

Guest List

Name	Phone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____
11. _____	_____
12. _____	_____

Remember to **call your friends** to invite them to your show and then **call them again** the day before as a reminder!

Mary Kay's Preferred Hostess Plan



Hostess Name: _____

Show/Class Date: _____

Consultant Name: _____

Preferred Hostess Program

I am so excited about your Skin Care Class/Collection Preview Show and I want to help you get as much FREE product as possible! So I've listed a few tips that will help ensure the successful outcome of your class/show, and make it a fun and informative day/night for you and your friends.

- Successful Class Suggestions:
 - ✓ Preview your Hostess Packet, Make your Wish List of Mary Kay products, Listen to the Career Tape and fill out the survey. *(Please return the tape and survey at your class/show)*
 - ✓ Invite at least 6 to 8 friends to ensure that 3 to 5 will be there for you to get your FREE product.
 - ✓ Tell your friends this will be a fun and exciting class/show just for ladies, and it is best to leave children at home where they will be more comfortable.
 - ✓ Use the enclosed Beauty and Look Books to take up outside orders from friends, co-workers, relatives, etc. that cannot come. I will deliver their products at your show.
 - ✓ Try to get at least 2 of your friends to commit to booking their own class/show prior to your class/show so you can receive even more FREE product. I will have a special gift for those who commit before your class/show. Be sure to tell them how they can earn FREE product, too!
 - ✓ Keep refreshments simple and leave the rest up to me!

The Best Things in Life are FREE!

- Your FREE Product Incentives:
 - ✓ 10% of your sales in FREE product (example: \$300 in sales equals \$30 FREE product) plus...
 - ✓ 5% of your sales in FREE product for 1 booking (example: \$300 in sales plus one booking equals \$45 FREE product)
 - ✓ 10% of your sales in FREE product for 2 bookings (example: \$300 in sales plus two bookings equals \$60 in FREE product)
 - ✓ Plus I will have a beautiful gift for you when your friends shows have held

I love my Hostesses!!!

I look forward to showering you with FREE product at your class/show for being one of my Preferred Hostesses. Here's to a FUN time for you and your friends! Please call me with any questions. I'm here to help you be successful!!

Consultant: _____

Phone: _____

SPECIAL HOSTESS DISCOUNT!



For every outside order you have on the day of your show/class, you will receive 1 item at 50% off! If you have two outside orders, you get 2 items at 50% off!!! You can receive up to 3 items at ½ OFF for 3 or more outside orders!!