

# How to have a GREAT CLASS!



**Relax, Enjoy Yourself,  
and Earn...**

***\$75 dollars in product for only \$25***

- Keep the originally scheduled date
- Have 4 or more qualified guests\*
- Send me your guest list within 72 hours
- Have \$150 or more in sales

*Questions? Call me!*

Beauty Consultant: \_\_\_\_\_

Phone: \_\_\_\_\_

\* **Qualified Guest:** 18 yrs. or older and does not currently have a Beauty Consultant.

I am so excited about our class schedule for

\_\_\_\_\_ at \_\_\_\_\_  
I have reserved this date especially for you, rain or shine!

**We will have a lot of fun! See you then!**

Here are some tips on how you can have a GREAT class:

- Call soon to invite your guest and say:  
  
"Hi \_\_\_\_\_, I am so excited. I just schedule a skin care and color workshop for **[day, date] at [time]**. At the workshop, we will receive a \$30.00 facial for free. **[Beauty Consultant's Name]** is going to pamper us with some of the newest products on the market and promised it would be lots of fun. I can only invite 5 friends, and thought you'd like to come. It's by reservation only, so I need a definite Yes or No. Can I count on you? Great!
- Let your guest know that I will be calling to get their skin type ahead of time so that I can have everything ready for them. Don't be afraid to say this word for word and sound excited. I promise you'll get great results!
- Send me your Guest List within 72 hours.
- I'll have a gift for you when you have \$100 in outside sales orders.
- If you choose to have refreshments, keep them simple and serve them at the end of the class.
- I will be coming 30 minutes early to setup for the class. I can't wait to pamper you and your guest!



# Guest List

Hostess Name: \_\_\_\_\_

Class Date: \_\_\_\_\_

Earn extra hostess credit when you return  
this list to me on or before \_\_\_\_\_

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
Phone: \_\_\_\_\_

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
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