

Heide's Hot Wheels



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



04/2023



Highest
Wholesale Order
Alyssa Grant

Congratulations!



Quarter STARS



Alyssa Grant



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

\$9,000 w/s
1 STAR
4 New Team Members
1 New Red Jacket



Heide's



Hot Wheels



Dear Champions,

Happy and a blessed Easter to everyone. That means spring is finally here and we are only 82 days away from Year End! Seminar is going to be extra special: 60 Year Anniversary! The Company is spending millions for this celebration and you really want to be part of it! A lot of dreams are caught @ Seminar- mine was... it is hard to explain; the Oscars, Miss America all in ONE. You will meet our new CEO Ryan Rogers, Mary Kay's grandson. Our Area dinner will be at Corp Headquarters! Here again is how you can finance in stages: Registration: sell \$27 each day for 30 days. Your profit is \$13.50 pays for registration. Transportation similar method once you figure your cost. You learn so much! You will be inspired by the women who walked before you and you will be motivated to work your business.

Congratulations to **Alyssa Grant**, our Golden Achiever. Applause to **Lollie Gabel**, 41 years in Mary Kay, **Christine Kruger 39**, **Corina Blanchet 29** and **Fariba Yazdi** just passed the 10 year mark! I so appreciate your loyalty to our unit and hope you continue to have fun in your business.

Welcome to **Karen Haynes** and **Sue Marsh**, our new Team members.

I invite you to participate in the Virtual Events every month! It is free to you and a great place to bring your guests without you having to do any work. The guests can win mascaras or Kate Spade merchandise. Monday April 10 we have our quarterly Bingo night. Have your guest get out their bingo cards to play and win! for every \$40 they purchased they should have gotten a bingo card. Let me know if you need Bingo cards. I can take pictures and text them for your guest to print out.

Our Pre Golden prize is a keepsake 60 Anniversary Washcloth. (order \$300 w/s by Apr 15)

Free new product before anyone else can order + wash cloth (order \$450. w/s by Apr 30)

Get on target for the plush Anniversary Blanket + washcloth+ new product (15 faces + \$650 w/s)

Thank you for all your orders last month. We have completed ½ of car qualification for our 20th car.

You can be very proud of that.

Wishing you a Blessed Easter and an Awesome April,

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

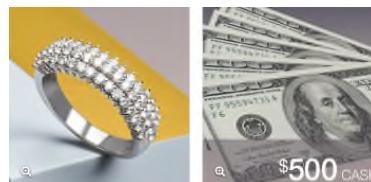
Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

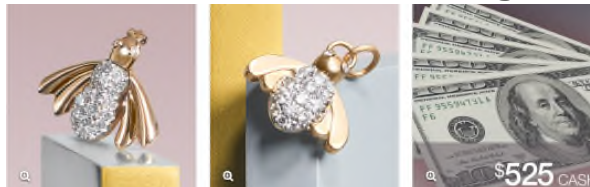
Heide's Princess Court: 3 qualified recruits

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	\$ 1,314	\$ 486	\$ 1,086	\$ 1,686	\$ 2,286	\$ 3,486
Alyssa Grant	\$ 629	\$ 1,171	\$ 1,771	\$ 2,371	\$ 2,971	\$ 4,171
Christine Teutimez	\$ 461	\$ 1,339	\$ 1,939	\$ 2,539	\$ 3,139	\$ 4,339
Carolyn Martinez	\$ 428	\$ 1,372	\$ 1,972	\$ 2,572	\$ 3,172	\$ 4,372
Nancy Sayers	\$ 333	\$ 1,467	\$ 2,067	\$ 2,667	\$ 3,267	\$ 4,467
Margarita Riggs	\$ 246	\$ 1,554	\$ 2,154	\$ 2,754	\$ 3,354	\$ 4,554
Amy Andries	\$ 233	\$ 1,567	\$ 2,167	\$ 2,767	\$ 3,367	\$ 4,567

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

Recruiters & Teams



Team Leaders



Star Team Builders



Senior Consultants

Corina Blanchet
Jean Charter

Welcome, New Unit Members



Name	From	Recruiter
Karen Haynes	Sanford, NC	H. Grant
Sue Marsh	Paso Robles, CA	H. Grant



Court of Sharing

Recruiter	Seminar qualified	Commission



Commissions



4%		9%		13%	
Corina Blanchet	\$9'			Heide Grant	\$387

Unit Wholesale

1	Alyssa Grant	\$ 629
2	Christine Teutimez	\$ 462
3	Carolyn Martinez	\$ 428
4	Nancy Sayers	\$ 333
5	Corina Blanchet	\$ 293
6	Margarita Riggs	\$ 246
7	Laura LaFavor	\$ 238
8	Joyce Evans	\$ 237
9	Amy Andries	\$ 234
10	Olivia Myles	\$ 230
11	Amy Roberts	\$ 230
12	Alicia Sparks	\$ 230
13	Christine Kruger	\$ 229
14	Lollie Gabel	\$ 226
15	Rosa Jones	\$ 226
16	Charlotte Taylor-Badgley	\$ 225
17	Shelly Hakanson	\$ 217
18	Ruth Cantu	\$ 189
19	Enedina Banuelos	\$ 152
20	Tracey Summers	\$ 129
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
	Heide Grant	\$ 1,678

Team Production (\$225+)

