

Need some bookings on your calendar? See all of the ideas below!

- 1. Send a LOOK BOOK to a co-worker that has moved.**
- 2. Send a LOOK BOOK to your realtor...**
- 3. Post a LOOK BOOK in the teacher's lounge at your child's school.**
- 4. Post a LOOK BOOK in the employee lunchroom.**
- 5. Hold an open house.**
- 6. Have a booth at a school fair.**
- 7. Advertise in your alumni newsletter and/or local newspaper.**
- 8. Give a LOOK BOOK to the receptionist at your doctor's or dentist's office.**
- 9. Include a wrap or flyer with your bill payments.**
- 10. Call past hostesses.**
- 11. Put LOOK BOOK catalog or wrap in your neighbor's door. Include a 10% off coupon.**
- 12. Ask friends to have a party.**
- 13. Advertise in your church bulletin.**
- 14. Take a Satin Hands recipe to every potluck.**
- 15. Host an office party or brunch.**
- 16. Host a party before or during a PTA meeting.**
- 17. Mail out samples, LOOK BOOK and a wish list.**
- 18. Host your own party. Could even be fundraiser for your favorite charity.**
- 19. Get a list from Welcome Wagon. New people may be looking for a consultant or a new job in this area.**
- 20. Set up a display at a craft fair.**
- 21. Participate in a school fund-raiser.**
- 22. Have your husband or significant other promote the products at work.**
- 23. Have you and your family members wear a MK T-shirt or sweatshirt.**
- 24. Hold a "next holiday" Shopping Show for men (for Valentine's, Mother's Day, etc).**
- 25. Offer a Christmas/other holiday wish list to your guest and then call the gift giver and tell him what the guest wants.**
- 26. Set up a display at a dress shop for a drawing.**
- 27. Put a Mary Kay car decal on your car.**
- 28. Ask past hostesses at parties to talk about their free products.**
- 29. Hold an opportunity night nearby.**
- 30. Random mailings. Open a phone book and randomly choose.**
- 31. Mention hostess half-price gifts and other benefits at least 3 times per party.**
- 32. Hold up higher priced products and mention half-price products to encourage bookings.**
- 33. Mention how much your "average" hostess gets in products.**
- 34. At the beginning of your party, mention the hostess goal.**
- 35. Share upcoming specials at parties and during phone calls.**
- 36. Tell your hostess how much she saved by having her party.**
- 37. Encourage frequent customers to regularly plan parties.**
- 38. Encourage hostesses to rebook a party in 6-9 months. She'll be the first to see and try our new products at her next party.**
- 39. Treat hostesses to a special "Hostess Appreciation Tea".**
- 40. Encourage relatives to book a party.**