

Mary Kay Party Agenda

- Satin Hands
- Introductions of yourself
- Thank hostess
- Introductions of everyone
 - Name
 - How they know the hostess
 - What they do for a living

- Mary Kay, the Company

Mary Kay Ash is the most American female famous Entrepreneur of all time!

She started our company in 1963 in Dallas, TX and she didn't expect it to go outside of the state of Texas, much less to what is today. Mary Kay is in 48 markets around the world! And also...A multi-BILLION Dollar company that is Debt FREE!

Our products are dermatologist tested.

- 100% customer satisfaction
- Demo Satin Lips
- Demo the facial products, plus Firming Eye Cream & Foundation Primer
- Foundation Match
- They apply Foundation
- The Fabulous Referral Game—have everyone grab their cell phone

My goal is to do 30 pampering sessions this month to help me earn my _____ (star prize, car, red jacket, DIQ) and if you know anyone that would enjoy a free pampering session just like what you are getting today- the skincare and a dash out the door look, you can put their name and number on this Fabulous Sheet. If I should text them, circle text or if I should call them, circle call. But THIS IS KEY...I only call or text them once so I won't be stalking your friends because that's weird. If they don't respond, I assume they aren't interested and that's no problem. This is a race, you get a ticket for every 5 names and whoever finishes first- gets an extra 5 tickets! If your girlfriends are over 25, check the box next to them and you get an extra ticket for each one of those! Whoever has the most tickets at the end, gets a prize from me!:)

- Marketing –Share “I” Story

Why you joined

Benefits of MK (briefly)

- Ticket game—they ask you questions about the opportunity and they get 2 tickets for each question. The first person to ask will get an extra 5 tickets.
 - *Offer a signing bonus—anyone that joins tonight will get \$_____ in FREE MK.
- Mascara
- Bronzer
- Lip gloss

- Table Close-Pass out: The 3rd page of our Close Sheet. Go through each question with them. When you get to:
 - 4. What sets did you love the most today? Have them flip over their placemat. Go through each set with them, so they know what everything cost.
- Individual close—Say: whoever goes first will get an extra 5 tickets!
 - Sales—Out of all of the products that we tried, tell me which products you can't live without. Write her products on a sales ticket, add sales tax. Have her pay right then with either cash, check or credit card. If credit card, process card on ProPay right then.
 - Booking- follow up appt. Get date and time right then.
 - Ask about their interest in the opportunity/if not ready to join right then, book them for interview in person with your Director. Give them a sincere compliment of why they would be good at Mary Kay. Send her home with a Recruiting Packet of info.