Success is just

10 Hostesses Away!

GET FLIP CHART CERTIFIED

TURN IN YOUR COMPLETED SHEET ASAP!

The Secret to your success in Mary Kay is:

Classes, Classes, Classes

Now is the time to ...

Book, Book, Book

Hold 10 Skin Care Classes using the New Flip Chart and you will be Flip Chart Certified and earn a Mystery prize !!!

BOOKING SCRIPT (Thank You Sales Director Kim Donovan for sharing):
"Hi_____ this is_____ with Mary Kay. Do you have a quick minute? Great! The reason that I'm calling is because Mary Kay has just introduced a new tool for us to use at our Skin Care Parties and I've been asked to find out how customers feel about it. My assignment is to share it with 30 women in _____ so I can get certified to teach this new format. The only requirement is that I have a combination of women who already use Mary Kay Skin Care and women who don't so I can get their opinion.

If I were to offer you a fantastic thank you gift and hostess credit, is there any reason why you wouldn't be willing to invite 3-5 friends over for a girlfriend's pampering session so I can see what you think? Great!!

When would be better for you the beginning of the week or the end of the week? Great! Would the afternoon or evening work best for you? Great Thank You so much!

Consultant Name:_____ **Ph. #:**_____ **Total Classes Held:**_____

Date	Hostess Name	Hostess Ph.#:	# of Guests	# of Bookings	Total of Retail Sales