

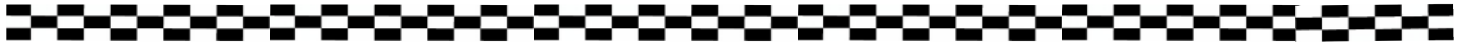
Heide's Hot Wheels



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



01/2024



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



ATTENTION !!!
Career Conference
Long Beach, CA
or in a City near you
March 24, 2024

Monthly Goals

\$10,000 w/s
1 STAR
3 New Team Members
1 New Senior Consultant
600 Items Sold



Heide's



Hot Wheels



Dear Champions,

Happy Valentines Day! Super Bowl is over and we are nearing Spring especially here in California. The new spring product line is out! I love the revamped mineral w zinc oxide sunscreen. It's perfect for people who are outdoors a lot. We tested it in the Caribbean with great results. The hand creams are just \$10 retail. Perfect for Mothers Day baskets! Be sure to get some for yourself.

Congratulations to **Corina Blanchet** for investing in her business by attending Jamboree in Escondido. It is always a fabulous event! Congrats to **Fay Flanzer, Ruth Cantu** and **Jean Charter** for reporting \$100 days.

We are still looking to move 600 items per month in the Unit. Please report what comes off your shelves either for sale or personal use.

Registration for Career Conference, next Company event is open. Long Beach is the only location In California. Check out Intouch for other locations near you.

The new spring line will be official on FEB 16th, please follow up with customers who are on your PCP list.

I encourage you always to participate on WED and THU in skin care and sharing events! It is free to you and your guests!

Let's have great Month!

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 March 15, 2024

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 3,066	*****	*****	*****	*****	STAR
Jean Charter	\$ 1,017	\$ 783	\$ 1,383	\$ 1,983	\$ 2,583	\$ 3,783
Ruth Cantu	\$ 544	\$ 1,256	\$ 1,856	\$ 2,456	\$ 3,056	\$ 4,256
Corina Blanchet	\$ 489	\$ 1,311	\$ 1,911	\$ 2,511	\$ 3,111	\$ 4,311

For STAR Prizes please see 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%	
		Heide Grant	\$270

Unit Wholesale

1	Jean Charter	\$ 704
2	Kathy Jensen	\$ 331
3	Corina Blanchet	\$ 303
4	Joyce Evans	\$ 263
5	Kirsty Zulu	\$ 232
6	Meaghan Gates	\$ 230
7	Enedina Banuelos	\$ 229
8	Louise Allen	\$ 227
9	Pat Donnelly	\$ 225
10	Ruth Cantu	\$ 174
11	Dwila Neilson	\$ 98
12	Joy Corona	\$ 51
13	Olivia Myles	\$ 42
14	Kimber Larson	\$ 32
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 2,046

Team Production (\$225+)

1		
2		
3		
4		
5		
6		



soar like never before

\$600 Wholesale/ month Achievers

		This Month	Year to Date
1.	Jean Charter	1	6
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

January WINNERS

Jean Charter, Kathy Jensen

For ongoing unit promotions, please check:

www.heidegrant.com

Consistency Club

1	Corina Blanchet	27
2	Jean Charter	6
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Jean Charter	\$ 8,440
2	Corina Blanchet	\$ 7,339
3	Fay Flanzer	\$ 2,700
4	Kathy Jensen	\$ 2,277
5	Shelly Hakanson	\$ 2,035
6	Pat Donnelly	\$ 1,809
7	Kim Every	\$ 1,714
8	Ruth Cantu	\$ 1,692
9	Dwila Neilson	\$ 1,620
10	Nancy Inderie	\$ 1,509
11	Kirsty Zulu	\$ 1,298
12	Sue Marsh	\$ 1,196
13	Gina Delgado	\$ 1,176
14	Joyce Evans	\$ 1,174
15	Christine Kruger	\$ 1,043
16	Lori Becker	\$ 1,001
17	Vicki Dutton	\$ 982
18	Charlotte Taylor-Badgley	\$ 952
19	Laura LaFavor	\$ 946
20	Enedina Banuelos	\$ 909
21	Tessa De Armond	\$ 904
22	Tracey Summers	\$ 871
23	Jane Lowerree	\$ 843
24	Olivia Myles	\$ 841
25	Linda Johnson	\$ 666
26	Laura Mulvihill	\$ 662
27	Renae Ash	\$ 646
28	Hlary Davies	\$ 628
29	Janelle Niehenke	\$ 600
30	Maria Silva	\$ 582
	Heide Grant	\$ 25,260

