

Heide's Hot Wheels



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



06/2023



Highest
Wholesale Order
Jean Charter

Congratulations!



Quarter STARS



**Jean Charter,
Corina Blanchet**



Highest
Retail YTD
Corina Blanchet



Most Consecutive
Orders
Corina Blanchet

Goals 2022 / 2023

**\$300,000 Unit Club
60 New Recruits
6 Red Jackets
6 Senior Consultants**



**Seminar
7/29 - 8/2, 2023
60th Anniversary
Dallas, TX**

Monthly Goals

**\$12,000 w/s
3 STARS
1 New Red Jacket
3 New Team Members
2 New Senior Consultants**



Heide's



Hot Wheels



Hello Champions,

It's June! Everyone loves June! It is the last month of the Seminar year and some of us are scrambling to finish STAR or PRINCESS Ct, or another goal. Let us celebrate MK's 60th anniversary in style with a win!

Skincare sets are 60% off, just for June, amazing... I think everyone needs to stock up on their skin care! The **sheet mask is BOGO**, why not get a few and hold them for birthday gifts or even early shopping for Christmas? It will cost you only \$10, because the 2nd one is free. It's an awesome gift @ \$40 retail, or you could use them as a gift with purchase. So much better and bigger than section 2 items.

The company has announced that we are getting a revamped Miracle Set in Sep. please go on Intouch to check it out. For those, who have been with us for quite a while, the skin care set looks a little like the previous one with day- and night solution! There will be no eye cream in the set, but can be bought separately. Here is everyone's chance to get one for free. Please look at the June race page in this newsletter. For your \$225 w/s order you get 5 entrees etc. I can order them in late August and will ship them to you right away.

Who is coming with us to **Seminar**? Mk is pulling out all the stops for the **60th anniversary**. We will be having our family dinner @ Company headquarters again. Registration closes end of June.

Congratulations to **Fay Fanzer, Corina Blanchet, & Jean Charter** who reported \$100 days. Goodies are on the way. Congratulations to **Laura LaFavor** and **Enedina Banuelos** – 28 years in Mary Kay, quite a journey!

I really want to encourage you to participate on WED & THU in the virtual Zoom events on the calendar.

A great way for guests to experience skin care and other products without you spending any effort.

Just invite, invite, invite!

Happy Father's Day to the men in your lives!

Let's rock it out this month!

Seminar 2023 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

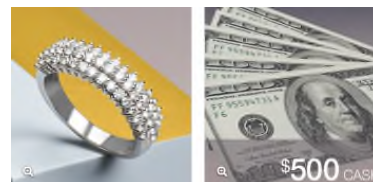
Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

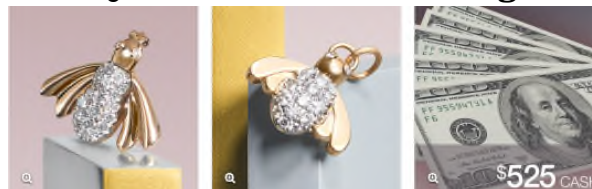
Heide's Princess Court: 3 qualified recruits

National Court Awards 2023

Queen's Court of Sales



Queen's Court of Sharing



Current Quarter STARS



**Emerald STAR
Heide Grant**

On Target New STAR Quarter - ending June 15, 2023

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 4,652	*****	*****	*****	STAR	\$ 148
Corina Blanchet	\$ 1,391	\$ 409	\$ 1,009	\$ 1,609	\$ 2,209	\$ 3,409
Alyssa Grant	\$ 857	\$ 943	\$ 1,543	\$ 2,143	\$ 2,743	\$ 3,943
Jean Charter	\$ 849	\$ 951	\$ 1,551	\$ 2,151	\$ 2,751	\$ 3,951
Carolyn Martinez	\$ 751	\$ 1,049	\$ 1,649	\$ 2,249	\$ 2,849	\$ 4,049
Laura LaFavor	\$ 692	\$ 1,108	\$ 1,708	\$ 2,308	\$ 2,908	\$ 4,108
Christine Teutinez	\$ 653	\$ 1,147	\$ 1,747	\$ 2,347	\$ 2,947	\$ 4,147

