

Let's Focus on YOU!

How to be the “Hostess with the Mostess!”

FIRST THINGS FIRST:

I want to thank you so much for being my hostess. My goal is to teach your guests how to properly care for their skin using the #1 Best Selling Brand on the market today while *MAXIMIZING* your hostess credits!

YOUR FABULOUS REWARDS:

With 8 guests there, you'll get \$80 in FREE PRODUCT! Actually, you will get \$10 per guest in FREE PRODUCT as long as you have at least 4 guests there up to a maximum of 8 guests. So, with 8 guests you get \$80 in FREE PRODUCT!

WHO TO INVITE?:

Who do you know? Keep in mind those friends that:

- Like to try new things
- Love makeup
- Enjoys Looking Good
- You don't see often enough
- Could use a night out!
- Are getting married / Just had a baby



GREAT TIPS:

- Invite 10-15 friends to ensure a great group will come. Let them know we will begin right on time.
- Let them know that I will be contacting them to introduce myself and find out a little more about their skin type so I can bring the correct samples.
- After the initial call to invite them, call them the day before to remind them of the time and to dress comfortably. I have postcards you can send, too!
- Obtain outside orders.
- Keep refreshments simple and plan to serve after the class.



MARY KAY
America's BEST-SELLING Brand

