Heide Grant	\$109		

## Unit Wholesale

1	Jean Charter	\$ 630
2	Ruth Cantu	\$ 370
3	Corina Blanchet	\$ 352
4	Christine Kruger	\$ 295
5	Maria Silva	\$ 291
6	Shelly Hakanson	\$ 258
7	Dwila Neilson	\$ 241
8	Gabrielle Pierce	\$ 231
9	Nancy Inderie	\$ 229
10	Gina Delgado	\$ 227
11	Lollie Gabel	\$ 225
12	Sue Marsh	\$ 65
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 1,401

## Team Production (\$225+)

1	Corina Blanchet	\$ 580
2		
3		
4		
5		
6		

soar *like never* before

### \$600 Wholesale/ month Achievers

		This Month	Year to Date
1.	Jean Charter	1	5
2.	Corina Blanchet	0	3
3.	Fay Flanzer	0	1

Pre- soar *like never* before

### \$300 Wholesale/ by 15th of month Achievers



Gift from Heide

### DECEMBER WINNERS

Jean Charter

For ongoing unit promotions, please check:

[www.heidegrant.com](http://www.heidegrant.com)

## Consistency Club

1	Corina Blanchet	26
2	Jean Charter	5
3		
4		
5		
6		



## Unit Retail Top 30 YTD

1	Jean Charter	\$ 7,033
2	Corina Blanchet	\$ 6,733
3	Fay Flanzer	\$ 2,700
4	Shelly Hakanson	\$ 2,035
5	Kim Emery	\$ 1,714
6	Kathy Jensen	\$ 1,616
7	Nancy Inderie	\$ 1,509
8	Dwila Neilson	\$ 1,424
9	Pat Donnelly	\$ 1,359
10	Ruth Cantu	\$ 1,344
11	Sue Marsh	\$ 1,196
12	Gina Delgado	\$ 1,176
13	Christine Kruger	\$ 1,043
14	Lori Becker	\$ 1,001
15	Vicki Dutton	\$ 982
16	Charlotte Taylor-Badgley	\$ 952
17	Laura LaFavor	\$ 946
18	Tessa De Armond	\$ 904
19	Tracey Summers	\$ 871
20	Jane Lowerree	\$ 843
21	Kirsty Zulu	\$ 834
22	Olivia Myles	\$ 757
23	Linda Johnson	\$ 666
24	Laura Mulvihill	\$ 662
25	Joyce Evans	\$ 648
26	Renae Ash	\$ 646
27	Hillary Davies	\$ 628
28	Janelle Niehenke	\$ 600
29	Maria Silva	\$ 582
30	Rosa Jones	\$ 564
	Heide Grant	\$ 25,215

*"Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve."*



## Preferred Customer Program<sup>SM</sup>

### Welcome to myCustomers<sup>SM</sup>

Manage your customer list and order information in one easy-to-access location.



Give Your Business a Boost!

Preferred Customer Program<sup>SM</sup>

Enroll Now



Did you know that Independent Beauty Consultants who use the *Preferred Customer Program*<sup>SM</sup> boost their businesses by almost 30 percent on average? Who wouldn't want that! When you enroll your customers to receive *The Look*, you have a great reason to follow up with them.

Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?\*

Corina Blanchet, Jean Charter, Fay Flanzer,  
Christine Kruger, Jane Lowerree,  
Charlotte Taylor-Badgley, Heide Grant

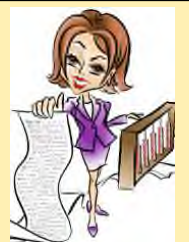
### Grand Days:

Fay Flanzer, Jean Charter



For Submitting Your  
Weekly Accomplishment  
Sheets in October:

Jean Charter



Find out more at [marykayintouch.com](http://marykayintouch.com) website (my dashboard - my customer tools).

# Fresh 15

## Booking Challenge

When our unit has **15 NEW hostesses**

(Qualified Booking: hostess + 2 guests minimum, with \$200 min. party sales)

this month we will do a drawing for a **Kate Spade Wristlet!**

**1 Hostess and 1 Consultant will Win!**



### Fresh Faces!




One entry for each hostess, person with the most hostesses receives 3 extra entries!

