

Heide's Hot Wheels



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



08/2024



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



NSD Cathy Olivera
Big Bear Retreat
September 2024

Monthly Goals

\$9,080 w/s
1 STAR
2 New Team Members
300 Items moved



Heide's



Hot Wheels



Happy August of Our Power Up Year!

Congratulations to our **Queen** of Unit Retail Sales **Jean Charter!** She almost reached Princess Ct, great achievement. **Corina Blanchet** was Runner Up and **Fay Flanzer** was # 3. **Kathy Jensen** #4, and **Shelly Hakanson** reached Top 5. Congratulations Ladies, so proud of your accomplishments. We didn't have anyone reach the Ct of Sharing, something we want to change this year.

Please take advantage of WED & THU Virtual Events, free to You and guests. NSD Trude is giving 4-6 E starts away every week! Your Guest could win! Congratulations to **Corina Blanchet** for earning 4 QTR Sapphire Star.

THIS IS A NEW YEAR! Unit GOAL: **\$300,000 retail**, tall order but not impossible when we add **24 Great Start new Team Members**. Have **20 Stars**, **3 new Red Jackets**, **3 cons in Princess Ct of Retail Sales**. Of course **I** will complete **National Court of Sales** and I invite any of you to join me! We can earn **13,000 Bonus** Retail points towards Unit club in **AUG** when we **increase** our **AUG 23** production **by 13%**. This means **AUG 24 Unit Goal of min \$9080 w/s. WE Can Do This!** I have contacted everyone about last year's personal production & 13% increase. Consultants who did not order last Aug- if you can place a min order to activate that would really be great. When we reach our goal this month all consultants who ordered will be able select gifts from purses to jewelry, gift cards and business products. As a unit working together we can make great strides!

Another change MK has done is increase the monthly consistency challenge w/s \$700. It's the first increase in 8 years. What would you like to see going forward? Please reach out!

Fall Retreats: Big Bear, CA: Fall Camp hosted by NSD Cathy Olivera with other top Directors, Folsom, CA near Sacramento: Fall retreat hosted By NSD Janis Trude (your WED & THU Virtual Host) & NSD Emeritus Jilian Ortega & Corp Staff. Both of these are excellent to plug in to. **Save the date in JAN in Escondido, CA, JAN 3 & 4, 2025 CALIFORNIA JAMBOREE.** Registrations are open on all events. Please contact me with .your goals for this year!
Let's start this year with a 13% win!

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

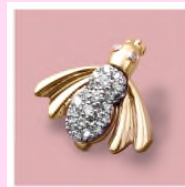
Heide's Princess Court: 3 qualified recruits

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

[illegible]

For STAR Prizes please see 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

[illegible]

 Court of Sharing

| Recruiter | Seminar qualified | Commission |
|-------------|-------------------|------------|
| Heide Grant | 1 | \$104 |
| | | |
| | | |

Commissions



| | | | | | |
|-------------|------|-------------|-------|-----|--|
| 4% | | 9% | | 13% | |
| Lori Becker | \$19 | Heide Grant | \$144 | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

Unit Wholesale

| | | |
|----|--------------------|----------|
| 1 | Jean Charter | \$ 714 |
| 2 | Christine Teutimez | \$ 423 |
| 3 | Corina Blanchet | \$ 274 |
| 4 | Janelle Niehenke | \$ 262 |
| 5 | Shelly Hakanson | \$ 243 |
| 6 | Tracey Summers | \$ 237 |
| 7 | Laurie Veien | \$ 235 |
| 8 | Tessa De Armond | \$ 231 |
| 9 | Carolyn Martinez | \$ 230 |
| 10 | Jacquelynn Dvorak | \$ 139 |
| 11 | | |
| 12 | | |
| 13 | | |
| 14 | | |
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| 25 | | |
| 26 | | |
| 27 | | |
| 28 | | |
| 29 | | |
| 30 | | |
| | Heide Grant | \$ 2,266 |

Team Production (\$225+)

| | | |
|---|--|--|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |



Seminar Seminario 2024 - 2025 POWERUP

\$600 Wholesale/ Month Achievers

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

Seminar Seminario 2024 - 2025 Pre-POWER

\$300 Wholesale by 15th of Month Achievers



Mystery Prize

JULY Winners

Christine Teutimez

For ongoing unit promotions, please check:
www.heidegrant.com

Consistency Club

| | | |
|---|-----------------|----|
| 1 | Corina Blanchet | 33 |
| 2 | Jean Charter | 12 |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |

Unit Retail Top 30 YTD

| | | |
|----|--------------------|----------|
| 1 | Jean Charter | \$ 1,427 |
| 2 | Christine Teutimez | \$ 846 |
| 3 | Corina Blanchet | \$ 548 |
| 4 | Janelle Niehenke | \$ 524 |
| 5 | Shelly Hakanson | \$ 486 |
| 6 | Tracey Summers | \$ 473 |
| 7 | Laurie Veien | \$ 470 |
| 8 | Tessa De Armond | \$ 468 |
| 9 | Carolyn Martinez | \$ 459 |
| 10 | Jacquelynn Dvorak | \$ 278 |
| 11 | | |
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| 27 | | |
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| 30 | | |
| | Heide Grant | \$ 4,563 |

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 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?*

