



Take 10 envelopes and either print the "Deal No Deal Envelope Labels" or you can just write on them. Print 10 of the "Deal No Deal Product Cards" on plain paper and indicate a Mary Kay product on each card that they can get free and then put them in the envelopes. You may have to fold in 1/2 so they cannot read through the envelope.

At the end of your class/party tell them they have a chance to help the hostess with more hostess credit and give them an opportunity for free product. Tell them they get to play "Deal or No Deal". Then explain that each envelope has a free Mary Kay item priced from the lowest item to highest item (ex. \$13 to \$65). They get to pick an envelope; if they elect to hold their own party with their friends. This free product is in addition to their hostess credit they will receive for holding the class.

Go around the table to each person and say "Deal or No Deal". They pick an envelope if they want a "Deal". If they say "No Deal" just say okay "No Deal" and move on.

After they pick their envelope they can look and see what they get for free, if they want to take a chance of getting something better (could be something less) they can choose another envelope; but they only get this chance once.

Then in the individual close you explain that they will receive this product free when they hold their class on original scheduled date, plus their other hostess credit you are offering.