

HOSTESS HINTS & 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 that 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 two future bookings
- ◆ Relax, have fun, and pamper yourself

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 are 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?

