

# Heide's Hot Wheels



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



09/2023



Highest  
Wholesale Order  
**Jean Charter**

*Congratulations!*



Quarter STARS  
Sapphire STAR  
**Corina Blanchet**



*soar like never before*  
Contest  
**J. Charter, F. Flanzer**



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**



**Leadership Retreat**  
**Cambria Pines Lodge**  
**Cambria, CA**  
**November 3-5, 2023**

## Monthly Goals

**\$10,000 w/s**  
**50 Faces**  
**5 New Team Members**  
**1 New Red Jacket**  
**3 STARS**



# Heide's



# Hot Wheels



## Dear Hot Wheels,

Congratulations on a good productive month! Congratulations to **Jean Charter** our **Queen** of W/S and runner up **Fay Flanzer**. YTD, **Retail Queen** is **Corina Blanchet**, she is also the most consistent ordering consultant in the Unit. She built a nice customer base and it is paying dividends. **Jane Lowerree** is celebrating **37 years in MK** and **Terri Bjork 32**, what a journey! Our \$100 Day winner is **Jean Charter**. Please everyone, report your Grand Days and fill out your WAS. It helps with your taxes!

MK is celebrating 60 Years in Business on Sep 13<sup>th</sup>. I am doing 2 classes in person that day and you might want to do something special. **Sales Challenge** for our Unit this month: **Sell 60 items! We can all do this when we contact customers, family, friends, neighbors & coworkers.** The holiday LOOK just arrived if you did PCP. Check out the **ACTIVITY** page in this newsletter, anything you accomplish on this page will move your business forward.

Exciting news! **PCP** and **STAR consultants** can order the **Holiday line** on **SEP 8<sup>th</sup>**. Everyone else on the **12<sup>TH</sup>**, that is early and just in time to finish **STAR by the 15<sup>th</sup>**!

The E-start is just \$25 or \$45 w samples, full Starter kit just \$75 - **SEPTEMBER ONLY!**

Start thinking about your **HOL Open House** days. Mine are set and invites are printing. It is not too early! Please participate in the Virtual Zoom events on **WED** and **THU** evenings. Get your customers on it with you! **THU** is about team building and they are giving **6 e Starts away!!!** It is free to you, so why not take advantage. Our **DEC Getaway Weekend** is going to be fabulous. Consultants can make up some of the requirements, so contact me soonest for details.

Congrats to the consultants who are embracing the new trend of doing **POP Up** virtual face book parties. **Tessa De Armond, Kirsty Zulu, Margarita Riggs, MaryEllen Maas, Corina Blanchet, Jean Charter, Carrie Dunn, Olivia Myles** and myself.

Please check out our Unit website [www.heidegrant.com](http://www.heidegrant.com) and the HotWheels face book page. Make it a Super September,

## 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**



**SapphireSTAR  
Corina Blanchet**

## On Target New STAR Quarter - ending September 15, 2023

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
<b>Heide Grant</b>	\$ 8,798	*****	*****	*****	*****	<b>STAR</b>
<b>Corina Blanchet</b>	\$ 1,371	\$ 429	\$ 1,029	\$ 1,629	\$ 2,229	\$ 3,429
<b>Jean Charter</b>	\$ 628	\$ 1,172	\$ 1,772	\$ 2,372	\$ 2,972	\$ 4,172
Jacquelynn Dvorak	\$ 607	\$ 1,193	\$ 1,793	\$ 2,393	\$ 2,993	\$ 4,193
Fay Flanzer	\$ 602	\$ 1,198	\$ 1,798	\$ 2,398	\$ 2,998	\$ 4,198
Charlotte Taylor-Badgley	\$ 579	\$ 1,221	\$ 1,821	\$ 2,421	\$ 3,021	\$ 4,221
MaryEllen Maas	\$ 564	\$ 1,236	\$ 1,836	\$ 2,436	\$ 3,036	\$ 4,236
Shelly Hakanson	\$ 564	\$ 1,236	\$ 1,836	\$ 2,436	\$ 3,036	\$ 4,236
Kathy Jensen	\$ 529	\$ 1,271	\$ 1,871	\$ 2,471	\$ 3,071	\$ 4,271
Nancy Inderie	\$ 525	\$ 1,275	\$ 1,875	\$ 2,475	\$ 3,075	\$ 4,275
Linda Johnson	\$ 505	\$ 1,295	\$ 1,895	\$ 2,495	\$ 3,095	\$ 4,295
Gina Delgado	\$ 488	\$ 1,312	\$ 1,912	\$ 2,512	\$ 3,112	\$ 4,312

