

Mary Kay March Madness

Wanna Get Lucky? \$100 FREE!

L	LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL	\$20 MARY KAY
U	URGE AT LEAST 2 GUESTS TO SCHEDULE THEIR OWN MAKEOVER	\$20 MARY KAY
C	CATALOGUE SELL \$100 OR MORE OR AT-PARTY SALES OF \$200 OR MORE	\$20 MARY KAY
K	KEEP ORIGINAL APPT AND GIVE ME YOUR GUEST LIST	\$20 MARY KAY
Y	YOU + 3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT	\$20 MARY KAY

TIPS:

- Invite 10-15 friends to ensure 3-5 to attend. Tell them you need a Yes or No so be sure you have enough guests. The more-the merrier. Let them know we will begin right on time.
- Let them know that I will be contacting them to introduce myself and find out a little more about their skin type so I can bring the correct samples.
- Send postcards or emails to remind them about the party.
- Obtain pre-party Catalogue sales from those unable to attend.
- Keep refreshments very simple and serve after the makeover.

Friend	Phone or Email	Attending?

