

100 Ways to Work Your Business

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| Give a Look book to the receptionist at your doctor's office! | Get a list from your community's Welcome Wagon! | Create cute samples packets to carry and hand out! | Place your business card at your hairdresser's station! | Post a Look book in the teachers' lounge at your child's school! |
| Give products as gifts! | Hold an Open House! | Wear your MK pin! | Host an office party! | Do a fragrance survey! |
| Offer a Christmas wish list to your customer and then call their Santa! | Place ads in the local high school's newspaper for prom makeovers! | Put a business card with a makeover offer in Trick-n-Treaters bags! | Have a "Get to Know You" party with your neighbors! | Advertise in your alumni newsletter or local Newspaper! |
| Ask friends to be your hostesses! | Advertise in your church bulletin! | Host a show before a PTA meeting! | Mail out samples □ Look books and wish lists! | Advertise at pre-schools for the working mom! |
| Invest in a Mary Kay website and advertise it! | Set up a display at a craft fair! | Have your husband promote you at his work! | Include your website on your email signature! | Host a Christmas Shopping Show for men! |
| Include a business card with your bill payments! | Set up a display at a mall! | State your business on your voicemail! | Encourage relatives to book a show! | Use MK checks on your personal account! |
| Ask past hostesses at shows to talk about their free product! | Bring MK samples and books when visiting out-of-town! | Send emails to customers about monthly specials! | Contact the local school's cheerleading squad coach! | Advertise in local schools' parent newsletter! |
| Give products as donations! | Conduct Skin Care Surveys! | Give out your business to anyone who helps you! | Contact local churches about girl youth groups! | Encourage preferred customers to host shows! |
| Post a Look book in the employee break room! | Use the PCP mailing program! | Advertise with local dance schools! | Set up a display at a job fair! | Build a Before & After Model Portfolio! |
| Join your Chamber of Commerce! | Set up a display in a local gym! | Go to motivational seminars and network! | Send a Look book to a friend who has moved! | Wear MK t-shirts or sweatshirts! |
| Visit hotels and offer the staff a quick makeover on their break! | Leave a Look book at your doctor □ dentist or beauty salons! | Set up a display at a health fair to show sun care products! | Leave your business cards on bulletin boards or in local businesses! | Do a silent hostess show with an out-of-town friend or relative! |
| Be your own hostess! | New moms! | Birthday leads! | Go to Bridal fairs! | Ladies clubs! |
| Contact your local Girl Scouts! | Contact brides from newspapers! | Take a Satin Hands recipe to every potluck! | Ask for referrals from past hostesses! | Hold appreciation days at places of business! |
| Offer to do a pampering session during nurse appreciation week! | Give a friend/relative 10 Look books to pass out to their friends! | Be the supplier of gifts to local businesses' best clients! | Send a Look book to your Tupperware □ etc. reps! | Bring flyers with gift ideas to local fire stations! |
| Set up a display at a school fair! | Use a fishbowl at your favorite clothing store! | Use a fishbowl at your favorite nail salon! | Use a fishbowl at your dry cleaners! | Decorate your trunk like Christmas with gift ideas! |
| Mom and Me parties! | Professional women! | Do a web class! | Have a Referral Club! | Set up in a bridal shop! |
| Bring goodie bags to bank tellers! | Offer a bridal registry! | Do lipstick surveys! | Referral by a friend! | Host a Grand Opening! |
| Call your realtor with suggestion of MK New Home gift packages! | Ask friends/family to place your Look books in their break rooms! | Do a joint open house with other home-based businesses! | Put an "Ask Me About Mary Kay" button on your purse or coat! | Leave your business card and a sample with your tip for the waitress! |
| Hand your business card out to everyone! | Follow-up on every referral lead! | Put the MK logo car decal on your car! | Play Tic-Tac-Toe! | Place flyers in apartment laundry rooms! |
| Leave your business card with your manicurist! | Host a product preview party with the new products! | Host a Re-Grand Opening of your business! | Have your friends host a Goodie Pack party to earn products FREE! | Offer Back-to-School specials for teachers! |