Date of Party	Hostess Name	# of Guests	Party Sales	# Bookings (including interviews)

### Heide's Hot Wheels

Heide Grant (310)502-5977 [hgrant471@gmail.com](mailto:hgrant471@gmail.com)



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Dec 31	Jan 1	Jan 2	Jan 3	Jan 4	Jan 5	Jan 6
 <b>Last day for online orders</b>	 Happy New Year!		Zoom Meeting Product Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Jan 7	Jan 8	Jan 9	Jan 10	Jan 11	Jan 12	Jan 13
Fill out weekly accomplishment sheets In Touch		Zoom Unit Consultant Training 6.30PM PT	Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Jan 14	Jan 15	Jan 16	Jan 17	Jan 18	Jan 19	Jan 20
Fill out weekly accomplishment sheets In Touch	 <b>Martin Luther King DAY</b>		Zoom Meeting Cons. Training & Giveaway NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT PCP Enrollment Deadline	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Jan 21	Jan 22	Jan 23	Jan 24	Jan 25	Jan 26	Jan 27
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
MK Lreadership Dallas, TX				Jamboree Escondido, CA		
Jan 28	Jan 29	Jan 30	Jan 31	Feb 1	Feb 2	Feb 3
		Last day for phone orders	Last day for online orders			
Heide out of Town						



Prepare yourself for a much-deserved escape! Soon, you'll bask in the sun-drenched Olive Ranch in Temecula where adventures and relaxation await. This isn't just any journey; it's a day of unforgettable moments. With your companions by your side, you'll find inspiration, revel in laughter, and embark on meaningful connections. This retreat promises to be the ultimate getaway, a weekend that will linger in your memory for years to come.

## EARN YOUR GETAWAY!!!

Earn trip based on amount of total wholesale placed each month consistently.

### December 1st - May 30th

\$225 whsl/ \$450 retail each month

Receive an invitation to attend

[Reward details & Cost TBD\\*](#)

\$400 whsl / \$800 retail each month

[Reward details & Cost TBD\\*](#)



**Princess Court of Sales Level** \$750 whsl/ \$1500 retail each month

[Reward details & Cost TBD\\*](#)

\$1000 whsl/ \$2000 retail each month

[Reward details & Cost TBD\\*](#)



**National Court of Sales Level** \$1500 whsl/ \$3000 retail each month

[Reward details & Cost TBD\\*](#)

#### RULES:

1. Place a \$225, \$400, \$750, \$1000, or \$1500 whsl order each month from December 2023- May 2024. The purpose of this Contest is to drive consistent sales and orders.
2. If your monthly orders vary, your award level will be based on your accumulative production over the contest period.
3. No debt can be accumulated as a result of this contest.
4. Depending on the reward level, the expenses of food and activities will be the responsibility of each consultant.





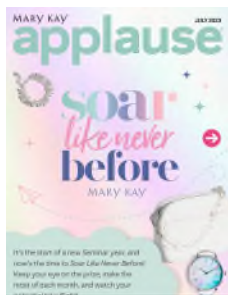
MAKE IT A  
GREAT START!

February 2024

happy birthday

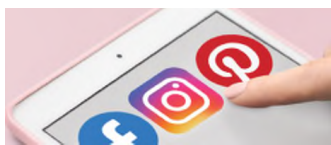
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## Your Resources



## Boost Your Social Media!

Learn social media tips and view tutorials.



**MK University**  
Step 1  
GETTING STARTED



Education Center



**Mary Kay Ash founded her Company on the Golden Rule and emphasized the importance of giving back to others. That is why, every day, Mary Kay is changing the lives of women and children around the world. It is part of the Mary Kay heritage, and we are honored to continue Mary Kay Ash's legacy of making a difference.**

**Heide Grant**  
**Mary Kay Sales Director**  
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 Follow Heide's Hot Wheels Facebook Group