

How to Host a "Website" Class

Here is a HOT TIP from the Winner's Circle- in order to get the word out to your clients that you have a web page...have a Website Hostess!

Ask your clients if they want to earn free product by "Hosting" a Website class!

Here is how it could work -- refer to the hostess points in the hostess brochure.
Schedule the class - this would be the date for your hostess to have all her friends and family shop on your web page.

- She gets 50 points for not changing the date.
- She gets 50 points for each "website" booking.... double the points if an actual class is booked!
- 1 point for each dollar from "Embrace Life" catalog purchase and 2 points for each dollar from holiday and regular line items!

Once her "guest" have placed their, orders have them refer to their "hostess" in the comment section so you will know to give her credit!

Help her set a goal for what she wants to get for free! If she had 10 people who just spent 20.00 in holiday and regular line items each that would = \$200.00 in salesmore importantly it is 10 NEW NAMES for your client list!

She would get 400 points for sales and 50 points for holding on the original date.
450 points = \$35.00 in Mary Kay products ! Here is how it breaks down: 200.00 retail
100.00 cost 100.00 gross profit
17.50 (hostess credit at cost)
82.50 profit! PLUS 10 NEW CONTACTS
DO 2 of these a day for 5 days a week and have a potential of a \$2000.00
week...you will be an Emerald Star in one month!

[Here's an example from DIQ Stephanie Duke on what she plans to say to her customers:](#)

You can earn free product by Hosting a Web site Class for me!

Here's how it works: Schedule a date for you to have all your friends and family and yes, even co-workers shop on my web page.

You get \$5 in product for not changing the date of your on-line class.

Another \$5 in products with each "website" booking. Double that amount if an actual Facial/Skin Care Class is booked!

You will then receive additional discounts based on how many friends order and for total sales.

Have your "guests" place their orders online and have them refer to you as the "hostess" in the comment section so I will know to give you credit!

Suggested dialog for your email invitation:

"You are invited! I am having an On-line Mary Kay party all day Friday 10/22. Don't

come to my house, just shop on my beauty consultant's web page at www.mymk.com/sduke ! You don't pay until she delivers your products. Make sure you type in my name under the comment section so I'll get hostess credit. Check out the "Embrace Life" section for additional gift items. When you book an "On-line Party" I'll get more credit and you can win stuff too. Remember, my online party is 10/22 Friday, but don't come to my house, I haven't cleaned it or made an ooey-goey dessert."

That was just a sample but you want to make sure they know to refer to you as the hostess and to remember the date of the party! Write me back asap to schedule your on-line party!