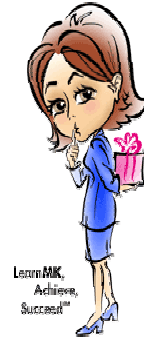


Hostess Goal Setting Chart

Did you know you **NEVER** have to pay for any of your Mary Kay products again?!
Here's how:

- **Host a class (see class ideas below) and Earn 20% of your total sales in FREE Mary Kay products** when two of your guests schedule their own pampering sessions.
- **In addition to hosting one class, you can be a Quarterly Hostess!** You can be a hostess 4 times a year/once a Calendar Quarter to share all the new products with your friends. When you host 4 or more classes during a calendar year, you will earn an additional \$100 in FREE product at the end of the year!!
- **Be a Silent Hostess.** Once a quarter or even once a month, host a Look Book Class. Basically take orders from everyone around you! It is easy and fun plus you earn 20% of the total sales. Think about it ... do you need a new lipstick but think you can't afford it? Then, sale \$75 in Mary Kay products!! If you are a Silent Hostess 6 times in a calendar year you will earn an additional \$50 in FREE products!!



What Mary Kay products would you like to earn?

What is your sales goal? _____

Would you like to be a Quarterly Hostess? _____ Monthly Silent Hostess? _____

20% of Sales with 2 bookings

Amount Sold	Amount Earned
\$50	\$10
\$75	\$15
\$100	\$20
\$150	\$30
\$200	\$40
\$250	\$50
\$300	\$60
\$350	\$70
\$400	\$80
\$450	\$90
\$500	\$100
\$600	\$120
\$700	\$140
\$800	\$160
\$900	\$180
\$1000	\$200

Class Ideas!! (Great for Quarterly Hostesses)

- ❖ **Basic Skin Care**
- ❖ **Advanced Skin Care – War Against Wrinkles!**
- ❖ **Glamour Makeover – Trading Faces**
- ❖ **Spa Party or Spa Day**
- ❖ **Pamper Me Silly (can be called a PMS Party!!)**
 ... Pamper Me I'm Pregnant is a great idea for Expecting Moms!!
- ❖ **Gift Ideas**
- ❖ **All Eyes On You!**
- ❖ **Nails! Nails! Nails!**
- ❖ **Look Book Class (Silent Hostess)**