



SCRIPTS FOR INVITING GUEST TO MEETING

_____, we have color and product training at my unit meeting, and our featured looks (or products) for next week are _____. As part of our training, my director has asked that I bring a model for the _____ look, and I immediately thought of you! I would be honored to have you as my special model and guest. Is there any reason why I couldn't pick you up at _____ on _____?

_____, because you have been such an outstanding hostess (or such a wonderful customer) nothing would please me more than to introduce you to my sister consultants and director at our unit meeting on _____. And to thank you for your business and for being my guest, I would like to offer you a nail color of your choices as a gift. Is there any reason why I couldn't pick you up at _____ on _____?

_____, because you looked so incredible with your new Mary Kay Glamour look I would love to have you as my guest at meeting on _____. You could be our meeting model for our Everybody's Sweetheart Look!! (or whatever look). I would love for my Mary Kay girlfriends to meet you! And to thank you for being my guest I will have a special gift for you! Is there any reason why I couldn't pick you up at _____ on _____?

Be Sure To Invite Your Hostess

As NSD Linda Toupin suggest on her Tape entitled "20 Success Tips" ...be sure to invite your hostesses each week. Assume she will be your guest! During your class simply say:

_____, I'm so excited! As my Hostess you get to go to my meeting with me on _____ evening!! My Director will have a special ribbon for you and because you're my hostess we get to go out to eat after meeting!! (Say to the guest.... You can all attend my meeting too but only _____ my hostess gets to go out to eat with me!).