

Hostess Name: _____

Date of Class: _____

I am so excited to get together with you and teach you about skin care and makeup artistry! We are going to have such a good time!

If you would like to share your appointment with a few friends... you will get BIG rewards! (see the following pages for details!)

What to expect:

- I will arrive about 15-20 minutes before your appointment to set up (if you are sharing with friends).
- The class should take anywhere from 1-1.5 hours depending on questions.
- The class will start right ON TIME, so have guests arrive a few minutes early!
- No one is under any obligation to purchase (there will be NO PRESSURE!).
- Please have a table for everyone to sit around and a wash cloth and bowl of warm water for each guest.
- If you'd like to serve light refreshments, please do so after the class during the individual consultations.
- During the class: Sit back, Relax, and have a Great time!

Please note, this is my business and I will be there rain or shine... Should something come up, I ask for at least 48 hours notice.

Looking forward to seeing you! Do not hesitate to call me if you have any questions!


(name)

(phone)

(email)

A Tale of Two Hostesses

Congratulations, and way to go, With lots of free gifts, you couldn't say no. Here's a tale of two hostesses, as you can see, Read on and pick which one you'd like to be!!!



First, there was Jane, so proper was she, Her invitations were written in calligraphy. I'll just invite six, I don't know too many, I'm sure they'll all come, so there'll be plenty. She forgot to remind them to bring a friend, I'm not sure that, that many chairs will fit in my den. Her beauty book sat at home on the table, Outside orders—oh, I wasn't able!! She set a buffet fit for a king, But forgot to give her guest a reminder ring. The day of her class her home looked great, She grabbed a chair and proceeded to wait. Only one guest arrived—the glamour to see, Why, Jane wondered, does this happen to me??

And then there was Mary, so excited was she, She was planning on getting her products for FREE! She called eight to ten people the date she was told, She invited more people than her table could hold. People wanted to know what she was talking about So she stopped to pull her beauty book out. She bragged on the products and great guarantee, Outside orders were no problem—no siree!! She called the night before to remind them once again, Mary said, "Don't forget the prize you might win!" She didn't have time to get a buffet, She stopped by the bakery, see her class was that day!! The house wasn't perfect, but they laughed anyway, They had a good time trying products that day. The hostess points were added, lots of gifts she had won. "Wow!"; She exclaimed, "This was really fun!"

The moral of the story won't leave you to brood. Concentrate on your guests not your home or your food!!

Guest List

Script to use for inviting guests:

"I'm so excited to call you! I would like to invite you to have a complimentary facial at a skin care class that will be conducted by my Mary Kay Independent Beauty Consultant. The class is by reservation only & I can have six friends, so if you can come, let me know so I can reserve a space for you".



Name & Phone:

- _____
- _____
- _____
- _____
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Tips:

Invite 15 friends to ensure that 5 attend. Let them know we will begin our class right on time.

Also, let them know I will be contacting them to find out a little more about their skin type so I can customize our appointment.

After the initial call to invite them, call each guest once more the day before to remind them of the time and to dress comfortably.

Keep refreshments simple and plan to serve after the class.

Expect Success! & have FUN !!



Call or email me with your guests names, addresses, & phone numbers and I'll send out invitations and/or reminders for you!!!

It Pays to be a Hostess

Host a class of 5 or more
and get:

\$75 of Product for ONLY \$35!
(that's \$40 in FREE product)

For your friends who cannot make
it to the party, but would like to
place an order, use the Outside
Order Form in your packet!

Listen to this 15-min prerecorded
call about the Mary Kay business
opportunity before the party and
tell me the password!

(605)475-4099

Access Code: 213518#,

Reference: hit #

**\$5 OFF your purchase
for every \$50!**

**Any Single item at
50% OFF!**

Outside Order Form

Name: _____ Phone: _____

Products: _____

Total (inc 7% tax) _____ Cash _____ Check _____ Card _____

Name: _____ Phone: _____

Products: _____

Total (inc 7% tax) _____ Cash _____ Check _____ Card _____

Name: _____ Phone: _____

Products: _____

Total (inc 7% tax) _____ Cash _____ Check _____ Card _____

Name: _____ Phone: _____

Products: _____

Total (inc 7% tax) _____ Cash _____ Check _____ Card _____

****Party Checklist****

Use this checklist to make sure you are taking FULL ADVANTAGE of being a Hostess!

_____ I have read the "Tale of 2 Hostesses."

_____ I have invited 15+ guests so that 5 will come.
When they do, you'll get:

**\$75 in Product
for only \$35**

_____ I have given my guest list to my consultant at least
48 hours in advance. (get a prize at your class)



_____ I have obtained outside orders from friends who can-
not attend and collected their form of payment.

**\$5 FREE for every
\$50 in orders!**

_____ I have browsed the catalog and circled the items I
want for FREE



_____ I have called my guests to confirm (24-48 hours ahead)

_____ I have listened to the Mary Kay Business Opportunity
Call.

**Any 1 item at
50% OFF**

_____ I have prepared a table with bowls and wash cloths for each guest for
the class and light refreshments for my guests.