



The Hottest Hostess Tips

Class Day: _____ Date: _____ Time: _____

IMPORTANT

HOW-TO'S FOR A GREAT BEACH PARTY...

- Û Invite 20+ women (preferably 20 years or older) to insure 12 attend
- Û See script below for what to say when you invite: (I have found from experience this script works and I want your class to be just as successful for you as it has been for me)

Hi ! _____ this is _____. Do you have a quick minute? I'm so excited. I've just scheduled a Beach Party with a really fun consultant from Mary Kay and I am winning \$200 in FREE MK product. But that's not all!!! She is GIVING AWAY lots of FREE products to my guests also! She'll be pampering us, and we will be having a fun "Girls Night Out" experience. It's on _____ at _____ and I'd love for you to join us. But it's on a reservation only basis because I must have 12 friends join me so I can win my \$200 FREE product! So...I 'll need a definite yes or no. If you're not able to make it, I will need to fill your place. Would you like to be included? GREAT!

Remember, your spot is held by reservation only, so if you cannot come, please let me know 24 hours in advance so that I can find a replacement.

Oh, one more thing...to make sure we have 12 people, my consultant said that when you bring a friend along with you, you will get an extra thank you gift from her. Who do you know that you could bring? Great! I know we are going to have a great time! I will see you on _____!

MORE TIPS!!!

- Û Keep the refreshments simple – punch would be great!
- Û Show the Look Books to get outside orders from friends, relatives, neighbors and co-workers who cannot attend the class.
- Û Call guests 48 hours before your class to remind them!!! Remind them there must be 12 present to be in the guest drawing and they wouldn't want to be the person that didn't show up if there were only 11!! Also, they must be 20 years old and be present at the time of the drawing.
- Û Stress being on time to your guest. We will have an early bird drawing.
- Û Make arrangements for children. "We all love them, but this is Mom's night out to be pampered. Let's find someone to watch the kids."
- Û **VERY IMPORTANT!!!** Return your guest list with phone #'s and addresses to me by _____. This will allow me to send the invitations and call your guests so I can make sure I bring the items they will be most interested in seeing.

I LOOK FORWARD TO A GREAT TIME AT YOUR PARTY!!!!