

# Heide's Hot Wheels



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



03/2023



Highest  
Wholesale Order  
**Ann Griffith**



Highest  
Retail YTD  
**Corina Blanchet**

*Congratulations!*



Quarter Sapphire STARS  
**Corina Blanchet**  
**Jean Charter**



  
**J. Charter/ C. Blanchet**



Most Consecutive  
Orders  
**Corina Blanchet**

## Goals 2022 / 2023

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



**Career Conference**  
**3/17 - 3/18/2023**  
**Escondido, CA**

## Monthly Goals

**\$9,500 w/s**  
**3 STARS**  
**5 New Team Members**  
**1 Red Jacket**



# Heide's



# Hot Wheels



## Happy March and St Patrick's Day,

Spring is almost here with fabulous new products that are a must have! I love the new bronzer stick, it gives you a real "healthy" look. The boosters are phenomenal! They address a very specific concern with powerful derma cosmetic ingredients. I love the Line Reducer and the Brightener. Please educate yourself on intouch/product central about these products and try them yourself. The Ltd Ed hand creams make a great gift @ \$10.

Mary Kay has a great promo this month! The e-start is just \$20 and the kit is \$90 with Microdermabrasion set added! Great value! It will not have a bag but I will give that to the new consultant once they order. Who do you know that would benefit from becoming a Mary Kay Beauty Consultant. So many women do not want to return to the office and would welcome this opportunity. We just need to ask!

Please join us for a live career conference in **Escondido, Mar 17-18**. It will be great with staff from Corp and 4 NSDs, I promise you that. Just \$69 to register. New consultants who sign up now just pay \$59. Please look at the calendar for virtual guest events and please participate! It is free for you and your guests!

Congratulations to **Corina Blanchet** and **Jean Charter** for earning the monthly jewelry and both **Corina** and **MaryEllen Mass** earned the Pre-golden challenge. **Jean Charter** reported a \$200 day and filled out her WAS. Congratulations Ladies!

For the first time EVER, Mary Kay is recognizing **PRINCESS Courts of Sales and Sharing** with a **STAGE WALK!!!**

That means \$20,000 Retail sales and 12 Qualified recruits. Who will work to get this accomplished? I can't wait to hear from you.

Let's make this a magnificent March!

## 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

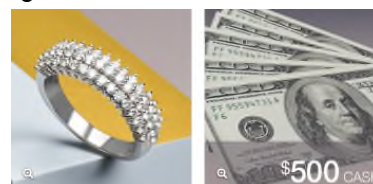
Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

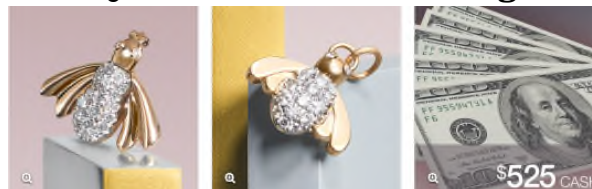
Heide's Princess Court: 3 qualified recruits

## National Court Awards 2023

### Queen's Court of Sales



### Queen's Court of Sharing



## Current Quarter STARS



Sapphire STAR  
Corina Blanchet



Pearl STAR  
Heide Grant



Sapphire STAR  
Jean Charter

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

	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
Heide Grant	\$ 3,568	*****	*****	STAR	\$ 32	\$ 1,232
Corina Blanchet	\$ 999	\$ 801	\$ 1,401	\$ 2,001	\$ 2,601	\$ 3,801
Jean Charter	\$ 610	\$ 1,190	\$ 1,790	\$ 2,390	\$ 2,990	\$ 4,190
Shelley Hakanson	\$ 559	\$ 1,241	\$ 1,841	\$ 2,441	\$ 3,041	\$ 4,241
Dwila Neilson	\$ 500	\$ 1,300	\$ 1,900	\$ 2,500	\$ 3,100	\$ 4,300
Fay Flanzer	\$ 499	\$ 1,301	\$ 1,901	\$ 2,501	\$ 3,101	\$ 4,301
Vicki Dutton	\$ 420	\$ 1,380	\$ 1,980	\$ 2,580	\$ 3,180	\$ 4,380

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

Jean Charter  
Christine Kruger

## Welcome, New Unit Members



Name	From	Recruiter
Marley Villanueva	Carson, CA	T. Mendoza



## Court of Sharing

Recruiter	Seminar qualified	Commission



## Commissions



4%		9%		13%	
				Heide Grant	\$214

## Unit Wholesale

1	Corina Blanchet	\$ 752
2	Jean Charter	\$ 610
3	Shelly Hakanson	\$ 560
4	Fay Flanzer	\$ 500
5	Hilary Davies	\$ 420
6	MaryEllen Maas	\$ 300
7	Lori Becker	\$ 300
8	Kathy Jensen	\$ 281
9	Dwila Neilson	\$ 275
10	Dawn Hernandez	\$ 232
11	Ruth Cantu	\$ 227
12	Pat Donnelly	\$ 225
13		
14		
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19		
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30		
	Heide Grant	\$ 1,071

## Team Production (\$225+)

1		
2		
3		
4		
5		
6		



		This Month	Year to Date
1.	Corina Blanchet	1	5
2.	Jean Charter	1	4
3.	Fay Flanzer	0	1
	Nancy Inderie	0	1

