

- *Grand Opening Agenda*

Out of respect for your guests' time, try to keep your event to no longer than 1-2 hours.

- *Ask the guests to introduce themselves and tell how long they have known you and their relationship with you. A bit about their family, work, hobbies, and what their experience with Mary Kay has been if any. (Keep in mind that if you have a large group in attendance, you may need to skip this part.)*
- *Your Independent Sales Director or Recruiter can explain the purpose of the event.*
 - *Your Independent Sales Director or Recruiter should share her "I" story and her relationship with you.*
 - *Share the fun! You're excited about your Mary Kay business. Chances are there will be someone at your event that would love to come along with you on your Mary Kay journey and join in on the fun as your team member. You'll be off to a Great Start together earning profitable rewards along the way!*
 - *At the close, provide an opportunity for guests to earn door prizes by making a purchase, scheduling a facial and/or a party and listening to the marketing plan.*