

You have just booked a Mary Kay Class/Workshop and I want your booking to be the most successful ever!!!!

Type of people to invite to your class:

1. ADULT Mary Kay non-users, unless we are doing a mom and teen class. No more than six people, including yourself.
2. People that are reliable! (Remember this is your class and the success of it depends on people showing up).
3. Invite women from all different areas of your life. When they book their own class, they will have different women to invite.
4. If a guest is presently using Mary Kay, but does not have a consultant, by all means invite her. I would love to provide her with service.

To increase your sales and earn more free product for yourself, you can take outside orders. Just fill in the outside order form with order, telephone number and address. Have them make out a check to me (with 8.5 % tax), and I will take care of the deliveries.

How to invite your guests:

1. Tell them this is a Mary Kay skin care and color (or nail care) workshop or a MK Party. This is a class/workshop in which they will be taught proper skin care (nail care) and color techniques.
2. Let them know that we can only have 6 people in attendance, and that it is by invitation only. Tell them that you will be counting on them to attend, unless you hear differently from them.
2. Also, encourage them to be on time. We can be done in a total of 2 hours when everyone arrives on time.

WHAT YOU WILL EARN FROM YOUR MARY KAY CLASS DEPENDS ON YOUR SALES & BOOKINGS.

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## **HOSTESS PLAN**

Are you the type of woman who likes to pay full price for your mascara or would you rather get it at half price?

You will earn \$5 in FREE product for each guest who attends; for each booking, for each \$100 in outside orders, for holding your class on the originally scheduled day; and for calling me within 48 hours with the names and phone numbers of your guests. See the Hostess Program flyer for more details and additional opportunities.

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LET'S WORK TOGETHER TO MAKE THIS A SUCCESSFUL CLASS FOR BOTH OF US!!!!

If you have any questions or problems, please call me. Remember we are business partners for your class!!!