

Hostess Bingo

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Let's Party!

MARY KAY HOSTESS PLAN

Be a hostess & party the Mary Kay way! Choose a hostess plan that you like the best, invite some girlfriends over & we'll party! Everyone has fun & goes home with products they love & you'll get your favorites for FREE!

WHAT CAN BE BETTER THAN THAT?



Option One

| TOTAL PARTY SALES | 10% OF PARTY SALES WITH NO BOOKINGS | 15% OF PARTY SALES WITH ONE BOOKING | 20% OF PARTY SALES WITH TWO BOOKINGS |
|-------------------|-------------------------------------|-------------------------------------|--------------------------------------|
| \$500 | \$50 | \$75 | \$100 |
| \$400 | \$40 | \$60 | \$80 |
| \$300 | \$30 | \$45 | \$60 |
| \$200 | \$20 | \$30 | \$40 |

Option Two

No matter what your party sales are, with an order \$75 or more, get \$40 off!

**\$75 IN PRODUCT
FOR ONLY \$35!**





Mineral Cheek Color

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*



Mineral Eye Color

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*



Mascara

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*





Lipstick

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*



Lip Gloss

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*



Eyeliner

Congratulations!

At your follow up session with 3 friends,
you will receive your free gift!

*To reserve your prize, we will pencil in a tentative date
for your follow up appointment today!*



WHAT WOMEN WANT!

why do high achieving women start a mary kay business?



PEOPLE

What would it be like to surround yourself with really great people of excellence?

The women in Mary Kay are visionaries, passionate, and others-focused.

MONEY

50% profit made from selling the products, which is the highest direct sales commissions in the U.S.

Team building commissions, along with a lot of bonuses and extra perks, give women earning potential that is very hard to match, which is why Mary Kay produces the most women around the world earning six figures and higher!

SELF CONFIDENCE

There is no better personal growth plan for a woman than Mary Kay!

Women build confidence in a positive environment. If you want to build a better life, you often need to better who you are. Women in Mary Kay become stronger in other areas of life as a result.

CHALLENGE

Imagine being rewarded for your hard work. Yes, it's challenging. Women in Mary Kay get to do quality work that stretches and grows them into stronger people.

Women find it's also very rewarding when they empower other women.

CAR

Earn a FREE Chevy Cruze in less than a year working your business 10 hours a week. Directors can earn a Chevy Equinox, Ford Fusion, BMW or the prestigious pink Cadillac! 85% of car insurance, tax, title and license fees are paid for by Mary Kay.

What would it be like to have no car payment?

ADVANTAGES

What could flexibility do for your family?

Women in Mary Kay have the opportunity to advance/promote themselves at their own pace, while holding strong to their values and beliefs.

what type of people do we look for to be a beauty consultant?

WE LOOK FOR BUSY PEOPLE

WE LOOK FOR DECISION-MAKERS!

WE LOOK FOR A PERSON WHO IS FAMILY-ORIENTED!

WE LOOK FOR PEOPLE WHO HAVE MORE MONTH THAN MONEY!

WE LOOK FOR THOSE THAT ARE NOT THE SALES TYPE!

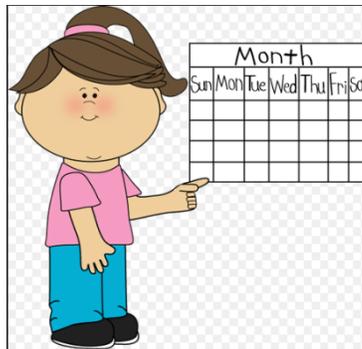
WE LOOK FOR WOMEN WHO DON'T NECESSARILY KNOW A LOT OF PEOPLE.