Heide Grant

Grand Days:

Jean Charter



For Submitting Your Weekly Accomplishment Sheets in July:



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

Seminar Year 2024 - Final Results

Retail Sales

| | | |
|-----|--------------------------|----------|
| 1. | Jeean Charter | \$16,728 |
| 2. | Corina Blanchet | \$15,004 |
| 3. | Fay Flanzer | \$6,047 |
| 4. | Kathy Jensen | \$4,647 |
| 5. | Shelly Hakanson | \$3,937 |
| 6. | Ruth Cantu | \$3,716 |
| 7. | Joyce Evans | \$3,403 |
| 8. | Christine Kruger | \$3,036 |
| 9. | Pat Donnelly | \$3,021 |
| 10. | Laura LaFavor | \$2,954 |
| 11. | Charlotte Taylor-Badgley | \$2,777 |
| 12. | Renae Ash | \$2,720 |
| 13. | Kirsty Zulu | \$2,645 |
| 14. | Amy Roberts | \$2,352 |
| 15. | Nancy Inderie | \$2,377 |
| 16. | Vicki Dutton | \$2,316 |
| 17. | Tessa De Armond | \$2,232 |
| 18. | Linda Johnson | \$2,006 |
| 19. | Lori Becker | \$1,998 |
| 20. | Olivia Myles | \$1,905 |



Jean
Charter



Queen of
Unit Retail Sales

Quarter STARS

| | | |
|----|-----------------|-------|
| 1. | Corina Blanchet | 4 Qtr |
| 2. | Jean Charter | 3 Qtr |

Runner Up



Corina
Blanchet

Let's Celebrate

Soar Like Never Before Achievers (\$600 W/S/ per Month)

| | |
|-----------------|----|
| Jean Charter | 10 |
| Corina Blanchet | 6 |
| Fay Flanzer | 2 |



Shelly
Hakanson



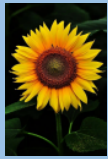
Fay
Flanzer



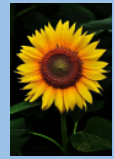
Kathy
Jensen

MARY KAY
SEMINAR
2024





August / September 2024



| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|---|---|---------------|---|---|--------------------------------------|-----------------------------------|
| Aug 4 | Aug 5 | Aug 6 | Aug 7 | Aug 8 | Aug 9 | Aug 10 |
| Fill out weekly accomplishment sheets In Touch | Zoom Unit Consultant Training ID 7603218991 6.30PM PT | | Zoom Meeting 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 | | |
| Aug 11 | Aug 12 | Aug 13 | Aug 14 | Aug 15 | Aug 16 | Aug 17 |
| Fill out weekly accomplishment sheets In Touch | | | Zoom Meeting Team Building to Directorship NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT | Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT | PCP Enrollment ends Fall/Holidays | |
| Aug 18 | Aug 19 | Aug 20 | Aug 21 | Aug 22 | Aug 23 | Aug 24 |
| Fill out weekly accomplishment sheets In Touch | Zoom Unit Consultant Training ID 7603218991 6.30PM PT | | Zoom Meeting Mother & Daughter 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 | | |
| Aug 25 | Aug 26 | Aug 27 | Aug 28 | Aug 29 | Aug 30 | Aug 31 |
| Fill out weekly accomplishment sheets In Touch | | | Zoom Meeting Get ready for the Holidays 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 |
| Sep 1 | Sep 2 | Sep 3 | Sep 4 | Sep 5 | Sep 6 | Sep 7 |
| 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 | | |



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*

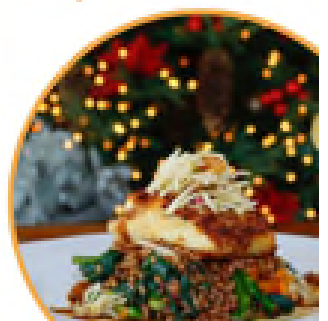
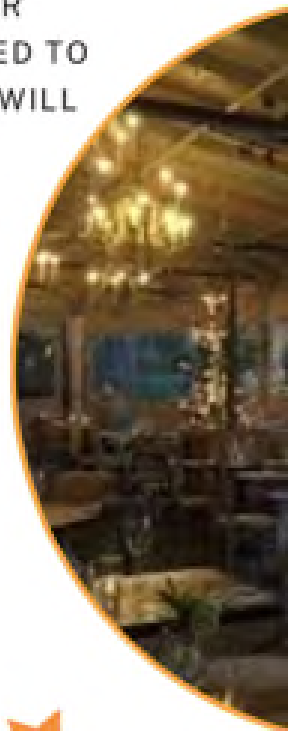


Hold 2 team-building shares monthly
AND/OR Step Up the career path
INVITATION TO THE AFTER PARTY*



2 New Qualified Team Members
SPECIAL PRIZE*

*** AND ALL OF THE ABOVE!**





September2024



| | |
|-------------------|----|
| Jane Lowerree | 38 |
| Louise Allen | 29 |
| Jacquelynn Dvorak | 18 |
| Kristina Crivello | 9 |
| Alyssa Grant | 6 |
| Olivia Myles | 4 |
| MaryEllen Maas | 2 |
| Kim Emery | 1 |

Your Resources



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
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 Follow Heide's Hot Wheels Facebook Group