

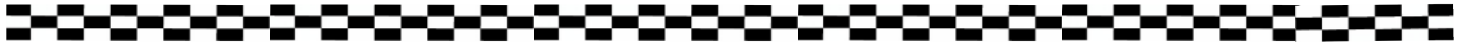
Heide's Hot Wheels



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



11/2024



Highest
Wholesale Order
Fay Flanzer

Congratulations!



Quarter STARS
Sapphire STAR
Jean Charter



Seminar Seminario 2024 - 2025
POWERUP
Contest
?



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



Jamboree
Escondido, CA
January 3-4, 2024

\$10,000 Wholesale
3 STARS
1 New Team Member
10 W/S Orders by the 15th
3 Jamboree Registrations



Heide's



Hot Wheels



Dear Hot Wheels,

The Christmas spirit is here, decorations are bright and decorate the neighborhoods! Have you contacted your friends about gifts for the family? It is not too late! Men have not even started shopping. Mk In Touch media library has great resources for you customer Facebook groups and emails. Layering your offers is most effective: email, e-cards, text, and let's not forget the phone call, personally still my most way. I do have an older clientele who still like the phone to talk.

Congratulations to you all! We are on a roll! We have increased production over last year by 57.2%! Let's keep this amazing momentum going! I am offering two \$25 cash drawings for all orders posting by December 15th. You get an entry for every \$100 of your wholesale order. We need 10 min size orders by December 15th, which is the STAR quarter deadline and the cut off for guaranteed delivery by December 24 by MK. Delivery depends on how far we live from distribution centers and weather.

Congratulations to **Christine Kruger**! 40 years in Mary Kay, she has seen lots of development!

Congratulations to **Fay Flanzer**, our **Queen of Wholesale** this month, and **Jean Charter**, **Queen of Retail** YTD.

Jamboree registration is still open! January 3 \$ 4 in Escondido, CA. It is a most amazing event, also marking the retirement of NSD Kathy Oliveira. You do not want to miss it! Fun, inspiration, great education a perfect jumpstart for 2025! I will attend and immediately leave for Leadership Conference in San Antonio, TX.

I wish you and your families blessed Holidays and a healthy and happy 2025.

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

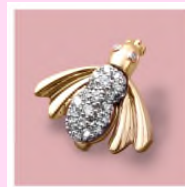
Heide's Princess Court: 3 qualified recruits

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
Jean Charter

On Target New STAR Quarter - Ending December 15, 2024

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$10,941	*****	*****	*****	*****	STAR
Jean Charter	\$ 1,366	\$ 434	\$ 1,034	\$ 1,634	\$ 2,234	\$ 3,434
Corina Blanchet	\$ 1,088	\$ 712	\$ 1,312	\$ 1,912	\$ 2,512	\$ 3,712
Fay Flanzer	\$ 970	\$ 830	\$ 1,430	\$ 2,030	\$ 2,630	\$ 3,830
Joy Nissenson	\$ 601	\$ 1,199	\$ 1,799	\$ 2,399	\$ 2,999	\$ 4,199
Peggy Kaelin	\$ 600	\$ 1,200	\$ 1,800	\$ 2,400	\$ 3,000	\$ 4,200
Tessa De Armond	\$ 573	\$ 1,227	\$ 1,827	\$ 2,427	\$ 3,027	\$ 4,227
Ruth Cantu	\$ 460	\$ 1,340	\$ 1,940	\$ 2,540	\$ 3,140	\$ 4,340
Maria Silva	\$ 416	\$ 1,384	\$ 1,984	\$ 2,584	\$ 3,184	\$ 4,384

