

## **IN-Person Parties ONLY!**

### **Before the Party...10 points to perfect!**

1. Explain and excite her about the hostess program perks and give her a hostess packet as soon as she sets the date.

2. Ask for the guest list (this can be done 24 hours after party is booked) using this script

"Hi ! If u send me ur guest list in the next 24 hrs u get a FREE chromafusion eye color!

I'll then text them the dealio for listening to the mk opinion call So that everyone gets a deal, too! :)) FUN n free stuff is headed UR way!"

3. Finalize guest counts 3-5 days prior to party and send guest list this text

"Hi Dawn! It's Mary Kathryn and you don't know me, but we are friends with Christine and she says you are coming to her Spring glam session tomorrow night at 6:30pm :) Is that right? If yes, text back YES for your goodie bag!"

The goodie bag could be a cute cello bag with a couple of lipgloss samples and a piece of candy. This gift is given at guest check out.

When the guest replies YES, you respond with an excited response with emojis or fun gif and this script

" if you want, you can listen before the party to a 15 min recorded opinion call and get a FREE eyeshadow! :)) It's easy..listen, hang up and I'll ask you the 3 easy questions tomorrow! Just dial 641-715-3900 code 22638# FUN, Spring color and FREE stuff!!! I can't wait to meet u"

4. Arrive 15-30 minutes early to be set up in time for guest arrival, filling all trays according to "meeting makeover guidelines" doc found on my site. Make sure you compliment the hostess for her home/children/treats/anything

5. Determine individual closing area.

6. Ask permission as to where to park, set up, and close the guests.

7. Ask hostess who is coming today that might be good at MK because you are building your team.

8. Ask hostess if she has ever thought about MK and encourage her to watch you tonight.

9. Shake hands and introduce yourself to each guest. Offer them the "treat bag" (found on my site on "packaging" video) and ask them to fill out profile if you haven't pre-profiled them prior to party start.

10. Ask each guest a little bit about her and what she most wants to learn today...skin care, color or both?

Have FUN during the party!