# Heide's Hot Wheels



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



01/2023



Highest Wholesale Order Corina Blanchet



Highest Retail YTD Corina Blanchet



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** 



**MK Leadership Conference** 1/18 - 1/21/2023 Nashville, TN

# **Monthly Goals**

\$10,000 w/s 6 Golden Achievers 2 Great Start Team Memb. 2 New Team Members







### Happy New Year!

Heide

We have entered the second 6 months of the 60th anniversary year! The company has planned many exciting events/game boards for us to win. So fun and you can earn cash for Seminar!

Congratulations to our Pre Golden winners Carolyn Martinez, Joy Corona, Shelly Hakanson.

Applause to our Golden Achievers Corina Blanchet & Jean Charter who were Sapphire STARs last quarter.

Happy Anniversary to Gabrielle Pierce 31 years, Renae Ash 30 years. So glad you are with us.

MK is sponsoring a Virtual Career Conference on Mar 24 - FREE, please save the date! So Cal has an in-person **Career Conference** with **NSDs Kathy Olivera** and **Vicki Auth MAR 17-18 - Escondido**, just \$59 for early registration. I sent a flyer via email. I have registered and hope that lots of you will join me. There is so much more you get from an in- person event!

Have you looked at your goals? Are you on track? I am here to work with you if you want to move forward. I am posting the game board on our Unit website <a href="www.heidegrant.com">www.heidegrant.com</a>. Please print it out and decide what you are going for. You can earn up to \$200 cash from me towards your Seminar expenses, if you complete all 6 squares, starting with 3 squares=\$50, 4 squares=\$75, 5 squares=\$125. Completing the tasks for each square will move you forward in your business and increase your profit.

I am so excited about this 60th Anniversary Celebration Seminar. The Company will go all out! Ryan Rogers, Mary Kay's grandson has taken over from David Hall who is retiring. The Company is very strong - we are here to stay! Be proud to be part of such a fantastic Company!

Let's jump into 2023 with an awesome January! Hugs

# Seminar 2023 Contests Requirements <u>Court of Retail Sales</u>

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

Sapphire STAR
Jean Charter



Pearl	STAR
Heide	Grant

On Target New STAR Quarter - ending March 15, 2023							
	Current	Sapphire	Ruby	Diamond	Emerald	Pearl	
	\$ -	\$ 1,800	\$ 2,400	\$ 3,000	\$ 3,600	\$ 4,800	
	(	WANTED	*				
		* * *	J				
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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 Christine Kruger

#### **Welcome, New Unit Members**

Name	From	Recruiter
	WANTED)	

# **Court of Sharing**

Recruiter	Seminar qualified	Commission
<u>EV</u>	****	
	ANTED	

#### **Commissions**



4%		9%	13%	
Christine Kruger	\$10		Heide Grant	\$390

# **Unit Wholesale**

1	Corina Blanchet	\$ 720
2	Jean Charter	\$ 656
3	Carolyn Martinez	\$ 323
4	Joy Corona	\$ 312
5	Shelly Hakanson	\$ 302
6	Vicki Dutton	\$ 279
7	Teresa Mendoza	\$ 271
8	Renae Ash	\$ 260
9	MaryEllen Maas	\$ 253
10	Kimber Larson	\$ 236
11	Nicole Oliver	\$ 234
12	Gabrielle Pierce	\$ 228
13	Tessa De Armond	\$ 227
14	Ahnnya Slaughter	\$ 226
15	Dwila Neilson	\$ 226
16	Pat Donnelly	\$ 225
17	Olivia Myles	\$ 225
18	Maria Silva	\$ 155
19	Enedina Banuelos	\$ 124
20	Kirsty Zulu	\$ 93
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 3,414



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

For ongoing unit promotions, please check: <a href="https://www.heidegrant.com">www.heidegrant.com</a>





