

Great Start Grand Opening

Agenda:

- ✓ Whether you are hosting a **virtual or in-person party**, out of respect for your guests' time, try to keep your event to no longer than **1 hour**.
- ✓ **Ask guests to introduce themselves** and tell how long they've known you and their relationship with you, a bit about their family, work, hobbies and what their experience with Mary Kay has been, if any. (Keep in mind that if you have a large group in attendance, you may need to skip this part.)
- ✓ Your Independent Sales Director or recruiter can explain the purpose of the event. She should also share her **"I" story** and her relationship with you.
- ✓ Chances are there will be someone at your event that would love to come along with you on your **Mary Kay journey** and join in on the fun as your team member. You'll be off to a Great Start together earning profitable rewards along the way!
- ✓ For those making a purchase, let them know you will follow up with each of them individually to arrange payment and delivery of her order. Also begin scheduling **second appointments** to talk about Color or a specific skin care regimen they are interested in.

