

Heide's Hot Wheels



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



10/2023



Highest
Wholesale Order
Jean Charter

Congratulations!



Quarter STARS
Sapphire STAR
Corina Blanchet



soar like never before
Contest
C. Blanchet, J. Charter



Highest
Retail YTD
Corina Blanchet



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



Women of Excellence
Consistency Award Trip
Indio, CA
December 1-3, 2023

Monthly Goals

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



Heide's



Hot Wheels



Dear Champions,

Happy Holiday season! Wow, this is a busy time and our sales should be better than ever! Do we have our activities with family on the calendar? Where can you fit MK in? Stick to those times and make the most of it by booking appointments like Holidays Coffees. Meeting with customers to show the new products, taking a basket to work and showing your gift ideas at lunch. (Boss's ok). And don't forget to report your items sold for our challenge to move 600 products in a month in our Unit.

PCP and STARS can order the winter product right now, everyone can order on the 15th NOV so do your personal Holiday shopping before it sells out again.

Happy Anniversary to Shelly Hakanson 44 years in MK, Fay Flanzer 31 & Dwila Neilson 29.

The changes in products and technologies these Ladies experienced are enormous.

I just came back from Cambria, Fall retreat with NSD Janis Trude. It was very informing and motivating. Staff from Corp was there and we heard from a top scientist about products. The next **SO CAL event is Jan 26/27 Jamboree in Escondido**. There will be **5 NSDs teaching!** It is fun. Event and well worth attending. **Corina, Jean** and I are registered, so please join us! **Leadership** this year is in **Dallas Fort Worth** AND will allow **DIQs** to attend. Normally this is a DIR only event.

Who wants to move up to DIQ by DEC 29TH? You need 8 active consultants on your team! Please contact me soonest if you are even thinking about it,

Congratulations to **Corina Blanchet** and **Jean Charter!** They qualified for the Getaway weekend at a Palm Springs Resort. So proud of you ladies for doing the work to be consistent. Both were also our **Soar Achievers** and received a beautiful scarf from Mary Kay.

We will be offering something Special for consistency in the Summer.

Please take advantage of the virtual event every WED and THU on Zoom. NSD Janis Trude is hosting these and on Thu they give away 4 e-starts, what if your prospective recruit would win one? How great would that be. On Wed gather people at your house, have them watch and try products at the same time and possibly win wonderful prizes. See calendar for zoom ID.

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



**Emerald STAR
Heide Grant**



**Sapphire STAR
Corina Blanchet**

On Target New STAR Quarter - ending December 15, 2023

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 3,966	*****	*****	*****	STAR	\$ 834
Corina Blanchet	\$ 1,149	\$ 651	\$ 1,251	\$ 1,851	\$ 2,451	\$ 3,651
Jean Charter	\$ 654	\$ 1,146	\$ 1,746	\$ 2,346	\$ 2,946	\$ 4,146
Shelly Hakanson	\$ 508	\$ 1,292	\$ 1,892	\$ 2,492	\$ 3,092	\$ 4,292
Vicki Dutton	\$ 337	\$ 1,463	\$ 2,063	\$ 2,663	\$ 3,263	\$ 4,463
Kim Emery	\$ 331	\$ 1,469	\$ 2,069	\$ 2,669	\$ 3,269	\$ 4,469
Renae Ash	\$ 323	\$ 1,477	\$ 2,077	\$ 2,677	\$ 3,277	\$ 4,477
Hilary Davies	\$ 314	\$ 1,486	\$ 2,086	\$ 2,686	\$ 3,286	\$ 4,486
Fay Flanzer	\$ 276	\$ 1,524	\$ 2,124	\$ 2,724	\$ 3,324	\$ 4,524

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

Recruiters & Teams



Team Leaders



Star Team Builders

Senior Consultants

Lori Becker
Corina Blanchet
Christine Kruger

Welcome, New Unit Members



Name	From	Recruiter



Court of Sharing



Recruiter	Seminar qualified	Commission



Commissions



4%		9%		13%	
Corina Blanchet	\$10			Heide Grant	\$224

Unit Wholesale

1	Jean Charter	\$ 654
2	Corina Blanchet	\$ 641
3	Shelly Hakanson	\$ 508
4	Sue Marsh	\$ 262
5	Charlotte Taylor-Badgley	\$ 251
6	Dawn Hernandez	\$ 251
7	Fariba Yazdi	\$ 240
8	Kristina Crivello	\$ 231
9	Nicole Oliver	\$ 227
10	Pat Donnelly	\$ 225
11	Tessa De Armond	\$ 79
12		
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25		
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29		
30		
	Heide Grant	\$ 2,099

