

Hostess

Thank you for booking your own skin care show! This is going to be a great way to hang out with your friends and play around with our fantastic Mary Kay products! My goal for you is that you get more out of it than you put in it! There are a few tips for Success I want to go over with you before the show:

1. Inviting your guests: When you call each lady to invite her to your show, be excited and enthusiastic about it. Let her know that when you decided to have your show, she was one of the people you thought of first to invite. You can also let her know that if she attends, you will be receiving a great gift for being the hostess of the show. Here's an example of what you could say:

**“Hi, \_\_\_\_\_, this is \_\_\_\_\_! Do you have a second? Well, I attended a Mary Kay skin care party a couple of days ago, and we had the best time! Now I’ve decided to host my own party so I could receive this great gift from the beauty consultant that was there. And as soon as I committed to the class, I just knew that I’d have to invite you! I’m planning on having the party on \_\_\_\_\_ at \_\_\_\_\_ o’clock. Is there any reason why you couldn’t join me? I’ll have some refreshments there, and I think it will be a great way for us girls to hang out and pamper ourselves!”**

2. Remember that in order to get your special hostess gift, you have to keep your scheduled date and time that we originally agreed upon. I would suggest inviting at least 8 to 10 women, to ensure that at least half will be there. Check out your up to \$100 Free flier in your packet.
3. Fill out the following information on each guest that says she will attend your class, and have this information when I call you to confirm who is coming.
4. Keep refreshments simple and save them in the kitchen for the end so their hands will be free.

*Guest List:*

Name	Phone No.	Confirmed
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____

Please call me if you have any questions! Thank you again for booking your own skin care class, and I look forward to seeing you then!

Sincerely,

Marian Forrest

**DON'T FORGET: Receive a special bonus gift when you complete the guest list and get it to me by our scheduled time!**