

Heide's Hot Wheels



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



05/2023



Highest
Wholesale Order
Laura LaFavor

Congratulations!



Quarter STARS



**Laura LaFavor
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

**\$11,000 w/s
1 New Red Jacket
3 New Team Members
2 New Senior Consultants**



Heide's



Hot Wheels



Dear Champions,

Happy May! Lot's of events to celebrate in May! Mary Kay's birthday, Mother's Day, Teacher appreciation, Nurses appreciation, Graduations, just to name a few. Wonderful opportunities to offer gifts for special occasions and increase your sales.

Congratulations to **Corina Blanchet** and **Linda Johnson** our April **PRE GOLDEN** earners. The 60th anniversary embroidered washcloth is the prize.

Our **GOLDEN** achievers are **Corina Blanchet**, **Laura LaFavor** and **Alyssa Grant**, they earned new summer products & washcloth. Laura and Alyssa also reported several \$100 days.

A round of applause to **Nancy Sayers**, 32 years in MK, **Pat Donnelly** 27, **Dawn Hernandez** 19. Thank you for your loyalty to our Unit and Mary Kay. Let's welcome **Meaghan Gates**, our new Team member in April.

Star consultants and PCP participants can order the new summer products May 10, all consultants on May 15. I love the new LTD Ed liquid lipsticks. They are in a tube like the glosses but they are matte and do not bleed. The cheek and lip colors are great for travel. I like the lip balms, 2 in a pack and reasonably priced.

Seminar is fast approaching and registration is open. It is an investment for your business and I highly recommend it! This year is a Special celebration 60 Years in business and growing!

For our California and nearby states consultants: NSD Emeritus Linda Toupin is coming to Anaheim for 3 Days workshops and guest events. She is a fabulous trainer and communicator and will recruit your guest for you! JUN 01/02/03 in Anaheim, CA. I will be there as well.

We are heading to the end of this Seminar Year! What can you do to accomplish your goals and finish strong? Happy Mother's Day to all the mothers in our Unit!

Hugs,

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

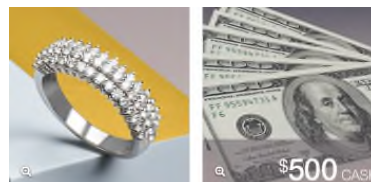
Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

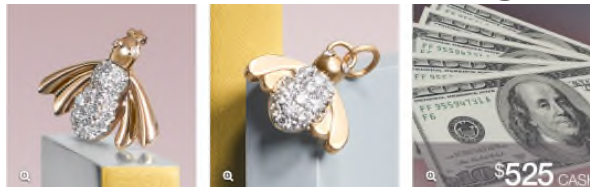
Heide's Princess Court: 3 qualified recruits

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	\$ 2,392	STAR	\$ 8	\$ 608	\$ 1,208	\$ 2,408
Alyssa Grant	\$ 857	\$ 943	\$ 1,543	\$ 2,143	\$ 2,743	\$ 3,943
Corina Blanchet	\$ 731	\$ 1,069	\$ 1,669	\$ 2,269	\$ 2,869	\$ 4,069
Laura LaFavor	\$ 692	\$ 1,108	\$ 1,708	\$ 2,308	\$ 2,908	\$ 4,108
Denise Johnson	\$ 462	\$ 1,338	\$ 1,938	\$ 2,538	\$ 3,138	\$ 4,338
Christine Kruger	\$ 461	\$ 1,339	\$ 1,939	\$ 2,539	\$ 3,139	\$ 4,339
Carolyn Martinez	\$ 428	\$ 1,372	\$ 1,972	\$ 2,572	\$ 3,172	\$ 4,372
Maria Silva	\$ 403	\$ 1,397	\$ 1,997	\$ 2,597	\$ 3,197	\$ 4,397
Linda Johnson	\$ 347	\$ 1,453	\$ 2,053	\$ 2,653	\$ 3,253	\$ 4,453
Nancy Sayers	\$ 333	\$ 1,467	\$ 2,067	\$ 2,667	\$ 3,267	\$ 4,467
Sue Marsh	\$ 306	\$ 1,494	\$ 2,094	\$ 2,694	\$ 3,294	\$ 4,494

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

Recruiters & Teams



Team Leaders



Star Team Builders



Senior Consultants



Welcome, New Unit Members



Name	From	Recruiter
Meaghan Gates	Moss Point, MS	H. Grant



Court of Sharing

Recruiter	Seminar qualified	Commission

Commissions



4%		9%		13%	
Corina Blanchet	\$6			Heide Grant	\$333

Unit Wholesale

1	Laura LaFavor	\$ 693
2	Corina Blanchet	\$ 606
3	Denise Johnson	\$ 463
4	Maria Silva	\$ 404
5	Linda Johnson	\$ 348
6	Sue Marsh	\$ 306
7	Kathy Jensen	\$ 294
8	Fay Flanzer	\$ 269
9	Jacquelynn Dvorak	\$ 246
10	Melinda Aguirre	\$ 229
11	Alyssa Grant	\$ 229
12	Pat Donnelly	\$ 227
13	Laura Mulvihill	\$ 227
14	Charlotte Taylor-Badgley	\$ 152
15	Lori Becker	\$ 136
16	Rosa Jones	\$ 69
17	Jean Charter	\$ 39
18	Margarita Riggs	\$ 24
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 1,078

Team Production (\$225+)