Beautiful Jewelry

### **DECEMBER WINNERS**

Carolyn Martinez Joy Corona Shelly Hakanson

# Team Production (\$225+)

1		
2		
3	WANTED	
4		
5		
6		

# **Consistency Club**

1	Corina Blanchet	14
2		
3		
4		
5		
6		

### **Unit Retail Top 30 YTD**

1	Corina Blanchet	\$ 7,636
2	Jean Charter	\$ 6,201
3	Shelly Hakanson	\$ 3,643
4	MaryEllen Maas	\$ 3,499
5	Fay Flanzer	\$ 2,970
6	Nancy Inderie	\$ 2,690
7	Pat Donnelly	\$ 2,452
8	Denise Johnson	\$ 2,264
9	Tracey Summers	\$ 2,247
10	Kathy Jensen	\$ 2,103
11	Ruth Cantu	\$ 1,720
12	Tessa De Armond	\$ 1,656
13	Fariba Yazdi	\$ 1,650
14	Connie Dearing	\$ 1,556
15	Joyce Evans	\$ 1,405
16	Laura LaFavor	\$ 1,391
17	Renae Ash	\$ 1,375
18	Charlotte Taylor-Badgley	\$ 1,366
19	Vicki Dutton	\$ 1,351
20	Carolyn Martinez	\$ 1,274
21	Dwila Neilson	\$ 1,265
22	Christine Kruger	\$ 1,237
23	Lori Becker	\$ 1,203
24	Kirsty Zulu	\$ 1,136
25	Laura Mulvihill	\$ 1,078
26	Gina Delgado	\$ 1,002
27	Kristina Crivello	\$ 948
28	Nicole Oliver	\$ 921
29	Alicia Sparks	\$ 904
30	Enedina Banuelos	\$ 842
	Heide Grant	\$ 34,220

# Preferred Customer Program<sup>SM</sup>







Did you know that Independent Beauty Consultants who use the *Preferred Customer Program™* 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?\*

Heide Grant

#### **Grand Days:**





For Submitting Your Weekly Accomplishment Sheets in December:

"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."





# Fresh 15 Booking Challenge

# When our unit has 15 NEW hostesses

(Qualified Booking: hostess + 2 guests minimum, with \$200 min. party sales) this month we will do a drawing for a Kate Spade Makeup Bag!

1 Hostess and 1 Consultant will Win!



# Fresh Faces!

One entry for each hostess, person with the most hostesses receives 3 extra entries!

Date of Party	Hostess Name	# of Guests	Party Sales	# Bookings (including interviews)

Heide's Hot Wheels

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

# Happy New Year

And a HUGE Thank You for being part of my MARY KAY family! Schedule your 30 minute Strategy Call between now and January 15 with me... your Mary Kay coach!



A perfect way to kick off the New Year!

# discover what you LOVE...

You pick our conversation!

Be ready to share your dreams with me!

# DREAM



#### PLAN



# VISUALIZE



## WORK

- How can I increase activity/ productivity/ belief/ income in this new year?
- I have never gotten my business started, but I need MONEY! Help me!
- I am a leader and want more information about leadership in Mary Kay!
- ) My 3 biggest questions about my Mary Kay business are...?

All you have to do is call/text/email me to schedule your call and tell me what conversation you want to have!

Check this out: Everyone who schedules and has a call with me by January 15<sup>th</sup> will go into a drawing on January 16<sup>th</sup> for a \$15 Visa Gift Card!

I can't wait to talk!

Heide's Hot Wheels

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



# January/February 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jan 8	Jan 9	Jan 10	Jan 11	Jan 12	Jan 13	Jan 14
Fill out weekly accomplishment sheets In Touch	Zoom Bingo Night ID 8367978698 6.00PM PST			Zoom Meeting New Year Makeovers ID 8290142121 Pass Code 319275 6.00PM PST		
Jan 15	Jan 16	Jan 17	Jan 18	Jan 19	Jan 20	Jan 21
Fill out weekly accomplishment sheets In Touch	STATES AND THE REAL PROPERTY OF THE PARTY OF			Zoom Meeting Sharing ID 8290142121 Pass Code 319275 6.00PM PST		
			Heide @ MK Lea	ndership Conferei	nce in Nashville	
Jan 22	Jan 23	Jan 24	Jan 25	Jan 26	Jan 27	Jan 28
Fill out weekly accomplishment sheets In Touch	Zoom Consultant Training 6.30PM PT		Zoom Meeting Skin Care Class ID 8290142121 Pass Code 319275 6.00PM PST			
Jan 29	Jan 30	Jan 31	Feb 1	Feb 2	Feb 3	Feb 4
Fill out weekly accomplishment sheets In Touch	Last day for phone orders	Last day for online orders				
Feb 5	Feb 6	Feb 7	Feb 8	Feb 9	Feb 10	Feb 11
Fill out weekly accomplishment sheets In Touch						
			Н	leide on Vacation		



#### **Car Drivers Wanted!**





#### February 2023



Rosa Jones	1
Renae Ash	4
Pat Donnelly	5
Teresa Mendoza	6
Shelly Hakanson	7
MaryEllen Maas	11



Rosa Jones	13
Kathy Jensen	5
Essie Wilson	1

#### **Your Resources**



Social Media for Your Mary Kay Business

Apps for

Your Mary Kay



Tips for Posting on Social Media

Mary Kay®

Social Publisher



Digital Assets

Get a

Mary Kay<sup>®</sup> Personal Website



11.1



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 6030 Via Colonia Ct, Atascadero, CA 93422

Phone: (310) 502-5977 – Email: hgrant4711@gmail.com – Unit Website: www.heidegrant.com Follow Heide's Hot Wheels Facebook Group