

The bags are from Section 2 of the order form or you can use any bag. Don't spend a lot on bags. I pre-make them up and then personalize them for each guest. If transportation is difficult then, put all the goodie bag contents in a zip lock bag and when you arrive at the class you can slide the stuff in the goodie bags.

In her Goodie Bag...all the goodies she will dump out to set up her own beauty station:

1. Mary Kay Shopping Bag or other inexpensive paper bag
2. Miraboo / Feathers in black...hot glued on your pink bag. (these bags you can recycle). Basically, doll up your bag with the feathers...ribbons...tie a helium balloon (e.g. If you are doing a WOW delivery) For the girls who do not show...you want them to feel like they missed out.
3. In the bag...facial case and Styrofoam
4. Disposable applicators
5. Disposable wash cloth
6. Headband / hair clips
7. Cotton balls
8. Color card - if you are not doing color leave this out
9. Sample of private spa or other sample you want to give, include your label
10. Any dollar store goodie (E.G. Party favor, purse mirror, goofy trinket...something you can buy in bulk)
11. Candy - see the pre profile questions to decide which one
12. ½ page coupon towards next purchase within 1 month out..."By becoming my customer today...you get \$5 off your next purchase by _____ (1 month out...at end of month)
13. Consultant Note – you can also say "...you get FREE shipping in _____ (the whole month of the next month out)
14. Tag each bag with her name...get hard card stock...pinkie / funky sheers...cut out and put her name on it (E.G. With hot glue or double sided tape...something that's easily removable if you have to recycle the bag)
15. Note...by having all of the Goodie Bags...it creates such a "visual". If there are any left over...E.G. 4 bags...you say..."you know...I'm gonna take these home and rip off the name tag to recycle the bag and put someone else's name on it...too bad _____ (guest's name) missed out. _____ (hostess name) do you want to book another class to rebook these ladies?
16. Candy (E.G. Fruit or chocolate based on her preference...you can buy inexpensively in bulk)
17. Beauty book
18. Customer profile card
19. Sales ticket
20. Pen
21. After the class...you say "gang, you get to keep everything in the bag...I just need the black case back and the mirror".
22. Consultant Note: This "New Attitude" approach separates you from every Independent Beauty Consultant out there. If you're gonna do this business...you must have "an edge". Look under the coaching section to see what you say to each guest as you pre-profile her.