



1. Make a list of 100 people you know and send out this script Script: Hi name! (Connect/catch up and make a personal sentence) So I know this is random, but I just became a beauty consultant with Mary Kay. I was thinking about you, and I thought it would be fun to treat you to an ultimate spa session! I have a challenge to get feedback from 30 women this month. Would you be open to attending a session in person or virtually to help with my training?
2. During your skin care class ask for referrals and use the survey to collect referrals. " Be a fabulous friend and give a gift card and pamper pack to your girlfriends! Who would love this gift?"  PRINT FOR ALL CLASS TYPES .pdf
3. Honor working women/ partner with local businesses  Honor working women/boxes
4. Warm chat start recording at 21:56
https://www.youtube.com/live/euxOca_G8IU?si=J6N7m1DCaEua6mE6
5. Have a Mary Kay WebSite and post it in different groups
6. Make posts on social media and include your website link.
7. Connect with friends on Facebook and offer a free virtual or in person pampering session.
8. Look on Facebook for vendor events
9. Ask your hairdresser to display your business cards.
10. Post a catalog in the teacher's lounge at your child's school
11. Post a catalog in the employee lunch room.
12. Hold an open house.
13. Have a get to know you party with your neighbor's.
14. Advertise in your alumni newsletter.
15. Give a catalog to your doctor's or dentist's office.
16. Offer specials for Proms, etc in local HS Newsletters
17. Put current catalog in your neighbor's door w/ coupon.
18. Advertise in your church bulletin.
19. Contact local school cheerleading squad coaches to do makeover events
20. Host an office party or brunch.
21. Host a session before or during a PTA meeting.
22. Mail out samples, catalogs and a wish list.
23. Advertise at pre-schools for the working mom.
24. Set up a display at a craft fair to meet new people
25. Have your significant order promote at work.
26. Include your website in all emails
27. Offer a Christmas/Birthday wish list to your guest and follow up with gift giver.
28. Advertise your business on your voicemail.
29. Wear your Mary Kay pin.
30. Use Mary Kay checks on your personnel account.
31. . Ask past hostesses to talk about their favorite products.
32. Bring samples and brochures when visiting out of town family
33. Build a before & after Portfolio
34. When flying, place brochures in the pocket seat with your phone number/email only.
35. Conduct Skin Care Surveys

36. Offer monthly email/hostess specials
37. Offer makeovers to local church youth groups
38. Leave brochures with your phone number on the train/bus/light rail/ uber
39. Give out your business card to anyone that helps you.
40. Give products as gifts or donations.
41. Offer local dance schools displays or to advertise.
42. Have a display at job fairs.
43. Contact schools and see if they have advertising within their parent newsletters to off set cost.
44. Leave business cards on bulletin boards & local businesses
45. Offer glamour training to stewards at local airport.
46. . Go to motivational seminars and network.
47. Have baggies with samples/business cards to offer
48. You and your family wear MK T-shirts or sweatshirts.
49. Go to health spas (most have vendors come in once a month to set up)
50. Go to hotels and offer the staff a quick make-over on their breaks (the mgr could offer as appreciation)
51. Leave your brochures in doctor, dentist, beauty salons.
52. Join your Chamber of Commerce.
53. Display at health fairs connected within corporations.
54. Do a Fragrance Survey
55. Do a silent hostess program with a friend or relative.
56. Host your own show. Could be a fundraiser for your favorite charity or local school.
57. Contact your local Girl Scouts.
58. Birthday Leads
59. Call local hospitals and offer to do pampering sessions in the break room during nurse appreciation week.
60. Take a Satin Hands recipe to every potluck.
61. Go to bridal fairs.
62. Give a client, friend or relative 10 brochures to share.
63. Call past hostesses and ask for referrals give an incentive.
64. Do appreciation days at places of businesses.
65. New Moms
66. Set up display tables with drawings in clothing stores.
67. Have a booth at a school fair.
68. Contact local businesses and offer gift services
69. Ladies Clubs
70. . Leave a satin hands sampler for your mail carrier
71. Send a catalog to your Tupperware, Discovery Toys, etc. reps or exchange shows.
72. Bring flyers with gift ideas to local firehouses
73. "Learn to Put on Makeup" for pre-teens and teens
74. Follow through on every booking lead
75. Go to local hospitals and give out samples to Nurses/ volunteers.
76. Bring goodie bags to bank tellers.

77. Offer busy Professional Women "facial in a bag"
78. Call local Realtors and offer Mary Kay new home gifts
79. . Place flyers in apartment laundry rooms.
80. Have a Referral Club
81. Set up in a Bridal Shop
82. Wear an "Ask me about Mary Kay" button.
83. Leave your business card with your tip for the waiter.
84. Remember the 3ft rule, hand your business card out to anyone that is in 3 feet of you.
85. Hand out Satin Hands sampler to car wash workers
86. Offer a bridal registry
87. Do a joint open house with other in home business.
88. Put the Mary Kay logo on your car.
89. Do Lipstick Surveys
90. Place brochures in Bridal Shops & women's boutiques.