

Date: _____ Time: _____

HOW TO HAVE A GREAT CLASS

1. Invite 10 – 15 women (preferably 18 years or older)
2. This is what to say: “I am excited to call you because I am having a skin care and glamour workshop on _____ (date) at _____(time). You’re going to get a \$40 facial free. We’re going to play make up, pamper ourselves and have a lot of fun, but it’s by reservation only. I can only have 5 friends, so if you can’t come, I need to know now so I can invite someone else in your place.”
3. I’ll be calling you in 24 hours to get their names, addresses and phone numbers, so that I can send them each a personalized invitation and call each one to find out their skin type.
4. Keep the refreshments simple. This is a “girl’s night out” so adults only.
5. Hand out beauty books to get orders from friends, relative and co-workers who cannot attend the class.
6. Be thinking of wopmen who might need more \$ and would be good at what I do. If they are accepted by our Company, I will reward you with \$25 of FREE Mary Kay products or hostess gift of your choice for the referral.

Date: _____ Time: _____

HOW TO HAVE A GREAT CLASS

1. Invite 10 – 15 women (preferably 18 years or older)
2. This is what to say: “I am excited to call you because I am having a skin care and glamour workshop on _____ (date) at _____(time). You’re going to get a \$40 facial free. We’re going to play make up, pamper ourselves and have a lot of fun, but it’s by reservation only. I can only have 5 friends, so if you can’t come, I need to know now so I can invite someone else in your place.”
3. I’ll be calling you in 24 hours to get their names, addresses and phone numbers, so that I can send them each a personalized invitation and call each one to find out their skin type.
4. Keep the refreshments simple. This is a “girl’s night out” so adults only.
5. Hand out beauty books to get orders from friends, relative and co-workers who cannot attend the class.
6. Be thinking of wopmen who might need more \$ and would be good at what I do. If they are accepted by our Company, I will reward you with \$25 of FREE Mary Kay products or hostess gift of your choice for the referral.