

How to Host a "Website" Class

Here is a HOT TIP from the Winner's Circle- in order to get the word out to your clients that you have a web page...have a Website Hostess!

Ask your clients if they want to earn free product by "Hosting" a Website class!

Here is how it could work -- refer to the hostess points in the hostess brochure. Schedule the class - this would be the date for your hostess to have all her friends and family shop on your web page.

- She gets 50 points for not changing the date.
- She gets 50 points for each "website" booking.... double the points if an actual class is booked!
- 1 point for each dollar from "Embrace Life" catalog purchase and 2 points for each dollar from holiday and regular line items!

Once her "guest" have placed their orders have them refer to their "hostess" in the comment section so you will know to give her credit!

Help her set a goal for what she wants to get for free! If she had 10 people who just spent 20.00 in holiday and regular line items each that would = \$200.00 in salesmore importantly it is 10 NEW NAMES for your client list!

She would get 400 points for sales and 50 points for holding on the original date.
450 points = \$35.00 in Mary Kay products ! Here is how it breaks down: 200.00 retail
100.00 cost 100.00 gross profit
17.50 (hostess credit at cost)
82.50 profit! PLUS 10 NEW CONTACTS
DO 2 of these a day for 5 days a week and have a potential of a \$2000.00 week...you will be an Emerald Star in one month!

Here's an example from DIQ Stephanie Duke on what she plans to say to her customers:

You can earn free product by Hosting a Web site Class for me!

Here's how it works: Schedule a date for you to have all your friends and family and yes, even co-workers shop on my web page.

You get \$5 in product for not changing the date of your on-line class.

Another \$5 in products with each "website" booking. Double that amount if an actual Facial/Skin Care Class is booked!

You will then receive additional discounts based on how many friends order and for total sales.

Have your "guests" place their orders online and have them refer to you as the "hostess" in the comment section so I will know to give you credit!

Suggested dialog for your email invitation:

"You are invited! I am having an On-line Mary Kay party all day Friday 10/22. Don't come to my house, just shop on my beauty consultant's web page at www.marykay.com/valjones ! You don't pay until she delivers your products. Make sure you type in my name under the comment section so I'll get hostess credit. Check out the "Embrace Life" section for additional gift items. When you book an "On-line Party" I'll

get more credit and you can win stuff too. Remember, my online party is 10/22 Friday, but don't come to my house, I haven't cleaned it or made an ooey-goey dessert."

That was just a sample but you want to make sure they know to refer to you as the hostess and to remember the date of the party! Write me back asap to schedule your on-line party!



You can earn FREE Mary Kay Products by "Hostessing" an On-Line E Party!! All you have to do is copy and paste the following message and email it to your On-Line Girlfriends (and Guyfriends - we have men's products plus great Valentines Gifts)!! You will receive 10% of the sales from your party towards **FREE PRODUCTS** of your choice!! **PLUS - DOUBLE THAT TO 20%** if two or more of your friends hostess their own E- Parties!! **So, \$200 in sales plus 2 E-Parties = \$40 in FREE PRODUCTS FOR YOU!!**

Email me back and let me know if YOU will be hostessing an E-PARTY!! Your party will run for 1 week from the time you send out the email - so make sure to let me know when you are sending it!! Better yet, include me on your distribution list ([your](#) website address here) and I will know when you've sent it out!!

***COPY & PASTE THIS INVITATION BELOW AND
SEND TO YOUR EMAIL FRIENDS!!***

You are invited to an ON-

LINE E-PARTY!!! 

I am hostessing an ON-LINE PARTY for my Mary
Kay Consultant, **your name**

Here is all you have to do:

Get comfortable!! You can even shop in
your "jammies"!! ☺



Visit her web page at [your](#) website address here)

View and shop for the latest and greatest in Mary Kay Products!!

Don't forget gifts you may be needing soon !!
Let **(consultant name)** know & she'll even gift-wrap for you!

You will also receive a FREE GIFT with a \$30 or more purchase!!

Make sure to register for the Sweepstakes Give-Away **From MaryKay Cosmetics!**

Please put **MY NAME** in the **COMMENTS SECTION** on the Order Page!!

This will let **(consultant name)** know that you joined MY E-Party

AND I WILL EARN FREE PRODUCTS FOR EACH ORDER!! 😊



If YOU would like to get FREE PRODUCTS AND Hostess your own ON-LINE PARTY, make sure to let **Val** know in the Comments Section!!

She will send you the details and an "e-message" that you can pass on to your email list of friends!!

**I will earn EXTRA FREE PRODUCT for at least
TWO
On-Line Parties that result from mine...and YOU
CAN TOO!!**

**Don't Delay...This E-Party Invitation Self
Destructs in 7 Days!!**

