



WHAT IS IT -

A skin care class available to women all over the country at the push of a button.

HOW IT WORKS

Set up a Conference call with a service such as www.freeconference.com. You will receive a phone number and access code for all of the participants. Then everyone calls in at the appointed time for the Skin care class.

HOW DO I FIND WOMEN TO INVITE -

Referrals from Current Customers, Friends and Family
On Line Community such as MySpace, Facebook, etc.

WHAT TO SAY or EMAIL to your guests

My name is _____ and I am with Mary Kay Cosmetics. Please keep reading.

I am so excited because I am having a Skin Care Class on ____ at ____ pm with women from all over the United States. My goal is to have a COAST TO COAST SKIN CARE CLASS ~ with someone from every state in the US participating.

Here is how it works - I will mail you a Beauty in a Bag kit full of samples designed for your skin type and tone. Then on ____ at ____ EST~ everyone that is participating from across the country will have a makeover at the exact same time thru a conference call! So you will be in your bathroom listening over the phone and trying the products at the same time as other women across the country!

I know it may sound crazy ~ but it will be so much fun and I would love for you to participate if you are interested. Please let me know soon so that I can get everything mailed to you in time for the class.

If they say YES!!! You will then Preprofile her

You can check me out at www.marykay.com/gingerbenedict

WHAT TO SEND THEM: Attach the samples with double sided tape to the appropriate page in the Beauty Book.

1. 014092 Satin Hands Sampler Packets - 4 sets for \$2.00
2. 007723 Satin Hands Sampler Cards - 4 sets for \$1.50
3. Beauty Book with insert -\$.20
4. 015922 Miracle Set Sampler Promotion -- 6 sets for \$4.00 -- \$.66
5. 006683 Facial Cloth - just send them 1 - pkg of 30 for \$2.25 -- \$.07
6. Foundation Sample - any type - \$.16
7. Glamour Card - \$.81 I included liner, lip gloss and mascara sample in a mini zip bag
8. 003031 Mascara Sample - \$.37
9. 006691 Mascara Sample Card
10. Your business card or other marketing sheet with your MK website.

CLASS PROCEDURE:

This is just like a regular skin care class. Begin with Satin Hands. Then have your guests Open their Beauty Book and begin the class using your Flip Chart. At the end continue with the Table Close offering a Special price if your guests place their order either over the phone or on your Personal Mary Kay Website within the next 30 minutes. The Consultant then follows up to complete the sale.

FUTURE BOOKINGS -

I offer \$75 worth of Mary Kay product for \$35 if she would like to be a hostess and have 5 women on the next Coast to Coast Skin Care Class

OFFERING the OPPORTUNITY -

Information is available on your www.marykay.com website and you can send a evite Agreement.