



Thank you for being my hostess.
I look forward to working with you!

Making your Girls Night Out a HUGE Success! Your S.H.O.T. at \$100 FREE

YOUR REWARDS:

S = SIX GUESTS

Have six non-Mary Kay users at your party 18 years and older. (\$25 Product)

H = HOLD ON ORIGINAL DATE

Hold your party on the original date booked. (\$25 Product)

O = ORDERS OF \$300

When your class has orders of \$300 or more including outside orders both online and on paper. For online orders, have them put your name in the comments section: www.marykay.com/_____ (\$25 Product)

T = TWO BOOKINGS

Have two or more bookings from your party. (\$25 Product)

If the above requirements are not met, you will still receive 10% of the sales; 15% with one booking; 20% with two bookings.

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.

Who to Invite? Who do you know who:

- Likes to try new things
- Loves makeup
- Enjoys looking good
- Has great skin
- Has troubled skin
- Just had a baby
- Just had a promotion
- Are friends you don't see often
- Loves to be pampered
- Could use a night out
- Is getting married



MARY KAY
America's BEST-SELLING Brand