"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 ProgramSM

Welcome to myCustomersSM

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



Give Your Business a Boost!

Preferred Customer ProgramSM

Enroll Now



Did you know that Independent Beauty Consultants who use the Preferred Customer ProgramSM 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

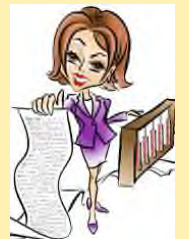
Grand Days:

Fay Flanzer, Jean Charter



For Submitting Your Weekly Accomplishment Sheets in October:

Jean Charter



Find out more at marykaintouch.com website (my dashboard - my customer tools).

Soar in 2024 FOR SEMINAR!

This goal must be achieved for June month end and cannot be achieved prior.



BE A STAR in either Q3 or Q4

January 1- June 30, 2024

Goal:

Have:

Need:



Soar Achiever \$600

January 1- June 30, 2024

Goal: 6 out of 6 months

Have:

Need:



Princess Court

January 1- June 30, 2024

Goal: \$20,000 retail

Have:

Need:



Add 3 Great Start Qualified

January 1- June 30, 2024

Have:

Need:



More rewards for more squares!

2 Squares = \$50 Seminar credit

3 Squares = \$100 Seminar credit

4 Squares = \$200 Seminar credit

EXTRA BONUS = Debut as a Sales Director by July 1st & get a \$600 Seminar Credit (can be used for suit jacket also) **PLUS** you can add the other 4 squares for more **BONUSES**!

soar like never before





February / March 2024



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Feb 11	Feb 12	Feb 13	Feb 14	Feb 15	Feb 16	Feb 17
Fill out weekly accomplishment sheets In Touch	Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Unit Consultant Training ID 7603218991 6.30PM PT	Happy Valentine's Day	Zoom Meeting Sharing Event ID 89959468497 PW MKPINK 6.00PM PT Everyone can order the new Spring Line		
Feb 18	Feb 19	Feb 20	Feb 21	Feb 22	Feb 23	Feb 24
Fill out weekly accomplishment sheets In Touch	Washington's Birthday 		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		
Feb 25	Feb 26	Feb 27	Feb 28	Feb 29	Mar 1	Mar 2
Fill out weekly accomplishment sheets In Touch		Zoom Unit Consultant Training ID 7603218991 6.30PM PT	Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT Last day for phone orders			
				Last day for online orders		
Mar 3	Mar 4	Mar 5	Mar 6	Mar 7	Mar 8	Mar 9
Fill out weekly accomplishment sheets In Touch			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		
			Heide out of Town			
Mar 10	Mar 11	Mar 12	Mar 13	Mar 14	Mar 15	Mar 16
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		
			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.



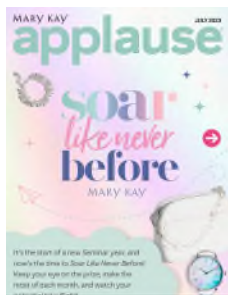
MAKE IT A
GREAT START!

March 2024

happy birthday

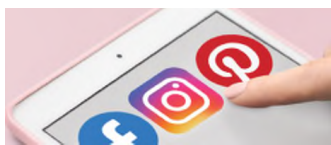
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Your Resources



Boost Your Social Media!

Learn social media tips and view tutorials.



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.

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 Follow Heide's Hot Wheels Facebook Group