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	2	\$78

Commissions



4%		9%		13%	
Corina Blanchet	\$10'			Heide Grant	\$344

Unit Wholesale

1	Fay Flanzer	\$ 510
2	Jean Charter	\$ 471
3	Corina Blanchet	\$ 469
4	Maria Silva	\$ 417
5	Kim Emery	\$ 361
6	Tessa De Armond	\$ 336
7	Peggy Kaelin	\$ 324
8	Lori Becker	\$ 317
9	Joyce Evans	\$ 317
10	Denise Johnson	\$ 284
11	Carolyn Martinez	\$ 250
12	Charlotte Taylor-Badgley	\$ 247
13	Hilary Moore	\$ 229
14	Rosa Jones	\$ 226
15	Tracey Summers	\$ 116
16	Enedina Banuelos	\$ 109
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 3,787

Team Production (\$225+)

1	Corina Blanchet	\$ 716
2		
3		
4		
5		
6		

Seminar Seminario 2024 - 2025 POWERUP

\$600 Wholesale/ Month Achievers

		This Month	Year to Date
1.	Jean Charter	0	3
2.	Joy Nissenson	0	1
3.			

Seminar Seminario 2024 - 2025 Pre-POWER

\$300 Wholesale by 15th of Month Achievers



Mystery Prize

November Winners

Lori Becker, Jean Charter, Tessa De Armond,
Corina Blanchet

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

Consistency Club

1	Corina Blanchet	37
2		
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Jean Charter	\$ 6,311
2	Corina Blanchet	\$ 4,103
3	Joy Nissenson	\$ 3,087
4	Shelly Hakanson	\$ 2,529
5	Fay Flanzer	\$ 1,940
6	Peggy Kaelin	\$ 1,862
7	Vicki Dutton	\$ 1,835
8	Tracey Summers	\$ 1,617
9	Tessa De Armond	\$ 1,614
10	Pat Donnelly	\$ 1,586
11	Olivia Myles	\$ 1,472
12	Ruth Cantu	\$ 1,389
13	Dawn Hernandez	\$ 1,214
14	Laura Mulvihill	\$ 1,188
15	Christine Teutimez	\$ 1,180
16	Enedina Banuelos	\$ 1,134
17	Lori Becker	\$ 1,104
18	Vicki Radel	\$ 996
19	Dwila Neilson	\$ 990
20	Charlotte Taylor-Badgley	\$ 989
21	Carolyn Martinez	\$ 959
22	Kimber Larson	\$ 928
23	Mary Stelter	\$ 928
24	Alicia Sparks	\$ 920
25	Rosa Jones	\$ 904
26	Hilary Davies	\$ 860
27	Gabrielle Pierce	\$ 860
28	Maria Silva	\$ 833
29	Jacquelynn Dvorak	\$ 765
30	Kim Emery	\$ 722
	Heide Grant	\$ 37,249

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?*

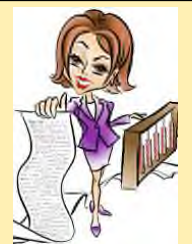
Corina Blanchet, Jean Charter, Tessa De Armond
Heide Grant

Grand Days:

Jean Charter



For Submitting Your Weekly Accomplishment Sheets in November



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



Santa's Bag

of Beauty Secrets

JOIN US FOR A FAST, FUN VIRTUAL EVENT!

Festive vibes & fabulous beauty tips
straight from Santa's Bag! Glow like a
Christmas star & sleigh the season!

Sparkling Beauty Hacks!

Holiday Glam Inspiration!



Secrets to Winter Radiance!

A chance to WIN these Merry Giveaways!

- Shop 'til You Drop
\$500 Cash Drawing
- Michael Kors Designer Bags
- \$100 Amazon Gift Cards
- Sparkling Diamond Earrings
- \$100 Mary Kay Spa Basket

We can't wait to celebrate YOU!
RSVP to your Mary Kay Beauty Consultant

Tuesday • Dec. 17th

5:30pm PT | 6:30pm MT
7:30pm CT | 8:30pm ET

JOIN US ON ZOOM

You do not have to be on camera to participate
<https://zoom.us/j/5055777081>
Password: 505505



penandpinkdesigns | jtbgraphics@gmail.com



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.



January 2025

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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