

Magical Mask Hostess Fun Packets

Here is the idea I promised that can result in \$2400 or more in sales. “Magical Mask” Hostess Fun Packets. Great way to help you have a record breaking June.

Follow each step below to insure success!! 😊

- ✓ Set a goal. How many masks do you want to sell? How many hostesses do you want to enroll?
- ✓ Make a list of friends, family, and customers that you can ask to jump on board & help you with your goal. Get them EXCITED about the benefits (see attached fact sheet) of this AMAZING product and her 50% off shopping spree. PS: Have her promote the brush for easy application and to increase sales.
- ✓ Prepare “pocket folders” from the stationary store (I’m using black). Outside, use double stick tape and attach the hostess order sheet with the lines. Inside include Hostess Instruction Sheet, sales tickets and a couple of LOOK books. Note: You can save the sales page to your computer, double click in the space for Hostess Name, etc. before printing it. Or you can simply print the page and write in the information. Add the 2 page fact sheet (attached)
- ✓ Pick a date for hostess to return packet. I suggest 10 days maximum. You could give her a free gift (PCP, or hand cream to finish it sooner 5-7 days)
- ✓ Give your Hostess a copy of the instruction sheet. Go over it with her. Be sure to point out that Incentive #1 (\$100 @ ½ price) can be 10 masks or a total of \$240 of any items in the LOOK. If she wants to qualify for the \$200 shopping spree @ ½ price, the total would be 15 masks or \$360 total sales of any items in the LOOK Book. BONUS: Each person who purchases a minimum of \$30, may enter their name on the line on outside of packet for chance to win their order at ½ price. (This will encourage them to bump from the mask @ \$24 to the mask & brush @ \$34.) *Note: Please also coach your hostess to refer anyone who already has a consultant back to her personal consultant to order product.*

Optional... Give your hostess a mask (your cost \$12) to use as a demo. She can try it so she’ll be excited about. She can use it to demo it (top of the hand) on people she is taking orders from. You can let your hostess keep whatever is left in her tube. Again, this is optional, not required to succeed. Note: People are purchasing without even trying because the Charcoal Mask “Beauty Buzz” is SO BIG! If you don't have the product, get her enrolled without the “sample” tube.

Let's do the math:

10 packets finished at \$240 (10 masks or \$240 in sales) = 2,400 retail - \$1200 profit !!!

10 packets finished at \$360 (15 masks or \$360 in sales) = 3,600 retail - \$1800 profit !!!

Your only cost would be \$12 per packet if you included a full size Charcoal Mask. She would be getting a 50% savings shopping spree which will cost you nothing.

You could use this one single idea to have the \$\$\$ to finish your star this quarter, or pay for Seminar, or spend on a family vacation, or....you decide!

What to say when calling prospective "hostesses".

"Hi _____, I am so excited about a new product we have just launched and a special challenge I'm involved in. Do you have a quick minute for me to share the details with you including an opportunity for you to have a 50% off Mary Kay shopping spree? Great! You may have heard the latest beauty buzz, Charcoal Masks. Well, the benefits of activated charcoal masks is the biggest beauty secret. In mid May Mary Kay launched our Charcoal Mask and in just 2 weeks, over a half million have already been sold. Not only does ours have the benefit of deeply cleansing skin and unclogging pores to release impurities, but it has many other benefits such as hydrating and softening your skin. It also minimizes the appearance of pores. It has a great scent of rosemary & peppermint and rinses off easily to leave your skin absolutely glowing. My Mary Kay Sales Unit has set an audacious goal to sell 1,000 in June. We are asking our (favorite customers), or if speaking with friends or family members, (most supportive friends and family members) to join us in sharing this exciting product with people you know. I have a personal goal of selling _____, and I'd love to ask you to help me make this happen. As my thank you for sharing with people you know and taking orders, you can receive a 50% off shopping spree on your choice of MK products to be used now or to put on your account for future purchases. If you are willing to partner up with me, I'll have a special "fun packet" you can share with anyone you choose. By the way, men love this product and it also makes a wonderful Father's Day gift. _____, would you be willing to be one of my "Magic Charcoal Mask" ambassadors and take one of my fun packets?

Text: I have some exciting news and a 50% shopping spree for you! When can I call you with the details?

Telephone Message: It's _____ and I have some exciting news and a 50% off shopping spree for you! Give me a call so I can give you the details. My number is _____. This promotion is time sensitive so call me as soon as you can...again, my number is _____. Thanks!

Start contacting potential "hostesses right away and you'll be on your way to maximizing your sales and profits this month. Think of people who love to save money, friends or family members that would love to "help you", people with large families or who work with lots of people.

If you have any questions, please let me know.

To Your Success,
Melinda xoxoxo