

## A Tale of Two Hostesses...



Congratulations, and way to go,  
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 many,  
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 many chairs will fit in my den.  
Her beauty book sat home on the table,  
Outside orders—Oh, I wasn't able!  
She set a buffet fit for a king,  
But forgot to give her guests a reminder ring.  
That night of 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 product for FREE!  
She called eight to ten people the date they were 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, 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 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!**

*Because this is my business, and I love what I do, I  
will be there rain, sleet, snow or shine! If for some  
reason you would need to reschedule, please do so  
at least 48 hours in advance. Thanks so much!*

## Hostess Guide



Date: \_\_\_\_\_

Time: \_\_\_\_\_

Location: \_\_\_\_\_



## ► Making your skin care class a SUCCESS!

Thank you for being my hostess I look forward to working with you!!

Your Hostess Rewards...

### a S.H.O.T. at \$100!

#### S = Six guests

Have six adult non-Mary Kay users at your class and earn \$25 in product.

#### H = Hold on Original Date

Keep your original date booked for your class and you earn \$25 in product.

#### O = Orders of 200

When your class has orders totaling \$200 or more you earn \$25 in product. Total includes outside orders via book or website! For online orders have them put your name in comments section.

#### T = Two Bookings

Have two bookings from your class and earn \$25 in product!



If the above requirements are not met you will still receive 10% of the sales in product.



## 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 a Mary Kay Independent Beauty Consultant. The class is by reservation only and 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. \_\_\_\_\_

Return your guest list to me via phone or email nlt 3 days before the class and receive a prize!!

## 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 appt.
- 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 and phone numbers and I'll send out invites or reminders for you!

