



RECIPE FOR A SUCCESSFUL CLASS! by Sr. Sales Director Bernice Hines

1. Keep Original Date.
2. Invite 6 or more guests. So that you will have at least 3 people there.
3. Call & Remind guests 1-2 days before the class.
4. Have \$100.00 in outside orders before the class and receive a free gift.
5. Start class on time.
6. HAVE FUN!!!!

HOW TO INVITE YOUR GUESTS – Be excited and enthusiastic. Your friends will come when it sounds like fun!

Hi _____. This is _____. I know you're busy so I'll only keep you a minute. I've got something really exciting planned on _____ at _____, my professional Mary Kay Consultant wants me to be a face model in her before and after Portfolio. She said I may invite a few friends to share my makeover and offer the opportunity to them as well. I thought of you immediately.

May I tell Beverly, my Beauty Consultant, you'll be joining us, so she can give you a quick call to find out some background information on your skin type. This will enable her to personalize your skin care needs and design a color palette just for you.

POTENTIAL HOSTESS LIST

Relatives, friends and neighbors (high school, college, country club)

Co-workers or Former Workers (present, past, husband's)

Acquaintances from church, civic groups, and other organizations (book club, social club, volunteer work, Sunday school)

Contacts through your children (children's past and present schools, children's mother's, PTA, day-care employees)