

A Tale of Two Hostesses

Congratulations, and way to go,
With lots of free gifts, you couldn't say no.
Here's a tale of two hostesses, as you can see,
Read on and pick which one you'd like to be!!!

First, there was Jane, so proper was she,
Her invitations were written in calligraphy.
I'll just invite six, I don't know too may,
I'm sure they'll all come, so there'll be plenty.
She forgot to remind them to bring a friend,
I'm not sure that, that many chairs will fit in my den.
Her beauty book sat at home on the table,
Outside orders—oh, I wasn't able!!
She set a buffet fit for a king,
But forgot to give her guest a reminder ring.
The day of her class her home looked great,
She grabbed a chair and proceeded to wait.
Only one guest arrived—the glamour to see,
Why, Jane wondered, does this happen to me??

And then there was Mary, so excited was she,
She was planning on getting her products for FREE!
She called eight to ten people the date she was told,
She invited more people than her table could hold.
People wanted to know what she was talking about
So she stopped to pull her beauty book out.
She bragged on the products and great guarantee,
Outside orders were no problem—no siree!!
She called the night before to remind them once again,
Mary said, "Don't forget the prize you might win!"
She didn't have time to get a buffet,
She stopped by the bakery, see her class was that day!!
The house wasn't perfect, but they laughed anyway,
They had a good time trying products that day.
The hostess points were added, lots of gifts she had won.
"Wow!", She exclaimed, "This was really fun!"

The moral of the story won't leave you to brood.

Concentrate on your guests
not your home or your food!!

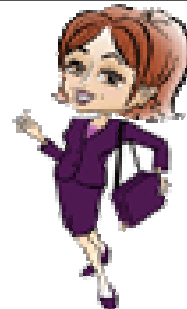


Guest List

Script to use for inviting guests:
"I'm so excited to call you! I would like to invite you to have a complimentary facial at a skin care class that will be conducted by my Mary Kay Independent Beauty Consultant. The class is by reservation only... I can have six friends, so if you can come, let me know so I can reserve a space for you".

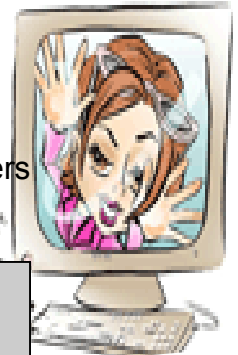
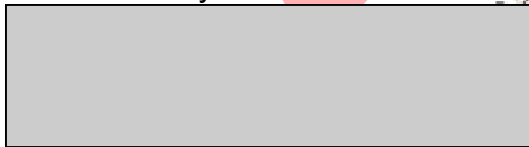
Name & Phone:

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



Tips:
Invite 10 to 12 friends to ensure that 6 attend. Let them know we will begin our class right on time. Let them know I will be contacting them to find out a little more about their skin type so I can customize our appointment. After the initial call to invite them, call each guest once more the day before to remind them of the time and to dress comfortably. Keep refreshments simple and plan to serve after the class. Expect Success! & have FUN !!

Call or email me with your guests names, addresses, & phone numbers and I'll send out invitations and/or reminders for you !!!





Hostess Rewards

Thank you for being my hostess!!

I am looking forward to working with you!!

Your class is scheduled for : _____ : _____ I'll arrive at : _____ : _____
Day and Date Time

♥ Because this is my business and I love what I do, I will be there rain or shine! I have reserved time for you. If for some reason you would need to re-schedule, please do so at least 48 hours in advance! Thank you so much!!!

You have a S.H.O.T at \$100.00 in free Mary Kay Products!!!

You can have a

Here's How!!!



S

Six Guests!
You +5
And
sales of \$300.00
with \$100.00 in
outside sales

\$25.00

H

Hold the original
date & time of
your class!!

\$25.00

O

Opportunity
To have more...
Listen to the
Business Basics
or come to a
Mary Kay event

\$25.00

T

Two Bookings!!
When bookings
are held ...
you receive!!

\$25.00

You can have it all !!!
Go for your S.H.O.T