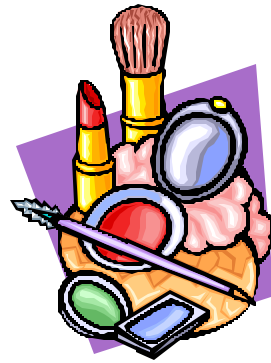


Hostess Tips On Having A Fun & Successful Mary Kay Class!



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Dear _____ ,



Thank you so much for hosting a Mary Kay Skin Care Class for me. I really appreciate your help, and giving me the opportunity to share Mary Kay with you and your friends. Together, I know we are going to have a successful and FUN class!! A Mary Kay class is a great way to be able to spend time with your friends, as well as, treating them to an evening of pampering. I'm sure your friends will thank you for inviting them.

Your class is scheduled for _____, _____ at _____ at your home. I will plan on arriving at least 30 minutes before the class start time to set up and to answer any of your questions.

My goal is for you to get LOTS of FREE product as a thank you for hosting a class. I appreciate your effort in hosting a class, and I want to make the evening worthwhile for you!! Here are a few tips to help you have a successful class.

1. Make a list of your friends, co-workers, neighbors, family members, and women who you know through your church, and other groups you are involved with. Try to invite people from different groups. Since you want to have a full table of guests at your class, plan on inviting ten friends, since not all of them will be available to come. Invite them right away! Don't wait!

List Names and Phone Numbers:

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

2. Call them and be EXCITED and ENTHUSIASTIC, and they will want to come! Tell them something like this:

“Hi, _____(Name)_____. This is _____. I know you are busy, so I'll only keep you a minute. I'm so excited because I have scheduled a Mary Kay beauty consultant to come over and teach skin care and glamour techniques – and I would love to have you join me. The consultant is coming to my house on _____ at _____. The class is complimentary, but I do need a definite yes or no. You are under no obligation to buy anything ~ just come and be pampered! Is there any reason why you couldn't make it?”



3. Emphasize commitment. Your hostess credit depends on having two or more friends joining you who do not currently have a Mary Kay consultant and who are adults (18 or over). Remember to over invite, because even your best friend may have to cancel due to an emergency.

4. Stress promptness. Tell your friends that there will be an “On-Time Drawing “ for anyone who is there by 7:00 p.m. sharp. Also, stress that this is a pampering night for her ~ so she should make arrangements for someone to watch her children. You and your friends deserve some uninterrupted time to be together and to relax!



5. Encourage your friends to schedule a Mary Kay class. Remember that even your friends who cannot come to your class, can schedule their own class. For TWO bookings from your class, I will have a surprise gift for you!

6. Ask anyone who cannot come to your class for outside orders. These orders can really give you additional hostess credit. Remind them that everything comes with a 100% satisfaction guarantee. Just complete the sales ticket, and I will deliver their products to them.

7. Please e-mail me or call me with your confirmed guest list at least one week before your class. Please include their names, addresses and phone numbers. I will send them out reminder postcards, and will call them to make sure I bring the right products for them to your class.

8. I would appreciate you keeping your appointment on the date you have scheduled, but if an emergency should arise, please call me as soon as possible to reschedule your class.

Thanks again, and I’m looking forward to your class. I know that you are going to be a terrific hostess and will earn lots of FREE Mary Kay Products!

Sincerely,

Independent Mary Kay Beauty Consultant

