

# Heide's Hot Wheels



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



09/2024



Highest  
Wholesale Order  
**Jean Charter**

*Congratulations!*



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



Seminar Seminario 2024 - 2025  
**POWERUP**  
Contest  
**Jean Charter**



Highest  
Retail YTD  
**Jean Charter**



Most Consecutive  
Orders  
**Corina Blanchet**



## Goals 2024 / 2025

\$300,000 Unit Club  
24 Great Starts  
20 STARS  
3 New Red Jackets  
3 Princess Court Winners



**ATTENTION !!!**

NSD Janis Trude's  
Fall Retreat  
Folsom, CA  
October 11 - 13, 2024

## Monthly Goals

\$8,800 w/s  
2 STARS  
3 New Team Members  
300 Items Moved  
10 Career Chats



# Heide's



# Hot Wheels



## Hello Hot Wheels!

Congratulations, YOU DID IT! We reached our goal and surpassed it! We earned 13,000 extra retail points towards 300,000 Unit Club. With the bonus we are 62% ahead of last years retail! Congratulations to **Jean Charter, Corina Blanchet, Charlotte Taylor-Badgley, Dwila Neilson** for achieving the challenge to increase their order by 13% over last Aug. Congratulations to **Vicki Dutton** for being a PRE achiever and **Jean Charter** our only \$700 achiever and **Queen** for August.

Applause to Tessa De Armond 23 years, **Maria Silva** 22 years with MK. I appreciate your loyalty to our Unit.

**STAR Quarter 1 ends Sep 15th**, what can you do to be a **STAR**? A stepping stone to an **ALL STAR** achievement.

**We have new products.** I get so excited even after 31 years. The lipsticks are so creamy and colors are for everyone! The LTD ED eye shadows are matte and easy to wear. Belara bundle is a wonderful gift and save \$ by getting a bundle. Do not wait to order the LTD ED **men body wash bundle**. It will sell out! I split the set and sell it separately for gifts. The socks w Mint Bliss are super soft this year. I love them!

**Here is a challenge for Sep to earn a beautiful T-shirt: Sell 13 items in a day**, 1 or more days until **Sep 13** to get the shirt, OR sell 61 items in honor of the MK Anniversary in SEP: earn the Tee and \$25 cash.

Congratulations to **Tessa De Armond** for investing time for the Holiday workshop, which was amazing. Please join the Hot Wheels FB group and check out our Unit website [WWW.HeideGrant.com](http://WWW.HeideGrant.com).

Let's make it a Super September,

## Seminar 2025 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

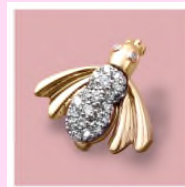
Heide's Princess Court: 3 qualified recruits

## National Court Awards 2025 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 - on Target - ending September 15, 2024

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 6,868	*****	*****	*****	*****	STAR
Jean Charter	\$ 1,726	\$ 74	\$ 674	\$ 1,274	\$ 1,874	\$ 3,074
Corina Blanchet	\$ 735	\$ 1,065	\$ 1,665	\$ 2,265	\$ 2,865	\$ 4,065
Kathy Jensen	\$ 573	\$ 1,227	\$ 1,827	\$ 2,427	\$ 3,027	\$ 4,227
Dawn Hernandez	\$ 514	\$ 1,286	\$ 1,886	\$ 2,486	\$ 3,086	\$ 4,286
Christine Teutimez	\$ 488	\$ 1,312	\$ 1,912	\$ 2,512	\$ 3,112	\$ 4,312
Shelly Hakanson	\$ 470	\$ 1,330	\$ 1,930	\$ 2,530	\$ 3,130	\$ 4,330
Hilary Davies	\$ 430	\$ 1,370	\$ 1,970	\$ 2,570	\$ 3,170	\$ 4,370

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

Lori Becker

## Senior Consultants

Corina Blanchet  
Christine Kruger

## Welcome, New Unit Members



Name	From	Recruiter



## Court of Sharing



Recruiter	Seminar qualified	Commission
Heide Grant	1	\$104

## Commissions



4%		9%		13%	
Corina Blanchet	\$10			Heide Grant	\$338
Lori Becker	\$3				

## Unit Wholesale

1	Jean Charter	\$ 757
2	Corina Blanchet	\$ 462
3	Hilary Davies	\$ 430
4	Vicki Dutton	\$ 345
5	Kathy Jensen	\$ 333
6	Melinda Aguirre	\$ 287
7	Olivia Myles	\$ 286
8	Dawn Hernandez	\$ 253
9	Charlotte Taylor-Badgley	\$ 248
10	Gabrielle Pierce	\$ 244
11	Jacquelynn Dvorak	\$ 244
12	Lori Becker	\$ 235
13	Ruth Cantu	\$ 234
14	Dwila Neilson	\$ 231
15	Nicole Oliver	\$ 229
16	Pat Donnelly	\$ 227
17	Shelly Hakanson	\$ 227
18	Kathy Gonzalez	\$ 227
19	Rosa Jones	\$ 226
20	Ahnnya Slaughter	\$ 225
21	Laurie Veien	\$ 78
22	Christine Teutimez	\$ 65
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 3,935

## Team Production (\$225+)

1	Corina Blanchet	\$ 710
2		
3		
4		
5		
6		

## Seminar Seminario 2024 - 2025 POWERUP

### \$600 Wholesale/ Month Achievers

		This Month	Year to Date
1.	Jean Charter	1	2
2.			
3.			

