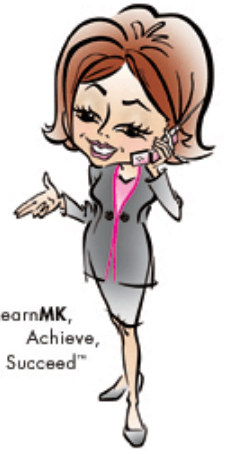


Coaching 4 Success!

by Charlyn Eschette, Senior Sales Director



1. **Attitude** (it's 90% of your success - 10% skills!!!.....GET PUMPED UP!)

2. **Coach your Hostess**

- Send her the Hostess Letter & the Hostess Packet right away!
- Call her 4-5 days before the Party & coach her for success, Give her ideas about who to invite is she still needs that and reassure her that it will be a GREAT evening. Remind her refreshments should be simple and she can serve them at the end. Help her get EXCITED!
- Tell her how excited you are to give her the Free products. Tell her you will call the ladies she has invited to ask them about their skin and be sure you have EVERYTHING they will need.
- Get the phone numbers for her guests and call them...use the Profile Card and put their name, number on it....use this script:

Hi _____! This is Charlyn, and you don't know me yet...but I'm the Mary Kay consultant who will be doing the party on Friday for _____. I'm excited you are coming and I just have 3 quick questions about your skin....do you have a minute???? Great....1. What type of skin do you have? Dry, Normal, Oily? 2. If you could change 1 thing about your skin, what would it be? Okay—I have a special product for that and I will make sure I have some there for you to try! 3. What type of Look do you like with your makeup? Minimal, Classic (right in the middle) or Full Glamour—Hello Baby! Great—I will have some colors there just for YOU! Okay—do you have a consultant or use Mary Kay currently? (if yes, refer them back to that consultant for future purchases after the party). Do you know where _____ lives? Great—I will see you there....we will be starting right at _____ - so be on time so you won't miss out! And finally—I have a Bring a Friend drawing for anyone who shares this party/ appointment with a friend.....if you want to bring someone, just be sure to call our Hostess _____— because you will be in the Free Gift Drawing that night. See you there ! Thanks.

- Arrive at your party 20-30 minutes before it begins!

HAVE FUN & BE PROFESSIONAL!

Remember - It's a MUST to Coach

& the Phone is your BEST Business Partner when

COACHING 4 SUCCESS!