SKIN CARE CLASS FOLLOW-UP

1. Mail/Deliver any products you did not have to give on-the-spot at the class.
2. Record sales on your Weekly Accomplishment Sheets. Staple the “pink tickets” to your sheet.
3. Call in all credit card charges or process on-line.
4. Keep track of all accounts receivable.
5. Write a thank-you note to your hostess.
6. Write a thank-you note to each customer thanking her for her purchase.
7. Write a Reminder Postcard” to each customer who booked a class—mail the day after the thank-you note—or send a coaching packet if she did not get one at the class.
8. Add the white copy of each Profile Card to your Birthday File, or track information on www.marykayintouch.com under the “my customers” section.
9. Staple the ‘Bank Copy” of the sales ticket to customer’s Profile Card and file alphabetically.
10. Add all new customers to your Preferred Customer list.
11. Tally all items sold on a current Order Form (hard copy or online) in preparation for your next order.
12. Re-stock your car with the items sold.
13. Clean mirrors and repack for your next appointment.
14. Separate your money 60:40 if at a profit inventory.
15. Follow-up with key recruiting prospects by booking an interview or inviting them as guests if you didn’t already.



COMPLETE EVERY SUNDAY/MONDAY

1. Separate your cash on hand 60:40 and prepare deposits.
2. Complete your Weekly Accomplishment Sheet.
3. Print your Weekly Accomplishment Sheet to bring to Monday Night’s Meeting.
4. Confirm your guests for Monday night & coach hostesses for the week. Profile all guests for this week’s classes.
5. Plan your next week.

PREFERRED CUSTOMER PROGRAM (PCP)

1. You can register your customers online at www.marykayintouch.com.
2. Add new customers continually so you’ll be prepared for each PCP deadline.

Why wash your face with Mary Kay?

Did you know that women control 80% of all purchases made in America? It is important to consider how and who we want to invest in – products, people and companies – and make sure they align with our priorities and values. I'd like to share some of Mary Kay's priorities and values with you all - it is because of these that I choose to invest in Mary Kay!

Did you know that when you wash your face with Mary Kay, you are...

- ✓ Investing in a woman-owned small business, impacting her dreams and goals while also supporting the local economy.
 - MK is a company that was created **by a woman for women!** The Mary Kay business opportunity has helped women all over the world discover extra income, empowered choices and true beauty from the inside out.
 - Share how MK will/has impact(ed) your life, family, goals, etc.
 - We pay a local business tax and this money goes right **back into our community** to pay for things like teacher's salaries and upkeep of the roads we each travel every day.

- ✓ Being backed by a company with a track record of over 50 years of successfully helping women discover products that they love.
 - MK is a family owned, 100% debt-free company with well over \$4 billion in sales annually and is the leader in brand loyalty.
 - We believe this success centers around the priorities that Mary Kay Ash, founder of MK established: **God first, family second and career third.** This is followed closely by living by the Golden Rule!

- ✓ Using products that were NOT tested on animals!
 - For more than two decades, MK has been a global leader in helping to develop alternative testing methods for product safety.
 - But this doesn't mean that our products aren't tested! In a typical year, Mary Kay spends millions of dollars and conducts more than 500,000 tests to ensure that Mary Kay products meet the **highest standards of quality, safety and performance.**

- ✓ Supporting a company that is environmentally friendly.
 - The majority of our products are **manufactured in the US** with our manufacturing plant and 5 distribution centers recently achieving a zero landfill site status.
 - Additionally, MK has an **extensive recycling program** and our distribution centers ship orders using packing materials made of **renewable materials** which are 100% biodegradable.
 - MK partners with the US Forest Service and the Arbor Day Foundation and is responsible for having planted over 300,000 trees.
 - The MK Foundation is building Nature Explore Classrooms in domestic violence shelters that provide learning spaces where children can learn, play and heal from abuse.

- ✓ Giving support to survivors of domestic violence and hope to those suffering from cancer.
 - The Mary Kay Foundation is making strides to **end domestic violence** and awards \$3 million in shelter grants to 150 domestic violence shelters each year.
 - In 2015, the Mary Kay Foundation awarded \$1.3 million in grants to **cancer research.**