

Suggested Checklist for Phone Coaching

- Be cheerful and positive when calling your hostess.
- Review the hostess program, and ask her if she has set her goal yet. Re-emphasize that hostess orders and bookings count towards hostess credit.
- Ask for the guest list, including addresses and phone numbers so you can pre-profile them. Also ask for names and numbers of people who can't attend but might be interested in purchasing Mary Kay® products or might like to host a class. You might put an asterisk by those names.
- You might suggest people she could invite if she is having difficulty finding friends, such as relatives, church friends, neighbors and coworkers.
- Remind the hostess to encourage her guests to be prompt. An optional way to assure your class begins on time is to hold an early-bird drawing for a small MK gift. (Eye shadow, hand cream, PCP gift, etc.)
- Reassure your hostess of your professionalism and end your conversation with positive, enthusiastic expectations.

*Group-selling appointments are the life of our business.
If you don't let your hostess down, she won't let you down.
Let your Mary Kay Go-Give" spirit be your guide.*