

IN-Person Parties ONLY!

After the party! Finish with finesse!!

1. Thank the hostess again.
2. Order, if need be, and fill any missing items. Deliver to the hostess in bags with receipts inside each...ribbons and candy inside make it better! If the hostess/guests are out of your area, consider using Mary Kay's customer delivery service to ship orders directly to the customer. Charging shipping to the customer is up to each consultant.
3. Re-order items sold to maintain inventory level.
4. Go to www.marykayintouch.com
Click business tools
Click weekly accomplishment sheet
Fill in details from the party to track your business...VERY IMPORTANT for taxes, recognition and mentoring from your director.
5. Call your recruiter or director and share the news! This will assist her in finding areas of strength and weakness in your business. Plus! She wants to celebrate with you!
6. Follow up with guests 2 days afterwards to make sure they are happy. Then again in 2 weeks, then each 2-3 months.