

Tis the season...

to discover a **new** you!



Maximize your time and sales this month
Even just five "outside" hostesses could
net you a cool...\$800 !!!

First make a list of women you know who would love to be an "outside hostess" for you during the Holidays. Not only will you be able to create additional income, you will have lots of new people to contact for facials after the Holidays. Why not give your best customers, friends, etc., an opportunity to earn \$100 in their choice of Mary Kay Product.

Check out these numbers:

Incentive #1

She sells \$300, your gross profit is \$150, less \$25
Your cost for the \$50 in free product = \$125 profit for you.

Incentive #2

She "completes the packet" by selling \$450, your gross profit is \$225, less \$50
Your cost for the \$100 in free product, less \$15,
your cost for one line at 1/2 price = \$160 profit for you.

How To:

Take a large envelope (9x12"), use double sided tape or glue, attach the sheet with "Tinker Bell" on the outside. Enclose Look Books, Sales Tickets, business cards, Holiday gift certificates (be sure to add your name and number to the certificate). Enclose any extra samples you have.

Note: After collecting the packet/money, arrange a time to deliver the orders to your hostess so she can arrange to get them to her friends/family/co-workers. Depending on your inventory, you will want to get your packet back within a week to 10 days. Remember to give yourself enough time to order products that you may not have on hand.

Suggestion: Show your "outside hostess" how to demo Satin Hands, give her a full size Satin Hands Pampering Set so she can give everyone a special hands treatment. This will help her sell this wonderful product which makes a great gift. When you deduct cost of \$17 for the Satin Hands Pampering Set, you will still have a profit of \$108 for incentive #1 and \$143 for incentive #2.

Calling prospective Secret Santa Helper Hostesses...

"Hi, _____, it's _____ your MK independent beauty consultant.

Do you have a quick minute for me to tell you how to receive \$100 in your choice of MK product absolutely free? Great! I have selected my favorite customers (friends/family, etc.) to play Santa's Helper this year. This involves simply showing our Look Book to co-workers, friends and family and allowing them to place their orders through you. There are some fun incentives attached. I'm going to be in your area/neighborhood today (or tomorrow) and I'd love to take just 5 min. of your time to show you how fun and easy it is for you to receive \$100 in free product."

Holiday Hugs,

Jhelinda

