



The Mary Kay Way

Dear Hostess:

Thank you! I am so excited about this opportunity to share the beauty of Mary Kay with you and your friends. I want to be sure that you get more out of this than you put into it and receive as much free product as possible. Below are a few tips to assist you in having a successful class!!!

The Date you selected is _____ at _____ (I will arrive 30 minutes early to set-up).

1. I NEED your guest list ASAP! You can expect possible cancellations, so be sure to invite at least 15-20 people to 5-6 at your class. You know how life sometimes gets in the way! Please email me your guest list so I can send out invitations. OR, complete the beauty invite I send you. My email address is: _____
2. I will be doing private consultations in another room after the class. I do this for three reasons: to save time, give your guests a chance to ask questions, and keep each guests money matters private. Please have an area for me to do this.
3. If you choose to serve snacks, please serve them after the session. That way it will go much faster. Keep them simple: something salty, something sweet, and something to drink.
4. If you need to reschedule the original date, please let me know right away. As I won't be able to replace it at the last minute.

Your Deal Envelope # is _____

For you to receive your free or discounted product in your envelope you must do the following:

- ___ Get me your guest list (or input online) within 48 hours of today.
- ___ Have at least 3 adult women in attendance in addition to yourself.
- ___ Watch Your Future is Now DVD

I can't wait until I see you at your class! Thanks again for your business and I look forward, with pleasure, to working with you.

Your Independent Beauty Consultant,