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

Welcome, New Unit Members



Name	From	Recruiter



Court of Sharing



Recruiter	Seminar qualified	Commission



Commissions



4%		9%		13%	
Corina Blanchet	\$11			Heide Grant	\$454

Unit Wholesale

1	Jean Charter	\$ 810
2	Corina Blanchet	\$ 640
3	Maria Soltero	\$ 418
4	Fay Flanzer	\$ 380
5	Meaghan Gates	\$ 376
6	Lori Becker	\$ 334
7	Carolyn Martinez	\$ 323
8	Vicki Dutton	\$ 320
9	Shelly Hakanson	\$ 298
10	Teresa Mendoza	\$ 285
11	Jeanne Moser	\$ 273
12	Tessa De Armond	\$ 259
13	Joyce Evans	\$ 235
14	Kirsty Zulu	\$ 232
15	Hilary Moore	\$ 231
16	Nicole Oliver	\$ 230
17	Gabrielle Pierce	\$ 230
18	Dawn Hernandez	\$ 229
19	Enedina Banuelos	\$ 228
20	Kimber Larson	\$ 228
21	Christine Teutimez	\$ 192
22	Jacquelynn Dvorak	\$ 140
23	Denise Johnson	\$ 107
24	Sue Marsh	\$ 58
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 1,005

Team Production (\$225+)

1	Lori Becker	\$ 607
2		
3		
4		
5		
6		



		This Month	Year to Date
1.	Corina Blanchet	1	7
2.	Jean Charter	1	5
3.	Fay Flanzer	0	1
	Nancy Inderie	0	1
	Alyssa Grant	0	1
	Laura LaFavor	0	1

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



PLACE \$300 WHOLESALE IN CUMULATIVE ORDERS

5 Entries to win a
New Miracle Set



MAY WINNERS

Jean Charter, Corina Blanchet, Meaghan Gates

Consistency Club

1	Corina Blanchet	19
2		
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Corina Blanchet	\$ 12,752
2	Jean Charter	\$ 9,109
3	Shelly Hakanson	\$ 5,791
4	Fay Flanzer	\$ 5,266
5	MaryEllen Maas	\$ 4,099
6	Denise Johnson	\$ 3,418
7	Pat Donnelly	\$ 3,356
8	Kathy Jensen	\$ 3,251
9	Laura Lafavor	\$ 3,251
10	Tracey Summers	\$ 3,026
11	Lori Becker	\$ 2,883
12	Carolyn Martinez	\$ 2,783
13	Nancy Inderie	\$ 2,690
14	Ruth Cantu	\$ 2,551
15	Joyce Evans	\$ 2,366
16	Tessa De Armond	\$ 2,291
17	Vicki Dutton	\$ 2,274
18	Alyssa Grant	\$ 2,203
19	Enedina Banuelos	\$ 2,138
20	Charlotte Taylor-Badgley	\$ 2,120
21	Kirsty Zulu	\$ 2,050
22	Dwila Neilson	\$ 1,814
23	Linda Johnson	\$ 1,806
24	Christine Kruger	\$ 1,695
25	Hilary Davies	\$ 1,651
26	Fariba Yazdi	\$ 1,650
27	Maria Silva	\$ 1,649
28	Connie Dearing	\$ 1,556
29	Laura Mulvihill	\$ 1,531
30	Dawn Hernandez	\$ 1,393
	Heide Grant	\$ 49,497

"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, Tessa De Armond, Fay Flanzer, Shelly Hakanson, Kathy Jensen, Christine Kruger, Alicia Sparks, Charlotte Taylor-Badgley, H. Grant

Grand Days:

Fay Flanzer, Corina Blanchet, Jean Charter



For Submitting Your Weekly Accomplishment Sheets in May:



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

JUNE 1 - JUNE 30

Set your goal & claim your prize!

