



Hostess Rewards

My goal is to pamper you and your friends while helping you earn as many free Mary Kay® products as you desire. Here's how you can receive your FREE hostess rewards:

- Earn 10% of your total sales in free Mary Kay® products by sharing your pampering session with friends.
- Earn 15% of your total sales in free Mary Kay® products when one guest schedules her own pampering session.
- Earn 20% of your total sales in free Mary Kay® products when two guests schedule their own pampering sessions.

What Mary Kay® products would you like to earn?

One way to increase your total sales is to obtain hostess orders from those who are unable to attend your pampering session. Why not share the enclosed copy of *The Look* with your friends, co-workers and family? I've included some sales tickets to help you track your sales.

Guest List

I will call you for the names of your guests. Once confirmed, please let them know I will be calling them for information about their skin type and color preferences.

NAME	PHONE	✓ CONFIRMED
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		
7. _____		
8. _____		

Who can't come but might hostess a future pampering session?

NAME	PHONE
1. _____	
2. _____	
3. _____	

Tips for Success:

Here are some tips that may help you enjoy your pampering session and increase the amount of free products you could earn:

- To ensure that four or five guests attend, confirm with at least six to eight people, so you'll be prepared for any last minute cancellations.
- Invite guests personally.
- Let them know that products will be available to take home after the pampering session. I accept cash, checks, Visa®, MasterCard® and Discover®.
- Call your guests the day before to remind them of the time and place.
- Encourage your friends to schedule their own pampering sessions.
- If you'd like to offer light refreshments, please serve them after we're finished.
- Relax, have fun, and pamper yourself!

Suggested Script for Inviting Your Guests

I'm so excited. I've just scheduled a pampering session with my Mary Kay Independent Beauty Consultant on (date) at (time). She asked me to invite a few of my favorite people, and I immediately thought of you because (you're so much fun, you like to experiment with cosmetics, etc.). We're going to have a great time, and I'd love for you to come. It's by invitation only. I can only have five guests, so I'll need a definite "yes" or "no." Can I save you a spot? We'll start with a special pampering session for your hands, so be sure to be on time. My Independent Beauty Consultant will be calling you to get information about your skin type and color preferences, if that's all right with you.