



I'm so excited and looking forward to seeing you on _____ at _____. I can't wait to pamper you and your friends! Part of the privilege of being one of my special hostesses is that you have the opportunity to get FREE color cosmetics and body indulgences. There are many ways to achieve your hearts desire without spending a cent. Here are a few fantastic ideas successful hostesses of mine have used in the past.

How To Have A Great Class

- Invite women 18 years and older / non Mary Kay using
- Let friends, relatives, and co-workers who cannot attend the class check-out the Look Book I've enclosed. They can also shop online at my website. These orders will be added to your class total. (website address)
- Complete as many "ACTIVITIES" from the Activity Accomplishment sheet as you can
- Keep refreshments simple.

Here's How It Works:

- Let them know its great girlfriend time and they'll be pampered. This is what to say:
"I'm so excited to call you because I am having a skin care and color cosmetic workshop on _____ (date) at _____ (time). You'll receive a FREE facial and make-over! We're going to play with make-up, create a new look and have lots of fun, but it's by reservation only. I can only have 6 friends, so if you can't come, I need to know now so I can invite someone else in your place. You don't have to buy a single thing. Can I count on you?"
- I'll be calling you a few days before the class to get their names and numbers so I can call each one to find out their skin type and be sure we're meeting all their skin and color cosmetic needs.
- I will be there 20-30 minutes early to set up for the class.

I can't wait to work with you! See you on the _____ (date).