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

## Welcome, New Unit Members



Name	From	Recruiter

## Court of Sharing



Recruiter	Seminar qualified	Commission

## Commissions



4%		9%		13%	
Corina Blanchet	\$19			Heide Grant	\$362
Lori Becker	\$12				

## Unit Wholesale

1	Jean Charter	\$ 628
2	Fay Flanzer	\$ 602
3	Nancy Inderie	\$ 526
4	Corina Blanchet	\$ 404
5	Tessa De Armond	\$ 373
6	Laura Mulvihill	\$ 331
7	Kathy Jensen	\$ 303
8	Janelle Niehenke	\$ 301
9	Sue Marsh	\$ 272
10	Gina Delgado	\$ 259
11	Shelly Hakanson	\$ 252
12	Pat Donnelly	\$ 227
13	Lori Becker	\$ 227
14	Denise Johnson	\$ 227
15	Charlotte Taylor-Badgley	\$ 225
16	Tracey Summers	\$ 165
17	Dwila Neilson	\$ 155
18	Jacquelynn Dvorak	\$ 130
19	Karen Haynes	\$ 105
20	Kirsty Zulu	\$ 80
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 2,246

## Team Production (\$225+)

1	Corina Blanchet	\$ 888
2	Lori Becker	\$ 527
3		
4		
5		
6		

## soar like never before

### \$600 Wholesale/ month Achievers

		This Month	Year to Date
1	Jean Charter	1	1
	Fay Flanzer	1	1

## Pre- soar like never before

### \$300 Wholesale/ by 15th of month Achievers



Gift from Heide

### AUGUST WINNERS



For ongoing unit promotions, please check:

[www.heidegrant.com](http://www.heidegrant.com)

## Consistency Club

1	Corina Blanchet	22
2		
3		
4		
5		
6		



## Unit Retail Top 30 YTD

1	Corina Blanchet	\$	1,623
2	Jean Charter	\$	1,256
3	Fay Flanzer	\$	1,204
4	Nancy Inderie	\$	1,051
5	Dwila Neilson	\$	943
6	Jane Lowerree	\$	843
7	Kirsty Zulu	\$	834
8	Tracey Summers	\$	793
9	Tessa De Armond	\$	746
10	Laura Mulvihill	\$	662
11	Kathy Jensen	\$	606
12	Janelle Niehenke	\$	600
13	Sue Marsh	\$	543
14	Nancy Sayers	\$	537
15	Gina Delgado	\$	517
16	Shelly Hakanson	\$	504
17	Laurie Veien	\$	485
18	Pat Donnelly	\$	454
19	Denise Johnson	\$	453
20	Lori Becker	\$	453
21	Charlotte Taylor-Badgley	\$	450
22	Jacquelynn Dvorak	\$	260
23	Olivia Myles	\$	215
24	Karen Haynes	\$	210
25	Joyce Evans	\$	174
26	Vicki Dutton	\$	96
27			
28			
29			
30			
	Heide Grant	\$	9,666

*"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 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, Fay Flanzer, Jean Charter, Jane Lowerree, Kathy Jensen, MaryEllen Maas, Shelly Hakanson, Kirsty Zulu, Tessa De Armond, H. Grant

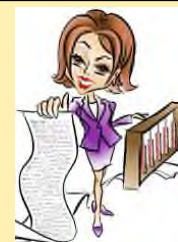
### Grand Days:

Jean Charter, Fay Flanzer



For Submitting Your Weekly Accomplishment Sheets in July:

Jean Charter



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



### Get Ready for Fun!

It won't be long until you're lounging, playing, and enjoying the resort and adventures in the Palm Springs area! This will be much more than just a trip, it will be a weekend you won't forget. It will be filled with girlfriend time, inspiration, laughter, excursions and so much more!

## EARN YOUR WEEKEND GETAWAY!!!

Earn trip based on amount of total wholesale placed each month consistently.

### June 1st - November 30th

**\$225 whsl/ \$450 retail each month**

Receive an invitation to attend (Saturday only) lunch & snacks included

**FREE to attend**

**\$400 whsl / \$800 retail each month**

Stay 3 days & 2 nights, all meals included\*

Registration: \$120



**Princess Court of Sales Level \$750 whsl/ \$1500 retail each month**

Stay 3 days & 2 nights, all meals included\*

Registration: \$60

**\$1000 whsl/ \$2000 retail each month**

Stay 3 days & 2 nights, all meals included\* & receive a special souvenir gift

**FREE to attend**



**National Court of Sales Level \$1500 whsl/ \$3000 retail each month**

Stay 3 days & 2 nights, all meals included, including meals at restaurants outside of the resort & receive a special souvenir gift and a special prize fit for a Queen!

