

“ROCK, SHIMMER & SHINE” PARTY COACHING / TRACKING



Hostess Name: _____
Address: _____

Phone: _____
Class Location: _____
Thank You Sent: _____

PRE-CLASS INFORMATION

Class Date: _____
 Gave Hostess a Packet
 Received Guest List
 Invitations Sent
 Guests Confirmed
 Gave Director Class Info: Date, Hostess Name

Confirming the guests: “Hi ____ this is _____. I am the Mary Kay consultant holding the Rock, Shimmer & Shine Party for _____ on _____, Do you have a quick minute? Great! I am so excited you were invited to this incredible event...will you be able to make it by (time)? Well, _____ I am excited to meet you in person, _____ has told me so many wonderful things about you! Before I run, let me ask you a few quick questions about your skin. What is your skin type? Have you ever used MK before? If so, how long ago? Do you have any allergies or sensitivities? If you could wave a magic wand, what is one thing about your skin that you would like to change? Well, I will have a special seat for you at the party. Looking forward to seeing you then! Now, there is one last quick thing I'd like to share with you. I provide on-the-spot delivery and many of our guests enjoy knowing in advance that we accept check, cash, MasterCard, Visa and Discover. Also, if you would like to share this stunning ring with one of your friends, they too would be eligible for the ring drawing! We must have 10 guests to be able to give away the 6 karat ring to _____ and one for a guest” After speaking to the guests, call you hostess to let her know how excited her guests are!!!

Guest List—Name	Phone Number	Address	Pre Profiled / Special Need	Invitation Sent
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				

Turn in a copy of this ENTIRE form completely filled out along with summery sheet, redemption form and \$5 per winner for a portion of the ring to your Director, so she may order the ring for your Hostess & Guest.

Number of Guests Attending _____ Names of New Recruits From Party _____
 Total Retail Sales _____ Name _____
 Number Bookings _____ Name _____
 Hostess Name and Address is Above _____