For ongoing unit promotions, please check:  
[www.heidegrant.com](http://www.heidegrant.com)



PLACE \$300 WHOLESALE IN CUMULATIVE ORDERS



Class Supplies

## FEBRUARY WINNERS

MaryEllen Maas, Corina Blanchet

## Consistency Club

1	Corina Blanchet	16
2		
3		
4		
5		
6		



## Unit Retail Top 30 YTD

1	Corina Blanchet	\$ 9,634
2	Jean Charter	\$ 7,421
3	Shelly Hakanson	\$ 4,762
4	MaryEllen Maas	\$ 4,099
5	Fay Flanzer	\$ 3,969
6	Pat Donnelly	\$ 2,902
7	Tracey Summers	\$ 2,769
8	Nancy Inderie	\$ 2,690
9	Kathy Jensen	\$ 2,664
10	Denise Johnson	\$ 2,264
11	Ruth Cantu	\$ 2,174
12	Lori Becker	\$ 1,944
13	Dwila Neilson	\$ 1,814
14	Tessa De Armond	\$ 1,774
15	Hilary Davies	\$ 1,651
16	Fariba Yazdi	\$ 1,650
17	Vicki Dutton	\$ 1,635
18	Kirsty Zulu	\$ 1,587
19	Connie Dearing	\$ 1,556
20	Joyce Evans	\$ 1,405
21	Laura LaFavor	\$ 1,391
22	Enedina Banuelos	\$ 1,378
23	Renae Ash	\$ 1,375
24	Charlotte Taylor-Badgley	\$ 1,366
25	Carolyn Martinez	\$ 1,274
26	Christine Kruger	\$ 1,237
27	Gina Delgado	\$ 1,133
28	Linda Johnson	\$ 1,111
29	Laura Mulvihill	\$ 1,078
30	Kristina Crivello	\$ 948
	Heide Grant	\$ 41,672

*"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?\*

Fay Flanzer, Jean Charter, Jane Lowerree, Kimber Larson, Corina Blanchet, Heide Grant

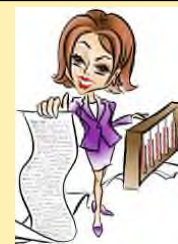
### Grand Days:

Jean Charter



For Submitting Your Weekly Accomplishment Sheets in February:

Jean Charter



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



# March / April 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
<b>Mar 5</b>	<b>Mar 6</b>	<b>Mar 7</b>	<b>Mar 8</b>	<b>Mar 9</b>	<b>Mar 10</b>	<b>Mar 11</b>
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Beauty Prep NSD Janis Trude ID 8290142121 PW 319275 6.00PM PT	Zoom Meeting Sharing NSD Janis Trude ID 8290142121 PW 319275 6.00PM PT 4 E-Starts giveaway		
Heide out of Town						
<b>Mar 12</b>	<b>Mar 13</b>	<b>Mar 14</b>	<b>Mar 15</b>	<b>Mar 16</b>	<b>Mar 17</b>	<b>Mar 18</b>
Fill out weekly accomplishment sheets In Touch			Zoom Meeting St Patrick's Day Look Class NSD Janis Trude ID 8290142121 PW 319275 6.00PM PT	Zoom Meeting Sharing NSD Janis Trude ID 8290142121 PW 319275 6.00PM PT 4 EStarts giveaway		
Heide out of Town						
<b>Mar 19</b>	<b>Mar 20</b>	<b>Mar 21</b>	<b>Mar 22</b>	<b>Mar 23</b>	<b>Mar 24</b>	<b>Mar 25</b>
Fill out weekly accomplishment sheets In Touch  Heide out of Town		Zoom Consultant Training 6.30PM PT				Heide's Beauty Bar 10 AM - Noon PST
<b>Mar 26</b>	<b>Mar 27</b>	<b>Mar 28</b>	<b>Mar 29</b>	<b>Mar 30</b>	<b>Mar 31</b>	<b>Apr 1</b>
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Virtual Skin Care Class NSD Janis Trude ID 8290142121 PW 319275 6.00PM PT	Last day for phone orders	Last day for online orders	
<b>Apr 2</b>	<b>Apr 3</b>	<b>Apr 4</b>	<b>Apr 5</b>	<b>Apr 6</b>	<b>Apr 7</b>	<b>Apr 8</b>
Fill out weekly accomplishment sheets In Touch						



# MARCH MADNESS

## Golden Rules

### 60 FACES

Receive 1 **Bronzer**, 1 **Highlighter Duo Stick** and **Petite Palette** when you:

- facial 60 women
- share the opportunity with 20 women
- \$1200 whsl



### 30 FACES

Receive your choice of 1 **Bronzer** or **Highlighter Duo Stick** when you:

- facial 30 women
- share the opportunity with 10 women
- \$600 whsl



### 15 FACES

Receive a **Petite Palette (unfilled)** when you:

- facial 15 women
- share the opportunity with 5 women
- \$300 whsl



# HEIDE'S HOT WHEELS

*Pink  
SUCCESS*

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



happy birthday



**GREAT** *Start*

[illegible]

## Social Media for Your Mary Kay Business



## Tips for Posting on Social Media



## Digital Assets



## Apps for Your Mary Kay Business!



Mary Kay®  
Social Publisher



Get a  
*Mary Kay*<sup>®</sup>  
Personal  
Website



## Power Class

**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