

## Fundraisers

The Power of Pink! Choose a charity or cause, sell products, and donate a percentage to the charity! Doing so does good for others, while generating sales for you, and increasing/expanding your customer base. Choose specific items for fundraising, or use the entire product line! Approach friends, customers & businesses for sales and donations! Or offer your fundraising abilities to any type of group or organization, and they do the promoting!

### Adopt a Grandparent

Generate donations and sales of hand creams or other gift items from businesses, churches, and private individuals in order to provide holiday gifts for elderly individuals at a local nursing home adopted for Christmas! Be a "Santa."

### Fundraising Parties

Offer to host a Gift Galore Party or any type of party for a women's group, church, or men's organization. Then, give back a percentage of the sales to the group!

## Customer Care Reorders/Sales Products of the Month Birthday Discounts

Thank your reorder customers with Gifts w/Purchase (GWP) premiums or retail products as GWP for your customer orders over \$40 (I prefer retail products—counts for star!)  
Offer special Products of the Month for 1/2 price w/purchase of \$50 or more, or offer a % discount off every month.  
Send a birthday card w/a coupon offering a discount for purchases in their birthday month!

## Gift Services

Mary Kay products are fabulous gifts for holidays, birthdays, or anytime!  
Care Packages too!  
And Chinese Auction donations!  
Sell to Men! Sell to Women!  
Sell to your customer's husbands!  
Offer gifts! Pass out Business Cards!  
Use Gift Brochures!  
Spread the word about your gift services and specials!

### On the Go Sales

Take an On The Go Basket showcasing a selection of products and pampering, as well as gift ideas and packaging everywhere!  
Show and Sell out of the basket!

## Private Vendor Events

**Special Church Sales  
Group Direct-Selling Events**

**Booths/Displays at Work**

**Special Private Business Events and Fundraisers**

*Offer Specialized Gifts and Special Set Specials.  
Drawings for Prizes.  
Perhaps, discounts, or a portion of the sales.*

NOTE: Selling is okay at Private Vendor Events. Public Vendor Events are for marketing, advertising, and obtaining new leads. Selling at a Public Vendor Booth is not allowed. Only order-taking for later delivery.

# SELLING OPPORTUNITIES

## Beauty on the Go Facials on the Go Beauty Across America

Skin Care Facials and Parties don't always fit into schedules, but we ALL can share Facials on the Go! Simple hand out or mail sample packs to your potential customers to get their opinion of our Famous Skin Care Lines! Ask for referrals so we can spread Beauty Across America and expand our customer base and sales!

### Take Home Bag Trials

The Take Home Bags are full-sized product demos, (and sometimes samples too) that you Roll Up and send home with someone to try in their bathrooms!

## Facials

Personalized Skin Care/Beauty Consultations

**-Rescue My Skin:** Skin Care Solutions

**-Finishes:** Concealers/Foundations/Powders

**-Eye'm Beautiful:** Color Checkup + Lashes/Liners/Brows

**Lip-Tastic:** Lip Skin Care & Color  
*Offer Special Set Specials*

## Open Houses & Boutiques

A selected day or weekend, or an extended period of time (say a week or two) during which you invite others to come or schedule appointments for others to visit

**"Your Mary Kay Store."**

Can be at your home or others' homes—  
a "Traveling Open House."

*Offer Set or "Bundle" Specials.  
Optional: Gifts for attending.  
Optional: Discount Baskets.*

## Mary Kay Parties

*3+ women together!*

Good Skin & Girlfriends: Gifts We Give Ourselves!

**-Everyday Beautiful Parties**

(The Original! Famous Skin Care with Hand Spa + Basic Glamour)

**-Spa/Pampering/Nighttime Facial Parties**

(Face, Lips, Hands, & Feet Pampering —No Glamour)

**-Glam Girl Parties**

(Advanced Glamour Clinics)

**-MK Beautiful Collection Preview**

(Lots of Girlfriends—Great pampering, no facials)

**-Gifts Galore**

(A fabulous Pre-Christmas Party—Gift ideas for yourself & others!)

*Offer Hostess Gifts and Special Set Specials!*

## Lip Lounges Pamper Parlors

A little pampering is a great break during a business conference or retreat! A Lip Lounge/Pamper Parlor is also fun to do at a booth during a health fair or similar event!

## Office of the Week

Select an Office & offer to bring in Goody Bags and pampering for all the women in the office!  
(You can also do Gift Gala Clinics during the Holidays at various businesses/offices!)

*)Give Gifts. Offer Certificates!  
Offer Set or "Bundle" Specials.  
Optional: Drawing for Prizes!*