

At Beginning of class: Introductions of guests.

Pull Hostess away from table: “ I want to thank you, *Suzie* for be a wonderful hostess & inviting your friends here tonight. I so appreciate your time! Without wonderful hostesses like you, I wouldn't have a business! It is so easy to be a hostess in Mary Kay! You have no money to collect, no deliveries to make, I only need a table and a sink and you can have it in your home or mine! If it's at my home, I do the house cleaning!!

*Suzie*, as a hostess in Mary Kay let's look at what you can receive:

Set all the products as you talk about them on the hostesses lap!

**1<sup>st</sup>** my “Thank you” gift for introducing me to your friends and taking time out of your busy schedule: Your 1<sup>st</sup> choice is a Tote Bag with adorable pink leopard lining or the beautiful pink jeweled bracelet in pink suede box! Which will you choose?  
( Romance items)

**2<sup>nd</sup>** for holding on the original date and time, & 3 adult friends, you have the opportunity to purchase “One Limited Edition Item” at ½ off! (Gold Glimmer Set or MK Signature Color Collections), which will you be choosing?

**3<sup>rd</sup>** you have the choice of “Glamour Brushes \$45 value: the hostess special price of \$30 or with 1 booking \$20, with 2 bookings \$10, with 3 bookings FREE! OR “Microdermabrasion” \$55 value, hostess special price of \$40 or with 1 booking \$25, with 2 bookings \$15, or with 3 bookings FREE!!!

**4<sup>th</sup>** With an average party sales of \$500...you can receive \$50 to \$100 FREE! The amount of free product is based on your sales and your bookings. Example: With \$500 in sales & 2 bookings you will receive \$100 FREE, you would have the choice of the Miracle Set which includes... or the Color 101 which includes... ! Which will you choose?

**Everyone here tonight will receive:**

With a \$40 or more purchase you will receive “Current PCP gift.” (show and tell)

\*At Lipstick party you can receive the Satin Lips FREE,

\*At a skin care/glamour party they can receive the Travel Roll Up!

With the set specials I will explain later you can receive “Travel Roll Up”

Isn't it exciting how much you can receive as a Mary Kay hostess, and it is so easy! So while we are having fun with the products today, I hope you will be thinking of the friends you can share your 2<sup>nd</sup> facial with so you can receive all the hostess specials!