1	Corina Blanchet	\$ 518
2		
3		
4		
5		
6		



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

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



PLACE \$300 WHOLESALE IN CUMULATIVE ORDERS



MARCH WINNERS



Consistency Club

1	Corina Blanchet	17
2		
3		
4		
5		
6		

Unit Retail Top 30 YTD

1	Corina Blanchet	\$ 10,219
2	Jean Charter	\$ 7,421
3	Shelly Hakanson	\$ 5,196
4	MaryEllen Maas	\$ 4,099
5	Fay Flanzer	\$ 3,969
6	Tracey Summers	\$ 3,026
7	Pat Donnelly	\$ 2,902
8	Nancy Inderie	\$ 2,690
9	Kathy Jensen	\$ 2,664
10	Ruth Vantu	\$ 2,551
11	Denise Johnson	\$ 2,264
12	Carolyn Martinez	\$ 2,130
13	Lori Becker	\$ 1,944
14	Joyce Evans	\$ 1,901
15	Laura LaFavor	\$ 1,866
16	Charlotte Taylor-Badgley	\$ 1,816
17	Dwila Neilson	\$ 1,814
18	Tessa De Armond	\$ 1,774
19	Alyssa Grant	\$ 1,746
20	Christine Kruger	\$ 1,695
21	Enedina Banuelos	\$ 1,682
22	Hilary Davies	\$ 1,651
23	Fariba Yazdi	\$ 1,650
24	Vicki Dutton	\$ 1,635
25	Kirsty Zulu	\$ 1,587
26	Connie Dearing	\$ 1,556
27	Renae Ash	\$ 1,375
28	Alicia Sarks	\$ 1,363
29	Gina Delgado	\$ 1,133
30	Linda Johnson	\$ 1,111
	Heide Grant	\$ 45,137

"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.

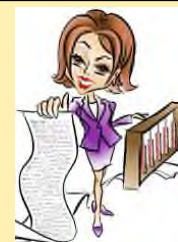
Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?*

Tessa De Armond, Shelly Hakanson, Kathy Jensen

Grand Days:



For Submitting Your Weekly Accomplishment Sheets in March:



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

Career Conference 2023
Escondido, CA



April-June
Consistency Contest

**earn this plush
special edition
60th anniversary
blanket**

**15 NEW FACES PLUS ORDER \$600+
EACH MONTH APRIL & MAY & JUNE**

PLUS

WHEN YOU ADD 1 TEAM MEMBER DURING THE
CONTEST PERIOD YOU WILL HAVE YOUR NAME
EMBROIDERED ON THE BLANKET

BONUS

EARN THE SPECIAL EDITION
WASHCLOTH WHEN YOU COMPLETE
EACH MONTH





April / May 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Apr 2	Apr 3	Apr 4	Apr 5	Apr 6	Apr 7	Apr 8
Fill out weekly accomplishment sheets In Touch					Good Friday 	
Apr 9	Apr 10	Apr 11	Apr 12	Apr 13	Apr 14	Apr 15
Happy Easter 	Zoom Event Bingo Night Guest Event 6.00PM PST ID 8367978698	Zoom Consultant Training 6.30PM PST	Zoom Meeting Skin Care Virtual NSD Janis Trude ID 8290142121 PW 319275 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 8290142121 PW 319275 6.00PM PST		
Apr 16	Apr 17	Apr 18	Apr 19	Apr 20	Apr 21	Apr 22
Fill out weekly accomplishment sheets In Touch			Zoom Meeting Product Event NSD Janis Trude ID 8290142121 PW 319275 6.00PM PST	Zoom Meeting Sharing Event NSD Janis Trude ID 8290142121 PW 319275 6.00PM PST	Heide out of Town	
Apr 23	Apr 24	Apr 25	Apr 26	Apr 27	Apr 28	Apr 29
Fill out weekly accomplishment sheets In Touch		Zoom Consultant Training 6.30PM PST				Last day for phone orders
Heide out of Town						
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						



It's Raining **RED**

APRIL PROMOTION

RAINING RED

33 Rain Drops below AND a \$600 whsl order
to earn a **\$25 RESTAURANT GIFT CARD**

SPRINKLING RED

23 Rain Drops below to earn
DESSERT AND COFFEE GIFT CARD

MISTING RED

13 Rain Drops below to earn a
COFFEE GIFT CARD

Play in the Rain from

APRIL 1-30, 2023

Email completed sheet to me by **May 5, 2023**

Combine Rain Drops below to create an **ABUNDANT APRIL** filled with **SUCCESS!**

- | | |
|--|--|
| _____ Hold a Party (3 guests & \$100 sales)* | _____ Turn in 4 Weekly Accomplishment Sheets |
| _____ Hold 3 Facials* | _____ Attend 2 (Virtual or In Person) Events* |
| _____ Enroll min. 13 Customers into PCP | _____ Have a \$100 Day* |
| _____ 5 Interviews/ 5 Texts with Follow-ups* | _____ 5 New Contacts/ Referrals* |
| _____ New Team Member* | _____ 5 Reorders |
| _____ Sell \$300 wk* | _____ Be a Star Consultant |
| _____ Place a \$600 Wholesale Order | _____ \$400 Wholesale Order |
| _____ Sell a Clinical Solutions Booster* | _____ Earn all 3 Bling Badges |
| _____ Guest to event (Virtual or In Person)* | <small>(Color Confident, Skincare Confident, Clinical Solutions Confident)</small> |
| _____ 2 New Bookings* | _____ Sell a Skin Care Set* |
| _____ Hold a Power Start in April | |

*** May earn multiple points per activity**

Heide's Hot Wheels

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

*Pink
Peach*



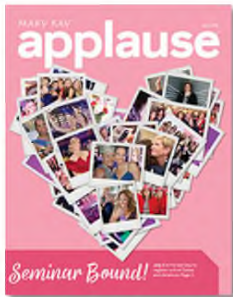
May 2023

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 (red, blue, green, yellow, orange) and has a thick, multi-colored outline, giving it a 3D, inflated appearance. The text is set against a white background.

[illegible][illegible]

GREAT *Start*

Your Resources



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[®]
Personal
Website



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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