

Mary Kay Cosmetics

Dear _____,

I am really looking forward to seeing you and to be given the opportunity to showcase the wonderful products of Mary Kay.

I have you in my appointment book for a **Mary Kay "Party"**
on _____
at _____

I will arrive 15-30 minutes before the class to set up.

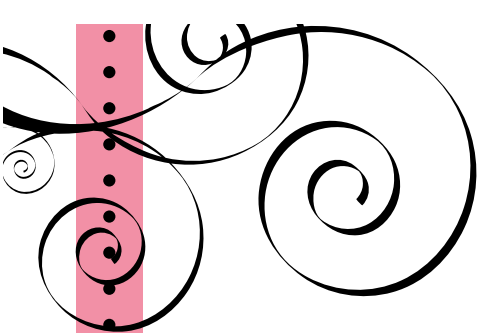
In this **H**ostess **P**ackage you will find some simple hints and suggestions to help you make the most from your appointment as well as some fantastic discounts or even **FREE** Mary Kay products you can receive simply by hosting this class.

I know you will just love the pampering you will receive.

Thank you again and I will talk with you soon.

Sincerely,





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

Making Your Girl's 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

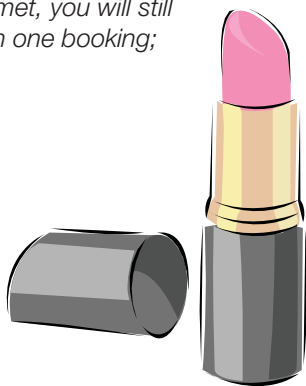
T = TWO BOOKINGS

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.

MARY KAY

*America's
Best-Selling Brand



Return your guest list to me via phone or email within 3 days!



Because this is my business, and I love what I do, I will be there rain, sleet, snow or shine!
I know that I can count on you. **Thanks so much!**

TIPS

- Invite 10 to 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

Hostess Hints & Suggestions

Suggestions

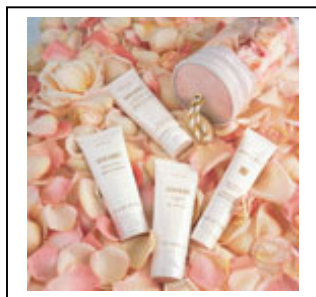
Here are some suggestions to help you have an awesome class!

- ♥ Have 6 to 8 “Yeses” to have 4 to 5 guests for a skin care class
- ♥ Call them personally
- ♥ Let them know there are products available to take home that night
- ♥ Send them invitations
- ♥ Give them a reminder call the night before
- ♥ Ask them to bring a friend
- ♥ Take outside orders
- ♥ Keep refreshments simple and serve after the class
- ♥ Start on time
- ♥ Help me get 2 bookings
- ♥ Relax, have fun and pamper yourself!

Not sure about who you might invite?

Why not invite:

- ♥ Someone who likes to try new things
- ♥ Someone who loves makeup
- ♥ Someone who enjoys looking good
- ♥ Someone who has great skin
- ♥ Someone who has troubled skin
- ♥ Someone who just had a baby
- ♥ Someone who just had a promotion
- ♥ Friends you don't get to see often
- ♥ Someone who loves to be pampered
- ♥ Someone that could use a night out
- ♥ Someone who is getting married



Not sure what to say when you call people?

Try using this to invite your guests:

Hello_____ this is (your name). Do you have a minute? Great! I am so excited! I just scheduled a fantastic **girls night out** with my Mary Kay Consultant on ___/___/_____ at ____;____. She wants me to invite a few of my favorite people to have some fun and be seriously pampered. I thought of you because (you are so much fun, you like to try new things, love cosmetics etc). We're going to have a great time and I would love for you to be there. It is by invitation only, so I'll need a definite “yes” or “no”. Can I save you a spot?

Guest List

Guests Name	Confirmed
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

Outside Orders

★ **Track** your **outside sales** here:

Name:	Phone:	Total amount of order

Outside Order Total \$ _____

Outside Sales **BONUS:**

When your outside orders total \$100 or more you will receive a FREE Mary Kay High Profile Crème Lipstick (color of your choice)

Payment Methods

Cash, check, Visa, Mastercard and Discover are all accepted.



The **Mary Kay** Opportunity

Imagine the life of your dreams. A career that inspires you. Boundless earning potential. The flexibility to create your own schedule. Time for your family and yourself and the emotional support of a remarkable community of women.

Hundred of thousands of women have found something more with Mary Kay - you can too!

If you or any of your friends are interested in learning more about this fantastic opportunity, just let me know and I'll only be too glad to share it with you.

Guests who might want to hostess a class:

Guests who might be interested in finding out more about becoming a Mary Kay Independent Beauty Consultant:

Products or gifts you would like to earn from your class:

A Tale of Two Hostesses

Congratulations, and way to go!
Lot's of free gifts...you couldn't say "no"!
Here's a tale of two Hostesses, as you can see,
Read on, and pick the 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 will be plenty."

Her brochures and Hostess Booklet sat home on the table,
"Outside orders?" she asked, "Oh, I wasn't able."
She prepared a buffet that was fit for a king,
But forgot to give her guests a reminder ring.
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 8-10 people, the date they were told
She invited more people than the table could hold!

People wanted to know what the excitement was about,
So she'd stop and pull her catalog out.
She bragged about the products and the great guarantee
Outside orders were no problem...no sir-ee!

She called the night before to remind them once again,
And said, "Don't forget the prize you might win!"
She didn't have time to prepare a buffet!
She stopped by the bakery, her class was that day.

Mary was thrilled with the products she won,
"Wow!" she exclaimed, "this really was fun!"

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

Which hostess will you be?