

# Heide's Hot Wheels



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



02/2023



Highest  
Wholesale Order  
**Ann Griffith**

*Congratulations!*



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



**J. Charter/ C. 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**



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

## Monthly Goals

**\$10,000 w/s**  
**5 Pre-Golden Achievers**  
**3 Golden Achievers**  
**3 New Team Members**



# Heide's



# Hot Wheels



## Happy February,

I was attending Leadership Conference in Nashville celebrating the start of MK 60<sup>th</sup> Anniversary, my first event since 2019. Ryan Rogers, Mary Kay's grandson took over as CEO and we are all super excited about that. I think I ate more pulled meat of some sort than I have in years but that's what you do in Nashville. We learned about the new products and that the Company is working on a new sunscreen and I can't wait for that!

Congratulations to **Rosa Jones**, 32 years in MK! We love our longstanding consultants!

Everyone can order the new products! They are phenomenal but you have to educate yourself a bit. Product Central is the place to go for videos, product knowledge and facts. These Derma cosmetics take your skin care routine to the next level!! Order them, use them yourself and use those as demos! (tax deduction). I did a preview party with 4 people yesterday and sold \$825. When people try the products they will buy them! I am doing several more of the previews and suggest you do the same. You can do it also on Zoom, but it is easier in person because of samples. The bronzers are flying off the shelves! For those personal shoppers in our unit I encourage you to try something new!

Looking forward to the career conference MAR 17/18 in Escondido, CA with 4 NSDs and staff from Dallas. We had a meeting today and I promise you it will be fantastic! The fee has not gone up! It is still \$59 to register for the rest of the month.

Have you decided, which of the 6 most important things challenge you are going to tackle? As your Director, I have a challenge as well and you doing your part will greatly help me! I thank you in advance for trying. Please refer to the flyers. You can collect Seminar cash credit for completed tasks to help you with your Seminar expenses.

Please participate in the Zoom events that I post with NSD Janis Trude. She will actually do all the work. You just have to get your guest there. Lots of giveaways as well.

What can I do to help you in your Mary Kay business?

Let have a Fantastic February!

## 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

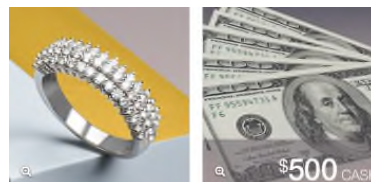
Princess Court: 12 qualified recruits

Heide's Court: 6 qualified recruits

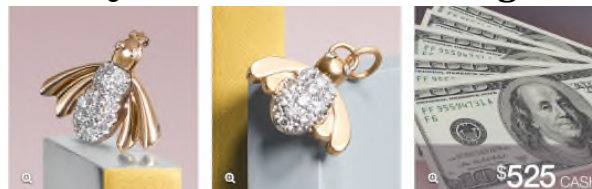
Heide's Princess Court: 3 qualified recruits

## 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	\$ 2,497	*****	STAR	\$ 503	\$ 1,103	\$ 2,303
Vicki Dutton	\$ 420	\$ 1,380	\$ 1,980	\$ 2,580	\$ 3,180	\$ 4,380
Enedina Banuelos	\$ 391	\$ 1,409	\$ 2,009	\$ 2,609	\$ 3,209	\$ 4,409
MaryEllen Maas	\$ 300	\$ 1,500	\$ 2,100	\$ 2,700	\$ 3,300	\$ 4,500
Ann Griffith	\$ 272	\$ 1,528	\$ 2,128	\$ 2,728	\$ 3,328	\$ 4,528
Tracey Summers	\$ 261	\$ 1,539	\$ 2,139	\$ 2,739	\$ 3,339	\$ 4,539
Corina Blanchet	\$ 247	\$ 1,553	\$ 2,153	\$ 2,753	\$ 3,353	\$ 4,553
Ruth Cantu	\$ 227	\$ 1,573	\$ 2,173	\$ 2,773	\$ 3,373	\$ 4,573
Louise Allen	\$ 227	\$ 1,573	\$ 2,173	\$ 2,773	\$ 3,373	\$ 4,573

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

Corina Blanchet  
Jean Charter  
Christine Kruger

## Welcome, New Unit Members



Name	From	Recruiter



## Court of Sharing



Recruiter	Seminar qualified	Commission



## Commissions



4%		9%		13%	
Jean Charter	\$11	Heide Grant	\$69		
Corina Blanchet	\$5				

## Unit Wholesale

1	Ann Griffith	\$ 273
2	Enedina Banuelos	\$ 268
3	Tracey Summers	\$ 261
4	Corina Blanchet	\$ 247
5	Linda Johnson	\$ 243
6	Louise Allen	\$ 227
7	Kirsty Zulu	\$ 226
8	Vicki Dutton	\$ 142
9	Gina Delgado	\$ 131
10	Lori Becker	\$ 71
11	Tessa De Armond	\$ 59
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25		
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28		
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30		
	Heide Grant	\$ 2,498

