

# Heide's Hot Wheels

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

06/2023



Highest Wholesale Order  
**Jean Charter**



  
**Jean Charter,  
Corina Blanchet**

*Congratulations!*



Quarter STARS



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

 **ATTENTION!!!**  
**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 60<sup>th</sup> 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 Banelos** – 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

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



Emerald STAR  
Heide Grant

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

