



## Steps to take After Hostess is Scheduled



### Day after you get a YES from a Hostess

**Step 1: This is a SAMPLE note to be sent to each Hostess immediately after she sets a date and time for the class. Postcards are great visuals she can put on the fridge to be a reminder!**

*(name) I wanted to send you a personal thank you note for committing to helping me qualify for my first business achievement. Qualifying means a lot to me so thank you for letting me count on you for 1 Mary Kay facial party within my qualification dates. Remember you will be able to earn free product too. I will go over the “Pinkalicious” sheet with you but you can read the details for yourself and see you how you can earn up to \$300 in free product! The key to your party is that at least 2 of the quests can not know me. This is how my business will grow. Of course there is never any obligation to buy, but when they do, you will earn more. Keep that in mind when you decide who and how many to invite. (name) I so appreciate you being in my corner you are making a difference for me and I know you’ll be surprised at how much you can earn and how much FUN this will be.*

### Step 2: Get the Hostess Packet to the door of the hostess!

- Only mail this if you can’t make it to the door the day after she says yes.
- She doesn’t need to be there. She’ll come home from work and see it. That will be a reminder of the “YES” she gave you the night before.
- The above note coming through the mail system, combined with the Hostess packet on her door step will great a solid appointment! That means your hostess is likely to take action right away to get guests to the class. You want her inviting people right away. I don’t recommend her sending invitation cards, Phone call invitations followed by a reminder card by the hostess or you give the best results.

#### Hostess Packet includes

- 5 sales tickets
- Outside order sheet
- Beauty Books
- Look Books.
- The 100 Shot Sheet or other hostess program you’ve selected.
- A Gallon size Ziploc Bag works great because you see the Look Book through the plastic. *This helps the packet not “blend in” with other household mail, school work, etc.*