## Team Production (\$225+)

1		
2		
3		
4		
5		
6		



		This Month	Year to Date
1.	Corina Blanchet	0	4
2.	Jean Charter	0	3
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



Beautiful  
Jewelry

## JANUARY WINNERS



## Consistency Club

1	Corina Blanchet	15
2		
3		
4		
5		
6		



## Unit Retail Top 30 YTD

1	Corina Blanchet	\$	8,130
2	Jean Charter	\$	6,201
3	Shelly Hakanson	\$	3,643
4	MaryEllen Maas	\$	3,499
5	Fay Flanzer	\$	2,970
6	Tracey Summers	\$	2,769
7	Nancy Inderie	\$	2,690
8	Pat Donnelly	\$	2,452
9	Denise Johnson	\$	2,264
10	Kathy Jensen	\$	2,103
11	Tessa De Armond	\$	1,774
12	Ruth Cantu	\$	1,720
13	Fariba Yazdi	\$	1,650
14	Vicki Dutton	\$	1,635
15	Kirsty Zulu	\$	1,587
16	Connie Dearing	\$	1,556
17	Joyce Evans	\$	1,405
18	Laura LaFavor	\$	1,391
19	Enedina Banuelos	\$	1,378
20	Renae Ash	\$	1,375
21	Charlotte Taylor_Badgley	\$	1,366
22	Lori Becker	\$	1,345
23	Carolyn Martinez	\$	1,274
24	Dwila Neilson	\$	1,265
25	Christine Kruger	\$	1,237
26	Gina Delgado	\$	1,133
27	Linda Johnson	\$	1,111
28	Laura Mulvihill	\$	1,078
29	Kristina Crivello	\$	948
30	Nicole Oliver	\$	921
	Heide Grant	\$	39,335

*"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.

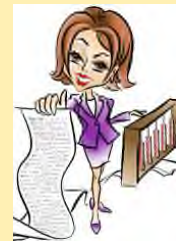
Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?\*

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

### Grand Days:



For Submitting Your Weekly Accomplishment Sheets in January:



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



# February/ March 2023



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Feb 5	Feb 6	Feb 7	Feb 8	Feb 9	Feb 10	Feb 11
Fill out weekly accomplishment sheets In Touch						
		Heide on Vacation				
Feb 12	Feb 13	Feb 14	Feb 15	Feb 16	Feb 17	Feb 18
Fill out weekly accomplishment sheets In Touch				Zoom Meeting Sharing NSD Janis Trude ID 87321663067 Pass Code marykay 6.00PM PT	Heide's Preview Party 3.00 PM PT	
Feb 19	Feb 20	Feb 21	Feb 22	Feb 23	Feb 24	Feb 25
Fill out weekly accomplishment sheets In Touch				Zoom Meeting Sharing NSD Janis Trude ID 8290142121 Pass Code 319275 6.00PM PT		
Feb 26	Feb 27	Feb 28	Mar 1	Mar 2	Mar 3	Mar 4
Fill out weekly accomplishment sheets In Touch	Zoom Consultant Training 6.30PM PT  Last day for phone orders	Last day for online orders				
Mar 5	Mar 6	Mar 7	Mar 8	Mar 9	Mar 10	Mar 11
Fill out weekly accomplishment sheets In Touch						
			Heide out of Town			

# Share the Love

## February Promotion

When you complete 10 Sharing Appointments in February you will earn these elegant Austrian Crystal Pendant Heart Earrings.

We can do your appointments face to face or over the phone with your customers. If you do them yourself, I must follow-up for it to count towards the earrings.

You must fill in their names and numbers below to earn these beautiful EARRINGS!



Prize may be substituted based on availability

Name	Phone	Follow Up
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____

### Heide's Hot Wheels

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

*Pink*  
SUCCESS





A colorful, bubbly 'happy birthday' text graphic. The words 'happy' and 'birthday' are written in a playful, rounded font. Each letter is filled with a different color (pink, blue, green, yellow, orange) and has a thick, multi-colored outline. The letters are slightly overlapping and have a soft shadow effect, giving them a 3D, bubbly appearance.

[illegible]

A hand holding a smartphone displaying a social media post. The post features a black and red graphic with multiple red arrows pointing towards a central black point, symbolizing a network or a central theme. The background of the image is a blurred outdoor setting with green foliage.



## 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.**

## Follow Heide's Hot Wheels Facebook Group