

ENRICH EVERY WISH.

OCTOBER

- See more faces and increase your customer base by continuing to hold virtual or in-person beauty experiences, skin care parties and follow-up appointments.
- Provide holiday wish lists to everyone you meet to generate future sales in the coming months.
 - 📄 Hand out the printable **holiday wish list** to your customers!
- Prepare your inventory, and be sure to create your own giftable items.
 - 📄 Check out the **Holiday Products Merchandising video** for fun ideas on wrapping and bundling your own giftables.
- Send save-the-dates for *Mary Kay Pink Weekend™*, including Turn Friday Pink and Shop Small on Saturday. Consider sharing a special product offer on Cyber Monday.
 - 📄 Starting Oct. 1, download and share **Mary Kay Pink Weekend™ digital assets**, including a party invite and an *MKeCard*®.

DID YOU COVER EVERYTHING? REVIEW THE SUGGESTIONS FOR SEPTEMBER TO DOUBLE-CHECK!

NOVEMBER

- No need to wait until *Mary Kay Pink Weekend™*. You can turn the whole month of November pink by letting everyone know that you can help them with their holiday gift-buying right now!
- Sell giftables and holiday products. Continue to provide the holiday wish list to those you meet.
 - 📄 Make your holiday bundles extra amazing with printable **holiday gift tags**.
- Offer holiday-themed beauty experiences and skin care parties as a way to connect with more people during the holiday shopping season.
- Review your customers' holiday wish lists, and connect with those buying gifts for them.

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