

# 10 Point System

to holding an

## XTREME Class

Hostess:

Gift Working Towards:

	Date	Check here 1 pt each
1. <b>Book the Facial</b> , romance the one on one appointment and preprofile the customer.		
2. Send a <b>Thank You</b> note to the potential facial as soon as you book her. We want the note to arrive right away.		
3. Hold the Facial. When you hold the facial – you must walk in with the <b>Hostess Basket</b> . It must be so delicious looking – filled with goodies.		
4. Have your <b>Hostess program</b> planned and printed – hostess packet, card, etc. at the facial		
5. Re-book the new facial customer after you closed her on the sale of her Mary Kay set for her <b>Advance Glamour/Review Facial Appointment. turn this appointment into the CLASS</b> . Key: Know and use the Tentative Booking Approach. Key: You must say at your check up appointment <i>several times</i> during the facial so at the end she re-books.		
6. Send a <b>Thank You note</b> to your new customer thanking her for the time, opinion and purchase of her set – AND Thanking her in advance for agreeing to be one of your (name of the month) hostesses.		
7. Get the <b>guest list</b> .		
8. Both you and the Hostess are crystal clear about what <b>specific hostess gift</b> she is working towards. Therefore she has something to look forward to receiving for the work she will do.		
9. <b>Preprofile at least 2-3 people</b> coming to the class. Getting their information is vital – if they do not make the class you have great leads to follow up with. Finding out her needs before the class and knowing what she is interested in and what you can do for her MAKES all the difference.		
10. <b>Expect a positive class</b> , speak with confidence to everyone, be excited about what you will give to each person who steps into your space.		
<b>TOTAL POINTS ACHIEVED</b>		

If you hit all 10 points of this system you will have great classes. Start using this chart with every class you hold and watch the difference. The extra work is soooooo worth it. Your postponements will decrease and your booking will increase.

## It's Got to be XTREME!!!

Start this page with EACH new Facial and see how many you can carry all the way to a class.