Earn the NEW TimeWise Miracle Set!



\$225 whl.
\$450 retail

5 chances for the BRAND NEW TimeWise Miracle Set* (\$110+ Value)!



*NEW TimeWise Miracle Set is coming in September! There will be 5 Lucky Winners from our \$225, \$400, \$600 & \$800 wholesale categories! ALL TimeWise Miracle Sets will be mailed to winners when they become available in late August or early September.

\$400 whl.
\$800 retail

CHOICES Cosmetic Bag
+ 5 chances for the BRAND NEW TimeWise Miracle Set*



\$1000 whl.
\$2000 retail

2 BRAND NEW TimeWise Miracle Sets! (\$200+ value)
+ CHOICES Money Bag
+ Golden Rules Necklace from MK
+ CHOICES Cosmetic Bag

\$600 whl.
\$1200 retail

Golden Rules Necklace from MK
+ CHOICES Cosmetic Bag
+ 5 chances for the BRAND NEW TimeWise Miracle Set*



\$1500 whl.
\$3000 retail

3 BRAND NEW TimeWise Miracle Sets! (\$300+ value)
+ CHOICES Money Bag
+ Golden Rules Necklace from MK
+ CHOICES Cosmetic Bag

\$800 whl.
\$1600 retail

CHOICES Money Bag
+ Golden Rules Necklace from MK
+ CHOICES Cosmetic Bag
+ 5 chances for the BRAND NEW TimeWise Miracle Set



\$2000 whl.
\$4000 retail

5 BRAND NEW TimeWise Miracle Sets! (\$500+ value)
+ CHOICES Money Bag
+ Golden Rules Necklace from MK
+ CHOICES Cosmetic Bag



Your June order of \$225 or more sets up your consistency club status for the Beach Getaway



June / July 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jun 4	Jun 5	Jun 6	Jun 7	Jun 8	Jun 9	Jun 10
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Skin Care Virtual NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST		
Jun 11	Jun 12	Jun 13	Jun 14	Jun 15	Jun 16	Jun 17
Fill out weekly accomplishment sheets In Touch		Zoom Consultant Training 6.30PM PST	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	New STAR Qtr begins	
				STAR Qtr ends	Heide out of Town	
Jun 18	Jun 19	Jun 20	Jun 21	Jun 22	Jun 23	Jun 24
 <div>Heide out of Town</div>			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		
Jun 25	Jun 26	Jun 27	Jun 28	Jun 29	Jun 30	Jul 1
Fill out weekly accomplishment sheets In Touch		Zoom Consultant Training 6.30PM PST	Zoom Meeting Skin Care Virtual NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 89959468497 PW MKPINK 6.00PM PST	Mary Kay Year ends	New Mary Kay Year begins
				Last day for phone orders	Last day for online orders	
Jul 2	Jul 3	Jul 4	Jul 5	Jul 6	Jul 7	Jul 8
Fill out weekly accomplishment sheets In Touch						



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.



A colorful, bubbly 'happy birthday' text graphic. The words 'happy' and 'birthday' are written in a playful, rounded font. Each letter is a different color: 'h' is pink, 'a' is orange, 'p' is blue, 'p' is green, 'y' is yellow, 'b' is orange, 'i' is blue, 'r' is red, 't' is green, 'h' is blue, 'd' is red, 'a' is yellow, and 'y' is blue. The letters have a slight 3D effect with shadows.



GREAT *Start*

[illegible]

A hand holding a smartphone displaying a social media post. The post features a black and white image of a person's face, which is partially obscured by a large, stylized graphic of a hand with red-tipped fingers. The background of the image is a blurred outdoor scene with green foliage.



A person is holding a tablet that displays a beauty product advertisement. The advertisement features several bottles of skincare products, including a large bottle of serum and smaller bottles of cream and oil. The text on the screen is partially legible, showing product names and descriptions. The background of the advertisement is a soft, out-of-focus image of a person's face.



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.

Follow Heide's Hot Wheels Facebook Group