



MAXIMIZING YOUR TIME AT SUCCESS EVENTS

Welcome to **THE Cadi-Shack SUCCESS EVENT!** Our Success and Guest Events are designed to educate, motivate, inspire and assist you in building your business.

Below are tips to maximize the evening so that you get all you can out of your night out!

There is a nominal fee of \$6/consultant or \$20 a month (guests are always free). This fee is to offset room rental, copies, supplies and other materials.

GUESTS:

- **ALWAYS BRING GUESTS! INVITE 15 PEOPLE TO GET 1-2 TO SHOW!** This allows you to earn while you learn. Please read the hand out about bringing guests so that you AND your guest are prepared and comfortable.
- Have your guest fill out a Millennium Woman questionnaire for the nightly drawing.
- When you have guests, please bring a small product item to contribute to the drawing.

ATTIRE:

- **ALWAYS DRESS PROFESSIONALLY** in a skirt or dress (No pants please!!).
- My suggestion is to buy a black skirt and white blouse and use that as your uniform, getting ready for your Red Jacket!! It is something that Mary Kay **strongly** believes. We look classier, more feminine and a notch above the rest when in a skirt!!!
- Put your face on! Wear the product! **Look SLAMMIN'!**


GENERAL RULES:

- No children. It is a business event and it is distracting and unprofessional. When other guests and consultants have paid for a babysitter, it isn't right for others to bring their kids. Most women come to get away from the children ☺
- Make attending your weekly success events a **PRIORITY!** If you are down, you **NEED** the meeting, if you are UP, other people need **YOU** at the meeting!!

COMMUNICATION:

- Get the business card of a Red Jacket in case you miss a meeting or your email is down - you can email her for the info!
- You can also call the office at 973-943-9002 or email cindysoffice@optonline.net and my assistant can answer your questions.
- Allow me to say good-bye to the guests **FIRST**. If you have a question, you are welcome to wait until the guests are gone to talk to me, call me the next morning or write the information down and give it to me. Otherwise, email is **ALWAYS** the best way to get a fast response from me.

Thank you for taking the time to read this and following the meeting guidelines! Our Success Meetings are to help YOU grow your business!

Committed to your success,  *cindy*

WHAT TO BRING

ALWAYS RSVP for your guests at cindysoffice@optonline.net, preferably by 3pm on the day of the event.

Skin Care Class Training: (pre-profile so you know what to bring)

Mirror and tray

Profile card and sales slip

Headband and Washcloth

Oil-Free Eye Make-Up Remover, TimeWise Cleanser and Moisturizer demos

Microdermabrasion, Day/Night Solution and Eye Cream demos

Foundation demos

Mascara wand, sponge wedge, cotton round, and sponge tip applicators

Mascara and Look Card

Recruiting Packet (see one of mine for contents)

Color Makeovers: (do skin care quickly and get to foundation before we begin)

Mirror and tray

Cleanser, Moisturizer, Eye Cream, Concealer and Foundation only

Headband and Washcloth

Color card or color trays

Applicators or a brush set

Profile card, sales slip and brochure

A brush set and empty compact to sell (maybe bring your color product case)

A small raffle gift (PCP gift, eye shadow or hand cream)

Recruiting Packet (see one of mine for contents)

MODEL NIGHTS

The importance of GUESTS

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How to invite GUESTS:

"Susie, I'm so EXCITED! I'm putting my portfolio together and need models for before and after pictures! I thought of you immediately! We're having a Makeover Night on _____ and _____. I'd love for you to be my model! Which is better for you?"

(Wait for response)

"Great! It's so much fun! You'll learn a lot about color application and we have lots of giveaways!"

OR

"Oh neither one? Maybe we should just schedule a time for us to get together one on one. I need to have 30 faces done by _____. If you have a friend or two who could join you, you'll get \$10 in product for each additional face I can use in my portfolio!"