

# TOWER *of Gifts!*

## HOSTESS PROGRAM

### Your Special Hostess Discount:

- 1** Guest Purchasing minimum of \$25  
★ **You Get 10% OFF your entire order!**
- 2** Guests Purchasing minimum of \$25  
★ **You Get 20% OFF your entire order!**
- 3** Guests Purchasing minimum of \$25  
★ **You Get 30% OFF your entire order!**
- 4** Guests Purchasing minimum of \$25  
★ **You Get 40% OFF your entire order!**
- 5** Guests Purchasing minimum of \$25  
★ **You Get 50% OFF your entire order!**

### Script For Inviting Your Guests:

*"I'm so excited! . . .*

*I've just scheduled an appointment with a really sharp lady with Mary Kay, and she is allowing me to share it with only 5 friends for a FREE makeover! She's going to pamper us for about hour, and it's going to be a lot of fun!*

*It's on \_\_\_\_\_, at \_\_\_\_\_. I'd really love for you to come, but it's by reservation only, so I'll need a definite yes or no. There's extra pampering for those who arrive on time!*

*Can I count on you?"*

Note: Please tell your Guests that they can expect a call from me a day or two before the class so I can ask them a few questions about their skin type.

I Can't Wait for Your Class! ★  
I know You'll Be a Great Hostess!



IN ADDITION TO YOUR HOSTESS DISCOUNT you earn surprise Gifts by completing the activities shown in each Gift Box!

Hold Class\* on Original Date & Time.

\*Class is You + 2

Your Guest List\* to Me on Set Date.

\*Minimum 5

2 Future Classes Scheduled at or Before Your Class.

\$200 in Pre-Class Sales.

Listen to Fun Tape about Mary Kay Opportunity and Complete Questionnaire.

Be My Model at our Weekly Training.

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

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

\$300 in Class\* Sales

\*Not including Pre-Class Sales

