

At Beginning of class: Introductions of guests.

Pull Hostess away from table: “ I want to thank you, *Suzie* for be a wonderful hostess & inviting your friends here tonight. I so appreciate your time! Without wonderful hostesses like you, I wouldn't have a business! It is so easy to be a hostess in Mary Kay! You have no money to collect, no deliveries to make, I only need a table and a sink and you can have it in your home or mine! If it's at my home, I do the house cleaning!!

Suzie, as a hostess in Mary Kay let's look at what you can receive:

Set all the products as you talk about them on the hostesses lap!

1st my “Thank you” gift for introducing me to your friends and taking time out of your busy schedule: Your 1st choice is a Tote Bag with adorable pink leopard lining or the beautiful pink jeweled bracelet in pink suede box! Which will you choose?
(Romance items)

2nd for holding on the original date and time, & 3 adult friends, you have the opportunity to purchase “One Limited Edition Item” at ½ off! (Gold Glimmer Set or MK Signature Color Collections), which will you be choosing?

3rd you have the choice of “Glamour Brushes \$45 value: the hostess special price of \$30 or with 1 booking \$20, with 2 bookings \$10, with 3 bookings FREE! OR “Microdermabrasion” \$55 value, hostess special price of \$40 or with 1 booking \$25, with 2 bookings \$15, or with 3 bookings FREE!!!

4th With an average party sales of \$500...you can receive \$50 to \$100 FREE! The amount of free product is based on your sales and your bookings. Example: With \$500 in sales & 2 bookings you will receive \$100 FREE, you would have the choice of the Miracle Set which includes... or the Color 101 which includes... ! Which will you choose?

Everyone here tonight will receive:

With a \$40 or more purchase you will receive “Current PCP gift.” (show and tell)

*At Lipstick party you can receive the Satin Lips FREE,

*At a skin care/glamour party they can receive the Travel Roll Up!

With the set specials I will explain later you can receive “Travel Roll Up”

Isn't it exciting how much you can receive as a Mary Kay hostess, and it is so easy! So while we are having fun with the products today, I hope you will be thinking of the friends you can share your 2nd facial with so you can receive all the hostess specials!