

Holding a 10 Class Week and The Steps You Need to Make this Work.....

1. Decide to do it!
2. Decide which week you will do it and when you can hold classes during that week.
3. Tell everyone so you don't chicken out!!
4. Make a list of at least 12 women to call (who is in your circle of influence?).
5. Figure out what the free product promotion will be (mine was \$40 free for 3 people including the hostess & \$80 for 6 people including the hostess, your cost will be \$20 & \$40). You may choose to offer different hostess different promotions as well.
6. Figure out what to say BEFORE YOU GET ON THE PHONE... Here is what I said:
"Hi Susan, I just got trained on all the different kinds of parties we do in Mary Kay and I am supposed to practice doing each kind of party on 2 different groups. I need to practice a foot spa party, spa party, dash out the door party, summer product preview party, and skin care and color party, and I need to do them all in one week! Each practice party is just you and two people. You do not need to buy anything, but if you put together a practice party for me I will totally make it worth your while and give you _____". Is there any reason why you wouldn't want to have 2 friends over and get pampered?
7. Schedule a time to meet for coffee and coach her party.
8. Send a reminder card and another Look Book to all hostesses to keep them excited and so they can start shopping for their promotional free product.
9. Get prepared & organized. Make sure you have enough product on your shelf to service all customers with skin care at the very minimum. Also check your level of disposable trays, washcloths, sales tickets, and all other Section 2 supplies.
10. Memorize the script for booking a Career Chat and book at least 1 guest from every class for a practice Career Chat.
11. Go, Have Fun, & Make Lots of \$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$!!!