

HOW TO HOLD 12 CLASSES IN 2 DAYS

PLANNING AND FOLLOW THROUGH ARE ALL YOU NEED TO COMPLETE A 12 CLASS MONTH IN 2 DAYS. HERE'S ALL YOU NEED:

- √ Refer to your month-at-a-glance calendar in your date book.
- √ Find 2 Saturdays that are clear of all other obligations.
- √ Divide 2 Saturdays into 3 time slots. i.e. 10am, 1pm, and 4pm.
- √ When you book your appointments, let your hostess know they may hold their class at your home. After all, who wants to clean house before they pamper themselves.
- √ Now book 2 hostesses for the same time slot and MAGIC! YOU HAVE 12 CLASSES!!

- √ *"Hello, _____, this is _____, your Mary Kay Beauty Consultant. The reason I am calling is I have reserved a few time slots in order to pamper my preferred customers with a new glamour look. It has been several months since your last facial and I would love to get together with you. I am inviting my preferred customers to my home, and my gift to you is \$25 in FREE Mary Kay glamour (eye and cheek colors) when you share your makeover with two friends. You won't even have to clean house and I will provide refreshments.. Isn't that great? Which time is most convenient for you, ___ or ___? After setting time, tell her, "We will have a great time, you can count on it!!"*

New consultants may use the same dialogue by saying, "As part of my training, Mary Kay asks that I treat twenty five of my friends to a makeover in order to get their opinion of our fabulous new foundations, (which you think would appeal to her) and I immediately thought of you. Is there any reason why we couldn't get together?" (Continue with script).

- √ Keep booking until you have 2 classes scheduled for each time slot. You have just booked 12 classes to hold in only two days!

- √ Provide simple refreshments. Make your table and product displays eye-catching! Your guests are relaxed, enjoying each other and you and your sales will astound you!