## Seminar Seminario 2024 - 2025 Pre-POWER

### \$300 Wholesale by 15th of Month Achievers



Mystery Prize

### August Winners

Vicki Dutton

For ongoing unit promotions, please check:  
[www.heidegrant.com](http://www.heidegrant.com)

## Consistency Club

1	Corina Blanchet	34
2	Jean Charter	13
3		
4		
5		
6		



## Unit Retail Top 30 YTD

1	Jean Charter	\$ 2,941
2	Corina Blanchet	\$ 1,471
3	Christine Teutimez	\$ 976
4	Shelly Hakanson	\$ 940
5	Hilary Davies	\$ 860
6	Jacquelynn Dvorak	\$ 765
7	Vicki Dutton	\$ 689
8	Kathy Jensen	\$ 666
9	Laurie Veien	\$ 625
10	Melinda Aguirre	\$ 573
11	Olivia Myles	\$ 572
12	Janelle Niehenke	\$ 524
13	Dawn Hernandez	\$ 506
14	Charlotte Taylor-Badgley	\$ 496
15	Gabrielle Pierce	\$ 488
16	Tracey Summers	\$ 473
17	Lori Becker	\$ 470
18	Ruth Cantu	\$ 468
19	Tessa De Armond	\$ 468
20	Dwila Neilson	\$ 462
21	Carolyn Martinez	\$ 459
22	Nicole Oliver	\$ 457
23	Pat Donnelly	\$ 454
24	Kathy Gonzalez	\$ 453
25	Rosa Jones	\$ 452
26	Ahnnya Slaughter	\$ 450
27		
28		
29		
30		
	Heide Grant	\$ 12,562

*You can have anything in this world you want, if you want it badly enough and you're willing to pay the price.*

*(Mary Kay Ash)*



## 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.

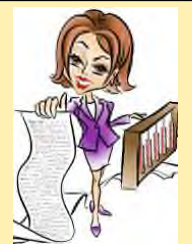
Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?\*

Corina Blanchet, Jean Charter, Fay Flanzer,  
Shelly Hakanson, Jane Lowerree  
Heide Grant

## Grand Days:



For Submitting Your  
Weekly Accomplishment  
Sheets in July:



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





## SOCAL JAMBOREE

# Strive to Drive

## IN 2025

### Contests and Challenges



**SPECIAL NSD KATHY OLIVEIRA CHALLENGE:** Complete 30 faces, 10 Shares, and \$1,000 wholesale in one month, Sept.—Nov. and receive this pin. Complete the challenge all 3 months and receive Special recognition. All shares must be with your Director. All faces must be backed with Weekly Accomplishment Sheets.

**CONSULTANT COURT OF PERSONAL SALES:** July 1—Nov. 30, 2024  
Top 10 in Personal Sales as calculated for the National Court of Sales. Calculated on RETAIL purchases of Section 1 products and on the suggested retail value of Section 1 product bonuses.

**DIRECTOR COURT OF PERSONAL SALES:** July 1—Nov. 30, 2024  
Top 10 in Personal Sales as calculated for the National Court of Sales. Calculated on RETAIL purchases of Section 1 products and on the suggested retail value of Section 1 product bonuses.

**COURT OF SHARING:** July 1—Nov. 30, 2024  
Top 10 in Team Building as calculated for the National Court of Sharing. A Great Start®-qualified new personal team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the Great Start® time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders.

**UNIT COURT:** Top 10 in Unit Retail. Our Top 3 Directors will have special reserved seating and the honor of speaking.

**RED JACKET MARCH:** All Red Jackets will have special classes and on-stage recognition.

**CADILLAC UNIT MARCH:** All Cadillac Directors and their units have on-stage recognition.

**STAR CONSULTANT MARCH:** All Star Consultants 1st Qtr or 2nd Qtr will have on-stage recognition.

**ALL-STAR STAR CONSULTANT MARCH:** All Star Consultants 1st Qtr AND 2nd Qtr will have on-stage recognition.

**UNIT ATTENDANCE:** Top 10 in Unit Attendance receive special reserved seating and the Director receives on-stage recognition. #1 Unit receives on-stage recognition.