1		
2		
3		
4		
5		
6		



		This Month	Year to Date
1.	Corina Blanchet	1	6
2.	Jean Charter	0	4
3.	Fay Flanzer	0	1
	Nancy Inderie	0	1
	Alyssa Grant	0	1
	Laura LaFavor	1	1

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



PLACE \$300 WHOLESALE IN CUMULATIVE ORDERS



APRIL WINNERS

Laura LaFavor, Linda Johnson

Consistency Club

1	Corina Blanchet	18
2		
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Corina Blanchet	\$ 11,483
2	Jean Charter	\$ 7,499
3	Shelly Hakanson	\$ 5,196
4	Fay Flanzer	\$ 4,507
5	MaryEllen Maas	\$ 4,099
6	Pat Donnelly	\$ 3,356
7	Kathy Jensen	\$ 3,251
8	Laura LaFavor	\$ 3,251
9	Denise Johnson	\$ 3,204
10	Tracey Summers	\$ 3,026
11	Nancy Inderie	\$ 2,690
12	Ruth Cantu	\$ 2,551
13	Lori Becker	\$ 2,216
14	Alyssa Grant	\$ 2,203
15	Carolyn Martinez	\$ 2,130
16	Charlotte Taylor-Badgley	\$ 2,120
17	Joyce Evans	\$ 1,901
18	Dwila Neilson	\$ 1,814
19	Linda Johnson	\$ 1,806
20	Tessa De Armond	\$ 1,774
21	Christine Kruger	\$ 1,695
22	Enedina Banuelos	\$ 1,682
23	Hilary Davies	\$ 1,651
24	Fariba Yazdi	\$ 1,650
25	Maria Silva	\$ 1,649
26	Vicki Dutton	\$ 1,635
27	Kirsty Zulu	\$ 1,587
28	Connie Dearing	\$ 1,556
29	Laura Mulvihill	\$ 1,531
30	Renae Ash	\$ 1,375
	Heide Grant	\$ 47,356

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

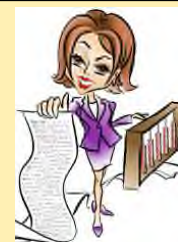
Grand Days:

Laura LaFavor



For Submitting Your Weekly Accomplishment Sheets in April:

"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."





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






May / June 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Apr 30	Mai 1	May 2	May 3	May 4	May 5	May 6
Fill out weekly accomplishment sheets In Touch Last day for online orders						
May 7	May 8	May 9	May 10	May 11	May 12	May 13
Fill out weekly accomplishment sheets In Touch Last day for online orders		Zoom Consultant Training 6.30PM PST	Zoom Meeting Product Event NSD Janis Trude ID 899594468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 899594468497 PW MKPINK 6.00PM PST		
May 14	May 15	May 16	May 17	May 18	May 19	May 20
			Zoom Meeting Skin Care Virtual NSD Janis Trude ID 899594468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 899594468497 PW MKPINK 6.00PM PST		
May 21	May 22	May 23	May 24	May 25	May 26	May 27
Fill out weekly accomplishment sheets In Touch		Zoom Consultant Training 6.30PM PST	Zoom Meeting Product Event NSD Janis Trude ID 899594468497 PW MKPINK 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 899594465745 PW MKPINK 6.00PM PST	Heide out of Town	
May 28	May 29	May 30	May 31	Jun 1	Jun 2	Jun 3
Fill out weekly accomplishment sheets In Touch						
Heide out of Town		Last day for phone orders	Last day for online orders	Heide out of Town NSD Linda Toupin Event, Anaheim CA		

Flower Power

May Promotion

-  FULL BLOOM BOUQUET ~ 33 Flowers below AND a \$600 whsl order to earn a **\$25 RESTAURANT GIFT CARD**
-  BLOOMING BOUQUET ~ 23 Flowers below to earn **\$15 COFFEE CARD**
-  BUDDING BOUQUET ~ 13 Flowers below and receive a **\$5 COFFEE GIFT CARD**

Pick your Flowers from May 1-31
Email completed sheet to me by June 5

Combine Flowers below to create a Magnificent May filled with SUCCESS!

- | | |
|--|--|
| _____ Hold a Party (3 guests & \$100 sales)* | _____ Do a virtual product tutorial |
| _____ 3 Facials* | _____ Turn in WAS 4 times |
| _____ Sell 2 Satin Hands | _____ Sell 2 Lip or Lash items* |
| _____ 5 Interviews with Follow-ups* | _____ Have a \$100 Day* |
| _____ New Team Member* | _____ 5 New Contacts/ Referrals* |
| _____ \$300 wk* | _____ 5 Customer Care Calls* |
| _____ Earn your MK prize — \$600 whsl order | _____ Be on target for STAR (\$900 wshl total) |
| _____ Have a Spring Cleaning Sale | _____ \$400 wholesale order |
| _____ Guest to event* | _____ Sell a Skincare Set* |
| _____ 2 New Bookings* | _____ Sell 2 Clinical Solutions Boosters* |

*** May earn multiple points per activity**



Heide's Hot Wheels

Heide Grant hgrant4711@gmail.com (310)502-5977



happy birthday



GREAT *Start*

[illegible]

A hand holding a white smartphone. The screen shows a social media post from a user named 'John Doe'. The post features a photo of several pens with red tips arranged in a circular pattern. The text of the post is partially visible and appears to be a promotional message for a business.

I RUN ON
coffee
ALSO
mascara.



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