**FREE to attend**

#### RULES:

1. Place a \$225, \$400, \$750, \$1000, or \$1500 whsl order each month June- November 2023. There cannot be any skipped months. The purpose of this Contest is to drive consistent sales and orders.
2. If your monthly orders vary, the lower months of orders determine your award.
3. No debt can be accumulated as a result of this contest.

\*All meals served at the resort are included. Any meals at restaurants outside of the resort will be the responsibility of each consultant.





# September / October 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
<b>Sep 3</b>	<b>Sep 4</b>	<b>Sep 5</b>	<b>Sep 6</b>	<b>Sep 7</b>	<b>Sep 8</b>	<b>Sep 9</b>
Fill out weekly accomplishment sheets In Touch	Happy Labor Day		Zoom Meeting Holiday Products NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Early Orders for PCP and STARS	
<b>Sep 10</b>	<b>Sep 11</b>	<b>Sep 12</b>	<b>Sep 13</b>	<b>Sep 14</b>	<b>Sep 15</b>	<b>Sep 16</b>
Fill out weekly accomplishment sheets In Touch	Zoom Unit Consultant Training 6.30PM PST	Everyone can order new Holiday Products	Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST		Winter PCP Enrollment  Official Holiday Products Launch
<b>Sep 17</b>	<b>Sep 18</b>	<b>Sep 19</b>	<b>Sep 20</b>	<b>Sep 21</b>	<b>Sep 22</b>	<b>Sep 23</b>
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Product Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST		
<b>Sep 24</b>	<b>Sep 25</b>	<b>Sep 26</b>	<b>Sep 27</b>	<b>Sep 28</b>	<b>Sep 29</b>	<b>Sep 30</b>
Fill out weekly accomplishment sheets In Touch		Zoom Unit Consultant Training 6.30PM PST	Zoom Meeting Skin Care NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST		
<b>Oct 1</b>	<b>Oct 2</b>	<b>Oct 3</b>	<b>Oct 4</b>	<b>Oct 5</b>	<b>Oct 6</b>	<b>Oct 7</b>
Fill out weekly accomplishment sheets In Touch				Zoom Unit Consultant Training 6.30PM PST		

# SEPTEMBER

## Squares



Do the Activity • Mark the Square • Win Prizes!

Name:

7 Squares • 14 Squares

No. of Square completed:

21 Squares • 28 Squares

Return results to your Director by October 3rd

Prizes increase in

Value at each level!

Use your 6 Most Important Things List for 5 days straight!	Sell 10 Items September 10th	Print this sheet & post it where you see it everyday!	 Earn your Soar Like Never Before Prize	 Sell a Skin Care Set	Add a New Team Member 	Submit your WAS every week
Share your biggest Seminar Takeaway with your Unit	Schedule 5 posts for your VIP group on social media	Finish your Star with \$1800+ wholesale by Sept 15th	Make 5 Customer Calls	Have a \$100 Day! 	 Contact Sept Birthdays & Offer a Special!	Hold 3 Appointments of any type
Complete(first time or retake) a Mary Kay education module on InTouch	Sell 20 Items September 20th	Enroll 3 or more names in the Winter PCP	Free	Follow the Social Media Playbook ALL MONTH!	Get 5 Customer Referrals	Order \$300 by the 15th
Complete a Power Start 30 Faces	Make 10 Booking Calls	Hold 3 Sharing Appts with Followup	Get 7 New Names & Numbers	Connect & Use the MK Digital Library at least once a week	Have a \$300 Week	Earn a Team Building Medal
Hold 5 Appointments of any type	Sell 30 Items September 30th	Move Up the Career Path 	Wear your MK Pin for at least 15 days!	 Go On-Target for your Car	Sell 13 NEW Miracles Sets	Add a Qualified New Team Member





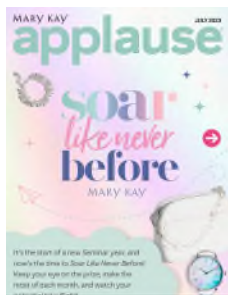
MAKE IT A  
GREAT START!

October 2023

happy birthday

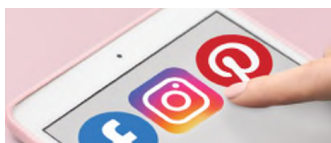
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## Your Resources



## 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.**

**Heide Grant**  
**Mary Kay Sales Director**  
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 Follow Heide's Hot Wheels Facebook Group