# September / October 2024





SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Sep 8	Sep 9	Sep 10	Sep 11	Sep 12	Sep 13	Sep 14
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Overcoming Objections NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Sep 15	Sep 16	Sep 17	Sep 18	Sep 19	Sep 20	Sep 21
Fill out weekly accomplishment sheets In Touch	Zoom Unit Consultant Training ID 7603218991 6.30PM PT	Zoom Meeting Virtual Product Preview Heide ID 7603218991 6.30PM PT	Zoom Meeting Fall into Beauty NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
All Consultants order new prod.	New STAR Qtr begins					
STAR Qtr ends						
Sep 22	Sep 23	Sep 24	Sep 25	Sep 26	Sep 27	Sep 28
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Virtual Skin Care Class NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Sep 29	Sep 30	Oct 1	Oct 2	Oct 3	Oct 4	Oct 5
Fill out weekly accomplishment sheets In Touch		Zoom Unit Consultant Training ID 7603218991 6.30PM PT	Zoom Meeting TBA NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
Last day for phone orders	Last day for online orders					
Oct 6	Oct 7	Oct 8	Oct 9	Oct 10	Oct 11	Oct 12
Fill out weekly accomplishment sheets In Touch			Zoom Meeting TBA NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		
			Heide out of Town			



# WOMEN OF EXCELLENCE

## Consistency Contency Club



PREPARE FOR A WELL-DESERVED MAGICAL DAY AT ROGER'S GARDENS! ENJOY THE HOLIDAY ENCHANTMENT AND UNCOVER A HANDPICKED SELECTION OF CHRISTMAS DECORATIONS AND UNIQUE ARTISANAL PIECES THAT EPITOMIZE THE SPIRIT OF THE SEASON. THIS ISN'T JUST ANY OUTING; IT'S A DAY FILLED WITH UNFORGETTABLE EXPERIENCES. WITH YOUR GIRLFRIENDS BESIDE YOU, YOU'LL DISCOVER INSPIRATION, SHARE IN JOY, AND FOSTER MEANINGFUL RELATIONSHIPS. THIS ESCAPE IS ASSURED TO BE AN UNPARALLELED EXCURSION, A WEEKEND THAT WILL BE REMEMBERED FOR YEARS TO COME.




Save the Date!  
12/14/24


CONTEST: June- November 2024

#### RULES:


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




\$225 whsl/ est. \$450 retail monthly  
**INVITATION TO ATTEND THE MAGICAL DAY  
AT ROGERS GARDEN & A SOUVENIR GIFT**




\$400 whsl/ est. \$800 retail monthly  
**DESSERT PAID FOR BY YOUR DIRECTOR\***



\$750 whsl/ est. \$1500 retail monthly  
**LUNCH PAID FOR BY YOUR DIRECTOR\***

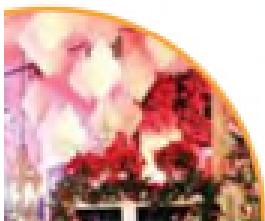
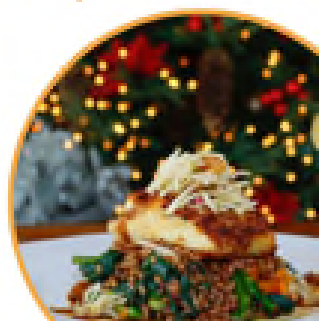
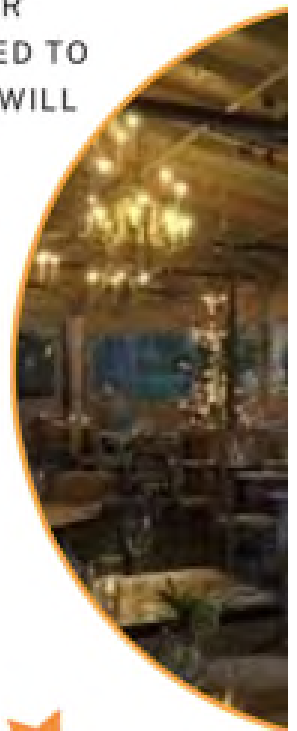


Hold 2 team-building shares monthly  
AND/OR Step Up the career path  
**INVITATION TO THE AFTER PARTY\***



2 New Qualified Team Members  
**SPECIAL PRIZE\***

**\* AND ALL OF THE ABOVE!**







## Car Drivers Wanted!



October 2024

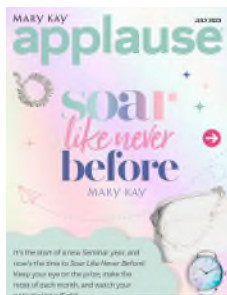
happy birthday



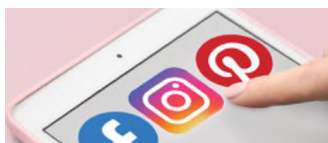
Gabrielle Pierce	4
Louise Allen	11
Margarita Riggs	17
Gina Delgado	21
Sue Marsh	24
Janelle Niehenke	27
Kim Emery	31

Tessa De Armond	23
Maria Silva	22
Ch. Taylor-Badgley	6
Laura Mulvihill	2
Margarita Riggs	2

## Your Resources



**Boost Your Social Media!**  
Learn social media tips and view tutorials.



**MK University**  
Step 1  
GETTING STARTED



**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**

**6030 Via Colonia Ct, Atascadero, CA 93422**

Phone: (310) 502-5977 – Email: hgrant4711@gmail.com – Unit Website: [www.heidegrant.com](http://www.heidegrant.com)

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