

## MARY KAY “FUN FACTS”

Circle the “Fun Facts” hearts that you find most interesting!

- ♥ The company has never wavered from the principles on which it was based: The Golden Rule—Do unto others as you would have them do unto you— and our motto: God first, Family second, Career third.
- ♥ More than 170 women worldwide have attained the position of Independent National Sales Director and have average incomes from their Mary Kay careers well into six figures annually.
- ♥ For the eighth consecutive year, Mary Kay is the best selling brand of facial skin and color cosmetics in the U.S. (based on the most recently available industry data and actual Mary Kay sales. Mary Kay has approximately 9 percent of the U.S. facial skin care market and 8 percent of the facial color cosmetics market.
- ♥ Among the many recognition programs in Mary Kay is the famous Career Car program—which in addition to the renowned pink Cadillac, includes a Pontiac Grand Prix and a Red Pontiac Grand Am. Mary Kay boasts the largest commercial fleet of GM passenger cars in the world.
- ♥ The company does NOT conduct testing of products on laboratory animals.
- ♥ The Mary Kay Ash Charitable Foundation spends millions of dollars annually towards fighting cancers that affect women and domestic violence!
- ♥ Mary Kay Inc. was one of 20 companies profiled in the 1996 book *Forbes Greatest Business Stories of All Time*, and Mary Kay Ash was the only woman business founder in the book.
- ♥ Mary Kay Cosmetics has been named three times as one of **The 100 Best Companies to Work for in America** (1984, 1993, 1998) and as one of the **10 Best Companies for Women to Work For**.



### Track your outside sales here:

Name:	Phone:	Total Amount of Order
Outside Order Total:		\$

# Mary Kay Hostess Packet

Thank you for scheduling a Mary Kay Beauty Class with me. I'm looking forward to treating you and your friends to some fun pampering and helping you earn lots of free products! So, if your goal is to earn as much as you can (and why not?), I have listed some tips to help you. ***Lots more great ideas inside!***

**Inviting Your Guests:** This will be a relaxing and fun pampering time for you and your friends. By sharing your excitement with your guests you will have a great turnout. Here is an easy script to use.

*“Hi \_\_\_\_\_, this is \_\_\_\_\_. Do you have a quick minute? I'm so excited -I've just scheduled an appointment with a really sharp woman from Mary Kay. I can only have a limited number of people join me for an informative and relaxing pampering session. She's going to give us some great tips and pamper us and it's going to be a lot of fun! It's on \_\_\_\_\_ at \_\_\_\_\_. I'd really love for YOU to come, but it's by reservation only, so I'll need a definite yes or no. (If yes) Great...oh - you can expect a brief call from the consultant as she wants to ask you a few quick questions about your skin. This is going to be fun!”* (If no - arrange to show her the catalog for outside orders.)

**On-Time Raffle!** Be sure to let your guests know that we will begin right on time and that they will receive an extra raffle ticket for a special gift by arriving before the scheduled time!

**Refreshments:** Light refreshments are optional and are best served after the class.

**You Can Count on me Rain or Shine:** My schedule is very busy, as is yours. I've reserved this time especially for you and thus will be letting other people know that this time slot is not available. I won't let you down and I know I can expect the same from you. I'll arrive 30 - 45 minutes prior to the starting time to set up.

I'm excited about your class and looking forward to seeing you!  
Please be sure to give me a call or email if you have any questions.  
Online orders count towards your total!

Your Beauty Class is scheduled for:



Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location:

(I'll arrive at: \_\_\_\_:\_\_\_\_ )

My home (directions enclosed)

**Tips for Success:**

Invite 8—10 friends to insure that 5 will attend.  
The script on the first page is a great way to call and invite them!



After the initial call to invite them, call each guest once more the day or two before the class to remind them of the time (on-time raffle gift) and to wear something comfortable in their favorite color. Keep refreshments simple. Coffee/tea and cookies or cheese and crackers are great.



Potential Guests:	Telephone	Confirmed
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

You can earn an additional 5% or 10% in free products for 1 or more bookings! Women who might want to hostess a class to earn free products:

Potential Hostess	Telephone
1.	
2.	
3.	

## You are Invited to Join Our Preferred Hostess Program

**Benefits include:**

- ♥ Free products and surprises at all classes
- ♥ 40% off all fragrances purchased throughout the year
- ♥ A beautiful wrapped gift on your birthday
- ♥ Free Beauty Newsletter
- ♥ Special invitations to exclusive Mary Kay events
- ♥ Preferred Hostess Luncheon (*held once a year*)

**Important:**

- ♥ Appointments must consist of 3-7 guests and a minimum of \$100 in sales.
- ♥ First appointment must be a MK 101 (Introductory Skin Care.)
- ♥ See Hostess Tic-Tac-Toe for other options of future classes.



*Yes, I would like to be a Preferred Hostess!*

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip \_\_\_\_\_

Phone: (H) \_\_\_\_\_ Phone (W) \_\_\_\_\_

Date of First Appointment\*: \_\_\_\_\_

Date of Second Appointment: \_\_\_\_\_

Date of Third Appointment: \_\_\_\_\_

Date of Fourth Appointment: \_\_\_\_\_

Your first appointment should be scheduled in the month that you join the program.

*I work with only 20 preferred hostesses at a time.  
Don't be left out!*