Team Production (\$225+)

1	Corina Blanchet	\$ 892
2		
3		
4		
5		
6		

soar like never before

\$600 Wholesale/ month Achievers

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

Pre-soar like never before

\$300 Wholesale/ by 15th of month Achievers



Gift from Heide

October WINNERS



For ongoing unit promotions, please check:

www.heidegrant.com

Consistency Club

1	Corina Blanchet	24
2	Jean Charter	3
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Corina Blanchet	\$ 4,771
2	Jean Charter	\$ 4,062
3	Fay Flanzer	\$ 1,755
4	Shelly Hakanson	\$ 1,520
5	Kathy Jensen	\$ 1,088
6	Sue Marsh	\$ 1,066
7	Nancy Inderie	\$ 1,051
8	Charlotte Taylor-Badgley	\$ 952
9	Dwila Neilson	\$ 943
10	Tessa De Armond	\$ 904
11	Pat Donnelly	\$ 904
12	Tracey Summers	\$ 871
13	Jane Lowerree	\$ 843
14	Kirsty Zulu	\$ 834
15	Vicki Dutton	\$ 771
16	Gina Delgado	\$ 723
17	Kim Emery	\$ 663
18	Laura Mulvihill	\$ 662
19	Joyce Evans	\$ 648
20	Rena Ash	\$ 646
21	Hilary Davies	\$ 628
22	Janelle Niehenke	\$ 600
23	Carolyn Martinez	\$ 552
24	Nancy Sayers	\$ 537
25	Dawn Hernandez	\$ 501
26	Laurie Veien	\$ 485
27	Fariba Yazdi	\$ 480
28	Ahnnya Slaughter	\$ 480
29	Ruth Cantu	\$ 474
30	Kristina Crivello	\$ 461
	Heide Grant	\$ 18,143

"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:



For Submitting Your
Weekly Accomplishment
Sheets in October:

Jean Charter




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



November / December 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Nov 5	Nov 6	Nov 7	Nov 8	Nov 9	Nov 10	Nov 11
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT Winter PCP begins mailing	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT Holiday Boutique	Winter early ordering for PCP & STARS	Veterans Day Holiday Boutique (through 11/12)
Nov 12	Nov 13	Nov 14	Nov 15	Nov 16	Nov 17	Nov 18
Fill out weekly accomplishment sheets In Touch		Zoom Unit Consultant Training 6.30PM PST	Zoom Meeting Product Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT Everyone can order new Winter Prod.	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		Holiday Boutique
Nov 19	Nov 20	Nov 21	Nov 22	Nov 23	Nov 24	Nov 25
Fill out weekly accomplishment sheets In Touch						
Nov 26	Nov 27	Nov 28	Nov 29	Nov 30	Dec 1	Dec 2
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 Last day for phone orders	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT Last day for online orders		Consistency Award Trip Indio, CA
Dec 3	Dec 4	Dec 5	Dec 6	Dec 7	Dec 8	Dec 9
Fill out weekly accomplishment sheets In Touch Consistency Award Trip Indio, CA	Holiday Boutique San Pedro		Zoom Meeting TBD NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PT		

SOAR IN

2024

SoCal Jamboree



Save the Date

JANUARY 26TH - 27TH

**THE GRAND RITZ THEATRE
301 EAST GRAND AVE
ESCONDIDO CA 92025**



Registration Still Open!



Red Alert!



SOAR IN
2024

SoCal Jamboree



*All who have earned their Red Jacket by
January 1st and are attending the
SoCal Jamboree...*

*You will be invited to be trained
up close and personal by
5 illustrious National Sales Directors!*

*But that's not all!
You will get your picture taken with all
5 National Sales Directors too!
What a treasure!*

*Friday, January 26th from 3-5 pm
at the Ritz on Grand.*

*One more reason to get in **Red!***



MAKE IT A
GREAT START!

happy birthday

[illegible][illegible]


MARY KAY JULY 2003

appliance

soar like never before

MARY KAY

It's the dawn of a new Service year, and now it's time to Soar Like Never Before! Make your eyes on the prize, make five more of each month, and reach your



Beauty Experience

Booking/Booking

Booked Tips

Business Strategy

Customer Service

Image/Attitude

Public Knowledge

Sales/Pricing

Second

Small Media

F. Bullen

Public Knowledge

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